

Business and Investment Environment in Kyushu

- Main Industries、 Economy ・ Trade Data -

2022.3 updated



Kyushu Bureau of Economy, Trade and Industry

contents

0 1 Basic Data on Kyushu

Kyushu - Gateway to Asia	-----	1
Scale of economy equivalent to that of a country	-----	2
Main Trade Partners	-----	3
Trade Trends by Product Category	-----	4
Advanced traffic infrastructure	-----	5
The trend in the number of foreigners entering into Japan	-----	6
Trends in the number of foreign students	-----	7

0 2 Main Industries

Characteristic Industries in Kyushu	-----	8
Rich Cuisine and Local Foods	-----	9

0 3 Research Institutions

The World's Most Advanced University Research Facilities	-----	10
The World's Most Advanced Research Institutions	-----	11

0 4 Business Costs and Living Environment

Low Business Costs and Abundant Human Resources	-----	12
Education and Healthcare Environment	-----	13
International Standard Educational Institution	-----	14

0 5 Attractive Nature and Culture

World Heritage Site in Kyushu①	-----	15
World Heritage Site in Kyushu②	-----	16
World Heritage Site in Kyushu③	-----	17

0 6 Global Companies

World Leading Global Niche Top Company①	-----	18
World Leading Global Niche Top Company②	-----	19
World Leading Global Niche Top Company③	-----	20
World Leading Global Niche Top Company④	-----	21

0 7 Examples of business start-up by foreigners in Kyushu

Examples of business start-up by foreigners in Kyushu①	-----	22
Examples of business start-up by foreigners in Kyushu②	-----	23

0 8 Government and Aid Organization Initiatives

Strategy for Growth Industries in Kyushu and Okinawa: Kyushu-Okinawa Earth Strategy II	-----	24
Economic Exchange Based on MOUs Concluded with Asian Countries	-----	25
Promoting Export of Honkaku Shochu from Kyushu	-----	26

0 9 Aid for Investment in Japan

Japan Innovation Bridge (J-Bridge)	-----	27
Fukuoka Prefectural Aid for Investment in Japan	-----	28
Saga Prefectural Aid for Investment in Japan	-----	29
Nagasaki Prefectural Aid for Investment in Japan	-----	30
Kumamoto Prefectural Aid for Investment in Japan	-----	31
Oita Prefectural Aid for Investment in Japan	-----	32
Miyazaki Prefectural Aid for Investment in Japan	-----	33
Kagoshima Prefectural Aid for Investment in Japan	-----	34
Kitakyushu City Aid for Investment in Japan	-----	35
Fukuoka City Aid for Investment in Japan	-----	36
Kumamoto City Aid for Investment in Japan	-----	37



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 9.58 million*, which is ranked third 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 2020*, 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 15minutes
Taipei (Taiwan)	2hours 35minutes	3hours 55minutes
Hong Kong	3hours 55minutes	5hours 15minutes
Ho Chi Minh (Viet Nam)	5hours 35minutes	6hours 5minutes
Bangkok (Thailand)	6hours	7hours 20minutes
Singapore	6hours 35minutes	7hours 35minutes

Source: JTB Publishing's JTB Timetable (December 2020)

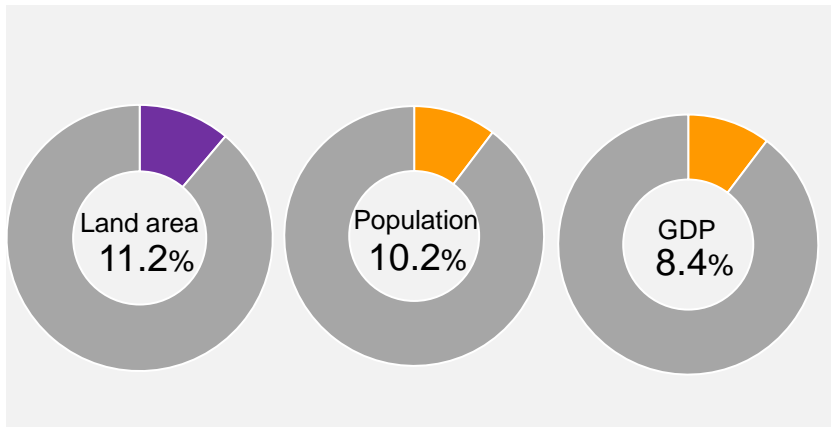
Distances between Fukuoka and other major cities in Japan and Asia



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 12.88 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 47 trillion yen, equivalent to that of Norway which is ranked 29th 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

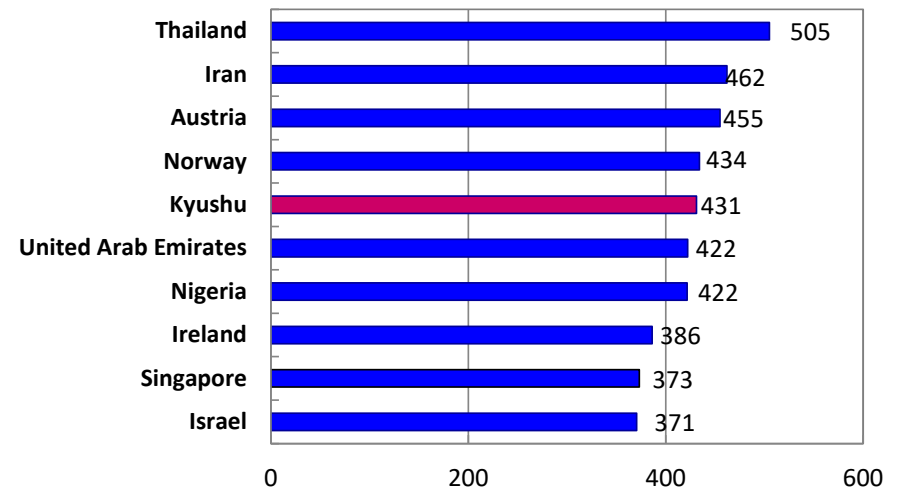


Source:

- Area - Survey of Area by Municipality for all Prefectures, Ministry of Land, Infrastructure, Transport and Tourism 2021
- Population - Population, Demographics, and Number of Households Based on Basic Resident Register, Ministry of Internal Affairs and Communications
Current as of January 1, 2021
- GDP - Compiled by the Kyushu Bureau of Economy, Trade and Industry from the Cabinet Office’s Fiscal 2018 Prefectural Accounts

International comparison of regional GDP

(Unit: USD 1 billion)



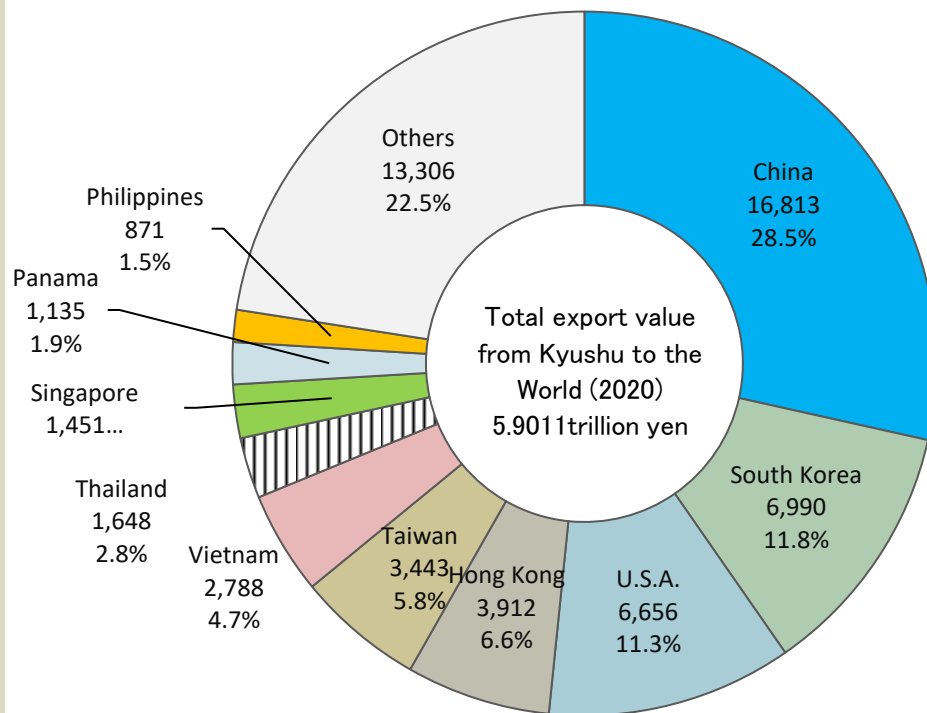
Source: World Statistics 2021, Ministry of Internal Affairs and Communications

