



**Photonics
For Advanced
Manufacturing Plus**

by PIMAP+ partnership

Country factsheets on “How to do business with ..”



How to do Business in Canada

by PIMAP+ partnership

Canada – PEST analysis

Political

Founding member of the United Nations

Very good political stability

Prime Minister is the head of the government and holds the executive power



Economical

10th largest economy in the world

OECD, WTO, G20 , Commonwealth of Nations

Free Trade Agreements (CETA) (USMCA)

Top exports - motor vehicles, gold, communications equipment, industrial machinery



Social

Low crime rate and trustworthy policing services

The living standard in Canada is one of the highest in the world

Huge diversity



Technical

Technology is one of the fastest growing sectors in the country

Technology sector provides people with high-paying jobs

The most technologically advanced sector in Canada - Mining



INTRODUCTION OF TARGET MARKET



POPULATION

37,59 million



GDP

\$1,71 billion



REAL GDP GROWTH

1,6 %

EASE-OF-DOING-BUSINESS RANK

23rd
Very easy

AVERAGE GROSS SALARY

4200\$
per month

MAIN IMPORT PARTNERS

USA	52,2%
China	12,1%
EU	11,4%
Mexico	6,2%
Japan	3%



INFLATION RATE

0,6%

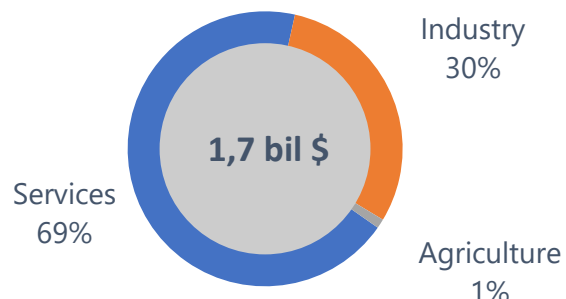


UNEMPLOYMENT RATE

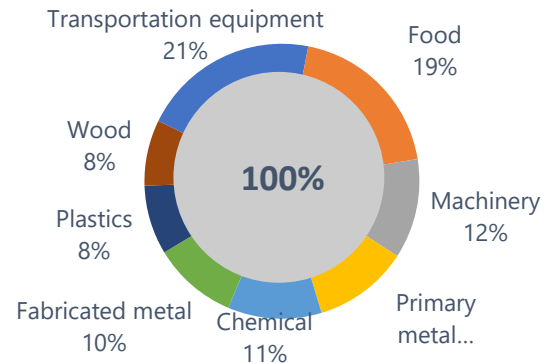
9,0%



GDP PER SECTOR



MANUFACTURING SECTORS



INCOME TAX

	Federal
General	15% + provincial
Small CCPC*	9%
Investment income	38%

*Canadian-controlled private corporations

VISA, WORKING PERMISSIONS AND OTHER SPECIFIC CONDITIONS



GMT -5 (Ottawa)

VISA

EU citizens do not need a visa to stay in Canada for a short period of time (up to 6 months) and to pass through Canadian territory.

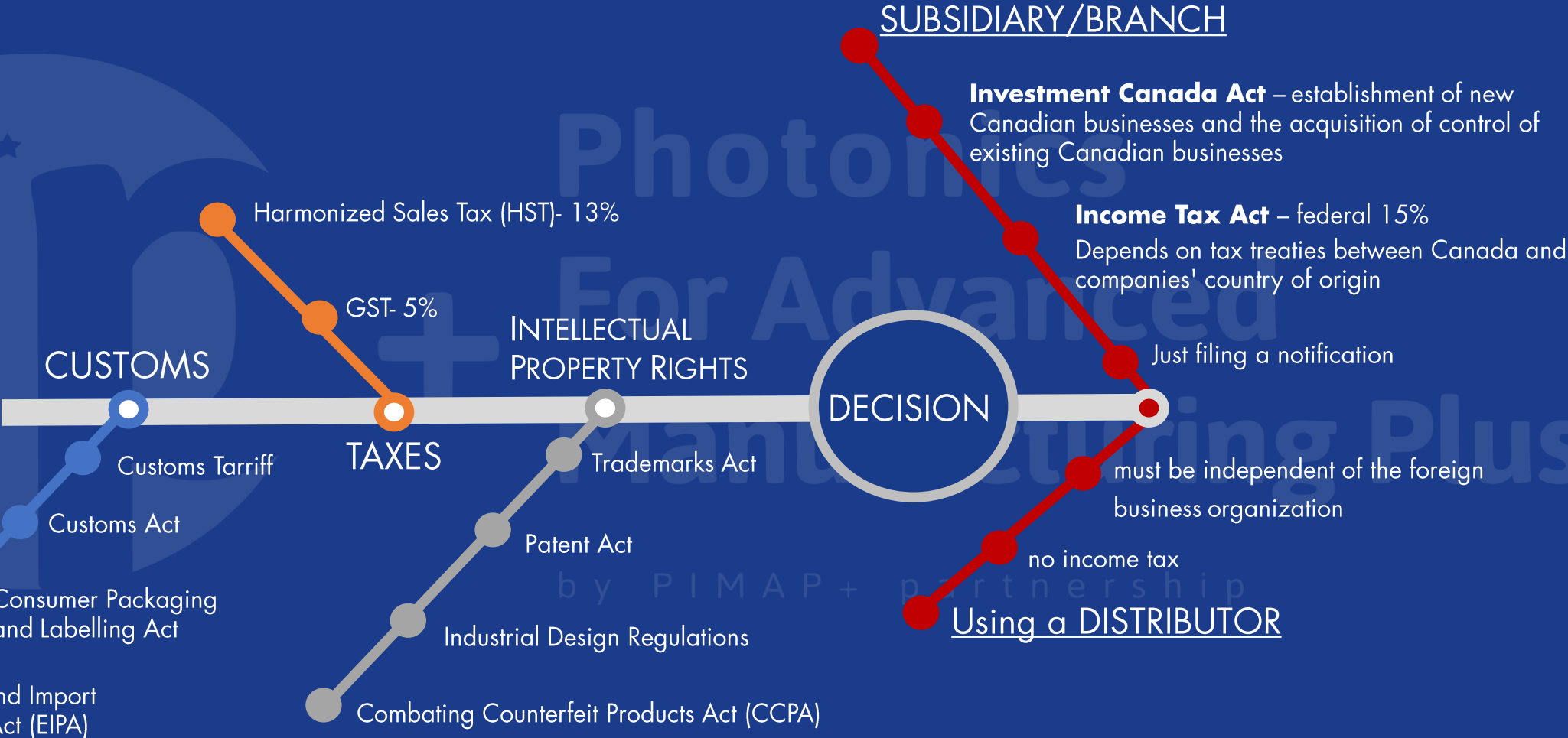
The „Eta“ permit is mandatory for visa-free air passengers from 10 November 2016.

