

## Entering Japan is now easier for foreign private companies and high-net worth individuals

The 'Japanese Private Market Investment Solution Service' is a one-stop service, offered in multiple languages, addressing real estate, legal, tax, finance, accounting and staffing needs in Japan for anyone wishing to enter the Japanese market.

### Japan's sophisticated economy and large market size provides many opportunities for foreign investors

As the world's third largest economy and consumer market, and global leader in patent activity (26% of all patents globally, [2020 Global Competitiveness Report \(PDF\)](#)), Japan offers many opportunities to investors. For those seeking to establish a regional headquarters in a modern country with modern conveniences, with one of the world's leading business environments, Japan's location makes it ideal for conducting business across the entire Asia-Pacific region. Combining this with its pro-business regulation, highly educated workforce, sound legal-system, political stability, large market size, business sophistication, quality of local suppliers, and strong international distribution controls it is no wonder why 53 of the Fortune 500 companies are headquartered in Japan.

Over the next 5 years, several industries look set to create new opportunities. Healthcare and pharmaceuticals should see strong growth, reflecting increasing demand post COVID-19, as well as meeting the needs of an aging population. The Internet of Things (IoT), rising consumer demand for web-connected wearable devices and robotics has taken off. Combining Japan's engineering prowess and the IoT, this segment could grow exponentially. The opening of casinos will add fresh impetus to hospitality and gaming.

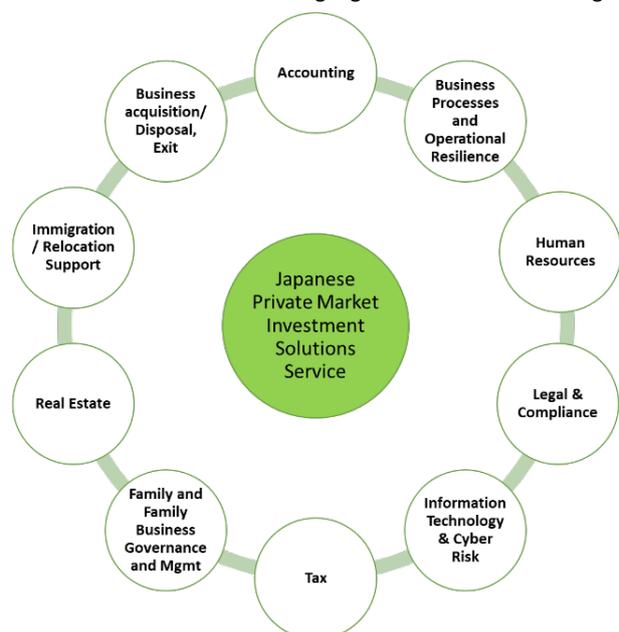
In the past, investors typically focused on the largest cities such as Tokyo, Yokohama and Osaka but regional economic revitalization efforts have provided incentives (such as the [fiscal 2020 tax reform](#)) for start-ups to locate operations outside major cities opening new markets for investors. International sporting events showcased the excellent infrastructure and facilities across the country, showcasing to foreign investors Japan's potential following its recovery from COVID-19. High profile investors such as Warren Buffett [announced \(PDF\)](#) he purchased 5% stakes in Japan's five leading trading companies, and the Saudi Arabia's Public Investment Fund (PIF) has made several investments in Japan's gaming industry, each recognizing Japan's potential.

### Despite the opportunities, investors are worried about the language and business culture barriers to entry

Despite the positives, potential international investors often see the business culture and the language as barriers to entering the Japanese market, along with concerns surrounding natural disasters. Deloitte Private Japan has dismantled these barriers with our inbound service called the 'Japanese Private Market Investment Solution Service' which provides a tailored service, delivered in multiple languages such as English, Chinese and Arabic aiding private companies and high-net worth individuals to establish a fully operational business entity in Japan.

