



Name of the subcommittee : **Start-up subcommittee**

Social Issues Area : **Support for start-ups**

Content of Efforts : **Support start-up ecosystems in Kansai**

- Leadership organization : Sumitomo Mitsui Banking Corporation
- Keiji KAKUMOTO
- Jun MIYAGAWA

# Constituent organization



While working closely with the KINKI Bio-Industry Development Organization (KBDO), which organizes BiocK, Sumitomo Mitsui Banking Corporation will lead the startup subcommittee and promote it together with member institutions.

Position	Organization
Leadership organization	Sumitomo Mitsui Banking Corporation
Member	The Japan Research Institute, Limited.
Member	Mitsubishi UFJ Capital Co., Ltd.
Member	The Senshu Ikeda Bank, Ltd.
Member	Osaka Business Development Agency
Member	Marubeni Corporation
Member	Sumitomo Mitsui Trust Bank, Limited
Member	Mitsui Sumitomo Insurance Company, Limited
Member	for Startups, Inc.
Member	Nippon Telegraph and Telephone West Corporation
Member	Sumitomo Life Insurance Company
Member(New)	Hankyu Hanshin Properties Corp.
Member(New)	SUNDRED Co.,Ltd.(as a representing of "MIRACLE")
Member(New)	Canon Inc.
Member(New)	Nippon Boehringer Ingelheim Co ., Ltd.

# Three functional strengthening aimed at by the start-up subcommittee



Start-ups go through a growth cycle of starting with the seeds (things), acquiring management personnel (people), raising funds (money), acquiring commercialization personnel (people), and further expanding the business.

The start-up subcommittee will focus on three measures to support the growth of start-ups as an ecosystem.





## 1 Strengthening cooperation

### 1 with startup-related support organizations and functions active in Kansai

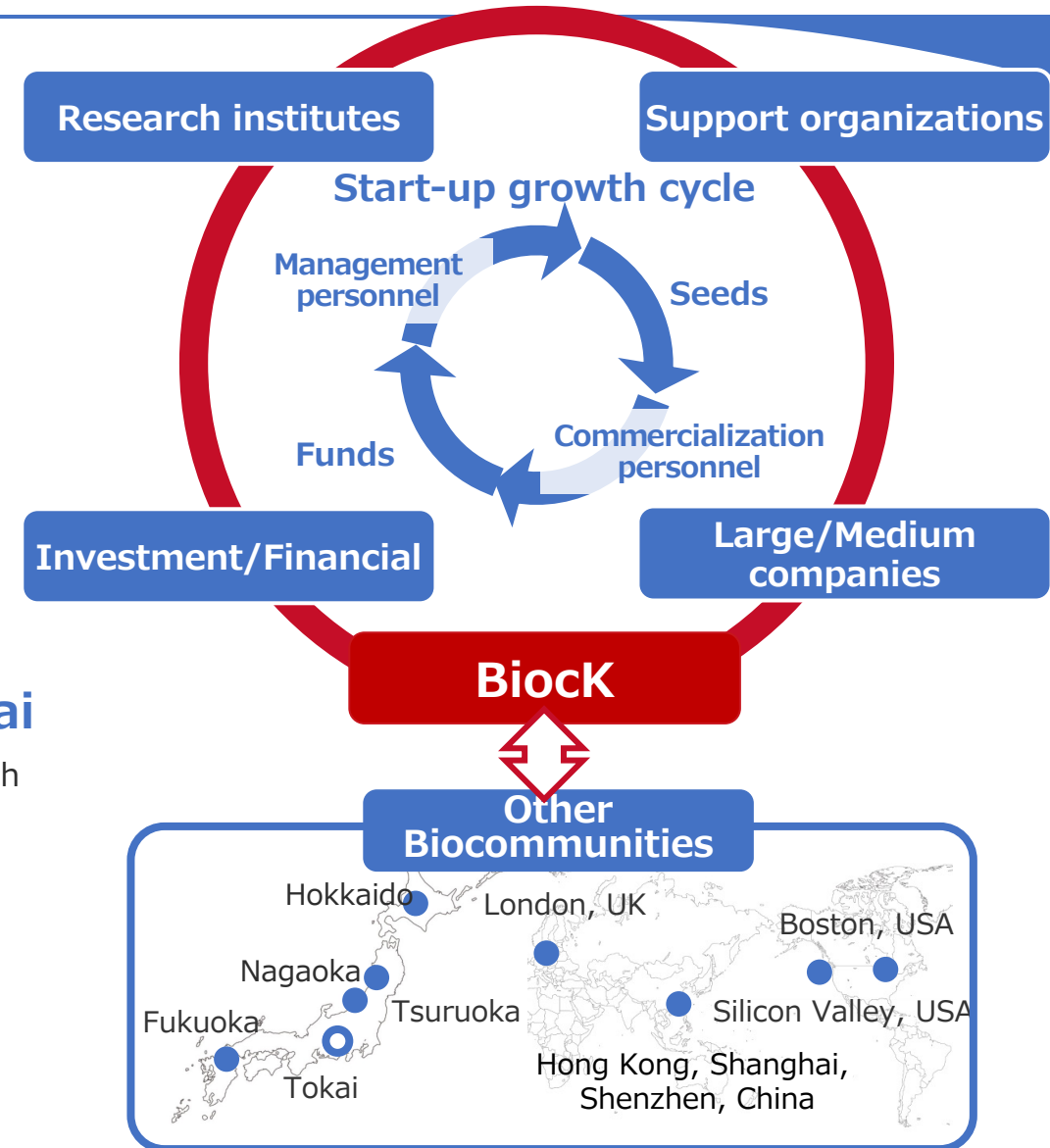
- ✓ A synergistic effect of the existing and established support functions is planned.
- ✓ Consider countermeasures for issues and gaps that are currently unreachable.

