

# Business and Investment Environment in Kyushu

- Main Industries、 Economy ・ Trade Data -

**2023.3 updated**



Kyushu Bureau of Economy, Trade and Industry

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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 |

Source: JTB Publishing's JTB Timetable (November 2022)

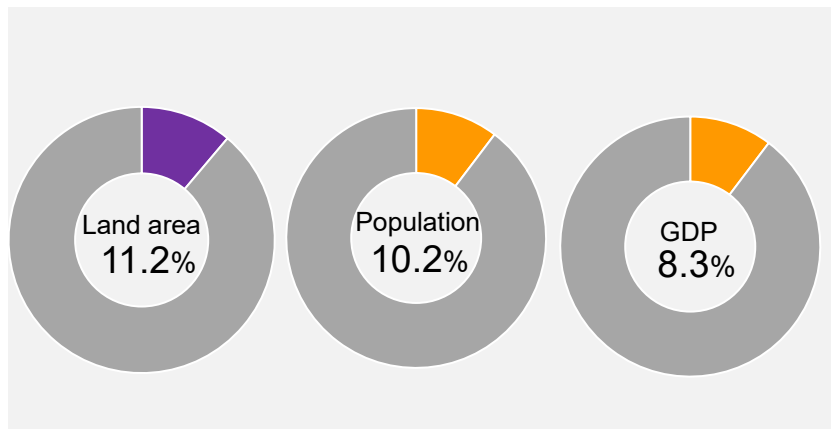
Distances between Fukuoka and other major cities in Japan and Asia



# 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 29<sup>th</sup> 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

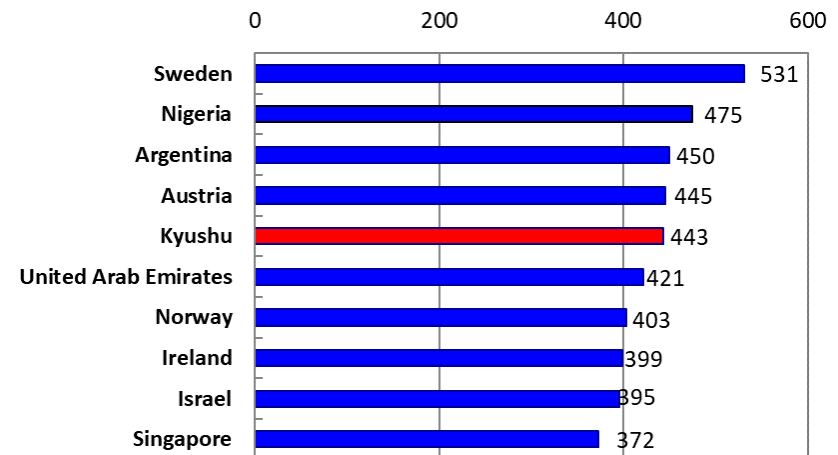


Source:

- 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)



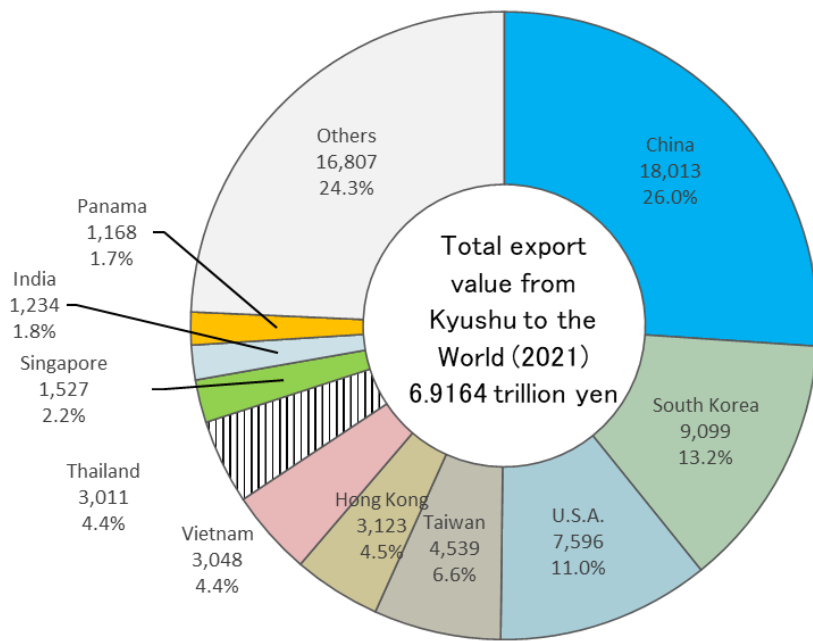
Source: *World Statistics 2021*, Ministry of Internal Affairs and Communications

# 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.

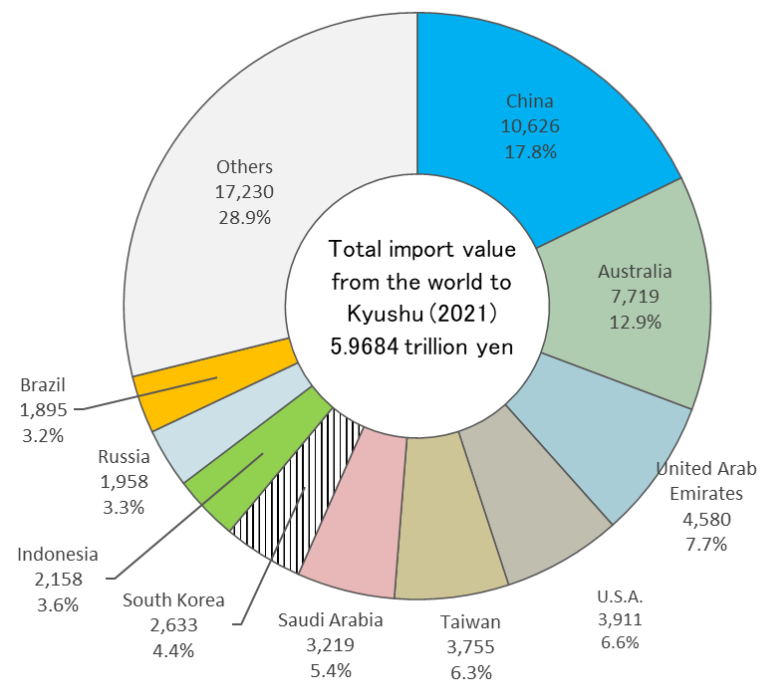
Main exporting countries and regions from Kyushu

