



30 YEARS OF INDUSTRIAL COOPERATION RESPONDING TO THE CHANGING NEEDS

As the end of the year 2016 approaches, we ready ourselves for the year 2017 which represents a major milestone for the EU-Japan Centre: our 30th Anniversary. For the past three decades, the EU-Japan Centre has played a significant role as a **bridge between Europe and Japan**. In relative numbers, since its creation in 1987, the Centre has produced over 2,500 graduates of its managerial courses (including the Lean/Kaizen missions) in Japan and Europe, 900 alumni of the Vulcanus programme, 25,000 participants in 300 policy seminars and over 200 analytical reports and webinars.

We believe the Centre remains as relevant as it was back in 1987, since Japan continues to be a key market and partner for Europe and vice versa. In the same context, the “joint venture” (European Commission/Ministry of Economy, Trade and Industry of Japan) characteristic of the Centre still bears a substantial “win-win” symbolic significance.

This particularity makes the Centre a unique benchmark amongst other business support initiatives established more recently in Asia and Europe. Nevertheless, we are well aware that we cannot live exclusively on the back of our heritage and the Centre has to continuously evolve, expand and calibrate its mission to the present and future needs of the EU and Japanese industrial and business communities, particularly in the new era to be opened with the likely conclusion of an FTA/EPA.

SMEs AT THE CORE OF OUR ACTIVITIES

With this in mind, in the last five years we have placed the support for SMEs at the core of all our activities since both in the EU and Japan, SMEs are considered as the principal driver for economic growth. We have established many new services and activities such as the Enterprise Europe Network – Japan, the Cluster Support Service, the Tax and Public Procurement Helpdesk, the Step in Japan business incubator, the Technology Transfer Helpdesk, the Minerva Fellowship, the Horizon2020 Contact Point etc. We went even further by exploring the business potential in narrow high tech niches such as Space and GNSS industries. Through our secretarial support and coordination of the EU-Japan Business Round Table, we have provided meaningful joint recommendations on the industrial and regulatory dialogue as well as on the FTA negotiations process. We should also not forget the “economic diplomacy” role played by the Centre at a time when the term itself was just beginning to take shape in the EU policy vocabulary.

With 30 years of experience, we believe the Centre has reached a new level and it is ready to engage in more complex support missions in the post FTA/EPA era, for an ever-closer economic partnership between the EU and Japan.

We wish to all our contributors and readers of the Newsletter a **HAPPY AND PROSPEROUS NEW YEAR!**



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

日欧産業協力センターでは、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..... 18-23
- News from the EU 14-17
- 日・EU関係イベント案内 24-35

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 36-39

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30 YEARS
周年



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

1987

OPENING of the EU-Japan Centre for Industrial Cooperation (Tokyo, Japan)
Launching annual "Renewable Energy" programmes for EU and Japanese experts
Launching annual training programmes in Japan for EU managers: "Japan Industry Insight" (H RTP)

1989

Launching annual training missions to Japan for EU managers: "Innovation Made in Japan"

1987

Launching annual training missions to Japan for EU managers: "World Class Manufacturing"

1995

Centre appointed Secretariat for the "EU-Japan Business Round Table"

1996

OPENING of the European Office of the EU-Japan Centre (Brussels, Belgium)
Launching annual language and internship programmes in Europe for Japanese students: "Vulcanus in Europe"

1997

Launching annual language and internship programmes in Japan for EU students: "Vulcanus in Japan"
Launching annual training missions to Japan for EU managers: "Meet Asia in Japan"

1998

Launching annual training missions to Japan for EU managers: "Distribution & Business Practices"

2000

Centre appointed coordinator for the annual "Global Venture Forum"
Launching an ICT version of the "Japan Industry Insight" programme

2001

Launching a food & drink version of "Distribution & Business Practices in Japan"
Launching an ICT version of "Meet Asia in Japan"

2003

Launching seminar series on EC policies intended for Japanese managers
Launching the "EU-Japan" quarterly Newsletter

2005

Launching the "EU-Japan Bridge", the first directory ever of all EU-Japan related organisations
Extension of the "Vulcanus in Japan" programme to engineers in architecture

2007

Launching annual training missions to Japan for EU managers: "FDI in Japan"
Launching seminars on EU-Japan intercultural management

2008

Launching seminars on Industrial Policy, Trade & Investment, and Environment & Energy

2010

Centre appointed coordinator for "J-BILAT" (7th Research Framework Programme promotion in Japan)
Centre appointed coordinator for the Enterprise Europe Network - Japan

2011

MoU with ZENIT GmbH (promotion of the European Cluster Collaboration Platform)

2012

Promotion of post-Fukushima economic and business opportunities
Launching annual matchmaking missions to Japan for EU Clusters and SMEs focusing on cleantechologies
Launching the promotion of government procurement tender notices in Japan
Promotion of the cooperation on satellite navigation applications promotion in Japan ("GNSS.Asia")

2013

Centre appointed coordinator for the Japan-EU Partnership in Innovation, Science & Technology: "JEUPISTE"
Launching annual matchmaking missions to Japan for EU Clusters and SMEs focusing on biotechnologies
Launching the landing pad for EU-based SMEs planning on entering into Japan: "Step in Japan"
Launching the in-house fellowship scheme in Japan: "MINERVA" (policy research)
Launching LEAN visits in Europe for EU managers

2014

Launching annual matchmaking missions to Japan for EU Clusters and SMEs focusing on nanotechnologies
Launching annual matchmaking missions to Japan for EU Clusters and SMEs focusing on ICT
Launching "Kaizen" webinar series for EU managers
Launching the Japan-related information portal for EU managers: "EU Business in Japan"
Launching "About Japan" webinar series for EU managers
Launching "About Japan" monthly e-News
Launching custom-made market entry strategies in Japan for EU SMEs: "Keys To Japan"
Launching a Tax and Public Procurement Helpdesk

2015

Launching the "Japan Industry & Policy" monthly newsletter
Launching cross-cultural workshops in the EU
Launching Japan incoming missions in the EU

2016

Launching a EU-Japan Technology Transfer Helpdesk for EU SMEs

2017

MAIN DELIVERABLES SO FAR INCLUDE:

- 1.500 EU executives participating in business & training missions to Japan
- 150 EU and Japanese experts participating in Alternative Energy missions
- 1.000 EU participants in Lean/Kaizen/WCM-related missions in Japan or Europe.
- 25.000 EU and Japanese participants in 300 policy seminars.
- 900 EU and Japanese engineering students participating in the Vulcanus programme.
- 30 Cross-cultural events and 40 R&D-Innovation events
- 200 analytical reports and e-learning webinars / videos
- 3 regular newsletters reaching a total of ca 20.000 recipients

30 YEARS
周年



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

SEMINAR: LATEST DEVELOPMENTS IN INTELLECTUAL PROPERTY LAW IN THE EU AND JAPAN

22 NOVEMBER 2016 - TOKYO, JAPAN



The seminar on Intellectual Property Law was organised on 22 November, 2016 in Tokyo in cooperation with Sonderhoff & Einsel Law and Patent Office and Preu Böhlig & Partner. During the seminar, the current state of the EU Unitary Patent System and the regulations on the Right to inspection claims in Germany and France were explained by German lawyers. In addition, comparison was made by German and Japanese experts on judicial frameworks on the trade secret protection and employee invention in Europe and Japan. The seminar attracted about 70 participants.. Speakers' presentations are available online.

➡ <http://www.eu-japan.eu/events/latest-developments-intellectual-property-law-eu-and-japan>

SEMINAR: UNMANNED MARITIME SYSTEMS AND GNSS

11 NOVEMBER 2016 - TOKYO, JAPAN



The seminar on Unmanned Maritime Systems and GNSS was organised on 11 November in Tokyo. A total of four speakers with various background were invited to explain not only technological, but also judicial challenges surrounding the development of unmanned vessel. Prof. Yasuo Arai, President of the International Association of Institutes of Navigation (IAIN) emphasised the importance of securing adequate communications. While Dr. Hiroshi Yoshida of the Japan Agency for Marine-Earth Science and Technology (JAMSTEC) provided an overview of the state-of-the-art development in Japan and other countries, Dr. Takuo Kashiwa of Furuno Electric summarised present GNSS applications and latest developments in technologies to avoid collision, etc. Finally, Ms. Helen Tung, Barrister, HTChambers provided an overview on the legal perspective of unmanned maritime vessels and GNSS systems, citing western projects and concepts and compared it with Japanese law. The seminar attracted about 80 participants.. Speakers' presentations are available online.

➡ <http://www.eu-japan.eu/events/unmanned-maritime-systems-and-gnss>



FORUM
日 JAPAN • EU 欧 2016

EU-JAPAN FORUM

24-25 OCTOBER 2016, BRUSSELS, BELGIUM

The EU-Japan Forum was an academic forum to promote research and collaboration on key policy issues between the EU and Japan. The Forum featured two public plenary discussions of broad topics and 5 breakout expert-led discussions. The themes covered ranged from science & technology to social sciences and humanities. As the EU and Japan approached their self-imposed deadline for concluding their negotiations for an EU-Japan Free Trade Agreement / Economic Partnership Agreement, the Forum began with a keynote address by H.E. Ambassador Kazuo Kodama of the Mission of Japan to the EU.

The Forum was organised by Waseda University, the Université Libre de Bruxelles – Institut d'études Européennes, the Katholieke Universiteit Leuven and the European Institute for Asian Studies (EIAS). It was supported by the EU-Japan Centre for Industrial Cooperation.

➡ <http://www.eu-japan.eu/events/eu-japan-forum>

CALL FOR APPLICATIONS

MINERVA FELLOWSHIP IN-HOUSE SCHEME IN JAPAN

The "MINERVA" EU-Japan Fellowship is a 6 month in-house fellowship scheme in Japan, targeting EU and Japanese academics, trade / economic analysts and civil servants. The scheme is designed to support the Centre's policy analysis of EU-Japan economic and industrial issues.

Fellows are expected to produce a policy report on topics that are relevant for the EU-Japan Centre as well as to support the daily analytical activities of the Centre.

PRIORITY TOPICS:

- Analysis of Japanese corporate demand for Technology Transfer from the EU.
- Innovation and research opportunities with Japan: Analysis on the potential for EU research organisations and companies to work with Japan in the fields of Environment, Energy or Health.
- Comprehensive analysis of Japan's scientific potential for innovation cooperation in Biotech / Life Sciences. Identification of latent demand for cooperation with EU SMEs / Start-ups and Clusters.
- Research and Analysis on the existing EU-Japan cooperation agreements between clusters, industrial and R&D organisations.
- Industrial and R&D cooperation potential with Japan in the space and GNSS based autonomous navigation and piloting for cars, ships and aircraft in Japan – An Opportunity Analysis for EU SMEs to cooperate with Japan.
- Potential opportunities for EU firms in the Japanese Public Finance Initiatives and Public-Private Partnerships for infrastructure projects (airport management, water infrastructure, etc.).

Such topics have a general orientation character on the basis of which the applicants are free to propose more narrow and original topics (industrial/business approaches preferred). The more specific proposals have a better chance of success.

NEXT SLOT: from 1 April to 30 September 2017

DEADLINE: 15 January 2017 • Fellowship: €1700 / month • Location: Tokyo, Japan

➔ <http://www.eu-japan.eu/other-activities/minerva-fellowship>

MINERVA REPORTS RELEASED

SPACE INDUSTRY BUSINESS OPPORTUNITIES IN JAPAN

THE MARKET POTENTIAL FOR EU SMES INVOLVED IN THE EARTH-OBSERVATION PRODUCTS & SERVICES

This 170-page Report provides a comprehensive overview of the Japan Space policy and industry, with a focus on Earth Observation, including a SWOT analysis. The Report distinguishes itself through fresh market analysis based on on-site interviews with 40 private and public Japanese entities in 8 different industries that use Earth Observation products and services (including agriculture, maritime management & AIS; fishery and urban infrastructure management). The Report also provides a set of relevant conclusions, policy and business recommendations for the European Commission and the industrial stakeholders.

➔ <http://eu-japan.eu/publications/space-industry-business-opportunities-japan>

HYDRO, TIDAL AND WAVE ENERGY IN JAPAN

BUSINESS, RESEARCH AND TECHNOLOGICAL OPPORTUNITIES FOR EUROPEAN COMPANIES

The Report presents the hydro and marine energy market in Japan, with the past and recent trends, the growth potential and the relevant normative framework. It concludes with an overview of the potential challenges and opportunities for European companies.

➔ <http://eu-japan.eu/publications/hydro-tidal-wave-energy>

JAPAN INDUSTRY AND POLICY NEWS



The Centre publishes a monthly "Japan Industry and Policy Newsletter".

IN THE OCTOBER ISSUE:

LEGISLATION AND POLICY NEWS

- Japan and the United States Conclude MoU for IoT Cooperation
- METI Announces Winners of the FY 2016 Awards for Resources Recirculation Technologies and Systems
- Creating New Technologies in Fukushima
- METI Announces Winners of the 3Rs (Reduce, Reuse, and Recycle) Awards
- New Qualification System for IT Security Provider Introduced
- Improving the Competitiveness of Renewable Power

COMPANY NEWS

- Verification Test of Large-scale Offshore Fish Culture Starts
- Successful Start of New Geothermal Power Generation System
- Honda Starts Testing Smart Hydrogen Filling Station

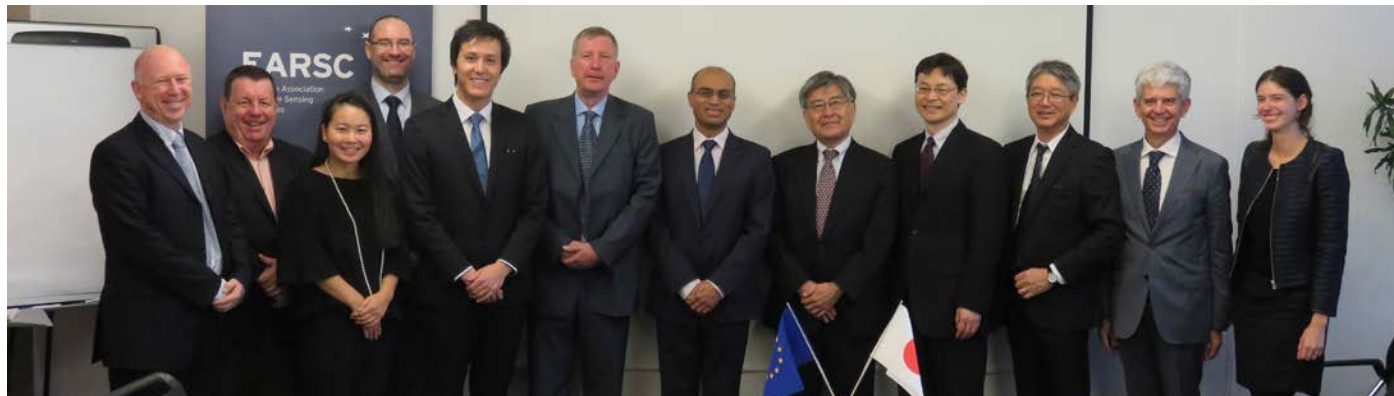
ADDITIONAL TOPICS

- Tools for Supporting SMEs' Smart Monodzukuri Compiled
- METI Establishes Auto Parts and Software Industries Section

➔ <http://www.eu-japan.eu/publications/october-2016-japanese-industry-and-policy-news>

EARSC AND J-SPACESYSTEMS SIGN MoU

The European Association of Remote Sensing Companies (EARSC) and Japan Space Systems (J-spacesystems), both non-profit organisations, signed a memorandum of understanding (MoU) on 23 November 2016 to develop synergies and strengthen cooperation in business, research and technology between Europe and Japan in the utilisation of Earth-observation (EO) technology. The EU-Japan Centre for Industrial Cooperation will act as an intermediary support organisation to support activities between the two parties as part of its objective to facilitate EU-Japan industrial cooperation under its Space.Japan project.



The memorandum was signed on behalf of EARSC by the Chairman of the Board of Directors, Chetan Pradhan, and J-spacesystems President of the Board of Executives, Yoshiharu Kunogi with the presence of Ms. Yoko Kadoya representing the EU-Japan Centre for Industrial Cooperation. The brief signing ceremony took place in Brussels, Belgium at an opportune time – the day after the European Commission held the EU Copernicus User Forum Industry Workshop “Internationalisation of European Earth Observation Companies”. The signing ceremony was attended by Mr. Takashi Omote, Minister of the Japanese Mission of Japan to the European Union in Brussels, and Mr. Pierre Delsaux, Deputy Director-General of DG-Growth, Internal Market, Industry, Entrepreneurship and SMEs, European Commission.

The memorandum serves to provide a framework for understanding and cooperation between the Parties to achieve their common goals regarding development of partnerships and joint events. The Parties also aim to benefit from the sharing of best practices and exchange of experiences, information and technologies relating to EO which are not available in their home locations.

The cooperation will be coordinated by EARSC's Secretary General, Mr. Geoff Sawyer, and JSS' Director General, Mr. Hisanobu Takayama with additional support from the EU-Japan Centre.

AREAS OF COOPERATION:

- Exchange of information to foster cooperation in the utilisation of EO technologies and applications between Europe and Japan.
- Organisation of joint meetings/events to build up cooperation between the EU and Japan in relation to EO technologies and applications.
- Cross-promotion of other mutual opportunities of interest for the both parties.

This above list is not exhaustive and both parties do not exclude cooperation on other issues of mutual interest.

