



Cecilia Malmström – EU Trade Commissioner and
Eric Schulz – BRT Chairman, EU-side

PREPARING FOR THE EU-JAPAN BUSINESS ROUND TABLE's 2017 ANNUAL MEETING

On 27 and 28 September, Eric Schulz (the Chairman of the EU-side of the EU-Japan Business Round Table, BRT) had a series of meetings in Brussels to prepare the BRT's 19th annual meeting. He met with senior figures from the European Commission and European Parliament and with BRT member companies. Mr Schulz is the President – Civil Large Engines of Rolls-Royce plc. The meetings also focussed on the prospects for an EU-Japan free trade agreement / economic partnership agreement and on the concerns of the EU-side of the BRT. The discussions were timely, coinciding with the 17th Round of Negotiations for an EU-Japan FTA / EPA.

The BRT was established in its current form in 1999 to foster communication between the Japanese and European industries. Its more than 50 members are senior executives from leading European and Japanese companies.

The Japan-side of the BRT is led by Kazuo Tsukuda (Senior Executive Adviser, Mitsubishi Heavy Industries, Ltd.).

The BRT's main objectives are to submit recommendations to the Japanese and European Authorities so as to help develop trade and investment between the EU and Japan, and to encourage industrial cooperation in fields of common interest such as innovation, climate change, or industrial standards. Since 2007 – a long time before the formal negotiations actually began, the BRT has actively supported moves by the European Union and the Government of Japan to negotiate a Free Trade Agreement / Economic Partnership Agreement.

The Next BRT Annual Meeting will take place in Brussels in 2017.

➡ <http://www.eu-japan-brt.eu/>



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

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JAPAN – HORIZON 2020 AND BEYOND

Japan and the EU enjoy strong economic and political ties. These could soon be strengthened with the EU and Japan aiming to reach an agreement in principle on a free trade agreement by the end of this year and with the opening up of public procurement markets, over the coming months and years there will be a lot of new business opportunities in Japan for EU companies.

There are some promising sectors in which EU companies could benefit from the EU-Japan Centre's activities which are continually adapted to respond to the changing Japanese business environment and the needs of EU industry.

2020 OLYMPIC GAMES

The next few years will offer exciting opportunities for doing business in Japan with the lucrative market of the 2020 Olympic Games coming at a fast pace. EU companies should look forward to the release of invitations to tender by the Tokyo Organizing Committee of the Olympic Games and the Tokyo Metropolitan Government.

POST FUKUSHIMA – TOWARDS A NEW ENERGY MODEL

The Fukushima disaster was a turning-point for Japan's energy strategy. It has developed a new energy model with a much lower dependence on foreign energy sources, instead focusing on technology.

Japan has extracted methane hydrate from the sea bed at depths greater than 1km. In the long-term, this resource could replace oil and according to Tokyo University, the Japanese territorial seabed has sufficient methane hydrate reserves for the country's gas needs for 100 years. Japan also wants to become a 'hydrogen society' and the government has encouraged vehicle manufacturers to develop vehicles – Japan pioneered the development of fuel cell vehicles with limited sales of the Toyota FCHV in 2002 and since 2015 some models of electric cars use hydrogen as their energy source. The next step could be hydrogen powered batteries in Japanese homes. EU companies can benefit greatly by joining these megaprojects at an early stage.

ELDERLY CARE MARKET – HEALTHCARE MARKET

With a life expectancy of an average of 83 years, has one of the highest levels of longevity in the world – this creates both major challenges and substantial business opportunities.

Often referred to as the "Silver Market" as >23% of the total Japanese population was aged over 65 in 2010 (i.e. c. 30 million people). Several market studies reveal that people aged over 65 years might make up 45% of the total Japanese population by 2050, which will profoundly shake the essential fundamentals of the complete Japanese demographics and family life.

Regenerative medicine, medical devices, welfare equipment etc. are sectors offering huge opportunities to EU companies.

Sources: Antoine Parmentier, Jean-Christophe Victor and Rob Van Nylen, for the EU-Japan Centre and to toyota-global.com

➡ <http://www.eu-japan.eu>



BIO AND NANOTECHNOLOGY

The Japanese biotechnology market size was worth 25 trillion yen in 2010. The Japanese biotech industry has been dullish for the last couple of years but the recent extra liberalisation measures and financial incentives implemented by Abe's Cabinet are having a very positive impact on the market capitalisation of publicly traded bio ventures.

The Japanese nanotechnology market is estimated to be worth 13.4 trillion yen in 2020 and could double in size by 2030.

Every year many European companies exhibit their latest technology at the Tokyo Nanotech Trade Fair (it has c. 50,000 visitors).

DIGITAL ECONOMY

Japan's digital economy market in Japan is huge in many aspects: it is very large in annual volume, advanced in state-of-the-art and up-to-date technical applications, it realises what is still wishful thinking in other countries, and is full of opportunities for European enterprises with cutting-edge technology.

With a market value of more than 20 trillion yen in the segment of software and services, the market poses challenges and opportunities both for domestic and overseas vendors. The hardware market size is slightly bigger at 27.5 trillion yen, comprising consumer and industrial electronic equipment, components and devices.

To help EU companies take advantage of these new business opportunities, the EU-Japan Centre has developed a series of specific services:

- HRTF-Japan Industry Insight (4-week training programme + 1-week matchmaking mission, in Japan)
- ICT mission (1-week matchmaking mission, in Japan)
- Nanotech mission (1-week matchmaking mission, in Japan)
- Biotech mission (1-week matchmaking mission, in Japan)
- Vulcanus in Europe (1-year hosting a Japanese intern)
- Step in Japan (logistical support in Japan)
- Partnering support for Japan (Enterprise Europe Network)
- EU Business in Japan (practical information on Japan)
- Technology Transfer (helpdesk for European SMEs)
- Tax and Public Procurement (helpdesk for European SMEs)
- Information desk (business inquiries)



HORIZON 2020 INFORMATION SESSION

OPPORTUNITIES FOR RESEARCH AND INNOVATION STAFF EXCHANGE

On 16 September 2016, the National Contact Point for Horizon 2020 in Japan and the JEUPISTE project (Japan-EU Partnership in Innovation, Science and Technology) organised a seminar on the Marie Skłodowska-Curie actions (MSCA) in Horizon 2020.

50 people participated from universities, research organisations and companies in Japan. In particular, detailed information was provided on the Research and Innovation Staff Exchange (RISE) programme by Ms Aleksandra SCHOETZ SOBCHAK from the Research Executive Agency (European Commission). A new call for proposals for RISE projects will open in December 2016. RISE facilitates staff exchange and is the most widely used mechanism for EU-Japan research cooperation under Horizon 2020. The target for this action are organisations that would like to strengthen their links with Europe. The members of a RISE project can share knowledge and broaden the career development of their staff. Through the project, they can develop sustainable collaborative projects and exchange best practices across borders and sectors. At this seminar, two projects were presented with Japanese partners that are already participating, namely the INCAS project and the INTELUM project.

➡ http://www.jeupiste.eu/events/h2020-infoday-pillar1-rise-2016_en



TRAINING SEMINAR PARTICIPATING IN HORIZON 2020 FROM JAPAN

On 29 July 2016, the JEUPISTE project (Japan-EU Partnership in Innovation, Science and Technology) organised a training seminar on "Participating in Horizon 2020 from Japan" at Kobe University Intelligent Laboratory in Osaka. A total of 40 people participated in the seminar which was structured into four sessions.

The goal of this training seminar was to initiate Japanese researchers, research administrators, Japanese companies and representatives from municipalities into participation to Horizon 2020 projects with European partners. Training topics ranged from the application process for Horizon 2020 to the administrative requirements of Japanese participants during the life cycle of a Horizon 2020 project. Particular attention was given to the actual experience of Japanese organisations in Horizon 2020, highlighting industry-academia-government collaboration. Kyoto Sangyo University, RIKEN and Kobe University shared in detail their experience in Horizon 2020.

➡ <http://www.jeupiste.eu/events/training-seminar-participating-in-horizon-2020-japan>

BOOST YOUR CAREER GRANTS IN PRACTICE!

On 25 July 2016, EURAXESS Japan organised the event "Boost Your Career: Grants In Practice!" to bring the information of Japanese grants to European researchers in Japan, and European grants to Japanese researchers. The event was organised at the EU Delegation to Japan in Tokyo and welcomed more than 200 people.

The JEUPISTE project (Japan-EU Partnership in Innovation, Science and Technology) co-organised the afternoon session on European Research Council (ERC) grants and the Marie Skłodowska Curie Actions (MSCA): Individual Fellowships (IF, postdoctoral) and RISE (for research cooperation). The grant programmes were presented by European Commission officials through a video connection. Next, Japanese grantees and alumni presented their experience in participating to these programmes and provided personal tips to the audience.

➡ <http://www.jeupiste.eu/events/boost-your-career-grants-in-practice>



Ambassador Viorel ISTICIOAIA BUDURA,
Head of the Delegation of the European Union
to Japan



Mr Yasuyuki SAKAI, Parliamentary
Vice-Minister of Cabinet Office



Mr Karmenu VELLA, European Commissioner
for Environment, Maritime Affairs and Fisheries

SPEAKING EVENT: COMMISSIONER KARMENU VELLA ON THE FUTURE OF OCEAN GOVERNANCE

As the majority of oceans lie outside the borders of national jurisdiction, they are by definition a shared resource. While internationally recognised definition of 'international ocean governance' does not exist, the framework is based on the UN Convention on the "Law of the sea", under which a combination of jurisdictional rights, institutions and specific structures have been set.

But is the current framework for international ocean governance effective enough in order to tackle the global challenges and to ensure the sustainable management of oceans and their resources? What kind of action is the EU undertaking and how does it see its role and the role of its likeminded partners such as Japan in shaping the future of international ocean governance?

The EU-Japan Centre for Industrial Cooperation co-organised with the Delegation of the European Union to Japan a speaking event of EU Commissioner Karmenu Vella on 12 May, 2016 in Tokyo.

During the speaking event Commissioner Karmenu Vella, in charge of environment, maritime policy and fisheries in the EU, spoke on the Future of Ocean Governance and highlighted the action the EU is engaged in for assuring a common approach to ocean governance.

The Event attracted about 80 eager participants from various sectors related to the maritime affairs.

➡ <http://www.eu-japan.eu/events/speaking-event-commissioner-karmenu-vela-future-ocean-governance>

DATA PROTECTION REFORM IN THE EU AND JAPAN - CHALLENGES AND SOLUTIONS

A seminar on the Data Protection Reform was organised on 21 April, 2016 in Tokyo with the support of the Delegation of the European Union to Japan and the Japan External Trade Organization (JETRO).

This seminar aimed at providing an opportunity to better understand the state-of-play of the rules on data protection in the EU and Japan where the respective legal frameworks are undergoing reform.

In today's world, cross-border data transfers, including of personal data, are increasing as a result of globalisation, the expansion of cross-border business activities and digitalisation. The establishment and constant improvement of effective data protection frameworks are instrumental in building trust, crucial for innovation and, ultimately, for economic growth. Moreover, it is necessary to guarantee a high level of data protection in both the EU and Japan in order to help facilitate the smooth cross-border transfer of such data.

In this respect, both sides see important developments. In Japan, the amended Act on the Protection of Personal Information was promulgated in September 2015 and the Personal Information Protection Commission (PPC) was established on 1 January 2016 by the amendment of the Act. Currently, the PPC is drafting Cabinet Orders, rules and guidelines to clarify the articles of the amended Act. As for the EU, the General Data Protection Regulation (GDPR) has been politically agreed by the co-legislators at the end of 2015. It was formally adopted in April and will become applicable two years after publication. During this interim period, the European Commission will work closely with the national supervisory authorities in the EU Member States and other stakeholders to ensure the uniform and effective application of the new rules.

This seminar provided an overview of the new personal data protection frameworks in Japan and the EU, including the challenges faced and the solutions to address those challenges.

It attracted more than 180 participants, reflecting a timely organisation and strong interests in the subject.

➡ <http://www.eu-japan.eu/events/data-protection-reform-eu-and-japan-challenges-and-solutions>

JAPAN INDUSTRY AND POLICY NEWS

The Centre is publishing a monthly "Japan Industry and Policy Newsletter".

September issue is available on <http://www.eu-japan.eu/publications/september-2016-japanese-industry-and-policy-news>

RENEWABLE ENERGY 2016

This exhibition seemed to confirm the increasing interest and need for foreign technology in order to fulfil the markets' demand and steps already taken towards the fulfilment of this goal.

➡ <http://www.eu-japan.eu/news/japan-industry-and-policy-news-renewable-energy-2016>

JAPAN-SPACE/EARTH OBSERVATION

Japan-Space/Earth Observation news: 2 new bills on satellite Observation and space activities to be discussed in the Next Parliamentary Session in August.

➡ <http://www.eu-japan.eu/news/japan-industry-and-policy-news-japan-spaceearth-observation>

OFFSHORE WIND TECHNOLOGY

Japan takes a global lead in developing floating offshore wind technology (5-MW offshore turbine successfully installed on a floating structure).

➡ <http://www.eu-japan.eu/news/japan-industry-and-policy-news-offshore-wind-technology>

PRACTICAL USE OF THE NEXT GENERATION MICROALGAE-DERIVED BIO-FUEL

ISUZU MOTORS Co. Ltd. and EUGLENA Co. Ltd. aiming at practical use of the next generation "Midorimushi" microalgae-derived bio-fuel by 2018 with the "DeuSEL" project.

➡ <http://www.eu-japan.eu/news/japan-industry-and-policy-news-practical-use-next-generation-microalgae-derived-bio-fuel>



CALL FOR APPLICATIONS FOR THE MINERVA FELLOWSHIP



By **INES HEGER**, Visiting Fellow
Minerva/1st slot 2016

"Through the Minerva fellowship, I had the opportunity to connect with leaders from the wind industry and discuss challenges for the domestic electricity market's liberalisation it's certainly the time when decisive steps are taken that will shape Japan's energy future. This will have an important impact on wind energy deployment in the country and business opportunities that come along."

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

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

The next slot will be launched in November and it will be held from 1 April to 30 September 2017.

(Deadline to apply: 15 January 2017 • Fellowship: €2000 / month • Location: Tokyo, Japan)

For more info email minerva@eu-japan.gr.jp

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

LATEST MINERVA REPORTS

WIND ENERGY IN JAPAN - INDUSTRIAL COOPERATION AND BUSINESS POTENTIAL FOR EUROPEAN COMPANIES

What are recent trends and policies, relevant to the sector? To which extent can European companies participate in maturing the market and tackling the barriers? The report addresses these questions, maps key players of the sector and presents business opportunities the market holds.

➡ <http://www.eu-japan.eu/publications/wind-energy-japan>

THE MICROALGAE/BIOMASS INDUSTRY IN JAPAN

The report presents the profile of the Microalgae and Microalgal Biomass Industry in Japan with the newest policies, projects and stakeholders involved. The report also assesses and provides recommendations on the cooperation and business potential for the European companies interested in this sector in Japan.

➡ <http://www.eu-japan.eu/publications/microalgae>

INVITATION TO SUPPORT THE **IDENTIFICATION OF EUROPEAN INDUSTRIAL TECHNOLOGIES OF HIGH COOPERATION AND BUSINESS POTENTIAL WITH JAPAN**

Technology Transfer and Open Innovation Consultancies work to enhance industrial cooperation between Europe and Japan.

An international consortium of technology commercialisation support companies headed by Laser Consult Ltd. (LC Innoconsult International) in collaboration with Primary Care Innovation Consulting and Japan Technology Group has been awarded a contract by the EU-Japan Centre for Industrial Cooperation, Tokyo, Japan to find and assess industrial technologies developed in countries of European Union which have the potential to become strong candidates for future partnering, transfer or licensing in Japan. The project will result in a comprehensive public report to be incorporated into a broader framework of EU-Japan industrial dialogue. A particular focus will be on technologies with "lower" international exposure as well as ones originating in the relatively new members of the European Union.

Interested parties are invited to support and take part in the Identification of European Industrial Technologies of high cooperation potential with Japan by contacting following email: eu-jap@lcinnconsult.com

The full press release for this project is available at:

➡ <http://www.innoget.com/D.1403/Seeking-European-Industrial-Technologies-of-high-cooperation-and-business-potential-with-Japan>

"STEP IN JAPAN" **A HOT DESK IN TOKYO!**

LOGISTICAL SUPPORT

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



Details of the support measures offered:

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

Before leaving: prepare your trip!

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

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

➡ <http://www.eu-japan.eu/logistical-support-step-japan>

VULCANUS IN EUROPE **TESTIMONIAL FROM A HOST COMPANY**

"My name is Karol Wawrzyniak, architect at topprojekt in Poland. We were hosting Vulcanus student Takashi Kimba in our team from August 2015 until the end of March 2016.

Takashi was a competition team member. I have to say that he was the best intern in 25 years of office history. He had a genuine interest in architecture and improving spaces for human beings. He was able to take responsibility for his work as a mature designer should. I think Takashi is a trustworthy man and surely a great asset to our company. During his internship we have won an architectural competition for Koszalin's city centre, this project will be built in the forthcoming years.

The office received mention in the international competition for Busan centre of creative economy. Takashi was a one of core designers in this competition as well. I find the Vulcanus programme a really good intercultural exchange opportunity."



