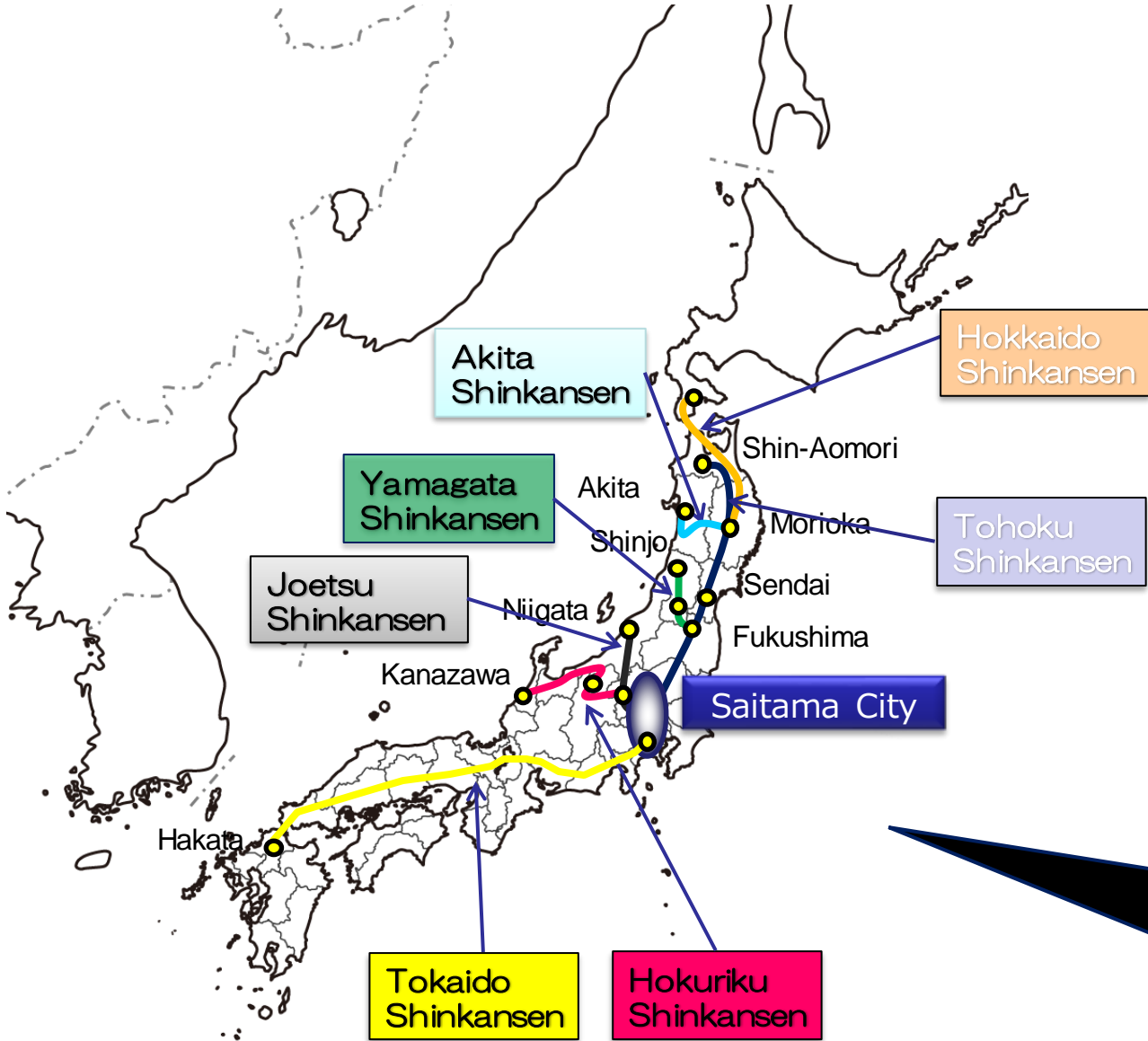


German Industry Cluster and Saitama City Cooperation in Medical Healthcare Area

Business Development Division, Saitama City
Nobuyuki Shibuya
Assistant Director



Saitama City at the Center of Japan



Location of Saitama City



Saitama City

- Total Population : 1, 331,797 (as of 1 Nov. 2021)
the 9th largest



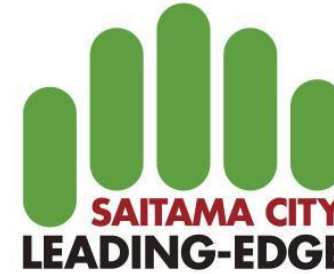
- Wholesale, retail and service businesses are the majority.
Concentration of manufacturing companies with highly original
and innovative technologies.
98.7% of businesses in the city are SMEs.

- One of the richest natural resources in the Tokyo metropolitan area
Valuable large-scale green space left in the metropolitan area

Minuma Tanbo (approx. 1,260ha)

- Diverse historical and cultural resources
Bonsai, doll making, football, etc.

技術で世界にサプライズを

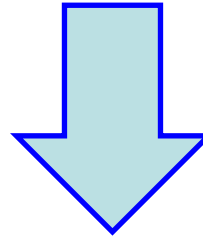


Why Germany as our partner?

- To absorb overseas advanced technologies and increase competitiveness.
- Through technical cooperation, companies can aim to advance own technologies.
- With Germany as a gate, it is possible to appeal to customers of not only in Europe but also in the world.

How the exchange started?

- Adoption for JETRO RIT (Regional Industry Tie-up)-related project for 3 years from FY2011. Execution for 4 years in total.
- 2014: signing of MoU for economic area with 2 Nürnberg regional industry clusters.