WORKING PERMISSION

- temporarily based on the Temporary Foreign Worker Program (TFWP).
- Since January 1, 2015, the Canadian government has introduced the "Express Entry" system, which ensures faster selection of economic immigrants based on labor market requirements. Applicants are evaluated and selected according to a points system.

MARKET REGULATION

MARKET ENTRY TYPES



LOCAL CUSTOMS



6 TIME ZONES

It is advisable to keep this fact in mind when trying to contact partner entities in various parts of Canada by telephone.



COMPANY DOCUMENTS

Should be in both English and French.



TIME PUNCTUALITY

Business negotiations begin in Canada exactly. It is therefore very important to be in a business meeting on time..



WORKING TIME

Usual working hours at state offices and banks 9:00 am - 5:00 pm (Monday-Friday). Public offices are closed on Saturdays and Sundays..



WRITTEN FORM

It is recommended that all arrangements be made in writing. Canadians tend to the law and do not hesitate to use legal advice.



USE OF FIRST NAMES

It is important to remember the names of Canadian traders and their role in society.



CANADIANS

Informal, polite and matter-of-fact.

MARKET TRENDS



Metalworking

- Improved image sensors and vision systems
- Much higher accuracy of manufacturing systems through photonic technologies
- 5-axes manufacturing equipment guiding laser processing
- Advanced manufacturing with an improved quality factor
- High-power, high-frequency and short-pulse lasers



Aerospace

- Increased resolution of electro-optic as imagers, fibre sensors
- Laser-additive manufacturing
- LEDs and lasers for display and illumination
- Improved 3D displays
- Increased use of fibre lasers



Advanced man.

- Integrated photonics with Silicon Photonics and Indium Phosphide technologies (PICs)
- More accessible nano-photonics
- Quantum dot-based lasers and amplifiers
- High-power, short-pulse lasers applied to micro-fabrication
- Moving toward mid-infrared and Terahertz spectral windows

CANADIAN PHOTONICS

- **25 000 employees**

- **Historical pillars:**

Telecommunications and defence & security

- **Current drivers:**

Biomedical sector (ONT) and sensing (QC)

- **Growing sectors:**

Energy and environment

- **Majority of companies add value:**

Sub-system or system integration

- Currently, **Canada invests 150 million**

CAD/year in:

photonics R&D centers and universities

- **Challenge:**

Technology transfer between academic research and industry still inadequate

PHOTONICS INDUSTRY



NO. OF COMPANIES

400+



GLOBAL MARKET SHARE

12 %



CANADIAN REVENUES

4,6 billion CAD



SEGMENTS OF PHOTONICS INDUSTRY

LASERS

SYSTEMS INTEGRATION

OPTICAL COMMUNICATIONS

IMAGE SENSORS

VISION SYSTEMS

LIGHT SOURCES

SPECTROSCOPY

FIBER OPTICS

MICROSCOPY

EMERGING BIOPHOTONICS



MAP OF CANADA WITH THE TECHNOLOGY CENTRES



KEY ORGANISATIONS

01

Quebec Photonic Network
(Réseau photonique du Québec)

02

Ottawa Photonics Cluster

03

Ontario Photonics Technology Industry
Cluster

04

Canadian Photonic Industry Consortium

05

Centre for Optics, Photonics and Lasers
(U. Laval)

06

Institut National d'Optique

07

Canadian Light Source Synchotron

08

Advanced Laser Light Source

09

University of Waterloo: Nanophotonics,
Integrated Optoelectronics

10

Quantum Photonics

KEY EVENTS

01

SIAL Canada

02

World Circular Economy Forum, Toronto

03

Advance Design & Manufacturing Expo,
Montreal

04

Canadian Aerospace Summit, Ottawa

05

Photonics North Conference, Québec

06

International Aerospace Innovation Forum, Montreal

07

Collision

08

SPIE – International society for optics and photonics

09

OSA - Advanced Photonics Congress, Quebec

10

OSA - Imaging and Applied Optics Congress,
Vancouver

KEY COMPANIES

01 Anritsu Electronics

02 Axis Photonics

03 Bell Canada

04 Boreal Vision Solutions

05 CMC Microsystems

06 DRDC Valcartier

07 Ericsson Canada

08 Metamaterial

09 IBM Canada

10 INO

WHAT CANADA HAS TO OFFER



Extensive photonics research infrastructure



New technologies that can be leveraged into commercial success



Preferred access to North American markets through NAFTA



Attractive cost of doing business



The lowest business costs in the G7 for R&D-intensive sectors, with a 27.7% cost advantage over the US

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**How to do Business in the
United States of
America**

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by Manufacturing Partnership

USA – PEST analysis

Political

USA has a strong democratic setup and effective rule of law

An enormous influence over the political dynamics of many countries around the world

USA faces international criticism for some of its interventionist policies in some parts of the world



Economical

USA is the largest economy in the world in terms of nominal GDP

USA-China trade war, USA-Iran standoff, Brexit may cause recession

Top exports - machinery, mineral fuels, electrical machinery, aircraft, vehicles

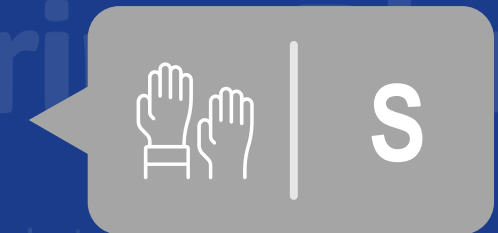


Social

The education and healthcare system is one of the best in the world, but is not free

The living standard in Canada is one of the highest in the world

Huge diversity - increasing illegal immigration, racial discrimination



Technical

Longstanding fascination for technology - Apple, Microsoft, Google, Facebook

The forefront in enhancing and developing technologies in areas such as nanotechnology, environmental technology and biotechnology

