



## CORPORATE PROFILE

Nihon M&A Center Inc.

株式会社日本 M&A センター

# Assisting Companies to Grow and Prosper through M&A

## Our Vision



**Aiming to become the Top Global Integrated M&A company in the world**

\*Our aim is not to gain top rankings in league tables or among investment banks – it is to become the top global integrated company by achieving the eight qualities described above.

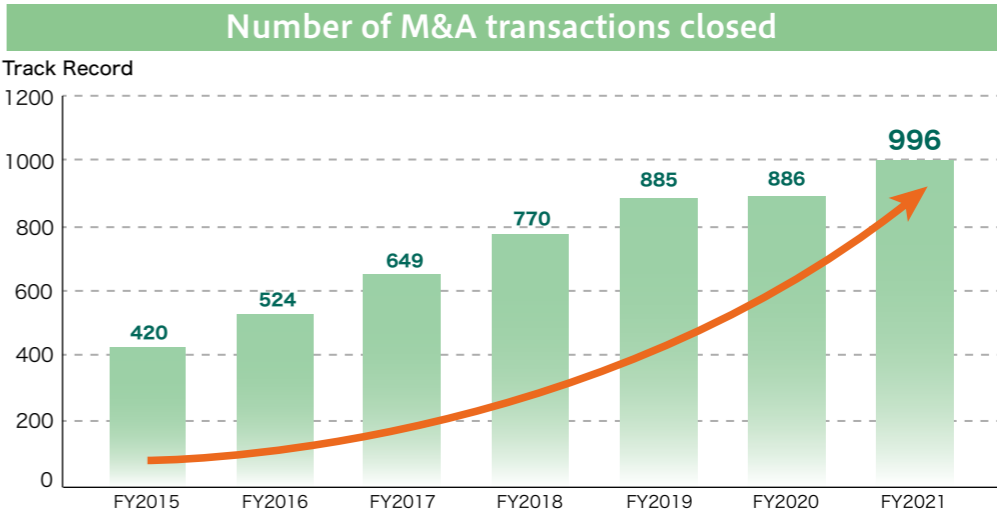
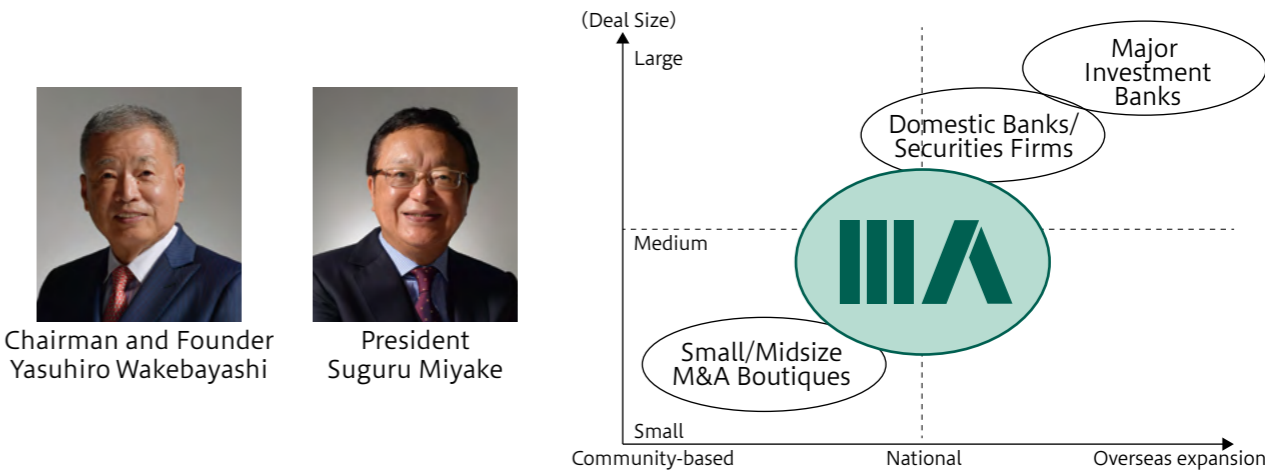
Company name ..... Nihon M&A Center Inc.