KAROL WAWRZYNIAK, topprojekt (Poland) - Vulcanus in Europe 2015/16 supervisor

➡ <http://www.topprojekt.com>

RECRUITMENT OF HOST COMPANIES IN JAPAN

FOR THE VULCANUS IN JAPAN
2017-2018 PROGRAMME



“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>

ヴルカヌスプログラムの受け入れは、弊社にとって 大きな意味を持ちます

弊社はITスタートアップで、世界で使われる優れたプロダクトを目指しています。研修生は才能あふれる優秀なエンジニアで、スムーズにチームに溶け込んだだけでなく、難しい課題にも果敢にチャレンジしてくれました。

弊社は、カルチャーの違いを受け入れ、お互いの意見を伝えあうことを大切にしています。最初はコミュニケーションで苦労した場面もありますが、彼らが自由に発言・活躍できる場を提供することで、チーム全体がグローバル目線で会話できるようになりました。

彼らは日本への関心が大変高く、実際に暮らすなかで日本という国を非常に好きになってくれます。私は彼らに多くの経験を積んで貰い、マルチカルチャーで活躍できる人材になってもらいたいと願っています。

 **Monaca** アシアル株式会社
➡ <http://www.asial.co.jp/en>



By **NOELIA LOMBARDO GAVA**, trainee at Ntt Data Corporation, Vulcanus in Japan 2015-16

“The Vulcanus in Japan programme gave me the opportunity to get to know Japan from many different angles. Since the very first moment, I started learning from Japanese people and their culture, which by the end of the programme, had shaped my way of thinking for the better. I was also given the opportunity to learn Japanese in an excellent school, allowing me to communicate in my daily life and at the company. Last but not least, I was able to work with cutting-edge technology and excellent professionals. This combination of culture, language and working experience will open (and has already opened) doors for an exciting future and a better life.”

KAIZEN WEBINARS - SERIES SUMMER 2016

With about 100 registrations per webinar, our summer series of live Kaizen webinars, targeted at the industrial and the academic sector, have been a great success.



The series were co-organised with Kaizen Institute GmbH (<http://www.de.kaizen.com>), and presented by Mr.

Alan Newbegin and by Ms Nadja Boehlmann. It covered a full range of methods at basic level, offering attendees the key success factors for introducing and implementing Kaizen within their company.

"It was a great pleasure for me to participate in Kaizen webinars. They were very good to follow and well done in my eyes. Before I only had a vague idea what the Japanese quality system is about. Now I have a much better understanding and will profit from that. Especially the part "improve your workplace" inspired me and motivated me some weeks ago to eliminate a lot of paper and unused stuff from my office. I am not done but it feels good to improve my working environment. There are a lot of important aspects in the webinars and I am in discussion with my quality manager about some of them. Thank you very much for offering Kaizen webinars and for accepting our participation. We would appreciate very much to receive invitations for webinars to come." Alexandra Knauer, CEO and Owner, KNAUER Wissenschaftliche Geräte GmbH - <http://www.knauer.net>

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

APPLY FOR THE NEXT 2017 WCM MISSIONS TO JAPAN!

Dates: 26 - 30 June 2017

Application deadline: 23 March 2017

Dates: 11 - 15 September 2017

Application deadline: 27 April 2017

Discover the Japanese approach towards World-Class Manufacturing, learn how Japanese firms achieve superior production standards, focus on the latest trends by visiting the top manufacturing plants in Japan, visit the real "GEMBA" (i.e. production site in Japan) and meet senior Japanese industry leaders Since the first edition in 1992, more than 700 participants from across all EU Member states have participated in this practical training course.



WCM PARTICIPANT'S FEEDBACK

By **AURÉLIEN VOINEAU**, Plant Manager Kechnec, Slovakia for Magneti Marelli Powertrain - WCM participant in November 2014
<http://www.magnetimarelli.com>

"The World-Class Manufacturing approach is applied in all companies that are part of Fiat Chrysler Automobiles, including Magneti Marelli. The method is used from the top management to the shop floor, but due to the fact that we have plants in Asia, Europe, and North and South America, each plant faces its own difficulties.

The message itself is well-understood, but how to apply it is sometimes an issue. Therefore, I wanted to see how WCM is applied in Japan and how it is linked to the culture. When I registered for the WCM course, I was working as production and WCM manager in our plant in France, but I since then, I moved to become plant manager in Slovakia. My current job is to manage the plant in Slovakia; my responsibilities include managing logistics, production and quality, etc., which includes overseeing the application of WCM techniques.

From my experience so far, I would say that the biggest difference between the plant in Slovakia and the one in France are not directly linked to people, but more to the difference in the economic situation. In France right now, there are a lot of highly qualified people looking for jobs, which allows us to pick and choose the best technicians and engineers when we are hiring. Here in Slovakia, there are not that many qualified people applying for jobs, which makes it harder to find the right people and more important to offer extensive training to new staff.

Since I returned to my company, I organised several trainings in order to share the knowledge with my colleagues and understand what our weaknesses are, address them and improve. Of course, there is a big difference between the plant in France, where we had already been awarded a bronze medal for our WCM efforts and were aiming for silver and gold, and the Slovakian branch where we are yet to achieve a bronze medal.

It seems that one thing that has a big influence on the effects of our efforts, is the level of rigour, of strictly sticking to the programme. The more rigorously we work, the more we analyse and keep everything under control, the better are the results - even though you may not see it at first sight. This rigour appears to be present in the mind of Japanese people.

Overall, during the WCM course I was focussed not so much on learning new WCM techniques, but on really understanding the approach. I realised that there is no limit in Japan when it comes to increasing safety, quality and the development of people, and I want to change how we approach these subjects here.

My goal for 2015 was to attain a bronze medal for WCM practices here in Slovakia, and a silver medal in 2016."

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

LEAN VISITS - CALL FOR APPLICATIONS

LEAN IN EUROPE - VISIT TO ODELO - 5-6 DECEMBER 2016

The next Lean in Europe visit will be to Odelo Slovenia, d.o.o, to understand their WCM Strategy and give your feedback on their lean approach and methods. It will take place in Prebold, Slovenia on Tuesday 6 December, with the preparatory lecture the previous evening.

Application deadline: 23 October 2016

For more information contact: Ellen Murrell e.murrell@eu-japan.eu

➡ <http://eu-japan.eu/news/call-applications-lean-europe-visit-11-odelo>

LEAN VISIT - RESULTS

PAST VISIT TO MASERATI

The 10th visit in the LEAN in Europe Driving Competitiveness (<http://www.eu-japan.eu/lean-europe-driving-competitiveness>) series took place on Friday, 23 September.

The first stop was the FCA WCM Academy in Torino (Italy). That was followed by a tour of the Maserati Plant in Grugliasco. A total of 27 people (14 nationalities) took part in the visit.



During the preparatory meeting held the previous evening, participants were set an exercise by the EU-Japan Centre's WCM advisor - Prof. Richard Keegan of Trinity College, Dublin and Enterprise Ireland.

➡ <http://www.eu-japan.eu/events/lean-europe-visit-10-maserati>

STARTING IN OCTOBER LEAN MASTERCLASS PODCASTS

For 24 years, the EU-Japan Centre for Industrial Cooperation has offered a range of activities aimed at helping companies use continuous improvement techniques to become more competitive. Starting in October, the EU-Japan Centre will release "**Getting Things Done**" – a series of podcast lectures by Prof. Richard Keegan giving a sound introduction to the practical concepts of applied Lean.

Each lecture will cover a different topic – so can be viewed separately or as part of series. They were recorded in front of an audience made up of companies who have been through the Centre's lean activities. As well as being the Centre's WCM Advisor, Richard is the Manager of the Competitiveness Department at Enterprise Ireland and an adjunct assistant Professor at the Trinity College Dublin Business School.

The topics covered in the lectures are: 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.

The videos and supporting material can be obtained free of charge at

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



By **DAVORIN DOBOČNICK**,
Managing Director,
Company: Odelo
Slovenija d.o.o. (SI)
WCM - November
2014

➡ <http://www.odelo.si>

"My main motivation was to experience the Japanese culture first hand. Here, in Europe we are trying to grasp the essence of Lean techniques and adjust them to the needs of our company. In Japan, you can see Lean methods not only in companies, but also when you are walking in the streets of Tokyo. Visits to companies, especially the Toyota training centre, I found extremely interesting. I was impressed by the dedication, concentration and enthusiasm of the people who have been working there for decades.

The WCM course in Japan was a very enriching experience. Rather than learning a lot of new information, it was an eye-opener for me that has encouraged me to continue promoting the Lean practices and principles in my plant. It really brought me back to the roots of World-Class Manufacturing, to the realisation that not everything has to be high-tech, we do not always have to invest in something new to make improvements. Since I have returned to my company, one thing I have implemented is the so-called "gemba-walk". More specifically, once per week the management team goes to one part of the plant, where we check the production site and think of the new ideas for continuous improvement in our company. The challenge for our company right now is to stay motivated and keep up the work. When you are pushing a new project, everybody is looking in the same direction to achieve goals.

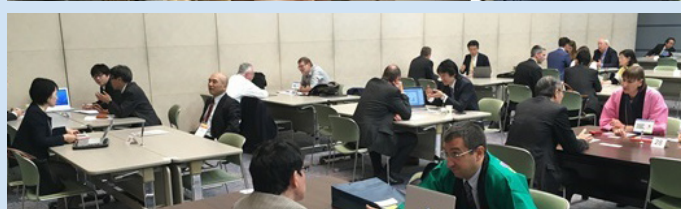
We have been awarded "Lean Company of the year" and received a European award for TPM, and the risk now is that people would lose their drive to stay at the top. My participation in the course has given me new energy and inspiration to prevent this from happening at our company."

A DELEGATION OF 52 EU CLUSTERS AND COMPANIES ATTENDING A BIOTECH MISSION TO JAPAN

For its 4th edition, the EU-Japan Centre organised a biotech matchmaking mission, this time jointly with “bioXclusters PLUS” (www.bioXclusters.eu) team, 4 leading biotechnology and healthcare clusters (Biocat, BioM, BioPmed and Lyonbiopole) involved in the “European Strategic Cluster Partnership alliance on Personalized Healthcare” an initiative* supported by the European Commission.



Welcome remarks from the Kansai Bio Clusters stakeholders at the beginning of the partnering conference.



Thanks to this exceptional and mutual collaboration, 52 participants, mainly representatives of EU SMEs, as well as 7 clusters, 1 large company and 1 Institute from 9 different European countries (Austria, France, Germany, Greece, Italy, Netherlands, Spain, Sweden and UK) attended this joint mission. The 5-day mission started on Monday, 10 October in Osaka and ended up on Friday, 14 October in Yokohama.

During these days participants attended lectures and experts presentations on business opportunities, European Biotech & Pharma Partnering Conference at Senri-Life Science Foundation in Osaka, took part to pre-arranged B2B meetings with companies from the Kansai regions and gained 3 day access to the famous Bio Japan Expo in Yokohama.

The first day marked a very successful kick-off; participants attended three lectures: 1. the Japanese biotech industry, 2. the Japanese public procurements in the life sciences/biotech area and 3. the status and challenges of the medical/biotech market in Japan. The presentations attracted many questions, especially from several participants who had already considered to apply for public tenders and wanted to know more details about the application process.

On the second day, during the European Biotech & Pharma Partnering Conference at Senri-Life Science Foundation in Osaka, EU participants had the opportunity to meet with potential Japanese partners.

As a result, a total of 288 pre-arranged B2B meetings were held with 61 Japanese companies and organisations from the Kansai region. The Enterprise Europe Network (EEN-Japan & Berlin Partner) set up pre-arranged meetings using a matchmaking platform (<https://www.b2match.eu/EUJ-bio-pharma-BE-2016>).

Finally, for the last 3 days of the mission, participants attended the Bio Japan Expo in Yokohama.



SPECIAL THANKS

The EU-Japan Centre would like to thank **Senri-Life Science Foundation** (<http://www.senri-life.or.jp>), **Osaka Bio Headquarters** (<http://www.osaka-bio.jp/en/>) and **BioM** for playing an important role in optimising valuable business connections for the B2B event in Osaka. This mission would not have been so successful without their support.



* The European Strategic Cluster Partnership alliance on Personalized Healthcare, “bioXclusters PLUS” (www.bioXclusters.eu) is a project supported by the European Commission that unites 4 leading biotechnology and healthcare clusters with the objective of fostering the internationalisation of the wide and innovative network of Small and Medium Enterprises in the participating regions:

- Bavaria – represented by BioM ➡ <http://www.bio-m.org/index.html>
- Catalonia – represented by Biocat ➡ <http://www.biocat.cat/en>
- Piedmont – represented by bioPmed ➡ <http://www.biopmed.eu>
- Rhône-Alpes – represented by Lyonbiopole ➡ <http://www.lyonbiopole.org>

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

See also information on BioXclusterPlus on page 17, BerlinPartner participation on BioJapan on page 23, information on Biotechnology in Japan on pages 21.

NEXT MISSION TO JAPAN

THE EU-JAPAN CENTRE IS CURRENTLY CALLING FOR APPLICATIONS FOR:

HUMAN RESOURCES TRAINING PROGRAMME - JAPAN INDUSTRY INSIGHT (H RTP)

- **Mission dates:** 8 May – 2/9 June 2017
- **Application deadline:** Thursday, 23 February 2017

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

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

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

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



➔ <http://www.eu-japan.eu/events/hrtp-human-resources-training-programme-japan-industry-insight>

FEEDBACK ABOUT H RTP

FROM A SPANISH SME AND FROM ITS SUPPORT ORGANISATION MEMBER OF EEN



Cultifort, a fertiliser company from Valencian Region (<http://www.cultifort.com>), was selected in May to participate in the H RTP- Human Resources Training Programme-Japan Industry insight. Eva Sendra, from Cultifort, enjoyed for more than one month a European Commission funded mission in Japan, managed by the EU-Japan Centre (the EEN - European Enterprise Network in Japan) and IVACE -Valencian Competitiveness Institute, as the EEN contact point in Spain. In Cultifort, Spain, they produce fertilisers since 1981 and they sell them in different regions of Spain and also in other countries around the world, from South America to Russia. They are also the plant breeder of an early variety of clementine, marketed under the name of the company. By participating in the H RTP, she had two main goals, the first one was related to the personal and cultural enrichment of learning directly from the Japanese culture. The second objective of participating in this programme was related to the potential business collaborations with companies from the agricultural field, to cooperate with them and to take advantage of obtained synergies.



Eva is the second generation of the family business and she is developing the international markets. By participating in this program, she has learned a wide overview about the Japanese culture and its behaviour in general and as members of the companies in which they work. She has also learned about other participants from other European countries: Lithuanian, Estonian, Dutch or French, among others.

For her, the most interesting activities of the program were the most practical ones, which had allowed her to interact with Japanese people and also with the rest of H RTP participants, such as the seminars and also the ones most directly related to the daily business, and the visits to Japanese companies during the individual company visits.

Also during their leisure time she had time to visit different cities such as Tokyo, Kyoto, Kamakura, Hakone or Miyashima, and enjoy the Japanese culture, tradition, hospitality and of course delicious food!

IVACE was asked to be involved through EEN services, including the creation of an EEN profile that will be promoted after the mission to raise interest from Japanese partners. Before, IVACE had supported Cultifort by advisory services, commercial missions to Turkey or Peru or in attracting importers to Valencia.

It has been a great experience at all levels and Eva would absolutely recommend it! Gambatte kudasai!

CASE STUDY: STAR NAILS BULGARIA LTD.



ABOUT THE COMPANY

Star Nails - Bulgaria Ltd. was founded in 1993. The company was inspired by the latest manicure trends and became an undisputed market leader. It was a first company that introduced the nail extension system in Bulgaria.

Star Nails is a member of the Association of Small and Medium Enterprises of the Beauty and Healthcare Industry. The company is also a member of the Bulgarian National Association of Essential Oils, Perfumery and Cosmetics. In 2000, the company started its own production based in Plovdiv. In 2007, the company registered its trademark - SNB®. Today's range of SNB products accounts up to more than 200 items and continues to grow.

In 2013, the company brand SNB Professional won the prestigious "Brand of the Year" award in the Category "Beauty" of the annual "Show of brands." Since its establishment, the SNB brand has been getting a constantly growing interest from customers. SNB products are presented at various international and national exhibitions, such as Cosmoprof Worldwide Bologna, InterCharm Moscow, Fair Pedicure Rotterdam, Cosmetics, Beauty, Hair – Bucharest and others.

WHY JAPAN?

Firstly, Japan has a multi-million market with sophisticated consumers who appreciate cosmetic products with natural ingredients. Star Nails Bulgaria Ltd. has been trying hard to provide and implement natural ingredients in their cosmetic formulations and this has made them believe that their products will be accepted well in Japan.

Bulgaria is famous worldwide with Rosa Damascena products, also known in Japan. That was another reason why the company wanted to introduce their premium Rosa Damascena series for spa, manicure and pedicure treatments.

In addition, Ms Dinkova, a general manager of the company, has always admired Japan and considered a great challenge the opportunity to compete with their products on this highly developed market. According to her, Japan is a part of the world where consumers have highest demands and expectations for quality and effect.

Last but not least, in 2014, the company had the chance to participate in BeautyWorld Japan, the largest trade fair for the beauty & spa industries in Japan, thanks to the support provided by the Bulgarian Small and Medium Enterprises Promotion Agency. That was the first opportunity that kick-started their business ventures in Japan.

WHY THE H RTP MISSION?

Prior to Miss Svetlina Nikolova's participation in the Human Resources Training Programme (H RTP - <http://www.eu-japan.eu/events/h RTP-human-resources-training-programme-japan-industry-insight>) organised by the EU-Japan Centre for Industrial Cooperation in 2015, Star Nails Bulgaria Ltd. already had some contacts with Japanese companies. However, it was difficult to understand the Japanese way of thinking, how they run their meetings and general decision-making processes. Mainly because Japanese business etiquette is so different from the European business style which tends to be more individualistic, in comparison to the collective decision-making in Japan.

"Prior to my participation, I did not understand why Japanese businessmen are postponing their answers for so long or why they do not reply to me with certain choices or solutions, but then I understood that this is because of a different decision-making process as well as different hierarchies because it's very important who you are communicating with and who is the decision-maker" – Svetlina Nikolova.



INTERVIEW MADE WITH

Svetlina NIKOLOVA, Sales Manager, H RTP 2015 participant

- **Company history in Japan:** business partners in Japan since 2014
- **Size:** 48 employees in Bulgaria
- **Target market:** cosmetics/luxury goods

<http://www.starnails.bg>

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

➔ <http://www.eubusinessinJapan.eu/library/publication/case-study-star-nails-bulgaria-ltd--sme--have-partners-in-japan>

NOT A MEMBER YET? SEE ON PAGE 13 HOW TO REGISTER.

