

Reasons to Enter Joint Venture

Access, combine, or co-develop capabilities



JVs allow parties with complementary capabilities to meld their skills to be able to deliver to customers in ways they otherwise could not on their own

Access capital, share costs and risks, limit liabilities



JVs can spread risk and potential liabilities across several partners instead of having one company hold 100% of the risk; similarly, JVs can spread capital costs across partners, thus reducing the cost for any single partner

Monetize assets or manage staged-exit or buyout



JVs can allow a company to partially monetize an existing asset by selling a partial stake in the company. This "JV-as-a-stepping-stone" approach can result from a staged-exit or buyout

Access markets



JVs often provide partners with access to new geographies (local or international), that they otherwise would not have been able to enter as easily on their own

Meet regulatory requirements



Certain regulatory regimes may require or make it advantageous to use a JV; for example, some emerging markets require companies to have a local partner or other industry-specific incentives that can be accessed only through a JV structure

Realize tax, accounting, or financial engineering goals



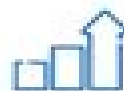
Companies may prefer the JV structure when there are tax, accounting, or other financial reasons to use the structure (e.g., having a minority stake in a JV may allow a partner to not need to consolidate the JV's revenue with its own, if desired)

Access products and services



Through the JV, the partners can expand the products and services they provide by strategic partnering with those who have access to relevant customers

Gain Scale



Companies can partner to gain economies of scale or obtain other synergies that reduce operating or capital costs; for example, consolidation JVs are often used to create scale

Set standards and shape markets



Consortiums of stakeholders may come together to set consistent industry standards or to structure new markets. For example, JVs providing tech services may have the ability to set industry standards

Need Of Joint Venture Find Out What Is Joint Venture

Michael Brown



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