The service is a one-stop package which covers every business-need when establishing a permanent presence in Japan, from administration to drafting local labor contracts, to finding appropriate real estate for a factory or headquarters for example. If an investor is seeking to purchase an already established business, our M&A offering can assist here. We can help set-up an appropriate business continuity plan in case of a large natural disaster, or help minimize cyber threats with our operational and cyber resilience services. Please see overleaf for just some of the services we provide.

Working with you, we can tailor our service to make Japan an accessible market for you and your stakeholders, regardless of your company size, location or industry.



## Japanese Private Market Investment Solution Service Overview (further details available upon request)

<b>Real Estate</b> <ul style="list-style-type: none"> <li>• Real estate strategy / acquisition</li> <li>• Real estate development</li> <li>• Real estate operation &amp; mgmt.</li> <li>• Real estate SPC</li> <li>• Hotel and real estate strategies</li> </ul>	<b>Tax</b> <ul style="list-style-type: none"> <li>• International tax advice</li> <li>• M&amp;A tax advisory</li> <li>• Japanese consumption tax</li> <li>• Group reorganization tax advice</li> </ul>	<b>Family and Family Business Governance and Management</b> <ul style="list-style-type: none"> <li>• Business succession planning</li> <li>• Owner and family wealth planning</li> <li>• Family office services</li> </ul>	
<b>Business Acquisition / Disposal, Exit</b> <ul style="list-style-type: none"> <li>• M&amp;A transaction services</li> <li>• Organizational restructuring</li> <li>• Valuations</li> <li>• Financial advisory</li> <li>• Cross-border tax</li> </ul>	<b>Information Tech. &amp; Cyber Risk</b> <ul style="list-style-type: none"> <li>• Security assessment</li> <li>• Infrastructure / application protection</li> <li>• IT asset management</li> <li>• Cloud environment protection</li> </ul>	<b>Business Processes &amp; Operational Resilience</b> <ul style="list-style-type: none"> <li>• Business information mgmt.</li> <li>• Business continuity plan</li> <li>• Exit strategy</li> <li>• Interim support / loan staff</li> </ul>	<b>Accounting</b> <ul style="list-style-type: none"> <li>• Bookkeeping</li> <li>• Financial reporting</li> <li>• Payroll management and payroll systems support</li> <li>• Accounts payable</li> </ul>
<b>Legal &amp; Compliance</b> <ul style="list-style-type: none"> <li>• Labor and Employment Law</li> <li>• Financial reporting</li> <li>• Corporate Law</li> <li>• Legal support for multinationals starting businesses in Japan</li> <li>• M&amp;A support</li> </ul>	<b>Immigration / Relocation Support</b> <ul style="list-style-type: none"> <li>• Inbound immigration service</li> <li>• Outbound immigration service</li> <li>• Investment migration service (inbound and outbound)</li> <li>• Business license support</li> </ul>	<b>Human Resources</b> <ul style="list-style-type: none"> <li>• HR workforce support</li> <li>• Interim support/Loan staff</li> <li>• Compensation and benefits</li> <li>• International human resources</li> <li>• Wage and benefit system</li> </ul>	

Utilizing Deloitte’s global network, we provide access to key professionals in the industry and chosen markets globally, who will bring insights and challenge to inform both your business’ growth and development.

### Contact



**Yuki Kazumasa, Partner**  
Family Consulting Leader  
Chief Strategy Officer

[kazumasa.yuki@tohmatu.co.jp](mailto:kazumasa.yuki@tohmatu.co.jp)



**Alex Waters, Manager**  
Family Consulting  
Leader, Japan Private Market Investment  
Solution Service

[alexdean.waters@tohmatu.co.jp](mailto:alexdean.waters@tohmatu.co.jp)



**Emi Kono, Partner**  
Family Consulting Deputy Leader &  
Inbound Leader  
Deloitte Private Family Enterprise Leader

[emi.kono@tohmatu.co.jp](mailto:emi.kono@tohmatu.co.jp)



**Marwan ElGhamrawy**  
Family Consulting  
Japan Private Market Investment Solution  
Service

[marwan.elghamrawy@tohmatu.co.jp](mailto:marwan.elghamrawy@tohmatu.co.jp)