INFORMATION PLATFORM

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

With [www.eubusinessinjapan.eu](http://WWW.EUBUSINESSINJAPAN.EU), EU companies wishing to do business in Japan will be able to get access to a lot of practical information on how to do business with Japan. The Centre published on the website a wide variety of webpages, expert reports and e-learning resources, and regularly organises 2-3 webinars per month covering Japan-related operational matters, industrial sectors and cultural aspects to assist EU companies in seizing opportunities in the Japanese market.

Feel free to register on <http://www.eubusinessinjapan.eu/user/register>



LATEST REPORTS

CULTURAL APPROACH TO DEALING WITH JAPANESE BUSINESS

This report provides with an overview of Japanese business culture. More specifically, it looks into the differences that occur between SMEs and large companies. It identifies business-related situations where misunderstandings arise and explain meaning and intentions behind them. Furthermore, this report suggests that Japanese and European enterprises share the same cultural values, but to a certain extent, express them in different ways. Finally, this report gives some practical recommendations for European companies in order to be better prepared when doing business in Japan

<http://www.eubusinessinjapan.eu/report-cultural-approach-to-dealing-japanese-business>

JAPAN'S PERFORMING VISUAL ARTS SECTOR

Between 2001 and 2014, the Japanese live and entertainment market (music and stage performances) has grown from 256.2 billion JPY to 426 billion JPY (PIA Corporation, 2015). Hence, as this report suggests there is huge scope for developments between Europe and Japan in this regard. The purpose of this report is then to compose a practical Japan entry guide for Arts professionals in Europe who are regularly involved with international shows and event organisation. It should also appeal to those seeking insight into Japan as a new market for Arts productions, as well as those with an active professional interest in the Arts.

<http://www.eubusinessinjapan.eu/library/publication/report-japans-performing-visual-arts-sector>

NEXT WEBINARS:

- "Tech-transfer" webinar: Universities and banks: a winning long-term relationship? (20 October)
- "About Japan" webinar: Drone Market in Japan (25 October)
- "Tech-transfer" webinar 8 (8 November)
- "About Japan" webinar: How to Advertise in Japan (15 November)
- "About Japan" webinar: Japan Tax and Public Procurement (22 November)
- "About Japan" webinar: The Japanese Composite Material Sector (29 November)

HUMAN ASSISTANT ROBOTICS IN JAPAN

Japan's ageing population is now accelerating the development and implementation of human assistant robots. Hence, the aim of this report is to provide with an overview of the Japanese human assistant robotics market, including the analysis of influencing factors and societal trends. In addition, it seeks to portray the market environment as well as possible opportunities and challenges for European companies.

<http://www.eubusinessinjapan.eu/library/publication/report-human-assistant-robotics-in-japan>

CLUSTER MAPPING IN JAPAN 2016

Following a first mapping attempt in 2013, the EU-Japan Centre proceeded, in 2016, with a new screening online in order to identify new clusters and better assess already existing ones identified in 2013. Hence, this report suggests that Japan benefits from an important cluster community (at least 52 cluster organisations in 2016), mostly operating in Pharmaceuticals, Biotechnology, Healthcare, Medical and Welfare sectors (28/52), and in other sectors, such as Electronics, Environment, ICT, Automotive and Aerospace.

<http://www.eubusinessinjapan.eu/library/publication/report-cluster-mapping-in-japan-2016>

ARTIFICIAL INTELLIGENCE

The Japanese government is betting on Artificial Intelligence (AI) as the key to rewrite Japan's blueprint for the future. Japan's Prime Minister Shinzo Abe has called for greater use of AI and robotics including IoT as part of the government's economic growth strategy, urging businesses to invest more into researching new technologies. AI was one of the strongest fields of development in 2015 and this trend will likely continue in 2016. Hence, this report provides a useful summary of the current status of artificial intelligence market in Japan. It presents an industry overview, insights into the market trends, its size, key drivers and challenges that affect the growth of the market. Furthermore, this report provides information on key players as well as the development of new products, including R&D activities.

<http://www.eubusinessinjapan.eu/library/publication/report-artificial-intelligence>

DECISION-MAKING PROCESS IN JAPAN

Many Europeans who have worked with Japanese often point out their observation that it takes much longer for Japanese to make a decision. This video explains why it may take a long time for Japanese to make a decision and also suggests tips on what you can do to accelerate a decision-making process.

<http://www.eubusinessinjapan.eu/library/e-learning/presentation-decision-making-process-in-japan>

AVAILABLE SUPPORT **FOR EU SMEs!**

NEWS FROM THE CENTRE's JAPAN TAX AND PUBLIC PROCUREMENT HELPDESK



METI TO EXTEND FINANCIAL SUPPORT FOR OVERSEAS TENDERING

The Ministry of Economy, Trade and Industry (METI) will extend its financial support to Japanese construction companies participating in tenders overseas, Nikkei reports (http://www.nikkei.com/article/DGXLASF529H32_Z20C16A8PP8000/).

The support is part of the Japanese government's drive to increase so-called 'infrastructure exports' in the coming years. The move is prompted by the increase in 'Design-Build' tenders, where design and construction of publicly offered projects are combined. Design-Build is still relatively rare in Japan itself, and METI believes that these types of public tenders increase the burden of companies. It therefore is planning to give support to 50% of the costs for surveys on the spot, necessary to prepare before a tender to Japanese companies.

In its supplementary budget, METI is planning to increase the subsidy system with an additional ¥500 mln (€4.3 mln) on top of the on top of the ¥2 billion (€17.5 mln) already set aside for the measure. Costs for feasibility surveys such as market surveys and drilling services to assess the promise of project before tendering will receive support from METI. In 2015, the IHI Corporation conglomerate already received government support when it participated in a tender for bridge construction in Turkey.

While thus far Japanese construction giants have made forays into global markets, their European counterparts have found it difficult to enter the Japanese market for construction of public works.

More on:

<http://www.eubusinessinJapan.eu/issues/entry-strategy/government-procurement/procurement-news/meti-to-extend-financial-support-for-overseas-tendering>
Source: Nikkei Online (http://www.nikkei.com/article/DGXLASF529H32_Z20C16A8PP8000/)

TOKYO OLYMPICS VENUE TENDERS COME UNDER SCRUTINY

A research-team working for Tokyo's Political Reform Headquarters (toukyoutou tosei kaikaku honbu), established by recently elected governor Yuriko Koike is proposing drastic review of three of the main Olympic venues. It is investigating the ballooning costs for preparations of the Tokyo 2020 Olympics, which had soared from about 154 billion JPY (1.3 EUR billion) at the time of their bid to an estimated 458 billion JPY (4.1 EUR billion) in September 2013. Since then the city had changed the original plans by decreasing the number of new venues to about 224 billion (1.9 EUR billion), but many believe that the costs will again increase further.

More on:

<http://www.eubusinessinJapan.eu/issues/entry-strategy/government-procurement/procurement-news/tokyo-olympics-venue-tenders-come-under-scrutiny>
Sources: Nikkei (http://www.nikkei.com/article/DGXLASDG27HBV_X20C16A9MM8000/?n_cid=NMAIL001); Sports Nippon Newspapers (<http://www.sponichi.co.jp/society/news/2016/09/28/kiji/K20160928013434380.html>)

MLIT APPROVES LRT CONSTRUCTION IN UTSUNOMIYA

MLIT announced that it has approved Utsunomiya City's plans for construction of a Light Rail Transit (LRT) system in the Tochigi city. While there are other LRT systems in Japan, this will be the first LRT built from scratch.

Utsunomiya and neighboring Haga town have established a managing company for venture, Utsuno-miya Light Rail Co. Ltd. The entity is majorly owned by public entities, including Utsunomiya itself. A company set up by local businesses is the largest private investor in the venue. Other participants include Kanto Bus Co. Ltd and Tobu Railway Co Ltd.

More on:

<http://www.eubusinessinJapan.eu/issues/entry-strategy/government-procurement/procurement-news/mlit-approves-lrt-construction-in-utsunomiya>
Sources: MLIT (http://www.mlit.go.jp/report/press/tetsudo03_hh_000074.html); trafficnews.jp (<http://trafficnews.jp/post/57687>)

NEW IMPETUS FOR THE **JAEA-EURATOM RESEARCH COOPERATION IN NUCLEAR SAFEGUARDS AND SECURITY**

On 20 May 2016, a steering committee meeting of the collaboration under the agreement between the Japan Atomic Energy Agency (JAEA) and the European Atomic Energy Community (Euratom) in the field of Nuclear Material Safeguards Research and Development took place in Brussels.

The European Commission's science and knowledge service, the Joint Research Centre, acts as the implementing body for this agreement on behalf of the Euratom. The two parties decided to amend the JAEA/Euratom R&D agreement to extend its duration for additional five years and to include cooperation in the field of information exchange on characterisation techniques

required for decommissioning of reactors, spent fuel, and radioactive waste; containments and surveillance; process monitoring; and coordination of technical support to third countries.

The JAEA/Euratom cooperation goes back to 1990 with projects in the field of training and education, nuclear forensics, particle analysis and detection technology being the core business of the successful long lasting cooperation. One of the JAEA/Euratom joint projects addressing neutron resonance densitometry demonstrated the potential of the technique to characterise melted nuclear fuel and received one of the most important Atomic Energy Society of Japan (AESJ) awards – 2016 Award for Distinguished Technology Development.



Signature of the agreement amendment in May 2016 by Mr Mochiji, Director of Japan's Integrated Support Center for Nuclear Nonproliferation and Nuclear Security and Mr Šucha, Director General of the European Commission Joint Research Centre.

➔ <https://ec.europa.eu/jrc> - JRC Science Hub

EXPERIENCES SHARED IN DEALING WITH **ENERGY EFFICIENCY IN EXISTING BUILDINGS**

During the European Sustainable Energy Week in June 2016, the Japanese government shared its experience in the field of energy efficiency in buildings during a conference in Brussels entitled "How to boost energy efficiency in today's buildings– international perspectives".

The event also included insights from USA and Korea as well as from the European Union through the work of the Concerted Action, which gathers representatives of national ministries in charge of implementing the Energy Performance of Buildings Directive (EPBD). The EPBD is currently under review and a proposal for a new Directive is expected in the autumn of 2016.

It is important to address energy efficiency at the buildings level as they are responsible for 40% of energy consumption and 36% of CO2 emissions in the EU. Two-thirds of buildings in the EU were built when energy efficiency requirements were limited or non-existent and most of these will still be standing in 2050. Increasing the rate of deep renovation in the building sector is essential to meet the European Union's energy targets for 2020 and 2030.

The aim of the event was to share experiences on this topic from various parts of the world. Mr Ikuo Hamanaka from the Japanese Agency for Natural Resources and Energy presented the situation of his country's building stock and the current policies. Japan has set a national target for energy efficiency for 2030, which is in line with the country's commitment in the Paris Agreement; the ambitious target is to improve energy efficiency per GDP by 35 % compared to 2012.

Mr Hamanaka's full presentation can be accessed on: <http://www.eusew.eu/sites/default/files/programme-additional-docs/02.%20Ikuo%20Hamanaka.pdf>

Presentations of the other speakers on:

<http://www.eusew.eu/how-boost-energy-efficiency-today%E2%80%99s-buildings%E2%80%93international-perspectives>

➔ <http://www.eusew.eu/about-conference>

H2020 INNOSUP-08-2017 CALL FOR EEN PARTNERS

A BETTER ACCESS TO INDUSTRIAL TECHNOLOGIES DEVELOPED OVERSEAS

According to the OECD, the US and Japan dominate R&D stocks for technologies ready for uptake by industry. 40% and 28% of the R&D stock held in OECD countries are located in the US and Japan respectively. Technologies are however hardly accessible for European SMEs, while multinational companies face less challenges in this respect. Access to technologies overseas is hampered amongst others by a mismatch of institutions and methodologies for technologies transfer. The friction from differences in approaches to technology transfer becomes evident in the daily work of the Enterprise Europe Network (EEN) in which overseas entities became members on a self-financing basis.

These network partners adopt the network's working methods but face the challenge that direct interaction is hampered by the geographic distance, as a result, real hand-on cooperation with overseas partners in the EEN remain limited.

A limited number of experimental projects between the network sector groups and overseas partners of the Enterprise Europe Network shall be supported by grants. The objective is to better capitalise the industrial R&D stock of overseas OECD countries in the context of sector groups of the Enterprise Europe Network in collaboration with clusters.

The action should develop and test new service formats by taking up elements of the technology and knowledge transfer practices of the network partners in the US, Japan and Korea – and other countries as appropriate – to assist SMEs to tap the pool of industrial knowledge and technologies in these countries.

As the action shall provide a better access to results of applied industrial research across Europe and shall achieve a structural impact on the methods of the EEN, only partners in EEN – including in the targeted countries overseas – are eligible to participate under this topic.

➡ <http://ec.europa.eu/research/participants/portal/desktop/en/opportunities/h2020/topics/innosup-08-2017.html>

THE ANNUAL UNION WORK PROGRAMME FOR EUROPEAN STANDARDISATION

European standards have proven to be an important policy tool for European policy making.

By driving the development of European standards for goods and services in strategic priority areas representing expanding markets, the Commission aims to create a competitive advantage for European enterprises, in particular for SMEs. The publication of the annual Union Work Programme for European standardisation (AUWP) is a requirement set by the Regulation (EU) 1025/2012 (the Regulation) and aims to identify strategic priorities for European standardisation reflecting the policy objectives set by the Commission in its own planning.

Source: European Commission

➡ <http://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:52016DC0357&from=EN>

EU & JAPAN: LET'S BROADEN RESEARCH HORIZONS!

SCIENCE COMMUNICATION EVENT ON 6 NOVEMBER, TOKYO, JAPAN

This session within the JST Science Agora 2016 (the most important open science fair in Japan) is co-organised by EURAXESS Japan, the Japan Student Services Organization (JASSO), and the Department for Promotion of Science Education, Japan Science and Technology Agency (JST).

The event will allow European (EU-28 nationals) researchers and students to present their research projects, along with Japanese graduate students and high school students.

The 9 speakers total (3 researchers, 3 graduate students, 3 high school students) will each fit into one specific theme of the 2016 edition of the Science Agora: food & health; culture, arts & sports; and disaster mitigation/revitalization. The event will not only feature presentations by the speakers but intense dialogue sessions where both speakers and audience are expected to reflect on the concepts of open science (science for society, society for science), following the three main themes.

Source: EURAXESS

➡ <http://ec.europa.eu/euraxess/index.cfm/links/singleNews/56805>

EU MAG ISSUE 53

The Delegation's monthly online Japanese-language magazine, EU MAG, covers a wide range of EU topics, from regulations and policies to culture and people in a colourful, engaging format. It is aimed at a wide readership, but would also be of use to those researching the EU and its policies.



Source: Delegation of the European Union to Japan

➡ <http://eumag.jp/>

CLUSTER INITIATIVE **FUNDED BY THE EUROPEAN COMMISSION**

EUROPEAN BIOTECH & PHARMA PARTNERING CONFERENCE BIO JAPAN CONVENTION

bioXclusters plus – the European Strategic Cluster Partnership on Personalized Healthcare, gathering 4 European BioClusters: Biocat, BioM, BioPmed and Lyonbiopole and co-funded by the COSME Programme of the European Union – organised a trade mission gathering clusters and their companies, that headed to Japan this month. The mission was organised in coordination with the EU-Japan Centre that offered a “Biotech Cluster SME Mission” from 10 to 14 October 2016.

The programme included workshops about Japanese life science market and regulation (10 October). During the “European Biotech & Pharma Partnering Conference” (11 October), at Senri-Life Science Foundation, in Osaka, the business representatives got the occasion to have pre-arranged B2B meetings with companies from the Kansai regions – in cooperation with Osaka Bio Headquarters. The event also included expert presentations on business opportunities for European clusters and their companies in the region. Then the full delegation joined the Bio Japan Conference in Yokohama (12-14 October).

For more information regarding the mission please contact the regional contact point:

- Biocat: Jordi Fabrega (jfabrega@biocat.cat)
- BioM: Dr. Stephanie Wehnelt (wehnelt@bio-m.org)
- BioPmed: Alberto Baldi (baldi@bioindustryark.it)
- Lyonbiopole: Simon Gudin (simon.gudin@lyonbiopole.com)

Find more information about the full programme mission and bioXclusters Plus initiative online on <https://bioxclusters.eu>

See also mission details on page 10 of the newsletter and on the European Cluster Collaboration website: <http://www.clustercollaboration.eu>

VISIT OF EUROPEAN ECONOMIC AND SOCIAL COMMITTEE TO JAPAN

The Role of non-governmental organisations in the monitoring and implementation of the EU-Japan Free Trade Agreement

On-going negotiations are leading up to the conclusion of the EU-Japan Free Trade Agreement (FTA)/Economic Partnership Agreement (EPA). This agreement not only deals with trade; it will have important economic, social and environmental consequences for both societies. The automobile, public procurement, services, agricultural and chemicals and pharmaceutical sectors among others, are concerned.

As in all Free Trade Agreements the EU has concluded since 2006, the EU-Japan FTA/EPA will include chapter on Trade and Sustainable development, and within that chapter, provisions detailing the role of civil societies from both sides in monitoring the implementation of the agreement.

Normally, a provision is included on the establishment of two Domestic Advisory Groups (DAGs), bringing together a range of representative organisations from both sides, as well as a provision establishing a Joint Consultative Committee (JCC) which brings together the DAGs from both sides, and which has the right to advise the authorities in the EU and in Japan on issues of economic, social and environmental importance, under the agreement.

Held on the 11-13 October 2016, the outcomes of the mission could bring an important added value to the on-going negotiation process, and the shape and modalities of such a civil society monitoring mechanism.

The objectives of this EESC mission, therefore, are:

1. Concerning the FTA/EPA negotiation process in general: to collect and assess the perspectives of Japanese civil society actors, and to exchange views with Japanese stakeholders and counterparts;
2. With regard to the specific provisions establishing a formal way for civil society to express its views on the agreement once it is being implemented: to explore ways in which economic, social and environmental organisations on both sides could be represented;
3. The possible set-up, composition and functioning of the DAGs on both sides, and of the JCC.