EUROPEAN ASSOCIATION OF REMOTE SENSING ASSOCIATION (EARSC)

EARSC (<http://earsc.org>) is a non-profit organisation aimed to promote the use of Earth-observation (EO) and European companies which offer EO-related products and services. Formed in 1989, the organisation has over 80 member companies from throughout Europe

with a secretariat office in Brussels. EARSC is actively involved in coordinating and strengthening the EO chain and promoting the European geo-information industry, and also providing a unified voice on wider European and global issues of importance to the industrial sector.

JAPAN SPACE SYSTEMS (J-SPACESYSTEMS)

JSS (<http://www.jspacesystems.or.jp/en>) is a non-profit organisation formed in 2012 after the merger of three public R&D organisations pertaining to space technology and applications – Institute for Unmanned Space Experiment Free Flyer (USEF), Japan Resources Observation System and Space Utilization Organization (JAROS) and Earth Remote Sensing Data Analysis Center (ERSDAC). JSS conducts space projects involving satellite systems, launch systems, ground facilities for satellite operations, satellite remote sensing technologies and space environment utilisation. Recently, the organisation has launched Space Business Court, an online information and business support platform to promote new business development in commercial space, focusing on Earth-observation downstream applications..

Photos of the event and more information are available at: ➡ <https://ssl.jspacesystems.or.jp/blog/archives/1466>

➡ <http://earsc.org/news/earsc-and-j-spacesystems-sign-memorandum-of-understanding>

ABOUT THE LATEST **ICT MISSION TO JAPAN**

From 14 to 18 November, the EU-Japan Centre organised the second edition of its matchmaking mission to Japan for EU SMEs and clusters and focusing on ICT.



The purpose of this 5-day mission was to support and encourage participants in establishing a first contact with Japanese clusters and SMEs in view of further collaboration and concrete business opportunities.

This year 18 participants attended the mission, among which 13 SMEs and 1 Cluster* from 11 EU countries: Croatia, Greece, Spain, Romania, Poland, France, Hungary, Germany, Portugal, Bulgaria and Belgium.

The mission was divided into three parts: preparatory lectures; company visits in Tokyo and a 3-day access to the "Embedded Technology and Internet of Things-Japan 2016" Fair in Yokohama.

On the first day participants were welcomed at the EU-Japan Centre's Head Office in Tokyo for an invigorating preparatory session during which they attended 3 lectures: Cloud Computing Related Products, Technologies and Services in the Japanese Market, Public Procurement in Japan and Japanese IoT Market and Industry Trends.

The second day consisted of companies' visits to:

1. NTT Network Innovation where participants had the opportunity to discover the Auto-recovery System against Cyberattacks, the Grapon system (a graph analysis technology) and the clothing-type used in a wide range applications from athletic training to stress management.
2. Panasonic Centre Tokyo. The visit was led by Mrs. Reiko TSUCHIYA, Chief and Mr. Wataru NOMIYAMA, Senior Manager. Participants were introduced to Panasonic new challenges and its smart housing project.
3. Asial Corporation, a Japanese SME composed of employees coming from different countries. The Founder & CEO, Mr. Masa TANAKA shared his experience about implementing a company in Japan.



By **PETR TALANDA**, Sales Manager at SolarMonitoring,
<http://www.solarmon.eu/>

"Our company has been looking for new business opportunities in Asia for the last two years. We have realised that a highly developed country like Japan would be a good market for

SolarMonitoring's sophisticated monitoring software. By attending the ICT mission, I had a very good chance to see the current market situation and familiarise myself with the business culture environment. In addition, visiting local companies broadened my awareness of entrepreneurial activities in this field.

The joint participation in the IT fair has allowed me to meet with many potential business partners, among EPC companies and companies that operate in the renewable energy business. We are aware that the cooperation in this market will be very difficult, due to cultural differences and the language barrier. On the other hand, we see considerable potential for future joint projects not only in Japan itself, but also in Europe. We would welcome the opportunity to participate in other similar missions, because only personal involvement and the opportunity to learn more of the local market can bring real results, even though it's a long process."

Attended the 2016 ICT mission



*Agro ICT Cluster,

Agro ICT Cluster, Agencja Reklamowa Bogaczewicz, Athlon, BeHappy Co., Byte Lab Inc., Cortus S.A.S., COSEDA Technologies GmbH, Evolution Energie, Pôle Position, RomSoft SRL, S.C SOLAR ECO SYSTEM S.R.L, Think Silicon, Yellow energy, Ida, Zigpos GmbH



AT THE ICT FAIR

The last three days were dedicated to participants' individual presentations, B2B meetings and exhibition of the EU-Japan delegation booth at the "Embedded Technology and Internet of Things" fair at Pacifico Yokohama.

The delegation also had the opportunity to meet Japanese companies during a reception party on Wednesday evening at Yokohama Bay Hotel Tokyu.

On Friday, Mr. Naomichi YAMADA, Project Manager NCP Japan of the EU-Japan Centre, gave a speech about the importance of the EU-Japan Cooperation in ICT and Internet of Things through the European Commission programme Horizon 2020.

Thanks to the individual presentations and the constant support of interpreters, the ICT mission participants were able to attract visitors to their booth and exchange business cards with several Japanese businessmen. In addition, during their meetings with Japanese counterparts, most of them effectively used several communication techniques which they learnt during the online pre-departure briefing, organised prior to the mission.

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



By **STEPHANE BERGHMANS**,
Innovation Partnerships Manager
at CommScope

➡ <http://www.commscope.com>

"The goal of attending the mission was to identify possible partners for joint projects, possibly Horizon 2020 projects. At the Japan IT week I got into contact with NTT labs who are producing an optical switch that could be of use to us. In the meantime they have visited us at our site in Kessel-Lo, Belgium to demonstrate the switch. We will evaluate their switch and check whether we could start a project with them. During the week I also met other potential partners. No further contacts have been established but are planned. The site visits before the IT show were also highly interesting as they gave me a good insight into different research fields in Japan. It was also beneficial to meet participants from different European clusters. Some could also be potential partners for future Horizon 2020 project."

Attended the 2015 ICT mission

FEEDBACK FROM THE 2016 BIOTECH MISSION'S PARTICIPANTS



By **ZSOMBOR LACZA**, CEO, Orthosera

➡ <http://www.orthosera.com>

"Japan is a very interesting, important and promising country that is very hard to tackle for a European start-up. There are the obvious barriers: language, culture, distance, but the most problematic of all for us are the softer factors: how to get enough information about the regulatory environment? What are the expected moves of the payers in healthcare towards new therapies?"

What do clinicians think about novel regenerative medicine therapies in their practices? There is no way to find reliable answers to these questions from our European offices, regardless of how much effort we put into desk research. Being there, starting actual business cooperation is the only way to find out - and this is a big decision for a cash-strapped start-up. The EU-Japan mission was instrumental to pull us through the bottleneck as they organised an action packed one-week trip around Bio Japan, offering a lot of opportunities to meet our Japanese peers and bridging organisations. In just a few days we were able to gather enough information on business opportunities in Japan, so we can make an informed decision on whether to make the jump. And the decision will probably be yes."



By **GUIDO ZAMAN**, Managing Director at Netherlands Translational Research Center

➡ <http://www.ntrc.nl>

"The EU-Japan Centre's Biotech Mission included participation at two business meetings in Japan, one in Osaka and attendance of BioJapan in Yokohama. At BioJapan, my company, together with other companies that were part of the mission, were present via a poster at the EU-Japan Centre booth and we introduced our companies by delivering a short oral presentation in a dedicated

session. The poster as well as the oral presentation were translated by professional interpreters. The EU-Japan Centre took good care of all logistics, including organisation of a smooth transfer from Osaka to Yokohama by Shinkansen between the two conferences. Before departure there was an introduction seminar on doing business in Japan and on Japanese culture. During the mission representatives of the EU-Japan Centre were always available to provide support and to answer any questions in relation to Japan. In particular, the conference in Osaka, which was preceded by a one day meeting with informative lectures on Japan biotech industries, was very productive, because relatively many (six) one-to-one meetings could be scheduled in a short time. Although scattered over a longer period of three days, the meetings I had at BioJapan were also good. All were informative and, when appropriate, follow-up was given also by all companies I met. Finally, as a participant of the mission with eighteen other European biotech companies from different countries, I enjoyed meeting new people from these companies and expanding my network."

VULCANUS IN EUROPE 2016



MID-TERM MEETING IN BRUSSELS

Participants of this year's "Vulcanus in Europe" programme gathered in Brussels on 10 October for a mid-term meeting and presented their current activities and experiences in their European host companies. For 8 months, the Vulcanus students engage in R&D activities covering a wide range of technologies and business fields. This year we have 17 Japanese science & engineering students being hosted by 14 European companies and research institutions in 6 EU Member States.

RECRUITMENT OF HOST COMPANIES IN JAPAN FOR THE "VULCANUS IN JAPAN" PROGRAMME 2017-2018

"Vulcanus in Japan" is a 1-year internship programme for European engineers and science-major students, managed by the EU-Japan Centre. Every year, 35-45 skilled and highly motivated Vulcanus participants are selected to undertake industrial internships in Japan for 8 months, following an intensive 4 months of Japanese language courses and seminars. Typical internship projects include Mechanical/Electrical Engineering, ICT, Chemistry, Biotechnology and Life Sciences, Architecture, etc. The 2017-2018 Vulcanus programme will start from September 2017 with an intensive Japanese language class, and industrial internship from January to August 2018.

Companies based in Japan 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: 16 December 2016. 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2017-2018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2017年度プログラム(企業研修期間は2018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: +81-(0)3-6408-0281 申込み締切日: 2016年12月16日

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

NEWS FROM THE TECHNOLOGY TRANSFER HELPDESK INNOVATION SENSEI

In June 2016, the Project Manager of the EU-Japan Technology Transfer Helpdesk, Luca Escoffier, had the opportunity to interview Dr. Yamazaki, who is the President of Semiconductor Energy Laboratory Co., Ltd. and one of the most prolific inventors in the world. President Yamazaki completed the Master's Degree Program at Doshisha University Graduate School of Engineering in 1967. In 1970, while being a Ph.D. student at Doshisha University, he invented a non-volatile memory element using a Si floating gate with a control gate known as "flash memory". Since then, he has devoted himself to R&D of silicon-related technology. In 1971, he received his Ph.D. in Engineering and joined the TDK Corporation (formerly known as Tokyo Denki Kagaku Kogyo K.K.). In 1980, he established the Semiconductor Energy Laboratory Co., Ltd. (SEL) and assumed the position of President. In March 2011, he renewed his own Guinness world record from 2004 with a new world record of 6,314 patents. He is a Life Fellow of IEEE (Institute of Electrical and Electronics Engineers) and a foreign member of the Royal Swedish Academy of Engineering Sciences (IVA), and he received an Honorary Doctor Degree of Culture from Doshisha University. He is also a member of Doshisha Shayu, the distinguished contributors to the Doshisha. He is the inventor or co-inventor of over 10,000 patents as of the end of March 2016 (researched by SEL). The history of the company begins in 1980 with the R&D of solar batteries. Since then, they have expanded their R&D fields to liquid crystal displays, organic EL displays and thin film integrated circuits. In recent years, they also pioneered a new field of research on electronics involving oxide semiconductors.

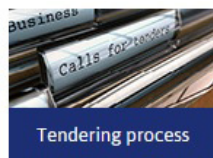
The full interview is available at: ➡ <http://www.eu-jp-tthelpdesk.eu/library/video/interviews/innovation-sensei>

NEWS FROM THE JAPAN TAX AND PUBLIC PROCUREMENT HELPDESK

WORK-LIFE BALANCE PART OF TENDER ASSESSMENT IN MLIT CONTROLLED WTO PROCUREMENT: A NEW NTB?

The Ministry of Land, Infrastructure, Transportation and Tourism (MLIT) has announced that it will include bidders' efforts to employ women and offering of a good work-life balance as one of the items when assessing construction tenders conducted under WTO regulations, reports the Daily Engineering & Construction News (DECN). The initiative will be experimentally introduced in large public works tenders and is likely to be expanded to all tenders in 2018.

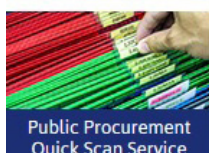
<http://www.eubusinessinJapan.eu/issues/entry-strategy/government-procurement/procurement-news/work-life-balance-part-of-tender-assessment-in-mlit-controlled-wto-procurement-a-new-ntb>



JR KYUSHU REMOVED FROM WTO GOVERNMENT PROCUREMENT FRAMEWORK AFTER IPO

The Japanese government announced on November 7, that JR Kyushu procurement will no longer fall under the WTO Agreement on Government Procurement (GPA). JR Kyushu which operates on the most southern Island was fully privatised, when the Japanese government sold its stock-holdings in an IPO conducted last month, which raised ¥416 billion.

<http://www.eubusinessinJapan.eu/issues/entry-strategy/government-procurement/procurement-news/jr-kyushu-removed-from-wto-government-procurement-framework-after-ipo>



MLIT FAILED PUBLIC WORKS TENDERS CONTINUE TO DROP

The Ministry of Land, Infrastructure, Transport and Tourism (MLIT) published new statistics on the public works contracts the Ministry concluded in 2015. Each year, MLIT compiles data regarding tenders for construction of public works and construction related consulting and design work conducted by organisations it directly supervises.

Important for the industry is always the percentage of so-called "failed tenders". These are tenders where there is no winning bidder exists at the end of a tender procedure. This can either be due to the fact that no interested parties have placed a bid, or due to the fact that all the bids have been higher than the prospect price the ordering government entity had set. Although rarer, failed tenders also occur if all the bidders are below the minimum price set. The ratio of "fail tenders" is for the industry one of the indicators as to how the prices paid for public works contracts are developing.

<http://www.eubusinessinJapan.eu/issues/entry-strategy/government-procurement/procurement-news/mlit-failed-public-works-tenders-continue-to-drop>



IOC PROPOSES INTERNATIONAL PROCUREMENT AS WAY TO CUT COSTS TOKYO2020 GAMES

In the ongoing 4-party discussions regarding the costs for hosting the Tokyo 2020 Olympic and Paralympic Games, the IOC has proposed the introduction of international tenders as one way to cut costs, reports Asahi Shinbun (J). Tokyo Metropolitan Government (TMG), the Tokyo Olympic Organizing Committee (TOCOG), the Japanese government and IOC-representatives have discussed ways to cut costs last week, during a three day meeting.

<http://www.eubusinessinJapan.eu/issues/entry-strategy/government-procurement/procurement-news/ioc-proposes-international-procurement-as-way-to-cut-costs-tokyo2020-games>

GOVERNMENT TO SUPPORT MUNICIPALITIES WITH OFFERING WATER MANAGEMENT SERVICES IN PFI CONCESSIONS

The Cabinet office has started a support program for local municipalities to assist them with investigating the possibility to offer water management services, i.e. the public water supply and sewerage services in concession. Municipalities can have all costs covered for investigations into due diligence, the division of responsibilities between public and private actors and feasibility studies. They can also receive support for investigations into the possibility to offer educational facilities and public housing in concessions to the private sector.

<http://www.eubusinessinJapan.eu/issues/entry-strategy/government-procurement/procurement-news/government-to-support-municipalities-with-offering-water-management-services-in-pfi-concessions>

GO LEAN – LECTURES AND READING MATERIAL TO HELP YOU BECOME MORE COMPETITIVE

THE FIVE RINGS OF LEAN BUSINESS EXCELLENCE



The complete series of Lean Masterclass podcasts "Getting Things done", focused on applied lean, by Professor Richard Keegan is now available online. The course covered: 'Lean Introduction – Principles, Rules, Tools of Lean'; the 'Five Rings Business Excellence Concept'; 'Principles of Benchmarking – Real Facts & Real Data'; 'Five Key Questions for Driving Lean Implementation'; 'Lean in a Service Environment'; 'Lean Innovation'; 'People Make the Difference – Teams and Team Building'; and 'Practical Tools'.

If you missed any lectures or would like additional material, you can follow the course, or get free copies of some of Richard's books (The Five Rings of Lean Business Excellence, Becoming Lean or Becoming a Lean Service Business) on the EU-Japan Centre's website.

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

WCM TRAINING MISSIONS TO JAPAN

CALL FOR APPLICATIONS

Training dates: 26 - 30 June 2017

Application deadline: Thursday, 23 March 2017

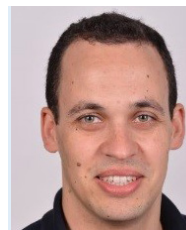
The 5-day World Class Manufacturing training mission (WCM) provides an in-depth analysis of Japanese manufacturing methodology and is aimed exclusively at EU executives and managers with knowledge of WCM and an engineering background.

The training mission in Japan provides participants with:

- In-depth analysis of Japanese manufacturing methodology
- Lectures, seminars and panel discussions, presented by experts from Japanese industry
- Company and factory floor (Gemba) visits
- Preparation and post-visit reviews

No tuition fee for SMEs and the European Commission grants €600 scholarships to participants from SMEs.

➔ <http://www.eu-japan.eu/events/world-class-manufacturing>



By **PEDRO MARCOS**, Lean Expert - Operational Excellence at Hovione FarmacienciaSA

➔ <http://es.ganal.es>

"Participation to WCM 2016 was a great opportunity to better understand the Japanese culture, regarding the evolution of continuous improvement the true concept of Kaizen. As part of Operational Excellence group at Hovione and responsible of Lean projects, such as SMED, 5S, VSM or Cycle-Time analysis in different sites, and reading different books like Toyota Way, I always wonder: "How the Japanese Companies build a transversal culture of continuous improvement and have the commitment of almost all employees?"

