経済産業省

Startup Ecosystem Research 2026

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March 31, 2026

PwC Consulting LLC
[Cooperation] Japan Venture Capital Association (JVCA)

Agenda

1. **Background and Purpose of This Project**
2. Research Approach
3. Research results: (1) Research on data development for startup companies (data organization)
   ① Overall startup policies
   ② Building human resources and networks for startup creation
   ③ Strengthening funding supply for startups and diversifying exit strategies
4. Survey results: (2) Survey on entrepreneurship (GEM survey)

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Background, Purpose, and Overview of This Project

- This project aimed to accurately capture trends surrounding the startup ecosystem and to enable the consideration of necessary policies by organizing data and conducting GEM surveys

Background	Within the Five-Year Startup Development Plan, the information system for startups is stipulated to "accurately capture trends surrounding the startup ecosystem and to enable the consideration of necessary policies by conducting fact-finding research and organizing data in a way that allows for international comparison."
Purpose	By collecting and organizing data necessary for startup policies and conducting the GEM survey, which has been continuously conducted as an internationally comparable survey of entrepreneurial activities, we will strengthen the understanding of the actual conditions for startup creation and nurturing

(1) Research on data development for startup companies (data organization)
① Overall Startup Policies
② Building Human Resources and Networks for Startup Creation
③ Strengthening funding for startups and diversifying exit strategies

(2) Survey on Entrepreneurship (GEM Survey)
① Preparation of survey forms ③ Compilation of international data
② Domestic surveys ④ International comparison of entrepreneurial activity status

(3) Preparation of the investigation report
Preparation of a research report summarizing the achievements of the projects listed in (1)~(2) on the left

• GEM : Global Entrepreneurship Monitor

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Research Approach

- In this project, we estimated the economic ripple effects of startups, organized data mainly through desktop research, and conducted GEM surveys

Implementation Items	Overview	Main Tasks
(1) Research on data development for startup companies (data organization)	① Overall Startup policies - Estimating Economic Ripple Effects	• Defining Estimation Scope • Adjusting estimation logic • Collection of Necessary Data • Estimating the ripple effect
	② Building Human Resources and Networks for Startup Creation - Market Analysis by Country	• Selection of target countries • Design of research items • Desktop Research • Comparative analysis
	③ Strengthening funding for startups and diversifying exit strategies - M&A and IPO Status Across Countries - Research on the Status of Deep Tech Startups	
(2) Survey on Entrepreneurship (GEM Survey)	Conducting surveys aimed at creating and nurturing startups in collaboration with the GEM Japan team	• Preparing the questionnaire • Domestic Survey • International Data Compilations • International Comparison of Entrepreneurial Activity

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Research items in Implementation Item (1)

- In Item (1), as part of the data development related to startups, we conducted research on topics such as economic ripple effects, finance, and deep tech

Major classification	Subcategory	Examples of Main Research Items and Indicators
Overall Startup Policies	Economic ripple effects	• GDP, employment, and income generated by startups
Building Human Resources and Networks for Startup Creation	Global	• Market Size and Growth Potential in Each Country
Strengthening funding for startups and diversifying exit strategies	Finance	• IPO and M&A Trends
	Deep Tech	• VC investment amount in deep tech and number of VC investments in deep tech
	Region	• Number of Startups and Funding Amounts by Region in Japan

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(1) Research on data development for startup companies (data organization)

① Overall Startup Policies

Economic ripple effects

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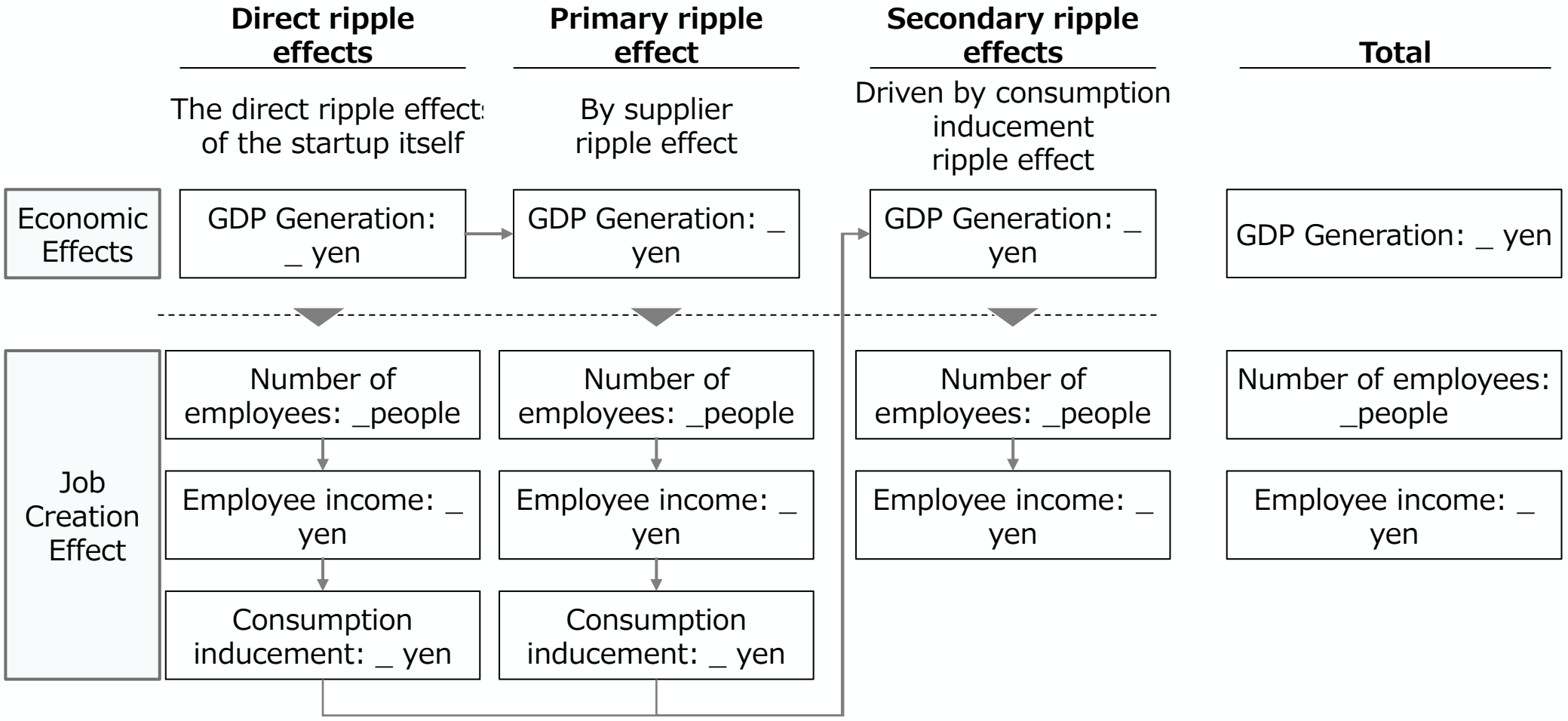
Scope of Economic Ripple Estimation

- Based on research conducted in past projects, the estimation scope covered the economic ripple effects of GDP creation, job creation, and income generation



- Past projects: Ministry of Economy, Trade and Industry's "FY2023 Unicorn Creation Support Project (Research on Startup Information Development)", JETRO "Comparative Study of Startup Ecosystems between Japan and Southeast Asian and Other Countries" (FY2024)
- Indirect ripple effects continue beyond the secondary stage, but since they fall outside the scope of the startup's ripple effects, estimates are made up to the secondary stage

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Databases used for estimating economic ripple effects

- As with previous research, the Startup Information Research SPEEDA (hereafter, SPEEDA), which has a rich record of domestic startup companies, was the main database (DB) for this research

Overview of SPEEDA (the main database in the research)

Definition of a startup in SPEEDA	• Companies with unique technologies, products, services, and business models, investing for business growth and working to expand • Companies pursuing societal transformation by disrupting traditional models (lifestyle, economy, technology, etc.) • Private companies that have raised or may raise funds through equity from venture capital, operating companies, angel investors, etc. • Private companies with business alliances with operating companies • 100% subsidiary of a private company • Private companies with overseas registration established by Japanese nationals **[Ineligible Companies]** • Private companies that grow through their own sales without raising funds • Small Business • 100% subsidiaries and second-tier subsidiaries of listed companies
Recording Number of companies	**Approximately 25,000 companies (as of April 2025)**

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Definition of startups targeted by the estimate

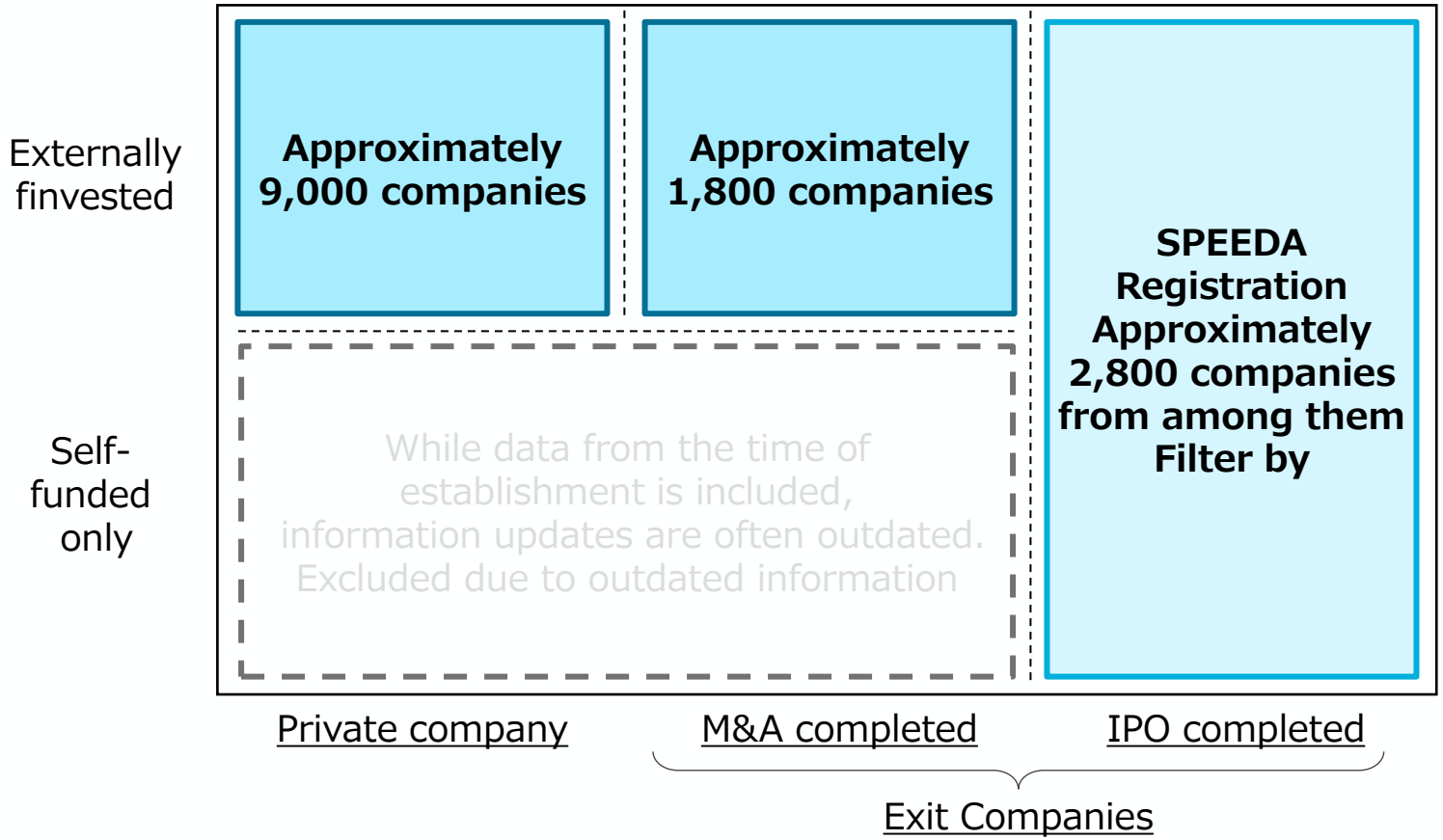
- The estimate basically targets companies that have received at least one external investment since establishment, and even companies that have already exited those that previously met the definition of a startup are included in the estimate

Key Points

- Since there is no clear existing definition, it is necessary to establish a common definition for measuring policy effectiveness.
- Generally, private companies that have received or intend to receive external funding are often called startups
- Companies that have already completed IPOs/M&A are also considered to have their original startup nature and be included in the measurement of ripple effects

Definition of startups subject to the estimate*

* Number of companies as of December 2025 for private companies and M&A companies, and March 2026 for IPO companies



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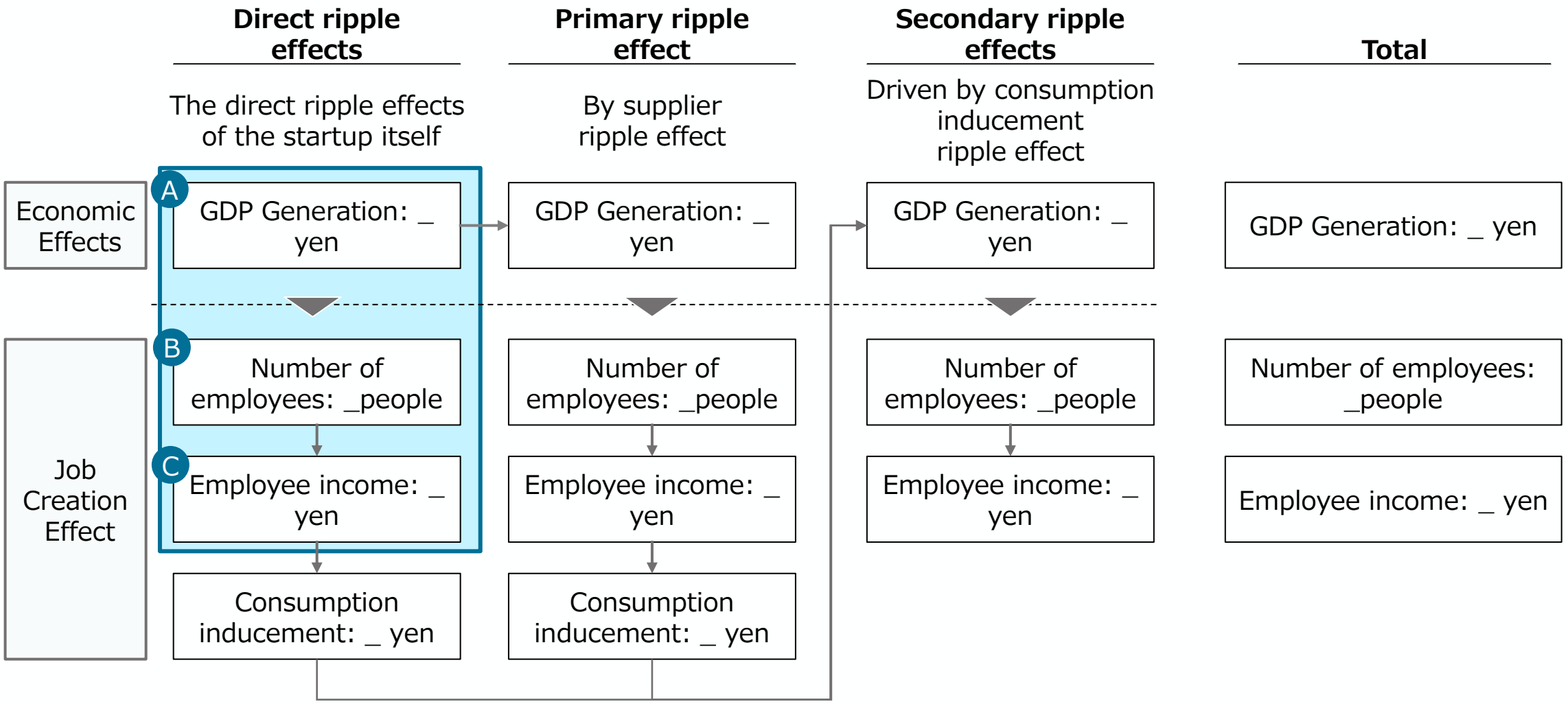
Estimation Logic of Economic Ripple Effects

- The estimation logic for economic ripple effects follows previous studies and is designed separately into direct and indirect ripple effects (primary and secondary ripple effects)



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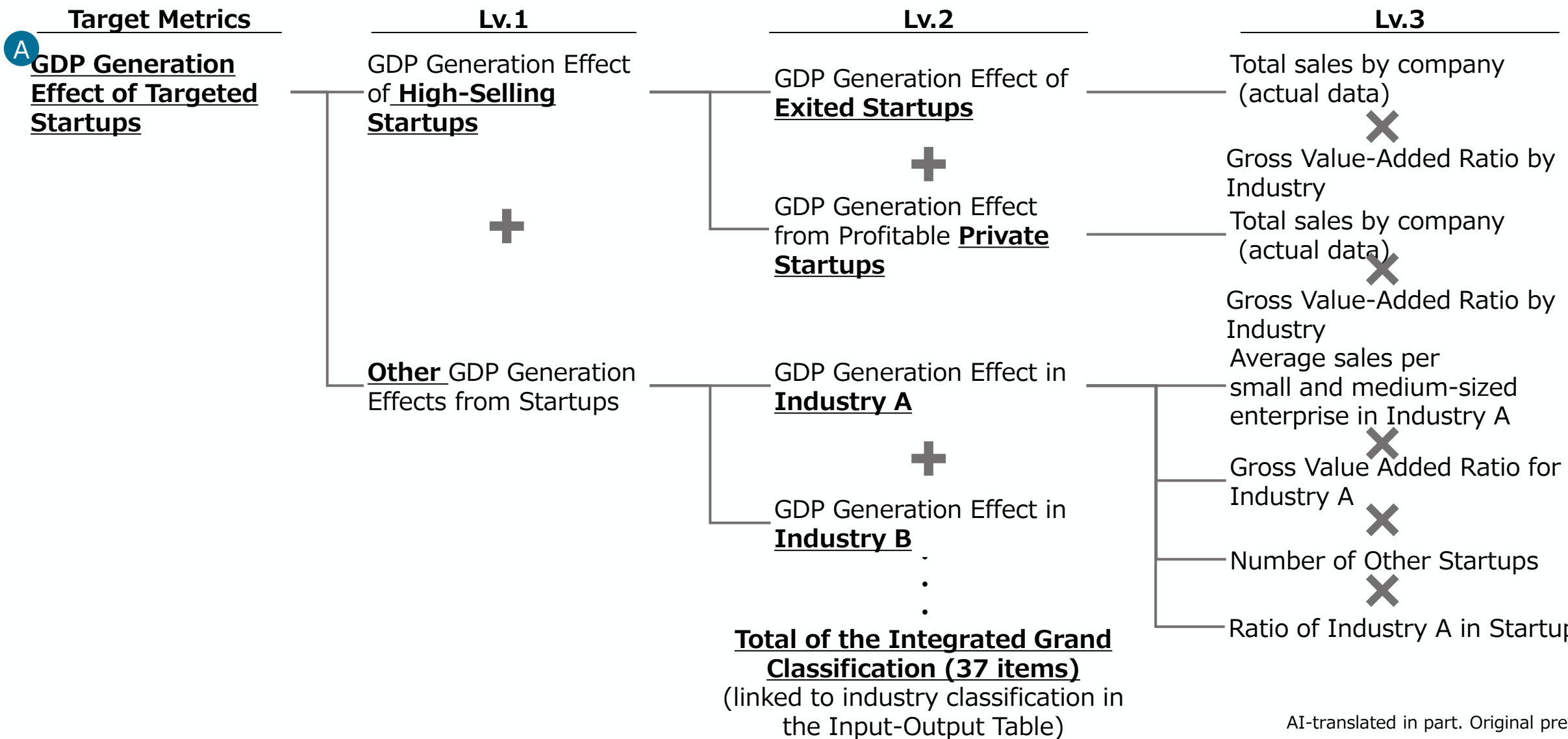
Estimation Logic of Economic Ripple Effects

- Direct GDP creation was estimated based on sales data and statistical data from each company



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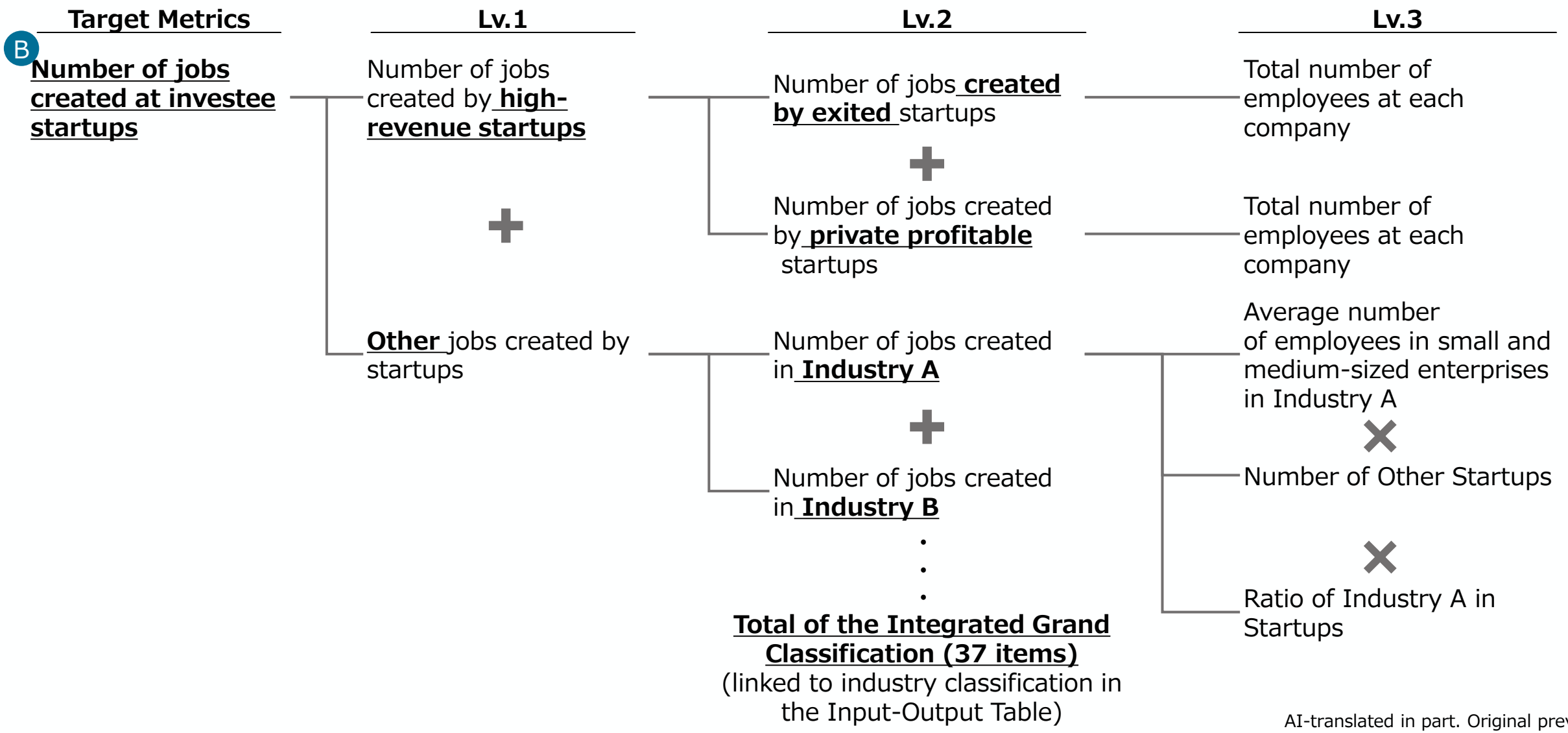
Estimation Logic of Economic Ripple Effects

