



NEW GENERAL CO-MANAGER AT THE CENTRE!

Since April this year, the EU-Japan Centre has a new General co-Manager (EU-side), Philippe de Taxis du Poët. And, at the same time, he will act as Minister Counsellor at the Delegation of the European Union to Japan. Prior to this, Philippe was in the European Commission DG GROW in the International Affairs Unit responsible for EU economic diplomacy, internationalisation of European businesses and access to finance. Below is his statement for the future of the Centre.

A NEW ERA OF COOPERATION BETWEEN THE EU AND JAPAN

First of all, one should keep in mind that we do not start ex nihilo - far from it - as last year was the 30th anniversary of the Centre. Set up in 1987, this pioneer joint initiative by the Commission and METI has gained a rich experience, and it delivered multiple outcomes. These "30 years together" has also generated trust - an intangible although crucial dimension. This is a solid foundation on which we should build further.

For the Centre, the challenge ahead concerns in particular the EU-Japan Economic Partnership Agreement (EPA). Its economic value is considerable. The EPA should be now fully implemented. Its benefits should be fully utilised by businesses. SMEs from both the EU and Japan should be aware of the very existence of the EPA, and be able to understand and benefit from its provisions. Raising awareness, disseminating relevant information, stimulating, and guiding businesses, in particular SMEs, will be essential to delivering a new level of EU-Japan Cooperation.

The Centre will need to focus its activities and resources in Tokyo and in Brussels to maximise our added value and impact regarding the industry, trade, innovation and investment cooperation between the EU and Japan. Our mind-set should be more than ever a cooperative one aiming at mutual benefits. In a global context where geopolitical uncertainties are increasing, the Centre can be instrumental for the EU and Japan to join forces, act and stand together for sustainable cooperation, team up to preserve the benefits of openness, and ensure level-playing field.



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

- News from Japan..... 20-22
- News from the EU 13-19
- 日・EU関係イベント案内 23-32

日・EU中小企業間のパートナーシップ促進支援エンタープライズ・ヨーロッパ・ネットワークより

- ビジネスパートナー募集情報、他 33-34

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EU AND JAPAN – CHAMPIONS OF GLOBAL FREE TRADE

The 20th annual meeting of the EU-Japan Business Round Table took place at the Conrad Tokyo on Friday, 20 April 2018 and brought together senior representatives of leading European and Japanese companies and industry federations to discuss issues of common concern.

The first part of the meeting was devoted to private-sector discussions on four topics affecting business: The EU-Japan Economic Partnership Agreement; Digital and Data Economy, Cybersecurity and Blockchain; the UN Sustainable Development Goals (SDGs) and Regulatory Cooperation. The second part of the meeting consisted of discussions between the BRT and senior representatives of the Japanese and EU Authorities. The topics for discussion included regulatory cooperation, the BRT's 2018 recommendations and other issues of mutual interest. Hiroshige Seko, Minister for Economy, Trade and Industry addressed the drinks reception that followed the discussions. Lowri Evans, Director-General for Internal Market, Industry, Entrepreneurship and SMEs and Viorel Isticioaia Budura, Ambassador of the European Union to Japan were the senior EU Authority participants.



The BRT's Joint Session with the EU and Japanese Authorities

The BRT exists to foster communication between Japanese and European industries and to submit recommendations to the Japanese and European Authorities to help develop trade and investment between the EU and Japan, and to encourage industrial cooperation in fields of common interest such as innovation, climate change, or industrial standards. The EU-Japan Centre acts as the BRT's Secretariat.



Minister Seko addresses the BRT

➔ <https://www.eu-japan-brt.eu/annual-meeting-2018>

PM ABE RECEIVES THE BRT'S 2018 RECOMMENDATIONS

On 16 May, Kazuo Tsukuda (the BRT's out-going Japan-side Chairman) and Danny Risberg (representing the BRT's out-going EU-side Chairman, Eric Schulz) formally submitted the BRT's 2018 Recommendations to PM Abe in a ceremony at Kantei (the Prime Minister's official residence). Their brief discussion addressed the EPA, the SDGs, regulatory cooperation and other issues.

Mr Tsukuda is Senior Executive Adviser at Mitsubishi Heavy Industries, Ltd. and Mr Risberg is the Chairman of the European Business Council in Japan. The BRT will submit its recommendations to European Council President Tusk and European Commission President Juncker in due course.



Photo taken from the Official Website of the Prime Minister of Japan and His Cabinet

➔ http://www.mofa.go.jp/ecm/ie/page4e_000819.html

➔ http://www.kantei.go.jp/jp/98_abe/actions/201805/16jpeuteigen.html

APRIL 2018 JAPANESE INDUSTRY AND POLICY NEWS

Topics covered in the April issue:

LEGISLATION & POLICY NEWS

- METI compiles future policy for automobile industry
- METI study group released a report on the introduction of digital technologies into lifestyle products

SURVEY AND BUSINESS DATA

- Operating profits and net income of Japanese overseas affiliates reached a record-high level
- 2018 White papers on SMEs and Small Enterprises in Japan released

➔ <https://www.eu-japan.eu/publications/april-2018-japanese-industry-and-policy-news>

COMPANY NEWS

- Hitachi Zosen Inova to build and operate a special plant in Sweden to turn organic waste into vehicle fuel
- NYK to issue green bonds

ADDITIONAL TOPICS

- NEDO creates a new Department for Advanced Battery and Hydrogen Technology
- Thermally stable, efficient and ultra-flexible OPV developed

SEMINAR ON INTERNET OF THINGS (IoT) AND 3D PRINTING IN IP: A EUROPEAN/JAPANESE COMPARATIVE ANALYSIS

The EU-Japan Centre for Industrial Cooperation and the EU-Japan Technology Transfer Helpdesk co-organised a seminar on how cutting edge technologies as Internet of Things (IoT) and 3D printing are being positioned in the current intellectual property systems, together with Sonoda & Kobayashi Intellectual Property Law and Murgitroyd Munich Office on 1 March 2018 in Tokyo. The seminar attracted an audience of approximately 90.

The key points of discussion were as follows:

- a) The current status of IoT and 3D printing from the point of view of intellectual property. Exploring further, the commonalities and differences in the examination process of Japan and Europe through reviewing most recent IoT and 3D printing related patent applications and inventions.
 - b) The scope and limit of the international framework of Intellectual Property reviewed with emphasis on Europe and Japan, to serve businesses in IoT and 3D printing.
 - c) Impacts on businesses were discussed in light of IoT and 3D printing stimulating new discussions in the IP sphere.
- The report of the seminar and the speakers' presentations are available online both in English and Japanese.

➔ <https://www.eu-japan.eu/events/seminar-internet-things-iot-and-3d-printing-ip-europeanjapanese-comparative-analysis>

➔ <https://www.eu-japan.eu/ja/seminar-internet-things-iot-and-3d-printing-ip-europeanjapanese-comparative-analysis>

EEN JAPAN JOINS THE JAPAN CHALLENGE IOT START-UP PITCH AWARD 2017

The Japan Challenge IoT Award 2017, a pitching contest in the field of IoT for Japanese start-ups and new business ideas, held its final competition on 2 March 2018 in Tokyo, following a series of previous events where 31 regional winners were selected.



The 2017 contest was organised by the Japan Telecom Services Association (TELESA) and co-organised by the EU-Japan Centre for Industrial Cooperation. It was supported by the Cabinet Office of Japan, the Ministry of Internal Affairs and Communication, the Ministry of Economy, Trade and Industry, and Ryukyufrogs.

Regional winners presented their new concepts, technologies and business models ranging from new software solutions to AI concepts.

The EU-Japan Centre chose team SPALO to receive the Europe prize, a start-up focused on introducing Japan's first voice-controlled AI chat bot application. The Prize offered team SPALO a coaching package for partner search support in the EU, as well as the pitching opportunity to connect to 20 European start-ups in AI, IoT, M2M and fintech coming to Japan in May 2018 as part of the EEN Japan Cluster Support Mission.

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



The EU-Japan Centre officially handed the Europe prize to team SPALO at the end of the pitching event, and offered closing remarks highlighting the need for start-ups to partner internationally in order to succeed.

➔ <http://ict.telesa.or.jp/archives/3253>

BROKERAGE EVENT IN BIOTECH AND PHARMA SECTORS

9 OCTOBER 2018, OSAKA, JAPAN

In cooperation with Osaka Prefectural Government, the EU-Japan Centre for Industrial Cooperation as the partner of Enterprise Europe Network in Japan is organising a Brokerage Event in Biotech and Pharma sectors, which will take place on 9 October 2018 in Osaka, Japan.

Being Japan's second largest city, Osaka is a major economic centre for Biotech and Pharma industry in Japan and hosts several biotech clusters. Historically, a large number of pharmaceutical companies have been concentrated in Osaka. Nowadays, bio-related pharmaceutical companies, food manufacturers and their surrounding companies, including chemical and medical equipment companies are accumulated around Osaka and forming clusters.

During the event, business representatives of EU companies will have an opportunity to attend pre-arranged B2B meetings with Japanese companies from the Kansai region. The event serves a perfect platform to meet representatives of Japanese companies and accelerate opportunities for potential business partnerships between EU and Japanese companies. The event will kick off with an opening speech at 9 AM and the B2B meetings will take place shortly

after (from 9:20 PM to 4:00 PM).

The business matching event is reserved only to European Union (including COSME) companies and to local Japanese companies.

The following EU organisations will be supporting the event: bioXclusters+, BioM, Business France, Advantage Austria, Berlin Health Capital, and Helsinki Business Hub.

Registration are open at below link.

➔ <https://bio-pharma-osaka-2018.b2match.io>

FOOD & DRINKS MISSION IN JAPAN

The EU-Japan Centre for Industrial Cooperation organised a mission on food & drinks in March, and participated in Asia's largest exhibition dedicated to food and drink with 8 EU state member companies (all SMEs) from 6-9 March 2018.

The first day of the mission, on 5 March, the EU-Japan Centre invited 4 experts on organic sector and provided lectures for the mission's participants. Participants could learn organic market in Japan from many different perspectives thanks to the lecturers and had a better understanding before the exhibition started.

The EU-Japan Centre's booth was located in the organic and wellness area, which is separate apart from the European area. However, participants were very satisfied with the location which made them stand out more than having a booth at in the European area with companies having similar products.

The average number of meetings was over 35 during the trade fair and some of them were very positive leads according to the feedback from the participants. EEN team in Japan is now following up the B2B meetings which were held during the mission based on the participants' request.



By **MARTA SANNA**, Export Manager, Smartimport srl, 2018 Food Mission participant

➔ <http://www.sardegna-mia.it>

"The Mission has been very helpful in order to test the potential of our products in the Japanese market. Being in a group of other European companies, similar in size, stage of development and strategy, has been also very important to measure our strengths and weaknesses, get advice and share ideas. Booth presence in the organic hall as a European group has been very valuable, as it empowered our single/small presence. We were all

well briefed and prepared for the mission and the support and dedication from the EU-Japan Centre and interpreters has been really outstanding. We found several good contacts with Japanese importers and I hope to conclude business with some of them within the next 6 months."

SUCCESSFUL LAUNCH OF THE ICT CLUSTER SME SUPPORT MISSION TO JAPAN

From 7 to 11 May 2018, the EU-Japan Centre for Industrial Cooperation organised a Cluster / SME Support Mission to Japan in the field of information and communication technologies (ICT). 17 SMEs and 3 Clusters from 11 member states had been selected 3 months in advance, with the goal to establish business contacts in Japan and open up opportunities for cooperation.

The Mission consisted of a get-together reception, a one-day matchmaking event and a 3-day joint exhibit at the IT Week Exhibition Spring Edition in Tokyo. The get-together for participants took place in the premises of the Centre on the evening of 7 May. Two pitches by invited Japanese companies were organised as a test case for coming events. On 8 May, the 20 Mission participants, 11 additional organisations from member states national delegations and 27 Japanese companies were brought together for a Matchmaking event in downtown Tokyo organised by Enterprise Europe Network Japan. 151 meetings, pre-scheduled through an online platform (<https://ict-tokyo2018.b2match.io>), led to promising talks between Japanese and European participants. For the promotion of this event, the Centre had gained the support of local partners such as the IOT Acceleration Consortium, JETRO and the Tokyo Metropolitan Government.

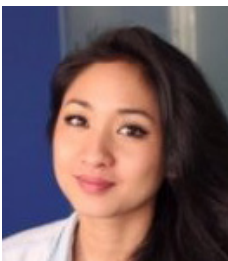


From 9 to 11 May, Mission participants presented themselves at a joint exhibition stand organised by the Centre in the IoT /M2M area of the IT Week Exhibition, one of Japan's leading trade fairs in the ICT field with more than 100.000 visitors. Posters and promotion material in Japanese had been prepared by the Centre and interpreters were available at the stand to support communication with visitors. Participants especially valued the mixture of different opportunities during the Mission and the good overall organisation of the programme.

Organisation and follow-up of the Mission is done in the framework of the Enterprise Europe Network (EEN) by the Centre's offices in Tokyo and Brussels and in coordination with local EEN partners in Europe.

- 7 May, Evening get-together at the EU-Japan Centre Tokyo
- 8 May, One-day Matchmaking event with 63 companies from 12 member states + Japan, 151 meetings
- 9-11 May, Joint exhibition at IoT/M2M Exhibition / Japan IT Week

➔ <http://d.japan-it.jp/en/Exhibitors/4079410/EU-JAPAN-CENTRE-FOR-INDUSTRIAL-COOPERATION>



By **SASHA HOW-CHOONG**, Head of ASEAN Market, GEOCONCEPT Group, 2017 ICT mission participant

➔ <http://www.geoconcept.com>

"It is my second time attending the Japan IT week in Tokyo and I found it beyond expectation just like last time. Despite the fact that our company already had business experiences through local partners in Japan for years, we still benefited significantly in this mission in terms of the new insight and the opportunities it brought. Especially in the B2B meeting conducted one day before the ICT week, we had the opportunity to meet a variety of potential partners/clients from Japan or from the other side of Europe.

