

Improvement in Shortage of Successors in Mie Prefecture

- Hyakugo Bank's Support for Business Succession -

Improvement rate of “percentage of companies without successors,” by prefecture

(Comparison of improvements from 2011 to 2021)

(unit: points)

1	Mie	31.3	25	Fukui	1.3
2	Yamanashi	13.9	26	Yamaguchi	1.2
3	Miyagi	11.0	27	Hokkaido	0.8
4	Hiroshima	10.8	28	Iwate	0.6
	Okinawa	10.8	29	Nagano	0.4
6	Osaka	10.0	30	Gunma	0.3
7	Tokyo	8.0	31	Gifu	-1.0
8	Aichi	7.5	32	Nagasaki	-1.3
9	Nara	6.9	33	Aomori	-2.1
10	Tochigi	5.8	34	Shizuoka	-2.2
11	Yamagata	5.5	35	Kagoshima	-2.3
12	Kyoto	5.4	36	Fukuoka	-2.4
13	Fukushima	5.1	37	Ishikawa	-3.7
14	Saitama	4.8	38	Kochi	-5.9
15	Akita	4.3	39	Tottori	-6.3
	Chiba	4.3	40	Kagawa	-6.4
	Niigata	4.3	41	Ehime	-6.5
18	Hyogo	4.2	42	Kumamoto	-6.7
19	Ibaraki	3.1	43	Toyama	-7.5
20	Shiga	2.9	44	Miyazaki	-8.6
21	Kanagawa	2.6	45	Saga	-10.0
22	Oita	2.0	46	Wakayama	-10.2
23	Shimane	1.6	47	Tokushima	-11.1
	Okayama	1.6			

* Source: Teikoku Databank
Ranking of 47 prefectures

Initiatives to support business succession in Mie Prefecture

August 2017: Mie Prefecture business succession network established

The prefecture, financial institutions, commercial and industrial associations, professionals, and other experts launch the collaboration framework

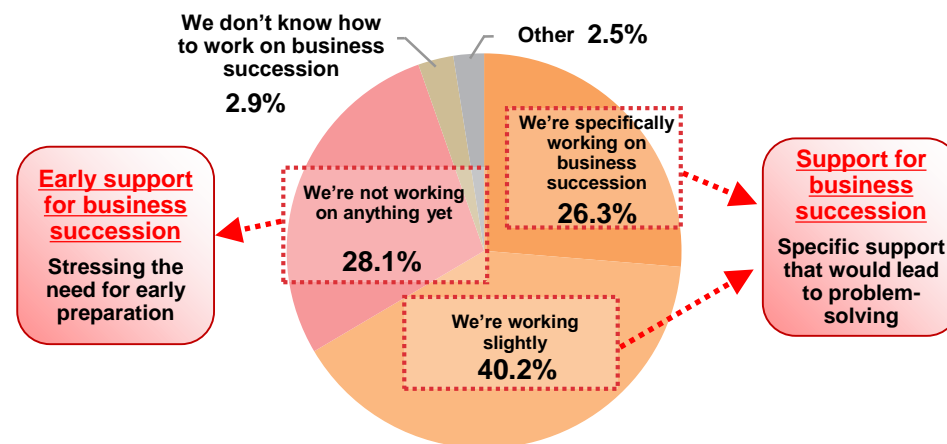
March 2018: Mie Prefecture formulates policy to support business succession

The prefecture sets a **five-year period until FY2021 as an intensive period** to provide support

August 2018: Mie Prefecture announces emergency declaration on business succession

The prefecture declares a shared sense of urgency and action on business succession

Business succession by companies in Mie Prefecture



* The results of a questionnaire survey on business succession in SMEs in Mie Prefecture (January 2018)

Support system for business succession

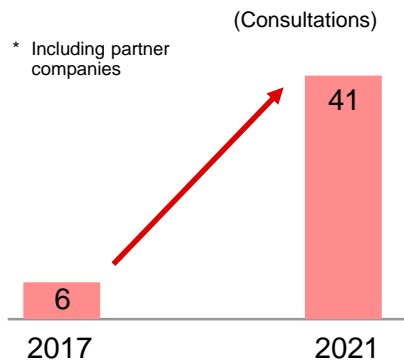
Increasing needs for business succession support

2000	The Bank assigns dedicated M&A specialists
2010	The Bank assigns dedicated business succession specialists
2019	The Bank establishes a new department in charge of business succession and M&A

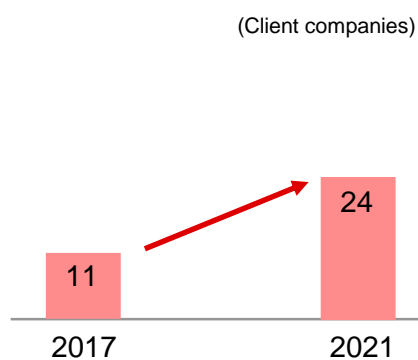
The Bank is now staffed with 10 dedicated specialists

Support for business succession

Number of consultations on business succession



Number of client companies for M&A



“Hyakugo Successor Training School”



Purpose of the school

Learning about the need for and measures to address business succession planning

Acquiring management skills required of proprietors

Networking across industries and ages

Cumulative total of **98** persons graduated



The Bank provides participants with opportunities to seriously consider business succession and the management of their companies and the way they should be