(Unit: 100 million yen, %)



Main importing countries and regions to Kyushu

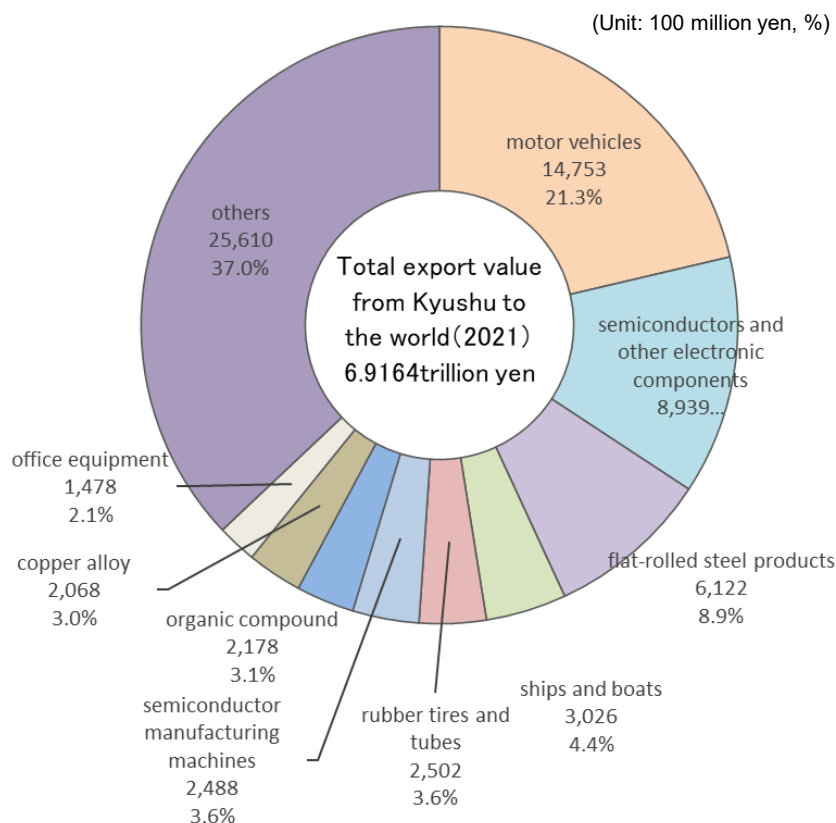
(Unit: 100 million yen, %)



