

EU-JAPAN CENTRE: 30 YEARS TOGETHER

EU-Japan Centre 30th Anniversary Publication

Contribution by Jean-Claude Juncker, President of the European Commission



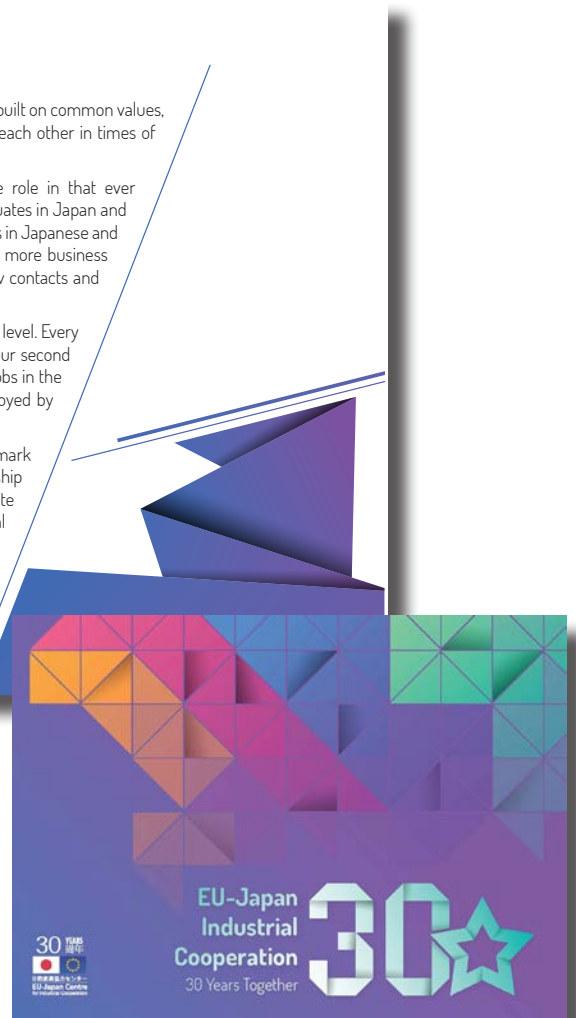
The EU and Japan have long been partners, friends and allies. Our bond is built on common values, a rich history of cultural and business exchange, and on being there for each other in times of need, in solidarity and friendship.

Since 1987, the EU-Japan Centre has played a leading and invaluable role in that ever strengthening partnership. The numbers speak for themselves: 2500 graduates in Japan and Europe, 900 students it has helped follow language courses and traineeships in Japanese and European companies, 25,000 participants in its policy seminars. Countless more business leaders on both sides of the bridge have learnt from each other, made new contacts and broken into a new market which was previously inaccessible to them.

All of that has helped take our industrial and commercial relations to the next level. Every year the EU exports over €80bn of goods and services to Japan, making it our second largest trading partner in Asia and our sixth worldwide. More than 600,000 jobs in the EU are tied to exports to Japan and another half a million people are employed by Japanese companies in the EU.

And in this special 30th anniversary year for the Centre, the EU and Japan are on the cusp of another landmark moment in our relations. We have recently reached a political agreement on a future Economic Partnership Agreement which would help treble EU exports to Japan, cut 1 billion EUR worth of customs tariffs and create new opportunities for small businesses on both sides. And it would do so by respecting the highest international standards, putting fairness first. This is a message to the rest of the world that the EU-Japan stand together for open and free trade.

I am proud of the EU-Japan Centre for its visionary and pioneering work in helping us get this far. It is a unique venture between the European Commission and the Japanese government and the greatest tribute I can pay is that with every one of its 30 birthdays, the Centre has become more relevant and more important for both sides. Long may that continue!



A COMMEMORATIVE PUBLICATION

This year, the EU-Japan Centre is celebrating its 30th anniversary.

To mark this anniversary, the EU-Japan Centre produced a commemorative publication, including the EU-Japan Centre's history & milestones, a summary of its current activities and key deliverables as well as a selection of recent industrial reports.

➔ <http://www.eu-japan.eu/publications/eu-japan-centre-30-years-together>

We hope you will enjoy reading it!



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

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

欧州連合日本政府代表部/欧州委員会より

- News from Japan..... 16-20
- News from the EU 12-15
- 日・EU関係イベント案内 21-36

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

- ビジネスパートナー募集情報、他 37-41

IN THIS ISSUE

- > CENTRE'S NEWS & ACTIVITIES.....1-11
- > EU NEWS 12-15
- > JAPAN NEWS16-20
- > EU-JAPAN NEWS 21-36
- > ENTERPRISE EUROPE NETWORK 37-38
- > PARTNERING OPPORTUNITIES39-41
- > CALENDAR42



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EU-JAPAN - THE DAWN OF A NEW RELATIONSHIP

On 11 July, business leaders from the EU and Japan met in Brussels together with senior figures from the EU and Japanese Authorities for the 19th annual meeting of the EU-Japan Business Round Table (BRT).

The meeting began with opening statements by European Commission Vice-President Katainen and Japanese State Minister for Foreign Affairs Sonoura and the formal submission of the BRT's Recommendations to the European Commission.

The BRT then had three 'themed discussions' on practical examples of EU-Japan science and research cooperation; on the recently-announced EU-Japan Economic Partnership Agreement and on the Digital Economy. Authority participants included Mr Akama, State Minister for Internal Affairs and Communications of Japan; EU Trade Commissioner Malmström; Pedro Silva Pereira MEP; and European Commission Vice-President Ansip.

The BRT meeting concluded with its traditional 'Joint Session with the Authorities' (an exchange of recommendations from industry and reactions from the Authorities). During the closing drinks reception and dinner, Lowri Evans, Director-General at DG GROW and Hiroshige Seko, Minister of Economy, Trade and Industry of Japan addressed the BRT's Members.

SUBMISSION OF THE RECOMMENDATIONS TO PM ABE
On 19 July 2017, Kazuo Tsukuda (the BRT's Japan-side Chairman) and Danny Risberg (BRT's EU-side Member), formally submitted the BRT's 2017 Recommendations to PM Abe. Danny Risberg took part on behalf of Eric Schulz, the chairman of the BRT's EU-side.

➔ <http://www.eu-japan-brt.eu/annual-meeting-2017>



SEMINAR IN TOKYO



ARTIFICIAL INTELLIGENCE AND INTELLECTUAL PROPERTY, PATENTABILITY TRENDS IN THE LIFE SCIENCES AND RECENT DEVELOPMENTS OF THE EU UNITARY PATENT

On 28 September the Centre organised a seminar in Tokyo on intellectual properties issues related to the life science sector. This seminar took a closer look at the current developments in intellectual property law in the EU and Japan.

Experts from Europe and Japan provided most recent information on the following subjects which are closely related to business activities:

- The EU Unitary Patent is approaching the final stretch, despite different legal issues in several European member states. The presentation addressed the latest preparation steps, the current status of the system and the first steps to take after the start of the Provisional Application Phase.
- With the recent boom of Artificial Intelligence, more and more creative works and inventions are the results of non-human authors and inventors. Computer algorithms and learning machines have become a new source of creativity and inventiveness.

Are the results generated by AI eligible to legal protection under Japanese and European copyright and patent statutes, and in whom do such rights vest? Two presentations covered AI and copyright and AI and patent issues.

c) In Europe, particular issues arise in the rapidly growing field of life science and biotechnology inventions such as nucleic acids, genes, proteins and organisms, where patentable subject matter may be limited by way of legal provisions. A presentation reflected the steadily developing interpretation of the EPC concerning biotechnology in interaction with EU law.

➔ <http://www.eu-japan.eu/events/intellectual-property-law-eu-and-japan>

PRESENTATION ON **EU-JAPAN BILATERAL ECONOMIC RELATIONS** AT SETSUNAN UNIVERSITY IN OSAKA, JAPAN

Silviu Jora, General Manager of the EU-Japan Centre for Industrial Cooperation, gave a presentation on EU-Japan's economic relations on 14 June, at the Faculty of Economics, Setsunan University in Osaka, Japan.

Prof. Hiromasa Kubo, dean of the faculty, introduced Mr. Jora and gave him a warm welcome. Firstly, Mr. Jora presented the history of European integration and gave an overview of bilateral economic relations between the EU and Japan. He also explained ongoing negotiations of the EU-Japan Economic Partnership Agreement; whilst pointing out that on the Japan's side, the government and Japanese industries are concerned with removals of imports' tariffs imposed by the EU.

On the other hand, the European Commission and European industries are focusing on high import tariffs on agricultural products, like wine and cheese, by the Japanese government. Mr. Jora also added that there's an interest in reductions of Japanese non-tariff barriers. Consequentially, it does not seem to be easy to conclude the agreement, as the areas of interest for both regions are different. However, Mr. Jora expressed his optimistic views towards the possible agreement and emphasised that it would give positive results not only for both economies but also for the worldwide trade.

Finally, the lecture which was given in English and translated into Japanese triggered students' curiosity and improved their understanding of the importance of closer bilateral economic relations.

Source: Setsunan University



EU-JAPAN EPA WEBINARS - CALL FOR EXPRESSIONS OF INTEREST CREATING NEW POSSIBILITIES FOR EUROPEAN BUSINESS IN JAPAN

In January, the EU-Japan Centre will be launching a series of webinars to inform European companies about the opportunities the EU-Japan Economic Partnership Agreement will create in a range of sectors.

With the EU and Japan aiming to conclude their EPA negotiations by the end of this year, the webinar series will provide information and advice aimed at enabling European companies to ready themselves for the day the EPA is implemented.

Register now, to get updated information on the webinar series.

➔ <http://www.eu-japan.eu/eu-japan-epa-webinars-registration>

EU-JAPAN CENTRE'S **PUBLICATION**

JAPANESE INDUSTRY AND POLICY NEWS

The August 2017 publication has now been released and includes following topics:

LEGISLATION AND POLICY NEWS

- METI Established Study Group on Japanese Overseas M&A
- Winners of the METI Minister Awards Determined as Recipients of the Connected Innovations Grand Awards
- Winners of the Award for Academic Startups 2017 Selected

SURVEY AND BUSINESS DATA

- Working Conditions in the IT-related Industry Compiled

COMPANY NEWS

- Japan Weather Association Starts Forecasting Electricity Spot Price

ADDITIONAL TOPICS

- Establishment and Revision of the JIS Including Measurement Method for Gaseous Exhaust Emissions and Fuel Consumption of Motorcycles
- More than 10% of Households Change Power Supplier
- Tidal Power Generation Proving Test Successful



➔ <http://www.eu-japan.eu/publications/august-2017-japanese-industry-and-policy-news>

MINERVA FELLOWSHIP **IN-HOUSE SCHEME IN JAPAN**

FORTHCOMING POLICY ANALYSIS ON EU-JAPAN ECONOMIC AND INDUSTRIAL ACTIVITIES

Policy analysis on EU-Japan economic and industrial issues is certainly a very relevant activity of the EU-Japan Centre.

The "MINERVA" EU-Japan Fellowship is designed to support the Centre in this research.

It consists of a 6 month in-house fellowship scheme in Japan, targeting EU and Japanese academics, trade / economic analysts and civil servants.

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 EU-Japan Centre.



NEXT POLICY ANALYSIS WEBINAR

As a result of the policy analysis research undergone during the spring slot on Thursday, 30 November 10:30 (Brussels time) the Centre will organise the following webinar: "Market opportunities for EU agribusinesses in the context of the EU-Japan EPA", held by the Minerva fellow participant Mr. William Fournel.

For registrations, please subscribe at <http://www.eu-japan.eu/events/minerva-policy-analysis-webinar>

NEXT CALL FOR APPLICATIONS

The next slot will be launched in October and it will be held from 1 April to 30 September 2018.

Deadline to apply: 15 December 2017 - Fellowship: €2000 / month - Location: Tokyo, Japan

More info and priority topics ➔ <http://www.eu-japan.eu/other-activities/minerva-fellowship>

Email: minerva@eu-japan.gr.jp

CALL FOR APPLICATIONS

FOOD & DRINKS TRAINING & BUSINESS MISSION TO JAPAN

FOR EU SMES OPERATING IN ORGANIC SECTORS

- Mission dates: 5 - 9 March 2018
- Application deadline: Thursday, 7 December 2017



The Centre is currently inviting EU SMEs to apply for its first Food & Drinks Training and Mission in Japan. This 5-day mission will focus on the organics sector and will include a 1-day orientation session, lectures and a 4-day (free) exhibition space at the FOODEX JAPAN 2018 in Chiba, Japan (<http://www.jma.or.jp/foodex/en/index.html>).

Profile: EU SME operating in organics sector (primarily processed food and drinks, but also raw ingredients)

For any other queries and application process, feel free to contact Diane Lula at d.lula@eu-japan.eu

➔ <http://www.eu-japan.eu/events/food-drink-mission-eu-smes>

LAST CALL FOR APPLICATIONS

NANOTECH CLUSTER SME MISSION TO JAPAN

FOR EU SMES & CLUSTERS OPERATING IN NANOTECH SECTORS

- Mission dates: 14-16 February 2018
- Application deadline: Thursday, 26 October 2017

The Centre is currently inviting EU Clusters and SMEs to apply to the next Nanotech Cluster/SME mission to Japan in February 2018. During this 3-day mission selected participants will have a (free) exhibition space at the 'nano tech - International Nanotechnology Exhibition and Conference' (<http://www.nanotechexpo.jp/index.html>) in Tokyo. To create new business opportunities, participants will also get an access to meeting facilities, in order to identify and meet potential Japanese partners.

Profile: EU SME or a Cluster operating in Nanotech sectors

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

JAPAN TAX & PUBLIC PROCUREMENT HELPDESK'S ACTIVITIES

The EU-Japan Centre's Japan Tax & Public Procurement (JTTP) Helpdesk offers support to participants for the "EU-Gateway Green Energy Technologies" mission

WTO Agreement on Government Procurement' tenders	Domestic tenders
<ul style="list-style-type: none">• Non-discriminatory• Thresholds• English summaries• Longer bidding periods• Limited coverage• Certain products/services excluded	<ul style="list-style-type: none">• Conditions favouring domestic suppliers may exist

The EU-Gateway to Japan programme (<https://www.eu-gateway.eu>) started its new cycle of business missions to Japan in September. Forty companies active in the renewable energy sector visited Osaka between 18-22 September. During the week, participants were offered briefings on developments in the Green Energy Technologies market, visited companies and presented their products and services to prospective customers in the EU-pavilion at the World Smart Energy Week 2017 at INTEX Osaka (<http://www.intex-osaka.com/en/guest/event/single.php?id=648>).

The EU-Japan Centre's Japan Tax & Public Procurement Helpdesk is also involved in the new cycle and provided briefings on doing business with the Japanese government as a client and explained public procurement practices in Japan.

The Helpdesk also prepared a number of Public Procurement Market Quick Scans (<http://www.eu-japan.eu/japan-tax-public-procurement-helpdesk>) for a number of segments, giving participants a better insight in the bio-energy, wind-energy, solar-energy and geothermal- and hydro-energy sectors. The analyses found that the level of government activity is very diverse depending on the sector. While the solar-energy and hydro-energy sectors are fairly mature markets, sectors such as bio-energy and wind-energy are still more in a developmental stage.

If you wish to know more information about developing business with the Japanese government, please go to <http://www.eu-japan.eu/public-procurement-quick-scan-service> for a PP Market Quick Scan!

The latter might offer good opportunities for EU companies active in these segments. Beside the level and characteristics of government activity in each of the segments, the Market Scans offer valuable business intelligence as they also show which Japanese

companies currently win government's contracts, which might be possible partners or customers of the products the EU companies provide.

In the coming years, the EU-Japan Centre's JTTP helpdesk will provide similar market analyses to EU-Gateway missions with the next one, on railways, already scheduled for this November.

THE JAPANESE GOVERNMENT AS YOUR CLIENT? TRY A FREE PP MARKET QUICK SCAN!

The analyses offered for this mission are one of the free services offered by the EU-Japan Centre's JTTP helpdesk and available for all European SMEs. On the basis of 10 keywords provided by the SME, the helpdesk conducts a PP Market Quick Scan, which is a query in a database consisting of over 8 million tender notices published by Japanese government organisations since 2008.

The report gives an insight into the trends during the past year and tenders that are live when the Scan is conducted. Furthermore, a list of 20 recent tender calls for each of the keywords is generated, listing tender titles, procuring entities, winning bidders and bidding prices. Lastly, a list of companies ranked according to tenders won, in relation to the keywords, is provided to give an indication of competition or possible partners.

NEW FEATURES FOR THE EU-JAPAN CENTRE'S TECHNOLOGY TRANSFER HELPDESK



The EU-Japan Centre's Technology Transfer Helpdesk keeps all those interested in finding available technologies up to date, and from September 2017 the searchable database of the Helpdesk has even more interesting features than before.

In fact, from the results page, now it is possible to find the latest 100 technologies being patented or patent pending that have been submitted in all the major patent offices of the world. Thanks to this new interesting feature, all the viewers will be able to spot right away technologies that are potentially available for licensing and those that are the most recent allowing the user to compare the results at the same time. The new feature allows to search for technologies by making a search in the 'Title and Abstract' of each patent document contained in the database. The information available for the user related to each patent document will show the title, abstract, inventors, and applicant.

