

Destination Europe

The EU Single Market: an attractive destination for Japanese FDI

～魅力ある海外直接投資先としての欧州単一市場～



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EU: an Attractive Destination for Japanese FDI ～ 魅力ある海外直接投資先としての欧州単一市場

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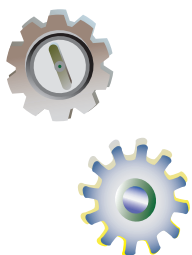
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The EU-Japan Centre for Industrial Cooperation is a unique venture between the European Commission (Directorate General for Enterprise & Industry) and the Japanese Government (Ministry of Economy, Trade & Industry). With two offices (Tokyo and Brussels), it is co-financed and co-managed by both Authorities. It was established in 1987 as a non-profit organisation.

日欧産業協力センターは、欧州委員会（企業・産業総局）と日本政府（経済産業省）の間で設立されたユニークな事業団体です。

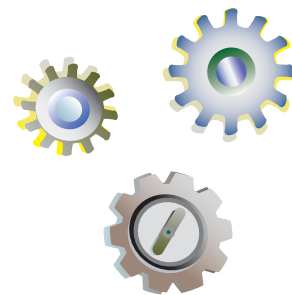
東京とブリュッセルにそれぞれ事務所を置き、両国政府によって共同出資・共同運営されています。非営利団体として 1987 年に設立されました。

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FOREWORD

はじめに



It is my pleasure to present this brief information material on the European Union as an attractive destination for Japanese investments. The European Union has historically been a major destination for foreign direct investment, offering Japanese companies the benefits of a Single Market of more than 500 million people. At the same time, I firmly believe that there is still a considerable potential for further expansion of Japanese investment activity in the EU Member States, now that the economies of Japan and the EU are on the way to becoming even more integrated as a result of the ongoing Free Trade Agreement negotiations. I have no doubt that Japanese companies and investors will find useful information about the benefits of the EU Single Market that will encourage them to invest in one or several of our 28 Member States.

Viorel ISTICIOAIA BUDURA
Ambassador of the European Union to Japan

欧州連合を魅力的な日本の投資先としてご紹介できますことを大変うれしく思います。欧州連合は、歴史的に海外直接投資の主な投資先であり、日本企業に5億人規模の単一市場の恩恵をもたらす事ができます。現在進められている自由貿易協定交渉により、日欧の経済が一体化に向かっているために、日本から欧州連合加盟国への投資がより一層促進されることと私は固く信じております。日本企業や投資をご検討の皆様が本書により、欧州の単一市場の恩恵についての有益な情報を得られ、欧州連合加盟28国中のいずれか、もしくは複数国へ投資をお考えになる契機となることを信じております。

ヴィオレル・イスティチョアイア・ブドウラ
駐日欧州連合大使

WHY EUROPE? なぜヨーロッパか?



With its highly educated population of over 500m, a GDP of over €12.97 trillion (2012)¹, constituting 23% of global nominal GDP (20% when measured in terms of purchasing power parity), the EU has the largest nominal GDP and GDP PPP in the world. A single market is maintained throughout the EU by means of a common regulatory framework

¹ <http://epp.eurostat.ec.europa.eu/tgm/refreshTableAction.do?tab=table&plugin=1&pcode=tec00001&language=en>

高い水準の教育を受けた5億人以上の人口を抱える欧州では、2012年の域内総生産は12.97兆ユーロ¹ に達し、名目総生産として世界の23% (購買力平価で換算すると20%) というのは世界で最も高い水準です。欧州連合 (EU) の単一市場はEU加盟28カ国に共通の規制枠組みを確立することによって成り立っています。どこのEU加盟国で設立された企業で

¹ <http://epp.eurostat.ec.europa.eu/tgm/refreshTableAction.do?tab=table&plugin=1&pcode=tec00001&language=en>

that applies in every single one of its 28 Member States. Any enterprise established in any EU Member State has the freedom to extend its operations throughout the Single Market, potentially reaching virtually every consumer within the EU.

The EU's modern and well-maintained transportation infrastructure² ensures easy transport of both goods and people throughout its 28 Member States and beyond. Its broad and modern network of ports and airports makes the EU a genuine crossroads for international trade³.

The EU investment policy strives to provide investors with better market access, legal certainty, and a stable, predictable, fair and properly regulated environment. As a result, the EU Member States consistently score favourably in economic openness and open market indexes such as the ICC Open Markets Index⁴ or the OECD FDI Regulatory Restrictiveness Index⁵.

At the same time, despite all the trade and investment opportunities available, there is still a considerable unfulfilled economic and investment potential⁶. All EU Member States and regions offer their own comparative advantages to potential investors, in terms of investment facilities, industrial tradition and technological specialisation,

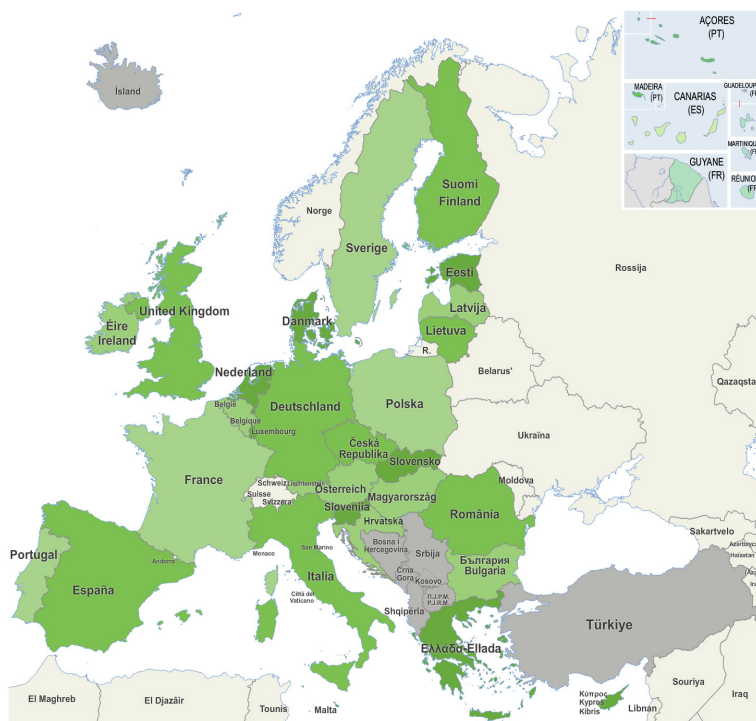
も、単一市場内での事業拡大が自由にでき、EU域内のほぼ全ての消費者と結びつく事が可能となります。

EUの管理の行き届いた最新の交通インフラ² は、EU域内外への物や人の円滑な輸送を保障します。その幅広く最新の港や空港のネットワークにより、EUは文字通り世界貿易³ の十字路となっています。

EUの投資政策は、よりよい市場へのアクセスと、法的安定性、安定かつ予測可能であり、公正かつ適正な規制環境を投資家に提供することに大きな努力を払っています。その結果、EU加盟国はICC市場開放度指数⁴ やOECD直接投資制限指数⁵ などの経済開放指数や市場開放度についての指標で常に高評価を得ています。

同時に、貿易投資の機会が開かれているにもかかわらず、EU域内にはまだ、経済、投資への可能性を秘めた未開拓な貿易投資市場が多く存在しています⁶。全てのEU加盟国と地域はそれぞれ、各種投資促進措置、産業における伝統と技術の専門性、地理的立地性などにおいて、投資家に独自の強みを提供しています。EUの爆発的拡大

(2004年(10ヶ国)及び



Source: http://europa.eu/about-eu/countries/index_en.htm

2007年(2ヶ国)) では中・東欧諸国から12カ国が加盟した事

2 The EU 27 have 5,000,000 km of paved roads, of which 65,100 km are motorways; 212,800 km of rail lines, of which 110,458 km electrified; and 42,709 km of navigable inland waterways.