Headquarters location ..... 24F TEKKO BUILDING 1-8-2, Marunouchi, Chiyoda-ku, Tokyo, Japan, 100-0005

Established/capital ..... April 1991 / 30 million USD (as of Apr 2022)  
1USD = 120JPY

Description of business ..... M&A support services for SMEs

Parent Company ..... Nihon M&A Center Holdings Inc.  
Tokyo Stock Exchange, Prime Market (2127)



Information  
Services

Business Succession,  
Growth Strategy Consulting,  
Market Research

Start of  
Project

Company  
Valuation

Introduction,  
Dialogue with  
Principals

Negotiation,  
Closing

PMI  
Asset Consulting

## Nihon M&A Center

Full M&A support services



**Yano Research  
Institute Ltd.**

Market research

Joint venture with  
Kyodo News Group



**Corporate Value  
Laboratory Inc.**

Company valuation



Japan  
PMI  
Consulting

**Japan PMI  
Consulting Inc.**

PMI consulting  
services



**Next Navi Inc.**

After-sales  
consulting service to  
sell-side owners



**Japan Investment  
Fund Inc.**

PE fund supporting  
growth strategy  
(JV with Development  
Bank of Japan)



**Japan Private  
Equity Co., Ltd.**

PE fund supporting  
business succession  
(JV with Development  
Bank of Japan)



**Search Fund  
Japan, Inc.**

Providing the searcher  
with funds for searching  
and capital for M&A  
(JV with Development  
Bank of Japan,  
Career Incubation and  
Kimitake Ito)



