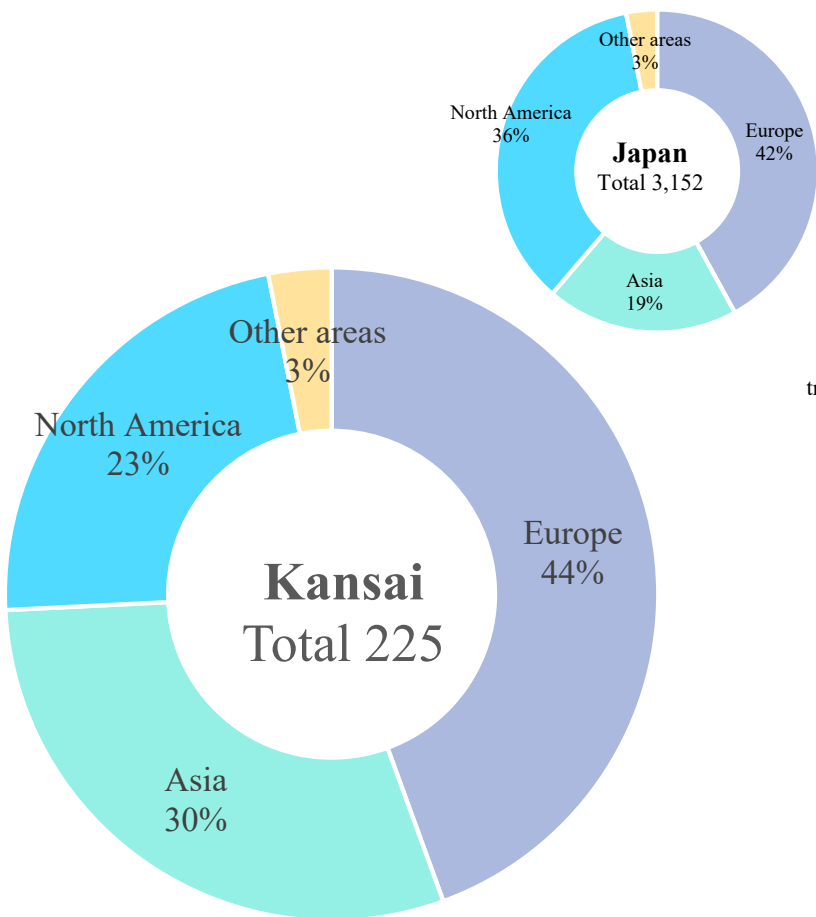


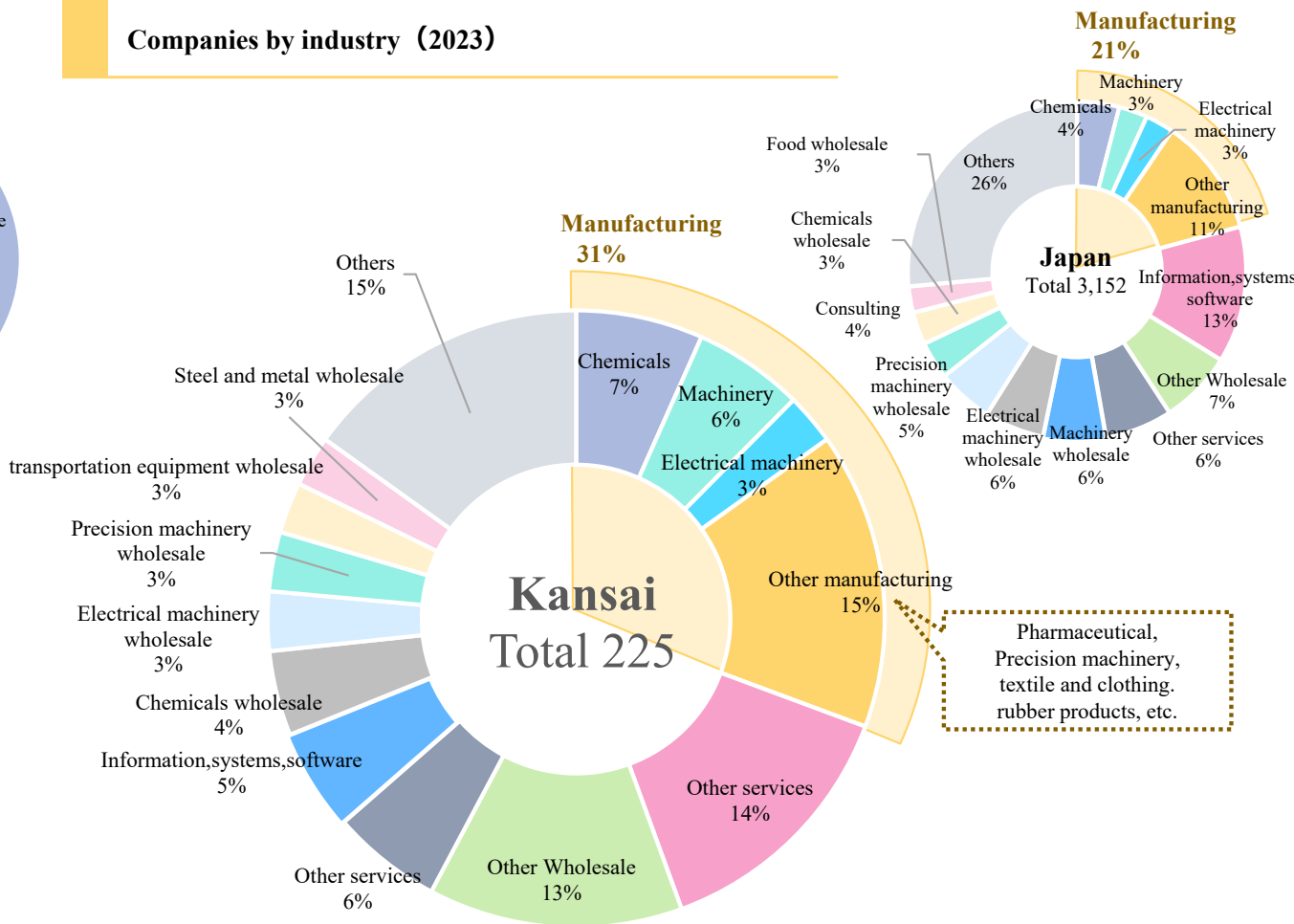
4-1 Status of Foreign Companies Expanding into the Market

- U.S. and European companies comprise the largest portion of foreign-affiliated companies in Kansai. Asian companies also comprise 30% which is larger than the national average of 20%.
- By type of industry, foreign-affiliated companies in the manufacturing sector (machinery, chemicals, pharmaceuticals, precision machinery, etc.) comprise approximately 31% of the industry, a significantly larger percentage compared to the national average of 20.8%.

Companies by region (2023)



Companies by industry (2023)



(Source) "Foreign Companies Database 2023", Toyo Keizai Inc
*Foreign-affiliated: Foreign capital of 20% or more (including branch offices, etc.)

4-2 Examples of Foreign-Affiliated Companies in Kansai

Company name	Field	Location base	Parent company nationality	Company name	Field	Location base	Parent company nationality
Bayer Yakuhin, Ltd	Pharmaceutical	Shiga, <u>Osaka</u>	Germany	Salesforce Japan Co.,Ltd.	Information/ Systems/Software	Osaka, Wakayama	USA
AstraZeneca K.K.	Pharmaceutical	Shiga, <u>Osaka</u>	UK	USJ LLC.	Leisure, entertainment	<u>Osaka</u>	USA
Abbott Japan LLC	Pharmaceutical	Kyoto, Osaka, Hyogo	USA	Tata Consultancy Services Japan	Consulting	Osaka	India
ELI LILLY JAPAN K.K.	Pharmaceutical	<u>Hyogo</u>	USA	Plug and Play Japan	Other service	Kyoto, Osaka	USA
BASF Japan Ltd.	Chemical	Osaka, Hyogo	Germany	TÜV Rheinland Japan Ltd.	Other service	Osaka	Germany