3 http://europa.eu/rapid/press-release_MEMO-13-897_en.htm and http://ec.europa.eu/transport/themes/infrastructure/index_en.htm

4 <http://www.iccwbo.org/Global-influence/G20/Reports-and-Products/Open-Markets-Index>

5 <http://www.oecd.org/investment/fdiindex.htm>

6 http://trade.ec.europa.eu/doclib/docs/2012/july/tradoc_149809.pdf

2 EU27カ国には6万5千キロもの高速道路を含む500万キロの舗装道路; 11万458キロの電鉄を含む21万2800キロの鉄道; そして4万2709キロの航行可能な内陸水路がある

3 http://europa.eu/rapid/press-release_MEMO-13-897_en.htm および http://ec.europa.eu/transport/themes/infrastructure/index_en.htm

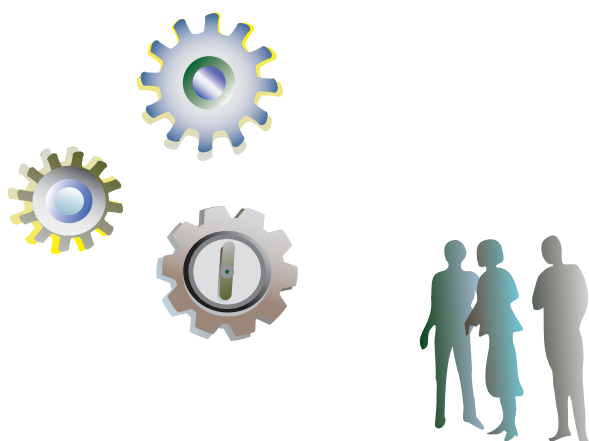
4 <http://www.iccwbo.org/Global-influence/G20/Reports-and-Products/Open-Markets-Index>

5 <http://www.oecd.org/investment/fdiindex.htm>

6 http://trade.ec.europa.eu/doclib/docs/2012/july/tradoc_149809.pdf

geographical location, etc. The ‘big bang’ enlargements of 2004 and 2007, in which a total of 12 countries from Central and Eastern Europe joined the EU, still provide many unexplored opportunities. Moreover, further investment opportunities are expected to be brought by future EU enlargements. This huge investment potential has not gone unnoticed by Japanese enterprises, as confirmed by the steady rise of Japanese FDI into the EU Member States. Japanese companies are increasingly seeking to grow their international operations in order to tap into global economic growth opportunities, and are thereby acquiring European companies for their market access, technology and global business footprint. Currently, the EU is Japan’s third largest trading partner after China and the US, while Japan is the EU’s seventh largest partner. In 2012, the total investment stock of Japanese companies in the EU reached around €150 billion¹.

により、発展性の高い投資市場も出現しました。また更なるEUの拡大に伴い、投資機会の拡大が見込まれています。日本企業からEU加盟国への海外直接投資の増加から確かめられるように、膨大な投資への可能性を日本の企業も見過していません。海外の経済成長の波に乗るべく、日本企業の多くはますます海外事業展開に目を向けており、EU市場への参入、技術的發展、更には世界的事業の足場として、様々なEU企業の買収に乗り出しています。現在、EUは米国、中国に次ぐ日本の第3位の貿易相手国であり、日本はEUの第7位の貿易相手国であります。2012年には日本企業のEUに対する投資株は約1500億ユーロ¹までに上りました。



1 <http://EU-Japan.com/investment>

1 <http://EU-Japan.com/investment>

EU FDI POLICY & THE SINGLE MARKET

EU 海外直接投資政策と単一市場

The fact that since December 2009, foreign direct investment (FDI) has been considered part of the EU's common trade policy² means that EU-level policy supports the actions taken at Member State and regional level to promote investment opportunities. The EU-level policy will improve the treatment of foreign investors in the EU and ensure that they benefit from uniform and optimal conditions across the Internal Market through:

- Focussing on long-term investment, generating stable employment and growth;
- Improving market access and ensuring that foreign investments are treated like domestic ones;
- Fostering transparency by clarifying the regulatory framework;
- Ensuring that host and home states fully retain their rights to regulate domestic sectors;
- Freeing the flow of payments and investment-related capital movements, whilst reserving the possibility of taking safeguard measures in exceptional circumstances; and,
- Facilitating the movement of investment-related persons ('key personnel').

It should be underlined that while it is the EU's responsibility to promote the European model and the Single Market as a destination for foreign investors, EU investment policy only supports and complements the bulk of European investment promotion activities that are being undertaken individually by the Member States (or at a sub-national level) who use trade and export promotion tools (e.g. investment incentives, assistance, support schemes) to engage competitively in the promotion of inward and outward FDI.

2009年より海外直接投資がEUの共通通商政策の一部² として取り入れられたことは、EU加盟国または各地域レベルで投資を誘致することがEUレベルの政策でサポートされることを意味します。EUレベルの政策は海外投資者のEUにおける投資環境を改善し、域内市場において不変かつ最適な条件を享受できることを次の項目によって保障します:

- 長期的投資への取り組みによる成長と雇用の安定化;
- 市場へのアクセスを改善し、海外からの投資と国内投資の平等な待遇
- 規制体制の明確化と透明性の向上
- 投資受入国または登録国が国内企業の規制権利を完全に保持
- 保障措置の可能性を担保にし、支払いや投資に関連した資金の移動の自由化
- 投資に関連する主要人員などの移動を容易化

EUは統合モデルや単一市場を海外投資家の投資先として推進することに責任を持つものの、EUの投資政策は加盟国またはその加盟国内地域がそれぞれ貿易、輸出促進政策(投資奨励金、補助、サポート体制)を用い、競争原理にのっとり対内・対外直接投資促進に取り組んでいる大部分のEU域内投資誘致活動をサポートし、補完するものでしかないことを強調します

EUの単一市場の要となっているのが“4つの自由”すなわち人、物、サービス、資本の自由な移動です。これらの4つの自由は法的に保障されており、そのため国境を越えた容易かつ安価な商業活動が可能となります。加盟国が物の自由な動きを抑制することができるのは公衆衛生や環境問題、また消費者保護などに関する例外的な状況下のみで

² Entry into force of the Treaty of Lisbon (Article 207 addresses FDI and the Common Commercial Policy)

² リスボン条約の効力発生(第207条、海外直接投資と共通通商政策記載)

Underpinning the EU Single Market are the ‘four freedoms’ (free movement of people, goods, services and capital). These freedoms are guaranteed in law and make it much easier and cheaper for businesses to do business across borders. Member States can only restrict the free movement of goods in exceptional circumstances such as relating to public health, environment or consumer protection. 70% of EU economic activity relates to services. EU law guarantees EU companies (including those arising from inward FDI) the freedom to establish themselves in other Member States and to provide services on their territories.

The EU ensures protection of intellectual property rights (IPR) and patents. Technical inventions can currently be protected by national patents (granted by the competent national authority) or by European patents (granted by the EPO). Soon a ‘one-stop shop’ option will be available; legislation creating a “European patent with unitary effect”, protecting an invention across 25 EU Member States, is currently being ratified.

Horizon 2020 is the EU’s flagship programme to promote research and innovation, ensuring Europe produces world-class science, removes barriers to innovation and facilitates public-private action to deliver innovation. Over 7 years (2014 to 2020), €80 billion of public funding will be made available. Whilst Horizon 2020 is open to participation from entities across the world – including Japan – EU public funding is only available to Japanese research entities based in Japan under specific conditions¹. However, Japanese affiliates based in an EU Member State enjoy the same eligibility to public funding as domestic EU researchers.

