

EU-JAPAN BUSINESS ROUND TABLE SUBMITS ITS 2016 RECOMMENDATIONS



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Tokyo, 21 April - BRT co-Chairmen Kazuo Tsukuda (Senior Executive Adviser, Mitsubishi Heavy Industries, Ltd.) and Fabrice Brégier (President and CEO, Airbus S.A.S.) submitted the Round Table's 2016 Recommendations to Prime Minister Shinzo Abe and Commissioner Elżbieta Bieńkowska who received them on behalf of European Commission President Jean-Claude Juncker.

Created in 1999, the BRT reviews factors affecting all aspects of EU-Japan business relations. Its members are senior executives from around 50 leading European and Japanese companies.

This year, the BRT addressed how the EU and Japan are 'taking strides towards a common sustainable future' and focused on the ongoing free trade agreement negotiations and regulatory cooperation, circular economy, and improving the investment environment in the EU and Japan. During the meeting, it was announced that Eric Schulz, President - Civil Aerospace, Rolls-Royce plc will succeed Mr Brégier as the BRT's EU-side Chairman. ➔ <http://www.eu-japan-brt.eu/annual-meeting-2016>



EU Keynote speech

➔ http://ec.europa.eu/commission/2014-2019/bienkowska/announcements/eu-and-japan-same-challenges-common-agenda_en

EU-Japan Centre
for Industrial Cooperation
日欧産業協カセンター

日欧産業協カセンターでは、季刊英文ニュースレター「EU-Japan News」を通じて、さまざまな日・EU関係の情報を発信しています。

欧州連合日本政府代表部/欧州委員会より

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NANOMATERIALS AND BIONANOSCIENCE IN JAPAN-EUROPE COOPERATION

ACADEMIC WORKSHOP FOR SHARING IDEAS AND EXPERIENCES
TOWARDS STRATEGIC PARTNERSHIP BUILDING

5 July 2016, Thessaloniki, Greece



Research and innovation in advanced materials is strong in both Europe and Japan and has been defined as a focus area for cooperation by the 3rd Joint Committee on Scientific and Technological Cooperation between the EU and Japan in May 2015.

Nanomaterials and bionanoscience are challenging areas where Europe and Japan can work together and develop common solutions, in particular in relation to characterisation, hazard assessment, and medical applications. This workshop, organised by the EU-funded JEUPISTE Project (Japan-EU Partnership in Innovation, Science and Technology), aims to enable networking and creation of partnerships for projects under Horizon 2020 and related programmes that can facilitate EU-Japan cooperation. This event will highlight the current state of research in Europe and Japan on nanomaterials and bionanoscience and features on-going research in this field.

This workshop will be organised as part of nanotechnology 2016 expo (<http://www.nanotechnology.com/>) which is held between 2 and 9 July in Thessaloniki, Greece. It includes International Conference on Nanosciences & Nanotechnologies (5-8 July), International Symposium on Flexible Organic Electronics (4-7 July), International Summer Schools "N&N, OE & Nanomedicine" (2-9 July), nanotechnology expo 2016 (4-8 July), Business Forum & Start-Up Area (5-7 July) and a Matchmaking Event (6 July).

➔ <http://www.jeupiste.eu/AW-Greece-EN>

EMPOWERING EU-JAPAN SCIENCE, TECHNOLOGY & INNOVATION COOPERATION – KEY PROGRAMMES TO FACILITATE EU-JAPAN COOPERATION



On 9 June 2016, 80 people attended the seminar "Empowering EU-Japan Science, Technology and Innovation Cooperation – Key programmes to facilitate EU-Japan Cooperation" held at KVAB in Brussels.

Held as part of the FP7-funded JEUPSITE Project (Japan-EU Partnership in Innovation, Science and Technology) to strengthen EU-Japan Science, Technology and Innovation (STI) cooperation, it outlined recent EU-Japan STI policy developments and gave an overview of programmes to facilitate EU-Japan STI cooperation. JSPS, JST and NEDO – key Japanese research funding agencies – presented various tools available to advance cooperation with Japan. As this was one of the last events of the 3-year JEUPISTE project, the final outcomes of this EU-funded project were also presented.

➔ <http://jeupiste.eu/events/empowering-eu-japan-science-technology-and-innovation-cooperation>

JAPAN-POLAND ECONOMIC MEETINGS DURING THE EUROPEAN ECONOMIC CONGRESS 2016

19 May 2016, Katowice - Poland

The 8th European Economic Congress (Katowice, Poland, 18 – 20 May), the largest economic forum in the Eastern & Central Europe, featured two Japan-related sessions organised by Japan External Trade Organization (JETRO) in cooperation with the Japanese Chamber of Commerce in Poland and the EU-Japan Centre for Industrial Cooperation. These Japan-Poland sessions aimed at discussing the state-of-play of economic relations between Japan and Poland and new opportunities in relation to the EU-Japan FTA/EPA. High-level representatives from the Japanese and Polish governments and industry exchanged their views.



➔ <http://www.eu-japan.eu/events/japan-related-seminars-european-economic-congress-2016>

THE WORK HAS ONLY STARTED **FOLLOW UP TO THE PARIS CLIMATE AGREEMENT**

24 FEBRUARY 2016, TOKYO, JAPAN

The EU-Japan Centre for Industrial Cooperation and the Delegation of the European Union to Japan co-organised a seminar on the Paris Climate Change Agreement on February 24, 2016 in Tokyo.

Among the 4 speakers; two were from the government sector and two the private sector. Government sector presenters from the EU and Japan emphasized the importance of innovation which would enable significant reduction of greenhouse gas and improve energy efficiency.

Of the two private sector speakers, one company was of a European-origin and the other one was Japanese. Both of them gave explanation on the basic attitude and action plan of their companies against the climate change. As indicated in the seminar title, follow up to the Paris Agreement is very important.

Silviu Jora, General Manager of the EU-Japan Centre for Industrial Cooperation revealed in his closing remarks that the Centre would hold another seminar on climate change, featuring the question of implementation in the next fiscal year.

➡ <http://www.eu-japan.eu/events/work-has-only-started-follow-paris-climate-agreement>



RESOURCE EFFICIENCY AND CIRCULAR ECONOMY IN THE EU AND JAPAN

The EU-Japan Centre for Industrial Cooperation and Japan's Ministry of Economy, Trade and Industry (METI) co-organised a seminar on Resource Efficiency and Circular Economy (RE/CE) on February 15, 2016 in Tokyo.



The seminar consisted of three sessions. The first session was the introduction of RE/CE in the European Union, focusing on the new EU Action Plan and the EU Ecodesign and Energy Labelling schemes. In the second session, the situation on RE/CE in Japan was explained. The third session was a panel discussion featuring the prospects for circular economy policy implementation and EU-Japan cooperation.

The Seminar was attended by more than 180 participants, reflecting a strong interest in the subject.

➡ <http://www.eu-japan.eu/events/resource-efficiency-and-circular-economy-eu-and-japan>

JAPANESE INDUSTRY AND POLICY NEWS

The EU-Japan Centre regularly publishes "Industry and Policy News" from various Japanese language sources of potential interest, including newly released policy documents, surveys, and official statements, in the context of EU-Japan industrial cooperation. ➡ <http://eu-japan.eu/japanese-industry-and-policy-news>

EXPORT & IMPORT EU-JAPAN TRADE DATA 2015

This report provides an overview of trade relations between the EU and Japan in 2015. The report begins by analysing Japanese trade with the EU as a whole and then provides a country-by-country analysis of export trade between Japan and individual EU member states.

➡ <http://www.eubusinessinJapan.eu/library/publication/report-export-import-eu-japan-trade-data-2015>

LAST CALL FOR THE NEXT **ICT CLUSTER & SME MISSION TO JAPAN**

MISSION DATES: 14-18 NOVEMBER 2016 - APPLICATION DEADLINE: 30 JUNE 2016

This is the last chance to apply for the next matchmaking mission to Japan targeting the ICT sector(s) organised alongside the «Embedded Technology and Internet of Things» Japan 2016 Exhibition and Conference (<http://www.jasa.or.jp/expo/english>).

CLUSTERS AND COMPANIES OPERATING IN THE FOLLOWING ICT-RELATED SECTORS ARE INVITED TO APPLY:

- **Hardware solutions**
MPU/MCU, DSP, System LSI(ASSP/ASIC), IP Core, FPGA/PLD, Smart Card, Embedded Platforms, Board Computers, Wireless Networks (802.11x, Bluetooth, UWB, etc.), Interface Technologies (IEEE1394, USB, etc.), PowerSupply/Management, ICSocket, Back-Plane, etc.
- **Software solutions**
RTOS, Device Drivers, Firmware/Middleware, Internet-Related Technolog (Browsers, etc.), Database, Security Technologies (Encryption/Decryption, etc.)
- **Development Environments and Tools**
Programming Languages (C/C++, Java, HTML/XML, UML, Compilers/Assemblers), In-Circuit Emulator and Debugging Tools, EDA/System Design Tools, Measurement & Instruments, Project Management Tools, Configuration Management Tools
- **Others**
System House, Design Service Firms, System Integration Companies, Technology Promotion Organisations, Publishers, Universities/Research Organisations, etc.

Special financial incentives for EU clusters and SMEs

For queries and the application procedure please contact Diane Lula at: d.lula@eu-japan.eu

➔ <http://www.eu-japan.eu/events/ict-cluster-sme-mission>



By **VLADIMIR KANGIN**, Director, Fredonia Trading Ltd. IPTP Holding Plc, Cyprus

➔ <http://www.iptp.net/en/index.php>

"IPTP Network's attendance of the ICT Cluster/SME support mission to Japan was very successful for our company in terms of networking, education, and gaining valuable business connections. Seeing a growing interest in our business, services and infrastructure, we were particularly excited to present Wherr© GSM tracking solution (wherr.net) designed, developed and implemented in-house by our Hong Kong subsidiary. We aim to continue optimising service delivery to Japanese clientele and further developing our integrated solutions to fit the individual needs of our clients in Japan and within the Asia region, supporting them in terms of efficiency, security, and global network connectivity. We are looking forward to the event next year!"

CALL FOR APPLICATIONS - **NANOTECH CLUSTER & SME MISSION TO JAPAN IN 2017**

The Centre is currently calling for applications for the next matchmaking mission to Japan targeting the nanotech sector(s) and organised alongside the «nano tech» 2017 International Nanotechnology Exhibition & Conference (<http://www.nanotechexpo.jp/index.html>).

Mission dates: 13 - 17 February 2017 - Application deadline: 27 October 2016

This mission will enable participants to learn about the targeted market and to identify key contacts for business or technology transfer partnerships or research collaborations.

The mission lasts 5 days and is composed of market-specific business seminars, group company visits, one-on-one meetings at the trade fair with showcase and networking events to maximize opportunities for the participants.

In addition, the mission will provide EU clusters the opportunity to benchmark with the Japanese ones during a dedicated cluster session.

Costs covered by the EU-Japan Centre:

- Tuition fees
- Transfers during group company visits and to/from Yokohama
- Trade fair registration fee including access to the exhibition & annex halls
- Trade fair access to the partnering area and the partnering system
- Trade fair booth arrangements
- Interpretation
- Lunch for 3 days, welcome reception and closing cocktail
- 600 EUR grant is available for Clusters and Small and Medium-sized Enterprises

For queries and application please contact Diane Lula at: d.lula@eu-japan.eu.

➔ <http://eu-japan.eu/events/nanotech-cluster-sme-mission>

FEEDBACK FROM PREVIOUS MISSIONS PARTICIPANTS

ICT MISSION IN 2015



By **BORJANKA NIKOLOVA**, Managing Director, ArtHaus, FYROM
➡ <http://www.arthaus.mk>

"As this was my first visit to Japan and had no previous business contacts with Japanese companies, attending the Japan IT Week Expo helped me gain invaluable exposure to the local market.

I took the opportunity to get a good understanding of the options that can help newcomers to penetrate the market and how to find companies to collaborate with to improve the chance of success, despite the language being one of the key barriers to entry.

In the process I also got important insights on the H2020 EU-JP programme and how to approach the formation of consortiums between companies, universities, and R&D institutions. This is very relevant for my company which is an active member in number of projects funded by the EU programme.

One of the highlights of this business trip for me was the chance to experience how Japanese companies function first-hand, through the organised visits to NTT representing a typical large company and Asial as a representative company of the local SME market.

This helped me improve my awareness of what is important to Japanese companies and how to best align to their needs. The Expo also provided an important opportunity for me to present the IT services and products Arthaus offers to both local and EU companies attending the Expo. This resulted in important contacts and leads we will use in the coming period to try to convert them into real business relationships."

NANOTECH MISSION IN 2016



By **JORGE SALUDES**, Director of the International Area, AINIA Centro Tecnológico, Spain
➡ <http://www.ainia.es>

"Nanotech 2016 has been a perfect opportunity for us to follow up the evolution of this exciting discipline, in its more applied version. Under the organisational umbrella of the EU-Japan office in Tokyo, we had the privilege to visit some very advanced centres of R&D in the area nearby and share with top scientists and business people some of the most promising and recent outcomes.

The exhibition and the activities related with the different pavilions are a fine sample of the state of the art of the nanotechnology. We sincerely hope to come again the next year, for the necessary update. This event is a must in our agenda. Congratulations".



By **KURT STOKBRO**, CEO, QuantumWise A/S, Denmark
➡ <http://www.quantumwise.com>

"The mission was very well organised and covered many important areas. QuantumWise has a subsidiary in Japan and I have made business with Japan in the last 15 years. However, there still were a number of 'take home' messages. In particular, two activities at the mission were very useful:

1. The common booth for all the European companies at Nanotech 2016 gave more exposure than we could have obtained as an individual company. We made some good contacts that hopefully will lead to increased business in Japan.

2. The networking activities with other European SMEs were excellent. We were very close for 5 days and there was a very positive atmosphere of support and a team spirit. These contacts will be very useful for increasing business not only in Japan, but also for our general business development. In overall, the mission was a very good experience. In particular, the networking with other EU companies was a pleasant surprise, and thus, given the chance, I would go again".

