The Partner’s Passage

Global M&A collaboration with Tokyo Venture Capital: co-advisory, referral and custom models for advisers worldwide.

Tokyo Venture Capital

A concern of Tokyo Consulting Group
Live from VentureFlow, 14 November 2026

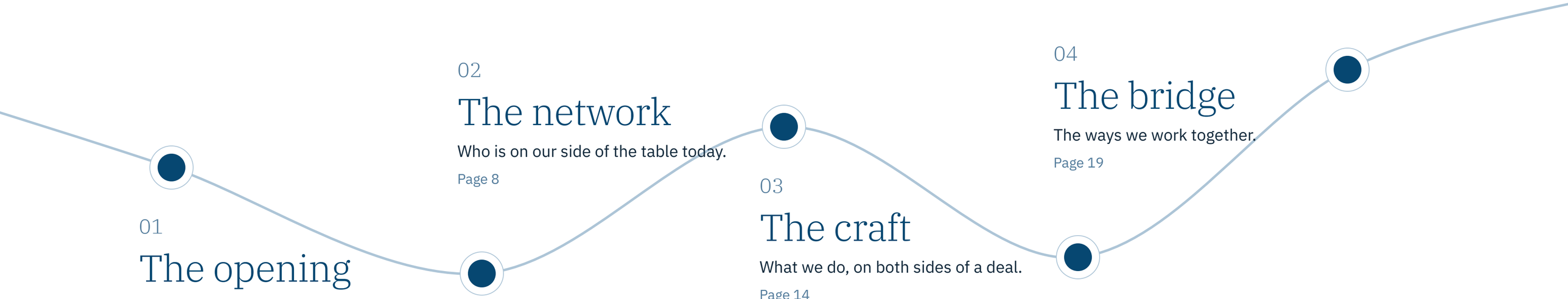
Your client wants to go further.

You know your client better than anyone: the business, the family, the deal they have been thinking about for years.

Then they ask about a buyer in Japan, a target in Vietnam, a partner in a market where you have no office. You could say no, or you could call a team already standing there.

This is the story of how we work together. You know the client. We know the far shore. Between us, we build the bridge.

Five stages, one bridge



01

The opening

Why advisers work with us, and what it adds to their practice.

Page 5

02

The network

Who is on our side of the table today.

Page 8

03

The craft

What we do, on both sides of a deal.

Page 14

04

The bridge

The ways we work together.

Page 19

05

The first step

How a partnership begins.

Page 23

01
The opening

Why advisers work with us, and what it adds to their practice.

Why partner with us

Strategic advantages of a win-win collaboration, transparent and rewarding.

Reach

More deals to work on

Global Footprint
Our network across 26 countries and 39 cities bridges Japan with the world.

Exclusive Access
Proprietary and off-market deals sourced through our local presence.

Increased Deal Flow
High-quality buy-side and sell-side opportunities from Asia.

Capability

More you can offer

Full-Spectrum Service
From sourcing and feasibility studies to PMI and legal registration.

Expert Resources
A team of 358 professionals including CPAs, lawyers and consultants.

Data-Driven Insights
Advanced analytics and machine learning for precise market targeting.

Reward

Terms that work for you

Revenue Growth
Attractive commissions (15–20%) and shared success fees on collaborative deals.

Flexible Terms
Customizable models adaptable to deal-by-deal needs and strategic goals.

A Proven History
Serving over 1,000 clients since 1998 with reliability and integrity.

Your Asia Desk

We are ready to act as your Asia Desk, extending your reach, in front of your client or behind the scenes.

26
Countries

39+
Cities worldwide

358
Professional members

1,000+
Clients served globally



02
The network

Who is on our side of the table today.

What stands behind the desk

VentureFlow, our deal platform, tracks a broad cross-border M&A ecosystem. These numbers are live.