題、また消費者保護などに関する例外的な状況下のみです。EU経済活動の70%はサービス関連であり、EU法は外国からの直接投資によって設立されたものを含むEU域内の企業に、他の加盟国において起業しその域内でサービスを提供する自由を保障しています。

EUは知的財産や特許の保護を保障しています。現段階では、技術的な発明は国別特許(各国当局が特許権を与える)または欧州特許(欧州特許庁(EPO)が権利を与える)によって守ることができますが、近いうちに統一特許制度を選ぶことが可能となります。

発明を保護するため、現在(イタリア、スペイン、クロアチアを除く)25の加盟国において欧州単一効特許を導入するための法律の批准手続が進行しています。

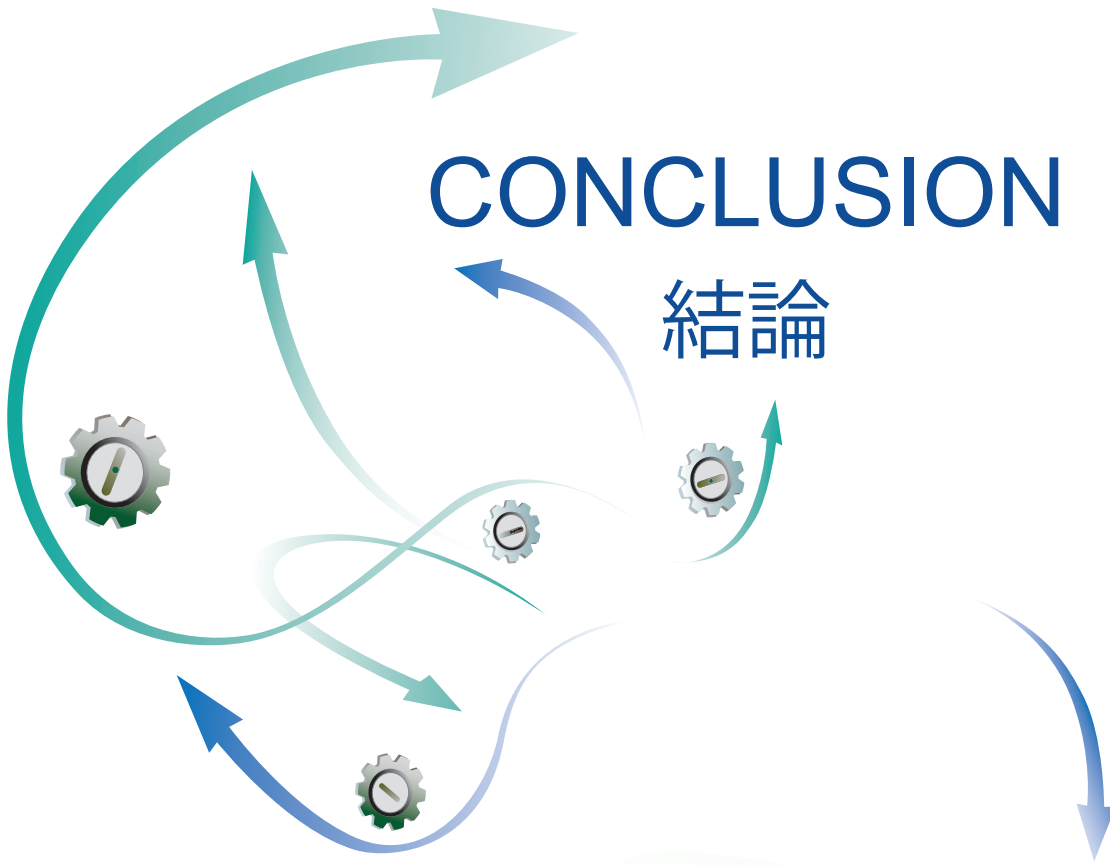
「Horizon2020」は研究とイノベーションを推進するためのEUの旗艦プログラムで、ヨーロッパが世界最高レベルの科学を生み出し、イノベーションへの障壁をなくし、イノベーションを実現するための官民協力を促進するものです。2014年から2020年の7年にわたり総額800億ユーロの公的助成がなされます。Horizon 2020は、日本を含む世界中からの参加に門戸を開いていますが、日本に設立された研究機関がEUの公的助成を受けられるのは特別な場合¹に限られています。しかしながら、EU加盟国に所在する日本企業の関連会社はEU域内の研究機関と同様に助成措置を受けることができます。

1 Where such funding is provided for in a bilateral EU-Japan scientific / technological agreement or similar; where the call for proposals clearly states that applicants based in Japan are eligible for funding and where the participation of Japanese researchers in Japan is deemed essential for carrying out the action.

1 日EU二極間の科学・技術協力協定やそれに準ずるものにより助成がなされる場合、Horizon 2020の公募に日本機関の参加が助成対象になると明記されている場合、また日本の研究機関の参加が事業を行うに不可欠であると判断される場合

CONCLUSION

結論

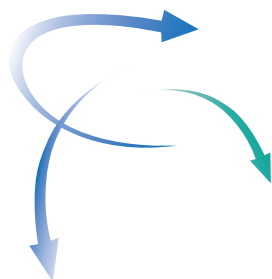


In a nutshell, there are multiple benefits of the EU Single Market for Japanese investors:

- * Trade within the EU has become much easier. The absence of border bureaucracy has cut delivery times and reduced costs. Before the frontiers came down, the tax system alone required 60m customs clearance documents annually – these are no longer needed.
- * The mutual recognition principle means that, in most cases, companies once registered in one of the EU Member States, can do business across the whole EU Single Market by complying with the rules in their base Member State.

端的に、EUの単一市場における日本の投資者や今後投資をする人々に与えられる便益は多岐にわたる：

- * EU内の貿易の容易化。国境を超える事務手続きがなくなったために、輸送時間が短くなり、コストも減少した。国境が撤去される以前には税制だけで通関業務用に必要であった年間6000万枚ほどの書類が不必要となった。
- * 盟国内で一度登録した企業は、相互承認原則に基づき、登録元の加盟国の規制に遵守する事により、EU域内で同様に業務を遂行できる。
- * 5カ国以上のEU加盟国に輸出をしている企業の大半が単一市場が国境を越えた取引に伴う売上高の増加に大きく貢献していると認識している。



* Most companies exporting to more than 5 EU Member States confirmed that the Single Market had helped to boost their cross-border sales.

* In many cases EU Directives and Regulations replace, with a single framework, a large number of complex and different national laws – thus greatly reducing the compliance costs for businesses.

* Companies are now able to bid for contracts to supply goods and services to public authorities in other Member States, thanks to the opening up of public procurement within the EU Single Market.

* The introduction of the new EU Unitary Patent will reduce IPR protection costs by up to 80% and will also bring about a significant reduction in administration, resulting in a much more attractive and competitive overall business environment.

For detailed information about investment opportunities in individual EU Member States, please refer to the information on the national investment agencies listed in the Appendix.

* EUの指令や規制が単一の枠組みのもとで、非常に多数の複雑で異なるそれぞれの国内法が置き換えられたことにより、企業の法令順守費用が大幅に削減された。

* EU単一市場内にて公共調達が開放された事により、他の加盟国における公的機関が発注する物品調達やサービスへの入札にも参加可能となった。

* EU特許統一制度の導入により、知的財産保護に係わる費用が最大80%まで削減、また事務手続きが簡素化され、より魅力的で競争力の高いビジネス環境が提供される。

それぞれの加盟国における投資機会に関する詳細な情報は、添付に記載する各加盟国投資庁の情報を参照ください。

APPENDIX ~ 参考資料 (*)

EU MEMBER STATE INVESTMENT PROMOTION AGENCIES AND CONTACT POINTS IN JAPAN

~ EU加盟国の投資促進機関と日本国内におけるコンタクトポイント ~



(*) (参考資料は英語版のみでのご提供となります)

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Austria



Policy

Austria offers foreign investors a broad spectrum of investment incentives, grants and subsidies, for example to assist small and medium-sized enterprises, support research and development, the launching of company start-ups, as well as investment and technological promotion measures. The type of funding ranges from cash grants and interest subsidies to loan guarantees. This extensive portfolio of incentives enables companies to take advantage of incentive programs tailored to their individual requirements.

