

14<sup>th</sup> March 2025

# MACP Partners with Mitsui Fudosan to Improve Customer Satisfaction Related to Real Estate

M&A Capital Partners Co., Ltd. (Chuo-Ku, Tokyo, President & CEO: Satoru Nakamura, hereinafter referred to as "MACP") is pleased to announce that today it has reached an agreement with Mitsui Fudosan Co., Ltd. (Chuo-ku, Tokyo, President & CEO: Takashi Ueda, hereinafter referred to as "Mitsui Fudosan") on March 14, 2025 to provide the knowledge and know-how of both companies mutually.

Mitsui Fudosan, which provides a wide range of real estate consulting services, and MACP, which has a track record of business succession M&A deals, will mutually use their abundant knowledge and know-how to offer optimal solutions to the various issues faced by their customers and increase customer satisfaction.



## ■Overview of the Partnership

**Mitsui Fudosan provides the best solutions to the challenges that both Mitsui Fudosan and MACP customers face.**

Mitsui Fudosan provides optimal solutions to various real estate-related issues, such as the effective use of assets held by real estate owners, rental management, and inheritance measures. It utilizes the Mitsui Fudosan Group companies and a network of specialists by combining their services and know-how.

On the other hand, MACP provides M&A support as one of the options for business succession for owners of small and medium-sized enterprises (SMEs) facing business succession problems, such as the absence of a successor. Since many of the clients of both companies have issues related to asset management and business succession, we have agreed to a partnership based on the belief that we can provide optimal solutions to our customers by sharing our knowledge and know-how of the services offered by both companies.

## **Realizing a prosperous life after M&A for customers through appropriate asset management.**

MACP desires the owner-managers of the companies we assist in M&A to appropriately manage the assets, including the proceeds from the transfer, and to continue to lead prosperous lives even after the M&A transaction is completed. To realize this desire, we have contemplated providing our clients with the best services in asset management, particularly in real estate, and have agreed to form a partnership with Mitsui Fudosan.

By providing the customers supported by MACP's M&A with the expertise and know-how possessed by Mitsui Fudosan, we can propose an option to invest the transfer funds from M&A as a means of real estate management.

## **Leading as many companies as possible in the lack of successors to successful business succession.**

According to the Small and Medium Enterprise Agency, as aging progresses, over the ten years leading up to 2025, more than 600,000 companies with managers over 70 may close their businesses while still profitable due to the absence of successors.

The number of bankruptcies due to the absence of successors reached a record high of 456 cases in the fiscal year 2023 (according to Teikoku Databank) and has been the highest number for six consecutive years.

Suppose profitable companies choose to close down due to the absence of a successor. In that case, it affects not only their employees, their families, and business partners but also significantly impacts the local economy.

One solution to the issue of an absent successor is business succession through M&A to a third party. MACP is undertaking various initiatives to support business succession for as many companies that lack successors as possible. This collaboration aims to promote M&A as a solution to owner-managers facing business succession issues, conduct optimal asset management using real estate after M&A to achieve an affluent lifestyle, and successfully facilitate business succession for companies without a successor.

### **■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

URL: <https://www.ma-cp.com/>

### **【Contact】**

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