For more information, please contact the Helpdesk at: techtransferhelpdesk@eu-japan.gr.jp

➔ <http://www.eu-jp-tthelpdesk.eu/>

CALL FOR EXPERTS ON ORGANIC FOOD AND DRINKS SECTOR IN JAPAN

In the framework of its "Food & Drinks" mission (<http://www.eu-japan.eu/events/food-drink-mission-eu-smes>) (5-9 March 2018) in Japan, the EU-Japan Centre for Industrial Cooperation is looking for an expert with detailed knowledge of Japan's organics market. A pre-departure briefing online (webinar style) will be organised prior to the mission to prepare participants and ensure they get the most out of their mission. During the webinar, the selected expert will give a 25-minute presentation followed by a 10-minute Q&A session.

Profile: The EU-Japan Centre is looking for an expert with expertise in at least one of the following fields:

- Organic food (raw ingredients and processed food/drinks) in Japan
- Food packaging in Japan
- Knowledge of the potential business opportunities that the EU-Japan EPA will create for EU agri-food companies

➔ <http://www.eu-japan.eu/news/call-experts-organic-food-and-drinks-sector-japan>

VULCANUS IN EUROPE

An opportunity for European companies to boost their R&D sector by hosting a Japanese trainee from TOP Japanese universities in engineering or other scientific/high-tech fields. Following a 4-month intensive language course, the trainees will be able to communicate in the EU Company's local language. By welcoming a trainee, the main benefits for the host company will be a valuable addition to its R&D workforce and an insight into Japanese culture extremely useful for conducting successful business with Japan.

The Vulcanus in Europe 2017-2018 session is now approaching its seventh month with 23 students in over 19 companies located in 11 European countries. The feedback from companies is excellent resulting in many of them applying again for next year. We can't deny that we are very proud and we are very much looking forward to meeting them very soon in our yearly mid-term meeting in Brussels.

For more information send an email to vulcanus@eu-japan.eu

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

MID-TERM MEETING IN BRUSSELS



On Monday 9 October, as part of the Vulcanus in Europe programme, the EU-Japan Centre hosted the Mid-term seminar in Brussels. The 26 Vulcanus in Europe students, currently staying in 12 European countries, made a presentation on their experience in their industrial host companies. The EU-Japan Centre is very proud of their outstanding results in only seven months. Congratulations!

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

RECRUITMENT OF HOST COMPANIES IN JAPAN

FOR THE "VULCANUS IN JAPAN" PROGRAMME 2018-2019

"Vulcanus in Japan" is a 1-year internship programme for European engineers and science-major students managed by the EU-Japan Centre.

Every year, 30-40 skilled and highly motivated Vulcanus participants are selected to undertake industrial internships in Japan for 8 months, following 4 months of intensive Japanese language courses and seminars. The range of applicable sectors include: Mechanical/Electrical Engineering, ICT, Chemistry, Biotechnology and Life Sciences, Architecture, etc. The 2018-2019 Vulcanus programme will start from September 2018 with Japanese language courses, followed by the industrial internship from January to August 2019.

Companies which are based in Japan and interested in hosting Vulcanus interns, may contact Vulcanus in Japan team at the EU-Japan Centre in Tokyo:

E-mail: VinJ@eu-japan.gr.jp, Phone: +81-(0)3- 6408-0281

Application deadline: Friday, 15 December 2017.

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

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

ヴルカヌス・イン・ジャパン2018-2019プログラム受入れ企業様募集のお知らせ

ヴルカヌス・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2018年度プログラム（企業研修期間は2019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チーム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。

ヴルカヌス・イン・ジャパンプログラム担当

メール: VinJ@eu-japan.gr.jp, 電話番号: 03-6408-0281

申込み締切日: 2017年12月15日(金)

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

OPERATIONAL SUPPORT IN TOKYO

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

The support measures include:

a "hot desk" in Tokyo on the Centre's premises including an internet connection and a telephone

full access to meeting and seminar facilities within the Centre's premises;

a help desk for all information inquiries on business in Japan;

assistance with using the Enterprise Europe Network (EEN) services while in Japan.

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

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



By **Youri COPPENS**,
Vulcanus in Japan
2016-2017
Student at the
Vrije Universiteit
Brussel- Belgium

Trainee at Fujitsu Laboratories Limited

➔ <http://www.fujitsu.com/jp/group/labs/en>

"The Vulcanus Programme is more than simply a language course and an internship. It is an unforgettable life experience introducing you to a different culture and new people. Living in Japan has been eye-opening. I never expected the Japanese to be so open and welcoming, through which I have made lifelong friendships. Undoubtedly, the language course helped to break the language barrier and as such, Japan has become a second home to me. Not only was I able to make connections with a reputable Japanese company, but my internship at Fujitsu Laboratories also resulted in my first scientific publication and launched the start of my career as a researcher. I am grateful to have become part of the "Vulcanus family" and to have lived and learned among this wonderful group."

ヴルカヌスプログラムは単なる語学コースとインターンシップからなるものとは言い切れないプログラムです。このプログラムは異文化や新しい人との出会いなど、人生で忘れられない経験をさせてくれるプログラムです。

日本に住むことは目からうろこの経験でした。私は日本人がこんなにも心が広く、友好的な国民だとは思っていませんでしたが、これからずっと長く続くであろう友好関係も築くことができました。

もちろん、語学コースは言語の壁を超えるために大きな支えとなり、私にとって日本は第二の故郷と呼べるまでになりました。富士通研究所で研修が出来たことにより、有名な会社とのつながりが作られただけに留まらず、初の学術研究発表や研究者としてのキャリアをスタートさせるきっかけを作ってくれました。

“ヴルカヌスファミリー”の一員になれたこと、また、この素晴らしい仲間たちと共に生活し、学べたことを本当にうれしく思います。

NEXT LEAN VISIT IN EUROPE TO HANSA MATRIX

14 NOVEMBER 2017, RIGA, LATVIA

The 15th Lean in Europe visit is going to take place in Hansa Matrix, electronics manufacturer in Riga, in Latvia.

The visit will focus on:

- 5S audit with risk assessment
- SMED lines
- Lean diagnoses, time taking, layouts and flows
- WH movie, PCB, LVP and lines SMT Sfab and Seho



A preparatory evening will be organised before the visit and will include a session on lean activities led by the EU-Japan Centre's WCM advisor - Professor Richard Keegan from Trinity College, Dublin and Consultant at Enterprise Ireland.

To apply, send an email to e.murrell@eu-japan.eu

➔ <http://www.eu-japan.eu/events/lean-europe-visit-15-hansa-matrix>

PREVIOUS LEAN VISIT TO ROLLS ROYCE

The 14th Lean in Europe visit took place in Washington Tyne and Wear in the United Kingdom. Rolls Royce, aerospace facility opened their doors to the EU-Japan Centre and to other 25 participants from 17 countries.



The visit focused on its factory transformation journey from old to new covering:

- Method of manufacture transformation (High Pressure Disc Machining)
- Cultural and organisation development
- Lean approach

The day before was focused on the Lean Summit, nine lean experts on World Class Manufacturing and Best practice gathered in the heart of Brussels to discuss together with the European Commission's Director General for Industrial Competitiveness Eric MAMER, Best Practice Competitiveness and Continuous Improvement methods.

➔ <http://www.eu-japan.eu/events/lean-europe-visit-14-rolls-royce>

Should you be interested to learn more about the Lean visits in Europe, please look at:

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



By **Manuel Augusto Ferreira Braga Lino**,
President/Managing Director

FELINO Fundação e Construções
Mecânicas SA

➔ <http://www.felino.pt>

"When I was invited to write this text I didn't know how to start it, due to so many subjects and themes of high interest for our company. If you wish to know more about our company and the EU-Japan Centre, feel free to access websites. I won't "waste" words about it. But I wouldn't be happy with myself if I couldn't comment the people at the Centre: professionalism, kindness, caring for the participants and always open to help and understand one's difficulties. And this both in Europe and Japan. What we get from the Centre's activities are ideas that have to be adapted to each of our individual reality. Returning to the Centre's invitation for this text, it was mentioned, as a suggestion, the LEAN theme. What a difficult theme! After several participations in many different events (European WCM plants visits, two Japan WCM missions, lectures video recording in Dublin) and I still can't define LEAN... in my first Japanese mission one of the lecturers said that LEAN is TPS (TOYOTA Production System) plus Value Stream Mapping. For me LEAN is a word that means a different mode for industry organisation. Several tools used to reach a state of Continuous Improvement. Measuring efficiency and/or inefficiency to find opportunities to improve the processes, like OEE (Overall Equipment Efficiency), organising, clean and keep that way the workplace (5S), commanding what is to be done when it is needed and at the required quantities (Kanban) and many others. All with the aim of improving efficiency in our companies. Hard task! The results aren't immediate and the most difficult point is that people are involved who are used to work in their own way. To combat this the team must be patient and monitor everything closely. Until the results appear. Thank you, EU-Japan Centre, for all the knowledge I gained since 2014 (year of my first Japanese mission)"

Programme/mission attended: WCM I 2014, WCM II 2017, Lean Masterclass Dublin, Lean visit in the EU: FCA Maserati,Thyssenkrupp, Rolls Royce

PRACTICAL INFORMATION **ABOUT JAPAN**



The EU-Japan Centre makes available a wide variety of Japan business-related information for EU companies wishing to do business in Japan. Market reports, webpages, e-learning videos as well as a collection of previous webinars' recordings that are regularly published online on its www.eubusinessinjapan.eu website.

NEXT "ABOUT JAPAN" WEBINARS

Each month the EU Japan Centre organises webinars designed to improve EU companies' knowledge of conducting business in Japan. During webinars, participants will have the opportunity to listen to selected experts who have agreed to share their knowledge and expertise.

- 24 October: Cross-cultural Issues: Meetings and Negotiations with Japanese partners (part 3)
➤ <http://www.eu-japan.eu/events/webinar-105-cross-cultural-issues-meetings-and-negotiations-japanese-partners-part-3>
- 27 October: Intellectual Property and the VR/AR environments
➤ <https://eubusinessinjapan.eu/library/event/technology-transfer-webinar-15-intellectual-property-and-the-vr-ar-environments>
- 7 November: Invest Tokyo: The Tokyo Metropolitan Government's Initiatives to Support Foreign Companies and Entrepreneurs
➤ <https://eubusinessinjapan.eu/library/event/webinar-106-invest-tokyo-the-tokyo-metropolitan-government-initiatives-to-support-foreign-companies-and-entrepreneurs>
- 14 November: Introduction to business in Japan from a fiscal perspective
➤ <https://eubusinessinjapan.eu/library/event/webinar-107-introduction-to-business-in-japan-from-a-fiscal-perspective>
- 21 November: Cross-cultural Issues: Managing Japanese human resources (part 4)
➤ <https://eubusinessinjapan.eu/library/event/webinar-108-cross-cultural-issues-managing-japanese-human-resources-part-4>

PAST WEBINARS RECORDINGS

The 100th "About Japan" webinar titled "Differences between Japanese and European management" outlined how managers in European SMEs might prepare for acquisition by a Japanese company and the reasons of these acquisitions in Europe.

- <https://eubusinessinjapan.eu/library/event/webinar-100-differences-between-japanese-and-european-management>

Webinar 101 titled "Biotech Market in Japan" presented the characteristics of this market by providing information on its size and structure as well as information concerning biotech regulation and major players in Japan.

- <https://eubusinessinjapan.eu/library/event/webinar-101-biotech-market-in-japan>

Webinar 102 focused on the Tokyo 2020 Games and identified the different market entry & partnership opportunities for EU SMEs

- <https://eubusinessinjapan.eu/library/event/webinar-102-tokyo-2020-games-identifying-japan-market-entry-partnership-opportunities-for-eu-based-smes>

To get access to full detailed information, feel free to register on : ➤ <https://eubusinessinjapan.eu/user/register>

THE STORY OF SIMUNE, AN EU SME SEEKING TO GROW IN JAPAN

**INTERVIEW MADE WITH ANDER DE BUSTOS,
BUSINESS DEVELOPMENT MANAGER AT SIMUNE (AUGUST 2017)**



SIMUNE is a company expert in ATOMISTIC SIMULATIONS offering advanced atomic-scale simulation solutions for leading industrial, academic and research customers working with materials (semiconductors, energy storage, chemicals, etc.). SIMUNE was launched as a joint venture of a group of scientific experts and the Nanoscience Cooperative Research Center CIC nanoGUNE (<http://www.nanogune.eu>). SIMUNE is based at the nanoGUNE facilities in Donostia - San Sebastián (Spain). Before the Nanotech Cluster/SME mission (<http://www.eu-japan.eu/events/nanotech-cluster-sme-mission>), they had very limited interaction with Japanese companies.

TO STAND OUT FROM THE CROWD

Mr de Bustos explained that when you are in Europe, on the

other side of the world, working for a newly created spin-off company, without a long track-record in the industry, and with very few means to stand out from the crowd, it is very difficult to get in touch with the right partners in Japan and ask them to spend a bit of their time with you. According to him, it is even more difficult to find the right partner that is interested in your business model, technology and find a match to make business together.

However before participating in the Nanotech mission, SIMUNE initiated a contact with a few Japanese companies and despite all the odds, not only got to meet several Japanese companies whilst staying in Japan, but also signed a partnership agreement with one of them shortly after the mission.

To get access to the full interview:

- <https://eubusinessinjapan.eu/library/publication/success-story-simune-sme-already-international-and-seeking-to-grow>

CALL FOR **EXPERT REPORT PROPOSALS**

The EU-Japan Centre is currently calling for expert report proposals and is interested in receiving reports covering the topics listed below.

These reports should contain the most up to date information currently available.

The EU-Japan Centre will accept unpublished papers as well as recent reports (published no further back than 2015) which have been updated.

Topics related to opportunities for EU SMEs in the:

- Society 5.0 strategy in Japan
- Autonomous driving system market in Japan
- Japanese fintech industry
- Virtual and augmented reality market in Japan
- 5G cooperation with Japan

Topics related to retailing products - Opportunities for EU SMEs in the:

- Cheese market in Japan
- Japanese meat market
- Footwear and leather market in Japan
- Japanese textiles and clothing market
- Forestry products market in Japan (including log-house)
- Transport equipment market in Japan

Other Topics:

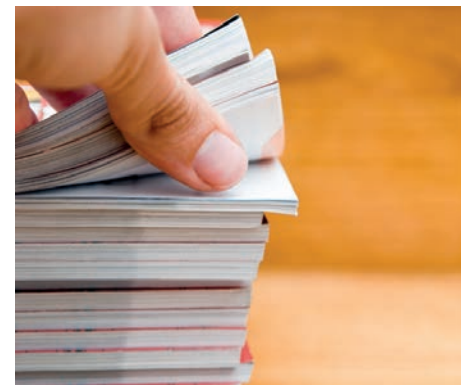
- Opportunities for EU SMEs in the tourism sector in Japan (Including Apps development for European tourists)
- Financial support in Japan for EU SMEs
- Pharmaceutical industry in Japan (latest trends)

In addition, experts are invited to submit any ideas or suggestions of Japan-related topics in their domain of expertise and which would be in line with the current EU-Japan EPA process and of interest for EU industry (especially EU SMEs).

➔ <http://www.eu-japan.eu/news/call-expert-report-proposals-october-2017>

REPORTS RECENTLY RELEASED

- Detergent & Soap market in Japan
➔ <http://www.eubusinessinjapan.eu/library/publication/report-detergent-and-soap-market-in-japan>
- IoT market in Japan
➔ <http://www.eubusinessinjapan.eu/library/publication/report-iot-market-in-japan>
- Biotechnology Market in Japan – Healthcare Applications
➔ <https://eubusinessinjapan.eu/library/publication/report-biotechnology-market-in-japan>
- Update on cell technology, cell therapy, tissue engineering & gene therapy in Japan
➔ <http://www.eubusinessinjapan.eu/library/publication/report-update-on-cell-technology-cell-therapy-tissue-engineering-and-gene-therapy-in-japan>
- Differences between European management and Japanese management
➔ <https://eubusinessinjapan.eu/library/publication/report-japanese-acquisitions-of-european-companies>
- Tokyo 2020 Games Identifying Japan - Market Entry and Partnership Opportunities for EU SMEs
➔ <https://eubusinessinjapan.eu/library/publication/report-tokyo-2020-games---identifying-japan-market-entry-and-partnership-opportunities-for-eu-smes>
- The Japanese Startup Ecosystem - Opportunities for EU Collaboration
➔ <https://eubusinessinjapan.eu/library/publication/report-the-japanese-startup-ecosystem---opportunities-for-eu-collaboration>
- The Japanese agrifood market: current obstacles and growing opportunities for the EU SMs in the context of the future EU-Japan economic partnership agreement
➔ <http://www.eu-japan.eu/publications/japanese-agrifood-market>



The full list of reports is available either on: <http://www.eu-japan.eu/library> or on <https://eubusinessinjapan.eu/library>



EU AND JAPAN REACH AGREEMENT IN PRINCIPLE ON ECONOMIC PARTNERSHIP AGREEMENT

On the 6 of July 2017, the European Union and Japan have reached an agreement in principle on the main elements of an EU-Japan Economic Partnership Agreement (EPA). This will be the most important bilateral trade agreement ever concluded by the EU and as such will for the first time include a specific commitment to the Paris climate agreement.

