

20 June 2025

MACP Announces Business Alliance with Hokkaido Shimbun

- Start of "Regional Co-creation Project" in Hokkaido, which ranks fourth nationwide in terms of the number of businesses in lack of successors -

M&A Capital Partners Co., Ltd. (Chuo-Ku, Tokyo, President & CEO: Satoru Nakamura, hereinafter referred to as "MACP") is pleased to announce that on June 20, 2025, we have launched "Regional Co-Creation Project" in Hokkaido as the twelfth installment of our efforts to spread "options for business succession and business growth" in collaboration with various national newspaper companies, by signing a business partnership agreement with The Hokkaido Shimbun Press (based in Sapporo, Hokkaido, with President Yuji Horii, hereinafter referred to as "Hokkaido Shimbun").



第12弾 北海道新聞社 × M&A CAPITAL PARTNERS

北海道経済のさらなる活性化を。

北海道新聞社と“事業承継・事業成長の選択肢”を広めていく取り組み。

MACP Group Local co-creation Project
地域共創プロジェクト

■Background of the alliance

Hokkaido is a region where agriculture, fisheries, and tourism are central, and in recent years, it has also been actively fostering the growth of IT-related industries and startups. Furthermore, new sectors, such as wind and geothermal renewable energy, are emerging.

In the field of agriculture, a vital industry, Hokkaido serves as a central region supporting Japan's food supply. According to the Ministry of Agriculture, Forestry and Fisheries' "FY2022 Food Self-Sufficiency Rate," Hokkaido boasts a food self-sufficiency rate by prefecture exceeding 200%, ranking first nationwide. Additionally, the rapid growth of inbound demand in recent years has bolstered the tourism industry, supported by travelers from both Japan and abroad, contributing significantly to the regional economy. This expansion has concentrated on tourist destinations such as Sapporo, Hakodate, Niseko, and Furano.

Moreover, recent years have seen advancements in support for IT-related industries, startup development, and investments in renewable energy sectors, such as wind and geothermal, which are efforts towards constructing new industrial foundations.

On the other hand, according to TEIKOKU DATABANK, the successor absence rate for companies in Hokkaido is 65.7%, making it the fourth highest level in the country. In particular, the lack of successors in key local industries such as agriculture, forestry, and fisheries, which support the regional economy, has become a serious issue.

The decline in population, aging, and widespread characteristics of the region have coincided, making the revitalization of business succession crucial for the sustainable development of the regional economy.

If business succession is not handled properly, the company may be forced to shut down, risking the loss of employees, business partners, and the technological expertise and know-how accumulated over the years. The disappearance of such small and medium enterprises could have a significant impact on Hokkaido's economy.

In this situation, managers need to be aware of succession plans early and to promote the training of successors and preparations for the handover.

Business succession not only safeguards the future of a company but also acts as a vital link between Hokkaido's industrial foundation and the next generation, fostering further growth and development.

MACP and the Hokkaido Shimbun have actively conducted seminars and shared information across Hokkaido to educate local business owners on subjects like business succession and growth.

At the "Hokkaido Management Forum 2024," which was co-hosted, we received registrations and participation that significantly exceeded capacity, underscoring the high level of interest among Hokkaido business executives in business succession and growth.

This time, both companies will further accelerate their efforts and consider it essential for economic revitalization to expand awareness among local business leaders in Hokkaido, who drive the local economy, regarding options for business succession and growth, including M&A. By combining MACP's extensive M&A advisory experience with the communication and credibility of Hokkaido Shimbun, the partnership was formed to maximize the strengths of both companies.

■ Overview of the Partnership

As part of the "Regional Co-Creation Project" announced on October 4, 2023, as its twelfth installment in collaboration with national newspapers, we have signed a business partnership agreement with Hokkaido Shimbun, the media outlet with the strongest information dissemination power in Hokkaido, to promote "business succession and growth options."

In the future, we will strengthen information dissemination to inform about 'choices for business succession and growth' in Hokkaido and undertake efforts to introduce companies facing challenges in business succession, growth strategies, and corporate revitalization. *1

*1 Corporate restructuring is handled by MACP Group's Mirai Financial Planning Co., Ltd.

■First Initiative Following Business Alliance - Hosting Free Online Seminar to Commemorate Partnership

In conjunction with this business alliance, Hokkaido Shimbun and MACP will host a free online seminar commemorating the partnership on Thursday, August 21, 2025, from 2:00 PM to 3:00 PM.

We will provide information to deepen understanding among business owners in Hokkaido on 'M&A as one of the options for business succession.'

▼ Details of the Free Online Seminar Commemorating the Business Alliance

<https://www.ma-cp.com/seminar/20250821/>

■Company overview

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Established: October 2005

Business: M&A brokerage business

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