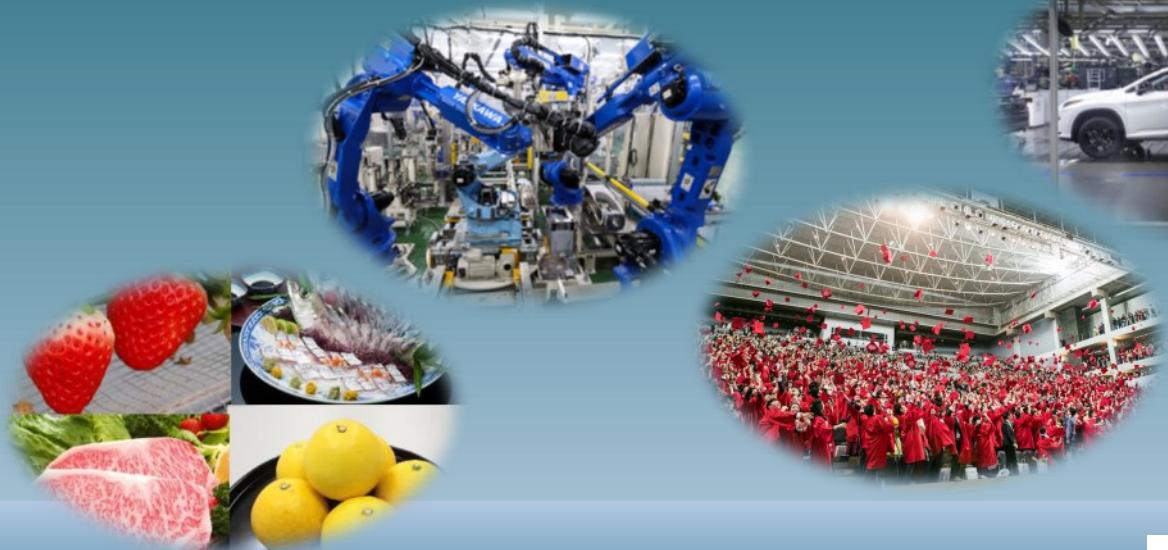


Business and Investment Environment in Kyushu

- Main Industries、Economy · Trade Data -

2023.3 updated



Kyushu Bureau of Economy, Trade and Industry

Business and Investment Environment - Main Industries 、 Economy · Trade Data -

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Kyushu - Gateway to Asia

- ◆ Located almost equidistant from Seoul, Shanghai, and Tokyo, Kyushu is, geographically, Japan's gateway to Asia. Since ancient times, the region has served as a hub for international exchange, especially in Hirado and Dejima located in Nagasaki.
- ◆ The number of incoming and outgoing passengers (domestic and international routes) at Fukuoka Airport is 8.48 million*, which is ranked second among all airports in Japan. From Fukuoka Airport, it takes only 10 minutes to access the center of Fukuoka City, offering world-class transportation convenience.

* Source: *Airport Rankings 2021*, Ministry of Land, Infrastructure, Transport and Tourism

Convenience of Access to Asian Countries

	Fukuoka	Tokyo(Narita)
Airport to city center	10minutes	50minutes
Busan (Korea)	50minutes	1hour 50minutes
Seoul (Korea)	1hour 20minutes	2hours 35minutes
Shanghai (China)	1hour 45minutes	3hours 10minutes
Taipei (Taiwan)	2hours 35minutes	3hours 55minutes
Hong Kong	3hours 55minutes	4hours 45minutes
Ho Chi Minh (Viet Nam)	5hours 35minutes	6hours 20minutes
Bangkok (Thailand)	6hours	6hours 55minutes
Singapore	6hours 35minutes	7hours 10minutes

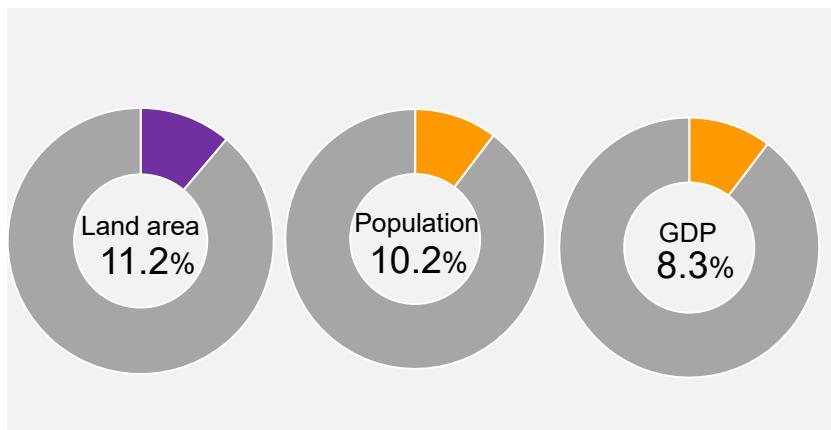
Distances between Fukuoka and other major cities in Japan and Asia



Scale of economy equivalent to that of a country

- ◆ Kyushu, a southwestern island of the Japanese archipelago, is composed of seven prefectures: Fukuoka, Saga, Nagasaki, Kumamoto, Oita, Miyazaki, and Kagoshima.
- ◆ Kyushu has a population of 12.80 million (10.2% of Japan). Its various economic indexes including land area and GDP account for approximately 10% of the entire country so that the region is called the “10% economy.”
- ◆ Kyushu's scale of economy is 48 trillion yen, equivalent to that of Austria which is ranked 29th in the world. With a large geographical area, rich water resources, and an excellent workforce, semiconductor industry, automobile industry, and agriculture, forestry and fisheries are the primary industries of Kyushu.

Kyushu's share of land area, population, and GDP in Japan

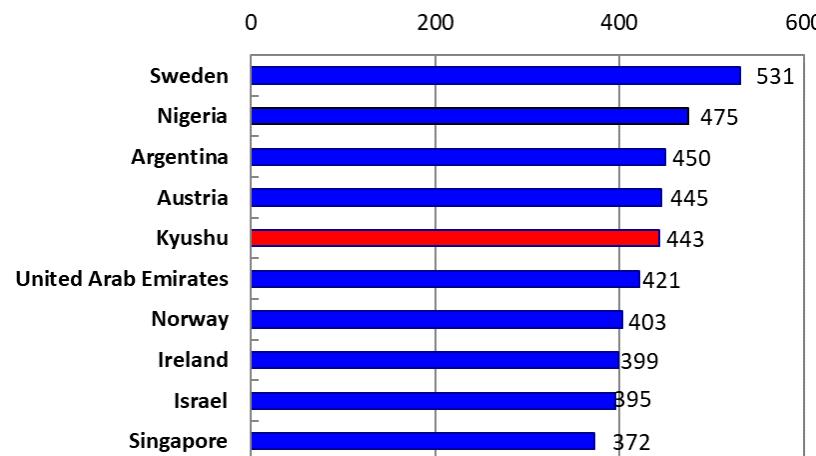


Source:

- Area - *Survey of Area by Municipality for all Prefectures*, Ministry of Land, Infrastructure, Transport and Tourism 2022
- Population - *Population, Demographics, and Number of Households Based on Basic Resident Register*, Ministry of Internal Affairs and Communications
Current as of January 1, 2022
- GDP - Compiled by the Kyushu Bureau of Economy, Trade and Industry from the *Cabinet Office's Fiscal 2019 Prefectural Accounts*

International comparison of regional GDP

(Unit: USD 1 billion)

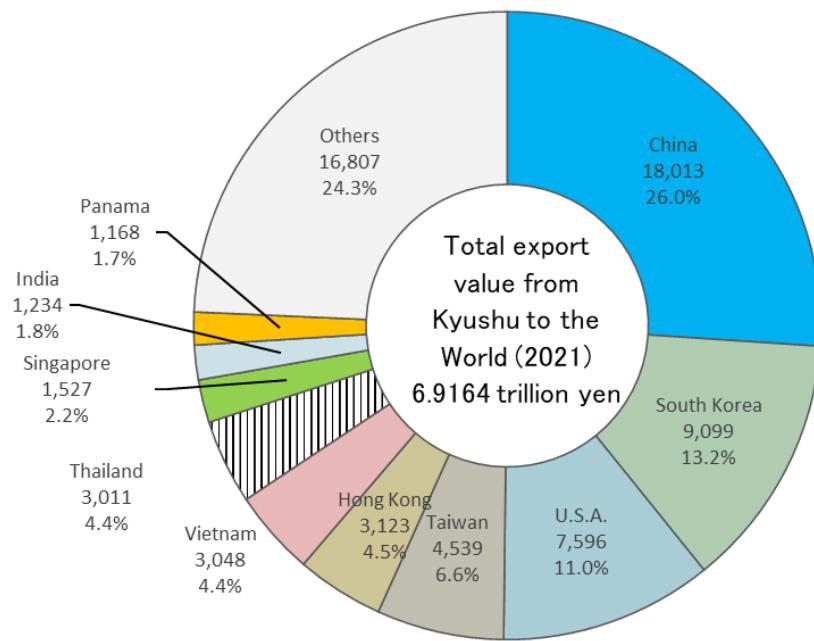
Source: *World Statistics 2021*, Ministry of Internal Affairs and Communications

Main Trade Partners

- The largest trade partner for Kyushu is China, accounting for 26.0% of all exports and 17.8% of all imports.
- Next are, S. Korea, the US and Taiwan for exports and Australia, United Arab Emirates and the US for imports.
- Transportation equipment, general machinery, and electrical machinery are exported from Kyushu.
- Electrical equipment and mineral fuels are imported to Kyushu.

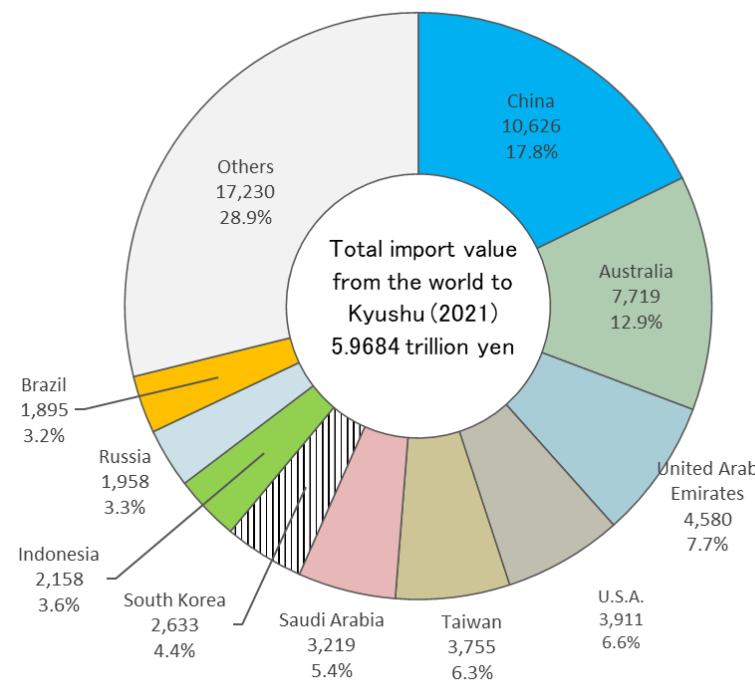
Main exporting countries and regions from Kyushu

(Unit: 100 million yen, %)



