

Corporate information

# PwC Advisory LLC



## Our purpose

To build trust in society and  
solve important problems

## Our strategy

# The New Equation

The New Equation is PwC's new management vision.  
It refers to our community of solvers combining human ingenuity and  
experience and technological innovation to build trust and  
deliver sustained outcomes.

For more information on The New Equation, please see the following website.

<https://www.pwc.com/gx/en/the-new-equation.html>



## A message from our CEO

These days, our society is changing at an unprecedented pace.

The COVID-19 pandemic provided an opportunity for the economy and society to remind us that our highest priority must be the lives and safety of people, and that the conservation of the global environment is essential to the survival of humanity.

It is the responsibility of companies to explain not only to their capital providers but also to a broad range of stakeholders throughout society that they are promoting the enhancement of corporate value through business activities that have a positive impact on the environment and society. We believe that a company can earn the trust of society only by considering the changes occurring in our society, identifying social issues that need to be solved, and engaging in dialogues with a wide range of stakeholders on how to further increase its corporate value. Amidst these social changes, PwC has established The New Equation as our new management vision, with the aim of meeting the critical needs that companies and organisations are under pressure to respond to. In this era of uncertainty where many companies tend to prioritise risk aversion, those who take bold action by seeing change as an opportunity will succeed in creating long-term corporate value.

We at PwC Advisory LLC have consistently provided support for everything from the formulation of transformation strategies utilising data analytics and AI to the concrete development and implementation of measures to increase corporate value, as well as strategies for communicating with internal and external stakeholders. We will continue to provide sincere support so that our clients can build relationships of trust with society and achieve sustainable growth.