Source: EESC

EURONANOFORUM BIANNUAL CONFERENCE 2017

The EuroNanoForum biannual conference, now in its 8th edition, has grown since 2003 into the most significant European forum in its field for scientists, industrialists and policy makers. ENF2017 will review the latest developments in nanotechnology & advanced materials and discuss their contribution to European manufacturing across all industries.

The discussion this year will also be extended to framework conditions like education, standards, regulations, IPR and safety issues, as well as entrepreneurship and industrial policy. The program includes sessions on finance and funding through European and National programs, in particular Horizon 2020, smart specialisation and public-private partnership initiatives.

The event is organised under the auspices of the Maltese presidency of the European Union and in cooperation with the European Commission's Directorate-General for Research and Innovation.

Further details regarding the full agenda, speakers' profiles, the brokerage event, registration, accommodation options, evening functions, and sponsorship packages will be soon available on the event's website.

<http://euronanoforum2017.eu>

THE SME INSTRUMENT'S OVERSEAS TRADE FAIRS PROGRAMME WILL ATTEND FOE IN TOKYO IN APRIL 2017!

The aim of the Overseas Trade Fairs Programme (OTFs) is to support the commercialisation of EU innovations outside the EU. To do so, the European Commission will subsidise the participation of up to 15 Champions each at 15 renowned international Trade Fairs in 11 countries throughout 2017 and 2018.

In Japan, OTFs will attend the 17th Fiber Optics Expo (FOE <http://www.foe.jp/en>) that will take place from 5th to 7th April 2017, in Tokyo. Applications are open to Phase 1 and Phase 2 SME Instrument Champion's until 9th December 2016. (<https://ec.europa.eu/eusurvey/runner/SMEInstrumentOTFAApplicationFOE2017>) FOE is Asia's leading exhibition and conference gathering optical communication systems and equipment, transmission equipment and devices, as well as optical measuring and inspection equipment, etc. It is held within Communications & Broadcasting Word 2017, and Telecom carriers and telecom

system manufacturers from around the world will be visiting the show for business meetings and technical consultations. The past edition saw 59,745 visitors and 260 exhibitors from around the world.

OTFs will be providing mentoring to the selected participants for FOE including a day of briefing in Brussels (currently planned on 13/2/17) where they will receive information on the evolution of the Japanese market and opportunities there (in sectors relevant to FOE), Japanese business culture, as well as on practicalities of the mission and matchmaking with Japanese counterparts.

➡ <http://ec.europa.eu/easme/en/sme-instrument-s-overseas-trade-fairs-programme>

COMMISSION TO INVEST €8.5 BILLION IN RESEARCH AND INNOVATION IN 2017

On the 25 July, the European Commission announced an investment of €8.5 billion to be released during 2017 into research and innovation, following an update to the Work Programme of Horizon 2020, the EU's research and innovation funding programme.

The updated Work Programme (<http://ec.europa.eu/research/participants/portal/desktop/en/home.html>) builds on the success of Horizon 2020 to date, but introduces important novelties. A particularly important change is the introduction of open research data (http://ec.europa.eu/research/press/2016/pdf/opendata-infographic_072016.pdf) in all new Horizon 2020 calls and the strong commitment to research integrity

and simplification (<http://ec.europa.eu/research/index.cfm?pg=newsalert&year=2016&na=na-220716>) as a driver for research quality. For projects funded under the programme, free online access to scientific data will become the norm.

This move will boost competitiveness through open science by accelerating innovation and collaboration, improving transparency, and avoiding duplication of efforts.

Source: European Commission

➡ <http://ec.europa.eu/research/index.cfm?pg=newsalert&year=2016&na=na-250716>

EUROPEAN COMMISSION TO INVEST €90 MILLION IN 65 INNOVATIVE BUSINESSES

The European Commission will invest a total of €90 million coming from new Horizon 2020 grants in 65 innovative small and medium-sized enterprises (SMEs) from 18 countries.

Each project, 56 in total, will receive up to € 2.5 million (€ 5 million for health projects) to finance innovation activities in this latest round of Horizon2020 SME Instrument Phase 2. Spanish SMEs were the most successful with 19 companies who will receive € 20.6 million in total. They are followed by 7 Italian SMEs who will share € 8.6 million and 6 German SMEs that will get € 7.7 million to share. Most projects are in the field of ICT with 12 proposals funded, followed by 9 in the field of transport and 7 in low carbon energy efficient systems.

The European Commission received 1,167 project proposals by 15 June 2016, the third cut-off date for Phase 2 in 2016. So far 529 SMEs have received funding under Phase 2 of the SME Instrument.

Thanks to the funding, the selected SMEs can finance innovation activities like demonstration, testing, piloting, scaling up and miniaturisation, in addition to developing a mature business plan for their product. The companies involved in the projects will also benefit from 12 days of business coaching.

Source: European Commission

➡ <http://ec.europa.eu/research/index.cfm?pg=newsalert&year=2016&na=na-250728>

SIXTH TOKYO INTERNATIONAL CONFERENCE ON AFRICAN DEVELOPMENT (TICAD VI)

The Sixth Tokyo International Conference on African Development (TICAD VI) took place in Nairobi, Kenya on August 27/28.

This was the first TICAD conference held in Africa and was chaired by Prime Minister Shinzo Abe of Japan, President Uhuru Kenyatta of Kenya and President Idriss Deby Itno of Chad, who is also the current chairperson of the African Union. TICAD VI attracted over 11,000 participants, including representatives from 53 African countries, several Asian and development partner countries, representatives of international and regional organisations, the private sector, and various nongovernmental organisations. In addition, Prime Minister Abe was accompanied by a trade mission with leaders of 77 Japanese businesses and universities, who presented Japanese private sector initiatives throughout the conference. Topics discussed during the 2-day conference included Japanese investment in Africa, new challenges facing Africa and the establishment of a Japan-Africa public-private economic forum to promote private sector investment in Africa. Prime Minister Abe held meetings with 26 African leaders and participated in several high-level events organised by Japanese public and private sector organisations.

Source: Mission of Japan to the European Union

➡ http://www.mofa.go.jp/af/af2/page3e_000453.html

INTRODUCING “WE ARE TOMODACHI”

“We are Tomodachi” is an online magazine published on the JapanGov official government website, which features articles on topics such as Japan’s attractions, contributions, and technology, and also introduces initiatives by the Japanese Government. “We are Tomodachi” is published about 4-5 times a year, with editions every season as well as some special editions, such as the 2016 G7 Japan edition.

“Tomodachi” is a Japanese word meaning friend, and the theme of friendship can be seen throughout each edition of the magazine. A regular feature is the “Friends of Japan” report, where individuals from around the world living in Japan are introduced.

Each edition also usually includes recent speeches given by Prime Minister Abe, a collection of photographic moments of Prime Minister Abe, articles on Japanese culture, a highlight on personal experiences with the JET Programme, and a section on Japanese citizens contributing to society worldwide.

The most recent edition, Autumn 2016, focuses on the recent TICAD VI held in Nairobi in August 2016, and various aspects of the relationship between Japan and Africa.

Source: Mission of Japan to the European Union

➡ <http://www.japan.go.jp/tomodachi>

INVEST JAPAN CARAVAN SEMINAR ON ICT SECTOR

JETRO (Japan External Trade Organization) and METI (Ministry of Economy, Trade and Industry) co-organised continuous seminars titled “Invest Japan Caravan Seminar on ICT sector” from 27 June to 1 July in Warsaw, Budapest, Praha, Vienna, and Cluj-Napoca.

JETRO invited Mr. Akira Makino, a specialist on ICT market in Japan, from ITR Corporation and he explained

characteristics of Japanese ICT market and its latest trends. General Directors of JETRO also explained about improving Japanese business environment and JETRO support provided to foreign companies.

The Seminar was attended by around 200 participants in total, reflecting a strong interests in Japanese market from IT companies from the CEE regions. JETRO plans to have a business delegation to Japan on ICT sector from 24 to 28 in October when the autumn edition of “Japan IT week”, which is one of the biggest IT exhibitions in Japan, will be held.

Source: JETRO Warsaw & JETRO Bucharest



KOBE BIOMEDICAL INNOVATION CLUSTER

EXHIBITS AT MEDICA2016 - HALL16-B51

14-17 NOVEMBER 2016, DUSSELDORF, GERMANY



Kobe Biomedical Innovation Cluster (KBIC) will exhibit at MEDICA2016 (<http://www.medica-tradefair.com>) with 11 medical related member companies and JETRO Kobe (Japan External Trade Organization, Kobe Office) in order to give them opportunities for business matching and encourage EU companies to expand into the Japanese market through KBIC.

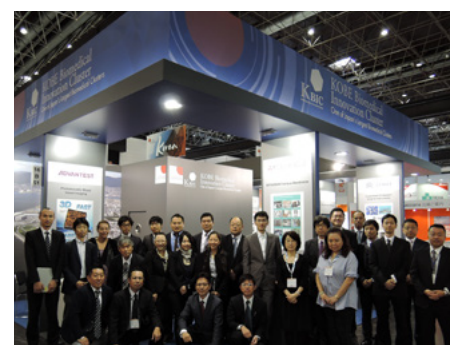
KBIC is the largest biomedical/life science cluster in Japan. Kobe's location nestled between the mountains and sea gives the city beautiful natural diversity - skiing on Mt. Rokko, relaxing in Arima Hot Springs, or playing at the beach. City of Kobe has flourished as an international hub port and opened to people from all over the world. National research institutes such as "Riken", universities, colleges, hospitals as well as member companies' R&D bases are located in this area. The number of the bases of related companies amounts to more than 300. Some global companies, for instance, Boehringer Ingelheim, St.Jude and Covidien have also R&D research institutes and training centers there.


In addition, it is easy to secure human resources and find ideal partners. KBIC is strategically focusing on the following three fields: innovative drug discovery, regenerative medicine & tissue engineering, and minimally invasive medical device development.

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

- Continuous follow-up to business partnering with other member companies and local firms

- Introduction of a wide range of specialists in technical, regulatory & tax fields.
- A business support system from experienced coordinators and advisors able to satisfy any requirements.



 Kobe Biomedical Innovation Cluster's delegation at MEDICA2015

For more information, please visit MEDICA official website and KBIC official website as follows.

MEDICA KBIC booth ➡ <http://www.medica-tradefair.com/vis/v1/en/exhibitors/medcom2016.2486571?oid=80398&lang=2>

Kobe Biomedical Innovation Cluster ➡ <https://www.kobe-lsc.jp/en>

Participating companies - KBIC is looking forward to welcome EU visitors at their booth in HALL16-B51at MEDICA2016.

ADVANTEST CORPORATION	"Hadatomo™" - Photoacoustic microscope - Noninvasive, high contrast imaging of blood vessels to a depth of 3mm."	https://www.advantest.com/
Air Water Safety Service Inc.	"SC-MiCRON Camera" Ultra-small sized & Full High Definition Camera for surgical field	http://www.awi.co.jp/english/business/medical/
Carina System Co., Ltd.	"ADMENIC" High-quality surgical video recording and distribution system	http://carinasystem.co.jp/en/
FLAIR Co.,LTD	"Satellite": A stand that holds FPD panel safely, instead of a patients hands. "Flair X-ray grid": improving image quality and makes diagnosis accurate. "X-Buggy": an excellent X-ray portable system in case of emergency.	http://flair-med.com/
FUJI FLEX Co., Ltd.	"Instruments for Orthopedic and Spine Surgery Biocompatible silicon handle Surgical instruments with biocompatible silicon handle Curved kerrison punch	http://www.fuji-flex.co.jp/english/
INABATA&CO.,LTD	Provides innovative solutions and services worldwide in many fields like IT, electronics, chemicals and life science.	http://www.inabata.co.jp/english/
Nara Seiko INC.	"Double-guided tendon sheath incision device" Surgical devices for tendon sheath incision "MACHICLIP" Pincer nail corrective device	http://www.nara-seiko.co.jp/english
Penguin System Co.,Ltd.	"Minja" the software to acquire good form. "Syringe harmless equipment" to make both needle and syringe harmless.	https://www.penguins.co.jp/en/
TOCALO CO.,LTD.	Provide coating for Hydrophilicity, water repellency, antifouling, to reduce / suppress / inhibit meniscus	http://www.tocalo.co.jp/english/
TOKO CO.,LTD.	Custom-made instruments for orthopedic surgery. Drill bits, reamers, tappings and other devices at the highest level.	http://www.toko-tool.co.jp/english/top/
Zeon Medical Inc.	"ZEOCLIP™", bipolar snare, extraction balloon catheter, bipolar hemostatic forceps	http://www.zeonmedical.co.jp/e/index.shtml

THE 3RD BUSINESS PARTNERING EVENT OF RMIT (REGENERATIVE MEDICINE INDUSTRIALIZATION TASK FORCE) IN TOKYO



FIRM (Forum for Innovative Regenerative Medicine), one of Japan's largest industrial associations dedicated to regenerative medicine and cell therapy, will hold a partnering event, Regenerative Medicine Crossroad in Tokyo #3, in February 2017. It is supported by Kanto Bureau of Economy, Trade and Industry of Japan.

The event consists of half-day session of oral presentations, concurrent multiple one-on-one partnering meetings, and a networking mixer at the end of the day. About 100 attendees are expected.

This event is for those who seek to engage partnerships with Japanese companies with respect to the development of their own product pipelines and/or technology seeds in Japan. At the Crossroad in Tokyo #1, 6 up-and-coming organizations gave a presentation at "Speaker's Corner" and productive interactions have been made with diverse companies from the Regenerative medicine and cell therapy sector in Japan.

Attendees' sectors are "pharmaceuticals, medical devices, and regenerative medicine", "chemicals and, energy", "public institutions and universities", "consulting firms", "service providers and CROs", "equipment", "engineering", and "construction", and so on.

Title of the Event: Regenerative Medicine Crossroad in Tokyo #3

Date: 2 February, 2017 (Thursday)

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

Registration deadline: November 25, 2016, Friday (JST)

For more information feel free to contact Fuyu Mori, RMCR Organizer, Secretary General, RMIT (info-tf@firm.or.jp).

➡ <https://firm.or.jp/rmit/archives/208>

JAPANESE BIOECONOMY VISION FOR 2030 FORMULATED BY JBA AND JABEX

Japanese Bioeconomy Vision for 2030 formulated by Japan Bioindustry Organization (JBA) together with Japan Association of Bioindustries Executives (JABEX) has compiled a future vision of 2030 by active appreciation of Japanese biotechnology.

JBA and JABEX conducted working group meetings to elucidate the society needs and industrial potential to contribute to the future Bioeconomy of Japan. [http://www.jba.or.jp/jabex/pdf/2016/JABEX_vision_digest\(english160420\).pdf](http://www.jba.or.jp/jabex/pdf/2016/JABEX_vision_digest(english160420).pdf)

Although the Bioeconomy Vision aims to contribute to better lives of people, due to the fact that Japan does not have accessible local biomass to replace fossil fuels and that many of the countries in the world formulated their bioeconomy to benefit themselves economically, it was concluded that the Japanese Bioeconomy Vision should include 3 areas: health care, non-fossil based green manufacturing and food and agri/aqua culture.

The healthcare will cover the super aged society's wellness by prevention and application of biobased diagnostic and new drugs, utilising the most of regenerative medicines and creates synergy with ICT/IoT or robotics. The green

manufacturing will cover applications of traditional microbial fermentation, insect manufacturing and plant based manufacturing and will aim to achieve to a new level by the application of original genome technology. Food, Agri/Aqua sector includes technological advancement in food crop improvement in nutrition and taste, prepare for the climate change and farm law reformation.

The above improvements will merge with other industrial area of big data, IoT and nanotechnology, robotics and other governmental schemes such as Society 5.0. Such ecosystem will be nurtured by human resource improvement and effective communication to the society.

Japanese government bodies such as the Ministry of Economy, Trade and Industry and the Ministry of Agriculture, Forestry and Fishery are now involved in creating actual action plans.

Japan Bioindustry Organization (JBA) ➡ <http://www.jba.or.jp/pc/index.html>

Japan Association of Bioindustries Executives (JABEX) ➡ <http://www.jba.or.jp/jabex/index.html>

JETRO GLOBAL TRADE AND INVESTMENT REPORT 2016

BROAD ECONOMIC ZONES AND GROWTH STRATEGIES FOR JAPANESE COMPANIES

The report released on the 9 of August and available online at below link, allowed to observe the following key points:

1. World trade declines 12.7%, marking first negative growth in six years.
2. Slow trade becomes apparent in emerging and developing economies.
3. Japan's trade balance is improving, marking surplus of \$17.0 billion in first half of 2016.
4. Japan's outward FDI has exceeded \$100 billion for five consecutive years.
5. Asia boosts its presence in Japan's inward FDI.
6. FTAs in force around the world reach 282. FTA networks in Asia expand in 2015.
7. ITA expansion is expected to increase trade. World ITA trade amounts to \$3 trillion.
8. TPP is expected to be widely utilized.
9. Inbound market produces ripple effects.
10. Export of agricultural, forestry, fishery and food products marks a record high at 745.1 billion yen.

Source: Japan External Trade Organization

➡ <https://www.jetro.go.jp/en/news/releases/2016/25775525206556e1.html>

JFS PROVIDES JAPAN'S UPDATES OF SUSTAINABLE DEVELOPMENT GOALS

The current challenge of the non-profit organisation Japan for Sustainability (JFS) is to consider not only sustainability and future generations on our planet, but also how to make our livelihoods and communities more resilient today.

Various efforts are underway in Japan and around the world to tackle issues like climate change, biodiversity loss, water and food crises and energy. JFS carefully tracks such efforts and signs of positive change in Japan, and provides its findings to people everywhere who share an interest in change for the better.

Looking globally, the international community was discussing the global development agenda beyond 2015, while maintaining its efforts to achieve the Millennium Development Goals (MDGs) by their target year of 2015. Their successor, the Sustainable Development Goals (SDGs), were adopted as the 2030 Development Agenda at the UN General Assembly on September 25, 2015. The SDGs are a set of 17 goals targeting issues such as poverty, hunger and food security, water and clean sanitation, quality education, gender equality, responsible production and consumption, climate change, and biodiversity.

