

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 Vison



^{*}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.

Corporate Outline

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 2023)

Description of business M&A support services for SMEs

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

Consultants **About 600**

(as of Dec 2023)

No. of M&A Deals closed Over **9,000**

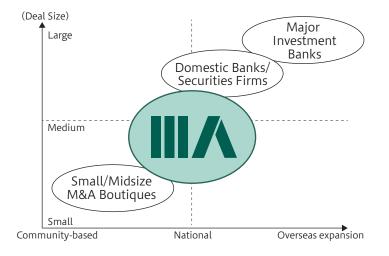
(as of Mar 2024)

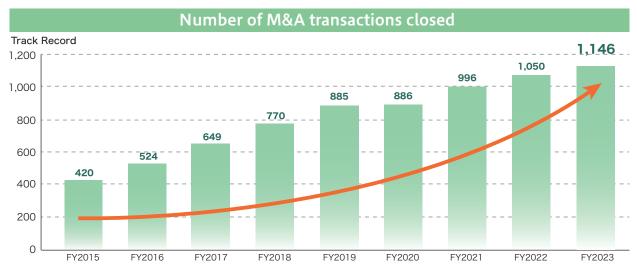
Stock Index
MSCI World
JPX-Nikkei400

(as of Aug 2023)



President Naoki Takeuchi





Information Services Business Succession, Growth Strategy Consulting, Market Research

Start of Project Comp Valua

III/Nihon M&A Center

M&A Support Services

ZUUM-A

ZUUM-A Co., Ltd.

Media Platform Operator ▼ 쬃 矢野経済研究所

Yano Research Institute Ltd.

Market research

Joint venture with Kyodo News Group



Corporate Value Laboratory Inc.

Company valuation

Internet Matching

Private Equity Funds

/BATONZ

Batonz Co., Ltd. Interne

other

※日本DX人材センター Nihon DX Hum

III/ Nihon M&A Center HD

Supporting long-term business success

any tion

Introduction, Dialogue with Principals

Negotiation, Closing PMI Asset Consulting

Full M&A support services



PE fund supporting growth strategy

(JV with Development Bank of Japan)



Fund Inc.

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)



Japan PMI Consulting Inc.

PMI consulting services



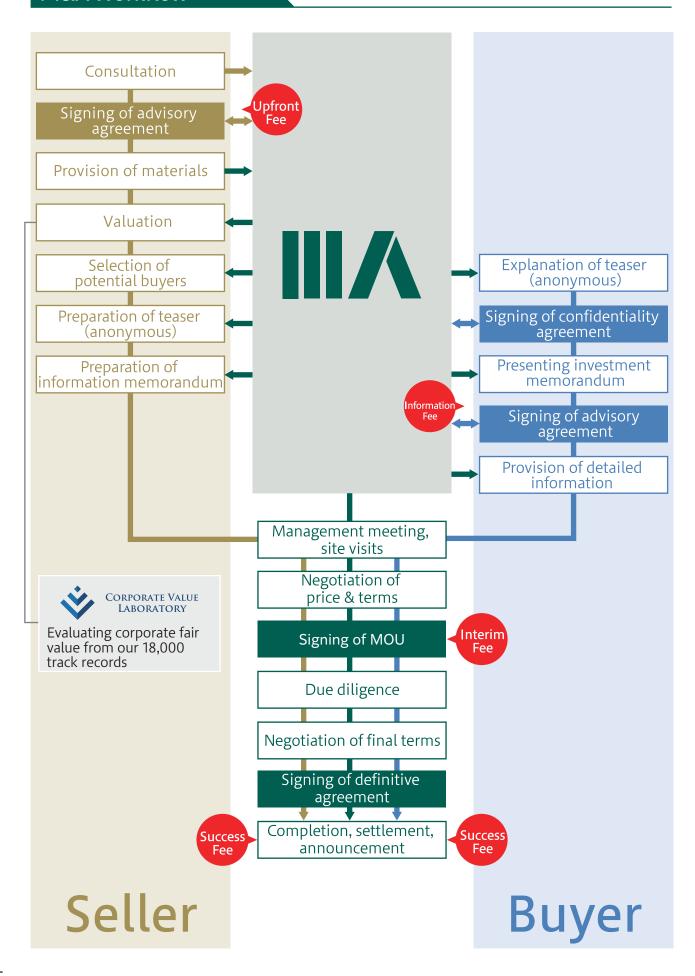
Next Navi Inc.

