



KANSAI

**Gateway to Your Business Success
in Japan and Asia**

~ Kyoto, Osaka, Kobe ~

Life Sciences

INVEST JAPAN, INVEST KANSAI
-2025•English-

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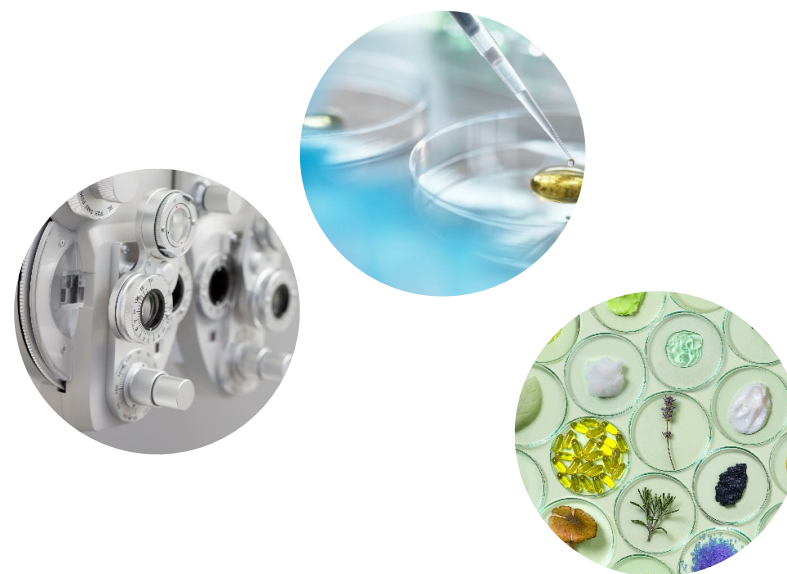
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The current state of the life science field in Japan and Kansai

The current state of the life science field in Japan ~Bioeconomy strategy~

The Japanese government formulated the “Bio Strategy” in 2019, with the goal of “realizing the world's most advanced bioeconomy society by 2030,” and later revised it to the “Bioeconomy Strategy” in 2024.

Bioeconomy refers to a sustainable economic society that utilizes biotechnology and biological resources. The “Bioeconomy Strategy” was laid out with the aim of creating a 100 trillion yen market in Japan and overseas by 2030, by addressing various social issues such as dependence on fossil resources such as oil and coal, food shortages, resource shortages, and marine pollution, and by promoting bioeconomy initiatives that will lead to both sustainable economic growth and the resolution of social issues.

Bioeconomy market size

Currently **60** trillion yen → 2030 **100** trillion yen



*“Kansai” refers to Fukui Prefecture, Shiga Prefecture, Kyoto Prefecture, Osaka Prefecture, Hyogo Prefecture, Nara Prefecture and Wakayama Prefecture.

Many world's leading research institutions are concentrated in the Kansai region

- In Kansai, there is a concentration of research institutions mainly in the three cities of Kyoto, Osaka and Kobe, which are all within a compact area that can be reached in around 30 minutes to an hour.
- Kansai is home to many research facilities equipped with cutting-edge equipment and devices, and world-class research supporting basic, applied and practical research in the field of life sciences is being carried out there.

Kobe City, Hyogo Prefecture

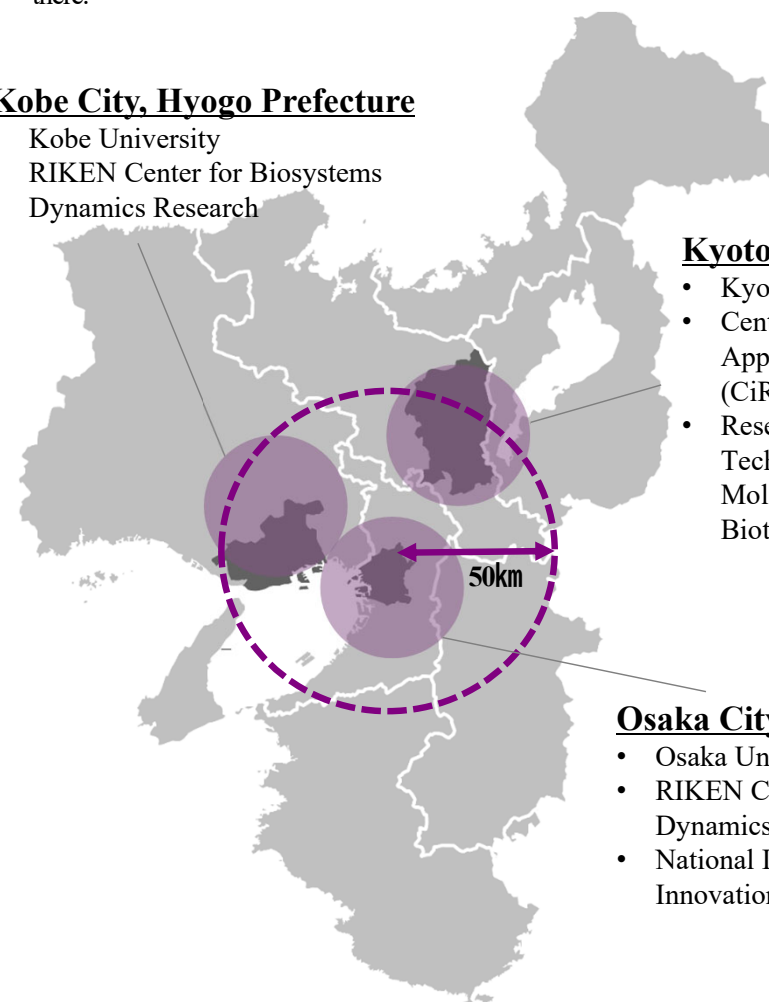
- Kobe University
- RIKEN Center for Biosystems Dynamics Research

Kyoto City, Kyoto Prefecture

- Kyoto University
- Center for iPS Cell Research and Application, Kyoto University (CiRA)
- Research Institute of Innovative Technology for the Earth (RITE), Molecular Microbiology and Biotechnology Group

Osaka City, Osaka Prefecture

- Osaka University
- RIKEN Center for Biosystems Dynamics Research
- National Institutes of Biomedical Innovation, Health and Nutrition



Characteristics of the life science field in Kansai

The Kansai region has a high concentration of universities and research institutions that carry out advanced research and development, as well as companies that manufacture pharmaceuticals and medical devices, and it has formed a large-scale life science network through collaboration between industry, academia, and government.

Here, we will introduce three fields in which Kansai has particular strengths, namely the fields of regenerative medicine, medical devices, and biomanufacturing.

Regenerative medicine



Regenerative medicine is expected to pave the way for fundamental treatments for diseases that are difficult to treat using conventional methods such as surgery and medication and is also expected to be applied to chronic diseases and diseases associated with aging in the future, with the market size expected to reach 38 trillion yen worldwide by 2050.