- The number of jobs created by direct effects was estimated based on employee data and statistical data from each company



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Estimation Logic of Economic Ripple Effects

- Direct effect income generation was estimated based on employee data from each company and wage data by industry

C

Target Metrics

Income Generation Amount of Employees at Investee Startups

Lv.1

Income Generation Amount for Employers by **High-Revenue Startups**

＋

Other Income Generation Amounts for Employers by

Startups

Lv.2

Income Generated by Employees **by Exited** Startups
(Actual Data: Available)

＋

Income Generated by **Profitable Private Startups**
(Actual Data: Available)

Income Generation Amount for Employees by Startups Belonging to **Industry A**

＋

Income generated by startups in **industry B**

・
・

Total of the Integrated Grand Classification (37 items)
(linked to industry classification in the Input-Output Table)

Lv.3

Total number of employees at each company ×
Average annual income of listed companies(Teikoku Databank)

Total number of employees at each company ×
Average annual income at NEXT Unicorn(Nikkei)

Estimated number of employees for startups in Industry A

×

Average income for Industry A

Lv.4

Average number of employees in small and medium-sized enterprises in Industry A

×

Number of Other Startups

×

Ratio of Industry A in Startups

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Various data used to estimate economic ripple effects (direct effects)

- The various data sources used to estimate direct effects follow those of past research projects, and the latest figures were obtained as needed

	Target Metrics	Required Data	Supplementary Data	Source
A	GDP Generation	Sales data of individual startups	–	• Teikoku Databank
		Average sales per SME by industry	* For industries without data, the minimum value from the industries with data is substituted	• Small and Medium Enterprise Agency 'Basic Survey on the Actual Conditions of Small and Medium Enterprises'
		Value-added Rate by Industry	Utilizing the industry-wide gross value-added ratio, including large corporations	• Ministry of Internal Affairs and Communications '2020 Input-Output Table'
		Number of startups by industry	–	• Teikoku Databank, SPEEDA
B	Number of direct employees	Number of employees at individual startups	–	• Teikoku Databank
		Average Number of Employees in Small and Medium-sized Enterprises by Industry	Including non-normal numbers * For industries without data, the minimum value from the industries with data is substituted	• Small and Medium Enterprise Agency 'Basic Survey on the Actual Conditions of Small and Medium Enterprises'
		Number of startups by industry	–	• Teikoku Databank, SPEEDA
C	Direct Employment Income	Average Number of Employees in Small and Medium-sized Enterprises by Industry	Including non-normal numbers * For industries without data, the minimum value from the industries with data is substituted	• Small and Medium Enterprise Agency 'Basic Survey on the Actual Conditions of Small and Medium Enterprises'
		Number of startups by industry	–	• Teikoku Databank, SPEEDA
		Average Employee Income by Industry	Applying the industry-wide average income, including large corporations.	• National Tax Agency 'Private Salary Survey Statistics'
		Average annual income of listed companies	Annual income: 6,711,000 yen (2025)	• Teikoku Databank
		Average annual income at NEXT Unicorn	Annual income: 7,770,000 yen (2025)	• Nikkei Newspaper

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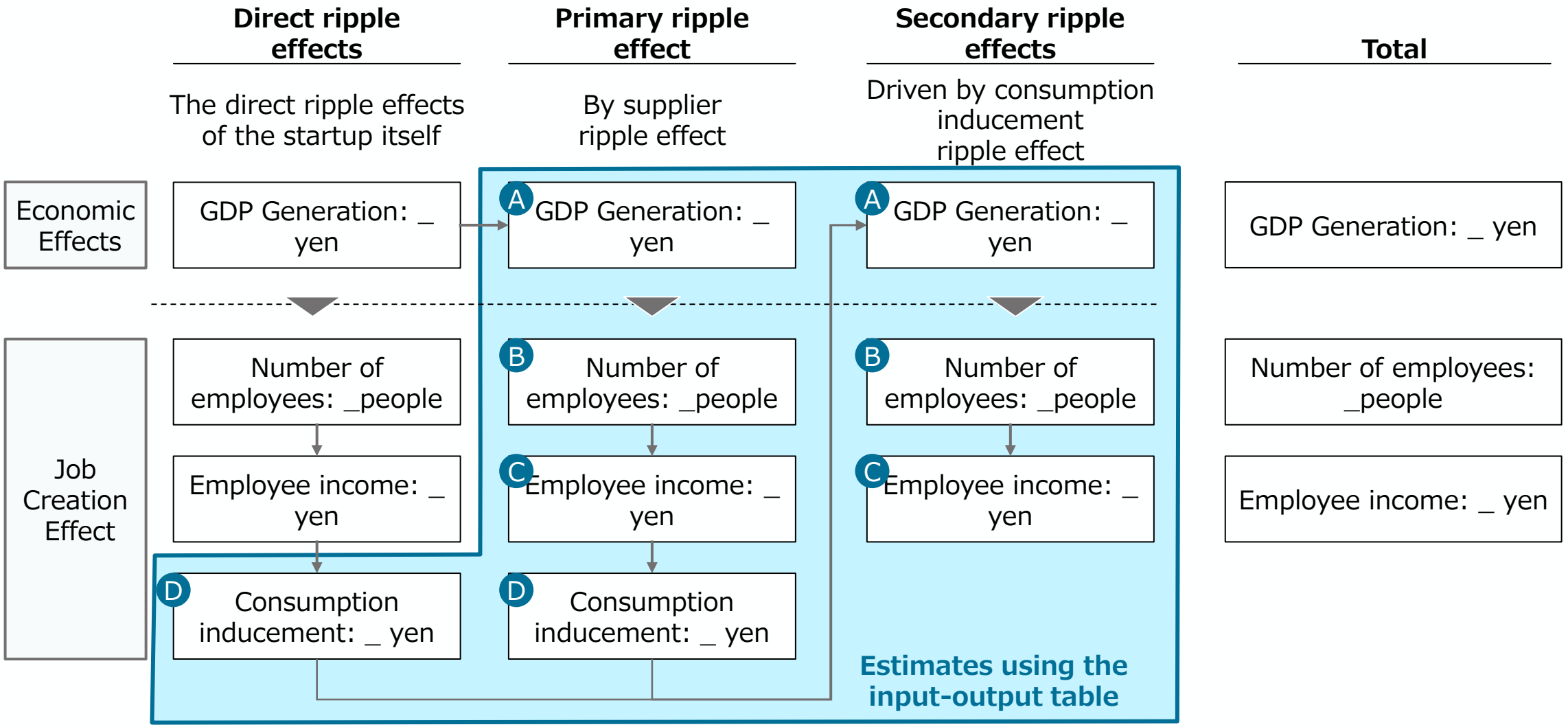
Estimation Logic of Economic Ripple Effects

- Indirect ripple effects were estimated using the Input-Output Table*1 based on direct effects



- *1. Developed by Dr. W. Leontief (1906~1999), a Nobel laureate economist in the United States, and designated as a core statistical system under the Statistics Act in Japan.

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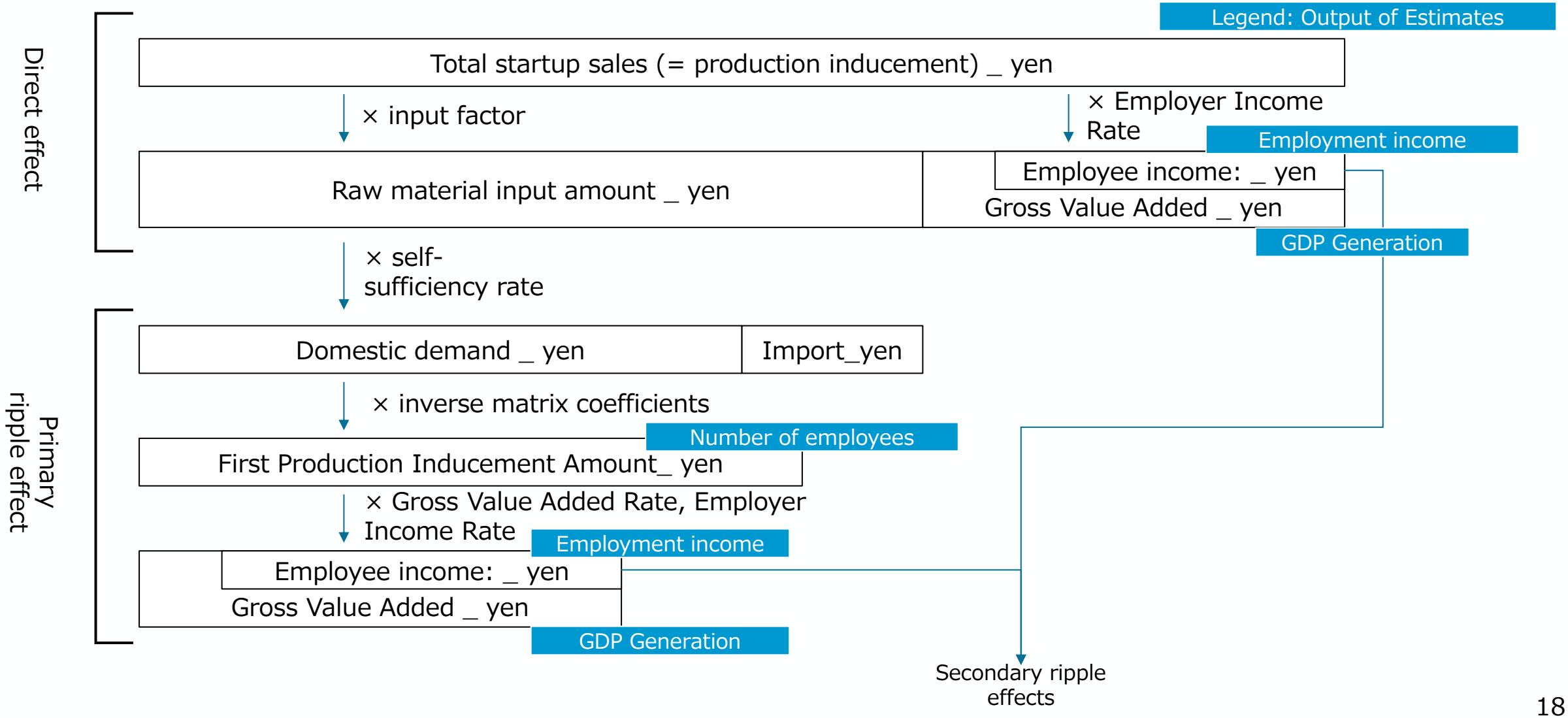
Estimation Logic of Economic Ripple Effects

- Of the indirect ripple effects, the primary ripple effects were estimated according to the following flow



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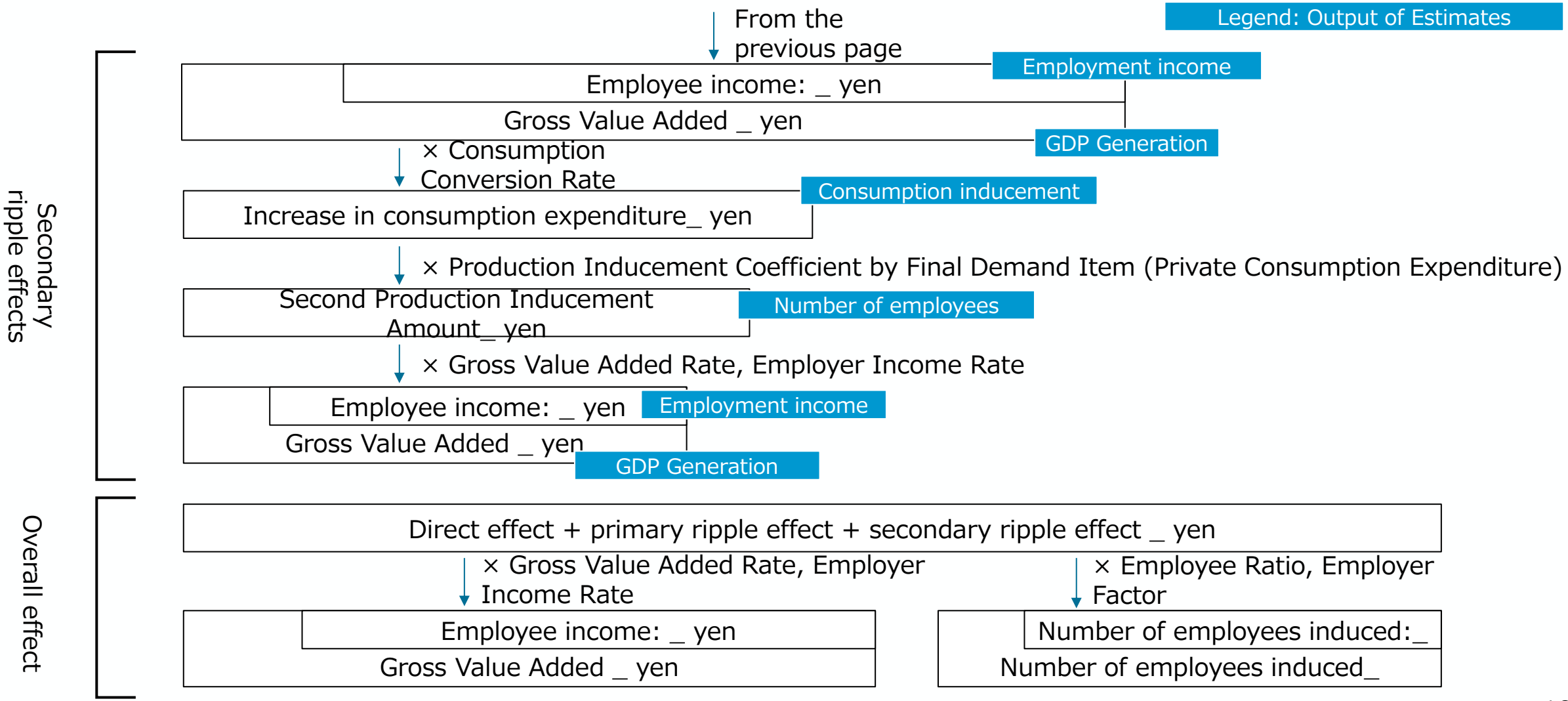
Estimation Logic of Economic Ripple Effects

- The secondary ripple effects of indirect ripple effects, as well as the sum of direct and indirect ripple effects, were estimated according to the following flow



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Estimation Logic of Economic Ripple Effects (Indirect Ripple Effects)

- The various data sources used to estimate indirect ripple effects follow those of past research projects, and the latest figures were obtained as needed

	Target Metrics	Required Data	Supplementary Data	Source
A	GDP Generation	Total startup sales by industry	–	• Direct Effect Estimate Results
		input factor	–	• Ministry of Internal Affairs and Communications '2020 Input-Output Table'
		Gross Value Added Rate	–	• Ministry of Internal Affairs and Communications '2020 Input-Output Table'
B	Number of indirect employees	self-sufficiency rate	–	• Ministry of Internal Affairs and Communications '2020 Input-Output Table'
		inverse matrix coefficient	–	• Ministry of Internal Affairs and Communications '2020 Input-Output Table'
		Production Inducement Coefficient by Final Demand Item	Using private consumption expenditure data	• Ministry of Internal Affairs and Communications '2020 Input-Output Table'
C	indirect employee income	Employment income rate	–	• Ministry of Internal Affairs and Communications '2020 Input-Output Table'
D	consumption inducement	consumption conversion rate	Using averages from statistics from the past 10 years	• Ministry of Internal Affairs and Communications 'Household Survey'

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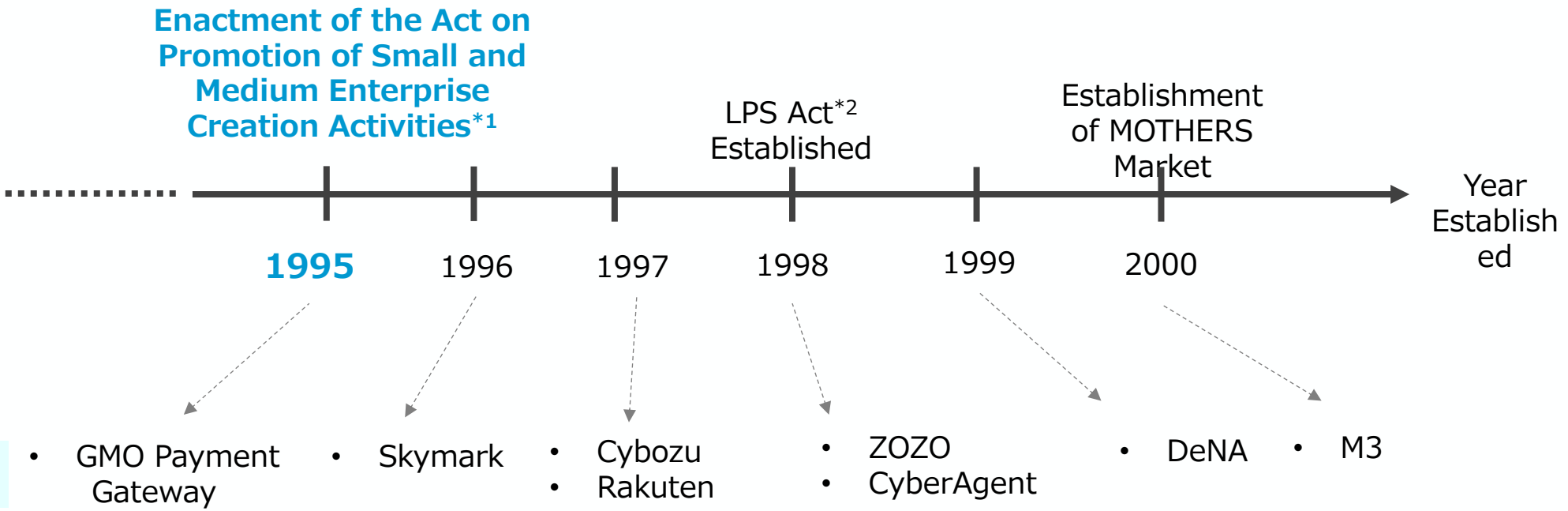
Filter by Year of Establishment

- The threshold was set in 1995, when the "Small and Medium Enterprise Creation Activities Promotion Act," which promotes the creation of new products and services through founding and research and development, was enacted



- *1. Official name: "Temporary Measures Law for the Promotion of Creative Business Activities of Small and Medium Enterprises" (Act No. 47 of 1995). A law supporting small and medium-sized enterprises engaged in creative business activities such as startups, commercialization, and research and development to provide new products and services.
- *2. Official name: "Act on Investment Business Limited Liability Partnership Contracts" (Act No. 90 of 1998). A law to promote smooth funding for the enhancement of equity capital by small and medium-sized enterprises.

