

# Deloitte.

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Deloitte Tohmatsu Consulting LLC

## Company Profile

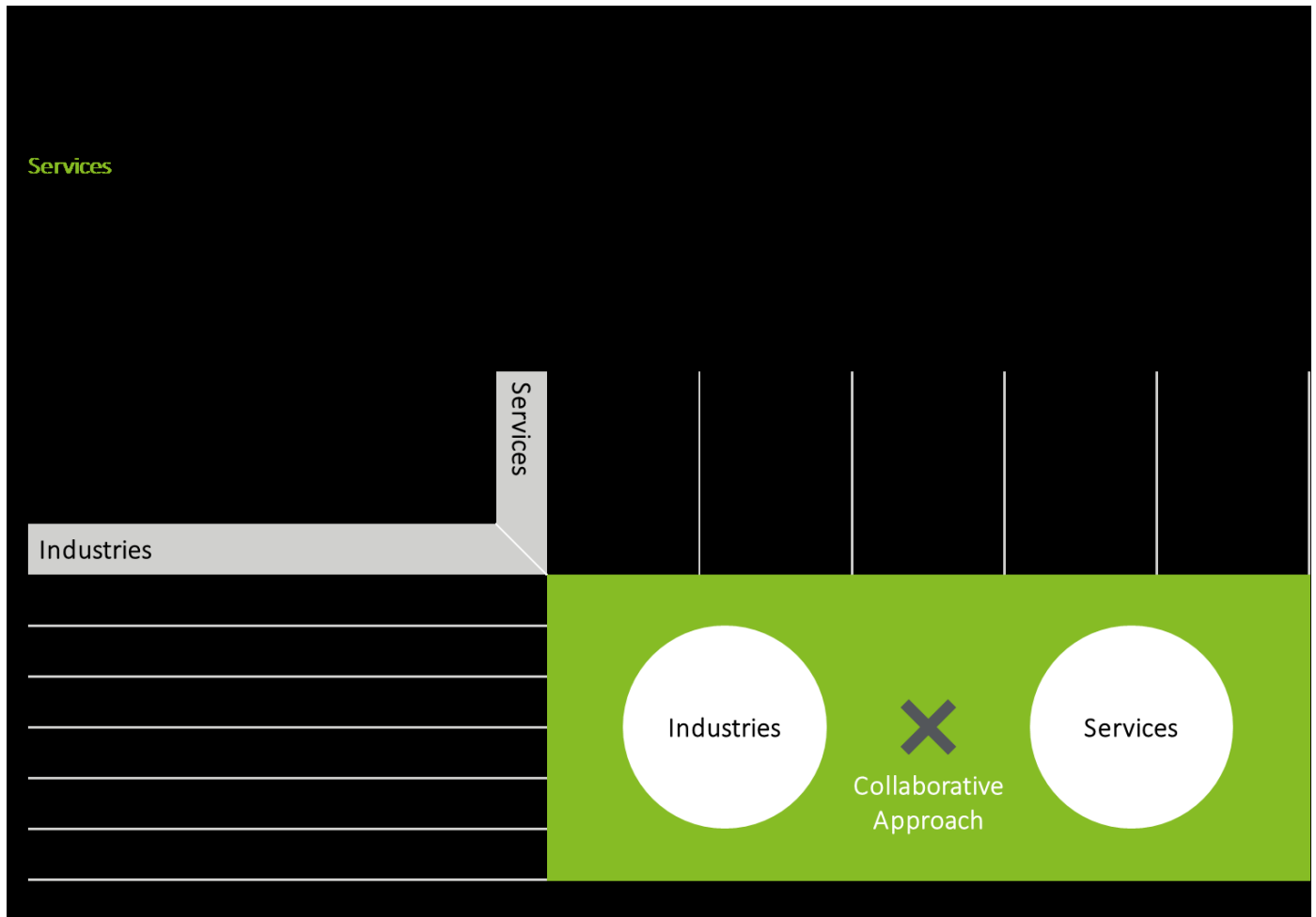
Name in Full :	Deloitte Tohmatsu Consulting LLC	Head Office:	Marunouchi Nijubashi Building, 3-2-3 Marunouchi, Chiyoda-ku, Tokyo, 100-8361, Japan
Establishment :	April, 1993	Telephone:	03-5220-8600
Capital :	500 million (Japanese yen)	Telefax:	03-5220-8601
President :	Masato Sase Consulting CEO	E-mail:	
Employees	3,600 (June 1, 2020)	Website:	<a href="https://www2.deloitte.com/jp">https://www2.deloitte.com/jp</a>

## Providing Services

### Global Network



## Technical Expertise



## Contact Team

### Shuichi Nomura

Director, Global Strategy Office & Leader, MENA

#### Professional Background

Shuichi Nomura has 25 years of experience in global business strategy consulting. He has in-depth knowledge of emerging markets being well connected with government agencies and local industries in Emerging Markets



#### Selected Project Management Experience

- Formulate emerging market entry strategy in Middle East, Africa, Turkey, South & South East Asia, South America, Russia, Central and East Europe.
- Forge and execute cross border alliance strategy and M&A for consumer business, financial services industry, life sciences & health care, Manufacturing (Automotive, Aerospace, Industrial Products, Electronics, Chemicals. & Metals), telecommunication, energy & resources and public sector.
- Develop packaged infrastructure exporting business for Ministry of Economy, Trade & Industry, JICA, JBIC and private sector in Sogo – Shosha (Leading trading houses), engineering, electronics in the field of road, airport, seaport, urban development, water business and railways.

#### Selected Books and Articles

- He is author of "The Last Frontier Market – Africa (Nihon Jitsugyo Publishers)", "Emerging Market Business: Myanmar (Zeimu Keiri Kyokai)", "Three Critical Capabilities Required in Emerging Market Business Development (Toyo Keizai Inc.)", "Emerging Market Business Guide, Middle East (Nikkei Business Online)", "Successes and Failures in Myanmar Business (Nikkei Business)", "Key to Successful Manufacturing in India (Nihon Kogyo Shimibun)"

### James Kuria

Head of M.E and Africa Business Development

#### Professional Background

James is an experienced business development advisor specializing in emerging markets. His expertise is anchored on go to market strategy that involves strategic partnerships, M&A and joint ventures in developing markets. He has advised Japanese Multinational companies and Government agencies (METI, MLIT, JBIC, JOGMEC)



#### Industries /Sectors Served

- Automotive Assembly and Dealer Management (Passenger vehicle and Trucks manufacturing and distribution)
- FMCG (processed food, soft and alcoholic beverages, household goods)
- Consumer Electric / Electronics goods
- Infrastructure Business (Power Generation, Transportation, distribution)
- Life Science and Health care
- Mining and Construction Machinery
- Banking and Insurance sector
- ICT sector
- Real Estate Government public sector
- Alliancing Strategies for Japanese Companies with Africa Local Companies

#### Media appearance

- James is frequent speaker on TV and at seminars on doing business in Africa for companies and local governments in Japan.
- Fluent in English, Japanese and Swahili, James is also the author of the Japanese book;

Africa, The Last Frontier – Business Opportunities and Risks (Nippon Jitsugyo Publications, 2014).

[http://www.amazon.co.jp/dp/4534051573/ref=rdr\\_ext\\_tmb](http://www.amazon.co.jp/dp/4534051573/ref=rdr_ext_tmb)

## contact person

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### **James Kuria**

Leader : M.E / Africa Business Development

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