Japan's Enduring Consulting Institution

Tanabe Consulting Group draws on decades of experience and a global network to support strategy, digital transformation and organizational reform. BY CIAN O'NEILL AND BERNARD THOMPSON

A pioneer in Japanese strategy consulting since 1957

Since its founding in 1957, Tanabe Consulting Group (TCG) has helped companies transform and grow, serving as "Business Doctors" dedicated to helping businesses overcome challenges. The group has more than 1,000 professionals working across five consulting areas: strategy, digital transformation and AI transformation, human resources, corporate finance and mergers and acquisitions and branding and public relations. TCG has supported more than 22,100 companies. For the fiscal year ended March 2026, it reported consolidated revenue of ¥16.282 billion ($102 million) and operating profit of ¥1.813 billion ($11.6 million), both record highs.

Nearly 70 years of understanding Japanese business

TCG's management philosophy begins with a message: "We love companies. Walk together with companies. And work for company prosperity." Guided by this philosophy, the group draws on nearly 70 years of accumulated knowledge of Japanese companies, their management practices, business models, technologies and services. It combines that understanding with its own consulting methods to support transformation and growth. TCG has 16 offices in Japan, including its headquarters in Tokyo and Osaka. The group also operates from five U.S. locations: New York, Los Angeles, Chicago, Detroit and Dallas. Partnerships with more than 30 consulting firms in other markets extend its ability to support clients worldwide.

Access to top management at 50,000 Japanese companies

TCG focuses on executives at approximately 50,000 midsize and large Japanese companies with annual revenue ranging from 3 billion yen to 1 trillion yen. It calls this its "top management approach," a focus that gives the group a distinctive position among Japan's strategy consulting firms. For companies considering doing business with Japanese partners, as well as those already operating in Japan but struggling to achieve their objectives, TCG develops strategies tailored to their products, services and business circumstances. Its support extends through implementation.

Supporting Japanese market entry and cross-border acquisitions

TCG provides comprehensive consulting services to companies seeking to enter Japan or expand their existing operations. For cross-border mergers and acquisitions, its services include market analysis, preparation of longlists and shortlists of potential partners and development of partner selection criteria. The group also arranges face-to-face meetings with prospective partners, accompanies clients and provides follow-up support. Beyond partner selection, TCG offers branding and public relations, digital marketing, employee assistance programs and recruitment support. Together, these services help companies identify suitable partners and establish their businesses in Japan. Success in the Japanese market depends on more than quality and price. Trust and an understanding of local business practices also carry considerable weight, making a partner with deep local knowledge an important factor in successful market entry.

The first call for strategy consulting

TCG aims to remain the first partner companies turn to for strategic advice, supporting overseas businesses entering or expanding in Japan and Japanese companies pursuing growth abroad. From developing management strategies to putting them into practice, the group combines its understanding of Japan with the ability to translate strategy into results, helping companies achieve sustained growth.

TCG
TANABE CONSULTING GROUP

JPX PRIME

Empowering 50,000 Companies in the Mid-Sized Enterprise Segment to Become "First Call Companies Worldwide"

Strategy & Domain	Digital・DX	HR	Finance・M&A	Brand & PR
•Business Growth Strategy •Purpose & Value •Marketing & Sales •Mid- to Long-Term Vision •Global •Government / Public Sector Support	•DX Strategy •Marketing DX •Management DX •ERP System Design •AI / AX Consulting	•HR Strategy •Human Resources System •Talent Acquisition •Talent Development & Academy •DE&I Organizational Development •Corporate well-being	•Corporate Value Vision •Holdings & Group Management •Growth / Business Succession M&A •IPO Support •Business Management Systems	•Brand Strategy •Creative Design •Strategic PR & Communications •Overseas PR & Global PR Wire •Domestic & Overseas Digital Marketing

TCG's consulting menu



TCG's global network



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TCG TANABE CONSULTING GROUP

https://www.tanabeconsulting.co.jp/en/

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