With the knowledge shared of speakers as well tours in various plants, it becomes very clear to me that to have a transversal commitment with Kaizen culture, it is crucial to establish a clear vision understandable for all employees. On the other hand, communication and empowerment between management and operators is fundamental to align all team members with a road map that would guide the organisation to move forward to that vision.

Nowadays, Hovione is challenged with a high growth rate every year (people and amount of work), and we want to ensure that Lean and Kaizen are a part of our culture and available for all employees worldwide. We are now developing road maps with site managers of each plant to prioritise projects and I truly believe that this mission to Japan was one inspiration on how to do it."

Attended the 2016 WCM mission



By **NIKOLAY CHALAKOV**, CEO, InchFrigo

➔ <http://inchfrigo.com/>

"Thanks to my participation in the Centre's LEAN events and the WCM mission to Japan. I have had the opportunity to visit the world's leading companies both in the EU and in Japan. I was fortunate enough to meet with company CEOs, operators and foremen, who shared their road to success with us and explained how they managed to implement product improvement. Last but not least, I was inspired by their environment and their process of continuous improvement when creating the product, on site. I enjoyed listening to Professor Keegan's lectures, based on real case studies and always followed by feedback sessions. Thanks to him, I managed to meet some of the most influential people from a variety of companies. Talking and sharing our personal experiences with fellow participants, helped me to realise that we all face with very similar issues, such as how to increase staff motivation, and how to make production faster, cheaper and better.

At the end of each visit, I tried to introduce something new with my colleagues, for example: Process confirmation from LEGO - "Go-Look-See" from Danfoss- RCPS board, the info corner and Value stream map on the wall from Audi. Last but not least, from DHL, I learned how to solve problems with the operators. The greatest impact was my participation in the visit to the Toyota workshops in Hirayama during my participation at the WCM mission. I hope one day to visit Toyota again and to see my progress."

*List of activities, Nikolay has joined: WCM II Mission (October 2011) from 2013 to 2016, Lean visits to Maserati (Turin), DHL (Nijmegen-The Netherlands), Danfoss (Grodzisk-Poland), AUDI (Brussels, Belgium), LEGO (Billund, Germany), Lean Master class (Dublin, Ireland), from 2014 to 2016 (webinars on Kaizen & Technology Transfer).



INFORMATION PLATFORM

GET ACCESS TO JAPAN RELATED INFORMATION ON WWW.EUBUSINESSINJAPAN.EU

The Centre's information portal records 1295 members!

After 3 years of existence, the Centre is pleased to inform that its information portal (www.eubusinessinjapan.eu) provides support to 1295 members, representing EU and COSME entities from all EU Member States, Japan and other countries. Naturally, the majority of our members are from (small and medium sized) companies (68.7%), with the rest from chambers of commerce (4.7%), research centres (4.4%), clusters (3.8%), regional development agencies (3.3%), universities (3.1%), industrial federations (2.6%), governmental bodies (2.4%) and other entities.

So far, 91 reports have been published, 85 webinars were organised and more than 30 e-Learning videos were published on the EU Business in Japan website.

We hope that in the future we will be able to provide a lot more insightful information about doing business in Japan to all our readers.

Do not miss the opportunity to get access to Japan related info and feel free to register on ➡ <http://www.eubusinessinjapan.eu/user/register>

NEXT WEBINARS "ABOUT JAPAN"

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

The forthcoming webinars are:

- "About Japan" webinar - EU-Japan collaborative projects on Internet of Things and smart cities: ClouT, FESTIVAL and BigClouT (31 January)
- "Tech-transfer" webinar 10 (7 February)
- "About Japan" webinar - Creation and update of a guide on importers, buyers and wholesale distributors in Japan for the promotion of EU-Japan SME partnerships (14 February)
- "About Japan" webinar - EU-Japan Sunjet Project - Aeronautics Sector (21 February)
- "About Japan" webinar - Ceramic Tableware Market in Japan (28 February)
- "Tech-transfer" webinar 11 (7 March)
- "About Japan" webinar - Space Industry Business Opportunities in Japan: analysis on the market potential for EU SMEs involved in the Earth Observation products and services (14 March)

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

Feel free to register at ➡ <http://www.eubusinessinjapan.eu/events>

"STEP IN JAPAN" A HOT DESK IN TOKYO!

LOGISTICAL SUPPORT FOR EU SMES



For EU SMEs entering into or expanding within Japan, the EU-Japan Centre implemented "Step in Japan" a free logistical support and business assistance in its Tokyo's 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 telephone
- full access to meeting and seminar facilities within the Centre's premises
- a help desk for all information inquiries on business in Japan
- assistance with using the Enterprise Europe Network service while in Japan

For more info, please contact:

StepInJapan@eu-japan.gr.jp

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

NEXT CALL FOR EXPERT REPORT PROPOSALS IN JANUARY 2017

The EU-Japan Centre will be releasing its next call for expert report in January 2017.

In order to provide a steady stream of in-depth market information, the Centre aims to continuously add new expert reports to its "About Japan" information website (<http://www.eubusinessinjapan.eu>). Forthcoming January it will be once again calling on those with deep knowledge about a specific sector of the Japanese market to write an expert report.

The Centre will publish a list of desired topics, however readers are free to submit suggestions for topics until January. These will be taken into consideration when drafting the final topic list for the call.

Contact: Jeroen van der Donck at J.vanderDonck@eu-japan.eu

LATEST REPORTS

JAPANESE RAILWAY MARKET

The Japanese railway market is seen as sophisticated, mature market, with high standards in service and punctuality, which developed in relative isolation from the rest of the world. Entry into the market is a challenging endeavor requiring patience and tenacity. While it is not reasonable to expect that foreign companies will be winning railway concessions or projects to build complete systems in the foreseeable future, there are developments, such as the more active pursuit of large JR companies for new foreign suppliers that can be seen as signs that the market will be more welcoming to foreign companies. Hence, this report gives an overview of the Japanese railway market, identifies key sectors players and briefly explains some technical features of the railway network. This report also touches upon procurement practices in the sector.

➡ <http://www.eubusinessinJapan.eu/library/publication/report-japanese-railway-market>

ENERGY STORAGE LANDSCAPE IN JAPAN

Aside from Japan's plans for wide-spread implementation of smart-city and smart-grid technology during the coming decades, the country's market is also defined by a general shift away from nuclear and fossil-fuel energy towards a highly-diffuse renewable energy infrastructure. The emergence of this new reality will have ramifications not only at the grid-level utility-scale, but also at the local-scale and even the residential scale. Additionally, this means not only demand for actual energy storage devices, but also for infrastructure and software with which such systems interact. For European firms interested in Japan's market, this shift presents various opportunities. Hence, the aim of this report is to provide an overview of the energy storage market in Japan, address market's characteristics, key success factors as well as challenges and opportunities in this sector.

➡ <http://www.eubusinessinJapan.eu/library/publication/report-energy-storage-landscape-in-japan>

DRONE MARKET IN JAPAN

This report analyses the drone market in Japan. It presents an industry overview and provides insights into the market trends, size, key drivers and challenges. This report suggests that Japan's drone market will grow from today's 3 Billion yen to 100 Billion yen in 2030. More than 50 different application areas have been identified for the next 5 years which consequently could offer potential opportunities for European companies wishing to access this market.

➡ <http://www.eubusinessinJapan.eu/library/publication/report-drone-market-in-japan>



HYDROGEN TECHNOLOGY MARKET IN JAPAN

Japan aims to materialise a hydrogen society by promoting hydrogen fuel cell vehicles as well as pushing for the market expansion of household fuel cells (capable of generating electricity). The Japanese government has supported markets by funding much of the R&D, including financing of various projects up to 100 percent. In Japan, the expected wider use of fuel cells in the future will offer business opportunities for European companies. Hence, this report aims to analyse the current status of hydrogen technology in Japan. It presents an industry overview and provides insights into the market trends, market size, market drivers and challenges that affect the growth of the market. Information on key players and the market size as well as new product developments including R&D activities are also covered in this report.

➡ <http://www.eubusinessinJapan.eu/library/publication/report-hydrogen-technology-market-in-japan>

HOW TO ADVERTISE IN JAPAN

In Japan, the advertising industry is dominated by the giant Japanese agencies. Historically, these agencies developed unique business customs which may seem a bit strange to Europeans. Should a European company decide to advertise in Japan, it is essential to understand how the Japanese agencies work and how advertising spaces are sold & purchased. This report provides the latest and detailed information to cover these topics, in order to help European companies make wise decisions in advertising in Japan.

➡ <http://www.eubusinessinJapan.eu/library/publication/report-how-to-advertise-in-japan>

More reports on ➡ <http://www.eubusinessinJapan.eu/library/publications>

CASE STUDIES FROM ESTONIA AND HUNGARY

ABOUT THE COMPANY

Business: cell technology and immunology
 Size: 10-15 work-site employees powered with outsourced service staff in Estonia
 Target market: Biotechnology
 ➔ <http://www.protobios.com>

Protobios Ltd. was founded in 2003. The company is developing new diagnostic tests and offering services in the field of immunology analysis. Since their founding, the company has contributed to the development of novel technologies in cell technology and immunology fields.

WHY JAPAN?

Ms Palm, founder and CEO, started looking into Japan when trying to find attractive healthcare markets. Japan is a very large economy and this served as a starting point.

STEPS TAKEN

Ms. Palm's started to be interested in Japan for business in early 2011, exploring different options for her to make contacts in the market. However, after disaster struck at Fukushima her plans were put on hold for 2 years. It was not until 2013 that she would set foot in Japan during a training programme as well as during the EU-Japan Centre's Biotech mission (<http://www.eu-japan.eu/events/biotech-cluster-sme-mission>). In total she stayed in Japan for 11 months, with the mission right in the end. During the BioJapan fair, she was guided around by local pharma, academic and embassy contacts she had made previously. The latter promoted her which was an excellent opportunity. After the BioJapan mission Ms. Palm completed her studies in Japan as part of another programme (Executive Training Programme, another EC-funded 12-month programme). During this time, she joined the lab of a world-famous Japanese professor and made personal and academic contacts that last until this day. It turned out to be too effort consuming to successfully follow up on the contacts she made during the fair. After returning to Europe, she found it difficult to push through business-wise, but made sure to maintain personal relations.



Interview made with Ms. Kaia Palm, CEO of Protobios, Biotech Mission 2013 participant.

The full article is available to EU Business in Japan website's members at:



<http://www.eubusinessinJapan.eu/library/publication/case-study-protobios-ltd-sme>

ABOUT THE COMPANY

Business: software development, mobile app development, vehicle tracking service provider, remote data collecting sensor system implementations, automated testing expert, agile/scrum expert
 Size: 80+ employees
 Interests in Japan: currently have partners in Japan, looking for new partners and customers
 ➔ <http://www.itware.hu>

ITware is a premium software development company located in Budapest in the neighbourhood of the Budapest University of Technology.

WHY JAPAN?

Lajos Szabo from ITware KFT strongly believes that if you can successfully implement a service or a product in the very demanding Japanese market, then you can implement it anywhere else in the world – 'Only perfect solutions can make it there'.

As Mr Szabo explained, their business relationship with Japan started a couple of years ago, when they exhibited in the Mobile World Congress in Barcelona and a Japanese businessman approached them to talk about potential business opportunities. As Mr Szabo noted, the Japanese executive read about the high number of Nobel Prize winners per capita in Hungary, compared to similar sized countries, and he was interested to learn more about their company and Hungary in general. This pleasant surprise lead to their first project in Japan, and since then, they started to gradually look for other business opportunities in Japan in the following years.

WHY H RTP MISSION?

Before going to the Human Resources Training Programme (<http://www.eu-japan.eu/events/hrtp-human-resources-training-programme-japan-industry-insight>) ITware had a business development plan on how they want to extend their customer base and focus on implementing one of their products in Japan. Their efforts were particularly focused on FLEETware, which is a successful vehicle tracking service in Hungary. They found that it is easier to find a partner for something tangible, presentable and FLEETware was a perfect product to approach the Japanese market with.



Interview made with Lajos D. Szabo, Business Unit Manager at ITware Kft, H RTP 2015 participant.

The full article is available to EU Business in Japan website's members at:



<http://www.eubusinessinJapan.eu/library/publication/case-study-itware-kft-sme-search-for-partners-in-japan>

BUILDING BRIDGES BETWEEN EUROPEAN AND JAPANESE LIFE SCIENCE REGIONS

IN JAPAN

Thanks to an exceptional and mutual collaboration between bioXclusters plus (<https://bioxclusters.eu>) and the EU-Japan Centre, around 60 participants from nine different European countries (Austria, France, Germany, Greece, Italy, Netherlands, Spain, Sweden and UK) participated in the joint mission to Osaka and Yokohama which took place from 10 to 14 October 2016.



On 10th October, the delegation attended lectures and presentations given by experts about business opportunities in the Japanese healthcare sector. These were organised in cooperation with the EU Japan Centre. On the 2nd day of the mission, the delegation participated in the dedicated “European Biotech & Pharma Partnering Conference”, co-organised by Osaka Bio Headquarters (<http://www.osaka-bio.jp/en>) and bioXclusters plus. This conference took place at the Senri-Life Science Center in Osaka, once again with the support of the EU Japan Centre. At this conference, EU participants had the opportunity to meet with potential Japanese partners. Thanks to the Enterprise Europe Network (<https://een.ec.europa.eu>) who had set up pre-arranged meetings using the matchmaking platform (<https://www.b2match.eu/EUJ-bio-pharma-BE-2016>) before the event, a total of 288 B2B meetings were held with 61 Japanese companies and organisations from the Kansai region.



288 B2B meetings were held with 61 Japanese companies and organisations from the Kansai region

During the last three days of the mission, the joint delegation attended the Bio Japan Expo (<http://www.ics-expo.jp/biojapan>) in Yokohama. On 13th October at the Bio Cluster summit organised by the Japan Bioindustry Association (JBA) (<http://www.jba.or.jp/pc/en>), the bioXclusters plus partners

introduced their initiative to Japan.

As next steps in the following months, bioXclusters plus intends to build a “direct Gateway” to Japan for its European SMEs and, in this way, help to reinforce their market access and to foster and fast-track business relationships. One of its initiatives included the organisation of a dedicated “EU Japan cluster matchmaking event” that took place on the 8 November at Bio-Europe 2016 in Cologne.

➡ <https://bioxclusters.eu/2016/11/03/japan-mission-report-60-european-healthcare-smes-have-participated-in-a-very-successful-mission/>

IN THE EUROPEAN UNION

BioXclusters Plus, the European Strategic Cluster Partnership on Personalized Healthcare – co-funded by the COSME Programme of the European Union – organized a “Cluster-to-Cluster” workshop at the occasion of BIO-Europe 2016 in Cologne on 8 November.

This session, built up in collaboration with the Council of European BioRegions (CEBR) (<http://www.lifescience-cluster-innovations.space>) and with the kind support of the EBD Group and the EU-Japan Centre, was dedicated to EU-Japan collaborations with the presentations of three major life sciences organisations in Japan.

The event started with an introduction by Mr. José Freitas from the DG for Internal Market, Industry, Entrepreneurship and SMEs (EC) about the European Commission’s clusters policy. Then, speakers from the Japan Bioindustry Association (JBA), the Forum for Innovative Regenerative Medicine (FIRM) network and the Prefectural Government of the Osaka cluster gave in-depth presentations of the vibrant life science sector in Japan, in particular concerning Regenerative medicine topics. The presentations are available on the bioXclusters Plus website (<http://www.bioxclusters.eu>).



The workshop attracted over 50 participants, mainly EU clusters managers, and was then followed by the CEBR Global Cluster Hub. At the end of the two cluster-focused events, the cluster representatives from European and Japanese regions were kindly invited to a EBD drinks reception to facilitate networking.

➡ <http://www.clustercollaboration.eu/profile-articles/building-bridges-between-european-japanese-life-science-regions>

EU-JAPAN 22ND ICT DIALOGUE

The 22nd EU-Japan ICT Dialogue was organised in Brussels on 1st December.

The meeting was co-chaired on the EU side by Deputy Director General for Communication Networks, Content and Technology of the European Commission, Mrs. Gail Kent and from the Japan side, by Vice-Minister Suzuki from the Japanese Ministry of Internal Affairs & Communications. The main objective of the meeting was to continue the exchange of information in various areas of the Digital Economy, as well as to analyse new opportunities for bilateral cooperation in the field of Information and Communications Technologies (ICT).



The agenda of this dialogue focused in particular on the following issues: Digital Strategies and Policies, Telecom Regulation, Cooperation in ICT Research, Development and Innovation: Coordinated calls; Prospects for future cooperation – 4th Coordinated Call; Work progress on the 5G Joint Declaration, IoT & 5G, Artificial intelligence and Personal Data

Source: European Commission – The Directorate-General (DG) for Communications Networks, Content & Technology

7TH EU-JAPAN SCIENCE POLICY FORUM: NURTURING FUTURE HUMAN RESOURCES FOR STI

On Saturday 1 October, the Delegation of the European Union to Japan, in cooperation with Japan's National Graduate Institute for Policy Studies (GRIPS), hosted the 7th EU-Japan Science Policy Forum in Kyoto, Japan.

The topic this year was on Nurturing Future Human Resources for Science, Technology and Innovation (STI). The event brought together just over 40 leading research policy makers, research funding presidents, university presidents, and industrialists, as well as around 40 observers, all of whom were from Europe and Japan.