### 2 between research institutes, investment/financial companies, large/Medium companies and startups in Kansai

- ✓ Aiming to establish a more robust ecosystem while coordinating with each stakeholder and raising awareness.

### 3 with domestic and overseas biocommunities

- ✓ Aiming to build a global ecosystem while increasing recognition as a bio-innovation hub from overseas by collaborating with other regional biocommunities in Japan and startup ecosystems overseas.



## 2 Strengthening human resource development

### 1 of management personnel

- ✓ Through cooperation with overseas biocommunities that have established the world's most advanced ecosystems, we aim to improve their capabilities.
- ✓ Dissemination of seed information to the overseas bio community, cooperation with overseas VCs that are good at developing management personnel, and OJT support for management personnel development.

### 2 of commercialization personnel

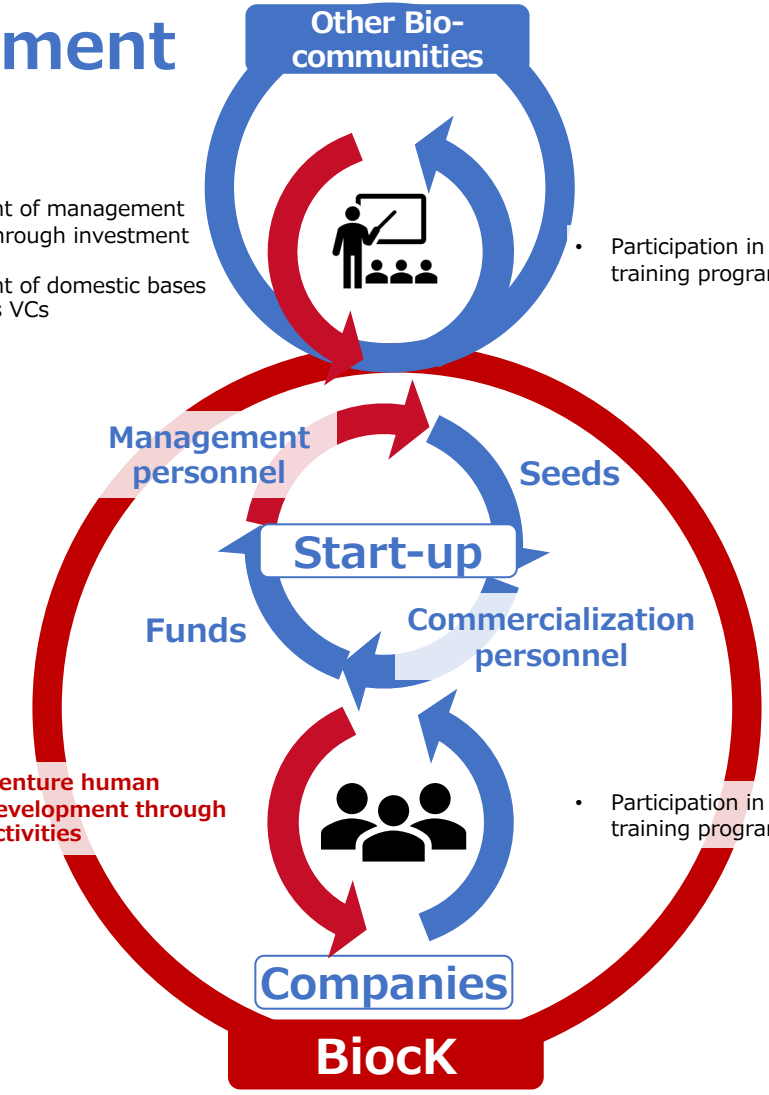
- ✓ Consider a mechanism to overcome the situation in which human resources are localized in large companies and sharing of experience and know-how is insufficient.
- ✓ OJT support for human resource development for commercialization (Through the secondment program to bio-ventures, we aim to acquire experience and know-how for participants and affiliated organizations, and for bio-ventures to acquire the perspective of commercialization)