For the EU and its Member States, the Economic Partnership Agreement will remove the vast majority of duties paid by EU companies, which sum up to €1 billion annually, open the Japanese market to key EU agricultural exports and increase opportunities in a range of sectors. It sets the highest standards of labour, safety, environmental and consumer protection, fully safeguards public services and has a dedicated chapter on sustainable development. It also builds on and reinforces the high standards for the protection of personal data that both, the EU and Japan, have recently entrenched in their data protection laws. The full article is available on below link.

Source: European Commission

➔ <http://trade.ec.europa.eu/doclib/press/index.cfm?id=1686>

24TH EU-JAPAN SUMMIT JOINT STATEMENT

Mr. Donald Tusk, President of the European Council, Mr. Jean-Claude Juncker, President of the European Commission, and Mr. Shinzo Abe, Prime Minister of Japan, met in Brussels on the 6 July 2017 for the 24th Summit between the European Union (EU) and Japan and issued the following statement:

"We, the leaders of the EU and Japan, met today in Brussels to reaffirm the strength of our Strategic Partnership and to demonstrate our resolve to work together for peace, prosperity and a rules-based international order. We remain united by our common values of democracy and the rule of law and by our determination to promote together an open and fair global economy that benefits everyone. These are the foundations of our political and economic Strategic Partnership for peace, prosperity and a rules-based international order – serving to unite us bilaterally and also to make us stronger internationally. Today marks the beginning of a new chapter in the Strategic Partnership between the EU and Japan as we celebrate the agreement in principle of the Economic Partnership Agreement and the Strategic Partnership Agreement at political level. The highly ambitious and comprehensive Economic Partnership Agreement will consolidate our solid and evolving trade and economic partnership and pave the way for the future.

It will bring our two economies closer by addressing issues related to market access for goods, services and investment, procurement including railways, as well as those related to non-tariff measures and the protection of geographical indications as well as intellectual property rights. This agreement will allow us to renew and strengthen our joint commitment to international standards for an even closer cooperation in the future. At the same time, with this agreement in principle of the Economic Partnership Agreement, Europe and Japan demonstrate to the world - and to our citizens - that free trade, with clear and transparent rules fully respecting and enhancing our values, remains an important tool to promote prosperity in our societies. The EU-Japan Economic Partnership Agreement will constitute the basis for a strategic partnership for free and fair trade, against protectionism. We tasked our respective negotiating teams with a rapid finalisation of the agreement that would allow for the internal procedures to start soon, both in the EU and in Japan.

With shared responsibility for achieving peace, stability and prosperity of the world, Japan and the EU also reached agreement in principle of the Strategic Partnership Agreement. This will provide a framework for an even deeper and more strategic EU-Japan cooperation that enables our partnership to grow and to face new types of challenges. At a time where the rules-based international order is under increasing pressure, the Economic Partnership Agreement and the Strategic Partnership Agreement recapture the shared values and common principles that form the foundation of the EU-Japan partnership, including human rights, democracy and the rule of law. We took the opportunity before attending the G20 Hamburg Summit tomorrow to discuss our cooperation in other important areas, including on our joint efforts to address the global threat of climate change and other international challenges."

➔ http://europa.eu/rapid/press-release_STATEMENT-17-1920_en.htm

Remarks by European Commission President Juncker at the joint press briefing with Donald Tusk, President of the European Council, and Shinzō Abe, Prime Minister of Japan, on the occasion of the EU-Japan Summit are also available on the link below:

➔ http://europa.eu/rapid/press-release_SPEECH-17-1926_en.htm

Source: European Commission

STATE OF THE UNION 2017 - TRADE PACKAGE

COMMISSION UNVEILS INITIATIVES FOR A BALANCED AND PROGRESSIVE TRADE POLICY

On 13 September, in his annual State of the Union address, President Jean-Claude Juncker stated:

"I want us to strengthen our European trade agenda. Yes, Europe is open for business. But there must be reciprocity. We have to get what we give. Trade is not something abstract. Trade is about jobs, creating new opportunities for Europe's businesses big and small. Every additional €1 billion in exports supports 14,000 extra jobs in Europe. Trade is about exporting our standards, be they social or environmental standards, data protection or food safety requirements."

Following the State of the Union speech by President Jean-Claude Juncker, the Commission has unveiled a weighty package of trade and investment proposals for a progressive and ambitious trade agenda.

More details about the topic are available at below link:

➔ http://europa.eu/rapid/press-release_IP-17-3182_en.htm

The full script of President Juncker's speech held on the 13 September is available at below link. About Japan he mentioned that *"We have a political agreement with Japan on a new economic partnership."*

➔ http://europa.eu/rapid/press-release_SPEECH-17-3165_en.htm

Source: European Commission

EU-JAPAN TRADE NEGOTIATING DIRECTIVES MADE PUBLIC

The Council decided on 14 September 2017 to publish the directives given to the Commission to negotiate a trade agreement with Japan. The decision to make the negotiating directives public was taken by common accord: all Member States gave support to the publication. More details on below link.

Source: European Commission

➔ <http://www.consilium.europa.eu/en/press/press-releases/2017/09/14-eu-japan-trade-negotiating/>

JOINT STATEMENT ON THE STATE OF PLAY OF THE DIALOGUE ON DATA PROTECTION

Věra Jourová, EU Commissioner for Justice, Consumers and Gender Equality of the European Commission, and Haruhi Kumazawa, Commissioner of the Personal Information Protection Commission of Japan met in Brussels on 3 July 2017 to advance their dialogue with a view to promoting high standards of data protection as a fundamental right and a central factor of consumer trust in the digital economy.

They welcomed the work carried out over the course of the last months by the Secretariat of the Personal Information Protection Commission of Japan and the Directorate-General for Justice and Consumers of the European Commission, which has significantly strengthened the mutual understanding of the EU and Japanese data protection rules. On the basis of that work, they acknowledged that the recent reforms of their respective privacy legislation have further increased the convergence between their two systems.

This offers new opportunities to further facilitate smooth and mutual data flows, in particular through simultaneous finding of an adequate level of protection by both sides.

With this in mind, they decided to intensify their efforts towards achieving this goal by early 2018, including by addressing relevant differences, building on the enhanced convergence between their two systems.

Source: European Commission

➔ http://europa.eu/rapid/press-release_STATEMENT-17-1880_en.htm

JAPAN-EU JOINT RESEARCH PROGRAMME: DEVELOPMENT OF NEW MATERIALS FOR THE SUBSTITUTION OF CRITICAL METALS

The problem of natural resources is a big challenge for a sustainable society. Substitution of critical metals and the technology to reduce their use are important areas of research and cooperation. The importance of critical raw materials was underlined in the 6th EU-US-Japan Trilateral Conference on Critical Materials held in Brussels on 29 November 2016.

A call for collaborative research proposals between the EU and Japan was launched in this area which attracted 33 proposals. As a first step, the EU and Japan evaluated the proposals independently. Then, at a joint evaluation meeting with the Japan Science & Technology Agency (JST) and the European Commission (EC), three collaborative research grants were awarded for projects which clearly reflect the objectives of the programme, in the areas of catalysis, magnetic materials and electronic materials.

THESE THREE PROJECTS ARE:



- **NOVACAM**, Novel cheap and Abundant Materials for catalytic biomass conversion, has made great progress in the realisation of catalysts without critical metals. Its significance for catalysis and solid state science is very high. Conversion of biomass to useful chemical materials will have a great impact on industry, the environment and other societal issues. Having established a strong international research network is also very important.

➔ <http://novacam.eu/>



- **HARFIR**, Heusler Alloy Replacement For Iridium, has addressed the big challenge of developing antiferromagnetic materials without Iridium with applications in the area of hard disk drive storage. It has made remarkable improvements thanks to the complementary collaboration between Japan and the EU.

The practical contribution to the development of magnetic materials without Iridium and pushing forward the state of the art was significant.

➔ <http://www.harfir.eu/>



- **IRENA**, Indium replacement by single-walled carbon nanotube thin films, has accumulated steady achievements from the start of the project and was evaluated highly for paving the way for single carbon nanotubes to be applied to electronic devices. It has achieved more than was expected which was greatly facilitated by the international collaboration. IRENA de-

veloped high performance semiconducting and metallic carbon nanotube thin films to eliminate the use of critical metals in electronic devices i.e. indium in transparent conducting thin films for touch screens and indium and gallium in thin film effect transistors. Results of this research are already planned initially for screens in automotive applications.

➔ <http://irena.aalto.fi/>

At the start of the projects, improvements in the research area were expected by complementary and functional collaboration between Japan and EU. All the teams have met these expectations. The programme encouraged dissemination in the international arena and the writing of joint papers. The programme also encouraged researcher exchange which was taken up by all the consortia and led to significant progress and unique opportunities for the development of young researchers.

Source: European Commission

➔ <http://ec.europa.eu/research/iscp/index.cfm?pg=japan>


A NEW BOOST FOR THE **COOPERATION BETWEEN JRC AND AIST**

On 29 May 2017, the Joint Research Centre (JRC), the European Commission's science and knowledge service, and the Japanese National Institute of Advanced Industrial Science and Technology (AIST) signed a Research Framework Agreement.

The agreement opens avenues for scientific exchange and synergies in the fields of nanotechnology and chemicals, metrology and measurement, and energy, among others. The signing ceremony, organised at the JRC Headquarters in Brussels, was attended by a high-level delegation from the Japanese National Institute of Advanced Industrial Science and Technology (AIST) and the Japanese Ministry of Economy, Trade and Industry (METI), led by the AIST President Dr. Ryoji Chubachi. The delegation was welcomed by the Director-General of the JRC, Vladimír Šucha.

The agreement formalises the cooperation between the two institutions already in place for several years, concerning mainly the detection and characterisation of silver nanoparticles in water, the inter-laboratory testing of nanomaterials by in vitro tests, the harmonisation and standardisation of measurements, as well as the development of new measurement standards.



 AIST President Dr. Ryoji Chubachi and JRC Director-General sign a Research Framework Agreement

Source: European Commission - Joint Research Centre

➔ <https://ec.europa.eu/jrc/en/news/new-setting-scientific-cooperation-japan>

EUROPEAN RESEARCH DAY 2017

4 DECEMBER 2017, TOKYO, JAPAN

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



The ERD is a one-day workshop featuring presentations by researchers from the European research community of Japan, discussion panels on issues of relevance for Japan-Europe mobility and research cooperation, careers, and a networking reception.

Source: EURAXESS

➔ <https://euraxess.ec.europa.eu/worldwide/japan/european-research-day-2017>

TRAINEESHIPS OPPORTUNITIES AT THE DELEGATION OF THE EUROPEAN UNION TO JAPAN

The Delegation of the European Union to Japan offers non-remunerated traineeships to university students eager to gain working knowledge of the European Union and its relations with Japan.

- Application deadlines: 27 October 2017 & 1 February 2018
- Application procedures at below link.

source: Delegation of the European Union to Japan

➔ https://eeas.europa.eu/delegations/japan/32601/traineeships-delegation-european-union-japan_en

THE 24TH JAPAN-EU SUMMIT

On 06 July at 11 a.m. local time Mr. Shinzo Abe, Prime Minister of Japan met with Mr. Donald Tusk, President of the European Council, and Mr. Jean-Claude Juncker, President of the European Commission in Brussels for the 24th Japan-EU Summit. This was followed by a joint press conference and a working lunch.



This was the 3rd Japan-EU leaders' meeting this year, following meetings in March and May. They confirmed that agreements in principle on the Japan-EU EPA (Economic Partnership Agreement) and the SPA (Strategic Partnership Agreement) had been reached.

Prime Minister Abe stated that the agreement in principle on the Japan-EU EPA was realised through both sides' strong political will, based on a relationship of trust, which signifies their will to continue to keep the flag of free trade waving high amid growing protectionist sentiment across the world. Prime Minister Abe also stated that the EPA will further contribute to encouraging international trade and investment, that it will serve as a model for the 21st century economic order of free and fair rules, and that it will be of great benefit to Japanese and EU citizens. Prime Minister Abe also conveyed his intention to build a more robust Japan-Europe economic relationship for the new era based upon the agreement.

Presidents Tusk and Juncker expressed the view that the agreement forms the foundation of a deeper and broader partnership. They also opined that the agreement will not only benefit both sides' companies and citizens, but it will also intensify their relationship, as indicated by the fact that the agreement in principle was reached not as a Free Trade Agreement (FTA) but as an EPA.

With regard to the agreement in principle on the Japan-EU SPA, both sides confirmed that the SPA will further strengthen the strategic relationship and collaboration between Japan and the EU, which share fundamental values, amid the various challenges the international community is facing.

The leaders thanked the negotiators on both sides for their efforts and praised the outcome.

Source: Mission of Japan to the European Union

JETRO AT **BIO-EUROPE 2017**

JETRO is participating at the BIO-Europe 2017, the biggest bio-business matching event in Europe with a delegation of mid-sized growing Japanese bio-pharma companies.

JETRO is inviting EU companies and organisations interested in advanced technologies in fields like drug discovery, regenerative medicine, medical technologies, to visit their booth for business talks with the Japanese companies specialised in each segment.

At their booth, they will provide visitors with information about the Japanese companies as well as about the JETRO's services.

A list of Japanese companies (a.o. Sept. 13) attending the BIO-Europe 2017 and exhibiting at JETRO's booth is posted under: https://www.jetro.go.jp/germany/topics/_413418.html


About JETRO | Japan External Trade Organization: <https://www.jetro.go.jp/en/>
The Japan External Trade Organization is a Japanese government-related organisation that promotes mutually beneficial trade and investment relations between Japan and foreign countries.

Source: JETRO Berlin

EPA INFORMATION IN JAPANESE ON JETRO'S WEBSITE

The Japan External Trade Organization is providing information about the Economic Partnership Agreement (EPA) between the EU and Japan.

Source: Japan External Trade Organization

 <https://www.jetro.go.jp/world/europe/eu/epa>

COLLABORATION BETWEEN NORTH RHINE-WESTPHALIA AND FUKUSHIMA PREFECTURE EXTENDED

Already since 2011, the German state of North Rhine-Westphalia (NRW) and Fukushima Prefecture have been collaborating in the field of medical technology. In 2014, the cooperation was even more intensified when a memorandum of understanding was signed. This agreement was recently renewed and signed by Toshiyuki Hata, Vice-Governor of Fukushima Prefecture, and Christoph Dammann, State Secretary of the Ministry of Economic Affairs, Innovation, Digitalization and Energy of the State of North Rhine-Westphalia.



The memorandum of understanding is to promote the interdisciplinary exchange between companies, universities and medical institutions in both NRW and Fukushima, particularly in the fields of cancer treatment, robotics and digitalisation of the health industry. The Japanese delegation also visited Essen in order to participate in the seminar "Growth Industries and Business Opportunities in Fukushima". On this occasion, Thomas Kufen, Lord Mayor of the City of Essen, extended a warm welcome to Toshiyuki Hata, Vice-Governor of Fukushima Prefecture, Masato Shinagawa, Mayor of Koriyama City, and other members of the delegation.

Essen and Fukushima have already carried out various projects regarding renewable energies and medical technology since 2014. For both regions, structural change and climate awareness are future-oriented topics. *"The people's awareness of how to generate energy clearly rose worldwide. Essen, as present 'European Green Capital' considers itself fortunate being in close exchange with Fukushima and designing solutions for the future together"*, said Thomas Kufen. 2016, a first "NRW-Fukushima Joint Symposium on Advances in Medicine" with the topic "Japanese and German Cutting-Edge Technologies for Patient

Care" was jointly organised in Essen by University Hospital Essen and the Southern Tohoku General Hospital Koriyama. This year, the symposium will take place in Koriyama focusing on the use of artificial intelligence and robotics in medicine. In November, another delegation consisting of seven companies from Fukushima will travel to Germany. They will exhibit at the prefecture's joint booth at MEDICA/COMPAMED fair in Düsseldorf, hoping to find business partners. A return visit from Essen to Fukushima is planned for late November.

Source: JETRO Düsseldorf

THE 8TH KOBE UNIVERSITY BRUSSELS EUROPEAN CENTRE SYMPOSIUM

21 NOVEMBER 2017, BRUSSELS, BELGIUM

On 21 November, Kobe University will organise a symposium "EU-Japan Initiative for Excellence - Strategic Research Partnership in Medicine, Biotechnology and Social Sciences" to be held at Vrije Universiteit Brussel (VUB). This is the 8th Kobe University Brussels European Centre and this year's symposium is jointly organised with VUB. During the event, latest collaboration between Japan and EU in Higher Education, Biotechnology, Migration and Ageing will be introduced by prominent researchers from Japanese and EU institutions.