In the Kansai region, the aim is to accelerate the realization of regenerative medicine and to create new industries by promoting corporate partnerships in the field of regenerative medicine.

Medical device



In response to the progression of the aging society and the expansion of demand in emerging countries, the global market for medical devices is on an expansionary trend, while Japan's medical device industry continues to experience a significant excess of imports.

In the Kansai region, the aim is to create an ecosystem for the development of medical devices by making the most of its strengths, such as the diverse manufacturing technology of its companies and the research and development capabilities of its academic institutions, and to create projects for the development of advanced medical devices.

Biomanufacturing



Biomanufacturing refers to the production of materials using microorganisms, plant and animal cells, etc., and is a technology used in various industrial fields, including chemical materials, fuels, pharmaceuticals, animal fibers, and food. It is predicted that the global market for biomanufacturing will reach between 200 trillion and 400 trillion yen between 2030 and 2040.

The Kansai region, the aim is to achieve early social implementation of biomanufacturing, such as promoting the spread of awareness in the region and the participation of local companies based on the content of prior cases and promising technologies.

1-1 Map of regenerative medicine-related bases

Kyoto Prefecture

<Academia>

- Center for iPS Cell Research and Application, Kyoto University (CiRA)
- Kyoto University iPS Cell Research Fund
- Kyoto Prefectural University of Medicine
- Kyoto Institute of Technology
- Doshisha University

<Incubation Facilities>

Innovation Hub Kyoto
 Kyoto University Katsura Venture Plaza
 Advanced Chemical Technology Center in Kyoto (ACT Kyoto)
 Kyoto Research Park
 Creation Core Kyoto Mikuruma

Hyogo Prefecture

<Academia, etc.>

- Kobe University Hospital
 International Clinical Cancer Research Center (ICCRC)
- Konan University
- Hyogo Medical University
- University of Hyogo
- Kobe Eye Center
- International Advanced Medical Center Kobe

<Incubation Facilities>

- International Medical Plaza (IMP)
- Creative Lab for Innovation in Kobe (CLIK)
- Kobe Center for Medical Innovation (KCMI)
- Kobe Medical Device Development Center (MEDDEC)
- Kobe KIMEC Center Building
- Kobe Healthcare Industry Development Center (HI-DEC)
- Kobe International Business Center (KIBC)
- Kobe Hybrid Business Center (KHBC)
- Business Support Center for Biomedical Research Activities (BMA)
- Shimin-Byoin-Mae Building

Initiatives are being taken at various bases, including the Center for iPS Cell Research and Application, Kyoto University (CiRA), Osaka University and Kobe University, to conduct world-leading research on regenerative medicine and to industrialize it.

Fukui Prefecture

<Academia>

- University of Fukui

Shiga Prefecture

<Academia>

- Shiga University of Medical Science
- Nagahama Institute of Bio-Science and Technology
- Ritsumeikan University

<Incubation Facilities>

- Nagahama Bio Incubation Center (NBIC)

Osaka Prefecture

<Academia>

- Osaka University
 Center of Medical Innovation and Translational Research, (CoMIT)
- Osaka University
 Research Base for Cell Manufacturability, Techno Arena
- Osaka Medical and Pharmaceutical University
- Osaka Metropolitan University
- Osaka Dental University
- Kansai Medical University
- Kindai University

<Incubation Facilities>

- Nakanoshima Qross
- Saito Life Science Park
- Turnkey Lab KENTO

Nara Prefecture

<Academia>

- Nara Medical University

Wakayama Prefecture

<Academia>

- Wakayama Medical University

(Source) Kansai Bureau of Economy, Trade and Industry
 "Regenerative Medicine-Related Facility Map"

1-2 Introduction of key regenerative medicine facilities

Center for iPS Cell Research and Application, Kyoto University (CiRA)

<https://www.cira.kyoto-u.ac.jp/e/index.html>

Focusing on research using iPS cells, we conduct basic research aimed at promoting regenerative medicine, realizing personalized medicine and drug discovery for intractable diseases, and pioneering new life sciences and medicine.

We are also dedicated to strengthening the research support system and developing the research environment.

**Research Base for Cell Manufacturability, TechnoArena Graduate School of Engineering, Osaka University**

https://www.bio.eng.osaka-u.ac.jp/ps/kotozukuri_top_en.htm

With the new concept of ‘cell manufacturability’ as the cornerstone of the discipline, we are focusing on technological development in strong industry-academia collaboration (‘mono-zukuri’), human resource development including recurrent education to be experts (‘hito-zukuri’), and the standardization development such as guidelines and instructions for domestic regulations and international standard (‘rule-zukuri’), aiming to form ‘Core Japan’ of think tank (‘koto-zukuri’) in an ecosystem

**Kobe University Hospital International Clinical Cancer Research Center (ICCRC)**

<https://www.hosp.kobe-u.ac.jp/iccrc/global/>

ICCRC is located in the Kobe Biomedical Innovation Cluster and also has the distinction of being a research hospital. A robot training center has been established as the base for the development of the domestic surgical support robot hinotori™, and a system has been put in place to promote new medical care and research, including the Center for Advanced Medical Engineering Research & Development.

**Nakanoshima Cross, International Center for Future Medicine**

<https://www.nakanoshima-cross.jp/en/>

Nakanoshima Cross is a unique industrialization hub for the future of healthcare, where medical facilities, enterprises, start-ups and support organizations gather in a single building. Based on regenerative medicine, we aim to promote the industrialization of cutting-edge medical technology that responds quickly to advances in medical technology, and to promote international contributions.

**Graduate School of Medicine Faculty of Medicine, Osaka University Center of Medical Innovation and Translational Research (CoMIT)**

<http://www.comit.med.osaka-u.ac.jp/en/>

Established in April 2014 based on the concept of “developing cutting-edge medical care and promoting open innovation,” we are engaged in research and development of next-generation new drugs and innovative medical technologies in collaboration with companies and research institutions in various fields.



(Source) Kansai Bureau of Economy, Trade and Industry “Regenerative Medicine-Related Facility Map”

1-3 Networks and projects in Regenerative medicine field

Key regenerative medicine networks

Kansai Regenerative Medicine Industrial Consortium (KRIC)

関西再生医療産業コンソーシアム
(KRIC:Kansai Regenerative medicine Industrial Consortium)



Established in August 2015 through a partnership between the Kansai Bureau of Economy, Trade and Industry and the New Industry Research Organization (NIRO). Our goal is to accelerate the realization of regenerative medicine and create new industries in the Kansai region by supporting business collaboration based on the needs of companies entering the field of regenerative medicine, business matching between small and medium-sized enterprises and large companies, and human resource development for small and medium-sized enterprises.