### Akane Yoshida

Chief Executive Officer  
PwC Advisory LLC

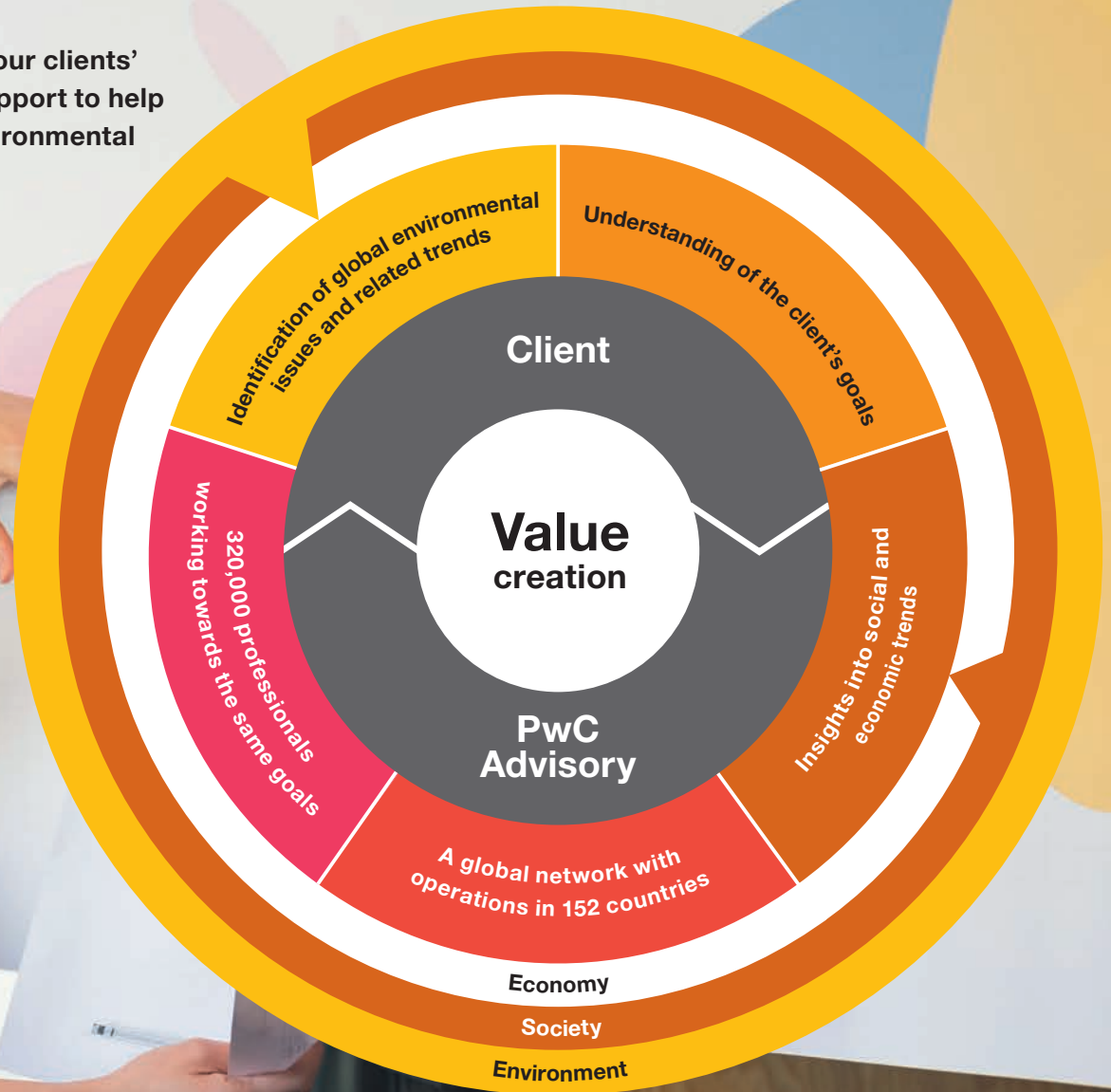
### Movie

View a message from CEO Akane Yoshida by scanning the 2D barcode to the right.



# Our mission

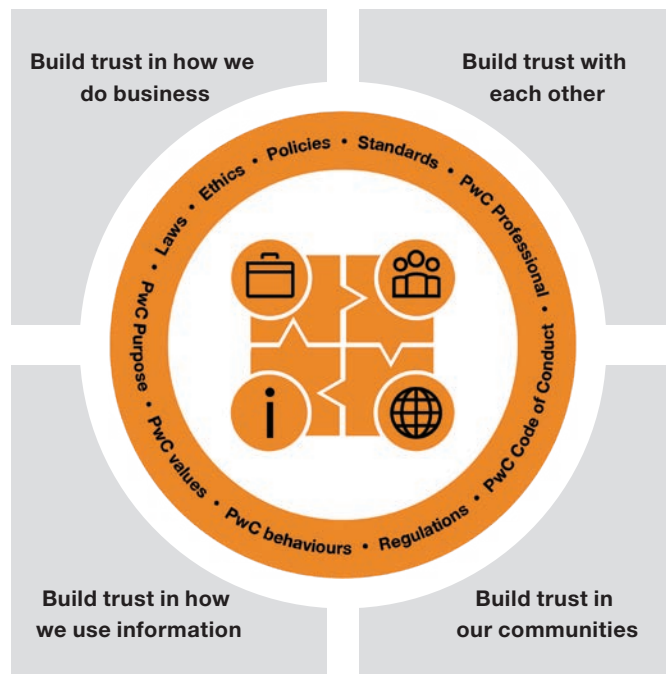
We strive to gain a deep understanding of our clients' stakeholders, and to provide integrated support to help our clients achieve a balance between environmental and social value and corporate value.



# Code of Conduct

**When working to build trust with our clients, society, and colleagues, we take responsibility for our own actions as we carry out our business activities.**

At PwC, we work to improve our organisational capabilities while also meeting internal and external expectations and requirements. To achieve this, we use our Values and Behaviours to guide our daily actions.



