AAIC Holdings Pte, Ltd.

Company Description

AAIC (Asia Africa Investment & Consulting) is a premier global firm dedicated to catalyzing growth and innovation in the world's most dynamic emerging markets. Established in 2008 by Susumu Tsubaki, a former partner at Boston Consulting Group, AAIC was born from a vision to connect the capital, technology, and expertise of developed nations—particularly Japan—with the immense potential of the "Next 4 Billion" consumers in Asia and Africa.

A Unique Hybrid Model: Consulting and Investment What distinguishes AAIC from traditional consulting firms is its dual-engine business model. As a strategic consultancy, AAIC assists multinational corporations in navigating the complexities of emerging markets. Their services range from market entry strategies and feasibility studies to hands-on business development and M&A advisory. They don't just provide reports; they act as a strategic partner that walks alongside clients into uncharted territories.

In parallel, AAIC operates as a sophisticated investment manager. The firm made headlines with the launch of the Africa Healthcare Fund (AHF), Japan's first venture capital fund dedicated specifically to the African healthcare sector. By investing in high-growth startups—ranging from AI-driven diagnostic tools in Kenya to pharmaceutical distribution platforms in Nigeria—AAIC is fostering an ecosystem that addresses critical social needs through market-based solutions. This "skin in the game" approach gives AAIC a level of credibility and practical insight that few other firms can match.

True Local Presence and Global Expertise AAIC rejects the "fly-in, fly-out" consulting model. Instead, it prioritizes a deep local presence. With regional headquarters in Singapore and strategic offices across the African continent, including Kenya, Nigeria, South Africa, Egypt, and Rwanda, AAIC is physically embedded in the markets it serves. This extensive network allows the firm to bridge cultural and operational gaps, facilitating seamless partnerships between Japanese investors and African entrepreneurs. Their team is a diverse group of professionals who combine rigorous analytical training with local cultural intelligence.

Solving Social Challenges through Leapfrog Innovation At its core, AAIC is driven by the philosophy that business is the most sustainable tool for social transformation. They are particularly focused on "Leapfrog Innovation"—where emerging economies bypass traditional development stages by adopting cutting-edge technologies. Whether it is mobile money, telemedicine, or decentralized energy solutions, AAIC identifies and scales businesses that can solve systemic problems while generating healthy financial returns.

Company Culture and Vision The culture at AAIC is entrepreneurial, intellectual, and mission-driven. It attracts individuals who are not satisfied with conventional career paths and instead seek to be at the forefront of global economic history. As Africa is projected to host a quarter of the world's population by 2050, AAIC positions itself as the preeminent gateway for this transition. For professionals, the firm offers a rare opportunity to engage in high-level strategic work while making a tangible, positive impact on the ground in some of the world's fastest-growing economies. AAIC is more than a consulting firm; it is a co-creator of the future global economy.

Company Details

Head Office
Japan

Main Business
コンサルティング事業（新興国進出戦略、新規事業開発、M&A支援）/ 投資事業（アフリカ・ヘルスケア・ファンド等の運営・管理）/ インキュベーション事業（現地での事業立ち上げ・運営）

President
椿 進

Established
2008年

Capital
非公開

Number of Employees
11 - 50

URL
https://aa-ic.com/

Offices

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