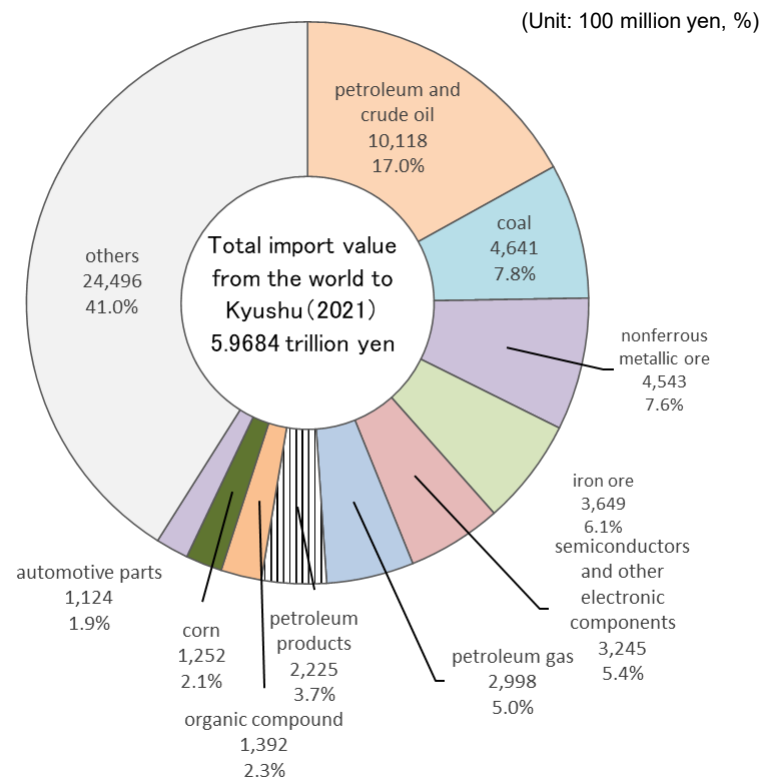
# Trade Trends by Product Category

- ◆ 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



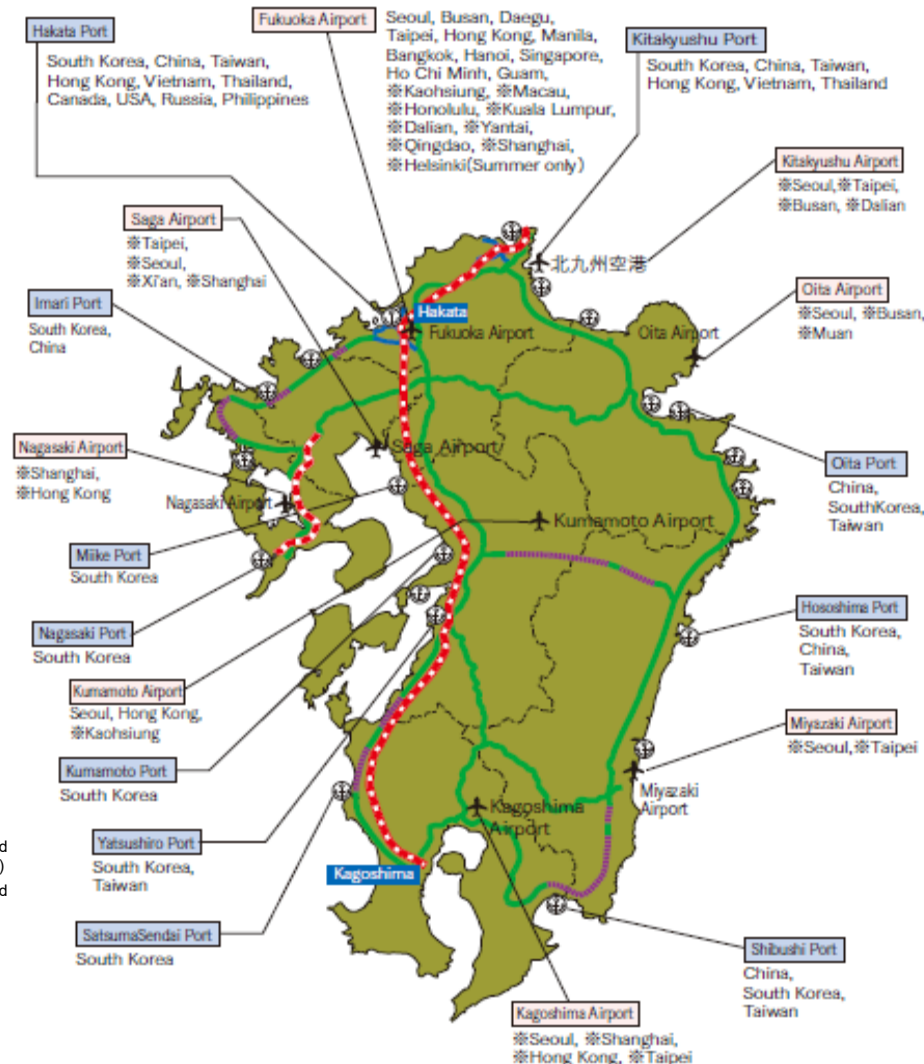
Import items in global trade for Kyushu





# Advanced traffic infrastructure

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



- ◆ 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.

Sources: Kyushu District Transport Bureau, Kyushu Regional Development Bureau, websites of each port. ※flights are suspended.

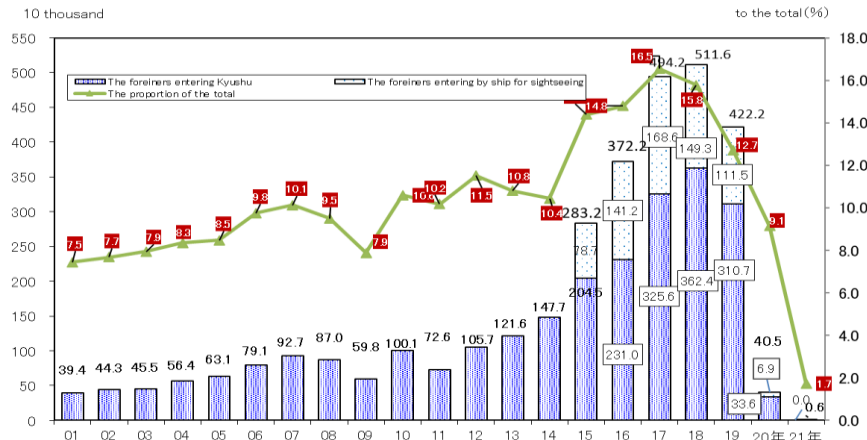
[China in the above figure refers to mainland China for convenience sake.]

# 01 | Basic Data on Kyushu

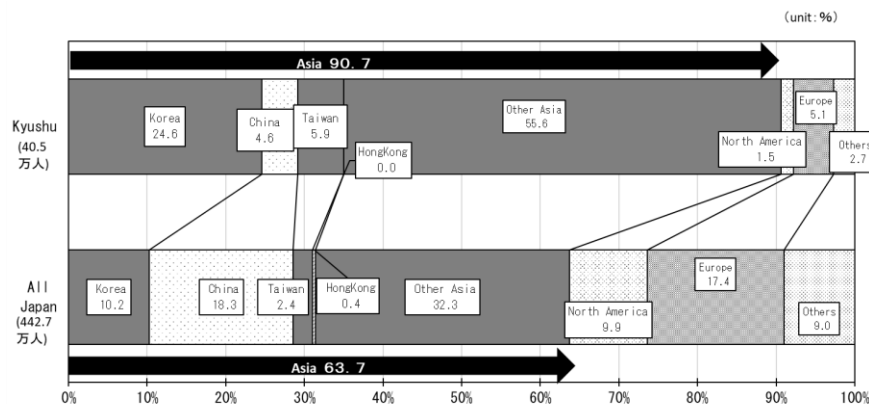
## The trends in the number of foreign nationals entering Japan

- ◆The number of foreign nationals entering Kyushu was over 5millions in 2018, decreased to only 6thousands 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