Thanks to the well-designed online platform and to the clear offers/requirements written by each of the participants, we could make the most of the resources and thus to conduct the discussion efficiently within each of the short meeting slot. In the end, we indeed found one ideal potential partner who is very much interested in promoting our products in the Japanese market.

The coming IT week also gave us a better exposure in front of many local users. The staff in the EU-Japan is very helpful all the time with posters, translations, guidance and everything else. I'm really thankful to have been selected for this mission and will not hesitate to apply again."



BUSINESS INFORMATION ABOUT JAPAN

Do not miss the opportunity to get access to practical business information "About Japan"

The Centre published on the website a wide variety of webpages, expert reports and e-learning resources, and regularly organises 2-3 webinars per month 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 on <https://www.eubusinessinjapan.eu/user/register>

NEXT "ABOUT JAPAN" WEBINARS

Each month the EU-Japan Centre is organising webinars designed to improve EU companies' knowledge of conducting business in Japan.

- 19 June 2018 | 10:00 - 11:00 CET: Market Entry to Japan via Ecommerce
➔ <https://www.eubusinessinjapan.eu/library/event/webinar-120-market-entry-to-japan-via-ecommerce>
- 26 June 2018 | 10:30 - 11:30 CET: Japan's Fintech Sector - Strategy and Trends
➔ <https://www.eubusinessinjapan.eu/library/event/webinar-121-japan-fintech-sector-strategy-and-trends>

During the webinars (members access only), participants will have the opportunity to listen to selected experts who have agreed to share their knowledge and expertise. ➔ <http://www.eubusinessinjapan.eu/events>

"ABOUT JAPAN" LATEST REPORTS RELEASED

The pharmaceuticals industry in Japan

This report provides detailed information concerning the business environment of the pharmaceuticals industry, notably through different aspects such as political, legal, and technical factors. In addition, this report discusses the major barriers to market entry and proposes concrete recommendations through the expertise of professionals in the Japanese pharmaceuticals industry. Finally, it presents relevant case studies of EU SMEs having succeeded in entering the Japanese pharmaceuticals market.

➔ <https://www.eubusinessinjapan.eu/library/publication/report-the-pharmaceuticals-industry-in-japan>

The Japanese Furniture and Home Fashion Market

This report provides an analysis of the Japanese furniture and home fashion market, including key industry players, current market trends and future direction of the market. Furthermore, it discusses the distribution channels on the Japanese market and gives practical guidance on how to evaluate the different market entry options. Finally, this report presents new ways to rethink strategy and market entry on the Japanese furniture and interior market through different case studies.

➔ <https://www.eubusinessinjapan.eu/library/publication/report-the-japanese-furniture-and-home-fashion-market>

The Cheese Market in Japan

The report presents an overview of the cheese market in Japan, elaborating on its size, its main players, and the current regulations and standards. In addition to providing information about the current trends of this market, this report discusses the future impact that the EU-Japan EPA will have on the cheese market, and the resulting opportunities for Europeans in Japan. Lastly, it presents various recommendations to EU companies for a successful market entry.

➔ <https://www.eubusinessinjapan.eu/library/publication/report-the-cheese-market-in-japan>

CALLS FOR EXPERT PROPOSALS

ECONOMIC PARTNERSHIP AGREEMENT HELPDESK

The EU-Japan Centre is currently calling for expert proposals to deliver fact sheets and step by step guidelines for its EPA helpdesk for EU SMEs seeking to benefit from the EU-Japan Economic Partnership Agreement (EPA).

The deadline for submitting proposals is Monday, 25 June 2018, at 12 PM Brussels time.

➔ <https://www.eu-japan.eu/news/call-expert-proposals-epa-helpdesk>

JAPANESE BUSINESS CULTURE WORKSHOPS IN THE EU

The EU-Japan Centre is currently calling for expert proposals for its "About Japan" workshops organised in the EU

The deadline for submitting proposals is Monday, 2 July 2018.

➔ <https://www.eu-japan.eu/news/call-expert-proposals-japanese-business-culture-events>

"ABOUT JAPAN" - MARKET ENTRY REPORTS

The EU-Japan Centre is currently calling for expert report proposals for its "About Japan" information website (www.eubusinessinjapan.eu).

The deadline for submitting proposals is Monday, 18 June 2018

➔ <https://www.eu-japan.eu/news/call-expert-report-proposals-may-2018>

SUCCESS STORY: CYBERNETICA AS



Cybernetica is an Estonian R&D company in the field of ICT.

The SME develops and manufactures hardware and software systems, a system integrator and information security competence centre. The SME is seeking for strategic partnerships.

Based on the interview conducted with Mr Oliver Vaartnou, CEO, CYBERNETICA AS ➔ www.cyber.ee

➔ <https://cyber.ee/en/news/cybernetica-pilots-secure-identity-management-tool-ngts-with-eldes-in-japan/>

ACTIVITIES: Mission Critical Software Solutions for Governments and Corporations.

KEY PRODUCTS AND COMPETENCES: Interoperability and Secure Data Exchange (UXP and X-Road), Digital Identity (SplitKey), Confidential Data Analysis (Sharemind), Cybersecurity and radio communications solutions.

HISTORY: Founded in 1997 as an independent company, successor of the Institute of Cybernetics (Estonian Academy of Sciences) founded in 1960.

SIZE: ca 150 employees - INTEREST IN JAPAN: Strategic Partnerships

WHY JAPAN?

Cybernetica AS has a strong interest in establishing itself in the Japanese market. As Mr Oliver Vaartnou explained, Japan is a very advanced country with a very high IT infrastructure which could bring good market opportunities for their company. In addition, because of Japan's interest in Estonia's development of e-services, and numerous Japanese companies' visits in Estonia, they already had a few contacts in mind and wanted to see what further opportunities and possibilities they had to succeed in the Japanese market.

STEPS TAKEN

Before participating in the EU-Japan Centre's Human Resources Training Programme (HRTTP) in 2016 (now redesigned as Get Ready for Japan <https://www.eu-japan.eu/events/get-ready-for-japan-training-programme>), the Estonian company did not have any official partners in Japan. However, they visited Japan before and also met with quite a few Japanese companies in Estonia. Since they already had a few contacts in place, Mr Vaartnou took the opportunity to validate

the existing references and contacts during the Centre's Programme in Japan. This greatly helped in strengthening the existing contacts and developing the right strategy to enter the Japanese market. After their participation in HRTTP, Cybernetica AS started discussing more serious terms of cooperation opportunities with Japanese entities

CHALLENGES

"Japanese business culture is very different to the European one. That is not to say that it is bad or good, just that it differs a lot to what we're used to", says Mr Vaartnou. Therefore, he suggests that European companies need to gain insights into the peculiarities of the Japanese business culture first, before being able to do business in Japan. For them, the most challenging part was to find the time and to devote it to the Japanese market, as it is not an easy market, it takes time to develop, to get to know the people, and to gain the trust of your counterparts. Mr Vaartnou believes that European companies need to have patience if they want to enter the Japanese market, as the market is very competitive and it takes time to establish a strong position in the long-term market.

RECOMMENDATION

When it comes to Japan, the CEO explained that European companies have to take business step-by-step "you have to get to know your partner first and the partner needs to gain trust in you".

After a couple of months of negotiations and a few visits from the Japanese companies, **they have now delivered two small-scale pilot projects in Japan and they are expecting to go into a stronger and larger cooperation with both of those projects they are developing in Japan.**

WHAT'S NEXT

In the future, they would like to have a few big projects in Japan, so their technologies would be present on the Japanese market for the long-term. Hopefully, based on these couple of successful projects, they can build a more significant and successful footprint in Japan.

 <https://www.eubusinessinjapan.eu/library/publication/success-story-cybernetica-hrtp-get-ready-for-japan-successful-cooperation>



"STEP IN JAPAN": YOUR FREE OFFICE SPACE IN TOKYO... AND MUCH MORE

Are you an EU or Cosme SMEs planning to go to Japan? Then don't miss out on this opportunity. The EU-Japan Centre offers FREE logistical support and business assistance at our Tokyo office, for up to one month.

WHAT CAN YOU ASK FOR?

- Office facilities in Tokyo on the Centre's premises, including an internet connection and telephone
- Full access to meeting and seminar facilities in the Centre's premises;
- Free access to sector specific reports and webinars and to a thorough intercultural crash-course;
- Assistance in using the Enterprise Europe Network partnering support service while in Japan;
- A help desk for all information inquiries about business in Japan.

Any SME wishing to benefit from this support should contact: StepInJapan@eu-japan.gr.jp

➔ <http://www.eu-japan.eu/logistical-support-step-japan>

NEW FEATURES FOR THE EU-JAPAN TECHNOLOGY TRANSFER HELPDESK

The EU-Japan Technology Transfer Helpdesk has recently updated its website, adding to it new features such as the “Request for Proposals” section.

This section allows users to easily and quickly browse the current opportunities for working with various companies or organisations in a wide range of fields. The proposals feature detailed descriptions of what type of collaboration is proposed, in a concise format which enables the technology pull from those interested. For example, a detailed description might also include information on out-licensing and even possible funding. The creation of a request for proposal is also very simple. All that needs to be done is to contact the Helpdesk, and together with the team, discuss the important aspects of the potential partnership. The request is then formally presented on the Helpdesk’s website. The requests for proposals are updated regularly, with interests currently ranging from pharmaceutical to manufacturing companies. The initial contact is done through the team of the Technology Transfer Helpdesk, which provides help to both sides. For further information, contact the Helpdesk team at: techtransferhelpdesk@eu-japan.gr.jp, or visit the “Request for Proposals” section at the link below.

➔ <http://www.eu-jp-tthelpdesk.eu/category/library/requests-for-proposals>



Request for proposals in the intelligent transportation system

Opportunity for collaboration in the intelligent transportation system. A large Japanese manufacturing company is currently seeking for companies, startups, universities, and research centres that have expertise in wireless data logging... [read more](#)

ENTERPRISE EXCELLENCE IRELAND 2018

On 23 May more than 900 people took part in the ‘Enterprise Excellence Ireland 2018’ lean management conference.



Ichiro Tsujino from Osaka Prefectural Government

Peter Schlagbauer (Kostwein Maschinenbau GmbH) Armin Schwab (Bosch Thermotechnology) and Richard Kenworthy (Toyota Motor Europe) listen to Richard Keegan (Enterprise Ireland; Trinity College, Dublin and lean advisor to the EU-Japan Centre) during the Enterprise Excellence Ireland plenary discussion on ‘driving improvement and competitiveness in a digital age’ **organised in conjunction with the EU-Japan Centre.** Photographs by Russell Taylor Photography

The event featured two panel discussions, 32 case studies, a workshop and networking opportunities. It brought together participants from finance, technology, retail, manufacturing, construction, automotive, public and the services sector to learn and share together to spread understanding of Lean and Enterprise Excellence.

The event was hosted by Lean Business Ireland and supported by IDA Ireland, Lean Business Ireland, Enterprise Ireland and Dell EMC. The EU-Japan Centre organised the afternoon plenary discussion on Driving improvement and competitiveness in a digital age; invited some former participants in its WCM and Lean in Europe activities

to give some of the best practice case studies; and arranged for Ichiro Tsujino from Osaka Prefectural Government’s Monozukuri (Manufacturing) Support Unit to give a presentation on how his Prefecture is helping local SMEs to embrace digitalisation.

 <https://www.eu-japan.eu/events/enterprise-excellence-ireland-2018>

RECENT LEAN IN EUROPE VISITS

The EU-Japan Centre recently organised three visits to showcase how leading European companies use lean 'tools' in their relentless drive to be competitive. These best practice visits are designed to inspire the participants along their companies' lean journeys and can also provide valuable feedback to the host companies.



The 17th Lean in Europe visit took place near Vienna and focused on how Schaeffler GmbH uses Customer-to-Customer, Supplier Integration, Flow Production, TPM, Lean Coaching, Digitalization at Logistics, SMED and Shop floor Management to drive its activities. 27 participants from 17 different countries joined the visit on 27 March.

➔ <https://www.eu-japan.eu/events/lean-europe-visit-17-schaeffler>

The 18th visit was to Rosderra Irish Meats near Dublin. Rosderra is Ireland's largest pork processing company and the visit focussed on its use of a PIT process based on the improvement through PERFORMANCE, ISSUES and TARGETS and its development through the PM system. 20 people from 9 countries (including Japan) joined this visit on 24 May.

➔ <https://www.eu-japan.eu/events/lean-europe-visit-19-rosderra-irish-meats>

The 19th Lean in Europe visit was to TRUMPF, near Stuttgart. This visit focussed on TRUMPF's production system, digital transformation, Industry 4.0 and digitalisation of order-to cash process. 31 people from 13 countries joined this visit on 25 May.

➔ <https://www.eu-japan.eu/events/lean-europe-visit-20-trumpf>

Future visits are currently being arranged. Information about them will be available at:

➔ <https://www.eu-japan.eu/events/lean-visits-europe>



By **STEFAN SCHMIDT**, Process and Quality Management, BMW

➔ <https://www.bmwgroup.com/en>

Programme/mission attended: visits to Trumpf (Germany), Schaeffler (Austria), Rolls Royce (United Kingdom), Rational AG (Germany), Lean conference in Dublin 2006 and 2015

"I have been on several lean visits organised by the EU-Japan Centre to world class European plants. These best practice visits have been excellently prepared and executed. I really appreciate this programme as well as the people from the EU-Japan Centre and the participants from countries across Europe. OEM's very often deal only with themselves. These visits are an exceptional opportunity to see and learn from companies outside one's own industry about their path to lean and the implemented principles. This inspires thinking outside the box and gives fresh ideas for the enhancement of lean in the own organisation."