The event takes place in the context of a deepening partnership of STI between the EU and Japan, which includes deepening our mutual understanding of our STI policies, as acknowledged by Viorel Isticioaia-Budura, Ambassador of the European Union to Japan, at the beginning of the event. This point was reaffirmed by Koji OMI, Chairman of the STS Forum, who saw the event as basis for developing cooperation in the future. Professor Atsushi SUNAMI, from GRIPS, recognised the importance of the event not only for deepening connections but also for encouraging frank and informal discussion. The Head of Cabinet for Commissioner Moedas, Antonio Vicente, gave an update on future directions for the 9th Framework Programme, on the important role for excellent science, and building connections with other sections of society and with international partners. He noted the close alignment between the research priorities and agendas of Europe and Japan, which should facilitate closer cooperation between the two sides.

Paul Rübig, Chair of STOA in the European Parliament emphasised the importance of breaking down barriers and building bridges between sectors, institutions, and research fields. Professor Yuko Harayama, Executive Member of the Council for Science, Technology and Innovation (CSTI) in Japan's Cabinet Office, outlined key aspects of the 5th Science and Technology Basic Plan for human resource development, and mentioned Society 5.0, which combines the digital and physical worlds, as well as noted the need for closer engagement between STI and society. Professor Jean-Pierre Bourguignon, President of the ERC, noted the situation for researchers in Europe, the importance of university-industry linkages, and important role of the programmes implemented by the ERC.

In what turned into a broad ranging series of presentations and discussions, other issues touched upon included entrepreneurship, diversity, public engagement, international research mobility, facilitating linkages between research and industry, pensions and dual careers, metrics, the duration of doctoral degrees, engagement with SMEs, nurturing talent in the global context, the need for professional research managers, innovative educational programmes, and training people in emerging key areas of research and technology.

Source: European Commission ➡ <http://ec.europa.eu/research/iscp/index.cfm?pg=japan>

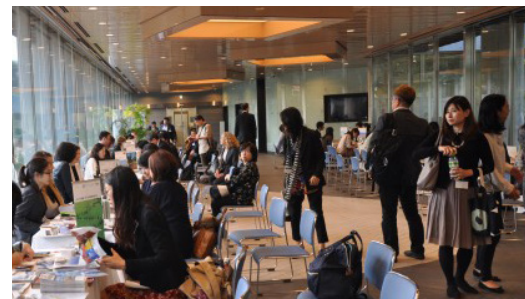
SUCCESSFUL FIRST EUROPEAN TOURISM MEDIA WORKSHOP AT EU DELEGATION

On 18 October 2016, the first “European Tourism Media Workshop” took place at the premises of the Delegation of the European Union to Japan. Sixteen European countries (12 national tourist offices and 4 Embassies) participated as exhibitors in this event.

It was the first time for European countries to organise a joint tourism promotion event focusing on Japanese media. In total, 64 editors and journalists from newspapers, magazines, TV production companies and individual bloggers attended the workshop and actively met with exhibitors to discuss potential future cooperation for promoting Europe as a travel destination to Japanese customers.

Mr Francesco Fini, Deputy Head of the EU Delegation, opened the event and stated that “tourism is being regarded as a very important economic sector in the European Union, which not only leads to economic development and create solid employment, but also contributes to the unity of societies”. In the following presentation by freelance TV announcer and travel journalist Ms Hiromi Yokoi, media promotion strategies and upcoming touristic highlights of the 16 participating European countries were exemplified. Intensive one-on-one discussions between exhibitors and media representatives were a highlight of the workshop.

Source: European Commission ➡ <http://www.euinJapan.jp/en/resources/news-from-the-eu/20161020/160108>



The huge interest on the part of the media representatives was underlined by the fact that the event had to be extended beyond the scheduled closing time.

The goal of this joint European activity is to focus Japanese media interest on Europe as a highly interesting and richly varied travel destination for Japanese travellers, to boost the image of European countries and their cultural and touristic highlights and to regain confidence among Japanese consumers in order to create a positive trend in tourism towards Europe.

3RD EU-JAPAN TASK FORCE MEETING ON S&T COOPERATION

On 20 October 2016, a third EU-Japan Task Force meeting on S&T cooperation was convened in Brussels, with the main objective to confirm concrete achievements, enhance future cooperation and to provide a substantial input for the upcoming EU-Japan Joint S&T Committee (JCM) meeting, planned in Japan during the spring 2017.

The meeting was opened by Ms Cristina Russo, Director for International Cooperation, Directorate-General (DG) for Research and Innovation (RTD), and it was co-chaired by Mr Kostas Glinos, Head of Unit, Directorate for International Cooperation (DG RTD), and Mr Junichiro Otaka, Director for International Cooperation, the Ministry of Foreign Affairs (MOFA) in Japan. Participants at the meeting on the Japanese side were representatives from the Cabinet Office, MOFA, the Ministry of Education, Culture, Sports, and Science and Technology (MEXT), Japan's Science and Technology Agency (JST), the Europe Office of the New Energy and Industrial Technology Development Organisation (NEDO), and Japan's Mission to the EU. On the EU side, there were representatives from DG RTD Directorates B, C, D, E, G, H and I, DG Communications Networks, Content and Technology (CNECT) Directorates C and F, DG Joint Research Centre (JRC), and DG Education and Culture (EAC).

The meeting discussed thematic areas with substantial cooperation - ICT, Aeronautics and Materials research – and areas where there is cooperation and/or where cooperation can be developed, such as Environment/Climate change (including Arctic research), Health, Energy, Research Infrastructures (including in high-energy physics), EU Future and Emerging Technologies (FET) Flagship initiatives (Human Brain and Graphene), and Automated driving. This also included the cooperation between DG JRC and Japanese entities (such as the National Institute of Advanced Industrial S&T - AIST). The meeting further discussed framework conditions to facilitate STI cooperation, such as the implementation of the co-funding scheme developed by JST in relation to open Horizon 2020 calls. Information was also provided on actions that support increased EU-Japan S&T cooperation, and ongoing discussions on STI policies.

Source: European Commission ➡ <http://ec.europa.eu/research/iscp/index.cfm?pg=japan>

EUROPEAN ECONOMIC AND SOCIAL COMMITTEE MISSION TO JAPAN

The Japan Follow-up Committee created by the European Economic and Social Committee has carried out its annual mission to Japan in October 2016.



The Japan Follow-up Committee created by the European Economic and Social Committee has carried out its annual mission to Japan in October 2016. As it is likely that negotiations on the Free Trade Agreement between the EU and Japan will be completed in the coming few months, and that this agreement will include provisions establishing a civil society monitoring mechanism, the main purpose of this mission was to talk with Japanese partners about future potential fields of joint activities.

The mission programme started with the visit to the Ministry of Foreign Affairs, followed by meetings with four organisations - Japan Business Federation KEIDANREN, Japanese Trade Union Confederation RENGO, the Central Union of Agricultural Co-operatives JA-ZENCHU and the National Liaison Committee of Consumer Organizations SHODANREN. The EESC members also held meetings with two advisory bodies, acting for relevant Japanese ministries and composed of civil society representatives: the Labour Policy Council and the Central Environment Committee.

The third day of the mission was outside Tokyo – in Kobe. In the morning the EESC members met with representatives of Hyogo Prefecture Government, responsible for public procurement procedures – to understand if, and how, the current rules and practices in Japan create problems for foreign companies. During the afternoon, they attended a joint seminar, organised together with the Kobe University, on the role of women in the EU and Japanese economies.

➡ <http://www.eesc.europa.eu/?i=portal.en.asia-japan-follow-up-committee>

TRADE STATISTICS WITH JAPAN

In November, the European Commission has released updated economic and trade figures about Japan.

The pdf reports can be downloaded here:

➡ http://trade.ec.europa.eu/doclib/docs/2006/september/tradoc_113403.pdf

➡ http://trade.ec.europa.eu/doclib/docs/2006/september/tradoc_111836.pdf

Source: European Commission ➡ <http://ec.europa.eu/trade/policy/countries-and-regions/countries/japan>

EURAXESS JAPAN REVAMPED WEB PORTAL

Launched on the 24 November, the portal has a totally renewed interface that will make it easier to use, newly added functions and databases for funding our potential collaborators.

The new portal will help in building user's international cooperation or mobility projects.



Source: EURAXESS ➡ <https://euraxess.ec.europa.eu/worldwide/japan>

EFFECTS OF FUTURE TRADE AGREEMENTS ON THE AGRI-FOOD SECTOR

The European Commission has published the conclusions of a study on the cumulative effects of 12 future trade agreements on the agri-food sector, including specific results for producer prices and production volumes for a range of products accounting for 30% of the value of the EU exports in the sector.

The study illustrates the potential for European agricultural products on the world market, while at the same time also showing the sensitivity of specific agricultural sectors.

Among other positive impacts, the assessment shows significant export potential to Japan for dairy, pig meat and poultry, beverages and tobacco.

See the report on:

➡ http://ec.europa.eu/agriculture/trade-analysis/impact-assessment/cumulative-fta-study_en.pdf

Source: European Commission

➡ <http://trade.ec.europa.eu/doclib/press/index.cfm?id=1577>

VISIT BY AMBASSADOR KODAMA TO THE EUROPEAN PARLIAMENT IN STRASBOURG

On October 26 and 27, H.E. Kazuo Kodama visited the European Parliament in Strasbourg for the first time in his capacity as Japanese Ambassador to the European Union.

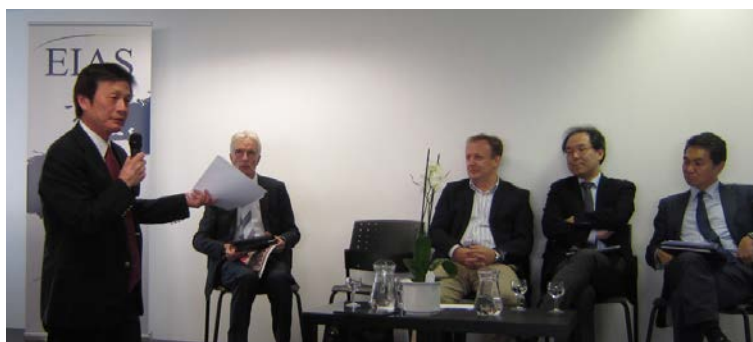


During the visit, Ambassador Kodama attended a meeting of the Delegation for relations with Japan, where he discussed a variety of topics with MEPs, including the strengthening of Japan-EU economic relations and the latest developments regarding Brexit. Ambassador Kodama then participated in a meeting of the Parliament's Delegation for Relations with the Korean Peninsula, during which he outlined the position of the Japanese government on issues such as North Korean nuclear and ballistic missile tests as well as the unresolved issue of Japanese abductees. Ambassador Kodama held some individual meetings with MEPs for exchanges of views as well.

Source: Mission of Japan to the European Union

SEMINAR: BREXIT AND THE FUTURE OF EU-JAPAN RELATIONS

On the 26th of October, the Deputy Chief of the Mission of Japan to the EU, Ambassador Uehara, participated in a panel discussion entitled "Brexit and the Future of EU-Japan Relations", which was organised by the European Institute for Asian Studies (EIAS) in cooperation with Waseda University.



Ambassador UEHARA discussed the "Japanese Message to the United Kingdom and the European Union" letter, which was published earlier this year in order to inform the EU and UK of Japan's stance on Brexit. Ambassador Uehara's co-panelists were Professor Paul BACON (Waseda University), Professor Hidetoshi NAKAMURA (Waseda University) and Executive Director Tetsuo FUKUNAGA (Japan Machinery Centre for Trade and Investment). Together, the panelists debated the impact of Brexit on EU-Japan relations.

The Japanese Message to the UK and the EU can be found on the Ministry of Foreign Affairs website:

Source: Mission of Japan to the European Union

➡ http://www.mofa.go.jp/ecm/ie/page1e_000097.html

INTERNATIONAL COOPERATION IN THE FIELD OF INDUSTRIAL DESIGN

On 1 and 2 November 2016, the second Industrial Design Forum (ID5) Annual Meeting was held in Beijing, China, as an opportunity to promote international cooperation among the five major industrial design offices, i.e., the Japan Patent Office (JPO), the United States Patent and Trademark Office (USPTO), the European Union Intellectual Property Office (EUIPO), the State Intellectual Property Office of the People's Republic of China (SIPO), and the Korean Intellectual Property Office (KIPO).

Source: Ministry of Economy, Trade and Industry

At the meeting, a joint statement was adopted, which proclaimed that the ID5 Partner Offices, as the major five offices receiving 90% of the total industrial design applications filed worldwide, will work collaboratively on a variety of projects aiming to promote the mutual understanding of industrial design systems among the five offices and to enhance user-friendliness of the industrial design services.

➡ http://www.meti.go.jp/english/press/2016/1104_01.html

SYMPOSIUM CELEBRATING 150 YEARS OF JAPAN-BELGIUM FRIENDSHIP: **ACADEMIC LUNCH WITH BELGIAN KING AND QUEEN**


In October 2015, Their Majesties King Philippe and Queen Mathilde of Belgium visited Japan to commemorate 150 years of Belgo-Japanese friendship. As part of the itinerary, on October 14 Kobe University invited a group of Belgian university rectors to a symposium at the Kobe University Integrated Research Center. The event focused on the results of international collaborative research projects with four of Kobe University partner institutions in Belgium.

Moderated by Professor Yoshida Kenichi (Director, Kobe University Brussels European Centre), President Takeda Hiroshi and His Excellency Mr. Rudy Demotte (Minister-President of the French Community of Belgium) gave opening speeches expressing their wishes for further international academic exchange between Kobe University and Belgian universities.

The symposium comprised four sessions: joint research on cancer with the University of Liège, joint research with Saint-Louis University on poverty, joint research on migrants and security issues with KU Leuven, and interdisciplinary research on globalisation with Ghent University. These sessions reported on cutting-edge collaborative projects and provided a glimpse of future directions for research. Symposium attendees included members of the Japanese and Belgian governments, researchers and students.

Following the symposium, the participants moved to the Hilton Osaka where an Academic Lunch was held with Their Majesties the King and Queen of Belgium. During this event, under the moderation of Professor Sekine Yuki (Graduate School of Law, Kobe University), Professor Yoshida gave a report of the symposium to the King and the Queen. Finally, two students from Kobe University and the University of Liège talked about their study abroad experiences in Belgium and Japan.



Her Majesty Queen Mathilde 

This event commemorating 150 years of Belgo-Japanese friendship is also a testament to our University's strong presence in Belgium, owing to the activities of the Kobe University Brussels European Centre (KUBEC) established in September 2010. Kobe University will continue to use KUBEC to promote increased collaboration in the fields of education and research between Japan, Belgium and Europe.

➡ http://www.kobe-u.ac.jp/en/NEWS/info/2016_10_21_01.html

WORLD-FIRST AND NEW PATENT CLASSIFICATION CREATED FOR IOT-BASED TECHNOLOGIES

The Japan Patent Office (JPO) has newly created a patent classification for IoT (Internet of Things) - based technologies as an effort leading the rest of the world.

Use of this classification will enable IP users to comprehensively collect and analyse the prior art of patent documents in the fields of IoT-based technologies. Also, it will enhance such users' predictability in obtaining patent rights for IoT-based technologies.

Source: Ministry of Economy, Trade and Industry

➡ http://www.meti.go.jp/english/press/2016/1114_01.html

7TH KOBE UNIVERSITY BRUSSELS EUROPEAN CENTRE SYMPOSIUM

The 7th Kobe University Brussels European Centre (KUBEC) Symposium “Emerging Sciences and a Changing World: EU-Japan in Transition” was held in Brussels, Belgium on November 8, 2016. Over 80 people attended the symposium, including Japanese and European officials, researchers, students and business representatives.

Moderated by Professor Ogawa Matsuto (Executive Vice President in Charge of Research and Industry-University Cooperation, Kobe University), the event opened with addresses from Professor Takeda Hiroshi (President, Kobe University), Professor Caroline Pauwels (Rector, Vrije Universiteit Brussel [VUB]), His Excellency Mr. Kazuo Kodama (Ambassador of Japan to the European Union),



Professor Hiroshi Takeda, Kobe University President and Caroline Pauwels, Vrije University Brussels Rector

and Mr. Wolfgang Bartscher (Deputy Director-General, Directorate-General for Research and Innovation, European Commission). Their opening speeches expressed hopes for further research collaboration between Japan and Europe. Four parallel sessions were organised in the themes of data science, cultural diversity, migration and security, and particle physics. Japanese and European researchers presented the latest results of cutting-edge research and discussed future opportunities for collaboration. Participants listened with interest and participated in active discussions during Q&As. The 7th annual KUBEC symposium this year marked the first time that the symposium was held in collaboration with VUB, where KUBEC is located. KUBEC relocated to the VUB international office buildings in July 2015 in order to fulfil its role as a base for international collaboration in education and research between Japan and Europe, and to form closer ties with Belgian universities. This symposium is part of our initiative to strengthen collaboration with VUB. Having provided an opportunity to exchange information on current topics and dealt with common issues shared by Japan and Europe, the symposium was positively received by both Japanese and Belgian officials.

➡ http://www.kobe-u.ac.jp/wmpreview/www.kobe-u.ac.jp/en/NEWS/info/2016_11_16_01.html

IoT ACCELERATION LAB STARTED CALLING FOR NEW PROJECTS FOR THE THIRD IoT LAB SELECTION

On 1 November 2016, the Ministry of Economy, Trade and Industry (METI) and IoT Acceleration Lab started calling for new projects for the third IoT Lab Selection as a public-private joint effort for supporting outstanding IoT projects.

With the advent of IoT, big data and AI, industries and society as a whole are seeing significant changes all over the world. In response to this situation, it is necessary for Japan, as well as other countries, to create new IoT business models, uncover and develop IoT platform creators, and use them as a driving force for new growth.

