

## **Mitsubishi Estate Opens Marunouchi India Economic Zone**

*Providing a wide range of services to support business relations between India and Japan*

Mitsubishi Estate Co., Ltd. (hereafter “Mitsubishi Estate”) today announces the opening of the Marunouchi India Economic Zone, an initiative aimed at fostering business development for Japanese and Indian companies seeking to enter one another’s respective markets.

India has the second largest population in the world. A number of obstacles still exist for businesses in both nations to try to gain entry into one another’s markets, and the obstacles are often characterized by differences in business culture and policies, as well as a lack of human network.

For the Marunouchi India Economic Zone, Mitsubishi Estate has cooperated with Sun and Sands Advisors, a Tokyo-based consulting firm specialized in Indo-Japanese business relations and Tohmatsu Group (Deloitte Touche Tohmatsu LLC, Deloitte Tohmatsu Consulting Co., Ltd. etc.), a leading business professional organization,. Mitsubishi Estate, Sun and Sands Advisors and Tohmatsu Group will provide support in areas of accounting, taxation issues and general financial consultation, in addition to networking, technology partnerships, and product and services promotion.

The Marunouchi India Economic Zone will also have a place among the numerous Tokyo 21c Club networks, which provide a platform for networking opportunities for Japanese and Indian business professionals, and contributes to the continued growth of Indo-Japanese relations and communities.

Mitsubishi Estate, which recognizes the significant growth of economy in India , will provide office space and business support for the Japanese and Indian companies participating in the program, with the aim of further enhancing the competitiveness of the Marunouchi area as an international business center.

Mitsubishi Estate aims for the further expansion of the Marunouchi India Economic Zone with promotion of the program conducted in India as well.

### **About the Marunouchi India Economic Zone**

Location: Fuji Building, fourth and seventh floors  
3-2-3 Marunouchi, Chiyoda-ku, Tokyo

Scale: Total floor area: 679.01 square meters  
Fuji Building 4<sup>th</sup> floor zone: 364.95 square meters  
(Leasable space: 364.95 square meters)  
Fuji Building 7<sup>th</sup> floor zone: 314.06 square meters  
(Leasable space: 212.08 square meters)  
Common areas (meeting rooms, other): 101.98 square meters

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## Provided Support:

Mitsubishi Estate, Sun and Sands Advisors, and Tohmatsu Group will offer the following assistance to companies leasing offices in the Marunouchi India Economic Zone.

- Providing various support services to meet the needs of Indian companies
- Support in meeting the needs of Japanese firms in India, taking into account the local culture and customs as well as assistance in local support and recruitment
- Assistance in the areas of accounting and taxes, management and corporate business planning, finance and investment consulting, support for M&As, marketing communications between both nations
- Facilitate interaction with key persons and the Japanese firms through utilization of human networks, i.e. the Tokyo 21c Club (with approximately 620 members)

For further information, please contact: Mitsubishi Estate's PR Department: +81 (3) 3287-5200

## Reference:

### List of nine tenant companies

- Cactus Communications K.K. (CEO and Founder: Abhishek Goel)  
English translation of academic and other specialized documents
- Sun Link Co., Ltd. (Chairman: Aftab Seth, former Indian Ambassador to Japan)  
Business consulting for companies operating in Japan and India
- Japan India Partnership Forum (Chairman: Aftab Seth)  
NPO dedicated to the promotion of cooperation between Japan and India on political, economic, and cultural matters
- Tata Asset Management (Mauritius) Private Limited, Representative Office in Japan (Country Representative: Sanjeev Sinha)  
Asset management
- Tata Consultancy Services Japan Limited (President: Masahiko Kaji)  
IT consulting
- InMobi Japan K.K.(Representative Director: Hidetaka Tembata) \*To move in on September 1  
Distribution of advertisements to mobile handsets
- Chuo Denryoku Co., Ltd. (President and CEO: Seiji Nakamura) \*To move in on September 1  
Development of energy-saving systems for condominiums and other buildings
- Creative Co., Ltd. (President and CEO: Michihiro Kiyama) \*To move in on August 1  
Development and production of waste biomass fuel
- Bio Green Coal Technology Co., Ltd. (President and CEO: Michihiro Kiyama) \*To move in on August 1  
Technology licensing for the production of waste biomass fuel

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Ahead of the launch of the Marunouchi India Economic Zone, Mitsubishi Estate received over 100 inquiries from companies in Japan and overseas, including from nations conducting business with Indian firms.

## Partner Companies:

- Sun and Sands Advisors Co., Ltd.

Through an extensive local network in India, Sun and Sands Advisors searches out companies and organizations wanting to enter the Japan market, and provides support to Japanese companies in India. Backed by deep understanding of the customs and culture of both nations, the company fully utilizes its highly specialized consultation and expertise to provide wide range of services, including analysis and review of businesses, market research, formulation of business strategies, and advice on investment.

- Deloitte Touche Tohmatsu LLC and Deloitte Tohmatsu Consulting Co., Ltd.

With a rich history and strong track record of providing support to companies both in Japan and nations overseas in tax and financial services, Tohmatsu Group companies provide support to companies entering Japan and India, by providing post-entry services, including tax consulting, financial advice for reporting to the headquarters, and the audit of branches and subsidiaries. Depending on nature of matters, these services are to be provided by subsidiaries of Deloitte Touche Tohmatsu LLC, Deloitte Tohmatsu Consulting Co., Ltd., Tohmatsu Tax Co., or other Deloitte Touche Tohmatsu member firms.

- Tokyo 21c Club

Benefiting from the of its location in the Marunouchi area, which is home to a large concentration of businesses, the Tokyo 21c Club is an exclusive membership club, offering the members a place to interact and build upon their business networks in a broad range of knowledge-based industries. The Tokyo 21c Club allows members to mutually benefit from the exchange of information and knowledge, to find added value, and gain opportunities to expand their business.

Location: Shin-Marunouchi Building 10 F, 1-5-1 Marunouchi, Chiyoda-ku, Tokyo

Business hours: 10:00 a.m. – 11:30 p.m. on weekdays

10:00 a.m. – 6:00 p.m. on Saturdays

Closed Sunday and national holidays

Membership fee: ¥16,800 per month (¥189,000 annual payment, no enrollment fee and deposit)

Membership: Approx. 620

Management: Tokyo 21c Club Office (Mitsubishi Estate, Area Brand Management Dept.)

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Entrance to the Marunouchi India Economic Zone



## About the Fuji Building:

Location: 3-2-3 Marunouchi, Chiyoda-ku, Tokyo

Lot area: 7,269.08 square meters

Total floor area: 81,876.97 square meters

Structure: Ten stories above ground, four underground levels