CALL FOR APPLICATIONS - MINERVA FELLOWSHIP



DEADLINE FOR APPLICATION: 22 JUNE 2018

The 1st 2018 slot of the “Minerva” EU-Japan fellowship programme successfully started. Three research fellowships were awarded to one Dutch and two Spanish nationals. 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 to the EU-Japan Centre, as well as supporting the daily analytical activities of the Centre.

Applications are currently open for the 2nd 2018 “Minerva” edition (October 2018-March 2019 period). Should you be interested in applying, please submit your application documents (CV, cover letter, research topic plan). For more information and priority topics see link below.

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

MINERVA REPORTS AND PODCASTS

• Opportunities in nine digital technology areas

The report has the purpose to show a map of opportunities for venture firms, universities and research institutes in the EU to conduct knowledge transfer with Japanese counterparts in nine digital technology areas: automated driving technology, cybersecurity, fintech (financial technology), blockchain technology, ed-tech (education technology), martech (marketing technology), game, IT for fashion business, and IT for art and music business.

Podcast available online by end of July.

➔ <https://www.eu-japan.eu/publications/opportunities-venture-firms-universities-and-research-institutes-eu-conduct-knowledge>

• Japan Bioventures Landscape

Japan is one of the major countries that European biotech companies target in their expansion when it comes to internationalisation. This report intends to be a useful source of information for European SMEs and clusters considering potential cooperation with Japan.

➔ <https://www.eu-japan.eu/publications/opportunities-cooperation-between-eu-and-japan-biotechnology-healthcare-japan>

• Photonics for life science and industrial manufacturing, business and cooperation opportunities in Japan

Japan is still a very relevant market for photonics with a 30% global market share (2015) including overseas’ production. This reports aims at giving EU SMEs the market intelligence to make better-informed decisions when entering the Japanese market. It includes overviews on several topics, among which: the photonics market, its distributors and associations, research funding and public procurement opportunities, and relevant events in Japan.

Podcast available online by mid-June

➔ <https://www.eu-japan.eu/publications/photonics-life-science-and-industrial-manufacturing-business-and-cooperation>

20TH TECHNOLOGY TRANSFER WEBINAR

PATENTS: UTILITY MODELS – OVERVIEW OF REQUIREMENTS, PROCEDURES AND TACTICAL USE IN EUROPE AND JAPAN

29-06-18 | 10:00 - 11:00 AM

1. What are Utility Models and how can I best implement them in company’s IP strategy?
What are the procedures and requirement to register file utility model rights in some European countries including Germany, France, Italy and Spain as well as in Japan? What aspects are examined and what is not examined? How long does it take to get the utility model right granted and how long is it valid? What kind of inventions or subject matter is exempt registration as utility model rights?
2. Is it possible to enforce a utility model right? What re the limitations and risks?
3. When and how can a utility model right be converted to a patent right? Can a utility model and a patent application be filed for the same invention?
4. What is the best way to include utility models in a company’s IP strategy?

In this webinar, we will amongst other topics cover the following:

- Basics about filing utility model applications at the different national patent offices (procedure, time frame, requirements, costs etc)
- How Utility Rights can be used in Enforcement
- How to reduce costs by a tactical Use of Utility Models in your company’s IP Strategy (Japan)
- Possibility to branch off a utility model from a pending patent application (e.g. Germany)

➔ <https://www.eu-japan.eu/events/technology-transfer-webinar-20-patents-utility-models-overview-requirements-procedures-and>

CALL FOR APPLICATIONS – **VULCANUS IN EUROPE**

BOOST YOUR R&D TEAM THROUGH HOSTING A JAPANESE STUDENT IN ENGINEERING

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 2019 to March 2020.

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 2018

➔ <http://www.eu-japan.eu/events/vulcanus-europe>



By **JORGE PINHO**, Bosh Termotecnologia (Portugal), Vulcanus in Europe 2017/18 supervisor

“My name is Jorge Pinho and I am R&D Engineer at Bosch Termotecnologia in Aveiro, Portugal. Our group is responsible for the development of new gas water heaters technologies worldwide.

We have hosted the student Mizuki Okada in the framework of Vulcanus in Europe Programme 2017/2018.

Mizuki has performed very important work in the implementation of optical techniques such as Particle Image Velocimetry and Flow visualisation to characterise and understand complex combustion flows. These experimental results were then used to validate numerical models which are used on daily basis by our engineers' team. Since the beginning of his traineeship, Mizuki has shown impressive skills, not only thanks to his technical background, but also on the collaborative and cooperation aspect. His high education level and ability to solve complex engineering problems was very appreciated by all our colleagues, along with the opportunity of interaction with the Japanese culture.

This was the first time our company participated in the Vulcanus in Europe Programme, but we are definitely looking forward to extend this collaboration in the near future. Our plan is to keep participating to the Vulcanus in Europe Programme, and promote collaboration among European and Japanese cultures.”

CALL FOR APPLICATIONS TO BENEFIT FROM **KEYS TO JAPAN**

ARE YOU CONSIDERING MARKETING A PRODUCT OR SERVICE IN JAPAN?

DO YOU NEED A PROFESSIONAL MARKET ENTRY PLAN?

“Keys to Japan” is a European Commission-funded initiative, managed by the EU-Japan Centre to help a selected European SME considering marketing a product or service in Japan by developing a detailed and personalised market entry plan for it.

The plan is worth €10,000; 7,000 of which are covered by the EU-Japan Centre, and 3,000 by the company. The plan will be prepared by the Japan Market Expansion Competition (JMEC) (www.jmec.gr.jp/).

Who is eligible to apply?

Must be citizens of an EU Member-State or COSME Third Country (<http://ec.europa.eu/DocsRoom/documents/21365>) working in a management position for a SME applicants (<http://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition>) headquartered in the EU or in a COSME Third Country. Applicants must be at least 20 years of age at the date of submission of the application form. **Deadline for application: 31 July 2018.**

➔ <https://www.eu-japan.eu/market-entry-business-plan-support-keys-japan>



WORKSHOPS ON JAPANESE BUSINESS CULTURE

IN COOPERATION WITH ENTERPRISE EUROPE NETWORK PARTNERS WITHIN THE EU.



Riga, Latvia

The EU-Japan Centre in collaboration with partners of Enterprise Europe Network (EEN) is co-organising numerous cross-cultural workshops all over Europe.

The aim of these workshops is not only to inform local SMEs on the Japanese business culture and of the available support services, but also to follow up on recent trends, including the potential benefits of the EU-Japan Economic Partnership Agreement (EPA) once fully entered into force.

EU-JAPAN EPA AWARENESS ACTIONS



Copenhagen, Denmark

Taking the opportunity of these events, the EU-Japan Centre briefly introduces information about the potential benefits for EU SMEs of the future EU-Japan Economic Partnership Agreement and the European Commission's Market Access Database (<http://madb.europa.eu/madb/indexPubli.htm>).

➔ <http://ec.europa.eu/trade/policy/in-focus/eu-japan-economic-partnership-agreement/>

In the last couple of months, 7 new workshops took place in numerous locations. On 29 March, a cross-cultural workshop was organised in Riga, Latvia thanks to Investment and Development Agency of Latvia.

On 4 April, a cross-cultural workshop took place in Copenhagen, Denmark in cooperation with Vaeksthus Hovedstadsregionen.

Followed by 2 cross-cultural workshops in France, Toulouse and Montpellier on 10-11 April respectively.

Shortly after, in cooperation with National Hungarian Trading House, another workshop took place in Budapest on 19 April.

On 3 May, the Centre had a pleasure to conduct a cultural session and present its support services to numerous participants in Bordeaux thanks to ALPHA RLH: Finally, more useful tips on how to communicate with Japanese were shared during the workshop in Gothenburg on 31 May in partnership with Business Region Göteborg AB.



Toulouse, France



Montpellier, France

To this date, more than several hundred SMEs from various European cities benefited from the cross-cultural sessions, led by expert consultants, and are evidently more and more up-to-date with Japanese business realities. With the increasing demand of such initiatives from both Enterprise Europe Network partners and SMEs in their respective regions, several new workshops will be organised in Coimbra, Lisbon, Tallinn, Lublin, Brussels and other cities in the near future and each time in strong cooperation and support of the local EEN partners.

➔ <https://www.eu-japan.eu/cross-cultural-workshops>



Bordeaux, France



Budapest, Hungary



Gothenburg, Sweden

KEY ELEMENTS OF THE EU-JAPAN ECONOMIC PARTNERSHIP AGREEMENT

The negotiations for the EU-Japan Economic Partnership Agreement were launched in 2013. This Economic Partnership Agreement will boost trade in goods and services as well as create opportunities for investment.



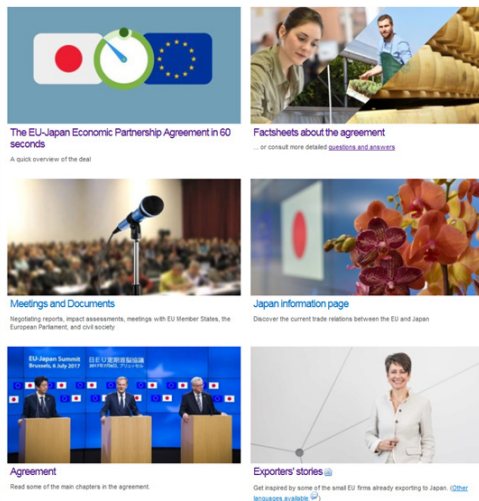
The agreement will further improve the position of EU exporters and investors on Japan's large market, while including strong guarantees for the protection of EU standards and values. It will help cement Europe's leadership in setting global trade rules and send a powerful signal that cooperation, not protectionism, is the way to tackle global challenges.

Following the breakthrough announced at the EU-Japan Summit held in Brussels on 6 July 2017, the negotiators finalised their work on 8 December 2017. On 18 April 2018, the text of the agreement was presented by the Commission to the Council. This step marks the beginning of the ratification process at the EU level. This is the first step towards the signature and conclusion of the agreement.

Once approved by the Council, the agreement will be sent to the European Parliament, aiming for the entry into force before the end of the current mandate of the European Commission in 2019.

At the same time, negotiations with Japan continue on investment protection standards and investment protection dispute resolution. The firm commitment on both sides is to move towards an agreement in the investment protection negotiations as soon as possible, in light of the shared commitment to a stable and secure investment environment in Europe and Japan. More details about main changes by industrial sectors are available on below link.

➔ http://europa.eu/rapid/press-release_MEMO-18-3326_en.htm



MORE INFORMATION

On the European Commission website, there are already plenty of relevant information for EU SMEs to better prepare them to take advantage of the EPA when it will enter into force, such as:

- The EU-Japan Economic Partnership Agreement in 60 seconds
- Factsheets about the agreement
- Negotiation reports, impact assessments
- Current trade relations with Japan
- Main chapters in the agreement
- Exporters' stories



<http://ec.europa.eu/trade/policy/in-focus/eu-japan-economic-partnership-agreement/>

YOUR OPINION IS VERY IMPORTANT!

This message is addressed to EU exporters (to the people in the companies who deal with the export transactions), to shipping companies handling import documentation and procedures in third countries and to EU economic operators with affiliates in third countries with whom we have FTAs.

RULES OF ORIGIN QUESTIONNAIRE AND TEST VERSION OF AN ONLINE TOOL

The European Commission is committed to ensure effective implementation of Free Trade Agreements (FTAs) concluded by the EU and to facilitate that EU economic operators, in particular SMEs, take advantage of EU FTAs.

To help EU companies use the FTAs, the European Commission (DG Trade) is launching a pilot project on "Rules of Origin tool". This tool is integrated in the Market Access Database (<http://madb.europa.eu/madb/indexPubli.htm>) and has now been put online for testing.

Key stakeholders are invited to test it and to comment on whether the on-line tool would be helpful for their understanding of the applicable rules of origin and to receive comments on how the tool could be improved.

If the outcome of this pilot project would be positive, the tool will be provided on a permanent basis.

The link to the test: ➔ <http://madb.europa.eu/madb/indexPubli.htm>

The link will be publicly available until 31 July 2018.

EU AND JAPAN CONCLUDE NEGOTIATIONS FOR STRATEGIC PARTNERSHIP AGREEMENT

The EU and Japan have concluded negotiations on a Strategic Partnership Agreement. Complementing the new economic deal agreed in December liberalising trade, the political deal aims to facilitate common solutions to common challenges, such as climate change, energy supply and threats to security. It will help the EU and Japan to jointly promote peace, stability and prosperity globally, as well as an open international system.

The EU and Japan will further strengthen their already very close relationship thanks to a new Strategic Partnership Agreement (SPA), negotiations on which were concluded on 25 April 2018. EU High Representative, Federica Mogherini and her counterpart, the Foreign Minister of Japan, Taro Kono, marked the occasion in a bilateral meeting in the margins of the Second Brussels conference on supporting the future of Syria and the region.

This agreement, together with the new Economic Partnership Agreement, will take the European Union's long-standing partnership with Japan to a new strategic level, triggering considerable benefits to citizens in both countries.

The EU already cooperates with Japan in a wide range of areas. Once in force, the SPA will provide a legally binding framework for this cooperation giving to it strategic direction and coherence. The SPA covers a broad range of areas of mutual interest, which can help find solutions to the many similar challenges faced by the EU and Japan both regionally and globally (cyber-crime, disaster management, energy security, climate change, ageing population, etc.).