### The ratio of nationalities of foreign nationals entering Kyushu and Japan



### foreign nationals entering Kyushu and Japan total

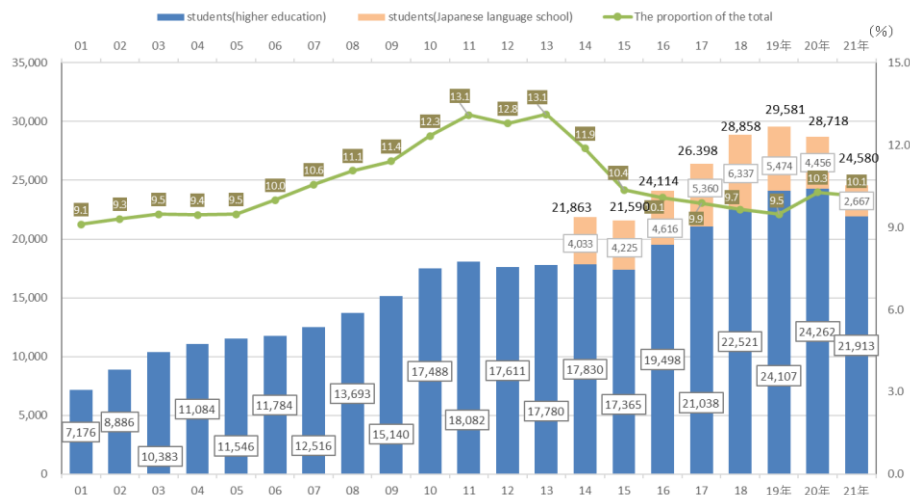
|                     | Kyushu |                          |             |                           | Total   |                          |         |                   |
|---------------------|--------|--------------------------|-------------|---------------------------|---------|--------------------------|---------|-------------------|
|                     | 2021   | percentage of all Kyushu | growth rate | percentage of Japan total | 2020    | percentage of all Kyushu | 2021    | percentage of all |
|                     |        | %                        | %           | %                         |         |                          |         | %                 |
| total               | 6,119  | 100.0                    | ▲ 98.5      | 1.7                       | 404,824 | 100.0                    | 353,119 | ▲ 92.0            |
| Asia                | 5,548  | 90.7                     | ▲ 98.6      | 2.5                       | 389,260 | 96.2                     | 224,940 | 63.7              |
| Korea               | 1,503  | 24.6                     | ▲ 98.9      | 4.2                       | 141,343 | 34.9                     | 36,171  | 10.2              |
| China               | 279    | 4.6                      | ▲ 99.7      | 0.4                       | 101,338 | 25.0                     | 64,761  | 18.3              |
| Taiwan              | 360    | 5.9                      | ▲ 99.4      | 4.2                       | 58,218  | 14.4                     | 8,606   | 2.4               |
| HongKong            | 2      | 0.0                      | ▲ 100.0     | 0.1                       | 47,233  | 11.7                     | 1,476   | 0.4               |
| Vietnam             | 1,486  | 24.3                     | ▲ 85.6      | 5.4                       | 10,299  | 2.5                      | 27,747  | 7.9               |
| Thailand            | 113    | 1.8                      | ▲ 98.4      | 2.0                       | 7,260   | 1.8                      | 5,670   | 1.6               |
| Singapore           | 24     | 0.4                      | ▲ 98.9      | 2.2                       | 2,241   | 0.6                      | 1,107   | 0.3               |
| Malaysia            | 20     | 0.3                      | ▲ 99.7      | 0.9                       | 5,768   | 1.4                      | 2,121   | 0.6               |
| Philippines         | 1,128  | 18.4                     | ▲ 87.1      | 5.6                       | 8,777   | 2.2                      | 20,275  | 5.7               |
| Indonesia           | 155    | 2.5                      | ▲ 90.1      | 2.4                       | 1,566   | 0.4                      | 6,543   | 1.9               |
| Myanmar             | 140    | 2.3                      | ▲ 78.0      | 7.4                       | 635     | 0.2                      | 1,882   | 0.5               |
| India               | 3      | 0.0                      | ▲ 99.3      | 0.0                       | 410     | 0.1                      | 11,060  | 3.1               |
| Other Asia          | 335    | 5.5                      | ▲ 92.0      | 0.9                       | 4,172   | 1.0                      | 37,521  | 10.6              |
| Europe              | 314    | 5.1                      | ▲ 95.3      | 0.5                       | 6,615   | 1.6                      | 61,609  | 17.4              |
| U.K.                | 31     | 0.5                      | ▲ 97.9      | 0.4                       | 1,480   | 0.4                      | 8,537   | 2.4               |
| France              | 16     | 0.3                      | ▲ 96.7      | 0.2                       | 479     | 0.1                      | 8,468   | 2.4               |
| Germany             | 10     | 0.2                      | ▲ 97.1      | 0.2                       | 347     | 0.1                      | 5,993   | 1.7               |
| Italy               | 4      | 0.1                      | ▲ 97.4      | 0.1                       | 156     | 0.0                      | 4,152   | 1.2               |
| Netherlands         | 6      | 0.1                      | ▲ 96.4      | 0.3                       | 167     | 0.0                      | 1,993   | 0.6               |
| Other Europe        | 247    | 4.0                      | ▲ 93.8      | 0.8                       | 3,986   | 1.0                      | 32,466  | 9.2               |
| Africa              | 8      | 0.1                      | ▲ 94.2      | 0.1                       | 137     | 0.0                      | 9,222   | 2.6               |
| North America       | 94     | 1.5                      | ▲ 98.6      | 0.3                       | 6,551   | 1.6                      | 34,838  | 9.9               |
| U.S.A.              | 82     | 1.3                      | ▲ 98.2      | 0.3                       | 4,567   | 1.1                      | 27,288  | 7.7               |
| other north America | 12     | 0.2                      | ▲ 99.4      | 0.2                       | 1,984   | 0.5                      | 7,550   | 2.1               |
| South America       | 5      | 0.1                      | ▲ 97.6      | 0.0                       | 211     | 0.1                      | 16,772  | 4.7               |
| Oceania             | 149    | 2.4                      | ▲ 92.7      | 2.6                       | 2,040   | 0.5                      | 5,700   | 1.6               |
| Australia           | 66     | 1.1                      | ▲ 96.1      | 1.7                       | 1,680   | 0.4                      | 3,809   | 1.1               |
| other Oceania       | 83     | 1.4                      | ▲ 76.9      | 4.4                       | 360     | 0.1                      | 1,891   | 0.5               |
| Stateless           | 1      | 0.0                      | ▲ 90.0      | 2.6                       | 10      | 0.0                      | 38      | 0.0               |