➔ http://www.office.kobe-u.ac.jp/ipiep/events/20171121_en.html

The 8th Kobe University Brussels European Centre Symposium

EU-Japan Initiative for Excellence:

Strategic Research Partnership in Medicine, Biotechnology and Social Sciences

Jointly organised with Vrije Universiteit Brussel

Date and Time
Tuesday 21 November 2017
9:30 - 18:30
Registration to start at 9:00

Venue
VUB U-Residence
Generaal Jansquantsdam 271, 1050 Brussels

Programme
Opening 9:30 - 10:00
Session 1 10:00 - 13:30
Innovation in Higher Education and Social Sciences: Regional Culture and Global Challenges
Session 2 10:00 - 13:30
Microorganisms in Biotechnology
Session 3 14:30 - 18:00
Migration and Community Building
Session 4 14:30 - 18:00
Healthy and Active Ageing

For Registration and Inquiry
Kobe University Center for EU Academic Collaboration
http://www.office.kobe-u.ac.jp/ipiep/registration_and_inquiry.html
E-mail: office.kobe@kobe-u.ac.jp

VUB Vrije Universiteit Brussel

MAYOR OF SAERBECK VISITING **FUKUSHIMA PREFECTURE**

The Mayor of the city of Saerbeck in Northrhine-Westfalia (NRW), Germany, Mr. Wilfried Roos, visited Fukushima Prefecture to see the Governor of Fukushima Prefecture Government, the village of Otama and an association related to renewable energies in the district of Shirakawa.

Fukushima and NRW have promoted economic exchange in the field of Renewable Energy after the Great East Japan Earthquake and the accident at the Fukushima Nuclear Power Plants. In February 2014, they concluded a Memorandum of Understanding (MoU) for promotion of economic exchange which was renewed in January 2017. On the basis of the MoU, they have promoted economic exchange while sharing information, holding joint-seminars and mutually exhibiting at renewable energy exhibitions held in both regions.



Governor Uchibori at the centre

Saerbeck is known as an advanced local government in NRW and has attracted worldwide attention. Saerbeck has built a “Bioenergy Park” in the city to introduce PV, Wind energy and Biomass energy. When introducing a project, Saerbeck’s local government regarded communication with the citizens as important for a fruitful implementation. Now, Saerbeck produces about 3.5 times more renewable energy than the local consumption. When Governor Uchibori of Fukushima Prefectural Government visited Germany in January 2017, he visited Saerbeck to see the Bioenergy Park guided by Mayor Roos.

During his stay in Fukushima on 6 October, Mayor Roos had met Governor Uchibori, exchanged opinions with the Shirakawa District Renewable Energy Promotion Association, saw CHP* made by ENTRADE in NRW and visited the village of Otama.

*Micro Combined Heat and Power System

Source: Fukushima Center for Industrial Promotion

THE 6TH REVIVAL OF **FUKUSHIMA RENEWABLE ENERGY INDUSTRIAL FAIR 2017**

8-9 NOVEMBER 2017, FUKUSHIMA, JAPAN

REIF Fukushima provides opportunities to exhibit latest technologies, information and products related to renewable energy businesses. Based on the Fukushima plan for a new energy society, this year the organisers set the following main themes:

- Expanding introduction of renewable energy,
- Model Construction of hydrogen-based society,
- Building smart communities.

To promote Fukushima as a leading region for a new energy future, REIF Fukushima provides opportunities to exhibit up-to-date technology and information, to participate in the business meetings, and to join networking events for the participants. Please feel free to contact the organisers via e-mail for any questions: reif-fukushima@f-open.or.jp

➡ <http://reif-fukushima.jp/english>

REIF HOME Exhibition Guide Exhibition Layout Venue & Access

The 6th **FUKUSHIMA Renewable Energy Industrial Fair 2017**
REIF Fukushima
November 8^{Wed} 9^{Thurs}, 2017
Venue : **BIG PALETTE FUKUSHIMA**
Koriyama City Fukushima Prefecture
Organizers: Fukushima Prefecture, Fukushima Center for Industrial Promotion
Time | 10 : 00 - 17 : 00

VISEGRAD PROJECT KICK-OFF AT KOBE UNIVERSITY

Using the Visegrad University Studies Grants, from October 2017 Kobe University has started a course titled “The Place of V4 Countries in Europe and Japan” to study the importance of Central and Eastern Europe within the EU, links between Japan and the region, and its position in Japan.



The course is expected to be offered to Kobe University students including exchange students from partner universities of Kobe University, and taught with cooperation from scholars in the V4 partner universities: Jagiellonian University (Poland), Eötvös Loránd University (Hungary), Comenius University in Bratislava (Slovakia), and Charles University (Czech). This course is also planned to form part of the Kobe University Educational Program on Current Japan, an English and Japanese-taught program focusing on current issues in Japan.

On 29 May, Kobe University held the Visegrad Project Kick-Off Workshop titled “Prospects of Visegrad Project: Comparative Studies on Migration and Social Movements in V4 Countries, Japan and Asia” at Jagiellonian University in Kraków, Poland, where Kobe University Liaison Office is located.

➡ http://www.kobe-u.ac.jp/en/NEWS/info/2017_06_16_02.html

Kobe University established a liaison office in Poland within the Centre for Comparative Studies of Civilisations at the Jagiellonian University in 2015 to offer research and study exchange opportunities to universities in Central and Eastern Europe and to disseminate Kobe University's information on all aspects of higher education and research.

On 17 October, Kobe University will organise a commemorative symposium for the establishment of the course and examine research collaboration with Visegrad project partners at Jagiellonian University, Poland.

➡ http://www.office.kobe-u.ac.jp/ipiep/events/20171019_en.html



NEW ADVISOR APPOINTED TO THE KOBE UNIVERSITY BRUSSELS EUROPEAN CENTRE

Kobe University opened the Brussels European Centre (KUBEC) in September 2010 and established the Centre for EU Academic Collaboration in July 2013 to promote further exchanges with Europe. The Centre's activities in Europe include seminars, workshops, student and scientist exchanges, joint research projects, as well as an annual high-level symposium organised at Kobe University Brussels European Centre (KUBEC).

In February 2017, Mr. Patrick Vittet-Phillipe, formerly Head of Japan and Russia Desks at the Directorate-General for Research and Innovation, European Commission, was appointed as the new Advisor to KUBEC. As part of his previous responsibilities, Mr. Vittet-Phillipe regularly presented to Kobe University the European Commission's policy for international cooperation in research and higher education, and encouraged the University to develop its activities in Europe, particularly through participation in European research programmes.

Kobe University is looking forward to working with him in his new capacity as Advisor to KUBEC in order to reinforce Kobe University's presence in Europe.

➡ http://www.office.kobe-u.ac.jp/ipiep/kubec/index_en.html



Comment from Mr. **Patrick Vittet-Phillipe**:

"I am truly delighted and honoured to have been asked to contribute to the Initiative for Excellence launched by one of the most forward-looking universities in Japan. I am impressed by Kobe University's resolute engagement in international research activities, particularly with Europe, and by its commitment to meet the challenges and expectations of 21st Century education in the global environment. Engaging in a constructive dialogue between Japan and Europe, and building innovative international partnerships represent, in my view, the best ways to develop students with a global mindset and find answers to the World's key societal challenges".

JAPAN MANAGEMENT ASSOCIATION AS THE BRIDGE BETWEEN EUROPE AND JAPAN

The Japan Management Association (JMA) have been contributing to the development of the Japanese economy, and the improvement of the quality of life encouraging the growth of the global society through management related activities as well as convention business such as exhibitions, seminars to respond to the needs of the times.

JMA organises more than 30 exhibitions including FOOD EX JAPAN, the largest food and beverage trade show in Asia, as the gateway to Japanese market from Europe as well as the other overseas world, boasting 8,000 exhibitors and 350,000 visitors registered at their shows organised annually. With exhibitions, JMA conducts business matchings and various presentations on how to enter the Japanese market while making the best use of the data JMA has.

From April 2015, JMA started working as a sales partner for Deutsche Messe AG, being the operating company for the Hannover Fairground which is one of the largest trade fair operators in Germany. Since then JMA has been bringing Japanese companies to the various exhibitions Deutsche Messe organises not only in Germany but also in various metropolises in the world.

So JMA has been actively making efforts to support Japanese companies to develop European and overseas markets, introduce their products using the global network of Deutsche Messe and Japanese industrial network JMA has.

On 6 July 2017 the European Union and Japan reached an agreement in principle on the EU-Japan Economic Partnership Agreement, covering about a quarter of the global economy. Together, EU and Japan would constitute a trading bloc of a size to rival that created by the North American Free Trade Agreement. So, hereafter, JMA will make its very best to build a more robust bridge between European countries and Japan through its activities to promote free trade in the world.

➡ <http://www.jma.or.jp>

SPOTTED PUBLICATION

The monthly magazine "Highlighting Japan" is published by the Japanese Government to help readers better understand Japan today. Latest issues topics: in August "The future by design", in September: "Sustainable Development Goals: challenges and opportunities".

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

JETRO GLOBAL TRADE AND INVESTMENT REPORT 2017

The Japan External Trade Organization released at the end of July a report on the status of global trade and investment. The Key points are:

- 1.Global trade declines 3.1%, downturn for two straight years
- 2.Slow trade continues while service trade sees robust growth
- 3.Japan's trade balance marks first surplus in six years
- 4.Japan's outward FDI marks record high
- 5.Inward FDI from Asia to Japan continues to grow
- 6.World trade policies reaching turning point
- 7.Background of inward-looking policies and new momentum toward free trade regime
- 8.Value of multilateral trade rules reappraised in regulations and standards
- 9.Future of e-commerce market
- 10.Japan's current status of accepting and utilising foreign personnel

Source: Japan External Trade Organization

 <https://www.jetro.go.jp/en/news/releases/2017/a62b8a37b416f089.html>

GUIDANCE TO THE ASSET MANAGEMENT INDUSTRY IN JAPAN - TOKYO METROPOLITAN GOVERNMENT

The Tokyo Metropolitan Government compiled the English guidebook titled "Guidance to the Asset Management Industry in Japan" ("the guidebook") with the cooperation of the Financial Services Agency in order to provide useful information for foreign asset managers to enter the Japan's Market smoothly.

This guidebook gives easy-to-understand explanations of Japanese financial laws and regulations, how to apply for registration as a financial instruments business operator.

For details, click on:

➡ http://www.seisakukikaku.metro.tokyo.jp/bdc_tokyo/assets/pdf/en/english-guidebook/eigokaisetsusyo_A4_0908.pdf

➡ http://www.seisakukikaku.metro.tokyo.jp/bdc_tokyo/assets/pdf/en/english-guidebook/eigokaisetsusyo_gaiyo_A5_0908.pdf
(Summary version)

SEMINAR ON JAPAN AT STOCKHOLM SCHOOL OF ECONOMICS: “**BUILDING BRIDGES NOT WALLS**”

“**WE BELIEVE IN BUILDING BRIDGES NOT WALLS.**” BY H. E. DR. CECILIA MALMSTRÖM, THE EU COMMISSIONER FOR TRADE

This summer the EU and Japan in principle agreed on Economic Partnership Agreement which will have an enormous economic importance. It is a way to bring EU-Japan closer, demonstrating that they both are democratic and open global partners, believing in free trade. At the same time, a political Strategic Partnership Agreement will also be concluded. “*We believe in building bridges, not walls*” says the EU Trade Commissioner. She will explain the likely impact of the agreement and the way ahead.

H.E. the EU Trade Commissionaire, Cecilia Malmström, held a seminar explaining the Economic Partnership Agreement that was concluded in principle between EU and Japan this summer. She did this in connection with the 25 years anniversary of the European Institute of Japanese Studies (EIJ) at Stockholm School of Economics. “*This agreement is of enormous economic importance, but besides this, it is also a way of getting closer to each other. We want to show that the EU and Japan as democratic and global partners believe in free trade. We believe in building bridges not walls*” said the Commissionaire.



It was a full house at Stockholm School of Economics on September 28. The seminar was moderated by Professor Marie Söderberg the Director of the EIJS. Professor Axel Berkofsky from University of Pavia acted as a discussant. The commissionaire had to answer a number of hard questions concerning transparency as well as the way forward for the agreement.

Attending the reception after the seminar was also the Swedish Minister for EU and Trade, Ann Linde, who held a speech on the implications of this agreement for Sweden.

She pointed out that Japan was Sweden’s third largest trading partner outside the EU and that the agreement is likely to promote trade between Sweden and Japan even further.

Concerning the 25 year celebration of the EIJS the Director Marie Söderberg said: “*We are very proud of the fact that we have been able to serve as a link between the EU and Japan under such a long time and finally also to see that our efforts have given result.*”

Source: European Institute of Japanese Studies

➔ <https://www.hhs.se/en/Research/Institutes/EIJS>

➔ <https://www.hhs.se/en/about-us/calendar/eijs/2017/stockholm-seminar-on-japan-28-september-2017/>

➔ http://trade.ec.europa.eu/doclib/docs/2017/september/tradoc_156123.pdf

FRANCE’S “EXPLORATION JAPON” CALL FOR PROJECTS

The Embassy of France in Japan just launched the third edition of its call for projects “Exploration Japon”.

The purpose of this programme is to allow France-based scientists and researchers to visit Japanese counterparts so as to kickstart new collaborative projects. All scientific domains, including the social sciences and humanities, are eligible.

Application deadline: 15 November 2017

Source: EURAXESS and Embassy of France in Japan

➔ <https://euraxess.ec.europa.eu/jobs/funding/frances-exploration-japan-call-projects>

➔ <http://www.diplomatie.gouv.fr/fr/politique-etrangere-de-la-france/diplomatie-scientifique/veille-scientifique-et-technologique/japon/article/lancement-de-l-edition-2018-du-programme-exploration-japon-ouvert-a-tous-les>

60TH ANNIVERSARY OF **DIPLOMATIC RELATIONS BETWEEN IRELAND AND JAPAN**

A thriving bilateral relationship requires active and energised exchanges in a number of key areas. These include frequent values-based political interactions, a vibrant and mutually-beneficial trading relationship, a mix of traditional and modern cultural engagements, people-to-people exchanges in tourism, work and sport, and education links between students, researchers and institutions.



Former Minister for Foreign Affairs and Trade, Mr. Charles Flanagan T.D., with former Minister for Foreign Affairs, Mr. Fumio Kishida, January 2017, Dublin

The 60th anniversary of diplomatic relations between Ireland and Japan, which is being celebrated in 2017, provided an opportunity for the Embassy to engage with our counterparts and partners across all of these areas and plan a strategy to build on both the strong links which exist, and to identify new opportunities for the years ahead. Supporting and developing economic ties has been a central focus for the Embassy and the Irish state agencies based in Tokyo.

Bilateral Ireland-Japan trade totalled €9.8 billion in 2015, Japanese companies support 3,000 direct jobs in Ireland, and Japan is the largest source of FDI into Ireland from Asia, so expanding the economic relationship is a key priority for the Irish Government. The soon-to-be-agreed EPA will open further opportunities for Irish and Japanese businesses, and the Irish Government fully supports this deal as a mutually-beneficial one.

The Irish Government is shortly set to publish its strategy for engagement with Asia over the next decade, and Japan will feature prominently in our ambitions for this region. In face of threats to international free trade and the uncertainty of Brexit, we believe that Ireland's place in the EU and Eurozone, and our English-speaking, highly-educated workforce continues to present an attractive offering for Japanese investors. We believe we are well positioned to realise the full potential of this positive and dynamic relationship in the years ahead.

Source: Embassy of Ireland in Japan



Former Minister for Foreign Affairs and Trade, Mr. Charles Flanagan T.D. (centre), with Ambassador of Ireland to Japan, Ms. Anne Barrington (centre right), with members of the Japan-Ireland Parliamentary Friendship League

MEMORANDUM STRENGTHENS **FLANDERS-AICHI (JAPAN) RELATIONSHIP**

On 15 May, Minister-President of Flanders Bourgeois and Governor Ohmura of Aichi Prefecture (Japan) signed a friendship memorandum, confirming the mutually beneficial business relations between Flanders and Japan.



LONG-STANDING INTERNATIONAL BOND
When it comes to automotive activities, Flanders and Japan have been cooperating for many years. The ports of Zeebrugge and Antwerp in particular work closely together with Nagoya, Japan's largest harbour. Japanese car brands Toyota, Honda and Mazda have major logistics operations based in Flanders, strengthening the ties between the two countries.

ENDURING FRIENDSHIP STIMULATES ECONOMIC GROWTH

In October 2016, Bourgeois visited Japan to celebrate the shipping of the 10 millionth Japanese car to Flanders. That's when the idea emerged to create a Memorandum of Understanding on Friendship and Mutual Cooperation between Flanders and the Aichi Prefecture (Japan). During a recent state visit of Governor Ohmura to Flanders on 15 May, the document was solemnly signed by both parties. Minister-President Geert Bourgeois is very pleased: *"We are very proud of our economic relationship with Aichi. Flanders is an important logistics partner for the Japanese automotive industry. It is a pleasure to host Governor Ohmura on his visits, and we are eager to deepen our friendship with Aichi."*

➔ <https://www.flandersinvestmentandtrade.com/invest/en/news/memorandum-strengthens-flanders-aichi-japan-relationship>

JAPAN AND DENMARK: 150 YEARS OF COLLABORATION

In 2017, Japan and Denmark celebrates the 150th anniversary of the two countries' diplomatic relations. In this article, three Danish experts present their view on the advantages of the cross-country collaboration when doing business.

