



Larz Ignberg - Sustainable Steel Region Director

- Presentation of Sustainable Steel Region cluster
- Presentation of the European project PIMAP+

WHY PARTICIPATE IN





Brian Bliss - AIST Programs & Publications General Manager

- AISTech, The Iron & Steel Technology Conference and Exposition
- What are the **opportunities for companies** by participating?



THURSDAY, MARCH 24, 2022



4PM-5PM (UTC+1)



QUESTIONS/ANSWERS



























WEBINAR

" EXPLORING THE JAPANESE MARKET AND ITS BUSINESS OPPORTUNITIES"

THURSDAY, MARCH 31, 2022

11AM-12H30PM (UTC+1)

This webinar will address the topics of **accessing the Japanese market**, its **business culture** and the **opportunities** available to you as a player in the advanced manufacturing technology sector.

ON THE AGENDA

1. INTRODUCTION

Alithéa Lafaye - Project Manager PIMAP+

Presentation of ALPHA-RLH cluster and the European Project PIMAP+

2. EU-JAPAN CENTRE: a key player in the industrial cooperation

Eivilte Kandrataviciute - EU-JAPAN Centre for Industrial Cooperation

Presentation of the centre's services and activities

3. DEVELOPPING BUSINESS IN JAPAN: Essential Guide for Market Entry to Japan in Advanced Technology Sectors

Professor Chieko Nakabayashi - United International Business Schools

- Process and procedure on market entry specific to Japan
- Business culture and practice in Japan

4. QUESTIONS/ANSWERS



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(2) "The content of this webinar represents the views of the authors only and is his/her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the Executive Agency for Small and Medium-sized Enterprises (EASME) or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains."