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# E-MAIL MAGAZINE

Issue 106 [September 2016]

## (NOTIFICATION) MR. TETSUYA KOBAYASHI APPOINTED AS NEW OCCI VICE CHAIRMAN

OCCI is pleased to inform you that as of July 29th 2016, Mr. Tetsuya KOBAYASHI (Chairman of Kintetsu Group Holdings Co.,Ltd.) has been newly appointed as our Vice Chairman.

We take this opportunity to thank you for the great support that you have extended to us, and wish to ask you to favor us with a continuance of the same support and cooperation.

## 1. PROJECTS TO HELP COMPANIES IN THE HYDROGEN AND FUEL CELL SECTOR DEVELOP OVERSEAS MARKETS

The Kansai region is home to major hydrogen gas production companies such as Iwatani Corporation, and many small and medium-sized companies with advanced technologies in various areas such as bulbs and high pressure tanks. With the hydrogen business market expected to expand by 2030, OCCI and METI Kansai Bureau of Economy, Trade and Industry (METI Kansai) has



launched a project to help local small and medium-sized companies with advanced technologies in the hydrogen, fuel cell and energy industries, and companies planning to use such advanced technologies for their business needs, to develop overseas markets.

Under this project, OCCI and METI Kansai decided to host three workshops with expert lecturers invited from Canada, U.S. and U.K. to inform participants about regulations for hydrogen and fuel cells and market trends in each country to help them develop markets in the U.S. and Europe. The first workshop was held on June 22 with the participation of about 100 people. In this workshop, a lecturer from Roland Berger talked about hydrogen and fuel cell market trends in the U.S., China and Europe and the company's efforts to help expand market demand. Then a lecturer from Canadian Hydrogen and Fuel Cell Association discussed development of overseas markets through cooperation among companies with advanced technologies from different countries. Lastly, a lecturer from Osaka Gas described how the company developed a residential fuel cell system and how the company plans to expand overseas markets in the future.



The second workshop was held on September 12 with the participation of about 83 people. In this workshop, Mr. Jon Maddy, Director of the Hydrogen R&D Centre of the University of South Wales introduced the latest trends in hydrogen and fuel cell technology in the U.K., Europe and other regions. Then Dr. Nobuhiro Kuriyama from the National Institute of Advanced Industrial Science and Technology described the latest trends in fuel cell technology in Japan. Lastly, Mr. Hitoshi Oshiro from Hitachi Zosen Corporation talked about some Japanese companies that have developed hydrogen and

fuel cell technology and their business challenges. The third workshop is scheduled to be held with lecturers from Toyota Motor North America, Inc. and other organizations.

Through two workshops, 18 participating companies showed their keen interest in expanding their business in Europe and North America, and 55 participating companies were eager to continuously gather related information by registering to the “Platform for the Hydrogen and Fuel Cell Business” being managed by OCCI.

Under the project, on September 5, OCCI and METI Kansai also cohosted the Open Innovation Forum and one-on-one business meetings for Kansai-based companies with innovative hydrogen

and fuel cell technology and four major global companies that need such technology. The four companies -ITM Power Plc (U.K.), Intelligent Energy Limited (U.K.), Hydrogenics Corporation (Canada) and Tugliq Energy Co. (Canada)- wished to form a partnership or collaborative relationship with Kansai-based companies with advanced technology. In total, 32 one-on-one meetings were held on the day, and 9 pairs decided to continue their discussions.

Moreover, OCCI is planning to send a hydrogen and fuel cell business mission to the U.S. and Canada in November 2016 and to the U.K. and Germany in February 2017.

## **2. INVITATION TO THE 2016 JOINT CHAMBER INTERNATIONAL MEISHI (BUSINESS CARDS) EXCHANGE (TO BE HELD ON OCT.19)**

Osaka Chamber of Commerce and Industry (OCCI), American Chamber of Commerce in Japan - Kansai Chapter (ACCJ), and Kansai Canada Business Association (KCBA) will hold the “2016 JOINT CHAMBER INTERNATIONAL MEISHI (Business cards) EXCHANGE” on October 19 at ANA Crowne Plaza Osaka.

Now in its 7th year, 300 participants from the international and local business community are expected to attend this popular event which is a fantastic way to meet key business people and explore new market opportunities in Kansai and overseas.

The Kansai Consular Corps, as well as city and prefectural government officials, will facilitate networking and provide market information to participants. Leaders from international and local business chambers will offer their expertise on current market conditions and potential business strategies.

To open the event, representatives of companies headquartered in the United States, Israel, and Hong Kong will spend about 30 minutes giving presentations on their leading edge technologies.

In addition to growing their business networks, participants can also look forward to the cocktail reception followed by a raffle for a variety of prizes. All proceeds from the raffle will go towards charity.