It will help the EU and Japan to jointly promote peace, stability and prosperity globally, as well as an open international system and shared values like human rights, democracy and the rule of law. The SPA will facilitate aligning positions in multilateral organisations or to solve bilateral problems.

The EU and Japan will now complete their respective internal procedures before the signing of the Strategic Partnership Agreement together with the Economic Partnership Agreement.

Source: European Union External Action

➔ https://eeas.europa.eu/headquarters/headquarters-homepage/43526/eu-and-japan-conclude-negotiations-strategic-partnership-agreement_en

EU AND JAPAN INTENSIFY BILATERAL COOPERATION ON DIGITAL ECONOMY ISSUES

The European Union (EU) and Japan this week continued their intense cooperation in the area of digital economy, with representatives of the European Commission and the EU Delegation to Japan holding a series of meetings with Japanese interlocutors from government as well as with the European and Japanese business communities.

The Commission services involved were the Directorate-General for Communications Networks, Content, the Directorate-General for Trade, the Directorate-General for Justice and Consumers. On the Japanese side, government ministries and bodies represented included; the Ministry of Internal Affairs and Communications (MIC), the Ministry of Economy, Trade and Industry (METI), the Japan Patent Office, Japan Fair Trade Commission and the Personal Information Protection Commission.

The meetings included in particular the 7th EU-Japan ICT Strategies Workshop on 17 and 18 April, which allowed the different partners to exchange views and experiences on their respective

Source: Delegation of the European Union to Japan

digital strategies aimed at making a success of the transformation of our respective economies for the digital age. In particular, participants from public authorities and industry looked into ways of working even more closely together in areas such as 5G, connected and automated driving, AI and robotics, electronic authentication, research and development in digital technologies, platform regulation, and the data economy and markets, data protection and privacy, as well as the standardisation of digital products and services.

This intense and regular cooperation between the EU and Japan on the digital economy aims at achieving closer cooperation and must be seen in the

wider context of the new opportunities for regulatory dialogue and cooperation that will be offered by the Economic Partnership Agreement agreed between the EU and Japan last year.

Both sides proposed to organise follow-up activities with a workshop on standardisation; explore participation in research, development and innovation programmes for the digital economy by the EU and Japan; deepen discussions on AI; and to focus the next 8th ICT strategies workshop notably on cybersecurity, blockchain and the data economy. These activities will report to the next EU-Japan Dialogues with MIC and METI that should be held towards the end of 2018 in Brussels.

➔ https://eeas.europa.eu/delegations/japan/43252/eu-and-japan-intensify-bilateral-cooperation-digital-economy-issues_en

HOW HORIZON EUROPE IS BEING DESIGNED

The Commission is working on its proposal for Horizon Europe, the framework programme that will succeed Horizon 2020.

This is done on the basis of various building blocks including the interim evaluation of Horizon 2020, the Lab-Fab-App report (informally the Lamy report), foresight studies and various other reports.

The proposal is being made as part of the EU's proposal for the next EU long-term budget, the multiannual financial framework (MFF). Horizon Europe, with a budget of €97.9 billion, is the biggest ever research and innovation funding programme.

Source: European Commission

➔ https://ec.europa.eu/info/designing-next-research-and-innovation-framework-programme/what-shapes-next-framework-programme_en

HIGH-LEVEL CONFERENCE ON "SCIENCE AND INNOVATION – OPEN TO THE WORLD: STRENGTHENING COOPERATION BETWEEN THE STS FORUM AND THE EU THROUGH THE NEXT FRAMEWORK PROGRAMME "HORIZON EUROPE"



On 17 May, a high-level conference on "Science and Innovation – Open to the World: Strengthening cooperation between the STS forum and the EU through the next Framework Programme "Horizon Europe" took place in the European Parliament, co-chaired by Mr Rübzig, MEP and 1st Vice-Chair of STOA, Mr Buzek, MEP and Chair of the ITRE Committee, and Mr Omi, Founder and Chairman of the STS forum (Japan), who provided introductory and closing remarks. The EU and Japanese speakers included Commissioner

Moedas, Director Russo (DG RTD, International Cooperation) and ERC President Bourguignon on the EU side, and Mr Ito, Deputy Minister of MEXT, Mr Sato, Deputy Director-General, Industrial Science and Technology Policy and Environment Bureau, METI, Mr Irino, Executive Vice President of JETRO, Mr Chubachi, President of AIST, and Mr Kotani, Executive Director of RIKEN on the Japanese side. The conference was organised by the ITRE Committee and STOA of the European Parliament, and the STS forum and JETRO (Japan).

Source: European Commission

➔ <http://www.europarl.europa.eu/stoa/cms/home/workshops/FPIX>

GRANTS IN PRACTICE 2018

The most comprehensive MSCA IF and ERC grant proposal writing workshop to ever take place in Japan, 9-10 July Tokyo, 11-12 July Osaka, limited seats.

The Grants In Practice event series brings in professional trainers from Europe to provide in Japan training on grant proposal writing. In 2018 the focus will exclusively be on the two main EU grant schemes for individual researcher mobility:

- MSCA IF: for young or experienced researchers, 1-2 years research stays in Europe; and
- ERC: for excellent researchers looking for generous funding to setup their own team in Europe.

Source: EURAXESS

 <https://euraxess.ec.europa.eu/worldwide/japan/grants-practice-2018-four-days-grant-writing-training-tokyo-and-osaka>

WHERE AND WHEN?

- 9 July, EU Delegation Tokyo: MSCA IF training
- 10 July, EU Delegation Tokyo: ERC training
- 11 July, KANDAI MeRISE Osaka: MSCA IF training
- 12 July, KANDAI MeRISE Osaka: ERC training

WHO CAN ATTEND?

Students and researchers of any nationality, seniority level and discipline; or research managers/administrators. Participation is 100% free, but organisers ask that all participants engage themselves as actively as possible in the process of applying to one of the two grants schemes, as the training will include interactive exercises.

EU-JAPAN **WORKING GROUP ON ROBOTS**

Within the framework of the 21st European Commission DG GROW-METI Industrial Policy Dialogue, the 3rd meeting of the Robotics Working Group took place on 17 April 2018 in Tokyo. Both sides have exchanged information about the recent robotics policies in the EU and Japan, including regulatory framework and safety standards.

On the Japanese side, METI has provided interesting information on the progress of Japan's New Robot Strategy, including collaborative robots. On the EU side, DG GROW presented the overview on the EU strategy for artificial intelligence and robotics. They also gave policy updates on the EU regulatory safety framework for robots, specifically the Machinery Directive and the Radio Equipment Directive.

DG GROW and METI have agreed to expand the scope of the Robot Working Group to include exchanges on safety issues related to human-robot collaboration in shared workspaces. The working group acknowledged that collaborative robots will contribute to solving the various global issues such as support for ageing society or lack of labour force. This is an area where EU and Japan will continue to exchange views and seek regulatory convergence.

They will also continue to collaborate on standards development for robots and will remain open to discuss safety issues pertaining to Artificial Intelligent robots.

The existing regulatory frameworks were not designed with new technologies in mind, such as autonomous artificial intelligent robots. Both sides have therefore recognised the necessity for carefully following cases of practical use of artificial intelligence in various industrial sectors. This would help in assessing whether there is any need to update the respective regulatory frameworks.

EU and Japan look forward to continuing the good collaboration they had so far and harvesting positive outcomes for common regulatory approaches.

Source: European Commission Directorate General GROWTH

➔ <https://ec.europa.eu/digital-single-market/en/news/communication-artificial-intelligence-europe>

WHY AND HOW? SHOWCASE YOUR INSTITUTION AS “PARTNER ORGANISATION” TO HOST AN MSCA-IF-GLOBAL FELLOWSHIP ON THE EURAXESS PORTAL

Japanese universities, research institutes and other organisations may offer to host a European based researcher for up to 24 months as part of a MarieSkłodowska Curie Actions Individual Fellowship-Global Fellowship (MSCA-IF-GF) proposal. MSCA-IF-GF call is for experienced (post-PhD) researchers based in Europe (nationals or long term residents of a Member State or Associated Country) wishing to spend 12 to 24 months in a Partner country, such as Japan, and an additional (compulsory) year back in Europe. Any research performing institution in the world can be a host for Global Fellowships. At the proposal stage, a letter of intent must be produced, showing the capacity of your institution to host the researcher and to provide to the needs of the project (the researcher received a salary and research grant from the European Union and thus does not necessarily need to be under a contract with your institution).

The call closes on 12 September 2018

For more about the MSCA-Individual Fellowships see below links.

Source: EURAXESS

➔ <https://euraxess.ec.europa.eu/worldwide/india/msca-if-2018-call-open-12-april-2018>

➔ <https://euraxess.ec.europa.eu/worldwide/japan/why-and-how-showcase-your-institution-partner-organisation-host-msca-if-global>

EURAXESS JAPAN TOUR 2018 @ NAGOYA UNIVERSITY 20 JUNE 2018, NAGOYA, JAPAN

The third edition of our EURAXESS Japan Tour seminars in 2018 will take place at ITbM, Nagoya University. It will provide in half a day a complete overview of opportunities for research cooperation and mobility projects between Japan and Europe, with a particular focus on funding schemes within the EU's flagship research and innovation Framework Programme, Horizon 2020.

Source: EURAXESS

➔ <https://euraxess.ec.europa.eu/worldwide/japan/euraxess-japan-tour-2018-nagoya-university>

JOINT STATEMENT BY COMMISSIONER VĚRA JOUROVÁ AND HARUHI KUMAZAWA, COMMISSIONER OF THE PERSONAL INFORMATION PROTECTION ON **THE STATE OF PLAY OF THE DIALOGUE ON DATA PROTECTION**

Commissioner Haruhi Kumazawa and Commissioner Věra Jourová held a very constructive meeting in Tokyo on 31st May 2018 with the aim to advance the process towards mutual adequacy findings.

They reaffirmed that a simultaneous finding of an adequate level of protection by both sides will complement and enhance the benefits of the Economic Partnership Agreement between Japan and the EU, which is currently proceeding for the signing, and that the finding will also contribute to the strategic partnership between Japan and the EU.

They took note of the significant progress achieved in the past months. This includes, in particular, the agreement on solutions to bridging relevant differences between the two systems such as the Supplementary Rules, to be adopted by the Personal Information Protection Commission (PPC) following the public comment procedures, coupled with the Basic Policy on the Protection of Personal Information (Cabinet decision). It also includes the clarifications by the European Commission of the legal nature and effect of the EU General Data Protection Regulation in the European Economic Area states as well as the content of certain General Data Protection Regulation provisions.

They agreed to intensify the work with the shared commitment to complete as soon as possible both procedures – the designation of the European Economic Area by the Personal Information Protection Commission as a foreign country establishing a personal information protection system recognised to have equivalent standards to those in Japan based on Article 24 of the Act on the Protection of Personal Information (APPI) and the parallel decision by the European Commission that Japan ensures an adequate level of protection of personal data pursuant to Article 45 of the General Data Protection Regulation.

They affirmed that the Personal Information Protection Commission and the European Commission will continue to consult each other with a view to finding mutually acceptable solutions whenever there is a need for cooperation with respect to personal data based on the framework for mutual and smooth transfer of personal data between Japan and the EU.

Source: European Commission ➔ http://europa.eu/rapid/press-release_STATEMENT-18-4021_en.htm

EUROPEAN RESEARCH DAY 2018

29 SEPTEMBER 2018, TOKYO JAPAN

The European Research Day 2018 (ERD 2018) is the fourth edition of an event organised by EURAXESS Japan, which aims to bring together the European research community currently based in Japan to discuss research, careers and relation to Europe.

The 2018 edition is kindly supported by the Italian Cultural Institute Tokyo, which will host the whole event.

The ERD is a one-day workshop featuring presentations by researchers from the European research community of Japan, discussion panels on issues of relevance for Japan-Europe mobility and research cooperation & careers; while fostering networking among participants and representative of European countries participating in the European Research Area.

The ERD is a unique opportunity for European researchers and researchers from any nationality interested in Europe to

network and discuss careers.

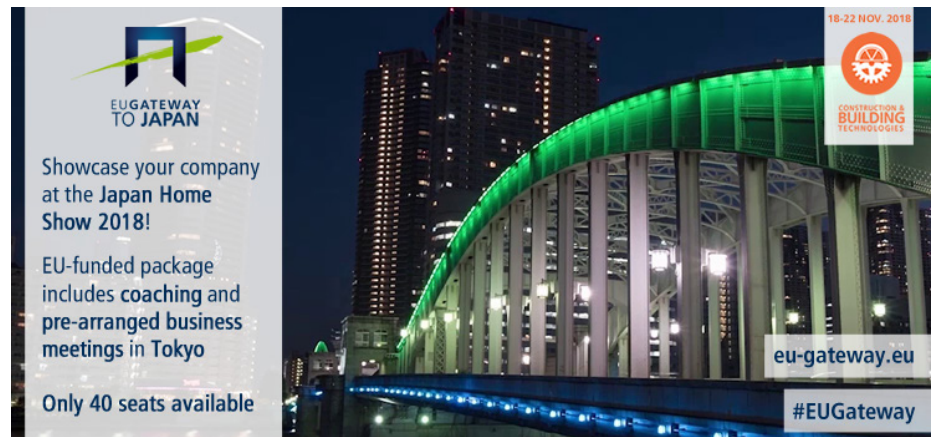
Speakers in the Researchers' Sessions (selected through a call for abstracts) can showcase their research, present their career path and expectations and provide insight on their relation to Europe; which attendees can learn a lot from. Attendees can also learn from topic-oriented Special Sessions, focused on items of interest to international research careers and relation to Europe. Both speakers and attendees may find new ideas for their research, increase their network for collaborative projects, and maybe even find their next lab or institution!