Main Trade Partners

- ◆ The largest trade partner for Kyushu is China, accounting for 28.5% of all exports and 20.1% of all imports.
- ◆ Next are, S. Korea, the US, and Hong Kong for exports and Australia, the US, and Taiwan for imports. Many mineral fuel-producing countries export their products to Kyushu.

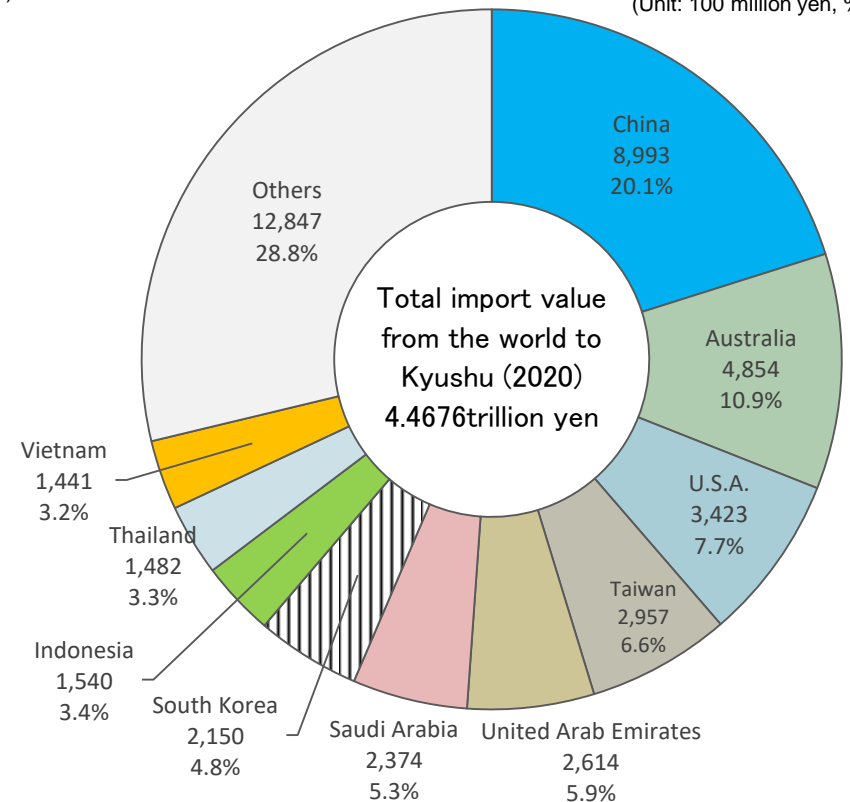
Main countries and regions importing from Kyushu

(Unit: 100 million yen, %)



Main countries and regions exporting to Kyushu

(Unit: 100 million yen, %)

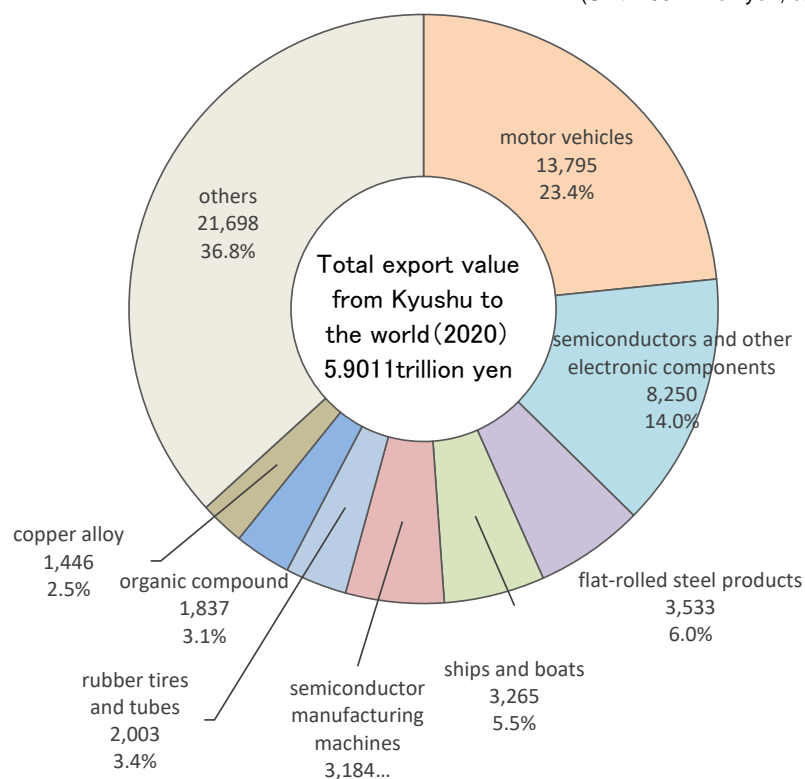


Trade Trends by Product Category

- ◆ Major export items, in decreasing order of export value, are motor vehicles, semiconductors and other electronic components, flat-rolled steel products, ships and boats and semiconductor manufacturing machines. 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, nonferrous metallic ore, coal, semiconductors and other electronic components, iron ore, petroleum gas, and petroleum products. Most imports are mineral fuels.

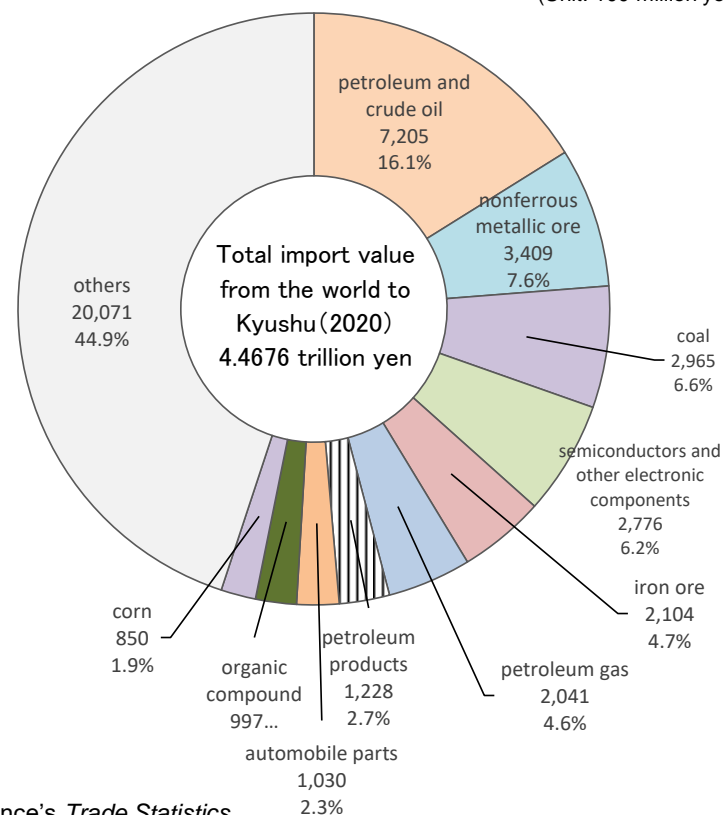
Export items in global trade for Kyushu

(Unit: 100 million yen, %)