BIOTECH MISSION IN 2015



By **NICOLAS SCHAUER**, Managing Director, Metabolomic Discoveries, Germany
➡ <http://www.metabolomicdiscoveries.com>

"As a feedback, I found the mission extremely useful. While not new to Japanese culture I have learned a lot about Japanese economy and industry. The centre provided excellent support in the introduction to biotech/pharma in Japan, providing cultural backgrounds and support in organising meetings and the stay in Japan. The whole staff welcomed us very warmly and were very helpful. They made sure that we get the most out of our stay and BioJapan. This is not only true for the time in Japan, but also in the preparation before the trip. Allowing us to learn more about Japan and answering all our questions concerning business in Japan via webinars. Personally, I have made good contacts to potential business partners through the industry visits and also at BioJapan. I will foster those and bring this to long-lasting, successful business relationships."

HOST A JAPANESE TRAINEE IN ENGINEERING/ SCIENCE/HIGH-TECH AT YOUR EU COMPANY

The EU-Japan Centre is inviting applications from EU companies and research centres to host Japanese trainees for an 8-month internship in the EU from August 2017 to March 2018.

The trainees come from leading Japanese universities and are students in engineering or other scientific/high-tech fields. Following a 4-month intensive language course, the trainees will be able to communicate in the EU company's local language. By welcoming a trainee, the main benefits for the Host Company will be a valuable addition to its R&D workforce and an insight into Japanese culture, which is extremely useful for conducting successful business with Japan.



The application deadline is 23 September 2016 ➔ <http://www.eu-japan.eu/events/vulcanus-europe>

TESTIMONIAL

By **VEDI DUPONT**, Research, and Technical support department, BCRC, Belgium ➔ <http://www.bcrc.be>



The Belgian Ceramic Research Centre (BCRC) welcomed the Vulcanus student Mrs. Konno for an industrial placement from August 2015 for 8 months. She had just attended an intensive language course in France for 4 months... When she arrived, we were surprised by her knowledge of the French language and her interest in the European culture. As for her work, she was always extremely attentive and alert, she well performed the experiments in our lab and cooperated with other researchers easily. She learnt to handle all equipment that she needed by herself. We were very satisfied with her performance.

Our company had already taken part in this programme several times in the past for the benefit of both our company and students: a good working performance and an enriching intercultural exchange.

KAIZEN WEBINAR SERIES - SUMMER 2016

Following the very successful webinars co-organised last winter with Kaizen Institute GmbH www.de.kaizen.com, the EU-Japan Centre will be repeating the series of live KAIZEN WEBINARS, targeted at the industrial and the academic sector, so if you missed it the first time round or would like to take part in it again, please don't miss this opportunity.

The series covers a full range of methods at basic level, offering attendees the key success factors for introducing and implementing KAIZEN within their company. Kaizen is the practice of continuous improvement, recognised worldwide as an important pillar of an organisation's long-term competitive strategy.

By introducing the Kaizen techniques, companies can greatly improve their business processes, through focusing on the requirements from customers and employees. Each session will encompass a presentation by an expert from Kaizen Institute GmbH, followed by a Q&A session to develop personal cases.

PLEASE NOTE: ONLY FEW PLACES STILL AVAILABLE.

To register*, please fill out the form at ➔ <http://www.eu-japan.eu/wcm-webinar-series>
Contact: Margherita Rosada, email: m.rosada@eu-japan.eu

*It is possible to subscribe to several webinars, either by submitting the form in one shot or several times.



SCHEDULE OF THE WEBINARS

- KAIZEN Basics on Wednesday, 29 June (14:30-15:30)
- JIT Basics (Flow Basics) on Wednesday, 6 July (14:30-15:30)
- TPM Basics on Wednesday, 13 July (14:30-15:30)
- Quality (SSP / FMEA Tools) on Wednesday, 7 September (14:30-15:30)
- Workplace Organization 5S and Ergonomics on Friday, 16 September (14:30-15:30)
- Lean Admin Basics on Friday, 30 September (14:30-15:30)

CALL FOR APPLICATIONS MINERVA FELLOWSHIP

The 1st 2016 slot of the “Minerva” EU-Japan fellowship programme successfully got off the ground.

The candidates to whom the in-house fellowship in Japan has been granted are Ines Heger from Germany, Manuel Herrador from Spain, Guillaume Hennequin from Belgium, Ryuichi Dunphy from the UK & Japan. Jérôme Camier (France) has been granted an extension of his fellowship due to the excellent results of his research.

The fellowship (consisting of 2000 EUR per month) covers a period of six months and is offered twice a year, from April to September and from October to March.

The Research Fellows are expected to produce a policy report on topics that are relevant for the EU-Japan Centre, as well as supporting the daily analytical activities of the Centre. Applications are currently open for the 2nd 2016 “Minerva” edition (October 2016-March 2017 period).



PREFERRED TOPICS FOR THE NEXT SLOT

- Laser and photonics industry in Japan- Opportunities for European Companies.
- Digital technologies for advanced manufacturing in Japan: an analysis on the benchmarking relevance of Japan, technological cooperation and business potential for the EU companies.

Should you be interested in applying, please submit your application documents (CV, cover letter, research topic plan).
Deadline for application: 15 July 2016

➔ <http://www.eu-japan.eu/events/minerva-fellowship-programme>

FEEDBACK FROM A MINERVA FELLOW



By **RYUICHI DUNPHY** – Minerva fellow 1st slot 2016

“The Minerva Fellowship Programme has given me an unbelievable exposure into the Japanese space industry, ranging from government bodies to major companies and industry groups. The EU-Japan Centre of Industrial Cooperation has a broad network with direct access to the key industry players Japan which enables me to gain valuable insight into the Japanese space industry landscape. No other event or programme has given me this much amount of new industry information in such a short timeframe. Furthermore, the programme is supported by the EU-Japan Centre staff, who are really experienced in the Japanese business practice, and it offers a great introduction and an opportunity for personal development for anyone considering of doing business in Japan.”

LATEST MINERVA REPORT RELEASES

Nuclear Decommissioning in Japan – Opportunities for European Companies

The report provides in Part I and II an overview of the nuclear decommissioning in Japan and the current decommissioning projects. Part III provides an analysis of the market for nuclear decommissioning in Japan, outlining the demand for specialised technologies in specific projects. Part IV briefly discusses the most suitable strategies to enter the market. The Report concludes with a number of recommendations, underlining that the structure of the nuclear industry in Japan and the closed procurement preferred by the utilities means that the most promising business opportunities for European companies are to be found in the area of subcontracting, fundamental R&D and consulting services.

➔ <http://eu-japan.eu/publications/nuclear-decommissioning-japan>

Ceramic Products Market in Japan

This report analyses Japanese ceramic market, with a main focus on ceramic tableware, wall and floor tiles, and bio-ceramics. It looks into distribution channels, regulation and labelling, retail system in Japan and local key producers. In addition, this reports provides with a list of key players in the market and identifies potential challenges and opportunities for European companies in this sector.

➔ <http://eu-japan.eu/publications/ceramic-products-market-japan>

All the MINERVA reports are accessible on the following page at “Past & Ongoing sessions- Reports” chapter.

➔ <http://www.eu-japan.eu/events/minerva-fellowship-programme>

PRACTICAL INFORMATION ON JAPAN FOR EU COMPANIES

The Centre publishes on the website www.EUbusinessinJapan.eu a wide variety of webpages, expert reports and e-learning resources, and regularly organises webinars covering Japan-related operational matters, industrial sectors and cultural aspects to assist EU companies in seizing opportunities in the Japanese market.

Feel free to register at ➔ <http://www.eubusinessinjapan.eu/user/register>



NEXT "ABOUT JAPAN" WEBINARS



- 06 September - Technology Transfer webinar (topic not yet confirmed)
- 13 September - Japan Tax and Public Procurement Helpdesk
- 20 September - Cross-cultural Issues
- 27 September - The Japanese Railway Market – Overview of the sector and recent developments

Feel free to register to future webinars at: ➔ <http://www.eubusinessinjapan.eu/events>

Past webinar recordings are available to members at ➔ <http://www.eubusinessinjapan.eu/library/past-events>

EXPERT REPORTS RECENTLY RELEASED

Alternative Vehicle Technologies in Japan

The aim of this report is to present an overview of alternative vehicle technologies and intelligent transport systems in Japan.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-alternative-vehicle-technologies-japan>

Automobile and Transport Cluster Mapping and Industry

This report presents an overview of the Automobile and Transport Cluster and Industry Landscape in Japan. It gives a brief analysis of policy initiatives, identifies current trends and key players as well as lists automobile and transport cluster organisations in Japan.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-automobile-and-transport-cluster-mapping-and-industry>

Healthcare and Welfare Cluster Mapping and Industry Landscape in Japan

This report attempts to map the healthcare and welfare systems of Japan. Firstly, it focuses on the trends within Japanese healthcare and assistive technologies and identifies some of the most important companies and research institutions driving this development.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-healthcare-and-welfare-cluster-mapping-and-industry-landscape-in-japan>

Toy Industry and Market in Japan

This report gives a brief overview of the Japanese toy market. It suggests that the distribution of toys and games in Japan has changed in recent years.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-toy-industry-and-market-in-japan>

Distribution Channels for "Fast-Moving Consumer Goods"

This report discusses many of the main management and strategic issues for EU FMCG companies seeking to improve distribution in Japan.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-distribution-channels-for-fast-moving-consumer-goods>

Online Language-Learning Market in Japan

The e-Learning market overview covered in this report spans a range of educational products and services. The learning methods include, but are not limited to, software for PC, tablets, mobile phones as well as gaming devices.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-online-language-learning-market-in-japan>

Contract Management: Protection of Intellectual Property Rights

This report aims to help European companies to better understand the system of intellectual property rights (IPR) in Japan. In a globalised world, protecting intellectual property is becoming more and more important for companies operating internationally, as unlike goods, information with property value can be copied much easier by a lot of people.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-contract-management-vol-3-protection-of-intellectual-property-rights>

Contract Management: Real Estate Transactions

The goal of this report is to provide with the basic knowledge of the legal framework for real estate transactions in Japan and an overview of the Japanese real estate market.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-contract-management-vol-4-real-estate-transactions>

Japan as a Hub for the Asian Market for European Companies

This report focuses on explaining how European companies can take advantage of Japanese government initiatives and benefit from making Japan their business hub location for the Asian market.

➔ <http://www.eubusinessinjapan.eu/library/publication/report-japan-hub-asian-market-european-companies>

More publications available on ➔ <http://www.eubusinessinjapan.eu/library/publication/>

EXPERT ARTICLE

THE MEANING OF THE JAPANESE “YES” (part 1)

In this article, Japan Consulting Office explains the meaning of the Japanese “yes” by introducing the concept of High Context and Low Context cultures.

First presented in the anthropologist Edward T. Hall's theory, this concept is very often used to better understand the differences in communication style depending on culture. While Japanese culture, like many other Asian cultures, is said to be a High Context culture, most Western ones (e.g. United-States, English, German, etc.) are said to be Low Context cultures. In the former, communication style tends to be rather indirect as it relies more on context than words, i.e. on what is unspoken: situation, tone of voice, facial expression, gestures, etc.

It can be seen typically in collectivist societies, in which people are strongly group-oriented, share similar experiences and expectations. In contrast, in the latter, communication style tends to rely on what is being said and explicitly stated, more than on context. This is typical of individualistic societies, in which directness and linearity is valued.

As a result, we understand here that in Japanese culture, a “yes” is in fact not meaningful outside of its context. It is even often said that a Japanese “yes” would more likely mean “maybe”, and a “maybe” a “no”. It is actually very unlikely that you would get an explicit “no” from the Japanese side. Indeed, they tend to avoid conflict and behave as to keep harmony, another important concept in the culture that we will cover later.

In conclusion: reading your Japanese partner's mind means reading context. If you pay attention to the situation and your interlocutor's reactions, you may get far more of the message than what his/her words would convey!

In forthcoming articles the expert will cover the following topics:

- What is behind a “yes” - How to read Japanese minds (part 2)
- What is behind a “yes” - The concept of harmony (part 3 in Sept/Oct)

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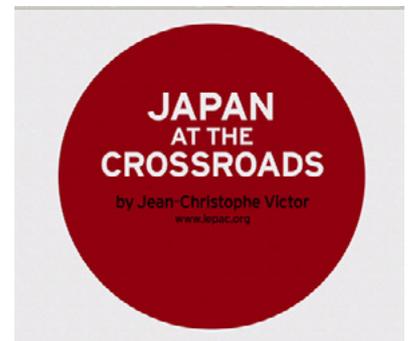
Céline Massart & Olivier Van Beneden ➔ <http://www.JapanConsultingOffice.com>

JAPAN - AT THE CROSSROADS

The EU-Japan Centre is pleased to present its newsletter's readers an 8-minute video, made by LEPAC (<http://www.lepac.org>) explaining the challenges facing Japan as its economy recovers.

These challenges are structural and connected to energy choices, and the demographical landscape of the country. The 2014 fertility rate in Japan was 1.4 - one of the lowest in the world, and has economic consequences : a shrinking working class and a growing ageing class - more than 26% of the Japanese population is over 65 years old, and this percentage will be 30% in 2030. A more dynamic demography would assist the recovery of the Japanese economy.

➔ <http://www.eu-japan.eu/publications/japan-crossroads>



LOGISTICAL SUPPORT IN TOKYO FOR EU SMES

For EU SMEs entering into or expanding within Japan, the EU-Japan Centre implemented “Step in Japan” a free logistical support and business assistance in its Tokyo office, for up to one month.



THE SUPPORT INCLUDES:

- a “hot desk” in Tokyo on the Centre's premises including an internet connection and telephone
- full access to meeting and seminar facilities within the Centre's premises;
- a help desk for all information inquiries on business in Japan;
- assistance with using the Enterprise Europe Network service while in Japan.

For more info contact: StepInJapan@eu-japan.gr.jp

➔ <http://www.eu-japan.eu/other-activities/step-in-japan>

NEWS FROM JAPAN TAX AND PUBLIC PROCUREMENT HELPDESK



Tokyo Metropolitan Government (TMG) provides services to a population of almost 30 million inhabitants, which represents close to a quarter of the total population in Japan. The public procurement demand generated by this huge organization is most likely similar to that of some mid-sized European countries. International interest in providing goods and services to TMG is on the rise recently, in particular due to the upcoming Tokyo 2020 Olympics.

