

Japan

Nishimura & Asahi

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1 Relevant Authorities and Legislation

1.1 What regulates M&A?

Companies Act

The Companies Act regulates stock purchases, mergers, share exchanges, company splits, issuances of shares for subscription and assignments of businesses.

Financial Instruments and Exchange Law

The Financial Instruments and Exchange Law (the “FIEL”) regulates tender offers and certain disclosure requirements.

Anti-Monopoly Law

Stockholdings, mergers, company splits and assignments of businesses that will substantially restrain competition in a particular market are prohibited under the Anti-Monopoly Law (the “AML”).

Securities Listing Regulations

The Securities Listing Regulations (the “SLR”) of each stock exchange regulate issuances of shares for subscription, transactions involving controlling shareholders and certain disclosure requirements.

1.2 Are there different rules for different types of company?

The rules for large volume possession reports and the SLR apply where the target company is a listed company. Tender offer rules apply not only to a listed company but also to a company that is obliged to file an annual securities report under the FIEL. If a company is organised under the Companies Act, the rules applicable thereto under the Companies Act do not differ according to the type of company. The AML also provides essentially the same rules for different types of company.

1.3 Are there special rules for foreign buyers?

Under the Foreign Exchange and Foreign Trade Law (the “FEFTL”), when a foreign investor obtains shares of a listed or a non-listed company and the total shareholding ratio of the foreign investor and its affiliated entity(ies) (as defined in the Cabinet Order) is 10% or more after the purchase, it must, in principle, notify the Minister of Finance and the minister in charge of the relevant industry by the 15th of the month following the month in which such acquisition took place. However, with regard to certain regulated industries that are deemed critical to national security, such as weapons,

aircraft, nuclear power, space development or related electric devices or software industries, the foreign investor must provide prior notification to the Minister of Finance and the minister in charge of the relevant industry, and the foreign investor cannot obtain such shares until 30 days after the notification is received by the ministers. Under certain situations prescribed in the FEFTL, the Minister of Finance and the minister in charge of the relevant industry may advise and block or modify the investment.

Furthermore, there are other restrictions on capital injections by foreign entities in specified industries, as explained in (i) and (ii) of the first part of question 1.4.

1.4 Are there any special sector-related rules?

Main restrictions regarding capital injections

- (i) Under the Nippon Telegraph and Telephone Corporation Law, foreign entities cannot hold one third or more of the voting rights in the Nippon Telegraph and Telephone Corporation.
- (ii) The Radio Law provides that a radio station licence cannot be granted to a company where foreign entities with shares in the company hold one fifth or more of the voting rights of the company.
- (iii) If an entity intends to obtain over one fifth of the voting rights of a banking company, an insurance company or a company operating a stock exchange, it must obtain approval from the Prime Minister.

Approvals and licences in relation to mergers, company splits and assignments of business

- (i) If a banking company, an insurance company or a trust company intends to become a party to a merger, company split or assignment of business, it must obtain approval from the Prime Minister.
- (ii) Many other types of companies operating a business that requires approvals or licences may be required to obtain a new approval or licence for a surviving entity.

1.5 What are the principal sources of liability?

If a person gives public notice of the commencement of a tender offer, files a registration statement of a tender offer, or makes any other representations containing false statements on any material matter or omitting a material fact necessary to be stated or a fact necessary to avoid misleading any third party, the person may be liable to pay damages to a third party based on such a false statement or omission. In some cases, such a person may be penalised by imprisonment and/or a fine under the FIEL.

A person who has been informed of any non-public material fact relating to a listed company by any corporate insider (including upon negotiations with the target company) and who trades shares of the company before such material fact has been made public may be penalised by imprisonment and/or fines under insider trading rules. In such circumstances, it is therefore necessary for the bidder to cause the target company to disclose such material fact on or before commencement of the tender offer, in order that the contemplated tender offer can be closed legally.

Unjust trading, the dissemination of rumours, trading by fraudulent means, and market manipulation are also prohibited under the FIEL. A person who acts in violation of these restrictions may be penalised by imprisonment and/or a fine.