901
Investors
879 in Japan

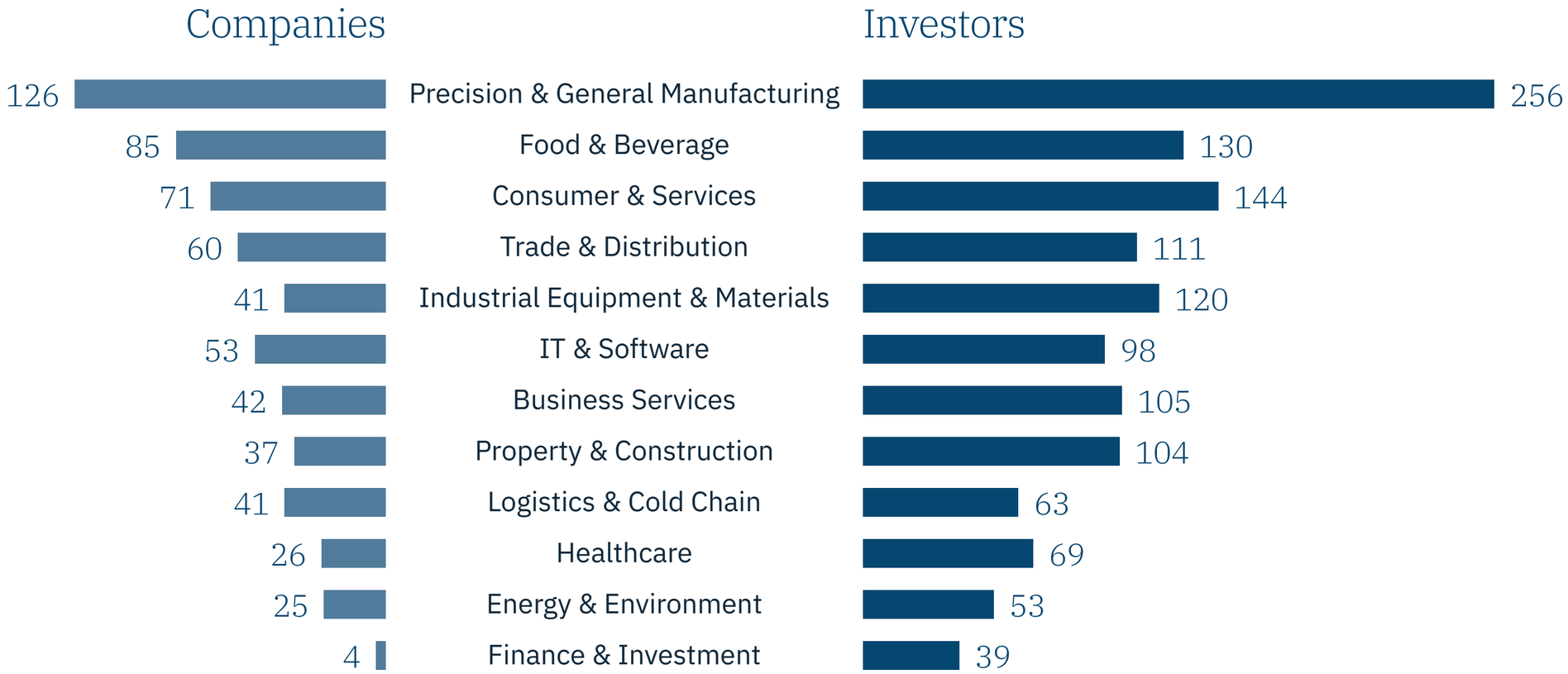
507
Companies
206 active today

48
Active deals
155 tracked in all

12
Sectors
From manufacturing to software