- Development of management personnel through investment activities
- Development of domestic bases for overseas VCs

• Participation in OJT training programs

- In-house venture human resource development through business activities

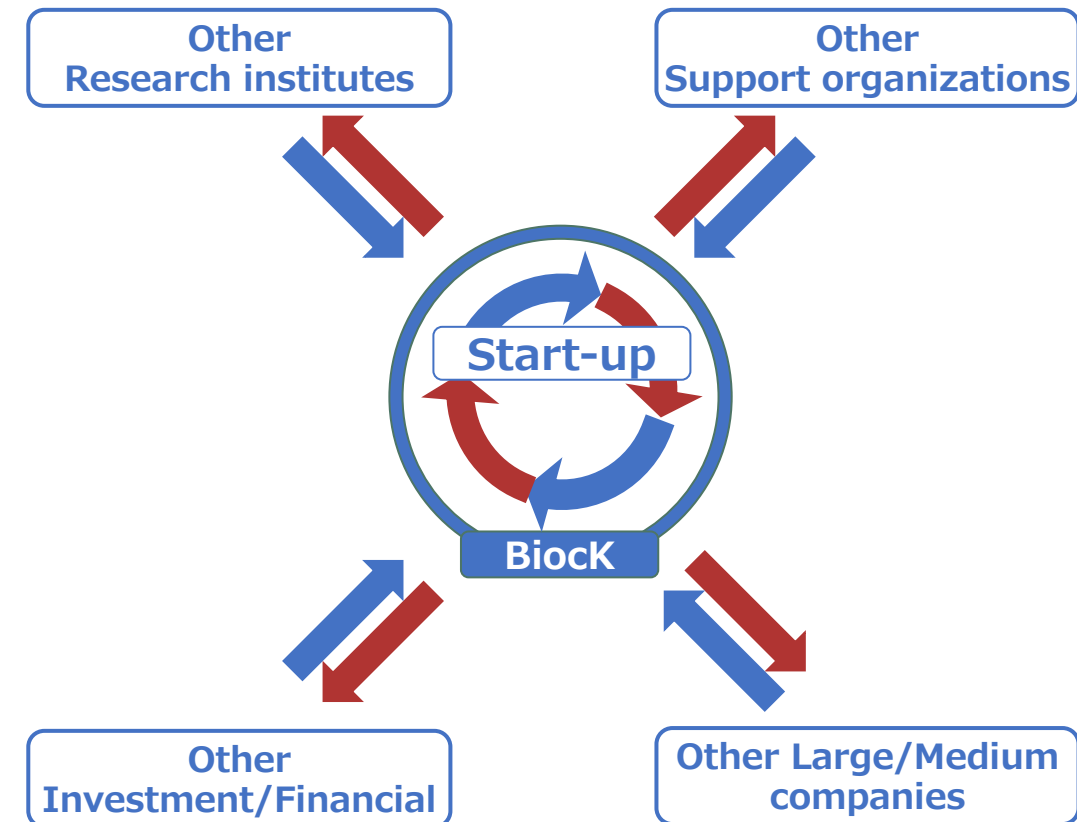
• Participation in OJT training programs