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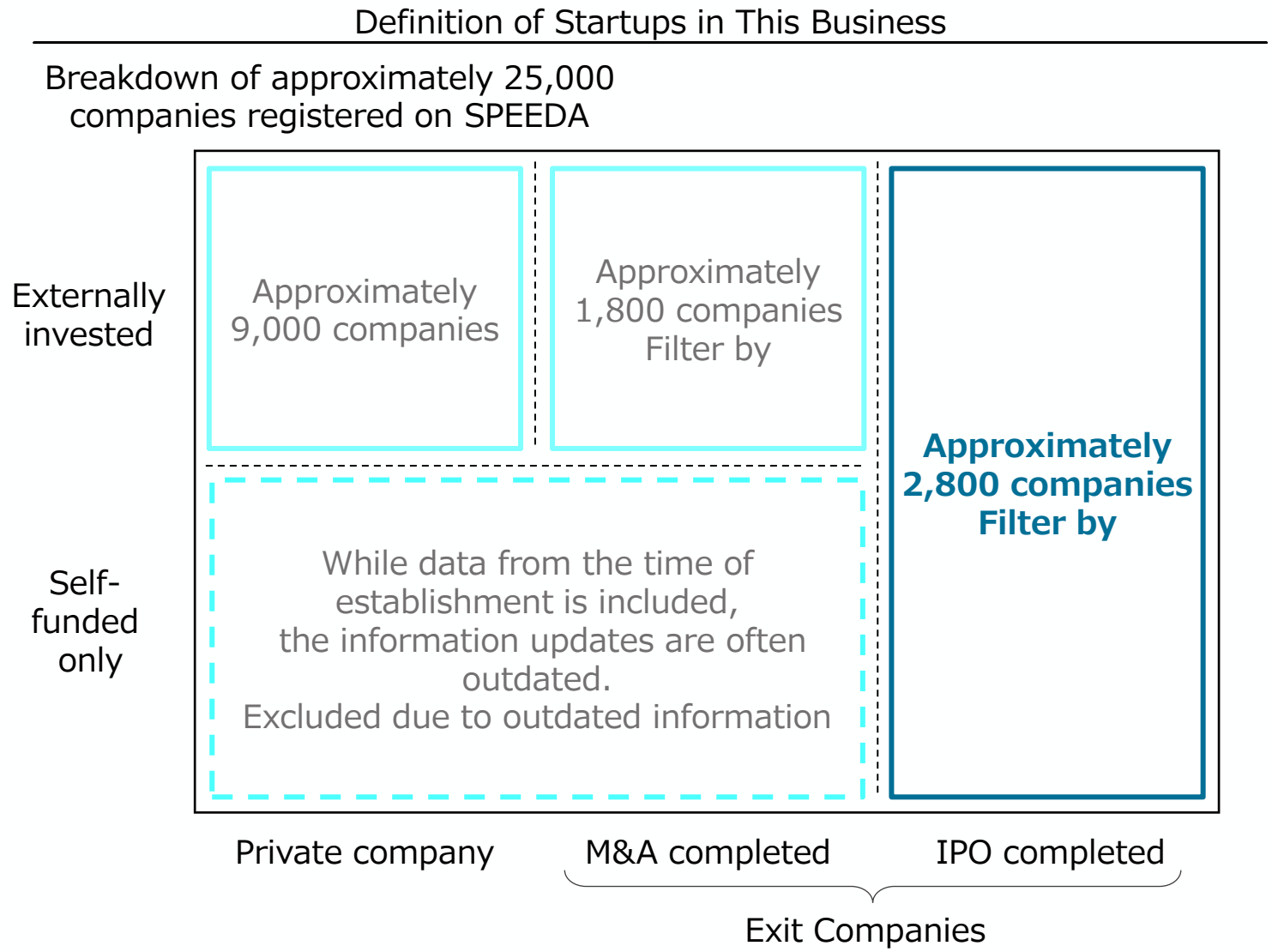
Narrowing Down Estimation Targets for IPO Companies

- On the next page, we will discuss the narrowing approach for about 2,800 IPO companies



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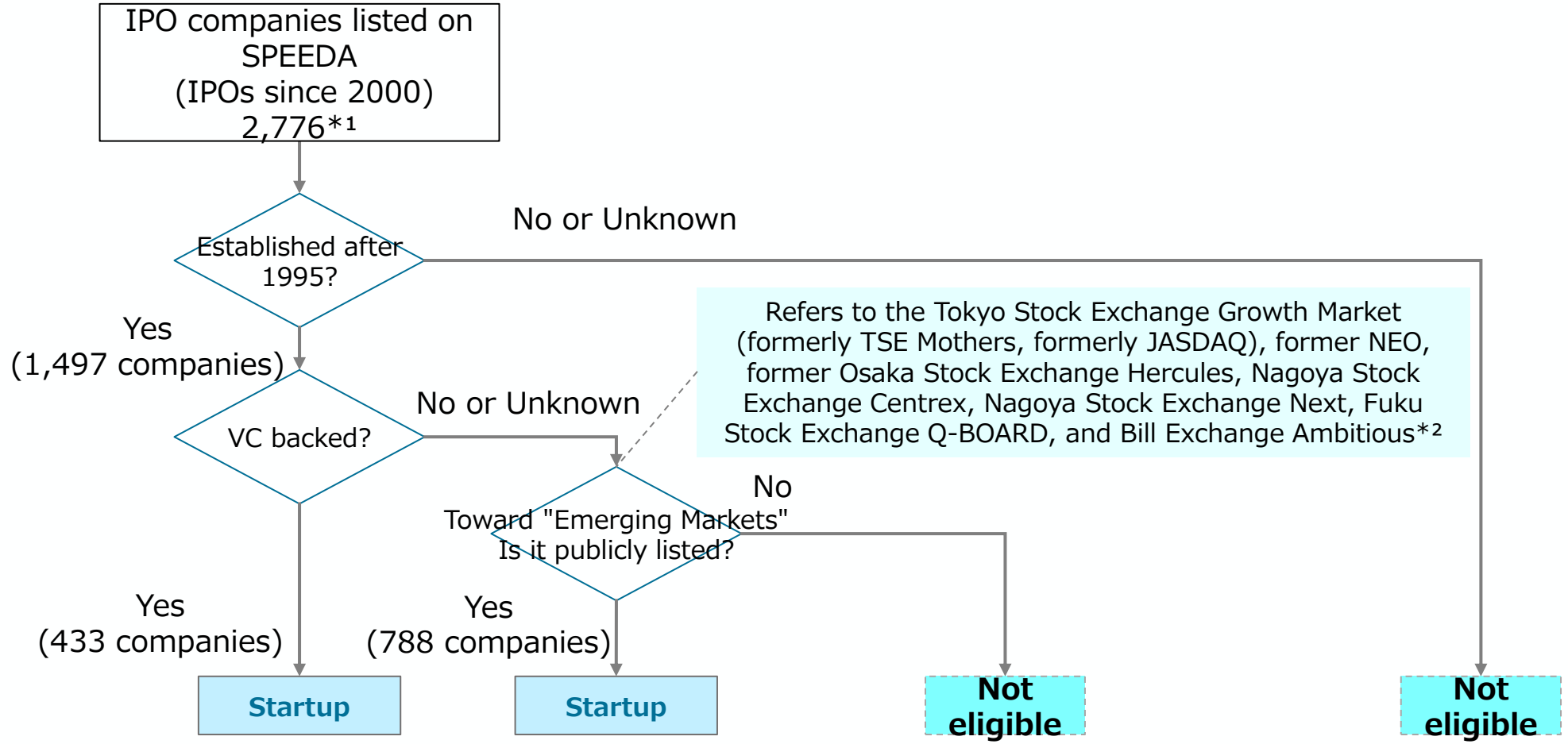
Narrowing Logic for Estimated Targets of IPO Companies

- Decisions were made based on three criteria: whether the company was established in 1995 or later, whether VC investment was involved, and whether it was suitable for listing in emerging markets

Logic for determining whether a startup is eligible



- *1. Number of companies as of March 2026
- *2. Definition in SPEEDA

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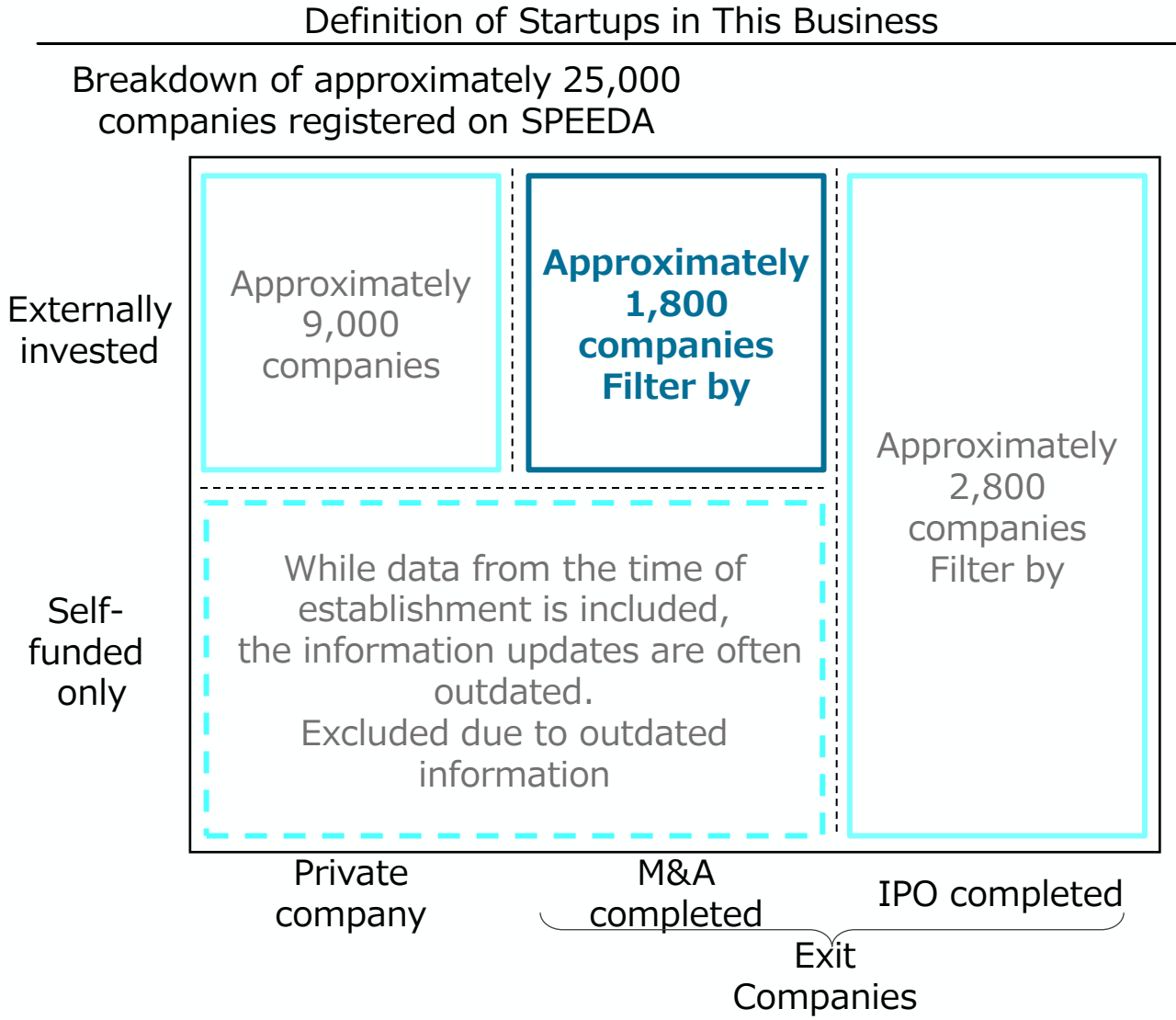
The Universe of M&A Companies and the Logic for Determining Eligibility

- From the next page onward, we will discuss the narrowing approach for about 1,800 companies that have completed M&A.



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Estimated target narrowing logic for M&A companies

- The M&A companies listed on SPEEDA are 1,790 companies that meet SPEEDA's definition of startups and have been acquired through press releases or other means between 2013~2024[*1], of which 1,153 companies with external investments were included in the aggregation

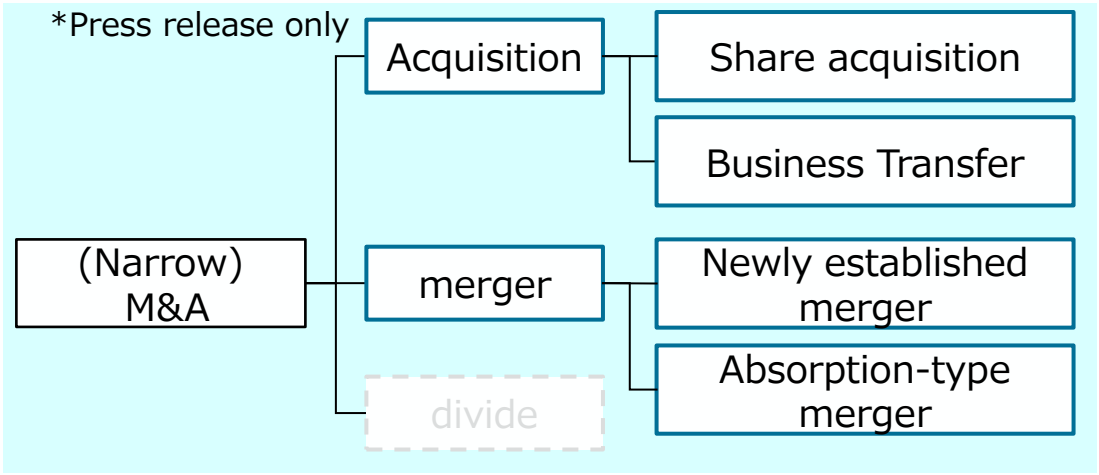
The Universe of M&A Companies Featured on SPEEDA

Companies that meet SPEEDA's definition of a startup

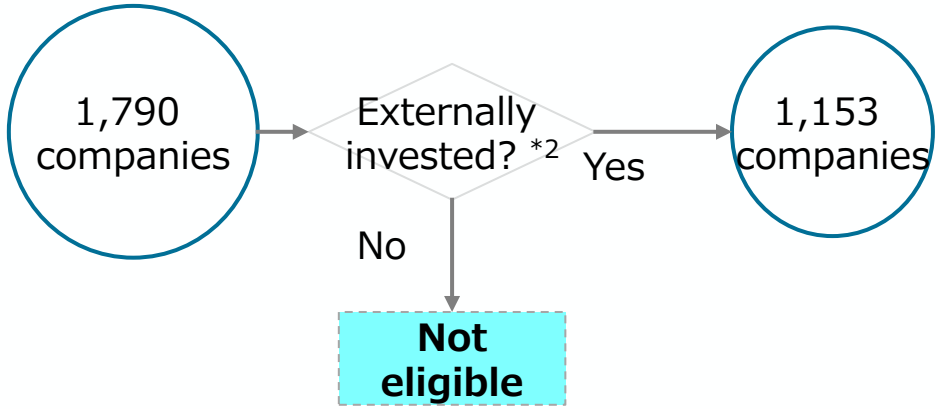
- Companies with unique technologies, products, services, and business models, investing for business growth and working to expand
- Companies pursuing societal transformation by disrupting traditional models (lifestyle, economy, technology, etc.)

AND

Companies acquired or merged between 2013~2024 and issued press releases



Companies Subject to Aggregation of Economic ripple Effects



*1. Due to data limitations that can be obtained, information up to 2024 is used.

*2. Companies with overlapping or those established before 1994 are also excluded at the same time.

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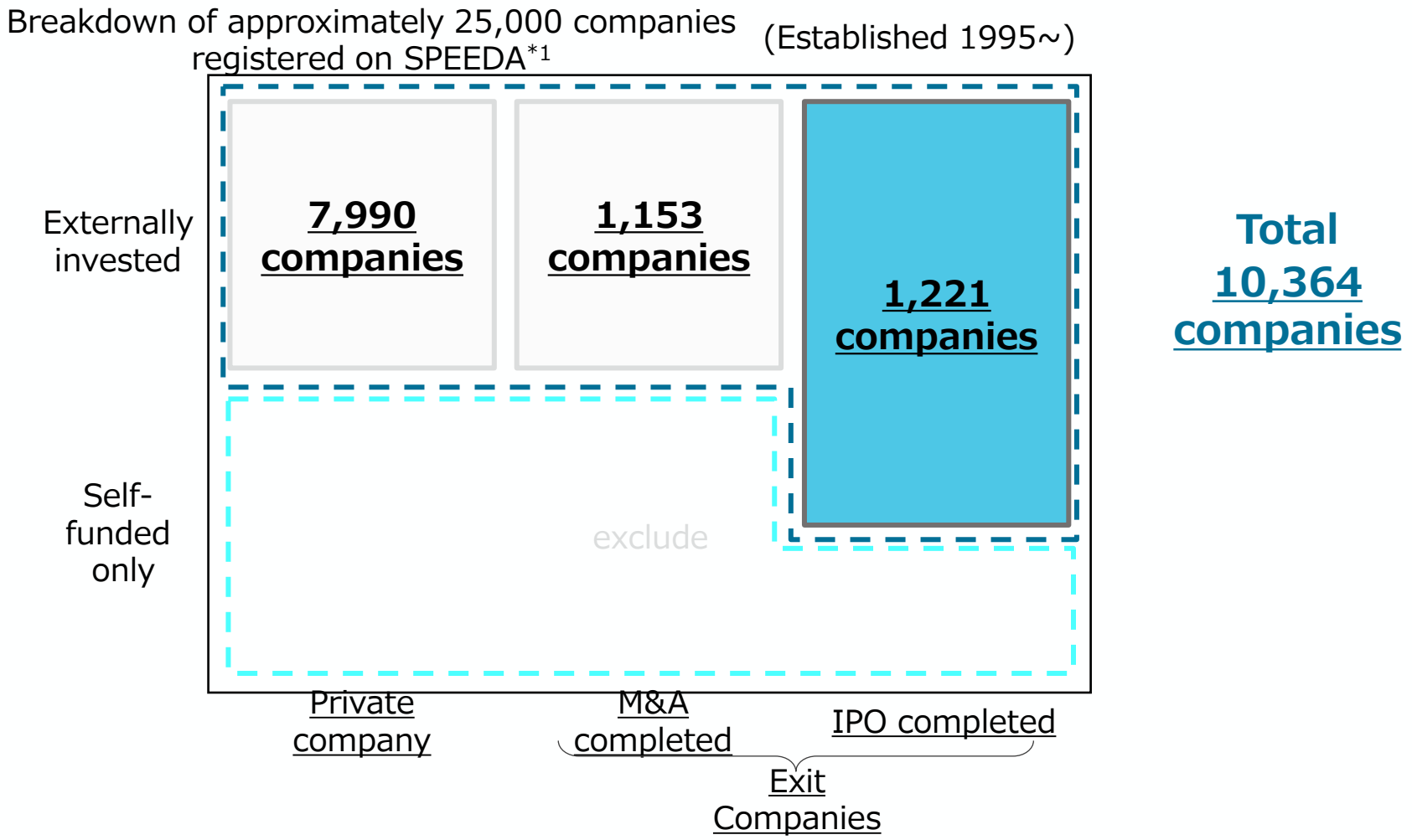
Definition of "startup" in this research

- In this research, 10,364 companies met the definition of startups

Scope of startups in this research



- *1. Number of companies as of December 2025 for private companies and M&A companies, and March 2026 for IPO companies

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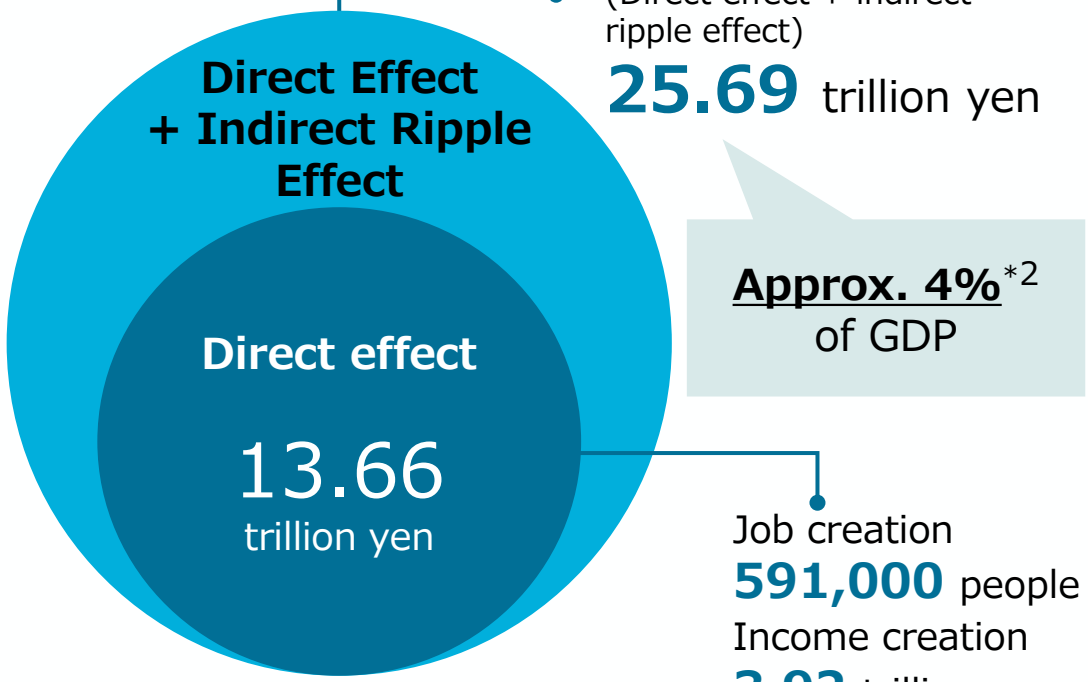
Economic Ripple Effect Estimation: Estimated Results

- The economic ripple effect of startups in 2025 will be 13.66 trillion yen in direct GDP creation, and 25.69 trillion yen including indirect effects, with year-on-year growth exceeding GDP growth

Economic ripple effects of startups*1

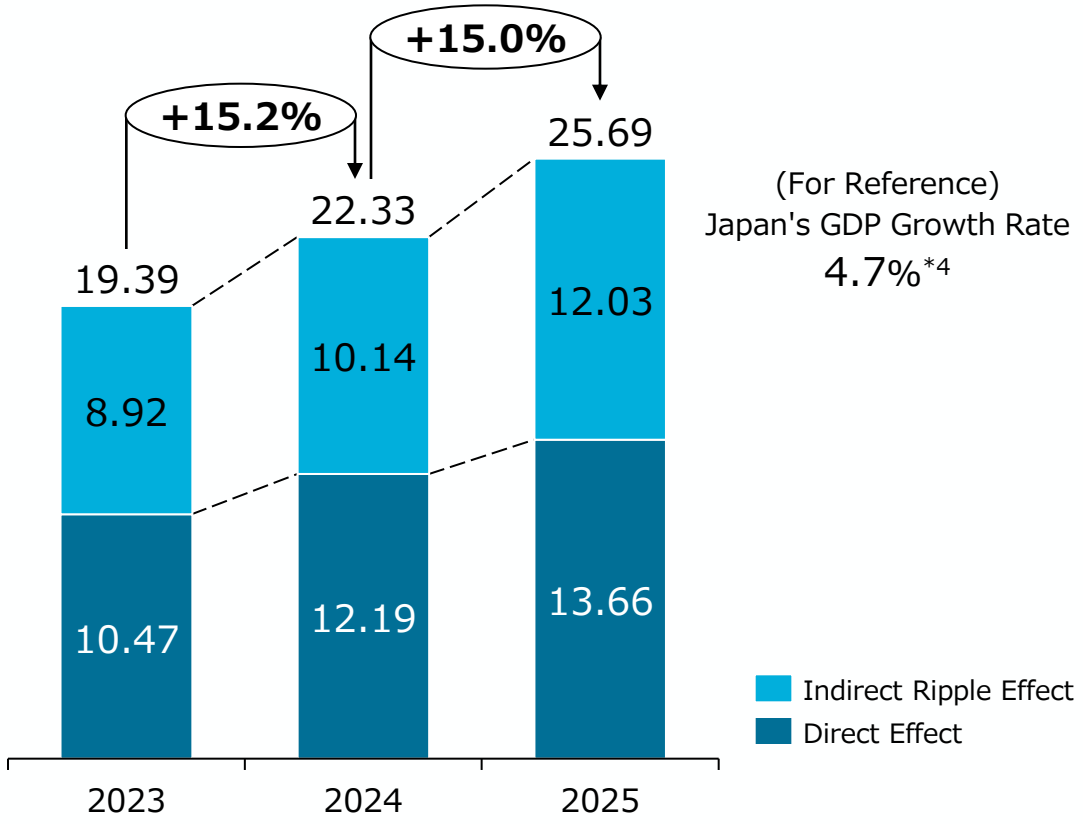


GDP Impact
(Direct effect + indirect ripple effect)
25.69 trillion yen

Approx. 4%*2
of GDP

Job creation
591,000 people
Income creation
3.92 trillion yen

Trends in GDP Generated by Startups*3 (in trillion yen)