Main importing countries and regions to Kyushu

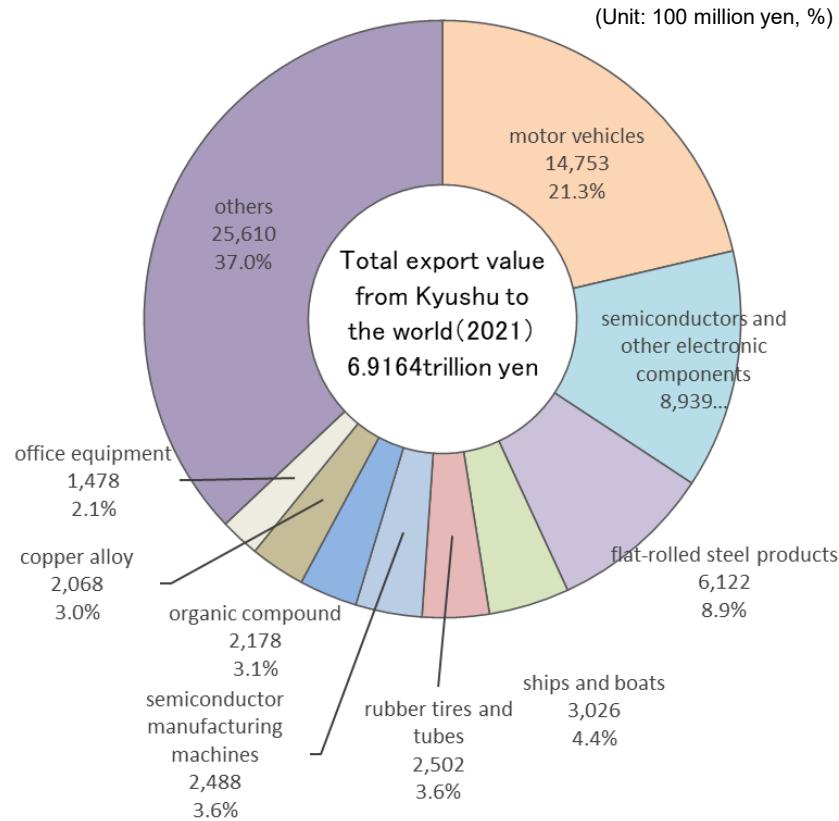
(Unit: 100 million yen, %)



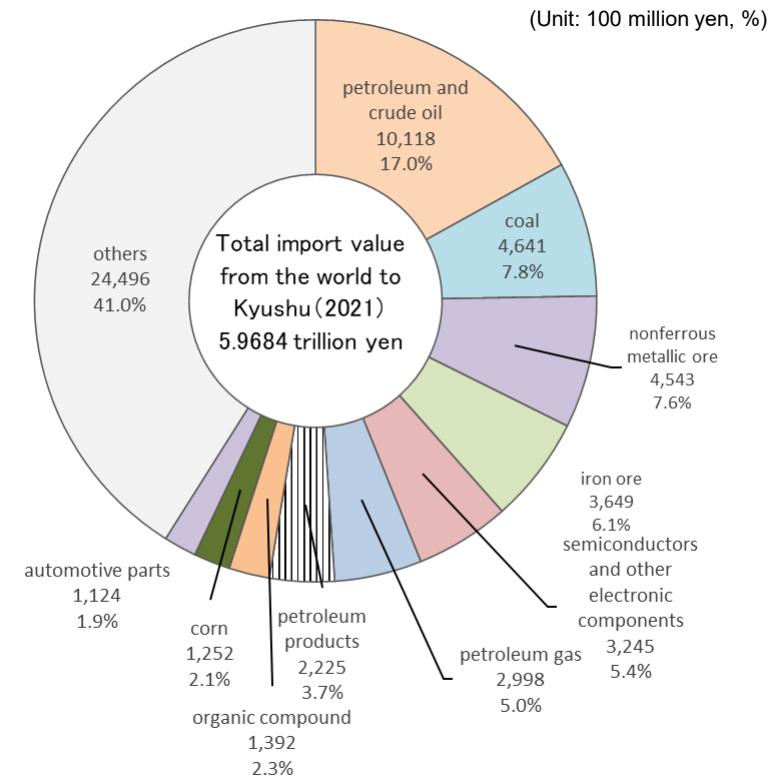
Trade Trends by Product Category

- ◆ Major export items, in decreasing order of export value, are motor vehicles, semiconductors, flat-rolled steel products, ships and boats and rubber tires and tubes. These five items account for more than half of the total.
- ◆ Major import items are, in decreasing order of import value, petroleum and crude oil, coal, nonferrous metallic ore, iron ore, semiconductors and petroleum gas. Most imports are mineral fuels.

Export items in global trade for Kyushu

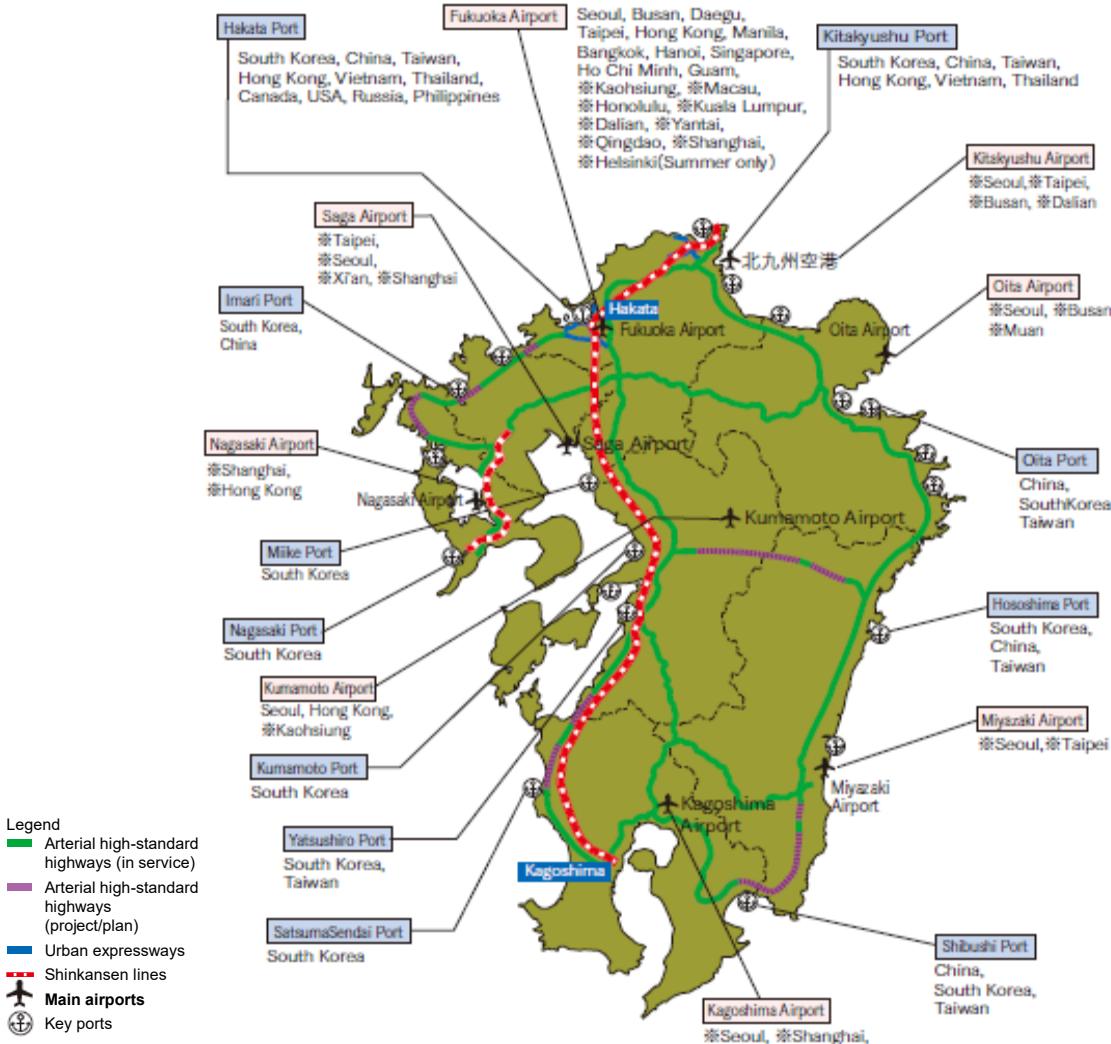


Import items in global trade for Kyushu



Advanced traffic infrastructure

Kyushu's Expressway, Shinkansen line, and International Container Route (as of November 2022)



Sources: Kyushu District Transport Bureau, Kyushu Regional Development Bureau, websites of each port. ※flights are suspended.
[China in the above figure refers to mainland China for convenience sake.]

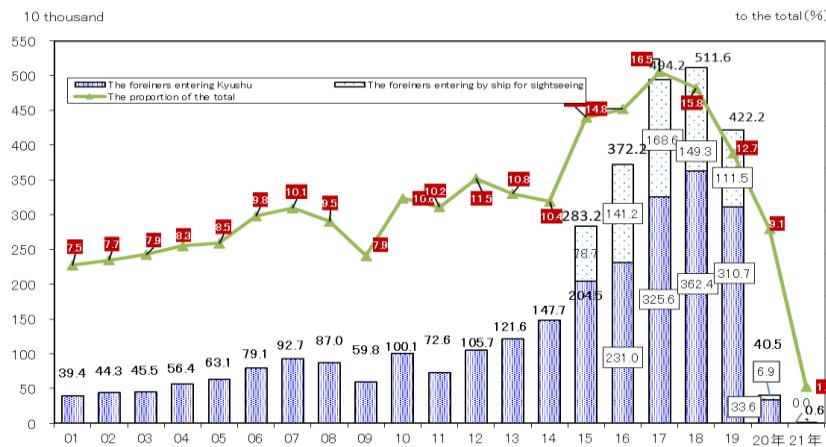
- ◆ Transportation infrastructure has been developed throughout Kyushu including expressways, Shinkansen lines, railways, airports, and ports.
- ◆ After the entire route of the Kyushu Shinkansen opened, it now takes only about 80 minutes to travel from the north to the south of Kyushu. In addition, with **the opening of the West Kyushu Shinkansen** in September 2022, travel between Hakata and Nagasaki can be completed in as little as 80 minutes.
- ◆ The opening the entire Higashi Kyushu Expressway route in April 2015 completed a loop of Kyushu expressways. This enabled smooth vehicle travel through Kyushu and creates a transportation network for the region.
- ◆ In addition to domestic travel to cities like Tokyo and Osaka, Kyushu has infrastructure for international travel from airports and ports to countries mainly within Asia. Easy access to major cities in Asia, in particular, is a characteristic of Kyushu.

01 | Basic Data on Kyushu

The trends in the number of foreign nationals entering Japan

- ◆ The number of foreign nationals entering Kyushu was over 5 millions in 2018, decreased to only 6 thousands sharply in 2021.
- ◆ The nationalities are, in decreasing order of the number, Korea(1,503, 24.6% of all)、Vietnam(1,486, 24.3% of all) and Philippines(1,100, 18.4% of all).

