

JAPANESE INDUSTRY & POLICY NEWS

Starting from July 2015, the EU-Japan Centre in Tokyo regularly publishes "Industry and Policy News" from various Japanese language sources of potential interest, including newly released policy documents, surveys, and official statements, in the context of EU-Japan industrial cooperation..

Upon request, the EU-Japan Centre can search and provide further detailed information on a topic of particular interest to our readers. Enquiries and requests to be addressed by email to: Policynews@eu-japan.gr.jp

The EU-Japan Centre intends to further expand such services with other types of industrial information, while avoiding duplication with the news provided for the EU institutions by other entities in the future.

IN THE SEPTEMBER ISSUE YOU WILL FIND THE FOLLOWING TOPICS

LEGISLATION AND POLICY NEWS

- Japan to regulate drone flights over crowded areas;
- Diet approved bill to remove temporary workers' term limit
- Guidelines for Patent and Utility Model Examination Updated

SURVEY AND BUSINESS DATA

- Two-thirds of Japan's smaller firms raising wages in FY 2015

COMPANY NEWS

- Toyota collaborates with MIT and Stanford to accelerate artificial intelligence research
- Japan Post listing is set for November 4
- Narita-Warsaw regular flights to be launched in January
- Shinkansen service extended to Hokkaido next March
- Nippon Life to buy Mitsui Life
- Suzuki Motor buys back shares from Volkswagen

➔ <http://www.eu-japan.eu/september-2015-japanese-industry-and-policy-news>

NEW SERVICE

SURVEY ON JAPAN TECH TRANSFER OPPORTUNITIES FOR EU SMES

The present survey is being carried out on behalf of a recent new service of the EU-Japan Centre for Industrial Cooperation named Japan Technology Transfer Helpdesk. The Helpdesk will help primarily EU SMEs find promising technologies originating from Japanese universities and research centres. The survey will help the Centre offer a more tailored service once the platform will be up and running. The present survey is directed to SMEs. The results of the survey will be published and publicly available at the end of 2015. Provided e-mail accounts will be kept anonymous.

➔ https://docs.google.com/a/uw.edu/forms/d/13Vf-aiPyCtUaFKwz4Slihk-TBN1_SOToFaehUHefPgc/viewform



EU-Japan Centre
for Industrial Cooperation

日欧産業協カセンター

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

欧州連合日本政府代表部/欧州委員会より

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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

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JEUPISTE INNOVATION WORKSHOP

19 NOVEMBER 2015, BARCELONA, SPAIN

“Internet of Things in the Ageing Smart City – a Focus on Healthcare”

In the framework of the JEUPISTE project, a series of innovation workshops focusing on “Smart cities on a broader term” has been introduced to further encourage active partnership building. After the first two successful innovation workshops held in Brussels, Belgium and Turin, Italy, a third meeting will be held on the 19 November 2015 in Barcelona, Spain to discuss about “Internet of Things in the Ageing Smart City – a focus on Healthcare”. The event will especially focus on the innovation value chain and on bringing results into market in an EU-Japan comparative perspective. Additionally a time slot will also be dedicated on how to build and engage into strategic partnership building.

The networking effect will be emphasized by the Smart City Expo World Congress (<http://www.smartcityexpo.com>) taking place from the 17th to the 19th of November 2015 in Barcelona, Spain, a world leading smart city event which will offer the opportunity to connect with global, regional and urban representatives, thought leaders, academic institutions, research centres, incubators, investors and top-corporations that have the decision-making power that drives smart cities and empower its citizens.

Additionally the JEUPISTE Project will also be present at the Catalonia Government booth with diverse relevant parallel activities including a Match Making with Japanese Companies participating through the Hasekura Mission. JEUPISTE partners are available to provide information about the project and advice on EU-Japan cooperation.

Registration to the Smart City Expo World Congress is available at <http://www.smartcityexpo.com/en/join-us/visitor>

➔ <http://www.jeupiste.eu/>



< The JEUPISTE project aims at promoting EU-Japan cooperation in science, technology and innovation (STI) through supports to policy dialogues, deployment of bilateral information services, organisation of networking events focusing on specific technologies and/or societal challenges, operation of help desk services and contribution to the development of human resources for collaborative projects.

18TH JAPAN-EU CONFERENCE

16 NOVEMBER 2015, BRUSSELS, BELGIUM



Every November, the Japan-EU Conference brings together policy-makers, experts and academics to discuss, share and analyse key areas in which the EU and Japan are developing, or have established, cooperation. European Commission Vice-President Kristalina Georgieva and H.E. Ambassador Keiichi Katakami (Mission of Japan to the EU) will deliver this year's opening keynote addresses.

The 2015 event is entitled, “Standards, Governance and the Rule of Law – Opportunities for EU-Japan Cooperation” and will have 4 parts:

- Humanitarian Assistance, Emergency Relief Cooperation & Development Assistance – With Japan and the EU seeking to deepen their strategic partnership through heightened joint engagement in capacity-building and disaster relief in third countries, this session will consider the EU and Japanese strategies for action
- Enhancing the Rule of Law at Sea – This session will consider the competing territorial claims in the East and South China Seas, will examine the EU Maritime Security Strategy and will also hear from the Registrar at the International Tribunal for the Law of the Sea.
- Progress Made on the EPA/FTA and SPA Negotiations – Coming just 6-weeks before the self-imposed target date for the EU and Japan to reach an agreement in principle for their Free Trade Agreement and Strategic Partnership Agreement negotiations, this session will assess whether that goal is likely to be met and, if not, its implications.
- Regulatory Cooperation and the Impact on Industry – With the EU and Japanese Authorities wishing to deepen and enlarge their regulatory cooperation this session will consider the possibilities for trilateral regulatory cooperation (EU-Japan-US) and will hear the views of industry from Europe and Japan.

This annual event is co-organised by the EU-Japan Centre, leading Japanese and Belgian universities and by the European Institute for Asian Studies. For more information, or to register: ➔ <http://www.eu-japan.eu/18th-japan-eu-conference>

NEXT MISSIONS TO JAPAN

THE EU-JAPAN CENTRE IS CURRENTLY CALLING FOR APPLICATIONS FOR THE FOLLOWING MISSIONS

Nanotech Mission to Japan for EU Clusters and SMEs

The mission lasts 5 days and is composed of market-specific business seminars, group company visits, one-on-one meetings at a targeted trade fair with showcasing and networking events to maximize opportunities for the EU participants. In addition, the mission will provide EU clusters the opportunity to benchmark with Japanese clusters during a dedicated session.

The mission is organised on the fringes of the "nano tech 2016 - International Nanotechnology Exhibition and Conference" (<http://www.nanotechexpo.jp/>).

The sectors targeted are, among others, the ones covered by nano tech 2016 Expo such as:

- Nano Materials
- Nano Evaluation & Measurement
- Nano Fabrication Technology

Mission dates: 25-29 January 2016

Application deadline: Thursday, 29 October 2015

Participants from SMEs are eligible for a €600 grant.

➔ <http://www.eu-japan.eu/detail-business-programmes/NANOTECH-Cluster-SME-Mission>

Human Resources Training Programme Japan Industry Insight (H RTP)

This 4/5-week managerial programme in Japan provides an outstanding opportunity for EU companies to acquire within a short time an integrated in-depth view of Japanese industrial structure and business practices.

"H RTP - Japan Industry Insight" programme is targeted at EU managers who have a major role in defining and implementing their company's policies in relation to Japan, or who are to be transferred to Japan, or who wish to be kept informed about management practices in Japan.

Open to all-sized companies, the next course will include: lectures on Japanese history, economy, politics and legal matters; joint seminars with Japanese business people (with role-play exercises about decision-making, team management and negotiation); Japanese language course, field trips and optional individual company visits.

Mission dates: 9 May - 3/10 June 2016

Application deadline: Thursday, 25 February 2016

Participants from SMEs are eligible for a grant up to €3000.

➔ <http://www.eu-japan.eu/detail-business-programmes/H RTP>

FORMER PARTICIPANT'S **FEEDBACK**

WILCO ALBLAS, Manager Customer Service & Quality at SAKURA FINETEK EUROPE B.V

HUMAN RESOURCES TRAINING PROGRAMME - JAPAN INDUSTRY INSIGHT 2015



➔ <http://www.sakura.eu>

In Sakura's strategic decision making process as well as for our Customer Support and Quality departments, the Japanese corporate culture is a crucial factor. By means of attending this course, I expected to gain knowledge of the Japanese business culture as well as Japanese personal characteristics influencing the decision making process in the entire organization.

I experienced the 50th edition of the Human Resources Training Program as a well balanced mix of language lessons, very interesting lectures of experts in several areas, joint seminars with Japanese business managers in combination with the 3-day field trip in Hyogo prefecture.

In relation to my personal goals I gained much detailed knowledge of the Japanese business culture as well as Japanese personal characteristics which will help me in current and future business relations.

As the service business in Japan is in development it is my intention to support Sakura Finetek Japan in this process and find opportunities to implement success models which are beneficial for both European and Japan organizations. Furthermore I expect relation between Europe's and Japan's headquarters will benefit from an increased understanding of the Japanese culture which I gained in this H RTP training. Finally I expect all this will lead to faster and more efficient product development and implementation in our company and moreover in healthcare for European countries.

FORMER PARTICIPANT'S **FEEDBACK**

OLIVIER FONTAINE, International Affairs, Medicen Paris Region, Biotech Cluster and SME mission 2015

BIOTECH CLUSTER AND SME MISSION 2015



➔ <http://www.medicen.org>

Setting up sustainable exchanges between two ecosystems of innovation

Medicen Paris Region, the life sciences' cluster of the Paris Region and one of Europe's largest one, is taking part in a European delegation heading to BioJapan.

Following a strong involvement to build key collaborations in the US and Israel, Medicen is now looking to connect with a third international node of innovation in Asia and more particularly in Japan, with the global objectives of:

- *initiating strong partnerships with key ecosystems of innovation,*
- *supporting the emergence of collaborative R&D projects,*
- *fostering the international development of its SMEs.*

Attending Asia n°1 biotech event is a major target in this regard and will allow Medicen to travel and exchange on-site for the first time, although several contacts have been initiated with Japanese actors over the past two years.

The program built by the EU-Japan Centre for Industrial Cooperation provides a perfect match with these objectives, with state of the art conferences, on-site visits and enhanced visibility during BioJapan. The organisation of an EU-Japan Cluster Summit offers a unique opportunity to benchmark Japanese clusters and initiate promising perspectives as cluster to cluster collaborations are inherent to Medicen international strategy prior to set up business delegations or exchange programs.

The European character of the delegation has also its importance, as Japan will play an ever increasing role in Medicen European actions with dedicated EU-Japan calls for R&D projects planned for the 2016-2017 European Health Work Program.

Regenerative medicine, oncology, connected health and robotics are the main areas where Medicen is looking for connections with the richness of the Paris Region healthcare ecosystem: 40% of the life sciences R&D in France, Europe largest hospital network, a strong community of incubators, large companies and nearly 200 innovative SMEs represented.

LEAN IN EUROPE

The 7th visit to see world-class principles in action in Europe will focus on logistics and will be to DHL Supply Chain's operations in Nijmegen, the Netherlands. It will take place on 26 November. All places on the visit have already been allocated. The EU-Japan Centre is currently planning future visits. LEAN in Europe is designed to inspire participants to continue along or begin improvement activities and includes lectures, shop-floor visits, coaching and detailed explanations. Each visit is organised independently.

➔ <http://www.eu-japan.eu/detail-business-programmes/Lean-in-Europe>

EU-JAPAN DAY @ EXPO MILAN

On 10 July 2015, the EU-Japan Centre participated in the organisation of the "EU-Japan Day" at Expo Milan. The "EU-Japan Day" was part of the European Commission's initiative called "EU-Third Countries Events at Expo 2015" and its programme featured a business seminar and B2B meetings between European and Japanese companies. The business seminar aimed at discussing "EU-Japan Business Opportunities in Biotech and Agro-Food related Sectors". It provided information on the European Commission and Japanese Government tools for internationalisation (in particular for SMEs) and on the business environment and success stories in agro-food related sectors. During the B2B sessions, 155 meetings took place among Japanese and European counterparts in order to discuss concrete cooperation projects in business, technology transfer or research.

➔ <http://www.eu-japan.eu/eu-japan-days-expo-milan-2015>



RECRUITMENT OF HOST COMPANIES IN JAPAN FOR THE "VULCANUS IN JAPAN" PROGRAMME 2016-17



of Japanese language courses and seminars. Typical internship projects include Mechanical/Electrical Engineering, ICT, Chemistry, Biotechnology and Life Sciences, Architecture, etc.

The 2016-2017 Vulcanus programme will start from September 2016 with an intensive Japanese language class, and industrial internship from January to August 2017. Companies based in Japan interested in hosting Vulcanus interns may contact Tomoko Noguchi at the EU-Japan Centre in Tokyo: E-mail: VinJ@eu-japan.gr.jp, Phone: +81-(0)3-6408-0281 Application deadline: 31 December 2015.

Additional programme details and application forms for host companies can be found at:

➔ <http://www.eu-japan.eu/host-european-trainee-japan>

「Vulcanus・イン・ジャパン2016プログラム」受入れ企業様募集のお知らせ

Vulcanus・イン・ジャパンは、日欧産業協力センターが主催する、EU加盟国籍の理工系大学生・大学院生を対象とした日本における1年間の企業研修プログラムです。実施期間は毎年9月から翌年8月末、4ヶ月間の語学研修・セミナーと8ヶ月間の企業インターンシップから成り立っています。現在、当センターでは2016年度プログラム(企業研修期間は2016年1月～8月)への参加企業様を募集しております。

欧州からの優秀な学生の受入れにご興味・ご関心のある企業の皆様は、ぜひこの機会にプログラムへの参加をご検討ください。プログラムの詳細および募集要項は以下ホームページよりご覧になれます。

ご質問やご不明な点は、下記プログラム担当者までお問い合わせください。ご応募をお待ち申し上げます。Vulcanus・イン・ジャパンプログラム担当:野口宛

メール: VinJ@eu-japan.gr.jp, 電話番号: +81-(0)3-6408-0281
申込み締切日: 2015年12月31日

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

VULCANUS IN EUROPE TESTIMONIAL FROM A HOST COMPANY

DAVID PAHOR, Head of HR, COSYLAB d.d., Slovenia ➔ <http://www.cosylab.com>



In the last 15 years, Cosylab has become the world leader in professional services for Control Systems for Large Experimental Physics Facilities. We provide general system integration, customized solutions and off-the-shelf control-system products, covering the complete arc of control systems and instrumentation, specialized for accelerators, tokamaks and radio-telescopes.

Cosylab does its utmost best to continuously provide an interesting, challenging, dynamic, and personally rewarding working environment for both its employees and its student trainees - amongst which it is proud to count many generations of Japanese students in the framework of the "Vulcanus in Europe" programme. We find the Japanese interns - with Takaaki Kasuga being our current Vulcanus trainee - a valuable addition to our workforce and potential candidates for employment in Cosylab Japan.

A good example of a "Vulcanus-to-Employment" career path is Takashi Nakamoto's story. After completing his Vulcanus internship in 2010, Takashi found Cosylab to be the ideal place to start his career. Thus Takashi and a Japanese physics professor emeritus helped Cosylab to establish its Japanese branch in 2011, and to this date we count him as one of our valued employees there!

CLEMENS TODT, German student at NTT Basic Research Laboratory in Japan 2014-15

➔ <http://www.eu-japan.eu/vulcanus-japan-0>



Has it been a year already? It must be, recalling all the amazing, interesting, and downright crazy experiences I have had so far. For a European, Japan is definitely the place to go should you seek to widen your horizons. But beware: you will need to be able to adapt, deal with unforeseen challenges and take all the advice you can get.

Before I came to NTT BRL, I was very much in doubt as to what I wanted to do for my career. Now that I have had the chance to go my own way, actively participated in some of the most advanced research worldwide, and even met a Nobel Prize Laureate, everything is much clearer.

If you are awarded the chance to participate in Vulcanus, and perhaps come to NTT BRL, expect a welcoming environment and a placement that will challenge you intellectually and professionally.