In 1867 Denmark and Japan signed the Treaty of Friendship, Commerce and Navigation between Japan and Denmark. 150 years later, the longstanding friendship between the two countries remains. And there are still many similarities that both countries share, Mr. Jørgen Jacob Friis tells. He is a Danish entrepreneur with years of experience in work with Japanese culture and business development.

"The Trade Agreement between the European Union and Japan, that reached an agreement in principle in July this year, is one out of many important steps in the enhancement of the collaboration between Denmark and Japan. When talking business, we have a lot to share, e.g. innovative work with products and services in the field of health and welfare sector", Mr. Friis explains.

DENMARK AND JAPAN SHARE A COMMON CHALLENGE WITH A GROWING, AGEING POPULATION

Mr. Christian Graversen is CEO at Welfare Tech, the Danish national cluster and hub for innovation and business development in healthcare, homecare and social services. The members of the cluster are based in the private industry, public organisations, and research and education institutions.

➔ <http://www.southdenmark.be>

"Within the last couple of years, we have seen an intensely growing interest for mutual collaborations between Danish and Japanese organisations. In Denmark, it is especially the Japanese competences within industry and technological R&D that our members learn from, and we see that Japanese companies, researchers, and authorities are interested in the tight Danish focus on the user experience. We see that match in our daily work with Japan – and in the mutual interest for knowledge sharing, e.g. at the WHINN – Week of Health and Innovation knowledge festival in Denmark this October, where Japanese and Danish stakeholders can meet up and share knowledge".

2017 – MORE TO COME

The WHINN knowledge festival is not the only platform for knowledge sharing in 2017. Martin Fischer, a Danish adviser and expert on Japan relations, explains:

"We have already seen several high scale visits from Japan in Denmark this year; Japan's Crown Prince in June and Prime Minister Abe in July. Later this year, the Danish Crown Prince and Princess will visit Japan followed by 55 Danish companies and four Danish Ministers. Hopefully, the initiatives will combine our countries' interest in working together when doing business, creating jobs and creating fantastic products and services for the world of tomorrow", Mr. Fischer explains.

JAPANESE DELEGATION VISITS GERMAN BIOTECH ASSOCIATION IN BERLIN

BIO DEUTSCHLAND

Biotechnologie-Industrie-Organisation Deutschland e.V.

Representatives of the Japanese Federal Ministry of Economy, Trade, and Industry, of the Japan Bioindustry Association and of the New Energy and Industrial Technology Development Organization visited Germany to discuss the development of a knowledge based bio-economy in the respective nations with their German counterparts in government and industry.

BIO Deutschland, the German biotechnology sector association, was very pleased to welcome the delegation on 14 September in its offices in Berlin. As in Germany, the implementation of a bio-economy is seen in Japan as an important strategic move to secure future competitiveness and sustainability of the economy. In Japan bio-economy is defined to include also medical biotechnology.

An approach which might be followed by other nations given the huge contribution of biotechnology to the value added in the industrial health sectors. In Germany the gross value added by biotechnology in medicine nearly doubled in the last eleven years up to 8.8 billion Euros in 2016. The same trend can be recognised in the development of industrial biotechnology in the chemical, and in the food/feed industries.

During the visit, both parties agreed that Japan and Germany both prioritise innovation because it is crucial for the further development of their nations and that they have even more in common: as Prime Minister Shinzo Abe emphasised at the German CeBIT opening celebration: *"Because Germans and Japanese alike take pride in manufacturing and we derive enormous pleasure from making things."*

➔ <https://www.biodeutschland.org/en/home.html>

MALTA - JAPAN CHAMBER OF COMMERCE OFFICIALLY LAUNCHED

The Malta - Japan Chamber of Commerce was officially launched on Wednesday 6 September at the Corinthia Hotel St. George's Bay in St. Julian's and was inaugurated by Honorable Dr. Chris Cardona, Minister for the Economy, Investment and Small Businesses. The event was well attended by the public and private sector, non-profit organisations, the public and Japanese citizens living in Malta.



MALTA - JAPAN
CHAMBER OF COMMERCE
マルタ日本商工会議所



The launch kicked-off with speeches by the President of the Malta - Japan Chamber of Commerce Mr. Anthony Micallef, the Minister for Economy, Investment and Small Businesses Hon. Chris Cardona, Japan External Trade Organization Milan Director Mr. Hiroto Kobayashi and the Ambassador of the Republic of Malta to Japan, H.E André Spiteri.

The aim of the Malta - Japan Chamber of Commerce is to encourage the development of bilateral economic exchanges between Malta and Japan. The newly launched Chamber will act as a platform and bridge to link Maltese enterprises with their Japanese counterparts and to encourage dialogue between the Maltese and Japanese authorities on issues related to trade and commerce.

The Malta - Japan Chamber of Commerce is also supported by the Maltese government and by the Japan External Trade Organization (JETRO) Milan.

To reach such ambitious goals, the Malta - Japan Chamber of Commerce will operate to facilitate and conduct networking and B2B events and to serve as a bridge in the enhancement of trade by facilitating the connection between Maltese and Japanese enterprises. Moreover, the Chamber will promote open dialogue with the Maltese and Japanese governments, authorities and stakeholders on issues relating to trade, business and investment to ensure the best possible support to effectively support Maltese and Japanese enterprises to build solid commercial ties with each other.

If you would like to contact the Malta - Japan Chamber of Commerce, kindly send an email to: info@mjcc.com.mt

➔ <http://www.mjcc.com.mt>

SURVEY REVEALS: GERMAN BUSINESSES IN JAPAN ARE MORE OPTIMISTIC ABOUT THE FUTURE

The German Chamber of Commerce and Industry in Japan (AHK Japan) conducted its second annual survey "German Business in Japan" this February. The results published in August showed that German enterprises are more positive about the prospective development of the Japanese economy as well as their own business in Japan compared to one year ago.

Of the 106 questioned companies, 39% were anticipating positive or very positive development in the Japanese economy within the next six months. In the previous year, only 17% were anticipating such a trend. This optimism is also reflected in their own business activities with 58% of the companies expecting an improvement in their business within the following six month, 8% more than 2016.

Similar to last year stability and reliability of business relations is considered as the most valued aspect of the Japanese market - followed by economic stability and the highly qualified Japanese employees. However, 80% of those surveyed believe that recruiting qualified employees represents the greatest difficulty in the Japanese market due to the high demand.

According to the survey, some 86% of companies record profit before tax - a figure which rises even to 90% within the engineering sector. Furthermore German companies benefit from Japan increasingly investing overseas as it offers up opportunities for lucrative third market business. Some 54% of those surveyed already have or are planning projects with Japanese partners outside Japan.

➔ <http://japan.ahk.de/en/publications/surveys/german-business-in-japan-2017>

EACP ABROAD – SUCCESSFUL EUROPEAN BUSINESS MISSION TO JAPAN



Following the first “fact finding mission” organised in October 2016 in frame of the European project EACP-ABROAD, a business mission to Nagoya/Japan was conducted from 25 to 29 September 2017 under the leadership of project’s partner Aerospace Valley. With ESAC Eskisehir, Niedersachsen Aviation, Rhône-Alpes Aerospace Cluster and Aerospace Valley a total of 4 EACP-ABROAD clusters have attended the mission accompanying a total of 12 of their member companies.



Three distinct events were covered during the “Chubu Aerospace Week”:

1. France-Japan workshop on Civil Aviation Industry Cooperation (25 September)
2. Aeromart Nagoya business convention (26-28 September)
3. International cluster seminar and industrial site visits (29 September).

Participants of the mission have gained interesting insight into the Japanese aerospace landscape; combined with cultural learnings. On cluster management level existing contacts and cooperation have been fostered; in particular the French clusters Aerospace Valley, AStech and SAFE have jointly signed a MoU-agreement with their local cluster counterparts of C-ASTEC (Chubu Aerospace Industrial Technology Center) and GNI (Greater Nagoya Initiative).

The next major aerospace event in Japan will take place from 28 to 30 November 2018: the Japan International Aerospace Exhibition in Tokyo.



➔ <https://www.clustercollaboration.eu/profile-articles/eacp-abroad-successful-business-mission-japan>

XIX EDITION OF THE JAPAN SPAIN FORUM ON THE FOURTH INDUSTRIAL REVOLUTION AND GLOBALIZATION 18-20 OCTOBER 2017, MALAGA, SPAIN

Spain, distinguished member of the EU, and Japan, technology leader, are partners and allies in terms of many fronts. These countries are advanced economies that can benefit from a joint reflection on phenomena, like the previous ones, that will impact in their societies clearly in the next few years.

In this sense, the city of Malaga will be the Spanish headquarters of the XIX Edition of the Japan Spain Forum, which will take place in Malaga on 18-20 October. It will be a forum of dialogue, reflection and ideas that fosters "networking" at a very high level. The Technology Park of Andalucía is actually supporting the promotion and dissemination of this event which will be an interesting exercise for companies, universities, institutions, professionals and experts with bilateral activities, or with specific interest in matters such as

the emergence of new technologies, the transformation of our labour market, the globalisation, the necessary adaptation of education and strategic priorities for digitalisation among others. The Forum is a platform for dialogue between representatives of the civil society and the administration of both countries focusing on an Agenda that each edition gathers the themes of greatest strategic interests for our bilateral relations. This event is celebrated annually since 1997, alternately in Japan and Spain. It is an instrument in the exercise of public

diplomacy, which has the support and promotion of the Ministry of Foreign Affairs and Cooperation. The main objective of the Forum is to promote the creation of networks of contacts between professionals, companies and Japanese and Spanish institutions with complementary interests, giving rise to a higher level of exchange between our societies. It is also a focus of annual attendance to the state of our bilateral relations especially directed to awaken the interest of our societies.

➔ <http://www.pta.es/en/index.cfm>

LUXEMBOURG MULTI-SECTORAL MISSION TO JAPAN

26 NOVEMBER - 1 DECEMBER 2017, TOKYO, JAPAN

The Luxembourg Chamber of Commerce, in close cooperation with the Ministry of the Economy, the Ministry of Finance, the Luxembourg Embassy to Japan and the Luxembourg Trade and Investment Office in Tokyo will be organising a multi-sectoral mission to Japan.



The delegation will be led by H.E. Mr. Etienne Schneider, Deputy Prime Minister and Minister of the Economy, H.E. Mr. Pierre Gramegna, Minister of Finance and H.E. Mrs. Francine Closener, Secretary of State of the Economy. It will take place from 26 November to 1 December 2017.

Japan is searching for high quality products and innovative services. There are opportunities in many sectors: automotive, ICT, nano-technologies, energy, environment, life sciences, etc. After launching a programme called society 5.0, Japan will further increase its spending on technological projects such as autonomous driving cars, drone deliveries and interconnected electric equipment. In addition, intelligent housing, IoT, finance and industry related R&D are on the rise. The green energy sector is a particular subject of discussions in anticipation of the Summer Olympics (Tokyo 2020). In conjunction with the upcoming sporting event, the

transport infrastructure will be subject to improvements and expansions, while the necessary cyber-security framework will be put in place. With one of the highest proportion of non-active populations in the world, the "Silver economy" is thriving in the Land of the Rising Sun. Japan is also home to many prodigies in the field of video animation and world renowned anime production studios. Last but not least, Japan is also one of most active country in space and is leading the world in diffusing robots in various industry.

The programme of this official mission will include sectoral workshops, official receptions, networking events, company visits and pre-arranged individual business meetings with Japanese companies upon request. The mission is open to all sectors of activity. Nevertheless, a special focus will be put on audiovisual production (animation), ICT, logistics, space, sustainable finance and tourism.

➔ http://www.cc.lu/autres-services/manifestations/detail/?user_ccagenda_pi1%5BshowUid%5D=1036

ESTONIA AND JAPAN SIGN A CONVENTION FOR THE ELIMINATION OF DOUBLE TAXATION

On Wednesday, 30 August 2017 Estonian Finance Minister Toomas Tõniste and Ambassador of Japan to the Republic of Estonia Yoko Yanagisawa signed the Convention for the elimination of double taxation with respect to taxes on income and the prevention of tax evasion and avoidance in Tallinn.

"Japan, as one of the biggest economies of the world, is a very attractive market for Estonian companies. Estonian companies have already concluded detailed cooperation agreements with their counterparts in Japan, such as in dairy and in IT sectors," said Minister of Finance Toomas Tõniste. *"The Convention for elimination of double taxation will promote further investments and enhance cooperation between companies in both countries,"* added the Minister.

The Convention for elimination of double taxation creates conditions and gives certainty for mutual investments and free movement of people, goods

and services. The Convention clarifies the taxing rights of both countries on all forms of income flows arising from cross-border business activities, and enables more favourable tax treatment compared to the domestic law. Furthermore, the Convention provides the legal basis for eliminating international double taxation that arises in interaction of tax systems of two states.

According to the statistics of the Central bank of Estonia, foreign direct investment flows from Japan to Estonia reached 18.2 million euros as of 31 March 2017, Estonian direct investments to Japan amounted only to 0.1 million euros.



The Convention will enter into force after its ratification by both countries and the exchange of diplomatic notes.

Among the East Asian countries, Estonia has effective double tax conventions with China and South Korea. The treaty text of the Convention for the elimination of double taxation between Estonia and Japan was agreed in principle on 16 March 2017 in Tokyo.

➔ <https://www.rahandusministeerium.ee/en/news/estonia-and-japan-sign-convention-elimination-double-taxation>
➔ http://www.mofa.go.jp/press/release/press4e_001706.html

BIOTECH MADE IN ITALY AT BIO JAPAN 2017

Embassy of Italy – Trade Promotion Section organised the Italian participation to Bio Japan 2017, Asia's Premier Partnering Event for the Global Biotechnology Industry. It was held from 11–13 October, 2017 at Pacifico Yokohama.

At the end of 2016, there were 541 companies active in the biotech field. Among these, more than half (267) are dedicated biotech R&D firms, according to OECD methodology. Total turnover accounts for € 10.5 billion, whilst R&D investments accounts for almost € 1.6 billion. The following companies presented their advanced services and researches at Italia's booth: Accelera, Aptuit, Genechron, IRST-IRCCS (Istituto Scientifico Romagnolo per lo Studio e la Cura dei Tumori), Regione Toscana, Remembrance and SOS Ozono. They had the opportunity to introduce their research and partnership proposal during a seminar that was organised on 12 October.

➔ <http://www.ice-tokyo.or.jp/event-category4/biojapan2017>

DELEGATION TO BIO JAPAN 2017 IN YOKOHAMA

THE GERMAN CAPITAL REGION AT BIOJAPAN IN YOKOHAMA 11-13 OCTOBER

Berlin-Brandenburg is one of the leading locations for life sciences in Europe. The Berlin biotech sector in particular has registered steady growth and high start-up dynamism. 90% of the 240 biotech companies work in biomedical applications. They develop innovative therapeutics and diagnostics to treat cancer, cardiovascular diseases and diabetes. Benefit from the strong local research landscape, the close links between science and industry and from the excellent infrastructure for clinical trials with more than 130 clinics, including Europe's largest university hospital – the Charité.

Visitors had the opportunity to learn about the German capital region at Bio Japan (www.ics-expo.jp/biojapan/en/index.html) in Yokohama. At the booth of the state of Berlin-Brandenburg, organised by Berlin Partner for Business and Technology (<http://www.berlin-partner.de/en>), exhibitors and representatives of Economic Development Agency (<http://www.healthcapital.de/en/healthcapital-b-bb/industry/inward-investment>) provided information about products and strengths of the life sciences region. The German delegation comprised of innovative SMEs from Berlin and Brandenburg.

Berlin's Life Sciences SMEs at the Berlin-Brandenburg Booth:

BioGenes GmbH http://www.biogenes.de	The company supports customers worldwide with a whole range of analytical services starting from feasibility assessments to complete immunoassay development, manufacturing, and implementation. BioGenes offers the complete development of Host Cell Protein (HCP) Assays including production of antibodies, ELISA development as well as validation and production of ELISA ready-to-use-kits.
biotechrabbit GmbH http://www.biotechrabbit.com	A German biotechnology company which offers highest-quality reagents and optimised services for diagnostic and life science customers with a focus on OEM supply and customised solutions.
IGES GmbH http://www.iges.com/index_eng.html	One of Germany's leading private research institutes for the health care sector. It was founded in 1980 and employs today over 130 highly qualified experts. The institute has conducted over 2,000 research and consulting projects since its formation.
Primacyt GmbH http://www.primacyt.com	A leading provider of cell culture technologies, products and services for biomedical and cell biology research, primarily for hepatocytes and related products.
Dierks & Bohle http://www.db-law.de/en	A specialised law office offering competence and expertise in medical law. The attorneys give advice in all areas of medical law. Their excellence lies in the advisory service concerning social law and health politics.
Royal Biotech http://www.royalbiotech.com	A SME that specialises in diagnostic kits and systems of microbiological survey tests, clinical diagnostic kits, veterinary PCR kits, food safety test kits, drinking water test kits, UV Transilluminator, Gel Documentation, poct related to environmental pollution, food safety, and clinical testing. We are focused on the development, manufacturing, and marketing of innovative kits, hand-held systems, and the next generation of diagnostic chips for near real-time (0.5 – 15.0 minutes) environmental, food safety, and disease diagnostics.