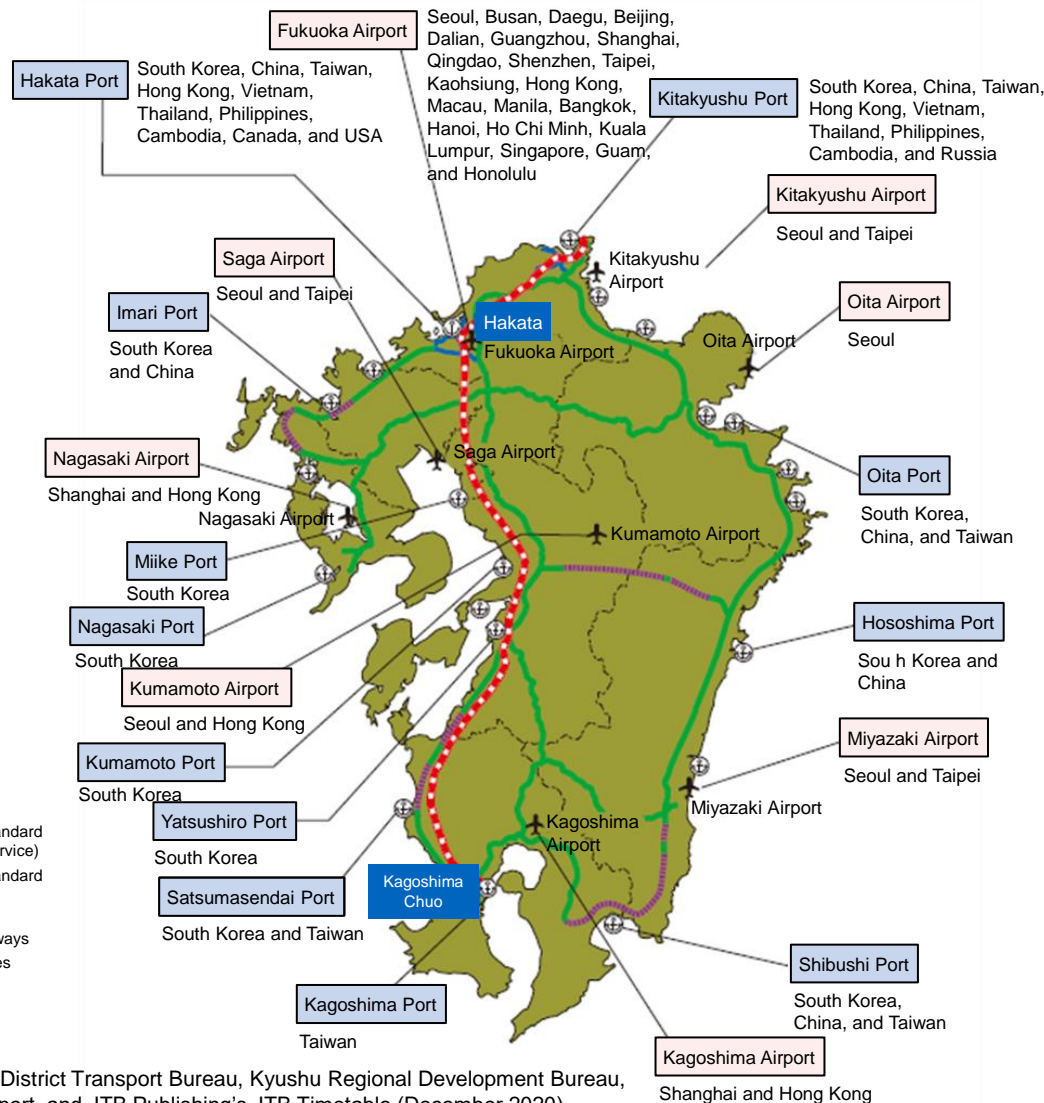
Import items in global trade for Kyushu

(Unit: 100 million yen, %)



Advanced traffic infrastructure

Kyushu's Expressway, Shinkansen line, and International Container Route (as of December 2020)

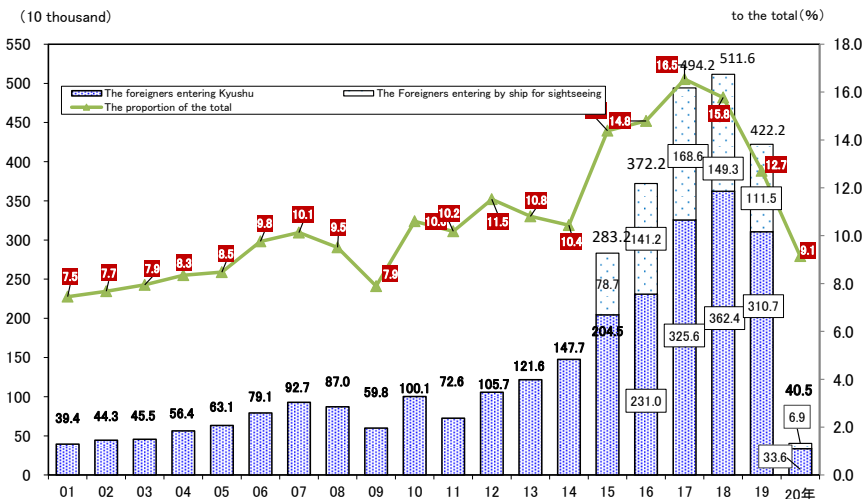


- ◆ Transportation infrastructure has been developed throughout Kyushu including expressways, Shinkansen lines, railways, airports, and ports.
- ◆ After the entire route of the Kyushu Shinkansen opened, it now takes only **about 80 minutes** to travel from the north (Hakata Station) to the south (Kagoshima-Chuo Station) of Kyushu.
- ◆ 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.

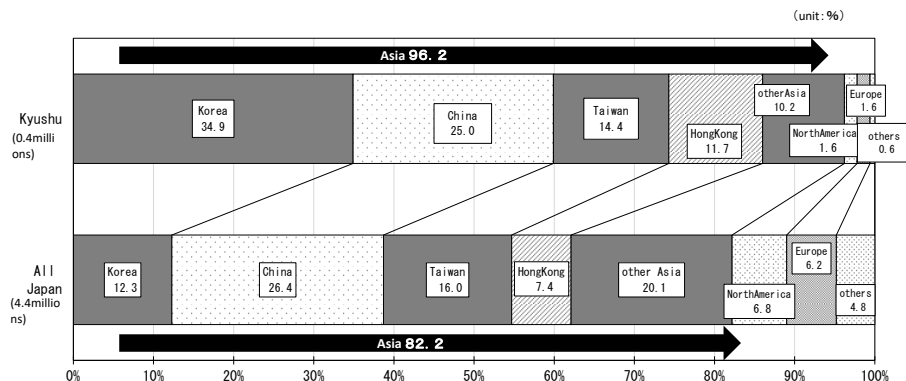
The trends in the number of foreign nationals entering Japan

- ◆ The number of foreign nationals entering Kyushu was over 5 millions in 2018, decreased to 0.4 millions sharply in 2020.
- ◆ The nationalities are, in decreasing order of the number, Korea (141,000, 34.9% of all)、China (101,000, 25.0% of all) and Taiwan (58,000, 14.4% of all).