IT leading position worldwide



INTRODUCTION OF TARGET MARKET



POPULATION

328,24 million



GDP

\$20,8 trillion



REAL GDP GROWTH

3,1 %

EASE-OF-DOING-BUSINESS RANK

6th
Extra easy

AVERAGE GROSS SALARY

3744\$
per month

MAIN IMPORT PARTNERS

China	21,4%
EU	18,9%
Mexico	13,2%
Canada	12,6%
Japan	6%



INFLATION RATE

1,5%

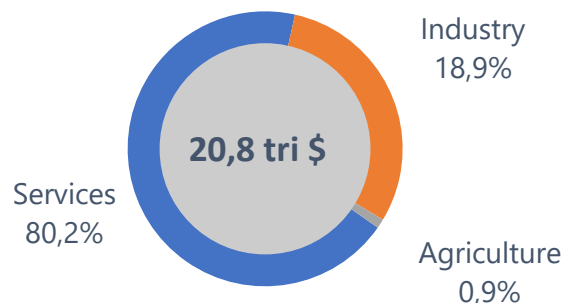


UNEMPLOYMENT RATE

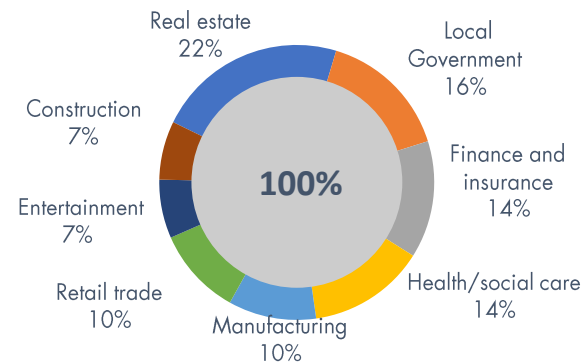
6,9%



GDP PER SECTOR



MANUFACTURING SECTORS



INCOME TAX

	Federal
Income under \$9700	10%
Tax on Capital Gains*	0%, 15%, 20%
Corporate tax rates	21%

*depending on taxable income and filing status

VISA, WORKING PERMISSIONS AND OTHER SPECIFIC CONDITIONS



GMT -5 (Washington, D.C.)

VISA

EU citizens do not need a visa to stay in USA for a short period of time (up to 90 days) and to pass through USA territory.

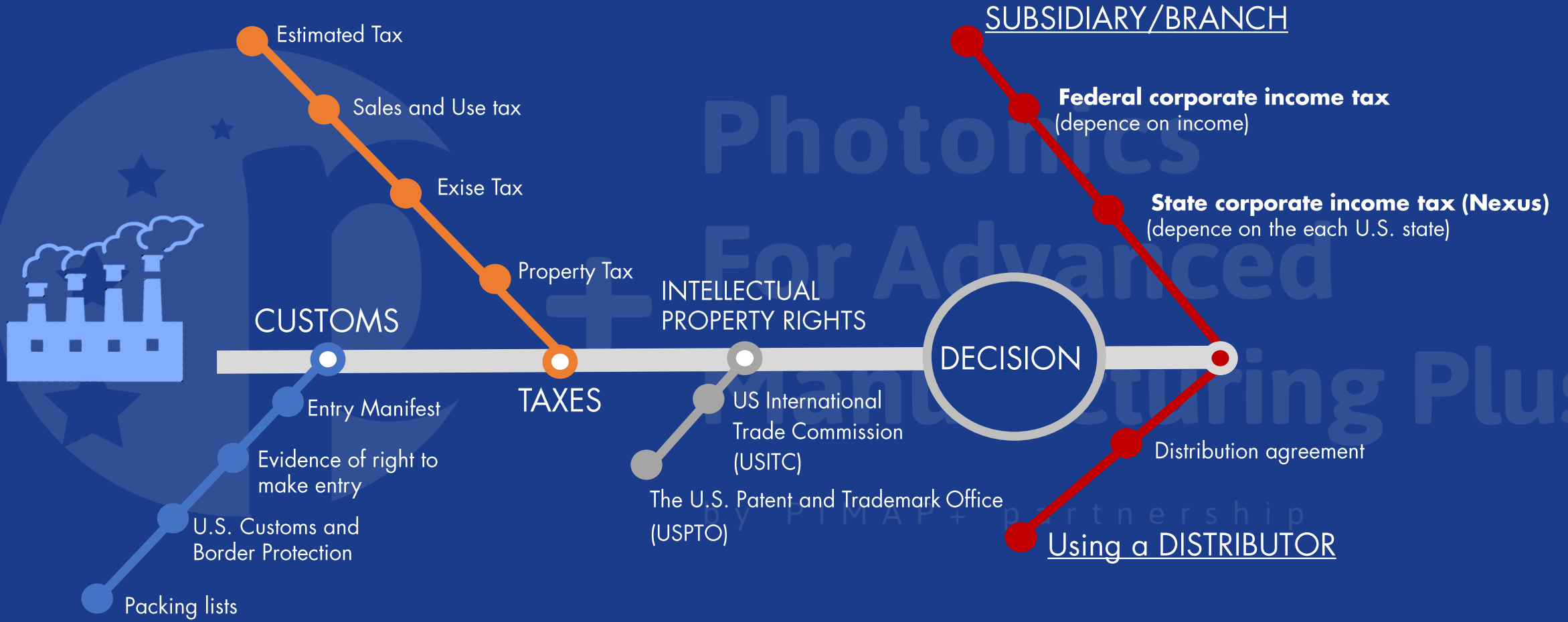
The „ESTA“ permit is mandatory for visa-free air, road, sea passengers.

WORKING PERMISSION

- for temporary workers, your prospective employer must generally file a nonimmigrant petition on your behalf with USCIS.
- Approximately 140,000 immigrant visas are available each fiscal year for aliens who seek to immigrate based on their job skills. The 5 employment-based immigrant visa preferences (categories) are the key to obtain a permanent workers visa.

MARKET REGULATION

MARKET ENTRY TYPES



LOCAL CUSTOMS



NEGOTIATIONS

Americans are focused on the result. They do not need a relationship to make a deal. Americans are uncomfortable with silence.



BUSINESS CARDS

Americans view the business card as a source of future information and tend to exchange cards casually.



TIME PUNCTUALITY

Punctuality is important, based on the notion that you are wasting both time and money if you are late. Meeting deadlines is taken very seriously and missing agreed deadlines is seen as irresponsible.



WORKING TIME

Usual working hours at state offices and banks 9:00 am - 5:00 pm (Monday-Friday). The standard work week is 40 hours long.



WRITTEN FORM

Americans value the contract and the finality of the written word. They see all their business deals as legally binding contracts that will hold up in a court of law.



GREETINGS

Greet with a firm handshake while making eye contact. They are often quick on a first-name basis.



AMERICANS

Informal, polite, friendly, enthusiastic, direct, „Time is money“ orientated

MARKET TRENDS



Metalworking

- Big Data in Manufacturing
- Additive technology- 3D printing
- Advanced Robotics and Machine Intelligence
- Directed Energy Deposition - Metal filaments are melted using a laser, electron beam, or plasma arc in DED manufacturing.
- Power Bed Fusion - each layer is laid out in metal powder, which is then melted by a laser, electron beam or heat source.



Aerospace

- Technologies that transform the A&D industry include hypersonics, advanced air mobility, electric propulsion and hydro powered aircraft.
- The increased use of carbon nanotubes and graphene have led to a variety of possibilities for aerospace
- America holds the largest share of key players in the global aerospace market, with a share of 52%.
- Autonomous Flight Systems



Advanced man.