(For Reference)
Japan's GDP Growth Rate
4.7%*4

*1. Direct effects refer to the added value created by the economic activities of startups, while indirect ripple effects refer to economic effects created in chain cycles triggered by consumer spending related to suppliers' economic activities and income generation for startups.
In this study, we estimated the secondary ripple effects of indirect ripple effects
*2. Comparison with Japan's nominal GDP in 2025 (663.8 trillion yen) (Source: Cabinet Office, Institute of Economic and Social Research, 'National Economic Accounts (GDP Statistics)' (as of 2026/3/31))
*3. Past research data are based on the Ministry of Economy, Trade and Industry (https://www.meti.go.jp/press/2024/07/20240722002/20240722002.html) and JETRO (Quoted from https://www.jetro.go.jp/ext_images/_Reports/02/2025/8d88f1c5f60ab2b1/202506.pdf)
*4. Nominal GDP growth rate for the 2025 calendar year (year-on-year) (Source: Cabinet Office, Institute of Economic and Social Research, 'National Economic Accounts (GDP Statistics)' (as of 2026/3/31))

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(Reference) Economic ripple effects from VC-backed startups

- Startups that received VC funding account for 70% of the total, making a significant impact in terms of GDP generation

Economic ripple effects of VC-backed startups

VC-backed startups: 7,225

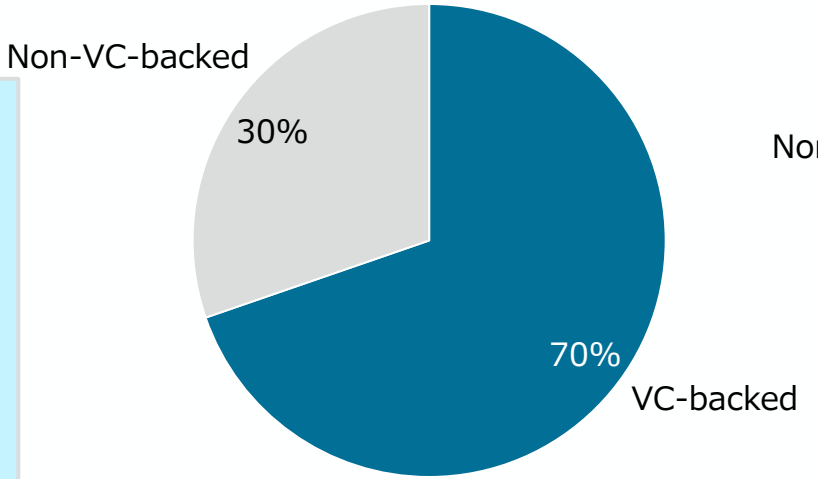
GDP Generation: **8.40** trillion yen

Job creation: **389,000** people

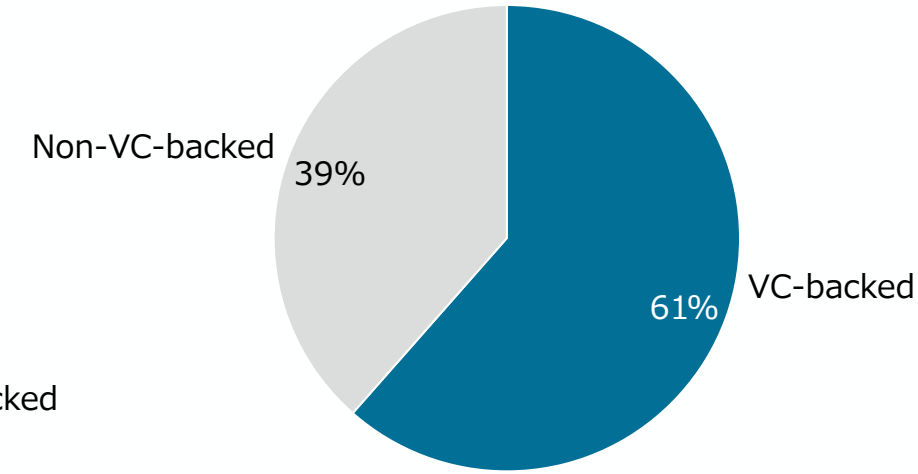
Employee income: **2.57** trillion yen

*Estimated direct effect results

Proportion of VC-backed startups



Direct Impact Percentage of GDP by VC-Backed Startups



• Receiving VC investment means receiving investment from VCs, including in the past.
• VC investment also includes investments through CVCs (as defined by Startup Information Research SPEEDA).

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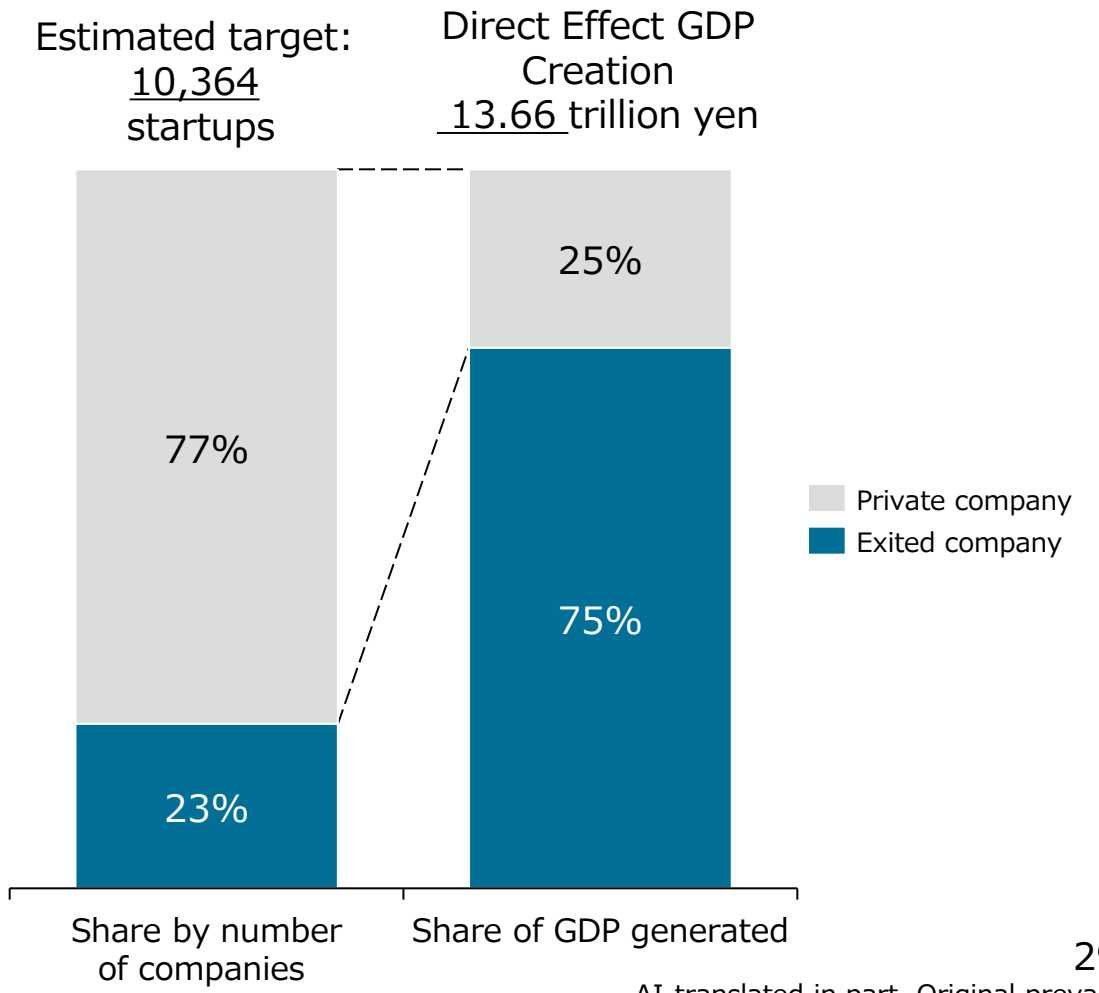
(Reference) Economic ripple effects from startups that have already exited

- Exit companies account for a large share of GDP creation, and the expansion of startups is essential for creating economic impact

Treatment of Exited Companies in This Estimate

Assumptions in Estimation	• Even if an exit (M&A or IPO) has been completed, companies that have originated as startups and have grown significantly are considered the result of startup policies and included in the economic ripple effect estimation
Number of Target Companies	M&A companies: **1,153** IPO companies: **1,221**

Comparison of Exit Companies and Private Companies



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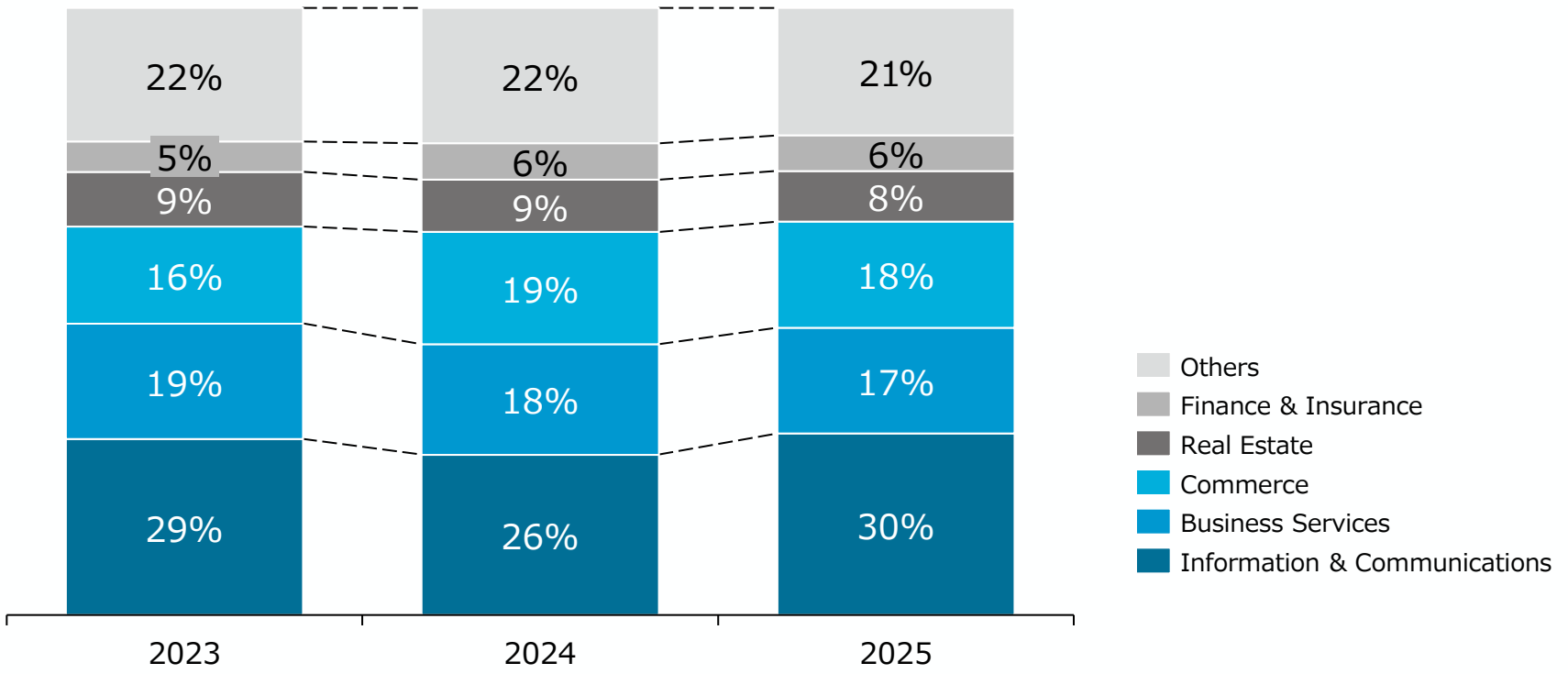
(Reference) Industry-specific estimates

- Although there has been no change in the lineup of industries with high GDP generation, the share of information and communications has increased compared to last year's research

Trends in the Percentage of GDP Created by Industry



- Industry classifications follow the integrated major classification (37 classifications) in the Input-Output Table
- Total of direct and indirect ripple effects
- Past research data was based on the Ministry of Economy, Trade and Industry (https://www.meti.go.jp/press/2024/07/20240722002/20240722002.html) and JETRO (Quoted from https://www.jetro.go.jp/ext_images/_Reports/02/2025/8d88f1c5f60ab2b1/202506.pdf)

AI-translated in part. Original prevails.

(1) Research on data development for startup companies (data organization)

② Organizing the overall picture of the startup ecosystem and data development

③ Comparison with startup ecosystems in other countries

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Countries researched

- The main research targets were seven countries: the US, UK, Germany, France, South Korea, Singapore, and Japan, which are countries with startup ecosystems close or large in scale. Additionally, based on past research countries, we focused on the US, UK, Germany, France, South Korea, Singapore, and Japan

Approach to selection		Countries mainly researched
1	Countries with startup ecosystems comparable in size to or larger than Japan’s	In addition to Japan, the United States, United Kingdom, Germany, France, South Korea, and Singapore
2	Countries that were researched during international comparisons in past projects*	

• Past Projects: JETRO "Comparative Study of Startup Ecosystems in Japan and Other Southeast Asian Countries" (FY2024)
• Depending on the research items, research may not necessarily cover all seven countries

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(1) Research on data development for startup companies (data organization)

② Organizing the overall picture of the startup ecosystem and data development

③ Comparison with startup ecosystems in other countries

Global

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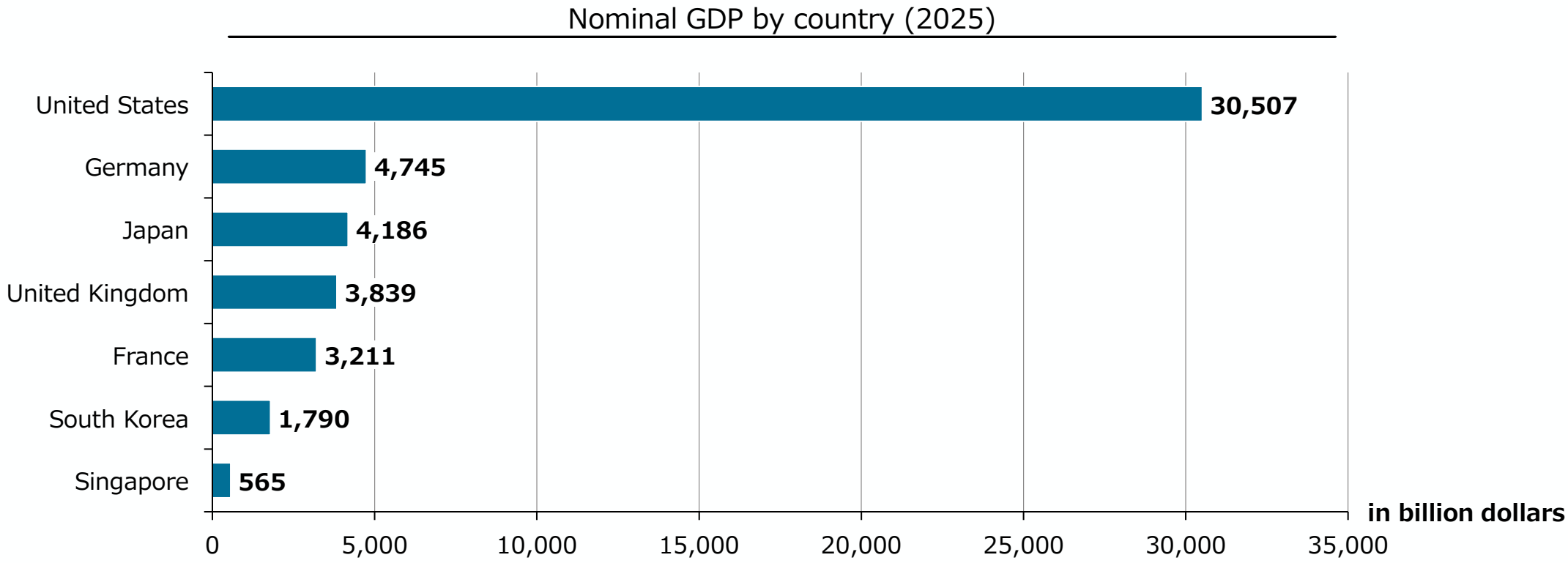
Market Size and Growth Potential (GDP by Country)

- Japan's GDP (USD-based) is about the same size as Germany and about one-seventh the level of the United States



• (Source) IMF World Economic Outlook April 2025
• Using USD-based figures

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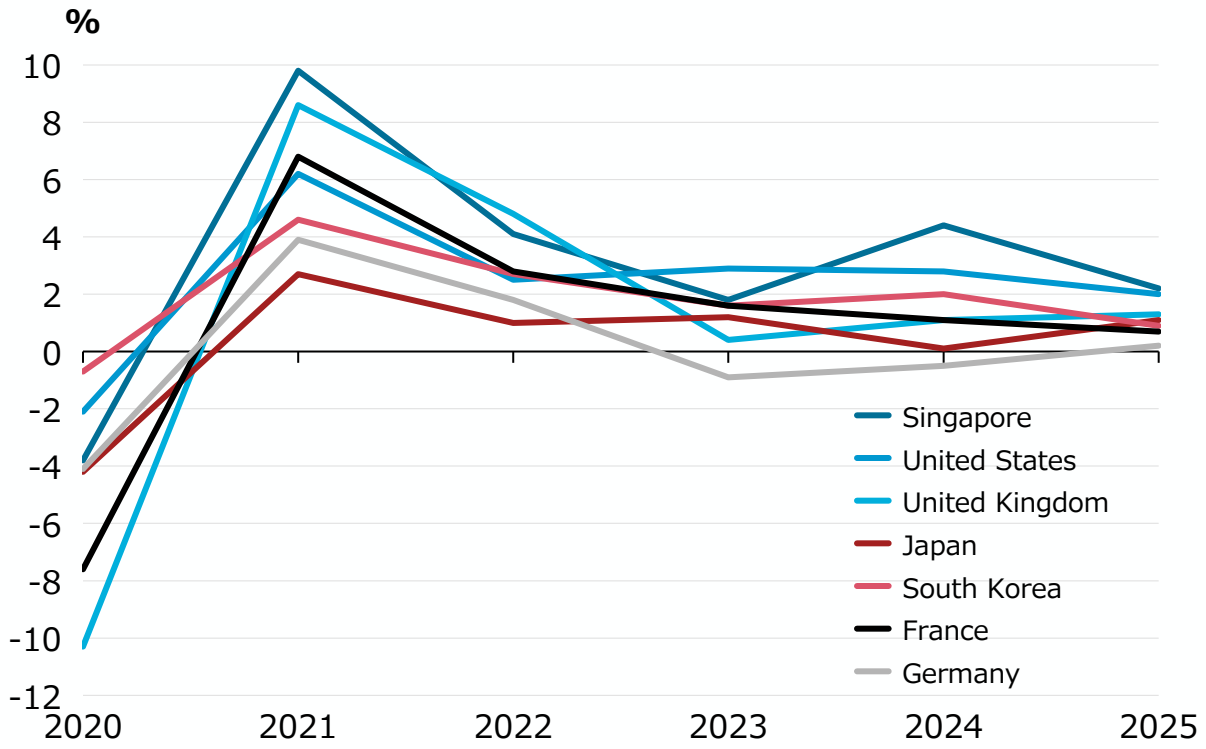
Market Size and Growth Potential (GDP by Country)

- Japan's GDP growth rate is moderate compared to other countries.

Nominal GDP Growth Rate (Year-on-Year)



GDP Growth Rate Details (%, Year-on-Year)

	2020	2021	2022	2023	2024	2025
Singapore	-3.8	9.8	4.1	1.8	4.4	2.2
United States	-2.1	6.2	2.5	2.9	2.8	2.0
United Kingdom	-10.3	8.6	4.8	0.4	1.1	1.3
Japan	-4.2	2.7	1.0	1.2	0.1	1.1
South Korea	-0.7	4.6	2.7	1.6	2.0	0.9
France	-7.6	6.8	2.8	1.6	1.1	0.7
Germany	-4.1	3.9	1.8	-0.9	-0.5	0.2

• (Source) IMF World Economic Outlook Real GDP growth (Annual percent change)

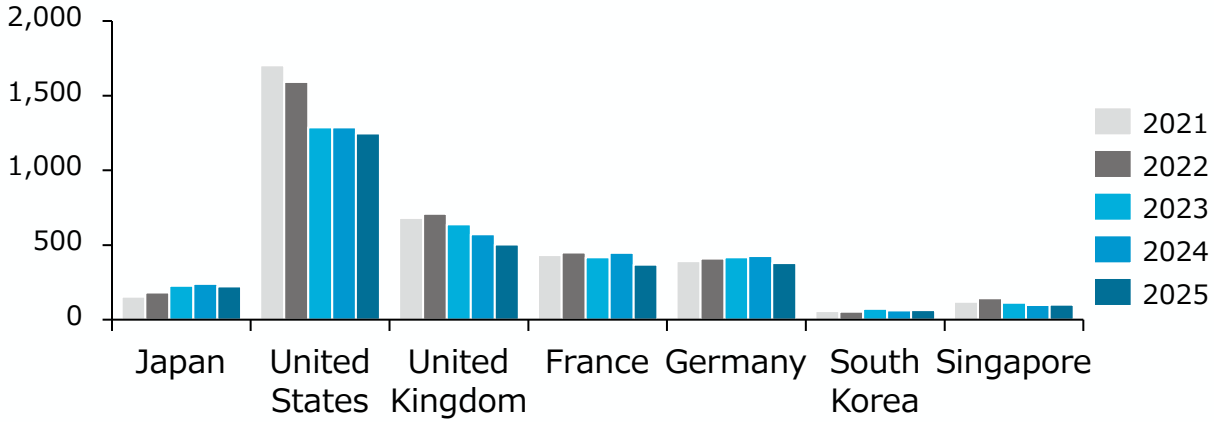
AI-translated in part. Original prevails.