To achieve these goals, the IoT Acceleration Lab will collaborate with government-related organisations, financial institutions, venture capital businesses and other entities, and provide financial and mentoring support and support for regulatory reforms and standardisation for outstanding IoT projects selected for their growth potential, leadership, scalability and commitment to society. For details of the call, visit the following website:

➡ <https://iotlab.jp/en/selection.html>

Source: Ministry of Economy, Trade and Industry

➡ http://www.meti.go.jp/english/press/2016/1101_02.html

KOBE BIOMEDICAL INNOVATION CLUSTER EXHIBITED AT MEDICA

Kobe Biomedical Innovation Cluster (KBIC) exhibited at MEDICA 2016 in Dusseldorf, Germany, with 11 medical-related member companies from Japan. The companies had over 500 face-to-face business meetings during the 4 days of the fair from the 14 to the 17 November.

KBIC is the largest Biomedical / Life-Science Cluster in Japan. The cluster is a host to national research institutes such as "Riken" and supercomputer "K". The number of companies located in the Cluster is more than 300 as of October, 2016. Most of the companies that are part of the Cluster focus on the R&D of biomedical or medical devices.

JETRO-Kobe (Japan External Trade Organization, Kobe Office) supports the Regional Industry Tie-up (RIT) programme between KBIC and Life Science Nord Management GmbH, which is a medical cluster located at the north of Germany.

More information about JETRO's RIT programme at:

➡ https://www.jetro.go.jp/ext_images/en/jetro/activities/business/rit.pdf



At the centre, Dr. Frank Nägele, state secretary of Schleswig-Holstein

Through the RIT programme, Dr. Frank Nägele, the state secretary of Schleswig-Holstein, visited KBIC booth at MEDICA on the 14 November. After MEDICA, on the 18 November, the Japanese delegation visited Hamburg where one-to-one meetings between Japanese and German companies were held. After a successful round of 11 meetings, some companies agreed to continue business negotiations in the foreseeable future.

JETRO-Kobe will continuously support the industry tie-up between KBIC and Life Science Nord Management GmbH.

Source: JETRO-Kobe

JSPS INTERNATIONAL FELLOWSHIPS FOR RESEARCH IN JAPAN

The Japan Society for the Promotion of Science (JSPS) carries out programs that provide overseas researchers who have an excellent record of research achievements with an opportunity to conduct collaborative research, discussions and opinion exchanges with researchers in Japan. These programs are intended to help advance the overseas researchers' research activities while promoting science and internationalisation in Japan.

Source: JSPS

➡ <https://www.jsps.go.jp/english/e-fpo/index.html>

LAUNCH OF JEAN MONNET CENTRE OF EXCELLENCE IN KYUSHU UNIVERSITY

Kyushu University has strengthened its expertise on EU matters during the activities as the consortium leader of the EU Institute in Japan, Kyushu (EUIJ-Kyushu) funded by the European Commission. The University has promoted EU-related education and research. In recognition of our earlier achievements of EUIJ-Kyushu, Kyushu University was selected as a Jean Monnet Centre of Excellence (the project name is "Jean Monnet Centre of Excellence-Kyushu") secondary in Japan. It will develop a strategic three-year plan from September 2016 to August 2019, including on a wide range of activities of education, research, outreach, and academic exchange. It will provide guidance and a vision for the best experts for creating synergies on specific EU subjects and strengthen the global development.

➡ <http://eu.kyushu-u.ac.jp/jmcoe.html>

JEAN MONNET CENTRE OF EXCELLENCE KYUSHU (JMCOE-Q) KICK-OFF SEMINAR

To commemorate that Kyushu University has been adopted for the EU fund project of "Jean Monnet Centre of Excellence" under Erasmus+, which is the European Union programme for education, training, youth and sport, Kyushu University EU Centre held a Kick-off Seminar under the title of Brexit. The JMCoE-Q Kick-off Seminar aimed to promote society-wide focus and understandings about the gist and the purpose of the new project, and to build and develop networks and cooperative actions in the region for the future amongst public officials, the industry community and the wider public. In this seminar, Prof. Ken Endo, Faculty of Public Policy, Hokkaido University, Japan, who is an expert and a leading scholar for EU Studies, was welcomed and spoke about the future issues and prospects related to the EU focusing on the withdrawal of the United Kingdom from the European Union in the keynote speech.

➡ <http://eu.kyushu-u.ac.jp/news/20161030-Kick-Off-Seminar.pdf>

GOVERNMENT OF SLOVENIA AND NEDO SIGN A MoC FOR A SMART GRID AND SMART COMMUNITY ACTION

On 25 November, the Ministry of Economic Development and Technology of the Republic of Slovenia and NEDO signed a memorandum of cooperation (MoC) for a smart grid and smart community system coordinated research and demonstration action. NEDO also signed a minutes of meeting (MoM) with the Slovenian Ministry of Infrastructure. In addition, NEDO reached agreement on joint implementation of the action and signed a memorandum of understanding (MoU) with ELES, d.o.o., the state-owned electric transmission system operator in Slovenia.

In the action, two electric distribution companies in Slovenia will introduce a cloud-based integrated distribution management system (DMS) and distribution units controlled by the DMS. It will demonstrate a voltage control function with advanced power distribution management technology that utilises information communications technology (ICT), and a restoration function for power outages. The action aims to create a business model for small- to medium-sized electric distribution companies.

Source: New Energy and Industrial Technology Development Organization

➡ http://www.nedo.go.jp/english/news/AA5en_100136.html

NEDO LAUNCHES A DEMONSTRATION PROJECT ON AUTOMATED DEMAND RESPONSE TECHNOLOGY IN PORTUGAL

On 21 November, NEDO and the National Laboratory for Energy and Geology (LNEG) of Portugal have reached an agreement to jointly develop a demonstration project on automated demand response technology that will contribute to stabilizing power supply and demand, which is essential for dealing with the introduction of large amounts of renewable energy, and have concluded a Memorandum of Understanding (MOU) for the project. On the same day, NEDO and the city of Lisbon agreed on a project plan which includes demonstration sites at Lisbon City Hall and other municipal facilities and signed an implementation agreement (IA) for the project.

This demonstration project will be carried out through December 2019 with the participation of the Portuguese partners EDP, EFACEC and everis Portugal, and Daikin Industries, Ltd. as contractor, and will install building-scale multiple air-conditioner systems which have a cold air storage function in public buildings including Lisbon City Hall. The objective of the project is to demonstrate an automated demand response system to control those air-conditioning systems capable of adjusting output based on power supply and demand. The project also intends to evaluate the business model for electric power retailers utilizing such systems.

Source: New Energy and Industrial Technology Development Organization

➡ http://www.nedo.go.jp/english/news/AA5en_100135.html

LAUNCH OF A NEW GLOBAL TECH STARTUP AND OPEN INNOVATION EVENT IN JAPAN

31 JANUARY - 1 FEBRUARY 2017, FUKUOKA, JAPAN

The Japanese leading technology event organiser, NANO Opt Media, Inc, has launched a new event called "Fukuoka International Startup Hub (FiSH) to be organised in Fukuoka International Congress Center, Japan, on the 31 January and 1 February 2017. This will be the global face to face market place where enterprises, startups, media, university students and investors get together and accelerate connecting innovative technology to business.

FiSH will be organised with special support from Fukuoka City.

Fukuoka City is designated as a national strategic zone initiatives focus on startups by the Japanese government.

Preferential treatments are available not only for Japanese entrepreneurs but also for international entrepreneurs.

➡ <http://www.f2ff.jp/fish/#news>

NEW DATE SET FOR THE EVENT: REGENERATIVE MEDICINE CROSSROAD IN TOKYO #3

The date has been updated from Thursday 2 Feb. 2017 to Wednesday 1, Feb. 2017

The outline is as follows;

Date: Wednesday 1, Feb. 2017

Venue: Nihonbashi Life Science Building (<http://www.nihonbashi-lifescience.jp/en>), Nihonbashi, Tokyo, Japan

Event Structure: Half-day session consisting of presentations, one-on-one partnering meetings, and a networking mixer

Contact: info-tf@firm.or.jp

➡ <https://firm.or.jp/rmit/en>



BIOJAPAN 2016

The 2016 iteration of BioJapan, the premier biotech-related partnering event in Asia, took place in Yokohama from the 12th to 14th of October. Consisting of an exhibition, seminars, and of course the Partnering, this year's event attracted major pharmaceutical companies, ventures, universities and research institutes from almost 30 countries and regions, to promote new collaboration and research in the field.



Thanks in part to some important upgrades to the usability and effectiveness of BioJapan's dedicated online Partnering system, the number of participants in the Partnering rose to 120% of 2016's total, with around 7,500 individual discussions taking place over the exhibition's three days.

Highlights from BioJapan/Regenerative Medicine Japan 2016:

- 15,133 visitors
- 29 countries/regions
- 886 participating companies
- Approx. 7,500 Partnering meetings

This year also saw the first ever instalment of the all-new exhibition, Regenerative Medicine Japan. Since major reforms were made to regenerative medicine-related laws in Japan in 2014, the country has been fast becoming a hotbed for activity in this quickly growing area. Spurred on by these new developments, hundreds of companies and organisations took part in the event to build new relationships and find new partners for collaboration. Members of FIRM (the Forum for Innovative Regenerative Medicine), a Japanese association focused on developing the field in Japan, as well as other key players from Japan and abroad, delivered dozens of presentations over the course of the event.

Next year's instalment of BioJapan and Regenerative Medicine Japan will take place in Yokohama from the 11th to 13th of October, 2017. The 2017 event will focus in particular on the areas of AI, robotics and IoT, which are expected to play an increasingly important role in medicine in the future. We hope to see you at next year's event!

Source: Japan Bioindustry Association

WIRELESS TECHNOLOGY PARK 2017 INTERNATIONAL DAY

24-26 MAY 2017, TOKYO, JAPAN

Wireless Technology Park (WTP) is the biggest exhibition and seminar event held in Japan focused on the latest research and development of wireless communications technology.



Co-located with Expo COMM Wireless Japan, Transport System EXPO, and International Drone EXPO, the WTP2017 is expected to attract 50,000 visitors and 300 exhibitors in total. The main theme of WTP2017 is "5G & IoT - Creating New Value," and key technologies specially focused in the event will be 5G (5th Generation Mobile Communication System), IoT, Positioning, ITS, Offshore & Undersea Communication Technology, Telecommunication for Drone & Robot, Wireless Technology & System for Factory Use, Terahertz-wave sensing & communication, etc.

During the period, WTP2017 International Day is planned on 25 May 2017. It will be a good opportunity for foreign visitors to join the event and to seek for technology seeds and needs in Japan for their new businesses. On this day, explanations at the booths will be available in English, and "International Session" will be held in order for the exhibitors to present their products or services related to the above key technologies treated at WTP2017. To meet the needs of the visitors from overseas such as B to B and collaborative R&D, the event organisers will exert their utmost efforts.

For any inquiries, please contact info@ejk-japan.co.jp

➡ <https://www.wt-park.com/eng/index.html>

JAPAN, A COUNTRY OPEN TO INNOVATION

SUMMARY OF THE CONFERENCE HELD AT ECOLE NORMALE SUPÉRIEURE PARIS, ON 19 OCTOBER 2016

Organised by AVRIST in partnership with Centre Jean Pépin at the Ecole Normale Supérieure (ENS), and with the participation and support from the Embassy of Japan in France and the Japan Science and Technology Agency, in the framework of the France-Japan Innovation Year.

RATIONALE

With globalisation and technological innovation, particularly in fields such as information technology and communications, we are all confronted with a drastically changing environment. Innovation plays an essential part in coping with this context. Japan is creative in exploring new avenues to meet challenges such as the management of energy resources, the decreasing birth rate, an ageing population, the adjustment of the economic growth model. The country maintains a very significant research base and remains a powerful and innovative economy. Japan thus offers all the ingredients to become – or rather, become again – an inspiration for manufacturers, operators of international relations in the fields of S&T, universities and Grandes Ecoles, research institutions, R&D clusters or European investors. There are many successful cooperation agreements in place between Japan and France, and between Japan and Europe, and there are many good reasons for developing new ones. This conference first addressed the challenges that Japan is facing and the strategies that are deployed to meet those challenges. Three successive roundtables then dealt with some of the areas of excellence in Japan. A discussion with the audience explored new cooperation leads between Japan and France, and more generally between Japan and Europe.



SUMMARY

After a general introduction by Ms Catherine Bréchignac, Ambassador delegate for Science Technology and Innovation, Mr Hiroshi Kawamura Minister-Counsellor at the Embassy of Japan in France, Dr Pierre Caye, director of Centre Jean Pépin at the ENS, and Dr Jean-Claude Arditti, President of AVRIST, the first sessions were devoted to a series of presentations dealing with the current challenges of Japan and the innovation strategies of the Japanese Government. Prof. Robert Boyer recalled in particular that Japan was very an early adopter of environmental policies and that the country, more generally, has a record of long term policies; Mr. Shiro Takegami, Director of the cross-ministerial Strategic Innovation Promotion Program (SIP), Cabinet office, outlined the strategy implemented in 2002 by the Japanese government, that includes strengthening of the Council for Science, Technology and Innovation (CSTI), directly placed under the Prime Minister and launching the SIP; Prof. Teruo Kishi, Science and Technology Advisor to the Minister for Foreign Affairs of Japan, described the recent ambitions of the Japanese science diplomacy and its priorities: Materials, Health, Ocean, "Brain circulation", Science and society interaction; Mr. Jacques Maleval, Counsellor for Science and Technology French Embassy in Tokyo, and Dr Arnaud Lalo from CNRS illustrated the main areas of cooperation between

Japan and France, while Mr Masahiro Takemura director of SIP, Japan Science and Technology Agency (JST) presented the innovation policy in aeronautics.

In a series of round-tables experts described the main features on ongoing research and innovation in Japan and in France, in the following fields:

- Energy, environment, energy transition
- Health, neuroscience, aging population
- Industrial organisation and digital technologies

Mr. Marc Giget, President of the European Institute of Creative Strategies and Innovation also gave a well-documented point of view on innovation in the Japanese society and industry. These were followed by a detailed presentation made by three Japanese speakers of some of the projects included in the Strategic Innovation Program (SIP). A final panel with Mr. Pierrick Fillon, Senior Policy Officer at the EC, Mr. Jean-François Sabouret from CNRS, Mr. Pierre Caye and Prof Kishi concluded this intense day of presentations and exchanges. It clearly appeared that all participants were convinced that new opportunities for thematic or transversal cooperation ought to be explored and implemented in the near future.

The Conference was attended by 140 participants. For further information, please contact AVRIST at: contact@avrist.fr

JAPANESE LIFE SCIENCES INDUSTRY: INSPIRING EXAMPLE FOR LITHUANIA

Japan plays a very important role in global life sciences industry which is constantly growing and expanding. Japan also is a country that sets an inspiring example of creating innovation and success within this sector and doing this in an extremely strategic and focused manner. To this extent Lithuania views Japan as an inspiring case that Lithuania is closely following, trying to build a strong network and adopt best Japanese practices in connecting industry and science.



Therefore a Lithuanian delegation of academia and business has recently participated in BioJapan2016 which is the largest life sciences partnering event in Asia. Lithuanians have discussed partnership opportunities with various Japanese science, export promotion and investment attraction organisations. What is more, Lithuanian prof. Virginijus Šikšnys, which was recently awarded with the prestigious Alpert Prize, has delivered a presentation as a guest speaker on gene editing technologies at BioJapan2016.

Lithuanian and Japanese cooperation in the life sciences sectors has been lasting for quite a few years now. Last autumn the largest life sciences industry delegation from Japan so far has visited international forum Life Sciences Baltics 2016 organised by Enterprise Lithuania for the 3rd time already.

Lithuania seeks to strengthen and broaden collaboration with Japan in life sciences in general and in regenerative medicine field in particular.



➡ <http://www.enterpriselithuania.com/en/news/news/japanese-life-sciences-industry-inspiring-example-for-lithuania/563>

JAPANESE ARE ACTIVE USERS OF LITHUANIAN EXPORTERS DATABASE

Did you know that lasers were the only products which Lithuania exported to Japan back in 1993? However, today Japan is one of Lithuanian priority markets where Lithuanian businesses have already witnessed growing exports in value and volume of different products ranging from lasers and life sciences products to linen and innovative furniture. Export of Lithuanian goods to Japan has expanded by 35 % last year and includes mainly lasers, furniture and textile.

It is expected that collaboration between Japanese and Lithuanian businesses will be growing in the upcoming years. Not only Lithuanians show interest in strengthening the ties with partners from Japan. Japanese have been active in establishing new partnerships with Lithuanian businesses as well. The number of Lithuanian Exporters Database (EDB - <http://edb.enterpriselithuania.com/>) visitors from Japan has been increasing during recent months. What is more, every eighth Japanese visitor has downloaded one pager of Lithuanian companies for further consideration.

A short reminder that EDB is a tool tailored for foreign companies that are looking for a reliable partner in Lithuania. EDB contains information about Lithuanian manufacturers and service providers from various business sectors. Lithuanian businesses highly appreciate Japanese recognition and trust therefore they are ready to develop existing valuable relationship and build new bridges, beneficial for both countries.

➡ <http://www.enterpriselithuania.com/en/news/news/japanese-are-active-users-of-lithuanian-exporters-database/564>

RESEARCH TOWARDS THE FIRST **100% BIODEGRADABLE MULTILAYER AND BARRIER PACKAGING**

NIPPON GOHSEI (Japan), SP GROUP (Plastienvase S.L) (Spain), a food manufacturer Fast Moving Consumer Goods Company (Spain) and AINIA CENTRO TECNOLÓGICO (Spain) are working on a joint research project which aims to develop the first packaging for processed meat products made with multilayer materials and gas barrier, entirely biodegradable and compostable.