The organization of the Games is a joint responsibility shared between the Tokyo Organising Committee of the Olympic and Paralympic Games and TMG. While the Organising Committee has the responsibility to organize the Games itself and temporary facilities, TMG is involved in realizing the necessary permanent infrastructure. Companies that want to seize business

opportunities during the coming years of preparation, should be aware that both organizations operate under their own set of procurement rules.

The Organising Committee will conduct their procurement along national lines, while TMG will use its existing procurement infrastructure to prepare for the Games. With TMG's procurement information entirely in Japanese, and no concrete plans to offer more information in foreign languages, the Japan Tax and Public Procurement Helpdesk has prepared detailed information about procurement procedures used by TMG.

Source: Nikkei Asian Review, "Japan PM Abe announces tax-hike delay", June 1, 2016

➔ <http://www.eubusinessinjapan.eu/issues/entry-strategy/government-procurement/preparations-for-tendering/tokyo-metropolitan-government-public-procurement>

POSTPONEMENT OF VAT INCREASE IMPACTS OTHER FISCAL REFORM

JAPAN POSTPONES VAT INCREASE FOR SECOND TIME



On Wednesday, 1 June PM Abe announced that he would again delay the increase in consumption tax. The increase of the VAT rate to 10% was scheduled for April 2017.

The hike has been delayed for another two-and-a-half years until October 2019. Abe stated that the hike at this point in time would "create a risk of the country falling back into

deflation" hurting the chances that the Japanese economy would regain a sustainable growth track.

Japan was expected to introduce a 10% VAT-rate for non-food stuffs from April 2017 and keep an 8% VAT-rate for essential foodstuffs. During the past years, most of the discussions had focuses on what items would fall under the lower rate and how SMEs in particular would have to deal with the administrative burden of the diversified VAT-rates. It now looks that these measures will be postponed and uncertainty with regard to the VAT rates will continue for the coming years for both consumers and businesses.

Source: Nikkei Asian Review, "Japan PM Abe announces tax-hike delay", June 1, 2016

➔ <http://www.eubusinessinjapan.eu/issues/financial-issues/taxes-accounting/taxe-news/japan-postpones-vat-increase-for-second-time>

Nikkei Online reports on June 2 that the second postponement of the VAT increase to October 2019 is likely to have an impact on other planned fiscal reforms as well. The government and ruling parties are also investigating postponement of the planned new automobile tax, which was scheduled to be introduced simultaneously with the VAT increase in April 2017. Also, with no VAT-increase next year, the diversified consumption tax rates for foodstuffs is also off the books for the time being. Additionally, the tax-break measure on housing loans, which was meant to support the economy at a time of fiscal increases until June 2019 is presently under consideration for an extension beyond October 2019, the date the VAT increase is planned now.

Source: Nikkei Online, 自動車新税の先送り検討 増税再延期、税制改正に余波 (June 2, 2016)

➔ <http://www.eubusinessinjapan.eu/issues/financial-issues/taxes-accounting/taxe-news/postponement-of-vat-increase-impacts-other-fiscal-reform>

HIGH-LEVEL MISSION OF COMMISSIONER HOGAN TO JAPAN IN APRIL 2016

Between 20 and 22 April 2016 EU Commissioner for Agriculture & Rural Development Mr Phil Hogan visited Japan, accompanied by a business delegation of 40 EU businesses active in the agri-food sector.

This visit was the second in a series of trade missions during 2016 - part of a diplomatic offensive to promote EU interests and quality food products on global markets. Japan is of particular importance for EU's agricultural export potential.

The business delegation accompanying Mr Hogan represented a wide variety of agricultural sectors, ranging from meat products and dairy to wines, spirits, fruits and vegetables and other processed agricultural products. It included global companies, as well as small and medium enterprises, and European associations. The combined turnover of the companies represented by the members of the business delegation exceeded 100 billion EUR.

As Japan is on the radar for business opportunities for many actors in the European agri-food sector, also in light of future prospects of an EU-Japan Free Trade Agreement, effort was made to offer an ambitious and attractive agenda of events for the participating companies and organisations.



A substantial part of the programme was dedicated to business seminars, presentations with food tastings of the participating European products, retail visits, B2B meetings and networking, press interviews and field visits, so that the business delegation could get a good picture about the characteristics of the local market and wherever possible to make first contacts or deepen already existing ones with potential local buyers. A special focus was put on European food and lifestyle by organising a European restaurant week in 5 well-known restaurants in Tokyo.

It is not the first time that the EU organises such events in Japan for European businesses active in the agri-food sector. In November 2013, 45 such businesses accompanied former Commissioner Ciolos to his visit in Japan, and in March 2014 the EU had a dedicated pavilion in the Foodex exhibition. Given the huge potential for trade and business with Japan, the EU intends to continue such actions in the coming years.

Source: European Commission - DG Agriculture and Rural Development



➔ http://ec.europa.eu/agriculture/events/business-delegation-visit-china-japan_en.htm

26 APRIL: WORLD INTELLECTUAL PROPERTY DAY

**Almost 90 000 EU trade mark applications received from Member States in 2015
Germany first among Member States, Paris among EU regions**

89 420 applications for trade mark protection were received in 2015 by the EU Intellectual Property Office (EUIPO) from the Member States of the European Union (EU), a number about 4 times higher than that of the mid-1990s. Over recent years, the number of EU trade mark (TM) applications originating from EU Member States has constantly risen, with the exception of the slowdown registered with the economic and financial crisis in 2008.

Applications made in 2015 from EU Member States accounted for nearly 70% of all applications made in the EUIPO that year, which totalled 130 385 applications. The highest number of TM applications made to the EUIPO from outside the EU came by far from the United States (16 881), ahead of China (4 153), Switzerland (3 997), Japan (2 593) and South Korea (2 038).

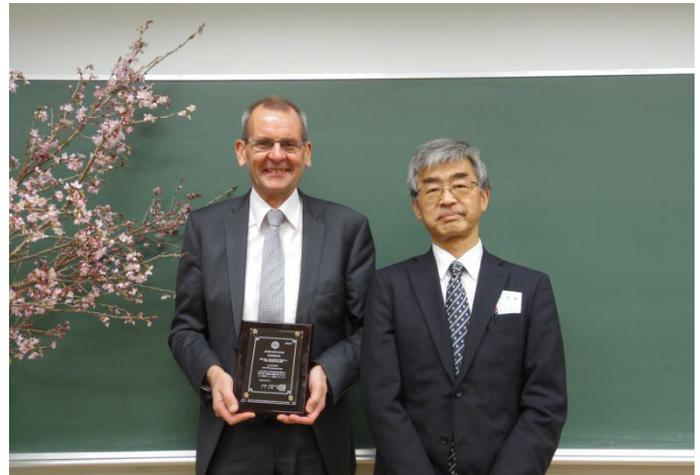
Source: Eurostat

➔ <http://ec.europa.eu/eurostat/documents/2995521/7237244/9-25042016-AP-EN.pdf/7e673318-4893-46f7-9ee6-f293196c8dc6>

JRC RECEIVED THE 2016 AESJ AWARD FOR DISTINGUISHED TECHNOLOGY DEVELOPMENT

On Sunday 27 March 2016, the Atomic Energy Society of Japan (AESJ) gave its 2016 Award for Distinguished Technology to the Nuclear Resonance Densitometry (NRD) collaboration team composed of scientists from the Joint Research Centre (JRC) and the Japanese Atomic Energy Agency (JAEA) at the Tohoku University as part of the annual AESJ meeting.

Nuclear Resonance Densitometry (NRD) has been jointly developed by the JRC and JAEA and is a fruit of intense collaboration since 2012. It relies on the principles of Neutron Resonance Transmission Analysis (NRTA) and Neutron Resonance Capture Analysis (NRCA), which are two methods that have been developed at the JRC's facility GELINA (GEel LINear Accelerator). NRD accurately quantifies the amount of uranium and plutonium in complex materials such as debris of melted nuclear fuel from the damaged Fukushima Daiichi reactor cores. So far, accurately measuring fissile components in these materials has been a challenging exercise for nuclear experts.



 JRC received the 2016 AESJ Award for Distinguished Technology Development © EU

Source: European Commission - JRC

➔ <https://ec.europa.eu/jrc/en/news/jrc-received-2016-award-distinguished-technology-nuclear-resonance-densitometry>



 Pacific Ocean waves © jondavatzphoto - Fotolia.com

DISCOVERY OF NEW PATHWAYS OF PACIFIC SEA WATER CURRENTS THROUGH RADIOTRACER STUDIES

JRC scientists, in close collaboration with Japanese research organisations, investigated the dissolution of radioactivity in the Pacific Ocean following the Fukushima incident.

Source: European Commission - JRC

➔ <https://ec.europa.eu/jrc/en/news/discovery-new-pathways-pacific-sea-water-currents-through-radiotracer-studies>

JAPAN LIFTS BAN ON IMPORTS OF ITALIAN BEEF

After 15 years, Japan lifted an embargo on Italian beef, following an earlier opening of its market to beef products from other EU Member States (France, Ireland, the Netherlands, Poland, Denmark, and Sweden).

According to Commissioners Vytenis Andriukaitis, Cecilia Malmström and Phil Hogan, “*The fact that Japan continues to approve beef exports from EU Member States is a great success of the European trade diplomacy. All Commission services, together with the EU Delegation to Japan, have been working towards opening of the Japanese market for EU beef and beef products from all EU countries interested in exports. We look forward to seeing Japan opening its market to beef from the rest of the EU in the near future.*”

Source: European Commission - DG Agriculture and Rural Development

➔ http://ec.europa.eu/agriculture/newsroom/277_en.htm

SPOTTED ON INTERNET EXPORTS OF DOG OR CAT FOOD

Did you know that the EU exported 103.2 million kg of dog or cat food to Japan in 2015 (14 % of total EU exports of dog or cat food) with France and Belgium as main exporters (39% and 20% respectively)?

Source: Eurostat

➔ <http://ec.europa.eu/eurostat/web/main/news/themes-in-the-spotlight/trade-in-goods-2015>

THE G7 SUMMIT IN JAPAN: THE EUROPEAN UNION'S ROLE AND ACTIONS

This year, the G7 summit took place from 26 to 27 May in Ise-Shima, Japan.

The European Union was represented by the President of the European Commission, Jean-Claude Juncker, and the President of the European Council, Donald Tusk. The main topics on the agenda, as set out by this year's Japan presidency, were the global economy, investment, trade, the refugee crisis, climate change and energy, the fight against terrorism, foreign policy and development. Leaders also discussed several global health policy issues, gender equality and women's rights.

➔ http://europa.eu/rapid/press-release_MEMO-16-1861_en.htm

Source: European Commission

JOINT STATEMENT ON THE EU-JAPAN ECONOMIC PARTNERSHIP AGREEMENT/FREE TRADE AGREEMENT

Japanese Prime Minister Shinzo Abe, European Council President Donald Tusk, European Commission President Jean-Claude Juncker, French President François Hollande, German Chancellor Angela Merkel, Italian Prime Minister Matteo Renzi and UK Prime Minister David Cameron, made the following joint statement in the margins of the G7 Summit in Ise-Shima:

"We, the Leaders of Japan, the European Union, France, Germany, Italy and the United Kingdom, in the margins of the G7 Summit in Ise-Shima welcome the view shared by the leaders of Japan and the European Union on the occasion of their meeting on 3 May 2016 to instruct their respective negotiators to accelerate the negotiations on the Japan-EU Economic Partnership Agreement (EPA)/Free Trade Agreement (FTA) and reaffirm our strong commitment to reach agreement in principle as early as possible in 2016".

The relevant G7 Leaders' statement on the FTA/EPA has been released in:

English: http://europa.eu/rapid/press-release_STATEMENT-16-1925_en.htm

Japanese: http://www.mofa.go.jp/mofaj/ms/is_s/page3_001694.html

➔ <http://www.consilium.europa.eu/en/meetings/international-summit/2016/05/26-27>

Source: European Consilium

TRADE SUSTAINABILITY IMPACT ASSESSMENT OF THE FTA BETWEEN THE EU AND JAPAN

The final report of the Trade Sustainability Impact Assessment of the EU-Japan Free Trade Agreement (a study commissioned by DG Trade of the European Commission and published by LSE Enterprise Ltd.) was released on the 22nd April 2016.

The final report gathers valuable information on a broad range of questions, capturing issues that are highly relevant to the ongoing negotiations. These include the economic impact of the agreement in light of other ongoing and concluded agreements the EU and Japan are involved in, in-depth analysis across key sectors, as well as assessment of social, human rights, and environmental implications.



➔ <http://www.tsia-eujantrade.com>

Source: LSE Enterprise Ltd

REUTERS TOP 25 GLOBAL INNOVATORS

France's Alternative Energies & Atomic Energy Commission (CEA), Germany's Fraunhofer Society and Japan's Science & Technology Agency are top of the Reuters Top 25 Global Innovators ranking of government research institutions, published on March 9 2016. Source: Eureka

➔ <http://www.eurekanetwork.org/content/reuters-top-25-global-innovators-europeans-lead-canadian-eureka-member-nrc-top-list>

VISIT BY PRIME MINISTER ABE TO BRUSSELS AND MEETING WITH EU PRESIDENTS

On Tuesday, 3 May 2016, Japanese Prime Minister Shinzo Abe met with European Council President Donald Tusk and European Commission President Jean-Claude Juncker in Brussels.



Photo: Cabinet Public Relations Office

During the Japanese and EU leaders' meeting, Prime Minister Abe was welcomed to Brussels by President Tusk and President Juncker. Prime Minister Abe extended his heartfelt condolences to the families of the victims of the terror incidents that occurred in Brussels in March, and thanked the EU for their words of solidarity and condolences at the time of last month's earthquake in Kumamoto.

Prime Minister Abe, President Tusk and President Juncker proceeded to discuss several Japan-EU cooperation initiatives and international topics. The EU and Japanese leaders pledged to continue building upon the progress achieved in the ongoing Japan-EU FTA/EPA negotiations,

and to encourage their chief negotiators to complete an ambitious and wide-ranging agreement hopefully by the end of this year. The recently-launched Japan-EU Air Safety Agreement negotiations, Japan-EU security cooperation initiatives, and the forthcoming G7 summit in Ise-Shima, Japan, were also discussed.