Click here to register to
participate in the KRIC



<https://www.kansai.meti.go.jp/2-4bio/KRIC/sankatouroku.html>

Notable projects

CiRA Foundation
my iPS Project

<https://www.cira-foundation.or.jp/j/about/project/myips/>

The CiRA Foundation serves as a bridge to technology industries for the production, storage, and quality evaluation of iPS cells for medical use. In addition to our home base in Kyoto, we have also moved into Nakanoshima Qross in Osaka City to expand our research area and set up the my iPS Project. Through this project we are taking on a variety of challenges together with our joint research partners, including the development of technology to automatically produce iPS cells using equipment.



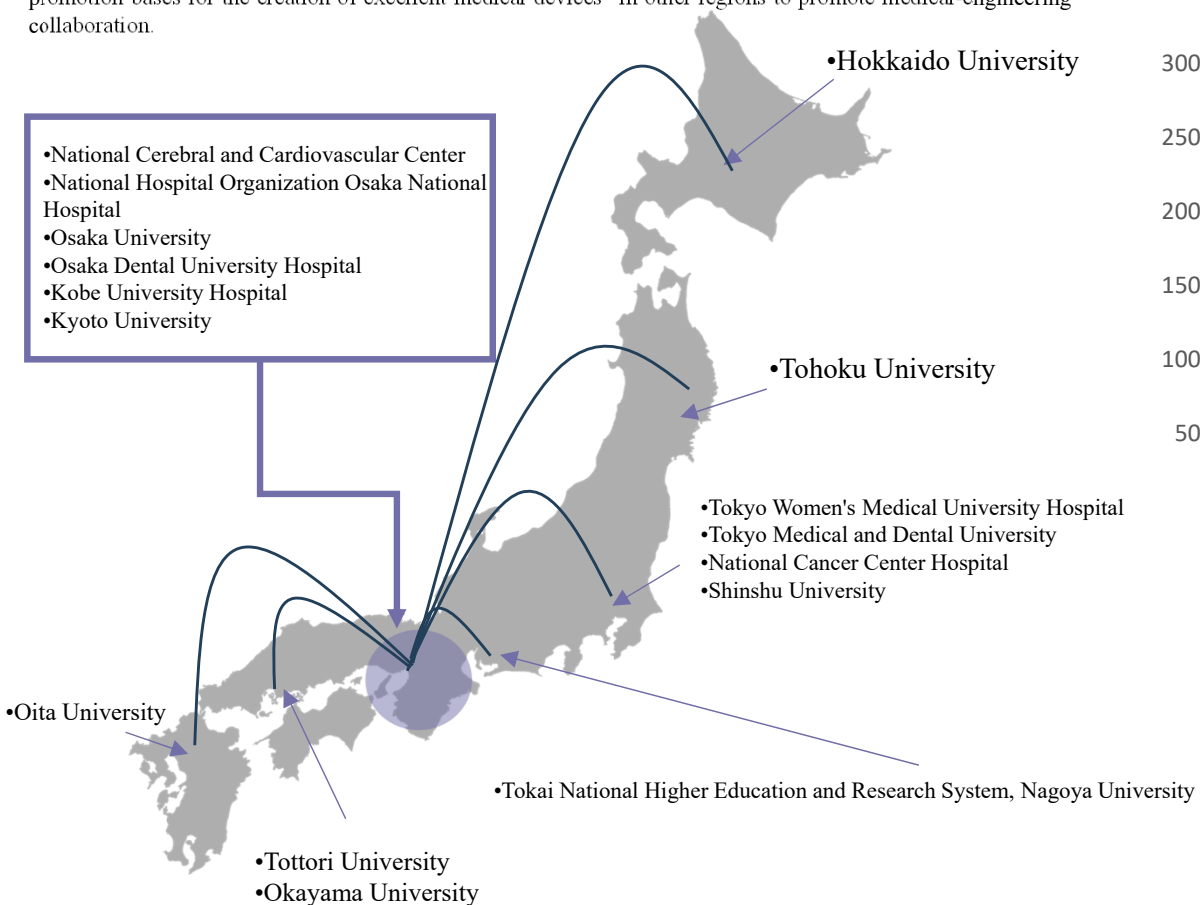
Sign for CiRA Foundation 's "my iPS Project" Laboratory

2-1 The situation in medical device field

Kansai is a hub for promoting the commercialization of medical devices

Six bases in the Kansai region have been selected as “industrial promotion bases for the creation of excellent medical devices” promoted by the Ministry of Health, Labour and Welfare, making it the largest number of bases selected nationwide.

In the Kansai region, the Osaka Chamber of Commerce and Industry, which is a “regional collaboration base” for the medical device development ecosystem promoted by the Ministry of Economy, Trade and Industry, is working with the Kansai Medical Device Industry Support Network and collaborating with “industrial promotion bases for the creation of excellent medical devices” in other regions to promote medical-engineering collaboration.

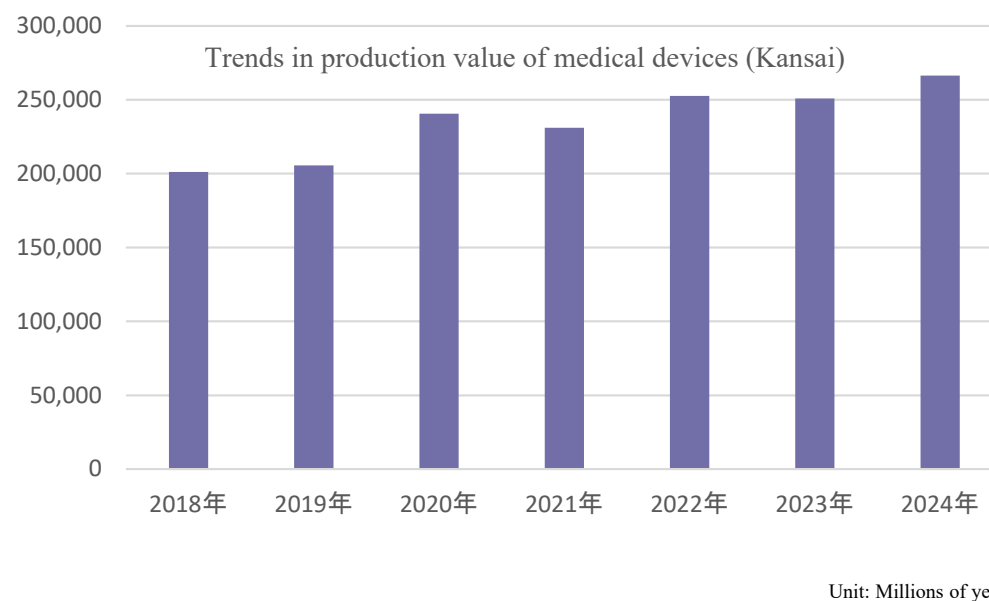


(Source) AMED FY2023 "Project for Strengthening Industrial Promotion Bases for the Creation of Excellent Medical Devices"

Trends in production value in the medical device industry

The Kansai region is home to a wide range of businesses, from large corporations with strong capital, advanced R&D capabilities and sales networks in the fields of biotechnology and medical devices, to startups or small and medium-sized enterprises with unique technological capabilities and know-how, to research institutions that are at the forefront of R&D.