The trends in the number of foreign nationals entering Kyushu



The ratio of nationalities of foreign nationals entering Kyushu and Japan



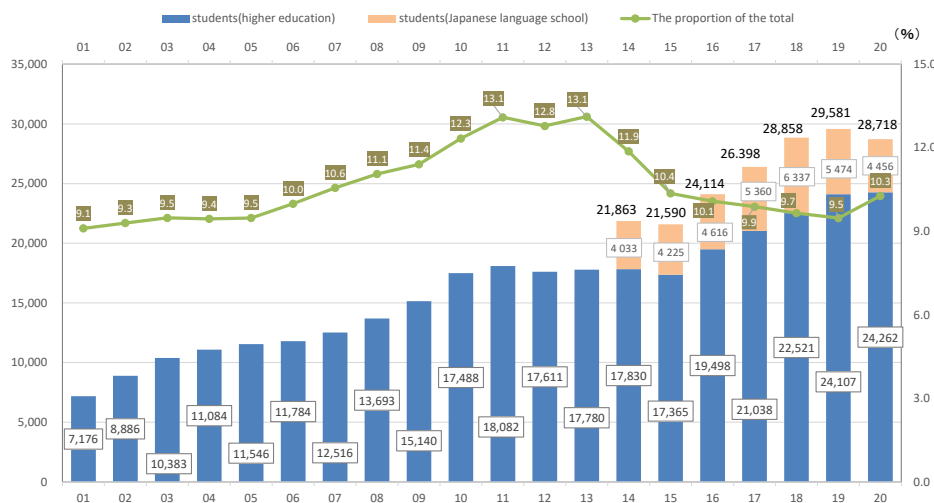
foreign nationals entering Kyushu and Japan total

	2,020	Kyushu			2,019	Total		
		percentage of all Kyushu (%)	growth rate (%)	percentage of Japan total (%)		percentage of all Total (%)	growth rate (%)	percentage of all Total (%)
total	404,824	100.0	▲ 90.4	9.1	4,222,099	100.0	▲ 86.7	33,213,486
Asia	389,260	96.2	▲ 90.4	10.7	4,043,947	95.8	▲ 86.9	27,879,280
Korea	141,343	34.9	▲ 91.7	25.9	1,706,493	40.4	▲ 90.7	5,893,880
China	101,338	25.0	▲ 92.4	8.7	1,329,429	31.5	▲ 88.6	10,198,774
Taiwan	58,218	14.4	▲ 87.3	8.2	458,910	10.9	▲ 85.7	4,949,040
HongKong	47,233	11.7	▲ 85.3	14.4	321,317	7.6	▲ 85.2	2,216,674
Vietnam	10,299	2.5	▲ 68.5	6.4	32,724	0.8	▲ 69.1	158,034
Thailand	7,260	1.8	▲ 88.1	3.2	60,803	1.4	▲ 83.1	518,034
Singapore	2,241	0.6	▲ 88.9	4.0	20,178	0.5	▲ 88.7	495,463
Malaysia	5,768	1.4	▲ 84.8	7.4	37,972	0.9	▲ 84.6	508,247
Philippines	8,777	2.2	▲ 81.3	5.5	46,961	1.1	▲ 79.6	777,591
Indonesia	1,566	0.4	▲ 82.5	1.9	8,939	0.2	▲ 80.9	420,968
Myanmar	635	0.2	▲ 67.6	5.2	1,959	0.0	▲ 65.2	34,943
India	410	0.1	▲ 88.6	1.4	3,596	0.1	▲ 83.9	185,623
Other Asia	4,172	1.0	▲ 71.6	4.8	14,666	0.3	▲ 73.3	327,791
Europe	6,615	1.6	▲ 91.4	2.4	76,523	1.8	▲ 87.1	2,121,245
U.K.	1,480	0.4	▲ 94.0	2.7	24,684	0.6	▲ 87.6	437,793
France	479	0.1	▲ 93.6	1.1	7,542	0.2	▲ 86.9	345,243
Germany	347	0.1	▲ 94.9	1.1	6,774	0.2	▲ 87.2	241,241
Italy	156	0.0	▲ 95.3	1.1	3,313	0.1	▲ 91.2	166,155
Netherlands	167	0.0	▲ 95.5	1.9	3,751	0.1	▲ 89.2	80,489
Other Europe	3,986	1.0	▲ 86.9	3.3	30,459	0.7	▲ 85.9	850,324
Africa	137	0.0	▲ 90.4	1.3	1,427	0.0	▲ 83.1	60,427
North America	6,551	1.6	▲ 90.9	2.2	71,751	1.7	▲ 86.7	2,244,130
U.S.A.	4,567	1.1	▲ 90.9	2.0	50,316	1.2	▲ 87.0	1,769,670
other north America	1,984	0.5	▲ 90.7	2.9	21,435	0.5	▲ 85.6	474,460
South America	211	0.1	▲ 90.0	0.5	2,106	0.0	▲ 76.6	173,655
Oceania	2,040	0.5	▲ 92.2	1.2	26,287	0.6	▲ 77.7	733,847
Australia	1,680	0.4	▲ 92.5	1.2	22,454	0.5	▲ 76.9	631,213
other Oceania	360	0.1	▲ 90.6	2.0	3,833	0.1	▲ 82.9	102,634
Stateless	10	0.0	▲ 82.8	6.7	58	0.0	▲ 83.5	902

The trends in the number of foreign students

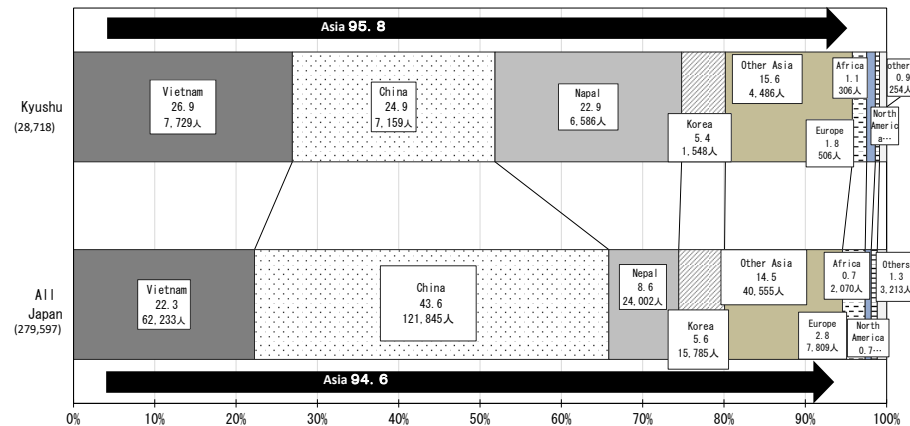
- ◆The number of foreign students of all Japan in 2020 was 279,597, and the number of foreign students of Kyushu was 28,718 (2.9% decrease from the previous year, 10.3% of all Japan).
- ◆The ratio of foreign students from Asia was 95.8% of all. (94.6% of all Japan).
- ◆Major nations, in decreasing order of the number, are Vietnam (7,729, 27.9% of all), China, Nepal, Korea.

The trends in the number of foreign students in Kyushu



※The foreign students are students who get education at educational facilities such as universities, junior college, technical college and at Japanese language school.