## Act with integrity



- Speak up for what is right, especially when it feels difficult
- Expect and deliver the highest quality outcomes
- Make decisions and act as if our personal reputations were at stake

## Make a difference



- Stay informed and ask questions about the future of the world we live in
- Create impact with our colleagues, our clients and society through our actions
- Respond with agility to the ever changing environment in which we operate

## Care



- Make the effort to understand every individual and what matters to them
- Recognise the value that each person contributes
- Support others to grow and work in the way that brings out their best

## Work together

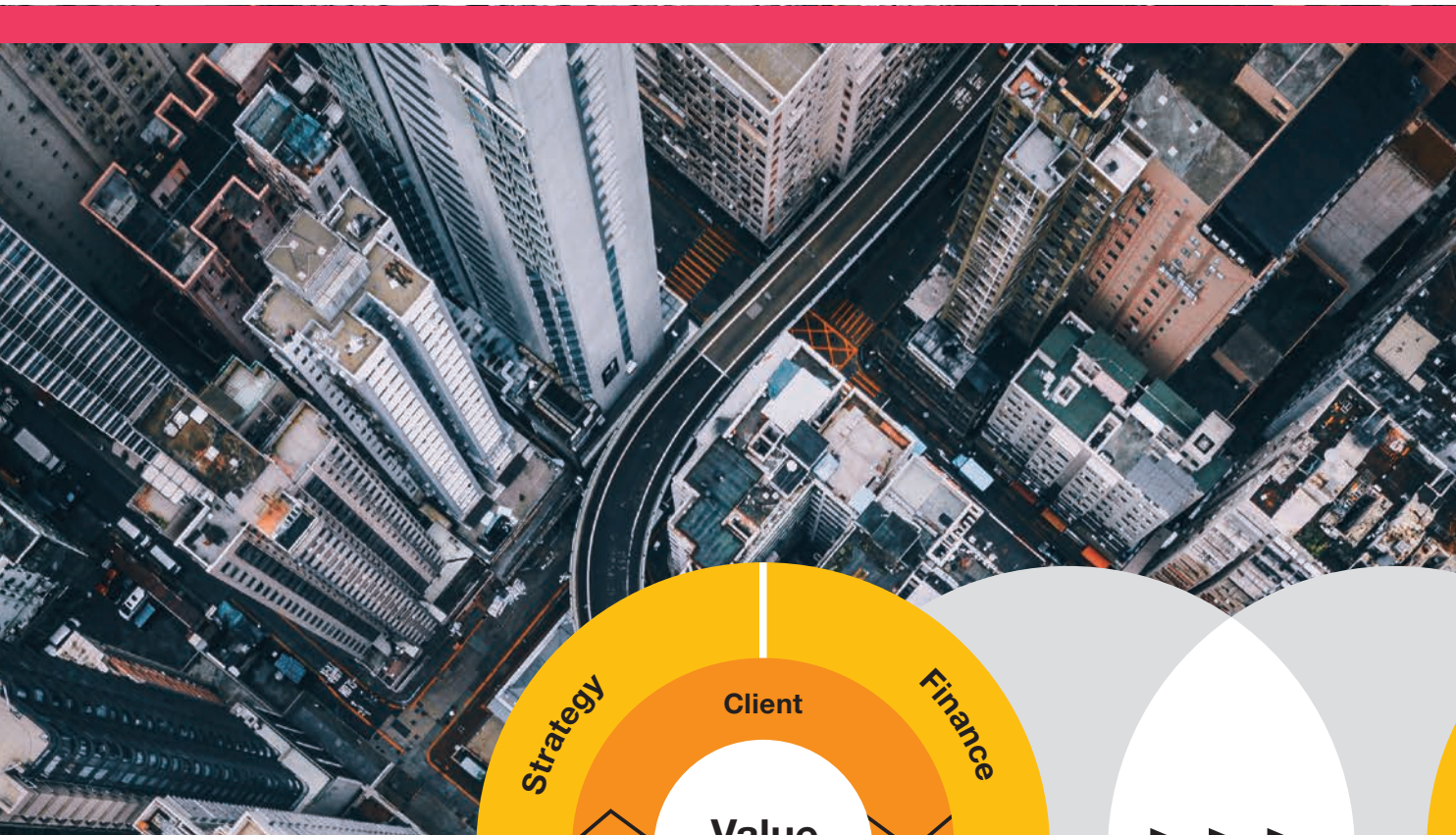


- Collaborate and share relationships, ideas and knowledge beyond boundaries
- Seek and integrate a diverse range of perspectives, people and ideas
- Give and ask for feedback to improve ourselves and others