(Source: <http://www.advantageaustria.org/international/zentral/business-guide-oesterreich/investieren-in-oesterreich/standort-oesterreich/foerderungen.en.html>)

Service for foreign investors

The **Austrian Business Agency (ABA)**, a government-operated consulting firm, is the first address for international investors seeking information about business in Austria. It is owned and operated by the republic of Austria, and reports directly to the Austrian Ministry of Economy, Family and Youth. It offers comprehensive and unbureaucratic know-how for the set-up of a company and provide information on incentives, market opportunities and corporate taxation.

URL: <http://aba.gv.at/JA/Home/default.aspx> (available in Japanese)



Incentives for FDI

ABA – Invest in Austria

Web-based PDF, free of charge, English

URL: http://aba.gv.at/uploads/Overview__Investment_incentives_10903_EN_10903_EN.pdf

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Belgium



Policy

Thanks to its strategic location in the heart of Europe, highly developed infrastructure, smart taxation system, quality of its workforce, company-friendly authorities and a high quality of life, Belgium has been a leading destination in Europe for inward investment. Close to 300 Japanese companies, employing directly about 30,000 people, are a testimony to the attractiveness of Belgium for foreign investment.

While the same tax incentives are available throughout the country, the three Regions of Belgium each have their own foreign investment agencies and strategies, as well as their own policy and rules for financial grants. Each has an office in Tokyo which can handle queries in Japanese.

(Source: <http://ib.fgov.be/en/reasons/>)

Service for foreign investors

Service for foreign investors

Federal

- General Portal for Doing Business in Belgium: <http://business.belgium.be/>
- Federal Ministry of Economy, Invest in Belgium service: <http://ib.fgov.be>
- Federal Ministry of Finance, Department for Foreign Investment: <http://minfin.fgov.be>

Regional

- **Flanders Investment & Trade (FIT)**: <http://www.investinlanders.be/en/> (available in Japanese)
- **Brussels Invest and Export (BIE)**: <http://www.investinbrussels.com>
- **Wallonia Export & Investment (AWEX)**: <http://www.investinwallonia.be/> and Japan Welcome office in Louvain-La-Neuve (available in Japanese): <http://www.investinwallonia.be/contact-us/welcome-offices/?lang=en>

Incentives for FDI

Flanders:

Flanders Investment & Trade

URL: <http://www.investinlanders.be/EN/Sector/ICT/chapter/Setting-up-your-business/page/Business-incentives> (available in Japanese)



Brussels:

Invest in Brussels (available in Japanese)

URL: <http://www.investinbrussels.com/en/index.cfm/setting-up-for-business/tax-incentives/>



Wallonia:

Wallonia Foreign Trade & Investment Agency

URL: <http://www.investinwallonia.be/why-wallonia/financial-aid/investment-aid/?lang=en>





Contact details in Japan

The offices of the three regional foreign investment agencies are located in the building of the Embassy:

Embassy of Belgium in Tokyo
5-4 Nibancho, Chiyoda-ku
Tokyo 102-0084, Japan
Tel: +81-3-3262-0191
Fax: +81-3-3262-0651
tokyo@diplobel.fed.be

Flanders Investment & Trade
c/o Embassy of Belgium in Tokyo
Government of Flanders – Belgium
5-4 Nibancho, Chiyoda-ku
Tokyo 102-0084, Japan
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Fax: +81-3-5210-5883
tokyo@fitagency.com

Invest in Brussels
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Tel: +81-3-3556-2431
Fax: +81-3-3262-4979
tokyo@brussels-japan.or.jp

Wallonia Foreign Trade & Investment Agency
5-4 Nibancho, Chiyoda-ku
Tokyo 102-0084, Japan
Tel: +81-3-3262-0951
Fax: +81-3-3262-0398
tokyo@awex-wallonia.com

Bulgaria



Policy

The Constitution of the Republic of Bulgaria and the Encouragement of Investment Act establish the principle of national treatment of foreign investments. Foreign investors have the right to carry out economic activity in the country under the same conditions that apply to Bulgarian investors, except in the cases provided for in the law. More specifically, this principle extends to the entire economic and legal sphere upon implementation of business activity. National treatment of foreign investors also includes their participation in the processes of privatisation and acquisition of shares, bonds, treasury bills and other forms of securities.

(Source: <http://www.kpmg.com/BG/en/IssuesAndInsights/ArticlesPublications/Brochures/Documents/2013-Investment-in-Bulgaria-web.pdf>)

Service for foreign investors

The **InvestBulgaria Agency (IBA)** is a government organisation, established to attract investment to Bulgaria, to assist project set-up and to ensure successful project development resulting in new jobs, exports and know-how transfer for the Bulgarian economy. It helps potential and existing investors explore the investment opportunities in Bulgaria and carry out greenfield investment projects in the country. The agency reports directly to the Bulgarian Ministry of Economy and Energy. As a government institution, it has direct access to all Bulgarian government and local institutions to facilitate the entry and development of businesses in the country.

URL: <http://investbg.government.bg/en/pages/about-82.html>



Incentives for FDI

InvestBulgaria Agency
Information on website

URL: <http://www.investbulgaria.com/BulgarianInvestmentIncentives.php>

Contact details in Bulgaria

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Sofia 1000, Bulgaria
Tel: +35-9-2985-5500
Fax: +35-9-2980-1320
iba@investbg.government.bg

Croatia



Policy

Domestic and foreign companies conduct their business activities under equal conditions. Likewise, foreign investors may establish or participate in the establishment of a company and may acquire rights and/or obligations as any other domestic investor. Furthermore, since the national treatment is applied to all forms of foreign investments, foreign investors, when executing their business activities, are considered to be domestic legal entities with all rights and obligations as applied to domestic investors. The Constitution of the Republic of Croatia provides several guarantees for foreign investors by prescribing that all rights acquired by the investment of capital cannot be restricted by law or any other legal act, and that the foreign investors are guaranteed free transfer and repatriation of profit and invested capital. Finally, Croatian Authorities have introduced a framework of incentives, grants and subsidies ranging from cash grants, interest subsidies to tax deductions that have led to a business-friendly environment.

(Source: <http://www.aik-invest.hr/en/investment-guide/foreign-investors-status/>)

Service for foreign investors

The **Agency for Investments and Competitiveness (AIK)** is an agency of the Croatian Government whose main tasks are to promote Croatia as a desirable investment destination, to proactively attract and help in implementation of investment projects as well as to enhance the competitiveness of the Croatian economy as a whole on the global level.

URL: <http://www.aik-invest.hr/en/>



Incentives for FDI

AIK – Agency for Investments and Competitiveness

Web-based PDF, free of charge, English

URL: <http://www.aik-invest.hr/wp-content/uploads/2013/01/Incentive-measures-for-investment-project.pdf>

Contact details in Japan

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Contact details in Croatia

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10 000 Zagreb

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Fax: +385 1 6286 829

info@aik-invest.hr

Cyprus



Policy

In order to further enhance the foreign investment intensity, the Government has liberalised the Foreign Direct Investment (FDI) Policy not only for EU citizens but also for investors from all other states and in most sectors of the economy as from 1st of October 2004

- Limitations related to the minimum level of investment and foreigners' participation percentage have been abolished, for most sectors of the economy, allowing for up to 100% equity participation in newly established companies or acquisition of shares in existing companies.
- Administrative procedures have been simplified and measures have been taken to streamline the infrastructure regarding foreign investment, thus reducing the level of bureaucratic intervention and fostering improved economic activity.
- Consequently, foreign companies now have the opportunity of investing and establishing business in Cyprus on equal terms with local investors.