P&G Japan Limited	Chemical	Shiga, Osaka, <u>Hyogo</u>	USA	AIG Japan Holdings Kabushiki Kaisha	Other service	Osaka	USA
RECARO Japan Co., Ltd.	Transport equipment/ Precision mechanical equipment	<u>Shiga</u>	Germany	ICON Clinical Research GK	Other service	<u>Osaka</u>	Ireland
Nestlé Japan Ltd.	Foodstuff	Osaka, <u>Hyogo</u>	Switzerland				
Caterpillar Japan LLC	Machinery Wholesale	Fukui, Shiga, Kyoto, Osaka, Hyogo, Nara, Wakayama	USA	(Source) "Foreign Companies Database 2023" Toyo Keizai Inc. and the company data obtained from JETRO and O-BIC * The companies listed here have their HQ, a sales base or a research institute in Kansai.			
Haier Japan Sales Co., Ltd.	Electrical equipment wholesale	<u>Osaka</u>	China				
Diesel Japan Co., Ltd.	Textile and clothing wholesale	<u>Osaka</u>	Italy	Prefecture names in the table indicate the location of bases in the Kansai area. (Underlined: the prefecture where the head office in Japan is located) Country/region names in the table indicate the location of the parent company.			
IKEA Japan K.K.	Other wholesale	Osaka, Hyogo	Netherlands	○The website of the Kansai Bureau of Economy, Trade and Industry features interviews with foreign-affiliated companies operating in Kansai. Examples of foreign-affiliated companies in Kansai https://www.kansai.meti.go.jp/3-1toukou/invest_kansai/en/e_companies.html			
Gripple Japan K.K.	Other wholesale	<u>Hyogo</u>	UK				
Svanehøj Japan LLC	Other wholesalers	Hyogo	Denmark				