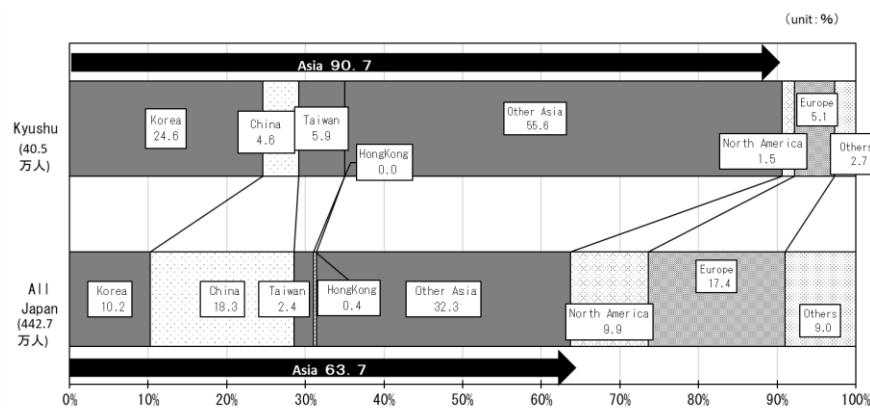
The trends in the number of foreign nationals entering Kyushu



foreign nationals entering Kyushu and Japan total

	Kyushu				Total						
	2021	percentage of all Kyushu	growth rate	percentage of Japan total	2021	percentage of all	growth rate	2020	percentage of all		
		%	%	%		%	%				
total	6,119	100.0	▲ 98.5	1.7	404,824	100.0	353,119	100.0	▲ 92.0	4,427,217	100.0
Asia	5,548	90.7	▲ 98.6	2.5	389,260	96.2	224,940	63.7	▲ 93.8	3,640,870	82.2
Korea	1,503	24.6	▲ 98.9	4.2	141,343	34.9	36,171	10.2	▲ 93.4	545,822	12.3
China	279	4.6	▲ 99.7	0.4	101,338	25.0	64,761	16.3	▲ 94.5	1,167,000	26.4
Taiwan	360	5.9	▲ 99.4	4.2	58,218	14.4	8,606	2.4	▲ 98.8	709,461	16.0
HongKong	2	0.0	▲ 100.0	0.1	47,233	11.7	1,476	0.4	▲ 99.5	327,472	7.4
Vietnam	1,486	24.3	▲ 85.6	5.4	10,299	2.5	27,747	7.9	▲ 82.6	159,834	3.6
Thailand	113	1.8	▲ 98.4	2.0	7,260	1.8	5,670	1.6	▲ 97.5	228,792	5.2
Singapore	24	0.4	▲ 98.9	2.2	2,241	0.6	1,107	0.3	▲ 98.0	55,987	1.3
Malaysia	20	0.3	▲ 99.7	0.9	5,768	1.4	2,121	0.6	▲ 97.3	78,089	1.8
Philippines	1,128	18.4	▲ 87.1	5.6	8,777	2.2	20,275	5.7	▲ 87.2	158,430	3.6
Indonesia	155	2.5	▲ 90.1	2.4	1,566	0.4	6,543	1.9	▲ 91.9	80,425	1.8
Myanmar	140	2.3	▲ 78.0	7.4	635	0.2	1,882	0.5	▲ 84.5	12,159	0.3
India	3	0.0	▲ 99.3	0.0	410	0.1	11,060	3.1	▲ 62.9	29,846	0.7
Other Asia	335	5.5	▲ 92.0	0.9	4,172	1.0	37,521	10.6	▲ 57.1	87,553	2.0
Europe	314	5.1	▲ 95.3	0.5	6,615	1.6	61,609	17.4	▲ 77.4	273,130	6.2
U.K.	31	0.5	▲ 97.9	0.4	1,480	0.4	8,537	2.4	▲ 84.2	54,096	1.2
France	16	0.3	▲ 96.7	0.2	479	0.1	8,468	2.4	▲ 81.2	45,133	1.0
Germany	10	0.2	▲ 97.1	0.2	347	0.1	5,993	1.7	▲ 80.5	30,777	0.7
Italy	4	0.1	▲ 97.4	0.1	156	0.0	4,152	1.2	▲ 71.5	14,552	0.3
Netherlands	6	0.1	▲ 96.4	0.3	167	0.0	1,993	0.6	▲ 77.0	8,679	0.2
Other Europe	247	4.0	▲ 93.8	0.8	3,986	1.0	32,466	9.2	▲ 72.9	119,893	2.7
Africa	8	0.1	▲ 94.2	0.1	137	0.0	9,222	2.6	▲ 9.8	10,221	0.2
North America	94	1.5	▲ 98.6	0.3	6,551	1.6	34,838	9.9	▲ 88.3	298,921	6.8
U.S.A.	82	1.3	▲ 98.2	0.3	4,567	1.1	27,288	7.7	▲ 88.2	230,611	5.2
other north America	12	0.2	▲ 99.4	0.2	1,984	0.5	7,550	2.1	▲ 88.9	68,310	1.5
South America	5	0.1	▲ 97.6	0.0	211	0.1	16,772	4.7	▲ 58.7	40,625	0.9
Oceania	149	2.4	▲ 92.7	2.6	2,040	0.5	5,700	1.6	▲ 96.5	163,301	3.7
Australia	66	1.1	▲ 96.1	1.7	1,680	0.4	3,809	1.1	▲ 97.4	145,715	3.3
other Oceania	83	1.4	▲ 76.9	4.4	360	0.1	1,891	0.5	▲ 89.2	17,586	0.4
Stateless	1	0.0	▲ 90.0	2.6	10	0.0	38	0.0	▲ 74.5	149	0.0

The ratio of nationalities of foreign nationals entering Kyushu and Japan

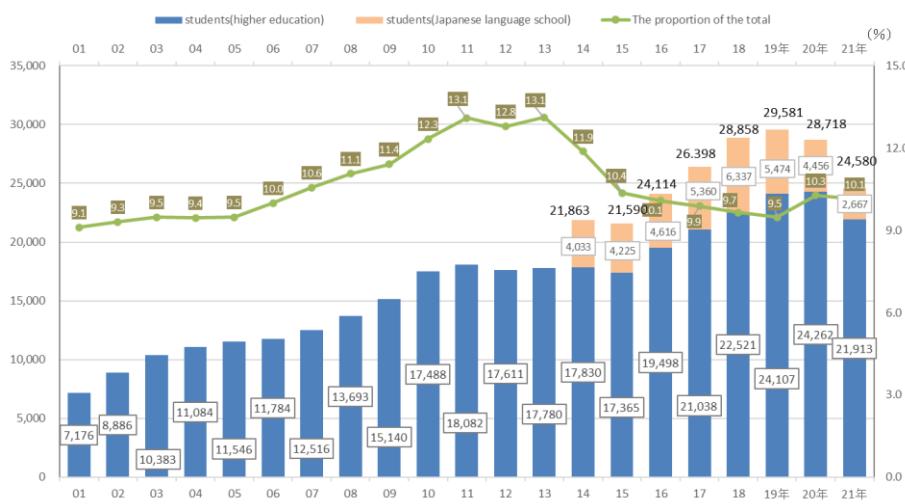


source : compiled by the Kyushu Bureau of Economy, Trade and Industry from the Statistics of Ministry of Justice

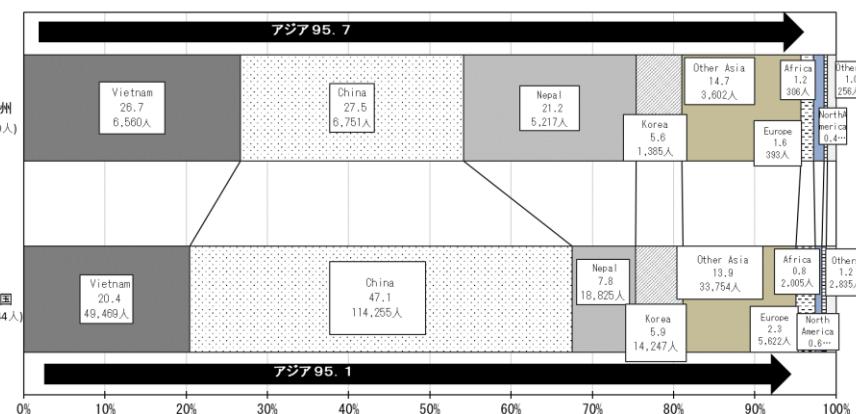
The trends in the number of foreign students

- ◆ The number of foreign students of all Japan in 2021 was 242,444, and the number of foreign students of Kyushu was 24,580(14.4%decrease from the previous year, 10.1 of all Japan).
- ◆ The ratio of foreign students from Asia was 95.7% of all.(95.1% of all Japan).
- ◆ Major nations, in decreasing order of the number, are China (6,751, 27.5% of all), Vietnam, Nepal, Korea.

The trends in the number of foreign students in Kyushu



The ratio of nationalities of foreign students in Kyushu and all Japan



※The foreign students are students who get education at educational facilities such as universities, junior college, technical college and at Japanese language school.

Characteristic Industries in Kyushu

Japan's leading automobile production base

- ◆ The automobile production capacity in Kyushu exceeds 1.5 million units, accounting for approximately 15% of Japan's production volume. Now (in 2021) over 1,200 auto-related companies can be found all over Kyushu.
 (Some of the major companies: Toyota Motor Kyushu Inc., Nissan Motor Kyushu Co., Ltd., and Daihatsu Motor Kyushu Co., Ltd.)



Photo credit: Toyota Motor Corporation

Cluster of environmental recycling- and renewable energy-related companies

- ◆ In Kyushu, through the experience of overcoming pollution, environmental recycling technologies, such as recycling and purification of soil and water, have been concentrated. Kyushu is also rich in renewable energy resources including solar power and geothermal power, which makes the region a leading area in the energy field. Furthermore, in recent years, more environmental technologies are being expanded overseas, mainly in Asia.

(Some of the major companies: YBM Co., Ltd., Kiyomoto Corporation, Kyowakiden Industry Co., Ltd.)

Cluster of biotechnology, medical equipment, cosmetics-related institutions

- ◆ Kyushu is home to many traditional fermentation industries such as miso, soy sauce and shochu as well as many biotechnology companies, universities and research institutes in the health food industry.
- ◆ Primarily in the Higashi Kyushu Medical Valley covering Oita and Miyazaki prefectures, collaborative industry-university-government initiatives are being carried out to develop and commercialize new medical devices.
- ◆ Genkaicho, in Karatsu City, Saga Prefecture, is working to promote the Karatsu Cosmetics concept, which aims for a concentration of cosmetics-related industries through collaboration with overseas entities.

(Some of the major (medical) companies: Asahi Kasei Corporation, Togo Medikit Co., Ltd.)



High value-added semiconductor production

- ◆ Kyushu has been called "Silicon Island" since the 1970s. The region currently accounts for 773 billion yen in semiconductor production value, a roughly 41% share of the national total, and over 1,000 semiconductor companies are concentrated in the region. (2021)

(Some of the major companies: Sony Semiconductor Manufacturing Corporation, Renesas Electronics Corporation, Mitsubishi Electric Corporation)

Rich Cuisine and Local Foods

- ◆ Kyushu is a food supply base producing about 20% of the country's agricultural production. Livestock, vegetables, rice, and fruits are its main production composed of various items. Livestock has the largest production value, accounting for **25%** of the national market.
- ◆ Food exports are also thriving; Brand-name beef from various places in Kyushu, seafood such as adult and young yellowtail, vegetables, and fruits are popular overseas. The amount of green tea leaves exported is also increasing.
- ◆ A variety of fresh, high quality meat, fish, vegetables and fruits are produced in Kyushu. Tourists from both Japan and overseas love Kyushu's food as it is reasonably priced and delicious. The region is also a famous producer of alcoholic beverages like shochu and sake.



Ramen (Fukuoka Prefecture)



Yobuko squid (Saga Prefecture)



Shippoku Cuisine (Nagasaki Prefecture)



Japanese tiger prawns (Kumamoto Prefecture)



Sakisaba and Sekiaji mackerel (Oita Prefecture)



Miyazaki beef (Miyazaki Prefecture)



Berkshire pork shabu-shabu (Kagoshima Prefecture)

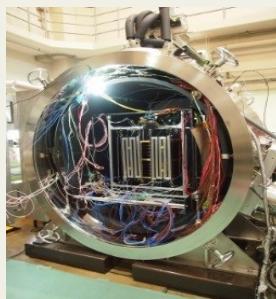
The World's Most Advanced University Research Facilities

Laboratory of Lean Satellite Enterprises and In-Orbit Experiments Center for Nanosatellite Testing

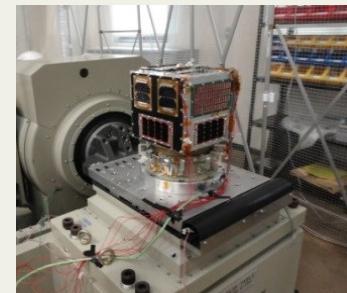
Kyushu Institute of Technology



- ◆ The Center for Nanosatellite Testing (CeNT) is equipped specifically for environmental testing of satellites weighing up to 50 kg and measuring up to 50 cm and conducts environmental testing of satellites developed by both domestic and foreign universities and companies.
- ◆ Using its data, it also collaborates with various countries to promote international standardization of nanosatellite testing.



