

## EVENT COVERAGE

5 September 2017

# YBC hosts major seminar in Tokyo on cross-border Mergers & Acquisitions



*On 5 September, Yamada Business Consulting (YBC) organized a seminar in Tokyo, attended by close to 300 Japan-based executives, to discuss the potential and pitfalls of cross-border Mergers & Acquisitions (M&A). Leon Perera, Chief Executive Officer of Spire Research and Consulting, joined the concluding panel together with Patrick Becker, MD of Shanghai-based M&A advisory firm Bexuco and Yukuo Takenaka, head of US-based consultancy Takenaka Partners.*

Leon and the other panelists discussed the experience of cross-border M&A transactions by Japanese firms. The panel shared their views on the effectiveness of Japanese corporations in identifying and executing M&A deals as well as running effective post-merger integration (PMI).

The speakers gave insights on key factors to consider when going ahead with a deal. These included paying sufficient attention to human factors, not “over-researching” the target company and navigating the challenges of some M&A target firms having compliance “grey zones”.

The panelists felt that Japanese firms were lagging Chinese and Korean firms in cross-border M&A. To improve decision-making for such deals, the panel concluded that it was essential to set up dedicated M&A teams, hire experienced staff, adopt modern technology and implement more aggressive time-lines for deal closure.

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**Leon Perera; Chief Executive Officer**

Leon serves as Spire Group's Chief Executive Officer. He possesses 20 years of experience in delivering research and consulting across Asian and global emerging markets to leading Multi-national Companies and public sector organizations.

Leon graduated from Oxford University with a Double First Class Honor's degree in Philosophy, Politics and Economics.

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**About Spire Research and Consulting**

Spire Research and Consulting is the leading research consultancy in global emerging markets. Spire's competitive advantage lies in its ability to deliver actionable intelligence on the external business environment in support of its clients' strategic decision-making in marketing and business development. Spire's clients include 50 Global Fortune 1000 companies and government agencies in 15 countries. For more information, please visit [www.spireresearch.com](http://www.spireresearch.com).

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