The summit meeting was followed by a working dinner during which Prime Minister Abe, President Tusk and President Juncker continued to discuss the Japan-EU FTA/EPA negotiations.

During his visit to Belgium, Prime Minister Abe also met with Belgian Prime Minister Charles Michel and His Majesty King Philippe of Belgium. Prime Minister Abe has met with Presidents Tusk and Juncker three times in the last twelve months. Their next meeting will be later this month when Japan hosts the 2016 Ise-Shima G7 summit.

Source: Mission of Japan to the European Union

➡ http://www.mofa.go.jp/erp/ep/page4e_000428.html

JAPAN-EU HIGH LEVEL CONFERENCE OF POLITICAL, INDUSTRIAL AND ACADEMIC LEADERS

“ADAPTING TO THE CHANGING WORLD THROUGH SCIENCE, TECHNOLOGY AND INNOVATION”

On 4 May 2016, the Science and Technology in Society (STS) Forum - in cooperation with the Japan External Trade Organization (JETRO) and the European Parliament - organized a high-level conference entitled “Adapting to the Changing World through Science, Technology and Innovation” at the European Parliament building in Brussels.



The conference began with opening remarks by Dr. Paul Rubig MEP, Chairman of the European Parliament committee on Science and Technology Options Assessment (STOA), Mr. Koji Omi, Founder and Chairman of the STS forum, and Mr. Hiroyuki Ishige, Chairman of JETRO.



This was followed by keynote speeches by several distinguished guests, including Mr. Kazuo Todani, Deputy Minister of the Japanese Ministry of Education, Culture, Sports, Science and Technology (MEXT), Ms. Cristina Russo, Director for International Cooperation within the European Commission DG for Research and Innovation, and many others.

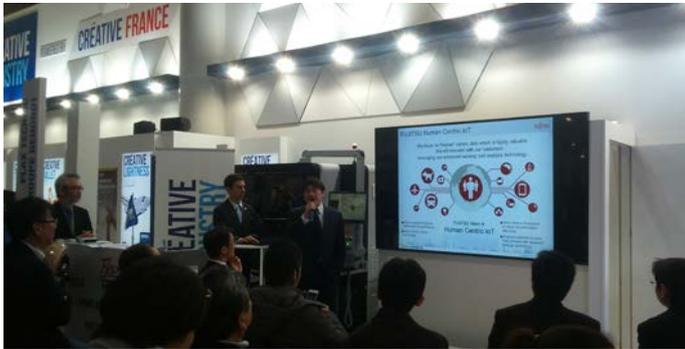


The objective of this conference was to strengthen cooperation between the STS forum and the EU, through an open and constructive exchange of views among leading personalities, in the face of the common challenges confronting our societies and the capacity of science, technology and innovation to provide resources and instruments to successfully tackle them.

Source: Mission of Japan to the European Union

FACTORY OF THE FUTURE – INDUSTRY 4.0: AN EXCHANGE OF VIEWS BETWEEN JAPAN AND FRANCE

On the 27th April 2016, JETRO Paris and Business France organised a joint seminar titled “Factory of the future – Industry 4.0” in Hannover Messe, the world’s biggest industrial trade fair.



The seminar was a good opportunity to exchange views about this topic. Following the welcoming remarks by a representative of Business France, Koji Yonetani, Executive Vice President of JETRO, encouraged the possibility of collaboration between France and Japan in the field of IoT. Presentations were made about supporting activities to promote foreign direct investment. French and Japanese companies made presentations of concrete examples where Industry 4.0 is been applied. The French companies ESI GROUP, BA SYSTEM and ENERTIME shared their experience of the implementation of virtual, customised or green solutions in the factories. On Japanese side, ROHM Co., Ltd, FUJITSU Ltd and YASKAWA ELECTRIC Corp. introduced the use of smart devices and technologies for data transfer and also industrial robotics fit for the smart factory on the future. Over 80 participants made this event a success.

Scheduled in the agenda of the French-Japanese Innovation Year, the event was organised as part of the memorandum of cooperation concluded between JETRO and Business France. In both countries, Industry 4.0 has become an issue for high-tech manufacturing in all industrial sectors and Japanese and French companies are willing to embrace the change towards the next industrial revolution.

➔ <https://www.jetro.go.jp/france>

JETRO SEMINAR IN LITHUANIA

The seminar “Export Roads Lead to Japan” held in Vilnius on April 7th summarized the attractiveness of Japanese market for Lithuanian companies.

After opening greetings by Mr. Toyoei Shigeeda – Japanese Ambassador in Lithuania, Mr. Naofumi Makino, Director General of JETRO Warsaw presented opportunities for foreign enterprises in Japan and explained about JETRO support provided to foreign companies. Mr. Andrius Gelezauskas, Business Development Manager for Baltic States of Hitachi Europe Ltd. talked about the experience of business with Japan-affiliated companies and shared information on how to interact with Japanese partners. The event was organised by Lithuanian Business Confederation.



▲ Mr. Naofumi Makino, Director General of JETRO Warsaw

JETRO SEMINAR IN LATVIA

On April 5th the seminar entitled “The road to one of the largest export markets – Japan” organised by the Investment and Development Agency of Latvia (LIAA) was held in Riga.

During the seminar Director General of JETRO Warsaw Mr. Naofumi Makino made a presentation about business environment in Japan and golden opportunities existing in the Japanese market. Mr. Makino encouraged entrepreneurs to use many support tools provided by JETRO and Japanese local government. Mr. Shigeki Tanaka, manager responsible for Asia Business in Dentsu Inc. provided practical advice on how to address and properly prepare product offerings, and Mrs. Alina Ascepkova from the Latvian Investment and Development Agency of Japan shared her knowledge about business practices in Japan.

➔ <http://jetro.go.jp/poland>

FINLAND-JAPAN

BUSINESS SEMINAR AND NETWORKING EVENT

Taking the opportunity of the visit to Japan by Finnish Minister of Economic Affairs Olli Rehn on May 18, JETRO held a program titled “Finland-Japan Business Seminar and Networking Event: Displaying Finnish Expertise as a Hub for a Digital & Connected World.” During the seminar, speeches were delivered by the following guest speakers: Finnish Economic Minister Olli Rehn; the Vice President of Corporate Affairs at Nokia Corporation, Minna Aila; and four representatives from departments of FINPRO, a public organization consisting of Export Finland, Visit Finland and Invest in Finland. The speeches covered business opportunities related to the Internet of Things and connected cars, as well as introductions of the Finnish companies attending, which are active in the digital and connected world. The event was joined by around 30 attendees from Finnish companies and organizations, and 128 attendees from the Japan side.

Source: Japan External Trade Organization

➔ https://www.jetro.go.jp/en/jetro/topics/2016/1605_topics2.html

KOBE AND LIFE SCIENCE NORD ON A JOINT MISSION

To foster the development and market launch of innovations for the health industry, the Japanese Foundation for Biomedical Research and Innovation (FBRI) and Life Science Nord signed a letter of intent in Kobe.



The letter deals with cooperation in the RIT program (Regional Industry Tie-Up) of the Japanese foreign trade organisation JETRO, which supports the exchange of views and collaboration between companies and research institutes. As a result of the success to date, the program will now be extended to 2017. The potential dates for the next two meetings have already been narrowed down – at least one exchange visit per year is planned.



➔ <http://www.lifesciencenord.de/en/network/news/details/news/detail/kobe-und-life-science-nord-in-gemeinsamer-mission>

JOINT SYMPOSIUM COMMEMORATING THE ESTABLISHMENT OF KOBE UNIVERSITY LIAISON OFFICE IN KRAKÓW

On 17 May 2016, Kobe University jointly hosted a symposium with Jagiellonian University titled: “New Research Perspectives from Japan and Poland”. This symposium was held to commemorate the establishment of the Kobe University Liaison Office in Kraków.



◀ Left to right: Prof. Ogawa Matsuo, Executive Vice President In charge of Research and Industry-University Cooperation, Kobe University; Prof. Maria -Jolanta Flis, Vice Rector for University Development, Jagiellonian University; Ms. Tada Sanae, Director, Japan Foundation Budapest

On 22 October 2015, Kobe University established a liaison office in Poland within the Centre for Comparative Studies of Civilisations at the Jagiellonian University in Kraków to offer research and study exchange opportunities to universities in Central and Eastern Europe and to disseminate information about Kobe University. It is the fourth international base for Kobe University, following the Kobe University China Office established in Beijing, China, in 2008; the Kobe University Brussels European Centre (KUBEC) established in Brussels, Belgium, in 2010; and the Kobe University Hanoi Liaison Base, Vietnam, in April 2015.



During this symposium, prominent researchers from both universities introduced the latest collaborations between Kobe University and Jagiellonian University in Biology, Comparative Studies of Civilisations, and EU-Japan Relations. Over 50 attendees from Jagiellonian University and other institutions in central and eastern Europe representing academia and business participated in the Symposium. This academic event has provided a valuable opportunity to strengthen the relationship between Kobe University and Jagiellonian University as well as between Japan and Poland.

➔ http://www.kobe-u.ac.jp/en/NEWS/info/2016_05_24_01.html

ADB ANNUAL MEETING AND **VISIT OF MAYOR FUMIKO HAYASHI TO FRANKFURT**

From 2 till 5 May 2016, the 49th Annual Meeting of the Asian Development Bank (ADB) took place in Frankfurt, with the motto “Cooperating for Sustainability”. As Yokohama will host the next Annual Meeting, a delegation visited Frankfurt to attend the conference and promote Yokohama.



Mayor Fumiko Hayashi, who headed the delegation, participated as a panelist in the seminar “Toward Cities of the Future - Delivered, Driven or Demanded?”, and spoke about measures Yokohama is taking towards greater environmental and social sustainability.

Yokohama set up a promotional booth at the conference site for the duration of the Annual Meeting, and presented itself and Japan with various cultural activities, such as contemporary Japanese music on traditional instruments by AUNJ Classic Orchestra, calligraphy workshops and tea ceremony.

BUILDING TOGETHER THE PROSPERITY OF ASIA

Mayor Hayashi and the President of the Asian Development Bank, Mr. Takehiko Nakao, updated the agreement between ADB and Yokohama in order to strengthen their cooperative relationship with a view to the upcoming 50th Annual Meeting in Yokohama in 2017.

With the “Future Annual Meeting Host Country Event” on the closing day of the ADB Annual Meeting, the baton was passed on to Yokohama by State Secretary Hans-Joachim Fuchtel of the German Federal Ministry for Economic Cooperation and Development. Yokohama looks forward to welcoming representatives from Asia and Europe next May. The motto of the 50th Annual Meeting of the ADB is “Building together the Prosperity of Asia”.



➡ <http://adb2017.city.yokohama.lg.jp/en>

DEREGULATION FOR STARTUPS TO ACQUIRE VISA

Foreign nationals wishing to start up business in Japan need to obtain a “business manager” visa. Before the new deregulation, to receive this status of residence, in addition to opening an office, the applicant must employ at least two people full-time, or invest at least 5 million yen in Japan.

This presents a high hurdle to prospective foreign entrepreneurs. However, in this new program to increase foreign entrepreneurs, applicants can receive status of residence (business manager) for half a year even if these conditions are not met, if business plans and other necessary information are submitted to the Tokyo Metropolitan Government (TMG) and TMG confirms that the applicant has prospects for fulfilling the conditions within that half year.

The Business Development Center TOKYO (BDCT) will provide individual support so that the foreign entrepreneur will be able to fulfill the conditions by the end of the six months, and renew his/her status of residence.



➡ <http://www.bdc-tokyo.org/en/about/fhr.html>

NEW WEB PORTAL “EU ASIA BUSINESS LINK” PAVES THE WAY TO ASIA FOR EUROPEAN BUSINESSES



European companies having ambitions in Asia can now count on a new ally: the EU Asia Business Link (EALink), a web portal providing information and business support in 16 Asian countries*.

The Platform puts users in direct contact with Asia-based experts and organisations who can answer questions and provide advice, helping European businesses achieve success on Asian markets. EALink also provides information on training opportunities and seminars and offers the latest reports, news, events and European business missions to Asian markets, ensuring that EU SMEs and business organisations that are interested in Asia have all the information they need.

The Portal is an initiative of the European Commission (with an overall budget of EUR 1,199,400) implemented by GOPACom and EUROCHAMBRES.

*Cambodia, China, Hong Kong, India, Indonesia, Japan, Laos, Malaysia, Myanmar (Burma), Philippines, Singapore, South Korea, Sri Lanka, Taiwan, Thailand and Vietnam.

➔ <http://www.ealink.eu>

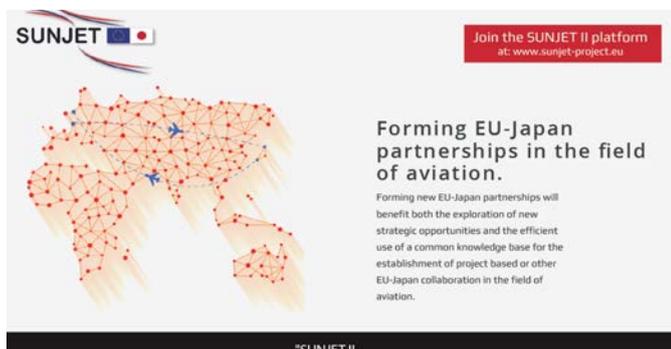
EUROPEAN BIOTECH & PHARMA PARTNERING CONFERENCE

11 OCTOBER 2016, OSAKA, JAPAN

Organised by bioXclusters PLUS, Protein-Mall Kansai, Osaka Bio Headquarters and Senri Life Science Foundation, the “European Biotech & Pharma Partnering Conference” will take place in Osaka, a hub of life science, on 11 October 2016. The agenda of this conference will include: expert presentations and a “One-on-One partnering” event. The “One-on-One Partnering” will provide participating European and Japanese companies with productive meetings and this matchmaking event is expected to strengthen partnerships between companies. Source: bioXclusters PLUS

➔ <http://www.bioXclusters.eu>

SUNJET II EU-JAPAN COLLABORATION PLATFORM



based or other EU-Japan collaboration.