The FIEL also mandates administrative monetary penalties for acts such as insider trading, market manipulation, dissemination of rumours, trading by fraudulent means, and providing false statements in, or failing to submit, a public notice regarding the commencement of, or registration statement for, a tender offer, or large volume possession reports, etc.

2 Mechanics of Acquisition

2.1 What alternative means of acquisition are there?

Stock Purchase/Tender Offer

See question 2.5.

Merger

Shareholders of the absorbed company are usually allotted shares in the surviving company, but cash and other assets of any kind (including shares of the surviving company's parent company) may be allotted to shareholders of the absorbed company in a cash-out-merger or the equivalent to a triangular merger under the Companies Act.

Share Exchange

Shareholders of what will become the wholly-owned subsidiary are usually allotted shares in what will become the absolute parent company, but cash and other assets of any kind (including shares of what will become the absolute parent company's parent company) may be allotted to shareholders of what will become the wholly-owned subsidiary in order to conduct a cash-out share exchange or triangular share exchange under the Companies Act.

Company Split

An absorption-type company split or an incorporation-type company split can be used so that all or a part of the rights and obligations related to a business may be succeeded by another company or a newly-incorporated company, and in such cases, the successor company or newly-incorporated company usually allots its shares to the assignor.

Issuance of Shares for Subscription

An acquiring company can enter into a subscription agreement with a target company and receive new shares issued by the target.

Assignment of Business

An acquiring company can take over all or a part of a target's business.

2.2 What advisers do the parties need?

The parties generally need a financial adviser, legal counsel, tax counsel, a certified public accountant and other advisers as necessary.

2.3 How long does it take?

Stock Purchase

Under the AML, if a company whose total domestic sales amount ("Total Domestic Sales Amount"), together with that of any entity that controls, is controlled by, or is under common control with, the company (together, its "Corporate Group"), calculated by the method prescribed by the Fair Trade Commission (the "FTC") rules, exceeds 20 billion yen intends to obtain voting shares of another company whose total domestic sales amount with its subsidiaries, calculated by the method prescribed by the rules of the FTC, exceeds 5 billion yen, and the total shareholding ratio of the investing company and its Corporate Group exceeds 20% or 50% after the purchase, then such a company must give prior notification to the FTC. There is a 30-day waiting period (which may be shortened by the FTC when necessary) from the filing of the formal notification to the closing of the transaction. The same rules shall apply not only to stock purchase transactions (including tender offers), but also to issuances of shares for subscription.

When the FTC requests the notifying corporation to submit reports, the period when the FTC may give notice prior to a cease and desist order shall be extended from 30 days to 120 days after the date of receipt of the prior notification or 90 days after the date of receipt of all reports, whichever is later.

Tender Offer

The tender offer period generally must be between 20 and 60 business days under the FIEL.

Merger/Share Exchange/Company Split/Assignment of Business

The transaction parties must in principle obtain approvals at a shareholders' meeting of each party (see question 2.14); if a party is a listed company, in practice, it takes at least two months to complete the required procedures, such as determining the shareholders recorded in the shareholder register, convening and holding the shareholders' meeting, and conducting certain procedures for creditors' objections and appraisal rights of opposing shareholders, etc. To save time, these procedures can take place concurrently with the shareholders' meeting.

With respect to mergers, company splits, share exchanges and assignments of business, if a company whose Total Domestic Sales Amount exceeds 20 billion yen intends to purchase from another company business(es) with domestic sales in excess of 3 billion yen, or to merge or de-merge with a company whose Total Domestic Sales Amount exceeds 5 billion yen, or in certain other cases, then one or more parties to the transaction must generally give prior notification to the FTC under the AML, unless the transaction is between a company and its Corporate Group. The waiting period is the same as in the stock purchase transaction above.

Issuance of Shares for Subscription

If a public company that is obliged to file an annual securities report allots to a third party new shares in the same class as shares already allocated, and in certain other cases, the company is required to file a security registration statement with the Director General of the Jurisdictional Local Finance Bureau, and the company, in principle, cannot make an offer until 15 days (or in some cases seven days) have passed from the day on which the filing is completed under the FIEL and the Cabinet Order.