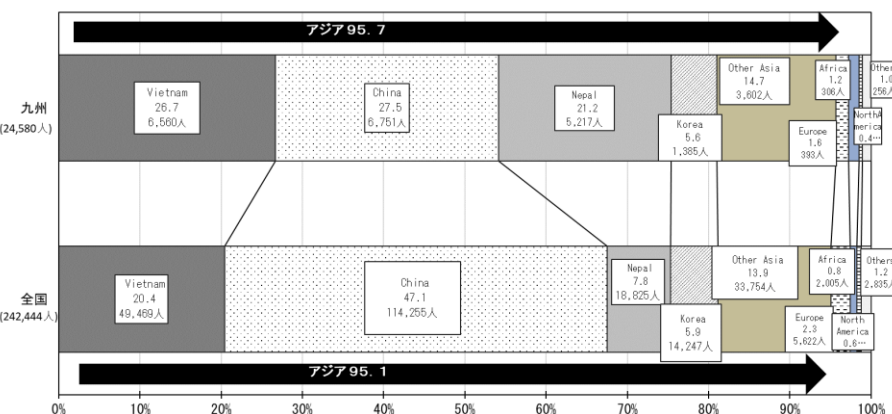
## The trends in the number of foreign students

- ◆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

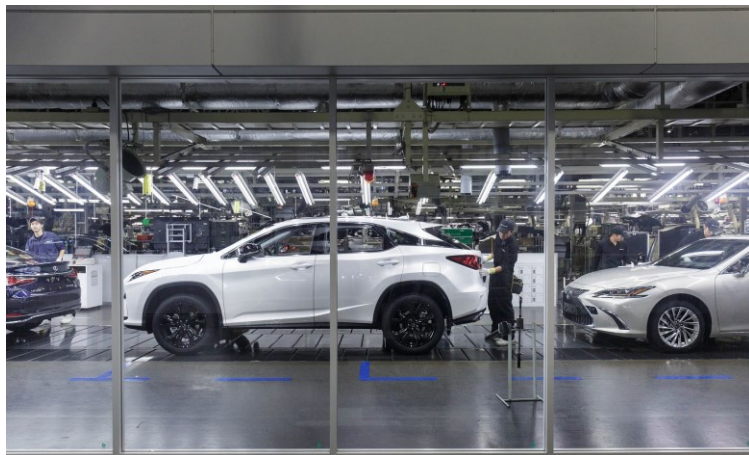


Photo credit: Toyota Motor Corporation

## Japan's leading automobile production base

- ◆ The automobile production capacity in Kyushu exceeds 1.5 million units, accounting for approximately 15% of the 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.)

## Cluster of environmental recycling- and renewable energy-related companies

- ◆ In Kyushu, through the experience of having overcome 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)



Sekisaba and Sekiaji mackerel  
(Oita Prefecture)



Miyazaki beef  
(Miyazaki Prefecture)



Berkshire pork shabu-shabu  
(Kagoshima Prefecture)

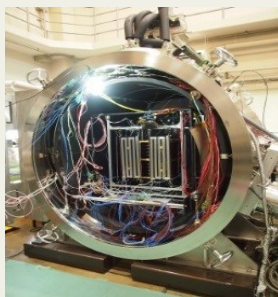


# The World's Most Advanced University Research Facilities

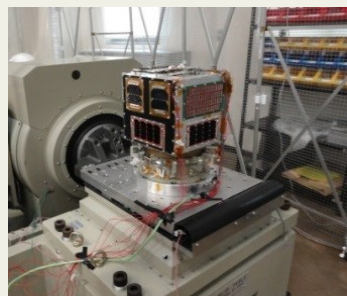
## Laboratory of Lean Satellite Enterprises and In-Orbit Experiments Center for Nanosatellite Testing Kyushu Institute of Technology



- ◆ 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



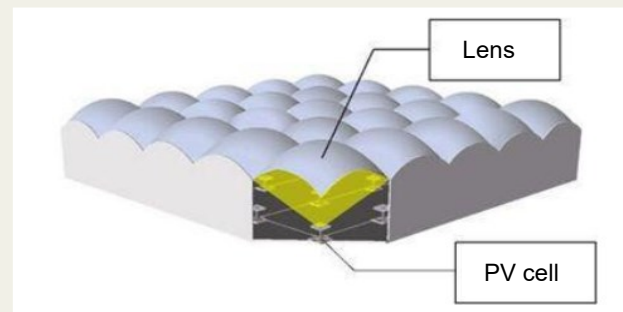
Impact testing system

Source and photo credit: Kyushu Institute of Technology

## University of Miyazaki Eco Campus University of Miyazaki



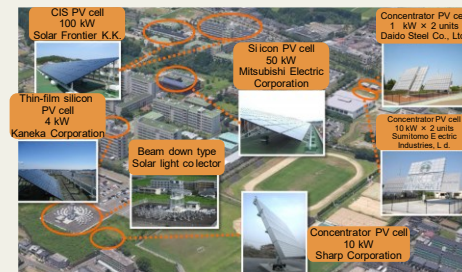
- ◆ The Eco Campus carries out research on concentrated solar power (CSP) using large lenses to concentrate sunlight into small solar cells and research to produce hydrogen by electrolyzing water with the CSP generated.