Where owners meet investors

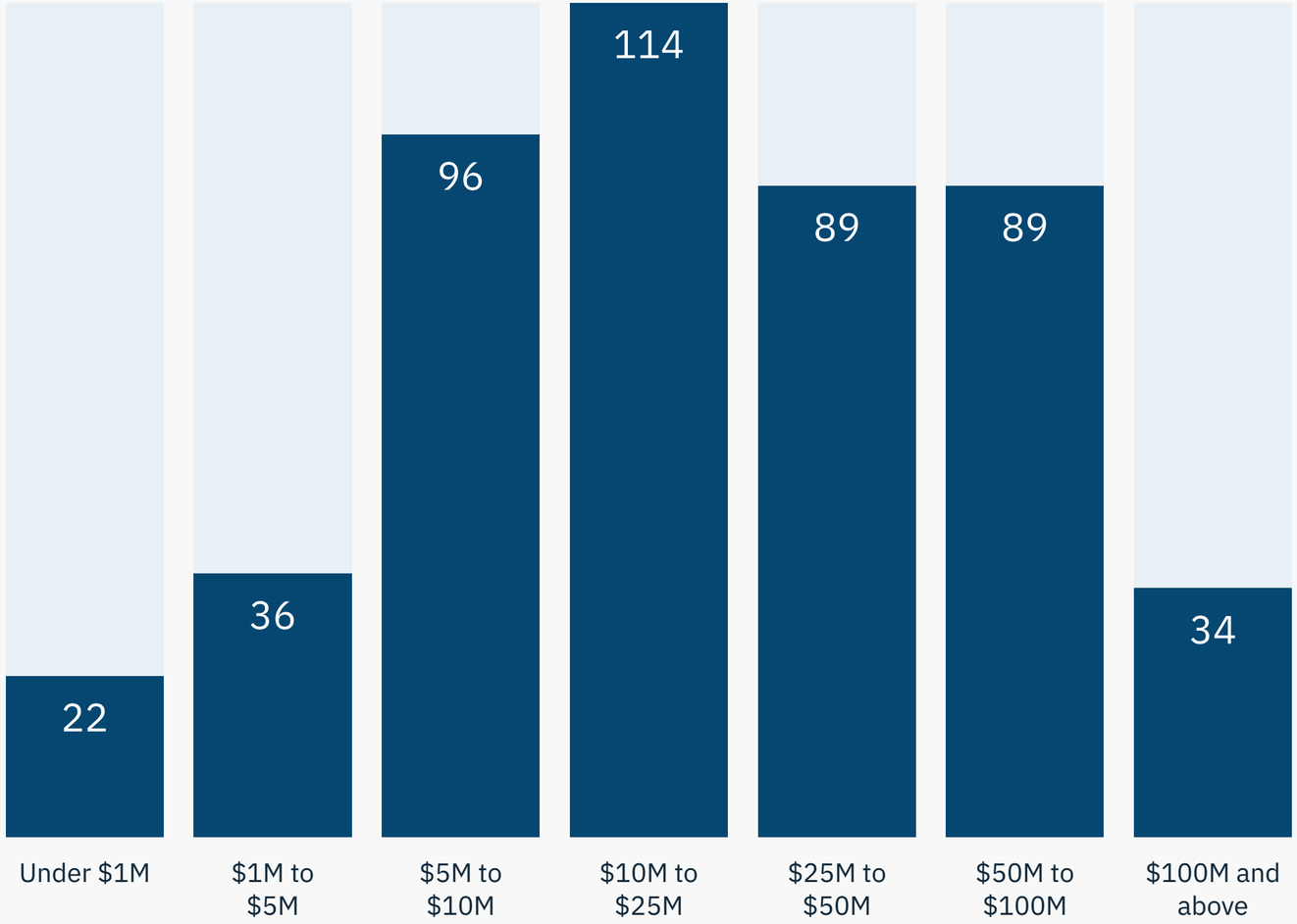
Both sides of the market, sector by sector. Bring us a client on either side.