(Source: Embassy of the Republic of Cyprus, Beijing)

Service for foreign investors

Established by the Council of Ministers in 2007, the **Cyprus Investment Promotion Agency (CIPA)** is a registered not-for-profit company. The company contributes dynamically and flexibly to the effective promotion of Cyprus as an international investment and business centre, as well as to the infusion of foreign investments in the targeted sectors by positioning Cyprus 'on the radar screen' as a competitive regional hub for a wide range of targeted sectors. CIPA fulfils a policy advocacy role by placing a special focus on the Government's strategic priorities and in such other fields which may be deemed essential for the upgrading and enrichment of the productive fabric's competitiveness. Finally, its institutional framework and operational structure enables the Government to adopt flexible procedures and methodologies in order to effectively respond to the rapidly changing demands and challenges.

URL: <http://www.investcyprus.org.cy/>



Incentives for FDI

Cyprus Investment Promotion Agency

Information on website

URL: <http://www.investcyprus.org.cy/easyconsole.cfm/id/541>

Contact details in Cyprus

Cyprus Investment Promotion Agency

Severis Building, 9 Makariou III Ave. 4th Floor,

Nicosia, 1065 Cyprus

Tel: +35-7-2244-1133

Fax: +35-7 2244-1134

info@investcyprus.org.cy

Czech Republic



Policy

Within the framework of financial support for investments, the Czech Republic provides several aid programmes for both Czech and foreign investors. These programmes are focused on various areas of business and are financed from European Union structural funds, as well as from the Czech Republic's national budget in the form of investment incentives for the manufacturing industry.

(Source: <http://www.czechinvest.org/en/financial-support-programmes> – available in Japanese)

Service for foreign investors

Established in 1992 by the Ministry of Industry and Trade, **CzechInvest** is the investment and business development agency of the Czech Republic whose services and development programmes contribute to attracting foreign investment and to developing Czech companies. Their mission is to support investment activities to the highest level of competence not only through their information service and consultancy but also by linkage with structural funds of the EU.

URL: <http://www.czechinvest.org/en> (available in Japanese)



Incentives for FDI

CzechInvest

Information on website

URL: <http://www.czechinvest.org/en/investment-incentives-new>

Contact details in Japan

CzechInvest

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Denmark



Policy

There is a great deal of focus on foreign investment initiatives in Denmark and the Danish government greatly encourages foreign investments. A wide range of sources of finance exists in Denmark, from public incentives and private investors to banks, venture capitalists and institutional investors.

(Source: http://helsinki.chamber.fi/files/3749/Country_Profile_Denmark.pdf)

Service for foreign investors

Invest in Denmark is part of the Danish Ministry of Foreign Affairs. Through active, focused marketing efforts in North America, Asia and Europe, they give foreign companies and potential investors a detailed insight into the business opportunities that Denmark offers.

URL: <http://www.investindk.dk/>



Incentives for FDI

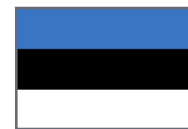
Invest in Denmark
Information on website

URL: <http://www.investindk.com/Establishing-a-business-in-Denmark/Funding-and-incentives>

Contact details in Japan

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Tokyo 150-0033, Japan
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Fax: +81-3-3496-3440

Estonia



Policy

The attractiveness of Estonia is demonstrated by the large number of foreign investors doing business here and the dominance of world-renowned foreign companies in several of Estonia's economic sectors. Foreign impact is also evident from the fact that exports represent more than 100% of Estonian GDP. In Estonia, foreign investors are treated the same as domestic ones, and European Union subsidies, for instance, are equally available for both foreign and domestic companies.

(Source: <http://www.investinestonia.com/en/>)

Service for foreign investors

The **Estonian Investment Agency** is organised as a division within Enterprise Estonia, the country's largest support institution for business and entrepreneurship. Their mission is to ensure a competitive business environment for foreign investments and trade in Estonia, to raise the profile of Estonia among key audiences, and to establish and develop business relationships with international companies.



URL: <http://investinestonia.com/>

Incentives for FDI

Estonian Investment Agency
Information on website

URL: <http://investinestonia.com/index.php/financing-a-business/178-funding-programs>

Contact details in Japan

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Finland



Policy

Foreign-owned companies can benefit from government investment incentives and access to the latest research from the extensive cooperation between Finnish universities and the private sector. Foreign investment in Finland is welcomed as a boost to the dynamism of the economy. As one of the most competitive and open economies in the world, Finland has a great deal to offer foreign investors.

(Source: <http://www.finland.org/public/default.aspx?nodeid=46138&contentlan=2&culture=en-US>)

Service for foreign investors

Invest in Finland is the government agency promoting foreign investments into Finland. It assists international companies in finding business opportunities in Finland and provides all the relevant information and guidance required to establish a business in Finland.

URL: <http://www.investinfinland.fi/>



Incentives for FDI

Invest in Finland

Information on website:

<http://www.slideshare.net/fullscreen/InvestinFinland/iif-fact-sheet-investment-incentives/1>

<http://www.investinfinland.fi/about-us/publications/85>

Contact details in Japan

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Embassy of Finland

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japan@finpro.fi

France



Policy

Investment is central to France's response to the global economic crisis and the challenges of sustainable growth. France supports investment by a series of reforms which have been initiated since 2007 to improve the competitiveness of the economy. France's desire to create a favourable business environment is demonstrated by the extent and diversity of the public financial support available. This financial aid effectively supports company start-ups, job creation, investment and the development of businesses in France. Public financial support is granted by the French state and local authorities such as regional, departmental, inter-communal or town councils. France furthermore offers a compelling tax framework for companies that set up, innovate and invest. The "National Pact for Growth, Competitiveness and Employment" of November 2012 has paved the way for further tax relief, greater stability and a vast initiative to streamline regulations and administrative formalities. A 2013 report analyses the source, nature and breakdown of foreign job-creating investments in France. 450 Japanese companies are established in France as of end 2013, representing 700 sites employing 72,000 people.

(Sources: <http://www.oecd.org/eco/surveys/Overview%20France%202013.pdf>; <http://www.invest-in-france.org/us/news/paris,-april-29,-2014-publication-of-the-2013-report-job-creating-foreign-investment-in-france.html>)

Service for foreign investors

Created in 2001, the **Invest in France Agency (IFA)** is a public-private body, which reports to the French Finance Minister and the Minister responsible for Regional Development. The IFA is responsible for promoting, prospecting and facilitating international investment in France, and for the economic attractiveness and image of the country. The IFA network operates on an international, national and regional basis. The agency works in close partnership with regional development agencies to offer international investors outstanding business opportunities and customised services. URL: <http://www.invest-in-france.org/us> (available in Japanese)



Incentives for FDI

Invest in France Agency

Web based PDF brochure (available in French, English and Japanese)

URL: <http://www.invest-in-france.org/Medias/Publications/862/doing-business-in-france-2013.pdf>

Contact details in Japan

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japan@investinfrance.org

Germany



Policy

Germany offers numerous incentives for foreign investors. There is a variety of programs available, designed to fit the needs of diverse economic activities at different stages of the investment process. The available incentives can be grouped into two overall packages: the investment incentives package, which includes different measures and programs to reimburse investment costs; and the operational incentives package, containing programs to subsidise costs once the location-based investment has been realised. Funds are provided by the German government, the individual federal states, and the European Union (EU). These are predominantly aimed at new investments geared towards fostering economic growth. In addition, Germany and its individual states make their own incentives funds available.

(Source: <http://www.gtai.de/GTAI/Navigation/EN/Invest/Investment-guide/incentive-programs.html>)

Service for foreign investors

Germany Trade and Invest is the foreign trade and inward investment agency of the Federal Republic of Germany. Its mission is to promote Germany as a location for industrial and technological investments and to identify investors for the German market. The organisation advises foreign companies looking to expand their business activities in the German market.

