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1. REPORT ON BUSINESS MISSION DISPATCHED TO CHINA -OBSERVING SILVER BUSINESS MARKET AND CROSS-BORDER E-COMMERCE BASES

The Osaka Chamber of Commerce and Industry (OCCI) dispatched a business mission to China, which comprised the leader, Nobuo Kuwayama, Chairman of the China Business Special Committee, and 15 members, to observe current business situations in China from September 19 to 24. The mission visited four cities in China -Shanghai, Hangzhou in Zhejiang Province, Weifang and Yantai in Shandong Province—to explore future business opportunities. They inspected “silver” (elderly-related) businesses, which have benefited from strong demand in this sector in both Japan and China, and bases for cross-border e-commerce (cross-border business conducted online), which has drawn much attention as a new distribution channel to China.

In Shanghai, the mission members exchanged opinions with a city official responsible for cross-border e-commerce on relevant policy-making trends. In Hangzhou, they visited trading companies based in an experimental zone for cross-border e-commerce and stores selling products imported through cross-border e-commerce. As a result, they learned that the Chinese government intends to continue increasing both imports and exports via cross-border e-commerce.

The Osaka Chamber of Commerce and Industry



For silver business, the mission inspected a government-operated facility for elderly in Shanghai, which has adopted the Danish style of elderly care. In Wuzhen, Jiaxing City, located in the suburb of Shanghai, they visited a private elderly facility that operates a showroom exhibiting elderly care equipment made in Japan. Also in Yantai, they visited a government-operated facility utilizing hot spring resources.

In Weifang in Shandong Province, which has been committed to promote silver businesses in recent years, the mission exchanged opinions with local government officials for deepening exchange promotions in the future. Furthermore, the mission members visited the China-Japan-Korea Industries Expo, which was being held at that time in the city, where OCCI and the Osaka Business and Investment Center (O-BIC) had jointly set up a booth to publicize Japanese elderly care equipment and services as well as the business environment in Osaka. At a forum conducted as part of the Expo, the mission leader, Kuwayama, gave a speech titled “International Trading and the Regional Economy: from the Viewpoint of Japanese Industry and Commerce,” calling for collaboration between Japan and China in a way to benefit both countries, in various industries including the silver sector.

Meanwhile, a permanent showroom exhibiting elderly care equipment has recently opened in Weifang. Having set up a booth in the showroom, the OCCI plans to continuously disseminate relevant information utilizing the booth. The OCCI continues to support Japanese companies in exploring silver markets in China and other Asian countries, through a wide range of measures, including dispatching a mission to inspect silver businesses in Taiwan in November.



2. REPORT ON MISSION DISPATCHED TO ISRAEL

From September 23 to 30, the Osaka Chamber of Commerce and Industry (OCCI) dispatched “Israel Start-Up and Boost-Up Mission,” in collaboration with the Foreign Ministry of Israel, the Kansai Bureau of Economy, Trade and Industry and other organizations. 10 companies, mainly venture firms (entrepreneurs all below 40 years of age), participated in the mission. Often called “the second Silicon Valley,” Israel is known as the “startup” country. This mission was dispatched by utilizing the Young Leadership Program, which was established as the result of the agreement made between Israel and Japan last year to strengthen the relationship between the two countries.

Firstly, the mission members attended a briefing by the Foreign Ministry of Israel and learned

about the economic situation of the country. After that, they listened to presentations by local startup companies in leading industries in Israel, such as cyber security and agribusiness. The presentations included examples of the conversion of defense technologies into civilian use in the telecommunications and optics industries, and of refining agriculture using water-saving technology.

The mission members subsequently participated in conferences by famous business leaders, and heard pitches (short presentations for suggesting new ideas) for investors and the press. Witnessing the vibrant atmosphere of the pitches, they learned about the current situation of venture companies in the world, leading-edge technologies, and excellent presentation techniques.



The mission members also participated in the City Summit and acquired knowledge of a wide range of efforts to assist startup companies in cities worldwide. For example, they learned about the Israeli “eco-system” (coexistence and co-prosperity system) that promotes cooperation between the government and private firms in the development of leading-edge technologies by utilizing a fund established by the national government.

During their stay in Israel, the mission held the Osaka Promotion Seminar (co-hosted by Osaka City and other parties) for Israeli companies. In the seminar, the mission members explained the strong point of Osaka as a startup city to more than 100 Israeli participants, gave pitches introducing their own companies.

In addition, the mission's full schedule included visits to Advanced Technologies Park in Be'er Sheva, which is called the cyber capital of Israel, a government agency for assisting ventures, and an organization in the startup industry.

Through seeing the real situation of Israel, the “startup” country, and interacting with startup companies worldwide, the mission members had many good experiences that could lead to their own growth.

