



# Company Profile

KPMG FAS Co., Ltd.

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# As a long-term business partner, we are committed to delivering real results in our clients' business transformations.

KPMG FAS helps our clients develop and execute management strategies and transformational initiatives such as M&A and business restructuring, while managing potential corporate fraud risks and implementing practical global governance structures.

We excel in supporting clients successfully deliver these critical initiatives that shape their businesses over the long term, helping them achieve sustainable growth.

As a member firm of KPMG International, a “Big 4” global accounting firm, we always maintain a high level of professionalism coupled with a sense of civic responsibility. This sense of independence is embedded in our corporate DNA. We are proud of our history of pioneering financial advisory services in the Japanese market since the inception of our firm, and contributing to the development of fair and dynamic capital markets.

During the course of our history, we have consistently served our clients as their long term business partner in designing and delivering transformational corporate initiatives, providing a trusted service and the strong commitment of each of our professionals to deliver real results. This drive to enable our clients’ sustainable success will continue to be our unwavering commitment in the future.







# Management issues that C-Suite executives currently face

## Responding to today's rapidly changing environment

With the economy and international markets increasingly connected and technology continually evolving, new social values changing our ways of life are emerging alongside new business models. In light of this, companies and institutions are vulnerable to potential risks of sudden changes in their business environment.

Management needs to have a bird's eye view to detect changes before they are fully manifested, and move quickly to outmaneuver their rivals.

In response to the distinct issues that each client faces, KPMG FAS provides customized solutions by bringing together a team of professionals with the required skills and expertise, leveraging not only KPMG's local capabilities across all our functional areas and industry groups, but also resources from KPMG's overseas network.

## Management

- Allocation of management resources
- Integration, divestiture, and liquidation of businesses
- Setting and monitoring of key performance indicators (KPI)
- Innovation and Kaizen (improvement)
- Organizational structure
- Decision making agility

## Governance & Risk

- Corporate fraud and misconduct
- Governance and compliance structure
- Response to domestic/overseas regulation-related and compliance issues
- Cyber security and information governance
- Response to litigation
- Stakeholder relations



# Strategy

- Organic and inorganic growth
- New business development and new market entry
- Business portfolio
- Synergies between businesses and markets
- M&A and JV/Partnerships
- Overseas expansion

# Finance

- Liquidity management and finance
- ROE and capital efficiency
- International value chains and tax strategy

# Markets & Customers

- Macroeconomic factors and business environment
- Competitive environment
- Changing customers and demands
- Revenues, brand power and profitability
- Product portfolio

## CEO Radar

# IT Strategy

- Matching of IT with business strategy
- Innovation and disruptive technology
- Evaluation of IT performance

# People

- Personnel management
- Employee communication
- Corporate culture and values
- Evaluation systems

# Technology & Operations

- New technology adoption
- Utilization of big data
- Operational processes, costs and productivity
- Optimization of procurement and logistics, and outsourcing
- R&D

# Growing corporate value through intelligent solutions

Our functional experts with a broad range of problem-solving expertise form a single team to provide customized solutions alongside our industry-focused professionals who bring deep hands-on local and global sector experience.

## Industry

### Coverage Structure by Industries



#### Established industry coverage groups across 10 major verticals

Our industry coverage groups aggregate the latest industry information and insight from Japan and overseas.



#### Partnering with overseas industry groups

Our Japan and overseas sector teams work as unified global industry groups to provide timely updates on global developments essential to our clients' overseas operations, such as competitive analysis on local markets and competitors and the latest changes in local regulations/laws.



#### Identifying the real issues through insightful discussions

By combining deep industry and functional expertise with a thoughtful approach to understanding the challenges facing our clients, we are able to get to the heart of the true issues at hand, and work together to design and implement creative, effective solutions.