What investors can invest

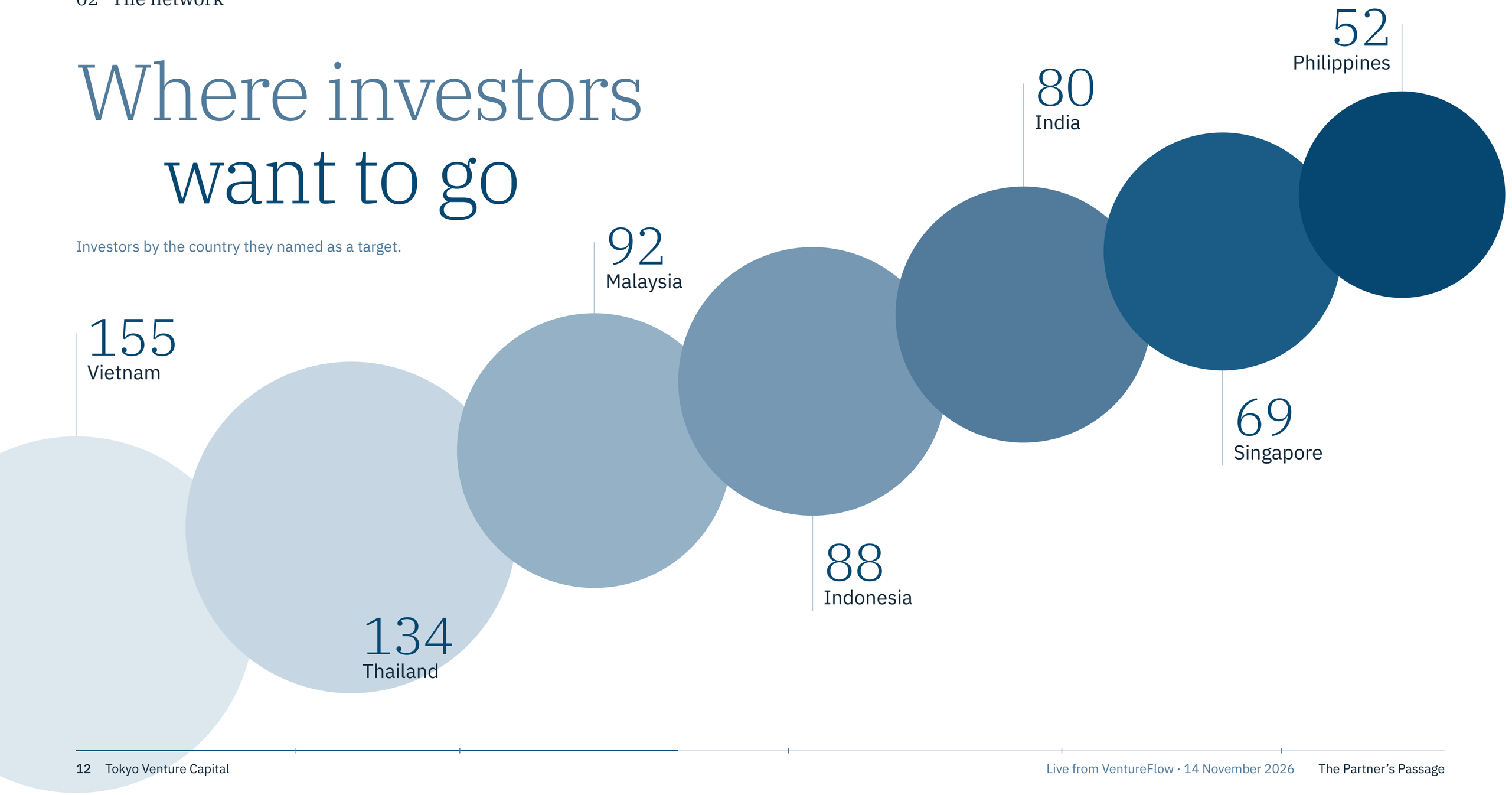
480 investors have told us the size of acquisition they are ready to make.

Upper end of each stated budget, converted to US dollars at current rates.