“The platform that facilitates online collaboration between Europe and Japan in the field of aviation.”

Analysing the process and the lessons learnt from previous and ongoing EU-Japan projects, the SUNJET II platform offers customised collaboration solutions for individuals and organisations. Specifically, the platform provides the search tools to identify suitable partners and sets the online environment to facilitate partners' collaboration and communication. Beyond the partnership search and the collaboration tools, the platform provides guidance material (<https://sunjet-project.eu/guidance-desk/material>) collected from partners involved in past and ongoing EU-Japan projects, as well as common roadmaps (<https://sunjet-project.eu/content/technological-roadmaps>) for future Europe-Japan cooperation in the fields of Aircraft, Systems and Equipment, with the support of R&T institutions, Academics and Clusters, proposed by the SUNJET II project.

SUNJET II, the Sustainable Network for Japan-Europe aerospace research and Technology cooperation II, has launched the SUNJET II collaboration platform.

The SUNJET II platform is dedicated to promoting EU-Japan collaboration in the field of aviation, to supporting networking, exchange of information and the organisation of events and to shedding light on the project collaboration process when working with EU and Japan. Forming new EU-Japan partnerships will benefit both the exploration of new strategic opportunities and the efficient use of a common knowledge base for the establishment of project

One of the strengths of the SUNJET II platform is its network, which is composed not only by the individuals/ organisations registered on the platform, but also by other international networks related to aviation, which are connected to the platform. These networks are providing data and enriching the SUNJET II database with individual and organisation profiles. At the moment, SUNJET II incorporates data from EASN, the European Aeronautics Science Network, as well as IFAR, the International Forum for Aviation Research, networks.

Find out more information about the SUNJET II platform and its services in this quick guide (<https://sunjet-project.eu/sites/default/files/SUNJETIIPlatformPresentation.pdf>).

View the SUNJET II platform scope and register for free
➔ <https://sunjet-project.eu/content/collaboration-platform>

CDTI-NEDO JOINT WORKSHOP ON “THE EFFECTIVE USE OF THERMAL ENERGY IN INDUSTRY”

23 JUNE 2016, ZAMUDIO, SPAIN

Since the launch of the Japan-Spain Innovation Program in 2009, CDTI (Spain) and NEDO (Japan) have jointly organised the Technological Workshops in Japan and Spain aiming to provide the entities from both countries with opportunities to find ideas of joint development projects in specific sectors.

On this occasion, both agencies organise in collaboration with INNOBASQUE a workshop in Spain focusing on the field of “Efficient Use of Residual Thermal Energy in the Industrial Sectors”. Since last year, NEDO has been promoting in Japan technology development in the fields of: heat storage, heat insulation, waste heat recovery, heat management, basic technology, heat pump, thermoelectric conversion and heat shielding. A delegation of 15 people belonging to organisations and companies such as AIST, Panasonic, Hitachi, Furukawa and Mitsubishi Heavy Industries will travel from Japan to participate in the Workshop. The aim of this Workshop is to identify ideas for collaboration in joint projects between all participants.



➔ http://cort.as/fZk_

BUSINESS OPPORTUNITIES BETWEEN SPAIN AND JAPAN

ICEX Spain Exports and Investment, together with the Chamber of Commerce of Málaga and the Japan External Trade Organization (JETRO) organised a Conference in order to analyse the characteristics of the Japanese market and the business opportunities that exist both from the point of view of the export of goods and Spanish services and from the perspective of investment in that country.

The Technology Park of Andalucía supported the promotion and dissemination of this seminar which was addressed to Spanish companies with a product or service, interested in the internationalisation of their activities in the Japanese country. For Spanish entities, it is a mature market with high potential which, despite being far away, is being highly conducive for Malaga export both in the field of foodstuffs and consumer goods and the sector of information and communication technologies.

The event is part of a joint strategy to develop business relations with Japan. Both ICEX, such as the Chamber of Commerce of Malaga, have instruments that support Spanish companies so that they can boost their activity at international level and, in this new session, JETRO has joined to present the tools that can be used to exploit the

business opportunities that exist in Japan. In this sense, the Technology Park of Andalusia organises and coordinates a work group whose main objective is to unite international development strategies, such as the sharing of projects on a global scale and the search for joint ventures.

The International Strategy Group is made up of the most important institutions at local and regional level: City Council, Chamber of Commerce, Confederation of Employers of Málaga, European Business and Innovation Centre of Málaga, ICEX Spain Exports and Investment, Provincial Council, Regional Government of Andalucía as well as Public Business Promotion Entity Promálaga, Strategic Planning Foundation CIEDES, Trade Promotion Agency of Andalucía and University of Málaga.

➔ <http://www.icex.es/icex/es/navegacion-principal/todos-nuestros-servicios/visitar-mercados/agenda/SEM2016625570.html>

PRACTICAL GUIDE ABOUT JAPAN FOR SPANISH RESEARCHERS

The Spanish Foundation for Science and Technology (FECYT), in collaboration with the Spanish Researchers in Japan Society (ACE-Japón) and with the Embassy of Spain in Tokyo are issuing a practical guide with relevant information for Spanish researchers that are planning to do work in Japan as researchers.

The guide offers information regarding visas, registries, housing, medical insurance, etc. Besides, it dedicates some chapters to the Japanese R&D system and the researcher career development in the country. At the end of the guide, the reader will find a few personal experiences of Spanish researchers working in Japan.

The project is part of the collaboration with the Spanish researchers associations abroad and with the Spanish Agency for International Development Cooperation. In 2014, FECYT already issued a practical guide for Spanish researchers working in the United Kingdom, in collaboration with the Spanish Researchers in the United Kingdom.

➔ http://wiki.euraxess.es/index.php/P%C3%A1gina_principal

➔ <http://www.euraxess.es/servicios/investigadores-fuera-de-espana2>

GERMAN-JAPANESE HIGH-TECH DIALOGUE: EXCHANGE OF GERMAN-JAPANESE HIGH-TECH SOLUTIONS AND SERVICES FOR SMES

30 JUNE 2016, STUTTGART, GERMANY

To face the challenges such as rising competition and shrinking profits international collaboration is needed. Within all the global collaboration possibilities the German and Japanese are very unique. Despite the geographical distance both countries have much in common. Both are leading high-tech nations with a huge proportion of exporting business, excellent economic and scientific infrastructures. Due to these opportunities large German and Japanese enterprises have been in intense collaboration for a long time. An initiative of German and Japanese Stakeholders likes to open this potential for small and medium-sized companies and build the bridge between German and Japanese.

For the first time, the German-Japanese High-Tech Hub is going to organise this unique event “German-Japanese High-Tech Dialogue” on June 30th, 2016 in Stuttgart/

Germany.

This time the organisers would like to introduce the activities and provide you the latest information of German and Japanese companies working on IoT, printed electronics, advanced applications and networking.

Key Issues:

- Exchange knowledge of high-tech solutions
- Finding matching partners in DE/JP
- Industrie 4.0
- Printed electronics
- Advanced applications



➔ http://www.stuttgarter-produktionsakademie.de/German-Japanese_High-Tech_Dial.1509.0.html

AMED-DFG RESEARCH WORKSHOP: “METABOLIC IMAGING”

On 21-22 March 2016, the Deutsche Forschungsgemeinschaft (DFG) and the Japan Agency for Medical Research and Development (AMED) hosted a joint workshop in the field “Metabolic Imaging” in Tübingen.

This joint workshop held between AMED and DFG identified a common interest in the field of biomedical research between the two funding agencies. Functional metabolic imaging is one of the promising fields in medicine, which make early diagnosis possible on a highly precise level. Due to the innovative technologies covered by this workshop, collaborative and interdisciplinary projects could cover many fields of science.

The purpose of this meeting was to bring together German and Japanese experts in the field of “Metabolic Imaging”. It gave them the opportunity to network, to discuss potential future project collaboration and strengthen already existing connections. Representatives from the two funding agencies (DFG: Dr. Eckard Picht, Dr. Franziska Langer and Inga Steude; AMED: Toru Sano, Dr. Tatsuya Maruyama und Rima Kitazumi) introduced funding options for future collaborations.

Results of the workshop will help to determine the future cooperation between the two funding agencies AMED and DFG and will thereby strengthen the international collaboration between Japan and Germany.

➔ http://www.dfg.de/en/dfg_profile/head_office/dfg_abroad/japan/reports/2016/160412_amed_tuebingen/index.html

JST-DFG NETWORKING WORKSHOP: “MOLECULAR TECHNOLOGY”

On 18-19 March 2016, the Deutsche Forschungsgemeinschaft (DFG) and the Japan Science and Technology Agency (JST) hosted a joint workshop in the field “Molecular Technology” in Berlin.

30 young scientists from Japan and Germany met in Berlin for the first time to discuss their ongoing projects and develop new research ideas.

Prof. Takashi Kato, the speaker of a JST funded PRESTO project in Japan initiated this workshop in the field of “Molecular Technology” to bring together young talents in this field to broaden their network, discuss ideas with researchers from Germany and potentially start a platform for future collaborations.

The PRESTO programme fosters the exchange of research ideas between scientists involved in the same fields of research.

The German organisers Prof. Stefan Hecht, Humboldt University Berlin and Prof. Bäuerle, University Ulm planned the two-day schedule together with Prof. Kato so that exchange between the young scientists was fostered.

Among the covered topics were the following: “Polymer Synthesis & Complex Chemistry”, “Self-Assembled Materials”, and “High-Precision Measurements & Functional Devices”. In a wrap up session, the DFG (represented by Dr. Daniel Pursche, Dr. Franziska Langer and Anne Schmitz) and JST (represented by Kana Asano and Dr. Kazuo Takamiya) provided an overview about potential funding options for future international collaborations.

➔ http://www.dfg.de/en/dfg_profile/head_office/dfg_abroad/japan/reports/2016/160412_jst_berlin/index.html

VIP VISIT TO VOKA

The Chamber of Commerce and Industry Antwerp - Waasland (VOKA) had the honour to welcome H.E. Mr. Masafumi Ishii, Ambassador Extraordinary and Plenipotentiary to the Kingdom of Belgium, concurrently Representative of the Government of Japan to NATO.



During this business lunch, more than 20 enterprises from the region had the occasion to listen to the speech of the Ambassador and to share their experiences in doing business with Japan. This resulted in a very lively discussion. The Chamber hereby wanted to strengthen the business relationships between Japan and our region and to give our members the chance to learn from the insights of the Ambassador regarding business opportunities in Japan.

➔ <http://www.voka.be/antwerpen-waasland>

OFFICIAL VISIT TO TRNAVA REGIONAL CHAMBER OF SLOVAK CHAMBER OF COMMERCE AND INDUSTRY

On 5 April, Masahiro Katamoto, Deputy Chief of the Mission, Counsellor at the Embassy of Japan in the Slovak republic, visited the Trnava Regional Chamber of Slovak Chamber of Commerce and Industry (SCCI).

Eva Tománková, Director and Juraj Čajko, Vice Chairman of the Board of Directors represented the Trnava Regional Chamber of SCCI. Masahiro Katamoto was aware of the Chamber's activities and was interested in developing business relation with the Chamber. Last year, His Excellency Akio Egawa, Ambassador of Japan in the Slovak Republic visited the Chamber in April and in July a "Consultancy Day" was organised for SMEs interested in the Japanese market.

This year, during the meeting, among other topics to enhance economic ties between the Slovak Republic and Japan, it was discussed the possibility of preparing a business mission to Japan for Slovak SMEs. The meeting was fruitful for both the Chamber's representatives and Masahiro Katamoto who expressed the wish for further cooperation developments.



Source: Trnava Regional Chamber of SCCI

NEW HONORARY PRESIDENT FOR THE BULGARIAN-JAPANESE ECONOMIC COUNCIL

Minister Lukarski is the new Honorary President of the Bulgarian-Japanese Economic Council (BJEC) with the Bulgarian Chamber of Commerce and Industry (BCCI).

At a meeting of the Bulgarian-Japanese Economic Council (BJEC) with BCCI, in accordance with the existing tradition, the Bulgarian Minister of Economy Bozhidar Lukarski was officially elected as Honorary President of BJEC. The President of BCCI Tsvetan Simeonov welcomed the participants and said that cooperation with partners from Japan is of utmost importance for the Chamber. He thanked the Embassy of Japan and the Ministry of Economy for the fruitful collaboration over the years.

According to Minister Lukarski, Japan is a strategic partner of Bulgaria in East Asia and in the relations with Japan there must always be high-level cooperation.

He expressed readiness, on behalf of the Ministry of Economy, to provide the necessary assistance for development of the bilateral trade and economic relations between Bulgaria and the Asian country.

H.E. Takashi Koizumi, Ambassador of Japan in Sofia greeted Minister Lukarski on the new position and expressed hope that it would contribute to strengthening the cooperation with Japan and to organising useful initiatives. One of them was the visit of the Minister of Economy to Japan in the period 9-13 May 2016.

➔ <http://www.bcci.bg>

OFFICIAL VISIT OF SLOVENE GOVERNMENT REPRESENTATIVES TO JAPAN

State Secretary at Ministry of Economic Development and Technology, Aleš Cantarutti and Acting Director of Public Agency SPIRIT Slovenia held official visit to Japan in March 2016.

The aim of the visit was to strengthen bilateral economic cooperation and the promotion of Slovenia as a competent partner. Japan is recognised as one of the priority markets for Slovenia, which is also defined in the document International Challenges, which was adopted by the Slovenian Government. Japan and Slovenia are cooperating well, but there is still plenty of scope for upgrading bilateral ties.



Slovene Government representatives visited deputy minister for economy Mr. Takayuki Uedo and Mr. Toshiyoshi Morishige, deputy minister for land, infrastructure and tourism. Both sides agreed, there is plenty of room for strengthening cooperation between countries, especially on the field of research and development, high technologies, ICT, automotive industry, logistics and tourism.

One of the main purpose of visit was the meeting with Mr. Junji Tsudo,

President of the Management Board Yaskawa in Kitakyushu, which is considering the expansion of its facilities in Slovenia. They also met with Mr. Kazuo Furukawa president of the Japan Agency for new energy and industrial technology – NEDO.