In terms of the production value of medical devices, the Kansai region accounts for about 10% of the national total, and this figure continues to increase.



(Source) Ministry of Health, Labour and Welfare "2023 Annual Report on the Statistics of Production by Pharmaceutical Industry"

2-2 Kansai Medical Device Industry Support Network (KMSN)

The Kansai Medical Device Industry Support Network (KMSN, nickname “Kamesan Net”) was established with the aim of supporting the entry of manufacturing companies, venture companies and other businesses into the medical device industry, as well as the development of medical devices. We will develop a loose network with industrial support organizations and local governments in the Kansai region, and based on the autonomous efforts of the region, we will jointly implement projects that should be carried out in collaboration with other organizations, as well as projects that are expected to have increased effects if they are carried out on a regional basis.

We are active from four perspectives, namely “training and sharing of support human resources/coordinators,” “hands-on support across regional borders,” “external promotion/overseas expansion support,” and “promotion of medical innovation through the fusion of different fields,” through our network of 17 industrial support organizations.



Kyoto Prefecture

- Kyoto Industrial Support Organization 21
- Advanced Science, Technology & Management Research Institute of Kyoto
- Kyoto Research Park

Hyogo Prefecture

- The New Industry Research Organization
- Foundation for Biomedical Research and Innovation at Kobe
- Himeji Chamber of Commerce and Industry

Wakayama Prefecture

- Wakayama Industry Promotion Foundation

Fukui Prefecture

- Fukui Happiness and Health Industry Association

Shiga Prefecture

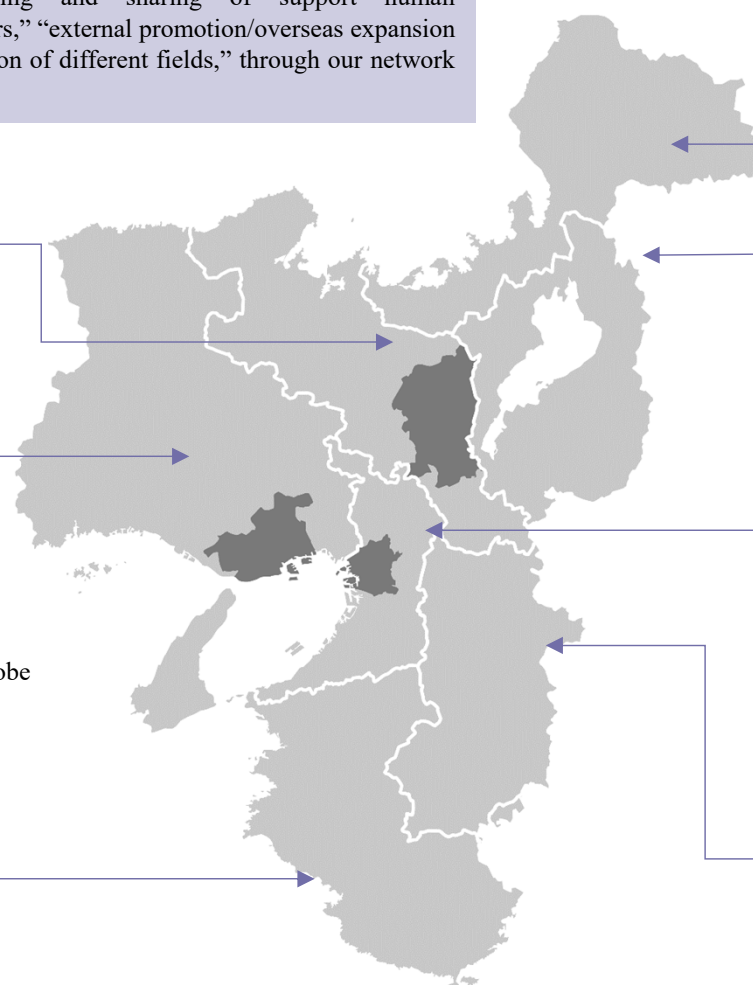
- Shiga Industrial Support Plaza

Osaka Prefecture

- Osaka Chamber of Commerce and Industry
- Sakai City Industrial Promotion Center
- Yao City Small/Medium Business Support Center
- Osaka Research Institute of Industrial Science and Technology
- Higashi Osaka City Industrial and Creation Workers Support Organization
- Osaka Bio Headquarters
- Osaka Design Center

Nara Prefecture

- Nara Prefecture Regional Industry Promotion Center

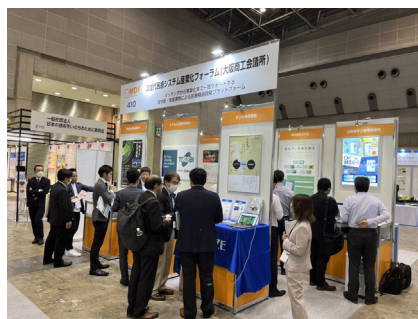


2-3 Efforts by supporting organizations to support the medical device field

Medical Device Industry Forum (Osaka Chamber of Commerce and Industry)



One of the largest nationwide medical-industrial collaboration platforms in Japan, with the aim of creating new businesses and facilitating new entries into the medical field from other industries. We have been developing a full range of support programs for all stages of medical device development for over a quarter of a century.



Healthcare Venture Conference (HVC) KYOTO (JETRO, Kyoto Prefecture, Kyoto City, Kyoto Research Park)



An innovation platform that brings together HVC partners, including domestic and international startups with innovative technologies in the healthcare field that are celebrating their 10th anniversary, as well as domestic and international companies, venture capital firms, and incubators that are active in open innovation.



Kyo MED (Kyoto Industrial Support Organization 21)



A cross-industry collaboration team for the medical and nursing care fields, consisting of companies aiming to enter the medical and nursing care fields and companies supporting them. We also provide matching support for companies looking to develop new markets, companies with needs, and companies looking for development partners.



Product preview at Mitsubishi Kyoto Hospital

Kansai Life Science Accelerator Program (KLSAP) (Foundation for Biomedical Research and Innovation in Kobe, Kobe City)



This accelerator program is designed to support the global expansion of life science startups, particularly in the United States. It offers mentoring by a diverse group of advisors, extensive advisory sessions, and networking with investors, entrepreneurs, and business companies.



Pitch Sessions (KLSAP)

3-1 The environment surrounding biomanufacturing

Until now, biomanufacturing has faced challenges in each phase of development, such as selecting strains, breeding, optimizing culture conditions, and examining production scale-up, which has made it difficult to implement biologically derived products in society.