The issuance of shares for subscription by a public company, in principle, requires only a resolution of the company's board of directors. However, if the issue price is especially favourable to the subscriber, or classified shares are issued in conjunction with an amendment to the issuer's articles of incorporation, it is necessary

for the issuer to obtain approval at its shareholders' meeting; with respect to a listed company, in practice, it takes approximately two months before a shareholders' meeting can be held.

2.4 What are the main hurdles?

These include executing the agreements for the transaction, obtaining approval at the shareholders' meeting, and negotiating and consulting with relevant authorities.

2.5 How much flexibility is there over deal terms and price?

- There are no rules that provide for a minimum offer price.
- Under the FIEL, if a party intends to purchase shares of listed companies or other companies that must file an annual securities report outside of the stock exchange market, the purchases in the following cases must be made by tender offer:
 - (a) the aggregate voting rights held by the buyer and any affiliated persons (as defined in the FIEL and the Cabinet Order) divided by the total voting rights of the target (the "Total Voting Ratio") after the purchase to be made outside of the stock exchange market exceeds 5% (excluding the case in which the aggregate number of sellers under the contemplated share purchase and other sellers of shares to the purchaser that traded outside of the stock exchange market within 60 days before the day of the purchase does not exceed 10 persons);
 - (b) the aggregate number of sellers under the contemplated share purchase to be made outside of the stock exchange market and other sellers of shares to the purchaser that traded outside of the stock exchange market within 60 days before the day of the contemplated share purchase does not exceed 10 persons, and the Total Voting Ratio exceeds one-third after the purchase;
 - (c) the purchase is made according to certain methods of purchase prescribed by the Prime Minister (including purchasing through the Tokyo Stock Exchange Trading Network System), and the Total Voting Ratio exceeds one-third after the purchase;
 - (d) within any three-month period (i) over 5% of the voting shares are purchased outside of the stock exchange market (including purchases made in the over-the-counter security market) or by certain methods of purchase prescribed in the Cabinet Order, (ii) in total, over 10% of the voting shares are obtained through purchases inside and outside of the stock exchange market or issuance of shares for subscription, and (iii) the Total Voting Ratio exceeds one-third after the purchases or the issuance;
 - (e) during the period in which another purchaser makes a tender offer for the shares, and a person whose Total Voting Ratio exceeds one-third intends to purchase over 5% of the shares of the listed company, etc.; or
 - (f) certain other cases prescribed in the Cabinet Order.
- With respect to the deal conditions and termination, see questions 7.1 and 7.2.
- A shareholder who tenders can cancel a tender at any time during the tender offer period.

2.6 What differences are there between offering cash and other consideration?

Tender Offer

An offeror can use securities as consideration for a tender offer. However, to do so, the offeror may have to: (i) file a security registration statement for a public offering; (ii) obtain approval at

a shareholders' meeting for an issuance at an especially favourable issue price; and (iii) conduct in-kind capital contribution procedures. Although a bidder may be able to escape the requirements of (ii) and (iii) above under the Industrial Competitiveness Enhancement Act, a shareholder will not be able to defer the realisation of capital gains arising from the share exchange. Therefore, consideration for a tender offer is almost always cash.

Merger/Share Exchange/Company Split

If the parties use only stock (including a parent company's shares in the case of a triangular merger, etc.), in principle, taxation on the capital gains of target shareholders can be deferred, but taxation on cash-out-mergers, etc., or mergers that use other consideration cannot be deferred. Please note that if the requirements for a qualified (tax deferred) group reorganisation as set out in the Corporate Taxation Law are fulfilled, taxation on the gains and losses on the transfer of the absorbed company or the wholly-owned subsidiary's assets and liabilities can be deferred. (However, in the case of a triangular merger, etc., the surviving company or the absolute parent company must be a domestic company, and if it is merely preparing for a merger, share exchange or company split, such requirements shall not be fulfilled.)

Under the FIEL and the Cabinet Order, if parties intend to use stock as consideration, a security registration statement for corporate reorganisation must be filed with the Director General of the Jurisdictional Local Finance Bureau in certain cases set out in the FIEL.