Source EURAXESS ➔ <https://euraxess.ec.europa.eu/worldwide/japan/european-research-day/european-research-day-2018>

INCREASING DEMAND FOR SMART CONSTRUCTION & BUILDING TECHNOLOGIES IN JAPAN OPENS NEW BUSINESS OPPORTUNITIES FOR EUROPEAN COMPANIES

As the world's third largest construction market, and with a clear focus on energy efficiency, Japan is seeing an increased interest in smart Construction & Building Technologies. EU Gateway | Business Avenues, the EU-funded initiative that helps European companies establish relationships in Asia, has confirmed a market-scoping mission in this promising sector from 18-22 November 2018 <https://goo.gl/CL6Ak7>.

There are up to 40 seats available to European companies, which will benefit from a 3-day exhibition, pre-arranged business-to-business meetings, a site visit and a networking reception hosted by the European Union <https://youtu.be/EPm2OtQcrxQ>. During the 3-day exhibition, participants will have a built-up booth at the Japan Home Show 2018, a unique chance to display their products and services, and interact with relevant local business partners.



Zero Energy Building and Zero Energy Houses technologies are favoured as there is an increasingly high demand for energy-saving and building materials, including raw materials. European

companies with expertise in sensors and Internet of Things (IoT) cloud systems can tap into this increasing demand for IoT technology in buildings and residences.

More information on how to apply for this EU-funded mission can be found here: <https://goo.gl/CL6Ak7>. The deadline for application is 27 July 2018.

➔ <https://www.eu-gateway.eu>

COMBINED CIRCULAR ECONOMY MISSION TO JAPAN & INDONESIA

Commissioner Karmenu Vella is pleased to invite you to a combined Circular Economy Mission to Japan and Indonesia between 22 and 26 October 2018.

The Circular Economy Mission to Japan will coincide with the second World Circular Economy Forum (WCEF2018) hosted by Japan's Ministry of the Environment and the Finnish Innovation Fund Sitra in Yokohama from 22-24 October 2018. The Circular Economy Mission to Japan in the presence of Vice-President Jyrki Katainen will focus on "Showcasing Circular SMEs" and "Preventing Marine Plastic Waste with Circular Solutions". On Wednesday 24 October, the business delegation will travel from Tokyo to Jakarta.

Agenda: The programme includes high level and technical meetings with public authorities and business organisations.

Costs: The participation is free of charge but travel arrangements and accommodation costs are under the responsibility of each participant.

Targeted sectors (non-exclusive list): Waste, Plastics (including marine litter), Chemicals.

Application deadline: 13 July 2018

Source: European Commission

➔ <https://ec.europa.eu/eusurvey/runner/CEMJapanIndonesia>

EU FILM DAYS

EU Film Days is a unique festival that brings the best of European cinema to audiences in Japan.

The selected films, many of which are being shown for the first time in Japan, have been chosen in order to exhibit the wide range of film-making talent in the European Union as well as to showcase the EU's cultural diversity and vibrancy.

Organisers hope that many of the visitors will enjoy this opportunity to experience the distinction and diversity of European film-making.

Dates:

Tokyo: 25 May - 21 June

Kyoto: 2-24 June

Hiroshima: 1-13 July

Source: Delegation of the European Union to Japan

➔ <https://eufilmdays.jp/en/>

EUROPEAN INVESTMENT PROJECT PORTAL (EIPP) – 2 YEARS ON: NEARLY 300 PROJECTS AND INVESTMENT OPPORTUNITIES

The European Investment Project Portal (EIPP) is an online platform where EU project promoters and worldwide investors can meet and work together.

The EIPP is a key instrument of the Investment Plan for Europe aiming to support the financing of investment projects across the EU covering all sectors of the economy, including small and medium-sized enterprises. Public and private project promoters can register their projects for free in the Portal, boosting their visibility to a large network of international investors to get the funding they need to grow. The Portal has been live since June 2016, with almost 300 projects published. Investors looking for opportunities in areas such as transport, healthcare, renewable energies, digital technologies or in financing SMEs can easily find all the

information in this centralised Portal and choose among a broad choice of viable projects. Through the Portal, investors can find investment opportunities according to their own preferences, using advanced search and filtering criteria. For optimal outreach to investors as well as to exchange investment projects, the EIPP has established several cooperation agreements and collaborates with partners from Europe and beyond. Partners include international project platforms such as the Global Infrastructure Hub, SIF/Source or EuroQuity, international and national financial institutions including the European Investment Bank Group, the



Council of Europe Development Bank, many national promotional banks as well as topical organisations as the European Business Angels Network (EBAN) or the European Startup Network.

During 2018, project promoters will have the possibility to meet potential investors at several EIPP matchmaking events. For more information, contact: eipp-project@ec.europa.eu

➔ <https://ec.europa.eu/eipp>

EU-JAPAN INVESTMENT NEGOTIATIONS: CHIEF NEGOTIATORS MEET TODAY TO DISCUSS NEXT STEPS

On 26 April 2018, the new Chief Negotiator for investment protection at the European Commission, Maria Martin-Prat, met her Japanese counterpart, Deputy Director-General Tsutomu Koizumi, from the Japanese Ministry for Foreign Affairs, to continue negotiations on investment protection standards and dispute resolution.

The chief negotiators acknowledged that significant progress had been made so far, with a large degree of convergence between the two sides. However, further discussions were needed to better understand each other's positions on the main issue that remains open: the mechanism for resolving investment protection disputes.

The chief negotiators reiterated their intention to conclude the talks swiftly, in light of their shared commitment to a stable and secure investment environment in Europe and Japan. The next negotiating meeting is planned to take place in Brussels before the summer break.

Source: European Commission

➔ <http://trade.ec.europa.eu/doclib/press/index.cfm?id=1837>

YOU ARE LOOKING FOR FINANCE TO START-UP OR EXPAND YOUR BUSINESS?

The European Investment Fund (EIF) cooperates with a wide range of financial intermediaries (banks, guarantee institutions, private equity and venture capital funds, etc.) that offer financial products targeting SMEs and Small Mid-Caps across Europe.

- For a loan or a micro-loan (below € 25.000) to start-up or expand business, SMEs can get further information from the EIF intermediaries in your country (http://www.eif.org/what_we_do/where/index.htm).
- For investors, SMEs can contact the fund management companies (http://www.eif.org/what_we_do/equity/deals/index_.htm) in which EIF has invested, including those operating under EFSI equity.

OTHER SOURCES OF EU FINANCE

The multilingual website <http://www.accesstofinance.eu> provides an overview of further sources finance supported by the European Union.

Source: EIF

➔ http://www.eif.org/EIF_for/sme_finance/index.htm

JAPAN-EU **FOREIGN MINISTER'S MEETING**



On 25 April, Mr. Taro Kono, Minister for Foreign Affairs of Japan, held a meeting with Ms. Federica Mogherini, the High Representative of the European Union for Foreign Affairs and Security Policy and Vice-President of the European Commission, for approximately 30 minutes during his visit to Brussels to attend the conference on “Supporting the future of Syria and the region.” The overview of the meeting is as follows.

Mr. Kono and Ms. Mogherini welcomed the agreement on the Strategic Partnership Agreement (SPA) (http://www.mofa.go.jp/erp/ep/page22e_000707.html) and confirmed that they would continue to cooperate towards the early signing and entry into force of the Economic Partnership Agreement (EPA) (http://www.mofa.go.jp/policy/economy/page6e_000013.html) and the SPA. They also highlighted the importance of Japan and the EU

closely cooperating as partners in light of the current international situation. Furthermore, they confirmed their intention to strengthen cooperation in a wide range of areas based on the SPA. Moreover, they agreed to cooperate closely for the ASEM Summit Meeting planned for October this year.

➡ http://www.mofa.go.jp/erp/ep/page4e_000809.html

MEETING BETWEEN **MR. TARO KONO, MINISTER FOR FOREIGN AFFAIRS OF JAPAN AND DR. CECILIA MALMSTRÖM, EUROPEAN COMMISSIONER FOR TRADE**

On 25 April, for approximately 30 minutes, Mr. Taro Kono, Minister for Foreign Affairs of Japan, held a meeting with Dr. Cecilia Malmström, European Commissioner for Trade, during his visit to Brussels. This was his first face-to-face meeting with Dr. Malmström. The overview of the meeting is as follows:

1. Mr. Kono and Dr. Malmström agreed to cooperate toward the early entry into force of the Japan-EU EPA.
2. Mr. Kono and Dr. Malmström also exchanged views on several trade issues in which both Japan and the EU have common interests. Furthermore, they reaffirmed the importance of the WTO and agreed to continue to closely cooperate against the emergence of protectionism.
3. Mr. Kono requested the revocation of restrictions on the import of Japanese food products by the EU, in relation to the Fukushima Daiichi Nuclear Power Plant incident.



SPOTTED PUBLICATION

The monthly magazine “Highlighting Japan” is published by the Japanese Government to help readers better understand Japan today. Latest issues topics: in April “The Maritime Nation of Japan”, in May: “Food and Agriculture Marketplace Potential”

Source: Cabinet Office, Government of Japan

➡ <http://www.gov-online.go.jp/eng/publicity/book/hlj/index.html>

KYOTO SMART CITY EXPO 2018

4-5 OCTOBER 2018, KYOTO, JAPAN

The theme of “Kyoto Smart City Expo (KSCE)” is “Regions and industries creating a sustainable and liveable future - Creating a ‘Meta-Comfort’ smart society”.

In order to step forward to realise it, organisers have provided opportunities for meetings, knowledge-sharing, networking or business-matchmaking for leading experts and researchers across the globe in the fields relating to smart city such as: environment, energy, transportation, health, culture, education, ICT, etc, every year since 2014.

The organisers have maintained close collaboration with “Smart City Expo World Congress” initiated by Barcelona. Last year, over ten thousand participants, from 22 countries and regions, visited KSCE, and 101 corporations and organisations exhibited their own booth. A seminar for municipalities was launched to disseminate the good practices of regional smart city initiatives toward participants from 63 local governments.



In fact, according to the questionnaire, 98 per cent of participants could get a satisfactory outcome in the venue. Kyoto also succeeded in signing official memoranda with Dalian Hi-Tech Zone, China, as well as Chiang Mai Province, Thailand, so as to enhance the future cooperation for smart city projects.

This year, Kyoto will focus on the urgent issues such as depopulation or ageing that Japan has been facing. The organisers expect a larger number of participants from more diverse countries. Registration for funding or setting a booth has been opened until 10th July 2018. For more details, please check the event website. Anyone who is interested in smart city technology will be able to explore new studies or business chances utilising this great opportunity.

➡ <https://expo.smartcity.kyoto/en>



NEDO HELD A MEETING TO REPORT THE RESULTS OF ITS SMART COMMUNITY DEMONSTRATION PROJECT IN THE GERMAN CITY OF SPEYER

On 9 March 2018, NEDO hosted a meeting to report the results of its smart community demonstration project in Speyer, Germany. The meeting was held together with the government of Speyer, Stadtwerke Speyer GmbH (SWS), and several NEDO project contractors (NTT Docomo, Inc.; NTT Facilities, Inc.; Hitachi Chemical Co., Ltd.; and Hitachi Information & Telecommunication Engineering, Ltd.).

Takeshi Yagi, Ambassador Extraordinary and Plenipotentiary of Japan to the Federal Republic of Germany, attended the meeting as a guest of honour. Following the speeches given by Ambassador Yagi and Mayor Hansjörg Eger of Speyer, NEDO provided information on the project. NTT Docomo and Hitachi Chemical Co. introduced their achievements and presented the new knowledge they had gained from the demonstration project, which they hoped would contribute to increasing the economic benefits of photovoltaics to consumers by improving rates of self-consumption and

self-sufficiency, as well as solving global energy and environmental problems. In his closing speech, NEDO Executive Director Takashi Omote made an appeal to attendees with regards to the results of the demonstration project, saying that the demonstration project was successful thanks to the cooperation between Japan and Germany. He expressed his expectation that the results of the demonstration project in Speyer would further develop smart community technologies throughout the world.

Source: New Energy and Industrial Technology Development Organization

➡ http://www.nedo.go.jp/english/whatsnew_00023.html

ENERGY AGENCY. FUKUSHIMA PARTICIPATED AT THE 12TH GERMAN-JAPANESE ECONOMIC FORUM

On 25 April 2018, the Energy Agency. FUKUSHIMA attended to the 12th German-Japanese Economic Forum at HANNOVER MESSE as a partner for the event, together with the Energy Agency.NRW.



The title of the event for this year was “Decarbonization of Mobility – Hydrogen and Electric Transportation Systems as Solutions?” Long-term decarbonisation of the global economy is the stated objective of the Paris Climate Agreement, which has been ratified by both Japan and Germany. Hydrogen is one possible approach to this challenge. Strategies and technologies in these key areas were presented and discussed by experts from industry and government.

As a partner of the 12th German-Japanese Economic Forum, the Energy Agency. FUKUSHIMA had an information desk at the venue, and promoted the “Fukushima New Energy Society Concept” which aims to support Fukushima’s reconstruction from the disasters of March 2011 through advances in the field of energy.

The plan includes a model construction for realising a hydrogen-based society: technological demonstration of a large-scale hydropower generating facility from renewable energy, cooperation for technological development with Fukushima Renewable Energy Institute (FREA), and to use the Fukushima-generated hydrogen during the 2020 Tokyo Olympics and Paralympics.

“Renewable Energy Industrial Fair (REIF Fukushima) 2018”, one of the biggest exhibitions of the renewable energy-related industry in Japan, which will be held on 7 and 8 November in Koriyama City, Fukushima, was also introduced at an information desk at the forum.