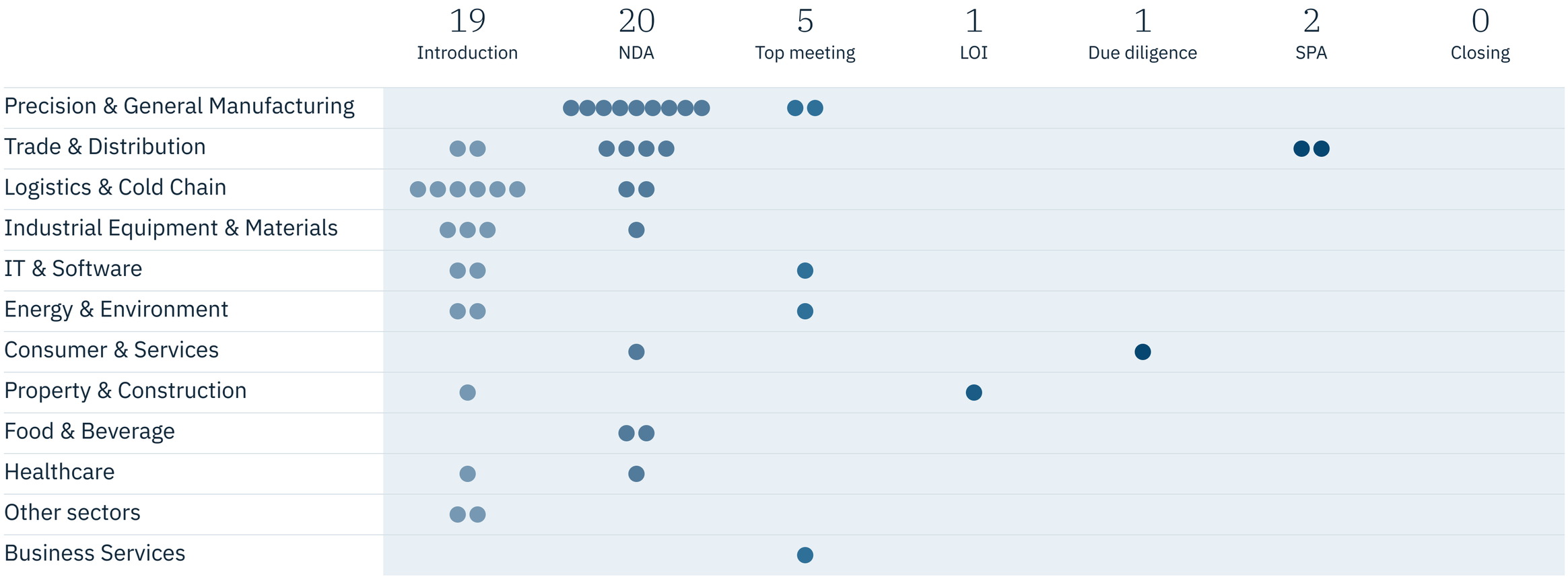
Where investors want to go

Investors by the country they named as a target.



48 crossings under way today

Every stone is a live deal, shown by sector and stage. Names stay in the room. Only the progress is here.



03 The craft

What we do, on both sides of a deal.

Tokyo Consulting Group

Tokyo Consulting Group (TCG) is a premier global accounting and consulting firm established in 1998. With a mission to contribute to society through customer growth, we provide comprehensive cross-border professional services including M&A advisory, accounting, tax, and legal support.

Our extensive network allows us to facilitate seamless transactions and support Japanese companies in their global expansion, acting as a bridge between Japan and the world.