Thermal vacuum testing system



Satellite vibration testing system



Impact testing system

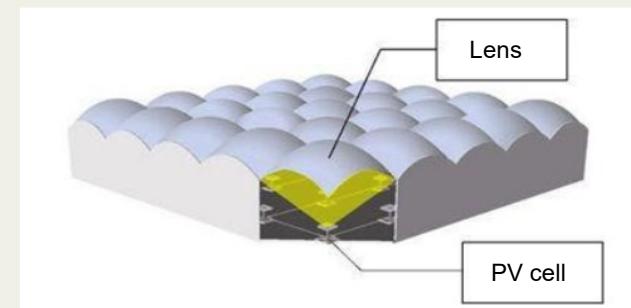
Source and photo credit: Kyushu Institute of Technology

University of Miyazaki Eco Campus

University of Miyazaki



- ◆ The Eco Campus carries out research on concentrated solar power (CSP) using large lenses to concentrate sunlight into small solar cells and research to produce hydrogen by electrolyzing water with the CSP generated.



Depiction of concentrator PV cell



Sunlight tracking system



Eco Campus

Source and photo credit: University of Miyazaki

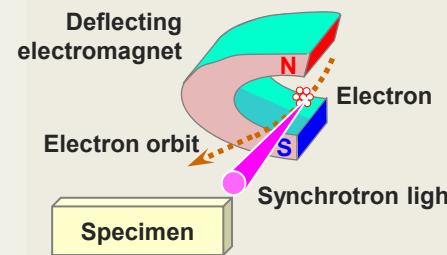
The World's Most Advanced Research Institutions

Kyushu Synchrotron Light Research Center (SAGA-LS)

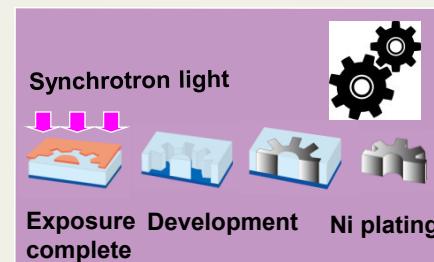


- ◆ Supplying synchrotron light (powerful X-rays) to be shared by governments, industry and academia, this state-of-the-art research center is used for a wide range of research and development, such as analysis of materials, ingredients, and electronic devices, product evaluation, component prototyping including microfabrication, and crop mutation breeding.

Synchrotron light is the light emitted when electrons, moving at velocities close to the speed of light, are forced to change direction in the magnetic field of a deflecting electromagnet composing an accelerator.



Using synchrotron light as a light source for exposure, micromachining and MEMS parts in micrometers can be manufactured with microfabrication plating technologies (the right image shows how to manufacture micro gears).



Source: Kyushu Synchrotron Light Research Center

Hydrogen Energy Test and Research Center (HyTReC)



- ◆ This cutting-edge research center supports the development of new hydrogen energy industry through durability testing of all kinds of hydrogen-related products from valves and sensor used in hydrogen gas environments to medium to large hydrogen storing containers, pressure cycle testing, and joint research and development with private firms.

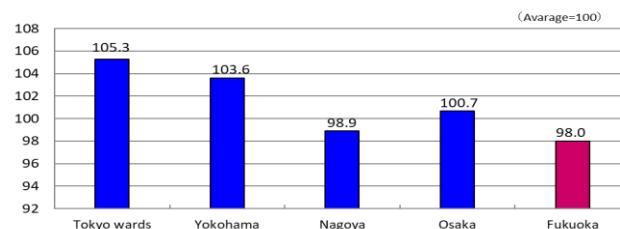


Source: Hydrogen Energy Test and Research Center (HyTReC)

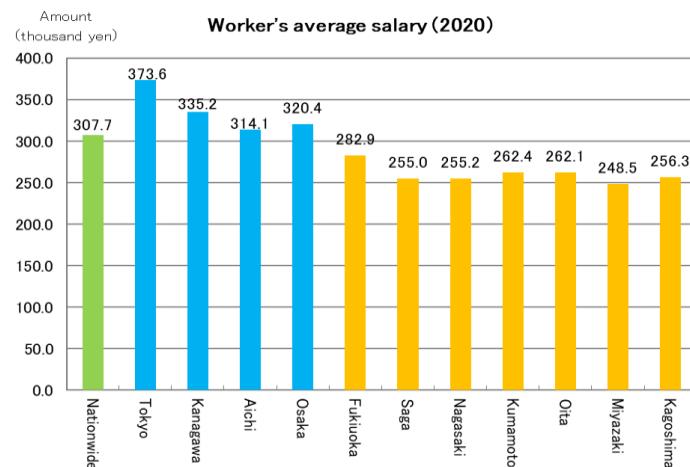
Low Business Costs and Abundant Human Resources

- ◆ Commodity prices, office rentals, and labor costs are all low in Kyushu, where business is possible with costs kept low. Kyushu is said to be nice to live in, with a warm climate, delicious food, a large land area, and friendly people.
- ◆ There are nearly 30,000 international students in Kyushu, mostly from countries in Asia, offering abundant high quality human resources.

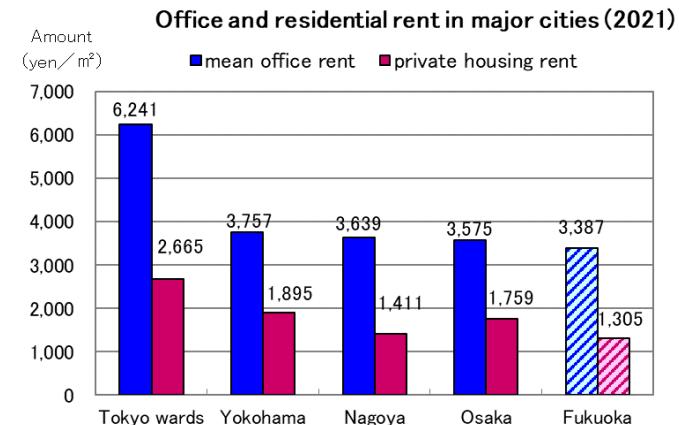
Consumer price area difference index for Kyushu and other major cities



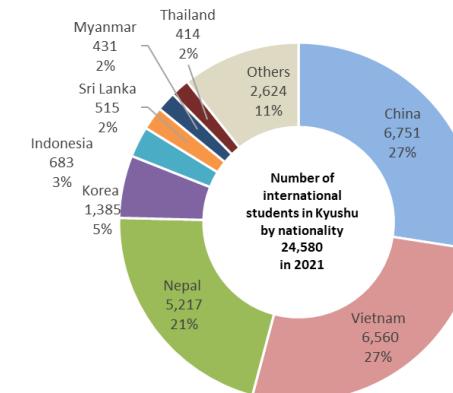
Source: Statistical Survey on Retail Prices, Statistics Bureau, Ministry of Internal Affairs and Communications



Source: Basic Survey on Wage Structure (2020), Wage and Labour Welfare Statistics Office, Ministry of Health, Labour and Welfare



Source: Office Market Data, MIKI Shoji Co.; Statistical Survey on Retail Prices, Ministry of Internal Affairs and Communications
Compiled by the Kyushu Bureau of Economy, Trade and Industry



Source: Compiled by the Kyushu Bureau of Economy, Trade and Industry based on Result on an Annual Survey of International Students in Japan (2021), Japan Student Services Organization

Education and Healthcare Environment

- ◆ Kyushu has an excellent educational environment for children of all ages with high-level international staff. As a school offering high school equivalency examinations for entering universities in Japan and other countries, Fukuoka Prefecture has an international school (Fukuoka International School: FIS) that is certified by the Western Association of Schools and Colleges (WASC)^{*1}. In addition to the FIS, Linden Hall School, Fukuoka Daiichi High School, and Kumamoto international school(KIS) elementary school and Infant school have an International Baccalaureate (IB) Diploma Programme (DP)^{*2}.

*1 Western Association of Schools and Colleges (WASC): An educational accreditation organization that accredits international high school equivalency examinations (certifying individuals as having an academic ability that is equivalent to a high-school diploma or above)

*2 International Baccalaureate: Educational program for developing knowledge and skills to respond to globalization that is offered in over 5,000 schools in over 150 countries and territories across the world

Note: Students other than those who have graduated from Japanese high schools can also obtain qualifications for entering universities in Japan and other countries by completing a certain program at an international school that is accredited by an international accreditation organization (such as the WASC) or a school offering an International Baccalaureate program.

- ◆ To develop its healthcare environment, Kyushu is also pursuing comprehensive measures to accept and support international staff and create a framework where patients from other countries can receive care without worry. There are 170 medical institutions in Kyushu that accept patients from abroad to enable response to unexpected situations.

Number of medical institutions offering multilingual support in Kyushu prefectures:

Fukuoka: 40, Saga: 5, Nagasaki: 17, Kumamoto: 35, Oita: 14, Miyazaki: 9, Kagoshima: 50

* English, Chinese, Korean, and other languages such as Vietnamese, Portuguese, and Spanish



International Standard Educational Institution



Ritumeikan Asia Pacific University (Beppu, Oita)

- ◆ Half of the students at Ritumeikan Asia Pacific University (APU) are international students from 90 different countries and territories. APU in Beppu, Oita, has been ranked first place for five years running among private universities in western Japan, excluding Tokyo, in the Times Higher Education Japan University Rankings*.
- ◆ In one of the leading international environments in Japan, APU has established educational systems such as multicultural collaborative learning and is leading the globalization of Japan's academic institutions. APU has received AACSB (US) and AMBA (UK) international management education accreditation and TedQual international tourism education accreditation from the United Nations World Tourism Organization, achieving recognition as an academic institution that provides world-leading education. APU was selected by the Ministry of Education, Culture, Sports, Science and Technology as a Super Global University in its Top Global University Project and received the highest rank of S in the 2020 intermediate rankings.



*Rankings of only Japanese universities that have been published since 2017 by Times Higher Education (THE), a British academic magazine
Source and photo credit: Ritumeikan Asia Pacific University

World Heritage Site in Kyushu①

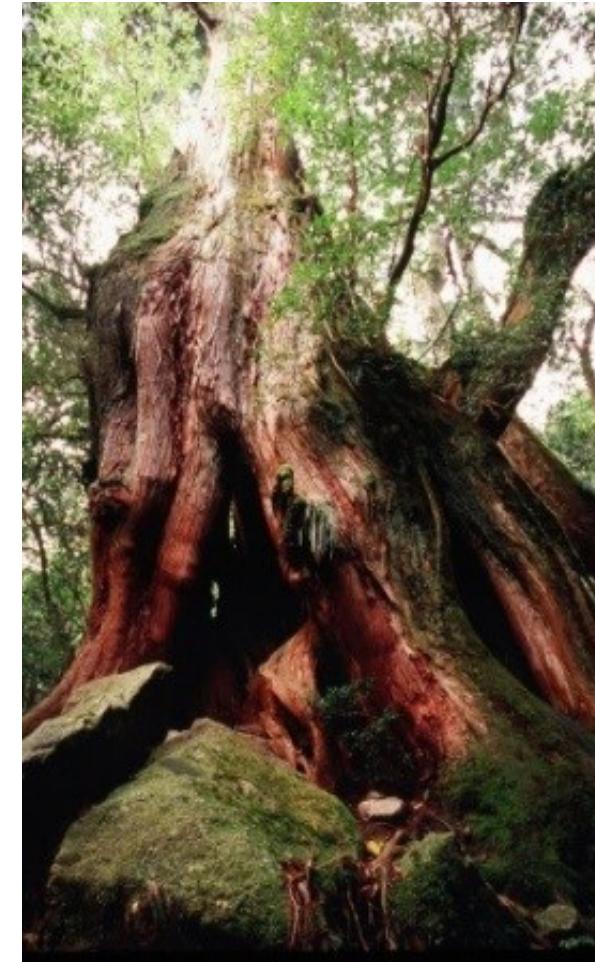


Yakushima (Kagoshima Prefecture)

- ◆ Registered as a UNESCO World Natural Heritage Site in 1993, Yakushima in Kagoshima Prefecture is an island located approximately 60 km south-southwest of Cape Sata, the southernmost point of Kyushu. It has many 1,000 meter and higher mountains such as Mt. Miyanoura, Kyushu's tallest peak and one of Japan's 100 famous mountains, earning Yakushima the name Alps of the Sea.
- ◆ 1,000 year and older Yakusugi cedars, numerous unique indigenous plants, and naturally-growing southern and northern limit vegetation make up its diverse flora distribution and create extremely unique ecosystems and stunning natural beauty.