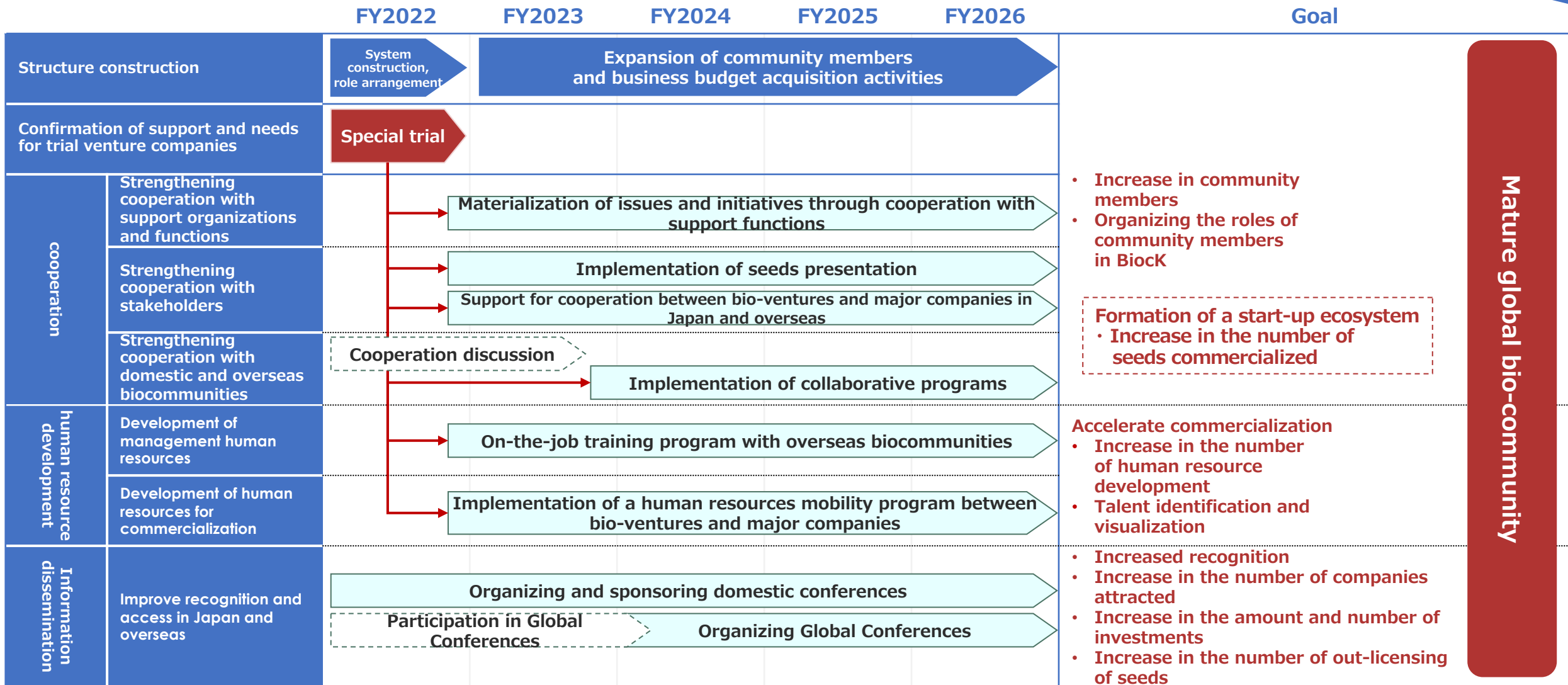
## 2 Strengthening information dissemination

### 1 Improve recognition and access in Japan and overseas

- ✓ Build a mechanism (passive activity) that can respond to approaches from Japan and overseas while actively enhancing the ability to communicate through holding seed presentations, global conferences, and mentoring speakers.
- ✓ In disseminating information, BiocK has a contact function and continuously updates the information of each partner institution (understanding the person in charge of contact at each partner institution, grasping the progress of initiatives within the institution).
- ✓ Strengthen registration in the overseas startup database.



# Five-year action plan



Mature global bio-community