MINERVA FELLOWSHIP

The 2nd 2015 round of the “Minerva” EU-Japan fellowship programme has successfully commenced in October, with participants from Romania, Germany and France.

The “MINERVA” EU-Japan Fellowship is a 6 month in-house fellowship scheme in Japan, targeting EU and Japanese academics, trade / economic analysts and civil servants.

The scheme is designed to support the Centre’s policy analysis of EU-Japan economic and industrial issues. Fellows are expected to produce a policy report on topics that are relevant for the EU-Japan Centre, as well as to support the daily analytical activities of the Centre.

The next slot will be launched in November and it will be held from 1 April to 30 September 2016.

Deadline to apply: 15 January 2016 - Fellowship: €1700 / month

Location: Tokyo, Japan

➔ <http://www.eu-japan.eu/other-activities/minerva-fellowship> or email minerva@eu-japan.gr.jp

JÉRÔME CAMIER, Visiting Fellow, Defence and security market analyst



My Minerva fellowship provided me with a great platform from which to study potential Euro-Japanese industrial cooperation on defence and security. The Centre's status as an EU-Japanese joint venture made contacts with experts and decision makers on both sides easier. Its links with the European Commission and METI also increased my legitimacy to research a business topic with major government policy components.

PROFESSIONAL MARKET ENTRY PLANS

“KEYS TO JAPAN” COMPETITION: 3 WINNERS BENEFIT FROM PROFESSIONAL MARKET ENTRY PLANS

3 high potential EU SMEs, from Italy, France and Spain, have won the “Keys to Japan” competition, thus successfully securing their spot in the project. This is a European Commission funded initiative, run on a yearly basis and managed by the EU-Japan Centre. Through this scheme, companies which are considering marketing a product or a service in Japan can benefit of a detailed and personalised market entry plan, prepared by JMEC (<http://www.jmec.gr.jp>). Each plan is worth €10,000 and the cost is covered by the EU-Japan Centre.

MARKUS HAAS, Sales Director PLASTICS Asia & Americas, Herrmann

Ultraschalltechnik GmbH & Co. KGt

➔ <http://www.herrmannultraschall.com>



Since my participation in 2009 in the H RTP programme, I was convinced that Herrmann Ultraschall should open a branch in Japan with sales and services, in order to be more successful in that attractive market. I am happy to say that in April 2015 we succeeded to register Herrmann Japan, with a team of six people. The services of the EU-Japan Centre have helped us a great deal so far to get additional impulses. This is how I learned last year about the “Keys to Japan” scheme. Six months later, I was able to meet a team of highly motivated people brought together by JMEC in Tokyo, with the aim of enlarging our market knowledge. It has been very useful to get an outsiders view on our business and this will definitely help us to understand better the customers’ needs. Thank you “Keys to Japan” for offering us such support!

➔ <http://www.eu-japan.eu/keys-japan>

JAPAN - THE LAND OF THE RISING BUSINESS OPPORTUNITIES

LONDON, FRIDAY 13 NOVEMBER

This seminar will consider the likely impacts of a free trade agreement, will present success stories and will hear from British, EU and Japanese organisations offering practical help. This event is for people with existing business links with Japan or seeking to develop them. The line-up of speakers is currently being finalised.

➔ <http://www.eu-japan.eu/japan-land-rising-business-opportunities>

STEP IN JAPAN

A HOT DESK IN TOKYO! - LOGISTICAL SUPPORT

For EU SMEs planning to go to Japan, the EU-Japan Centre offers FREE logistical support and business assistance from its Tokyo office, for up to one month.

Details of the support measures offered:

- office facilities in Tokyo on the Centre’s premises which includes an internet connection and telephone
- full access to meeting and seminar facilities on the Centre’s premises

Before leaving: prepare your trip!

- free access to sector specific reports and webinars and to a thorough intercultural crash-course
- assistance in using the Enterprise Europe Network service while in Japan
- a help desk for all information inquiries about business in Japan

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

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

AVAILABLE SUPPORT **FOR EU SMES!**

NEWS FROM THE CENTRE'S JAPAN TAX & PUBLIC PROCUREMENT HELPDESK

WEEKLY TENDER DIGEST IN YOUR MAILBOX

The Japan Tax & Public Procurement (JTTP) Helpdesk prepares free weekly digests of tenders deemed interesting for European SMEs published in Japan under the WTO Agreement of Government Procurement guidelines.

The digest includes contract notices, requests for comments and prior information notices published at the Japan External Trade Organization (JETRO) website and Tokyo Metropolitan Government (TMG) website. In the run-up to the Tokyo2020 Olympics, Olympics-related tenders published by TMG, Japan Sports Council (JSC) and Organising Committee are also listed. Subscribers also have the possibility to receive a selection of tenders tailored to their area of business.

➡ <http://www.eubusinessinjapan.eu/weekly-tender-digest-mailing-list>

NEWS FROM TAX HELPDESK **DIVERSIFIED CONSUMPTION TAX**

Discussions continue about the introduction of diversified VAT tariffs when the current tariff is increase to 10% in 2017. The Japanese government is looking into the introduction of a nation-wide rebate system, linked to the "My Number" card, where low-income families will get the additional 2% VAT back. The lower VAT rate is expected to apply for fresh foodstuffs, such as rice, vegetables and meat and fish, and also processed foods. While dining at restaurants and inns will be included, alcoholic beverages, drinking at bars will fall under the higher rate. Where the line is drawn, will however remain subject of discussion in the coming months.

Sources: (Nikkei online, 諸費税軽減、課題山積み 対処品目幅広 <September 9, 2015>)

➡ http://www.nikkei.com/article/DGXLASDC08H0I_Y5A900C1EA2000/

CHANGES TO **CORPORATE REGISTRATION NUMBER SYSTEM**

Coinciding with the introduction of the Individual Number, the Corporate Number (houjinbango) system is also changing. All companies registered in Japan will receive a notice in October regarding their unique 13-digit corporate number. The number and attached information is expected to be used for a searchable online database at the National Tax Agency portal, where everybody can check the details of companies, such as official name, locations etc.) more efficiently. Currently NTA does not provide information in English on this new system.

Sources:

➡ <http://www.nta.go.jp/mynumberinfo/houjinbangou/index.htm>

However, if you have any further questions about this topic, feel free to contact JTTP Helpdesk at jttphelpdesk@eubusinessinjapan.eu

"MY NUMBER": JAPAN GETS ITS SOCIAL AND FISCAL NUMBER SYSTEM

Dominating the tax-related news these months is the introduction of Japan's new social security and tax number system, called "My Number". From January 1, 2016 the number is for a broad variety of administrative procedures and companies active in Japan will also have to take countermeasures to integrate "My Number" into their business administration.

In October 2015, all registered residents in Japan will receive their 12-digit Individual Number. This applies also to foreigners registered as residents in Japan with mid-term or permanent residence status. Once the notification has been received, you can also apply for an Individual Number Card. These are issued from January 2016 onwards.

During the past months, Japanese media reported about a variety of procedures where the "My Number" system is going to be used. In 2016, individuals will have to supply their Individual Number to

their employers for issuance of income and withholding tax; to security firms and insurance companies for legal documents for tax procedures, at the pension office when claiming pension benefits, and to the municipal office when applying for welfare. (<http://www.cas.go.jp/jp/seisaku/bangoseido/pdf/lang/07.pdf>)

In 2017, the individual number will replace submission of certificates of residence in many administrative procedures; it will be used for online consulting of tax and pension records, online payment of taxes and insurance premiums. Also it will combine procedures when moving residence.

WHAT WILL THE **INDIVIDUAL NUMBER** MEAN FOR SMES?

The introduction of the "Individual Number" system has also implications for companies. They will have to gather the numbers of their current (and future) employees (and family members) as they will become necessary for filling in tax and social security related documents, such as statements of earnings, salary payment reports and welfare pension insurance notifications. In some cases where external services are used it will also be necessary to use the provider's Individual Number for tax-related procedures. (For example when hiring the services from an external tax accountant or freelancers)

The Cabinet Secretariat has set up designated website (<http://www.cas.go.jp/jp/seisaku/bangoseido/english.html>) which also provides (somewhat more limited) information in other languages. It has also established a call centre which is in operation until the end of September 2017, and also handles questions in a number of foreign languages. Their number is +81-540-20-0791 and it is open during Japanese business hours.

Sources: Cabinet Secretariat

➡ <http://www.cas.go.jp/jp/seisaku/bangoseido/index.html>
National Tax Agency

➡ <http://www.nta.go.jp/mynumberinfo/houjinbangou/index.htm>

AVAILABLE SUPPORT **FOR EU SMES!**

TENDER OPPORTUNITIES IN JAPAN: JAPAN AEROSPACE EXPLORATION AGENCY (JAXA)

Each day, government organisations publish thousands of calls for tender for procurement of goods and services they require to perform their responsibilities. In Japan, only a very small fraction of these tenders are published in foreign languages, which make it difficult to obtain an insight into their activities. Also, most of these tenders are different from the ones tendered under the internationally-agreed World Trade Organization (WTO) rules on government procurement, such as the period between publication of tenders and bidding deadlines and pre-conditions for participation.

The Japan Aerospace Exploration Agency (JAXA) is one of the organisations which is only partly covered by the WTO Agreement on Government Procurement (GPA) and tenders published by JAXA under the Agreement are limited to IT related goods and services only. Still, JAXA publishes dozens of tender notices daily for a wide range of other goods and services in the high-technology areas, which can be interesting for European SMEs. Although entirely in Japanese, the Agency has a fairly clear tender information portal (http://stage.tksc.jaxa.jp/compe/index_j.html), although registration is necessary to get access to more detailed information. It also offers efficient mailing service for daily tender notices. For whom the short reaction time between publication and actual bidding is a problem, the periodic announcements for tenders in the upcoming quarter can offer a solution.

Below is a selection of tenders, which JAXA plans for the period of October through December 2015. Would you like us to assist you with monitoring specific government institutions? Get in touch with JTTP Helpdesk at jtthelpdesk@eubusinessinjanpan.eu

SELECTION OF **TENDERS**

Maintenance on dynamometer of cavitation tunnel (1 set) (Kakuta Space Centre)

Method: competitive tender (price based)
Expected publication OCT-15

Delivery expected in JAN-16

Description:

For an experiment on the cavitation instability phenomenon, undertake maintenance of the dynamometer

Analysis of shielding materials using space radiation simulation model inside the Kibo vessel (part 3) (1 set) (Kakuta Space Centre)

Method: Public offer with check of participants

Expected publication OCT. 2015

Delivery expected in MAR. 2016

Description:

Assessment of shielding materials of the virtual space vessel of LEO and BLEP orbits using the PHITS Monte Carlo codes ('Kibo' average shielding thickness)

Manufacture of high precision Fluxgate magnetometer with magnetic shield chamber (1 set) (Sagamihara Campus)

Method: Public offer with check of participants

Expected publication beginning OCT. 2015

Delivery expected in end FEB. 2016

Description:

Manufacture of Flux gate magnetometer, possessing function that matches the goal to measure magnetic fields with high precision, utilizing weak magnetic fields environment in a magnetic chamber

Signal processing Analog circuitry ASIC Layout design for Flux gate magnetometer (1 set) (Sagamihara Campus)

Method: Public offer with check of participants

Expected publication Beginning OCT. 2015

Delivery expected in DEC. 2015

Description:

Layout design for the ASIC of signal processing analogy circuitry as part of research to minaturize the flux gate magnetometer carried by rockets and satellites

Development of SLIM lundar landing technology demonstration vessel (1 set) (Sagamihara Campus)

Method: Technical plan method

Expected publication beginning OCT. 2015

Delivery expected in JUL. 2020

Description:

Development of SLIM lundar landing technology demonstration vessel

Manufacture of GOSAT Analysis Gateway (1 set) (Tsukuba Space Center)

Method: Plan competition

Expected publication beginning OCT. 2015

Delivery expected in MAR. 2016

Description:

Dispatch of level 1 processing state, investigation, adjustment and use of GOSAT through EORC Analysis GOSAT Homepage

Purchase of Compact mid resolution Fourier Interferometer for measuring greenhouse effect gases (1 set) (Tsukuba Space Center)

Method: Tender (Overall assessment method)

Expected publication Beginning OCT.2015

Delivery expected in MAR. 2016

Description:

Procurement of portable Fourier Interferometer for assessment of satellite data

GNSS receivers for SGLI Investigation (2 sets) (Tsukuba Space Center)

Method: Tender (Overall assessment method)

Expected publication Beginning NOV. 2015

Delivery expected end JAN. 2016

Description:

Procurement of device for improvement of the precision of positioning to obtain terrestrial data for SGLI Investigation

Purchase of incubator (1 set) (Tsukuba Space Center)

Method: Tender (Overall assessment method)

Expected publication Beginning NOV. 2015

Delivery expected in end FEB. 2016

Description:

Replacement/improvement due to aging of incubators for assessment of batteries used in space and charging experiment facilities

Manufacturing of analysis data of the HTV Thruster Plume (1 set) (Tsukuba Space Center)

Method: Public offer with check of participants

Expected publication beginning NOV. 2015

Delivery expected in end of MAR. 2016

Description:

Produce analysis data, implement plume analysis activities for installation of startracker of HTV

INFORMATION “ABOUT JAPAN”

GET ACCESS TO A LOT OF PRACTICAL BUSINESS INFORMATION ON JAPAN

The Centre provides the opportunity for EU companies to get access to a lot of practical information “About Japan” through its website <http://www.eubusinessinjapan.eu>, which is composed of a wide variety of **webpages**, **expert reports**, **case studies** and **e-learning resources**, as well as through the organisation of **webinars** covering important Japan-related issues and sectors to assist EU companies in seizing opportunities in the Japanese market.

Feel free to register for a free membership on the following webpage:

➔ <http://www.eubusinessinjapan.eu/user/register> (see eligibility criteria on the same page)



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During these webinars, participants will have the unique opportunity to listen to selected experts who have agreed to share their knowledge and expertise.



- 27 October - Packaging for the food market
- 10 November - E-Commerce in Japan
- 17 November - Petrochemicals and Polymeric Materials in Japan
- 24 November - Biotechnology Cluster Mapping and Industry Landscape in Japan
- 3 December - Importing Japanese Food into the EU
- 8 December - Alcoholic Beverage Market in Japan
- 15 December - Ambient Assisted Living Market in Japan

Members can register to the webinars at: ➔ <http://www.eubusinessinjapan.eu/events>

EXPERT REPORTS RECENTLY RELEASED

- Business Partnership & Technology Transfer Opportunities in the Space Sector between EU & Japan
<http://www.eubusinessinjapan.eu/library/publication/report-business-partnership-and-technology-transfer-opportunities-in-the-space-sector-between-eu-and-japan>
- Management of Contract Terms in Japan
<http://www.eubusinessinjapan.eu/library/publication/report-management-of-contract-terms-in-japan>
- Japan's Emerging Dominant Electronics Companies
<http://www.eubusinessinjapan.eu/library/publication/report-japans-emerging-dominant-electronics-companies>
- Exporting Automotive Parts to Japan
<http://www.eubusinessinjapan.eu/library/publication/report-exporting-automotive-parts-to-japan>
- Japanese Competence Centres in Bioinformatics & Computational Biology
<http://www.eubusinessinjapan.eu/report-japanese-competence-centers-bioinformatics-and-computational-biology>
- Biotech Cluster Mapping & Industry Landscape
<http://www.eubusinessinjapan.eu/library/publication/report-biotech-cluster-mapping>

More expert reports are available on ➔ <http://www.eubusinessinjapan.eu/library/publications>

CALL FOR PROPOSALS

FOR EXPERT REPORTS ON JAPAN-RELATED BUSINESS ACTIVITIES (OCTOBER 2015)

The EU-Japan Centre is currently calling for expert report proposals for its “About Japan” information website (<http://www.eubusinessinjapan.eu>). The deadline for submitting proposals is Wednesday, 28 October 2015.

In addition to the topics listed in the following webpage experts are invited to submit any ideas or suggestions of Japan-related topics in their domain of expertise.