Issuance of Shares for Subscription

If a person makes an in-kind capital contribution, an investigation procedure by an inspector appointed by a court for evaluation of the asset in-kind is generally required, except in certain limited circumstances, and the procedure takes more than one month in practice. Therefore, consideration for issuance of shares for subscription is usually cash.

2.7 Do the same terms have to be offered to all shareholders?

The stock purchase price for a tender offer must be the same for all shareholders.

With respect to mergers and share exchanges, the surviving company or the absolute parent company must allot the same consideration pro rata to the number of shares owned by the shareholders in the absorbed company or the wholly-owned company.

2.8 Are there obligations to purchase other classes of target securities?

When a bidder purchases non-equity securities (provided that the non-equity securities are not prepared so that they may be exchanged with securities with voting rights in the future), tender offer rules do not apply to the transaction.

2.9 Are there any limits on agreeing terms with employees?

No, there are no such limits.

2.10 What role do employees, pension trustees and other stakeholders play?

When a company conducts a corporate split, the assignor must consult with and give notice to employees and labour unions.

Also, in some companies, a collective labour agreement sets out the procedures (e.g. prior notification to or sufficient consultation with employees and labour unions) when the companies intend to conduct a merger, corporate split, share exchange or other transactions. In such a case, the companies must comply with the procedures set forth therein. Pension trustees do not usually play significant roles in M&A transactions. If agreements with customers, contractors or stakeholders contain change of control clauses, the target company (and the acquiring company) usually tries to obtain prior consent from such customers, contractors or stakeholders.

2.11 What documentation is needed?

Tender Offer

- Public notice of the commencement of a tender offer and registration statement for a tender offer (see question 4.3).
- Tender offer explanatory statement.
- Notice of the purchase.
- Public notice of the number of tendered shares and tender offer report.

Merger/Share Exchange/Company Split

- Agreement that provides the terms and conditions for the transaction.
- Security registration statement (in certain cases set out in the FIEL).
- Certain documents subject to advanced disclosure, including the relevant agreement.
- Public notice in relation to the procedures for creditors' objections.
- Certain other documents regarding matters subject to disclosure after the execution of the transaction.
- Notice in relation to the appraisal rights of opposing shareholders.

Issuance of Shares for Subscription

- Share subscription agreement or share application certificate, etc.
- Security registration statement (in certain cases set out in the FIEL).

2.12 Are there any special disclosure requirements?

- Timely disclosure is required according to the SLR (see question 4.3).
- An extraordinary report must be filed (in certain cases set out in the FIEL).

Large volume possession reports are required for shareholders who own more than 5% ("Large Holders") (see question 5.3).

2.13 What are the key costs?

The key costs of an M&A transaction consist of the premium paid to the target company or target shareholders and the fees for advisers, including the cost of the due diligence review.

2.14 What consents are needed?

- In principle, a merger, share exchange, or company split must be approved at a shareholders' meeting of each party. In addition, in principle, an assignment of business must be

approved at a shareholders' meeting of the assignor (and the assignee in the case of assignment of all of the business of the assignor) (see question 2.15).

- In certain cases as set forth in the AML, prior notice of a stock transfer, merger, share exchange, company split, assignment of business or issuance of shares for subscription must be filed with the FTC, and clearance must be obtained before the completion of the transaction (see question 2.3).

An approval or a licence in relation to mergers, company splits or assignment of business of certain companies must be obtained (see question 1.4).

2.15 What levels of approval or acceptance are needed?

Merger/Share Exchange/Company Split/Assignment of Business

In principle, at a shareholders' meeting of each party, an affirmative vote from shareholders comprising two thirds or more of the shareholders with voting rights present at the shareholders' meeting is required.

If the total price of the equity value of shares and/or the book value of the other consideration offered to the shareholders of an absorbed company or a wholly-owned company, or a company effecting a company split or an assignment of business, does not exceed 20% of the net assets of a surviving company, an absolute parent company, a successor company or a business assignee, approval at a shareholders' meeting of the surviving company, absolute parent company, successor company or business assignee is not required in principle (summary merger, etc. (*Kani-Soshikisaihen*)). Also, with respect to a company split and an assignment of business, if the assets succeeded to by the other party do not exceed 20% of the total assets of a predecessor company or business assignor, approval at shareholders' meetings of the predecessor company and business assignor, in principle, is not required.