For any additional information, contact: kiyomatsu@f-open.or.jp ➔ <https://energy-agency-fukushima.com/en>

PARTNERING EVENT IN TOKYO – CALL FOR SPEAKERS - REGENERATIVE MEDICINE CROSSROAD IN TOKYO #9

10 SEPTEMBER 2018, TOKYO, JAPAN

FIRM (Forum for Innovative Regenerative Medicine) has just launched its speaker recruitment process for its ninth partnering event: Regenerative Medicine Crossroad in Tokyo #9 (RMCR#9).

The event is meant to provide a “speaker’s corner” for those who seek partnerships with Japanese companies for the purpose of developing regenerative medical products in their pipelines or their promising technology seeds in Japan. The half-day session will consist of concurrent oral presentations and multiple one-on-one partnering meetings, followed by a networking mixer at the end of the day. Attempts of any parties to merely promote their own products, commodities or services are not suited for the event’s characteristics.

Deadline for the preliminary registration: 20 July 2018 (JST)

Expected number of speakers for the event: 3-6 entities

Expected number of event attendees: 50-100 business professionals and experts from the regenerative medicine and gene/cell therapy sector of Japan.

Venue: Nihonbashi Life Science Building <https://www.nihonbashi-lifescience.jp/en>

Contact: Fuyu Mori, RMCR Organiser info-tf@firm.or.jp



JAPAN-EU JOINT CALL IN HORIZON 2020 FOR THE TOPIC: DISASTER RESILIENT SOCIETY: TECHNOLOGIES FOR FIRST RESPONDERS

The Japan Science and Technology Agency (JST), through its Strategic International Collaborative Research Program (SICORP), will support Japanese applicants who participate in the following HORIZON 2020 call, open from 15 March to 23 August 2018.

RESEARCH FIELD

Disaster Resilient Society: Technologies for first responders

Corresponding call in the HORIZON 2020:

SU-DRS02 Technologies for first responders.

- Sub-topic 1: Victim-detection technologies
- Sub-topic 2: Open

SUPPORT BY JST

JST will support Japanese applicants who participate in the above-mentioned 2 sub-topics. Projects selected for funding in this call will receive support for a period of 3 years totalling no more than approximately 60 million JPY including indirect costs of 30% of direct costs.

APPLICANT ELIGIBILITY

Researchers working in Japanese universities, research institutions, companies, first responders' organisations etc., are eligible to apply for this call. In addition to researchers, end users and practitioners of the corresponding technologies are also eligible to apply.

APPLICATION PROCEDURE

All Japanese applicants must submit an application directly to JST. In addition, the coordinator of the project consortium must also submit an application via the HORIZON 2020 portal.

➔ <https://www.jst.go.jp/inter/english/index.html>

RESEARCH COLLABORATION ON SMART CITIES BETWEEN JAPANESE AND GERMAN UNIVERSITIES


Aiming for a joint "Research Pipeline" for EU Horizon Projects between Japanese and German universities on the topic of smart cities, the WISSENSARCHITEKTUR Laboratory of Knowledge Architecture, TU-Dresden will push its collaboration with Toyohashi University of Technology in Japan to the next level by running research projects under the topic "Secure societies - Protecting freedom and security of Europe and its citizens" in the Horizon 2020 program column "Societal Challenges" with its Japanese Partners. The main research topic will be "Urban Disaster Resilience and Mitigation".

In order to issue at least six joint project proposals within two years, the project partners will use an innovative project development tool "Project Proposal Pipeline", which was developed by the WISSENSARCHITEKTUR for the purpose of structuring joint project development with multi-national consortia including German and Japanese partners. General topics suggestions:

PARTICIPATION IN URBAN DEVELOPMENT IN EU AND JAPAN

In the research field of "Participation in Urban Development", the WISSENSARCHITEKTUR TU Dresden is currently directing the Horizon 2020 project "U_CODE Urban Collective Design Environment". U_CODE will produce a digital platform tool for e-Participation in urban design and development. The Knowledge Architecture lab intends to adjust the platform also for the Japanese context, with the help of its Japanese partners at Niigata University, Waseda University and Chiba University, who all have high expertise in citizen participation and machi-zukuri approaches.



 M"Quartier 4.0 Offenbach", David Hick, WISSENSARCHITEKTUR Laboratory of Knowledge Architecture

ARTIFICIAL INTELLIGENCE FOR DISASTER RESILIENT CITIES

Especially in its collaboration with Toyohashi University of Technology (TUT) laboratory of Systems Engineering, whose main research focus is Artificial Intelligence, AI for Disaster Resilient Cities has emerged as a key topic for joint academic research and application.

TU Dresden WISSENSARCHITEKTUR TU Dresden investigates in-depth about future cities and is directly linked to the CityScienceLab of HafenCity University Hamburg, a cooperation with the prestigious MIT Media Lab in Boston.

➔ <http://www.tu-dresden.de/ka>

ITALIAN PAVILION AT THE INTERIOR LIFESTYLE 2018

On the occasion of the “Interior Lifestyle” exhibition in Tokyo, the Trade Promotion Section of the Embassy of Italy has realised the Italian Pavilion in collaboration with Confartigianato - the association of Italian artisans - in order to present to the Japanese public 15 Italian high level companies that produce strictly “Made in Italy” articles, ranging from traditional and modern crafts, to furnishing accessories, gifts and housewares.

Despite the strong price-based competition, Italy is the tenth global supplier and the first, among European countries, of furniture in Japan for a value of 14.991 million yen (equal to about 115 million euros) in the January - December 2017 period and 1.71% market share with an increase of 2.71% compared to the same period of 2016 (source: Japanese Ministry of Finance).



EXHIBITING COMPANIES			
A.G.C. Srl	www.essent-ial.com	Maison Claire Srl	www.maisonclaire.it
Antonio Lupi Design Spa	www.antoniolupi.it	MARZOTTO LAB SRL	www.marzottohome.it
ADEX Srl	www.adexkinder.com	Matteo Brioni Srl	www.matteobrioni.com
B.Lab Italia Srl	www.teckell.com	Multi Design Srl	www.ciclotte.com
Ercole Moretti di Giuliano Moretti & Co. Snc	www.ercolomoretti.it	Packing90 Srl	www.packing90.it
Eurostile Srl	www.borzalino.com	Scolaro Mario e Fabio Srl	http://scolarojapan.co.jp
Formitalia Group Spa	www.formitalia.it	Shiina + Nardi Design Srl	www.handsondesign.it
		Sitmatic Italia Srl	www.sitmaticitalia.eu

➔ <http://www.ice.it/it> ➔ <http://www.ice-tokyo.or.jp> ➔ <https://interiorlifestyle-tokyo.jp.messefrankfurt.com/tokyo/en/visitors/welcome.html>

PRESENTATION OF SLOVAKIA AT THE INTERNATIONAL TRADE FAIR "MEDTEC JAPAN 2018"

In April 2018, the Slovak company SPINEA s.r.o. participated at Asia's largest exhibition and conference dedicated to the medical industry and devices "Medtec Japan 2018", held in Tokyo from 18 April to 20 April 2018.

The company SPINEA is one of the world's top four world-class producers of bearing reduction gears, mainly used in automated and robotic systems. SPINEA, together with 40 European companies in the healthcare and medical devices industry, exhibited in Tokyo through the program "EU Green Gateway to Japan". Japan, with its aging population and rising demand for sophisticated treatments, is the second largest market for medical devices in the world.

Previously, in November and December last year, the Slovak company also participated in "iREX International Robot Exhibiton Tokyo 2017", where it successfully introduced high-precision reduction gears of the patented trademark TwinSpin. iREX is the world's largest trade show focusing on robotics and highly regarded in Japan, which is the leading country of the robot industry.

Source: Embassy of the Slovak Republic in Tokyo

http://www.mzv.sk/aktuality/detail/-/asset_publisher/lw1ppvnScIPx/content/prezentacia-slovenska-na-medzinarodnom-veltrhu-medtec-japan-2018-?p_p_auth=latKbJxu&_101_INSTANCE_lw1ppvnScIPx_redirect=%2Faktuality%2Fprezentacia_slovenska_v_zahrani-ci%3Fstrana%3D3

https://www.mzv.sk/web/tokio-en/detail/-/asset_publisher/XptbLMYwZmJ6/content/spinea-na-medzinarodnej-robotickej-vys-tave-irex-v-tokiu/10182?p_p_auth=77QKDrOv&_101_INSTANCE_XptbLMYwZmJ6_redirect=%2Fweb%2Ftokio-en



JAPAN: THE SPANISH FOOTWEAR SECTOR STEPS ON IT

The Federation of Spanish Footwear Industries (FICE) confirms its strong commitment to the Japanese market, organising the 30th edition of “Shoes from Spain Exhibition” in Tokyo which has been held twice a year for 15 years in a row.



It will take place from 11 to 13 July in EBiS 303, in the Shibuya district, one of the fashion hubs in Tokyo. The upcoming “Shoes from Spain Exhibition” in Tokyo will showcase the latest shoe trends for 2019 Spring/Summer collection. Thanks to this persistent engagement with the Japanese market, this event has become the main platform for Spanish footwear brands and more importantly, the trust of Japanese retailers whose visits grow every year.

Last 2017 summer edition brought together more than 30 Spanish exhibitors, representing 50 brands, and 710 visitors. 38% of the visitors were importers / distributors, a very relevant figure for the export of footwear in this market; 28% clothing boutiques; 18% shoe detailers (shoe stores and chains); and 6% department stores.

Japan has been long-established as the main market for Spanish footwear in the Asian continent. In 2017, Spain exported to Japan 1.7 million pairs of shoes amounting to €39.1 million. Nonetheless, organisers are certain that the new Trade Agreement between the EU and Japan will bring along new opportunities and broaden the market because Spanish companies will be able to bring the same high-quality shoes to Japanese consumers but at a more adjusted price. Indeed, it is expected that exports to Japan will grow as has happened in South Korea with the free trade agreement, which increased exports by 579% in number of pairs and 478% in value in 7 years, South Korea moved from the 34th to 24th position for Spanish footwear exports.

This event is supported by the Spanish Institute for Foreign Trade (ICEX) and the Trade Commission of Spain in Tokyo.

➔ <http://www.shoesfromspain.jp>

➔ <http://www.shoesfromspain.com>

ITALIAN PARTICIPATION AT THE 34TH INTERNATIONAL AGRICULTURAL MACHINERY SHOW IN OBIHIRO

12-16 JULY 2018, OBIHIRO, JAPAN

Embassy of Italy - Trade Promotion Section organises, in collaboration with FederUnacoma, the Italian participation to International Agricultural Machinery Show in OBIHIRO.

The event, held once every 4 years, will be open this year from 12 to 16 July in a venue especially built for the occasion at Kita - Aikoku Koryu Hiroba in Obihiro, Hokkaido. According to the latest statistics, Italy is the third largest exporter of the agricultural machinery to the Japanese market and promoting more cooperation and relations in the related sector. The following companies will introduce their agricultural advanced machinery and equipment at Italia's booth located in Booth no. D98.

EXHIBITING COMPANIES		EUROCARDAN	www.eurocardan.it
ADR	www.adraxles.com	GEOLINE BY TECOMEC	www.tecomec.com / www.geoline.it
AGRI PARTS	www.agriparts.it	POLMAC	www.polmac.it
AMA	www.ama.it	ROJ	www.roj.com
ARAG	www.aragnet.com	SALVARANI	www.salvarani.com
BBM	www.bbmspa.com	SELVATICI	www.selvatici.com
CRI-MAN	www.cri-man.com	TOSELLI	www.toselli.it
DIGIDEVICE	www.digidevice.com	ZAPPETTIFICIO MUZZI	www.muzzi.com

➔ <http://www.ice-tokyo.or.jp/event-category4/agricultural-in-obihiro>

➔ <http://iams-obihiro.com/eng/>

ITALIAN PARTICIPATION AT **GRAND RENEWABLE ENERGY 2018 INTERNATIONAL EXHIBITION**

20-22 JUNE 2018, YOKOHAMA, JAPAN

Embassy of Italy – Trade Promotion Section organises the Italian participation to the Grand Renewable Energy 2018 International Exhibition.

It will be held from 20 to 22 June, 2018 at Pacifico Yokohama. Italy, a country with its limited territory and resources like Japan, is committed to researching for effective and innovative solutions in the energy sector, creating and building new technologies and products.

EXHIBITING COMPANIES	
Espe S.r.l.	www.espegroup.com
Eurodrop S.r.l.	www.eurodrop.eu
Gruppo RM - Esperia S.r.l.	www.rmimpiantisrl.it
Infrastrutture S.p.A./ Hergo Japan G.K.	www.infrastrutture.eu
Luche S.r.l.	www.veranu.eu
Reset S.r.l.	www.reset-energy.com
ZECO di Zerbaro e Costa e C. S.r.l.	www.zeco.it

In the table the companies that are presenting their advanced products and services at Italia's booth located in Booth no. R-1502.

➡ <http://www.ice.it/it> ➡ <http://www.ice-tokyo.or.jp/event-category4/renewable2018> ➡ <http://www.renewableenergy.jp/2018/english/>

WORKSTYLE REFORMS, **DIGITALIZATION AND CORPORATE PRODUCTIVITY IN JAPAN AND GERMANY**

25 JUNE 2018, TOKYO, JAPAN

Labour market shortages and the need to increase productivity for sustainable growth are driving forces behind “workstyle reforms” and business transformation in Japan and Germany.