4-3 Interview with Foreign-Affiliated Companies (Anjet Research Lab Co., Ltd)

Business Overview

-Founded in Kyoto in 2019 as the research and development division of Taiwan’s ANJET Corporation.
-By combining Taiwan’s advanced manufacturing technologies with Japan’s high-level design expertise, Anjet Research Lab develops high-performance power semiconductor devices that address industry needs, such as efficient power conversion and thermal management. It aims to expand its business through a horizontal specialization, collaborating with wafer material companies and module manufacturers.



Reasons for expanding into Kansai?
What’s the attractiveness of Kyoto?



Taiwan has a globally prominent presence in semiconductor manufacturing, while Japan excels in power semiconductor design and simulation. By combining the strengths of both countries, we established our company with the goal of expanding our business through a horizontal specialization.

Kyoto is home to many manufacturing equipment companies with a global market and the semiconductor is highly concentrated here.

Additionally, Kyoto has a strong concentration of universities and research institutions, making it easy to access not only Kyoto University but also the Nara Institute of Science and Technology, where research on compound semiconductors (SiC, GaN, etc.) is advancing, as well as Osaka University and Ritsumeikan University. This makes the region rich in both knowledge and human resources, modules and devices to fundamental properties.

For a research and development-driven company like ours, which collaborates with universities and integrates cutting-edge academic research into product development, Kyoto provides an ideal environment. Furthermore, since our company was founded by colleagues who previously worked at semiconductor companies in Kyoto, it was a natural decision to establish our research base here.

In addition to its strengths in semiconductors, Kyoto is also active in bio-research, with numerous universities and research institutions advancing studies in this field. I believe this ”concentration of knowledge” is a unique advantage of Kyoto as a region. Japan has many excellent design engineers, but in recent years, there has been a trend of these engineers moving abroad. At our company, we bring talented engineers from across Japan to Kyoto. By creating high-quality power semiconductor devices aimed at achieving a sustainable energy society, we hope to provide next-generation energy solutions.

Public supports you utilized?

JETRO Kyoto : Support for business establishment procedures (opening bank accounts, registration, property introductions, etc.)
SMRJ : Assistance with moving into incubation facilities
Kyoto City : Rent subsidies

JETRO Kyoto provided us with comprehensive support, enabling us to smoothly navigate the business establishment process. Additionally, the SME Support Japan (SMRJ) incubation facility, the 'Kyoto University Katsura Venture Plaza,' where we are based, is adjacent to the Kyoto University Katsura Campus, offering significant advantages for industry-academia collaboration. By leveraging these various forms of support, we were able to focus on launching our business while keeping initial costs low.



Message

We believe that consulting with the JETRO Hong Kong office early on was a wise decision. Both Kyoto Prefecture and Kyoto City are actively supporting the semiconductor industry. With initiatives like the ‘Kyoto Semiconductor Valley Concept (tentative)’ and efforts to, strengthen industry-academia-government collaboration as well as, attracting global talent with advance knowledge and skills, we sense a growing momentum to revitalize the semiconductor industry in Kyoto.

For semiconductor companies, we believe Kyoto is the ideal location.



Company Overview	
Company Name	Anjet Research Lab Co. Ltd.
Location	1-39 Goryo Ohara, Nishikyo-ku, Kyoto City, Kyoto University Katsura Venture Plaza, South Building, Rm 2203
Expansion Type	Initial Investment
Company Website	https://anjet.com/ja-jp/

4-3 Interview with Foreign-Affiliated Companies (Control Union Japan Co., Ltd)

Business Overview

-Established in 1920 in Rotterdam, Netherlands, the company is an independent certification body offering cargo inspection, international certification, and certificate issuance services in sectors such as agriculture, food, feed, and biomass. It currently operates in around 80 locations worldwide.