➔ <http://www.eu-japan.eu/call-proposals-expert-reports-japan-related-business-activities-october-2015>

CASE STUDY

SPANISH CLUSTER: AVAESEN - SEARCH FOR PARTNERS IN JAPAN

AVAESEN - Valencian Energy Industry Association was founded in 2006 with the aim to represent, promote and defend the energy sector of the Valencian Region.

KAVAESEN's substantial membership contains companies active in all renewable subsectors: Photovoltaic, Wind power, Solar, Biomass, Biofuel and Geothermal. Moreover, it represents these enterprises across the entire renewable value chain, from engineering to consulting, installation, testing and even promoting.

AVAESEN has developed multiple tailor-made initiatives designed to train and inform, to develop business collaboration within the Valencian region and abroad, and to support the innovation of sustainable energy generation and energy efficiency. Additionally, through contributing to its 6 Working Groups (Photovoltaic Energy, Thermal Energy, Wind Energy, Energy Efficiency, Biomass, biogas and cogeneration Manufacturers) and committees, the Cluster offers its members the opportunity to actively engage in its activities and actions.

WHY JAPAN?

Since its creation in 2006, AVAESEN has been aware of the need of the renewable energy sector to go global. This was evidenced by the fact that 80% of its companies had internationalised by 2012. Thus, the cluster swiftly engaged itself to turn from an "inward" looking local cluster to an "outward" facing global network.

Because of Japan's substantial efforts to diversify the country's power generation sources, it became an increasingly attractive market for AVAESEN's member companies. Especially the 11 March 2011 Fukushima disaster, after which the government began an incentive program to encourage investment in renewables, became a turning point for the renewable energy sector. Several SMEs in the cluster became strongly interested in the Japanese market and some were already performing commercial activities in Japan. When AVAESEN was given the opportunity to participate in the EU-Japan Centre's 2012 Cluster Support Mission to Japan (<http://www.eu-japan.eu/cluster-missions>), it evidently grabbed this opportunity with both hands.

STEPS TAKEN

Previous to the 2012 mission, AVAESEN had unsuccessfully tried to get some contacts in Japan. The cluster's first real contacts were, however, the direct result of the 2012 mission, in which the match-making event played an especially crucial role to get in touch with potential partners. Moreover, the cluster even managed to sign some agreements with Japanese companies; not only to develop plans together and sign bilateral agreements, but also for them to enter the Spanish market. These agreements - at first only letters of intent - developed around 6 months after the mission, but they have been evolving ever since and cooperation is definitely growing.

So far, AVAESEN has sent representatives to Japan twice, but its member companies have been going there quite often, since they managed to use the cluster's acquired contacts in Japan to develop real business there. All in all, the cluster gained about 25 successful contacts to do business in Japan; the first non-Japanese company that has successfully built a solar farm in Japan, is even one of AVAESEN's member companies. Furthermore, the cluster managed to help a Japanese partner to export its products to Europe.



Asociación valenciana de empresas del sector de la energía

- **Field of Activity:** Renewable Energy and Clean Technologies
 - **Cluster Activities:** Promote the development and innovation of the Valencian energy sector; identification of business opportunities on national and global markets; internationalisation through strategic contacts, projects, international tenders
 - **Size:** 150 members, representing 80% of the energy sector in the Valencian Region in Spain. Most of the associated firms are SMEs (98%)
 - **Interests in Japan:** Strategic business and technological partnerships
- ➔ <http://www.avaesen.es>

CHALLENGES

Japan is a peculiar market. In the words of Marcos J. Lacruz, President of AVAESEN: "You really have to get in the Japanese way of doing things, and it's not a market where you can go to and be doing business after one week. You have to make contacts, obtain their trust in order to start doing business there. It's not a quick market." Currently, at least 5 of AVAESEN's member companies already have a Japanese subsidiary, and at least their CEOs regularly travel to Japan. This is very important because of the Japanese way of doing business: they have to trust you, which is quite difficult. They need to know you and they need to know that they can count on you as a partner.

CURRENT STATUS - NEXT STEPS

Thanks to the contacts made during the 2012 mission, at least 10 of AVAESEN's member companies are doing real business in Japan now, and up to 25 are expected to be doing business there in the coming years. So far, the cluster has not been successful in establishing partnerships with Japanese cluster organisations, but it is still trying to identify potential partners. AVAESEN evidently hopes to see some practical results of this meeting in the near future.

CASE STUDY

ITALIAN COMPANY: KARALIT LOOKING FOR DISTRIBUTORS IN JAPAN

Karalit was founded in 2007 as a spin-off from a major research centre in Sardinia, Italy. The company has quickly grown and its CFD software is now being sold in Europe, North America and Asia. To better understand Japan, one of its main target markets, Karalit's Chief Operating Officer participated in H RTP 48*, and the company has since been able to start up activities in Japan.

Karalit has developed Computational Fluid Dynamics (CFD) software based on an innovative theoretical approach called the immersed boundary approach. Its target industries are all engineering and CFD design driven industries, such as automotive, electronics, aerospace and energy. Established as a spin-off in 2007, the company has since established sales and operational offices in Milan, Frankfurt and London. Karalit commercially launched its software in 2014.

WHY JAPAN?

Responsible for over 15% of the global market, Japan is the second largest market in the world for CFD software, after the USA and before Germany. Its widely developed automotive and electronic industries make IT a very mature market.

STEPS TAKEN

Although several product development activities had been undertaken in Asia in 2012, Karalit's software was commercially launched in 2014. Before joining H RTP in 2012, Karalit was already in contact with a potential distributor as well as several Japanese universities. They joined H RTP to acquire the instruments to evaluate and implement sales and distribution strategies for Japan.

CHALLENGES

Karalit experienced that potential Japanese partners set very high standards, both for the products themselves as the service that comes with them. Having used this type of product for twenty years already they are used to high quality, and it takes some time to prove that your

company is a trustworthy partner. However, the customers made very clear what they were looking for, and Karalit was assured that the relationship would continue if their products passed the tests.

Meeting these requirements was a challenge for Karalit, but they did experience that, as an SME, they were more flexible to act quickly on customers' requests and develop customisations.

CURRENT STATUS - NEXT STEPS

After H RTP, Karalit realised that they could not just send emails to potential partners and start negotiations that way. Instead, they took part in some trade shows in Japan. Having met the potential partners in person, negotiations went smoothly and Karalit reached agreements with two companies. During a trip to Japan earlier this year, the company contracted a distributor for their products, and negotiations are ongoing with other potential partners. Through their distributor, they are in touch with potential customers, who are currently trying out the product.



- **Business:** Computational Fluid Dynamics (CFD) software
- **History in Japan:** none (7 years in Italy and Europe)
- **Size in Japan:** Independent distributor (no own staff)
- **Target market:** automotive, electronics...

➔ <http://www.karalit.com>

As a very young company and having just started on the Japanese market, Karalit is looking forward to seeing how their position will evolve and how their company will grow. If the situation allows for it, the possibility exists that the company may open a local office in the future.

RECOMMENDATIONS

Before you do anything, it is important to perform a thorough market research – to find out if there is a market in Japan for your product and, if there is, how it works. For this purpose, use the resources available through the EU-Japan Centre, JETRO, etc.

Go to Japan to meet your contacts in person, but try to acquire some understanding of the culture (alternatively, bring someone who knows it).

Try not to push too much, this can actually be counterproductive.

**H RTP is the Centre's 4-week training programme to Japan annually managed by the EU-Japan Centre and called Human Resources Training Programme - Japan Industry Insight (<http://www.eu-japan.eu/detail-business-programmes/H RTP>)*

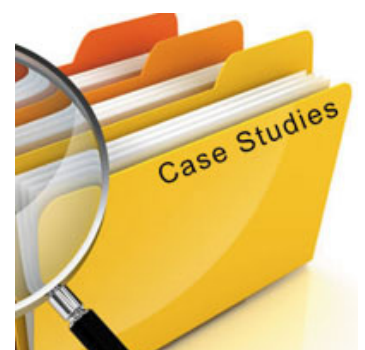
MORE CASE STUDIES

REAL STORIES FROM EU PLAYERS IN JAPAN

The EU-Japan Centre keeps in touch with former participants from its managerial programmes and regularly publishes stories about their experiences.

To read more, feel free to look at the website.

➔ <http://www.eubusinessinJapan.eu/library/publications>



EU & JAPAN CONTINUE WORKING TOWARDS OPEN TRADE

The 12th round of EU-Japan talks for a free trade agreement was held from the 12 to the 14 of September in Tokyo. The negotiators discussed all areas of the future agreement with the exception of the investment chapter.

In the negotiations, the EU aims at going beyond trade in goods, even though market access, in particular for cars and agricultural goods, remains of key importance respectively for Japan and for the EU. For Europe, it is important for the success of the overall negotiations that Japan addresses issues of concerns, such as non-tariff measures that impede bilateral trade, public procurement constraints, including in the field of railways and public transport, and other issues, such as services, investment, intellectual property and geographical indications.

The EU-Japan Summit of May 2015, gave a strong impulse to advance the negotiations further with the aim to conclude a highly comprehensive and ambitious agreement preferably by the end of 2015. The next full round of talks is planned for the end of October in Brussels.

Source: European Commission

➔ <http://trade.ec.europa.eu/doclib/press/index.cfm?id=1366>

WINE - A PARTICULAR FOOD PRODUCT

With the recent introduction of new rules for Japanese wine, Japan is starting to acknowledge the importance of grapes origin for wine; an important step towards the recognition of the specific nature of wine. This is highly appreciated by the European Union and will certainly support Japanese producers of genuine wines in their efforts to increase their market share in Japan and abroad.

Wine is not only a particular food product; it is also a cultural product that has marked human societies since ancient times. In Europe, wine has been shaping landscapes and lifestyles for centuries. It is a product of “civilization”, whose main value lies in the identity of place where it is produced.

Consumers do not think about wine as processed food; they consider that it is a natural product directly coming from the grapes. Wine, like fruits, vegetables, juices and cereals is an agricultural product!

Europe, like Japan, is attached to its ancestral culinarian traditions and the recent change in Japanese wine rules confirms the importance of wine as a traditional product.

WINE DEFINITION

The EU legislation and other national and international standards provide a strict definition of wine: wine is obtained exclusively from the total or partial alcoholic fermentation of fresh grapes, whether or not crushed, or of grape must; and wine production processes, specifically named “oenological practices”, are strictly defined.

TO KNOW MORE ABOUT EU OENOLOGICAL PRACTICES

Commission Regulation (EC) No 606/2009 of 10 July 2009 laying down certain detailed rules for implementing Council Regulation (EC) No 479/2008 as regards the categories of grapevine products, oenological practices and the applicable restrictions (<http://eur-lex.europa.eu/legal-content/EN/TXT/?qid=1441189875724&uri=CELEX:02009R0606-20150419>)

Regulation (EU) No 1308/2013 of the European Parliament and of the Council of 17 December 2013 establishing a common organisation of the markets in agricultural products and repealing Council Regulations (EEC) No 922/72, (EEC) No 234/79, (EC) No 1037/2001 and (EC) No 1234/2007, part II of Annex VII and Annex VIII (<http://eur-lex.europa.eu/legal-content/EN/TXT/?qid=1441189990432&uri=CELEX:02013R1308-20140101>)

These oenological practices are part of the definition of wine and these are indispensable to allow the preservation of the natural and essential characteristics of the wine. They do not cause a substantial change in the composition of the product concerned but allow its best characteristics to stand out.

WINE LABELLING

First principle of food labelling is that information shall not be misleading. Since wine is a particular product, specific rules on wine labelling are also established.

In the EU, labelling of wine marketed in the Union or for exports needs to contain the following compulsory information: (i) designation of the wine category (e.g.: wine, sparkling wine, liquor wine,...), (ii) actual alcoholic strength (% vol.), (iii) indication of the producer, bottler or vendor and importer, (iv) indication of provenance and (v) for wines with a protected designation of origin or a protected geographical indication: the term “protected designation of origin” or “protected geographical indication” and the name of the protected designation of origin or the protected geographical indication.



As is the case with the new rules for 'Japan wine' in Japan, the EU legislation provides that the provenance of the wine related to the origin of the grapes needs to appear on the label: For wines with protected designation of origin or geographical indication, the provenance is indicated by the words 'wine of (...)', 'produced in (...)' or 'product of (...)', or expressed in equivalent terms, supplemented by the name of the Member State or third country where the grapes are harvested and turned into wine in that territory.

For wine resulting from blending of wines which originate in a number of countries, the provenance is indicated either by the words 'European Community wine', or expressed in equivalent terms. It can also be indicated as 'blend of wines from different countries of the European Community' in case of wine from EU Member States or 'blend from (...)' citing the names of the third countries in question, in the case that the wine derived from blending of wines originates in a number of non EU countries.

TO KNOW MORE ABOUT EU WINE LABELLING RULES

Regulation (EU) No 1308/2013 of the European Parliament and of the Council of 17 December 2013 establishing a common organisation of the markets in agricultural products and repealing Council Regulations (EEC) No 922/72, (EEC) No 234/79, (EC) No 1037/2001 and (EC) No 1234/2007, Articles 117 to 121. (<http://eur-lex.europa.eu/legal-content/EN/TXT/?qid=1441189990432&uri=CELEX:02013R1308-20140101>)

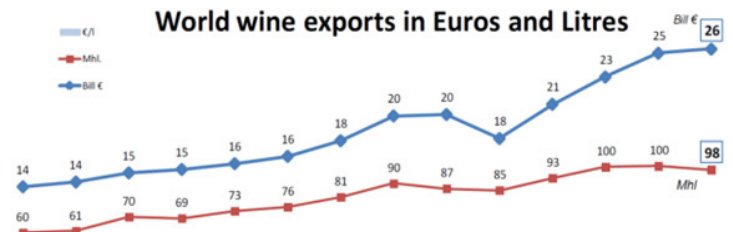
Commission regulation (EC) No 607/2009 of 14 July 2009 laying down certain detailed rules for the implementation

INTERNATIONAL TRADE OF WINE

The international trade of wine continues to develop: around 100 million hectolitres are traded every year, which represents 43% of the world consumption: two bottles out of five consumed in the world are imported. At the same time, oenological practices are in constant evolution with the aim to ensure wine stability, to avoid defects and to improve quality.

Considering these developments and the increasing number of producing countries it is necessary to assure global harmonization to ensure fair trade in the wine sector.

The International Organisation for Vine and Wine (OIV - <http://www.oiv.int>) was set up in 1924 with the main objective of combatting fraud, since many beverages on the global market were wrongly called "wine". Now, hundreds of oenology and viticulture experts from 46 OIV Member countries continue to work together to elaborate the International Code of Oenological Practices and the International Oenological Codex. Those Members represent more than 85% of global wine production and nearly 80% of world consumption and their Codes are the only wine standards referenced by the Codex Alimentarius. The oenological practices and their conditions of use now enforced by many countries were first suggested as OIV recommendations. Since 2009, the European Union has included the OIV recommendations in its legislation in order to ensure fair trade and to prevent technical barriers to trade.



Source: European Commission - DG Agriculture and Rural Development

FINAL WORKSHOP OF THE EU-JAPAN LABORATORY FOR MICRO AND NANOSYSTEMS

On 29 September 2015 at CNRS in Paris, the EUJO-LIMMS project presented all results from its extensive structuring effort of the first European Union Laboratory in Japan in the field of micro and nanosystems.

Hosted European researchers introduced their experience and joint projects they could develop in Japan. This event follows the LIMMS French-Japanese laboratory Workshop held on 28 September.