**BATONZ**

**Batonz Co., Ltd.**

Internet matching service for micro enterprises

M&A  
Support  
Services

**ZUUM-A**

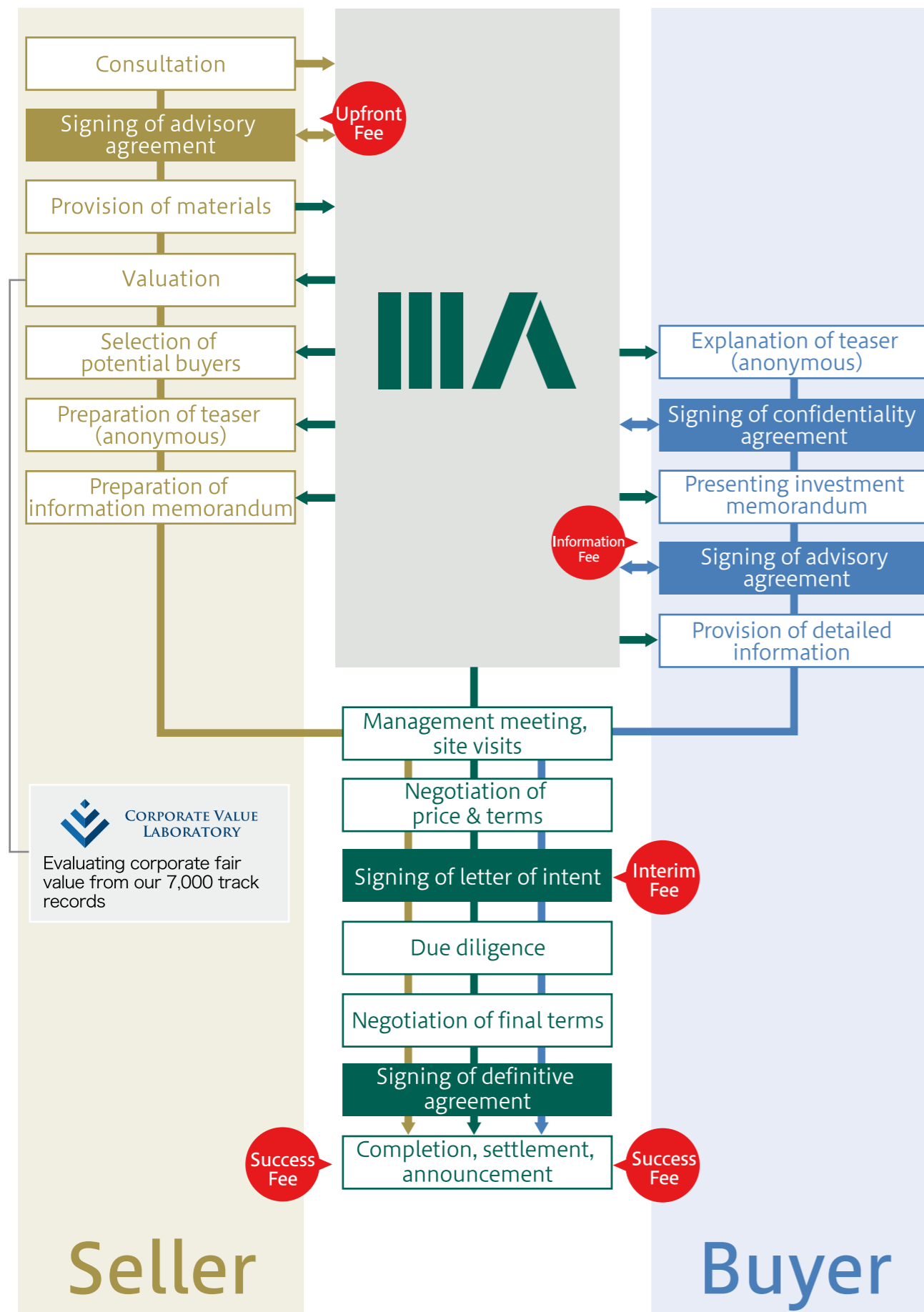
**ZUUM-A  
Co., Ltd.**

Media Platform  
Operator

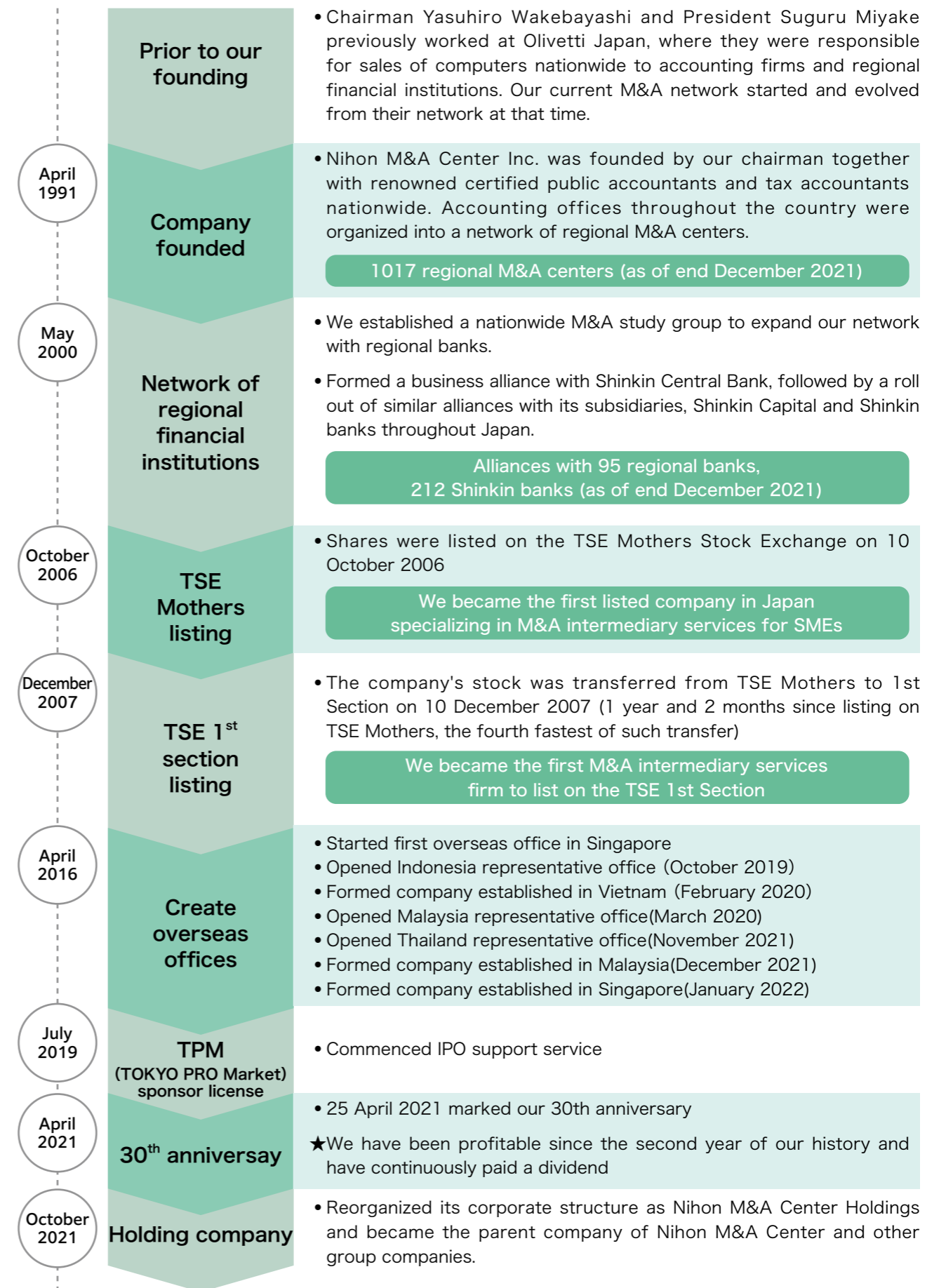
Private  
Equity  
Funds

Internet  
Matching

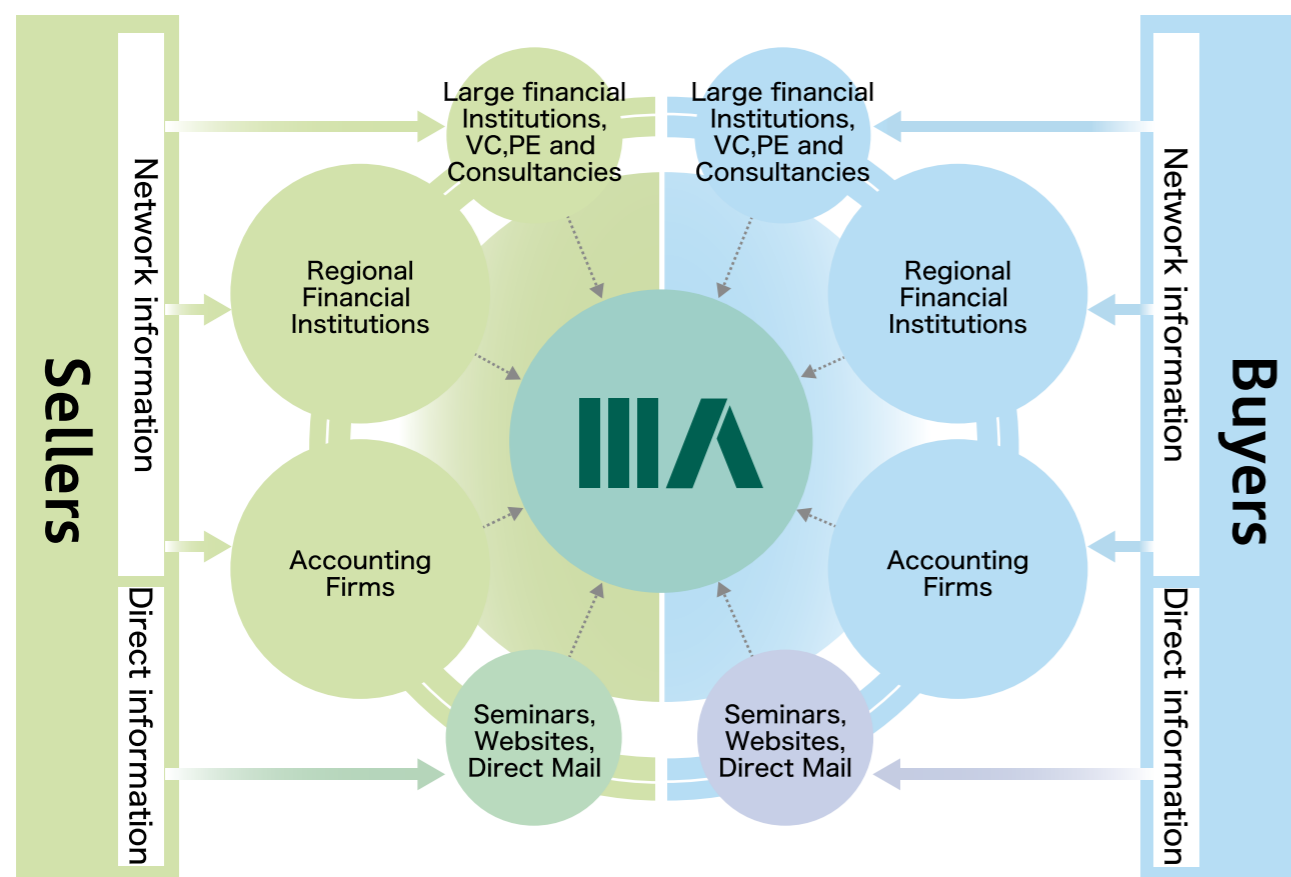
## M&A Workflow



## History



## M&A Platform



「Nihon M&A Center : Annual International Meeting 2019 in Paris」



























   
**1050 40**  
 Accounting Firms  
 (as of Sep 2022)

**307**  
 Regional  
 Financial Institutions  
 (as of Dec 2021)



「Nihon M&A Center : Bank of The Year 2018」

## Track Record of Cross-Border Deals

Year	Target Company			Acquiring Company		