The ratio of nationalities of foreign students in Kyushu and all Japan



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 2020) 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 764 billion yen in semiconductor production value, a roughly 44% share of the national total, and over 1,000 semiconductor companies are concentrated in the region. (2019) (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)



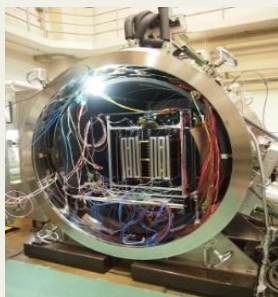
Berkshire pork shabu-shabu
(Kagoshima Prefecture)

The World's Most Advanced University Research Facilities

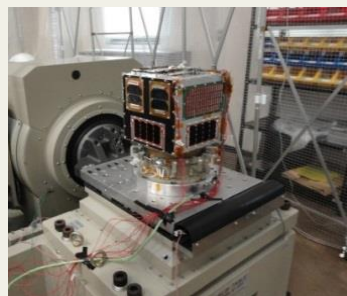
Laboratory of Lean Satellite Enterprises and In-Orbit Experiments Center for Nanosatellite Testing Kyushu Institute of Technology



- ◆ 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



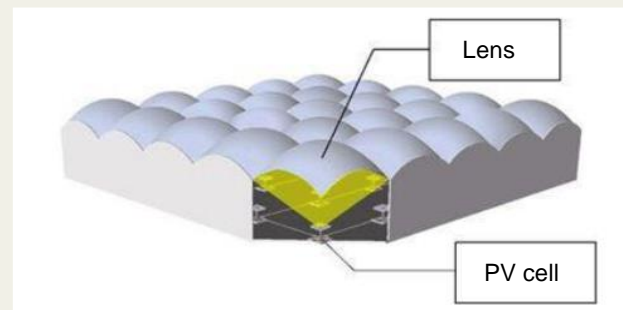
Impact testing system

Source and photo credit: Kyushu Institute of Technology

University of Miyazaki Eco Campus University of Miyazaki



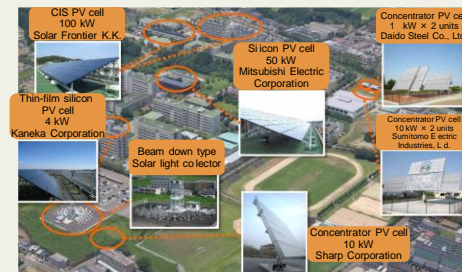
- ◆ The Eco Campus carries out research on concentrated solar power (CSP) using large lenses to concentrate sunlight into small solar cells and research to produce hydrogen by electrolyzing water with the CSP generated.



Depiction of concentrator PV cell



Sunlight tracking system



Eco Campus

Source and photo credit: University of Miyazaki

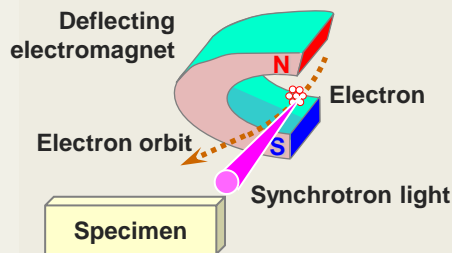
The World's Most Advanced Research Institutions

Kyushu Synchrotron Light Research Center (SAGA-LS)

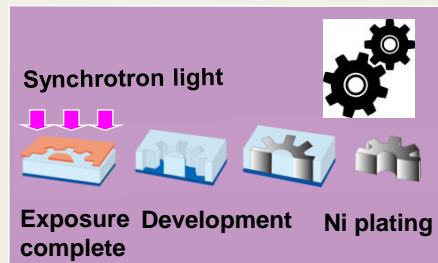


- ◆ Supplying synchrotron light (powerful X-rays) to be shared by governments, industry and academia, this state-of-the-art research center is used for a wide range of research and development, such as analysis of materials, ingredients, and electronic devices, product evaluation, component prototyping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

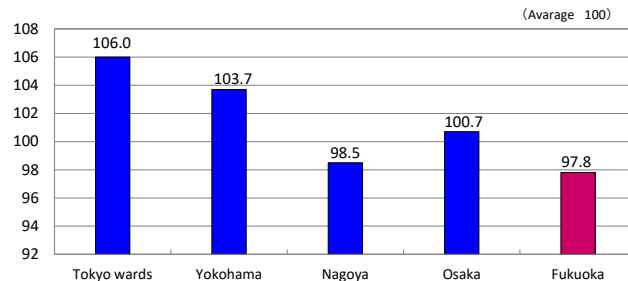


Source: Hydrogen Energy Test and Research Center (HyTReC)

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.

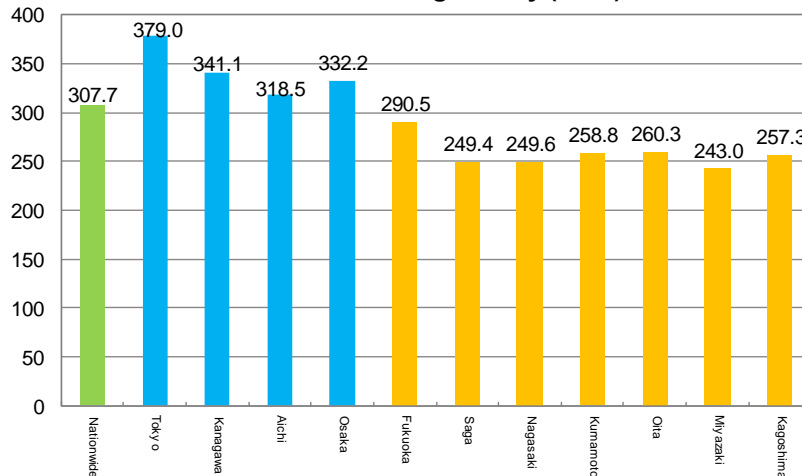
Consumer price area difference index for Kyushu and other major cities



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

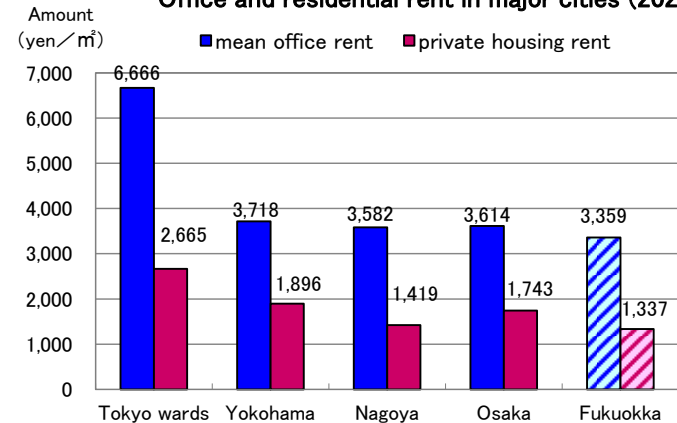
Amount (thousand yen)

Worker's average salary (2019)

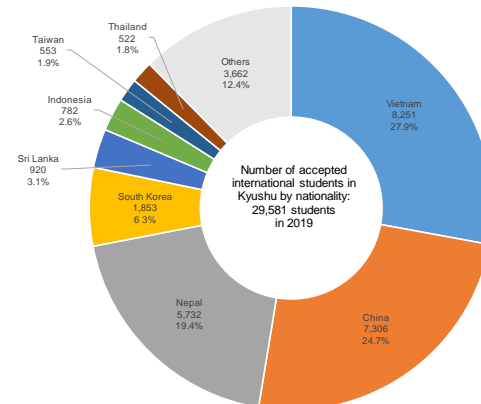


Source: Basic Survey on Wage Structure (2019), Wage and Labour Welfare Statistics Office, Ministry of Health, Labour and Welfare

Office and residential rent in major cities (2020)



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



Source: Compiled by the Kyushu Bureau of Economy, Trade and Industry based on Result on an Annual Survey of International Students in Japan (2019), 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)*¹. In addition to the FIS, Linden Hall School, Fukuoka Daiichi High School, and others have an International Baccalaureate (IB) Diploma Programme (DP)*².