- Silicon-based photonics application is the key for the photonics market
- Hybrid silicon lasers are used in telecommunications and data center applications, which gives the advantage of light-emitting properties of III-V semiconductor materials.
- Technological advancements in light-based technologies have been driving the new wave of innovation

AMERICAN PHOTONICS

- **Historical pillars:**
Maturing optics & laser technology

- **Current drivers:**
Spaceflight Laser instruments and systems for science and exploration

- **Growing sectors:**
Computer Systems Design and Related Services

- **Majority of companies add value:**
Technology integration

- **Challenge:**
Co-developing photonics technology road maps to advance common interests and goals between public and private institutions

PHOTONICS INDUSTRY



NO. OF COMPANIES

915+



GLOBAL MARKET SHARE

14 %



AMERICAN REVENUES

\$63,8 billion



SEGMENTS OF PHOTONICS INDUSTRY

LED & LASERS

DETECTORS

IMAGING DEVICES

SENSORS

TEST & MEASUREMENT

LIGHT SOURCES

ICT AND PRODUCTION TECH

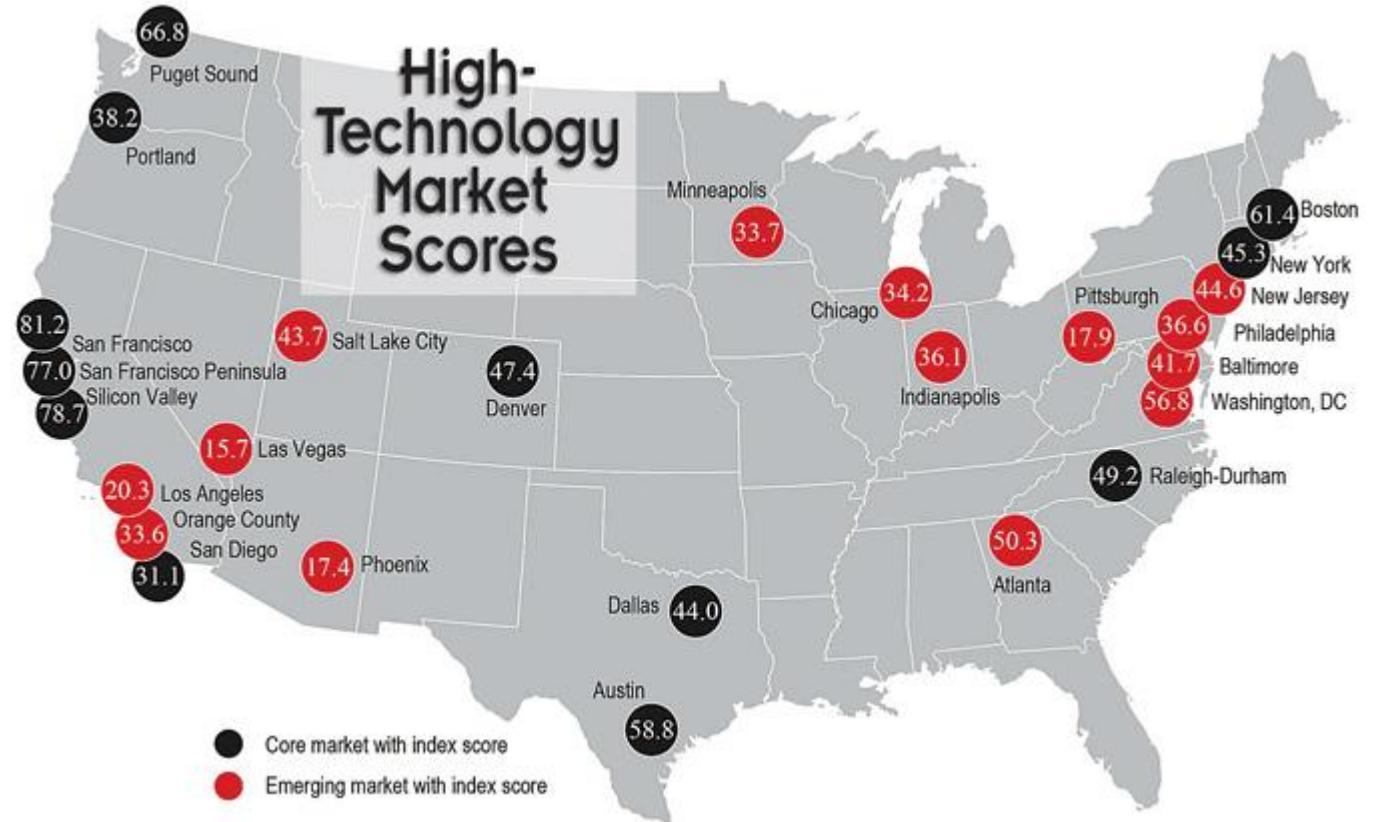
OPTICS

CONSUMER & BUSINESS AUTOMATION

MATERIALS



MAP OF USA HIGH-TECH MARKETS - CORE AND EMERGING



KEY ORGANISATIONS

01

Arkansas Photonics Industry Alliance

02

Arizona Technology Council - Optics Valley

03

Carolinas Photonics Consortium

04

IEEE Photonics Society

05

Colorado Photonics Industry Association

06

Florida Photonics Cluster

07

Michigan Photonics Cluster

08

Montana Photonics Industry Alliance

09

New Mexico Optics Industry Association (NMOIA)

10

New York Photonics Industry Association

KEY EVENTS

01

OSA Biophotonics Congress: Optics in the Life Sciences

02

CLEO, California

03

Optical Fiber Communications Conference and Exhibition (OFC)

04

Applied Industrial Optics, Washington

05

Automotive Lightweight Materials USA

06

Applied Industrial Optics, Washington

07

Pittcon

08

Military Additive Manufacturing Summit

09

Smart Structures + Nondestructive Evaluation Digital Forum

10

SPIE Optics + Photonics

KEY COMPANIES

01

Coherent Inc.

02

IPG Photonics Corporation

03

II-VI Incorporated

04

NeoPhotonics Corporation

05

Signify N.V.

06

Lumentum Holdings Inc

07

Infinera Corporation

08

NEC Corporation

09

Innolume GmbH

10

Teledyne Photometrics

WHAT USA HAS TO OFFER



Transparent, Stable, and Fair Legal System, which encourage business growth



US has more international patent holders than any other country in the world



Direct access to the world's largest consumer market



Profit from the highest household technology spending in the world



Technology adoption, especially mobile and social media use- 84% use of the internet

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A large, semi-transparent graphic of a globe with several stars, resembling the European Union flag, is positioned on the left side of the page. The globe is rendered in a lighter shade of blue than the background.