Status of M&A Transactions Between Countries (IN-OUT Transactions)

- While Japan tends to have more IN-OUT transactions compared to other Asian countries, it tends to be less frequent compared to European countries

Number of IN-OUT transactions (vs. global)

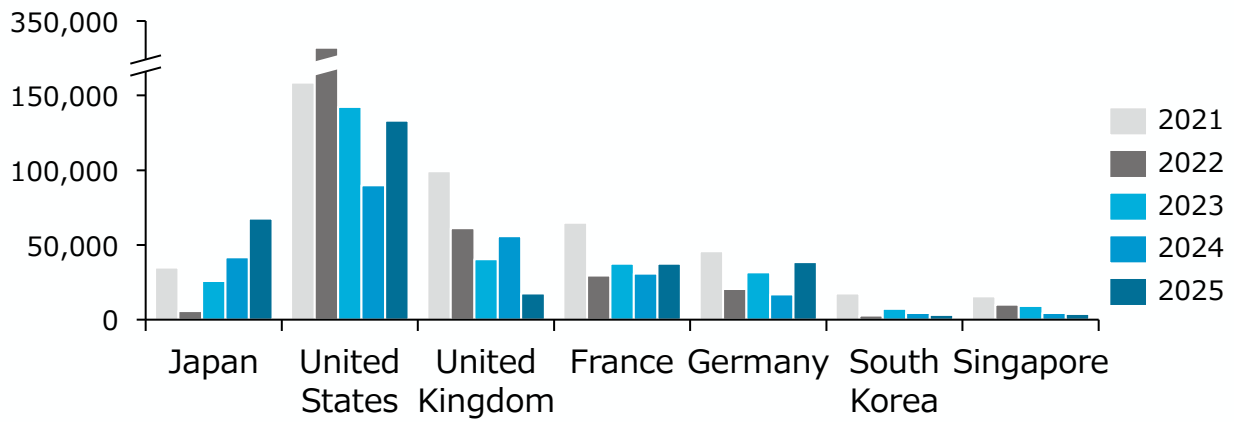
case



country	2021	2022	2023	2024	2025
Japan	154	182	226	240	222
United States	1,703	1,591	1,288	1,287	1,247
United Kingdom	682	708	638	571	503
France	432	449	418	448	368
Germany	391	410	417	426	378
Korea	58	53	73	61	64
Singapore	119	144	114	99	101

IN-OUT Transaction Amount (vs. Worldwide)

in million dollars



country	2021	2022	2023	2024	2025
Japan	34,943	5,679	25,951	41,741	67,582
United States	158,675	332,043	142,370	89,889	133,099
United Kingdom	99,327	61,272	40,449	55,752	17,535
France	64,913	29,609	37,475	30,791	37,363
Germany	45,825	20,499	31,592	16,928	38,523
Korea	17,549	2,652	7,228	4,400	3,225
Singapore	15,564	9,931	9,148	4,415	3,722

- Data obtained as of March 2026
- IN-OUT refers to the acquisition of overseas companies by companies from the target country
- Transactions completed in currencies other than USD are converted to USD at the exchange rate on the listing date
- (Source) PitchBook Data, Inc.; *The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.

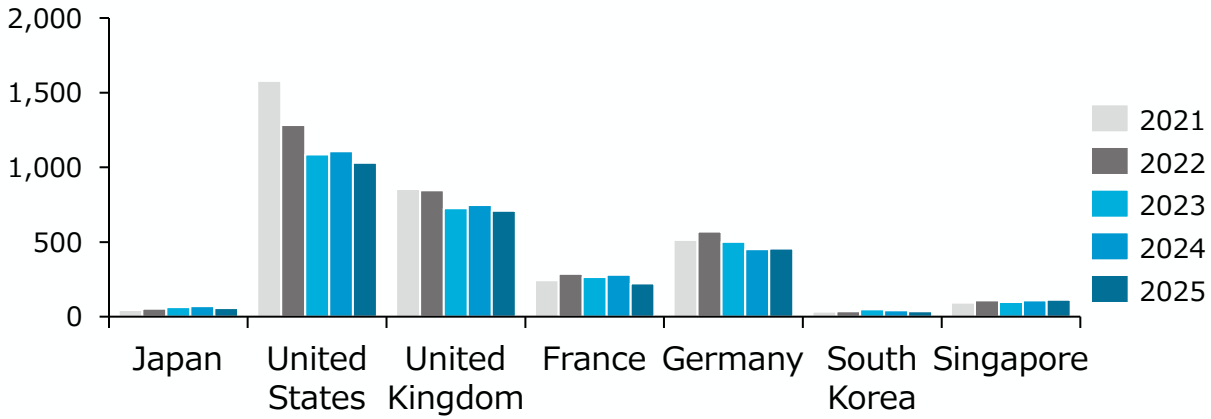
AI-translated in part. Original prevails.

Status of M&A Transactions Between Countries (OUT-IN Transactions)

- OUT-IN transactions are generally lower in Asian countries compared to Europe and the US.

Number of OUT-IN transactions (worldwide)

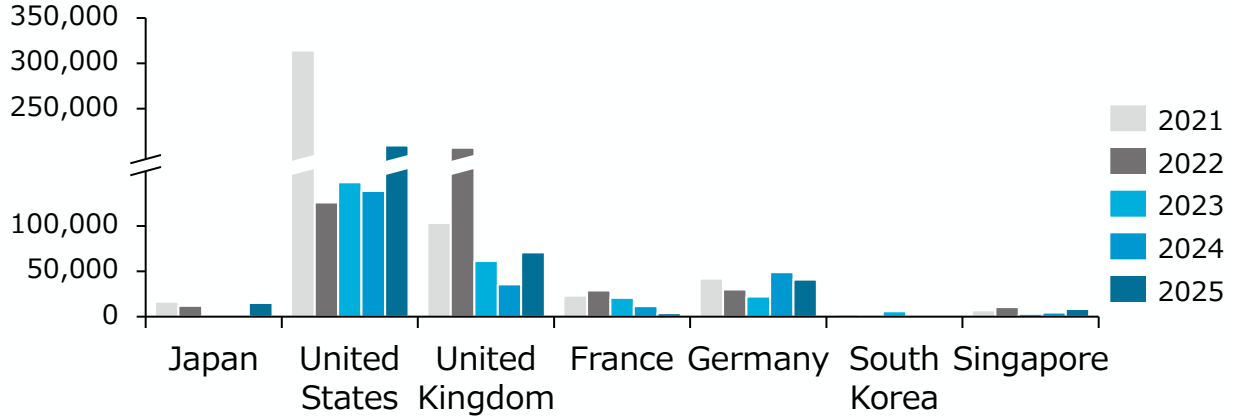
case



country	2021	2022	2023	2024	2025
Japan	45	53	65	70	58
United States	1,580	1,284	1,086	1,107	1,030
United Kingdom	855	846	726	747	710
France	244	286	265	280	223
Germany	515	570	501	451	457
Korea	33	37	50	42	36
Singapore	94	109	99	108	114

OUT-IN Trading Amount (Worldwide)

in million dollars



country	2021	2022	2023	2024	2025
Japan	16,677	11,858	889	1,187	15,072
United States	314,183	125,938	148,151	138,579	209,290
United Kingdom	103,438	206,884	61,344	35,597	70,894
France	23,291	29,049	20,780	11,684	3,840
Germany	42,046	30,095	22,096	49,090	40,850
Korea	2,661	503	6,110	858	442
Singapore	7,027	10,436	3,242	4,583	8,312

- Data obtained as of March 2026
- OUT-IN refers to the acquisition of a target country company by a foreign company.
- Transactions completed in currencies other than USD are converted to USD at the exchange rate on the listing date
- (Source) PitchBook Data, Inc.; *The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.

AI-translated in part. Original prevails.

(1) Research on data development for startup companies (data organization)

② Organizing the overall picture of the startup ecosystem and data development

③ Comparison with startup ecosystems in other countries

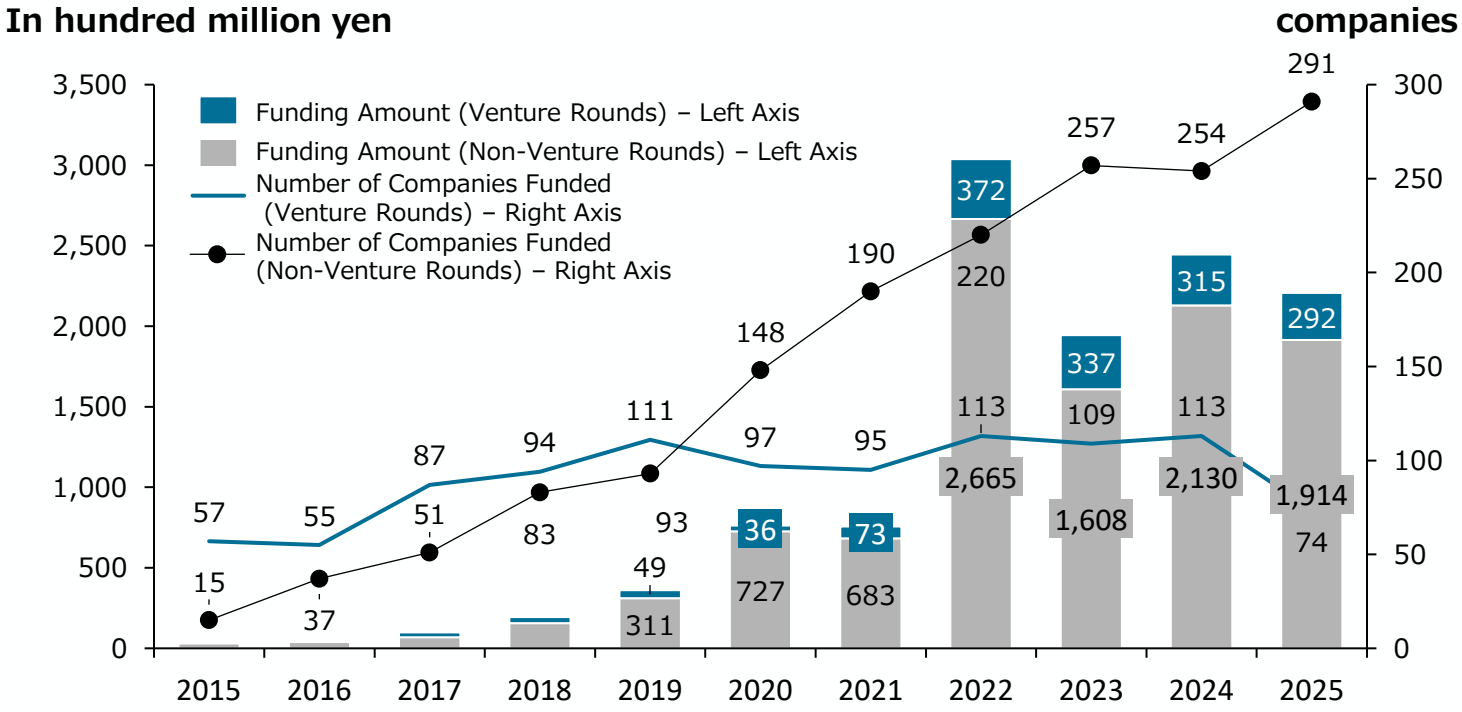
Finance

AI-translated in part. Original prevails.

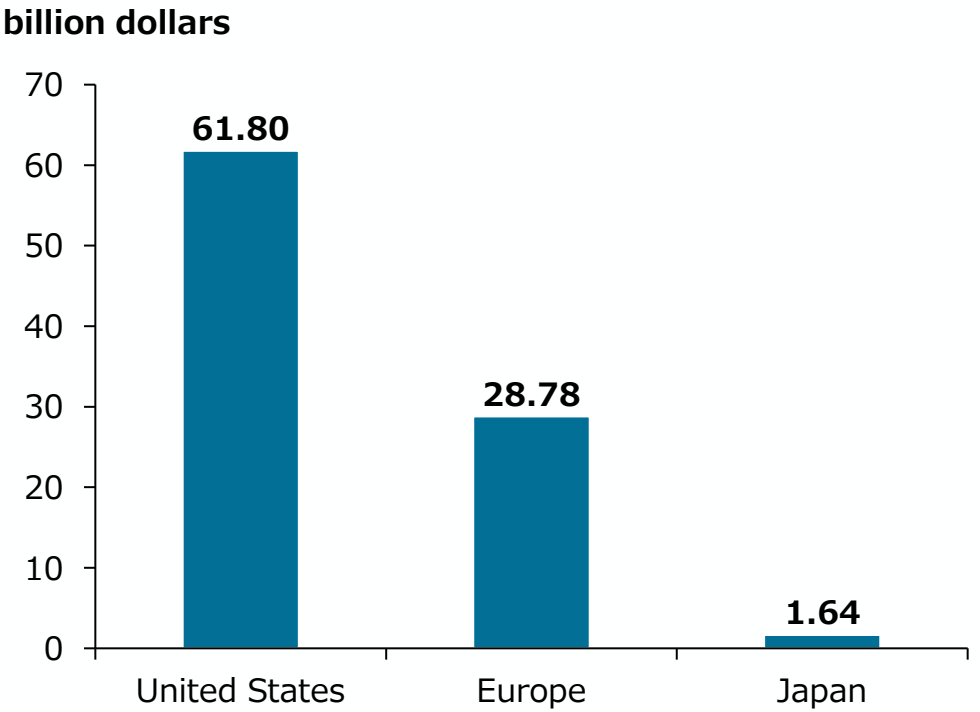
Trends in Fundraising Amounts and Numbers from Startup Debt Financing and International Comparisons

- Although the amount and number of cases raised through debt financing in Japan have been increasing in recent years, the scale remains small compared to Europe and the United States

Startup Debt Financing[*1]



International Comparison of Amounts Raised Through Debt Finance (2024)[*2]



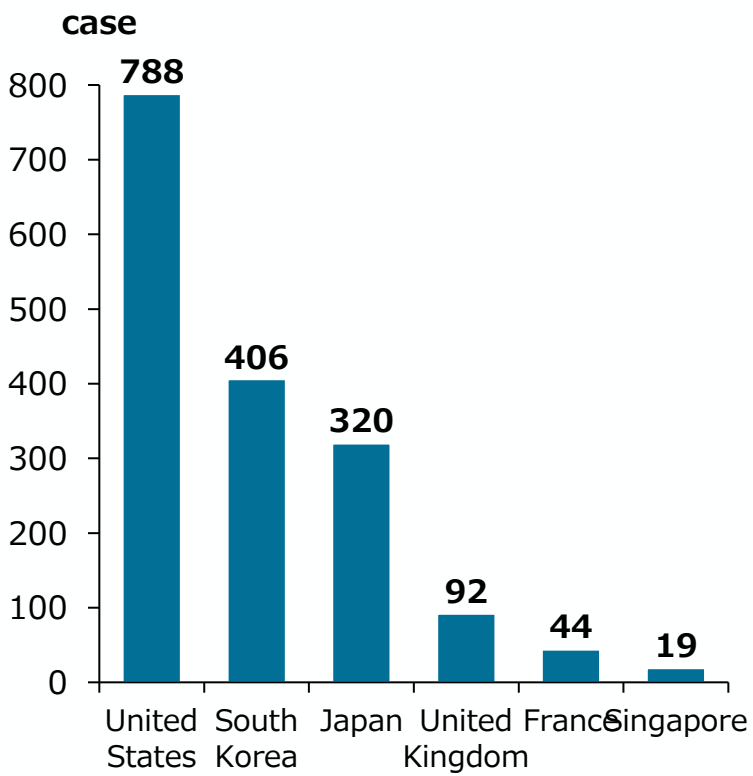
- Created by PwC based on various reports
- *1: Created from Uzubase Inc. Japan Startup Finance 2025 (Values for each year are those for which debt financing could be observed through press releases or other means up to the time of aggregation). Reference values not confirmed for execution)
- *2: U.S. data is from NVCA Venture Monitor 2025 Q3, European data from EUROPEAN Venture Report 2025 Q3, and Japanese data from U-Base Japan Startup Finance 2025 (assuming exchange rates at the end of 2024; European data is 1.07 dollars per euro, Japanese data converts 150 yen per dollar to dollars)

AI-translated in part. Original prevails.

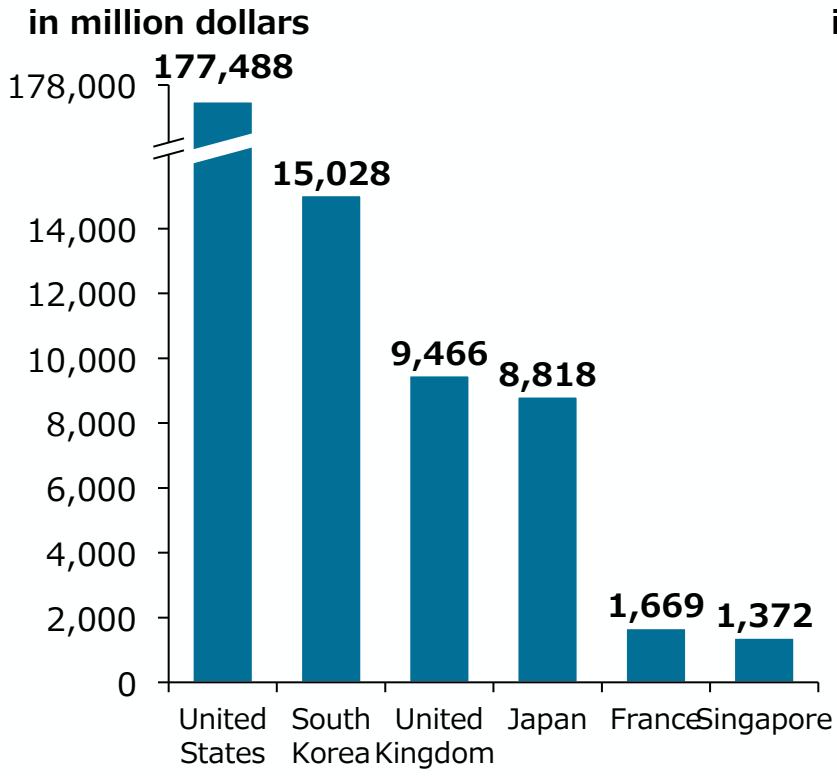
IPO status of startup exits by country (total 2016~2025)

- Japanese startup IPOs rank second only to the US and South Korea in both number and value, making it a thriving market
- On the other hand, the amount of funds raised per IPO is the lowest

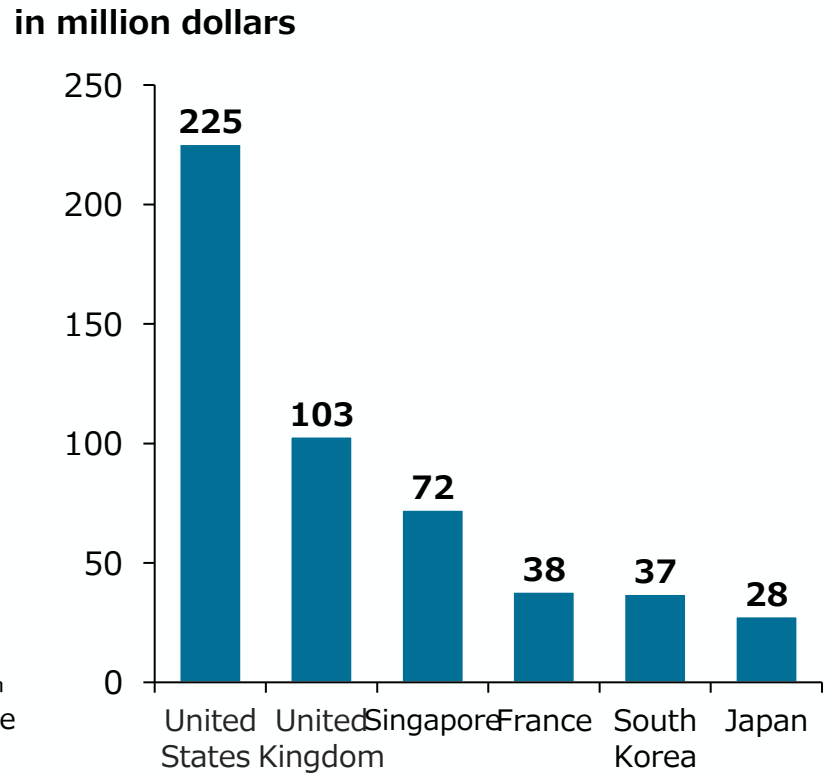
Number of IPOs



IPO financing amount (total)



IPO financing amount (average)

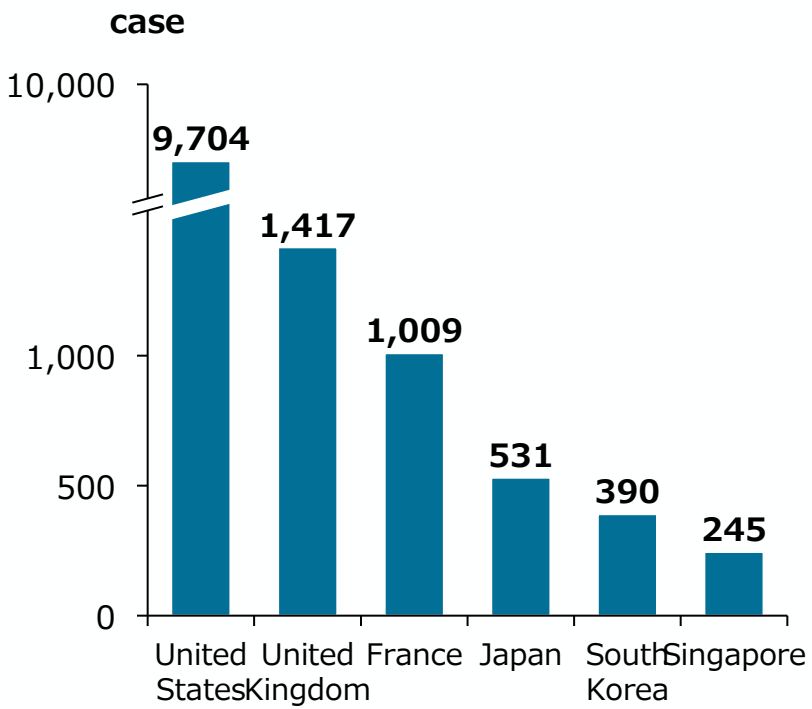


- Data obtained as of January 2026
- Aggregated based on companies listed between 2016 and 2025 that had received VC investment before going public
- Transactions completed in currencies other than USD are converted to USD at the exchange rate on the listing date
- (Source) PitchBook Data, Inc.; *The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.