Our Global Network

Bangladesh · Brazil · Cambodia · China · Colombia · Hong Kong · India · Indonesia · Japan · Kenya · Laos · Malaysia · Mexico · Mongolia · Morocco · Myanmar · Nigeria · Peru · Philippines · Russia · Singapore · South Africa · Sri Lanka · Thailand · Turkey · Vietnam

28+
Years of operation
Founded July 1998

39+
Cities worldwide
Across 26 countries

358
Professional members
As of Jan 2026

200+
Strategic partners

500M+
Group capital (JPY)

1,000+
Clients served globally

Tokyo Venture Capital

Tokyo Venture Capital (TVC) serves as the strategic M&A and capital raising arm of Tokyo Consulting Group. We specialize in sell-side advisory, cross-border transactions, and investment facilitation, leveraging data-driven insights to connect Japanese businesses with global opportunities.

Core Philosophy

Every issue begins with me · What we give is what we get · Expand our responsibility · Gratitude

Our Mission

To be our customers' best partner, contributing to society through customer growth.

What we do

Sell-Side Advisory	Comprehensive support for business owners seeking succession or exit strategies. We manage the entire process from valuation to closing, ensuring maximum value realization.
Cross-Border M&A	Connecting Japanese companies with international investors and strategic buyers through our global network across 26 countries and 39+ cities.
Capital Raising	Bringing in a strategic partner through new shares or a minority stake, funding growth while owners keep control of the company.
Data-Driven Sourcing	Buyer and target lists built from TCG's client base and market data, screened for fit before any approach.

Sell-side financial advisory

01 Phase 1
Strategic Objectives

Succession Planning
Smooth business transition for owners

Strategic Exits
Maximizing value at the right time

Liquidity Events
Converting equity into capital

Growth Capital
Securing investment for expansion

02 Phase 2
Preparation & Materials

Teaser Creation
Anonymous profiles to generate interest

Info Memorandum (IM)
Comprehensive business highlights

Valuation
Preliminary enterprise value assessment

Data Room
Virtual data room setup and management

03 Phase 3
Global Sourcing

Buyer List
Targeting strategic and financial buyers

Global Reach
Leveraging our 26-country network

Cross-Border
Connecting Japan with global markets

Confidentiality
Discreet outreach to decision makers

04 Phase 4
Execution & Closing

Management Meetings
Facilitating site visits and interviews

Q&A Management
Handling buyer inquiries efficiently

Negotiation
Deal structure and price optimization

Closing Support
Assisting until final agreement

Buy-side financial advisory

Identification

Strategy & Sourcing

Global Target Sourcing
Leveraging our 39-city network to find proprietary and off-market opportunities.

Pre-Entry Feasibility
Market research and entry strategy studies before investment.

Strategy Formulation
Defining investment thesis and screening criteria tailored to your growth goals.

Evaluation

Execution & DD

Comprehensive Due Diligence
Full-scope support covering Financial, Tax, Legal, and HR/Labor audits.

SPA Drafting & Negotiation
Expert support in drafting Share Purchase Agreements and negotiating terms.

Valuation & Structuring
Preliminary enterprise value assessment and deal structure.

Integration

Post-Deal & PMI

Closing & Registration
Handling all necessary legal registration procedures post-acquisition.

PMI Support
Post-merger integration across our 26-country network.

Governance Setup
Establishing reporting lines and internal controls for the new subsidiary.

04
The bridge

The ways we work together.

Two firms, one deal

Co-advisory models, flexible and tailored to the needs of each deal.

Structure

Role & Scope Split

Buy-Side / Sell-Side Division
One party represents the buyer and the other the seller, to manage conflict.

Regional Focus
TVC handles Japan/Asia execution while Partner manages the local client interface.

Workstream Allocation
Duties split by function, such as Sourcing, Valuation or Negotiation.

Operations

Governance & Brand

Co-Branding Options
Joint pitch decks and deliverables featuring both logos for maximum credibility.

White-Label Support
TVC acts as your dedicated Asia Desk or back-office support behind the scenes.

Single Point of Contact
One lead interface keeps communication with the client streamlined.

Risk management

Compliance & Trust

Ethical Walls
Strict information barriers between deal teams when necessary.

Confidentiality Protocols
Mutual NDAs and secure data handling to protect client sensitivity.