**2016 JOINT CHAMBER INTERNATIONAL MEISHI EXCHANGE**

Date : Wednesday, October 19th, 2016

Time : 18:30 - 21:00 (Doors Open for Registration at 18:00)

Venue: ANA Crowne Plaza Osaka

For registration and further details of this event, please click here:

<http://www.osaka.cci.or.jp/event/seminar/201609/D11161019015.html>

The Osaka Chamber of Commerce and Industry

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### 3. REQUEST TO THE NATIONAL GOVERNMENT REGARDING INCREASING INBOUND TOURISM THROUGH KANSAI INTERNATIONAL AIRPORT

On September 6, a group of officials (including Haruo Kuramochi, vice chairman of OCCI) from the Association to Promote the Kansai International Airport Overall Plan (which is comprised of 87 member organizations, including OCCI, Kansai Economic Federation, Kansai Association of Corporate Executives, Osaka prefectural government and Osaka city government) visited Minister of Justice Katsutoshi Kaneda, Minister of Land, Infrastructure, Transport and Tourism Keiichi Ishii, and some other government officials to urge the national government to fulfill the Association's request regarding increasing inbound tourism through Kansai International Airport (KIX).



Amid a steady rise in the number of passengers using KIX, a longer waiting time for immigration and emigration has become a serious problem. The group explained the problem and requested the national government to take the following measures in order to enhance the airport's capacity to handle increasing foreign tourists and improve the Kansai region's tourism infrastructure.

#### 1. Further increase immigration officers and other staff

Although the national government took measures to speed up the immigration process in FY 2016, KIX needs more immigration officers and other staff to handle increasing numbers of inbound tourists, and to cater to tourists in Terminal 2, which is scheduled to be expanded within this fiscal year.

#### 2. Ease visa requirements/grant a visa waiver for tourists

The national government is requested to ease multiple-entry visa requirements for high-income Chinese nationals and Chinese nationals visiting Japan for a business purpose, grant a visa waiver for Indonesian nationals and a single-entry visa waiver for Filipino and Vietnamese nationals, substantially ease multiple-entry visa requirements for Filipino and Vietnamese nationals, etc.

#### 3. Improve access to KIX

The national government is requested to help plan the details of a new railway line

(Naniwasuji Line) as soon as possible by giving advice on various procedures such as how to obtain a railway business license, introducing a scheme to reduce costs and securing financial resources. The government is also requested to help construct missing expressway links to transport cargo to and from KIX more quickly.

4. Build/improve tourist facilities and transport infrastructure to cater to foreign tourists visiting the Kansai region

The national government is requested to build/improve tourist facilities (including accommodations and tourist information centers) to cater to an increasing number of foreign tourists due to increasing LCC flights to Japan, 2020 Tokyo Olympics and other reasons.

The ministers and government officials made comments such as, “We are pleased to learn that KIX is very busy. We are sure that more and more foreign tourists will visit Japan,” and “We have decided to increase immigration officers and install “biocard” to reduce waiting time for immigration at KIX to cater to rapidly increasing numbers of tourists visiting the Kansai region. KIX will be one of the three first Japanese airports to be equipped with such terminals. We will also discuss budgets, reform of related schemes and additional measures to be taken.”

According to a report released last month by Kansai Airports, the number of foreign passengers for international flights in KIX reached 1.16 million in July alone, 17 % rise on the same period last year and the record high in a single month.

#### 4. 17TH OSAKA BUSINESS NETWORKING CLUB EVENT HELD FOR FOREIGN COMPANIES AND AGENCIES IN OSAKA

As part of the 17th Osaka Business Networking Club event, the Osaka Business and Investment Center (O-BIC) hosted a tour of the Entrepreneurial Museum of Challenge and Innovation and Takara Belmont Corporation on September 15. About 46 people participated in the tour from foreign companies, diplomatic offices, business organizations and other entities in Osaka.



At the Entrepreneurial Museum of Challenge and Innovation, participants learned about the development of Osaka, a city of commerce, and the achievements of Godai Tomoatsu, the first chairman of OCCI, who has been known as “Osaka's benefactor” and other successful entrepreneurs based in Osaka. Subsequently, while visiting Takara Belmont, they learned about the business strategy of the company that has evolved from a foundry into a global manufacturer of barber's and beauty salon chairs and has flourished for 95 years. During their tour of the company, they had an opportunity to visit “TB-SQUARE,” an innovative beauty care information center before its opening on September 16. During a subsequent networking session, participants experienced head massage, nail care and other types of beauty care using the company's latest equipment and products.



## 5. OCCI INTERNATIONAL DIVISION REPORT ON VIP VISITORS

September 8 (Thu.) H.E. Mr. Phyo Min Thein, Chief Minister of Yangon Region Government  
The Republic of the Union of Myanmar

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