Mt. Nagata



Yakusugi cedar



World Heritage Site in Kyushu②

Sites of Japan's Meiji Industrial Revolution: Iron & Steel, Shipbuilding and Coal Mining (1)

- ◆ The Sites of Japan's Meiji Industrial Revolution: Iron & Steel, Shipbuilding and Coal Mining are 23 heritage sites with outstanding universal value.
- ◆ They tell the story of overcoming the pains of the major transformations that occurred when the country opened and during the Meiji Restoration, the half century of human resources development, and the building of a social system that could accept an industrial revolution—fifty years of massive changes in Japan's heavy industry and transformation of the national identity.

Shuseikan Ruins (Kagoshima Prefecture)

Ruins of the Shuseikan Reverberatory Furnace. Concerned about coastal defense, the Satsuma Clan wished to cast large iron canons. With a Dutch technical manual in hand, they built reverberatory furnaces themselves without any assistance from foreign engineers. This is one of only three that remain of the 11 reverberatory furnaces built in Japan in the 1850s to cast cannons. The Shuseikan Project tells the story of the Satsuma Clan's trial and error while experimenting in Western science.



Mietsu Naval Dock Site (Saga Prefecture)

The Mietsu Naval Dock was built in 1861 and is Japan's oldest remaining dock. It was excavated from 2009 to 2012. The wooden framework on the front is fixed to posts on the sides to hold it in place, and the entire structure is supported with inner walls, leaving it in perfect condition.





World Heritage Site in Kyushu③

Sites of Japan's Meiji Industrial Revolution: Iron & Steel, Shipbuilding and Coal Mining (2)

- ◆ Japan was the first non-Western country to successfully take on industrialization and achieved worldwide recognition as a modern nation. Through industrialization, the country's social and economic prospects changes dramatically, and it gained a geopolitical position on the global stage.
- ◆ This success greatly owed to Japan's aggressive adoption of industrial technologies from the West in its heavy industries, primarily iron and steel manufacturing, shipbuilding, and coal.

Hashima Coal Mine (Nagasaki Prefecture)

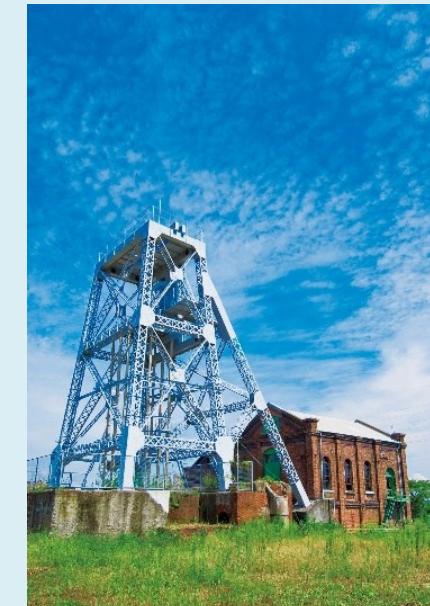
The Hashima Coal Mine is located 3 km southwest of Takashima and is used to mine for mineral deposits from the Nishisonogi submarine coalfield, similar to the Takashima Coal Mine. The new land surrounding the small rocky island is enclosed in a fortress-like seawall to protect the island from tidal waves. In its zenith, Hashima had the most densely-populated coal mining community in the world.



Miike Coal Mine and Manda Pit (Kumamoto Prefecture)

Manda Pit was the main pithead for the Miike Coal Mine from in the first half of the twentieth century.

You can still see structures built in the late Meiji period such as the remains of the second shaft and the steel headframe used to lift people and horses and ventilate the mine as well as the scaffolding, foundation of the winder room, and part of the Debbie pump room.



World Leading Global Company①

Asahi Yukizai Corporation

Top share in the market of highly chemical-resistant, long life plastic valves

Asahi Yukizai has maintained their founding philosophy of replacing metal materials with organic materials and grown into a unique corporate group with niche top products.

Details of Global Niche Top Product

- Asahi Yukizai's plastic valves are characterized by strong chemical resistance but have been even more superior by thickening and reinforcing the wall with metal to make up for the lack of strength compared to same-shaped metal valves.
- The company's products are used in large steel manufacturing and electrolysis plants, aquariums, fishing facilities, and semiconductor manufacturing facilities. In these markets, continued development and important to achieve strong chemical and corrosion resistance, low metal elution, and precise flow control earned them top share.

Strategy and business model

- Asahi Yukizai has a vision of accelerating its global expansion into the plastic valve market and becoming the unbeatable top anti-corrosion solutions company inside and outside Japan. Its business began with the prototyping a valve made of vinyl chloride resin that is highly corrosion resistant in respond to a client's request for a valve that could withstand highly concentrated chemical solutions.
- Asahi Yukizai successfully created the world's first total plastic valve in 1956 and has been expanding its lineup of light weight, rust-free, long-life products and increasing its brand power ever since.

The company began expanding internationally in 1963 and now has a network supplying its products to over 50 countries around the globe. All manufacturing processes from material blending to forming that require unique expertise are carried out domestically (Nobeoka, Miyazaki Prefecture).



Global Niche Top Product
ASAHI AV Valve



Plastic valves are used in facilities such as steel manufacturing and chemical plants, water systems for agriculture, aquariums, and other applications



Phenol resin products are supplied for fields such as automotive, housing and construction, liquid crystal, and semiconductors

Corporate Data

Representative: Kazuya Nakano, President & Representative Director

Phone: 03-5826-8820
0982-35-0880

Established: 1945

URL: <https://www.asahi-yukizai.co.jp/>

Tokyo Head Office:

3-24-6 Ueno, Taito-ku, Tokyo
21st Floor, Ueno Frontier Tower

Nobeoka Head Office: 2-5955 Nakanose-cho,
Nobeoka, Miyazaki

Employees: 1,528

Global Niche Top (GNT) Product
Product: ASAHI AV Valve



World Leading Global Company②

Sanshu Sangyo Co., Ltd.

Top global share in the vapor heat treatment field for plant quarantine

Since its founding as a manufacturer of leaf tobacco dryers in 1948, Sanshu Sangyo is a pioneering manufacturer of temperature control heating and cooling systems that has expanded past tobacco to develop products for various applications such as protected horticulture and agricultural and fishery processing products for various fields throughout the world.

Details of Global Niche Top Product

- A Vapor Heat Treatment System (VHT) is a system that maintains fruit quality and kills pests with heat and vapor, without using any chemicals. It is used in plant quarantine to control the spread of diseases and pests throughout the world. The VHT reliably kills harmful insects and controls its internal temperature to within 0.1° C without damaging the fruit.
- Current VHTs in production are capable of partial operation to reduce running costs depending on the treatment volume and of future expansion to handle increased volumes in the future. They are patented inside and outside Japan and have top share of the niche vapor heat treatment market.

Strategy and business model

- Sanshu Sangyo has manufactured leaf tobacco dryers for many years. Using its heat control technologies, it developed the vapor heat treatment system in 1983 to kill melon flies infesting green peppers in Okinawa. The company next used ODA to export test vapor heat treatment systems for mangoes to the Philippines and Thailand and then commercial systems for papayas to Hawaii. Further ODA was used to export test systems to Taiwan, China, Malaysia, Australia, Brazil, Colombia, Peru, Sri Lanka, India, Pakistan, Vietnam, and Indonesia. After official export ban lifting, the company began exporting commercial systems to each of those countries.
- Using its nearly 40 years of experience, Sanshu Sangyo has continued developing systems to meet modern needs. Its latest system is now patented and holds top share of the global market.



Global Niche Top Product:
Vapor Heat Treatment System



Drying to
add value



Corporate Data

Representative: Tatsuro Fujimura, President & Representative Director
Phone: 099-269-1821
Established: 1948



URL: <https://www.sanshu.co.jp>
Address: 4-11-2 Nanei, Kagoshima, Kagoshima
Employees: 71
Global Niche Top (GNT) Product
Vapor Heat Treatment System using advanced heat control technology

World Leading Global Company③

Chukoh Chemical Industries, Ltd.

Pioneer in the domestic sector for fluororesin membrane used in roofing materials

As a total processing manufacturer of high-performance resin such as fluororesin and silicone resin, Chukoh Chemical Industries' products are used in numerous countries and regions around the world and include everything from materials for large scale facilities like major global hub airports to commercial facilities supporting daily life, products to ensure safety in motorized society, and even green products.

Details of Global Niche Top Product

- Recognized as top class globally for quality and production scale in the fabric product^{*1} sector.
- *1 Sheets of industrial heat-resistant cloth impregnated with fluororesin and sintered
- Using this manufacturing technology as a base, strong glass fibers and specialty fluororesin coating were combined to develop the first domestically-produced permanent roof membrane material with numerous outstanding features.
- This membrane material is thin and light, weather-resistant (inactive to UV rays and air pollutants), self cleaning (dirt does not stick and each rain washes it clean), translucent (providing natural brightness), and nonflammable (certified by the Minister of Land, Infrastructure, Transport and Tourism).
- The company also has a portfolio of grades to match requirements in design, scale, construction material, and interior material that is available worldwide in its 'global fluorine store.'

Strategy and business model

- Among large membrane construction applications, the product is used for many large sporting events such as the World Cup and the Olympics, so it is essential to pay attention to the unique requirements after explaining the characteristics of the membrane material to the client or design company and ensuring full understanding. The company seeks to resolve the many challenges brought its way, resulting in numerous achievements.

Photo credit: 2020 Ministry of Economy, Trade and Industry Global Niche Top Companies Selection 100,
Chukoh Chemical Industries, Ltd.



Fluorspar used as the raw ingredient and fluororesin products



FI plant in Matsuura, Nagasaki, where the company was founded.
Manufacturing roofing materials with the latest equipment



Suvarnabhumi Airport
(Bangkok, Thailand)



Global Niche Top Product:
ChukohSky (TM) FGT-800



J Village (Fukushima)

Corporate Data

Representative: Naoyuki Shono, Representative Director

Phone: 03-6230-4414

Established: 1963

URL: <https://www.chukoh.co.jp/>

Address: 10th floor, ATT New Tower, 2-11-7, Akasaka, Minato-ku, Tokyo

Employees: 449

Global Niche Top (GNT) Product

ChukohSky(TM) FGT series fluororesin membrane material for construction



World Leading Global Company④

FUJIISEIKO Co., Ltd.

Group of Ultraprecision Die Machining Professionals

Since its founding, FUJIISEIKO has become one of the few total specialty ultraprecision die manufacturers in Japan, with vast experience supplying semiconductor, electrical, and electronic part dies and motor core dies to major manufacturers domestically and abroad.

Details of Global Niche Top Product

- FUJIISEIKO's GNT is a specialty needle for inserting the world's smallest glaucoma stent^{*1} that was developed by Glaukos, a leading glaucoma medical device manufacturer headquartered in the US. The stent is ejected from inside the tiny needle and inserted into an eye cell.
- Correct operation requires an extremely thin insertion part with a φ 0.33 mm tip that can open and close and has a clamp function^{*2}. For this reason, FUJIISEIKO used its press die technology to force the internal stress up and down and sideways to add three-dimensionality to the tip of the super-thin needle shape, successfully developing technology to mass produce the part for insertion.