Along with this global momentum, JFS launched a webpage called JFS "Sustainable Development Goals" (SDGs) to provide the latest information on these 17 targets in Japan including measures and responses by governments, and related information sources in the JFS articles. This webpage will also introduce Japanese non-profit organisations which focus their activities to achieve the targets. All the information will be updated regularly.

➡ <http://www.japanfs.org>

VISITING RESEARCH FELLOWS PROGRAM

IDE is currently accepting applications of Visiting Research Fellows Program (IDE-Supported Fellowship) for 2017 – 2018. (Original application must arrive at IDE-JETRO between October 3 and November 30, 2016.)

IDE-JETRO is a quasi-governmental Japanese research institution that conducts economic and related studies on developing regions at basic and comprehensive levels. IDE-JETRO invites such as overseas researchers and economic planning representatives to encourage international research cooperation with IDE research staff members on economic, social and political issues relevant to developing countries or regions.

The IDE Visiting Research Fellows (VRF) Program is designed to provide visiting researchers with opportunities to exchange views, research data and other materials related to their research projects.

Source: IDE-JETRO



<http://www.ide.go.jp/English/Recruit/vrf.html>

JAPAN STUDY TOUR 2017

9–15 January 2017, Iwaki and Tokyo
Under the title "Urban regeneration – five years after 22/03/2011" this year's tour is to Iwaki City in Fukushima Prefecture to look at local policies to deal with recovery and redevelopment in the area five years after the Tohoku earthquake and tsunami of 2011. The tour aims to foster a deeper understanding of Japan, its system of local government, and encourage the exchange of ideas and information. It is an ideal networking opportunity for senior officers from local government and public sector in the UK and Europe.

Source: Japan Local Government Centre



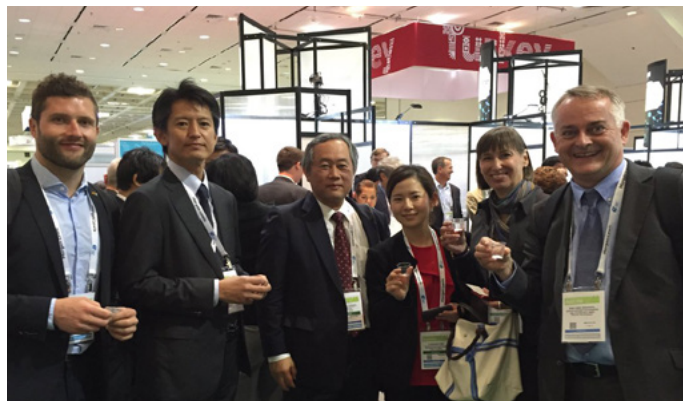
<http://www.jlgc.org.uk/en/activities-and-events/japan-study-tour>

HEALTHCAPITAL BERLIN BRANDENBURG & 5 MEMBER COMPANIES **AT BIOJAPAN**

After a successful participation in the EU-Japan Centre's Cluster Mission to the BioJapan, the life sciences cluster HealthCapital Berlin Brandenburg and 5 member companies exhibited for the first time at their own booth during BioJapan. The core number of exhibitors come from the field of diagnostics.

The below companies were present and had a presentations on 13 October at seminar stage C. A raffle to win a 3-night stay at Kempinski Hotel Bristol Berlin during BIO-Europe 2017, taking place in Berlin, Germany was also organised. Thank you to the many participants that took part in the "Berlin Bayer Night"! It was good to have this excellent opportunity to network outside the regular conference programme.

➡ <http://www.healthcapital.de>



Epigenomics AG	http://www.epigenomics.com/en
TissUse GmbH	http://www.tissuse.com
Sphingotec GmbH	http://www.sphingotec.com
Adrenomed AG	http://www.adrenomed.com
Dierks & Bohle	http://www.db-law.de/en

SEMINAR: **JAPAN, A COUNTRY OPEN TO INNOVATION**

19 OCTOBER 2016, PARIS, FRANCE

Years ago, many foreign companies were looking at Japan as a model for industrial organisation. It's now over... However, Japan is still a powerful and innovative economy. This country maintains a significant research base but seems to be less an inspiration for manufacturers, operators of international relations in the fields of S&T, universities and "Grandes Ecoles", research institutions, and competitiveness clusters, or European investors. Indeed, there are many successful cooperation agreements in place with Japan. And there are many reasons for developing new ones.

This seminar will first address challenges that Japan faces and the strategies that are deployed to meet those challenges. Three successive roundtables will then deal with some of the areas of excellence in Japan. A discussion with the audience will explore new cooperation leads between Japan and France, and more generally between Japan and Europe. More information and registration online.

➡ <https://www.weezevent.com/le-japon-pays-d-innovation>

HANZE UNIVERSITY OF APPLIED SCIENCES **VISIT TO KINDAI UNIVERSITY, OSAKA, JAPAN**



In June 2016, Prof. Rien Segers, Professor of Asian Business Strategy and Prof. Diederich Bakker, Professor International Business of the International Business School (IBS) at Hanze University UAS paid the business school of Kindai University in Osaka Japan a visit to discuss possibilities to participate in an international research project on Small and Medium Sized Enterprise (SME) Internationalisation between Europe and Asia.

The consortium is currently being formed by the two professors of IBS in an effort to bring forward the domain of internationalisation for SME's. The consortium is currently consisting of universities in China, Korea, Germany, Finland and the Netherlands. With Kindai University, a prestigious partner was added to the group of international universities. The project will kick-off in January 2017 with the inauguration conference in Beijing China.

Source: Prof. Diederich Bakker

➡ <https://www.hanze.nl/eng/research/strategic-themes/entrepreneurship>

LITHUANIA AND JAPAN EXPANDS R&D COOPERATION

September of 2016 has brought long-matured results for Lithuanian life sciences industry and could be reasonably called as a breakthrough month for establishing of long-term R&D partnerships with Japan.

On 13 September, the Research Council of Lithuania and Japan Society for Promotion of Science held already third joint life sciences symposium, where parties have also signed Memorandum of Understanding for funding of joint research projects and other R&D activities between the two countries.

On 14 and 15 September, representatives of Japanese central and prefectural government, universities and research and research funding institutions participated in Northern Europe's biggest life sciences forum "Life Sciences Baltics 2016" (<http://www.lsb2016.com>). Japanese participants delivered eight keynote speeches, covering various topics, e.g. regenerative medicine, genetics, health-tech in ageing societies, undiagnosed diseases, reforms of medical research and development in Japan, possibilities to expand bilateral and international cooperation, etc. In addition to the Forum, series of meetings with the Lithuanian Governmental authorities, universities and research institutes were held, where existing and potential cooperation opportunities were discussed.

Life sciences are one of the most dynamic sectors in Lithuania with 25% annual growth (among the fastest growing sectors in the EU). At present, life sciences sector contributes about



1% to the Lithuanian GDP, the same level as in internationally recognised countries-leaders in life sciences, like Germany or Israel. Experts claim that with focused investment and accumulated efforts of all related governmental institutions the sector can reach ten times higher impact towards national economy, with new jobs created and especially with more efficient methods and means of medical treatment.

Source: Embassy of the Republic of Lithuania in Japan; Research Council of Lithuania; public institution "Enterprise Lithuania"

➡ <http://www.lmt.lt/lt/pradzia.html>

KOBE AND LIFE SCIENCE NORD ON A JOINT MISSION

To foster the development and market launch of innovations for the health industry, the Japanese Foundation for Biomedical Research and Innovation (FBRI) and Life Science Nord signed a letter of intent in Kobe during a North German delegation's visit to Japan in May 2016.

The letter deals with cooperation in the RIT program (Regional Industry Tie-Up) of the Japanese foreign trade organization JETRO, which supports the exchange of views and collaboration between companies and research institutes. Besides activities to create networks among businesses, research institutes and authorities, the two cluster management organisations above all want to support technology transfer and the market launch of innovations. As a result of the success to date, the program will be extended to 2017. The potential dates for the next two meetings have already been narrowed down – at least one exchange visit per year is planned.

"After several preliminary discussions, we began an intensive exchange of views and ideas between companies and research institutes in both regions. Several participants have already drawn up specific collaboration plans. After such a short time, this is a very positive interim result," says Dr. Hinrich Habeck, Managing Director of Life Science Nord Management GmbH. "For us, the agreement means continuing and deepening the activities between Life Science Nord and the Kobe Biomedical Innovation Cluster."

ABOUT LIFE SCIENCE NORD MANAGEMENT GMBH

Under the Life Science Nord brand, the cluster agency Life Science Nord Management GmbH and the association of the same name work with a view to developing the region into a leading international life science network. LSN Management GmbH initiates strategic projects and supports the development of businesses, science and institutions with an emphasis on innovative medicine. It brings together business, research and politics in the North and uses the expertise from the research institutes as well as its contacts to companies.

➡ <http://www.lifesciencenord.de>

SUNJET II FORUM, EUROPE-JAPAN COOPERATION IN THE DOMAIN OF R&T FOR AVIATION

SUNJET II (Sustainable Network for Japan-Europe aerospace research and Technology cooperation II) successfully organised the SUNJET II Forum on "Europe-Japan Cooperation in the domain of R&T for Aviation". The Forum was held on the 2nd of June 2016 during the ILA-Berlin Airshow at Berlin ExpoCenter Airport.

The SUNJET II forum objectives were two-fold:

- During the first part, the forum aimed to clearly demonstrate the benefits of working together. Policy making authorities from Europe and Japan outlined the importance of bilateral collaboration in aviation and the need for further efforts to unlock the potential of cooperation. This was also demonstrated through a number of presentations of successful past EU-Japan common research activities, such as the projects SHEFAE, HIKARI, JEDI ACE.
- The second part of the Forum included a series of presentations aiming to present to the participants the currently available opportunities, as well as some practical advice on how to efficiently engage in common activities.

Major representatives of European and Japanese entities including but not limited to: Airbus Group, METI, European Commission, Clean Sky, Sumitomo Precision Products, Rolls-Royce, Fraunhofer IFAM, JAXA, Nikkiso Co., Ltd., Sinfonia Technology Co., Ltd., EASN Association, Esterline Belgium, attended the Forum and had the opportunity to meet and interact with each other.



The Forum participants had the privilege to attend a number of excellent presentations from the most important European and Japanese stakeholders. Presentations of the SUNJET II Forum are available online on <https://sunjet-project.eu/content/sunjet-ii-forum-agenda>. A photo gallery of the event is also available online on <https://sunjet-project.eu/content/sunjet-forum-gallery>. SUNJET II was also present at the Japan International Aerospace Exhibition (<http://www.japanaerospace.jp/eng/Index>), which was held on 12 – 15 October, 2016 at the Tokyo Big Sight. The Project Coordinator, Jean-François Perelgritz, summarised the project's main aims and objectives during the "Sunjet II Outline and EU-Japan Cooperation" presentation, which took place on 13 October at the Tokyo Big Sight.

➡ <https://sunjet-project.eu>

SECOND JOINT CONFERENCE BETWEEN FRANCE AND JAPAN ON CYBERSECURITY

Inria, CNRS, NICT and Keio University and the Pôle d'Excellence Cyber (PEC), organised the second workshop of the French-Japanese collaboration in Cybersecurity.

This event was held in Rennes, France, at Inria and B-Com's facilities, on 21-23 September 2016. Following the success and interest issued from the first version of this event that was organised in Tokyo in 2015, the workshop expected to get a real impact on research in cybersecurity through a dedicated French-Japan cooperation. Cybersecurity is a topic of common interest between France and Japan that was identified as a national security challenge and a national priority by both countries.



Moreover international cooperation is essential to understand and master risks associated with the cyberspace. The Conference intended to take advantage of each country specificities, excellence in the domain and shared vision of geo-strategy and privacy concerns.

This three-day workshop brought together some 65 experts and stakeholders from public research organisations, universities and private companies. Among the latter, participants from Orange, Thales, Global Security Mag, Secure-IT, Trend Micro, Nokia Bell Labs, NTT, KDDI attended the event. They gathered in Rennes where they participated to different high security demos, discussed among others, about privacy, cryptography and systems security and shared their vision of cybersecurity as a global issue. Five working groups had meeting sessions to exchange about their common work and future perspective collaborations.

➡ <https://project.inria.fr/workshopfrenshjapanese>

SMART CITY SOLUTIONS PROVIDERS FROM THE NORDICS **LOOKING FOR PARTNERSHIPS IN JAPAN**

For the first time in history the majority of people live in cities. Urbanisation is reaching its extremes and megacities are facing huge challenges in providing even basic services for their inhabitants. There is a great need for more efficient, sustainable and smart city solutions as the urban population continues to grow. Solutions for smart cities and innovative urban environments will be the main area of investment. Smart city solutions are products, systems, and services that enable sustainable and resource-efficient development of modern cities. This includes solutions for the way we live, move, use energy and construct our cities.



Northern Europe is at the forefront of the development of solutions for smart and sustainable cities. It is well-known for its long tradition of quality cleantech solutions as well as the more recent explosion of cutting-edge innovations within ICT and Internet of Things. The unique opportunity to get exclusive insights to smart city solutions, technology and services provided by SMEs in northern Europe is now offered thanks to SME2GO which represents over 500 Smart City solution providers looking for partnership in Japan.

SME2GO is an EU funded growth programme established to increase cooperation and exports of smart city solutions from the Central Baltic region to new markets outside of EU/EFTA. SME2GO stakeholders are looking for business opportunities and partners to increase the cooperation for Swedish, Finnish, Estonian and Latvian SME companies in Japan. The focus areas are environment and building technologies, e-governance, traffic and mobility solutions, renewable energy, water and waste management, internet of things, big data and many more.

For more business opportunities please join the SME2GO Smart City Meetup (<https://www.facebook.com/events/1121094744650688>) on the 22 November, in Stockholm, a great chance to get to know SMEs with cutting-edge solutions and innovative and sustainable technology ready to meet your needs!

➡ <http://www.sme2go.eu>

BIGCLOUT, LONG-LASTING **SYNERGY BETWEEN EU AND JAPAN FOR TACKLING FUTURE CITY CHALLENGES**

On 1st July 2016, a new EU-Japan cooperation project started, co-funded by the European Commission and NICT. Its name is BigClout and it builds upon the results of the Clout project adding big-data aspects, such as distributed intelligence and real-time data mining, to the Clout smart city platform.

BigClout brings together, once again, resources and knowledge from prestigious European and Japanese institutions to keep on creating a long-lasting synergy between EU and Japan for tackling future city challenges.



BigClout project is going to make use of today's three key technologic enablers, Internet of Things (IoT), cloud computing and big data, for the objective of increasing the efficiency in using urban infrastructure, economic and natural resources shared by the increasing population.

BigClout will offer an analytic mind to the city by creating distributed intelligence that can be implanted throughout the whole city network either for large or smaller urban areas. The main outcome will be an integrated smart city platform, which will be deployed and validated in 4 pilot cities within the project, Grenoble, Bristol, Tsukuba and Fujisawa, targeting applications in several domains such as: Business tourism, Tokyo Olympics 2020 tourism, Smart transportation, and Smart energy management.

Cross-continent trials between EU and Japan will be organised in order to validate the replicability of the BigClout's global approach. Follow the project on twitter: [@bcloutsmartcity](https://twitter.com/bcloutsmartcity)

➡ <http://bigclout.eu>

STAY TUNED TO **PARIS REGION!**

Paris Region Entreprises is pleased to present its website "Succeed in Paris Region", to know everything about all economic and cultural news in the Paris Region, as well as the Parisian way of life.

A monthly newsletter is available if needed, after filling in an email address at the bottom of the homepage. The social networks, Facebook, Twitter or LinkedIn, also highlight the readers' favourite articles over the past months.

➡ <http://succeedinparisregion.com>

DAIWA ADRIAN PRIZES FOR **UK-JAPAN SCIENTIFIC COLLABORATION**

The Daiwa Anglo-Japanese Foundation (<http://www.dajf.org.uk>) is a UK charity supporting UK-Japan links through awarding scholarships, offering grants to support UK-Japan collaboration and organising events including seminars, and exhibitions at its London headquarters.

In addition to its annual grants and scholarships programmes, every three years the Foundation makes prizes available in recognition of significant scientific collaboration between Japanese and British research teams. The deadline for Daiwa Adrian Prizes 2016 was 10 June 2016. The organisers had an excellent response to their call for applications, with 48 received from teams across the UK and Japan. The 2016 Daiwa Adrian Prizes will be awarded at a ceremony at the Royal Society in November 2016. Four UK-Japan scientific research teams each received £10,000 in prize money. The four Prizes have been awarded across a wide range of disciplines reflecting the diverse range of scientific cooperation that exists between the UK and Japan. The organisers hope that the Prizes will also encourage those embarking upon UK– Japan scientific projects to maintain and extend their cooperation to produce similarly fruitful and prestigious collaborations.

The Daiwa Anglo-Japanese Foundation extends its congratulations to the team leaders: Professor John Kilner (Imperial College London), Professor Tatsumi Ishihara (Kyushu University), Professor J. Paul Attfield (University of Edinburgh), Professor Yuichi Shimakawa (Kyoto University), Professor Louise Harra (University College London), Dr Hirohisa Hara (National Astronomical Observatory of Japan), Professor William C. Earnshaw (University of Edinburgh) and Dr Hiroshi Masumoto (Kazusa DNA Research Institute).

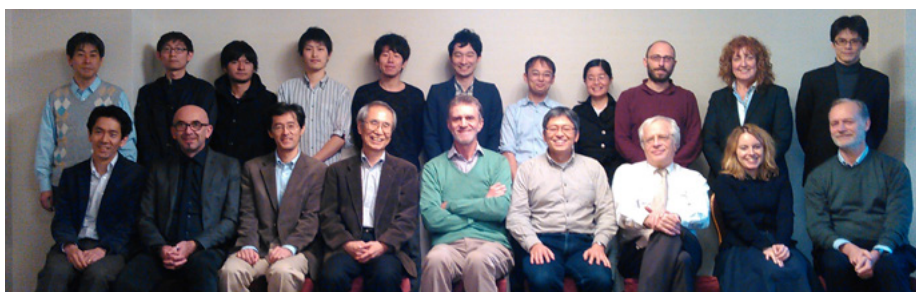
➡ <http://www.dajf.org.uk/grants-awards-prizes/daiwa-adrian-prizes>

JOINT LAB PROJECT - COOPERATIVE CONTROL FOR ENERGY MANAGEMENT SYSTEMS

COOPS (Cooperative Control for Energy Management Systems) is a Joint Lab Project of the National Research Council of Italy (CNR) located at the Institute of Electronics, Computer and Telecommunication Engineering (CNR-IEIT) in Turin, Italy, in cooperation with the Department of Information and Physical Sciences, Osaka University / JST CREST, Japan (www.sct.ieit.cnr.it/COOPS/index.html).