URL: <http://www.gtai.de/GTAI/Navigation/EN/trade.html> (available in Japanese)



Incentives for FDI

Germany Trade & Invest

Information on website

URL: <http://www.gtai.de/GTAI/Navigation/EN/Invest/Investment-guide/incentive-programs.html>

Contact details in Japan

Delegation of German Industry & Commerce Japan

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Greece



Policy

Greece's Investment Incentives Law provides for the incentives available to domestic and foreign investors. The incentives on offer are among the most competitive in the European Union. Investors may take advantage of cash grants and/or leasing subsidies and/or tax allowances through the creation of a tax reserve. The benefit in each instance may go up to 55% of the overall investment cost. Greece's Fast Track law streamlines the licensing procedure for Strategic Investments, making the process easier, smoother and more attractive, and abolishes critical obstacles that have inhibited major investment in Greece. Adopting a friendlier stance towards those who wish to own real estate or invest in Greece, the government instated a procedure to provide permanent residence permits, which can be renewed every five years, to owners of real estate, the value of which exceeds €250,000, by third-country citizens, or for executives of Strategic Investment projects.

Service for foreign investors

Greece's official invest & trade agency, **Enterprise Greece**, offers the services of investor-centred professionals who are ready to assist investors in all their investment plans, at every stage of the process. It offers assistance, analysis, advice, and aftercare to investors who would like to grow their business in Greece and in the greater region of Southeast Europe and the Eastern Mediterranean. In addition, as of April 2013, Enterprise Greece provides the service of an Investor Ombudsman, mediating issues between investors and State authorities.

Enterprise Greece
INVEST & TRADE

URL: <http://www.investingreece.gov.gr/default.asp?pid=100&la=1>

Incentives for FDI

Enterprise Greece
Information on website

URL: <http://www.investingreece.gov.gr/default.asp?pid=22&la=1>

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gremb.tok@mfa.gr

Contact details in Greece

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info@enterprisegreece.gov.gr
<http://www.enterprisegreece.gov.gr>

Hungary



Policy

The Hungarian Government is committed to ease doing business and to increase the competitiveness of both SMEs and large enterprises in Hungary. Its focus is on high value added activities, like shared service centres, research and development, and high value added production. As a member of the European Union, Hungary can offer a broad scale of subsidies. An investment of a large enterprise – depending on the location – can be entitled to receive state subsidies of up to 50% of the eligible costs of the investment.

The legal basis for all investment subsidies within Hungary is provided by the common legal framework of the European Union. The Hungarian Act on Foreign Investment specifies that investments made by non-residents enjoy full legal protection and security. Bilateral treaties in force guarantee additional protection for foreign investors.

(Source: <http://www.hita.hu/en/Content.aspx?ContentID=220482e5-5231-4d5f-bf8a-bbe11268d14a>)

Service for foreign investors

The **Hungarian Investment and Trade Agency (HITA)** was founded by the Hungarian government to promote the international business activities of Hungarian small and medium-sized enterprises and to encourage foreign businesses to invest in Hungary. HITA started operating on 1 January 2011.

Currently it has about 150 employees to assist foreign investors with the preparations of their investment projects in Hungary and to support export activities of Hungarian SMEs. The priorities of the Hungarian Investment and Trade Agency are in line with Széchenyi Plan and the country's foreign economic strategy: keep and strengthen positions in traditional export markets (e.g. Germany and neighbouring countries), and enter new, dynamically growing, emerging markets (e.g. Balkans, Eastern Europe, Far East).

URL: <http://www.hita.hu/>



Incentives for FDI

Hungarian Investment and Trade Agency

Web-based PDF, free of charge, English

URL: <http://www.hita.hu/Content.aspx?ContentID=220482e5-5231-4d5f-bf8a-bbe11268d14a>

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Ireland



Policy

A competitive economy in many respects, Ireland offers a globally competitive corporation tax rate of 12.5%, high overall productivity levels, a well-educated and young workforce and a smart approach to business regulation. Ireland's approach and commitment to business has continually ensured positive returns from investment in Ireland. Ireland's financial support systems for employment, training, research and development underline the government's determination to continually enhance the country's attractiveness to overseas companies. An R&D tax credit of 25% is also available for corporations engaging in R&D activities.

(Source: <http://www.idaireland.com/news-media/publications/library-publications/ida-ireland-publications/IDA%20Ireland%20General%20Brochure.pdf> – available in Japanese)

Service for foreign investors

IDA Ireland is Ireland's inward investment promotion agency. The agency works with foreign companies to secure new investment and collaborates with existing foreign investors in Ireland to help expand and develop their businesses. IDA works in collaboration with other State agencies such as Science Foundation Ireland (SFI), Sustainable Energy Ireland (SEI) and Enterprise Ireland (EI) to coordinate developments in Foreign Direct Investment.

URL: <http://www.idaireland.com/> (available in Japanese)



Incentives for FDI

IDA Ireland

Information on website

URL: <http://www.idaireland.com/ida-ireland/existing-clients-grants/>

Contact details in Japan

Ireland Investment Promotion Agency

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2-10-7 Kojimachi, Chiyoda-ku

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Italy



Policy

With almost 60m consumers, the Italian market offers countless opportunities to businesses in expansion. Thanks to its strategic location in the heart of the Mediterranean, Italy is a crucial crossroads for land, sea and air routes linking the north and south of Europe. Italy offers unique qualities: distinctive assets linked to the beauty of the country and to its culture, quality of life, highly skilled human capital and aptitude for innovation. In short: the Made in Italy brand. Italy also has a research infrastructure network with high technological potential, well-established “production districts” characterised by close public-private sector partnerships and a cohesive system of universities and research bodies with proven experience in technology transfer. On September 19th 2013 the Italian Government adopted “Destinazione Italia” (Destination Italy), a comprehensive policy on inward foreign direct investment. Destinazione Italia consists of 50 measures whose goal is to reform a broad range of sectors, from tax to employment and from civil justice to research, to provide foreign investors with a regulatory framework, timescale and fiscal certainty throughout the investment cycle.

Italy provides a compelling range of aid programs spanning from Tax credits to Research & Development grants & loans that fit the needs of diverse business operations. The variety of programs, that trigger gripping paybacks, are aimed at securing:

- the setting up of new facilities and the upgrading of existing ones
- technological innovation and scientific research
- new investments and new jobs

(Source: http://www.esteri.it/MAE/approfondimenti/2013/20130925_destinazioneitaliainglese2.pdf)

Service for foreign investors

Invitalia is the government agency for inward investment promotion and enterprise development dedicated to assist companies in all stages of the investment process, to support new business ventures and to enhance local development.

URL: <http://www.invitalia.it/site/eng/home.html>



Incentives for FDI

Invitalia

Web-based PDF, free of charge, English

URL: <http://www.invitalia.it/site/eng/home/business-environment/doing-business.html>

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ambasciata.tokyo@esteri.it

Contact details in Italy

Invitalia

Complete the online form at: <http://www.invitalia.it/site/eng/home/contact-us.html>

Latvia



Policy

As a small country in today's globalised world, Latvia recognises the importance of attracting foreign investment to sustain economic development. As a thriving democracy, Latvia has consistently pursued liberal economic policies and welcomes investments that foster principles and benefits associated with free markets. Numerous business incentives are available, ranging from tax incentives to labour-related incentives, and even state credit guarantees.

(Source: <http://www.liaa.gov.lv/invest-latvia/competitive-advantages/business-incentives>)

Service for foreign investors

The objective of the **Investment and Development Agency of Latvia (LIAA)** is to promote business development by facilitating more foreign investment, in parallel to increasing the competitiveness of Latvian entrepreneurs in both domestic and foreign markets. Having 20 years of experience in the attraction of foreign direct investment to Latvia and promotion of foreign trade, LIAA has worked constantly to improve the business environment and provided services appropriate to the needs of business.