How to do Business in **China**

by PIMAP+ partnership

China – PEST analysis

Political

Government regulations - political force is the most unsettled force

Legal issues - any regulations supporting the privacy, recognition of digital signatures, consumer rights and validation of electronic contracts yet



P

Economical

2nd largest economy in the world

Abundant and skilled labor

High inflation rate/ high property prices

More export business - Electrical machinery, equipment, computers, furniture, plastics



E

Social

The most populous country in the world with a total population of approximately 1.4 billion

Communist political setting

Unequal income distribution and poverty



S

Technical

New products being developed

New purchasing mechanisms such as the intranet and extranet

New production technology

The most technologically advanced sector in China – e-commerce



T

INTRODUCTION OF TARGET MARKET



POPULATION

1,400 million



GDP

\$24,2 trillion



REAL GDP GROWTH

6,11 %

EASE-OF-DOING-BUSINESS RANK

31st
Easy

AVERAGE GROSS SALARY

750\$
per month

MAIN IMPORT PARTNERS

EU	52,2%
China	12,1%
Japan	11,4%
USA	6,2%
Mexico	3%



INFLATION RATE

2,9%

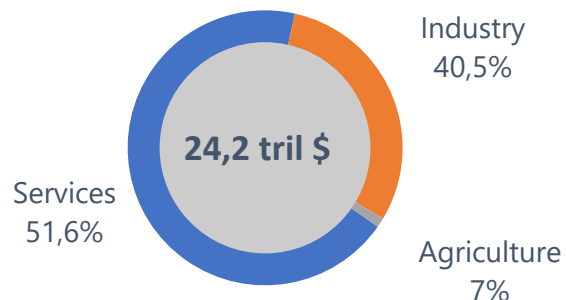


UNEMPLOYMENT RATE

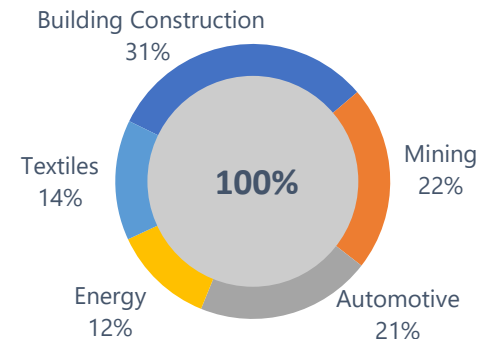
3,8%



GDP PER SECTOR



MANUFACTURING SECTORS



INCOME TAX

Comprehensive income tax rates **3-45%**

Business income tax rates **5-35%**

Tax rates for other personal income **20%**

VISA, WORKING PERMISSIONS AND OTHER SPECIFIC CONDITIONS



GMT +8 (Beijing)

VISA

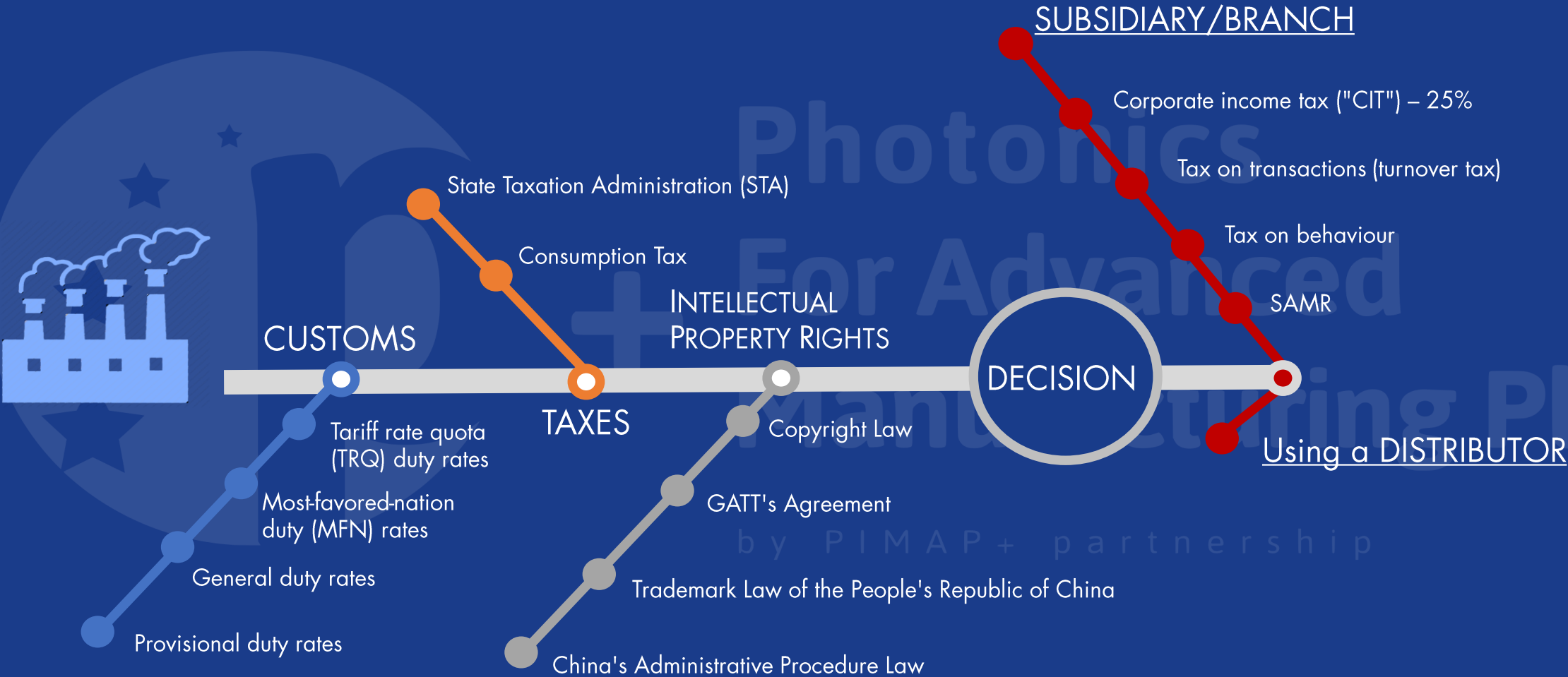
All foreign nationals must obtain a visa for a visit to China. It is essential that the China visa is obtained prior to travel.

WORKING PERMISSION

- temporarily based not exceeding 90 days "Approval of Short-term Employment for Foreigners Working in P.R.China."
- entering China for employment exceeding 90 days - "Notification Letter of Foreigner's Work Permit"

MARKET REGULATION

MARKET ENTRY TYPES



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LOCAL CUSTOMS



BODY LANGUAGE

The Chinese also dislike body contact such as back slaps or arm touching, and often consider noises like clicking your fingers, whistling, and even blowing your nose.