The project, which will last two years, is under the scope of the Japan & Spain Innovation Program (<https://www.cdti.es/index.asp?MP=7&MS=563&MN=3&TR=C&IDR=636>), a line of collaboration between CDTI-Spain and their namesake NEDO in Japan to boost R&DI initiatives between both countries.

The need for more sustainable packages requires advanced research and leading technological development involving international collaboration. This collaboration is essential to find innovative and comprehensive solutions that minimise environmental impacts keeping the features and advances in active packaging. The project BIOBARACTIVE-JSIP has been conceived following this philosophy, and so, it unifies the technological and innovation efforts of the Japanese multinational NIPPON GOHSEI, the manufacturer of packaging materials SP GROUP (Plastienvase S.L), a Spanish Food Manufacturer Company and AINIA-Technological Center.

The international research team set up in the consortium aims an ambitious goal: develop the first active barrier multilayer package entirely biodegradable and compostable, capable of increasing the shelf life of perishable foods above the current 30 days.

STARTING POINT: A BIODEGRADABLE AND COMPOSTABLE MATERIAL WITH EXCELLENT BARRIER PROPERTIES

The project starts from an innovative material, Nichigo G-Polymer™, a biopolymer developed by NIPPON GOHSEI that combines excellent barrier properties to gases with biodegradability and compost-ability. During the project, this biopolymer material will be transformed into packaging material. To this end, the structures and properties will be defined and all the selected elements (multi-layer barrier, Top Lid, Trays), should be biodegradable and compostable.

The prototype package to be developed consists of a lid film and a thermoformable bottom, responding both to the needs and specifications of food safety and shelf life of perishable foods. Meanwhile, SP GROUP (Plastienvase S.L.) will extrude a 7 layer blown film multilayer structure with

Nichigo G-Polymer™ provided by NIPPON GOHSEI. The result will be a biodegradable and compostable high barrier flexible packaging. Later, by extrusion coating process, this film will be laminated to a rigid PLA sheet intended to be thermoformed in a tray. From its own point of view, the food manufacturer contributes with its knowledge about the requirements for the distribution and consumers. The novel materials resulting from the BIOBARACTIVE-JSIP project will be evaluated with perishable foods, thus becoming an applied R&D that can provide a differential advantage to all partners. AINIA Technology Centre provides expertise to the consortium in adjustment of packaging materials to food requirements, machinery, and storage conditions and, also, regarding the incorporation of antimicrobial substances to the package with active functions on foods.



THE CHALLENGE: EXTENDED SHELF-LIFE WITH ENTIRELY SUSTAINABLE PACKAGING.

The project responds to the growing demands of society and different stakeholders to advance the development of entirely sustainable packaging. In the area of food packaging, the main difficulty is that many packages are made of multilayer materials in which each layer has a specific function (structural, barrier, sealing, adhesives and ink) and the complication is that all these components must be environmentally friendly, including the barrier material. This project is focused in this direction, and also on increasing shelf life of packaged food by means of active substances to be placed in the package.

➡ <http://www.ainia.es/en/food-news/releases/research-towards-the-first-100-biodegradable-multilayer-and-barrier-packaging>

DUTCH NANOTECH TRADE MISSION TO THE NANO TECH EXPO

In February 2017, a Dutch trade delegation will be attending the Nano Tech Expo 2017 in Japan. The main exhibitors will be Dutch government agencies: NanoNextNL (<http://www.nanonextnl.nl>), Holst Centre (<https://www.holstcentre.com>), TNO (<https://www.tno.nl/nl>)

The aim of the Holland High Tech Japan trade mission is to:

- provide first-hand experience with business opportunities, cultures and channels
- identify relevant key contacts (decision makers, R&D centres, potential business partners etc.)
- establish relationships with potential partners (trade and technology)
- benefit from face-to-face meetings leading to possible business opportunities
- strengthen recently established business relationships with the Japanese and wider Asian market.

This event is coorganised by Innovatie Attaché Network (IA-network)- Tokyo, and hosted by the Dutch Embassy in Tokyo.

➡ <http://www.nanonextnl.nl/japan2017>



SYMPOSIUM: **INNOVATION TRIAD AT KANSAI**

20 FEBRUARY 2017, OSAKA, JAPAN

In order to enhance the competitiveness of companies the power of innovation is essential. As research institutions with a role of creating innovation as well as bridging academia and industry, the National Institute of Advanced Industrial Science and Technology AIST, Osaka Municipal Technical Research Institute OMTRI and Fraunhofer Institute for Manufacturing Engineering and Automation IPA have been conducting lots of projects with industry to support their business expansion.

In recent years the three organisations have signed mutual cooperation agreements to promote research and innovation. Together, they would like to motivate stronger cooperation with the industry. As a first step, the three organisations invite all innovation-seeking companies to their joint symposium "Innovation Triad at Kansai" on 20 February 2017 in Osaka. The organisers would be delighted to take a step together toward creating a new innovation.

➡ http://www.fpc-aist.fraunhofer.jp/en/event/170220_innovationtriad.html

ROBOTICS AND AI IN MANUFACTURING AND SUPPLY CHAIN MANAGEMENT

RESEARCH AND APPLICATIONS IN JAPAN AND GERMANY / NORTH RHINE-WESTPHALIA (NRW)

With the 4th industrial revolution in full progress, the industrial world is at a turning point. Worldwide entrepreneurs, scientists, employees and governments are facing the opportunities and challenges of digitalisation. The internet of things (IoT), artificial intelligence, big data and robot technology as the key drivers of this revolution are bringing about massive change in industry and society.

On the 6 October, NRW.INVEST, the economic development agency of the German State North Rhine-Westphalia and its Japanese subsidiary NRW Japan K.K., the Tokyo Institute of Technology and RWTH Aachen University jointly hosted a seminar on "Robotics and AI in Manufacturing and Supply Chain Management" in Tokyo with a focus on activities in Germany, in North Rhine-Westphalia, and in Japan.

In a keynote address Prof. Dr. Sabina Jeschke, Head of the Cybernetic-Cluster IMA/ZLW & IfU of RWTH Aachen discussed the impact of AI and Robotics on products and processes, stressing the importance of German-Japanese cooperation. More than 200 guests attended the event, which featured lectures from Nittsu Research and Consulting, Fraunhofer IML, Epson, Kawasaki Robotics and MUJIN Inc.

➡ <http://www.nrw.co.jp>

THE FIRST EDITION OF **NANOINNOVATION** ORGANISED IN ROME

After the success of Nanoltaly 2015 and Nanotechitaly 2015, AIRI - Italian Association for Industrial Research and Nanoltaly Association agreed to organise in 2016 a joined event, the first edition of NanoInnovation.

NanoInnovation took place on 20-23 September, at the Renaissance Cloister by Sangallo inside the Faculty of Civil and Industrial Engineering, at "La Sapienza" University in Rome.

NanoInnovation aimed to become a reference point - at a national level - for the wide and multidisciplinary community involved in the development of nanotechnologies and in their integration with other enabling technologies (KETs) in all application fields. The event represented an unmissable opportunity of gathering, where University/ Research representatives and entrepreneurs

and investors had the chance to meet and share experiences, opinions and expectations about the growing role of nanotechnology in the KETs evolution toward a sustainable innovation from a social, environmental and economic point of view.

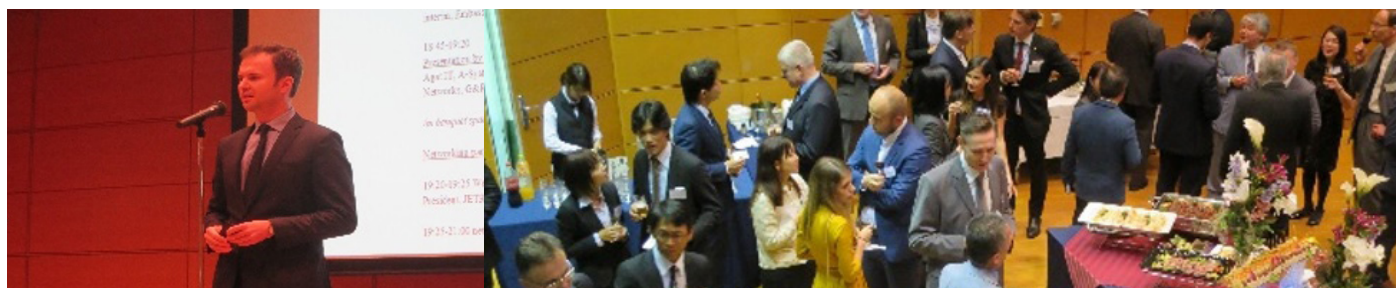
NanoInnovation offered several participation opportunities, ranging from the presentation of the research results on applicative technologies to the organisation of technical-scientific sessions, workshops and satellite events, also with the purpose of presenting new instruments or disseminating projects' results.




ICE-Italian Trade Promotion Agency organised a mission composed of high-profile foreign delegates selected from the nanotechnology research and industry's representatives from Japan, South Korea and Taiwan. Delegates participated in the program of the Conference and scheduled an agenda of bilateral meetings based on matching interests and potential relationships with the selected Italian counterparts.

RECEPTION AT THE EMBASSY OF THE REPUBLIC OF POLAND IN TOKYO

In conjunction with JETRO's activities aimed at promoting foreign investments in Japan, JETRO organised business mission to Tokyo which took place on 23-29 October for IT sector companies from Central and Eastern European countries.



 Welcome remarks by Mr. Piotr Szostak, Counsellor - Head of Political and Economic Section - Chargé d'affaires ad interim, Embassy of the Republic of Poland in Tokyo

The mission was attended by ten companies (twelve people) from four countries - Poland, the Czech Republic, Slovakia and Hungary. During the mission, participants took part in the seminar: "Market and Legal Conditions of the IT industry in Japan", in the largest IT fair in Japan - "Japan IT Week" and visited the seat of the giants of the IT industry in Japan. The mission's program also included visits and meetings in the institutions that support business activities of foreign companies in Tokyo and Yokohama, furthermore the Reception at the Embassy of the Republic of Poland during which the members of the mission had an opportunity to present their companies and establish direct contacts with partners from Japan.

The promotion abroad, including Polish companies in Japan, is conducted under the slogan "First, talk to the JETRO" that remains consistent with the Polish "Plan for Responsible Development", which says that the main pillar of the development of Polish economy is increasing involvement of Polish companies on foreign markets. Preparations for the mission was supported by LOT which offered direct flights between Warsaw and Tokyo.


➔ https://www.jetro.go.jp/poland/topics/it_mission.html

POLISH FESTIVAL 2016

On 14-15 October 2016 the seventh Polish Festival took place in Tokyo, the biggest event promoting Poland in Japan. The three-day event attracted thousands of visitors. During the event were promoted: Polish art, culture, industrial products and grocery. Visitors could try 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 programme of event attracted many people. Among artists were Makoto Kuriya (Jazz), Michal Sobkowiak (classic), Lisa Nakazono (classic), Marcelina (Pops), "Mazur" Group (Polish Folk Dance), Paula (Polish Music DJ), SylwiaKato (Talk-show), Napo (Quiz Show), Polish Animation Studio Se-Ma-For (Animation). During the event a number of quizzes were carried out, for instance a General Knowledge Quiz about Poland. The awards' sponsors were Polish Airlines LOT, Polish Tourist Organization and many Japanese importers of Polish products.



 Eliza Klonowska-Siwak, Counsellor Trade and Investment Promotion Section Embassy of the Republic of Poland

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.



➔ <https://japan.trade.gov.pl/jp/news>

SUSTAINABLE STEWARDSHIP OF THE SEA PROMOTED THROUGH FISH & CHIPS MASTER CLASS IN TOKYO

A special fish and chips cooking event was arranged by award winning Scottish fish and chips shop “The Bay”, UK focused lifestyle publisher “RSVP Butlers Ltd” and supported by Scottish Development International (SDI) and Marine Stewardship Council Japan (MSC).

The event was held on the 8th of November and was divided into 2 sessions: the 1st session was aimed at restaurant, food industries and media, and the 2nd one was for general consumers. The owner of “The Bay Fish & Chips” Mr. Calum Richardson made a cooking demonstration with pure Scottish ingredients and according to a traditional recipe. He addressed how important it was to think of sustainability to protect our environment, quality and safety standard. This is why Seafood from Scotland is premium, exceptional and full of exciting flavours. The Bay uses MSC certified fish and is one of the first fish & chips restaurants that started using MSC certified products.

The cooking event was followed by SDI’s presentation, according to which

Scotland holds more MSC accreditations than most EU countries and has been a pioneer for alternative approaches, such as the Conservation Credit scheme. Scottish fish farmers and fishermen consider themselves custodians of the sea, proud to invest in sustainable practices to guarantee a continued living for themselves and future generations.

Lastly, MSC Japan talked about the MSC scheme and how the MSC label and fishery certification programme contributes to the health of the world’s oceans. MSC wish to transform the seafood market by recognising and rewarding sustainable fishing practices and influencing the choices people make when buying seafood, especially for a big fish consuming country such as Japan.



➡ <http://www.rsvp.co.jp/past-topics/9387.html>

JAPANESE TOURISTS DISCOVER LITHUANIAN ADVANTAGES

Lithuania with its rich history and culture, intertwined with ancient Lithuanian traditions and UNESCO world heritage, is becoming more and more visible in Japan. The following conclusion could be drawn from recent statistics.

Over the last decade, the number of Japanese tourists in Lithuania increased very significantly – from 8.94 thousand in 2005 to 21.1 thousand in 2015 (i.e. 2.4 times). In 2015, 26.5 percent of Asian tourists in Lithuania originated namely from Japan. Still the most impressive growth was recorded in the first quarter of 2016, when number of Japanese tourists in Lithuania increased by 89 percent, if compared with the same period of 2015. It is widely believed that the world premiere of the movie “Persona non Grata”, revealing the merits of Japanese diplomat Chiune Sugihara, who resided in Kaunas in 1939-1940 and saved the lives of more than 6000 Jews, had the greatest impact in this context. The memorial museum of Chiune Sugihara in Kaunas also contributes to the visibility of Lithuania in Japan, as this museum is included in the maps of almost all Japanese tourists, visiting Lithuania.

To be visible in plentiful Japanese tourism market, joint efforts of various public and private organisations are of critical importance. Cooperation projects of Lithuanian Embassy in Tokyo and other Lithuanian and Japanese partner organisations result in more than 60 tourism promotion events annually and various publications in the Japanese language. Three years in a row Lithuanian delegation of tourism businesses, headed by Minister or Vice-Minister of Economy, is taking part in JATA EXPO with its own booth. From last month, Lithuania also has its official Japanese tourism representative in Japan. Last but not least – Lithuanian National Olympic Committee and Hiratsuka City Municipality (Kanagawa Prefecture) signed a cooperation agreement stating that preparatory camp of Lithuanian Olympic Team before the Tokyo 2020 Olympic Games will be held in Hiratsuka. The agreement covers not only sports cooperation, but also promotion of economic and tourism relations.

Source: Embassy of the Republic of Lithuania; Statistics Lithuania; State Department of Tourism under the Ministry of Economy of the Republic of Lithuania

HITACHI CHAIRMAN BECOMES THE FIRST JAPANESE BUSINESS LEADER TO BE HONOURED WITH **THE ASIA HOUSE ASIAN BUSINESS LEADERS AWARD**

Asia House had its annual Asia House Asian Business Leaders Award dinner at Banqueting House, Whitehall, on Tuesday 1 November. Chairman of Hitachi Hiroaki Nakanishi became the first Japanese business leader to receive the award.



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

Mr Nakanishi has led one of the most remarkable turnarounds in Japanese corporate history during his time at Hitachi. He made several bold decisions to restructure Hitachi and bring the company back into profit, which included a shift of focus from consumer-related products to global infrastructure projects.

The Rt Hon Greg Clark MP, Secretary of State for Business, Energy and Industrial Strategy, presented Mr Nakanishi with the prestigious award. Receiving the award, Mr Nakanishi said: *"It is a great honour to be here in this very international gathering accepting such a prestigious award from Asia House. I am particularly grateful that Japan has joined the list of the recipients of this award, because our countries have such a deep history of trade and mutually supportive political relations."*

The video of Mr Nakanishi's speech is available to watch here:

➡ https://www.youtube.com/watch?v=QfG_Bfyz7Zs

Read more about the Asia House Asian Business Leaders Award here:

➡ <http://asiahouse.org/hitachi-chairman-honoured-asia-house-asian-business-leaders-award/>

2016: ONE MORE YEAR FOR THE **TEXTILE COOPERATION BETWEEN FRANCE AND JAPAN WITH TECHTERA**

TECHTERA is the French innovation cluster for textiles and flexible materials of the Auvergne-Rhône-Alpes Region, French leader of the sector. Since its creation in 2005, the cluster fosters cooperation between France and Japan in textiles. 2016 was no exception. As part of the Memorandum of Cooperation signed in 2014 by the French and Japanese ministries of economy, the Japan Chemical Fibers Association, and by TECHTERA, the cluster set up new actions for the textile industry between the two countries:

- January 2016: Organisation of a collective mission with a focus on business and research. 6 French companies travelled to Japan in order to discover the Japanese markets of Health, Sports and Wellbeing. 3 of them now share a common business development service in Japan with the French Chamber of Commerce and Industry in Japan. The objective is to maintain the relations created during the mission and to develop their activities in the country in the long run.
- January and October 2016: Organisation of 2 technological missions in Japan. These actions were undertaken within the framework of the FIBERTRONICS Think-Tank on fibers of the future. French and Japanese research labs and companies were able to exchange views and advancements, as well as building partnerships. They also performed a scientific watch on key aspects of textile research: biotech, smart materials, nanotech, composites and new applications for textiles.
- December: Organisation of a collective mission with BUSINESS FRANCE. Ten French companies will take part in this mission that will allow them to visit key Japanese companies (UNIQLO, ASICS), to build partnerships during B2B meetings, to join the institutional working group on textiles and the French-Japanese innovation Forum.

