

E-MAIL MAGAZINE

Issue 102 [April 2016]

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1. OUTLINE OF OCCI PROJECTS IN FY 2016

This year is the final stage of the second term (FY 2014–FY 2016) of the Plan for Osaka Metropolis of Endless Visitors, a three-year mid-term project vision of the Osaka Chamber of Commerce and Industry (OCCI). OCCI intends to resolve challenges and achieve successful outcomes in various activities to promote eight strategic projects and four fundamental projects.

Under the main project related to overseas business, Overseas Market Access Project, OCCI addresses the following nine themes:

- ① Supporting the utilization of EPA and TPP: to promote and disseminate the utilization of economic partnership agreements
- ② Supporting business activities using ODA: to accelerate the use of Japanese government ODA and to support small and medium-size companies in expanding their businesses abroad
- ③ Assisting cooperation in business activities with ASEAN countries: to promote business matching between leading ASEAN companies and Japanese mid-scale firms and SMEs, in collaboration with Japanese chambers of commerce overseas and local government agencies
- ④ Providing opportunities for business matching with overseas buyers: to provide opportunities for Osaka-based companies to develop overseas markets
- ⑤ Expanding “silver” (elderly-related) businesses abroad: to respond to demands in aging societies, which have become apparent in China and other Asian countries



- ⑥ Dispatching economic missions to observe actual market conditions in emerging countries: to assist mid-scale firms and SMEs in entering markets in emerging countries
- ⑦ Providing consultations on business in China and emerging countries: to extensively support mid-scale firms and SMEs engaging in business with emerging countries
- ⑧ Facilitating international collaboration among enterprises in advanced industries: to accelerate business exchange and collaboration with North American countries, Great Britain, Israel and other developed nations in advanced industries, in which Osaka and the Kansai region have strengths
- ⑨ Promoting Osaka and attracting foreign investment: to support overseas companies in fields related to new energy and life sciences in opening their business bases in Osaka

In addition, OCCI is determined to achieve its initial objectives in the following issues: promoting inbound tourism, forming a “medical-polis,” encouraging industries of the environment and new energy, supporting next-generation manufacturing industries, fostering businesses related to the livelihood (food, clothing and housing), facilitating various strategies under the theme “Osaka: Market Creating City,” and providing support in discovering new and powerful human resources.

2. CONCLUSION OF MOU WITH THE THIRD WEDNESDAY CLUB AND TAIWAN-JAPAN ASSOCIATION OF BUSINESS COMMUNICATION

On March 28, the Osaka Chamber of Commerce and Industry (OCCI) concluded a memorandum of understanding (MOU) in Osaka, with Taiwanese economic organizations, the Third Wednesday Club (San-San-Fe), and the Taiwan-Japan Association for Business Communication. This memorandum aims to facilitate business cooperation between companies in Osaka and Taiwan and thereby contribute to mutual economic development. At the signing ceremony, OCCI Chairman Hiroshi Ozaki and Mr. Pin-Kun Chiang, chairman of both the Third Wednesday Club (San-San-Fe) and the Taiwan-Japan Association of Business Communication, signed the memorandum.

Based on the conclusion of this memorandum, Chairman Ozaki said that OCCI would like to accelerate business cooperation in various industries such as nursing and elderly care, as well as provide matching opportunities between Osaka-based companies and Taiwanese businesses for technology collaboration and exploring markets in other Asian area. He also commented that he hopes that the joint efforts will make flowers bloom and bear more fruit as the business network expands.



After the signing ceremony, Mr. Pin-Kun Chiang gave a speech, which was followed by a party to welcome the Taiwanese business delegation. About 60 business persons participated in the party from Osaka-based companies, including the manufacturing, transportation, and financial industries.

3. OVERSEAS MARKET EXPANSION EVENT FOR MADE-IN-JAPAN PRODUCTS (BUSINESS MATCHING EVENT WITH BUYERS FROM THAILAND)

On March 16 and 17, the Osaka Chamber of Commerce and Industry (OCCI) held “the 10th Overseas Market Expansion event for Made-in-Japan Products,” a business matching event, to which overseas buyers were invited to meet with Japan’s small and medium-size companies, in an effort to support Osaka-based businesses in exploring overseas markets.

This time, through cooperation with Kasikorn Bank (the third largest bank in Thailand), with which OCCI signed an MOU for business cooperation in May last year, OCCI invited from Thailand five buyer companies: KCG Corporation Co., Ltd.; Loxley Trading Company Limited; P.S.B. Co., Ltd.; Premier Marketing Public Company Limited; and Prairie Marketing Limited. These companies were looking for various Japanese products, such as agricultural products, beef, seafood, instant foods, beverages, confectionery, daily use plastic products, and personal care products. At the event, a total of 84 business negotiations were conducted.



According to event participants, 44 of these negotiations will be continued for further discussion. One participant reported that subsequent negotiations will be conducted more specifically regarding their products. Another said that they will have a business meeting for healthy and beauty foods next time in Thailand. Yet another told us that they will conduct a market test of nutritional supplements.

4. THE 16TH OSAKA BUSINESS NETWORKING CLUB HELD

On March 17, Osaka Business and Investment Center held a business matching event between foreign buyers with their base in Osaka and Japanese companies.

Seven ambitious foreign buyers looking for Made-in-Japan products were invited and 73 Japanese companies exploring overseas market joined the event.

At this one day event, 124 business talks were conducted and 70 of which resulted in “continuing negotiations” for future conclusion.



One buyer commented that the sellers were all energetic and he would hope to conclude the contracts anytime soon.

Another buyer said it was a great opportunity to meet and to have discussion with such a large number of Japanese companies all at once.

As part of the 16th Networking Club, another event to introduce Made-in Osaka products was held at the same venue on the same day by Osaka Prefectural Government.

Twenty Osaka companies aiming to expand into overseas market (Mainly food and consumer goods) set up their booths and held business talks with invited foreign buyers and general domestic visitors.

5. OCCI INTERNATIONAL DIVISION REPORT ON VIP VISITORS

March 28 (Mon.) Mr. Pin-Kun Chiang, Chairman, San-San-Fe, Taiwan

April 11 (Mon.) H.E. Mr. Drazen HRATIC, Extraordinary and Plenipotentiary Ambassador to Japan, Republic of Croatia

April 13 (Wed.) H.E. Ms. Rabab Fatima, Extraordinary and Plenipotentiary Ambassador to Japan, People’s Republic of Bangladesh

April 15 (Fri.) Mr. LIU Yiren, Consul-General, Consulate-General of the People's Republic of China in Osaka

6. THE FY2016 OCCI INTERNATIONAL STAFFERS AND THEIR REGIONS

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