SPIRIT Slovenia has successfully participated in the preparation of feasibility study for identifying joint Slovene – Japanese demonstration project in the field of smart grids

and smart communities, which will be implemented in Slovenia. Meeting was also held with representatives of Japanese organisation for the promotion of foreign trade (JETRO), which covers Slovenia from its office in Vienna and with which the Agency signed an agreement of cooperation. They also visited some companies and institutions: Keidanren, Nippon Express, Japan Chamber of Commerce and the European Chamber of Commerce.

➔ http://www.mgrt.gov.si/si/medijsko_sredisce/novica/article/5/10756/1d0a2871fcf5cb5e097f3948c742451c

FIRST PHASE OF PROJECT NEDO WILL START IN AUTUMN AT THE LATEST

“The first phase of the Slovenian-Japanese demonstration project (NEDO) is expected to start in beginning of autumn at the latest” ELES’s General Coordinator for System Development, Mr. Uroš Salobir M. Sc., said at **“En. grids 016”** conference on smart grids, which took place at Ljubljana on May 2016.



The NEDO project, which is estimated to cost more than 30 million EUR and which is expected to be implemented in three years, has been divided into several phases. For the first phase project tasks which could be carried out quicker than others have been selected. Slovenian Ministry of Infrastructure as well as Ministry for Economic development and technology are very committed to making sure that the project continues. Both ministries support all of ELES’ efforts.

Slovene Electricity Transmission System Operator (ELES), has taken over the coordination of preparation of implementation plan for the project on Slovene side as well as has committed itself to use feasibility study on identification of possible joint Slovene – Japanese demonstration project on Smart communities and smart

grids in Slovenia, which was ordered by Public Agency SPIRIT Slovenia and carried out by Faculty of Electrical Engineering of the University of Ljubljana. Parallel feasibility study, ordered by New Energy and Industrial Technology Development Organization (NEDO), was also carried on Japanese side by Hitachi. *“ELES is relying on the great work, which has been done on the project before we entered”*, Mr. Salobir said, adding that the main challenge of the project will be to *“start the implementation as soon as possible also because we shouldn’t leave our Japanese partners waiting for too long”*.

➔ <http://oe.finance.si/8844705/Najkasneje-septembra-zacetek-30-milijonskega-japonsko-slovenskega-projekta>

NIPPON SHOKUBAI (JAPAN) RECEIVES **INVESTMENT OF THE YEAR TROPHY**

On the 24 February the Japanese chemical company Nippon Shokubai was awarded the Investment of the Year Trophy at the fourth Foreign Investment Trophy event organised by Flanders Investment & Trade (FIT). The award is aimed at promoting and encouraging sustainable foreign investments in Flanders to strengthen the economic position and prospects of the region.



The Japanese chemical concern specialises in the production of acrylic acid and superabsorbent polymers. These products are used as raw materials for diapers, sanitary napkins, adult incontinence products and so on. As this is a rapidly growing market, the company decided to expand the number of production plants worldwide. In May 2015, Nippon Shokubai announced plans to build a new facility in Zwijndrecht, Flanders, set to become the company's largest plant outside Japan. Other locations competing for the investment included the group's production plants in Indonesia, China, Singapore and the United States.

Totalling EUR 350 million, the investment will create 70 new jobs and will solidify the company's presence in Flanders for years to come. Construction of the new facility commenced in November 2015, while commissioning is scheduled for May 2018.

Geert Bourgeois: *"The Investment of the Year Trophy highlights the importance of international companies for our region. I want to thank and congratulate Nippon Shokubai for their commitment to Flanders. The Trophy is awarded as a token of recognition and appreciation for this commitment. Recent investment figures have shown that last year, Flanders recorded the highest number of investment projects – 227 to be exact, representing EUR 2.7 billion and 4,350 jobs. Equally significant is the fact that 22 percent of those investments were aimed at research and development which is vital for the future of our industries."*

Claire Tillekaerts: *"I wish to congratulate Nippon Shokubai on receiving this Trophy. Foreign investments help drive the economy in Flanders and the Foreign Investment Trophy is awarded to emphasize this fact. We also like to look ahead: FIT is continuously innovating and expanding services toward foreign enterprises. Following an in-depth evaluation process, FIT decided to optimise its international network in 2015 by opening new offices in the US and Canada, among others, with the sole purpose of attracting new investors. FIT also launched FINMIX International, a dedicated program offering expert guidance and advice to companies in Flanders – including those of foreign origin – in search of the best possible funding for their international business pursuits."*

Hidetaka Yatagai, President of Nippon Shokubai Europe: *"We are extremely proud of the fact that Nippon Shokubai has chosen Antwerp as a new base for expansion. It underlines the position of Flanders as an important commercial centre and of Antwerp as a chemical cluster."*

➔ <http://www.foreigninvestmenttrophy.be/asia-africa-en-middle-east/nippon-shokubai-%E2%80%93-japanese-chemical-pioneer-absorbs-advantages-flanders>

HITACHI'S HIROAKI NAKANISHI WINS **ASIA HOUSE ASIAN BUSINESS LEADERS AWARD 2016**

The Trustees of Asia House are delighted to announce that Hiroaki Nakanishi, Chairman of the Board, Representative Executive Officer, Hitachi, Ltd. has won the Asia House Asian Business Leaders Award for 2016. The award will be presented to Mr Nakanishi at a gala event to be held at Westminster's Banqueting House on Tuesday, 1 November.

Mr Nakanishi was selected as the recipient of this year's award in recognition of his achievements over the course of his five-year tenure at the helm of Hitachi, a Japanese multinational conglomerate company headquartered in Tokyo.



Asia House presents this annual award to those individuals who exemplify the concept of the 'Servant Leader'. The award highlights the links between economic success, professional excellence accompanied by moral leadership and service to society. Mr Nakanishi is the first Japanese recipient of this award.

➔ <http://asiahouse.org/media-release-hitachi-hiroaki-nakanishi-wins-asia-house-asian-business-leaders-award-2016/>

SUCCESS STORY

CLEANFLOW DELIVER UNIQUE FILTRATION SYSTEM TO JAPANESE PULP AND PAPER MILL



CleanFlow AB (<http://www.cleanflow.se>) is a Swedish SME member of Paper Province Cluster. It is an innovative company providing solutions and services for the pulp and paper industry and has developed a cutting edge filtering technology. A solution for efficient polishing of green and white liquor, for sulphate pulp mills. The patented technology is robust and straightforward to integrate in the mill. It offers improved quality and cost efficiency.

The first commercial system has been operating since 2013, in a Swedish sulphate pulp mill. That system generated more than USD 1.2 million of savings already during its first year of operation.



INTERNATIONAL EXPANSION

A Japanese mill has chosen CleanFlow's filtration system and placed an order in February, three times the capacity of the system installed in Sweden. Commissioning of the system is planned to July 2016.

"We are very pleased that this international corporation has chosen us. This is a confirmation that our solutions are competitive and that we offer improved quality and profitability to pulp and paper mills", says Lennart Källén, CleanFlow's CEO.

Source: Paper Province

VISIT IN HAMBURG: JAPANESE DELEGATION MEETS HAMBURG AVIATION AFTER SIGNATURE OF MOU

Greater Nagoya Initiative Center (GNIC), a joint organisation of Japanese local governments, industries and academia, Chubu Aerospace Industrial Technology Center (C-ASTEC) and Hamburg Aviation signed a Memorandum of Understanding in 2015 in order to foster aviation innovation and to develop cooperation activities

between the three networks. In this context, GNIC and Hamburg Aviation will meet at Farnborough Airshow on 12 July 2016. Afterwards, from 13 to 14 July, GNIC and C-ASTEC will come to Hamburg in order to exchange with members and getting to know the cluster. The delegation of GNIC and C-ASTEC would like to learn more about regional alliance,

logistics, aerospace industries and HR training. Additionally, company visits and meetings with different actors, such as Hamburg Airport, the City of Hamburg, HWF Hamburg Business Development Corporation and HCAT will be organised.

Source: Hamburg Aviation

SURVEY OF GERMAN BUSINESS IN JAPAN SHOWS HIGH PROFITABILITY AND STABILITY

The German Chamber of Commerce and Industry in Japan conducted a business confidence survey of German businesses in Japan in February 2016. Of the 348 companies surveyed, 94 companies responded, marking a high 27% response rate.

The survey shows that – despite the challenging conditions of the Japanese market – 89% of German businesses are profitable. In the two biggest industries, automotive and mechanical engineering, an impressive 97% of the companies achieve profits.

Interestingly, most companies see their profitability largely independently from the general state of the Japanese economy. Although only 17% of the surveyed expect improvements in the economy for the next six months, around half of them expect some or strong improvements in their own business activities. For the coming year, 70% are optimistic that their businesses will grow.

According to the survey, stable and long-lasting relationships with Japanese business partners are the

most valued aspect of the Japanese market. The stability of the economy and society is another factor, as well as the highly developed infrastructure.

More and more German firms also profit from the globalisation of Japanese companies, which opens up business opportunities for mid-sized companies. The share of German companies doing or planning activities with Japanese customers and partners in outside markets has risen to 60%, with 80% of the respondents stating that the physical presence in Japan was crucial for the business relationship.

Business climate survey
by AHK Japan
German Business in Japan 2016



ABOUT THE INTERNATIONAL ASSOCIATION FOR THE EXCHANGE OF STUDENTS FOR TECHNICAL EXPERIENCE

The International Association for the Exchange of Students for Technical Experience (IAESTE) is a non-profit undergraduate student exchange programme for science and engineering students founded in 1948.

IAESTE trainees spend their summers abroad working in companies or universities on exciting course related projects. Not only they gain valuable work experience, but also they are immersed in the culture of their host country and make friends from all over the world.

IAESTE Japan joined the association in 1968 and sent over 3000 Japanese students all over the world, including many to the EU. They have also hosted a similar number of students in Japanese companies and educational institutions.

IAESTE Japan has three local committees, in Tokyo, Tohoku, and Kyoto. Student members come from various universities and work together to perform the IAESTE mission. IAESTE Japan supports foreign trainees during their stay in Japan. They provide pick-up service, provide advice about life in Japan and offer a social programme including trips to historical Japanese sites. There are many fun events for trainees to enjoy Japanese culture and communicate with Japanese students. Highlights include one-day trips, cooking parties and camping.



Many Japanese trainees are not confident in their English skills. In order to reduce such anxiety, IAESTE Japan provides a meeting for pre-intern training. In this meeting, participants make poster presentations about their studies and communicate with the other participants in English. After trainees finish their internships, there is a post-intern gathering.

In this gathering, trainees give presentations about what they did during their internship. After the presentation session, they can join the alumni association. Past and current trainees, student members and professors from member universities get together and great relationships between different generations will be built.



If you are interested in hosting Japanese students in your company or institution, or if you would like to host EU students in your company in Japan, please get in touch at: nsjapan@iaeste.or.jp

➡ <http://www.iaeste.org>

PRIVACY WITH SECONDARY USE OF PERSONAL INFORMATION

Secondary use of personal information is of essential importance for the Internet of Things. The main application is resilience. Biometrics is an example for support of resilience in times of a natural disaster. The primary use of biometrics is to identify people; a secondary use is to improve healthcare services for affected people. This requires information sharing with third parties. The challenge faced for reliable support of the Internet of Things is safety. Special cases of security systems achieve safety for information flow, but they don't scale for secondary use.

Their users lose control on their identity. With the aim of improving usability of security, this research-in-progress proposes a multilateral information flow control. This is privacy as understood with informational self-determination. The key is usage control with secure delegation of rights and a secondary use of personal security-related information as Open Data.

Source: Dr. Sven Wohlgemuth, Dr. Kazuo Takaragi - National Institute of Advanced Industrial Science and Technology (AIST), Japan, Prof. Dr. Isao Echizen - National Institute of Informatics (NII), Japan.

➡ https://www.researchgate.net/publication/296694947_Privacy_with_Secondary_Use_of_Personal_Information

ECOEUROPE - QUALITY AND TRADITION PROGRAM

QUALITY AND TRADITION OF POLISH ORGANIC PRODUCTS



"I am convinced that the Polish healthy food, which won the hearts of Poles will satisfy the sophisticated taste of the Japanese consumers", said Undersecretary of State in the Ministry of Agriculture and Rural Development Rafał Romanowski during the business meeting combined with a tasting of organic products in the Polish Embassy in Tokyo.

Polish producers and processors of organic products presented the advantages of Polish healthy food at the business meeting, which was organised on the 9th of February at the Polish Embassy in Tokyo by the Trade and Investment Promotion Section of Polish Embassy in Japan and the Polish Association of Processors and Producers of Organic Products "Polish Ecology".

Paweł Krajmas, President of the "Polish Ecology", invited associates of Japanese trading companies and representatives of the food industry and the media present at the meeting to get acquainted with a rich offer of Polish organic food. Guests had the opportunity also to taste traditional Polish dishes prepared by chefs from Poland.

The event was held as part of the "Ecoeurope - Quality and Tradition" program (<http://www.eu-organic-food.eu>), which aims to promote European organic farming products in Japan, USA and Singapore and to increase an export of organic products to these markets. The program promotes such products as pork, beef, poultry, processed meat, fruits, vegetables and processed fruits and vegetables.



The "Ecoeurope - Quality and Tradition" program has been created and run by the "Polish Ecology" in cooperation with the Agricultural Market Agency and the National Chamber of Commerce.

➔ http://www.tokio.msz.gov.pl/en/bilateral_cooperation/economy/quality_andtradition_of_polish_organic_products

LITHUANIAN HOME DESIGN SOLUTIONS AT INTERIOR LIFESTYLE TOKYO 2016



From linen apron, tablecloths, other home textile or clothing to wooden lamps, stylish desks and more high-end interior design elements. 8 Lithuanian companies showcased their home design solutions at Interior Lifestyle Tokyo 2016 exhibition on 1-3 of June 2016. For the fourth time in a row, Enterprise Lithuania organised a national stand of Lithuanian companies in this exhibition. Thus, regular participation in this Asia's leading international interior trade has already paid off. Combination of innovative mindset, high quality and natural materials granted Japanese trust towards products manufactured in Lithuania. Lithuanian businesses highly appreciate Japanese recognition and trust, therefore they are ready to develop existing valuable relationship and build new bridges, beneficial for both countries.