Currently, “biofoundries” that utilize digital technologies such as AI and IT, robotics, and synthetic biology are being developed, mainly in the Kansai region, and biomanufacturing initiatives are gaining momentum.

What kind of performance should we improve?

It's hard to grasp the actual production situation...

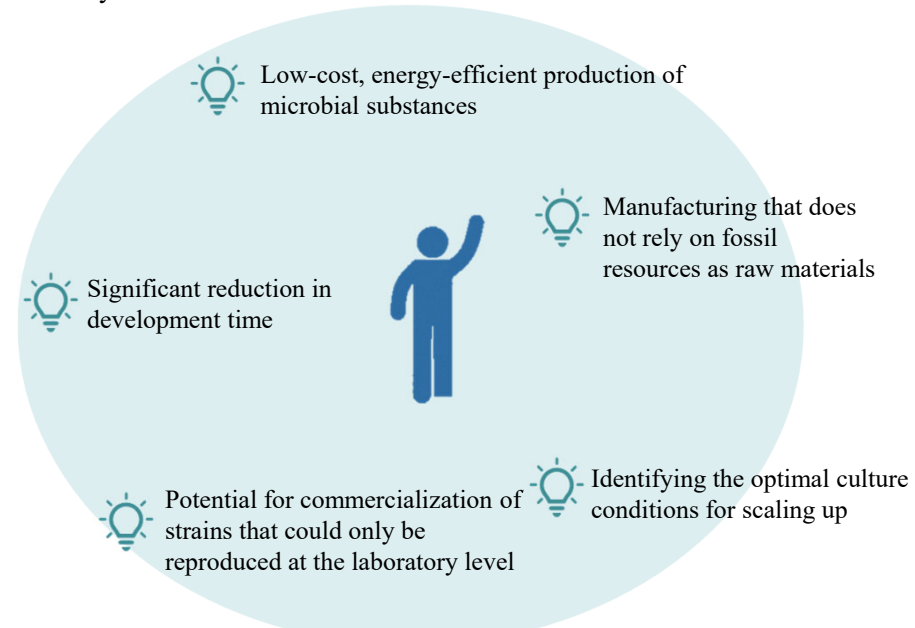
The possibilities are enhanced by biofoundries!

Production is not increasing as much as we had hoped...

It doesn't work with a large tank...



Biomanufacturing has the potential to solve issues that are commonly faced by a wide range of industries in a decarbonized society.



(Source) Kansai Bureau of Economy, Trade and Industry, “Biofoundries in Kansai that are Accelerating Bio-Manufacturing”

What is a biofoundry?

A biofoundry is a technology package that integrates and automates the equipment needed for technological development in synthetic biology and other fields. In order to implement biomanufacturing in society, in addition to laboratory-level biofoundries that build the DBTL cycle of synthetic biology according to the phase of technology and product development, biofoundries for production processes will be key.

(Source) Ministry of Economy, Trade and Industry, “Progress of Bio Policies and Future Issues (dated May 12, 2023)”

Examples of bio-manufacturing products



Biodegradable bioplastic: Biosynthesized by microorganisms using palm oils as the primary raw material (KANEKA CORPORATION)

3-2 Biomanufacturing foundry in Kansai

The biofoundry infrastructure in Kansai manages everything from the needs of biomanufacturing to production.

In the Kansai region, the biofoundry infrastructure is being developed ahead of the rest of the country, centered on the following projects, and efforts toward industrialization are gaining momentum.

Selection of microorganisms and genes

Enhancing the functionality of microorganisms (breeding)

Cell culture scale-up conditions

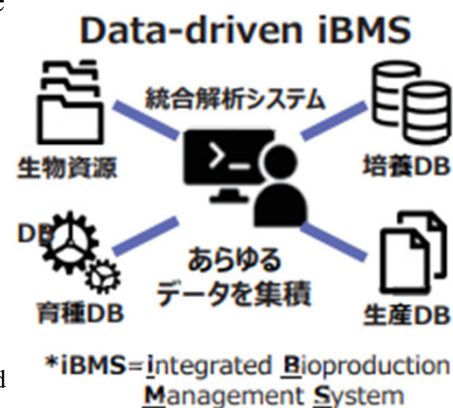
Production

Market launch and industrialization of biomanufactured products

Development and management of a culture data-driven integrated bioproduction management system

Main institution involved: Kyoto University

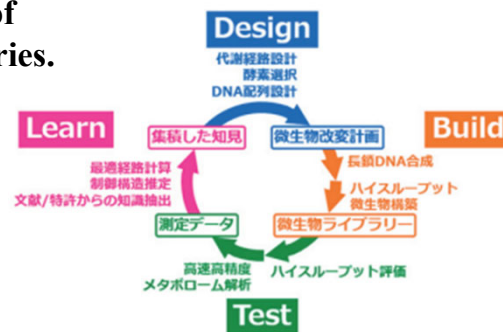
- At Kyoto University, we are standardizing culture conditions and evaluation methods, and developing an information infrastructure and control tower function to promote data sharing.
- We are working to create an environment that will allow the data we have collected on biological resources, breeding, cultivation and production to be widely utilized industry-wide. (Data-driven iBMS)



Development of a highly versatile platform that can rapidly acquire a large number of high-performance enzymes and cell factories.

Main institution involved: Kobe University

- At Kobe University, we have already set up an automated pilot laboratory as a result of our development of technology for producing high-performance products using plants and microorganisms (Smart Cell Project).



Development of foundation for bioproduction processes

Main institutions involved: Osaka University, Osaka Institute of Technology, Kyoto University, Chitose Laboratory

- Osaka University and Osaka Institute of Technology have ensured reproducibility (scalability) of cultivation at various production scales (P1 and P2 levels, genetic modification)
- Kyoto University and Chitose Laboratory are working on the parallelization of standard culture devices, as well as the development of AI, automation, and single-use technology.



Various standard culture devices at Osaka University and Osaka Institute of Technology

(Source) Kansai Bureau of Economy, Trade and Industry, "Biofoundries in Kansai that are Accelerating Bio-Manufacturing"

3-3 Map of biomanufacturing-related bases

In order to develop biomanufacturing as a pillar of the growth industry that will drive the economy of Kansai and Japan, we aim to form a “biomanufacturing ecosystem” that promotes social implementation by attracting further needs, investment and human resources, promoting various initiatives outlined in national strategies and scenarios, and examining policies.

Kyoto Prefecture

<Kyoto City>

- Kyoto University
- Kyoto Municipal Institute of Industrial Technology and Culture
- Shimadzu Corporation
- Symbiobe Inc.
- Chitose Laboratory Corp.