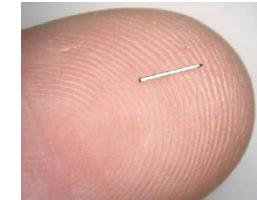
*1 A medical device to widen the lumen of tube-shaped parts of the body (such as blood vessels, trachea, esophagus, duodenum, colon, and bile duct)

*2 Function that lets the user safely and reliably press down on material without using their hands

Strategy and business model

- In 2015, FUJIISEIKO started on its journey as a key company to develop its precision processing applications for increasingly sophisticated medical fields, build a collaborative framework for the North Kyushu area that is full of manufacturing technology, and promote the entire regions participation in medical fields.
- The company succeeded in developing technology to mass produce key parts for medical instruments used in glaucoma treatment by applying its original press due technology to precision processing. In doing so, it became the main supplier of leading US company Glaukos, a pioneer in Microinvasive Glaucoma Surgery (MIGS). The company also built an ISO 13485 quality system from early on and has passed the supplier inspection based on the US Food and Drug Administration (FDA).

Photo credit: 2020 Ministry of Economy, Trade and Industry Global Niche Top Companies Selection 100,
FUJIISEIKO Co., Ltd.



Global Niche Top Product
Stent insertion instrument
(Specialty needle for tip)
Medical instrument
manufacturing environment
Class 1,000 clean
environment



Unbeatable
technological power
that brings everyone
with precision press
die needs to
FUJIISEIKO



Corporate Data

Representative: Fukuyoshi Fujii, President
Phone: 0949-42-5651



Established: 1976
URL: <http://www.fujiiseiko.com/>

Address: 10567-1 Muroki, Kurate-machi,
Kurate-gun, Fukuoka

Employees: 84
Global Niche Top (GNT) Product
Implant insertion device for Micro-Invasive
Glaucoma Surgery (MIGS)



Examples of business start-up by foreigners in Kyushu① IKKYU G.K.

Delivering food and culture of Kyushu to the world

- IKKYUG.K. is a sales company of Japanese teas for foreigners. Taking advantage of experiences in trades between Japan and Europe at the Japanese branch of IT&IP Strategy Advisory, we are specialized in branding for foreigners.
- Due to the lack of overseas promotion such as English website or documents, Teas produced in Kyushu are underknown in other countries, although the quality is equal to or higher than internationally-renowned Uji Tea or Shizuoka Tea.
- Therefore, We only sell high-quality teas selected from our perspective to the world online. We can offer better prices, because we have direct dealings with farmers. Inaddition, we wrap products up in Japanese papers. Package designs and tea recipes in English are highly appreciated by foreigners all of which are reasons why our products are popular as souvenirs..

Business operations from Fukuoka with an eye to the world

- Fukuoka is a compact city with good access to transportation, and business costs are kept low. In addition, housing costs are low, and the nature is in proximity to the city, all of which make Fukuoka a comfortable place for living and business. For example, when you plan to visit your clients, you may only visit around two companies in one day in Osaka or Tokyo if you travel by train. In Fukuoka, you can visit more companies by bicycle.
- On the other hand, doing business or in daily life in Japan always requires extra time, efforts and money, In addition, We face different problems when we acquire a visa or renew a resident status, conclude an office lease contract or loan contract or find a guarantee for credit loan. Furthermore, a similar situation arises to contract a credit card or mobile phone.
- Furthermore, overseas remittance is basically free in Europe, while you have to pay high commissions in Japan. You need to help clients in Europe understand this fact.
- The most complicated problem is the different sense of speed in business between Japan and other countries. I feel that Japanese companies should take note of quick response and immediate decisions on business, if they want to operate globally. A wide range of generations of farmers we currently deal with understand global markets and respond quickly, once they start to have dealings with us. It is our advantage that we can make deals at the same speed as overseas companies.

Transmitting the appeal of Kyushu to the world

- We are now planning to promote other local products in Kyushu taking advantage of tea. It is our sincere desire that more people in the world get to know the teas from Kyushu and the entire region.

Outline of Company

Name: IKKYU G.K.
 Founders: Stephane Camus, Aldo Bloise, Joelle Sambuc-Bloise
 Address: Noke 8-29-7, Sawara-ku, Fukuoka City, Japan 814-0171
 TEL: +81-92-407-1721
 URL: <https://ikkyu-tea.com> Established: May 2016
 Business outline: Sales of green tea produced in Kyushu for overseas markets





Examples of business start-up by foreigners in Kyushu② STEQQI

Leading Video Production Company in Kyushu

• STEQQI offers video production, photography and consulting services for overseas operations. I serve as CEO of this company and came to Japan from Thailand to study at Ritsumeikan Asia Pacific University (APU). After I graduated from the university, I established this company together with 2 friends.

• We have employees from three countries (Thailand, Vietnam and Japan) in our company, which gives us an advantage that we count on diverse perspectives. We are striving to produce videos many people can be attracted to, keeping in mind that people have different values.

• We mainly produce promotion videos, which is longer than CM (about 2~3 minutes) We can include explanation, but it is important to create a storyline which does not bore viewers and can transmit the message in an easy-to-understand way.

Outline of company

Name: STEQQI

CEO:

WATCHARAINTHON KHAMKHERD

Address: 1-19-1, Hamawaki, Beppu City, Oita, 874-0926, Japan

TEL: +81-80-4288-3558

URL: <https://www.steqqi.com/>

Established: April 2018

Business outline: Video production, photography, consulting

From hobby to business

• I had a feeling that I'm capable of leading a project based on experiences in creating a work in cooperation with others in a competition during my college years. Moreover, since few companies used to produce videos as a promotion tool, I thought that this was a chance of business. I learnt what I needed specifically to start a business through consultations with the Oita International Students Business Center (SPARKLE) and received support for preparations for starting a business.

• We had a trouble in understanding legal terms and preparing necessary documents before starting this business. However, we have received full support from SPARKLE and experts such as certified administrative procedures legal specialists.

• Moreover, business costs are relatively low in Oita so that production costs are kept lower in Oita than in big cities to create the same quality of videos. This is the reason why we receive requests from other areas.



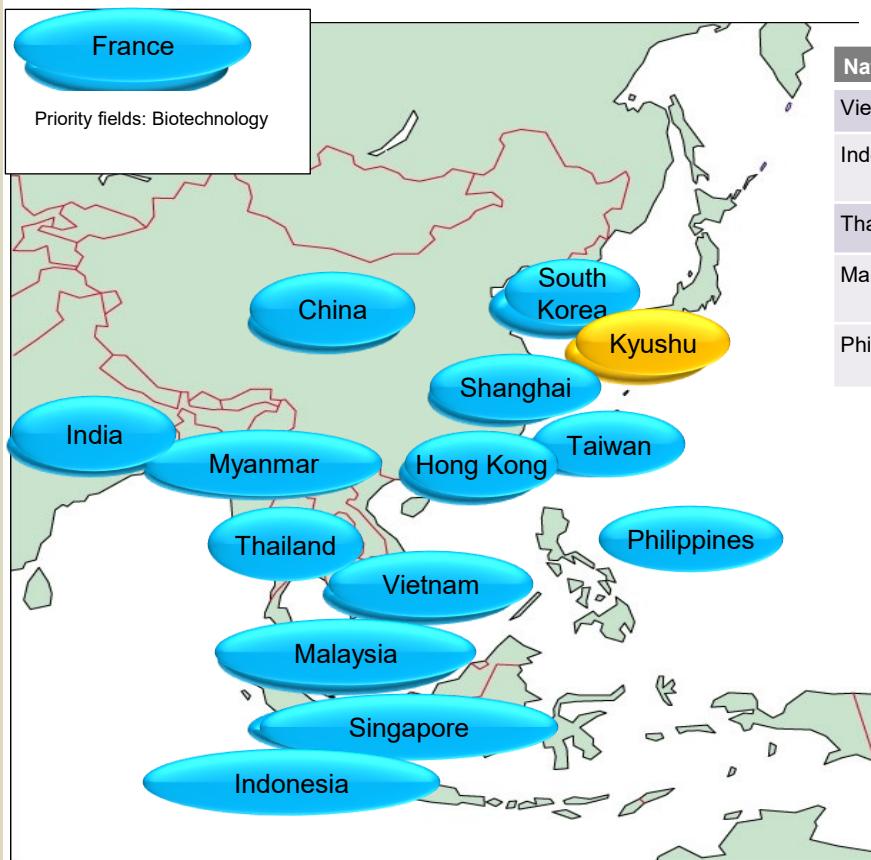
STEQQI famous for promotion videos

• I feel that promotion videos are not fully utilized as a PR tool to transmit advantages of companies and appealing characteristics of goods and services. We live in the age where anyone can easily film a video with his/her mobile phone or video camera, we are confident that our high-quality and well-structured videos based on stories can be useful for widely transmitting appeals aspects of companies.

• Moreover, since our videos are produced mainly in Kyushu, we hope that many people view them and have a chance to get to know how charming Kyushu is. I don't want to forget connections with people, appreciation for them and, more than anything, the joy I feel when I produce videos which has not changed from the past. My goal is that this company grows to be a leading video production company in Kyushu.

Economic Exchange Based on MOUs Signed with Asian Countries

- ◆ Kyushu Economy International is a unified organization that acts as the office for the Kyushu Economic Federation and the Kyushu Bureau of Economy, Trade and Industry and pursues economic exchange with other countries, primarily in Asia, to promote integrated public-private internationalization in Kyushu.
- ◆ In particular, Kyushu has signed MOUs with Asian countries to promote economic exchange that is being used in activities linked to business, for example through dispatch of missions to each other's countries and business meetings.



MOUs signed by the Kyushu Economy International
(with government organizations)

Nationwide	Counterpart
Vietnam	Planning and Investment Ministry
Indonesia	Investment Coordinating Board of the Republic of Indonesia
Thailand	The Board of Investment of Thailand
Malaysia	Malaysian Investment Development Authority
Philippines	Republic of the Philippines Board of Investment

MOUs signed by the Kyushu Economic Federation
(with private organizations)

Country/region	Counterpart
Hong Kong	The Chinese General Chamber of Commerce, Hong Kong
Taiwan	The Chinese National Association of Industry and Commerce, Taiwan
Hong Kong	Hong Kong Trade Development Council
Indonesia	Indonesian Chamber of Commerce and Industry
Myanmar	The Union of Myanmar Federation of Chambers of Commerce and Industry
Singapore	Singapore Business Federation
India	Federation of Indian Chambers of Commerce and Industry
China	Shanghai Entrepreneur Association

MOUs signed by industrial clusters

Nationwide	Counterpart	Kyushu side
Korea	Korea Industrial Complex Corporation	Kyushu Renewable Energy and Environmental Industry Promotion Association
China	Dalian	Kyushu Renewable Energy and Environmental Industry Promotion Association
China	Shandong	Kyushu Renewable Energy and Environmental Industry Promotion Association
Malaysia	Melaka Green Technology Cooperation	Kyushu Renewable Energy and Environmental Industry Promotion Association
France	French Food Cluster	Kyushu Bio Cluster Conference
France	Bleu Blanc Cœur	Kyushu Bio Cluster Conference
Vietnam	Ho Chi Minh City Semiconductor Industry Association	Kyushu Semiconductor & Electronics Technology Innovation Association



JETRO's Support



C2-1

Information

- ✓ Market & industry information
- ✓ company registration
- ✓ visa application
- ✓ taxation
- ✓ labor & legal issues
- ✓ PR support

Facility

- ✓ Invest Japan Business Support Center (IBSC)
- *free temporary office for up to 50 business days

Network

- ✓ Local governments
- ✓ Business partners
- ✓ Universities
- ✓ Experts
- ✓ Service providers
- recruitment agencies, real estate agencies, accounting firms...



Japan Innovation Bridge



- ◆ J-Bridge is a business platform to facilitate collaboration or M&A between Japanese companies and overseas startups/businesses in 15 priority fields through open innovation.
- ◆ Member companies are provided with information (including demonstration project information) about promising startups in priority fields in target countries and territories, and coordinators provide hands-on individualized support for every stage from consultation to project formation. Members can also connect with one another on the dedicated member's website. Unregistered companies can also browse the web portal and view online events.

What is J-Bridge?

