

1 October 2021

To whom it may concern

Company name	Nihon M&A Center Holdings Inc.
Representative	Suguru Miyake, President and Representative Director
(Stock exchange code:2127, Tokyo Stock Exchange First Section)	
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Announcement of the foundation of M&A Intermediaries Association (MAIA), a self-regulating body for the M&A intermediaries industry

~ Contributing to expansion and preservation of the Japanese economy through healthy development of the M&A industry ~

Nihon M&A Center Holdings Inc. (head office - Chiyoda-ku, Tokyo; representative - Suguru Miyake; URL - <https://www.nihon-ma.co.jp/>) is pleased to announce the establishment on 1 October 2021 of M&A Intermediaries Association (MAIA), a self-regulating body for the M&A intermediaries industry formed with a board from representatives of the five listed M&A intermediary companies including our subsidiary Nihon M&A Center Inc. (Nihon M&A Center Inc.*, Strike Co.,Ltd., M&A Capital Partners Co.,Ltd., ONDECK Co.,Ltd. and meinan M&A co., ltd.)



● **Background to the establishment and the purpose**

The ratio of Japanese companies without a successor remains a high 65% and it is forecast that in 2025 1.27 million of the 2.45 million firms with owners aged over 70 will not have a succession plan, and 600,000 of these - around half – are at risk of closure while profitable.

In April 2021 the Small and Medium Enterprise Agency published SME M&A Promotion Plan setting out measures for the public and private sectors to enable SME owners to carry out M&A over the coming five years. SME M&A Promotion Plan included a new registration system for institutions supporting M&A, which was established in August this year, as well as the formation of this self-regulatory body for M&A intermediaries. By strengthening the partnership of the public and private sectors progress has been made to put in place the foundations for SME owners to be comfortable to engage in M&A.

Our association was founded with the goal of supporting companies in M&A by establishing rules with appropriate guidelines for SME M&A to improve the quality of M&A intermediary services and the overall healthy development of the M&A intermediary industry.

The board is comprised of the five listed M&A intermediary companies(Nihon M&A Center Inc., Strike Co.,Ltd., M&A Capital Partners Co.,Ltd., ONDECK Co.,Ltd. and meinan M&A co., ltd.). From January 2022 we plan to commence recruitment of members among M&A intermediary firms, financial institutions and others. As those involved with M&A intermediary activity come together the goal is for support to be provided for establishment of future generation succession and new growth opportunities, thereby contributing to the expansion and preservation of the Japanese economy.

* On 1 October Nihon M&A Center Inc. changed to a holding company structure with the parent company Nihon M&A Center Holdings Inc. (code number 2127) becoming the listed entity.

● Areas of activity

To fulfil the above objectives we shall engage in the following activities

- Promotion of fair and efficient M&A intermediary work
- Establishment of appropriate rules including SME M&A guidelines
- Resources for education of M&A support staff
- Forum for handling complaints about M&A intermediary work

● Overview of the association

Name in Japanese: Ippan Shadan Hojin M&A Chukai Kyokai
Name in English: M&A Intermediaries Association(MAIA)
Date of establishment: 1 October 2021
Representative: Suguru Miyake(Nihon M&A Center Inc. President and Representative Director)
Board of Directors: Kunihiko Arai(Strike Co.,Ltd. President and CEO)
Satoru Nakamura(M&A Capital Partners Co.,Ltd. President and CEO)
Ryosuke Kubo(ONDECK Co.,Ltd. President)
Yasuhito Shinoda(meinan M&A co.,Ltd. President)
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