The Berlin-Brandenburg booth is funded by the states of Berlin and Brandenburg, Investitionsbank Berlin; co-financed by the European Union – European Regional Development Fund. Source: HealthCapital Berlin-Brandenburg

➔ <http://www.healthcapital.de/en>

VISIT OF LITHUANIAN LIFE SCIENCES DELEGATION IN JAPAN: JOINT SCIENTIFIC SYMPOSIUM AND MINISTER'S PRESENTATION IN BIOJAPAN

To establish new contacts, share knowledge and experience, invite to attend the next year's Life Science Baltic 2018 forum were the objectives for the Lithuanian delegation that visited Japan on 9-14 October. The delegation included Minister of Health, managers of the largest Lithuanian healthcare institutions, members of Research Council of Lithuania, leading scientists and doctors.

The most important event for the Lithuanian team was the 4th Joint Scientific Symposium "Natural and Life Sciences". This Symposium was jointly organised by Research Council of Lithuania, Lithuanian Embassy to Japan, Japan Society for Promotion of Science (JSPS), Tokyo University of Science. The leading scientists from Lithuania and Japan have read reports on the following topics: "New molecular tools for epigenome analysis: towards advanced diagnostics of disease", "Molecular biological properties of the phytoplasm, plant pathogenic bacteria", "Chemical ecology: from insects to vertebrates, plants and unicellular organisms" etc. During the visit, the Lithuanian delegation visited various Japanese science and health care institutions and held meetings with their managers.

At the end of the visit, the Lithuanian delegation took part in Asia's Premier Partnering Event for the Global Biotechnology Industry BioJapan. Prof. Aurelijus Veryga, Minister of Health, made a presentation in Life-Innovation Forum "Current Status and Issues on Policies for Medical Innovation". Enterprise Lithuania together with companies and academic representatives have presented in BioJapan Lithuania's potential in the field of life sciences and possibilities for cooperation.

And Enterprise Lithuania invites Japanese partners to visit Lithuania now. Save the date: 26-27 September 2018, Vilnius, forum Life Science Baltic (<http://lsb2018.com>).

Source: Enterprise Lithuania

GERMAN-JAPANESE COOPERATION BETWEEN LOCAL GOVERNMENTS FOR 100% RENEWABLE ENERGY CITIES

Based on a joint declaration signed in May 2016, the German and Japanese Ministries of Environment are cooperating to support local governments to promote low-carbon technologies with a strong focus on renewable energies. Direct exchanges between municipalities and local business from both countries in either Germany or Japan are organised at least once a year.



The last exchange took part in the form of a one-week project with numerous workshops which culminated in the first Local Renewables Conference in Nagano on the 7-8 September, organised by the Ministry of Environment Japan, ICLEI and Nagano prefecture. About 20-30 representatives from German cities, think tanks and local companies attended the conference, i.e. the mayor of the city of Freiburg, but also smaller communities such as Saerbeck and the Rhein-Hunsrueck region with only a few hundred or thousand inhabitants. On the Japanese side, the project is furthermore supported by the Institute for Global Environmental Studies (IGES), the Institute for Sustainable Energy Policies (ISEP) and local governments and many more.

At the end of the conference, mayors and governors of Japanese local governments committed in the Nagano Declaration to take new action and enhance cooperation towards achieving 100% renewable energy cities and regions. The local governments committed to this declaration are Tokushima Prefecture, the city of Odawara, Kanagawa Prefecture, the city of Iida (Nagano Prefecture), the city of Ina (Nagano Prefecture), the city of Shiojiri (Nagano Prefecture) the city of Ikoma (Nara Prefecture), the city of Higashimatsushima (Miyagi Prefecture), the German cities Freiburg Saerbeck and the Rhein-Hunsrueck-Kreis.

➡ <http://local-renewables-conference.org/home/>

ACCESS TO THE CHAMPIONS LEAGUE OF CARBON COMPOSITES TECHNOLOGY - ESPECIALLY FOR SMES

CFK VALLEY RECOMMENDED FOR BMBF FUNDING

The CFK Valley e. V. was recommended to the German Federal Ministry of Education and Research (BMBF) as one of ten German networks by an independent selection board for the new round of the measure "Internationalization of Top Clusters, Future Projects and Comparable Networks". The start of the funding period is scheduled for 2018.

Partner country for the international research cooperation will be Japan.



CFK VALLEY™

Within the framework of the BMBF funding programme, 22 top German clusters and future projects have already been supported in two funding rounds. A further ten projects, among others the one of CFK Valley e. V., have now been recommended to the BMBF for the funding by an independent selection board. This will open up opportunities especially for small and medium-sized enterprises to engage in international innovation and knowledge processes. The start of the international cooperation is scheduled for early 2018. The selected clusters and future projects receive up to four million euros of funding each for a period of up to five years.

CFK Valley e. V. has launched a project outline entitled "Access to the Champions League of Carbon Composites Technology - especially for SMEs". The output situation for the task is the high material costs, a significant energy input in the production of carbon fibres based on the limited resource petroleum and a process and supply chain, which is only automated in some areas. The objective of the research cooperation is to significantly reduce the costs of carbon fibre production through industrial automation.

"Japan is the ideal partner country for us, as it is the world market leader in the production of high-performance carbon fibres and has an almost unrivalled lead", says Dr. Gunnar Merz, Chief Executive Officer of CFK Valley e. V. "Germany, on the other

hand, is strong in process know-how. Together, we can develop efficient processes that can supply and process the most suitable carbon fibres for the respective application." This is the only way to increase the degree of automation on the way to a digitalisation of the process and supply chains (Industry 4.0), which will enable further applications to be developed. In this context, the use of energy in the production process and the inclusion of sustainable raw material solutions on the basis of renewable energies will also be subjects of the research cooperation.

"We already have excellent contacts to Japan, among others to the leading composite centres" says Merz. "Unfortunately, financial and human resources have always been lacking in order to use them. This will finally change." Delegation visits and the organisation of workshops for the identification of complementary fields are planned as well as the development of joint cooperation and management processes and the establishment of an open innovation culture. The member companies will be integrated into the planning at an early stage, especially small and medium-sized enterprises will benefit greatly from the cooperation. In a two-year concept phase, an analysis, a set-up and an evaluation phase will be carried out. At the end there will be project outlines for up to three R&D co-operation projects, which will be implemented in the following three years.

➔ <http://www.cfk-valley.com>

FINTECH IS THE GROWING SECTOR IN SCOTLAND AND GETTING ATTENTION FROM JAPANESE COMPANIES

The Scotland FinTech Seminar was successfully delivered on Tuesday 25 of July at the British Embassy Tokyo supported by the Japan FinTech Association.

The seminar has attracted nearly 60 guests from Japanese major financial institutions & ICT companies and audience learnt Scotland's FinTech proposition demonstrated by our managing director, Paul Lewis in order to attract the foreign direct investment from Japan. Scottish Development International fully recognises the key role that the financial services industry plays in the Scottish economy and is absolutely committed to supporting and working with the

industry to strengthen our foothold in financial and business services. The financial and business services industry is one of the key sectors within the Scottish Government Economic Strategy, identified as providing an opportunity to strengthen Scotland's areas of international comparative advantage and the capacity to boost productivity.

Source: Scottish Development International



SMART DATA FORUM AND **AIST JOINT EVENT**

INDUSTRIE 4.0, BIG DATA AND ARTIFICIAL INTELLIGENCE IN GERMANY AND JAPAN

Smart Data Forum (SDF) is the German Knowledge and Networking Hub funded by the Federal Ministry of Economic Affairs (BMWi) in cooperation with the Federal Ministry for Education and Research (BMBF). SDF includes universities, research institutes as well as industry and is managed by the German Research Centre for Artificial Intelligence (DFKI).



The National Institute of Advanced Industrial Science and Technology (AIST) in Japan, focuses on the creation and practical realisation of technologies useful to Japanese industry and society with around 10.000 people in 10 research bases. AIST hosts one of the two Japanese basis for Artificial Intelligence, its Artificial Intelligence Research Center (AIRC). The joint workshop attracted around 100 participants from industry, science and government. In the opening, Dr. Satoshi Sekiguchi (Director General of IT & Human Factors, AIST), emphasised the importance of using each other's experience as the two leading nations in AI and industrie 4.0. Dr. Alexander Tettenborn (BMWi) explained how the German government supports research and innovation projects and how the digital agenda seeks to build on these activities. Ingo Hoellein (Counselor Science and Technology, German Embassy) welcomed the idea of joint events and the potential for further collaborations. Dr. Jack Thoms (Director of Smart Data Forum) presented the overview of the participating projects and partners.

Dr. Junichi Tsujii (Director, AIRC at AIST) described the research agenda of AIST and Dr. Satoshi Morinaga and Ms. Kim Kyoungsook from the Cooperative Research Laboratory presented their latest research projects in the field of geo-cognitive computing platforms for smart city applications. From the German delegation, Prof. Volker Markl (TU Berlin) gave the keynote speech and Dr. Jens Heidrich (Fraunhofer IESE) and Mr. Simon Duque Anton (DFKI) presented Pro-Opt and IUNO projects respectively. In the last timeslot before the panel discussion, two German startups (Dynamic Components and Meshcloud) pitched. Finally the panel discussion with Prof. Hans Uszkoreit (DFKI), Dr. Alexander Tettenborn (BMWi) and Ryosuke Nakamura (AIST) illustrated the importance of data in the next decades and also promising synergy and global leadership by Germany and Japan and ended with the wish for an increased collaboration.

➔ http://www.airc.aist.go.jp/info_details/smart-data-forum.html

THE FRENCH RESEARCH DAY IN JAPAN **J•FR 2017**

1 DECEMBER 2017, TOKYO, JAPAN

Sciencescope, the French Students and Researchers Organization in Japan, is organising the French Research Day in Japan (Journée Francophone de la Recherche, JFR), with the support of institutional partners including the Embassy of France in Japan, the French Office of the Maison Franco-Japonaise (MFJ, UMIFRE 19 – MEAE-CNRS), the CNRS Tokyo Office (North Asia), the Chamber of Commerce and Industry France-Japan. Since 1997, J-FR is gathering yearly the French-speaking community of students and researchers in Japan from all disciplines and citizenships.

This event intends to promote research discussions among researchers, students, engineers, officials, company representatives or any interested person and to present their activities in Japan. J-FR 2017 will take place on Friday, 1 December 2017, at the Maison Franco-Japonaise (MFJ) in Tokyo (Ebisu), and is open to everyone, with several research presentations, posters, a round-table and an invited talk, and will be followed by a reception. Interested people are kindly invited to submit their research work or to register as an attendee to participate to this event.

Association

Sciencescope

**Etudiants et Chercheurs
Francophones au Japon**

The registration is free and open to all, but is mandatory and can be made online through the J-FR 2017 website until Monday, 23 October 2017 (speakers) or Friday, 17 November 2017 (attendees). For registration and further information, please visit the JFR 2017 website

➔ <http://www.sciencescope.org/JFR2017en>

THE IMPACT OF THE HUMANITIES AND SOCIAL SCIENCES **DISCUSSING GERMANY AND JAPAN**

14 NOVEMBER 2017, TOKYO, JAPAN

Following recent developments in science policy around the world the German Research Foundation (Deutsche Forschungsgemeinschaft, DFG) will host a symposium on “The Impact of the Humanities and Social Sciences. Discussing Germany and Japan” on 14 November 2017.

This symposium brings together high profile speakers from both the academic and research/science policy communities from Japan and Germany in order to seek new insights into the meaning and effects of the discourse of “societal impact” and related administrative practices. It will include a keynote speech by DFG-President Prof. Dr. Peter Strohschneider. Following objectives will be the basis for discussion.

➔ http://www.dfg.de/en/dfg_profile/head_office/dfg_abroad/japan/reports/2017/170912_symposium_impact

Academic research costs money, and it is neither surprising nor inappropriate that researchers and research institutions are asked to justify their use of public resources. What calls for analysis and discussion, however, is the expectation that such justifications be framed in terms of how likely a given individual research project is to meet “societal needs” or what “societal impact” or “output” it has or is likely to have in the future.

2017 INTERNATIONAL WORKSHOP ON FUTURE LINEAR COLLIDERS

23-27 OCTOBER 2017, STRASBOURG, FRANCE

The 2017 International Workshop on Future Linear Colliders (LCWS2017) will be held from 23 to 27 October 2017, at the Strasbourg Convention Center (<http://www.strasbourg-events.com/en>).



Its programme reviews the progress in the detector and accelerator technologies for both the International Linear Collider (ILC), exploiting the European XFEL technology, and the Compact Linear Collider (CLIC) projects. LCWS2017 occurs at the particular time when Europe prepares for an update of its particle physics strategy while Japan finalises its appraisal of hosting the ILC electron-positron collider.

As a part of the LCWS107 symposium, the organisers are pleased to announce the following special event:
Japanese-European Industrial Forum on Accelerator Technologies and Advanced Instrumentation for the Future Large-Scale Facilities

Date: 25 October 2017

Venue: Strasbourg Convention Center

Purpose of the meeting: strengthen world-wide industrial cooperation towards future electron-positron linear colliders.

➔ <http://lcws2017.iphc.cnrs.fr>

Focus on activities related with the development of accelerator technologies and advanced instrumentation techniques. As an example, Advanced Accelerator Association (AAA) in Japan serves as a forum for issues on R&D, intellectual property rights and other related areas concerning the ILC as a model project, bringing together 146 companies, universities, and research laboratories.

Ultimate goal of the meeting: consolidate links and enlarge international cooperation between academia and industrial players involved in accelerator science for the future large scale infrastructures and big science projects of mutual interest in nuclear physics, material science, medical physics, and high energy physics domains.

Expected attendance: delegates from Industrial companies and research scientists from Asia, Europe and North America. Industries interested to participate, please contact: Marc Winter, IPHC Strasbourg (marc.winter@iphc.cnrs.fr), Steinar Stapnes, CERN (steinar.stapnes@cern.ch), Maxim Titov, CEA Saclay (maxim.titov@cea.fr)

NEW SCOTLAND & JAPAN PARTNERSHIP TO GROW OPPORTUNITIES IN THE SUBSEA SECTOR

The Nippon Foundation - a non-profit, grant-making philanthropic organisation - and Scottish Enterprise - the Economic Development Agency for Scotland - signed a Memorandum of Understanding (MoU), which will see both organisations work together to invest in research and development projects around subsea technology challenges. The signing ceremony was held at Offshore Europe 2017 in Aberdeen, Scotland on 5 September, 2017.

The projects will address challenges identified by Japanese industry in consultation with Scotland, who will then collaborate with Scottish companies – who will use their knowledge and expertise of the marine environment to develop solutions. Japan and Scotland have a long history of working together, and Scottish Development International – the international arm of Scotland’s enterprise agencies – has engaged closely with The Nippon Foundation in the development of the MOU. 20 million US dollars total will be provided by both parties to support joint subsea projects. On the same day, The Japan Foundation also signed a letter of intent with Robert Gordon University in Scotland to collaborate in areas of strategic significance in ocean innovation. This strategic collaboration between Japan and Scotland are expected to bring win-win innovation in the subsea sector.

Source: Scottish Development International



▲ from left: Yohei Sasakawa, Chairman of The Nippon Foundation; Principal of RGU, Professor Ferdinand von Prondzynski



▲ From left front row: Mitsuyuki Unno , Executive Director of The Nippon Foundation; Maggie McGinlay, Scottish Enterprise Director of Energy. Back row: Yohei Sasakawa, Chairman of The Nippon Foundation; Koji Tsuruoka , Ambassador Extraordinary and Plenipotentiary Embassy of Japan in the United Kingdom; Keith Brown, Cabinet Secretary for Economy, Jobs and Fair Work

3RD INTERNATIONAL SYMPOSIUM ON MULTISCALE MULTIPHASE PROCESS ENGINEERING IN TOYAMA

The third “International Symposium on Multiscale Multiphase Process Engineering” (MMPE) from 8 to 11 May 2017 drew 112 participants from Japan and Germany as well as Australia, Canada, France, the UK and Taiwan to the city of Toyama in Japan.



The event was funded by the German Research Foundation (Deutsche Forschungsgemeinschaft, DFG) and the Japan Society for the Promotion of Science (JSPS). This year the organisers, based at Japanese and German universities, broadened the list of participants and also invited partners from industry.