<u>Target companies</u>	<u>Target countries and regions</u>	<u>Priority fields</u>
Japanese companies, universities, and research institutions seeking to develop business or create new businesses through alliances (Business alliances, technical tie-ups, investments, and joint ventures) or M&A with overseas companies	<ul style="list-style-type: none"> ● South East Asia ● India ● United States ● Europe ● Australia ● Israel ● Africa ● Japan 	  <ul style="list-style-type: none"> ● Mobility ● HealthTech ● Life science ● Agri-tech ● Retail Tech ● Smart city ● FinTech ● Robotics ● Information Security, etc ● renewable energy ● energy-saving ● Storage batteries and batteries ● Hydrogen ● smart infrastructure ● Greening and Environmental Conservation Technologies

*Registration (free of charge) is required to use the service.

*Agency and sales contracts and procurement contracts for the purpose of expanding sales channels are not eligible.

*The company provides services mainly in Singapore, Indonesia, and Vietnam in Southeast Asia, the U.K. and Germany in Europe, and Nigeria and Kenya in Africa.

Inquiries: JETRO DX Promotion Team
E-mail: DXPT@jetro.go.jp

Sources: Japan External Trade Organization website

What J-Bridge can do

Step 1: To all companies interested in collaboration and alliances with overseas businesses

Step 2: To all companies who want to proceed with concrete collaboration and alliances

Step 3: To all companies with collaboration or alliance partners who want to test effectiveness



- | <u>Main service components</u> |
|--|
| 
DX Portal <ul style="list-style-type: none"> • Receive market and company information on the dedicated DX Portal website |
| 
Event <ul style="list-style-type: none"> • Browse online/offline events* linked to collaboration and alliances <p>*Webinars, pitch events, business meetings, other</p> |
| 
Member services <ul style="list-style-type: none"> • See a list of promising overseas companies (information about individual companies) • Connect with other members |
| 
Meet up <ul style="list-style-type: none"> • Speak and participate in pitch events • Business matching with promising companies |
| 
Escort program <ul style="list-style-type: none"> • Sourcing support • Spot advisory service(permanent) • Reverse pitch • Integrated support program |
| 
Test support program <ul style="list-style-type: none"> • Receive subsidy for performing PoC in digital fields in Asia |

Fukuoka Prefectural Aid for Investment in Japan

Cluster target areas

Cutting-edge growth industry and high added-value industry fields related to concentration of industries and intelligence in Fukuoka Prefecture

*Automotive, biotechnology, IoT, robot systems, hydrogen energy, aircrafts, semiconductors, storage battery, data center, other

Subsidy program (subsidies)

Fukuoka Prefectural Subsidy for Promotion of Corporate Location

Target industries:

- Manufacturing and business facilities of the following sectors
Manufacturing, data center, software, contact centers, other
- Specific business facilities having headquarters function division
Investigation and planning division, R&D division, information processing division, other

Amount:

- (1) Capital investment amount (excluding land acquisition cost) x 2%
- (2) Half of annual rental amount of an operation facility
- (3) 300,000 yen per Prefecture resident newly employed as a regular worker within 3 years of commencement of business operations

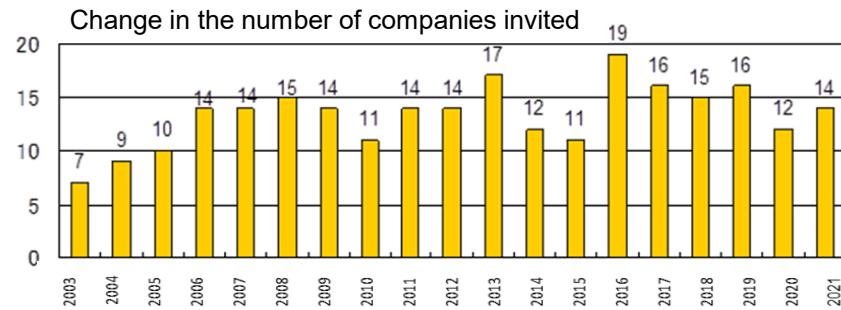
*Details may vary by sector or municipality.

*Please consult in advance regarding application.

Recent status of corporate establishment

FY 2003 to FY 2021

254 companies in total



By country

- North America: 34 companies (US: 31, Canada: 3)
- Europe: 45 companies (Germany: 11, UK: 8, Switzerland: 4, France: 4, Italy: 3, other: 14)
- Asia and other areas: 175 companies (China: 93, S. Korea: 40, Taiwan: 13, India: 4, Singapore: 7, Australia: 2, other: 16)

Establishing companies (excerpt)

Accenture Japan Ltd. (US, Fukuoka City)

Amazon Japan G.K. (US, Fukuoka City)

Fresenius Medical Care Japan K.K. (Germany, Buzen City)

Inquiries

Section of Establishment of New Businesses, Department of Commerce and Industry, Fukuoka Prefectural Government
7-7 Higashikoen, Hakata-ku, Fukuoka, Fukuoka, 812-8577
Phone: 092-643-3441 E-mail: info@investfk.jp
URL: <http://www.investfk.jp/>



Support for Investment in Saga Prefecture, Japan

Areas to Accumulate

- Digital Field
- Green Field
- Health Care Field
(Cosmetic Field)



Subsidies

Saga Prefecture

Saga Prefecture Factory Location Promotion Subsidies

* For Manufacturing Industry

- A. Location promotion incentive (maximum: ¥5 billion)
Investment amount × 2% × Addition (* Maximum 12 times)
- B. Employment promotion incentive (Maximum Amount: None)
Number of new local employees × ¥500,000 to ¥1 million

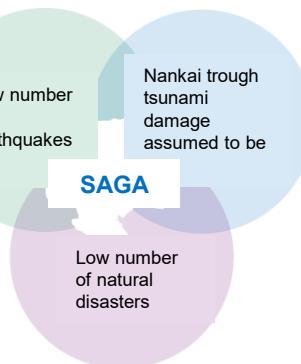
* Subsidies are also available for non-manufacturing industries.

Municipalities

Subsidy system is available in each municipality

Status of Advancement into the Area

Amazon Japan LLC (USA) (Tosu City),
and others



Tax Incentives

Saga Prefecture Business Location Promotion Special Zone System in (11 Designated Municipalities)

Saga City, Karatsu City, Taku City, Takeo City, Kashima City, Ogi City, Kanzaki City, Yoshinogari Town, Arita Town, Miyaki Town, Kiyama Town

- Saga Prefecture** (Selection System with Saga Prefecture Factory Location Promotion Subsidies)

- A. Corporate business tax 5 years exemption and 5 years reduction (*)
- B. Real Estate Acquisition Tax Exemption

- Municipalities in the Prefecture** (11 Designated Municipalities Only)
Fixed property tax 5 years exemption and 5 years reduction (*), etc.

(*) 5 years tax exemption + 5 years 1/2 tax exemption

Cosmetic Concept

With the cooperation partnership agreement with the Cosmetic Valley in France, we aim to gather the accumulate the industry related to beauty and health and become a source of natural raw materials related to cosmetics.

Contact Information

Business Location Division, Department of Industry and Labor,
Saga Prefecture

1-1-59 Jonai, Saga City, Saga Prefecture 840-8570

Tel.: +81-(0)952-25-7097

URL: <https://www.saga-kigyorichi.jp/>





Support for Investment in Nagasaki Prefecture, Japan

Areas to Accumulate

[Manufacturing Industry]

- (1) Aircraft related
- (2) Semiconductor related (including manufacturing equipment)
- (3) Medical-related (pharmaceuticals, medical devices, and the like)
- (4) Robotics and IoT (including industrial machinery and electronic components)
- (5) Next-generation Automobile related
- (6) Batteries (storage battery, materials)

[Offices]

- (1) BPO service related
- (2) Financial and insurance related
- (3) Research and development bases for system development, design, and others
- (4) Digital content related

Subsidies

Subsidies for Attracting Location of Companies' Factories, etc.

Maximum amount ¥3 billion

- 1. Capital Investment Subsidies
3% to 20% of invested fixed assets (land, buildings, capital investments)
- 2. Employment Promotion Subsidies
 - Number of new employees x ¥500,000
 - Number of new graduates and U/I-turner x ¥1 million
- In addition, support for the promotion of local business orders, support for the acquisition of highly skilled human resources, and tax incentives

Business Subsidy for Attracting Office Companies

Maximum amount ¥300 million

1. Communication expenses x 50% (3 years)
2. Office lease expenses x 50% (3 years)
3. New employees x ¥300,000 (3 years)
 - * ¥700,000 will be added for highly specialized workers
4. Capital investment expenses x 10% (3 years)
 - In addition, support for securing highly skilled human resources.

Status of Advancement into the Area in Recent Years

Nagasaki Prefecture is home to offices of foreign companies such as MetLife Inc., Zurich Insurance Group, the AIG Group, and Chubb Insurance. Also, in the manufacturing industry, Mitsubishi Heavy Industries, Sony, Canon, Ariake Japan and other leading companies in Japan are located here.

Contact Information

Nagasaki Industrial Promotion Foundation

2-11 Dejima-Cho, Nagasaki City, Nagasaki Prefecture 850-0862

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Fax: +81-(0)95-827-5243

URL: <https://www.joho-nagasaki.or.jp/business/>

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Kumamoto Prefectural Aid for Investment in Japan

Cluster target areas

- Semiconductor industries
- Automotive and transport equipment industries
- Food and pharmaceutical industries

System to Support the Establishment of Operations in Kumamoto Prefecture



- Total support from dedicated staff
- Even more generous subsidy support than is offered to domestic companies
- Establishment of overseas offices (Shanghai, Hong Kong, Singapore) and international shipping routes (Kumamoto and Yatsushiro ports)

Subsidies and incentives

- Kumamoto Prefectural Subsidies for Promoting Establishment of Business Facilities (foreign companies) Subsidies
 - ◆ Amount: Up to 150 million yen
(1) (5% of investment amount) + (2) (500,000 yen × the number of new hires)
 - ◆ Eligibility
Manufacturers with foreign ownership exceeding 50%
(No requirements for investment amount or the number of new employees)

Preferential treatment for companies whose foreign ownership exceeds 50%!

- Kumamoto Prefectural Subsidies for Promoting Establishment of Business Facilities (large-scale investment companies) Subsidies
 - ◆ Amount: Up to 5 billion yen
(1) (8 to 15% of investment amount) + (2) (500,000 yen × the number of new hires)
 - * The subsidy rate for the investment amount is commensurate with the number of new hires.
 - ◆ Eligibility
Companies investing 20 billion yen or more and hiring 200 or more new employees.

Tax incentives are also available. Please inquire for details.

Recent status of corporate establishment

- 1990: Teradyne (U.S.), 2000: Air Liquide (France)
- 2015: F-WAVE (New Zealand), 2016: Kwong Lung Japan (Taiwan),
- 2022:MA-tek(Taiwan)

November 2021: it was decided TSMC(Taiwan) expand into Kumamoto.

Subsidiary Japan Advanced Semiconductor Manufacturing is expected to be operational by the end of 2024.

Inquiries

Industrial Recruitment & Location Division, Department of Commerce, Industry, Tourism and Labor, Kumamoto Prefecture Government
6-18-1 Suizenji, Chuo-ku, Kumamoto, Kumamoto, 862-8570
TEL: 096-333-2330 URL: <http://www.kumamoto-investment.jp/>
Navigation system for investing in Japan's local regions
<http://www.jetro.go.jp/invest/region/kumamoto/>



Oita Prefectural Aid for Investment in Japan

Cluster target areas

1. Automotive and transport equipment industries
2. Electronics, electrical, and machinery industries
3. Materials and shipbuilding industries
4. Medical device industries
5. Environment and energy industries
6. Food industries and agricultural, forestry, and fishery industries
7. Service industries 8. Information industries
9. Aircraft industries 10. Logistics industries

Subsidies and incentives

Subsidy of Oita Prefecture for promotion of establishment of enterprises

Target companies: Manufacturing

Requirements:

(New) 10 or more new local employees / Capital investment of 300 million yen or more

(Expansion) 5 or more new local employees / Capital investment of 200 million yen or more

Subsidy: Number of new employees x 500,000 yen (800,000 yen for underpopulated areas) + (Land/ building acquisition amount + Investment amount on the fixed asset) x 3%

Maximum amount: 330 million yen

Subsidy for promoting establishment of office business in Oita Prefecture

Target companies: Information industries, BPO, call centers

Requirements:

Information industries: 5 or more new employees.