URL: <http://www.liaa.gov.lv/en> (available in Japanese)



Incentives for FDI

LIAA – Investment and Development Agency of Latvia
Information on website

URL: <http://www.liaa.gov.lv/invest-latvia/competitive-advantages/business-incentives>

Contact details in Japan

LIAA Representative Office in Japan

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Lithuania



Policy

Lithuania has been working intensively to attract foreign investments to the country. A more business-friendly legal base is being prepared, free economic zones that are particularly favourable to foreign investments have been created, and the state is involved in implementing an investment promotion policy. Lithuania is attractive to investors because it provides the ideal environment for the set-up of service and data centres. In recent years, Lithuania has managed to attract global giants such as Barclays and Western Union. Lithuania also promotes foreign investments in industry. Representatives of the Ministry of Economy often meet with the major global companies abroad and invite them to set up in Lithuania. Lithuania aims to appear on the business investment map and strengthen its positions in international markets.

(Source: <http://www.ukmin.lt/en/investment>)

Service for foreign investors

Invest Lithuania is a Lithuanian government agency that provides free advice and introductions to global companies interested in doing business in Lithuania. The agency serves as a point of contact for foreign companies and guides international businesses through every step of the process of setting up operations in Lithuania. Invest Lithuania also provides information on Lithuania's highly-skilled, yet cost-competitive, labour force, tax incentives, and financing options.



The agency has worked with numerous well-known global companies that have taken advantage of Lithuania's many incentives to expand their businesses by placing some aspects of their operations in Lithuania.

URL: <http://www.investlithuania.com/>

Incentives for FDI

Invest Lithuania

Information on website

URL: <http://www.investlithuania.com/en/why-invest/business-friendly>

Contact details in Lithuania

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Luxembourg



Policy

Luxembourg offers a full range of custom-made support designed to give a head start to new ventures. These include industrial land being provided at favourable rates, financial support and favourable tax rates. Support may be granted to small and medium-sized companies, to companies located in development areas for research, development and innovation investment focusing on new products, services or processes, as well as for environmental protection and/or efficient energy utilisation.

(Source: <http://www.setupineurope.com/setupineurope/docs/pwc-publ-lux-where-else.pdf>)

Service for foreign investors

Luxembourg for Business (LfB) was founded in April 2008 as an initiative by the Ministry of the Economy and Foreign Trade, the Ministry of Small and Medium-Sized Businesses and Tourism, the Chamber of Commerce, the Office du Ducroire, the National Credit and Investment Corporation (SNCI), the Chamber of Crafts and Luxembourg's Business Federation (FEDIL).



Relying on the strengths of both public and private partners, Luxembourg for Business operates as a trade promotion agency and liaises with Luxembourg's Trade & Investment Offices, its Embassies, Consulate Generals, Honorary Consulates, and other international promotion networks such as bilateral Chamber of Commerce to foster Luxembourg's outbound activities. With a Secretary General, a project manager and an assistant, Luxembourg for Business functions as a so-called "network agency" establishing a platform for its members to review, coordinate and improve their efforts.

URL: <http://www.investinluxembourg.lu> (available in Japanese)

Incentives for FDI

Luxembourg for Business

Web-based PDF, free of charge, English

URL: http://www.investinluxembourg.lu/en/media-corner?type=for_investors&language=All

Contact details in Japan

Luxembourg for Business (Trade and Investment Office – Tokyo)

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Malta



Policy

The advantages of investing in Malta are myriad and include a broad and comprehensive package of incentives. However, Malta offers more than financial incentives to foreign investors; it offers a complete environment that is conducive to business. There is the island's location in the Mediterranean, its excellent air and shipping facilities, a highly-educated and skilled workforce, a proactive business environment, and English as the business language, which have all made Malta a location of choice for foreign direct investment and international trade.

(Source: <http://www.ictgozomalta.eu/why-malta/malta-and-gozo/the-business-case.html>)

Service for foreign investors

Malta Enterprise is enabled by the Malta Enterprise Act to support the development of companies in Malta. Malta Enterprise has developed a new set of incentives for the promotion and expansion of industry and the development of innovative enterprises. Malta Enterprise provides incentives for foreign direct investors and local enterprises demonstrating commitment towards growth and increase in value added and employment.

URL: <http://www.maltaenterprise.com/>



MALTA ENTERPRISE

Incentives for FDI

Malta Enterprise

Information on website

URL: <http://support.maltaenterprise.com/>

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The Netherlands



Policy

The NFIA has been set up for the specific purpose of helping and advising those businesses who wish to take advantage of the Dutch business environment as a strategic base to cover Europe. The Agency will support potential investors to identify suitable subsidies, which are allocated on a regional level. The Dutch government and the EU have initiated a number of subsidies and tax facilities to support investment in the Netherlands. Besides this, the municipalities and provinces may also offer different incentives.

(Source: <http://www.nfia.nl>)

Service for foreign investors

The **Netherlands Foreign Investment Agency (NFIA)** was established for the specific purpose of helping and advising such companies by providing them with advice, information and practical assistance, quickly and on a confidential basis, as well as providing them access to a broad network of business partners and government institutions.

**Netherlands Foreign
Investment Agency**

(Source: <http://www.nfia.nl>)

Incentives for FDI

NFIA – Netherlands Foreign Investment Agency
Information on website

URL: http://www.nfia.nl/why_invest_in_holland.html

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Poland



Policy

Poland offers a wide range of investment incentives. Investors are invited to locate their projects in 14 Special Economic Zones (SEZ). i.e. special zones where economic activity may be run in favourable conditions. Polish SEZs offer attractive tax exemptions, employment incentives and well-prepared investment lots. Together with the economic and political stability of Poland, its educated and competent human capital and a large domestic market, it makes the country one of the most attractive locations for foreign investments.

(Source: http://www.paiz.gov.pl/why_poland)

Service for foreign investors

The **Polish Information and Foreign Investment Agency (PAIIZ)**, helps investors to enter the Polish market and find the best ways to utilise the possibilities available to them. They guide investors through all the essential administrative and legal procedures that involve a project; they also support firms that are already active in Poland. They provide rapid access to the complex information relating to legal and business matters regarding the investments and help in finding the appropriate partners and suppliers, together with new locations. PAIIZ's mission is also to create a positive image of Poland across the world, promoting Polish goods and services.

URL: http://www.paiz.gov.pl/en?lang_id=12 (available in Japanese)



Incentives for FDI

Polish Information and Foreign Investment Agency
Information on website

URL: <http://www.paiz.gov.pl/index/?id=cfb6c5cfb8a3e10fab12aa3512153df>

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Portugal



Policy

In Portugal there are no entry restrictions for foreign capital. In fact, the guiding principle of the Portuguese legal framework is to prohibit discrimination of the investment on the grounds of nationality. Likewise, it is not required to have a national partner and there are no specific obligations for foreign investors. There are also no restrictions on the profits and/or dividends repatriation. Portugal has recognised that entrepreneurship deserves to be promoted and supported for the sake of national economic revitalisation, particularly in terms of promoting innovation and regional development. Therefore the Portuguese government has adopted a number of investment incentives. Financial and fiscal incentives supported either by EU aid-budget or by Portuguese Public Budget can range from productive investment incentives, research and development (R&D) incentives and job-creation incentives to training incentives. Upon the supply of enough information on a project, it is possible to develop an incentive package simulation specific to that project.

(Source: <http://www.portugalglobal.pt/EN/Pages/Index.aspx>)

Service for foreign investors

Aicep Portugal Global – a government business entity, focused in encouraging the best foreign companies to invest in Portugal and contribute to the success of Portuguese companies abroad in their internationalisation processes or export activities. AICEP provides support services, counselling and coordinates contacts with Portuguese entities involved in investment processes.

URL: <http://www.portugalglobal.pt/EN/Pages/Index.aspx>



aicep Portugal Global

Incentives for FDI

Portuguese Trade & Investment Agency (AICEP)

Information on website

URL: <http://www.portugalglobal.pt/EN/InvestInPortugal/investorsguide2/investmentincentives/Paginas/IncentivestoInvestment.aspx>

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Romania



Policy

The Romanian Government adopted a large number of state aid schemes stimulating economic growth by means of investment facilities granting. According to Romanian legislation in force, all investors enjoy the same rights and incur the same obligations, irrespectively of their being Romanian or foreign citizens, residents or non-residents. State aid can be granted to large, small and medium-sized enterprises (including microenterprises), depending on the type of investment, the field in which the investment will be implemented and the provisions of the state aid scheme applied for.