## Reimagine the possible



- Dare to challenge the status quo and try new things
- Innovate, test and learn from failure
- Have an open mind to the possibilities in every idea



## Approach

By leveraging our core strengths in strategy, finance and M&A, we aim to create a better future with our clients.





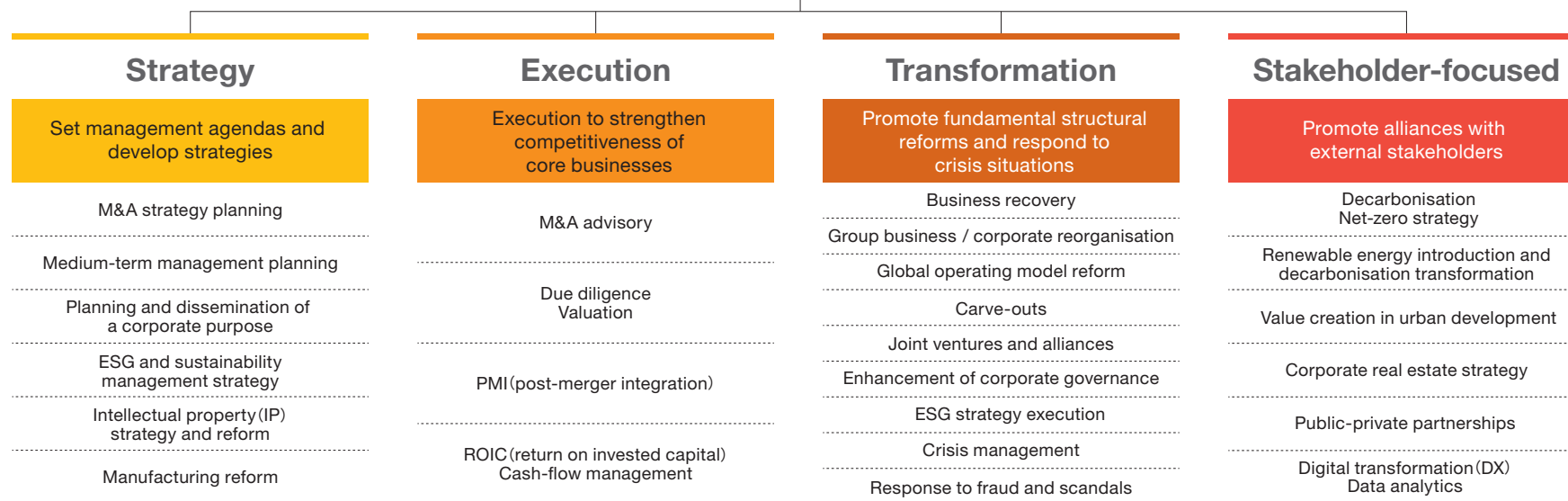
## Management support

We provide support from a wide range of perspectives to help our clients transform their operations and realise their visions.