With respect to a merger, company split, share exchange and assignments of business, if either party, together with its wholly-owned entity(ies), if any, holds 90% or more of the aggregate number of voting rights of another party, approval at a shareholders' meeting of such other party is not required in principle (short form merger, etc. (*Ryakushiki-Soshikisaihen*)).

Issuance of Shares for Subscription

The issuance of shares for subscription by a listed company, in principle, requires only a resolution of the target board of directors. However, if the issue price is especially favourable to the subscriber, or classified shares are issued in conjunction with an amendment to the issuer's articles of incorporation, it is necessary for the target to obtain approval at its shareholders' meeting, generally comprising two-thirds or more of the shareholders with voting rights present at the shareholders' meeting. Also, if a company issues new shares which dilute the ratio of existing shares by 25% or more, the company is additionally required to obtain and disclose either (a) an independent third party (usually a third-party committee) opinion regarding the necessity and reasonability of such issuance, or (b) a confirmation of the decision from the shareholders (e.g. at a shareholders' meeting).

2.16 When does cash consideration need to be committed and available?

Tender Offer/Issuance of Shares for Subscription

Consideration is usually cash (see question 2.6). With respect to the issuance of shares for subscription, the subscriber settles

consideration at the closing of the issuance of shares for subscription. However, if the target company is a listed company, when deciding on the issuance of shares for subscription, it must state in a timely disclosure that it has confirmed that the buyers have funds available. Therefore, in practice, a buyer needs to prepare available funds when the target company decides to make an issuance. With respect to a tender offer, the offeror settles consideration several business days after the period of the tender offer. However, an offeror needs to state the available funds comprising bank deposits, borrowed money (including that which the offeror has borrowed and will borrow), and other ways of raising funds in the registration statement for the tender offer and to attach to the registration statement copies of documents proving the available funds.

Merger/Share Exchange

In contrast, consideration is usually (only) stock, but if a buyer intends to squeeze out any remaining shareholders of the target, the bidder can use cash consideration in a cash-out-merger or a cash-out-share exchange (see question 7.4). In principle, the buyer settles consideration when the transaction closes.

3 Friendly or Hostile

3.1 Is there a choice?

It is possible to engage in a hostile transaction with respect to a stock purchase and a tender offer.

In other transactions, a buyer needs to first gain control of a majority of the target board of directors because the implementation of such transactions requires the approval of the target board of directors. In order to control the majority of the target's board of directors, a buyer may exercise its shareholder's right to make a proposal, propose the election of a sufficient number of directors of the target company, and launch a proxy fight.

3.2 Are there rules about an approach to the target?

Generally, no. However, when a target institutes guidelines against hostile takeovers ("Takeover Guidelines"), a bidder should obey such Takeover Guidelines. Generally speaking, Takeover Guidelines require that a bidder provide information related to the bidder and transaction to the target, and that a bidder wait two to three months for the target to react to the bidder's proposal as stipulated in Takeover Guidelines.

3.3 How relevant is the target board?

Stock Purchase/Tender Offer

Under the FIEL, with respect to a tender offer, the target company must file a position statement report within 10 business days from the first date of the tender offer period, and its position is generally decided by a board resolution; however, stock purchases and tender offers can be made without the approval of the target board. There are some companies that institute Takeover Guidelines, which generally stipulate that if a target board receives a proposal, the target board will decide whether such a proposal will maximise shareholder value, and announce the terms of the offer and the position of the target board.

Other Acquisition Transactions

A board resolution is required in a merger, share exchange, company split, issuance of shares for subscription and assignment of business transactions in order to conclude the agreement for the transaction.

3.4 Does the choice affect process?

See question 3.1. Please note that even if the bidder wins a proxy fight, and directors of the target are, or become friendly to, the bidder, a target's shareholder who opposes a merger, share exchange, company split or assignment of business in accordance with the Companies Act has the right to make a demand upon the target that the target purchase the shares owned by such a shareholder at a fair price.