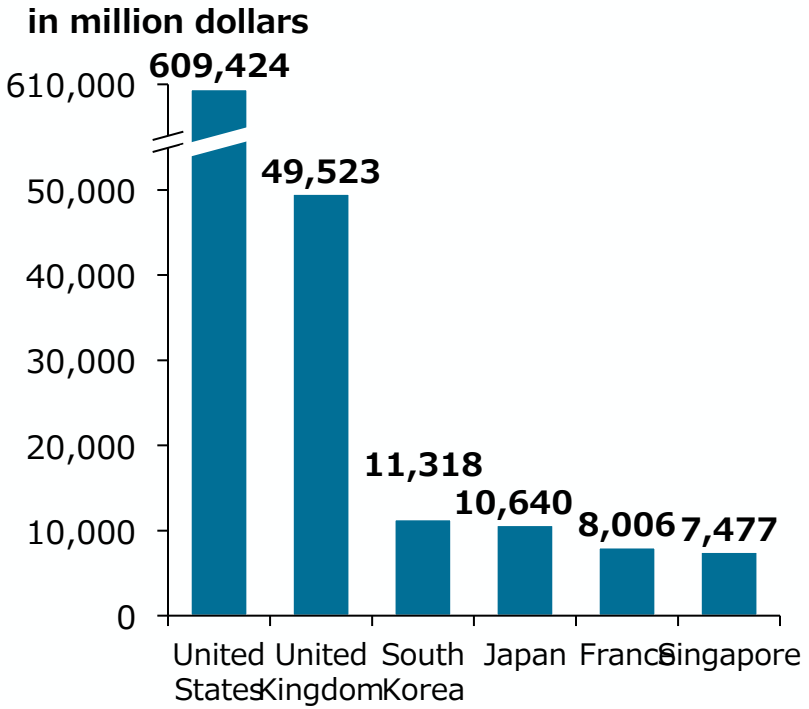
M&A Status of Startup Exits in Various Countries (Total 2016-2025)

- Japanese startup M&A is behind Western countries in both the number of deals and the amount of money

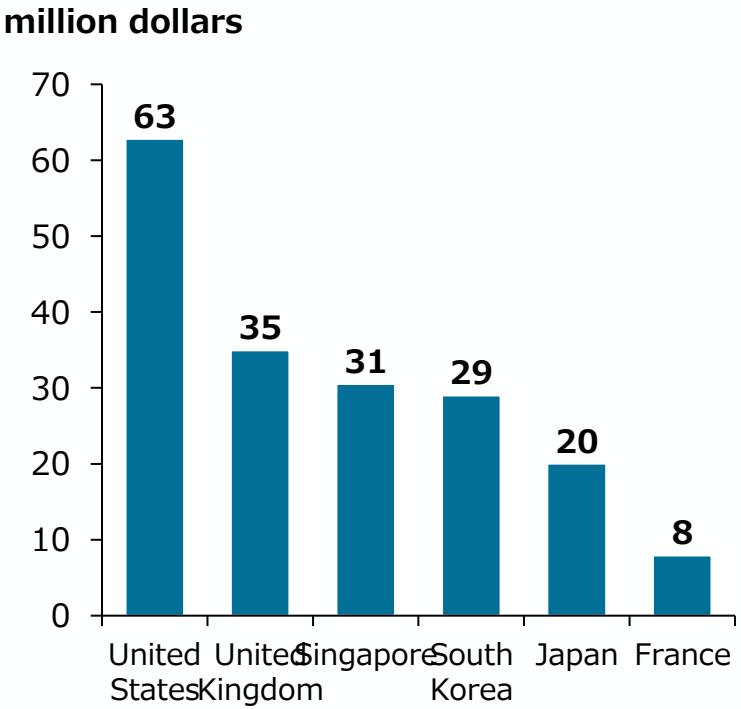
Number of M&A Deals



M&A Transaction Amount (Total)



M&A Transaction Amount (Average)

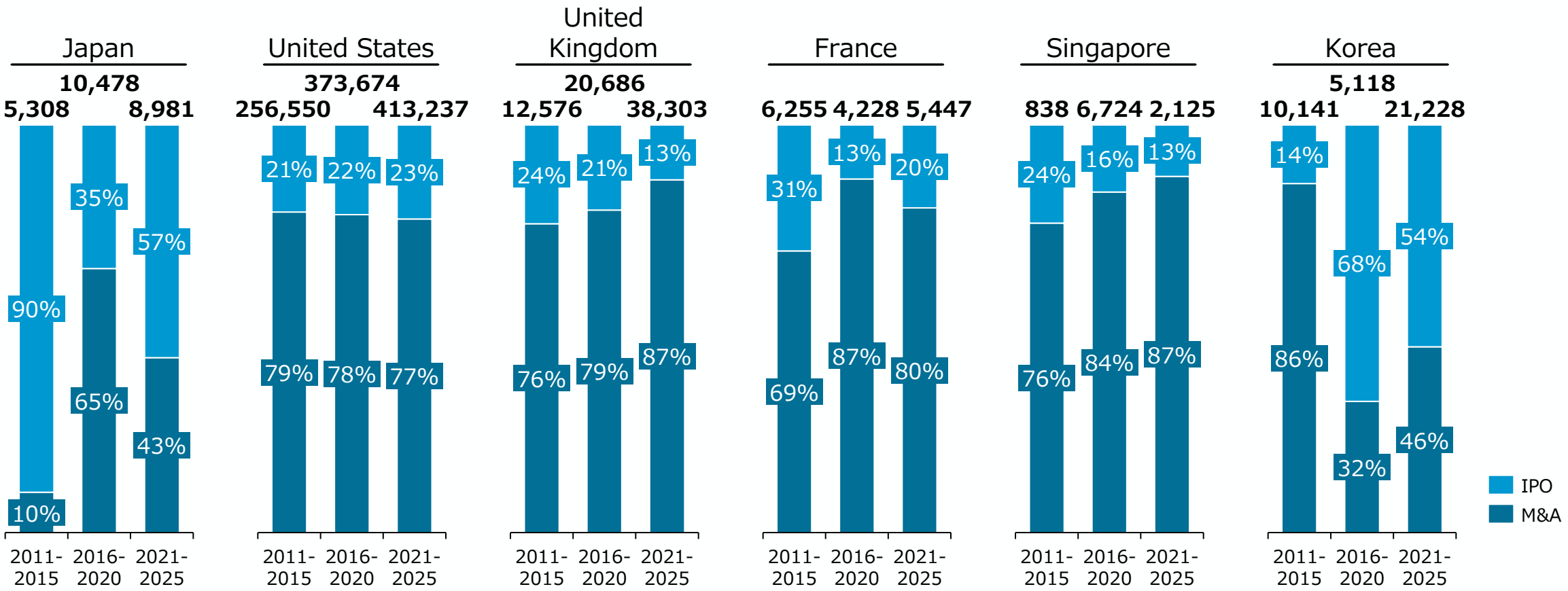


- Data obtained as of January 2026
- The startups covered in this analysis are those that conducted M&A transactions between 2016 and 2025 and had received VC investment up to the time of the transaction
- PitchBook's M&A classification includes only "mergers/acquisitions," "acquisitions/LBOs," "management-based investor acquisitions," "equal mergers," and "reverse mergers," focusing only on "mergers/acquisitions."
- Among PitchBook's M&A-related data, Capital Invested is translated as transaction amount.
- For transactions completed in currencies other than USD, they are converted to USD at the exchange rate on the transaction completion date
- (Source) PitchBook Data, Inc.; *The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.

AI-translated in part. Original prevails.

IPO-to-M&A ratio of startup exits in each country (by amount)

- Looking at the five-year period, in terms of amount, even in recent years, Japan and South Korea have raised more funds through IPOs than M&A



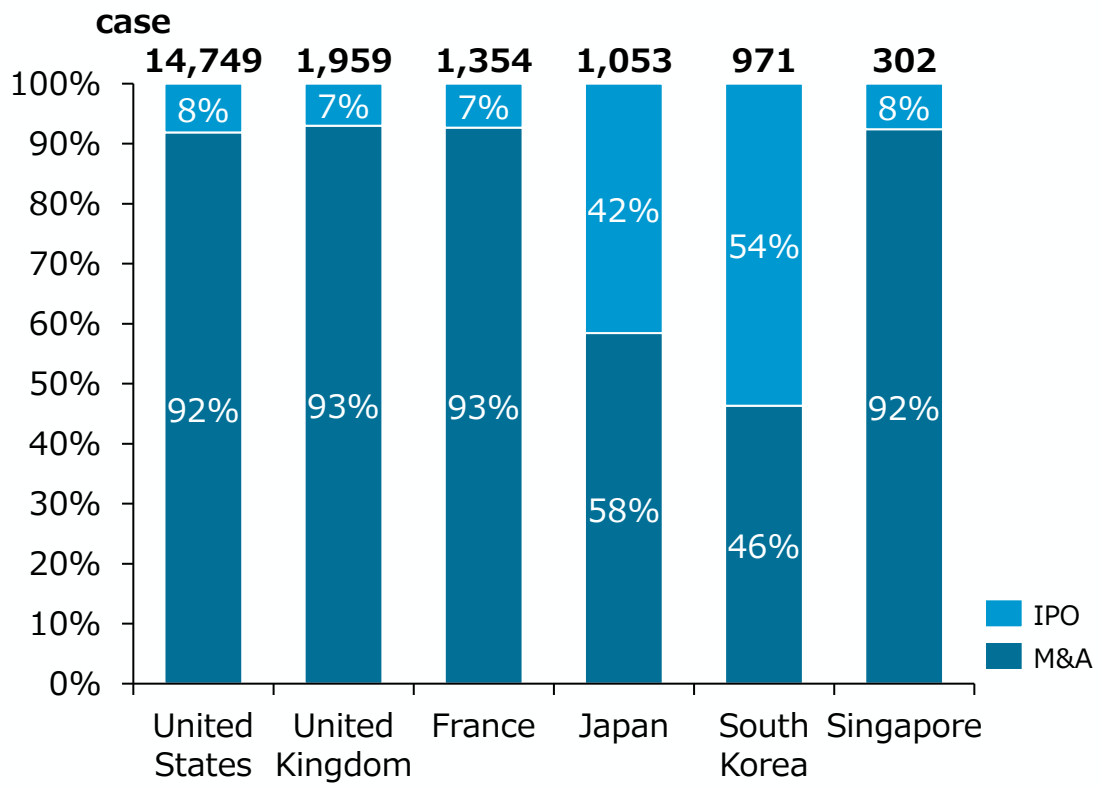
- Data obtained as of January 2026
- The startups covered in this analysis are those that conducted IPOs or M&A transactions between 2011 and 2025 and had received VC investment by the time of the transaction
- M&A covers only "mergers/acquisitions" among PitchBook classifications such as "mergers/acquisitions," "acquisitions/LBOs," "investor acquisitions by management," "mergers as equal," and "reverse mergers."
- For transactions completed in currencies other than USD, they are converted to USD at the exchange rate on the transaction completion date
- (Source) PitchBook Data, Inc.; *The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.

AI-translated in part. Original prevails.

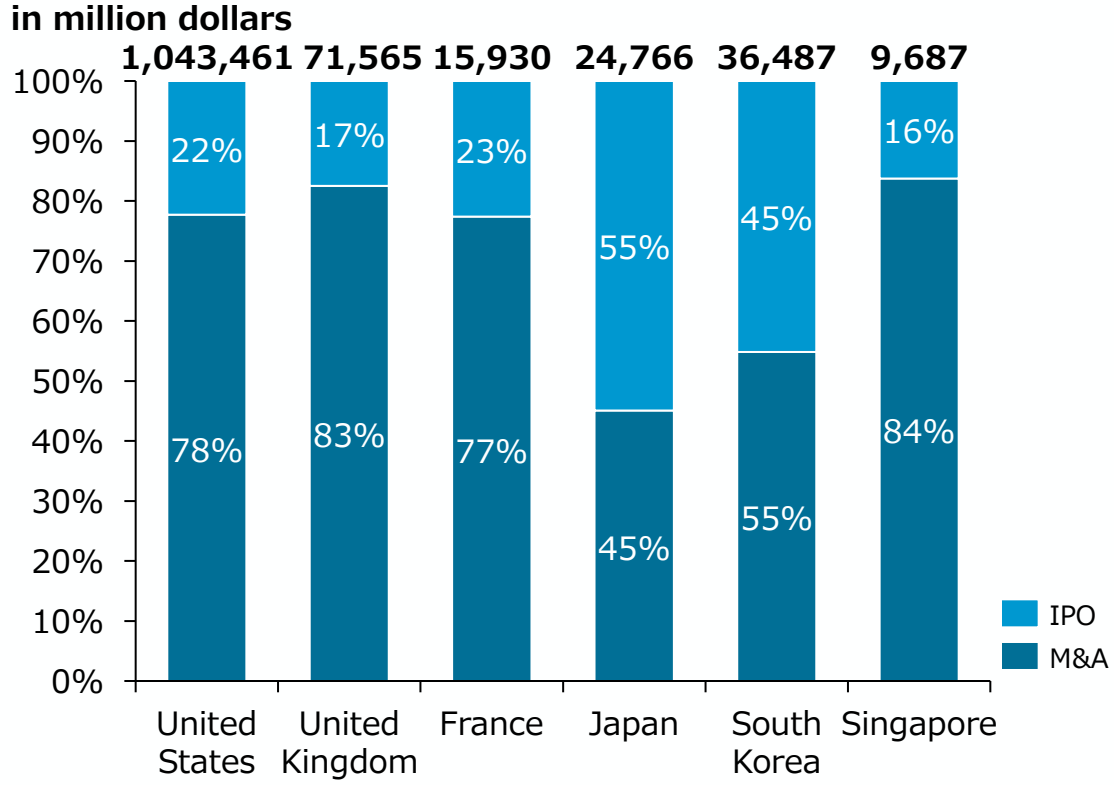
Ratio of IPOs to M&As in Startup Exits by Country (Total 2011-2025)

- Japan and South Korea have a high proportion of IPOs in both the number and amount of exits.

By number of cases



By amount



- Data obtained as of January 2026
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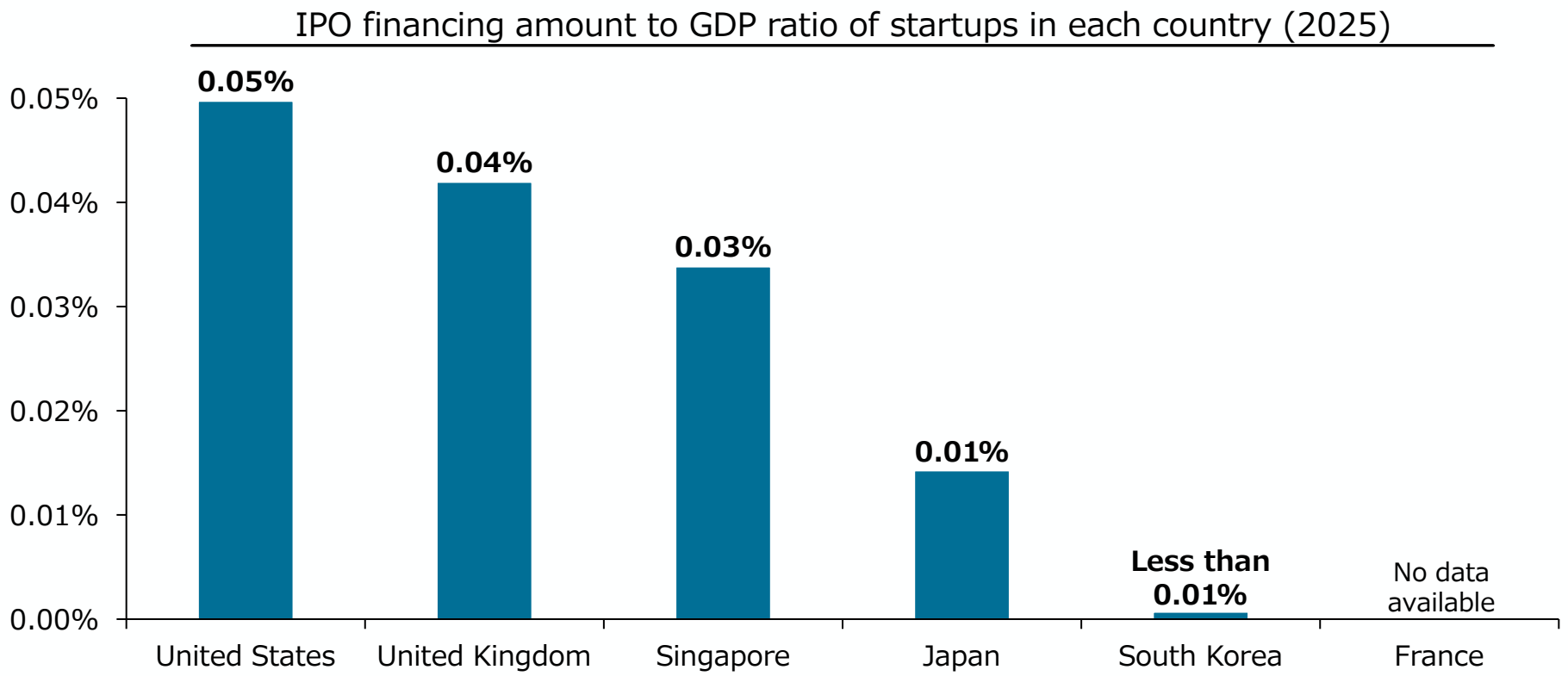
- For transactions completed in currencies other than USD, they are converted to USD at the exchange rate on the transaction completion date
- (Source) PitchBook Data, Inc.; *The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.

AI-translated in part. Original prevails.

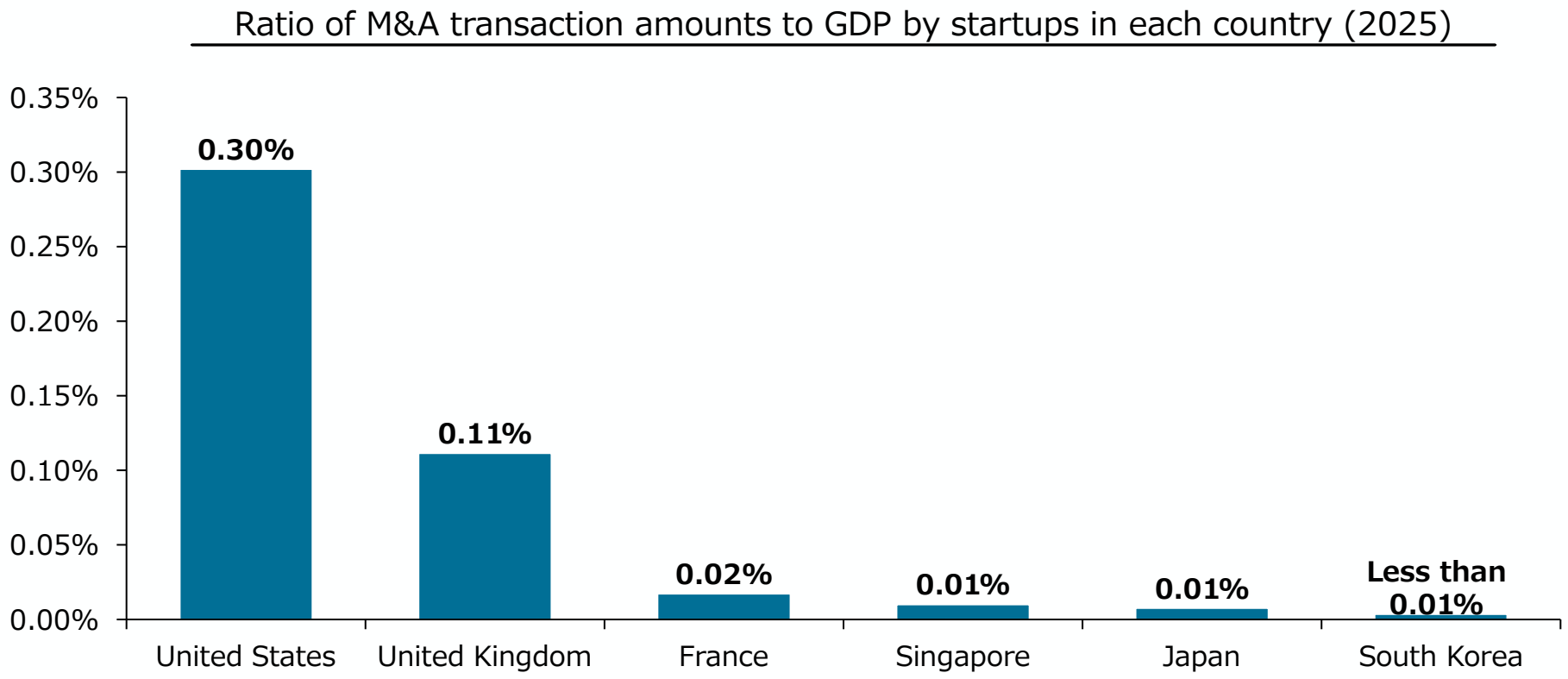
(Reference) IPO financing amount as a ratio of GDP (2025)



- Data obtained as of January 2026
- Calculating the ratio of IPO financing amount to nominal GDP
- The startups targeted in this analysis are those that went public in 2025 and have received VC funding before going public
- For transactions completed in currencies other than USD, they are converted to USD at the exchange rate on the transaction completion date
- (Source) IMF "World Economic Outlook" based on data from PitchBook Data, Inc. (*The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.)

AI-translated in part. Original prevails.