Depiction of concentrator PV cell



Sunlight tracking system



Eco Campus

Source and photo credit: University of Miyazaki

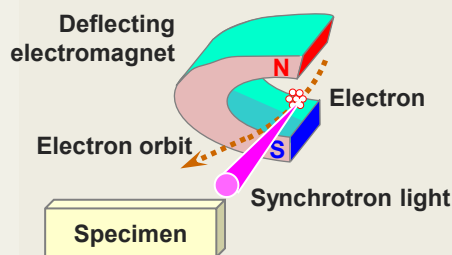
# The World's Most Advanced Research Institutions

## Kyushu Synchrotron Light Research Center (SAGA-LS)

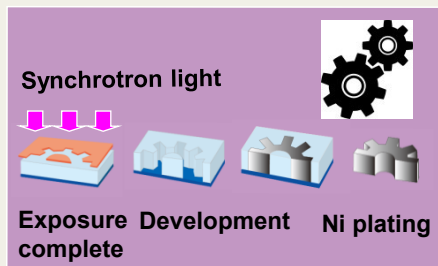


- ◆ Supplying synchrotron light (powerful X-rays) to be shared by governments, industry and academia, this state-of-the-art research center is used for a wide range of research and development, such as analysis of materials, ingredients, and electronic devices, product evaluation, component prototyping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

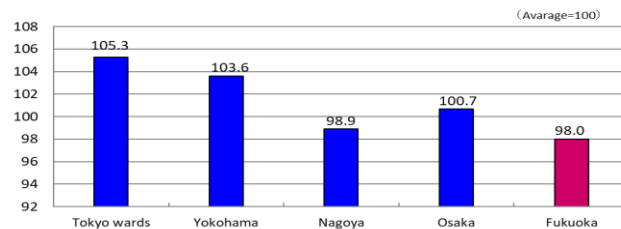


Source: Hydrogen Energy Test and Research Center (HyTReC)

# Low Business Costs and Abundant Human Resources

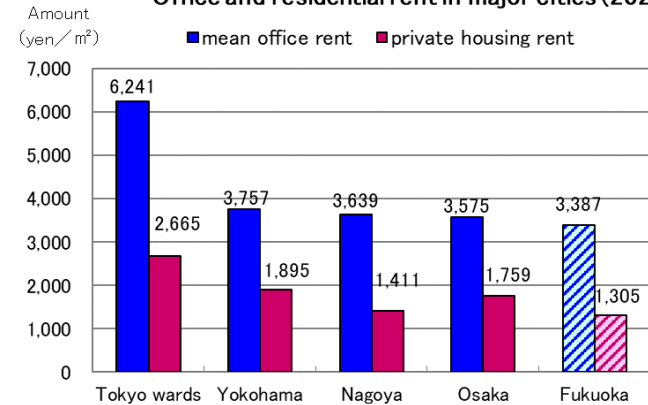
- ◆ Commodity prices, office rentals, and labor costs are all low in Kyushu, where business is possible with costs kept low. Kyushu is said to be nice to live in, with a warm climate, delicious food, a large land area, and friendly people.
- ◆ There are nearly 30,000 international students in Kyushu,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

Consumer price area difference index for Kyushu and other major cities



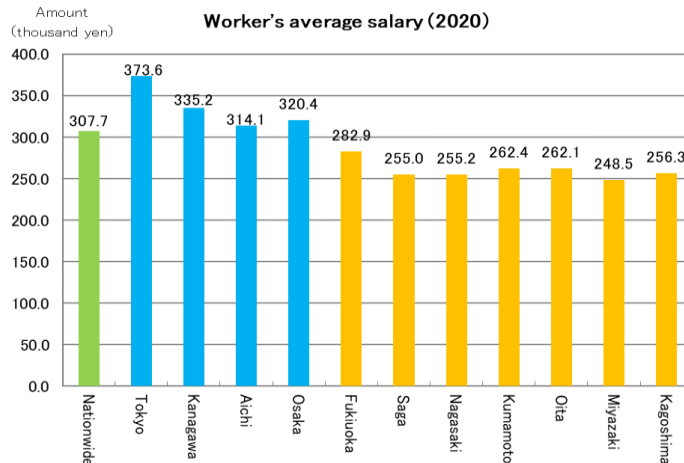
Source: *Statistical Survey on Retail Prices*, Statistics Bureau, Ministry of Internal Affairs and Communications

Office and residential rent in major cities (2021)

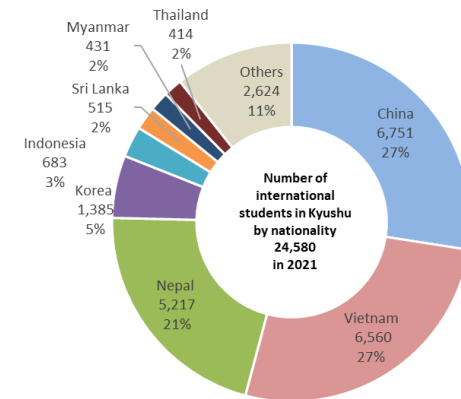


Source: *Office Market Data*, MIKI Shoji Co.; *Statistical Survey on Retail Prices*, Ministry of Internal Affairs and Communications  
Compiled by the Kyushu Bureau of Economy, Trade and Industry

Worker's average salary (2020)



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



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)\*<sup>1</sup>. 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)\*<sup>2</sup>.