MoU with Medical Cluster in July 2014



MoU with Mechatronics Cluster in Feb. 2014



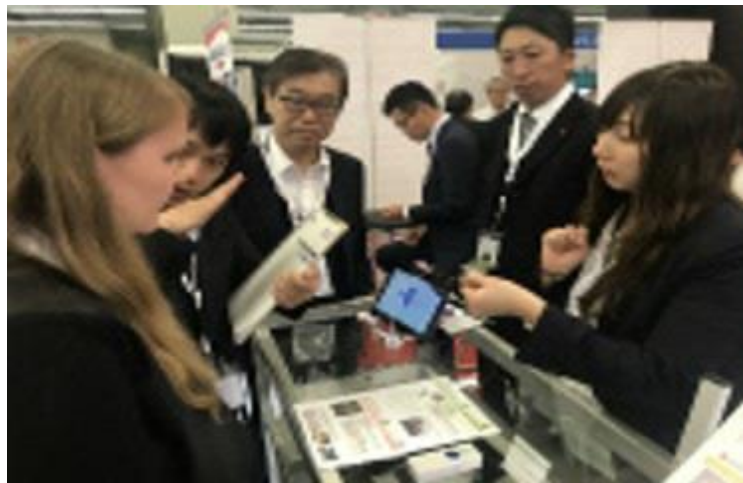
Objective of Economic Cooperation Signing

Through strong regional cooperation mainly in the area of economy, companies of Saitama and German industry clusters make foundation for technical exchange and collaboration even more solid and aim at product development that can compete on global markets.

Participation in International Messe



Invitation of Experts / German Companies





e.g.: Activities in FY2019

Delegation from Germany

FUTURE OF WORK



Delegation from Japan

20 – 24 May@Nürnberg
Medtec LIVE Participation

4 – 8 June@Augsburg
HR Development Program: Boot Camp



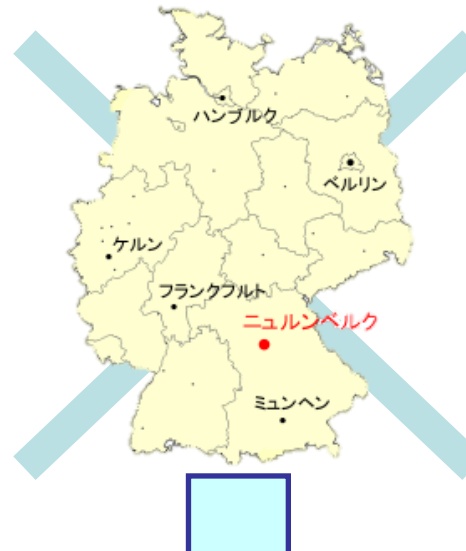
19 – 22 November@Düsseldorf
MEDICA/COMPAMED Participation

25 - 28 November@ Nürnberg
Japan-Germany Industry-Academia Cooperation Project Workshop

17 – 21 February
Expert Invitation (from Forum MedTeck Pharma)

◎ Key Bases of 2 Industry Clusters under MoU

- Forum MedTeck Pharma: Office Set-up
- Mechatronik & Automation: Opening of Office (at the time of MoU)
- 2 industry clusters organize trade fairs and business meeting events in the city of Nürnberg. Many Saitama companies take part in those events.
- Acceleration of industry-academia cooperation with Friedrich-Alexander-Universität Erlangen-Nürnberg (FAU), based in the Nürnberg region.



◎ Good Relationship with Nürnberg Chamber of Commerce

- Organization of MoU Partner
- Company of Saitama moved into the Incubation Facility, opened jointly by the city and the Chamber of Commerce.
- Key member of Chamber of Commerce and Mechatronik cluster board member company Baumüller and Saitama City signed a distributor contract.
- Introduction to a person in charge of economy at the city of Nürnberg and bridging for inter-city collaboration.

Signing of MoU for Economic Cooperation with Nürnberg, Bavaria



MoU Signing Ceremony, Nov. 2019

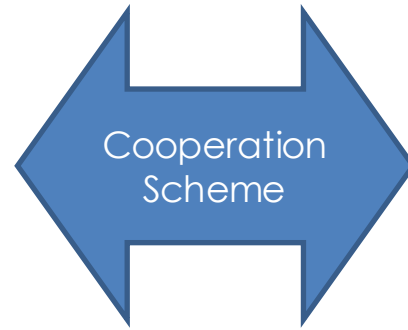
Japan, Saitama



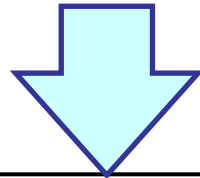
Saitama City



**Saitama City Foundation
for Business Creation**



- Business Match
- HR Development
- Joint Research
- Technical Exchange



**Contribution to the Internationalization of
Companies of both Regions**

**Promotion of International Industry-
Academia Collaboration**

**Cultural Exchange among Students (including studying abroad)
Exchange through Sports (football, basketball, etc.) by Students and others**

Germany, Nürnberg

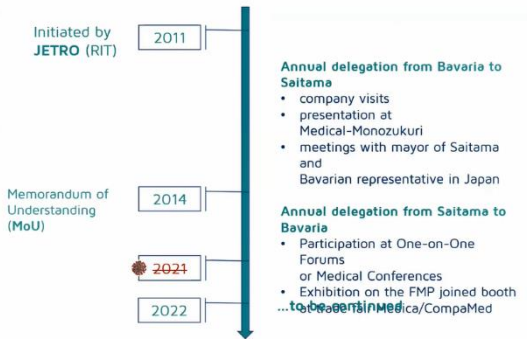







Medical Technology in Bavaria

Co-operation between Saitama and Bavaria since 2011



[Discover the economic potential of Bavaria and the European Metropolitan Region of Nuremberg!]

26 November 2021



Thank you for Listening!