EUJO-LIMMS is the first laboratory of the European Union in Japan, in the field of micro and nanosystems. The project supported by the EU 7th Framework Programme for Research and Technological Development (FP7), aims at opening the activity of the Laboratory for Integrated Micro Mechatronic Systems (LIMMS), Joint Unit between CNRS and The University of Tokyo-Institute of Industrial Science, located in Tokyo, to European partners, namely:

- Ecole Polytechnique Fédérale de Lausanne (EPFL) in Switzerland
- University of Freiburg - Department of Microsystems Engineering (IMTEK) in Germany
- Technical Research Centre of Finland Ltd.(VTT) in Finland
- Institute for Nanotechnology of The University of Twente (MESA+) in the Netherlands

Source: Cordis ➡ http://cordis.europa.eu/event/rcn/143056_en.html

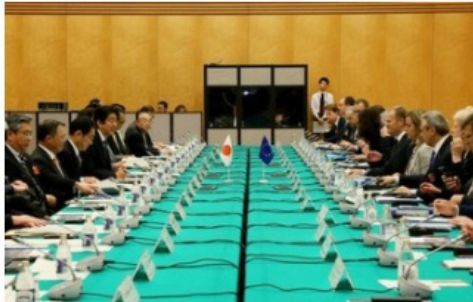
THE 23RD JAPAN-EU SUMMIT

On Friday 29th of May in Tokyo, high-level officials from Japan and the EU met for the 23rd Japan-European Union (EU) Summit Meeting. Officials on the Japanese side included Mr. Shinzo Abe, Prime Minister of Japan, Mr. Fumio Kishida, Minister for Foreign Affairs, and Mr. Yoichi Miyazawa, Minister of Economy, Trade and Industry. The EU representation included Mr. Donald Tusk, President of the European Council, Mr. Jean-Claude Juncker, President of the European Commission, Ms. Federica Mogherini, High Representative of the European Union for Foreign Affairs and Security Policy, Vice-President of the European Commission, and Ms. Cecilia Malmström, European Commissioner for Trade.

The summit covered a wide range of important issues relating to Japan-EU relations and their commitments for working together on global and regional issues.



(Photo: Cabinet Public Relations Office)



(Photo: Cabinet Public Relations Office)



(Photo: Cabinet Public Relations Office)

On Japan-EU relations, the leaders focused on their common commitment to security and peace. They also discussed the development of Japan-EU economic relations, specifically with regards to the development of the Japan-EU economic partnership agreement (EPA). The leaders also focused on their cooperation in the fields of global commons, including the sea, outer space and cyberspace and humanitarian assistance, and also confirmed that they will advance further cooperation in the

science and technology fields, endorsing the Joint Vision towards a new strategic partnership.

On issues relating to the global agenda, Japanese and EU leaders shared the view that Japan and the EU will cooperate and collaborate in responding to the climate change issues towards the success of the 21st Conference of the Parties (COP21), international counterterrorism, including border security, and the post-2015 development agenda and other issues.

Regarding regional issues, Japanese and EU leaders discussed issues such as the situation in Ukraine and the recent Lausanne Accord with Iran, as well as the Islamic State of Iraq and the Levant (ISIL), peace in the Middle East, and Africa. On the situation in East Asia, Prime Minister Abe explained developments such as the Japan-China Summit Meeting held in April and both the Japan and the EU confirmed their ongoing cooperation in connection to North Korea.

Source: Mission of Japan to the European Union

➔ http://www.mofa.go.jp/erp/ep/page4e_000279.html

APPOINTING “HAIKU AMBASSADOR FOR JAPAN-EU FRIENDSHIP”



(Photo: Press Division, MOFA)

On the 2 June, Foreign Minister Fumio Kishida appointed Mr. Herman Van Rompuy, former President of the European Council, as the new “Haiku Ambassador for Japan-EU Friendship”. The former President Mr. Van Rompuy is an avid supporter and enthusiast of the traditional form of Japanese poetry, publishing a number of his own haikus in a book, and reciting haikus before the international press and at high-level functions.

Mr Van Rompuy’s appointment as Haiku Ambassador for Japan-EU Friendship is recognition of his work to promote Japanese culture in Europe through haiku and it is

hoped in his new role he will be able to build on this work and further strengthen Japan-EU relations. At the meeting, Foreign Minister Kishida presented the haiku “Nichiou no shinkou hiromu kunpu ya (Japan-Europe friendship, ever boundlessly growing, in the fresh summer breeze)”. Mr. Van Rompuy presented two of his own haikus. The first being “On the green mountains, the woods in light and shadow, Fertile Haiku ground”, followed by the second haiku “All over the world, Poets sing life and nature, Sharing makes peace”.

Source: Mission of Japan to the European Union

➔ http://www.mofa.go.jp/erp/ep/page2e_000023.html

MISSION OF JAPAN AUTUMN

The Mission of Japan to the European Union will be participating and organizing a large number of official events in Brussels throughout Autumn. This includes the event on the 10th of November “The Asian Paradox - Rising wealth, lingering tensions” (<http://www.friendsofeurope.org>) and events covering a wide range of issues such as security and defence, official development assistance, and Japan-EU relations. Details and updates on these events will be found on the Mission’s website.

Source: Mission of Japan to the European Union

➔ <http://www.eu.emb-japan.go.jp>

MOU BETWEEN HAMBURG AVIATION AND GREATER NAGOYA INITIATIVE CENTER

Greater Nagoya Initiative Center (GNIC) and Chubu Aerospace Industrial Technology Center (C-ASTEC) signed a Memorandum of Understanding (MoU) with Hamburg Aviation e.V., the major aerospace cluster in Hamburg, Germany at the Paris Airshow on 16 June 2015.

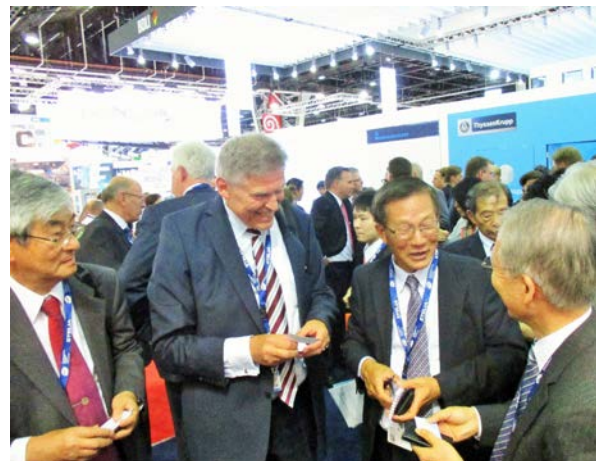


GNIC and C-ASTEC came to share that fostering innovation and development of aviation is a common objective, and they agreed to develop cooperation activities between the three networks.



Under this MoU, the three organisations are aiming at the creation of synergies between Hamburg Aviation, GNIC, and C-ASTEC as well as between their clusters members, such cooperation should result in the setting-up of collaborative projects joining members from the aviation networks. The object of the present MoU is to establish the basis and mechanisms of coordination and collaboration between Hamburg Aviation, C-ASTEC and GNIC to build capabilities within their members that may lead to the achievement of the objectives of their respective regions through the development and implementation of practices that foster the innovation. As a result of this MoU, the Hamburg Aviation member company has already visited the Greater Nagoya region to conduct a B-to-B matching with the coordination of Japanese organisations.

To introduce three aerospace and economic related organisations, Hamburg Aviation is the aviation cluster for Hamburg Metropolitan Region – one of the world's most important locations in the civil aviation industry. In total, more than 40,000 highly qualified personnel are working there on the future of aviation. Their core competencies cover the global system of air transportation and the complete life cycle of an aircraft: from design, manufacturing and completion to maintenance, repair and overhaul, and finally recycling. Altogether, this makes Hamburg the third-biggest site in civil aviation industry worldwide. The two big players in this industry, Airbus and Lufthansa Technik, are joined by Hamburg Airport and more than 300 small and medium-sized enterprises, as well as a huge number of scientific and technological institutions and the city of Hamburg. Companies, universities, associations, the economic authority and other partners joint Hamburg Aviation, a cluster dedicated to develop and promote the Metropolitan Region of Hamburg as one of the most important aviation location worldwide.



Greater Nagoya Initiative Center is a joint organisation of national government, local governments, industries and academia that has been created to promote foreign direct investment and alliance between overseas and Japanese companies. GNIC intends to create new business chances and pursues realisation of a world-leading creative economic society by enhancing volume of information emitted to outside worlds, inviting superb technologies, information, business model and creative people to the region and bilateral activities of promoting business outside of Japan.



Chubu Aerospace Industrial Technology Center is committed to comprehensively promote projects related to the advancement of the aerospace industry and technology in the Greater Nagoya Region through collaboration between industry, academia, and governmental organisations. The Greater Nagoya region is the largest aerospace production area in Japan, and is expected to help reinforcing the industrial infrastructure of Japan through the fostering of the aerospace industry and the sophistication of related industries.

GNIC and C-ASTEC aim to form a global aerospace industry cluster in the Greater Nagoya region, to achieve the amalgamation of the aerospace industry with other active industries, and to contribute to the development to the manufacturing (monozukuri) industry of the Greater Nagoya region.

For the achievement of the specific goals, several projects can be carried out within a framework of cooperation between members of Hamburg Aviation, GNIC and C-ASTEC. The activities foreseen will cover the focal points such as joint participation in meetings/conferences/workshops, common organization of Business to Business event, exchange of information about processes to support suppliers in their development, exchange of best practices about human resource capacity building. Those three organizations will have more opportunities to communicate for the future.

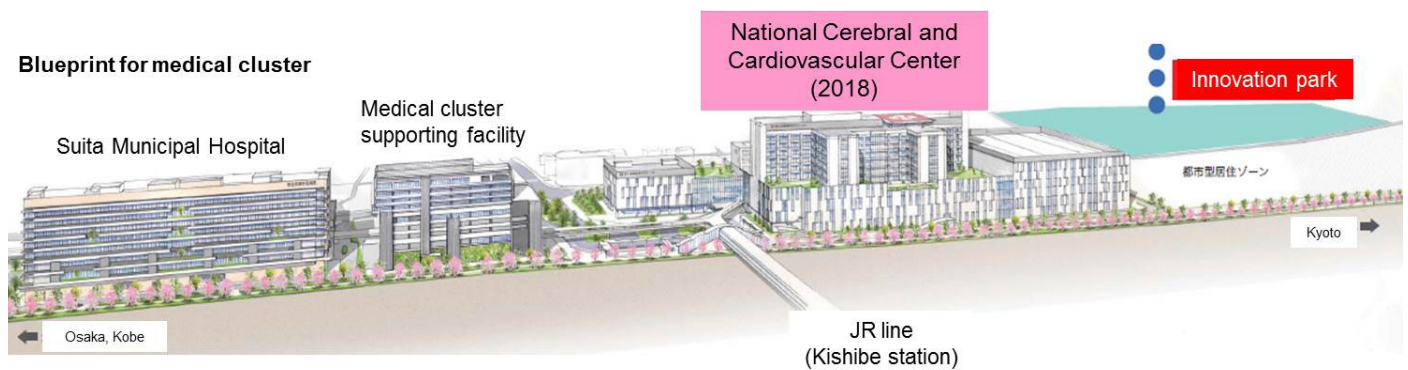
A NEW HEALTH AND BIOMEDICAL INNOVATION TOWN IN NORTHERN OSAKA BIOMEDICAL CLUSTER



Located in the hillside of the northern part of Osaka, the Northern Osaka Biomedical Cluster is the centre of intelligent exchange for many pharmaceutical companies, medical device manufacturers and renowned research institutes. Osaka is known for its historic background as a pharmaceutical and manufacturing hub. The accumulated scientific expertise focused on the fields of immunology, vaccine, regenerative medicine, and pre-emptive medicine caused by innovative scientific activities, as well as medical devices give a strong potential to Osaka's life science.

In 2015, the national government established a medical control tower, the Japan Agency for Medical Research and Development, which promotes integrated medical research from basic research to practical applications, aimed to enhance international competitiveness in the field of medical science.

Taking advantage of this opportunity, Osaka prefectural government invites pharmaceutical and medical device regulatory organisations to set up a centre in Osaka.



In order to maintain a sustainable growth and create an additional value to the drug and medical devices related industries, the Northern Osaka Biomedical Cluster brings together not only companies with innovative, R&D driven activities in the life science technologies, but also academic research institutes and supporting organisations that are based in Osaka.

In addition to the Saito Life Science Park in the biomedical cluster which has experienced a vast development during the past decade, Osaka is planning to establish a new medical city the Northern Osaka Health and Biomedical Innovation Town (NohBIT), in an area located just seven minutes away from Shin-Osaka Station.

Along with the establishment of the new city, the national centre providing advanced and specialised medical care

and conducting researches on the cardiovascular system related circulatory condition will move to NohBIT and become a key area of the city.

The innovation park with the national centre will be established as a hub for research activities in the field of life science. It is foreseen that the new city will be established by 2018.

With these expected developments life science in Osaka keeps striving to evolve and move forward to excellence. Osaka is a first destination place to start a new business in Japan and Northern Osaka Biomedical Cluster is looking forward to help you find local partners.

➡ <http://www.osaka-bio.jp/en>



KOBE BIOMEDICAL INNOVATION CLUSTER EXHIBITS AT MEDICA2015 16-19 NOVEMBER 2015, DUSSELDORF, GERMANY

Kobe Biomedical Innovation Cluster (KBIC) will exhibit at MEDICA2015 (<http://www.medica.de>) with 7 medical-related member companies, and JETRO Kobe (Japan External Trade Organization, Kobe Office) in order to give them the opportunities for business matching with EU potential partners and encourage EU companies to expand into the Japanese market through KBIC .

KBIC is one of the largest biomedical/lifescience clusters in Japan and is located in Sannomiya, the heart of Kobe City that has flourished as an international hub port and opened to people from all over the world.

National research institutes such as “Riken”, universities, colleges, hospitals as well as companies’ R&D bases are located in this area. The number of the bases of related companies amounts to more than 300. Some global companies, for instance: Boehringer Ingelheim, Johnson & Johnson, Sanofi, St.Jude and Covidien also have R&D research institutes and training centres there.

KBIC is strategically focusing on the following three fields: innovative drug discovery, regenerative medicine & tissue engineering, and minimally invasive medical device development.

KBIC’s key partnering organisations such as the Foundation for Biomedical Research and Innovation, Kobe City and the SME Support (Organization for Small & Medium Enterprises and Regional Innovation) can provide support for business development in Japan with:

- Continuous follow-up to business partnering with other KBIC’s member companies and local firms;
- Introduction of a wide range of specialists in technical, regulatory & tax fields;
- A business support system from experienced coordinators and advisors able to satisfy any requirements.

EXHIBITING COMPANIES

1	ADVANTEST CORPORATION	http://green.advantest.co.jp/external/careers/index02.html
2	Dexerials Corporation	http://www.dexerials.jp/en/
3	FLAIR Co.,Ltd	http://flair-med.com/
4	Global Engineering Co.,Ltd	http://www.global-eng.co.jp/
5	Inabata & Co.,Ltd	http://www.inabata.co.jp/english/
6	Japan Quality Assurance Organization	http://www.jqa.jp/english/
7	JMC Corporation	http://www.jmc-rp.co.jp/en/
8	Mitsubishi Rayon Co.,Ltd	http://www.mrc.co.jp/english/
9	Nara Seiko INC.	http://www.nara-seiko.co.jp/english
10	TOCALO Co.,Ltd	http://www.tocalo.co.jp/english/
11	TOKO Co.,Ltd	http://www.toko-tool.co.jp/english/top/



KBIC IS LOOKING FORWARD TO MEETING EU VISITORS AT THEIR BOOTH IN HALL 16 - B51 DURING MEDICA2015

➔ <https://www.kobe-lsc.jp/en>

JETRO’S RIT PROGRAM SUPPORTS BUSINESS TIE-UPS BETWEEN JAPAN AND FRANCE IN COSMETICS

From 12 to 17 October, 16 Japanese companies’ members of the cluster Japan Cosmetic Center (JCC) (<http://jcc-k.com/en>) from Saga Prefecture (Kyushu Island) participated in a trade mission in France. The key event of the mission was their participation in Paris in Cosmetic 360 (<http://www.cosmetic-360.com/en>), the first international trade fair dedicated to innovation in the perfumery and cosmetics sector. Cosmetic 360 is organised by the French cluster Cosmetic Valley, with which JCC has signed a partnership agreement in 2013.