\*<sup>1</sup> 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)

\*<sup>2</sup> 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



## Ritsumeikan Asia Pacific University (Beppu, Oita)

- ◆ Half of the students at Ritsumeikan 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: Ritsumeikan Asia Pacific University



# World Heritage Site in Kyushu①

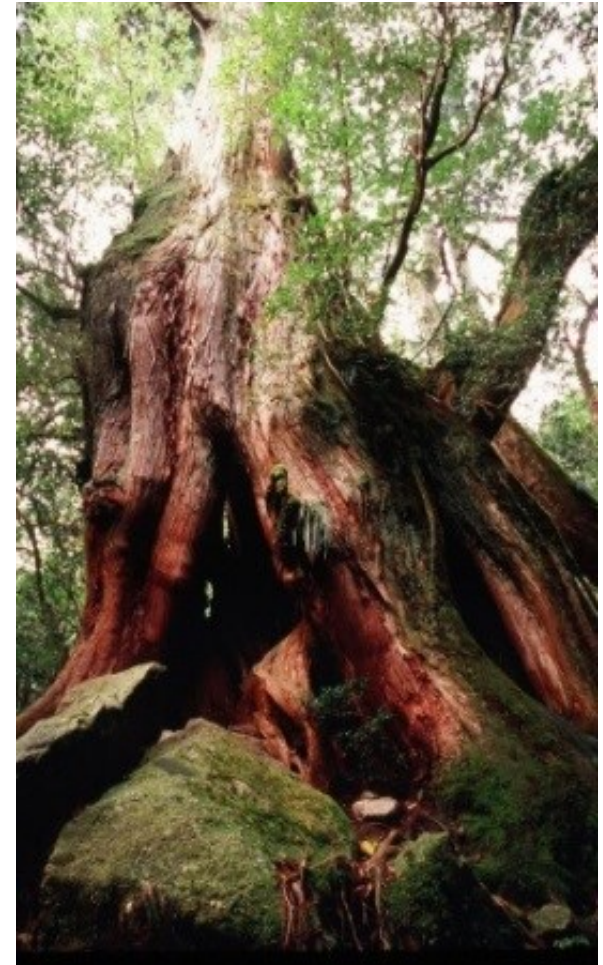


## Yakushima (Kagoshima Prefecture)

- ◆ 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)

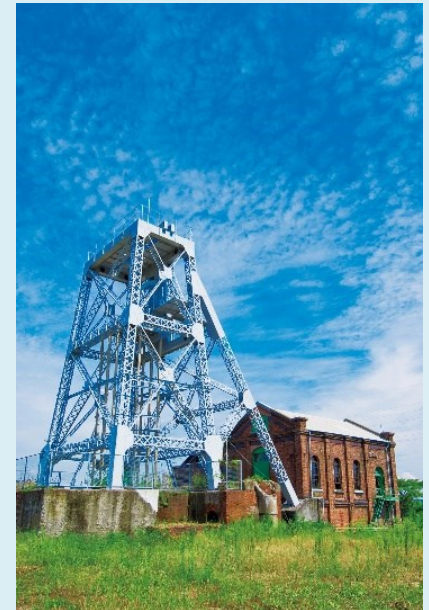
The Hashima Coal Mine is located 3 km southwest of Takashima and is used to mine for mineral deposits from the Nishisonogi submarine coalfield, similar to the Takashima Coal Mine. The new land surrounding the small rocky island is enclosed in a fortress-like seawall to protect the island from tidal waves. 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.

Source and photo credit: 2020 Ministry of Economy, Trade and Industry Global Niche Top Companies Selection  
100, Sanshu Sangyo Co., Ltd.



Global Niche Top Product:  
Vapor Heat Treatment System



## 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 fluoro resin membrane used in roofing materials**

**As a total processing manufacturer of high-performance resin such as fluoro resin 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.**

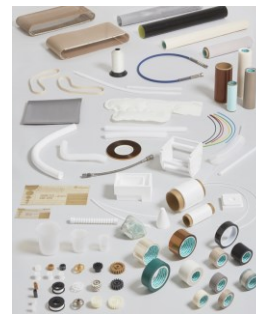
## Details of Global Niche Top Product

- Recognized as top class globally for quality and production scale in the fabric product\*<sup>1</sup> sector.
- \*1 Sheets of industrial heat-resistant cloth impregnated with fluoro resin and sintered
- Using this manufacturing technology as a base, strong glass fibers and specialty fluoro resin 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 fluoro resin products



Suvarnabhumi Airport (Bangkok, Thailand)

J Village (Fukushima)



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



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



## Corporate Data

Representative: Naoyuki Shono, Representative Director

Phone: 03-6230-4414

Established: 1963

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

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

Employees: 449

Global Niche Top (GNT) Product

ChukohSky(TM) FGT series fluoro resin 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\*<sup>1</sup> 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  $\phi$  0.33 mm tip that can open and close and has a clamp function\*<sup>2</sup>. 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.

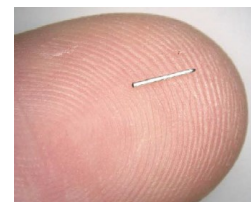
\*<sup>1</sup> A medical device to widen the lumen of tube-shaped parts of the body (such as blood vessels, trachea, esophagus, duodenum, colon, and bile duct)

\*<sup>2</sup> 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 die 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. In addition, 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:

WATCHARAINTHORN 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 Economic Federation  
(with private organizations)