COMPANY DOCUMENTS

Should be in both English and Chinese. Make sure you know ahead of time if your Chinese business partners speak English.



TIME PUNCTUALITY

Punctuality in any business situation is important, but even more so in Chinese business culture. Being late is considered offensive and rude.



WORKING TIME

Usual working hours at state offices and banks 8:00 am - 6:00 pm (Monday-Friday) with two-hour break from 12:00 pm to 2:00 pm.



WRITTEN FORM

Any materials or contracts should be printed out in plain black and white on premium paper; colors can have different meanings in China.



NEGATIVE WORDS

Negative words like "no" shouldn't be used in discussion. When the Chinese say "not a problem," they likely mean the opposite.



CHINESE

Respectful, modesty and keeping a low profile.

MARKET TRENDS



Metalworking

- Robotic Production
- The highest production and sales of steel, main nonferrous metals and engineering machines.
- Micro-lubrication technology
- The use of solar castings in the automotive sector
- Remote design, intelligent systems and predictive maintenance



Aerospace

- China's aviation sector is expected to be the world's largest (by passengers) by 2024
- Rapid Prototype Manufacturing
- Lightweight design
- Green casting
- Machining of new aerospace materials



Advanced man.

- Manufacturing 55% of the world's displays and getting higher
- Fibre lasers are gaining market shares in materials processing
- Active-matrix OLEDs (AMOLED) are gaining in popularity
- Silicon photonics is an evolving technology in which data is transferred among computer chips by optical rays.
- Optical fiber communication

CHINESE PHOTONICS

- **Historical pillars:**
Sensing and metrology

- **Current drivers:**
Lasers and optoelectronics

- **Growing sectors:**
Fiber lasers, photovoltaics, information technology, lighting, displays, and communication

- **Challenge:**
Innovation power and the capability to grab (and manage) talented people

PHOTONICS INDUSTRY



NO. OF COMPANIES

1470+



GLOBAL MARKET SHARE

27 %



CHINA REVENUES

\$33,8 billion



SEGMENTS OF PHOTONICS INDUSTRY

ADVANCED
MANUFACTURING

SENSING

LIGHTING

BIOMEDICAL

DISPLAYS

DEFENCE

SOLAR -PV

OPTICAL
COMMUNICATION

FIBRE LASERS

CONSUMER &
ENTERTAINMENT



China's National Innovation Demonstration Zones



KEY ORGANISATIONS

01

Chinese Optical Society

02

Center for Photonics and Electronics, Tsinghua University

03

Institute Of Photonics Technology, Jinan University

04

China Optics and Optoelectronics Manufacturers' Association

05

The Shanghai Institute of Optics and Fine Mechanics (SIOM)

06

Wuhan National Laboratory for Optoelectronics

07

Optics Valley of China

08

Baidu Campus

09

China Association for Science and Technology (CAST)

10

Consumer Technology Association

KEY EVENTS

01

Laser World Of Photonics China, Shanghai

02

SPIE/COS Photonics Asia, Nantong

03

Photonics Congress China

04

Metal Additive Manufacturing China

05

SPS – Industrial Automation Fair Guangzhou

06

International Manufacturing Conference

07

Advanced Manufacturing Technology Exhibition

08

China International Aerospace Exhibition, Beijing

09

Metalworking and CNC Machine Tool Show

10

China International Optics Fair

KEY COMPANIES

01

Xiaomi

02

Beijing Hamamatsu Photon Techniques Inc.

03

Huawei

04

BWT Beijing Ltd

05

OnePlus

06

Raycus Fiber Laser Technologies Co., Ltd.

07

IPG Photonics

08

Maxphotonics Co., Ltd.

09

Suzhou Inngu laser Co., Ltd.

10

Grace Laser Technology Co., Ltd.

WHAT CHINA HAS TO OFFER



A large emerging market with great potential, one of BRIC countries – growing economic market, full of potential.



China is the world's number one trading nation and manufacturer by output



Hong Kong is the best place to invest in, thanks to the free economy. Hong Kong has a free trade policy, no trade barriers, tariff quotas, or import and export charges.



Trained workforce, low labor costs



China is located in the center of the Asia-Pacific region. This also means that freight and logistics services are affordable for both local and foreign businesses.

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How to do Business in **Japan**

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Japan – PEST analysis

Political

Monarchy – figurehead - the country has five political parties
Prime Minister is the head of the government and holds the executive power
2nd largest economy in Asia



Economical

In the top 5 for largest economies in the world
G7, G20, APEC, and ASEAN
Heavily relies on imports of oil, gas, coal, iron ore, copper, aluminium, wood and raw materials
Top exports - motor vehicles, electronic equipment, machine tools, steel, ships, chemicals, textiles



Social

The life expectancy for men is 81 years, while 87 years for women
Many people in Japan prefer Japanese companies to foreign ones
Ageing population and sinking birth rate are two of the biggest challenges



Technical

Japan is one of the most technologically advanced countries in world
Japanese are well-known as extremely creative in searching out and learning to use modern technologies
It has more than half of the industrial robots in the world



INTRODUCTION OF TARGET MARKET



POPULATION

125,8 million



GDP

\$4,9 trillion



REAL GDP GROWTH

0,7 %

EASE-OF-DOING-BUSINESS RANK

29th
Very easy

AVERAGE GROSS SALARY

3150\$
per month

MAIN IMPORT PARTNERS

	China	25,8%
	EU	12,4%
	USA	11,4%
	Australia	5%
	S. Korea	4,1%



INFLATION RATE

1,0%

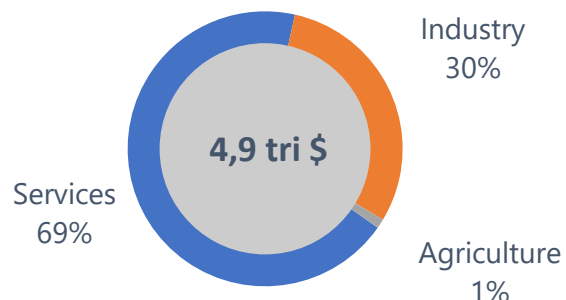


UNEMPLOYMENT RATE

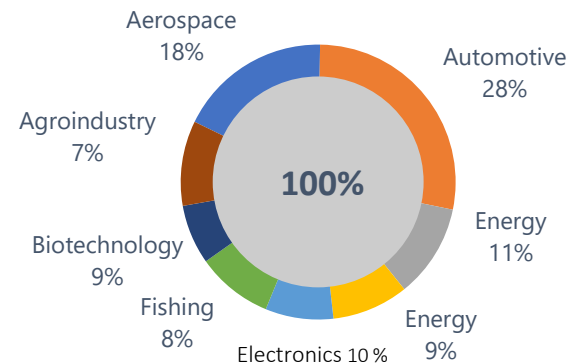
3,0%



GDP PER SECTOR



MANUFACTURING SECTORS



CORPORATE INCOME TAX

	Federal
National corporate tax	15%/ *23%
Enterprise tax	3,4%/ *
Special local corporate tax	1,4%/ * 2,9%

*Over JPY 8 million per annum

VISA, WORKING PERMISSIONS AND OTHER SPECIFIC CONDITIONS



GMT +9 (Tokyo)

VISA

EU citizens do not need a visa to stay in Japan for a short period of time (up to 90 days).