The activity of the Joint Lab COOPS focuses on cooperative control for energy management systems, with emphasis on the development of robust and computationally efficient algorithms. In particular, some challenges include reliability, robustness and cooperation of a heterogeneous collection of physical and information devices to provide an accurate forecast of the demand and the supply of energy to customers. These systems need the connection to internet; therefore, they require the development of tools and algorithms for cyber-security. In particular, one of the goals of the Joint Lab COOPS is to develop distributed methods for detection of possible cyber-attacks against the power grid.

The Joint International Lab COOPS aims also to continue and enhance a long-term successful cooperation between CNR-IEIT and several Japanese researchers. The new challenge of the Joint Lab is to develop novel tools and algorithms for Cooperative Control of Energy Management Systems, which is a strategic area for industrial and social applications.



The lab is established as a satellite activity of the Japanese project of “Creation of Fundamental Theory and Technology to Establish a Cooperative Distributed Energy Management System and Integration of Technologies Across Broad Disciplines Toward Social Application”. This project belongs to the research program JST CREST (Core Research Evolutional Science and Technology), which represents a core research program of the Japan Science and Technology Agency (JST) for developments in both fundamental science and technology transfer. The presence of the CREST industrial partner, Mitsubishi Electric Corporation, certainly guarantees viability check of the obtained results in a short-term horizon.

The lab aims also at establishing deeper international collaborations on key areas, such as energy management systems.

Roberto Tempo (CNR-IEIT, Italy) and Yasumasa Fujisaki (Osaka University, Japan) are Principal Investigators for the Joint International Lab COOPS, 2015–2017. The Italian Research Unit includes scholars and researchers at CNR-IEIT, Polytechnic of Turin and Polytechnic of Milan while the Japanese Research Unit involves scholars, researchers and engineers at Osaka University, Kobe University, Waseda University, Tokyo Institute of Technology and Mitsubishi Electric Corporation.

➡ <https://www.cnr.it/en>

INAUGURATION OF MAKURAZAKI FRANCE KATSUOBUSHI IN CONCARNEAU

A significant moment for the Japanese cooperative but also for Bretagne Commerce International which has already been advising and supporting these Japanese industrialists for several years with their “katsuobushi” production unit project in Concarneau.

More than two hundred people, including some twenty Japanese who travelled especially for the occasion, thus attended the inauguration - Japanese style, if you please. The European tradition is to launch a bottle of champagne or cut a ribbon, but here directors and local dignitaries declared “Makurazaki France Katsuobushi” open by breaking a barrel of sake!

This installation has been greeted with delight both by enthusiasts of Japanese cuisine throughout Europe, as it will now be much easier to obtain dried bonito which is an essential ingredient in Japanese cuisine, and by the department of Finistère (Western France), as this industrial investment plans to create ten jobs over three years.

And the story of Bretagne commerce International and Makurazaki France Katsuobushi does not stop there, because of course the foreign investment team will continue to monitor the Japanese investor very closely and the Bretagne business support team is ready to take up the baton when the Concarneau (therefore Bretagne) business is ready to export its dried bonito to other European countries.

➡ <http://www.BretagneCommerceInternational.com>



MITSUBISHI MATERIALS CORPORATION ESTABLISHES EUROPEAN E-SCRAP SAMPLING CENTER AT MOERDIJK

Japanese company, Mitsubishi Materials Corporation (MMC) is to invest 30.8 million euros (4.0 billion yen) in an E-scrap Sampling Center named MM Metal Recycling B.V. at a 30,000 m2 site in the industrial area at the Port of Moerdijk.

The MMC subsidiary, which will employ around 50 people, will receive, inspect, and sample E-scrap containing valuable metals, from discarded electronic components such as circuit boards. The construction process will commence this year and it is expected that the E-scrap Sampling Center will become operational in 2017.

MMC is a non-ferrous metals and cement producer and is a key player in the global recycling industry. Its primary focus in the recycling business is the collection of E-scrap and reclamation of metals used in the fabrication of electronic components. MMC's proprietary smelting process enables it to reclaim a range of metals, with a low environmental impact. At the new Sampling Center, E-scrap will be inspected and samples taken for analysis, significantly shortening the process for valuation of E-scrap.

The Moerdijk facility will serve the European market – one of the largest sources of E-scrap. The Port of Moerdijk's advantageous location is one of the key reasons why MMC chose this site, as the E-scrap will be transported by sea to the company's smelter and refinery in Japan.

Source: press release Mitsubishi Materials Corporation & press release Port of Moerdijk

➡ <http://investinholland.com/mitsubishi-materials-corporation-establishes-european-e-scrap-sampling-center-moerdijk>



JAPANESE COMPANIES LOOK TO SOURCE FROM SLOVENIA



A procurement event organised by SPIRIT Slovenia, public agency and the Japan External Trade Organization (JETRO) on 15 September 2016 in Ljubljana offered plenty of opportunities to both the Slovenian and the Japanese companies for establishing a fruitful business cooperation.

6 world-famous Japanese companies searching for new suppliers carefully selected 17 Slovenian companies fulfilling their requirements regarding products, quality and materials. The Slovenian companies known for their quality, reliability and innovative products got the opportunity to present the wide variety of products from metalworking, machining, electronics and automotive industry to decision-makers of the Japanese companies.

The procurement event was one of several activities conducted within the framework of the Memorandum of Understanding signed by SPIRIT Slovenia and JETRO. In 2014, an inward business delegation of Japanese companies came to Slovenia followed by the outward business delegation of Slovenian logistics companies visiting Japan in April 2016. The aim of such events is to enhance business cooperation between Slovenian and Japanese companies and to promote bilateral trade.

SPIRIT Slovenia, public agency provides Slovenian companies with comprehensive services to facilitate their international operations and foreign companies – potential buyers and foreign investors – to identify suitable business partners and investment opportunities. JETRO promotes foreign direct investment into Japan and helps small to medium-sized Japanese firms maximise their global export potential.

Organisers:

SPIRIT Slovenia, public agency

➔ <http://www.spiritslovenia.si>

JETRO (The Japan External Trade Organization)

➔ <http://www.jetro.go.jp/en>

Supported by: Ministry of Economic Development and Technology of the Republic of Slovenia and Embassy of Japan in Slovenia

Participating companies

Bokri d.o.o.	http://www.bokri.si/gb/index.htm
Bosio d.o.o.	http://www.bosio.si
Cerjak d.o.o.	http://www.cerjak.si
CNC Robida d.o.o.	http://cnc-robida.si
Donit Tesnit d.o.o.	http://donit.eu
Gorenc d.o.o.	http://www.proizvodnja.gorenc.eu/
HTS IC d.o.o.	http://www.hts-ic.com
KGL d.o.o.	http://www.kgl.si/index-eng.php
Kovikor d.o.o.	http://www.kovikor.si
Lama Avtomatizacija d.o.o.	http://www.titusplus.com/en
LKR d.o.o.	http://www.lkr.si
Podkrižnik d.o.o.	http://www.podkrižnik.si
Rotis d.o.o.	http://www.rotis-lj.si
Siliko d.o.o.	http://www.siliko.si/en
Šumer d.o.o.	http://www.sumer.si/sl
VRC d.o.o.	http://www.vrcsprings.com
VAR d.o.o.	http://www.var.si

JAPANESE INVESTMENTS IN FLANDERS

Japanese company ANBE sets up high-tech production site in Genk

[http://www.investinlanders.be/EN/news/2016/08/23/Japan-sets-up-high-tech-production-site-in-Genk-\(Flanders\)-](http://www.investinlanders.be/EN/news/2016/08/23/Japan-sets-up-high-tech-production-site-in-Genk-(Flanders)-)

Sony acquires OR video pioneer eSaturnus

[http://www.investinlanders.be/EN/news/2016/08/04/Sony-\(Japan\)-acquires-OR-video-pioneer-eSaturnus-\(Flanders\)](http://www.investinlanders.be/EN/news/2016/08/04/Sony-(Japan)-acquires-OR-video-pioneer-eSaturnus-(Flanders))

Shimano acquires Lazer Sports

[http://www.investinlanders.be/EN/news/2016/07/18/Shimano-\(Japan\)-acquires-Lazer-Sports-\(Flanders\)](http://www.investinlanders.be/EN/news/2016/07/18/Shimano-(Japan)-acquires-Lazer-Sports-(Flanders))

ICO to expand car terminals in Zeebrugge

[http://www.investinlanders.be/EN/news/2016/07/20/ICO-\(Japan\)-to-expand-car-terminals-in-Zeebrugge-\(Flanders\)](http://www.investinlanders.be/EN/news/2016/07/20/ICO-(Japan)-to-expand-car-terminals-in-Zeebrugge-(Flanders))

Source: Flanders Investment & Trade

MOSELLE BENCHMARKED BY JAPANESE LOGISTICS COMPANIES

Moselle Development Agency (France) has welcomed on September 8, a delegation of 23 Japanese visitors from the logistics sector, representing companies, consultants and universities.



Sorting centre of La Poste in Pagny les Goin



This delegation had a 10-days tour in Europe, in order to benchmark the best European logistics practices. They visited Denmark, Germany and France (Moselle, Chartres, Rennes). Thanks to its network in Japan, Moselle Development Agency has welcomed this delegation in Moselle.

After visiting a distribution centre of Amazone in Germany, then the city of Coblenz, the delegation arrived in Metz where they took part to Metz Animations Gourmandes from Metz Metropole, organised beside Metz cathedrale. After a presentation of the city by the office for tourism, Japanese guests could taste and appreciate local products, sausage, cheese, Moselle wine...not to forget the famous Mirabelle pie, whilst exchanging with the neighbouring tables and the local participants to this enjoyable evening. Several of them bought local products they brought back to Japan. The evening ended with a night guided tour of the city of Metz.

The following day was planned a presentation of Moselle Department and its major logistics assets, then the visit of 2 reputed distribution centres in Moselle: Ikea distribution centre in La Maxe, presented by M. Dailly, Manager, and then the sorting centre of La Poste in Pagny les Goin, presented by M. Botella, Communication Director. Most of the Japanese visitors were visiting Moselle for the very first time and were very enthusiastic. They have promised to come back and spend more time.

➡ <http://www.moselle-developpement.com>

GREEN TECH VISITS

Sustainable Business Hub's mission is to work in various ways to help environmental technology companies in Sweden sharpen their competitive edge and develop their businesses in Sweden and abroad.

GreenTech Visits (GTV) is a member-owned organisation. Its members are primarily companies in the environmental technology sector, but also include local authorities and academic institutions. Our expansive network includes companies, local authorities, municipally owned companies, academic institutions, supportive organisations and other clusters.

GTV pursues its activities through a core selection of services, such as arranging seminars in areas of topical interest and offering networking opportunities, as well as participating in or running projects that promote their members' business and other activities in a variety of ways.

GreenTech Visits, one of Sustainable Business Hub's services, provides international delegations with visits at

reference facilities, lectures from researchers at the Universities, dialogue with politicians about developing strategies for sustainable urban development and matchmaking with companies who can deliver products, services and know-how within cleantech.

Under year of 2010 and 2011, Sustainable Business Hub provided services for four Japanese delegations in Sweden.

- On 16 September, 2010, a Japanese delegation of 7 people visited Wester Harbour, Southern Energy Authority and Alfa Laval in Sweden.

- On 8 November, 2011, a Japanese delegation under leading of Mr. Eiichi Tsushima from Aomori Prefectural Government visited Western Harbour in Malmö, had design dialogue with Sweco regarding sustainable urban



development, and listened to presentations about "waste to energy" by Sustainable Business Hub.

- On 24 – 29 March, 2011, a delegation from Hakuodo had a fact-finding visit in Sweden in order to gather useful information for planning the Japanese government's "Future City" initiative.

- On 11 July, 2011, a Japanese delegation of Cabinet Secretariat visited Sweden to clarify the concept of "Future City" which aims to create a district that is friendly to the environment as well as to the aging population.

For information contact Michelle Snarberg at michelle.snarberg@sbhub.se

➡ <http://www.greentechvisits.se>

LATVIA BASED LOYALTY MEMBERSHIP PROGRAM PINS IS ENTERING ASIAN MARKET BY **LAUNCHING PINS TALKS×JAPAN DRIVE EVENT**

The event was launched in cooperation with the Ministry of Internal Affairs and Communications of Japan (MIC), Investment and Development Agency of Latvia, Dentsu Inc and Forbes Japan, and was opened by the MIC vice minister Toshiyuki Minami, who stressed the unique and innovative services of PINS.

In Asia PINS is cooperating with the Japanese digital TV and radio company Tokyo MX and strategic partners Dentsu Inc. and leading Indonesian media group Mahaka Media. PINS new strategy in Asia is to become a leading virtual currency by 2026 merging different cultures by innovation. PINS unique services will include different point program conversion, thus merging aviation, retail and finance sectors.

ABOUT PINS

PINS has become a daily shopping and travel partner to more than 2 million customers in the Northern Europe.

Members can use PINS loyalty program at many retail stores, restaurants and entertainment places. By entering Asian markets PINS is planning to increase their members' number up to 10 million in coming year.

Source: Investment and Development Agency of Latvia

➡ <http://www.pinsforme.com/en>



SWEDISH MOBILITY SYSTEM AVAILABLE ON THE JAPANESE MARKET

The Swedish company Hjälpmedelsteknik (Assistive Technology) has now a distributor of their product AKKA Smart – a mobility platform for people with severe physical and neurological disabilities – in Japan



Hjälpmedelsteknik Sverige AB is one of Sweden's largest and first privately owned companies in the assistive technology sector. Founded in Southern Sweden in 1999, the company is a leading actor within service of technical assistive aids to both the public and private sector, as well as sales of assistive aids to the consumer market through retail stores. Hjälpmedelsteknik Sverige AB is growing successfully and has expansion plans both on the home market as well as abroad. Currently the company is working with preparations for the launch of their own retail store chain that will cover the entire market of Sweden.

Today, the company is representing a number of leading manufacturers and brands in the Nordic and other markets, but with new stores opening from north to south, the company seeks to find new suppliers of assistive technologies for senior citizens that can be offered to the Swedish customers. "The world's population is aging and the aim of our group is to provide products, services and solutions that make daily life easier for persons with

temporary or permanent disabilities and to improve the quality of life for the senior market in general. The new senior citizen generations are seeking both function and design", says Lars Åkerman, CEO of the Assistive Technology Group.

The company is also involved in development projects such as the AXO-SUIT, a three year project funded under the Ambient and Assisted Living (AAL) Joint Programme which project brings together universities and companies active and experienced in R&D of assistive devices with the aim to study and design Europe's first exoskeleton that will allow elderly persons to continue managing their daily activities. New innovative assistive technologies are also developed through the company's own daughter company JCM Electronics. The famous AKKA Smart is a Swedish innovation, a physical mobility platform, developed and produced in Sweden, which gives people with neurological disabilities, who are otherwise dependent on assistance the opportunity to develop sensory stimulus.

The product is about to be established on the Japanese market through a distributor. "The AKKA System has for more than 20 years improved rehabilitation and quality of life for so many people who are in a highly difficult situation. We are very happy that the AKKA Mobility System is now available to the Japanese market through the Seahonence Group, based in Osaka. The start of our cooperation has been excellent and we are looking forward to seeing the AKKA System improving lives across Japan in the many years to come. We want to grow our cooperation with Japanese companies in our pursuit of excellence in the emerging and vitally important senior citizen consumer market. The Japanese business culture, professionalism and long term thinking works so well with our way of working. I will next visit Japan in October and plan to visit Tokyo to see the Home Care and Rehabilitation Exhibition as well as supporting our partners in Osaka in the launch of the AKKA System in Japan", says Lars Åkerman.

Source: Invest in Skåne

➡ <http://www.jcmelektronik.se/english>

JAPAN SEAFOOD SHOW AND SCOTTISH DINNER

This year, Scotland participated with a national pavilion at the Japan Seafood Expo, which was held at Tokyo Big Sight for 3 days from 17th to 19th August.

This was the great opportunity for the 9 Scottish seafood companies who joined the show to introduce high quality Scottish seafood to the Japanese market and build new business relationships with Japanese companies who were seeking new partners. Many visitors enjoyed the cooking demonstrations and specially selected whisky pairings. To celebrate growing trade links, the Scottish seafood industries alongside Scottish Development International held a dinner prepared with delicious Scottish Seafood at the British Embassy on 18th August, with many key individuals working in the food industry in Japan as guests. This time, the dinner was created through the special collaboration of Japanese master of French Cuisine Mr. Tateru Yoshino and the Ambassador's Residence Executive Chef Mr. Frederik Walther. The guests enjoyed the 5 course dinner which used fresh Scottish seafood and ingredients, and accompanied by Scottish craft beer, Scotch whisky and Scottish craft Gin.

As a nation, Scotland has a growing international reputation as a "Land of Food & Drink" and is recognised as a supplier of some of the world's finest seafood. Seafood from the cold clear seas is the perfect choice for the world's best chefs. After whisky, seafood is Scotland's second largest export, representing 70% of food exports and is sold to over 100 countries around the globe.

➡ <http://www.sdi.co.uk>



➡ Chef Tateru Yoshino and Chef Frederik Walther at the centre

BREXIT... AND ITS IMPLICATIONS FOR JAPANESE COMPANIES



The British vote to leave the European Union came as a surprise to most observers in Europe and abroad. While the British government has confirmed that it will follow through with leaving the EU, a clear exit strategy has not been drafted, yet. Accordingly, the consequences of the decision are currently not clear. A number of companies operating in Britain are likely to be forced to rethink their business strategies in Europe. On the other hand, it will be difficult for companies to handle all of the possible consequences of Brexit just in time along with the results of the upcoming negotiations.