(Source: <http://www.pkf.com/media/131827/doing%20business%20in%20romania.pdf>)

Service for foreign investors

The **Department for Infrastructure Projects and Foreign Investments (DPIIS)** contributes to ensuring sustainable economic development by attracting significant direct foreign investments that create new jobs and generate spillover effects in the economy, turning the investment opportunities into value added and increased competitiveness.

URL: <http://www.dpiis.ro/>



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Slovakia



Policy

The Slovak Republic is characterised by considerable regional differences. Investment incentives are one of the tools that are used to motivate investors to locate their projects also in the less developed regions, i.e. the regions with higher unemployment, lower infrastructure quality, etc. The positive impact of a new investment can be proven by job creation, by chances for graduates as well as by the creation of new entrepreneurial opportunities for local companies. The connection with a certain region is one of the fundamental characteristics of the incentives and their provision shall serve to support not only foreign, but also Slovak investments. Typically, there are four applicable forms of investment incentives: tax relief, cash grant, contributions for the newly created jobs and transfer of state/municipal property at a discounted price.

(Source: <http://www.sario.sk/en>)

Service for foreign investors

The main mission of the **Slovak Investment and Trade Development Agency (SARIO)** is to contribute to the acceleration of economic growth of the Slovak Republic and to improve the quality of life in Slovakia. SARIO achieves this goal by presenting the economic environment of Slovakia, attracting foreign direct investments and developing FDI projects up to their final stage. The aim of SARIO is also to decrease the unemployment rate, support export activities of Slovak companies, and the administration of structural funds of the EU.

URL: <http://www.sario.sk/en>

SARIO

Slovak Investment
and Trade Development Agency

Incentives for FDI

SARIO

Web-based PDF, free of charge, English

URL: http://www.sario.sk/userfiles/file/Ensario/PZI/why/13_03%20investment%20aid.pdf

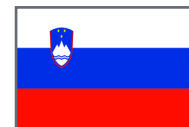
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Slovenia



Policy

Slovenia has developed an incentive system in an effort to give impetus to foreign direct investments expected to boost the country's economic development through the creation of new jobs, the transfer of new technologies and know-how, and outsourcing opportunities through which local companies would get new business partners. The instruments of the Government's pro-active stance on investment policy also serve to motivate foreign investors already running operations in Slovenia to expand or upgrade their capacities.

(Source: <http://www.investslovenia.org/business-environment/incentives/>)

Service for foreign investors

The **Invest Slovenia** Team is part of **SPIRIT Slovenia** – Slovenian Public Agency for Entrepreneurship, Innovation, Development, Investment and Tourism. Operating as a “one-stop-shop” for potential investors, the Invest Slovenia Team maintains databases with public and private investment projects and land for commercial and industrial purposes in all sectors of the economy. Information is provided free-of-charge to meet investors' specific needs and budgets.
URL: <http://www.investslovenia.org>



Incentives for FDI

InvestSlovenia

Information on website

URL: <http://www.investslovenia.org/business-environment/incentives/financial-incentives/>

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Spain



Spain has a privileged geo-strategic position within the European Union giving access to over 1,700 million potential clients in the EMEA Region (Europe, Middle East and Africa). Its strong economic, historic and cultural ties also make Spain the perfect business gateway to Latin America. Furthermore, Spain is a modern knowledge-based economy with services accounting for 70% of economic activity. The country has become a centre of innovation supported by a young, highly-qualified work force and competitive costs in the context of Western Europe.

Source: <http://www.investinspain.org/invest/en/why-spain/reasons.html>

Policy

To promote, attract and consolidate foreign direct investment into Spain, with special attention to new projects that may result in higher growth potential for our country.

To foster collaboration between Spanish companies and foreign investors in order to further increase and develop their activities in our country.

To position Spain in global markets as a highly internationalised country, technologically advanced, with a competitive entrepreneurial and business framework and with valuable human resources. We would like investors to regard Spain as a global platform for investment and business.

To improve the business climate and facilitate doing business in Spain through business-friendly proposals for fine-tuning our administrative and regulatory framework.

(Source: Economic & Commercial Office, Embassy of Spain, Japan)

Service for foreign investors

Invest in Spain is the Directorate of ICEX Spain Trade & Investment a public company chaired by the



Secretary of State for Trade of the Ministry of Economy and Competitiveness. Invest in Spain's mission is to foster Foreign Direct Investment into Spain. Invest in Spain works both in Spain and abroad and benefits from a network of 100 Economic and Commercial Offices in Spanish Embassies which allows us to be close to our clients and potential foreign investors.

URL: <http://www.investinspain.org>

Incentives for FDI

With a view to fostering investment, employment, competitiveness and economic growth, the Spanish central government and Spain's other Public Authorities have developed and consolidated a wide and complete range of aid instruments and incentives. Special emphasis is placed on fostering indefinite-term employment and on research, development and technological innovation (R&D&I). Moreover, the fact that Spain is an EU Member State enables potential investors to benefit from European aid programmes, which makes investment in Spain even more attractive.

URL: <http://www.investinspain.org/invest/en/-invest-in-spain/incentives/index.html>

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Sweden



Policy

Sweden has a central position in northern Europe and is the largest market in the Nordic region. You will find the regional headquarter for the majority of multinationals in Sweden. Sweden offers various financial incentives to help companies set up a business and expand in Sweden. This support is primarily regional in nature and comprises regional investment grants, employment support and a special social insurance-related tax break.
(Source: <http://www.business-sweden.se/PageFiles/10397/Regional%20financial%20incentives.pdf>)

Service for foreign investors

Business Sweden is jointly owned by the Swedish government and the industry, represented by the Ministry for Foreign Affairs and the Swedish Foreign Trade Association. The shared ownership provides access to contacts and networks at all levels. The Invest department has a mission to inform and assist investors to find business and investment opportunities in Sweden. Business Sweden provides information and assistance to investors who plan to establish or expand business operations in Sweden, either themselves or with the help from their regional and international network.
URL: <http://www.business-sweden.se/en/>



Incentives for FDI

Business Sweden
Web-based PDF, free of charge, English
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United Kingdom



Policy

Businesses based in the UK are able to access a wide range of discretionary grants and incentives from the devolved government agencies, local development agencies and local business support organisations. In **England**, companies with substantial investment projects can apply for financial assistance through the Regional Growth Fund, a £1.4 billion three-year fund operating across England to stimulate private sector-led sustainable economic growth and employment. Grants and incentives are available to companies located in **Northern Ireland** that have completed the free-of-charge “Business Health Check” undertaken by Invest Northern Ireland. To be eligible for support, companies must be either a manufacturing business or a business offering internationally tradable services. There are several grants and incentives available to help businesses in **Scotland**. These range from local schemes offering small sums to national funds such as Regional Selective Assistance that offer subsidies to support business investment projects. In addition, there are particular arrangements for financial assistance in the Highlands and Islands area of Scotland. Finally, in **Wales**, grants and incentives are coordinated by the Welsh Assembly and include property grants, innovation support and business improvement grants.

Service for foreign investors

UK Trade & Investment (UKTI) works with UK-based businesses to ensure their success in international markets, and encourage the best overseas companies to look to the UK as their global partner of choice. UKTI has a customer commitment to helping its UK and international customers by providing a range of services, to a high standard and improve customer service by listening to customer feedback. It also has a co-ordination role across government to establish a more systematic approach to relationships with companies which are the most economically significant investors and exporters.



URL: <https://www.gov.uk/government/organisations/uk-trade-investment>

Incentives for FDI

UK Trade & Investment
Information on website

URL: <https://www.gov.uk/government/publications/why-overseas-companies-should-set-up-in-the-uk>

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