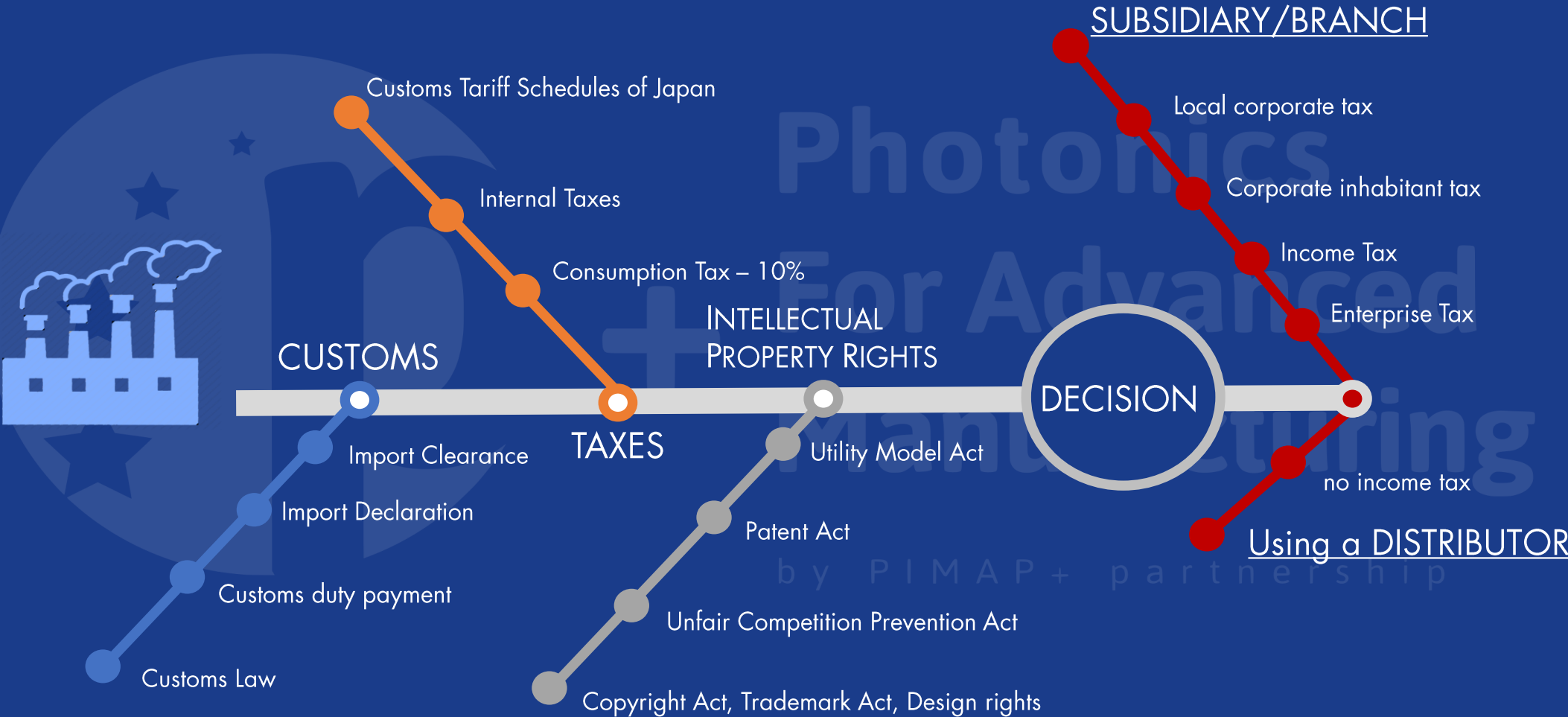
This is provided visitors have a valid passport for the duration of their stay and don't engage in any paid work or activities.

WORKING PERMISSION

- Before a working visa can be issued, you will need a Certificate of Eligibility (COE) from your prospective employer and approved by the Bureau of Immigration.
- Work visas are categorized into different types according to defined professional fields:
 - Highly skilled professional visa
 - Working visa
 - Start-up visa

MARKET REGULATION

MARKET ENTRY TYPES



LOCAL CUSTOMS



INFORMAL MEETING

The establishment and deepening of a business relationship can be accelerated by more informal meetings - such as joint lunches, dinners, visits to bars or karaoke. Personal meetings usually bring more results than communication by email, telephone or fax.



COMPANY DOCUMENTS

Should be in both English and Japanese. The knowledge of English of the employees varies considerably, so it is necessary to have interpretation at least for the introductory meeting.



RELIABILITY

Always stick to the timetable and take care of deadlines. Prepare the meeting's contents well, for the Japanese companies' timetable is very strict and you won't be given more time than agreed on.



WORKING TIME

Usual working hours at state offices and banks 9:00 am - 5:00 pm (Monday-Friday). Public offices are closed on Saturdays and Sundays..



TRUSTFULNESS

Keep written and unwritten agreements, your promises. The Japanese are sensitive to a series of suspicious actions.



GREETING

Japanese don't shake hands but bow. Don't worry how deep you'd have to bow, your business partners expect only politeness.



JAPANESE

The emphasis is on courtesy, moderation, decent behavior, which is generally based on the Japanese mentality.

MARKET TRENDS



Metalworking

- Growing automotive industry (36% global market share) hybrid vehicles
- Japan's robot makers have more than 70% of the global market
- International competitiveness for high value-added materials such as carbon fiber and aramid fiber and chemicals



Aerospace

- Satellites are used for a diverse range of missions, including space science, meteorology, communications, broadcasting, earth observation, navigation and technological experiments
- Maximizing the use of artificial intelligence, machine learning, Internet of Things and robotics to reduce cost and manpower inputs.
- Commercial technologies in space-based situational awareness, autonomous systems (e.g. drones), virtual/augmented reality pilot



Advanced man.

- Harness the power of big data
- Deploy advanced technologies in manufacturing processes
- Continue the journey of digitization
- The use of 3D printing for mass customization
- Japan has a high non-labor cost base, particularly in the electrical and optical equipment industry

JAPANESE PHOTONICS

- **Historical pillars:**
Optics for military applications

- **Current drivers:**
Laser systems

- **Growing sectors:**
Consumer electronics, medical equipment

- **Majority of companies add value:**
Optics production

- **Challenge:**
Declining and saturated markets, new market players have to adapt to the changing environment and keep an innovative edge.

