

October 23, 2024

M&A Capital Partners establishes the IB Coverage Department, which specializes in M&A support for large companies to enhance MACP's strength in securing large-scale deals and move forward to becoming the world's leading investment bank.

M&A Capital Partners Co., Ltd. (Chuo-Ku, Tokyo, President & CEO: Satoru Nakamura, hereinafter referred to as "MACP") is pleased to announce that in October 2024, it has established the IB Coverage Department, which specializes in supporting large companies and conducts coverage operations.

The IB Coverage Department specializes in supporting M&A and business restructuring of large corporations, as well as the privatization of listed companies, and supports client companies' business growth strategies. To establish this division, we invited Takehiro Tsujii, who has extensive experience in investment banking and M&A advisory and appointed him as Managing Director.

By establishing this division, MACP aims to accelerate its progress toward realizing our vision: "We aspire to be the world's leading investment bank, seeking maximum contributions to clients and striving for the happiness of all employees" and to contribute to the further development of the Japanese economy by supporting the business growth of large companies, mainly in Japan, through its M&A advisory services.

■Background

In recent years, under Japan's corporate governance reforms, it has become common for listed companies to improve corporate value through dialogue between shareholders and companies. In addition to the increasing involvement of investors in management, listed companies are now required to take proactive measures to improve their corporate value, such as revising listing classifications and improving PBR requested by the Tokyo Stock Exchange.

Against this background, there is growing momentum for fundamental business structural reforms, such as business restructuring to increase corporate value sustainably, M&A through TOBs, and privatization through MBOs, and there is a strong need for support for these measures.

MACP has excelled in large-scale projects that support not only small and medium-sized enterprises but also large corporations. It ranks No. 1 in the total transferred share value of closed deals in the M&A brokerage industry, which indicates the scale of its M&A advisory business.

The IB Coverage Department was established to continuously support large companies and promote business growth by utilizing our experience, know-how, and network we have accumulated over the years and scale them as a business.

■ Features of the IB Coverage Department

・ Specialized support for M&A advisory by a fully independent specialist firm

As a fully independent company specializing in M&A advisory services, MACP can offer a wide range of proposals and support with a high degree of mobility and flexibility compared to other investment banks.

・ Structuring capability based on a wealth of M&A support experience that has earned us the No.1 position in terms of the number of domestic transactions

We have supported many M&A projects. In the Japan M&A Review, 2024, published by LSEG "[Japan M&A Financial Advisory Review Q2 2024](#)" MACP ranks No.1 in terms of the number of domestic transactions. We will utilize our experience and know-how to further support our customers.

■ Comment from Managing Director Takehiro, Tsujii

Awareness of shareholder value has grown significantly in the context of corporate governance reforms. Listed companies are actively implementing measures to enhance their corporate value, such as business restructuring and expansion through mergers and acquisitions (M&A). Many industries are also undergoing restructuring through business integration and strategic M&A.

Additionally, there is an increasing need for business and management succession in family-owned listed companies and diversified large corporations, driven by the aging population. The trend of privatizing companies through management buyouts (MBOs) for fundamental business restructuring is also becoming more common.

MACP's IB Coverage Department offers comprehensive support for business growth, management, and succession policies to enhance the corporate value of listed companies and large corporations through M&A advisory services. By facilitating the growth of these companies in Japan, we aim to contribute to accelerating the Japanese economy.

IB Coverage Department, Managing Director

辻井 武弘 (Takehiro, Tsujii)

He has over 20 years of experience in M&A advisory and investment banking at Japanese securities companies and a foreign investment bank, where he successfully dealt with various large companies, after joining Mitsubishi Corporation as a new graduate. His expertise includes providing coverage for major heavy machinery, heavy electronics manufacturers, and material manufacturers, as well as promoting M&A projects. In October 2024, he joined M&A Capital Partners and was appointed Managing Director of the Investment Banking Coverage Department.



■ Company overview

Company name: M&A Capital Partners Co., Ltd. (Listed on the Tokyo Stock Exchange Prime, Securities Code: 6080)

Location: 36th floor, Yaesu Central Tower, Tokyo Midtown Yaesu, 2-2-1 Yaesu, Chuo-ku, Tokyo

Representative: President Satoru Nakamura

Established: October 2005

Business: M&A brokerage business

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