-In 2009, Japanese subsidiary was established in Tokyo, and in 2023, a lab specializing in biomass fuel quality analysis was opened in Kobe. This enabled the company to create a one-stop system for cargo inspection, analysis, certification, and issuing certificates.

-With years of expertise and know-how, the company is known for its speed and accuracy, providing inspection results in as little as three days—far quicker than the usual 2–3 weeks with other companies—while ensuring reliable and precise service.



Reasons for expanding into Kansai?



Many of our clients, particularly in the textile and biomass power generation industries, are based in Western Japan. Sending examiners from our Tokyo headquarters would result in delays, but having a presence in Kansai allowed us to reduce transportation time for samples. While we did consider setting up a base in Kitakyushu, especially given our strong customer base in Kyushu, we felt Kansai would be a better choice for securing skilled engineers.

While Tokyo area has a wealth of talent, it is undeniable that it can be a challenging place to live. Our parent company is based in the Netherlands, and we place a strong emphasis on work-life balance for our employees. We are flexible in accommodating life stages, such as childcare and caregiving. To support this, we believe it’s important to offer a variety of work options. Compared to Tokyo area, Kansai offers shorter commutes and lower living costs, which makes it an attractive location for providing employees with a work-life balance which makes it an attractive location for providing employees with a work-life balance. In fact, of the five employees currently at our Kobe lab, two work as analysis technicians while raising children.

What’s the attractiveness of Kobe?

Kobe is a compact city with excellent accessibility, as both Kobe Airport and Shin-Kobe Stations are just 30 minutes from the city center and office areas. This convenience is one of the main attractions for doing business in the city.

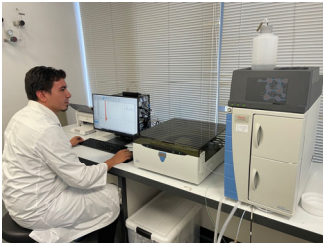
Although the number of flights from Kobe Airport is currently limited, international charter flights are scheduled to begin in 2025, which will significantly improve connectivity and further boost the city’s international appeal. While Kobe may not be as well-known globally as a business hub, this could actually be seen as an advantage, making it something of a hidden gem.

Public supports you utilized?

Public support played a crucial role in our decision to expand into Kobe.

- JETRO Kobe : Temporary office space
- Hyogo Prefecture : Rent Subsidies
- Kobe City : Rent subsidies, property introductions, employment support

While we didn’t choose Kobe solely based on the available support, these various forms of assistance were certainly a key factor in our decision to expand there.



● Message

In today’s world, where businesses are concentrated in Tokyo, it’s important to establish offices outside the capital for risk diversification. Many companies in the Kansai region are based in Osaka, but Kobe offers a unique potential that neither Tokyo nor Osaka can match. With its abundant natural environment, Kobe provides an ideal balance between work and personal life, making it an attractive choice for those looking for a fulfilling lifestyle, both professionally and privately.



Company Overview	
Company Name	Control Union Japan Co., Ltd
Location	1-17 Koyo-cho-naka, Higashinada-ku, Kobe City, Hyogo Prefecture, Asia One Center, 6th Floor
Expansion Type	Secondary Investment
Company Website	https://www.controlunion.com/

4-3 Interview with Foreign-Affiliated Companies (Polestar Holdings Japan Co., Ltd)

Business Overview

-Polestar Holdings is a conglomerate established in Myanmar, focusing on travel agency services, import/export businesses, and staffing.
-Myanmar Polestar, a travel agency founded in 2000, primarily targets Japan, managing both inbound travel from Japan to Myanmar and outbound travel from Myanmar to Japan. Polestar Service, a staffing company established later, trains and dispatches Myanmar nationals who wish to work in Japan.
-In 2023, seven companies including these, were consolidated into a holding company, and the Japanese headquarters of the holding company was established in Osaka in August 2024.



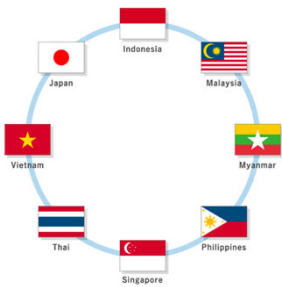
Reasons for expanding into Kansai?