*¹ 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)

*² 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 147 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: 37, Saga: 5, Nagasaki: 17, Kumamoto: 34, Oita: 11, Miyazaki: 9, Kagoshima: 34

* 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 three years running among private universities across 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)

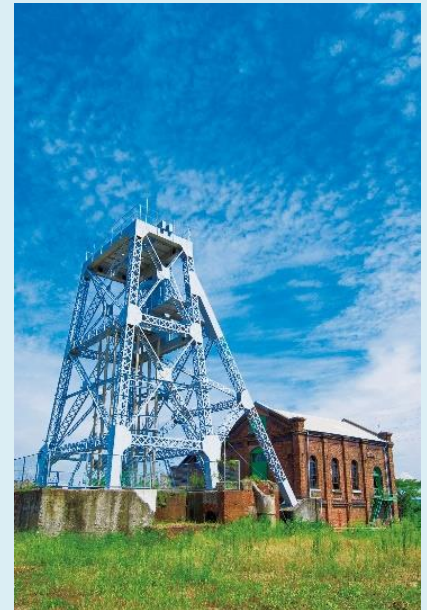
The Hashima Coal Mine is located 3 km southwest of Takashima and is used to mine for mineral deposits from the Nishisonogi submarine coalfield, similar to the Takashima Coal Mine. The new land surrounding the small rocky island is enclosed in a fortress-like seawall to protect the island from tidal waves.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

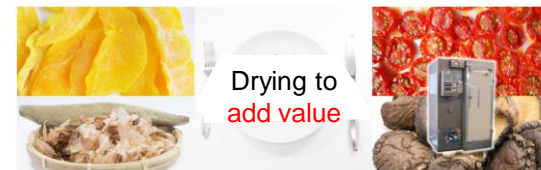
Strategy and business model

- 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 Niche Top 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.

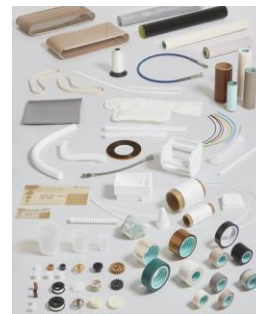
Details of Global Niche Top Product

- Recognized as top class globally for quality and production scale in the fabric product*1 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: 10th 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 Niche Top 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*¹ 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 ϕ 0.33 mm tip that can open and close and has a clamp function*². 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.

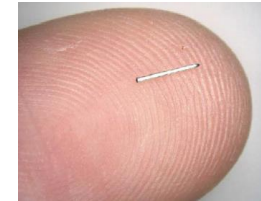
*¹ A medical device to widen the lumen of tube-shaped parts of the body (such as blood vessels, trachea, esophagus, duodenum, colon, and bile duct)

*² 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.



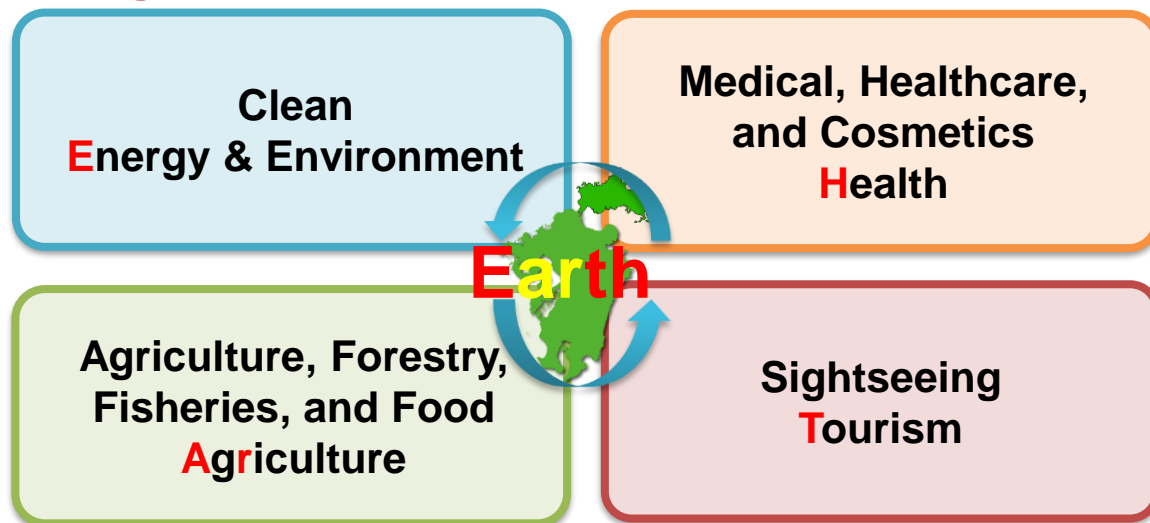
STEQQI famous for promotion videos

- 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.

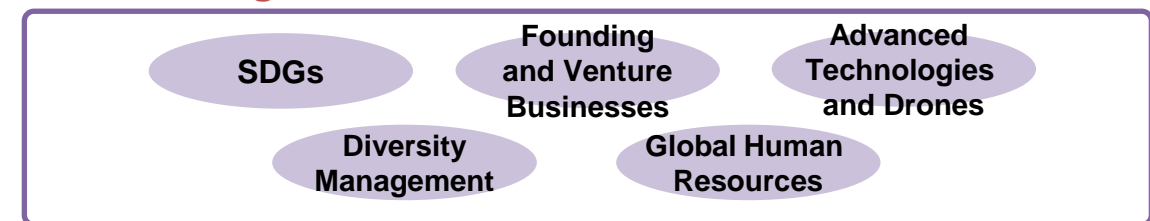
Strategy for Growth Industries in Kyushu and Okinawa: Kyushu-Okinawa Earth Strategy II

- ◆ Kyushu carries out initiatives in four strategic areas that leverage Kyushu and Okinawa's strengths to achieve its sustainable development as the gateway to Asia trying to resolve new challenges.
- ◆ The Kyushu-Okinawa Regional Council for Industrial Competitiveness developed its strategy in 2014 under a public-private partnership. As of 2021, 21 projects are underway on Stage 2, incorporating new perspectives.

Strategic Areas



Cross-cutting Initiatives



Four Common Perspectives



21 projects promoted under the Kyushu-Okinawa Earth Strategy II

Four strategic areas	Clean	Project on Realizing Kyushu Hydrogen Energy Society
		Project on Promoting Industrial Base Formation for Geothermal and Hot Spring Heat Energy
		Project on Establishing Base Formation for Marine Renewable Energy Industry
		Project on Promoting Asia's Advanced Base Formation for Northern Kyushu Automotive Industry
		Project on Establishing Base for Organic Photonics and Electronics Industry
	Medical, Healthcare, and Cosmetics	Project on Promoting Industrial Base Formation for Kyushu and Asia Environmental Energy Industry
		Project on Promoting Healthcare Industry
		Project for Bases Creating Innovative Medical Products
		Project on Promoting Biotechnology Industry
	Agriculture, Forestry, Fisheries, and Food	Project on Promoting Karatsu Cosmetics Initiative
		Project on Promoting Kyushu Food Exports
		Project on Promoting Smart Agriculture
Cross-cutting Initiatives	Sightseeing	Project on Promoting Smart Fisheries Industry
		Project on Promoting Innovation from Agricultural, Mountain, and Fishery Areas
	SDGs	Project on Promoting Tourism Strategy
		Project on Promoting Kyushu SDGs Management
	Founding and Venture Businesses	Project on Promoting Founding and Venture Businesses
		Project on Promoting Advanced Technology Utilization
	Advanced Technologies and Drones	Project on Promoting Drone Industry
		Project on Promoting Use of Lightweight Ruby for Embedded Software in Manufacturing
	Global Human Resources	Project on Promoting Development and Utilization of Global Human Resources

Economic Exchange Based on MOUs Concluded with Asian Countries

- ◆ Kyushu Economy International is an 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 concluded 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 concluded by the Kyushu Economic Federation
(with private organizations)