2022	Manufacturing	Thailand		Manufacturing	Japan	
2022	Trading Company	Japan		Trading Company	Netherlands	
2022	Construction	Singapore		Construction	UK	
2022	Construction	Singapore		Construction	Japan	
2022	Construction	Vietnam		Construction	Japan	
2022	Construction	Vietnam		Developer	Vietnam	
2022	Logistics	Malaysia		Logistics	Japan	
2021	Construction	Singapore		Construction	Japan	
2021	Construction	Singapore		Construction	Japan	
2021	Manufacturing	Indonesia		Investment Company	Japan	
2021	Manufacturing	Malaysia		Manufacturing	Japan	
2021	Trading Company	Malaysia		Trading Company	Japan	
2021	IT Services	Singapore		IT Services	Japan	
2021	Manufacturing	Malaysia		Manufacturing	Japan	
2021	IT Services	Singapore		IT Services	Japan	
2020	Manufacturing	Thailand		Manufacturing	Japan	
2020	Manufacturing	Thailand		Manufacturing	Japan	
2020	Manufacturing	Philippines		Manufacturing	Japan	
2020	IT Services	Singapore		IT Services	Japan	
2020	Logistics	Singapore		Logistics	Japan	
2019	Manufacturing	Malaysia		Trading Company	Japan	
2019	Manufacturing	Japan		Manufacturing	Korea	
2019	Construction	Vietnam		Construction	Japan	
2019	Education	Singapore		PE Fund	Singapore	
2019	Manufacturing	Thailand		Manufacturing	Japan	
2018	Pharmaceutical	USA		Healthcare	Japan	
2018	Manufacturing	Malaysia		Manufacturing	Japan	
2018	Logistics	Vietnam		Logistics	Japan	