Digitalisation, in particular, opens up opportunities for operational flexibility, business innovation and adding value in “Internet of Things” markets. After advanced companies have forged ahead, governments are now increasingly advancing “Work 4.0” reforms in Germany and “Society 5.0” concepts in Japan to support companies with their innovation initiatives. How can traditional companies harness the digital platforms and workstyles of the ‘millennial generation’ to gain from better communication within and across companies, flatter

hierarchies and closer integration with external partners? How can governments shape workstyle reforms to support employee work/life balance as much as corporate productivity? This symposium brings together experts and progressive companies from Germany and Japan to discuss strategies for future-oriented workplace reforms during the ongoing digital transformation.

➡ <http://www.fujitsu.com/jp/group/fri/en/resources/events>

OPPORTUNITIES, POTENTIALS AND TRENDS – **THE NRW NANO CONFERENCE IS ENTERING ITS EIGHTH ROUND!**

21-22 NOVEMBER 2018, DORTMUND, GERMANY

On 21 and 22 November 2018, the 8th NRW Nano Conference will take place in the Dortmund Congress Centre. It is organised by the Ministry of Economics, Innovation, Digitalization and Energy of the State of North Rhine-Westphalia, the Economic Development Agency Dortmund and the Cluster NanoMicroMaterialsPhotonics.NRW.

Become part of the NRW Nano Conference, Germany's largest conference with international appeal in the field of nano-technologies and innovations in materials and applications! Every two years, over 700 experts from science, industry and politics meet for two days to promote research and application of the key technology at the network meeting. In addition to lectures by international, top-class speakers from science, industry and politics, there will be a versatile exhibition where you and your company or institute can present yourselves.

Benefit from the high level of the Nano Conference! The exhibition provides more than 50 exhibitors with a platform to showcase new developments, products, projects and services related to nanotechnology and marks the versatility of the conference. Become active and use the conference to present your company or institute to the professional audience at the exhibition.

➡ <http://www.nanoconference.de>

SPANISH AI TECHNOLOGY **AT WORK IN JAPAN**

There is an ongoing debate on the incredible acceleration of technology change, which is increasingly referred to as the 4th industrial revolution. This revolution is ultimately based on the power of Artificial Intelligence technologies to learn repetitive tasks from human beings and is expected to produce a very fast change in current work environments.

Countries and companies need to be aware of this trend and prepare themselves for this potentially dramatic situation. The situation in Japan is, in a way, similar to the one in Spain, with employees spending long hours at work, and with an ageing population that puts at risk the social system for pensions and healthcare. The Japanese government is putting measures in place to combat this situation, and Japanese companies are looking at AI Automation as a way to overcome these challenges.

Tupl, located in the Technology Park of Andalucía, is an AI company founded by Spanish engineers, with its main development site in Malaga, Spain. Starting in March 2017, Tupl has

➔ <http://www.tupl.com>

worked in 5 strategic projects with Japanese telecom operators to increase the level of automation and to pave the way for new, exciting opportunities in the societies of the future. Past and ongoing projects include demonstrating the power of AI applied to mobile network optimisation and troubleshooting and providing systems for smarter IoT operations.

Japanese companies have always been at the forefront of mobile technologies, and working with them in topics such as AI, IoT and 5G provides Tupl with an excellent opportunity to keep its technology at the forefront of the innovation wave.

Source: Tupl Inc. and Parque Tecnológico de Andalucía, S.A

➔ <http://www.pta.es>

LECTURE SERIES ON CONSTRUCTION ROBOTICS WITH THOMAS BOCK, TU MUNICH

Eugen und Ilse Seibold Prize 2017 awardee Thomas Bock, professor of building realisation and robotics at the Technical University of Munich held a series of lectures in Osaka and Tokyo in April 2018.

He talked about his concept of “robot-oriented design” and construction robotics, and engaged in discussions with industry representatives, researchers, and the informed public. Dr.-Ing. Thomas Linner, PostDoc at Professor Bock’s institute, introduced the Horizon 2020 project “Responsive Engagement of the Elderly Promoting Activity and Customized Healthcare” (REACH). In this European consortium, TU Munich and 16 partners from higher education institutions and industry, the four EuroTech Universities along with the industry partners (including leading European health care technology, rehabilitation, and care and hospital firms) cooperate.

Being a fellow of the University of Tokyo and currently a visiting professor at the Osaka Institute of Technology Professor Bock has been dedicated to exchange and cooperation between Germany and Japan for many years. For example, Professor Bock was significantly involved in the creation of exchange programmes between various Japanese universities and the Technical University of Munich. He also contributed to EU-wide exchanges with Japan in the fields of informatics, electrical and electronic engineering, machine construction/robotics and architecture in his role as programme director for the European Union’s Architecture and Urbanism Student Mobility International Program (AUSMIP), which he initiated in 2002.

➔ <http://www.br2.artum.de>



NEW OPPORTUNITIES FOR PARTNERSHIPS BETWEEN **KBCC (JAPAN) AND VITAGORA (FRANCE) CLUSTERS**

On 26 February, Vitagora was pleased to welcome a delegation of KBCC - Kyushu Bio Cluster Conference - from Japan.

This visit was aiming at strengthening the relationship and identifying new partnerships opportunities between the members of KBCC and the members of Vitagora, as part of the privileged partnership between the two clusters. The delegation was composed of Mr Hirotohi Ozaki (Itsukiyahonpo limited company), Mr Shuichi Kikuchi (Kikuchi food LTD), Ms Shiho Kikuchi (Kikuchi food LTD), Mr Shotaro Wada (Sanwashurui LTD), Mr Tomoyuki Tanahashi (Hoshisan LTD), Dr Goto (National Agriculture and Food Research Organisation), Mr Koremoto Morishita (KBCC), and Mr Tomohiko Murayama (KBCC). In Dijon, they were introduced to three members of Vitagora, who represent specific interest for their activities: Atelier du Fruit, Sensostat and UMR PAM. Official presentations, business meetings, and products tasting were organised. Vitagora team and Vitagora's members particularly enjoyed trying traditional and innovative fermented products from Japan such as yama-uni, gaba, and takana.



This visit has opened up new opportunities for partnerships and business developments for both French and Japanese companies.

➔ <https://www.vitagora.com>

EXPANDED COOPERATION OF DACH COUNTRIES AND PARTNERS

The National Tourist Boards of the three DACH countries Austria, Germany and Switzerland have been working globally as a joint cooperation. Since the market demand for visiting multiple European countries is immense, especially for overseas markets such as Japan, DACH destinations are considered as an ideal combination for travellers.

During the last years, Japan's outbound tourism demand experienced a period of decline and stagnation due to security questions in Europe. But as the outbound tourism demand gradually recovers, the DACH National Tourist Boards in Japan and their airline and railway partners decided to expand joint marketing in 2016 and launch a couple of joint marketing activities in 2018 to strengthen the market demand for further recovery.

One of these marketing activities has been a joint roadshow for the B2B segment, which took place in Tokyo on 27 March, in Nagoya on 17 April and in Osaka on 18 April. The focus of the event was the introduction of new touristic themes and products by delegates of the National Tourist Offices of the DACH countries, RailEurope and Lufthansa Group to the local travel industry.



After a short presentation by each party, the participants had the opportunity to interact directly with the delegates in product seminars and workshops in order to enhance business networking. Over 200 representatives of the Japanese tourism industry attended the events at the three locations.

Additionally, the partners organised a marketing measure in terms of content marketing for the B2C segment. A campaign microsite has been launched on one of the leading travel websites 4travel.jp from the 25th of April until the 24th of May in order to reach about six million platform unique users and to raise potential interest in DACH destinations.

Source: German National Tourist Office

4TH FRANCO-JAPANESE CYBERSECURITY WORKSHOP

The 4th Franco-Japanese cybersecurity workshop will be held in Annecy from 16 to 18 May. The workshop is organised by Professor Kavé Salamatian.



As in preceding events, this year there will be two days of scientific presentations and discussions with plenary sessions and distributed sessions among the six working topics of the cooperation.

In addition to those, one day will be dedicated to policy aspects, geopolitics and behavioral norms in the cyberspace. This third day will open the cooperation to « non-technical » groups that are more interested in the policy aspects of cybersecurity. It will also be the occasion to look in more detail which concrete cooperation can be launched in the context of the Olympic Games in Japan in 2020 and in France in 2024.

➔ <http://188.165.200.46/cyberFJ>

LARGE INFRASTRUCTURES FOR ASTROPHYSICS: **SYNERGIES AND COOPERATION BETWEEN SPAIN AND JAPAN**

A Japan-Spain workshop on “Large Infrastructures for Astrophysics” was held on the 7 March at the Embassy of Spain in Japan, as part of the events to commemorate 150 years of diplomatic relations. The workshop brought together distinguished scientists from both countries, who reviewed the national plans for contributing to major space and ground-based observatories in the coming decade and discussed synergies and potential cooperation.

In recent years there has been a remarkable increase in the cooperation between Spain and Japan on astrophysical research. Forthcoming research facilities will be the key for our understanding of the Sun, the formation and evolution of exoplanets, stars and galaxies, astro-particles, gravitational waves and ultimately, for revealing the main constituents of the Universe and the laws that govern the fundamental interactions of matter and radiation.



Through the participation of Spain in the European Space Agency and in the European Southern Observatory a large number of projects are being undertaken with Spanish and Japanese involvement.

In addition, Japan and Spain are leading the construction at the Observatories of the Canary Islands (Spain) of the most powerful array of Cherenkov telescopes in the northern hemisphere, which has been designed to study the cosmic sources of gamma rays. Research centres from both countries are also

building in the Canarian Observatories new cosmic microwave experiments to explore the generation of gravitational waves in the Big Bang (QUIJOTE and Groundbird) and scientists from both countries have been actively cooperating for decades on solar physics projects using the leading ground and space based telescopes.

The European Solar Telescope is planned for construction in the Canaries and would greatly welcome the participation of Japan. The \$1.4 billion project TMT,

the largest optical infrared telescope of the northern hemisphere, where Japan is a main partner, has also selected the Canary Islands (La Palma) as the alternative site if Hawaii were not a feasible location; opening an extraordinary opportunity for reinforcing the cooperation between the two countries.

The Workshop showed that this is an excellent moment, with a very bright future, for scientific and technical cooperation on Astrophysics between Spain and Japan.

Source: Embassy of Spain in Japan

THE ESTONIAN WOODWORKING INDUSTRY DEVELOPMENT CLUSTER'S **STUDY VISIT TO JAPAN**

The delegation had good productive meetings with main Japanese businesses and employer organisations (Keidanren, Kankeiren, Chambers of Commerce and Industry), wood related organisations (Japan Federation of Wood Industry Association, Japan Lumber Importers' Association, Japan Log House Association, etc.), several educational institutions (Kobe University, Tokyo College of Environment), various well-known companies such as Sumitomo Forestry Co Ltd, Daiwa House Industry Co, Sekisui Housing Corporation, and with governmental institutions (Ministry of Agriculture, Forestry and Fishery (MAFF), Osaka Prefecture, Estonian Embassy in Japan).



Estonia has a highly developed woodworking industry offering high quality Nordic timber, flexible client-oriented services and fast lead times. Japan is an interesting market for woodworking industries due to its wood traditions and their demand for the highest quality that challenges suppliers. Estonian companies are already exporting wooden products for the construction industry in Japan and we are very much interested in developing these links further. Although Estonia is mostly known in Japan for its highly developed IT sector, just over half of Estonia's total exports to Japan are made up of wood products.

The study visit to Japan was successful in every way. Future cooperation opportunities were discovered, for example, in the fields of bioenergy (wood pellets), and innovation and research related to wooden skyscrapers. Intensifying the cooperation between Estonian and Japanese universities would promote the exchange of students and scientists between the two countries. Closer links between the timber and wood industry organisations of Japan and Estonia would help to promote Estonian timber and wood products in Japan. Establishing a cooperation between MAFF and the Estonian Ministry of the Environment would ensure that both sides have an overview of each other's laws and regulations relating to forestry, import of timber products, certification and legal logging.



The study visit to Japan was co-financed by the European Regional Fund and Enterprise Estonia.

➔ <http://estoniantimber.ee/>

JAPANESE-GERMAN WIRELESS FORUM ON IoT-ENABLED DIGITAL INDUSTRY

12 JUNE 2018, HANNOVER, GERMANY

Organised by the National Institute of Information and Communication Technology (NICT) and the 5G Alliance for Connected Industries and Automation (5GACIA), the forum will introduce the international efforts originating from Germany and Japan, which focus on utilising the currently developed 5G standard as well as existing wireless technology, to realise future smart factories.

For more info please contact: NICT Europe Center - TEL: +33 9 83 60 35 40 - mail: eu@ml.nict.go.jp

EU - JAPAN ECONOMIC PARTNERSHIP AGREEMENT: **OPPORTUNITIES FOR MALTESE ENTERPRISES**

Following the recent developments on the EU-Japan EPA, the newly established Malta-Japan Chamber of Commerce organised an information seminar on Monday 26 March at the EU Representation in Malta on this important milestone in EU-Japan relations. The information seminar, the first to tackle exclusively this agreement in Malta, examined the significance of the EU-Japan Agreement and its impact on Malta - Japan relations and the various opportunities that it will present for Maltese enterprises.

The Head of the EU Representation in Malta, Dr Elena Grech, and Mr Anthony Micallef, President of the Malta - Japan Chamber of Commerce, delivered the welcome addresses. This was followed by speeches by the Minister for Foreign Affairs, Trade Promotion Hon. Mr Carmelo Abela, and the Minister for the Economy, Investment and Small Businesses Hon. Dr Chris Cardona.

The event continued with presentations by Mr David Sammut, Director of the International Economic Policy, Ministry for Finance and Ms Saeko Tani, Economic Attaché, Embassy of Japan in Rome that delved into the more technical aspect of the Agreement.

