Kansai, Japan
Historical Region, New Frontier

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Osaka Chamber of Commerce and Industry
Akio “Arthur” Matsumoto
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Where is Kansai?
US$1.00 = 114.20 (2007)
(Source: JETRO Osaka)
Kansai Entrepreneurship
Oldest Company in the World

Kongo-Gumi
Established AD 578
Entrepreneurship

Most Bridges in Osaka were Built by Merchants
Entrepreneurship

K. Matsushita, Panasonic Founder and Twin Attachment Plug

Photovoltaics

Microwave Ovens
MAIDO-1 Satellite

SMEs in Higashi Osaka combined expertise to launch MAIDO-1 in Jan., 2009

Osaka: Home to the Largest Number of Manufacturers in Japan
Born in Kansai

「Instant Noodles」

Global Connect Program
What Kansai Offers
Osaka: A World Leader in Industry

One of Japan’s leading manufacturing industry clusters.

- Number of manufacturing companies (establishments with 4+ employees): No.1 in Japan
- Number of workers in manufacturing (at establishments with 4+ employees): 2nd in Japan

Numbers of manufacturers and employees (establishments with 4 employees or more):

<table>
<thead>
<tr>
<th></th>
<th>Osaka Prefecture</th>
<th>Tokyo Metropolis</th>
<th>Kanagawa Prefecture</th>
<th>Aichi Prefecture</th>
</tr>
</thead>
<tbody>
<tr>
<td>No. of manufacturers</td>
<td>23,553</td>
<td>18,681</td>
<td>10,823</td>
<td>21,768</td>
</tr>
<tr>
<td>No. 1 in Japan</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No. of employees</td>
<td>532,460</td>
<td>371,206</td>
<td>435,767</td>
<td>876,351</td>
</tr>
<tr>
<td>2nd in Japan</td>
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Source: Manufacturing Industry Statistics (2007), the Ministry of Economy, Trade and Industry
Cluster of Environmental/Energy-related Companies in Osaka/Kansai

The Lithium Ion / Fuel Cell Industry (1)

SANYO Electric Co., Ltd. (including group companies)

1. Sumoto Plant (Sumoto City)
2. SANYO Energy Nandan Co., Ltd. (Minami-awaji City)
3. SANYO Energy Kaizuka Co., Ltd. (Kaizuka City)

For PCs, mobile equipment, etc.

4. Tokushima Plant (Matsushige Town)

For automobiles

5. Kasai Plant (Kasai City)*
(*) To start operation 2010

Hitachi Maxell, Ltd.

6. Kyoto Plant (Oyamazaki Town)

Panasonic Home Appliances Company Ltd.

7. Kusatsu Plant (Kusatsu City)

Panasonic Corporation Energy Company

8. Moriguchi Plant (Moriguchi City)
9. Wakayama Plant (Kinokawa City)
10. Suminoe Plant (Osaka City)

GS Yuasa Group

11. Lithium Energy Japan: Kusatsu Plant (Kusatsu City)
12. Lithium Energy Japan: A new plant (Ritto City)**
13. Blue Energy Co., Ltd.: Fukuchiyama Plant (Fukuchiyama City)**

(**) To start operation 2012  (***) To start operation 2010

Source: Sangyo Times, Inc. Data published by each company
Cluster of Environmental/Energy-related Companies in Osaka/Kansai
The Solar Cell Industry

**Kaneka**

Kaneka Solartech Corporation

(Total Shipment)
2009 (40MW) → 2013 (460MW: Planning)

Toyooka Plant (Toyooka City)*1
Main production item:
Solar cell (thin-film silicon)
(*1) Production to increase from 2010

**Sharp**

Sharp Corporation

(Total Shipment)
2009 (792MW) → 2013 (1670MW: Planning)

Katsuragi Plant (Katsuragi City)
Main production item:
Solar cell (crystalline silicon)

Green Front Sakai Plant (Sakai City)*2
Main production item: Solar cell (thin-film silicon)
(*2) To start operation 2010

**Sanyo**

Panasonic
SANYO Electric Co., Ltd.

(Total Shipment)
2009 (200MW) → 2013 (1000MW: Planning)

Nishikinohama Plant (Kaizuka City)
New Plant building *3
Main production item: Solar cell (crystalline silicon)
(*3) To start operation 2010

Shiga Plant (Otsu City)
Main production item: Solar cell module

**Mitsubishi**

Mitsubishi Electric Corporation

(Total Shipment)
2009 (120MW) → 2013 (538MW: Planning)

Kyoto Plant (Nagaokakyo City)*4
Main production item: Solar cell module (crystalline silicon)
(*4) Production to increase from 2011

**Kyocera**

KYOCERA Corporation

(Total Shipment)
2009 (400MW) → 2013 (1200MW: Planning)

Yokaichi Plant (Higashi-Ohmi City)
Main production item: Solar cell (crystalline silicon)

Yasu Plant (Yasu City)*5
Main production item: Solar cell (crystalline silicon)
(*5) To start operation 2010