Establishing cooperation with Japan businesses is extremely important for Lithuanian companies - Japan is positioned as one of priority markets for Lithuanian exporters. Export of Lithuanian goods to Japan has expanded by 35 % last year and includes mainly lasers, furniture and textile.

➔ <http://www.enterpriselithuania.com/en/events/lithuanian-companies-at-interior-lifestyle-tokyo/82>

MITSUBISHI (JAPAN) AND ENERGYVILLE (FLANDERS) STUDY DC GRIDS

Japanese manufacturer of electrical and electronic products Mitsubishi Electric has signed a research agreement with Leuven University spin-off EnergyVille (<http://www.energyville.be>) on how to secure DC networks effectively. Over the next four years, the research partners will investigate DC grid security.

GROWING NEED FOR DIRECT CURRENT NETWORKS

Due to the transition toward sustainable energy sources – which typically cannot deliver a regular, continuous stream of energy – there is growing demand for direct current (DC) networks. Compared to the traditional alternating current networks, DC grids are capable of transporting higher volumes of energy over longer distances.

A RANGE OF BENEFITS

DC grids offer a range of benefits for offshore wind farms, since these can easily harvest large amounts of energy in a location where there is no immediate need for it. Additionally, in the long run, DC grids can be used to reinforce the interconnections between national grids of different countries. This opens up new perspectives when it comes to building a veritable international electricity grid capable of transporting large amounts of (sustainable energy) across national borders.

➔ [http://www.investinlanders.be/EN/news/2016/04/14/Mitsubishi-\(Japan\)-and-EnergyVille-\(Flanders\)-study-DC-grids?utm_source=E-Newsletter&utm_medium=EU-Japan&utm_campaign=News%20EN%20Mitsubishi%20\(Japan\)%20and%20EnergyVille%20\(Flanders\)%20study%20DC%20grids](http://www.investinlanders.be/EN/news/2016/04/14/Mitsubishi-(Japan)-and-EnergyVille-(Flanders)-study-DC-grids?utm_source=E-Newsletter&utm_medium=EU-Japan&utm_campaign=News%20EN%20Mitsubishi%20(Japan)%20and%20EnergyVille%20(Flanders)%20study%20DC%20grids)

FUJIFILM UNVEILS OPEN INNOVATION HUB IN EUROPE

On 9 March 2016 Fujifilm Europe unveiled its all-new Open Innovation Hub, located at its manufacturing and R&D centre in Tilburg, the Netherlands. In this hub Fujifilm will invite business partners to discuss innovative technologies and to find opportunities for solving technological challenges together. The new facility will join the two existing Open Innovation Hubs of Fujifilm in the USA and Japan.

These Open Innovation Hubs are designed to allow business partners to become familiar with Fujifilm's core technologies and applications, with the aim to create a base together for collaboration opportunities and future co-creation. With the fundamental technologies, which are represented at the European Open Innovation Hub, Fujifilm developed a wide diversity of products for various markets. The markets represented in the Open Innovation Hub Europe include health & care, energy & environment and

industry & solutions, all areas where Fujifilm is one of the leaders in technological innovation.

"Our mission at Fujifilm is to reach out to the innovation community and then work together on solving technological problems and bring new values to society," says Takaaki Kurose, President of Fujifilm Europe. *"This new facility expands Fujifilm's presence in Europe and underlines our commitment for the region in which we are doing business since 50 years."*



➔ <http://investinholland.com/fujifilm-unveils-open-innovation-hub-in-europe>

SPOTTED ONLINE NEWS

EURONEWS - SPECIAL ON JAPAN AS AN ATTRACTIVE INVESTMENT DESTINATION

Reference market for the rest of Asia – why investors choose Japan. Source: Euronews

➔ <http://www.euronews.com/2016/03/16/the-reference-market-for-the-rest-of-asia-why-investors-choose-japan>

ECONOMY PROFILE 2016 – JAPAN

The World Bank released a "Doing Business 2016" report on Japan.

Source: World Bank

➔ <http://www.doingbusiness.org/data/exploreeconomies/japan>

BIOMASS HEATING - INTERNATIONAL TRAINING IN AUSTRIA

12 - 15 September 2016, Linz, Austria

The market transformation towards modern, high-efficiency biomass heating presents enormous opportunities for local economic development, the reduction of energy costs and climate and environment protection.

The International Training Seminar focuses on small- to mid-scale projects fuelled by wood pellets and wood chips covering solutions for homes, smaller commercial/ public buildings and district heating grids (up to a few hundred kilowatt). The seminar offers interactive learning in an international group, educational site-visits and presentations by experts in biomass technologies, market development and environment.

What does the international seminar offer?

- 3 densely-filled days with information and know-how on the technologies, economics and marketing of biomass heating!
- Practical, hands-on time with experienced people - learn from the best in the field!
- A dynamic mix of seminars, site-visits and interactive exchanges in an international group.
- A programme fully-focused on small- to mid-scale wood pellet and wood chip projects.

Target Groups: Representatives of businesses, public bodies, institutions, NGOs etc. interested in developing local/regional biomass heating markets. It is especially targeted to persons from countries where the market for automatic biomass heating is in a starting phase.

<http://www.oec-en.at>

IDEAL-IST YOUR WORLDWIDE ICT SUPPORT NETWORK

Ideal-ist is an international ICT (Information and Communication Technologies) network, with more than 65 ICT national partners from EU and Non-EU Countries, such as Associated States, Eastern European Partner Countries (EEPC), Mediterranean Partner Countries (MPC) and other countries including Japan.



Ideal-ist supports business and academic organisations interested in accessing the ICT funding opportunities offered by the European Commission within the EU Horizon 2020 Research and Innovation Programme. Partners from over the world have many opportunities to take part in Horizon 2020 also based on strategic partnership agreement between EC and international partner countries:

"We, the European Commission and the Government of Japan, consider our cooperation in research and innovation to be a key component of our relations and necessary to promote the excellence of our research, increase the competitiveness of our industries and effectively address common and global societal challenges." (http://ec.europa.eu/research/iscp/pdf/eu-japan_strategy_paper.pdf#view=fit&pagemode=none)

IDEAL-IST SUPPORTS:

- Information about the Horizon 2020 Research and Innovation Programme ICT funding opportunities
- Connect you: to potential ICT project partners in Europe and over the world
- Assistance to register as proposer and launch your own project idea and search partners globally

Ideal-ist would like to inform about the next coming Face-2-Face (F2F) Brokerage event (<https://www.b2match.eu/ictproposersday2016>) in Bratislava, Slovakia, September 26-27, 2016, organised by Ideal-ist

in collaboration with the Enterprise Europe Network in the frame of the ICT Proposers' Day 2016 organised by the EC to present the ICT oriented Horizon 2020 calls for proposals that are going to be launched later this year. The registration is open and the participation is free of charge.

The similar event in 2015 mobilised a record number of potential Horizon 2020 participants: 1000 participants, from 57 countries, with a total of 4300 bilateral meetings.

<http://www.ideal-ist.eu>

TRADE4U: A DYNAMIC PLATFORM FOR INTERNATIONAL BUSINESS OPPORTUNITIES

Trade4U is a mobile application for tablets and smartphones (iOS and Android) that offers a set of services in order for Belgian companies to simplify the first stages of business development on the international stage.



Nearly 500 sources worldwide are consulted on a daily basis to filter out the most interesting opportunities. In 2015 14,891 business opportunities (tenders and international projects) were distributed, i.e. an increase of 25% compared to 2014. Moreover, registered companies receive the latest economic and regulatory information in the field of foreign trade.

Trade4U also offers the possibility to create consortia which is important given the fact that Belgian companies, with the Belgian economic fabric consisting mainly of SMEs, cannot always reply to specifications of major international institutions by themselves. Subscribers can also participate for free in two annual seminars organised by the Belgian Foreign Trade Agency. This platform is accessible for an annual fee of EUR 150. For more information contact: Anne Leroy, anne.leroy@abh-ace.be

<http://www.abh-ace.be>

WORKSHOP “ABOUT JAPAN” IN LITHUANIA

LITHUANIAN BUSINESS REPRESENTATIVES WERE DEVELOPING SKILLS FOR BUSINESS COOPERATION WITH JAPANESE COMPANIES

Enterprise Europe Network partners - the EU-Japan Centre for Industrial Cooperation and Vilnius Chamber of Commerce, Industry and Crafts organised a cross cultural workshop “About Japan” for Lithuanian business representatives on the 27th of April 2016 in Vilnius, Lithuania.

The goal of the workshop was to prepare Lithuanian companies for doing business with Japan. Enterprise Europe Network Project Manager Marijus Muralis presented the world's largest business support network for Small and Medium-sized Enterprises (SMEs) which helps its clients to make the most of business opportunities in the EU and other major global markets, with close to 600 business support organisations in more than 60 countries providing free of charge services, for example search of business cooperation partners in Japan.



During the workshop Lithuanian SMEs were presented with foreign trade situation between Lithuania and Japan by Enterprise Lithuania Analyst Thomas Notten and the EU-Japan Centre Business Support Officer Eivilte Kandrataviciute made an overview of business support activities partially funded by the European Commission to help the EU companies deepen their knowledge and enter the Japanese market.

Key expert Olivier van Beneden, the Founder and Managing Director of the Japan Consulting Office encouraged active participation of attendees by using various methods and technics which contributed to a better understanding of cultural differences and improved skills for effective communication with Japanese business representatives in different situations - from the first contact to problem solving with Japanese business partners.



The biggest part of the workshop participants are considering to start and some of them are already engaged in business cooperation with Japanese, so the workshop proved to be very useful and will help them in developing business partnerships with Japanese companies.

- <http://www.paramaverslui.eu/renginiai/nemokamas-seminaras-verslui-apie-japonija>
- http://www.cci.lt/lt/naujienos/lietuvos_verslo_atstovai_domejosi_japonu_verslo_kultura_ir_bendradarbiavimo_galimybis

2-HOUR “ABOUT JAPAN” CROSS-CULTURAL WEBINAR FOR ENTERPRISE EUROPE NETWORK CLIENTS

On Wednesday 18 May, the EU-Japan Centre organised a cross-cultural webinar together with partner organisations from the Enterprise Europe Network (EEN), the Business Support Centre for SMEs - Ruse in Bulgaria, Hochschule Zittau/Görlitz in Germany, and the Science and Technology Park of the University of Rijeka in Croatia.

The goal was to provide with an overview of Japanese business culture to EU companies that wish to do business with Japan.

Over the course of 2 hours, participants were introduced to various cultural elements - essential for smooth communication with businesses in Japan. Moreover, they were offered an insight in to the practical reality of doing business in the country, thanks to many practical examples.

SMEs clients of the Network in Bulgaria, Croatia and Germany attended the webinar, thereby bringing together a diverse audience with a common interest. About 30% of the group had been in contact with Japanese companies before, while for the remaining 70% the webinar was the first introduction to the Japanese business culture.

Member organisations of Enterprise Europe Network that are interested in organising a similar webinar for their members can contact Jeroen Van Der Donck (J.vanderDonck@eu-japan.eu) to assess the feasibility.

- <http://www.eu-japan.eu/events/cross-cultural-webinar-may-18>

ヨーロッパへようこそ！欧州視察ミッション 日・EU企業間ビジネス・マッチング支援のための新規事業



日本企業・機関の皆様のEU視察ミッションのご案内

このたび、日欧産業協力センターでは、エンタープライズ・ヨーロッパ・ネットワーク（EU加盟国およびEU域外の約600の中小企業支援機関等が参加するネットワーク、以下：EEN）に所属するさまざまな欧州のパートナー機関との協力のもと、日本企業・機関を対象にした欧州視察ミッションを企画しております。

本ミッションの目的：

- EENパートナー機関の支援のもと、特定のEU地域の中小企業と日本企業・機関との間でビジネス・パートナーシップ構築の機会を模索すること

▶ <http://www.een-japan.eu/ja/content/welcome-europe-incoming-missions>

ドイツ北部ルサチア地方へようこそ！ ポリマー、天然繊維・及びテキスタイル業界のB2Bミッション

2016年9月ドイツ北部ルサチア地方のフラウンホーファー・ポリマー技術センター（Fraunhofer-Polymer Technology Centre Upper Lusatia）のオープニングに伴い、3日間のミッションを企画いたしました。このミッションでは、ポリマー技術R&Dの分野に関わる企業や組織のマッチングの場を提供します。

この期間中、日本企業の皆様は最新の3Dプリント技術の情報提供や、新規R&Dプロジェクトを行っている研究者と直接話し合う機会をご用意いたしました。オープンイノベーションに続いて、ファッション業界におけるポリマー素材とテキスタイル産業の融合に関する分析についての情報提供も行われます。

北部ルサチア地方のポリマー産業クラスターには90の企業があり3500人の雇用があります。また、売上高2.75億ユーロを誇り、全産業輸出の24%を占めています。尚、このミッションに対しては、4つのリーディングカンパニーと3つのR&Dセンターが既に参加を決定しています。（下記プログラムをご参照ください）下記の項目に該当する日本企業の方及び北部ルサチア地方の中小企業はB2Bミーティングにご参加いただけます。

本ミッションのプログラムは、以下により構成されます：

- 教育的な概念と職業的訓練に基づく実用的な分析
- ポリマー産業界における革新的な中堅・ベンチャー企業とB2Bミーティング
- 最新のR&D施設“Fraunhofer-Polymer Technology Centre Upper Lusatia”へのガイド付きツアー、高等教育プログラムや共同研究に関するプレゼンテーション
- Polymeric Optical Fibres for wearablesに関するオープンイノベーション&リサーチと最新のアップレルプリント&アクセサリワークショップ製造施設の見学

申込み締切日：2016年7月15日

最小催行人数：本ミッションは2016年7月15日までに4社以上のお申込みをいただいた時点で開催が決定されます。尚、最大参加者数は12名までとなります。

- EUの中小企業と、日本からの視察ミッション参加者の交流の場を設け、EUの中小企業が自身のテクノロジー等を日本企業に発信する機会を提供すること

本ミッションは、ビジネスあるいは技術移転型パートナーシップを促進するため、EU諸地域の関係者（企業、R&Dセンター、クラスター等）が最先端の専門技術を有している分野で、且つ、日本の参加者（企業、R&Dセンター、クラスター等）も関心を持っている分野を対象とします。

日欧産業協力センターは、同ミッション実施を通じて、日本からの参加者の皆様に、EUのさまざまな地域の潜在的な可能性やビジネス・パートナーの候補をご紹介することができればと考えております。

WELCOME TO UPPER LUSATIA AND ITS BOUNDARIES: POLYMER, NATURAL FIBRES AND TEXTILE INDUSTRIES B2B MISSION

In September 2016 alongside with the opening of the new Fraunhofer-Polymer Technology Centre Upper Lusatia, a 3-day Company Mission will be organised for Japanese companies and organisations, which offers cooperation opportunities in the field of polymer-technology and R&D within this sector.