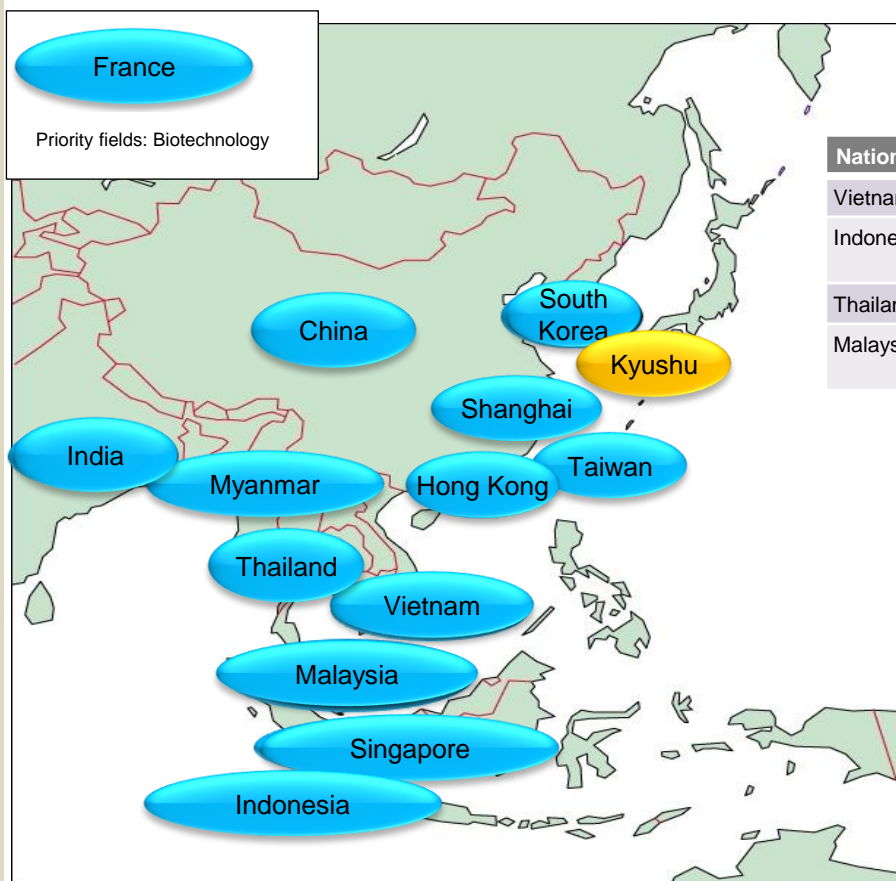
Country/region	Counterpart
Hong Kong	The Chinese General Chamber of Commerce, Hong Kong
Taiwan	The Chinese National Association of Industry and Commerce, Taiwan
Hong Kong	Hong Kong Trade Development Council
Indonesia	Indonesian Chamber of Commerce and Industry
Myanmar	The Union of Myanmar Federation of Chambers of Commerce and Industry
Singapore	Singapore Business Federation
India	Federation of Indian Chambers of Commerce and Industry
China	Shanghai Entrepreneur Association

MOUs concluded 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

MOUs concluded 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



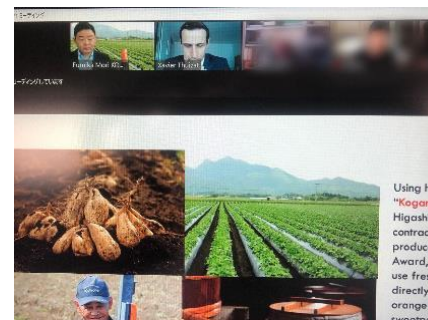
Promotion of export of authentic Kyushu shochu

- ◆ The Kyushu region holds an approximately 96% share of total Japanese exports of authentic shochu, with rich and flavorful ingredients, however of the approximately 71 billion yen in exports of Japanese alcohols in 2020, shochu made up only approximately 1,200 million yen (approximately 1.7%), so there are expectations for further development of overseas sales channels.
- ◆ We are utilizing the conclusion of the Japan-EU Economic Partnership Agreement (EPA) as an opportunity to work to further promote understanding and recognition of Kyushu authentic shochu in Europe through exchanges with Kyushu Economy International (KEI) and Kura Master, which carries out concours (competitions) for Japanese alcohols in France as well as other activities, in order to cultivate overseas sales channels for Kyushu shochu. Specific activities include holding local seminars in France, inviting Kura Master affiliates to Kyushu, holding of tasting events, online introductions of distilleries, business meetings, and more.
- ◆ As a result of these initiatives, an "Authentic Shochu / Awamori" category was established for the 2021 Kura Master Concours. We anticipate further cultivation of sales channels for authentic shochu in both France and the rest of Europe in the future.
- ◆ In addition, the Kyushu Bureau of Economy, Trade and Industry and Kyushu Economy International (KEI) are working to expand exports of authentic shochu and awamori by establishing the "Authentic Shochu / Awamori Export Promotion Network" in May 2021, and working to carry out information exchanges and business / project tie-ups between distilleries, trading companies, municipalities, support organizations, and other organizations.

Authentic shochu seminar in Paris



Online distillery introduction (and tasting)



Kura Master tasting and opinion exchange event for authentic Kyushu shochu (Kagoshima)



Japan Innovation Bridge



- ◆ J-Bridge is a business platform to facilitate collaboration or M&A between Japanese companies and overseas startups/businesses in six 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 countries and regions

- South East Asia (*1)
- India
- Israel
- Australia
- United States (*2)
- Europe (*2)
- Japan

Priority fields



Target fields*

- Companies and others wishing to collaborate with overseas startups to develop products and services for markets in target countries and territories outside of Japan

*1 With a priority on Singapore, Indonesia, and Vietnam

*2 In the US and Europe, focusing on supporting overseas companies with carbon-neutral technologies.

*Aimed at Japanese companies, trade associations, universities, and consortiums of those entities

What J-Bridge can do



Service



DX Portal



DX Platform

Member services



Dedicated forum for members



Event meeting support



Escort program



Test support program

Main service components

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

- Browse online events* linked to collaboration and alliances

*Webinars, pitch events, business meetings, other

- See a list of promising overseas companies (information about individual companies)
- Browse past events
- Connect with other members
- Speak and participate in pitch events
- Business matching with promising companies
- Comprehensive support or specified field support in strategy formulation, partner discovery, and project formation

- Receive subsidy for performing PoC in digital fields in Asia

Inquiries: JETRO DX Promotion Team

E-mail: DXPT@jetro.go.jp

Sources: Ministry of Economy, Trade and Industry website,
Japan External Trade Organization website

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, other

Subsidy program (subsidies)

Fukuoka Prefectural Subsidy for Promotion of Corporate Location

Target industries:

- Manufacturing and business facilities of the following sectors
Manufacturing, road cargo transport, 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

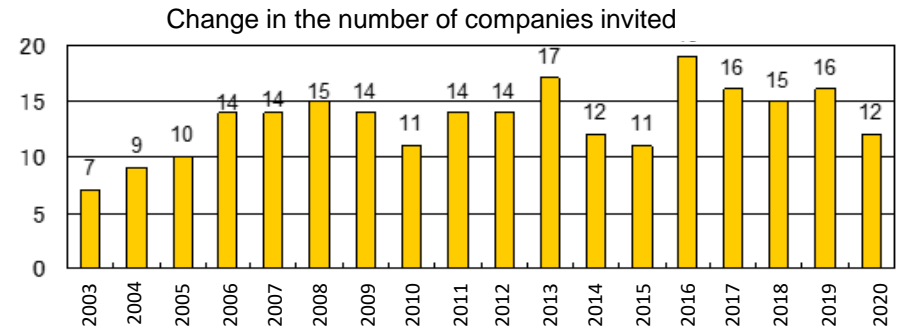
*Details may vary by sector or municipality.