The trade mission benefits from the support of the Regional Industry Tie-up (RIT) program run by the Japan External Trade Organization (JETRO) to promote two-way industrial exchange and collaboration between regions in Japan and other countries, with the aim of facilitating business tie-ups to develop market, exchange technology and boost the area’s economy. JCC was founded in 2013 to create a new cosmetics industry based in the region of Karatsu by taking advantage of regional resources in Saga Prefecture and northern Kyushu. The RIT program between JCC and Cosmetic Valley, based in Chartres (France), consists of support activities in order to share know-how, identify and build partnerships, provide networking and partnering opportunities for both sides.

In this program, JETRO provides varying levels of support and assistance for 1 to 3 years.

Another RIT Program is being underway in pharmaceuticals sector between Toyama Pharmaceuticals Association (Toyama Prefecture) in Japan and the French cluster Polepharma.

➔ http://www.jetro.go.jp/ext_images/en/jetro/activities/business/rit.pdf

EUROPEAN RAIL SUPPLY INDUSTRY HOSTS JAPANESE RAILWAY OPERATORS AT THE EU DELEGATION TO JAPAN

On 9 July, UNIFE—the European Rail Industry Association and its member executives hosted nearly one hundred representatives from the European rail supply industry, Japanese railway operators (public, private, and urban) and high-level decision-makers from the EU and Japanese Government at a reception at the EU Delegation to Japan in Tokyo.



This reception was held in the context of the ongoing EU-Japan Free Trade Agreement (FTA) negotiations where EU rail suppliers are calling for increased access to the Japanese rail market. The main purpose of the reception was to give European rail equipment suppliers and Japanese rail operators the opportunity to network in order to promote mutual understanding of the Japanese rail market and the European rail supply industry.

The event included brief high-level speaking programme that included remarks from the EU Ambassador to Japan, H.E. Viorel Isticioaia-Budura, the Assistant Vice-Minister for International Affairs of the Japanese Ministry of Land, Infrastructure, Transport and Tourism, Ms Yuri Furusawa, JR East Executive Director and CFO, Mr Yuri Morimoto, European Railway Agency Executive Director, Mr Josef Doppelbauer, and UNIFE Director-General, Mr Philippe Citroën.

UNIFE Director-General, Mr Philippe Citroën addressed UNIFE's expectation that the Japanese railway companies would need to make greater efforts that result in significant, concrete contracts for EU companies, stating: "For UNIFE and its members, the question of market access currently addressed in the EU-Japan FTA negotiations is absolutely essential. We believe these negotiations should strive to create a level-playing field in terms of access to both of our respective rail markets." As the FTA negotiations are accelerating, UNIFE and its members will be participating in the fourth EU-Japan Railways Industrial Dialogue that will be held on 10 November in Chiba.

➔ <http://unife.org/publication-press/press-releases/106-unife-promotes-fair-market-access-for-european-rail-suppliers-on-japanese-market.html>

DEVELOPING EXPERTS FOR FUTURE EU-JAPAN RELATIONS

The EU-JAMM (EU-Japan Advanced Multidisciplinary Master Studies) Double Degree Master Programme has been in place since 2013 and involves ten top universities from Japan and Europe with financial support from the EU and Japan.

EU-JAMM is designed to foster multidisciplinary competencies by focusing on knowledge, understanding and comparative perspectives related to EU-Japan relations. During the four-year programme, 43 exchange students (20 from the EU and 23 from Japan) will be hosted at one of the universities in the EU or in Japan to pursue a second master's degree at the host university. Students will master varieties of disciplines under the EU-JAMM consortium, from humanities, area studies, history and social science to engineering, and will share the experience of studying in the EU and Japan regardless of their major fields.

So far, 12 students have been sent from Japan to the universities in Europe, and 17 students have been sent from Europe to Japan. Some European students have found jobs in Japan, and some Japanese students envision their future role as acting as a bridge between the EU and Japan and pursuing their jobs in Europe. Thus the ultimate aim of EU-JAMM, which is to produce students who are capable of tackling the complex and global issues of the 21st century with multifaceted views, has been successful and is on the right track. In addition, ten universities in the EU-JAMM consortium have shared their learnings and best practices to improve current curricula in both regions and have succeeded in developing a system for continued improvement in quality education.

On 17th November, the 2nd general meeting of EU-JAMM will be held at the University of Leuven, where all consortium universities will meet to discuss the progress of EU-JAMM and develop its future plan. In addition, current and candidate students for the EU-JAMM Double Degree programme will join the meeting to voice their opinions and experiences for the programme's improvement. Prior to the meeting, all of them will join the 18th Japan-EU Conference held in Brussels where all experts will come together to discuss and formulate ideas to strengthen the EU-Japan relationship. Through this two days session, EU-JAMM students will strengthen their bonds and are expected to envision their future to act as a bridge between the EU and Japan in variety of fields.

For more information, please contact Prof. Dimitri Vanoverbeke, dimitri.vanoverbeke@arts.kuleuven.be

➔ <https://ghum.kuleuven.be/ces/EU-JAMMDoubleDegrees>

CNR TO STRENGTHEN THE EU-JAPAN COLLABORATION ON FUSION ENERGY

In the framework of the international cooperative effort to foster research on Fusion Energy, the procurement of an innovative protection system, called Quench Protection Circuit (QPC), for the Japanese experiment JT-60SA has been successfully completed, installed and tested at the Japan Atomic Energy Agency laboratory in Naka, and is now ready to be used.

The QPC is procured by the Italian Research Council (CNR) acting through Consorzio RFX in Padova, Italy, in the frame of an "Agreement of Collaboration" with the European Agency F4E.

It is the first time such advanced hybrid circuit breaker technology has been used in industrial application for this high current and voltage ratings. For its development a dedicated R&D activity has been performed at Consorzio RFX (among the members CNR, ENEA, INFN, University of Padua), which entrusted a contract to an Italian supplier, Nidec ASI S.p.A. (NIDEC).

The function of QPC is to rapidly protect the superconducting magnets of JT-60SA, in case of

failure ("quench"). The procurement in time and compliant with original specifications testifies the excellent level of cooperation between European and Japanese laboratories and the effective integration between frontrunner research and industry.

The procurement is part of the activities assigned to CNR under the agreement between Europe and Japan called "Broader Approach" aimed to contribute to the international R&D for Fusion energy development whose main

experiments are ITER, the first fusion reactor and JT-60SA. In the same international context, which comprises a mutual exchange of equipment, key components, procured by JAEA, will be installed within this year at the Neutral Beam Test Facility under realization at Consorzio RFX and aimed to operate the first Neutral Beam Injector for ITER: an outstanding example of what Japanese people call "ninin Sankyaku" collaboration.

➔ <http://www.cnr.it>



EU-JAPAN PROJECT CLOUT

HAS ENTERED INTO ITS FINAL PHASE

ClouT project was officially launched on April 1st 2013, on behalf of the European Commission and the National Institute of Information and Communications Technology (NICT) in Japan, within the frame of the FP7 funding programme. ClouT, which stands for "cloud of things", is providing infrastructure, services, tools and applications that will be used by municipalities, citizens, service developers and application integrators to create, deploy and manage smart city applications that take advantage of the latest advances in Internet of Things (IoT) and Cloud computing.

The project aims at providing a reference Cloud + IoT architecture and developing its instances to be deployed in 4 pilot cities: Santander, Genova, Fujisawa and Mitaka. The ClouT project is bringing together prestigious companies such as ST Microelectronics, Engineering Ingegneria Informatica SpA, Panasonic, NTT, and academic institutes such as CEA, University of Cantabria, Keio University and National Institute of Informatics, which are strongly committed to bring this first EU-Japan initiative to a success.

Clout project has already established its technical architecture and provided a set of specifications and reference implementations of various components identified in the architecture. Several applications have been developed and deployed in the project's pilot cities. "The Paw Collection" application in Mitaka, Japan, aims at contributing to health improvement and to the prevention of isolation of elderly people, by encouraging them to go out and walk through suggested routes that match their interests and abilities.

The "I don't risk" application in Genova, Italy, aims to inform citizens about environmental risks and emergency situations. The Eno-kama Info Surfboard and Smile Coupon applications in Fujisawa, Japan, aim to change tourist behaviour in Kamakura station, in cooperation with Enoshima Electric Railway Co.,Ltd. While surfboard providing city context information, smile coupons provide discounts at the local shops. The more you smile the more you have discount!

➔ <http://clout-project.eu>



CEFAMOL ORGANISES PORTUGUESE BUSINESS DELEGATION TO JAPAN

CEFAMOL – The Portuguese Mouldmakers Association organised a meeting with its Japanese counterpart JaDMA (Japanese Die & Mold Association) in Tokyo. This reunion was integrated on the Portuguese business delegation programme that visited Japan in the beginning of September.

During the reunion, representatives from both countries had the opportunity to share information and analyse the present situation of the Tool and Die Sector, at national and worldwide level, and identify potential cooperation activities to be commonly developed by both Associations and its members in the future.

Still during this visit, under the Memorandum of Understanding recently sign between the Portuguese Engineering & Tooling Cluster, the University of Minho (Portugal) and Nagano Techno Foundation (Japan), a



common seminar between Portuguese and Japanese delegations was promoted in Nagano city.

This initiative allowed members to have wider information about activities developed by the industry in Portugal and Japan, identifying initiatives to be developed in the near future, opening common ground for a closer cooperation within companies, research centres and institutions from both countries.

➔ <http://www.cefamol.pt>



EU AGRI-FOOD CHAIN PARTNERS MEET WITH JAPANESE DELEGATES

On 7 July, EU agri-food chain partners - CELCAA, Copa-Cogeca, and FoodDrinkEurope - organised a reception in celebration of the Japan - EU partnership. The event, organised during the 11th round of negotiations in Brussels, brought together representatives of European agri-food chain organisations and Japanese government officials.

Just over two years into the Japan-EU Economic Partnership Negotiations and as the talks may now enter a more substantial phase, the European agri-food chain partners seized the opportunity to reiterate their support for a comprehensive Economic Partnership Agreement - with an ambitious outcome on the agri-food part of the negotiations. In her welcome speech,

Mella Frewen (FoodDrinkEurope), highlighted the shared appreciation of the EU's and Japan's distinct culinary identities and products.

"At the same time, trade in agri-food products remains far from perfect. Therefore, the European agri-food chain partners continue to advocate for more open markets and improved regulatory coherence - to create a more predictable business environment which will allow operators to better respond to consumer demand." Participants socialised and continued their discussions over a walking dinner with European specialities. ➔ <http://www.fooddrinkeurope.eu>

THE EU-JAPAN AGREEMENT

AN OPPORTUNITY FOR THE MOTORCYCLE INDUSTRY

The EU and Japan, two of the world's largest and most-developed economies, are currently negotiating a major free trade agreement. The twelfth and latest round of these negotiations took place only a few days ago, in Tokyo, between 14 and 18 September 2015. These roundtable discussions are of great importance for both European and Japanese manufacturers of mopeds, motorcycles, and other light vehicles such as tricycles and quadricycles. European-manufactured vehicles are very popular in Japan. So are Japanese products in Europe. In 2012, according to Eurostat, 9.3% of all European exports of motorcycles, parts and accessories were destined to Japan. The same year, 41.8%

of all European imports of motorcycles and components originated in Japan. The ongoing negotiations aim at substantially reducing not only existing tariffs but also non-tariff barriers. This can increase trade flows and bring considerable benefits to both consumers and companies. However, in order to succeed, negotiators will need to tackle the complex and sensitive issue of non-tariff barriers. A key element of this is the harmonisation of the so called 'type-approval' rules (i.e. the rules vehicles have to comply with in order to be allowed on the streets).

Whilst the EU will soon start applying a new type-approval regulation (EU

Regulation 168/2013) and Japan is going in the direction of similarly stringent requirements, the procedures under which vehicles are type-approved in both regions still differ considerably. This often results in further re-testing of vehicles and components, increasing costs and making international trade more difficult. If the final text of the agreement addresses this issue correctly, we can certainly expect trade of motorcycles, accessories and components between the EU and Japan to increase in the coming years, to the benefit of both Japanese and European companies and consumers.

➔ <http://www.acem.eu/>



Seletar Walkway (@vTrium)

CLUSTER COLLABORATION

Organic Electronics Saxony, leading-edge research from Saxony, starts their cooperation with Japan and Great Britain and boosts their status to an international entity for innovation. Organic, flexible and printed electronics will revolutionise the present electronics! The innovation network “Organic Electronics Saxony” (OES) will significantly influence this future market with its developments and products.

OES receives, as one of eleven clusters, a funding up to 4 million euros from the Federal Ministry of Education and Research to internationalise the network. In cooperation with partners from the regions of Yonezawa (Japan) and Cambridge (Great Britain) OES members will push the development of market-ready products in the area of organic, flexible and printed electronics.

Dominik Gronarz, OES-Manager, is pleased about the success, “This funding enables our members in cooperation with the Japanese and British partners to bring this technology faster to marketability and helps to strengthen the Saxon leading position in organic electronics.”

The selected project “Organic Electronics: Commercialisation through internationalisation of the network Organic Electronics Saxony” has been appraised and recommended for funding by an independent expert committee chaired by Margret Wintermantel, President of the German Academic Exchange Service (DAAD). The internationalisation of clusters and networks is part of the new high-tech strategy of the Federal Government to create innovations from ideas and to link science with economy and research with society. At the same time, it is part of the action plan “International Cooperation” of the Federal Ministry of Education and Research. This is how prospects and jobs of tomorrow are created.

➔ http://www.invest-in-saxony.net/en/Startseite_EN/97770.html

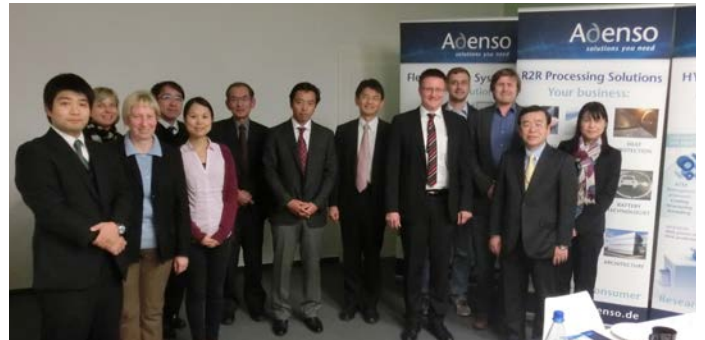
NEXT STEPS IN THE CLUSTER COLLABORATION IN THE ORGANIC ELECTRONICS FIELD

BETWEEN COMPANIES IN SAXONY & IN YONEZAWA, YAMAGATA PREFECTURE

In October 2015, the Plastic Electronics Conference was held together with Semicon Europe in Dresden, Saxony. Organic Electronic Saxony (OES) welcomed 2 Japanese delegations in relation of its cluster collaboration in the organic electronics field and some Japanese companies exhibiting at Semicon Europe.

It is foreseen that the next delegation from Yonezawa will come to Saxony in November. This delegation will be supported by JETRO with the Regional Industrial Tie Up Program (RIT). This programme started last year between the 2 clusters for organic electronics in Saxony and Yonezawa. Some SME from Yonezawa

have already visited Saxony last year and met some Saxon companies in January 2015, in Yonezawa. For some of them, it will be the third opportunity to discuss the collaboration. But also newcomer will join the mission to Saxony to meet the Saxon SME and discuss about future collaboration. With the JETRO support by RIT and support from the Federal Ministry of Education and Research (BMBF) for cluster collaboration the OES hopes that some joint projects between SMEs will be created and realised.



In January 2016, OES will be exhibiting at Nanotech Japan once again. This will be the next step in its cluster collaboration. The fourth workshop with Yamagata University will also be organised on 25 January at the Tokyo International Forum, the workshop will include individual meetings with companies from Yonezawa, as well as the excursion to the Yamagata University.

➔ <http://www.oes-net.de/en/ueber-uns/projects/nicy.html>

BUSY SUMMER FOR EU-JAPAN INTERNSHIPS

This summer the IAESTE exchange programme sent 37 students from EU countries to Japan for science and engineering internships and a similar number of Japanese students visited EU countries for reciprocal training.