Having started as a platform for Japanese and German researchers to meet and discuss their research, the event grew to an opportunity to connect research results

to application. Sumitomo Chemical joined the event with a speaker and ten industrial sponsors including the Robert Bosch GmbH from Germany supported the event. The MMPE series sets a good example of a cooperation which grows over the years thanks to the commitment and connections of individual researchers. The next MMPE will take place in 2020 in Germany.

➡ <http://www.mmpe.jp/>

SCOTTISH PREMIUM, HEALTHY AND SUSTAINABLE SEAFOOD WAS INTRODUCED AT THE **JAPAN'S LEADING TRADESHOW FOR THE SEAFOOD INDUSTRY**

Scottish Development International and Seafood Scotland participated at the 19th Japan International Seafood and Technology Expo, which took place in August at the Tokyo Big Sight, to aim for getting more market exposure and business development in Japan.

This was the 5th year for Scotland to host the pavilion, and 8 Scottish companies - and a Scotland's seafood organisation joined the event and presented a range of Scottish seafood, from farmed salmon, mackerel, crab, langoustine and scallop to high value smoked products.

Many trade buyers and counterparts visited the stand and showed their interests in those high quality Scottish seafood, enjoyed the cooking demonstrations by collaboration of a Scottish and a Japanese chef and seafood pairings with specially selected whiskies. Prior to the show, "Taste of Scotland" Seafood Reception was held at the British Embassy in Tokyo, and all the guests enjoyed the taste of premium Scottish seafood and made new ties with the Scottish companies.



As a nation, Scotland has a growing international reputation as a "Land of Food & Drink" and is recognised as a supplier of some of the world's finest seafood. Seafood from the cold clear seas is the perfect choice for the world's best chefs. Scottish food and drink exports to Asia grew by £72 million in 2016, and fish and seafood exports were worth £66.5 million.

Source: Scottish Development International

JAPANESE BLOGGERS & BUYERS DISCOVER BRUSSELS FINEST FOOD DURING "EAT!BRUSSELS"

From the 6 to 9 September, 6 Japanese food buyers and 3 bloggers were invited by Brussels Invest & Export, the foreign trade agency of the Brussels Capital Region, to the culinary festival "Eat!Brussels".

On this occasion, the bloggers had the opportunity to visit some famous Brussels-based food & beverage companies: Van Parijs, Cantillon, Permafungi, Brussels Beer Project, Milcamps and Pipaillon. They also visited the Delvaux store (already well-known brand in Japan) where they had pleasure taste Mary chocolates, Dandoy cookies and Léopold Cuberdons. Those fine products were accompanied by an organic drink "Simone a soif"! At the same time, the buyers were rather busy, meeting more than 30 Belgian companies during individuals B2B sessions.

On 7 September, the Japanese guests took part in the "Eat!Brussels" opening ceremony where they met the Brussels State Secretary for Foreign Trade, Cécile Jodogne.

In the evening, they had the chance to enjoy the specialties of some of the best chefs in Europe. Belgian food companies have really good results in Japan where the premium European food is really appreciated by the Japanese consumer.

Last year, Belgium exported more than €160 million worth of food & beverage in Japan.

Source: Bruxelles Invest & Export





SEÑORÍO DE MONTANERA POSITIONING ON JAPANESE MARKET

A study visit of INTRA project (<http://www.interregeurope.eu/intra>) organised by FUNDECYT-PCTEX in Extremadura (Spain) last December introduced a case study providing an interesting balance between tradition and innovation in the access to international markets.

Señorío de Montanera (<http://senorio.es/en>) is a company owned by a group of 75 Iberian pig farmers, created in 1992 from a traditional livestock activity. The main product range of Señorío de Montanera's brand includes Iberian acorn hams as well as a well-developed range of "embutidos" (other cured products derived). In 2007 the company started to develop an internationalisation strategy specialised in a concrete product/market consisting of customising raw meat products from Iberian pork's for the Japanese market. The rationale behind the decision was placing high quality by-products on domestic markets as gourmet product in overseas markets.

The opportunity offered by the Japanese market was identified by means of the following key aspects:


- Through other competitors they detected that Iberian raw meat sales were made to high purchasing power markets, very demanding in quality and traceability.
- Iberian raw pork meat is a high quality product that 10-15 years ago was considered a low-priced by-product in Spain.

- Iberian meat is very remindful to traditional Japanese meats.
- Red meats, with high level of fat -intra and extra muscular- (pure Iberian breed), meat coming from adult pigs, and with a fatty acid profile with a high percentage of oleic acid, makes it ideal to be cooked, boiled or lightly grilled, as the Japanese do with the most appreciated meats. Upon detecting the opportunity, importers of meat in Japan were identified and the first commercial missions started.

The company's turnover in 2015 was €16m, of which on domestic market 54.7%, in EU 9.5% and on non-EU 37.5%. In total the exports to Japan presents 50% of their export activities and contributed to the viability of the company in the period of global recession due to the Japanese business culture, reliable and timely payments.

Señorío de Montanera made use of different instruments offered both by Extremadura Avante and the Chamber of Commerce in order to access this new market as well as R&D projects to adapt their product.



 Francisco Espárrago, President of Señorío de Montanera, courtesy of Señorío de Montanera

"We were used to the British consumers who came to Spain, tasted our product and wanted to be able to buy the very same thing back home. Concerning the Japanese market, they appreciated our quality, but wanted us to deliver certain pieces of meat and packaged in a unique way – something we weren't used to and would never produce for the domestic market".

Source: Maribor Development Agency

POLISH FESTIVAL 2017

On 13-15 October 2017 the eighth Polish Festival took place in Tokyo, the biggest event promoting Poland in Japan. Three-day event attracted thousands of visitors. During the event there were promoted: Polish art, culture, industrial products and grocery. Visitors could taste traditional Polish dishes and drinks.

The festival took place in Roppongi Hills the building complex features offices, apartments, shops, restaurants, a hotel, art museum, observation deck and more. The office floors are home to leading companies from the IT and financial sectors.

Rich artist's program of event attracted many people. Among artists were Makoto Kuriya (Jazz), Michal Sobkowiak (classic), Lisa Nakazono (classic), Monika

Brodkaa (Pops), "Mazur" Group (Polish Folk Dance), Paula (Polish Music DJ). During the event a number of quizzes were carried out, for instance General Knowledge Quiz about Poland. The awards' sponsors were Polish Airlines LOT, Polish Tourist Organization, and many Japanese importers of Polish products.

Representatives of the Trade and Investment Promotion Section Embassy



of the Republic of Poland in Tokyo gave information about the Polish industry, Polish products available on the Japanese market and investment opportunities in Poland. Great interest among visitors of the event aroused rich Polish tourist offer.

Polish Festival attracts each year an increasing number of visitors and is the most important event promoting Poland in Japan.

PROMOTING PARTNERSHIP BETWEEN RESEARCH AND INDUSTRY

Toyota Motor Corporation and the EHESS concluded a new research partnership to reinforce the joint engagement in understanding and designing the mobility of the future and its social infrastructure.

The Research Chair "Future Transportation System and Infrastructure in Europe and in Emerging Countries" was established in April 2017 for a period of at least 5 years until 2022. Its objective is to build effective research frameworks on future changes in the transportation sector with the horizon of 2030-2050, in the line of Toyota's commitment in innovating products and systems, reducing carbon gas emissions and growing in a sustainable way that is beneficial for the company, the environment and society as a whole.

➔ <http://ffj.ehess.fr/index.html>

The project aims at conducting surveys on past, present and future societies in mobility and in infrastructure. From a scientific point of view, the creation of this chair aims to enlarge the collaborative networks at European level and to reinforce a multidisciplinary perspective mobilising researchers in the field of cognitive sciences, demography, design, economics, history, management studies, science and technology studies. The initiative of the France-Japan Foundation of the EHESS already involves the members of the EHESS,



EHESS Paris
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DE L'EHESS

of the CNRS and of the PSL Research University as well as several European partner institutions. The Foundation is considering many pathways, conventional and alternatives technologies, new mobility business models, various policy types, and people's behaviour in these evolving dynamics. Its research project covers several major subtopics such as youth mobility, urbanisation in the developing cities of Africa, new technology for people with reduced mobility, and the implications of artificial intelligence

IAESTE INTERNSHIPS IN JAPAN

Japan is a popular destination for EU students due to its unique culture and rich history. Next year, IAESTE (International Association for the Exchange of Students for Technical Experience) is celebrating 70 years of sending students on internships around the world to undertake science and engineering placements. If you would like to offer work experience to a Japanese trainee in Europe or a European student in Japan, please visit IAESTE's website for further details.



➔ <http://www.iaeste.org>

Among the many trainees, that undertook IAESTE internships in Japan this summer, three were from Poland, including one of them who wanted to share her impressions.

"My name is Paulina and I had a great pleasure in having obtained IAESTE internship in Fukuoka (Japan). Working with the Japanese research team at the Faculty of Civil Engineering at the Kyushu University was a great experience. I had the opportunity to work in a different field and learn things that I couldn't find in my home university. During my internship I had daily challenges with language, weather, culture and lifestyle, which is totally different than in Europe. I travelled around Japan. It's been a pleasure discovering wonders of such an amazing country. I climbed Mt Fuji, saw one of the most beautiful cities like Kyoto, Hiroshima and ate best ramen in Fukuoka. I have had a chance to meet amazing people, who have been so helpful and kind to me. I can say without fear of contradiction, that was the best experience in my life and has surely impacted my current (and I hope future) life. Thank you IAESTE." By Paulina Golakiewicz, IAESTE Poland

RESEARCHERS FROM JAPAN, SLOVENIA, AND UKRAINE SPOT NEW TOPOLOGICAL STRUCTURES OF A LIQUID CRYSTAL

Liquid crystals, well known to the general public as components of mobile phones and flat TVs, are also an important research subject of physics. Prof. Jun-ichi Fukuda at Kyushu University (Japan), in collaboration with Drs. Andriy Nych and Uliana Ognysta at National Academy of Science (Ukraine),

and Profs. Igor Muševič and Slobodan Žumer at Jožef Stefan Institute and University of Ljubljana (Slovenia) showed for the first time that swirl-like structures, known as half-Skyrmions, are spontaneously formed in thin liquid crystalline films. The achievement is a result of a long-term EU-Japan

collaboration between theoreticians and experimentalists accompanied by numerous research visits to Slovenia, where all experiments were carried out. The research was recently published in Nature Physics (DOI: 10.1038/NPHYS4245).

➔ <http://www.nature.com/nphys/journal/vaop/ncurrent/full/nphys4245.html>

YUSEN EXPANDS ITS PHARMA WAREHOUSE IN FLANDERS

Yusen Logistics, international pharmaceutical logistics specialist based in Tokyo, is expanding its healthcare logistics activities at its Antwerp distribution centre in Flanders.

FLANDERS AS A CENTRAL LOGISTICS HUB

The facility in Flanders is the central hub of the European Yusen Logistics Pharmaceutical Superhighway system, moving over 2 million pallets of pharmaceuticals per year. The distribution centre currently features 18,000m² of storage space and will be expanded with an adjoining warehouse of approximately 8,000m². The new state-of-the-art pharmaceutical warehouse will be operational by the end of 2017.

BOOSTING HEALTHCARE LOGISTICS IN FLANDERS

Yusen Logistics is a worldwide logistics services provider offering storage, warehousing, distribution, air/sea freight and supply chain management. Piet Boogaard, managing director of Yusen Logistics Benelux, stresses the importance of the investment in Flanders: *"We want to further develop our healthcare activities in Europe and look forward to successfully completing the expansion of the Flanders-based facility."*

<https://www.flandersinvestmentandtrade.com/invest/en/news/yusen-japan-expands-its-pharma-warehouse-in-flanders>

KANEKA BOOSTS ITS PRODUCTION AT MS POLYMERS (FLANDERS)

The Japanese multinational Kaneka is investing EUR 34 million in its subsidiary in Flanders in order to enhance production capacity. By the end of 2017, a new production line will be created and a loading dock will be built.

JAPANESE COMPANY WITH WORLDWIDE SUBSIDIARIES

As a leading technology-driven chemical company, Kaneka has subsidiaries all over the world and business activities ranging from chemicals, functional plastics, food products, life science and synthetic fibres to electrical and electronic materials. The subsidiary in Flanders operates in the field of functional and foam plastics.

LARGE INVESTMENT FUELS FLANDERS-BASED INDUSTRY

Kaneka's investment of EUR 34 million is meant to enhance the production capacity of synthetic polymers. To increase the factory's capacity, a new production line will be created. At the same time, a loading dock will be built alongside the canal adjacent to the factory. Kaneka hopes to start expanding by the end of 2017 to become fully operational one year later.

LONG-TERM INTERNATIONAL COLLABORATION

The factory in Flanders was founded in 1970 and was the first overseas subsidiary of Kaneka. This investment further anchors the multinational in Flanders. The increased capacity will continue to stimulate the chemical industry in the region.

<https://www.flandersinvestmentandtrade.com/invest/en/news/kaneka-jp-boosts-its-production-ms-polymers-flanders>

JSR BOOSTS PRODUCTION CAPACITY IN LEUVEN (FLANDERS)

JSR Life Sciences (JLS), a global developer and supplier of materials for life sciences, announced plans to expand its production capacity at its Flanders-based subsidiary, JSR Micro NV in Leuven, by a factor of 6. The first construction phase started early this year, and the site should be fully operational in 2018.

RISING DEMAND

Since its launch in January 2016, JLS's synthetic resin Amsphere™ A3 has been rapidly adopted in the biopharmaceutical industry. Following this success, the company chose to increase its production capacity in Flanders because of its extensive biochemistry and manufacturing expertise already in place at JSR Micro NV. "We are thrilled with the positive market response our Amsphere™ resin has received and look forward to extending and widening our biopharma product portfolio," says Eric Johnson, president of JLS.

<https://www.flandersinvestmentandtrade.com/invest/en/news/jsr-japan-boosts-production-capacity-in-leuven-flanders>

WORLD SUSTAINABLE ENERGY DAYS 2018

28 FEB - 2 MAR 2018, WELS, AUSTRIA

World Sustainable Energy Days: Meet. Learn. See. Enjoy!



The World Sustainable Energy Days (WSED) are one of Europe's largest annual conferences in this field. The event will feature policies, technology innovation and market development. It offers a unique combination of conferences and interactive events. The annual conference brings together more than 700 delegates from over 50 countries (inclusive Japan) from business, public sector and the research community.

The World Sustainable Energy Days offer 7 conferences and 3 interactive events covering technologies, policies and markets:

- European Energy Efficiency Conference
- Energy Efficiency Economy Conference;
- Technology Innovation: Energy and Buildings;
- E-Mobility & Smart Buildings Conference;
- Energy Efficiency Policy Workshop;
- European Pellet Conference;
- Young Energy Researchers Conference: Energy Efficiency & Biomass;
- Technical Site Visits & Poster Presentation.

Tradeshow, the "Energiesparmesse" is a major energy efficiency and renewable energy tradeshow that attracts more than 100,000 visitors every year. ➔ <http://www.wsed.at>

WORKSHOPS ON JAPAN BUSINESS CULTURE **IN AUSTRIA**



On 12-14 September the EU-Japan Centre for Industrial Cooperation in partnership with the Austrian Federal Economic Chamber, the local EEN partner, organised 3 “About Japan” Cross-cultural workshops in Vienna and Linz, Austria.

The aim of the workshops, within Enterprise Europe Network framework, was to improve SMEs’ knowledge about cross-cultural issues when doing business in Japan and to help increase their capacities in communicating with potential business partners. During the workshops, the Centre had the opportunity to present some of its European Commission-funded support activities, including managerial training courses, matchmaking missions to Japan for clusters and SMEs, student placement programmes, and its information portal (<http://www.eubusinessinjapan.eu>) containing a lot of practical information on how to do business with Japan. Other presentations were also given by representatives from JETRO Vienna, AEC future Lab and Export Center OÖ.



The 3 workshops have received a lot of interest from Austrian entities and gathered more than 70 participants in total. The EU-Japan Centre hopes that by attending this workshop companies from Austria took a small, but important step towards expanding into the Japanese market and developing a trusted business relationship with Japanese counterparts.



WORKSHOP ON JAPAN BUSINESS CULTURE **IN AUVERGNE-RHÔNE-ALPES**

On 14 September 2017, the French Chamber of Commerce and Industry (CCI) Auvergne-Rhone-Alpes with CCI Lyon Métropole Saint-Etienne Roanne, the EU-Japan Centre, members of Enterprise Europe Network, and the Cluster Auvergne-Rhône-Alpes Gourmand, organised a workshop on Japanese business culture and practices.



Mrs Chieko Nakabayashi, Japanese expert specialised on business management, introduced Japanese generic and business culture and practices and compared them to European and French culture and customs. She also provided practical tips for business negotiations in Japan, and how to build and maintain good business relations with Japanese partners.

Mrs Elisabeth Ducomet, expert in regulation at CCI Auvergne-Rhône-Alpes gave practical tips on how to organise transportation of goods to Japan, and how to find information on taxes and customs duty.

The workshop was attended by 20 representatives of SMEs, operating in sectors such as textile, medical, agro-food and ICT.