This last event wraps up the France-Japan innovation year. Hopes are high that the new partnerships engaged throughout 2016 will even further intensify the textile cooperation between the two countries.

➡ <https://www.techtera.org/ja/home>

DFG INFO-TOUR ABOUT FUNDING OPPORTUNITIES FOR RESEARCH IN GERMANY AND EUROPE

Together with EURAXESS and the Alexander von Humboldt Foundation (AvH), the German Research Foundation (Deutsche Forschungsgemeinschaft, DFG) Office Japan organised an information-tour to Tsukuba (15th November), Yokohama (16th November), Fukuoka (17th November) and Osaka (18th November).



Young researchers from Japan and fellows from abroad got first-hand information on funding opportunities for a research stay in Germany and Europe. The Japan Society for the Promotion of Science (JSPS) joined the tour and introduced their funding programmes. Experts from AvH, DFG and EURAXESS gave individual advice on funding programmes and application procedures. Participants came from a broad range of disciplines including Media Design and Reproductive Medicine.

➡ <http://www.geisteswissenschaften.fu-berlin.de/en/v/interweaving-performance-cultures/index.html>

DFG-LEIBNIZ LECTURE “DANCE” AT SCIENCE AGORA, WASEDA UNIVERSITY AND GOETHE-INSTITUTE IN TOKYO

The Science Agora in Tokyo is a forum where the science and research community engages with the wider public. One of this year’s talks was given by Professor Gabriele Brandstetter as well as young researchers Mariama Diagne and Holger Hartung (all from Freie Universität Berlin, Germany) who – on invitation by the German Research Foundation (Deutsche Forschungsgemeinschaft, DFG) – discussed the status of dance research and the meaning of dance for society.



Another lecture by Professor Brandstetter, which was jointly organised by DFG and the Waseda University Tsubouchi Memorial Theatre Museum, followed on 9th November and drew a diverse audience to the Ono Auditorium.

Mutual interest among German and Japanese dance researchers was the reason for organising a joint symposium on contemporary dance together with Festival/Tokyo and the Goethe-Institute Tokyo on 11th November. The young researchers from Berlin and their Japanese colleagues presented and discussed their work. One of the event’s highlights was Professor Brandstetter’s Leibniz Lecture on “Awareness” followed by a Round Table.

DFG’s Japan Office organised these events as part of its “Leibniz Lecture Series”. In 2003, Gabriele Brandstetter became the first researcher in Germany to be awarded a professorship exclusively dedicated to dance research; the professorship is hosted by the Institute for Theatre Studies at FU Berlin. For her ground-breaking interdisciplinary work she was awarded the Gottfried Wilhelm Leibniz Prize by DFG, the most important research award in Germany, in 2004.

Today, the Institute for Theatre Studies and the International Research Centre, Interweaving Performance Cultures’ at Freie Universität Berlin has become a global hub for dance research that attracts scholars and practitioners from Europe and all over the world, including fellows from Japan.

➡ http://www.dfg.de/en/dfg_profile/head_office/dfg_abroad/japan/reports/2016/161005_netzwerk_europa/index.html

For more information about DFG activities with Japan:

➡ http://www.dfg.de/en/dfg_profile/head_office/dfg_abroad/japan/reports_topics_news/index.html

EUROPEAN-JAIME ARIAS BREAKFAST WITH PROF. MOTOSHIGE ITOH

ON THE PRESENT STATE OF THE JAPANESE ECONOMY.
A MESSAGE TO EUROPEAN ECONOMY

On the 24 October, Dr. Motoshige Itoh, Professor of Economics University of Tokyo and considered by many as the intellectual father of Abenomics, visited CIDOB in the framework of the European-Jaume Arias breakfasts Series to give a lecture on the Japanese economy and the major results of Abenomics.



His speech reviewed the future economic challenges for the Abe administration, as well as the main achievements of the combined “three arrows” or fields of action of the economic policy reforms that pursue, after decades of stagnation, the revival of the Japanese economy.

Regarding the first of the arrows, “Monetary Policy”, Professor Itoh made some comparative analysis with other developed economies, reminding us that some of them also affected by similar problems “could really benefit from the Japanese experience”. On the second arrow, “Fiscal Reform”, professor Itoh acknowledged that could initially harm private consumption, but on the long run, produce positive effects such

as the raise of wages, the outrun of deflation and the increase of government’s revenues. In that context, he also made some reference to the remarkable amount of public debt owed by Japan, but that mainly remains in the hands of Japanese banks and corporations, sometimes reluctant to invest in the real economy. Speaking about the third arrow, “Structural reform”, he stressed the importance of pursuing the reforms -highly needed- with strong political commitment and in accordance to the requirements of Japan’s International compromises, such as those acquired through the Free Trade Agreements. In the field of this structural reforms, he gave importance to the set of policies popularly known as Womenomics that he considers an effective tool for

rebalancing gender inequalities and encouraging women to participate in the labor market.

Prof. Itoh also emphasised the importance of a Comprehensive Growth Strategy that would have Innovation policies as a key element for increasing the productivity of the economy without adding extra pressure to the already “exhausted” Japanese-workers. In this context, he pointed at “the great opportunity for Japan” in leading the upcoming “Fourth Industrial Revolution” and getting benefits from the Internet of Things and the transition from the current fossil fuels towards the more clean and sustainable energies.

➡ <http://www.cidob.org>

MITSUBISHI BOSS VISITS “SCOTTISH SAMURAI” HOME IN ABERDEEN

The boss of Japanese firm Mitsubishi UFJ has flown to Scotland to visit the family home of the 19th century industrialist and founder of the company, known as the Scottish Samurai.

Fraserburgh merchant Thomas Blake Glover was awarded the Order of the Rising Sun in recognition of the work he did to help transform the Asian nation during the late 1800s. Known as the Meiji Restoration, the period saw practical imperial rule returned to Japan under the Emperor Meiji. During this transformative time for Japan, Glover helped establish the Mitsubishi Ship-building company. He used his extensive trading links and knowledge to help serve as a senior adviser to the heads of the company.

CEO and president of Mitsubishi UFJ Nobuyuki Hirano flew in to Aberdeen to see Glover’s family home and hear about plans for a £150,000 renovation of the building. Glover’s family home in Aberdeen was bought by the company 20 years ago then handed over to the Grampian-Japan Trust and converted into a museum. The building eventually fell into a state of disrepair and closed as a visitor attraction in 2012. However a proposal has been drawn up to help restore the building to its former glory by establishing it as a heritage centre celebrating the historic links between the Granite City and the Far East.

Chief executive Martin Gilbert said more interest in Glover’s Japanese legacy could help forge stronger business links between the East and West.

He added: “*There is a growing interest in the life of Thomas Blake Glover in the north-east of Scotland, where his contribution to the modernisation of Japan has not always been fully recognised. In Japan, he is a much revered figure and his former home and surrounding gardens in Nagasaki attracts an average of two million visitors every year.*”

Glover was born in 1838 and educated in Aberdeen. He is widely accredited with the transformation of Japan during the economic, political and social reforms of the Meiji restoration. In recognition of his work he was later named the Scotsman to the Order of the Rising Sun in 1908 - three years before his death. By that time he had been involved in the founding of the shipbuilding company which became Mitsubishi.

THE JAPANESE TEA EXPORTERS ASSOCIATION HAS VISITED SEVERAL EU COUNTRIES IN ORDER TO GEAR UP TEA PROMOTION



Grown from specific cultivars and manufactured with traditional skills Japan's teas deserve improved welcome in the Western markets. The most famous green teas from the archipelago, the shade grown and spring picked Gyokuro, Tencha and Matcha are already highly appreciated by Western connoisseurs. Available in relatively small volumes and of course very pricy they are not part of the mainstream market and belong to the small niche of premium specialty teas. Recent announcements indicate that Japan plans to increase tea production through the rehabilitation of about 4,000 hectares of previously abandoned tea gardens with recent high yield cultivars. This new promotion campaign therefore intends to prepare the grounds for a better understanding and increased demand for Japanese teas in the West.

The tea exporters' strategy clearly wishes to target not only the upper segment of the expensive premium teas, but also to introduce a broader knowledge of the other more mainstream tea categories, which all of them possess fully specific taste qualities and are far more affordable. Hence several tea presentation and tasting seminars have been organised in Germany, Italy and France during September 2016 with the assistance of the Japanese Ministry for Agriculture and Food.

The target of the presentation is clearly to show the very best, whilst explaining that the other and less costly cups also offer unique quality and cannot, normally, be produced elsewhere than in Japan, with the Japanese botanical material, on the archipelago's volcanic soil and in the Japanese maritime climate.

These more affordable teas are all industrially manufactured and mostly mechanically harvested, there should be a market for them in the EU, where consumers are keen on fine green teas. The health benefits of these cups are also demonstrated with appropriate scientific research results and by an ongoing tea and health campaign in Japan, focused both on the very young and on the senior population.

Only one requirement: consumers need to take care of the specific brewing instructions: to brew short, with medium hot water and to use leaf generously, some new habits to acquire, but which will yield very satisfactory results.

➡ <http://nptdumois.blogspot.be/2016/10/n60-art4-les-thes-du-japon-font-leur.html>

JAPAN WORKING HOLIDAY PROGRAMME IN AUSTRIA

Austria and Japan established a Working Holiday Programme for Young Austrians and Japanese citizens which is effective as of July 2016.

Information about applying for the programme are available at: <https://www.bmeia.gv.at/en/embassy/tokyo/practical-advice/travelling-to-austria/consular-affairs/visa.html#c378619>

Source: Austrian Foreign Ministry

➡ <https://www.bmeia.gv.at/das-ministerium/presse/aussendungen/2016/04/working-holiday-programm-mit-japan-kommt-am-1juli>

WIPO DEVELOPS TRANSLATION TOOL FOR PATENT DOCUMENTS

World Intellectual Property Organization (WIPO) has developed a ground-breaking new "artificial intelligence"-based translation tool for patent documents, handing innovators around the world the highest-quality service yet available for accessing information on new technologies.

WIPO has initially "trained" the new technology to translate Chinese, Japanese and Korean patent documents into English. Patent applications in those languages accounted for some 55% of worldwide filings in 2014.

Source: WIPO

➡ http://www.wipo.int/pressroom/en/articles/2016/article_0014.html

PICARD IN JAPAN

The French company specialized in frozen food will open a store in partnership with the Japanese Aeon.

The company is planning to develop its presence in Japan before reaching other Asian countries.

Source: Classe Export Magazine

➡ <http://www.classe-export.com/index.php/pays/17979-picard-ouvre-une-boutique-au-japon/>

THE 2ND ANNUAL CONFERENCE FOR THE EUROPEAN NETWORK OF JAPANESE PHILOSOPHY:

CELEBRATING THE 150 YEARS OF FRIENDSHIP BETWEEN BELGIUM AND JAPAN

The purpose of this conference was two-fold: it aimed to achieve a scholarly advancement of the field of Japanese philosophy in European languages (as the second annual conference of the ENOJP) and also, in honor of the 150th anniversary of the diplomatic relationship between Japan and Belgium, it accommodated a number of presentations that mark scholarly exchanges between European and Japanese scholars in the general field of philosophy.



To achieve this end, panels were organised ranging from various topics in the intellectual history of Japan to the general topics of philosophy that are actively pursued both in the islands of Japan, Belgium and other European countries. These communications of the finest scholars both from Japan, Belgium and Europe, will not only contribute to the general awareness and growth of the field of Japanese philosophy in Belgium and the rest of Europe, but also will establish stronger networks of philosophical minds between Japanese and European scholars in Brussels.

Organisers believe that this conference in the heart of Europe served as a great occasion for Japanese, Belgian and European scholars to celebrate the 150 Years of the friendship between Belgium and Japan.

Keynotes Speakers were: Prof. James Heisig, Nanzan Institute for Religion & Culture, Prof. Akinobu Kuroda, University of Strasbourg and Prof. Raji Steineck, University of Zurich. 92 participants from 68 Universities across Europe and beyond attended the event.

➔ <http://enojp.org>

2nd Conference of



ENOJP

Celebrating 150 Years of
Belgium-Japan Friendship



POSITION OPEN - PHD CANDIDATE/RESEARCH ASSISTANT AT EUROPEAN INSTITUTE OF JAPANESE STUDIES

The European Institute of Japanese Studies (EIJ) at Stockholm School of Economics is now recruiting a Ph.D. candidate for the Doctoral Program in Asian Economy and Business. This is a programme in close cooperation with the business community.

The Ph.D. candidates will be accepted into the regular SSE Ph.D. Program in Business Administration, Economics or Finance. In addition to fulfilling the regular SSE entrance criteria (please see under each specialisation on home page <http://www.hhs.se/Education/PhD/Pages/AEB.aspx>), the candidate should also be fluent in Japanese, Chinese or Korean.

The candidate will be part of an "Asian group" clustered together in close vicinity to EIJS and Stockholm China Economic Research Institute (SCERI) and in this way constitute part of the "Asian academic hub" at the School. Besides the regular SSE PhD curriculum, there will be a number of Asia-related seminars and other activities in which the candidates are expected to take part. The Program is for four years and given in English.

What is special about this program is that we will be working very closely with the business community; various companies are "sponsors" of the Ph.D. candidates. We are at this moment looking for two candidates of which at least one should make research on Japan. The deadline for applications is February 1, 2017.

For more information please contact the director Marie Söderberg marie.soderberg@hhs.se

ALREADY 10,000,000 CARS SHIPPED FROM JAPAN TO FLANDERS

During the recent Belgian-Japanese trade mission, the Ports of Antwerp and Zeebrugge (Flanders) received accolades in Tokyo, highlighting the close ties between the ports and Japan. The ports have already handled 10 million cars inbound from Japan.



IN THE SPOTLIGHTS

On the occasion of the event, Eddy Bruyninckx, CEO of the Port of Antwerp, and Joachim Coens, CEO of the Port of Zeebrugge, gave a presentation on the advantages of both ports. No fewer than 860 Japanese maritime industry leaders attended the presentation: an exceptional turnout.

LEADING PARTNER

"The Port of Zeebrugge is a leading partner of the Japanese automotive sector," Coens comments. *"Of the 10 million Japanese cars that have already been shipped to Belgium, 85% were handled at Zeebrugge."* The Port of Zeebrugge is one of the world's main car ports.

<http://www.investinlanders.be/EN/news/2016/10/17/Already-10,000,000-cars-shipped-from-Japan-to-Flanders>

DAIKIN INVESTS €9 MILLION IN FLANDERS

Japanese air conditioning specialist Daikin has announced an investment of €9 million in its Ostend-based R&D center. The investment fits the company's new strategic plan, which puts more responsibilities in regional hands.

120 NEW ENGINEERS

With a total of 1,600 employees, Daikin Europe is Ostend's main employer. "Five

years ago, the Daikin site in Ostend got its own development center. At the moment, we have 100 engineers working there and another 35 at our Ghent-based office," stated Frans Hoorelbeke, chairman of Daikin's European board of directors. "Over the last few years, we've welcomed 85 new engineers, and we are looking to add another 35."

A PROMINENT ROLE FOR DAIKIN OSTEND

The investment in new personnel and enhanced facilities fits into Daikin's strategic plan for 2016-2020, called "Fusion 20". The head office in Japan is giving each region more responsibility in developing products adapted to the needs of local markets. The upgraded testing rooms make it possible to test the Ostend know-how in more extreme weather conditions, so it can be implemented in other regions. Daikin Europe is set out to play an important role in the development of a new, eco-friendly coolant.

[http://www.investinlanders.be/EN/news/2016/09/23/Daikin-\(Japan\)-invests-EUR-9-million-in-Flanders](http://www.investinlanders.be/EN/news/2016/09/23/Daikin-(Japan)-invests-EUR-9-million-in-Flanders)

NITTO OPENS NEW EUROPEAN HQ IN LEUVEN (FLANDERS)

Nitto, a Japanese manufacturer of industrial foil and tape, has set up a new base in Flanders. The multinational's new headquarters for Europe, the Middle East and Africa (EMEA) was officially opened in Leuven – in the presence of CEO Hideo Takasaki.

CENTRALISED MANAGEMENT

The new HQ is Nitto's second site in Flanders, as the company also operates a production facility in Genk. It will centralise the management of 15 sites of the Japanese firm across approximately ten countries, including three production sites, a research center and a network of sales offices.

IDEAL LOCATION

The Japanese manufacturer decided to build its European HQ in Leuven

because of the city's central location. Other contributing factors were the availability of a multi-talented workforce in the close vicinity of Leuven University, and the presence of the Leuven MindGate business cluster.

LEUVEN MINDGATE

Leuven MindGate aims to position the region in and around the city as a premier destination for health, hi-tech and creativity. It started as a joint initiative among the local knowledge industry – initiated by 29 companies and organisations, such as the City of Leuven, Leuven University and imec, Flanders' nanotechnology research center.