Pictured is an IAESTE trainee from Japan at the Instituto Superior Técnico, ISR -Instituto de Sistemas e Robótica- in Portugal, participating in the research and development of the rescue robot “RAPOSA”.

IAESTE A.s.b.l. is the largest provider of science and engineering internships in the world with over 4000 students taking part each year. All IAESTE internships are paid and students can gain real work experience in a professional environment. If you're interested in sending or receiving interns through IAESTE then please get in touch at president@iaeste.org

➔ <http://www.iaeste.org>

7TH GERMAN-JAPANESE DIALOGUE FORUM FOR ENVIRONMENT AND ENERGY

SMART SOLUTIONS FOR CLIMATE PROTECTION AND ENERGY SYSTEMS

27-28 October 2015, Berlin, Germany

Since its founding in 2007, the German-Japanese Dialogue Forum for Environment and Energy has established itself as a platform for the exchange of ideas from industry, academia and politics of two leading technological nations. At this year's conference, 200 experts from Japan and Germany are expected.

The program will include the following topics:

- Economic and Social Impact of Innovative Climate Protection and Energy Technologies
- Smart Cities for Climate Protection and Innovative Energy Systems
- Energy Efficiency - Strategies and Technologies

➔ www.ecos-consult.com/edf2015

IVAM & FUKUSHIMA COOPERATION

IVAM CEO DR. THOMAS DIETRICH TO MANAGE FUTURE ACTIVITIES IN MEDICAL TECHNOLOGY

North Rhine-Westphalian foreign trade promotion agency NRW International has appointed the IVAM Microtechnology Network to drive forward the cooperation between North Rhine-Westphalia and Japan in general and Fukushima Prefecture in particular.

Dr. Thomas Dietrich, CEO of IVAM, is set to supervise cooperations of North Rhine-Westphalian and Japanese SMEs in medical technology and will be acting as a coordinator of all planned activities. These include business meetings and business presentations at medical technology trade shows and conferences, as well as participation in the Japanese trade show "Medical Creation Fukushima" in November 2015. Future activities include a German-Japanese business meeting on "Nanotechnology in Medicine" in September in Olpe, Germany. The leading trade fair MEDICA as well as the co-opted parallel COMPAMED will be used for B2B talks.

In September 2014, North Rhine-Westphalia's Secretary of Commerce Garrelt Duin and Fukushima Prefecture's Governor Yuhei Sato, in a memorandum of understanding agreed on a close cooperation in the field of medical technology. In the face of both Japanese and German societies' demographic change, these fields are of great importance.

Since then, NRW International and IHK Düsseldorf have conducted various activities to further cooperation between North Rhine-Westphalian and Japanese businesses.

Micro- and Nanotechnology promise to be key technologies in reducing cost pressure on the countries' health systems and pushing medical innovations to the markets faster and more efficiently.

Shortly after the 2011 earthquake, Fukushima Prefecture initiated several programs, one of which being close cooperation with the state of North Rhine-Westphalia, with the intention of becoming internationally competitive in medical technology and clean energy and to strengthen the Fukushima region's economy in a sustainable fashion.

THE WORLD OF NANOTECHNOLOGY IN JAPAN - IVAM PRESENTS INNOVATIONS "MADE IN GERMANY"

From January 27 to 29, the world's largest international nanotechnology exhibition and conference will be held at the International Exhibition Center in Tokyo. About 800 exhibitors and 45,000 visitors are expected. nano tech 2016 exhibition presents the latest innovations in nanotechnology products and processes from all over the world. It dedicates on environmental protection and development of new energy sources as well as on life science solutions and medical devices.



IVAM Microtechnology Network is an international association with members in the fields of microtechnology, nanotechnology, advanced materials and photonics.

IVAM supports mainly small and medium-sized companies in bringing innovative technologies and products to market and thus, securing advantages in international competition. Since 1995, IVAM has been supporting companies and institutions from all around the world. The central mission of the association is to create synergies and to support its members in exchanging knowledge, initiating joint projects and networking with each other and potential customers.

➔ <http://ivam.de>

The IVAM Microtechnology Network is going to organise a joint pavilion at nano tech 2016 and is thereby offering an opportunity for nanotechnology companies and research institutes to present their products and innovations at the world's largest nanotechnology market place. The joint pavilion is organised by IVAM in cooperation with ICS Convention Design, Inc. Various other exhibitions will take place in parallel, e.g. "Printable Electronics 2015", "3D Printing 2015" and "SURTECH 2015". This provides for synergies for exhibitors and visitors.

➔ http://ivam.de/calendar/nano_tech_2016

The 6th Kobe University Brussels European Centre Symposium
For Smart and Healthy Society
- common challenges in research and education
by Japan and EU collaboration -

Opening 9:30-10:00
Session I 10:00-13:30
ICT and Smarter Society
Session II 10:00-13:30
*Nanoscience for Material
Technology and Energy
Conversion*
Session III 14:30-18:00
*Perspectives on Interdisciplinary
Research and Education of
Economics and Law*
Session IV 14:30-18:00
*Recent Advances in In Vitro
Modeling of the Human-Microbial
Gastrointestinal Interface*

Date and Time
Tuesday 20 October 2015
9:30 - 18:00
Registration to start at 9:00

Venue
Thon Hotel EU
Rue de la Loi / Wetstraat 75,
B-1040, Brussels, Belgium
organiser : Kobe University



For Registration and Inquiry
Kobe University Centre for EU Studies
http://www.office.kobe-u.ac.jp/iepiep/registration_eu/en/registration.html
E-mail : intl-kobe_u_bxl@office.kobe-u.ac.jp

THE 6TH KOBE UNIVERSITY BRUSSELS EUROPEAN CENTRE SYMPOSIUM

20 OCTOBER 2015, BRUSSELS, BELGIUM

“For Smart and Healthy Society - common challenges in research and education by Japan and EU collaboration”

Every year Kobe University Brussels European Centre holds a symposium aiming to introduce latest research results and applications in natural and social sciences from Japanese universities and partners institutions in Europe. The annual symposia have been an important occasion for researchers and policy makers to envisage future collaboration for the benefit of society at large.

During this Symposium, the latest collaboration between Japanese and European institutions in the fields of ICT, Nano and Material Science, Human Health, and Law and Economics will be introduced by prominent researchers. Interested members of the public are warmly welcome to attend this event.

For enquiry, please contact Kobe University Brussels European Centre at: intl-kobe_u_bxl@office.kobe-u.ac.jp
For attendance, please register at the following website: http://www.office.kobe-u.ac.jp/iepiep/events/20151020_en.html

DUTCH MISSION TO JAPAN

The Dutch producer organisation for recycling of e-waste (WEEE compliance scheme) is planning a mission to Japan end of January 2016. The goal is to explain and discuss findings of research on Design for Recycling (DfR) of electronics with authorities, producers, compliance schemes and representatives of research organisations. The Dutch DfR-report describes 10 measures that producers can take to allow improved recycling and recovery of critical substances and contribute to achieving a circular economy.

The NVMP, in which the majority of producers and importers of white goods, brown goods, ICT, lighting and electrical tools are represented, is the compliance scheme for the WEEE Directive in the Netherlands. It represents around 1.500 individual companies and aims to comply with the Dutch regulation based on the WEEE Directive.

Collection and recycling of e-waste is commissioned to NVMPs service provider Wecycle. Until recently, they jointly acted as the single Dutch WEEE collection system with 15 years of experience in collecting and communicating on e-waste collection and recycling. The Extended Producer Responsibility (EPR) system collects roughly 1/3 of the 350.000 tons of e-waste that become available. Current regulation requires that much more e-waste is accounted for and is treated according to new standards. An exchange of experiences and ideas may help to find ways to improve collection.

The Japanese government and industry are already heavily investing in technology and innovation to recover resources, in particular critical substances.

It would be worthwhile to make results and insights available and applicable in Europe/the Netherlands. This could stimulate the circular economy and provide sources of critical substances that are not available or economically feasible right now. The measures described in the DfR-report may help to understand how the recovery of critical substances can be improved, while also showing which drawbacks the recovery of one substance may have on the recovery of others.



@Wecycle

Further information can be obtained by the NVMP (www.nvmp.nl) and Wecycle (www.wecycle.nl). The report ‘Product Centric Simulation Based Design for Recycling and Design for Resource Efficiency’ is available at

http://www.nvmp.nl/uploads/pdf/research/MARAS_Design%20for%20Recycling%20E-waste_FINAL%20REPORT.pdf

JAPANESE DEVELOPMENTS IN MOSELLE

This summer time was very productive and diversified in the development of industrial cooperation between Moselle, in Eastern France, and Japan. A delegation of 12 SME's from Ota City (one of the 23 cities composing the greater Tokyo) visited Moselle and had extensive presentations of this unique trans-border territory of Europe.



A particular highlight was given to the public strategy aimed at promoting the European Materials and Energy Valley (EMEV) in Eastern France. EMEV is particularly represented on Metz Technological Campus, which is a unique ecosystem gathering training centres, laboratories, technological platforms, innovation and technology transfer centres, as well as leading international companies in the field of energy and materials. Eastern France produces 20% of the French electricity, while accounting for 9% of the French population. Japanese visitors were particularly interested by the presentation of the Welding Institute in Yutz, with the various technologies developed, in particular the FSW (Friction Stir Welding) technology, commonly used in the aeronautics sector. As a result of this visit to Moselle, 5 Japanese companies have registered to Metz-Saarbrücken World Trade Centre and have set up a domiciliation in Metz, as their first footstep in the European market. Those companies are Nisshin Industrial Ltd, Ohzen Inc, Sanada Kikai Co Ltd, Taiyo Toryo Co Ltd, Tsubame Radio Co Ltd. Their progressive discovery of Moselle, Eastern France should lead them to further developments in the coming months.

The capital and business alliance announced by the companies Ficosa (HQ: Barcelona/Spain, one of the top-tier global provider dedicated to research, development, production



and sales of safety, communication and efficiency systems for the automotive industry) and Panasonic Corporation (HQ : Osaka/Japan, worldwide leader in the development of diverse electronics technologies and solutions for customers in the consumer electronics, housing, automotive, enterprise solutions and device industries). Panasonic has taken a 49% stake in Ficosa group. With this alliance, partners have announced their will to accelerate the fusion and further evolution of the Comfort and Safety areas for the next generation of cockpit systems, as well as the quick launch of electronic mirror systems business and advanced driver assistance systems. Ficosa group is already present in Moselle with major R&D/production capabilities in the city of Dieuze.

➔ <http://www.moselle-developpement.com/index.php/fr/actualite/moselle-developpement-a-accueilli-3-delegations-japonaises-en-moselle-fin-juin-debut-juillet>

PROMOTION OF CZECH LIFE SCIENCES IN JAPAN

The government of the Czech Republic set one of the long-term goals - an acceleration of the transfer of knowledge between the science and business communities and continuous support of research activities.

To fulfil this objective, the CzechInvest Agency promotes life sciences with primary focus on biomedical chemistry within Japanese regions. It executes primary linkage between Czech centres of excellence and leading Japanese pharma & bio manufacturers to develop cooperation in contract research, contract manufacturing or license agreements.

The Czech Republic has a rich heritage of scientific discoveries ranging from the building blocks of genetics laid down by Gregor Johann Mendel, through the invention of soft contact lenses, to ground-breaking antiviral drugs whose principal compounds were developed by Professor Antonín Holý at the Institute of Organic Chemistry and Biochemistry of the Czech Academy of Sciences. Within this year, CzechInvest became a member of Japan Bioindustry Association and is promoting Czech life-science sector more actively in local Japanese magazines such as Nikkei Biotechnology & Business or International Pharmaceutical Intelligence published by Kokusai Shogyo. It is also exhibiting at the local trade fair BioJapan in Yokohama, for the second time. During the BioJapan forum named BioCluster summit, the case study of Czech MedChemBio cluster was presented. Main areas - within which the Czech life-science community collaborates internationally - are research, development and production of human and veterinary pharmaceuticals, diagnostics, synthetic and fermentation technologies, animal and plant biotechnologies and the use of biotechnologies in waste liquidation and environmental protection.

As an additional project, a collection of large-size photographs were displayed in Zou-no-hana Terrace (Yokohama), where child oncology patients from Prague hospital Motol dream about their future professions. The exhibition named "My new life", is also going to be displayed at Spiral Building in Omotesando and at the Czech embassy in Hiroo area.

Contact: ➔ tokyo@czechinvest.org

GERMAN-JAPANESE SYMPOSIUM

EFFORT TO ENHANCING RESEARCH INTEGRITY - EXAMPLES AND EXPERIENCES OF JAPAN AND GERMANY

In recent years, a spate of misconduct cases in research activities occurred in research institutes in Japan. This tendency is also regarded as a social problem.

Therefore, the Council for Science, Technology and Innovation (CSTI) released "Guidelines for Responding to Misconduct in Research" in 2014. Furthermore, the Ministry of Education, Culture, Sports, Science and Technology (MEXT) compiled a new "Correspondence Guideline to the Misconduct in Research Activities" that, among others, suggests solid education in research ethics by each research institution. In Germany, the German Research Foundation (DFG) revised its "Proposals for Safeguarding Good Scientific Practice" in September 2013 from the initial edition released in 1997. Therein the DFG proposes a way of educating young researchers in this regards.

Held in Tokyo on the 30 September 2015, this symposium offered a closer look at the enhancement of research integrity in Japan and Germany. Main focusses were the exchange of ideas and the measures that funding agencies, research institutions and universities have implemented to promote education in research ethics further in these two countries.

➡ <http://www.jst.go.jp/researchintegrity/symposium150930.html>

WORKSHOP ON RESEARCH INTEGRITY

Following the German-Japanese Symposium "Effort to Enhancing Research Integrity - Examples and Experiences of Japan and Germany" held on the 30 September, the DFG and its Japan Office offered the opportunity to join an in-depth open

roundtable discussion on the topic on 1st October. The participants had the chance to talk to the experts from Germany about how to implement research integrity, how to deal with misconduct, how to teach responsible conduct of research, ethics in science, and other issues. Following this open workshop, the participants had the opportunity to have individual talks with the German experts on the same morning. As research is becoming more and more global, aspects like integrity, responsibility and ethics need also be addressed on a global level. It is vital to join in the international discussions and try to learn from each other's experience.

➡ http://www.dfg.de/jp/aktuelles/berichte/2015/151001_research_integrity/index.html

FIRST LEIBNIZ-LECTURE IN JAPAN

FROM THE CLASSICAL FEEDBACK LOOP TO THE NEW CYBERNETICS OF THE 21ST CENTURY

On 1 October, the Deutsche Forschungsgemeinschaft (DFG, German Research Foundation) invited Prof. Dr. Ing. Frank Allgöwer to hold the first Leibniz-Lecture in Japan. Prof. Allgöwer, who was awarded the prestigious Leibniz Prize in 2004, is the director of the Institute for Systems Theory and Automatic Control and professor in the Mechanical Engineering Department at the University of Stuttgart in Germany. In his talk, starting from the concepts of feedback and its significance in nature and technology, Prof. Allgöwer presented the new developments and challenges in connection to the control of interconnected networks of complex systems. Feedback based automatic control has been a key enabling technology for many technological advances over the past 80 years. New application domains, like autonomous cars driving on automated highways, energy distribution via smart grids, life in smart cities or the new production paradigm Industry 4.0 do, however, require a new type of cybernetic systems and control theory that goes beyond classical ideas.

➡ http://www.dfg.de/jp/aktuelles/berichte/2015/151001_leibniz_lecture/index.html

EUGEN & ILSE SEIBOLD PRIZE

The Eugen and Ilse Seibold Prize is awarded to Japanese and German researchers in recognition of their exceptional contribution towards advancing understanding between the two countries. The prize is valued at €10,000 and is awarded once every two years to one German and one Japanese researcher. The prizes are awarded for particular achievements in all fields of research, this year in the humanities and social sciences.

German awardee Gesine Foljanty-Jost from University of Halle-Wittenberg is professor for political science and Japanese studies. Her focus of research is on the Japanese civil society in international comparison and on the cultural and political impact of social movements in Germany and Japan. She was co-speaker of the International Research Training group with the University of Tokyo about civic society in Germany and Japan; funded by DFG and the Japan Society for the Promotion of Science (JSPS). In 2014, she received the prestigious Order of the Rising Sun.