PHOTONICS INDUSTRY



NO. OF COMPANIES

180+



GLOBAL MARKET SHARE

30 %



JAPANESE REVENUES

\$107,5 billion



SEGMENTS OF PHOTONICS INDUSTRY

Production technologies

Optical measurement & Image processing

Medical technology & life science

Optical components & systems

Defence & security

Lighting

Optical communication or networks

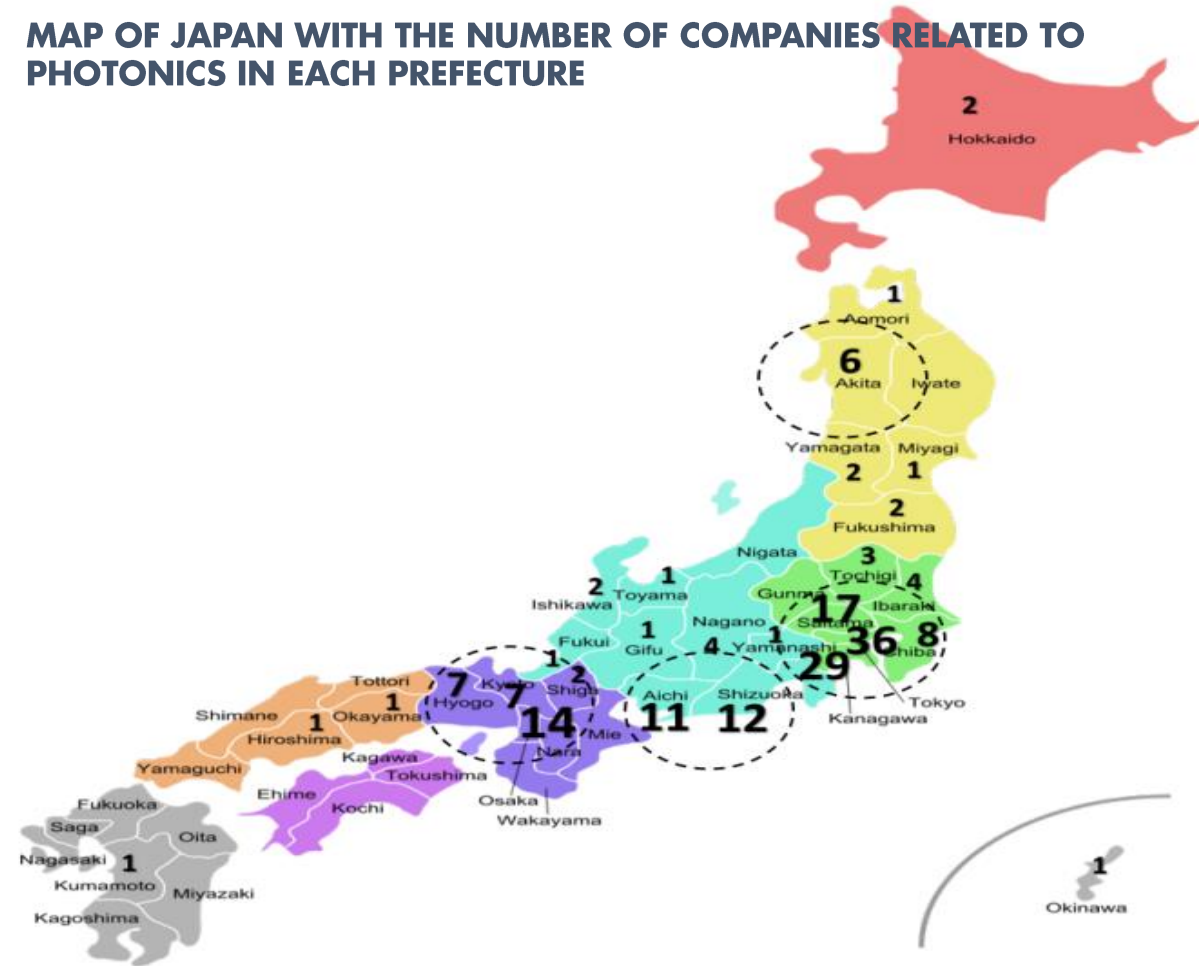
Photovoltaics

IT (consumer electronics, office automation, printing)

Flat panel display & display material



MAP OF JAPAN WITH THE NUMBER OF COMPANIES RELATED TO PHOTONICS IN EACH PREFECTURE



KEY ORGANISATIONS

01 Optoelectronics industry and technology development association (OITDA)

02 Japan Optomechanics association (JOEM)

03 Photonics Electronics Technology Research Association (PETRA)

04 The Technical Research Association for Future Additive Manufacturing (TRAFAM)

05 The Laser Platform Association (LPF)

06 The Next-generation laser processing technology research association (NGLPTR)

07 Japan Optical Measuring Instruments Manufacturers Association (JOMA)

08 Japan Importers Association of Lasers and ElectroOptics (JIAL)

09 The Laser Society of Japan (LSJ)

10 Japan Photonics Council (JPC)

KEY EVENTS

01 Fiber Optics Expo

02 LED Next Stage

03 Photonix

04 Semicon

05 Nanotech Japan

06 Japan Air Show

07 Japan International Aerospace Exhibition

08 Japan Drone

09 Metal Expo

10 AM Japan

KEY COMPANIES

01

Hamamatsu Photonics

02

Sony

03

Fujikura

04

Sigmakoki

05

Edmund Optics Japan

06

Coherent

07

PI Japan

08

Amada

09

Canon

10

Yamazaki Mazak

WHAT JAPAN HAS TO OFFER

The Japanese market is characterised by consumers with high levels of disposable income who are drawn to premium, high-end goods and services.

Japan can be seen as a pilot market and benchmark for high-quality products catering for an ageing population - society will require more medical services in the coming decades

Possibility to set up a business entity in Japan in just 14 days and successful business in Japan can generate a significant proportion of global profits within 3 – 5 years.

Use of JETRO's One-Stop Business Establishment Center services can cut the time required to establish a business in Japan down to 4 days.

In Japan, many of the companies have a long history. Industrial manufacturing group, life science & medical related group have history of 50 years and longer.

INTERNATIONALIZATION ACTIVITIES

The process of the event's organization is following:

Contacting companies

Interviewing companies

Organizing dialogues/
missions

Follow-up

From a consortium perspective,
it is an organization process:

Preparatory phase

Organizational phase

Mission / matchmaking/
follow-ups

Support of member companies
throughout the project