Automotive



Consumer & Retail



Energy & Chemicals



Financial Services



Healthcare & Life Sciences



Industrial Manufacturing



Trading Companies



Real Estate, Infrastructure, Logistics & Hospitality



Technology, Media & Telecom



Private Equity

# Solutions

From the development of management strategy to deal origination/execution, post-deal integration, and the realization of synergies, as well as managing fraud risks and improving global governance structures, our expert professionals work closely with each other and our clients to help them meet and exceed their goals.



## Management Strategy

- Development of mid-term strategy and business plans
- Realignment of business portfolio
- Development of new business and market strategy
- Development of M&A strategy
- Establishing group management structure
- Corporate real estate advisory
- Support to launch corporate venture capital (CVC)



## M&A / PMI

- M&A Advisory (Buy-side, Sell-side, JV and Partnership)
- Due diligence (business, financial, operational, IT, etc.)
- Development and execution of business synergy models
- Valuation, purchase price allocation, and impairment testing
- Integration of IT and operations
- Planning and execution of PMI
- Planning and execution of business separation
- Investigation of fraud in M&A / PMI



## Restructuring

- Optimization of financials and operations / restructuring
- Planning, consensus building and execution of business turnarounds
- M&A-type turnaround (restructuring, JV formation / dissolution, divestiture / withdrawal, distressed investment)
- Overseas business restructuring
- Verification / review / exit of investments
- Insolvency / out-of-court restructuring
- Lender advisory



## Forensic

- Investigation of corporate fraud and misconduct, digital forensic technology
- Designing group-wide structure for fraud prevention
- Prevention and investigation of product data falsification
- Cyber security initiatives and cyber forensic investigation
- Litigation support
- e-Discovery, support on information governance
- Corporate and individual intelligence
- Contract / legal compliance



# KPMG FAS – The Basis of our Values



## Knowledge

We help clients make the right decisions in a timely manner, through combining our real-time information on industry trends from Japan and overseas with the insight and expertise of our professionals accumulated over many years of service in the business advisory field.



## People

Each of our professionals has specialized capability and deep experience in various areas including strategy, finance, operations, governance and data analytics, and work together as a single team to deliver creative and effective solutions to our clients' unique challenges.



## Track Record

As a pioneer in our industry, we boast a tremendous track record in the management of various transactions, enabling us to provide clients with a guiding hand in almost any situation.





## KPMG Japan

Approximately 8,000 professionals work in KPMG's accounting/audit, tax and advisory services firms in Japan. Clients can benefit from the highly specialized expertise and unique know-how that they collectively provide.



## KPMG Global Network

With a network of KPMG offices in nearly 150 countries around the world, and Japanese-speaking staff located in 91 cities in 38 countries, we can provide hands-on support in serving clients' needs in overseas markets.



# KPMG Japan

KPMG is a global network of professional firms formed in 1987 with the merger of Peat Marwick International (PMI) and Klynveld Main Goerdeler (KMG) and their respective member firms. KPMG's presence in Japan dates back to 1949 when its predecessor firm established an international accounting office in Tokyo. KPMG has contributed to the development of the Japanese economy for over half a century as a pioneer supporter of Japanese corporations expanding abroad and foreign corporations entering the Japanese market. KPMG member firm professionals with specialized expertise provide high quality audit, tax, and advisory services across the full spectrum of industries.

## **KPMG Japan - Domestic Network**

KPMG Japan is a group of professional firms specializing in audit, tax, and advisory services. KPMG Japan's leading professionals bring seasoned expertise and a cutting-edge approach to virtually every business field and market. Supported by KPMG's global network, KPMG Japan provides comprehensive and high value add services to clients.

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Advisory	KPMG FAS Co., Ltd. KPMG Consulting Co., Ltd. KPMG AZSA Sustainability Co., Ltd. KPMG Healthcare Japan Co., Ltd. KPMG Ignition Tokyo, Inc.
Audit	KPMG AZSA LLC
Tax	KPMG Tax Corp. KPMG Social Insurance and Labor Advisors Corp.







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