The seminar also included a contribution via videoconference from Mr Marco Chirullo, Deputy Chief Negotiator of the EU-Japan EPA from the European Commission's Directorate-General for Trade followed by a panel discussion and a Q&A session. The event came to an end with the final remarks by the non-resident Maltese Ambassador to Japan, H.E Mr André Spiteri.



More than 70 people registered and attended the event. Such events are important to create awareness and inform the public and entrepreneurs about the importance of the EU-Japan EPA, how it will impact their business and the opportunities it will create. The local media also covered the event and created more awareness on this ambitious agreement between the EU and Japan.

➔ https://ec.europa.eu/malta/news/eu-japan-economic-partnership-agreement-opportunities-maltese-enterprises_en

SHORT AND INTENSIVE **PROGRAMME IN JAPANESE LAW**

The Summer School “Japanese Law in the XXI Century” (SSJL) is a short, intensive programme in Japanese law. Its goal is advancing scholarship on Japanese law outside Japan, through lessons on specific topics provided by leading experts.

For five days, leading scholars will lecture on Japanese constitutional law, legal history, private law, criminal law, philosophy of law, law and society, international relations and discuss related themes in comparative perspective. The Summer School is organised by the Collegio Carlo Alberto of Torino, Keio University and the University of Torino and will be held in Torino (Italy) from 10 to 14 September 2018.

The programme is open to students and young researchers from all over the world.

Applicants should have completed at least 2 years of a law degree or of a university programme in Japanese studies. The Summer School has the support of the Japan Foundation and of SIRD, the Italian Society for the Research in Comparative Law.

More information, including the schedule and the application form, is available at below link.

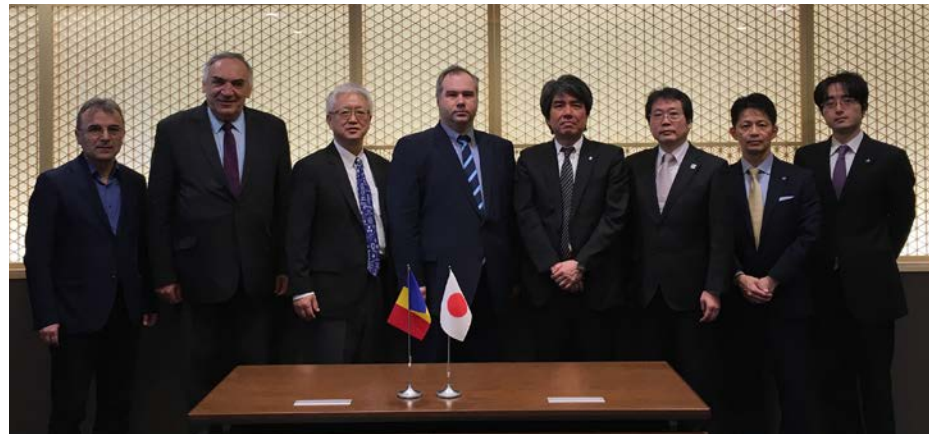
➔ <http://www.carloalberto.org/japaneselaw-summerschool>

ROMANIA AND JAPAN SHAKE HANDS AT ELI-NP RESEARCH FACILITY!



On the occasion of the 2nd Romanian-Japan Scientific Technical Committee meeting during 26-29 April 2018 hosted by the Japanese Ministry of Foreign Affairs, the head of the Romanian delegation, Dr. Viorel Vulturescu, director at the Romanian Ministry of Research and Innovation, was accompanied among other distinguished scientists by Prof. Victor Zamfir - general director of the National Institute of Physics and Nuclear Engineering "Horia - Hulubei", Project Director of ELI-NP and Dr Kazuo Tanaka - Scientific Director at ELI-NP.

The ELI-NP (Extreme-Light Infrastructure – Nuclear Physics) is a new pan-European laser research infrastructure located near Bucharest, of great interest for the Romanian-Japanese bilateral cooperation. During the discussions, Dr Tanaka outlined that Japan is one of the leading countries in the laser and gamma beam physics fields and Romania has a strong tradition in the field of nuclear physics that complement their knowledge. Asked about how he has chosen Romania as a work destination, after the USA experience, Dr Tanaka stated that it was not a decision hard to make, especially after visiting the ELI-NP site. He finds that there are many opportunities for both countries, especially for graduate students and young scientists in order to make cutting edge science. He also pointed out that he appreciates



the given opportunity to work with many talented scientists, engineers and technicians in order to establish the most intensive laser and gamma beam systems in the world. Regarding the impact of the ELI-NP project, Dr Tanaka stated that Astrophysics, Biology, Nuclear Physics, Plasma Physics or Medicine will benefit from ELI-NP

results and many first class Japanese scientists will show a strong interest on ELI-NP. He concluded that his role, as scientific director, is to animate the scientific activities and teams in the most efficient ways and welcomed the bilateral dialogue.

➡ <http://www.eli-np.ro>

EXECUTIVE INSIGHTS: THE CHALLENGES OF HR LEADERSHIP AND PEOPLE MANAGEMENT IN A GLOBAL ORGANISATION

AHK Japan had the pleasure to welcome Ms. Shirley Anderson, Chief Human Resources Officer of Nippon Sheet Glass Co. Ltd. (NSG), as a speaker to the first Executive Insights of 2018.



NSG (founded in 1918) acquired the leading UK-based glass manufacturer Pilkington plc in June 2006. Today, the company has combined sales of JPY 580.8 billion, with manufacturing operations on four continents and sales in over 100 countries, employing some 30,000 people worldwide. Ms Anderson described the challenges of HR leadership and people management in a global and multi-cultural organisation as well as lessons learned

from mistakes and best practices. One of the most interesting facts of the event was a comparison between expectations of Japanese and UK employees. People from the United Kingdom believe to be responsible for their own career and have their first leadership role by the end of their 20s at the latest. Their Japanese colleagues expect to spend their professional life at NSG and have their first leadership experience in their late 30s at the earliest.

➡ <http://japan.ahk.de/en/events/reports-photos/executive-insights-the-challenges-of-hr-leadership-and-people-management-in-a-global-organisation>



PARTNERING OPPORTUNITIES

JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU

REQUEST FOR DISTRIBUTOR
Sector: Lightning
 A Japanese manufacturer of LED lighting is looking for a distributor in the EU
 Profile ID: [BOJP20180320001](#)



REQUEST FOR DISTRIBUTOR - RETAILER
Sector: Fashion
 A Japanese designer of women's clothing is looking for distributors and retailers in the EU
 Profile ID: [BOJP20180412001](#)



REQUEST FOR DISTRIBUTORS
Sector: Lightning
 A Japanese manufacturer of LED lighting fixtures for commercial use is looking for a distributor
 Profile ID: [BOJP20180328001](#)



REQUEST FOR DISTRIBUTORS
Sector: Fashion, perfume
 A Japanese perfume manufacturing company is seeking EU distribution partners for their exclusive products
 Profile ID: [BOJP20180503001](#)




REQUEST FOR SALES PARTNERS
Sector: Nanotech
 A Japanese company that produces biomass-derived nano-carbon and nano-silica is seeking sales partners in the EU
 Profile ID: [BOJP20170426001](#)



SERVICES OFFERED
Sector: Cosmetics, professional services
 A Japanese company offers specialized analysis for cosmetic products to be exported to Japan
 Profile ID: [BOJP20170426001](#)



REQUEST FOR DISTRIBUTORS
Sector: Security
 Hello Kitty fire extinguisher offered to distributors in the EU
 Profile ID: [BOJP20170222001](#)



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

TECHNOLOGY TRANSFER OFFERED
Sector: Biotech & lifescience
 A Japanese collagen manufacturer is looking for partners in Europe in terms of research and/or technical cooperation
 Profile ID: [TOJP20180316001](#)

SERVICES OFFERED
Sector: Metalworking
 Japanese Metal Injection Moulding company seeking reciprocal production partner in the EU
 Profile ID: [BOJP20170412001](#)




REQUEST FOR DISTRIBUTORS
Sector: Medical & Healthcare
 A Japanese medical device manufacturer is offering its dial-up oxygen regulator and a suction unit
 Profile ID: [BOJP20180327001](#)





PARTNERING OPPORTUNITIES

EU COMPANIES LOOKING FOR PARTNERS IN JAPAN

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



SERVICES OFFERED

Sector: ICT

在ポーランドソフトウェア開発企業がアウトソーシングもしくはサービスコーポレーションを探しております

Profile ID: **BOPL20171127001**

Sector: ICT

在ルーマニアソフトウェア企業がeコマースプラットフォーム開発サービスを提供します

Profile ID: **BORO20161116001**

Sector: ICT

産業オートメーションに特化する在ハンガリー企業が海外パートナーをさがしています

Profile ID: **BOHU20180320001**

Sector: ICT

カスタムメイドソフトウェアを提供する在ポーランド企業がアウトソーシング/外注サービスパートナーをさがしています

ID code: **BOPL20180420002**

LICENSING OFFER

Sector: 食品飲料 / 家電&電機

在スペイン企業が電子レンジ使用のポータブルカプセルコーヒーメーカーを提供します

Profile ID: **TOES20171130002**

REQUEST FOR PARTNERS

Sector: ICT

製造最適化に対するビッグデータ視覚化プラットフォームを提供する在ルーマニアIT企業がパートナーをさがしています

Profile ID: **BORO20160211002**

REQUEST FOR DISTRIBUTOR

Sector: その他

自然派ヘアケアブランドを取り扱う在英国企業がディストリビューターおよびエージェントをさがしています

Profile ID: **BOUK20180125002**

Sector: その他

英国のタッチスクリーン式の赤外線暖房システムのサプライヤーは、ディストリビューターを探しています

Profile ID: **BOUK20180420001**

Sector: 産業機械

消耗品における溶接およびろう接に特化した在フランス企業がパートナーをさがしています

Profile ID: **BOFR20180227001**

Sector: 食品飲料

キプロスのメーカーがビールを主とする飲料のディストリビューターを探しています

ID code: **BOCY20170804001**

Sector: 高級品

オランダのハンドメイドジュエリーブランドが日本における代理店をさがしています

ID code: **BONL20180416001**

Sector: 食品飲料

パン/冷凍パンの製造および穀物の製造販売をする在リトニア企業がディストリビューターをさがしています

ID code: **BOLT20180312001**

REQUEST FOR TRADE PARTNER

Sector: 食品飲料

ポルトガルの高級チーズの企業が代理店を探しています

Profile ID: **BOPT20171006002**

ENTERPRISE EUROPE NETWORK EVENTS

B2B OPPORTUNITIES FOR EU AND JAPANESE SMES

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

OPEN4BUSINESS 2018

3-5 October 2018, Pécs, Hungary

Sector: multisectorial

Registration deadline: 15 September 2018

The event is organised by the Chamber of Commerce and Industry of Pécs-Baranya in collaboration with the Enterprise Europe Network. The Open4Business Matchmaking Event gives a perfect possibility for networking with speakers and participants during presentations, panel discussions, B2B matchmaking and many social events. This year a large scale of programmes is available: IT Conference, Pécs Design Week, Engineering Clusters Meeting.

➡ <https://open4business2018.b2match.io>

BROKERAGE EVENT AT THE IOT SWC18

16-17 October 2018, Barcelona, Spain

Sector: ICT

EEN partner ACCIÓ is organizing a brokerage event within the frame of the Internet of Things World Congress (<http://www.iotsworldcongress.com>). The event will give participants the opportunity to find international business and technology partners.

➡ <https://elmug4future2018.b2match.io>



DATE/LOCATION	DETAILS	CONTACTS
21 June 2018 Tokyo, Japan	ROUNDTABLE Recent developments at Kansai Airports - Biggest PFI-transactions in Japan	German Consulate General Osaka-Kobe, AHK Japan and DJW https://www.djw.de/de/veranstaltungen/djw-veranstaltungen/german-economic-roundtable-by-consulate-general-osaka-kobe-ahk-japan-and-djw-20180621
25-29 June 2018 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
21-22 July 2018 Nagoya, Japan	FESTIVAL Italia, amore mio! 2018 - Nagoya edition	ICCJ https://www.iccj.or.jp/en/content/italia-amore-mio-nagoya-edition
5-7 September 2018 Sheffield, UK	CONFERENCE BAJS Conference 2018: Crisis? What Crisis? Continuity, and Change in Japan	BAJS https://www.bajs.org.uk/conferences-and-events/bajs-conference/bajs-conference-2018-crisis-what-crisis-continuity-and-change-in-japan
10-14 September 2018 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/wcm-world-class-manufacturing-september-mission
20-22 September 2018 Berlin, Germany	CONFERENCE Internationalization of Japanese Companies Put to the Test	JDZB http://www.jdzb.de/en/events/single-view/id/1789
9-12 October 2018 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: Biotech Cluster & SMEs Mission	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/biotech-cluster-sme-mission
9 October 2018 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Brokerage event at the European Biotech and Pharma Partnering Conference 2018 in Osaka, Japan Registration period: Mid-June to late September 2018	EU-Japan Centre for Industrial Cooperation https://bio-pharma-osaka-2018.b2match.io
3-4 November 2018 Nagoya, Japan	FESTIVAL Italia, amore mio! 2018 - Osaka edition	ICCJ https://www.iccj.or.jp/en/content/italia-amore-mio-osaka-edition
5-16 November 2018 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Training Mission: Get Ready for Japan Application deadline: 21 June 2018	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/get-ready-for-japan-training-programme
19-23 November 2018 Tokyo, Japan	SCOOPING MISSION EU-funded market scoping mission in Construction & Building Technologies	coaching.network@eu-gateway.eu https://goo.gl/yUoWp7



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 :
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