3. CONSOLIDATED MONITORING MEETING TO BE HELD WITH FOREIGN PARTICIPANTS

On December 8, the OCCI International Division will host, for the first time ever, a consolidated monitoring meeting inviting non-Japanese participants at the Business Innovation Center Osaka.

This meeting aims to assist Japanese companies that plan to expand their business abroad for the first time, and those entering new global markets. In the meeting, foreign participants, including students from abroad and foreign residents in Japan, will be asked for their honest opinions and comments on the products, goods and services of the participating companies.

Foreign participants living in Japan (including business persons and students) are chosen from among those who have experiences of market research, and from various regions, such as Europe and Asia, to meet the requests of participating companies. By participating in the meeting, Japanese companies can collect comments and ideas for improvement from people from various places, including their target countries and regions, without going abroad themselves.

4. BELGIAN KING PHILIPPE AND WELSH CABINET SECRETARY VISIT OSAKA AND HOLD LUNCHEONS

OCCI Chairman Hiroshi Ozaki Attends a Luncheon Hosted by Belgian King Philippe

Belgian King Philippe visited Japan as a state guest from October 11 to 14. This was his first visit to Japan since he ascended to the throne. In Tokyo, Prime Minister Shinzo Abe and his wife met with King Philippe and Queen Mathilde and hosted a banquet for them. After that, the King visited Osaka for the first time and hosted a luncheon which



OCCI Chairman Hiroshi Ozaki attended. Japan and Belgium have traditionally maintained a friendly relationship. The Japanese imperial family and the Belgian royal family have extremely close ties. This year marks the 150th year since diplomatic ties were established between the two countries in 1866.

OCCI Vice Chairman Minoru Furukawa Attends a Luncheon Hosted by Cabinet Secretary for Economy and Infrastructure, the Welsh Government, United Kingdom Mr. Ken Skates, who was appointed the Cabinet Secretary for Economy and Infrastructure of Wales, following the election in May 2016, visited Japan for the first time with a trade mission comprising 18 Welsh companies from October 10 to 15. On October 12, Mr. Skates hosted a luncheon at a hotel in Osaka which OCCI Vice Chairman Minoru Furukawa; Chairman of the International Business Committee of OCCI, Masashi Hashimoto; and Chairman of Fujikin Inc., Hiroshi Ogawa attended.

At the luncheon, participants exchanged opinions on promoting business interaction between companies in Osaka and Wales. The OCCI plans to dispatch a mission (planned to be led by Vice Chairman Furukawa) regarding hydrogen-fuel cells in February next year, which is scheduled to visit Wales. Mr. Furukawa explained that the mission plans to have further exchanges of opinions on local trends such as hydrogen-fuel cells and renewable energy and have inspection tours at relevant facilities. The OCCI and Wales sides both agreed to cooperate in enhancing the business relationship between companies in Osaka and Wales.

5. OCCI RECEIVED A ‘CERTIFICATE OF APPRECIATION’ BY U.S. DEPARTMENT OF COMMERCE

OCCI has received a ‘Certificate of Appreciation’ by Mr. James Golsen, Executive Director for Asia, U.S. Department of Commerce, on the occasion of his visit to Osaka on September 23rd, 2016. OCCI has had active relations with the United States Commercial Service, U.S. Department of Commerce to enhance commercial relations between the United States of America and Japan.



In 2014, OCCI has held a series of study workshops to learn about the business and investment environment and practical issues to start business in USA. On February 2016, OCCI has signed a MEMORANDUM OF INTENT with the ‘Select USA Program Global Markets, International Trade Administration, United States Department of Commerce to enhance business and investment to both countries.

From this coming November 13-20, OCCI will send a business delegation to USA (Washington DC and Los Angeles) to promote business relations in the field of hydrogen and fuel cells. The OCCI delegation plans to visit the US Department of Commerce as well as other related organizations promoting zero emission vehicles and infrastructure, to learn about the country’s policy, roadmaps, restrictions and opportunities for technical collaboration between Japanese and US companies.

6. OCCI INTERNATIONAL DIVISION REPORT ON VIP VISITORS

September 29 (Thu.) Mr. N Kumar, President, Indo-Japan Chamber of Commerce & Industry,
India

October 5 (Wed.) H.E. Mr. Cham Ugala Uriat, Ambassador Extraordinary and Plenipotentiary,
The Osaka Chamber of Commerce and Industry

Embassy of the Federal Democratic Republic of Ethiopia to Japan

October 6 (Thu) Mr. Davaadorj DELGERTSOGT, Consul General of Mongolia in Osaka

October 12 (Wed.) H.E. Mr. Ken Skates AM, The Cabinet Secretary for Economy and Infrastructure, the Welsh Government, United Kingdom of Great Britain and Northern Ireland

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