Ise Plant (Ise City)
Main production item: Solar cell module

Source: Sangyo Times, Inc. Japan Economic Center
Industry Clusters and R&D

Industry concentrations

- Technoport Fukui Region (textiles, metals, chemicals)
- Saito Life Science Center (biotechnology, medical)
- Harima Science Garden City (nanotechnology)
- Hanshin Industrial Region (panels, electronics, machinery, steel)
- Rinkai Kogyo Region (panels, batteries, petroleum, chemicals, steel)

Research Institutions

- Katsura Innovation Center (life sciences, environment)
- Concentration of Bio related Industries
- Concentration of Automobile and IT-related Businesses
- Kansai Science City (center for culture, sciences and research)
- Concentration of liquid crystal display related businesses
- Higashi Osaka Industrial Area (concentration of high manufacturing skills)

Table: R&D battery related industry in Kansai

| Public Research institutions / Industrial Center | 4 |
| University | 12 |
| Private Research Institutions | 15 |

Source: Kansai Bureau of Economy, Trade and Industry
Kansai Branch of Development Bank of Japan
Foreign companies in Kansai

Source: Welcome to Kansai by Kansai Bureau of Economy, Trade and Industry

*Companies with 20% or more foreign investment ratio (including branch offices) as of March 2010

234 foreign companies in Kansai

Determining Factors

- Large Kansai Market
- Well-developed Logistics
- Accumulation of Related Businesses and R&D Institutions
- Qualified Human Resources
- Lower Rent than Tokyo Area
- Good Liveability

Medical Industry
- AstraZeneca K.K.
- Stem Cell Sciences K.K.
- Eli Lilly Japan K.K.
- Nippon Boehringer Ingelheim Co., Ltd.
- Bayer Ltd.
- Hospira Japan K.K.

Chemical Industry
- Air Liquide Japan Ltd.
- Japan Air Gases
- Procter & Gamble Japan K.K.
- Beauty & Health Innovation Co., Ltd.

Manufacturing Industry
- ALSTOM K.K.
- item Japan K.K.
- Corning Japan, Inc.
- Samsung Japan Corp.
- RECARO Japan Co., Ltd.

Service Industry
- Emirates Airline, Japan Branch
- Hilton Osaka
- USJ Co., Ltd.

Retail Industry
- IKEA Japan K.K.
- Chelsea Japan Co., Ltd.
- Haier Japan Sales Co., Ltd.

Distribution Industry
- ProLogis

Foods Industry
- Nestlé Japan Ltd.
- NIZO Food Research

Finance and Insurance Industry
- AXA Non-Life Insurance Co., Ltd.

Note: Listed are companies that have head offices, sales offices or research institutes in Kansai. Major determining factors are based on interview surveys of some companies listed above.
Global Connect Program (GCP)
Kansai—A Global Technology Hub
The Gateway to Business with KANSAI-JAPAN
Connecting Japan to the World!

The Kansai region is home to the major cities of Osaka, Kyoto, and Kobe, cosmopolitan centers of thriving business, rich histories, and vibrant cultures. Kansai also has a large concentration of world-class electronics and energy technology companies. The GCP helps strengthen Kansai’s ties with the rest of the world and make the region a global hub.
Business in Kansai
The Fuel Cell for Smartphone comes on!
AF-M3000: 3W multi-Power Supply is released in April 2011

AF-M3000

Now on Sale Domestic (JAPAN) limited

MSJ is widely known as a leading GNSS IP development firm for its versatile, flexible and super sensitive technologies which are second to none, and result from its years of experience and unique in-house engineering.

URL: http://english.magellan.jp/
Rotary Heat Engine (RHE) Converts Low Temperature Waste Heat into Electricity

http://www.davinci-mode.co.jp/e/index.html
Global Connect Program (GCP)

1. Promote Kansai Technology to the World

2. Promote Innovative Small-and-Medium Size Companies from Kansai to Overseas Markets

3. Invite Technical Proposals from Overseas Companies
## Target Fields of GCP

### Next Generation Electronics and Energy Technologies

<table>
<thead>
<tr>
<th>Basic Technology</th>
<th>Electronics and Energy</th>
<th>Integrated Systems</th>
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<tbody>
<tr>
<td>Energy Efficient Materials</td>
<td>Next Generation Electronics Equipment</td>
<td>Smart House</td>
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<tr>
<td>Innovative Devices (e.g., microscopic parts)</td>
<td>Energy-Related Equipment</td>
<td>Regional Projects</td>
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<tr>
<td></td>
<td>Energy-Efficient Appliances</td>
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<td>Life Support Robots</td>
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</tbody>
</table>

*Image of microscopic parts*
• Cloud Computing
• 3D TV
• iPAD
• Tablet PC
• Android
• Smart Grid
• Bio Fuel
• Health Care
• Robot

• Eco
• Recycle
• Wi-Fi
• Security
• Lithium Ion
• Energy Management
• Smart Phone
• LTE
"Ideas Wanted"
Simple Concept

Technology Developers, Holders of Intellectual Property

IDEA
TECH
PRODUCTS

PROPOSAL
FEEDBACK
SECRETARIAT

Member Companies

Digital Concept Partners
“Ideas Wanted!“

www.osaka.cci.or.jp/gcp/e/index.html
UKTI and GCP
Working Together

Contact:
bcgosaka@fco.gov.uk

Contact:
dcp@osaka.cci.or.jp
It’s the People
To the People of UK,
Thank You
From Our Hearts