Country Member

体制

Strong cooperation among economic organizations in Asia

In order to achieve further economic development together with Asian countries, in cooperation with economic organizations in seven Asian countries, promote cooperation among human resources, technologies, services, etc. among companies and organizations in each country and work on creating new businesses You.



In 2023, our company participated in "ABC CHALLENGE Support Program"(※) organized by the Kansai Economic Federation (Kankeiren). Through this program, Kankeiren helped us enter the Japanese market, and we were able to establish several business partnerships with companies in Kansai. This was the catalyst for our decision to expand into Japan. Although we also considered setting up a base in Tokyo, we found that the quick decision-making process of small and medium-sized companies in Kansai aligns well with the culture of Myanmar and our company.

Above all, the strong support we received from Kankeiren played a crucial role in our decision to expand into Kansai.

*Note: The ABC CHALLENGE Support Program is a business initiative launched by Kankeiren in collaboration with economic organizations from seven Asian countries to support companies interested in collaborating with Japanese businesses and entering the Japanese market.

What makes Kansai attractive?

One of the main attractions of Kansai is how warm, friendly, and approachable the people are, which makes it easy to communicate and connect. Additionally, the region offers abundant tourism resources, including beautiful historical sites and landmarks in Kyoto and Nara, as well as Universal Studios Japan in Osaka. The infrastructure and quality of life are stable, making it a very comfortable place to live. From a business perspective, many companies and individuals in Kansai are welcoming to new talent, and I feel that the region is a perfect fit for our business.



Public supports you utilized?

Through **Kankeiren**, we were introduced to the following support organizations that assisted us with the registration process:

IBPC Osaka : Providing a business support office, Introducing Administrative Scriveners

O-BIC : Subsidies for registration costs (¥100,000).

The registration process for foreign companies can be quite complex, so we were very grateful to be introduced to an experienced administrative scrivener. Thanks to their assistance we were able to complete the process smoothly. In addition, Kankeiren connected us with government agencies, local authorities, and relevant companies, providing us with extensive support for our expansion preparations.

Message

Before deciding to establish a base in Kansai, we recommend you that actually stay or live there. It will give you the chance to connect with support organizations and business partners, which can be invaluable when expanding your business.



Company Overview

Company Name	Polestar Holdings Japan Co., Ltd
Location	2-3-8 Kawaramachi, Chuo-ku, Osaka City, SERENITE Honmachi Echo 1001
Expansion Type	Initial Investment
Company Website	www.myanmarpolestar.com

4-3 Interview with Foreign-Affiliated Companies (SERVO-ROBOT JAPAN)

Business Overview

- SERVO-ROBOT, headquartered in Canada, is a leading manufacturer of 3D robot-vision systems and software dedicated to real-time intelligent control and monitoring of industrial welding robots and cobots.
- SERVO-ROBOT serves a wide range of industries, including automotive, shipbuilding, construction, energy, general industry, and many others.



Reasons for expanding into Kansai?



Having an office in Kansai was crucial for us as it allowed us to be close to our partners and customers with whom we already had collaboration and business long before establishing a company in Japan. The well-developed transportation infrastructure makes it easy to access from other areas including the overseas, so we chose a location near Shin-Osaka Station where the bullet train operates. At one point, we also had an office in Tokyo, but we later consolidated and moved to Suita City, where we are currently located.

What are the attractions of Kansai?

We believe that this region offers an environment where we can easily find the affordable space we need if we set up a production line in the future. We can also employ enough professional staff members, and it's convenient to access customers in other areas from Kansai. Proximity to customers directly contributes to business expansion. In fact, we have also deepened our partnerships with the major robot manufacturers' HQs in Japan and our business has been growing.



Public supports you utilized?

- JETRO(Tokyo / Osaka)**
 - : Temporary office (Tokyo)
 - Property introduction (Osaka)
- Osaka City, IBPC Osaka**
 - : Temporary office
 - Property introduction



Message

Our expansion in Kansai has been successful, so we consider that our decision to establish a company in Kansai was the right one. Kansai is a large and developed economic and industrial area of Japan, offering numerous possibilities for international business. We can surely recommend foreign companies to consider this location during their expansion planning in Japan.



Company Profile

Company Name	SERVO-ROBOT JAPAN
Address	GALLE BIANCO III unit # 204, 3-20-15, Kasuga, Suita City, Osaka
Type of Presence	Primary investment
Website	https://servo-robot.com/