4 Information

4.1 What information is available to a buyer?

Commercial Register

The commercial register is available at the Regional Legal Affairs Bureau and contains an outline of certain matters for each registered company.

Annual, Semi-Annual and Quarterly Securities Report

Listed companies and other companies, as prescribed in the FIEL, must file these reports. These reports must contain (i) an outline of the company, (ii) conditions of the business, (iii) conditions of facilities, and (iv) accounting conditions and other information.

These reports can be accessed free of charge on the Internet at the Electronic Disclosure for Investors' Network ("EDINET") provided by the Financial Services Agency.

Timely Disclosure and Extraordinary Reports

The SLR of each stock exchange requires that listed companies disclose, in a timely manner, information to investors that may affect their investment decisions. Timely disclosures for the past five years are available on the Internet at the Timely Disclosure Network, with a paid subscription to the Tokyo Stock Exchange (the "TSE"). Extraordinary reports disclose information regarding corporate actions or other important matters that have occurred in relation to the company that are prescribed in the FIEL. They contain information that is in some respects similar to information that must be disclosed in a timely manner, and they can be accessed free of charge on the Internet at EDINET.

4.2 Is negotiation confidential and is access restricted?

It is generally possible to conduct negotiations with a target and/or with target shareholders without any requirement for public disclosure, provided that, where the target company is a listed company, timely disclosure is required if the target company decides, or certain events occur with respect to, material facts concerning the operations, business, assets or securities of the target company that may have a significant impact on the investment decisions of investors.

4.3 When is an announcement required and what will become public?

Tender Offer

In the public notice of the commencement of a tender offer and the registration statement for a tender offer, the following information must be made public at the start of the tender offer: (i) the terms and conditions of the tender offer, including the purpose of the tender offer, the tender offer period, the price and number of shares to be

purchased; (ii) information on the offeror and the target; and (iii) the trades or agreements with the target company or target director.

Merger/Share Exchange/Company Split/Assignment of Business

If a target company decides to execute an M&A transaction, the following information must be disclosed in a timely manner: (i) the purpose and summary of the transaction; (ii) the basis of the calculation of the exchange ratio of the consideration (including the opinion of an outside adviser); (iii) a description of the parties; (iv) the status after the transaction; (v) the outline of accounting treatment; and (vi) future prospects.

Issuance of Shares for Subscription

If a target company decides to issue new shares, the following information must be disclosed in a timely manner: (i) an outline of the issuance of new shares; (ii) the reason for the issuance; (iii) the amount of funds to be collected, how the funds will be used and when the funds will be used; (iv) the conception of the rationality of the use of the funds; (v) the rationality of the terms and conditions of the allotment (including the basis for and the detailed contents of the calculation of the issue price and an opinion from a corporate statutory auditor stating that such an issue price is not especially favourable to the subscriber); (vi) a description of the subscriber, the reason why the target chose the subscriber and the retention policy of the subscriber; (vii) the status and the ratio of the major shareholders after the transaction; and (viii) the future prospects of the target company.

4.4 What if the information is wrong or changes?

If the information is incorrect or if it changes, the target company and/or the bidder must promptly disclose such change (see question 1.5).

In addition, in principle, the offeror cannot withdraw the offer or cancel the contract for the tender offer after the offeror has served a public notice of the commencement of a tender offer (see question 7.1).

5 Stakebuilding

5.1 Can shares be bought outside the offer process?

Neither the offeror nor any affiliated persons can, other than by a tender offer, purchase target shares during the tender offer period.

5.2 Can derivatives be bought outside the offer process?

Neither the offeror nor any affiliated persons can, other than by a tender offer, purchase share options, bonds with share options or other derivatives prescribed in the Cabinet Order during the tender offer period.

5.3 What are the disclosure triggers for shares and derivatives stakebuilding before the offer and during the offer period?

See question 4.3.