## Value creation

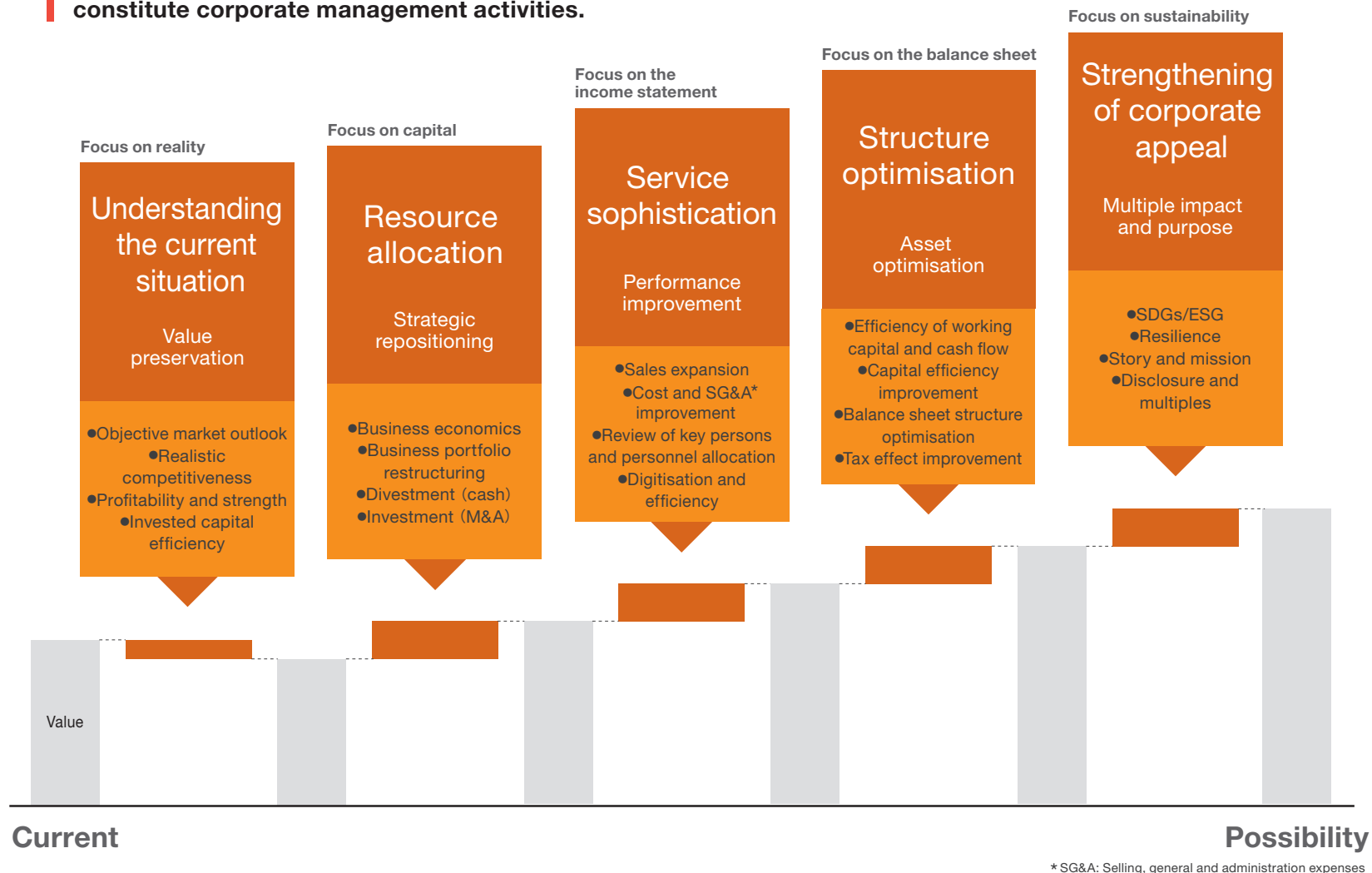
Realising our clients' corporate visions: Achieving a balance between environmental and social contributions and business growth

### Management support provided by PwC Advisory



# Functional expertise

We integrate our professional expertise to provide support for the organisational functions and agendas that constitute corporate management activities.



\* SG&A: Selling, general and administration expenses



# Industry expertise

We accumulate organisational knowledge centered on each industry and provide support that takes into account the circumstances of each client.