After-sales consulting service to sell-side owners

et matching service for micro enterprises

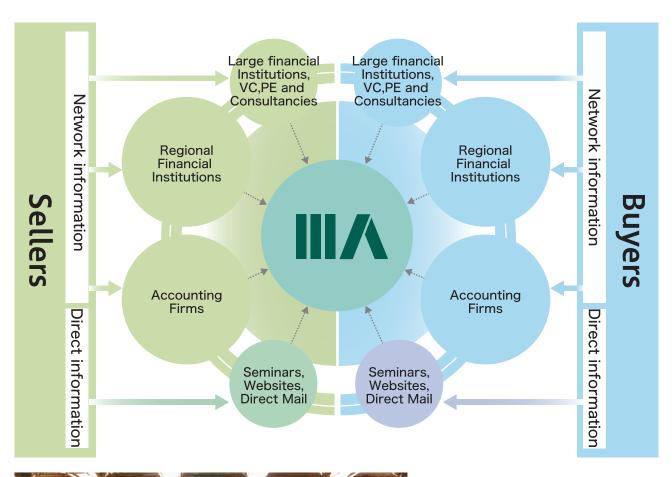
an Resources Center Inc. Developing DX human resources service

M&A Workflow



History

	Prior to our founding	• Scch as founder who were Yasuhiro Wakebayashi and Suguru Miyake previously worked at Olivetti Japan, where they were responsible for sales of computers nationwide to accounting firms and regional financial institutions. Our current M&A network started and evolved from their network at that time.	
April 1991	Company founded	Nihon M&A Center Inc. was founded by the founders together with renowned certified public accountants and tax accountants nationwide. Accounting offices throughout the country were organized into a network of regional M&A centers. 1023 board members (as of end March 2024)	
May 2000	Network of regional financial institutions	 We established a nationwide M&A study group to expand our network with regional banks. Formed a business alliance with Shinkin Central Bank, followed by a roll out of similar alliances with its subsidiaries, Shinkin Capital and Shinkin banks throughout Japan. Alliances with 95 regional banks, 212 Shinkin banks (as of end March 2024) 	
October 2006	TSE Mothers listing	Shares were listed on the TSE Mothers Stock Exchange on 10 October 2006 We became the first listed company in Japan specializing in M&A intermediary services for SMEs	
December 2007	TSE 1 st section listing	The company's stock was transferred from TSE Mothers to 1st Section on 10 December 2007 (1 year and 2 months since listing on TSE Mothers, the fourth fastest of such transfer) We became the first M&A intermediary services firm to list on the TSE 1st Section	
April 2016	Establish overseas offices	 Started to operate first overseas office in Singapore(April 2016) Opened Indonesia representative office (October 2019) Formed company established in Vietnam (February 2020) Opened Malaysia representative office(March 2020) Opened Thailand representative office(November 2021) Formed company established in Malaysia(December 2021) Formed company established in Singapore(January 2022) Formed company established in Thailand(January 2024) 	
July 2019	TPM (TOKYO PRO Market) sponsor license	Commenced IPO support service	
April 2021	30 th anniversay	 • 25 April 2021 marked our 30th anniversary ★We have been profitable since the second year of our history and have continuously paid a dividend 	
May 2021	WORLD M&A ALLIANCE	• We joined World M&A Alliance.	
October 2021	Holding company	 Reorganized its corporate structure as Nihon M&A Center Holdings and became the parent company of Nihon M&A Center and other group companies. 	
March 2024	Invest in a Korean company	• We have decided to invest in Korea M&A Exchange co., LTD.	