[http://www.investinlanders.be/EN/news/2016/09/20/Nitto-\(Japan\)-opens-new-European-HQ-in-Leuven-\(Flanders\)](http://www.investinlanders.be/EN/news/2016/09/20/Nitto-(Japan)-opens-new-European-HQ-in-Leuven-(Flanders))

MITSUBISHI TO INVEST IN BELGIUM'S BIGGEST WIND PARK

Mitsubishi, a Japanese multinational operating in the industrial activities and services sector, will become one of the owners of the Norther wind energy project. Located 23 km off the coast of Flanders, Norther is Belgium's largest wind park.

OFF-SHORE INVESTMENT

The Japanese conglomerate aims to obtain EUR 1.3 million through its shareholders and banks by the end of the year. The purpose? To invest in the construction of the 5th wind energy park located in the Belgian part of the North Sea.

AMBITIOUS PLANNING

Construction of the wind energy park will kick off later this year, and should be completed by 2019. Its 44 wind turbines will offer an annual electricity production capacity of 370 megawatts.

[http://www.investinlanders.be/EN/news/2016/11/07/Mitsubishi-\(Japan\)-to-invest-in-Belgium%E2%80%99s-biggest-wind-park](http://www.investinlanders.be/EN/news/2016/11/07/Mitsubishi-(Japan)-to-invest-in-Belgium%E2%80%99s-biggest-wind-park)

ENTERPRISE EUROPE NETWORK EVENTS

B2B OPPORTUNITIES FOR EU AND JAPANESE SMES

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



FUTURE MATCH AT CEBIT 2017

20-24 March 2017, Hannover, Germany

Sector: ICT - Registration deadline: 7 March 2017

EEN partner Leibniz Universität Hannover is organising the Future Match brokerage event at the world's largest information and communication technology (ICT) fair CeBIT 2017 (<http://www.cebit.de/home>). Partner country at CeBIT 2017 will be Japan. Therefore, Future Match will actively support European-Japanese partnerships.

Since 1999, Future Match has enabled enterprises and research organisations to find partners for international cooperation such as sales and license agreements, joint ventures, subcontracting, technology transfer or research & development projects. Main topics at CeBIT: Big Data & Cloud, Business Electronics & Equipment, Commerce & Banking, Communication & Networks, ECM, Input/Output Solutions, ERP & HR Solutions, Internet of Things, Marketing and Sales Solutions, Research & Innovation, Security, Unmanned Systems & Solutions.

➡ <https://www.b2match.eu/futurematch2017>

CEBIT 2017 PARTNER COUNTRY JAPAN



The Partner Country at CeBIT 2017 will be Japan, as announced by Deutsche Messe AG as the producers of CeBIT. The agreement pairs the world's leading event for the digitalization of business, government and society with an absolute global frontrunner in R&D and all things high-tech and digital.

During a visit to Germany last May by Japanese Prime Minister Shinzō Abe, German Chancellor Angela Merkel invited Japan to be honored as the official Partner Country for CeBIT 2017 – an invitation that Prime Minister Abe cordially accepted, adding that Germany is Japan's biggest and most important European trading partner.

More information on ➡ <http://www.cebit.de/en/exhibition/partner-country/>

REV3 DAYS, INTERNATIONAL BUSINESS CONVENTION

8-11 February 2017, Lille, France - Sector: smart cities, energy

Hauts-de-France development model is unusual. Renowned for its coal mines and its steel industry at the end of WWII, the region was known as the factory of France as well as the champion of the 1st industrial revolution.

In the 70s the region suffered from the end of 2nd industrial revolution based on textile industry and powered by fossil fuels. Today, instead of building up from scratch, Hauts-de-France is transforming its territory taking advantage of its rich industrial past to transform the economic model and accelerate the energy transition at a regional scale.

Hauts-de-France is today the pioneer European Region implementing the Third Industrial Revolution that we call rev3. Our regional master plan launched in 2013 with Jeremy Rifkin, in partnership with the private sector, local authorities, schools, universities and the citizens, aims to move towards a society and an economy that are more responsible, more sustainable, better connected and more collaborative.

Jeremy Rifkin is an American economist and author of twenty books on the impact of scientific and technological changes on the economy, society, and the environment.

Mr. Rifkin is also the principle architect of the European Union's Third Industrial Revolution long-term economic sustainability plan to address the triple challenge of the global economic crisis, energy security, and climate change.

Maroš Šefčovič, vice president of the European Commission, declared, during the 7th European Summit of Regions and Cities in Bratislava, that Hauts-de-France shows the way and he hopes to see such pilot region in every EU country.



REV3 DAYS is the first international business convention offering opportunities to grow business, discover new technologies, find investment opportunities and develop partnerships in the transition to a low carbon and digital economy at a regional scale.

➡ <http://www.rev3days.com>



NEWS FROM AN EEN PARTNER IN SLOVAKIA

HAND MADE PRODUCTS FOR JAPAN

The Slovak Business Agency (SBA) supports small and medium-sized enterprises (SMEs) at the national, regional and local level in compliance with the Small Business Act's principles. The aim of the SBA is to improve the competitiveness of SMEs within the single EU market as well as in the non-EU markets. SBA is also member of the Enterprise Europe Network, a key instrument in the EU's strategy to boost growth and jobs. Bringing together close to 600 business support organisations from more than 60 countries. SBA helps small companies seize the unparalleled business opportunities in the EU Single Market. As a part of the Enterprise Europe Network activities SBA provides business reviews at company's premises. The main goal of this activity is to strengthen Slovak companies to grow internationally and actively help them.

One of SBA's significant clients, the company KOVOTVAR uses its services regularly based on this type of business review which SBA made at their premises in 2015. This company is active on many markets including the Japan market. SBA would like to provide you their experiences on how the company has broken through into this market.

ABOUT THE COMPANY

KOVOTVAR company was established in 1953 and the company deals with the production of hot deep galvanised and powder coated handmade metal products.

The production method of company is unique in Europe as the whole process is performed handmade. The method used by the company ensures that zinc do not stay in the buckets but is applied evenly. This production method gives to the products a long life warranty. The company's portfolio includes around 300 different products: cans, buckets, flower pots, vases, etc. that are designed and suitable for homes, gardens, farms as well as public and private spaces, where they are used for decorative purposes.

Nowadays, the company focuses exclusively on handmade manufacture and production designed not only for garden and household, as well as industry and agriculture. KOVOTVAR currently cooperates very close with a few Japanese companies. It mainly supplies them with galvanised products which are very popular in Japan. The company currently has 120 employees.

WHY JAPAN?

The Slovak company often exhibits at international trade shows across Europe such as SPOGA/GAFA in Köln or at GLEE show in Birmingham. On these two mentioned trade shows, the company met the representatives of some Japanese companies. During and after these shows the Slovak company conducted negotiations with them. After this process both sides agreed and entered into international business collaboration; KOVOTVAR currently supplies its handmade galvanised products to these companies. Specifically for their three significant clients in Japan which buy their products for further resale purposes on the Japanese market. Their products are also displayed in the prestigious retail chain MUJI as informed one of the Japanese clients.

As Mr. Kalášek, from the sales department, informed SBA *"the Japanese customers mostly like the products of KOVOTVAR for their high quality and for the galvanized surface treatment which has very good features against maritime weather conditions in Japan. Japanese customers also like the design of these products too. KOVOTVAR exports yearly about 8000 pieces of its products to Japan. The cooperation with the Japanese companies is very good without any problem. The payments for the products are always on time like Japanese trains"* he added.

Sources: Slovak Business Agency and KOVOTVAR

➡ <http://www.kovotvarvd.sk>

MOBILE WORLD CONGRESS BROKERAGE EVENT 2017

Date: 27 February - 1 March 2017, Barcelona, Spain

Sector: mobile, telecommunication, ICT - **Registration deadline:** 10 February 2017

Within the frame of the Mobile World Congress (<https://www.mobileworldcongress.com>) the world's largest gathering for the mobile industry, EEN partner ACCIÓ is organising a brokerage event. The participation cost is €310 with only one participant allowed per organisation.

➡ <https://www.b2match.eu/mwc2017>

H2020 EUROPEAN HEALTH BROKERAGE EVENT

Date: 19 January 2017, Zagreb, Croatia

Sector: healthcare

Health NCP Net 2.0 together with Enterprise Europe Network in Croatia will organise an international brokerage event on Horizon 2020 Challenge 1 "Health, Demographic Change and Wellbeing" calls. The event will help participants to build up proposal for final calls of the 2016-2017 Health work programme, which will still be open in 2017.

➡ <https://www.b2match.eu/behealthzagreb>

PARTNERING OPPORTUNITIES

JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU



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



REQUEST FOR DISTRIBUTORS

Sector: food, healthcare

A Japanese manufacturer of diet supplements is looking for a EU distributor
Profile ID: **BOJP20160915001**



REQUEST FOR DISTRIBUTORS

Sector: healthcare, cosmetics

A Japan-based manufacturer of innovative skin-care products is looking for partners
Profile ID: **BOJP20161102001**

REQUEST FOR DISTRIBUTORS

Sector: medical devices

Japanese manufacturer of home respiratory devices looking for distributors
Profile ID: **BOJP20151109001**



REQUEST FOR DISTRIBUTORS

Sector: healthcare

Japanese foot support for hallux valgus offered to distribution partners
Profile ID: **BOJP20150717001**



REQUEST FOR DISTRIBUTORS

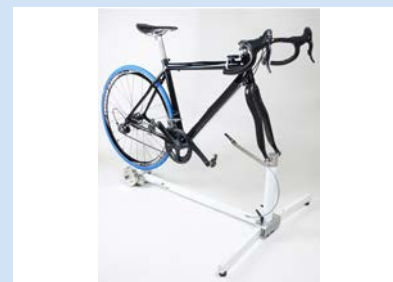
Sector: Machinery

A Japanese manufacturer of food machinery, sausage cutters and automatic skewers, is looking for a distributor
Profile ID: **BOJP20151102001**

REQUEST FOR AGENT

Sector: Sport equipment

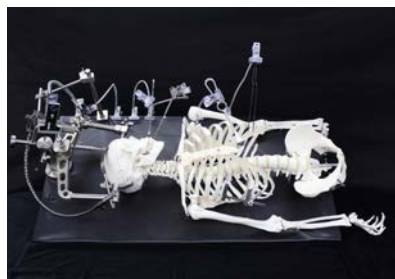
A Japanese venture company is seeking a commercial agency partner for a new type of indoor cycling trainer
Profile ID: **BOJP20161019001**



MANUFACTURING SERVICES OFFERED

Sector: medical equipment

Japanese manufacturer of titanium products offering manufacturing services for the medical equipment sector
Profile ID: **BOJP20151030001**



REQUEST FOR SUPPLIER

Sector: printing, lab equipment

A Japanese wholesaler is looking for EU manufacturers of printability tester machines to be imported in Japan
Profile ID: **BRJP20160923001**

REQUEST FOR AGENT

Sector: glass, material

Japanese glass substrates for optical parts offered to commercial agents in Europe
Profile ID: **BOJP20151002001**

REQUEST FOR DISTRIBUTORS

Sector: healthcare

A Japanese company manufacturing foot care soap is looking for a distribution partner in several EU countries
Profile ID: **BOJP20161129001**



REQUEST FOR DISTRIBUTORS

Sector: medical, healthcare

Japanese manufacturer of orthopedic medical devices is looking for distributors for its cold therapy device, bone healing system, and ultrasound imaging device
Profile ID: **BOJP20161004001**





PARTNERING OPPORTUNITIES

EU COMPANIES LOOKING FOR PARTNERS IN JAPAN

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



REQUEST FOR SUPPLIER

Sector: 産業機械

ルーマニアの企業はアルカリ水生成機の輸入に関心を持っています

Profile ID: **BRRO20161006001**

Sector: エネルギー

ルーマニア向け高エネルギー効率製品/システムを探しています

Profile ID: **BRRO20161006003**

Sector: 小売、卸売& トレーディング

ベルギーの小売企業が電子喫煙器具と家電製品のディストリビューション・サービスを提供しています

Profile ID: **BRBE20160219001**

Sector: 家電& 電機

スウェーデンの企業が携帯、スマートフォン、タブレット端末のアクセサリの製造者/サプライヤーを探しています

Profile ID: **BRSE20161018001**

Sector: 食品飲料, スポーツ

オランダの中小企業は、魅力的なゴルフコースと、他にはない酒、ワイン、チョコレートの生産者を探しています

ID code: **NoID-011**

SERVICES OFFERED

Sector: サービス

ルーマニアの研修企業は業務提携先を探しています

Profile ID: **BORO20161006002**

Sector: サービスー

ルーマニアの広告代理店が業務委託先を探しています

Profile ID: **BORO20161006003**

Sector: 観光とホスピタリティ

ルーマニアの旅行代理店は業務提携パートナーを探しています

Profile ID: **BORO20161006004**

Sector: ICT

ブルガリアのデジタル分野の代理店がデザイン、ブランドマーケティング、ソフトウェアエンジニアリングのサービスを提供しています

Profile ID: **BOBG20161031003**

Sector: ICT, エネルギー

ポルトガルのオンラインプラットフォーム企業は、家庭のエネルギー消費を管理するソリューションを提供しています

ID code: **BOPT20161024001**

REQUEST FOR PARTNER

Sector: 観光とホスピタリティ

ルーマニア企業が、日本食やリラクゼーション・デトックスをテーマにした健康食レストランにおける業務委託パートナーを探しています

Profile ID: **BRRO20161006002**

Sector: 産業機械ー

リトニアの中小企業が、革新的なシリコンカーバイドと窒化ガリウム・ウエハ・スクライビング/ダイシング技術を提供しています

Profile ID: **TOLT20161013001**

Sector: ICT

ルーマニア企業は、VR(仮想現実) デバイスやモバイル端末のアプリケーションやムービーに特化しています

Profile ID: **BRPL20161108001**

TECHNOLOGY TRANSFER OFFERED

Sector: エネルギー

フランス企業が新しいコンセプトの海洋エネルギープロジェクトの重力基盤を提供しています

Profile ID: **TOFR20160914001**

Sector: エネルギー

フランスの会社はグラウト注入システムとジャック平準化システムとのプレハブ基盤を提供しています

Profile ID: **TOFR20160914002**

Sector: ICT

ギリシャの中小企業は、超低消費電力のグラフィック処理ユニットとディスプレイプロセッサの開発を得意としています

Profile ID: **TOGR20160928001**

REQUEST FOR DISTRIBUTOR

Sector: ファッション

ルーマニアのユニセックスでシンプルな服を得意とするメーカー

Profile ID: **BORO20160510004**

Sector: ヘルスケア

スウェーデン企業は革新的な子供用エチケット袋

Profile ID: **BOSE20160122001**

Sector: 食品飲料

デンマークの受賞歴のあるクラフトビールを醸造するマイクロブルワリー

Profile ID: **BODK20161005001**

Sector: 産業機械

ドイツの空冷式熱交換器用の清浄機器メーカーは、ディストリビューターまたは代理店を探しています

Profile ID: **BODE20161005003**

Sector: 自動車

ベルギーの車両と産業機械の販売に特化した企業が、EU域外でのディストリビューターを探しています

ID code: **BOBE20160623002**

Sector: 食品飲料

ベルギーのジャム、タブナード、チャツネの缶詰工場は、ディストリビューターや代理店を探しています

ID code: **BOBE20160119001**

Sector: ファッション

英国企業が子供用の高級なコートやアクセサリの代理店/ディストリビューターを探しています

ID code: **BOUK20160831002**

Sector: クリーンテック&環境, エネルギー

イタリアの小規模水力発電所の生産会社はディストリビューターや販売代理店を探しています

ID code: **BOIT20160912002**

REQUEST FOR INVESTOR

Sector: 観光とホスピタリティ

ルーマニアの人事管理コンサルタントが、観光・外食産業における新規プロジェクトがあります

Profile ID: **BORO20161006001**

DATE/LOCATION	DETAILS	CONTACTS
15 December 2016 London, UK	LECTURE Countering Stereotypes about Japan: Examples from Academia and Business	SOAS University of London http://www.soas.ac.uk/wg-beasley/15dec2016-countering-stereotypes-about-japan-examples-from-academia-and-business.html
15 December 2016 London, UK	SEMINAR Asia and the UK: Forging a New Relationship Post-Brexit	Daiwa Foundation http://www.dajf.org.uk/event/asia-and-the-uk-forging-a-new-relationship-post-brexit
23 January 2017 Tokyo, Japan	SEMINAR Japonisme 2018: how to Present Japanese Culture in France	Maison Franco-Japonaise http://www.mfjtokyo.or.jp/mfjtokyo2/ja/events/details/738-2018-.html
16 February 2017 Munich, Germany	MEETING DJW "Asa no Kai" with Karl Haeusgen, Speaker of the Board of Management, HAWA Hydraulik SE	DJW http://www.djw.de/veranstaltungen/veranstaltungen-details/article/djw-asa-no-kai-djw-with-karl-haeusgen-speaker-of-the-board-of-management-hawe-hy.html
27-28 March 2017 Mieres, Spain	EUROPEAN COMMISSION FUNDED PROGRAMME LEAN in Europe - Visit to Thyssenkrupp Norte Application deadline: TBC February 2017	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/lean-europe-driving-competitiveness
18-19 March 2017 Tokyo, Japan	FESTIVAL I Love Ireland Festival 2017	Ireland Japan Chamber of Commerce http://www.ijcc.jp/i-love-ireland-festival-2017/
26-30 June 2017 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Training Mission: World Class Manufacturing - session I Application deadline: 23 March 2017	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/world-class-manufacturing

HAPPY NEW YEAR 2017

The EU-Japan Centre wishes you a cheerful and happy New Year!



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

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

ANY EU-JAPAN-RELATED NEWS?

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

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