5.4 What are the limitations and consequences?

See questions 1.4 and 2.5. In addition, in cases where a company issues new shares which dilute the ratio to over 300%, or where the controlling shareholder of the company changes and the soundness

of the transaction with the new controlling shareholder is materially prejudiced within a period of three years after the transaction, the company may be delisted if the TSE deems necessary pursuant to the SLR.

6 Deal Protection

6.1 Are break fees available?

Yes, provided the directors of the target board do not violate their fiduciary duties or offend public order and morals. However, the offeror cannot obtain break fees from the target shareholders.

6.2 Can the target agree not to shop the company or its assets?

Yes, provided the directors of the target board do not violate their fiduciary duties.

6.3 Can the target agree to issue shares or sell assets?

Yes, with respect to the issuance of share purchase warrants. However, in the *Livedoor-Nippon Broadcasting* case (2005), the Tokyo High Court ruled that such an issuance must be suspended if the company's primary purpose is to: (i) lower the shareholding ratio of a specified shareholder fighting for the control of the company through a hostile takeover; and (ii) maintain and ensure the control of the company by present management or the specified shareholder who supports present management and has actual influence. There are a few exceptions to this rule.

The disposal of crown jewel assets requires approval by an extraordinary resolution at a shareholders' meeting as a business transfer, and gives rise to legal concerns regarding the fiduciary duties of directors.

6.4 What commitments are available to tie up a deal?

It is possible to give the right to exclusive negotiation to the preferred bidder before the conclusion of the definitive agreement.

Upon the integration of the Mitsubishi Tokyo Financial Group ("MTFG") and the UFJ Group, UFJ Bank, a wholly-owned subsidiary of UFJ Holdings, issued preferred shares to MTFG with veto rights over amendments to the articles of incorporation, mergers, the issuance of shares for subscription, the election and removal of directors and other matters of UFJ Bank in 2004.

7 Bidder Protection

7.1 What deal conditions are permitted and is their invocation restricted?

The bidder can condition its offer by stating in a public notice announcing the commencement of a tender offer and a registration statement for such a tender offer to the effect that: (i) the offeror will not purchase any tendered shares if the total number of tendered shares is less than the number of shares it plans to purchase; and/or (ii) the offeror will not purchase more tendered shares than it plans to purchase if the total number of tendered shares is greater than the number of shares it plans to purchase; provided, however, that if the offeror intends to obtain a Total Voting Ratio greater than two

thirds by means of a tender offer, the offeror must purchase all of the tendered shares.

In addition, the bidder can withdraw a tender offer in the following cases:

- (a) if any important matter prescribed in the Cabinet Order that seriously hinders the accomplishment of the purpose of the bidder, such as a share split, allotment of shares or share options without contributions, issuance of shares or share options, disposition or assignment of material assets, large amount of borrowing or other important change in relation to the business or property of the target company or failure of the bidder to obtain clearance by the FTC or other necessary permission or approval of an administrative agency, takes place in relation to the target company; or
- (b) if any important change prescribed in the Cabinet Order takes place in relation to the bidder.

However, if a bidder intends to withdraw in the event of (a) above, it is necessary for the bidder to stipulate this in the public notice of the commencement of a tender offer and the registration statement for a tender offer.

In cases where the bidder withdraws a tender offer, the bidder should give public notice of its intention to withdraw the tender offer, the reason thereof and other matters specified by the FIEL and the Cabinet Order, and submit a written withdrawal of tender offer to the Prime Minister.

7.2 What control does the bidder have over the target during the process?

The bidder can change certain purchase conditions by serving a public notice during the tender offer period; this excludes changes with respect to a reduction of the purchase price and the number of shares to be purchased, curtailment of the tender offer period, etc.

However, under the FIEL, the bidder can reduce the purchase price if the bidder stipulates in a public notice of commencement of the tender offer and the registration statement for the tender offer that the bidder may reduce the purchase price if the target company conducts a share split, etc., during the tender offer.

7.3 When does control pass to the bidder?

Control of the target company will pass to the bidder when the target board is majority-controlled by the bidder after the M&A transaction.