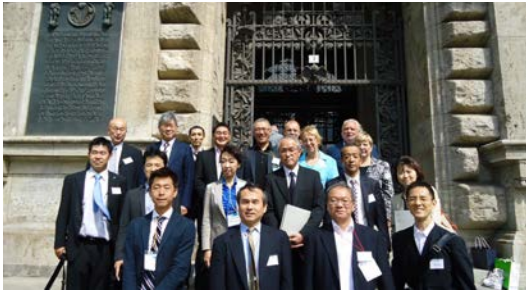
Japanese awardee Miyoko Motozawa is a professor for civil and social law at the University of Tsukuba. She is an expert of Japanese and German family and social law which she studied, among others, with a Humboldt Research Fellowship in Bayreuth and at the Max Planck Institute for Social Law and Social Policy in Munich. The results of her widely acknowledged academic work have led to a statutory nursing care assurance in Japan. Professor Motozawa is the founder of the International Research Centre on the topic of "Global Aging" at University of Tsukuba.

Both awardees widely support young researchers and promote mutual understanding and research cooperation between Japan and Germany.

➡ http://www.dfg.de/en/funded_projects/prizewinners/seibold_prize/2015/index.html

VISIT OF A JAPANESE SME DELEGATION

IN JULY 2015 IN LEIPZIG



The collaboration of German and Japanese medium sized companies was part of the discussion between German Chancellor Angela Merkel and Prime Minister Shinzo Abe during her visit to Tokyo in March.

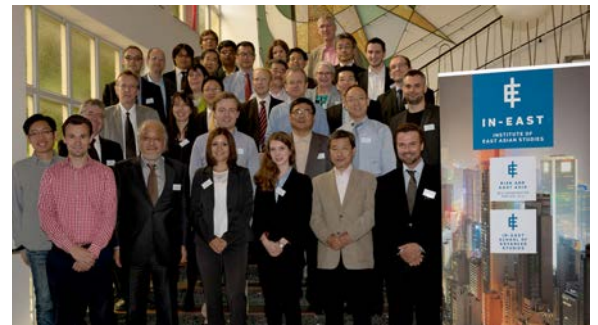
As a follow up of that meeting, a Japanese delegation of small and medium sized companies selected by the Japanese Government was welcomed on 7-8 July in Leipzig, Saxony. Most of the members were owners of companies in automotive industry (parts, tools and machines). METI and JETRO supported that delegation. The main interest of the group was to learn how medium sized companies run successfully their factory in Germany. The Japanese participants were also interested in how the Saxon companies deal with foreign markets, and if they have an interest to collaborate with Japanese. The Saxony Economic Development Corporation organised together with the City of Leipzig and the Saxon automobile cluster AMZ a networking event with Saxon companies on the 7 July, at Porsche factory in Leipzig after an impressive visit of Porsche AG's workshop. The Japanese delegation members exchanged their ideas with potential partners in Saxony. On 8 July the delegation discussed possible business opportunities with the City of Leipzig and the Saxony Economic Development. For some members, it was already a second successful visit to Germany. Hopefully, the visit of the delegation in Leipzig will be the beginning of a future collaboration. ➔ <http://www.invest-in-saxony.de>

INNOVATION IN THE EAST-ASIAN AUTOMOTIVE INDUSTRY

From fuel cells to frugal innovation, automotive innovation shifts to East Asia. The IN-EAST School of Advanced Studies hosted a two-day international workshop on "Innovation in the EAST-ASIAN Automotive Industry" on June 19 and 20, 2015. In the past, automotive innovations were mainly driven by Western companies aimed at developed markets. Today, we also see an increasing focus on innovations in emerging markets in East Asia. To explore the different facets of innovation in the East Asian automotive industry, 36 workshop participants came from Europe and East Asia to discuss the role of innovation in recent developments in East Asia and how the innovative process is shaped by local, institutional, cultural and organisational factors.

The two workshop days were opened by two prominent keynote speakers in this field, Professor Takahiro Fujimoto (University of Tokyo) and Professor Paul Hong (University of Toledo). Professor Fujimoto explained how automotive companies can gain competitive advantage through a combination of product architecture and organisational capabilities. Professor Hong showed how Asian automotive companies develop network capabilities and discussed the importance of the Northeast-Asian automotive industry.

Central topics of the further presentations were the rise of the Chinese automotive market, new forms of R&D organisation and new approaches of targeting automotive



customers in emerging markets with 'frugal' innovations. Overall, 15 papers were presented in five sessions and every presenter received feedback both from an assigned commentator and from in feedback sessions. Several coffee breaks during the workshop and a common dinner at the first evening supported discussions and networking between the authors. It is expected that this collaborative process will lead to interesting and valuable papers in the forthcoming special issue of "Technovation".

➔ <https://www.uni-due.de/in-east>

FRENCH TECH TOKYO

The French Tech Tokyo website is the official online hub of the French Tech scene based in Tokyo and Japan, bringing together companies, start-ups, investors, events and organisations. The online hub will:

- Facilitate introductions between French entrepreneurs based in Tokyo and French entrepreneurs willing to expand their business in Japan
- Provide visibility to start-ups founded by French entrepreneurs who are operating in Tokyo
- Reference public and private initiatives and organisations who support French start-ups expanding in Japan
- Be the entry point for Japanese investors, companies, engineers willing to explore new opportunities in France

➔ <http://tokyo.lafrenchtech.com/>

CLUSTER ACADEMY **INTERACTIVE TRAINING WEEK** 24-27 NOVEMBER 2015, LINZ, AUSTRIA

Upper Austria perceived as a truly successful model of a "cluster region", shares its expertise in cluster management operations. This interactive training week covers the areas of change management, how to identify and apply megatrends to the needs of your region, leadership skills (e.g. how to deal with uncertainty), knowledge management (CRM), how to compile your cluster's services, internationalization (services, projects, cooperations etc.), financial mix of cluster initiatives, evaluation & measuring success of cluster initiatives.

The Cluster Academy shows how successful clusters work, using Upper Austria as an example which gives an input, how these processes could be implemented in your region. An additional benefit is the networking and exchange of experience with international participants, sharing the same interests in cluster activities.

This year, extensive interactive formats of participation are offered; workshops, field reports, and presentations are being designed. A direct visit to Rosenbauer (<http://www.rosenbauer.com/en>) one of the world's leading manufacturers of firefighting equipment for fire and emergency services one of our key cluster partner companies should spot the motivation of being active in a cluster. Attractive side events give a chance to get to know the participants and the city of Linz.

Instructors: Werner Pamminger (TCI-Board member, CEO Business Upper Austria); Klaus Haasis (TCI-Board member, Innovation Coach); Christian Altmann (Director Clusterland); Christoph Reiss-Schmidt (International Affairs Clusterland); Bernhard Schauer (Knowledge Management Clusterland); Manuel Brunner (Project Manager, Mechatronics Cluster); An instructor of UNIDO; An instructor of the Export Center of Upper Austria; An instructor of the Enterprise Europe Network (EEN).

Who should attend?

- Operative cluster & network managers/facilitators/coordinators
- Policy makers (e.g. responsible for S3 strategies)
- Public institutions running or cooperating with cluster initiatives
- Research and development centers (e.g. interested in knowledge transfer)
- (International) organisations (e.g. responsible for cluster set up support)

Agenda available here http://biz-up.at/lib/CRMtoWeb/model/objects/event/files/E015646E-3F14-E511-B26E-005056A11C97/150831%20TN-Unterlagen_CA_2015_final.pdf

➔ <https://survey.biz-up.at/fs/fs.aspx?surveyid=8b11d35b5404dfb862e08fd01d68a5a>



A 360° approach to build Life Sciences partnerships

www.biofit-event.com

BIOFIT 2015 BUSINESS CONVENTION 1-2 DECEMBER 2015, STRASBOURG, FRANCE

BioFIT is the leading European partnering event for open innovation, technology transfer and collaborative research in Life Sciences.

Organised by Eurasanté, NHL Cluster and in collaboration with "Alsace BioValley" and "SATT Conectus Alsace", BioFIT 4th edition gathers pharma, emerging and small biotech companies, TTOs and research institutes together with academia, medtech and diagnostics companies - they are 1,300 international leading stakeholders in the sector, from 30 countries, who meet every year with same goals:

- engage new partnerships;
- foster the emergence of collaborative projects;
- intensify the flow of licenses in the field of life sciences;

Organisers will be delighted to welcome Japanese key players of innovation in Life Sciences such as Santen Pharmaceuticals, Takeda Pharmaceuticals, Tokyo University of Science and many others who attended the previous edition in 2014. BioFIT operates as a platform to build partnerships for all public and private stakeholders featuring:

- partnering one-to-one meetings to pre schedule your meetings (opening of the business dating platform: end of October) <http://www.biofit-event.com/partnering-meeting/partnering-tool>
- conferences and round tables to discuss hot topics (academia spin offs, intellectual property, crowd funding, IP issues, ...) <http://www.biofit-event.com/conferences-and-round-tables>

- technology presentations to discover the latest innovations to be licensed <http://www.biofit-event.com/posters-presenting-technologies>
- exhibition to highlight your visibility (deadline for subscription : November 19th) <http://www.biofit-event.com/exhibition>
- evening reception to continue networking. <http://www.biofit-event.com/bioparty>

Many large companies of the sector are attending the event, the list of participants is available at <http://www.biofit-event.com/participants/2015-participants> and online registrations are open <http://www.biofit-event.com/registration/registration-fees>

➔ <http://www.biofit-event.com>

POLISH FESTIVAL AT ROPPONGI HILLS 2015

A special promotional event organised by Trade and Investment Promotion Section of the Embassy of the Republic of Poland in Japan annually since 2011 was held at Oyane Plaza in Roppongi Hills (Tokyo) on 2-4 October, 2015. Visitors not only had the opportunity to taste Polish genuine cuisine, but also enjoy original culture, including: folk dance performance, chorus, vocal and piano recitals (classic Chopin and jazz), ethno electro music by Polish music group, art exhibition, talk-show and quiz with attractive prizes to win, including air tickets to Poland provided by LOT Polish Airlines, as well as many other attractions.



A variety of Polish products offered by their Japanese importers was available on 14 stands selling food articles, exquisite traditional handicrafts such as the popular Boleslawiec pottery, fashionable bags, jewellery accessories and many other excellent items "made in Poland".



The Embassy extends its sincere gratitude to all fans of Poland who shared their time with them! They are looking forward to meeting all visitors again in 2016! In case of any queries please contact tokyo@trade.gov.pl

https://tokyo.trade.gov.pl/ja/kalendarium/detail/y,2015,m,10,article,8768,Zhuan_dyandaebdsdaemdaebdaeng.html

SPECIAL SESSION OF THE INSME ACADEMY ORGANISED WITHIN THE MIRRIS PROJECT

22 OCTOBER 2015, ONLINE

"Discussing the success factors on how innovation systems can better address the Participation to the European Research Area"

Research, Development and Innovation are globally recognized as success factors allowing a country to prosper and grow. Is the European Union exploiting research and innovation programmes at their maximum extent to become more competitive on a global scale? Which are the strategies and the policies to be adopted to reach the top of the world's innovation ranking?



Find an answer to these crucial questions on the 22 October at 1 p.m. (Central European Summer Time) by taking part to the interactive webinar and learn about:

- The barriers encountered by the "new" EU countries in accessing the EU Research Programmes;
- The methodologies the MIRRIS project adopted to identify the intervention modalities for EU Member States (with a special focus on EU 13 target countries) by bringing together researchers, policy makers and relevant stakeholders;
- Already validated lessons learnt from EU countries to make the difference in Europe and abroad.

Since the webinar is promoted in the frame of the MIRRIS (Mobilising Institutional Reforms in Research and Innovation Systems) Project - www.mirris.eu, the participation will also be the opportunity to access precious insights from the extensive policy dialogue exercise carried out in the 13 target countries and on the coaching activities available as a support measure to better exploit EU R&D Programmes. The session will feature the contributions of Mr. Andrea Di Anselmo, Director at META Group (Coordinator of the Project) and Dr. Stijn Delaurè, from Leuven University (MIRRIS Expert) which will share their expertise and will be available for a Q&A session to brainstorm on how to enhance R&D policies both in EU and non-EU countries.

To join the INSMEAcademy you will only need a pc with a stable internet connection, a headset (to actively intervene) and one hour of your precious time. For any further information about the INSMEAcademy contact the following e-mail address:

academy@insme.it

<http://insme.org/insmeacademy>

THE JAPANESE TEA PRODUCERS CONTINUE TO PROMOTE THEIR FINE TEAS FOR EXPORT TO EUROPE

Nowadays Japan is producing about 80,000 metric tonnes of tea per year, which represent only 2% of the world tea output. Of this volume about 3,000t are exported to the West. It is important to note that these exported teas fetch the highest average prices in the world with 22.8 \$/kg in 2013, compared to an average of 3.9 \$ per kg for teas from China, 4.7\$/kg for teas from Sri Lanka and 6.2 \$/kg for teas from Taiwan. This high value is due to the premium quality of Japanese teas. Hence, promoting these sales is an efficient way towards increasing export sales.

In Paris, France, during the spring 2015 event of Japan Days the focus was on tea, with educational tea tasting sessions and handmade



traditional tea ware.

In Venice, Italy an International Symposium about Japanese Tea Culture has been organised to highlight the impact of tea on society, education and human relations; scheduled to take place in the Ca' Foscari University on Thursday 1st October 2015, it was run by a team of University teachers from Japan, Italy and the UK.

<http://nouvellepresseduthe.blogspot.com>

TOYOKO INN EUROPEAN EXPANSION STARTS IN MARSEILLE

Toyoko Inn, one of the largest hotel chains in Japan with 241 hotels, plus another six in South Korea, is about to launch its development in Europe. Toyoko Inn aims to build 50 hotels in France, with the head office located in Marseille's La Joliette district.

The hotel chain has chosen to set up in Marseille on the perimeter of the Euroméditerranée development program which is changing the face of the city.

It will be sited in a strategic location close to St. Charles TGV station, the A7 freeway and the Joliette business district. An opportunity to become a beacon at the entrance to Marseille and a key component of the Euroméditerranée urban regeneration project.



^ Non-contractual perspective

The building's architecture, from the drawing board of the Marseille firm Tangram Architectes working alongside Toyoko Inn Architect Co. Ltd., blends contemporary codes and references to traditional Japanese culture, thus promoting the new face of the Toyoko Inn brand in Europe.

Provided comfortable accommodation at reasonable prices, the 3-star hotel will offer 231 rooms, on the 6500 sq. m site. Due to open in 2016, it will be a convenient base for tourists and business persons. The investment amounts to 20 million Euro.

http://www.investinprovence.com/en_US/news/740/

THE WHITE BOOK OF JAPANESE COMPANIES IN SPAIN



During 2013 and 2014, Spain celebrated the 400 anniversary of Keicho embassy to Spain that arrived to the Andalusian coasts pursuing to setting up regular commercial

relationships with the most important western authorities at that time: the Spanish King and the Roman Cristian Pope.

Within an intensive agenda of events, the association of managers at Japanese companies (Shacho-Kai) decided to carry out a White Book about the story of Japanese companies in Spain, bearing in mind that the firsts came more than 40 years ago. Therefore, the White Book emerges as a project based on the interest of the Japanese business community in Spain, to acknowledge the impact of their presence for over 40 years.

For the development of this project followed the Delphi methodology, which in a first phase consisted on making personal interviews and phone calls to the representatives of Japanese companies in Spain, and in-depth interviews with experts from related institutions. Subsequently, in a second phase, two discussion panels were organised with relevant members (from the companies and related institutions), on the diagnoses of the first phase. In these guided discussions panels, a number of recommendations were collected.