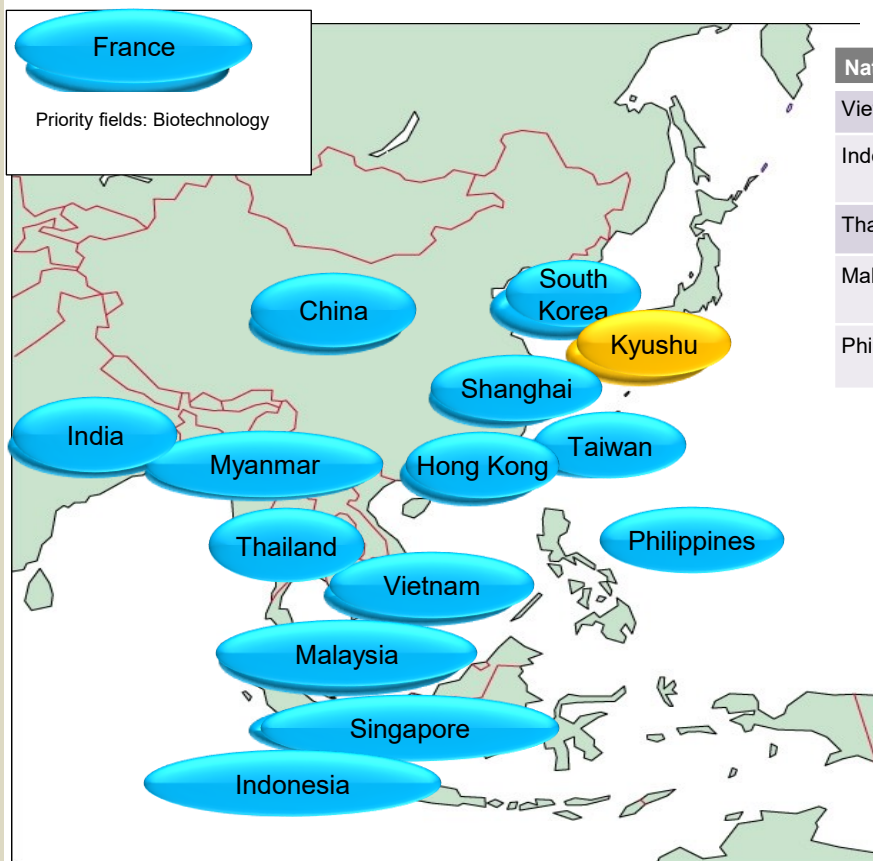
| Country/region | Counterpart  |
|----------------|--|
| Hong Kong      | The Chinese General Chamber of Commerce, Hong Kong                   |
| Taiwan         | The Chinese National Association of Industry and Commerce, Taiwan    |
| Hong Kong      | Hong Kong Trade Development Council                                  |
| 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 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 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 Coeur                                    | Kyushu Bio Cluster Conference  |
| Vietnam    | Ho Chi Minh City Semiconductor Industry Association | Kyushu Semiconductor & Electronics Technology Innovation Association     |





JETRO

# JETRO's Support

INVEST JAPAN

(2-1)

## 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?

### Target companies

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

### Target countries and regions

- South East Asia
- India
- United States
- Europe
- Australia
- Israel
- Africa
- Japan



### Priority fields

- 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



### Service



DX Portal



Event

### Member services



Dedicated forum for members



Meet up



Escort program



Test support program

### Main service components

- Receive market and company information on the dedicated DX Portal website

- Browse online/offline events\* linked to collaboration and alliances

\*Webinars, pitch events, business meetings, other

- See a list of promising overseas companies (information about individual companies)
- Connect with other members

- Speak and participate in pitch events
- Business matching with promising companies

- Sourcing support
- Spot advisory service (permanent)
- Reverse pitch
- Integrated support program

- 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

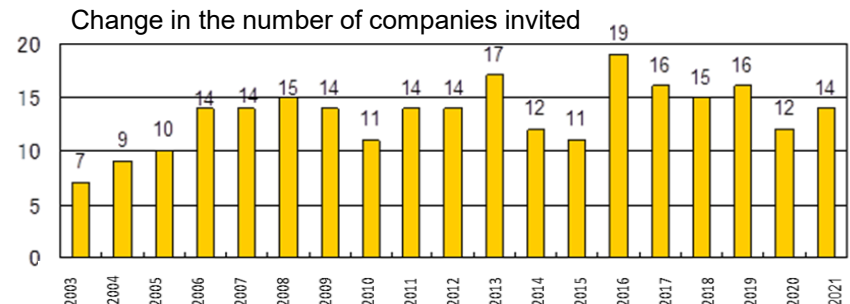
\*Details may vary by sector or municipality.

\*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](mailto: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

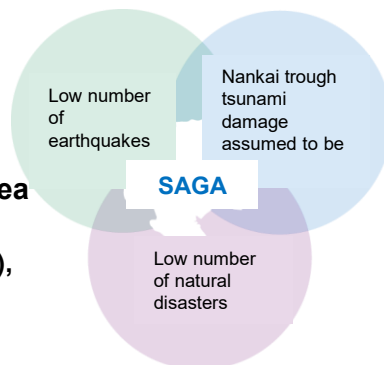
#### Saga Prefecture Factory Location Promotion Subsidies \* For Manufacturing Industry

- 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.

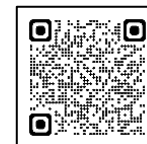
## Contact Information

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  
 Tel: +81-(0)95-820-8890  
 Fax: +81-(0)95-827-5243  
 URL: <https://www.joho-nagasaki.or.jp/business/investact-guide/>





# 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)

### ● 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/>



**Preferential treatment for companies whose foreign ownership exceeds 50%!**



# 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

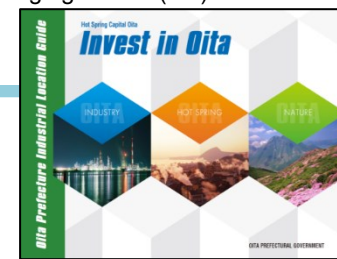
3-1-1 Ohte-machi, Oita, Oita

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

KTJ 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

Office establishment promotion subsidies

Innovation trial programs

### 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]

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

## 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)

8<sup>th</sup> 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/>

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



KTJ  
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** + **Employment subsidy** + **Setup subsidy**

**1/4 of rent  
(1 year)**

Up to  
**15 million yen**

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

Up to  
**50 million yen**

**1/2 of  
respective  
expenses**

Up to  
**3 million yen**

- Office must have total floor space of at least 60 m<sup>2</sup> 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](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 Tetorihoncho, 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/>



**Kyushu Bureau of Economy, Trade and Industry**

**International Policy Planning and Research Division  
International Affairs Department  
2-11-1 Hakataekihigashi ,Hakata-ku Fukuoka 812-8546  
TEL: +81-92-482-5428**

**HP URL <https://www.kyushu.meti.go.jp/>**