As most of the Japanese companies in Europe have made North-Rhine Westphalia with its capital city Düsseldorf their main hub in the EU the possible scenarios and effects of BREXIT are of great interest and concern.

On 14 September, NRW.INVEST and the City of Düsseldorf held an afternoon seminar especially for Japanese companies to exchange information nearly three months after the vote and share the positions of The City of Düsseldorf and the State of North-Rhine Westphalia. With further Input from JETRO Düsseldorf, Franz & Partner, Schnorbus Helmholtz Wardemann PartGmbH, the Chamber of Industry and Commerce, Düsseldorf, the Japanese Consulate General Düsseldorf, many aspects of the BREXIT votum for Japanese companies were highlighted. 110 guests from the regional German-Japanese business community (with several also visiting from London and other German cities) took advantage of the get-together afterwards to discuss their impressions.

➡ <http://www.nrwinvest.com>

RESEARCH PROJECT ON **EFFECTIVE MULTINATIONAL TEAMWORK IN THE JAPANESE CONTEXT**

The German Institute for Japanese Studies Tokyo would like to draw your attention to a Japanese/European research project on "Effective Multinational Teamwork in the Japanese Context" conducted in cooperation with the Ludwig-Maximilians University Munich (LMU).

The project examines key success



factors for effective leadership and collaboration in mixed Japanese/non-Japanese work teams in Europe and Japan with an adaptive online survey. The main aim is to develop new methods for increasing team effectiveness and practical recommendations for team leaders on how to deal with the challenges of cultural heterogeneity. All relevant findings are shared with participating team leaders by means of a professional management report. Moreover, participants in the greater Tokyo area are invited to join a free post-project workshop to discuss remaining questions.

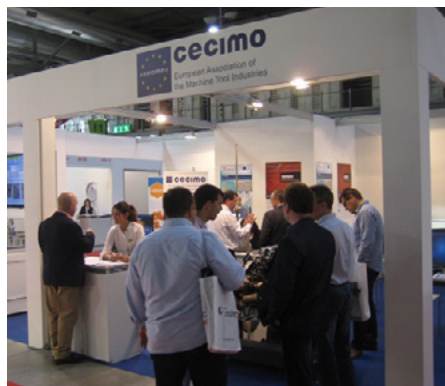


For further information, contact project coordinators Dr. Julia Backmann (backmann@bwl.lmu.de) or Dr. Tobias Soeldner (soeldner@diptokyo.org) in English, German, or Japanese, or visit the project homepage.

➡ <http://www.diptokyo.org/emtj>

CECIMO SHOWCASES THE EUROPEAN INDUSTRY AT JIMTOF 2016

17-22 NOVEMBER 2016, TOKYO, JAPAN



CECIMO, the European Association of the Machine Tool industries, will once again have a booth at JIMTOF2016 (Japan International Machine Tool Fair <http://www.jimtof.org/en>) to inform visitors about what the European machine tool industry is up to. Its booth, located in the International Information Center, will boast information about the different initiatives and projects the association is involved in, as well as about the trade relations between Europe and Japan in the machine tool industry. Of course, visitors will also have the opportunity to discover the European industry through the machine tool companies who will exhibit.

The Japanese and European industries are very much interlinked: Japan is the biggest non-CECIMO supplier of machine tools in Europe, it accounts for about one third of CECIMO's imports. The country is also among its top 10 export destinations. Not surprisingly, in a context where Japanese machine tool orders were down 22% in the first half of 2016, only orders from Europe increased slightly (0.3% year-to-year and 4.7% period-over-period).

The trade relations between CECIMO and Japan should intensify in the future considering, among other things, the fact that the European Commission and Japan launched Free Trade negotiations in 2012 that are still ongoing. The FTA is expected to have a positive impact on Europe-Japan bilateral trade relations, notably by reducing non-tariff barriers. For these reasons, CECIMO and its members provide continuous efforts to maintain good relations with their Japanese counterparts, including the Japan Machine Tool Builders' Association.

➡ <http://www.cecimo.eu>

IVAM PRESENTS JOINT BOOTH AT NANO TECH 2017

5-17 FEBRUARY 2017, TOKYO, JAPAN

nano tech in Tokyo is the world's largest international nanotechnology exhibition and conference. 2017 the nano tech will take place on 15-17 February 2017 at the International Exhibition Center in Tokyo. More than 48.000 international visitors are expected. Various other related exhibitions take place in parallel, e.g. "Printable Electronics", "3D Printing", "Robotics", "Smart Energy" or "SURTECH".

The IVAM Microtechnology Network will attend the nano tech once more and will again present a joint pavilion. Exhibitors of the IVAM pavilion benefit from trade fair organisation and on-site support, interpreter support at the joint booth, accompanying marketing and press campaigns and others. Companies who are interested in exhibiting or holding a presentation on their product innovations are invited to contact Orkide Karasu (ok@ivam.de)

➡ <http://www.ivam.de/events/nanotech17?lang=en>

SYMPOSIUM COMMEMORATING THE 150TH ANNIVERSARY OF JAPAN-BELGIUM DIPLOMATIC AND FRIENDSHIP RELATIONS

REFLECTIONS ON THE MULTI-LAYERS AND CROSS-BOUNDARIES OF CULTURE AND WISDOM:
TOWARDS ACADEMIC EXCHANGE AND THE ESTABLISHMENT OF “BELGIAN STUDIES”

9-11 DECEMBER TOKYO, JAPAN



On August 1st, 1866, Japan and the Kingdom of Belgium concluded the Treaty of Friendship, Commerce and Navigation. This was the ninth treaty with a Western country to be concluded at the end of the Edo period. Except for a short period of minor disagreements, Japan and Belgium have always kept a friendly relationship since the establishment of formal diplomatic relations and have maintained cultural, economic and personal exchanges. The year 2016 will be the 150th anniversary of the friendship relations.

In this commemorative year, the Executive Committee of the Symposium Commemorating the 150th Anniversary of Japan-Belgium Diplomatic and Friendship Relations will hold an international symposium with aims of encouraging further exchanges between both countries, building a basis for “Belgian Studies” and improving a further understanding of Belgium in Japan.

At this symposium, more than 45 experts in the fields of natural science, social science and humanities will present the latest research and the accumulated knowledge concerning Belgium and relations between Japan and Belgium. Also, the identification of the meaning of interdisciplinary Belgian studies will be sought and shared with the participants throughout the program.

The symposium will mark the first steps in the construction of “Belgian studies”.

- December 9, Embassy of Belgium in Tokyo (by invitation)
- December 10-11, Tokyo University of Science, Fujimi Building (Kagurazaka Campus), 1-11-2 Fujimi, Chiyoda-ku, Tokyo, 102-0071

Organised by: Embassy of Belgium, Flanders Center, Japan-Belgium Society, Belgian Tourist Office Wallonia-Brussels, Tokyo University of Science, Belgium-Japan Academic Society, Japanese Association for Belgian Studies and Netherlandish Art Studies Group

➡ <http://www.jb150sympo.org>

BRUEGEL-KOBE CONFERENCE: INNOVATION AND ECONOMIC REFORMATION IN EUROPE AND JAPAN

18 OCTOBER 2016, BRUSSELS, BELGIUM

Innovation is considered a key factor of economic recovery from the long stagnation after the global economic crisis.

On a global scale, Europe and Japan find themselves in a more worrying situation than the US. One reason for this is the weaker link between innovation and macro economy in Europe and Japan compared to the U.S. Europe shows a slow overall growth and it lacks those much needed pro-growth reforms. The Japanese economy, which began to deteriorate after the collapse of the bubble in the early 1990s, had stagnated throughout two decades.

Although, innovation represents the introduction of both novel and more efficient technologies, it cannot become an important factor of economic recovery without labour relocation, education and training, and the right socio-economic reconstruction. This event aims to bring efficient and realistic proposals as to what the solutions could be and what policy measures would support it.

This event is part of the “150 Years of Friendship Between Japan and Belgium” event series endorsed by the Embassy of Japan in Belgium.

➡ <http://bruegel.org/events/innovation-and-economic-reform-in-europe-and-japan>

ULB NEW PROGRAMMES IN JAPANESE LANGUAGE AND CULTURE

The Université Libre de Bruxelles (ULB), Faculty of Letters, Translation and Communication, launches new programmes in Japanese Language and Culture both at the Bachelor and Master levels as of September 2016, with the financial support of the Committee for the Celebration of the 150th Anniversary of Friendship between Japan and Belgium and the Japan Foundation.

➡ <http://goo.gl/A4jA6z>

JAPAN MARKET EXPANSION COMPETITION

ARE YOU FACING CHALLENGES IN THE JAPANESE MARKET?

COULD YOU BENEFIT FROM A WELL-RESEARCHED BUSINESS PLAN TAILORED FOR JAPAN?



JMEC is a professional business training program in Tokyo, organised as a business plan competition that helps European companies, including large corporations and SMEs (Project Clients), maximise their business success in Japan - while strengthening the business skills of mid-career professionals (Participants).

JMEC Project Clients receive a confidential and complete professional business plan developed by some of Japan's up-and-coming business executives for a fraction of the cost of hiring outside consultants. Actively supported by most European chambers in Japan and by many seasoned entrepreneurs, JMEC has been a vital part of the business community in Tokyo since 1993. Over 1,100 professionals from 55 countries have graduated from the programme and JMEC teams produced business plans for over 200 companies and organisations - for a range of purposes, including market entry, new product and service launches, distribution strategies, targeting new market segments and reviving stagnating businesses.

COMPANY'S BENEFIT:

- Out-of-the-Box Solutions. Receive a well-researched and innovative plan, based on the fresh and unconstrained perspective of a JMEC team (roughly 50 to 100 pages, plus appendices).
- Comprehensive Research. Teams of 4-6 dedicated business professionals are assigned to the company's project from January to May, researching and devising its plan.
- Quality Control. Experienced business executives are mentors and consultants monitoring and supporting the teams.

TESTIMONIAL

Another JMEC 22 Project Client was Impetux Optics S.L., Barcelona, Spain - a provider of highly advanced optical tweezer technology for studying biological processes by allowing manipulation of biomolecules with nanometric precision. Elisabet Romeu Codina, General Manager, said: "We really appreciate having had the opportunity to work with such a professional and great JMEC team, and were happy to learn that they won the 3rd Prize in the competition for their excellent efforts. The business plan we received provided valuable data and information about the Japanese market for our advanced, patented optical tweezer technology - and recommended strategies for how to best position ourselves for further expansion in this market."

The JMEC 23 programs starts in November 2016. To learn more about this opportunity and how to apply, contact JMEC Program Director Trond Varlid. E-mail: trond@jmec.gr.jp

➔ <http://www.jmec.gr.jp>

THE GLOBALISATION AND INTERNATIONALISATION OF SMES AND NEW VENTURES

14-16 DECEMBER 2016, VENICE, ITALY

On the 14-16 December 2016, researchers, policy makers and practitioners will gather in Venice, Italy on the occasion of the 15th edition of the International Entrepreneurship Forum organised by Essex Business School – University of Essex and Ca' Foscari University of Venice and INSME – The International Network for Small and Medium Enterprises.

Under the topic "The Globalisation and Internationalisation of SMEs and New Ventures", the Forum will be a platform to discuss about the generation of new ideas, insights and practices related to the idea of an agenda for globalisation and internationalisation of SMEs.

An excellent line-up of speakers will inspire the audience and share proper expertise on relevant topics such as: innovation and internationalisation, impact and sustainability, networked enterprises, gender and internationalisation, the global digital landscape, socially driven international ventures.

➔ <http://www.iefconference.com>

BRUSSELS INTERNATIONAL FILM FESTIVAL - JAPAN AS GUEST COUNTRY

19-25 NOVEMBER 2016, BRUSSELS, BELGIUM



For 7 days, Brussels rolls out its red carpet at the occasion of the 2nd edition of the Festival International du Film de Bruxelles (FIFB). With Japan as guest country, FIFB invites the public to explore this fascinating culture and its rich and contrasting cinema. The place to be for the international cinema, FIFB offers the best of Japanese cinema as well as the World or European premières

of Belgian and foreign films. On 19 November the opening ceremony will be dedicated to the Japanese cinema and culture.

Japan is currently one of the main film producers with more than 400 movies produced every year. The FIFB is proud to present a selection which will bring full coverage to the profusion of talents stemming from the land of the rising sun. Besides, the FIFB is proud to be part of the official programme of 150 years of diplomatic relations between Japan and Belgium.

➔ <http://www.fifb.be>

MALTA MARITIME SUMMIT

The Malta Maritime Summit was officially launched on the 9 February 2016, by the Minister of Transport, the Hon. Joe Mizzi, during a press conference held at the Ministry of Transport and Infrastructure, in Floriana, Malta.



✦ The press conference was attended by the Chairman of Transport Malta Mr. James Piscopo, Mr. Ivan Sammut, Registrar General of Shipping and Seamen, Mr. John A. Gauci-Maistre, CEO of GM Conferences & Exhibitions Ltd and Dr. Jean-Pie Gauci-Maistre, Legal Advisor to the Malta Maritime Summit.

This first Malta Maritime Summit was held on the 3-6 October 2016. The conference, which was themed "The Voice of the Industry", was intended to be different as its aim was to stimulate heated but constructive debates among speakers, panellists and delegates.

Spread over three and half days the conference sought to raise regulatory, operative, safety, ecological, energy and financial matters among others. High level speakers were present, including some of the leading maritime executives. This is yet another initiative for Malta to continue consolidating its leading role within the maritime industry not only in a proactive approach but also by creating more consciousness of crucial topics, in an industry that is continuously under threat by external forces and vulnerable to unstable economic dynamics.

A highly important point is that this summit was also another good opportunity for the Government to listen to the maritime industry's views on pertinent issues having a direct impact on the industry since it will be held just before the start of Malta's Presidency of the EU Council in January 2017.

➔ <http://maltamaritimesummit.com/>



WORLD SUSTAINABLE ENERGY DAYS 2017

1-3 MARCH 2017, WELS, AUSTRIA



As one of Europe's largest annual conferences on energy efficiency and renewable energy, the World Sustainable Energy Days (WSED) have grown over the past 20 years into a global meeting place for the sustainable energy community. 8 specialised conferences offer the opportunity to learn about current trends in the sustainable energy world. Interactive events provide valuable networking possibilities.

For more than 20 years, experts from all over the world have gathered in Upper Austria to attend the conference - in 2016, the event attracted over 700 participants from 57 countries! The WSED delivers up-to-date information on technologies, policies and markets, offer a global meeting place for the sustainable energy community and provide opportunities for networking and business contacts.

The WSED 2017 focus on energy efficiency, biomass and sustainable buildings through 8 specialised conferences:

- European Pellet Conference
- European Energy Efficiency Conference
- Young Researchers Conference: Biomass + Energy Efficiency
- Energy Efficiency Services and Business Conference

- E-Mobility & Smart Buildings Conference
- European Research Conference: Buildings
- European Nearly Zero Energy Buildings Conference
- Energy Efficiency Watch Conference

➔ <http://www.wsed.at>

YOUNG RESEARCHERS CONFERENCE & AWARD

1-2 MARCH 2017, WELS, AUSTRIA



The 2 conferences Young Researchers Conference: Energy Efficiency and Young Researchers Conference: Biomass present the work and achievements of young researchers in the fields of energy efficiency and biomass. They offer an opportunity to interact with researchers and industry experts from all over the world.

The 2 best contributions are honoured with the awards "Best Young Researcher: Energy Efficiency" and "Best Young Researcher: Biomass" and will receive 1,000 Euro each as prize money. The Young Researchers Conference is part of the World Sustainable Energy Days, one of the largest annual conferences in this field in Europe, offering a unique combination of events.

➔ <http://www.young-researchers.eu>

TECHNOLOGY CENTRE CAS AT **NANO TECH FAIR**



The Technology Centre CAS as an Enterprise Europe network partner in the Czech Republic prepares analytical and conceptual studies for research and development, performs international technology transfers, supports the creation and development of innovation businesses and a participation of the Czech Republic in the European Research Area. Technology Centre as the host organisation and the coordinator of the Enterprise Europe Network in the Czech Republic also helps ambitious SMEs innovate and grow internationally. In previous years the Technology Centre provided support and advice on the participation of numerous Czech companies to the nano tech fairs in Tokyo, Japan and the next mission is planned to February 2017.



➡ <http://www.TC.cz>

Every year the Enterprise Europe Network team prepares a company missions to the nano tech fair where the Czech companies have their own stand and have chance to meet other representatives. Several international cooperations and technology transfers started with the missions. Enterprise Europe Network team further provides support during the mission and advice on how to expand into new markets. Among others, this year the Czech Enterprise Europe Network will introduce the containers COMCONSHIELD® LLW/ILW (<http://www.comconshield.com>) that are designed for collection and short or long-term storage of radioactive waste; the containers can be used also for storage of toxic waste. These containers enable transport and storage of radioactive waste RAW, neutron sources, storage of radioactive sediments and ionex from nuclear plants and temporary storage inside buildings or directly on workstations with radionuclides. The company COMING plus will be part of the Czech exposition on the EEN stand in Tokyo at nano tech fair in February 2017.

ENTERPRISE EUROPE **NETWORK EVENTS**

B2B OPPORTUNITIES FOR EU AND JAPANESE SMES

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

MEDICA 2016 BROKERAGE EVENT

15-17 November 2016, Dusseldorf, Germany

Sectors: medical devices

Registration deadline: 7 November 2016

On the occasion of MEDICA 2016 (<http://www.medica-trade-fair.com>), the global No. 1 meeting place for the medical sector, ZENIT GmbH together with the Healthcare Sector Group of the Enterprise Europe Network will organise an international brokerage event. The aim is to assist enterprises, universities and research institutions in finding partners in Europe and abroad for product development, manufacturing and licensing agreements, distribution partnerships, joint ventures or other types of partnership.

This international Healthcare Brokerage Event at MEDICA fair has a tradition of more than 15 years now. In the last years the brokerage event had always more than 300 participants from about 30 countries with more than 1000 meetings.

To participate, register and provide a profile describing either an offer or a request. All the participants' profiles will be published on the website of the brokerage event. Browse the profiles online and book meetings with organisations you are interested in.