Japanese companies operating as suppliers for third parties will gain insights on the latest 3D printing technology and will have the chance to discuss directly with researchers about new R&D projects. Following the idea of open innovation, another focus analyses the integration of polymeric items in textile industries - particularly in consumer-oriented fashion industries.

The mission will mainly consist of:

- Practical analysis of education concepts and vocational training in a pro-active polymer education centre,
- B2B meetings with innovative SMEs in the field of polymer industry,
- Guided tour through the new R&D facility “Fraunhofer-Polymer Technology Centre Upper Lusatia”, presentation of an embedded Higher Education program, and discussions about joint research projects,
- Open innovation research input on “Polymeric Optical Fibres for wearables” as well as workshop facility visit of a global player of printed apparel and accessories.

**The mission is targeting Japanese companies only.
The deadline for registration is: 15 July 2016**

▶ <http://een-japan.eu/ja/events/welcome-upper-lusatia-2016>

ブルガリアへようこそ！ フード&ドリンクB2Bミッション



この度ブルガリア・インダストリアル協会は、日欧産業センターの協力の元、国際食品見本市「International Specialised Exhibitions」にあわせ、ワインビジネスに携わる皆様のためのB2B視察ミッションを企画いたしました。見本市ではワイン専門イベント、「SALON DE VIN」が併催されます。近郊のワイナリー訪問及び、ブルガリアワインの現地関係者との交流及び情報交換の場もございます。今後の協業の可能性を探る機会としてご利用ください。

「SALON DE VIN」(<http://food-exhibitions.bg/en/salon-de-vin>) 14回目を迎える見本市では、ブルガリア国内外のワインメーカー、ワイン醸造学者、ソムリエ、小売業者などワインのスペシャリストが集まります。新たなビジネスのきっかけとなりうる現地のトレンドやブランド情報などをお届けします。

ミッションへご参加いただくメリット：

- 新たな顧客獲得の機会を得られます
- 既存のパートナーとの関係強化ができます
- 他社製品やサービスなど、現地情報の動向を調査できます
- マーケットの情報・トレンドがわかります
- 会場内でのサイドイベントへもご参加いただけます

申込み締切日：2016年8月12日

最小催行人数：本ミッションは2016年7月15日までに5社以上のお申込みをいただいた時点で開催が決定されます。尚、最大参加者数は10社までとなります。

➡ <http://www.een-japan.eu/ja/events/welcome-bulgaria-2016>

ENTERPRISE EUROPE NETWORK EVENTS

B2B OPPORTUNITIES FOR EU AND JAPANESE SMES

➡ <http://een.ec.europa.eu/tools/services/EVE/Event/ListEvents>

TORINO FASHIONMATCH 2016

2 JULY 2016, TORINO, ITALY

Sectors: fashion, textile

Registration deadline: 29 June 2016

Unioncamere Piemonte and the Torino Chamber of commerce will organise the first edition of TorinoFashionMatch2016, a brokerage event focused on Textile and Fashion Industry where companies, fashion designer, agents, producers distributors and brands active in fashion and textile, can meet potential business and technological partners.

➡ <https://www.b2match.eu/to1-fashionmatch>

RE-INDUSTRIALISATION OF THE EU 2016

27 OCTOBER 2016, BRATISLAVA, SLOVAK REPUBLIC

Sector: nanotech, materials, biotech

Registration deadline: 22 October 2016

Within the frame of the Re-Industrialisation of the EU 2016 conference a brokerage event is organised by BIC Bratislava.

Excellent science, research and innovation are essential for a sustainable development of the European economy. That is why hundreds of representatives from European and international research, innovation communities, and the business sector will meet to discuss this topic during a prestigious event in the field of nanotechnologies, advanced materials, manufacturing and production technologies, biotechnology - the International Conference REinEU2016.

➡ <https://www.b2match.eu/reineu2016>

MEET IN ITALY FOR LIFE SCIENCES

26 - 27 OCTOBER 2016, ROMA, ITALY

Sectors: life sciences

Registration deadline: 10 October 2016

The 3rd edition of Meet In Italy for Life Sciences brokerage event will provide start-ups, companies, public and private research centres and innovation centres from throughout Europe and beyond with the chance to find potential partners for collaborations, business development, licensing agreements, research projects... in a full immersion networking atmosphere fostering cross-fertilisation, exchange of experiences and partnership opportunities.

➡ <https://www.b2match.eu/mit4ls2016>

NETWORKING4INNOVATION

30 NOVEMBER 2016, BRATISLAVA, SLOVAK REPUBLIC

Sector: smart and renewable energy

Registration deadline: 20 November 2016

The Energy Networking4Innovation brokerage event is organised by BIC Bratislava as an accompanying event to the "SET Plan 2016 - Central European Energy Conference X" (<http://ceec.sk>) in Bratislava in the frame of the Slovak EU presidency.

This Networking event will target a wide spectrum of companies, universities and researchers in the field of energy from all over Europe and beyond interested in sharing new project ideas and finding collaboration within the upcoming calls in Horizon 2020, finding new business partners, consult project ideas with the experts.

➡ <http://www.b2match.eu/networking2016>

EU-JAPAN BUSINESS COOPERATION OPPORTUNITIES



JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU

SERVICES OFFERED

Sector: branding services

An innovative web design, branding and digital marketing company is offering its services to EU companies

Profile ID: **BOJP20160518001**



Success Story: The Rolling Sushi Campaign that turned around the world



REQUEST FOR DISTRIBUTOR

Sector: chemical

A Japanese company from the chemical industry is looking for a distributor for its sealing compounds

Profile ID: **BOJP20160414001**

REQUEST FOR DISTRIBUTOR

Sector: automotive, coating

A Japanese manufacturer of glass coatings for cars is offering its products

Profile ID: **BOJP20160519001**



REQUEST FOR AGENT

Sector: healthcare

A Japanese cosmetics company is seeking a commercial agent for its shampoo in France, Germany, Italy and the UK

Profile ID: **BOJP20160331001**



REQUEST FOR AGENT

Sector: industrial equipment

A Japanese manufacturer of plastic ball bearings is looking for a commercial partner to expand its market to the EU

Profile ID: **BOJP20150210001**

REQUEST FOR AGENT

Sector: coating

A Japanese paints manufacturer, specialised in marine protective coatings, is seeking sales representatives

Profile ID: **BOJP20150424001**



OFFERED SERVICES

Sector: cosmetics

A Japanese company offers specialised analysis for cosmetic products to be exported to Japan

Profile ID: **BOJP20150216001**



REQUESTED SERVICES

Sector: business services

A Japanese trading company is seeking a trading partner in Germany to act as a consignee for import / export of shipments

Profile ID: **BRJP20160607001**



<http://een-japan.eu/opportunities>

OFFERED SERVICES

Sector: business services

A Japanese accounting company is offering their services to EU companies operating with/in Japan

Profile ID: **BOJP20150504001**

REQUEST FOR AGENT

Sector: metalworking

A Japanese metal-casting company specialised in complex casting processes is seeking sales representatives

Profile ID: **BOJP20150522001**



REQUEST FOR DISTRIBUTOR

Sector: fashion, clothing

A Japanese manufacturer of their own brand is offering adult-looking street fashion style children's clothing and rain boots made in Japan

Profile ID: **BOJP20141219001**





EU-JAPAN BUSINESS COOPERATION OPPORTUNITIES



EU COMPANIES LOOKING FOR PARTNERS IN JAPAN



<http://een-japan.eu/opportunities>

REQUEST FOR DISTRIBUTORS

Sector: construction

A Dutch company specialised in designer staircases
Profile ID: [BONL20160303001](#)

Sector: food

An Estonian manufacturer of frozen high quality bakery products
Profile ID: [BOEE20150617001](#)

Sector: food, healthcare

German producer of liquid nutritional supplements wants to intensify its market presence in Japan
Profile ID: [BODE20160407001](#)

Sector: beverages

An Italian winery is offering red and white wine
Profile ID: [BOIT20160421003](#)

Sector: domestic equipment

German manufacturer of adsorption chillers using waste heat to produce cooling
Profile ID: [BODE20160112001](#)

Sector : agriculture

A Spanish company specialised in the manufacture and marketing of products for plant nutrition and protection
ID code: [BOES20160407004](#)

Sector : ICT

A Romanian IT company offers a cloud based software solution that integrates transport, warehouse and supplier relation management
ID code: [BORO20160108001](#)

TECHNOLOGY TRANSFER OFFERS

Sector: aerospace

An aeronautics and space focussed French SME, offers an innovative airborne mission management service
Profile ID: [TOFR20160414002](#)

Sector: construction

A Czech company offers a polymer profiled railway platform boards with tactual form for people affected by blindness
Profile ID: [TOCZ20160208001](#)

Sector: materials

A Czech company has developed apparatus that can measure very small differences of pull-off strength
Profile ID: [TOCZ20150602003](#)

SERVICES OFFERED

Sector: medical, healthcare

French contract research organisation providing pre-clinical drug discovery and development services
Profile ID: [BOFR20160204002](#)

Sector: software

Romanian software company specialised in the medical sector
Profile ID: [BORO20160325001](#)

REQUEST FOR TRADE PARTNER

Sector: construction, healthcare

A Czech manufacturer of platform lifts, telescopic ramps and pool-lifts for handicapped people
Profile ID: [BOCZ20160331001](#)

Sector: construction

Romanian manufacturer offering its windows and doors in PVC and aluminium
Profile ID: [BORO20140818002](#)

Sector: beverages

German brewery specialising in the production of specialty beer made of spelt, rye, oats
Profile ID: [BODE20160323002](#)

Sector: food

A Polish company specialised in the production of spices
Profile ID: [BOPL20160405002](#)

Sector: medical

German company specialised orthopedic equipment: supports, orthoses, braces, splints
Profile ID: [BODE20150817003](#)

Sector: craft

Lithuanian SME producing hand-made carpets from 100 % linen yarn
Profile ID: [BOLT20160404001](#)

MANUFACTURING SERVICES OFFERED

Sector: textiles

A Lithuanian textiles manufacturer for high fashion wear and home textiles
Profile ID: [BOLT20160321001](#)

REQUEST FOR FINANCIAL PARTNER

Sector: construction

Romanian supplier of high efficiency ecological houses from wood and glass is looking for building constructors partners
Profile ID: [BORO20160218002](#)

REQUEST FOR COMMERCIAL PARTNER

Sector: entertainment

A German company from the music industry offers an online marketplace for artists booking
Profile ID: [BODE20160321001](#)

REQUEST FOR SERVICES

Sector: real estate

A Belgian company operating in the luxury home rental services in Europe
Profile ID: [BRBE20160321001](#)



DATE/LOCATION	DETAILS	CONTACTS
17-18 June 2016 Berlin, Germany	SYMPOSIUM Celebration of the 30th Anniversary of DJW	DJW http://www.djw.de/veranstaltungen/djw-veranstaltung-suebersicht/djw-veranstaltungsarchiv/details/article/djw-symposium-frankfurt-1718062016-djw20166.html
20 June 2016 Tokyo, Japan	SEMINAR AND RECEPTION Energy Strategy in Japan	Japan-Denmark Society http://www.dccj.org/events/detail/508
27 June - 1 July 2016 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Training Mission: WCM - World Class Manufacturing - session I	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/world-class-manufacturing
12-16 September 2016 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Training Mission: WCM - World Class Manufacturing - session II	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/world-class-manufacturing
22-23 September 2016 Torino, Italy	EUROPEAN COMMISSION FUNDED PROGRAMME LEAN in Europe - Visit to Maserati Application deadline: 31 July 2016	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/lean-europe-driving-competitiveness
5 October 2016 London, UK	LECTURE Who's Sori Now? The afterlives of Japanese Prime Ministers	SOAS Japan Reserach Centre http://www.soas.ac.uk/jrc/events/meiji-jingu/05oct2016-whos-sori-now-the-afterlives-of-japanese-prime-ministers.html
10-14 October 2016 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: Biotech Cluster & SMEs Mission Application deadline: 9 June 2016	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/biotech-cluster-sme-mission
19-20 October 2016 Berlin, Germany	FORUM 25th Japanese-German Forum	JZDB http://www.jdzb.de/en/events/single-view/id/1499/
26 October 2016 Tokyo, Japan	MEETINGS Selling to AEON Mall for French companies	Business France http://export.businessfrance.fr/japon/001PRG-23310+vendre-a-aeon-mall-le-leader-du-developpement-de-centres-commerciaux-au-japon-.html
14-18 November 2016 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: ICT Cluster & SMEs Mission Application deadline: 30 June 2016	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/ict-cluster-sme-mission
13-17 February 2017 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: Nanotech Cluster & SMEs Mission Application deadline: 27 October 2016	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/nanotech-cluster-sme-mission



EU-Japan Centre
for Industrial Cooperation
日欧産業協力センター

is a joint venture co-financed by the European Commission and the Japanese Ministry of Economy, Trade and Industry (METI). Its aim is to foster the development of industrial cooperation between companies from both regions through training programmes for businesspeople, for EU and Japanese students and researchers, and through information services and an industrial dialogue.

This quarterly newsletter is produced by the EU-based office of the EU-Japan Centre, and is primarily intended to provide EU/Japan-related news.

ANY EU-JAPAN-RELATED NEWS?

Feel free to contact us if you would like your EU-Japan-related news/event to be announced in our forthcoming newsletter and/or on our website : michelson@eu-japan.eu

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