「Nihon M&A Center: Annual International Meeting 2023 in Spain」





1021

Accounting Firms (as of Mar 2024)

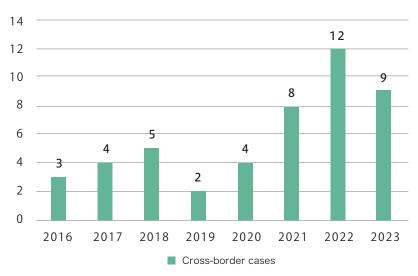
308 Regional Financial Institutions (as of Mar 2024)



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

Track Record of Cross-Border M&A Transactions

Cross-border cases



*Number of M&A transactions closed from January to December of each year

Year	Target Company			Acquiring Company		
2024	Manufacturing	Japan	•	Manufacturing	Malaysia	<u>(•</u>
2024	Manufacturing	VietNam	*	Manufacturing	VietNam	*
2024	Wholesale	VietNam	*	Manufacturing	Japan	
2024	Manufacturing	VietNam	*	Manufacturing	Japan	•
2024	Manufacturing	Malaysia	C•	Manufacturing	Japan	•
2024	Construction	Singapore	<u>(:</u>	Construction	Japan	
2023	Service	Indonesia		Service	Japan	•
2023	Service	Thailand		Wholesale	Japan	•
2023	Manufacturing	Thailand		Manufacturing	Japan	•
2023	Manufacturing	Malaysia	C*	Manufacturing	Japan	•
2023	Construction	Singapore	<u>(:</u>	Manufacturing	Japan	

Awards

2023	Guinness World Records®	2022 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



2023 Ceremony for Guinness World Records Certification



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



Fast progress as pioneer in SME cross-border M&A

Participation in international meeting of alliance members

- Emerging alliance founded in 2014
- Centred in Europe, present in 14 countires
- Alliance members mostly boutiques
- Our membership takes the number of advisors to a top global scale
- We are the only firm in East Asia and ASEAN





In The Netherlands, September 2022

Strengthening of alliance with global firms to target higher international activity

M&A closing transaction is the starting point for both companies to grow together.

M&A closing transaction is the starting point for both companies to grow together. We hold "M&A Seiyakushiki (M&A closing ceremony)" throughout the country for the first step toward smooth integration.

We have full-time staff called "M&A ceremonist" who handles everything from planning to operation, including staging concepts, preparation, and venue setup for the signing ceremony. We make use of the experience and know-how that we have accumulated in the world of first-class services such as the bridal industry and the airline industry to produce even the smallest details.





Our Footprint

Tokyo Headquarters



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

Nishi-Nihon Branch

36F Osaka Umeda Twin Towers North, Osaka

Chūbu Branch

18F Dai Nagoya Building, Aichi

Kyūsyū Branch

9F Fukuoka Center Building, Fukuoka

Hokkaido Sales Office

6F Sapporo Odori Nishi 4 Building, Hokkaido

Chū-Shikoku Sales Office

7F GRANODE Hiroshima, Hiroshima

Okinawa Sales Office

8F Ryūkyū lease sogo building, Okinawa

Nihon M&A Center Singapore Pte. Ltd.

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

Nihon M&A Center Vietnam co.,LTD

Unit 901, Floor 9, Vietnam Business Center, No.57-59 Ho Tung Mau Street, Ben Nghe Ward, District 1, HoChi Minh City

Nihon M&A Center Malaysia Sdn. Bhd.

Level 32, Q Sentral, Kuala Lumpur

Nihon M&A Center (Thailand) CO., LTD

548 One City Centre Building 19th floor, Unit 1904, Ploenchit Road, Lumpini Pathumwan Bangkok 10330 Thailand

Indonesia Representative Office

Sentral Senayan 2, 16th floor, Jakarta

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