BPO, call centers: 10 or more new employees (30 or more for core cities, etc.)

Subsidy: Number of new employees x 200,000 yen (100,000 yen for core cities) (for 3 years)

+ (Land/ building acquisition amount + Investment amount on the fixed asset) x 10%

+ Office rent x 1/3 (for 3 years)

+ Dedicated communication line using fee x 1/2 (for 3 years) etc.

Maximum amount: 100 million yen (information industries)

280 million yen (BPO, call center industries)

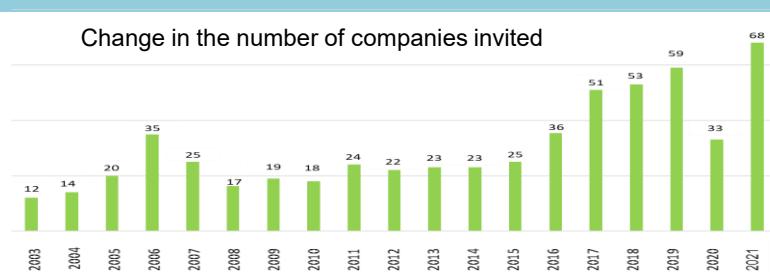
Tax system

Act on Special Measures for Promotion for Independence for Underpopulated Areas

Companies that file taxes using the blue form and invest between 5 and 20 million yen may be eligible for a business tax exemption for three years, real estate acquisition tax exemption, and property tax exemption for three years.

There are other tax incentives as well, for example based on the Regional Future Investment Promotion Act.

Recent status of corporate establishment



2012: Valeo Japan Co., Ltd. (France)

2013: Texas Instruments Incorporated Hiji Packaging Center (US)

2018: Concur Technologies (US)

Inquiries

Department of Labor, Industry and Commerce Oita Prefectural Government
Industrial Location Division

870-8501

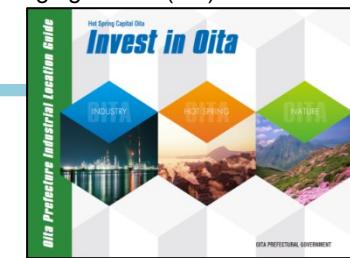
3-1-1 Ohte-machi, Oita, Oita

Phone: 097-506-3246

URL: <http://www.ritti-oita.jp/>

Navigation system for investing in Japan's local regions

<http://www.jetro.go.jp/invest/region/oita/>



Oita Prefecture Industrial Location Guide (English)
Download from <http://www.ritti-oita.jp/>

Miyazaki Prefectural Aid for Investment in Japan

Cluster target areas (priority industry fields)

- 1) Food business industries
- 2) Information services industries
- 3) Environment and energy industries
- 4) Medical device industries
- 5) Automotive industries
- 6) Emerging industries (robotics, aircraft, other)

Subsidy program

Subsidy of Miyazaki Prefecture for promotion of the establishment of enterprises

Manufacturing industries and testing and research institutions

- (1) Number of new local hires x 300,000 yen
- (2) Investment amount x 4%

Information services industries

- (1) Number of new local hires x 600,000 yen
- (2) Investment amount x 8%
- (3) Dedicated communication line using fee x 50% (for 3 years)
- (4) One-third of facilities expenses (renovation expenses)

Additional measures such as additional amounts are available for priority industry fields

Maximum amount: 5 billion yen

*Even larger subsidies for establishing large businesses.

Please inquire for details about subsidies.

Tax system

Preferential treatment measures such as business tax, real estate acquisition tax and fixed asset tax breaks are available based on laws such as the Local Revitalization Act and the Regional Future Investment Promotion Act.

*Please inquire for details about the tax system.

Main status of corporate establishment

- 1987: Baxter Limited (US)
- 1997: Boston Scientific Corporation (US)
- 2005: Dell Technologies (US)
- 2020: Global Shares Japan (Ireland)

Inquiries

Business site Promotion Bureau, Commerce, Industry, Tourism and Labor Department Miyazaki Prefectural Government

2-10-1 Tachibanadori-higashi, Miyazaki, Miyazaki, 880-8501
Phone: 0985-26-7096

URL: <https://www.miyazaki-investment.com/>
Navigation system for investing in Japan's local regions
<http://www.jetro.go.jp/invest/region/miyazaki/>

Kagoshima Prefectural Aid for Investment in Japan

Cluster target areas

- (1) Food industries (2) Electronics industries
- (3) Automotive industries
- (4) Environment and new energy industries
- (5) Healthcare industries
- (6) Information and communications sector (7) Robotics sector

Subsidies and incentives

(1) Business Location Promotion Subsidy for Kagoshima

Partially subsidize cost required to set up an office

- Target industries: Manufacturing, information and telecommunications, R&D facilities, logistics, other
- Amount:
 - 1 Less than 1 billion yen of capital investment and at least 11 new employees
Capital investment amount x 2% + 300,000 yen x number of new employees
 - Main Incentives of new establishment of information and telecommunications industry
 - New employees : At least 5 new employees
 - Subsidy amount : Capital investment amount x 10%
- 2 Large-scale capital investment of 1 billion yen and at least 30 new employees
Capital investment amount x 6%
- Maximum amount: 1 60 million yen
 - 2 Manufacturing: 1 billion yen, Other: 500 million yen

*Requirements and subsidy amounts vary by industry and business location

Please inquire for details.

(2) Capital Investment Promotion Subsidy for Production in Kagoshima

Partially subsidize cost required to expand facilities and/or equipment and upgrade equipment

Target companies: Companies with headquarters or parent company outside of Kagoshima Prefecture (Manufacturing industry)

Subsidy amount: Capital investment (minimum 300 million yen) x 2% + Relocation expenses x 50%

Maximum amount: 300 million yen

Tax system

There are exemptions for business and real estate acquisition taxes available.

*Please inquire for details.

Recent status of corporate establishment

Molex Japan LLC(U.S.A.)

Kagoshima Okishiton(France)

BASF Japan (Germany)

Inquiries

Industry Establishment Division, Commerce, Industry, Labor and Fisheries Department, Kagoshima Prefectural Government

10-1 Kamoike Shinmachi, Kagoshima, Kagoshima, 890-8577
Phone: 099-286-2983

URL: <http://www.pref.kagoshima.jp/af03/sangyo-rodo/kigyo/richiannai/ritti.html>

Navigation system for investing in Japan's local regions
<https://www.jetro.go.jp/invest/region/data/kagoshima.html>

Kitakyushu City support for investment in Japan

Fields for further integration

IoT industry, environment and energy industries, etc.

Kitakyushu promotion support systems

KTI Center (Kitakyushu Trade & Investment Center)

Collaborative support by Kitakyushu City and JETRO

Start-up visas (National strategic special zone)

City support for visa applications and procedures

COMPASS Kokura

Provision of small offices and co-working spaces

Provision of acceleration programs



Support systems

Trial satellite offices

Workspace usage fees

Maximum of 1,500 JPY per day

(Up to a maximum of 30 days per individual)

½ of annual building rental costs (3 years)

[Maximum of 15 million JPY]

Office establishment promotion subsidies

Subsidies for a portion of verification costs for proof-of-concept tests within Kitakyushu City

Innovation trial programs

Progress in recent years

Approximately 50 companies

Establishment of a wide variety of business locations including businesses in the service industry, manufacturing industry, and a wide range of other industries.

Kitakyushu City strengths

- Concentration of manufacturing businesses including steel industry, automotive industry, robot industry, and other industry businesses.
- Support for research and development projects at Kitakyushu Science and Research Park and for open innovation with local businesses
- Selected by the Cabinet Office as a “Startup Ecosystem Base City” in 2020.
- The city was the first city in Asia selected by OECD as a “Global model city for promotion of SDGs” in 2018. In addition to a concentration of recycling industry businesses, centering around the Eco-town Project, the city also aims to become a comprehensive stronghold for wind power generation related businesses.

Inquiries

Kitakyushu City Startup Promotion Section (International Business Supervisor)

8th Floor, Aim Building, 3-8-1 Asano, Kokurakita Ward, Kitakyushu City, Fukuoka Prefecture, 802-0001

TEL: 093-551-3605 FAX: 093-551-3615

Invest Kitakyushu: <https://www.kti-center.jp/invest-kitakyushu/>

KTI Center: <http://www.kti-center.jp>



KTI
Center



Invest
Kitakyushu



Kitakyushu City
Introduction
Video

Fukuoka City Aid for Investment in Japan

Cluster target areas

Knowledge creation industries (software, digital content development, other)

Health, healthcare, and welfare industries

Environment and energy industries

Global business, foreign financial business, other

Headquarter function
call center

Support program for relocation to Fukuoka

fgn. FUKUOKA GROWTH NEXT



Relocation support at two locations in joint public-private startup facilities!

◆ Global Startup Centre (GSC)

- Business establishment consultations
- Startup visa reception
- Business matching
- Multilingual support (English, Chinese, Spanish)



◆ Global Finance Centre (GFC)

- One-stop support desk specializing in international finance

Global Finance Centre
TEAM FUKUOKA

Subsidies

Fukuoka City Business Establishment Subsidy Program

Rent subsidy

1/4 of rent
(1 year)

Up to

15 million yen

Employment subsidy

50,000 to 1 million yen/person (one time)

Up to

50 million yen

Setup subsidy

1/2 of respective expenses

Up to

3 million yen

- Office must have total floor space of at least 60 m² and there must be 3 or more full-time employees
- The program was expanded for large office and head office function in October 2022.

* Please inquire for details about target sector and eligibility requirements.

Recent status of corporate establishment

Fiscal year	2017	2018	2019	2020	2021
Number of companies	13	14	15	12	15

Inquiries

Business Attraction Section, Business Startup & Investment Promotion Department, Economy, Visitor/Tourism & Culture Bureau, Fukuoka City 14F, 1-8-1 Tenjin, Chuo-ku, Fukuoka, Fukuoka, 810-8620

Phone: 092-711-4849 Fax: 092-733-5901

URL: https://www.city.fukuoka.lg.jp/keizai/k-yuchi/business/g01_06.html

Navigation system for investing in Japan's local regions

<https://www.jetro.go.jp/invest/region/data/fukuoka-city/>

*Contact us to find out more!

Kumamoto City Aid for Investment in Japan

Cluster target areas

Manufacturing and logistics industries, information and communications industries, relocation of headquarters function

Support program for relocation to Kumamoto City

Subsidy for establishment of business in Kumamoto City

Subsidies

Subsidy for promotion of establishment of enterprises

1. Land Acquisition Subsidy

10-15% of land acquisition cost

1/3 to 1/2 of rent (land, buildings) for 12 to 36 months

*Excluding deposits and common area fees

2. Capital Investment Subsidy

4-15% of acquired fixed assets amount (buildings and depreciated assets)

3. Employment Promotion Subsidy

For each new regular employee

(1) Full-time: 800,000 to 1.2 million yen per year

(2) Conversion to full-time: 400,000 to 800,000 yen per year

(3) Not full-time: 100,000 to 300,000 yen per year

4. Cloud service support subsidy

1/3 of expenses for use of cloud services for 36 months

Recent status of corporate establishment

2014: 1 company (Ireland)

2021: 1 company (Taiwan)

2022: 1 company (Taiwan)

Inquiries

Business Facilities Establishment Promotion Office,
Industrial Promotion Section, Finance and Tourism
Bureau, City of Kumamoto

1-1 Totorihoncho, Chuo-ku, Kumamoto, Kumamoto,
860-8601

Phone: 096-328-2386

URL: <https://higo-rich.jp/>

Navigation system for investing in Japan's local regions
<http://www.jetro.go.jp/invest/region/kumamoto-city/>



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