(Reference) M&A Transaction Amount as a Percentage of GDP (2025)

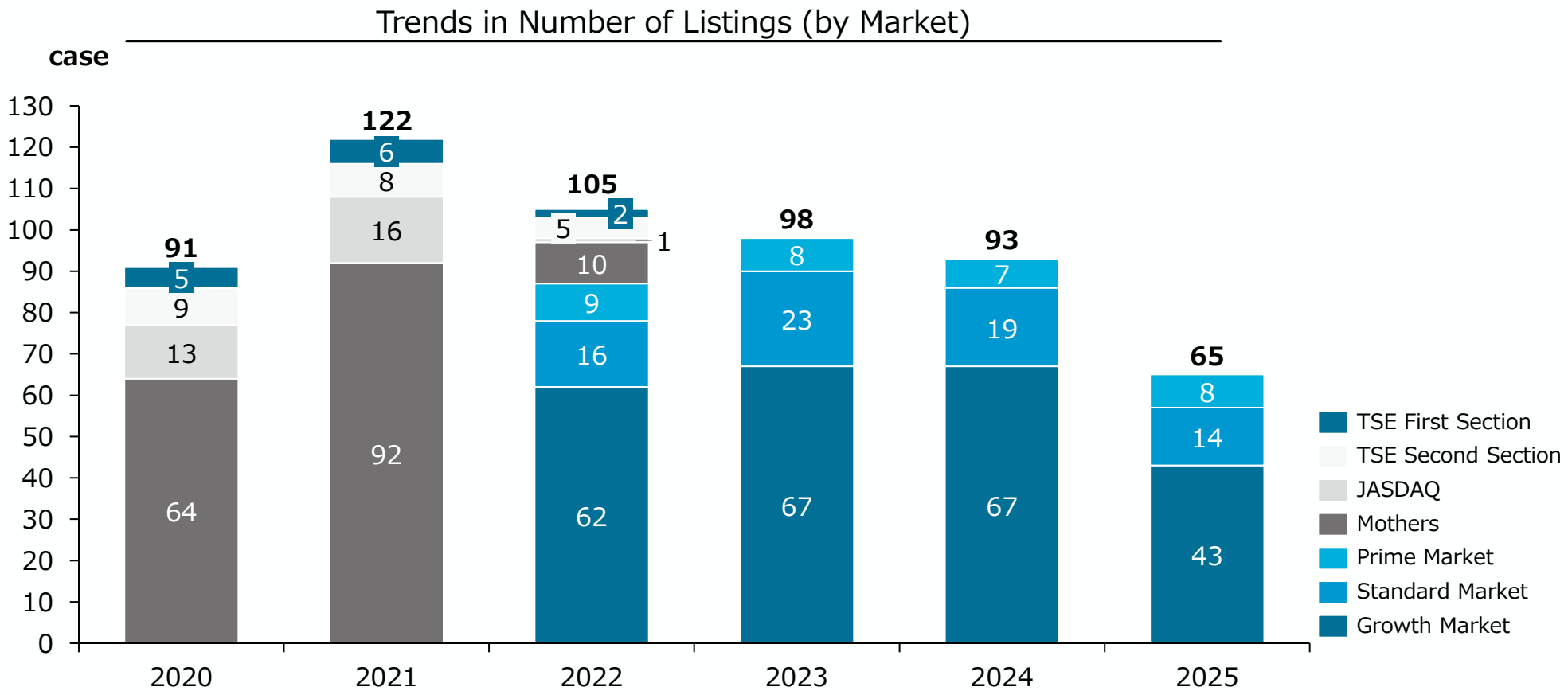


- Data obtained as of January 2026
- Calculating the ratio of M&A transaction amount to nominal GDP
- The startups targeted in this analysis are those that conducted M&A transactions in 2025 and had received VC investment by the time of the transaction
- PitchBook's M&A classification includes only "mergers/acquisitions," "acquisitions/LBOs," "management-based investor acquisitions," "equal mergers," and "reverse mergers," focusing only on "mergers/acquisitions."
- Among PitchBook's M&A-related data, Capital Invested is translated as transaction amount.
- For transactions completed in currencies other than USD, they are converted to USD at the exchange rate on the transaction completion date
- (Source) IMF "World Economic Outlook" based on data from PitchBook Data, Inc. (*The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.)

AI-translated in part. Original prevails.

Trends in Number of Listings: Market Trends at the Tokyo Stock Exchange

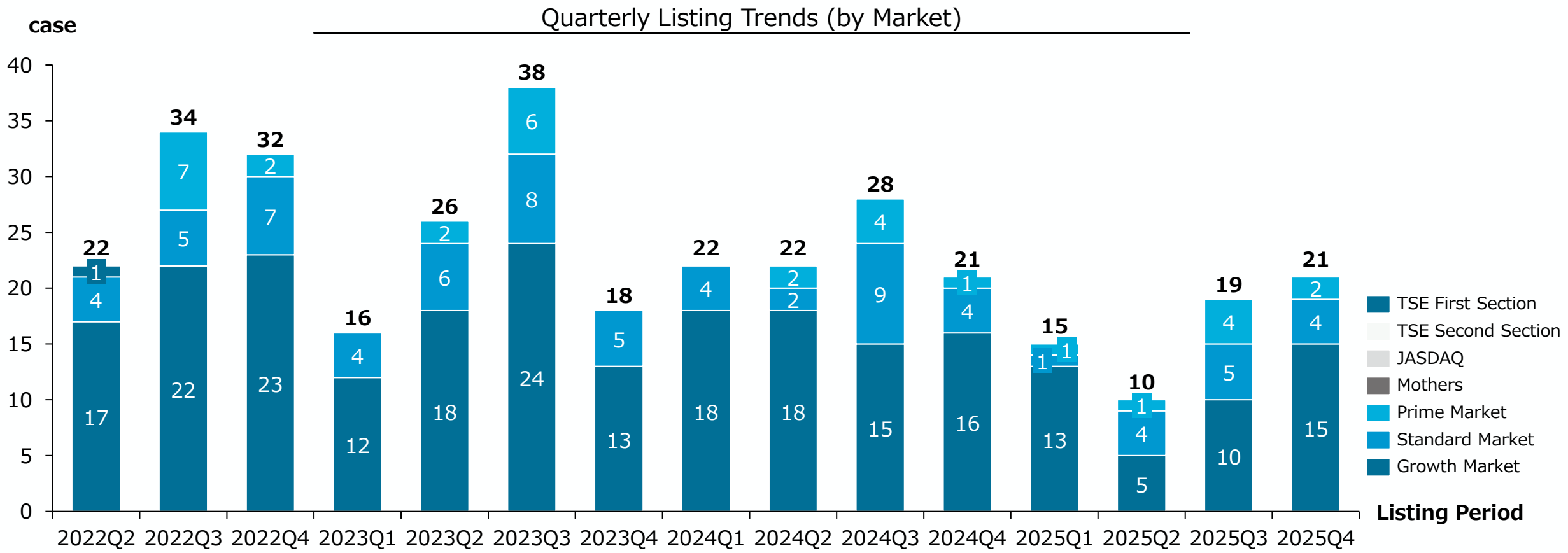
- The number of listings in 2025 will be somewhat lower compared to the past five years.



• (Source) Obtained from the Japan Exchange Group website and other public information

AI-translated in part. Original prevails.

(Reference) Trends in Number of Listings (Quarterly): Tokyo Stock Exchange Market Trends



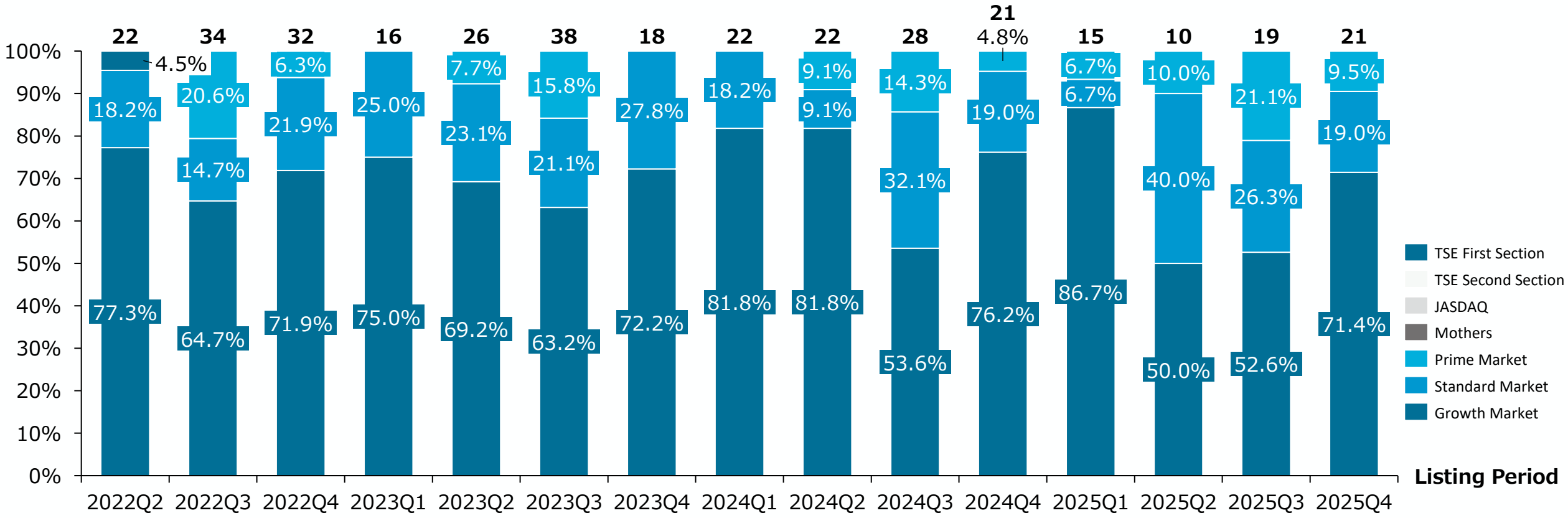
• (Source) Obtained from the Japan Exchange Group website and other public information

AI-translated in part. Original prevails.

Listing Trends: Market Trends at the Tokyo Stock Exchange

- In the past year, the proportion of listings on the growth market has been somewhat lower compared to the past

Trends in Market Share of Number of Listings (by Market)



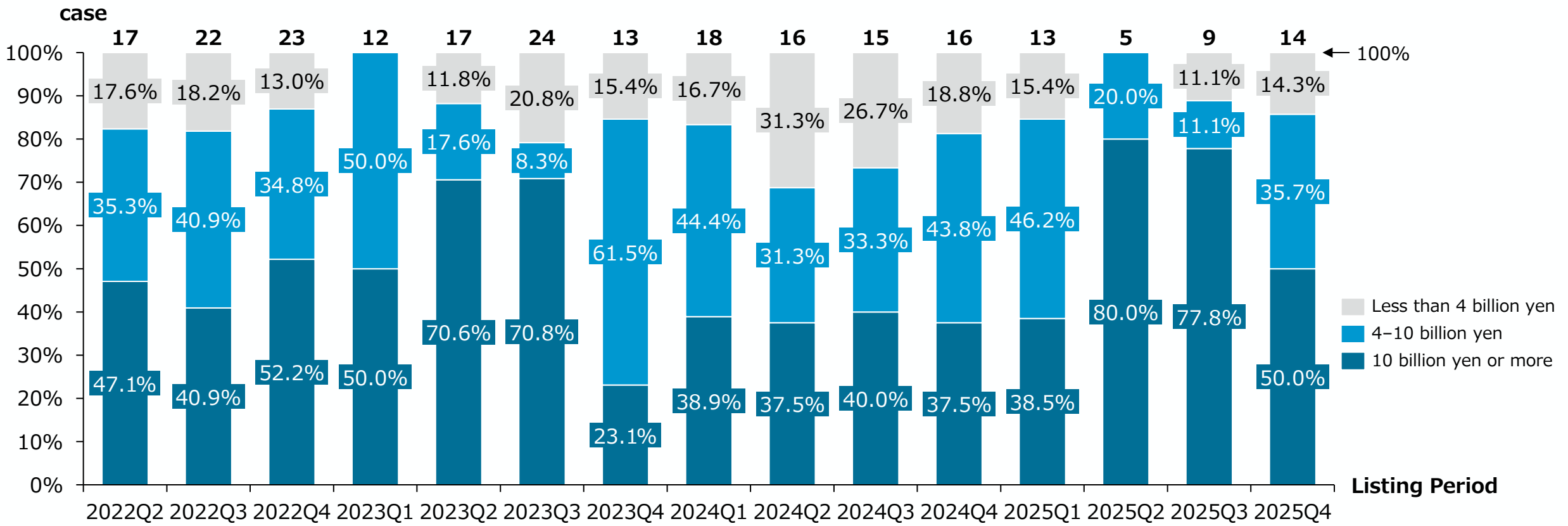
• (Source) Obtained from the Japan Exchange Group website and other public information

AI-translated in part. Original prevails.

Market Listing Ratio by Market Capitalization in the Growth Market: Market Trends on the Tokyo Stock Exchange

- In the past year, the proportion of companies with a market capitalization of over 10 billion yen at the time of listing is somewhat higher

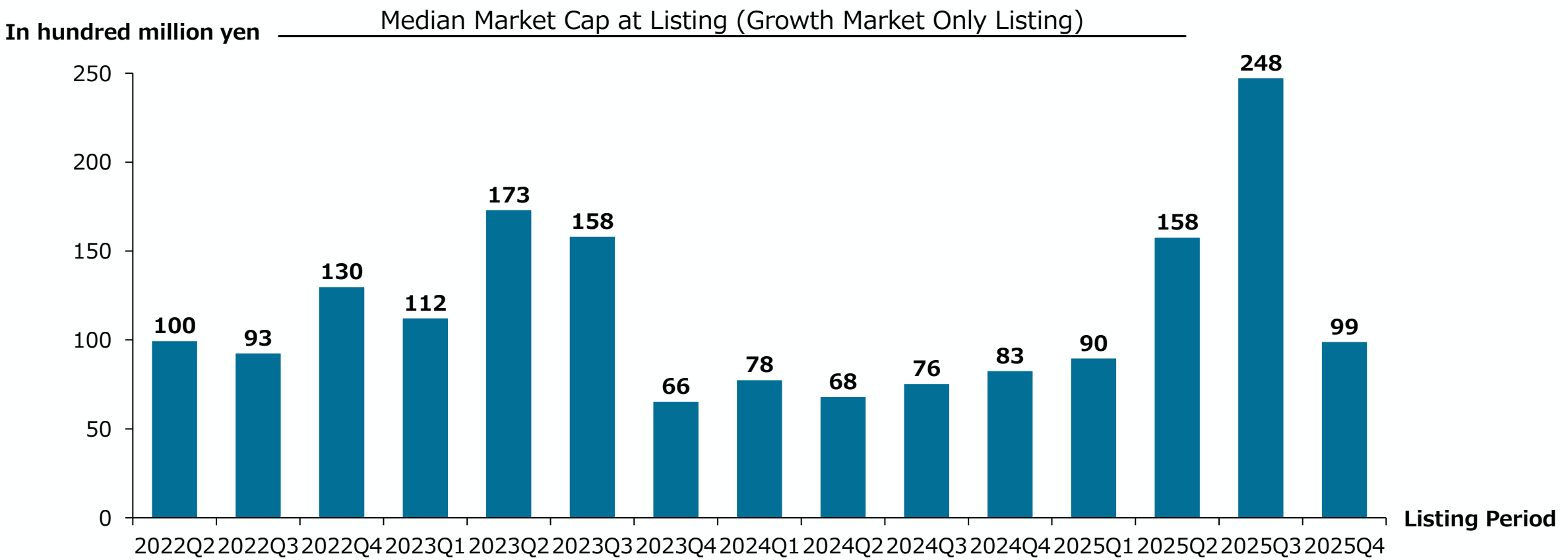
Trends in Market Cap by Market Cap at Listing (Growth Market Only)



- (Source) Obtained from the Japan Exchange Group website, SPEEDA, and other public information
- Market capitalization at listing is the adjusted closing price on the listing date
- To accurately reflect the actual situation of newly listed companies, listings through technical listings (such as relisting through holding company formation) are excluded and aggregated.

AI-translated in part. Original prevails.

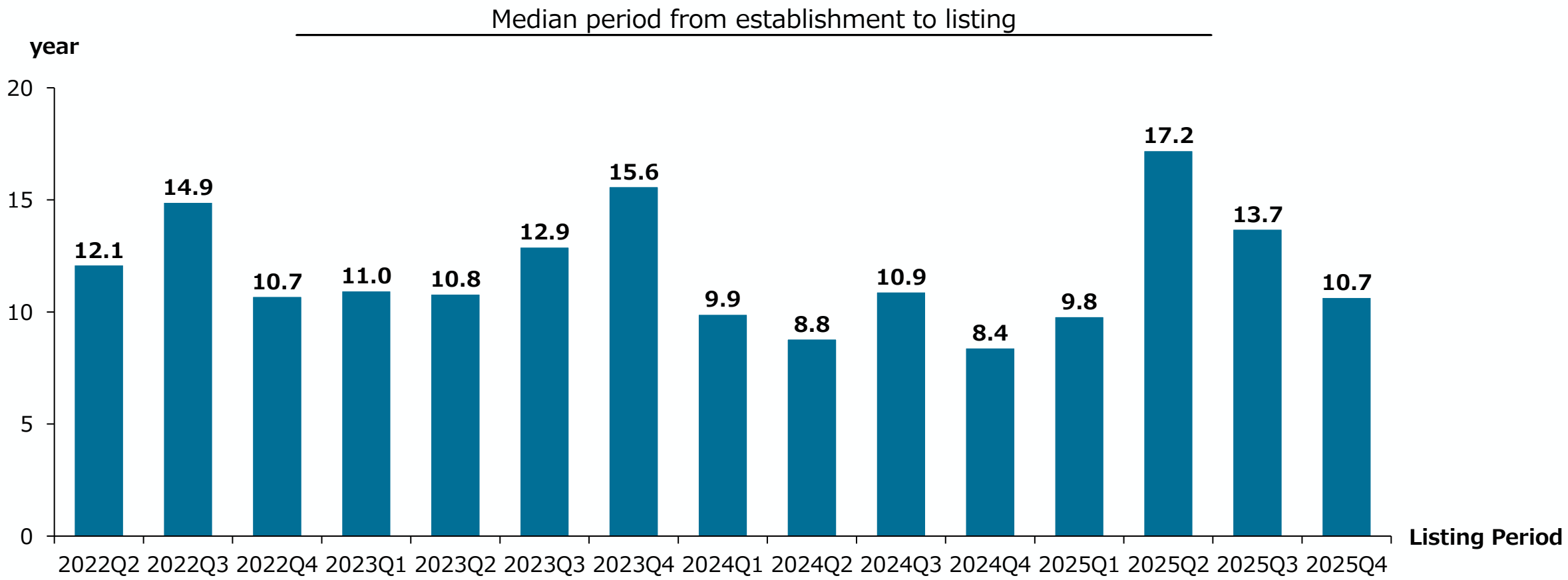
(Reference) Growth Market Median Market Capitalization at Listing: Market Trends of the Tokyo Stock Exchange



- (Source) Obtained from the Japan Exchange Group website, SPEEDA, and other public information
- Market capitalization at listing is the adjusted closing price on the listing date
- To accurately reflect the actual situation of newly listed companies, listings through technical listings (such as relisting through holding company formation) are excluded and aggregated.

AI-translated in part. Original prevails.

(Reference) Period from establishment to listing: Market trends at the Tokyo Stock Exchange



AI-translated in part. Original prevails.

(1) Research on data development for startup companies (data organization)

② Organizing the overall picture of the startup ecosystem and data development

③ Comparison with startup ecosystems in other countries

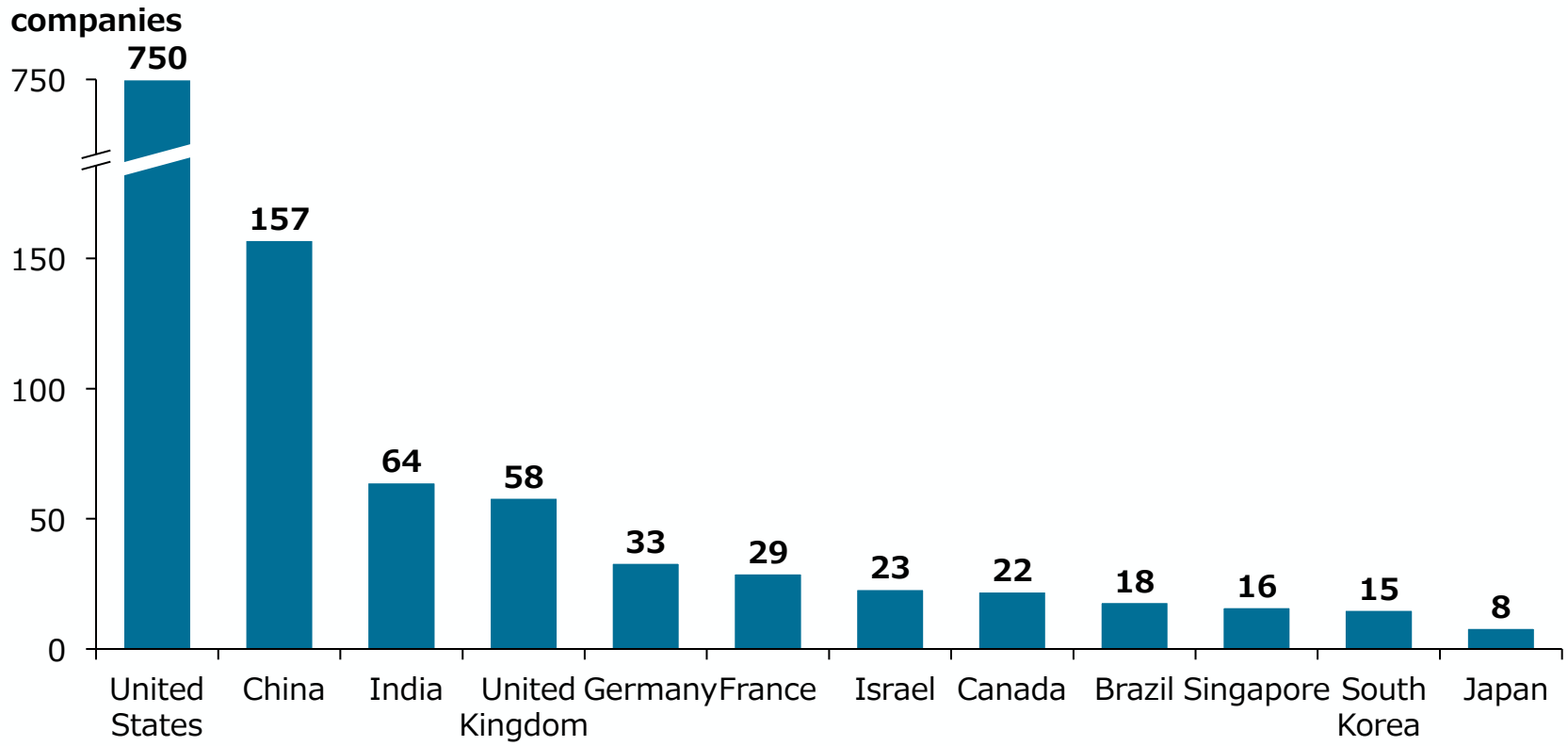
Deep Tech

AI-translated in part. Original prevails.