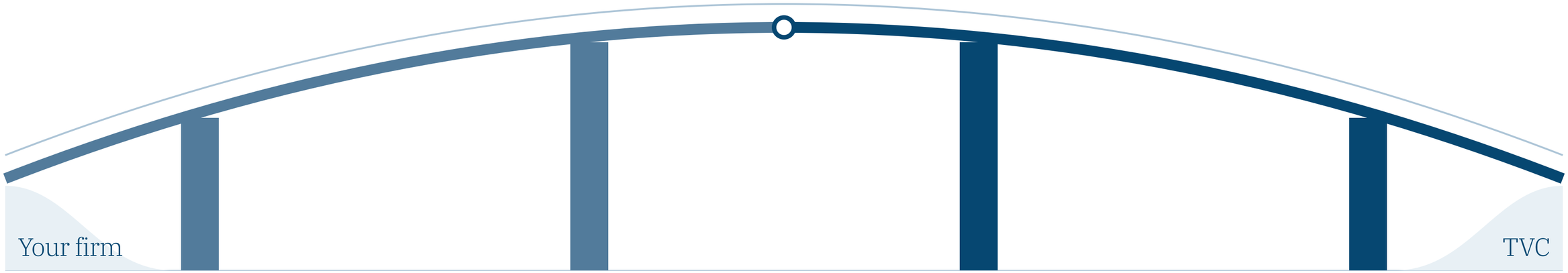
Conflict Checks
Rigorous pre-engagement clearance to identify and mitigate potential conflicts.

15–20%

of the TVC success fee, for a simple introduction.

Referral Partnership	Ideal for partners who source opportunities but prefer TVC to handle execution. We manage the entire deal lifecycle.
Custom Deal Structure	Tailored agreements for specific deals or strategic alliances requiring unique resource pooling or milestone-based roles.
Pipeline Visibility	Shared dashboard for active referral status tracking.
Shared KPIs	Aligned metrics for success rates and deal velocity.

Four piers, one bridge



01
NDA & Intro
Mutual confidentiality and the initial client introduction

02
Qualification
Deal screening and role definition

03
Engagement
Signing advisory and fee agreements

04
Execution
Deal management and milestone updates

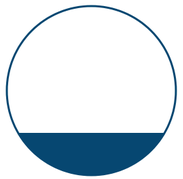
05

The first step

How a partnership begins.

Four steps to a first deal

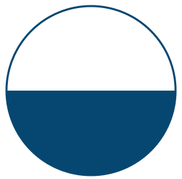
Most partnerships start small, with one deal that proves the fit.



01

Initial Meeting

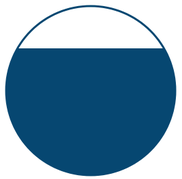
We meet to understand mutual capabilities and alignment



02

Mutual NDA

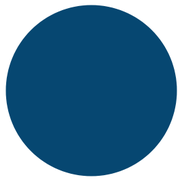
We sign confidentiality agreements to share sensitive pipeline data



03

Define Model

We select the right structure: Co-Advisory, Referral or Custom



04

Pilot Engagement

We launch the first collaborative deal to validate the partnership

Let’s grow together.

We are ready to act as your Asia Desk, extending your reach.

Start with one conversation

partners/contact

Become a TVC Partner

Contact us to start with an initial meeting. We will walk through your clients, your markets and the model that fits.

Shuhei Takahashi

Chief Operating Officer / M&A Director

+81-3-5369-2930

jp_thailand_cs@tokyoconsultinggroup.com

Tokyo Venture Capital

tokyoventurecapital.co.jp

linkedin.com/company/tokyovc

7th Floor, AM Building, 2-5-3 Shinjuku, Shinjuku-ku, Tokyo, Japan

Tokyo Venture Capital

© 2024–2030 Tokyo Venture Capital. All rights reserved.
A concern of Tokyo Consulting Group.