Industrial  
manufacturing



Automotive



Resources



Consumer  
services



Transport and  
logistics



Private equity



Technology,  
media and  
telecom



Health services



Financial  
services



Public services



Urban renewal



Energy and  
utilities

# The PwC global network

Note: All figures are for FY2022 (1 July 2021 to 30 June 2022)

## Organic collaboration with the PwC global network

The PwC global network is a network of firms in 151 countries with nearly 364,000 people who are committed to delivering quality in assurance, advisory and tax services. We provide a wide range of services to meet our clients' needs related to overseas business development, including the overseas expansion of Japanese companies, compliance with each country's tax and accounting regulations, M&A and business advisory for the strategic review of overseas expansion.



Locations in  
**151** countries  
around the world



**364,232**  
people

## Japanese Business Network

## Enhancing the global competitiveness of Japanese companies

To provide support for the business of Japanese companies in countries and regions around the world, our professionals, including Japanese-speaking professionals, provide fine-tuned services to meet our clients' globalisation-related needs in line with local business practices and cultures. Our headquarters in Japan also oversees this worldwide network to collect information and trends from all over the world and support our clients both inside and outside Japan.

## Overseas locations with native Japanese speaking staff

**110** locations in **41** countries

## The PwC Japan Group\*

## Consolidated response to increasingly complex and diverse corporate management issues

In response to our clients' increasingly complex and diverse corporate management issues, the PwC Japan Group has put in place a system that consolidates our knowledge in the fields of auditing and assurance, consulting, deal advisory, tax and legal services, and encourages organic collaboration among our professionals in each field.

\* The PwC Japan Group represents the member firms of the PwC global network in Japan and their subsidiaries. Each firm in the PwC Japan Group undertakes its business as an independent and separate corporate entity.



# Inclusion and diversity in the PwC Japan Group

## Community and environment

### Electric power generated from renewable energy

The electricity used in our offices to renewable energy



### Total GHG emissions

Total emissions  
**36,223** tCO<sub>2</sub>e

Emissions per person

**3.1** tCO<sub>2</sub>e

## Working environment

### Male employees who take childcare leave

**90%**



### Remote work

Remote work implementation rate: **88%**

### Average number of paid holidays used

**17.0** days



### People engaged in side jobs

**503** in total

## People

### Female talent

Total: **37.0%**

Partners:	Managers, senior managers and directors:	Senior associates:
7.9%	22.6%	42.6%

### Retention rate for people with disabilities

**93.6%**

(Retention rate of our Office Support Team, which consists of people with various disabilities, for the one-year period beginning 1 July 2022)



### Multinational talent

Our professionals come from **40** countries (other than Japan)

Non-Japanese professionals: **662**

### Inclusion network<sup>※1</sup> members

Approximately **2,280** across all networks



※1 Communities based on specific I&D themes such as disability, culture, LGBT + and balancing work and parenthood

## Career opportunities (at PwC Advisory)

### Open Entry Program

A system that allows our people to transfer to other teams or firms within the PwC Japan Group through the year

**10** participants<sup>※2</sup>

### Global Mobility System

A system that allows our people to be temporarily transferred to PwC offices outside Japan

**15** participants<sup>※3</sup>

### Secondment to clients (domestic)

**18** secondees<sup>※3</sup>



※2 Number of employees transferred to PwC Advisory in FY2023

※3 Number of employees transferred from January to June 2023

Note: All figures are for FY2023 (1 July 2022 to 30 June 2023), unless otherwise specified.



## PwC Advisory LLC

**Established:** 15 June 1999 (Reorganised: 29 February 2016) **Representative:** Akane Yoshida, Chief Executive Officer

**Staff:** Approximately 900 people (as of 30 June 2023)

**URL:** [www.pwc.com/jp/en/deal-advisory](http://www.pwc.com/jp/en/deal-advisory)

### Website

Visit our Corporate Profile  
by scanning the 2D  
barcode to the right.



### Tokyo Office

Otemachi Park Building,  
1-1-1 Otemachi, Chiyoda-ku, Tokyo 100-0004  
Tel: 03-6212-6880

### Map



### Osaka Office

Grand Front Osaka Tower A 36F,  
4-20 Ofukacho, Kita-ku, Osaka 530-0011  
Tel: 06-6375-2630

### Map



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