*Please consult in advance regarding application.

Recent status of corporate establishment

FY 2003 to FY 2020

240 companies in total



By country

- North America: 32 companies (US: 29, Canada: 3)
- Europe: 42 companies (Germany: 11, UK: 5, Switzerland: 4, France: 4, Italy: 3, other: 13)
- Asia and other areas: 166 companies (China: 89, S. Korea: 40, Taiwan: 13, India: 4, Singapore: 4, Australia: 2, other: 14)

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
URL: <http://www.investfk.jp/>



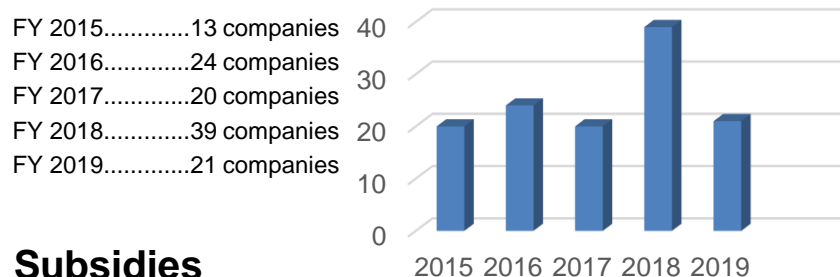
Saga Prefectural Aid for Investment in Japan

Cluster target areas

- 1) Cosmetics
- 2) Medicine
- 3) Semiconductors
- 4) Robotics
- 5) Automotive and aircraft



Number of companies relocating to Saga recently



Subsidies

Saga Prefecture Relocation Promotion Subsidy for Factories

A Financial incentives to promote new business facility establishment

Total investment x 2/100 x additional amount

Special support for foreign companies

Maximum 24 times of additional amount depending on the location, industry sector, and other factors

B Financial incentives to promote employment

500,000 to 1 million yen per locally-hired new employee

※As of May 2022

Tax system

A Municipality

5 exemptions + 5 reductions of fixed asset tax

*Five year full exemption followed by five year 50% exemption

Subsidies

* Cities and towns each offer various subsidies depending on needs, including employment and land acquisition incentives.

Saga Prefecture special industrial zone for establishment of business facilities

Eleven cities and towns in the prefecture have been designated as special zones to carry out integrated preferential measures. (Saga, Karatsu, Taku, Takeo, Kashima, Ogi, Kanzaki, Yoshinogari, Arita, Miyaki, and Kiyama)

B Prefecture (Selective system with the Saga Prefecture Relocation Promotion Subsidy for Factories)

5 exemptions + 5 reductions of corporate business tax

*Five year full exemption followed by five year 50% exemption

Real estate acquisition tax exempted

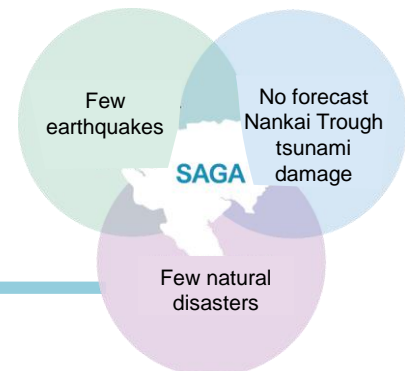
Inquiries

Corporate Location Promotion Division, Department of Industry and Labor, Saga Prefectural Government

1-1-59 Jonai, Saga, Saga, 840-8570

Phone: 0952-25-7097

URL: <http://saga.kigyouricchi.jp/>



Nagasaki Prefectural Aid for Investment in Japan

Cluster target areas

(Manufacturing)

- (1) Automotive (including next-generation vehicles)
- (2) Industrial machinery such as energy efficient and automated machines
- (3) ICT/5G (electronic components, vehicle and robot software, manufacturing design and development)
- (4) Aircraft
- (5) Semiconductor manufacturing machines
- (6) Precision equipment and medical/healthcare devices
- (7) Food processing

(Office)

- (1) ICT (financial IT, information security)
- (2) BPO, administrative processing centers (insurance, shared)

Subsidies

- 1 Subsidy for facility investment such as factories
Maximum subsidy of 3 billion yen is provided for the establishment of companies in 6 industries including manufacturing, natural science laboratories, software, and mechanical repairs, as well as business establishment supporting companies (leasing industry).
- 2 Subsidy for business to attract office companies
Maximum subsidy of 750 million yen for establishment of an office-type business such as call center, administrative work center, software development center, or general affairs and accounting administrative work center for headquarters.

Recent status of corporate establishment

Nagasaki Prefecture has been a bridge between Japan and the continent since ancient times. After the first ships from Portugal arrived in Hirado in 1550, the prefecture has been a window to the West, the only open port in Japan during the Edo period. The area thrived, incorporating cultures from different countries and carrying out exchanges with many people.

Local attributes that were nurtured over this long history are coupled with tourist and cultural spots located throughout the prefecture and hot springs that served as health resorts to foreigner visitors. Nagasaki is home to many foreign companies including the AIG Group, Metlife, Zurich Insurance, and Chubb Insurance. Many of Japan's leading global companies in the manufacturing industry are based in the prefecture, including Mitsubishi Heavy Industries, Sony, Canon, and Ariake Japan and it is also becoming a hotspot for information service companies such as Fujifilm, Kyocera, Denso, and Zenrin.

Inquiries

The Foundation of Encourage Nagasaki Industry
2-11 Dejima-machi, Nagasaki, Nagasaki, 850-0862
Phone: 095-820-8890 Fax: 095-827-5243
URL: <http://www.joho-nagasaki.or.jp/invest/>



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)

Preferential treatment for companies whose foreign ownership exceeds 50%!

- **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.

Subsidies up to 5 billion yen for large-scale investments!

*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)

November 2021: it was decided TSMC(Taiwan) move to Kumamoto!

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/>



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: 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 3%
 + Office rent x 1/3 (for 3 years)
 + Dedicated communication line using fee x 1/2 (for 3 years)

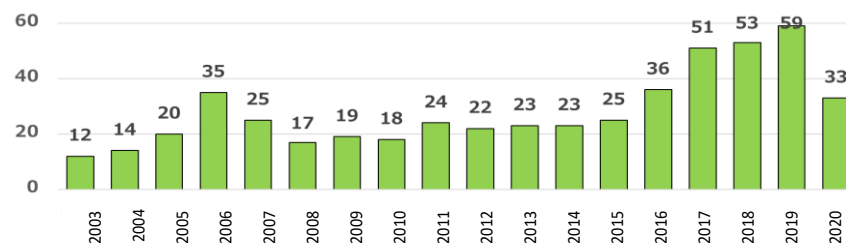
Maximum amount: 100 million yen (information industries)
 280 million yen (BPO, call center industries)

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/>

Largest
subsidy in Kyushu
5 billion yen



Miyazaki Prefectural Aid for Investment in Japan

Cluster target areas (priority 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 fields

*Even larger subsidies for establishing large businesses.
Please inquire for details about subsidies.

Tax system

Preferential treatment measures such as 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
 - 2 Minimum 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

(3) Subsidy for companies establishing facilities in the area around the nuclear power station

Companies located in Satsumasendai, where the nuclear power station is located, Akune, and Ichiki Kushikino (formerly only Kushikino) are eligible for a subsidy based on the electricity charges paid.

*Please inquire for details.

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)

8th 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 m² and there must be 3 or more full-time employees
- * Please inquire for details about target sector and eligibility requirements.

Recent status of corporate establishment

Fiscal year	2016	2017	2018	2019	2020
Number of companies	18	13	14	15	12

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
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)

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

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TEL:+81-92-482-5428**

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