7.4 How can the bidder get 100% control?

The bidder may squeeze out any remaining shareholders of the target by taking one of the following measures:

- share exchange with the target company;
- cash-out-merger, triangular merger, cash-out-share exchange, or triangular share exchange;
- stock purchase after stock transfer or incorporation-type company split;
- consolidation of the target's outstanding shares;
- a bidder who has acquired no less than nine tenths of the votes of all shareholders may demand that the remaining shareholders sell their shares to the bidder following a resolution of the board of directors of the target; or
- conversion of the target's outstanding shares to special class shares with a call option exercisable by the target company

after the tender offer, and the target company exercises the call option with fractional shares allotted to the target's minority shareholders. The target company sells the fractional shares to the bidder with the permission of the court, followed by minority shareholders receiving the proceeds from such a sale on a *pro rata* basis.

8 Target Defences

8.1 Does the board of the target have to publicise discussions?

Generally, no. See questions 4.2 and 3.3.

8.2 What can the target do to resist change of control?

The target company can, subject to the directors' fiduciary duties, take the following actions under the Companies Act:

- institute a rights plan using share options with discriminatory conditions, under which only certain shareholders can exercise the share options;
- amend its articles of incorporation to alter the necessary requirements for resolutions for the removal of directors or approvals of mergers, etc.;
- grant share options with a call option exercisable by the company and/or a put option exercisable by the shareholder with discriminatory conditions;
- issue new shares or classified shares with veto rights concerning certain transactions to an amicable third party; and
- merge, conduct a share exchange or form a joint holding company by stock-transfer with an amicable company.

8.3 Is it a fair fight?

Generally, the target board, with the opinion of an outside adviser, decides whether a proposal will maximise shareholder value (see question 3.3).

9 Other Useful Facts

9.1 What are the major influences on the success of an acquisition?

- Communication with the target board.
- Price of the acquisition (including the premium).
- Prospective synergies between the businesses of the target company and the bidder.
- Employee assent and the integration of corporate cultures.

9.2 What happens if it fails?

A bidder is not prohibited from making a new offer for the target if its initial bid fails. Alternatively, the bidder can dispose of the shares acquired (in many cases, at a minority discount price). Upon such disposition, if the bidder holds one third of the voting rights of the target company and would like to dispose of all of such shares, a purchaser must make a tender offer (see question 2.5).

10 Updates

10.1 Please provide a summary of any relevant new law or practices in M&A in your jurisdiction.

The revised Companies Act took effect on May 1, 2015. The revised Companies Act has an impact on M&A transactions as follows:

- In cases where a public company allocates new shares to a third party, after which the third party holds more than one-half of the votes of all shareholders, shareholder approval is required if shareholders having no fewer than one-tenth of the votes of all shareholders object to the allocation.
- Under the former Companies Act, a shareholders' meeting resolution was not required to transfer shares of a subsidiary company. However, under the revised Companies Act, a shareholders' meeting resolution is required to transfer shares of a subsidiary company in cases where (i) the book value of the shares of the subsidiary company exceeds 20% of the total asset amount of the parent company, and (ii) the parent company ceases to hold a majority of the voting rights due to the transfer.
- Under the former Companies Act, a consolidation of shares was not be used to squeeze out the remaining shareholders of the target after the tender offer because appraisal rights were not granted to the minority shareholders upon the consolidation of shares; therefore, there was insufficient protection of minority shareholders' rights. However, a consolidation of shares can be used to squeeze out the remaining shareholders of the target under the revised Companies Act because appraisal rights are granted to the minority shareholders upon the consolidation of shares under the revised Companies Act. Indeed, a consolidation of shares is used in almost all cash squeeze-out cases after the revised Companies Act took effect.
- Although such a squeeze-out method was not permitted under the former Companies Act, the revised Companies Act established a new method for a bidder to squeeze out

any remaining shareholders of the target, whereby following a resolution of the board of directors of the target, a bidder who has acquired no less than nine-tenths of the votes of all shareholders may demand that the remaining shareholders sell their shares to the bidder. In tender offers conducted under the revised Companies Act, such a squeeze-out method has been used when a bidder acquires through the tender offer no less than nine tenths of the votes of all shareholders.

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