➡ <https://www.b2match.eu/medica2016>

MEDICA 2016 EEN商談会イベント

COMPAMED/MEDICAの会期中に併催される商談会イベントです。ヨーロッパでの展示会はショーケースというよりも商談を行う場と位置づけられ、活発にイベント会期前からのアポ取りが行われます。COMPAMED/MEDICA主催者発表の統計によると、毎年世界60カ国以上から4,641社前後の出展社が参加し、13万人前後のビジターが訪れます。来場者の約75%が契約に関する意思決定権者です。そのため、COMPAMED/MEDICAでは、商談のアポイントメントを事前にとることがたいへん重要です。

会期前:「貴社プロフィールの公開・他社プロフィールの参照・アポ取りメールのやり取り・商談アポのスケジューリング」がおこなえるイントラネットが提供されます。

会期中:商談アポごとにテーブルが割り当てられます。また、当日現地にはB2Bイベントをサポートするスタッフ(英語対応)が常駐します。貴社のプロフィールや希望についてご記入し、事前登録を行います。同様にエントリーしている各国の企業と事前に連絡し合い、会場でのアポイントメントを取り付けることができます。

プロフィールの記入・修正・他企業の情報検索・アポイントメント申し込みメールなどはすべてパスワードで保護されたウェブサイト上でおこないます。

ご登録方法等については、こちらをご参照ください。



<http://www.een-japan.eu/ja/news-media/medicacompamed-B2B2016>



This year a company delegation from Japan headed by the Kobe Biomedical Innovation Cluster will exhibits in HALL16-B51. See page 20 for more details.

PARTNERING OPPORTUNITIES



EU COMPANIES LOOKING FOR PARTNERS IN JAPAN

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

REQUEST FOR AGENT

Sector: leisure

A Finnish company active in the physical education, training and recreational leisure

Profile ID: **BOFI20160615001**

Sector: chemical

A French company manufacturing new cosmetic ingredients

Profile ID: **BOFR20160727005**

REQUEST FOR DISTRIBUTOR

Sector: industrial equipment

French SME specialised in designing and manufacturing hermetic feedthroughs

Profile ID: **BOFR20160413001**

Sector: food

Italian company specialised in trading livestock and meat

Profile ID: **BOIT20160608003**

Sector: food

Hungarian producer of mushroom products and mushroom compost

Profile ID: **NoID-006**

Sector: biotech

French SME specialized in signalling pathways of different cellular processes

Profile ID: **BOFR20160720003**

Sector : security

A German SME offering advanced earthquake early warning systems

ID code: **BODE20160530001**

Sector : child seats

A UK SME is offering its children's bike seat / push chair

ID code: **BOUK20160805001**

Sector : ICT

A French company is looking for distributors for its processor IP

ID code: **NoID-010**

Sector : agriculture

A Finnish company is offering its fully oil-free biodegradable lubricant products for chainsaws and forestry / farming equipment

ID code: **BOFI20150604001**

Sector : environment

Swedish company specialized in water purification based on UV-LED technology

ID code: **BOSE20160129001**

Sector : construction

A Czech company has developed road curb-stones made of synthetic concrete

ID code: **BOCZ20160215002**

REQUEST FOR FINANCIAL PARTNER

Sector: pharmaceutical

A Cypriot pharmaceutical company offers its innovative medicines and laboratory services

Profile ID: **BOCY20160719001**

FOOD4LIFE

10 November 2016, Sofia, Bulgaria

Sectors: food and beverages

Registration deadline: 30 October 2016

EEN partner the Bulgarian Industrial Association is organising a B2B event during the biggest Balkan international specialised exhibitions: Meatmania, the World of Milk, Bulpek, Salon de Vin, Interfood & Drink and Sihre (<http://food-exhibitions.bg/en>). The event targets companies and R&D institutions looking for technological, research and business cooperation and will give opportunities to forge new partnerships in projects funded by European programmes.

➔ <https://www.b2match.eu/food4life2016>



SMART CITY BROKERAGE EVENT

15-17 November 2016, Barcelona, Spain

Sectors: multisectoral

Registration deadline: 28 October 2016

EEN partner ACCIÓ is organising the Smart City Brokerage Event during the Smart City World Congress (<http://www.smartcityexpo.com/en>), the worldwide leading event for the smart city industry with over 14,000 participants, 400+ exhibitors and 560+ cities represented. This year participants from European Utility Week, iWater and Circular Economy Congresses will also be present.

➔ <https://www.b2match.eu/smartcity2016>

MIDEST 2016 BROKERAGE EVENT

6-9 December 2016, Paris, France

Sectors: multisectoral

EEN partner the Chamber of Commerce of the Grand Duchy of Luxembourg is organising a brokerage event during MIDEST (<http://www.midest.com/en>).

The MIDEST trade fair is known to be one of the world's most important key platforms for industrial subcontractors at international scale. The event will bring together organisations and companies that are driving forward the major changes currently experienced by the industry community.

➔ <http://www.een-matchmaking.com/midest2016>

FUTURE MATCH AT CEBIT 2017

20 - 24 March 2017, Hannover, Germany

Sectors: ICT

Registration deadline: 7 March 2017

CeBIT is the world's largest and most internationally represented computer expo in Hannover, Germany. **In 2017 edition, Japan will be the partner country of the fair.** (<http://www.cebit.de/en/exhibition/partner-country/>)

Future Match 2017 is the 19th edition of one of the largest and most successful international brokerage events in the Enterprise Europe Network. The event offers SMEs, research organisations, universities and clusters the opportunity to find and meet partners for commercial agreements and for research & technology cooperation.

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





PARTNERING OPPORTUNITIES

EU COMPANIES LOOKING FOR PARTNERS IN JAPAN

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



TECHNOLOGY TRANSFER OFFERED

Sector: aerospace

A Greek based SME designs and develops test & validation equipment for the space industry

Profile ID: **TOGR20150209001**

Sector: ICT

A Romanian company offers their wireless communication technology to industry partners

Profile ID: **TORO20160615001**

Sector: ICT

Croatian SME specialized in electronic product design is providing hardware and software development

Profile ID: **TOHR20160503001**

Sector: ICT

A French company offers processor IP for implementing embedded systems in systems on chip

Profile ID: **NoID-009**

Sector : pharmaceutical

French company offering green chemical innovation protecting patients from the adverse effects of preservatives in pharmaceutical products and cosmetics

ID code: **TOFR20160607002**

Sector : medical equipment

A Swedish company has developed an assistive eating device for persons with disabilities

ID code: **TOSE20160420001**

Sector : software

A Belgian company offers optimisation products and services

ID code: **TOBE20160906002**

Sector : software

A Belgian company offers optimisation solutions for smart grid design, planning and upgrade

ID code: **TOBE20160510001**

MANUFACTURING SERVICES OFFERED

Sector: metalworking

A French company specialised in production of carbide tools

Profile ID: **BOFR20150915001**

TECHNOLOGY TRANSFER REQUEST

Sector: telecommunication

Greek SME is looking for partners for its roaming assurance system

Profile ID: **TRGR20160616001**

LICENSING OFFERS

Sector: pharmaceutical

Swedish company working to develop new pharmaceuticals that can either stimulate or inhibit hair growth

Profile ID: **BOSE20160712001**

Sector: pharmaceutical

Swedish developer of vaccines looking for license agreement

Profile ID: **BOSE20160707001**

Sector: automotive

A UK SME has developed a compact internal combustion engine

Profile ID: **TOUK20160802001**

TECHNOLOGY TRANSFER OFFERED

Sector: biotech

Dutch biomedical research consortium offers mediation services, technical and research cooperation and smooth project initiation

Profile ID: **TONL20160714001**

Sector: biotech

French SME offers multi-biomarkers clinical tests for oncology and transplantation fields

Profile ID: **TOFR20160720001**

Sector: biotech

UK company offers novel multiplex polymerase chain reaction detection methods for infectious disease testing and cancer mutation detection

Profile ID: **TOUK20160711001**

Sector: biotech

Dutch company offers drug discovery projects on clinical candidates for cancer immunotherapy and oncology kinase

Profile ID: **TONL20160727002**

Sector : biotech

Dutch company offers drug discovery services for oncology, immunology and neurodegenerative disease

ID code: **TONL20160727001**

Sector : biotech

A UK company offers its single cell analysis systems for biotherapeutic and medical diagnostic development

ID code: **TOUK20160721001**

Sector : biotech

A UK company offers single cell analysis systems for therapeutic and single cell therapy engineering and genome editing

ID code: **TOUK20160721002**

Sector : biotech

A Dutch chemistry contract research organisation offers its knowledge in the field of small molecule drug discovery

ID code: **TONL20160819001**

Sector : biotech

Dutch company provides human 3D organ-on-a-chip models for compound screening, toxicity testing and transport studies

ID code: **TONL20160901001**

Sector : biotech

Spanish company offering high purity xylo-oligosaccharide prebiotics and olive bioactive extracts

ID code: **TOES20160826001**

SERVICES OFFERED

Sector: biotech

French SME offers services to discover novel protein interactions with small molecules, proteins, DNA and RNA

Profile ID: **BOFR20160720006**

Sector: biotech

A French SME offers services to identify small molecules targets, understand drug mechanism of action and support drug repositioning

Profile ID: **BOFR20160720005**

Sector: creative industry

A Polish company specialized in design of exhibition booths

Profile ID: **BOPL20160804001**

PARTNERING OPPORTUNITIES

JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU



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

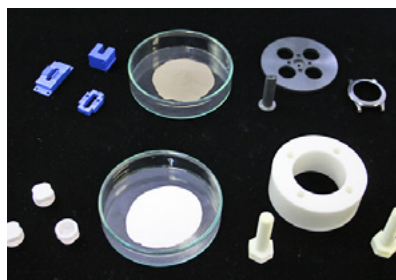


REQUEST FOR DISTRIBUTORS

Sector: ceramic

A Japanese company specialized in technical ceramic is seeking a distribution partner

Profile ID: **BOJP20160726001**



REQUEST FOR DISTRIBUTORS

Sector: domestic equipment

A Japanese manufacturer of high-end air purifier and humidifier is looking for distributors

Profile ID: **BOJP20160805001**

REQUEST FOR DISTRIBUTORS

Sector: materials

A Japanese manufacturer of EPDM and polyethylene open cell plank foam is looking for distributors

Profile ID: **BOJP20160630001**



REQUEST FOR DISTRIBUTORS

Sector: lighting

A Japanese manufacturer of LED-lights with an emergency light function is seeking a distributor

Profile ID: **BOJP20160808001**



REQUEST FOR DISTRIBUTORS

Sector: lighting

A Japanese manufacturer of sheet-shaped Light-Emitting-Diode module is seeking a distributor

Profile ID: **BOJP20160809001**

REQUEST FOR DISTRIBUTORS

Sector: electric equipment

A Japanese electric cable manufacturer is seeking a distribution partner for its USB3.0 optical cables and fine-diameter robot cables

Profile ID: **BOJP20161003001**

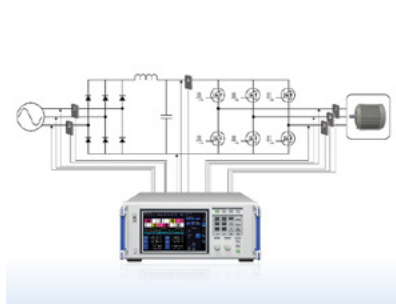


REQUEST FOR DISTRIBUTORS

Sector: electronics

A Japanese manufacturer of electric/electronic test & measurement instruments is seeking distributors

Profile ID: **BOJP20150505001**



REQUEST FOR SERVICES

Sector: consulting

Japanese research institute seeking consulting company for a research on the EU rolling stock market

Profile ID: **BRJP20160816001**

REQUEST FOR DISTRIBUTORS

Sector: industrial equipment

A Japanese manufacturer of high tension steel made caster wheels is seeking a distributor

Profile ID: **BOJP20150715001**



REQUEST FOR DISTRIBUTOR

Sector: sport equipment

A Japanese golf club manufacturing company is seeking a distribution or retail chain partner in Ireland and the UK

Profile ID: **BOJP20160622001**

REQUEST FOR DISTRIBUTOR

Sector: medical devices

A Japanese manufacturer is looking for a distributor for medical and training devices

Profile ID: **BOJP20160628002**



PARTNERING OPPORTUNITIES

JAPANESE COMPANIES LOOKING FOR PARTNERS IN THE EU



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



REQUEST FOR DISTRIBUTORS

Sector: healthcare

A Japanese manufacture of fashionable and ergonomic walking sticks is looking for a distributor

Profile ID: **BOJP20160909001**



REQUEST FOR AGENT

Sector: crafts and design

A Japanese book binding company is seeking a commercial agent in Denmark, Finland and Sweden for its hand-made paper stationery

Profile ID: **BOJP20160706001**



REQUEST FOR AGENT

Sector: crafts and design

A Japanese paint manufacturing company has developed waterborne paint which has a unique function of peeling off

Profile ID: **BOJP20150513001**



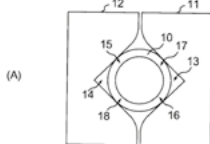
TECHNOLOGY TRANSFER OFFERED

Sector: industrial equipment

A Japanese firm is offering a newly patented technology on peristaltic pumps for licensing

Profile ID: **TOJP20150713001**

Abstract of the patented technology



REQUEST FOR FRANCHISEE

Sector: medical & Healthcare

A Japanese medical corporation is offering a franchising or services agreement to European clinics or medical consultants in the field of dentistry

Profile ID: **BOJP20160623001**

TECHNOLOGY TRANSFER OFFERED

Sector: industrial equipment

Japanese R&D oriented plastic products manufacturer offering license for paintless metallic plastic technology

Profile ID: **TOJP20150909001**



REQUEST FOR DISTRIBUTOR / AGENT

Sector: ICT

A Japanese software developer's free data browser for analysing data sets from omics experiments that are generated in life science studies

Profile ID: **BOJP20150819001**



SERVICES OFFERED

Sector: materials

An expert of carbon fibre reinforced plastics is offering his knowledge to partners in Germany and Austria

Profile ID: **BOJP20160727001**

SERVICES OFFERED

Sector: business services

Japanese project management specialist offering its services to EU companies

Profile ID: **BOJP20150601001**

MANUFACTURING SERVICES OFFERED

Sector: industrial equipment

An experienced Japanese manufacturer of springs is looking to reach a subcontracting agreement

Profile ID: **BOJP20150527001**



Takes up little space, and you can use it while standing.



Just step on it and enjoy for 3 minutes. It's so easy! Built-in timer for automatic switching off.



REQUEST FOR DISTRIBUTOR

Sector: healthcare

A Japanese company is seeking distribution partners in the EU for its healthcare products

Profile ID: **BOJP20160628001**





DATE/LOCATION	DETAILS	CONTACTS
19 October 2016 Tokyo, Japan	SEMINAR Vogue Italia, WWD Japan and Umit Benan on Fashion Trends 2016	Italian Chamber of Commerce in Japan http://www.iccj.or.jp/content/vogue-italia-wwd-japan-and-umit-benan-fashion-trends-2016
28 October 2016 Hambourg, Germany	MEETING DJW "Asa no Kai" with Björn Eichstädt, Managing Partner, Storymaker	Japanese-German Business Association http://www.djw.de/veranstaltungen/veranstaltungen-details/article/djw-asa-no-kai-djwwith-bjoern-eichstaedt-managing-partner-storymaker-hamburg.html
1 November 2016 Tokyo, Japan	MEETING Joint Nordic Business Luncheon with Stora Enso, CEO, Karl-Henrik Sundström	Swedish Chamber of Commerce & Industry in Japan http://www.sccj.org/index.php/all-events/events/joint-nordic-business-luncheon-with-stora-enso-organized-by-fccj
1 November 2016 Berlin, Germany	CONFERENCE Future Electricity Systems, Grids and Storage – Flexibility in Electricity Generation and Consumption, Solutions of the Next Generation	Japanese-German Center Berlin http://www.jdzdb.de/en/events/single-view/id/1505/
8 November 2016 Tokyo, Japan	CONFERENCE Coface Japan Country Risk Conference 2016: Major Trends in the World Economy	French Chamber of Commerce & Industry in Japan http://www.ccfj.or.jp/evenements/calendrier/vue-detail/d/coface-japan-country-risk-conference-2016-major-trends-in-the-world-economy
11 November 2016 Oxford, UK	SEMINAR Abenomics: Has it worked? Will it fail?	Nissan Institute of Japanese Studies http://www.nissan.ox.ac.uk/abenomics-has-it-worked-will-it-fail
11 November 2016 Frankfurt, Germany	MEETING DJW "Asa no Kai" with Dr. Christian Becker-Asano, Robert Bosch GmbH	Japanese-German Business Association http://www.djw.de/veranstaltungen/veranstaltungen-details/article/djw-asa-no-kai-djwwith-dr-christian-becker-asano-robert-bosch-gmbh-frankfurt.html
14-18 November 2016 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Sectoral Mission: ICT Cluster & SMEs Mission	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/ict-cluster-sme-mission
19 November 2016 London, UK	EXHIBITION Experience Japan Exhibition	British Council http://www.experience-japan.jp
5-6 December 2016 Prebold, Slovenia	EUROPEAN COMMISSION FUNDED PROGRAMME LEAN in Europe - Visit to Odelo Application deadline: 23 October 2016	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/lean-europe-driving-competitiveness
13 December 2016 Willich, Germany	MEETING "Asa no Kai" with Gerhard Wiesheu, Chairman, DJW	Japanese-German Business Association http://www.djw.de/veranstaltungen/veranstaltungen-details/article/djw-asa-no-kai-djwwith-gerhard-wiesheu-chairman-djw-willich-13122016.html
8 May - 9 June 2017 Tokyo, Japan	EUROPEAN COMMISSION FUNDED PROGRAMME Training Mission: H RTP 53 Human Ressources Training Programme - Japan Industry Insight Application deadline: 23 February 2017	EU-Japan Centre for Industrial Cooperation http://www.eu-japan.eu/events/hrtp-human-resources-training-programme-japan-industry-insight



EU-Japan Centre
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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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