Many of the participants had already collaborated with Japanese partners which enabled them contribute to the discussions by sharing their personal experiences.

This interactive workshop was very much appreciated by the participants who gave only positive feedback for the event. Some of the participating SMEs will be going to a company mission to Japan only two weeks after the event, enabling them to immediately put to practice all the things learnt. The access to Japanese market is complex and long. Thanks to the quality of the experts and the active participation of the SMEs present, this workshop allowed participants to get information and be ready to establish partnerships in Japan and make the most of this great market!



WORKSHOP ON JAPAN BUSINESS CULTURE IN LUXEMBOURG

On 21 September 2017, the Chamber of Commerce of the Grand-Duchy of Luxembourg co-organised with the support of the EU-Japan Centre (EEN Japan) a half-day workshop on Japanese business culture.

The workshop has been organised in the context of a one-day country seminar about Japan, in presence of HE Shigeji Suzuki, Ambassador of Japan to Luxembourg that gathered around 40 participants. The aim of the event was to provide support to participants to the high-level mission to Japan held in November (see page 26).

During the workshop the Japanese expert specialised on business management, introduced Japanese generic culture in comparison with European cultures and translated it to Japanese business culture and practices. She finally provided useful tips for business negotiations in Japan.

The workshop was attended by 20 people mainly representatives from large companies and public organisations, and covering a wide fan of sectors such as: transportation, ICT, aerospace, fashion and media. The event obtained positive feedbacks and will certainly be useful in the preparation of the November mission.



➔ <http://www.cc.lu/actualites/detail/if-you-succeed-in-japan-you-can-succeed-anywhere/>

Any EEN partner interested in organising a cultural workshop? Please contact EEN Japan - Eiva at eiva@eu-japan.eu



LIFE SCIENCES B2B MISSION IN PROVENCE ALPES CÔTES D'AZUR

2-3 November 2017, Nice & Marseille, France

Sector: Life science

Registration deadline: 27 October 2017

Coordinated by ARII PACA and with the cooperation of the Japanese clusters LINK-J (<http://www.link-j.org>), the "Life Sciences B2B Mission in Provence Alpes Côtes d'Azur" organised in the framework of Enterprise Europe Network, is a two days event combining a B2B session, companies visits, conferences and workshops.

➔ <https://life-sciences-b2b-in-paca.b2match.io/>

SMART CITY 2017

11-14 November 2017, Barcelona, Spain

Sectors: environmental smart solutions

Registration deadline: 30 October 2017

EEN partner ACCIÓ is organising a brokerage event within the frame of the Smart City Expo World Congress (<http://www.smartcityexpo.com/en>). Participants sit down in pre-arranged one-on-one meetings for discussing project set-ups and collaborations.

➔ <https://www.b2match.eu/smartcity2017>

BROKERAGE EVENT AT MEDICA 2017

14-16 November 2017, Dusseldorf, Germany

Sectors: healthcare, medical

Registration deadline: 2 November 2017

On the occasion of MEDICA 2017 (<https://www.medica-trade-fair.com>), the global No. 1 meeting place for the medical sector, EEN partner ZENIT GmbH will organise an international Brokerage Event. The aim is to assist enterprises, universities and research institutions in finding partners in Europe for product development, manufacturing and licensing agreements, joint ventures or other types of partnership.

➔ <https://www.b2match.eu/medica2017>

MATCHING EVENT AT LUXEMBOURG INTERNET DAYS 2017

14-15 November 2017, Luxembourg, Luxembourg

Sector: ICT

The Chamber of Commerce of the Grand Duchy of Luxembourg will organise the 1st edition of the International Matchmaking Event at the Luxembourg Internet Days 2017 (<http://www.luxembourg-internet-days.com>). The event includes conferences, interactive debates, an expo, focused work groups and networking sessions.

➔ <http://www.b2fair.com/lid2017>

ADDITIVE MANUFACTURING IN AEROSPACE SUMMIT

21-22 November 2017, Toulouse, France

Sector: aerospace

EEN partner Madeeli will organise the first B2B event dedicated to Additive Manufacturing in Aerospace within the frame of the Aerospace Additive Manufacturing Summit (<http://www.france.additive-aerospace-summit.com>). The 2-day event will consist of: one day conference and one day for B2B meetings.

➔ <http://www.france.additive-aerospace-summit.com/btob-registration>

PARTNERING OPPORTUNITIES

JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU



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



REQUEST FOR DISTRIBUTORS
Sector: safety, industrial equipment
 A Japanese manufacturer of gas detectors is seeking distributors for their products in Europe
 Profile ID: **BOJP20170707001**

Structured Chemical Reactions **4D Cell Simulation**

REQUEST FOR SALES AGENT
Sector: biotech, ICT
 A Japanese software developer is looking for sales partners for its biological cell simulation software
 Profile ID: **BOJP20170529001**

TECHNOLOGY TRANSFER OFFERED
Sector: security, electronics
 A Japanese company is offering an infrared colour night vision camera technology
 Profile ID: **TOJP20170712001**

TECHNOLOGY LICENSING OFFER
Sector: healthcare, medical equipment
 A Japanese firm is offering a newly patented technology on peristaltic pumps
 Profile ID: **TOJP20170726001**

REQUEST FOR DISTRIBUTORS
Sector: medical devices
 A Japanese manufacturer is looking for a distributor for medical and training devices
 Profile ID: **BOJP20160628002**

REQUEST FOR DISTRIBUTORS
Sector: healthcare
 A Japanese company is seeking distribution partners in the EU for its healthcare products
 Profile ID: **BOJP20160628001**

REQUEST FOR DISTRIBUTORS
Sector: ceramic
 A Japanese company specialized in technical ceramic is seeking a distribution partner
 Profile ID: **BOJP20160726001**

MANUFACTURING SERVICES REQUEST
Sector: food
 A Japanese dairy manufacturer is seeking a cheese, cream, curd and mascarpone manufacturer in Germany
 Profile ID: **BRJP20170609001**

SERVICES OFFERED
Sector: finance
 A Japanese tax and accounting company is offering their services to EU companies operating with/in Japan
 Profile ID: **BOJP20170626001**

REQUEST FOR DISTRIBUTORS
Sector: lightning
 A Japanese manufacturer of LED-lights with an emergency light function is looking for a distributor
 Profile ID: **BOJP20160808001**

MANUFACTURING SERVICES OFFERED
Sector: fashion
 A Japanese manufacturer of their own brand of children's clothing and rain boots is looking for partners
 Profile ID: **BOJP20160607001**

PARTNERING OPPORTUNITIES


JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU



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




REQUEST FOR DISTRIBUTORS
Sector: food
 A Japanese company is seeking a trade partner in Europe for their traditional soup
 Profile ID: **BOJP20170803001**



TECHNOLOGY OFFER
Sector: machinery
 A Japanese trimming & deburring machine system manufacturer is seeking licensees for their technology
 Profile ID: **TOJP20170904001**



SERVICES OFFERED
Sector: ICT
 A Japanese innovative web design, branding and digital marketing company is offering its expertise
 Profile ID: **BOJP20160518001**




REQUEST FOR DISTRIBUTORS
Sector: household goods
 A Japanese manufacturer of high-end stainless-steel kitchenware is seeking distribution partner in the EU
 Profile ID: **BOJP20170825001**



PARTNERING OPPORTUNITIES

EU COMPANIES LOOKING FOR PARTNERS IN JAPAN

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



REQUEST FOR DISTRIBUTORS

Sector: 建設
 在チェコ共和国の広範囲にわたる木材加工製材所が取引先をさがしています
 Profile ID: **BOCZ20170724002**

Sector: 建設
 シベリア産カラマツ木材生産販売分野におけるリーディングカンパニーである在エストニア企業が新しいパートナーをさがしております
 Profile ID: **BOEE20170614001**

Sector: 建設
 ログハウス製造を専門とする在リトアニア企業が貿易仲介者を探しております
 ID code: **BOLT20170804001**

Sector: ICT
 在アイルランドe-Learning企業が日本での取引先/ディストリビューターを探しています
 Profile ID: **BOIE20160427001**

Sector: ICT
 クラウドインテグレーションソリューションのエキスパートである在ドイツ企業がディストリビューターとライセンスパートナーを探しています
 ID code: **BODE20170724001**

Sector: 食品飲料
 フランスのスピリッツ、リキュールの企業がアルコール飲料のディストリビューターを探しています
 Profile ID: **BOFR20170403001**

Sector: 食品飲料
 在スペイン企業がタコ・魚介類の輸入業者をさがしています
 Profile ID: **BOES20170830002**

REQUEST FOR DISTRIBUTORS

Sector: 農業
 在オランダのプリザーブドフラワー製作者が日本でのディストリビューションパートナーもしくはエージェントをさがしています
 ID code: **BONL20170731001**

Sector: ナノテクノロジー
 ポーランドのグラフェン素材を扱う企業が代理店・ディストリビューターを探しています
 Profile ID: **BOPL20170505002**

Sector: バイオテック&ライフサイエンス
 ガン検査をベースとした血液専門とする在ドイツ中小企業です
 ID code: **BODE20161024003**

Sector: バイオテック&ライフサイエンス
 ゲノム、免疫学に特化したフランスの企業がディストリビューションとサービス契約をさがしています
 ID code: **BOFR20170131001**

Sector: バイオテック&ライフサイエンス
 細胞培養培地および関連するサービスを提供する在ドイツ企業がディストリビューター/ライセンス契約を探しています
 ID code: **BODE20170814001**

Sector: 高級品
 在リトアニアのプロフェッショナル向けコスメティックプロダクツ製造会社が貿易仲介者を探しています
 ID code: **BOLT20170726001**

Sector: ファッション
 デザイナークロッシングやそれに伴う商品群を取り扱う在リトアニアブランドが取引仲介業者をさがしています
 ID code: **BOLT20170728001**



PARTNERING OPPORTUNITIES EU COMPANIES LOOKING FOR PARTNERS IN JAPAN

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



TECHNOLOGY TRANSFER OFFERED

Sector: ICT

コンテンツ管理ソリューションを取り扱うメディアプロバイダーであるスペインの企業がシステムインテグレーションをおこなっている会社を探しています

Profile ID: **BOES20170530001**

Sector: ナノテクノロジー

ポーランドの企業が、研究開発のための高強度冶金グラフェンを提供しています

Profile ID: **TOPL20170505001**

Sector: クリーンテック & 環境

フランスの中小企業が地域熱供給用の大型高温ヒートポンプを開発しました

Profile ID: **TOFR20141201001**

Sector: バイオテック & ライフサイエンス

在フランスの中小企業が創薬のための生体内試験法を提供します

ID code: **TOFR20161124001**

Sector: クリーンテック & 環境

在フランス中小企業が水素貯蔵システムにおける技術協力を探しております

ID code: **TOFR20170801001**

Sector: クリーンテック & 環境

在フランスのスタートアップ企業が天然素材を産業用に適合させる新プロセスを開発しました

Profile ID: **TOFR20170724002**

Sector: ICT

IoTセキュリティ・相互接続性・デバイスマネージメント技術に特化した在フランス企業です

ID code: **NoID-017**

Sector: メディカル & ヘルスケア

在イタリア企業が慢性神経因性疼痛および腫瘍性疼痛に対する非侵襲的治療を開発しました

Profile ID: **TOIT20170511001**

MANUFACTURING SERVICES OFFERED

Sector: バイオテック & ライフサイエンス

在フランス企業がエレクトロスピニング法での先端素材製造サービスを提供します

ID code: **TOFR20170711002**

Sector: 建設

在チェコ共和国のラックや棚のシステム、鉄骨構造、アクセサリや可動式壇に特化した金属加工業者が下請け業者となることをオファーしております

Profile ID: **BOCZ20170724001**

LICENSING OFFER

Sector: パッケージング

革新的な食品パッケージデザインを専門とする在イギリス中小企業が独占的ライセンス契約の機会をオファーいたします

ID code: **BOUK20170511002**

Sector: ICT

アイルランドのソフトウェア会社がタクシーシェアリングのためのアプリケーションに関してライセンスにパートナーをさがしています

Profile ID: **BOIE20170131001**

TECHNOLOGY TRANSFER REQUEST

Sector: バイオテック & ライフサイエンス

在イギリス企業が新・小分子ヒット化合物/リード化合物を探しています

ID code: **TRUK20170714003**

REQUEST FOR SUPPLIER

Sector: 小売、卸売 & トレーディング

オーガニック食品、栄養補助サプリメント、医療機器やコスメティックを取り扱う在ルーマニアオンラインショップが生産者を探しております

ID code: **BRRO20160229001**

REQUEST FOR SALES AGENT

Sector: 医薬品

在ドイツ医薬品/医療品ディストリビューターがアジアでのエージェントをさがしております

ID code: **BODE20170217002**

SERVICES OFFERED

Sector: ICT

ポーランドのICT企業によるウェブとモバイルアプリの開発サービス

ID code: **BOPL20170602001**

Sector: ICT

ドイツのクラウドコンピューティングとシミュレーションの企業がサービスを提供しています

Profile ID: **NoID-015**

Sector: ICT

在ドイツ企業が新しい EU GDPRに適合するソフトウェアソリューションを提供いたします

Profile ID: **BODE20170731001**

Sector: バイオテック & ライフサイエンス

フランスの企業が免疫学、生物活性のあるモノクローナル抗体分野において開発サービスの提案をいたします

ID code: **BOFR20170310001**

Sector: バイオテック & ライフサイエンス

神経科学生物療法に特化した在フランスR&D機関がトランスレーショナルリサーチサービスを提供いたします

ID code: **BOFR20160908001**

Sector: マルチメディア、デジタルコンテンツ & ゲーム

在リトアニアのアニメーションスタジオがパートナーを探しています

ID code: **BOLT20170725001**

Sector: バイオテック & ライフサイエンス

有機化学を専門とする在ドイツ企業がサービスの提供をいたします

ID code: **NoID-016**

Sector: 医薬品

耳科障害製薬開発のエキスパートである在フランス研究開発企業がサービスアグリメントのための製薬 & バイオテックパートナーをさがしています

ID code: **BOFR20170808004**

Sector: 金融、ビジネス & プロフェッショナルサービス

在リトアニアビジネス投資アドバイザリー会社が開発・コンサルタント・投資サービスプロジェクトを提供します

ID code: **BOLT20170901001**



DATE/LOCATION	DETAILS	CONTACTS
31 Oct. - 2 Nov. 2017 Vienna, Austria	CONFERENCE VSJF Annual Conference 2017 - Rural Japan Revisited: Autonomy and Heteronomy in the Peripheries	German Association for Social Science Research on Japan http://www.univie.ac.at/vsjf2017/
7 November 2017 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME EU-Japan ICT Business Matching Event 2017	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/eu-japan-ict-business-matching-event-2017
7-10 November 2017 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: ICT Cluster & SMEs Mission	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/ict-cluster-sme-mission
7-10 November 2017 Tokyo, Japan	WORKSHOP EPIC Workshop on Photonic Integrated Circuits in Japan	European Photonics Industry Consortium http://www.epic-assoc.com/epic-workshop-on-photonic-integrated-circuits-in-japan/
13-14 November 2017 Ogres pilseta, Latvia	EUROPEAN COMMISSION FUNDED PROGRAMME LEAN in Europe - Visit to Hansa Matrix	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/lean-europe-visit-15-hansa-matrix
17 November 2017 Hiratsuka, Japan	SYMPOSIUM Commemorating Symposium for the 150th Anniversary of Japan-Denmark Diplomatic Relations	Tokai University http://www.denmarkjapan150.jp/en/event-tag/kanagawa/
29 Jan. - 2 Feb. 2018 Tokyo, Japan	Market Scoping Mission in Healthcare & Medical Technologies	Coaching Network coaching.network@eu-gateway.eu
14-16 February 2018 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: Nanotech Cluster & SMEs Mission Application deadline: 26 October 2017	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/nanotech-cluster-sme-mission
5-9 March 2018 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: Organic Food & Drinks Mission for SMEs Application deadline: 7 December 2017	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/food-drink-mission-eu-smes
21-25 May 2018 Yokohama, Japan	Market Scoping Mission in Environment & Water Technologies	Coaching Network coaching.network@eu-gateway.eu
18-22 June 2018 Tokyo, Japan	Market Scoping Mission in Green Energy Technologies	Coaching Network coaching.network@eu-gateway.eu
19-23 November 2018 Tokyo, Japan	Market Scoping Mission Construction & Building Technologies	Coaching Network coaching.network@eu-gateway.eu



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

is a joint venture co-financed by the European Commission and the Japanese Ministry of Economy, Trade and Industry (METI). Its aim is to foster the development of industrial cooperation between companies from both regions through training programmes for businesspeople, for EU and Japanese students and researchers, and through information services and an industrial dialogue. This quarterly newsletter is produced by the EU-based office of the EU-Japan Centre, and is primarily intended to provide EU/Japan-related news.

ANY EU-JAPAN-RELATED NEWS?

Feel free to contact us if you would like your EU-Japan-related news/event to be announced in our forthcoming newsletter :
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