## Awards

2022	Guinness World Records®	2021 Best-selling mergers and acquisitions advisory company
2020	Financial Times	Asia-Pacific High-Growth Companies
2020	Forbes Asia	Asia's 200 Best Under A Billion
2019	Forbes Asia	Asia's 200 Best Under A Billion
2018	Financial Times	Asia-Pacific High-Growth Companies



2022 Ceremony for Guinness World Records Certification



2018 「Asia's 200 Best Under A Billion」 :  
 Forum and Awards Dinner」



## Our Footprint

### Tokyo Headquarters



24F Tekko Building  
1-8-2 Marunouchi,  
Chiyoda-ku, Tokyo

### Osaka Branch

36F Osaka Umeda Twin Towers North, Osaka

### Nagoya Branch

18F Dai Nagoya Building, Aichi

### Fukuoka Branch

9F Fukuoka Center Building, Fukuoka

### Sapporo Sales Office

6F Sapporo Odori Nishi 4 Building, Hokkaido

### Hiroshima Sales Office

7F GRANODE Hiroshima, Hiroshima

### Okinawa Sales Office

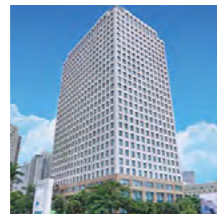
8F Ryukyu lease sogo building, Okinawa

### Singapore



6 Battery Road,  
#17-03, Singapore,  
049909

### Indonesia



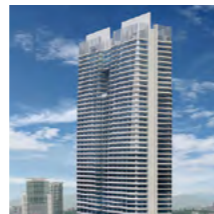
Sentral Senayan 2,  
16th floor, Jakarta

### Vietnam



Level 46, Bitexco  
Financial Tower,  
Ho Chi Minh City

### Malaysia



Level 32, Q Sentral,  
Kuala Lumpur

### Thailand



Level 18,  
Park Ventures  
Ecoplex, Bangkok

## Members of the Cross-Border Team

### Singapore



Masahiro Nishii  
Managing Director of  
Nihon M&A Center  
Singapore Pte. Ltd.



Joanna Tan  
Senior Consultant



Shinichi Imai  
Senior Consultant



Daniel Lee  
Senior Consultant



Yi Chen Gwee  
Consultant

### Singapore



Camelia Ong  
Consultant



Jeremy Ng  
Consultant



Shawn Fang  
Consultant



Yin Thu Tun  
Consultant



Wee Koon Heng  
Senior Advisor

## Members of the Cross-Border Team

### Indonesia



Yoshihiro Yasumaru  
Chief of Representative office  
USCPA



Diana  
Executive Assistant



Hiromitsu Watanabe  
General Director of  
Nihon M&A Center  
Vietnam co.,LTD  
USCPA



Hoang Le  
Deputy Director



Nguyen Nhung  
Consultant

### Vietnam



Thao Nguyen  
Consultant



Yusuke Ojima  
Managing Director of  
Nihon M&A Center  
Malaysia Sdn. Bhd.



Daphnie Ong  
Senior Manager



Nate Lim Ting Nan  
Senior Manager



Elvyna Cheong  
Senior Consultant

### Malaysia

### Malaysia



Vanessa Choy  
Consultant



Naohiro I  
Chief of  
Representative Office



Nat Poolsiri  
Consultant



Taidhum  
Phattanaphumthai  
Consultant



Thanat Thongpanee  
Consultant

### Thailand

### Thailand



Navaporn  
Thanyalaxanakul  
Executive Assistant



Masahiko Otsuki  
Managing Director  
Global Head of Cross Border M&A Division

### Japan

1 Manager +  
8 consultants from  
Japan team

E-mail: [crossborderma@nihon-ma.co.jp](mailto:crossborderma@nihon-ma.co.jp)

Website: <https://www.crossborder-ma.jp/en/>

 Nihon M&A Center