Hyogo Prefecture

<Kobe City>

- Kobe University
- KNC Laboratories Co., Ltd.
- Synplogen Co., Ltd.
- Bacchus Bio innovation Co., Ltd.
- RIKEN, National Research and Development Agency

Wakayama Prefecture

<Wakayama City>

- Kao Corporation

Fukui Prefecture

<Tsuruga City>

- Toyobo Co., Ltd.
- Biotechnology Research Institute

Shiga Prefecture

<Kusatsu City>

- Takara Bio Inc.

Osaka Prefecture

<Osaka City>

- Osaka Institute of Technology
- Osaka Gas Co., Ltd.
- Kaneka Corporation
- Saraya Co., Ltd.
- Sumitomo Chemical Company, Ltd.
- Sekisui Chemical Group
- Daicel Corporation
- Toray Industries, Inc.
- Nagase & Co., Ltd.
- Mitsuwa Frontech Co., Ltd.

<Higashiosaka City>

Kindai University

<Ikeda City>

National Institute of Advanced Industrial Science and Technology Kansai Center

<Suita City>

Osaka University

<Izumisano City>

Fuji Oil Co., Ltd.

(Source) Prepared based on the NEDO website and “Towards the Industrialization of Bio-Manufacturing in Japan (Development Bank of Japan Inc., March 2023)”.

4-1 asap Lange Japan K.K.

Business Overview

- In September 2023, Lange MedTech, a Shanghai-based medical device manufacturer, established its first overseas subsidiary in Kobe. (*1) In December 2022, the company acquired the German endoscope manufacturer asap endoscopic products (hereafter "asap"), expanding into the field of endoscopic treatment.
- The Kobe office functions as the import and sales hub in Japan for medical endoscopes and surgical instruments manufactured in China and Germany. After obtaining regulatory approval, the company has been gradually introducing its products to the Japanese market.



Reasons for expanding into Kansai?



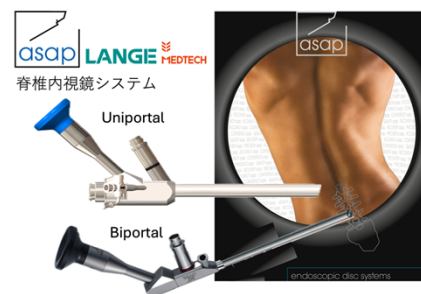
The primary reason we chose Kobe was the presence of the **Kobe Biomedical Innovation Cluster (KBIC) on Port Island**. This cluster not only offers strong support but also provides valuable services such as medical device testing and consulting on product introduction under Japan's Pharmaceutical and Medical Device Act (PMDA), which was a significant advantage for our company.

Another key factor was the **comprehensive support and one-stop services provided by JETRO Kobe**. When we consulted with JETRO about our expansion, they seamlessly connected us with local governments and support agencies, streamlining the necessary procedures and creating an environment that allowed us to smoothly launch our business.

What's the attractiveness of Kobe?

Kobe offers a **well-developed logistics environment**, making it an ideal location for businesses like ours that focus on import and sales. With a major port and the introduction of international flights at Kobe Airport scheduled for next year, the city provides excellent accessibility.

Another key advantage is its **affordability, particularly when it comes to rental costs**. Office rent is about 30-40% lower than prime locations in Tokyo, which helps **reduce initial investment costs, accelerate profitability**, and create a more sustainable business environment.



Public supports you utilized?

We leveraged JETRO Kobe's one-stop service and received extensive public support, which allowed us to successfully launch our business.

- **JETRO Kobe**: Introduction to legal professionals who can assist in English and Chinese, and other partner companies.
 - **Hyogo-Kobe Investment Support Center**: Office space introduction
 - **Hyogo Prefecture**: Rent subsidy (*2)
 - **Kobe City**: Introduction to banks and rent subsidy (*2)
- (*2) Both Hyogo Prefecture and Kobe City provide a 25% rent subsidy each



With the support of these public institutions, we were able to swiftly complete essential procedures, such as opening a bank account and contracting with legal professionals.

Message

I believe Kobe is an ideal location for companies looking to enter the Japanese market. Despite differences in climate and legal frameworks, the **well-developed infrastructure and welcoming environment** make expansion here very reassuring. Additionally, from a lifestyle perspective, Kobe offers **high convenience and abundant natural surroundings**, making it an excellent place to live. Having experienced the Great Hanshin-Awaji Earthquake, Kobe has also implemented strong disaster preparedness measures, making it a highly resilient area when it comes to disaster response.



CEO Noboru Ohta

Company Overview

Company Name	asap Lange Japan K.K.
Location	49 Harima-cho, Chuo-ku, Kobe Kobe Old Foreign Settlement Heiwa Building, 7th Floor
Expansion Type	Initial Investment
Company Website	http://en.langemedtech.com/

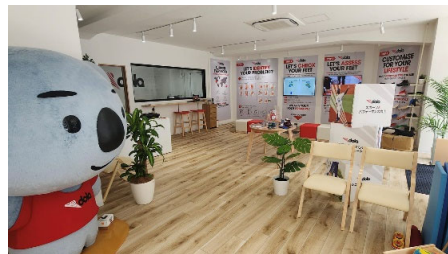
4-2 DOLA JAPAN

Business Overview

- DOLA was founded on the Gold Coast, Australia, by podiatrists Claire Nichols and Luke Sinclair. The company provides custom-made insole solutions and educational programs for medical institutions.
- In 2024, Daniel Wiendl established DOLA JAPAN to expand its philosophy into the Japanese market. Along with the founders, DOLA has an international team of podiatry experts with extensive experience in Germany and Australia, aiming to bring their expertise in insoles to the Japanese market.



Reasons for expanding into Kansai?



In Australia, podiatrists are known as "foot doctors" and are the first point of contact for issues related to the feet, knees, hips, and motor functions concerns.

In Japan, however, it's more common to visit orthopedic specialists, and people often wait until the pain becomes severe before seeking treatment, which leads to living with foot pain and fatigue.

Our goal for expanding into Japan is to **establish a podiatric approach to foot health, offering people an easier way** to address their foot-related issues.

Since this business model is relatively unfamiliar in Japan, we felt it was wise to start in a region where we have **local knowledge and can more easily identify our target customers**.

As a result, CEO Daniel Wiendl, who had previously lived in Kansai, selected this area as the starting point. After evaluating the **market size and our customer base**, we ultimately decided to establish our presence in Osaka.

What's the attractiveness of Kansai?

We were pleasantly surprised by the number of customers who visited us, which made us realize once again that many people in Japan struggle with foot-related issues. With its excellent access from across western Japan, Osaka is an ideal location for hosting training seminars and **attracting participants**.



Moreover, people in Kansai tend to be friendly and direct, which makes it **easy to communicate with customers** when they try on insoles to assess comfort. This open communication has been incredibly helpful.

The **convenience of Kansai International Airport** is another significant advantage. With more direct flights between Australia and Kansai, traveling to and from the region has become even more convenient.