International Comparison of the Number of Unicorn Companies

- While the number of unicorn companies is increasing in countries like the United States, the number of unicorn companies in Japan is limited

Number of Unicorns in Major Countries

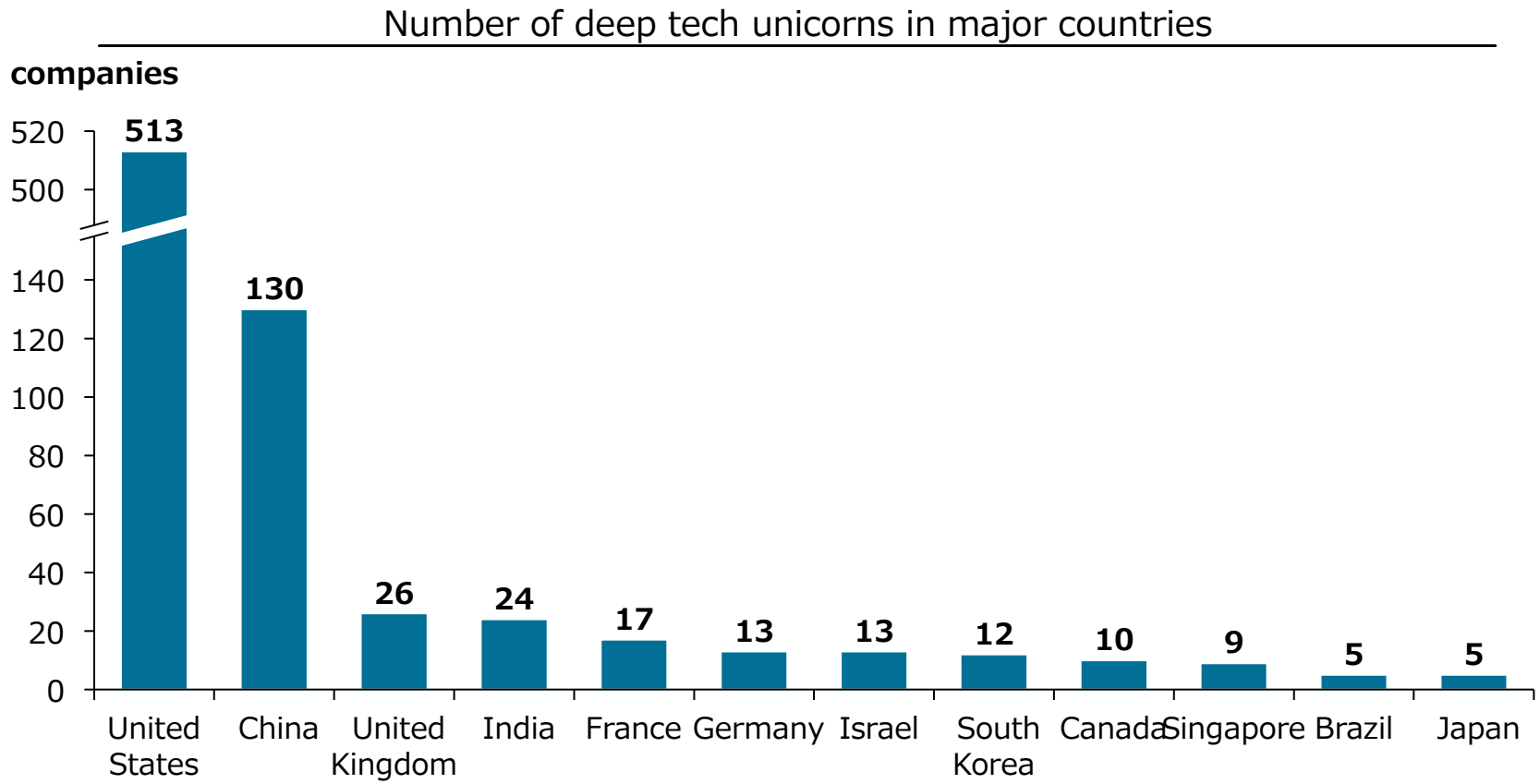


• (Source) CB Insights The Complete List Of Unicorn Companies (as of 2026/1/6)

AI-translated in part. Original prevails.

International Comparison of the Number of Deep Tech Unicorn Companies

- Japan also has fewer unicorn companies in the deep tech sector compared to other countries



- (Source) Created based on the PitchBook (as of 2026/1/19) (*The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.)
- "Post Valuation" is set at over $1 billion. Counting the number of relevant companies since 2013
- Among companies registered on PitchBook, select those with all VC-related fundraising histories (All VC Stages) or Private Equity "Growth/Expansion" (excluding public companies such as IPOs).
  Companies with only fundraising history through debt, IPO, M&A, and grants are not included.
- The definition of Deeptech refers to the various industry categories on PitchBook, including AI, energy and environment, bio and medical healthcare, materials and industry, aerospace, food and agriculture, and so on

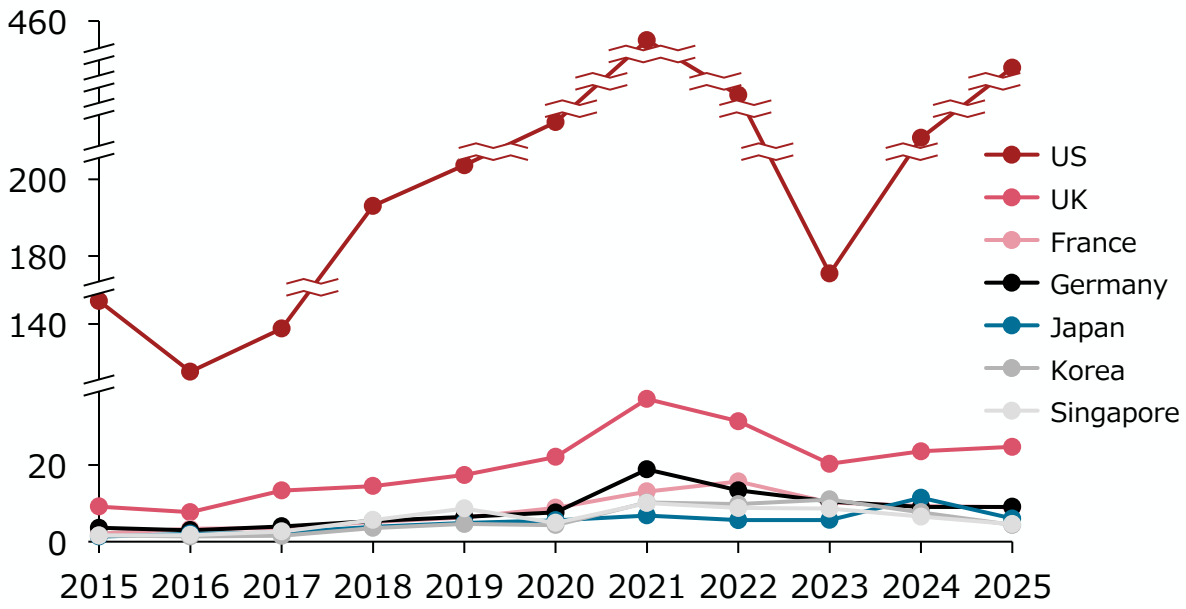
AI-translated in part. Original prevails.

VC Investment Amount in Deep Tech

- In terms of investment in startups by country, Japan is sluggish compared to Western countries. A similar trend is generally observed in the deep tech sector

VC Investment Amounts in Startups

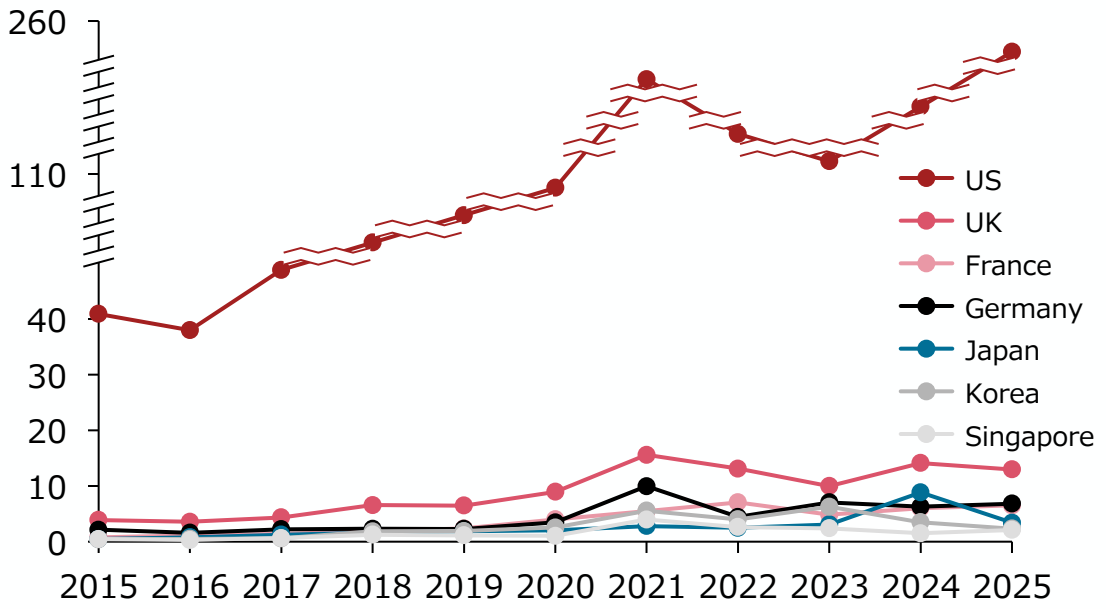
in billion dollars



country	United States	United Kingdom	France	Germany	Japan	Korea	Singapore
VC Investment Amount in 2025	337.6	24.7	8.9	9.1	6.0	4.3	4.5

VC Investment Amount in Deep Tech

in billion dollars



country	United States	United Kingdom	France	Germany	Japan	Korea	Singapore
VC Investment Amount in 2025 (Deeptech)	254.4	13.0	6.5	6.8	3.4	2.4	2.1

- (Source) PitchBook Data, Inc.; *The cited data has not been reviewed by PitchBook analysts and may be inconsistent with PitchBook methodology.
- Data obtained as of January 2026
- VC stages include pre/accelerator/incubator, seed, early-stage VC, later-stage VC, angel, and other VC transactions (restart angels, restart early-stage VCs, restart late-stage VCs, equity for service, grants)
- The definition of Deeptech refers to the various industry categories on PitchBook, including AI, energy and environment, bio and medical healthcare, materials and industry, aerospace, food and agriculture, and so on

AI-translated in part. Original prevails.

(1) Research on data development for startup companies (data organization)

② Organizing the overall picture of the startup ecosystem and data development

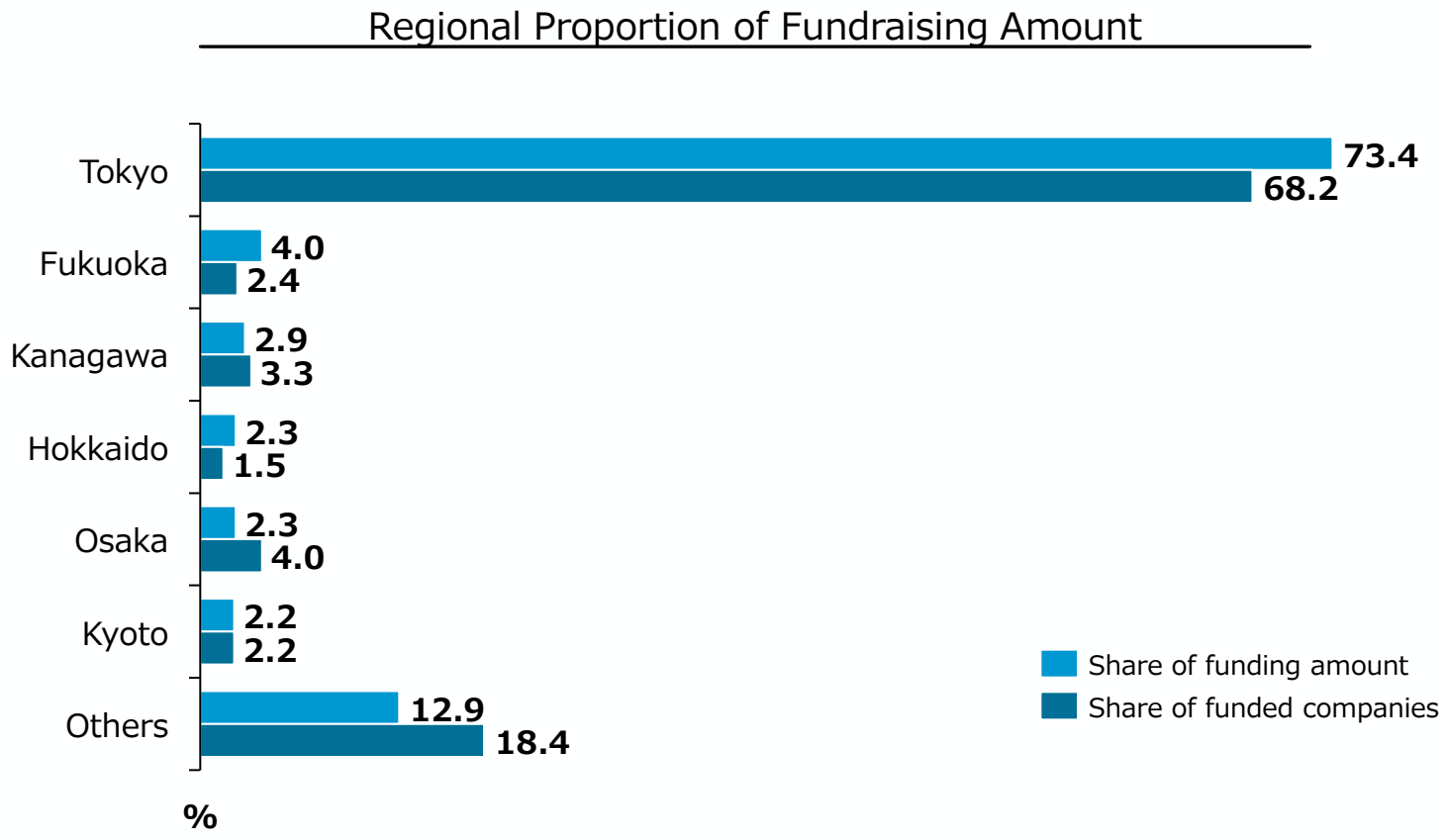
③ Comparison with startup ecosystems in other countries

Region

AI-translated in part. Original prevails.

Funding Ratios by Region

- Fundraising is concentrated in Tokyo (73.4% of fundraising, 68.2% of companies funded).

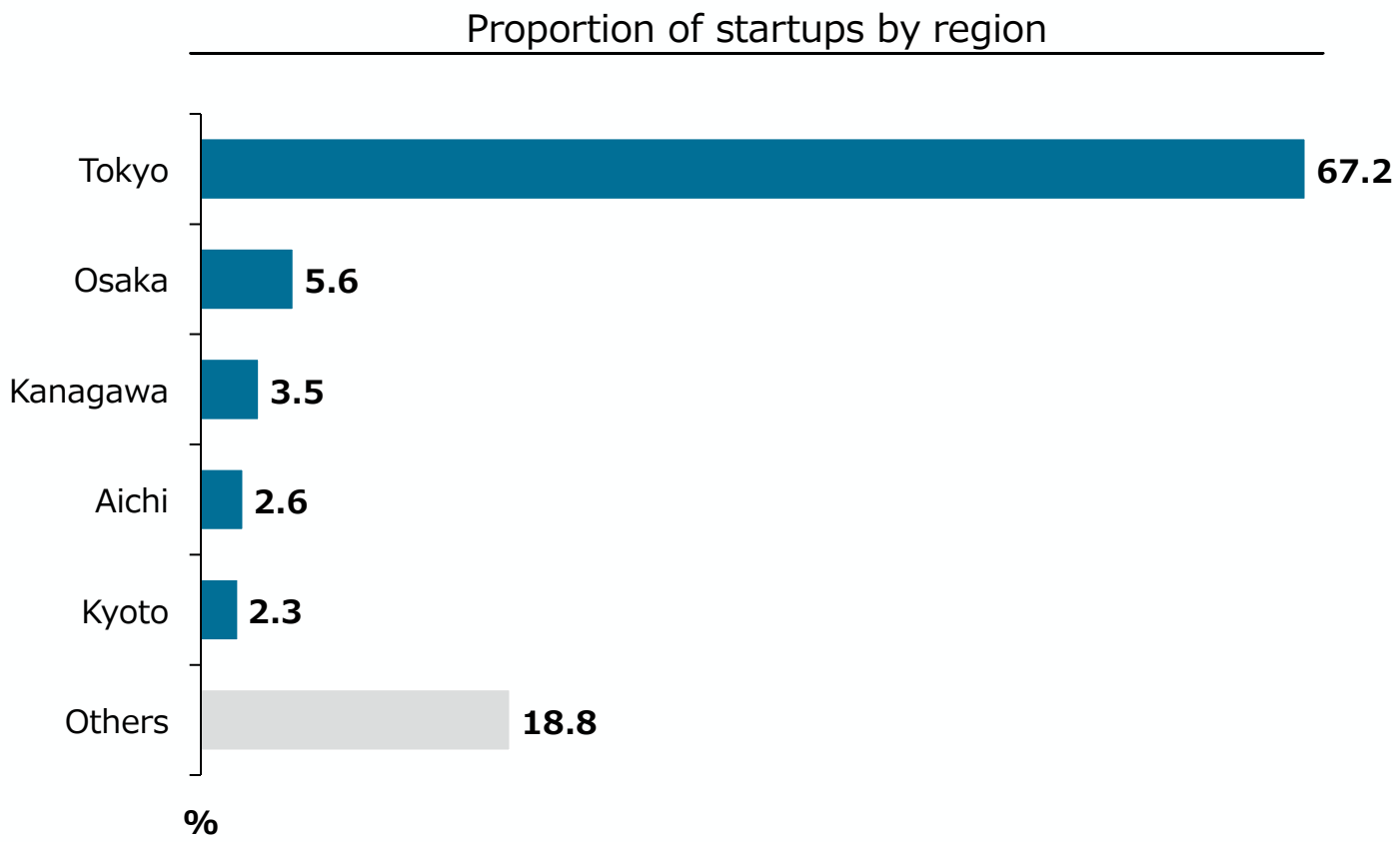


• (Source) Created based on Uzubase Inc. Japan Startup Finance 2025

AI-translated in part. Original prevails.

Number of startups by region

- Many Japanese startups are concentrated in major metropolitan areas, especially in Tokyo



- (Source) Created by PwC from Startup Information Research SPEEDA
- Eligible startups are those that have received some form of external investment
- Data obtained as of December 2025

AI-translated in part. Original prevails.

Agenda

1. Background and Purpose of This Project
2. Research Approach
3. Research results: (1) Research on data development for startup companies (data organization)
   ① Overall startup policies
   ② Building human resources and networks for startup creation
   ③ Strengthening funding supply for startups and diversifying exit strategies
4. **Survey results: (2) Survey on entrepreneurship (GEM survey)**

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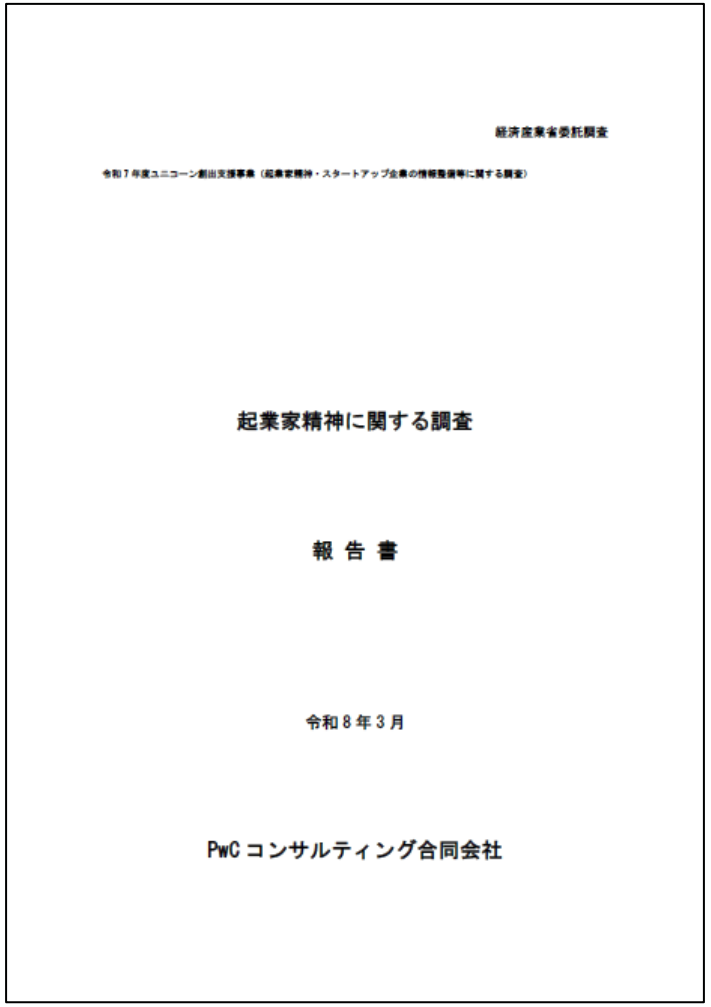
(2) Survey on Entrepreneurship (GEM Survey)

- (2) For the results of the survey on entrepreneurship (GEM survey), please refer to the separately compiled survey report.



経済産業省委託調査

令和７年度ユニコーン創出支援事業（起業家精神・スタートアップ企業の情報整備等に関する調査）

起業家精神に関する調査

報 告 書

令和８年３月

PwC コンサルティング合同会社

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