### Deloitte Tohmatsu Tax Co.

Family Consulting

Tel +81 3 6213 3800

email [family-consulting@tohmatu.co.jp](mailto:family-consulting@tohmatu.co.jp)

Corporate Info. [www.deloitte.com/jp/en/tax](http://www.deloitte.com/jp/en/tax)

Family Consulting Tax Services [www.deloitte.com/jp/family-consulting-en](http://www.deloitte.com/jp/family-consulting-en)

Deloitte Tohmatsu Group (Deloitte Japan) is a collective term that refers to Deloitte Tohmatsu LLC, which is the Member of Deloitte Asia Pacific Limited and of the Deloitte Network in Japan, and firms affiliated with Deloitte Tohmatsu LLC that include Deloitte Touche Tohmatsu LLC, Deloitte Tohmatsu Consulting LLC, Deloitte Tohmatsu Financial Advisory LLC, Deloitte Tohmatsu Tax Co., DT Legal Japan, and Deloitte Tohmatsu Corporate Solutions LLC. Deloitte Tohmatsu Group is known as one of the largest professional services groups in Japan. Through the firms in the Group, Deloitte Tohmatsu Group provides audit & assurance, risk advisory, consulting, financial advisory, tax, legal and related services in accordance with applicable laws and regulations. With more than 15,000 professionals in about 30 cities throughout Japan, Deloitte Tohmatsu Group serves a number of clients including multinational enterprises and major Japanese businesses. For more information, please visit the Group’s website at [www.deloitte.com/jp/en](http://www.deloitte.com/jp/en).

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited (“DTTL”), its global network of member firms, and their related entities (collectively, the “Deloitte organization”). DTTL (also referred to as “Deloitte Global”) and each of its member firms and related entities are legally separate and independent entities, which cannot obligate or bind each other in respect of third parties. DTTL and each DTTL member firm and related entity is liable only for its own acts and omissions, and not those of each other. DTTL does not provide services to clients. Please see [www.deloitte.com/about](http://www.deloitte.com/about) to learn more.

Deloitte Asia Pacific Limited is a company limited by guarantee and a member firm of DTTL. Members of Deloitte Asia Pacific Limited and their related entities, each of which are separate and independent legal entities, provide services from more than 100 cities across the region, including Auckland, Bangkok, Beijing, Hanoi, Hong Kong, Jakarta, Kuala Lumpur, Manila, Melbourne, Osaka, Seoul, Shanghai, Singapore, Sydney, Taipei and Tokyo.

Deloitte provides industry-leading audit and assurance, tax and legal, consulting, financial advisory, and risk advisory services to nearly 90% of the Fortune Global 500® and thousands of private companies. Our professionals deliver measurable and lasting results that help reinforce public trust in capital markets, enable clients to transform and thrive, and lead the way toward a stronger economy, a more equitable society and a sustainable world. Building on its 175-plus year history, Deloitte spans more than 150 countries and territories. Learn how Deloitte’s more than 345,000 people worldwide make an impact that matters at [www.deloitte.com](http://www.deloitte.com).

All of the contents of these materials are copyrighted by Deloitte Touche Tohmatsu Limited, its member firms, or their related entities including, but not limited to, Deloitte Tohmatsu Tax Co. (collectively, the “Deloitte Network”) and may not be reprinted, duplicated, etc., without the prior written permission of the Deloitte Network under relevant copyright laws.

These materials describe only our general and current observations about a sample case in accordance with relevant tax laws and other effective authorities, and none of Deloitte Network is, by means of this publication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser. The opinions expressed in the materials represent the personal views of individual writers and do not represent the official views of Deloitte Network. No entity in the Deloitte Network shall be responsible for any loss whatsoever sustained by any person who relies on this publication.

Member of  
**Deloitte Touche Tohmatsu Limited**

© 2022. For information, contact Deloitte Tohmatsu Group.



**IS 669126 / ISO 27001**