Public supports you utilized?

JETRO Osaka: Support for business startup procedures (Bank account opening, registration procedures, property introductions, PR support, etc.)

The challenges faced by foreigners living abroad, such as opening a bank account and registering a company, were relatively smooth to navigate thanks to our CEO, who is both Australian and Japanese. However, it still took some time. Similarly, real estate contracts presented another significant challenge. To address these issues, we first consulted with JETRO's Sydney office and received support from JETRO Osaka. Specifically, when searching for commercial properties, we communicated our target customer base, and based on that information, they helped us find suitable locations.

Message

When living overseas, it can be difficult to gather information about the characteristics of the target region, its population composition, and the local demographics, yet these are crucial factors for business success. Therefore, it's important to **reach out to support organizations that are knowledgeable about the local market** and **seek advice** on these aspects.

Companies considering expansion should take full advantage of the available support organizations and take the first step toward success.



CEO Daniel Wiendl

Company Overview

Company Name	DOLA JAPAN
Location	1-6-13 Edobori, Nishi-ku, Osaka Higobashi Hotta Building 102
Expansion Type	Initial Investment
Company Website	https://dolajapan.com/

4-3 MedTech Actuator LLC

Business Overview

- A startup support organization in the medical and healthcare sector, founded in Melbourne, Australia, in 2018.
- Established its first East Asian office in Osaka in October 2024.
- Provides non-profit support for the global expansion of startups through accelerator programs, assistance with participation in international pitch contests, and coordination with overseas medical institutions and investors.



Reasons for expanding into Kansai?



In Japan, particularly in the Kansai region, there is a wealth of outstanding medical startups. However, many face challenges in commercializing their innovations and achieving sustainable growth. To help address this issue, we decided to expand into the Japanese market. We chose Osaka as our base because we saw it as the perfect location **to build a visible and well-connected ecosystem.**

Especially in the medical field, seamless human connections are essential, and Osaka’s manageable size allows for smooth collaboration with various institutions. Moreover, the Kansai region, which includes cities like Kyoto and Kobe, boasts top-tier universities, research institutions, and medical facilities, making it a **hub for innovation.** Another major factor was the upcoming 2025 Osaka **Expo.** With healthcare professionals from around the world expected to gather in Osaka, we believe that having a medical accelerator with deep knowledge of the Japanese market will play a vital role in driving global collaboration and innovation.

What’s the attractiveness of Kansai?

The warmth and friendliness of the people. Even as a foreign company, we’ve never felt like outsiders. When we introduce ourselves as an organization supporting "superheroes in the medical field," **people immediately connect with our mission.** Although we’ve only recently established our Japan office, we’ve already been featured in several newspapers, which has made us feel **genuinely welcomed in this environment.**



Public supports you utilized?

We took advantage of various public support services during the process of establishing our office.

- JETRO Osaka:** Access to temporary office space
introduction to English-speaking
tax accountants and CPAs
- O-BIC:** Introduction to legal professionals,
(administrative scriveners etc.)
- KECC:** Consultation on labor-related procedures
- Osaka Business Development Agency:** Support with recruitment



If we had done everything on our own, it would have taken a considerable amount of time. However, with these support, we managed to complete the process in just about two months.

Message

Finding a hub organization that can provide support early on is essential. Without the right supporters, making progress can be challenging, so it’s important to **take full advantage of the support available.** When establishing our Japan office, we carefully **evaluated various regions**, including Tokyo, Sendai, and Hiroshima. We believe that actual visiting different areas and building connections with public institutions and advisors in each region is a critical step toward successful expansion.



CEO Buzz Palmer

Company Overview	
Company Name	MedTech Actuator LLC
Location	6-38 Ofukacho, Kita-ku, Osaka, JAM BASE 9th Floor (Grand Green Osaka North Tower)
Expansion Type	Initial Investment
Company Website	https://medtechactuator.com/

5-1 Incubation facilities in Kansai

With the aim of promoting the creation of new businesses and contributing to local communities, bio-incubation facilities have been established in various areas of the Kansai region as joint projects involving the cooperation of the national government, the Organization for Small & Medium Enterprises and Regional Innovation, local governments, the private sector, and others, and are contributing to the development of bio-venture companies.

<p>●Kyoto Prefecture</p> <p>Kyoto University Katsura Venture Plaza</p> <p>Creation Core Kyoto Mikuruma</p> <p>Kyoto Research Park (KRP)</p> <p>Kyoto Integrated Science & Technology Bio-Analysis Center (KIST-BIC)</p> <p>Advanced Science, Technology & Management Research Institute of Kyoto (ASTEM) Innovation Creation Community (STC3)</p> <p>Advanced Chemical Technology Center in Kyoto (ACT Kyoto)</p> <p>Kyoto University Venture Incubation Center (KUViC)</p> <p>Innovation Hub Kyoto</p> <p>Uji Venture Business Incubation Factory</p> <p>Doshisha University Incubator (D-egg)</p> <p>Keihanna Plaza Office & Laboratory Space</p> <p>Keihanna Open Innovation Center (KICK)</p>	<p>●Osaka Prefecture</p> <p>Osaka Metropolitan University Incubator</p> <p>Osaka Business Development Agency, Technoseeds Izuo</p> <p>LINK-J Offices and Laboratory Life Science Hub West</p> <p>Sakai New Business Creation Center (S-Cube)</p> <p>Creation Core Higashiosaka</p> <p>Toyonaka Challenge Center for Entrepreneurs</p> <p>National Institute of Advanced Industrial Science and Technology (AIST) Kansai Center (Kansai OSL)</p> <p>Saito Bio Incubator, Saito Bio Innovation Center, Saito Bio Hills Center</p> <p>SANKEN Research Park</p> <p>Hirakata City Regional Revitalization Support Center</p> <p>Yao Incubation Room</p> <p>Open Laboratory at Osaka Industrial Technology Research Institute Izumi Center</p> <p>Industrial Technology Support Institute of Higashiosaka City</p>	<p>●Hyogo Prefecture</p> <p>Kobe Medical Device Development Center (MEDDEC)</p> <p>Kobe Healthcare Industry Development Center (HI-DEC)</p> <p>Business Support Center for Biomedical Research Activities (BMA)</p> <p>Kobe Future City Co., Ltd. (Rental Offices)</p> <p>Kobe International Business Center (KIBC)</p> <p>Kobe Hybrid Business Center (KHBC)</p> <p>Honjo Kobe Research Center for Biomedical Innovation (Shared Equipment Room) (HBI)</p> <p>Translational Research Center for Medical Innovation (TRI), International Medical Device Alliance (IMDA)</p> <p>Foundation for Computational Science (FOCUS) Computational Science Research Support Center</p> <p>Creative Lab for Innovation in Kobe (CLIK)</p> <p>Amagasaki Research Incubation Center (ARIC)</p> <p>Techno-Frontier Itami</p> <p>UNOPS Global Innovation Center JAPAN (GIC JAPAN)</p>	<p>●Fukui Prefecture</p> <p>Fukui Industrial Support Center Incubation Room</p> <p>●Shiga Prefecture</p> <p>Ryukoku University REC Rental Laboratory</p> <p>Shiga Prefectural Techno Factory</p> <p>Ritsumeikan BKC Incubator</p> <p>Shiga Prefecture Industrial Support Center, Business Incubation Support Building, Technology Development Office (Rental Laboratory)</p> <p>Collaborative Research Center of the University of Shiga Prefecture</p> <p>Nagahama Bio Incubation Center (NBIC)</p> <p>●Nara Prefecture</p> <p>Yamato Foundation Incubator Yamatotakada</p> <p>●Wakayama Prefecture</p> <p>Wakayama Prefectural Information Exchange Center Big-U</p>
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5-1 Support Systems for Foreign Investment