To sum up, the implementation of the White Book resulted from 27 interviews with business executives and 10 experts from the Japanese community; statistical information on the principal macro-economic centers (ICEX, MITI/METI, JETRO, etc.); bibliography related to management, history, culture, geopolitics and economics; 6 chapters, 6 appendix, 47 charts y graphics; top-down focus, from the macroeconomic and political context of the "Overseas" situation; diagnosis and recommendations on the enterprises' situation in five key

areas: Attracting investment, Training, Global Value Chain, Management Model and Association. The first results of this survey were presented last year at the Japanese Embassy at Madrid.

<http://www.shachokai.es>
<http://www.es.emb-japan.go.jp>

BULGARIAN POULTRY FOR JAPAN

For years, Japan is interested in different products from Bulgaria. Very popular and well accepted in Japan is the traditional Bulgarian yoghurt with its famed bacteria *Lactobacillus bulgaricus*.

Japan has expressed interest in expanding its imports of certain agricultural products and especially in the imports of Bulgarian poultry. Import from European destination such as Bulgaria has very good potential. In the recent years, Japan imported most of its poultry from Brazil because of restrictions on imports from Asian nations due to outbreaks of avian flu.

In May the Ministry of Agriculture, Forestry and Fisheries of Japan ascertain that Bulgaria is a country free from highly pathogenic avian flu, and from the 19 of May 2015 agrees the necessary veterinary certificates required for imports of poultry's fresh meat and their products from Bulgaria.

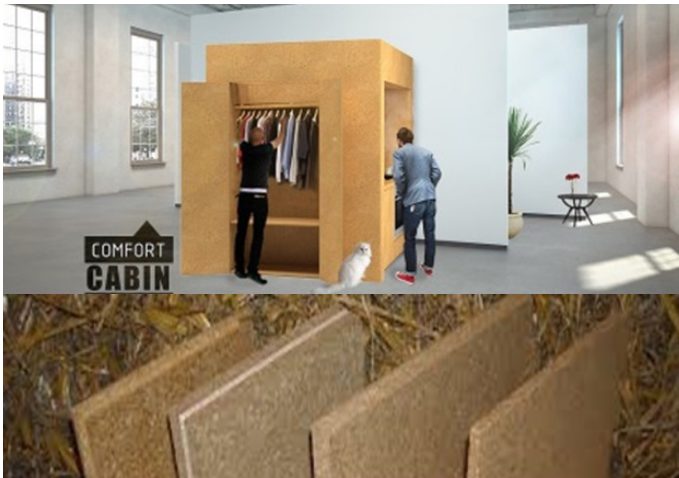
http://www.bg.emb-japan.go.jp/bg/news/news_2015/a-2015_05_28_norin_oshirase_bg.html

CLEANING THE OCEAN

The coastal array will be the first time an operational Ocean Cleanup system is to be deployed in the ocean. Spanning 2000 meters (and with a barrier length of over 2300m), it will become the longest floating structure ever deployed on the oceans, even though this will be just 2% of the full scale structure. Deployment is expected in Q2 2016. On May 20, The Ocean Cleanup and the city government of Tsushima (a Japanese island which lies between Japan and Korea) jointly agreed to conduct research to bring the world's first Ocean Cleanup array to Tsushima Island.

<http://www.theoceancleanup.com>

DUTCH BIOBASED BUILDING BOARDS FOR JAPAN



< A cabinet constructed with the bio-based boards

Fab Lab relief housing constructed with the boards >

< Impression of the boards



A Dutch company developed formaldehyde free boards, produced by bio-waste materials, applied at furniture, home interior and prefab constructions. These boards are completely bio-based and have a very high negative carbon footprint.

They are produced by a pressing process in which the bio-waste material is compressed at moderate temperature and fixed by an added environmental friendly binder. The boards represents a sustainable alternative to wood chip based boards and can be delivered in a

variant combinations of thickness and density as well as visual appeal for the decoration market (see figure 1-3).

In order to expand their market the company was looking for new distributors with a large network in fields like, carpentries, building, furniture and decoration industry within the framework of commercial agreements with technical assistance.

The Chamber of Commerce in the Netherlands produced a technology offer in the framework of the Enterprise

Europe Network (EEN) project. This EEN profile aroused the interested of a few Japanese distributors active in the building industries, since they are very interested in bio-based developments, which fit in the in the idea "People, Planet and Profit".

The Dutch company and the Japanese distributors recently signed a "letter of intent" for supplying the boards, when they are full in production. A very nice result, which emphasis the power of the Enterprise Europe (Matchmaking) Network.

Source: The Chamber of Commerce in the Netherlands

ENTERPRISE EUROPE NETWORK EVENTS

B2B OPPORTUNITIES FOR EU AND JAPANESE SMES

MILIPOL & CARTES SECURE CONNEXIONS BROKERAGE EVENT

17-19 NOVEMBER, PARIS, FRANCE

Sector: security

Registration deadline: 10 November 2015

Paris Chamber of Commerce and Industry is organising a Brokerage Event on the occasion of Milipol (<http://www.milipol.com>) & Cartes Secure Connexions (<http://www.cartes.com>) fairs on the 17-19 November 2015. Carte Secure Connexions is a leading event on secure payment solution identification and mobility (data protection, e-transactions, smart-cards, NFC, mobile payment...). Attendees will come from financial, retail, government, Identity and Access, telecommunications and transportation sectors. Milipol Paris is the Worldwide Exhibition of Internal State Security.

➔ <http://www.milipolcartes2015businessmeetings.com>

TUSEMATCH 2016

4-5 FEBRUARY 2016, THE HAGUE, THE NETHERLANDS

In the frame of TUSExpo Fair (<http://tusexpo.com>) a brokerage event will be organised by the Netherlands Chamber of Commerce. TUSExpo is a dedicated and focused business platform, unique in bringing together European and global companies from the entire Unmanned Systems supply chain with customers and end-users.

➔ <https://www.b2match.eu/tusematch2016>

SMART CITY EXPO 2015 BROKERAGE EVENT

18-19 NOVEMBER 2015, BARCELONA, SPAIN

Sector: smart technologies

Registration deadline: 6 November 2015

ACCIÓ, the business support agency of the Catalan Government, organises with the support of the Enterprise Europe Network, the second edition of the international matchmaking event focused on smart cities in the framework of Smart City Expo World Congress 2015 (<http://www.smartcityexpo.com>). The aim of the Brokerage Event is to assist SMEs, start-ups, entrepreneurs, universities, research groups, corporations, institutions and cities in finding international partners for product development, manufacturing and licensing agreements, joint ventures or other types of partnership.

➔ <http://smartcity2015be.talkb2b.net/>

Sector: unmanned aerial vehicle and drones

Registration deadline: 27 January 2016

EU-JAPAN BUSINESS COOPERATION OPPORTUNITIES

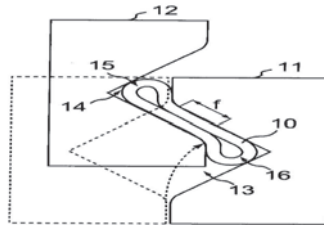
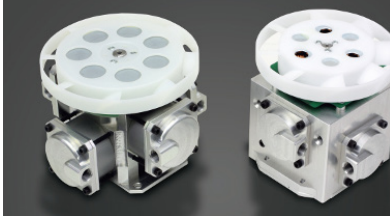


JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU

REQUEST FOR DISTRIBUTOR
Sector: industrial equipment

Japanese motor products manufacturing company is seeking EU distributors and manufacturers operating in the medical devices industry
Profile ID: [BOJP20140730001](#)

Compressor

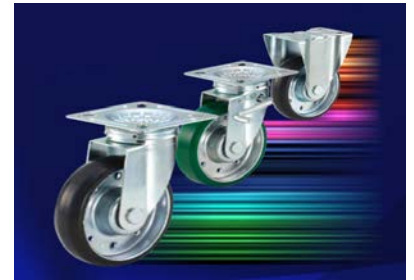


REQUEST FOR LICENSEE
Sector: medical

A Japanese firm is offering a newly patented technology on peristaltic pumps
Profile ID: [TOJP20150713001](#)

REQUEST FOR DISTRIBUTOR
Sector: Industrial equipment

Japanese manufacturer of caster wheels seeking distribution or commercial partners
Profile ID: [BOJP20150715001](#)



REQUEST FOR DISTRIBUTOR/AGENT
Sector: medical

Japanese foot support for hallux valgus offered to distribution partners and commercial agents
Profile ID: [BOJP20150717001](#)

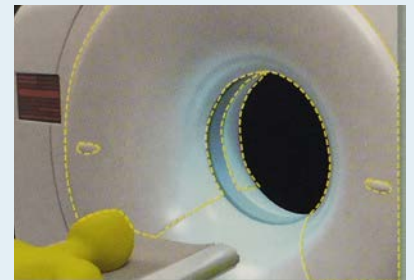


REQUEST FOR DISTRIBUTOR
Sector: medical

Japanese manufacturer of foot-stimulation products seeking EU distributor
Profile ID: [BOJP20140812001](#)

REQUEST FOR DISTRIBUTOR/AGENT
Sector: medical

Japanese manufacturer of contact safety devices seeking commercial agent or distribution partner in the EU
Profile ID: [BOJP20150826001](#)



REQUEST FOR DISTRIBUTOR/AGENT
Sector: healthcare, medical

Japanese manufacturing company is seeking distributors/sales representatives of welfare apparatus
Profile ID: [BOJP20140908001](#)



REQUEST FOR LICENSEE
Sector: packaging

A Japanese manufacturer of plastic packaging for the food industry is seeking licensee for their plastic film manufacturing patents
Profile ID: [BOJP20140716001](#)



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

REQUEST FOR SUPPLIER
Sector: glass

A Japanese retailer is seeking partnership with glass bottles and jar manufacturers in the EU
Profile ID: [BRJP20140225001](#)

REQUEST FOR DISTRIBUTOR/AGENT
Sector: healthcare, medical

Japanese medical apparatus manufacturer seeking a distribution partner or commercial agent for its dry hydro jet massage bed
Profile ID: [BOJP20150914001](#)



REQUEST FOR SALES AGENT
Sector: Metalworking

Japanese metal injection moulding company offering small metal components to commercial agents in medical, accessory, electric and automotive fields
Profile ID: [BOJP20150924001](#)



EU-JAPAN BUSINESS COOPERATION OPPORTUNITIES



JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU

REQUEST FOR DISTRIBUTOR/AGENT Sector: ICT

Japanese data analysis software for metrics and biology offered to distributors or commercial agents
Profile ID: BOJP20150819001



REQUEST FOR DISTRIBUTOR Sector: machinery

A Japanese riveting machine manufacturer is looking for a partnership which includes distribution and technical services
Profile ID: BOJP20140901001

TECHNOLOGY OFFER Sector: industrial equipment

Japanese R&D-oriented plastic products manufacturer offering license for paintless metallic plastic technology
Profile ID: TOJP20150909001



EU COMPANIES LOOKING FOR PARTNERS IN JAPAN



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



DISTRIBUTION SERVICES OFFERED Sector: services

German company is looking for Japanese suppliers of "made-in-Japan" products from the mechanical, optical or electric field
Profile ID: BRDE20150910001



TECHNOLOGY OFFER Sector: biotech, medical

German biotech SME offers technology for new chemical entity to treat chemotherapy-induced myelosuppression
Profile ID: TODE20150730001



DISTRIBUTION SERVICES OFFERED Sector: services

Danish company looking for innovative products for windmill service and maintenance
Profile ID: BRDK20150914001



REQUEST FOR DISTRIBUTORS Sector: medical

Portuguese manufacturer of innovative furniture for people with reduced mobility is seeking distributors
Profile ID: BOPT20150825001



REQUEST FOR DISTRIBUTORS Sector: telecommunication

French SME looking for distributor for its global cellular connectivity for connected devices
Profile ID: NoID-002



REQUEST FOR LICENSEE Sector: ICT

Estonian company offering cloud, media and network solutions for telecom, IT and broadcast industries
Profile ID: BOEE20150609001



REQUEST FOR DISTRIBUTORS Sector: construction

Greek pure white and coloured marble and natural stone manufacturer looking for distributors
Profile ID: BOGR20150213001



REQUEST FOR SALES AGENT Sector: cleantech, energy

Finnish company offering a digital solution for energy efficiency is looking for agents
Profile ID: BOFI20150518001



REQUEST FOR DISTRIBUTOR/AGENT Sector: fashion

A French fashion accessories brand for women is looking for commercial agents and/or distributors
Profile ID: BOFR20150724002



REQUEST FOR LICENSEE Sector: education

UK company looking for distributors for its teaching and didactic equipment targeting universities
Profile ID: BOUK20150728002

JAPAN WORKSHOP

APRIL 2016, BLAGNAC, FRANCE

Enterprise Europe Network, represented by the Chamber of Commerce of Midi-Pyrénées, in collaboration with the EU-Japan Center, will organise in April 2016 a workshop focused on "How to make business in Japan". The conference will be animated by an expert from the EU-Japan Centre and Enterprise Europe Network South-West France. This practical workshop will address SMEs seeking to expand their activities in Japan in the search of practical information on cross-cultural issues.

➔ <http://www.entreprise-europe-sud-ouest.fr/>

How to prepare a first visit to Japan? What should one know when receiving the visit of a Japanese delegation? What are the main differences between Japan and Europe in terms of contracts, negotiation and business relationships?

The expert will present the main features of the Japanese markets and the best practices to enter it. The workshop will address CEO's and/or Export Managers interested in doing business with Japan. On this occasion, Enterprise Europe Network will highlight the services and support provided by the EU-Japan Centre to help SME's at their various steps of development: value added training and missions, information helpdesk and other activities.



DATE/LOCATION	DETAILS	CONTACTS
12-16 October 2015 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: Biotech Cluster & SMEs Mission	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/detail-business-programmes/Bio-Japan-Cluster-and-SME-Mission
20 October 2015 Brussels, Belgium	SYMPOSIUM For Smart and Healthy Society - common challenges in research and education by Japan and EU collaboration -	Kobe University Brussels European Centre http://www.office.kobe-u.ac.jp/ipiep/ceus/index_en.html
21 October 2015 Lisbon, Portugal	NETWORKING EVENT Europe - Japan collaboration, an opportunity for world-leading research	Commissariat à l'Energie Atomique https://ec.europa.eu/digital-agenda/events/cf/ict2015/item-display.cfm?id=15863
29-30 October 2015 Tokyo, Japan	WORKSHOP Security Policy Workshop, Track 1.5	JDZB http://www.jdzb.de/en/events/single-view/?tx_ttnews%5Btt_news%5D=1323&cHash=cb-26d37bc5365fa2dcebc47dbfed9235
5 November 2015 Tokyo, Japan	WORKSHOP Developing Cities - Resilience, Climate Protection and Energy Safety in Japan and Germany	JDZB http://www.jdzb.de/en/events/single-view/?tx_ttnews%5Btt_news%5D=1329&cHash=1737d0dca5737aad7f4326001e8ffdf3
13 November 2015 London, United Kingdom	SEMINAR Japan - the land of the rising business opportunities	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/japan-land-rising-business-opportunities
16 November 2015 Brussels, Belgium	CONFERENCE 18th Japan-EU Conference	EU-Japan Centre for Industrial Cooperation, EU and Japanese universities and Think-Tank http://www.eu-japan.eu/18th-japan-eu-conference
16-20 November 2015 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Training Mission: WCM - World Class Manufacturing - High level session	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/detail-business-programmes/HIGH-LEVEL-World-Class-Manufacturing-Mission
27 November 2015 Nijmegen, The Netherlands	EUROPEAN COMMISSION FUNDED PROGRAMME LEAN in Europe - Visit to DHL Supply Chain Application deadline: 15 October 2015	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/detail-business-programmes/Lean-in-Europe
11 December 2016 Tokyo, Japan	WORKSHOP European Research(ers') Day	Euraxess http://europeanresearchersday.splashthat.com
25-29 January 2016 Tokyo, Japan	EUROPEAN COMMISSION-FUNDED PROGRAMME Sectoral Mission: Nanotech Cluster & SMEs Mission Application deadline: 29 October 2015	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/detail-business-programmes/Nanotech-Japan-Cluster-and-SME-Mission



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

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

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

ANY EU-JAPAN-RELATED NEWS?

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

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