The JETRO Invest Japan Business Support Center offers a variety of support services, including providing information and individual consultations, to foreign companies planning to expand their business in Kansai.

Foreign investment support organizations belonging to local governments offer various kinds of one-stop services.

First points of contact for Kansai

JETRO, the organization responsible for attracting foreign direct investment to Japan, offers comprehensive support to foreign companies looking to enter the Japanese market and expand their business. This support includes everything from information dissemination and company scouting to assisting with establishing a presence in Japan and expanding business operations within the country.

Contact points to support investment in Japan are available in each prefecture around Kansai.		 Japan External Trade Organization
Osaka	JETRO Invest Japan Business Support Center, Osaka (JETRO IBSC Osaka) TEL: +81-6-4705-8660 URL: https://www.jetro.go.jp/jetro/japan/osaka	
Hyogo	JETRO Invest Japan Business Support Center, Kobe (JETRO IBSC Kobe) TEL: +81-78-231-3081 URL: https://www.jetro.go.jp/jetro/japan/kobe	
Fukui	JETRO Fukui TEL: +81-776-33-1661 URL: https://www.jetro.go.jp/jetro/japan/fukui	
Shiga	JETRO Shiga TEL: +81-749-21-2450 URL: https://www.jetro.go.jp/jetro/japan/shiga	
Kyoto	JETRO Kyoto TEL: +81-75-341-1021 URL: https://www.jetro.go.jp/jetro/japan/kyoto	
Nara	JETRO Nara TEL: +81-742-88-0070 URL: https://www.jetro.go.jp/jetro/japan/nara/	
Wakayama	JETRO Wakayama TEL: +81-73-425-7300 URL: https://www.jetro.go.jp/jetro/japan/wakayama	

Major support organizations for investment in Japan in Kyoto, Osaka, Kobe


We are working as a one-stop service center with a meticulous support system that provides necessary information and accurate advice to foreign companies, foreign embassies, and economic organizations wishing to set up operations in Kyoto, Osaka, Kobe, as well as to foreign companies in Japan wishing to set up secondary operations in these cities.

Kyoto	 京都海外ビジネスセンター kyoto-obc.jp Kyoto Overseas Business Center TEL: +81-75-366-4364 URL: https://www.kyoto-obc.jp/
Osaka	 Osaka Business and Investment Center Osaka Business and Investment (O-BIC) TEL: +81-6-6944-6298 URL: https://o-bic.net/j/
Osaka	 Osaka International Business Promotion Center International Affairs Department (IBPC Osaka) TEL: +81-6-6615-7130 URL: https://www.investosaka.jp/
Kobe	 ひょうご・神戸投資サポートセンター Hyogo-Kobe Investment Support Center (HKIS) TEL: +81-78-271-8400 URL: https://hyogo-kobe.jp/best/

5-1 Information related to investment in Japan

Incentives and Support for Foreign and Foreign-Affiliated Companies in Japan

This program offers support for feasibility studies on business opportunities in Japan for foreign and foreign-affiliated companies (Subsidy for Projects to stimulate direct investment in Japan).

Purpose	The program aims to support the introduction and expansion of innovative technologies and business models by foreign and foreign-affiliated companies in Japan. It provides subsidies for feasibility studies related to investment, business expansion, and collaboration with Japanese companies.		
Details	Target Companies	①Foreign-affiliated companies in Japan: Either independently or in collaboration with Japanese companies or research institutions. ②Japanese companies: In collaboration with foreign companies or foreign-affiliated companies in Japan.	
	Target Fields	Projects that contribute to the introduction of technologies or business models in areas such as manufacturing, healthcare, green technologies, and other digital-related fields (mobility, fintech, wholesale/retail, etc.) in Japan , particularly emphasizing on semiconductors and microelectronics, life sciences, and decarbonization sectors.	
	Subsidy Amount and Maximum Limit	Up to ¥20 million per project (Small and medium-sized enterprises : Subsidy of up to 1/2 of eligible expenses, Large enterprises : Subsidy of up to 1/3 of eligible expenses).	
	Project Requirements	The foreign-affiliated company in Japan or the foreign collaboration partner of Japanese companies must have a project for investment, business expansion, or collaboration in Japan, and implementation of the project must promote the investment or creation of collaborative partnership projects in Japan.	
Details and latest information	<div>(JETRO) Notice of Subsidy for Projects to Stimulate Direct Investment in Japan https://www.jetro.go.jp/en/invest/support_programs/incentive/direct_investmen.html</div> <div></div>		
For Inquiries	Invest and Alliance Division, Innovation Department, JETRO TEL:+81-3-3582-5644		



Promotion content

【INVEST JAPAN, INVEST KANSAI】

https://www.kansai.meti.go.jp/3-1toukou/invest_kansai/en/e_index.html

You can get a wide range of information, including an overview of the Kansai economy, its extensive infrastructure and location, the concentration of universities, research institutes, and diverse industries, as well as support information from the major local governments in the region.

【Separate Volume】



▲2025ver.



▲For the Circular Economy



▲For Innovation



▲For Hydrogen



"WHY NOT DO YOUR BUSINESS IN KANSAI? - INVEST JAPAN, INVEST KANSAI -" is a video that introduces the attractions and strengths of Kansai as an investment environment.

5-minute video >> <https://youtu.be/ANHx-82Uqrs>

Short video >> <https://youtu.be/ET8MKZb4IFQ>



▲5-minute video



▲Short video



One-window support for investment in Kansai

INVEST KANSAI WEB



Contact information about this brochure

International Investment Promotion Division,
Kansai Bureau of the Ministry of Economy, Trade and Industry

Address: 1-5-44 Otemae, Chuo-ku, Osaka, 540-8535

TEL: 06-6966-6033

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URL: https://www.kansai.meti.go.jp/3-1toukou/invest_in_kansai/e_invest_kansai_english.html

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