Guidebook for Attracting Foreign Companies to Kyushu

Kyushu Economy International (KEI)
http://www.kyushu-kei.org/
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Cover photos (row by row, in order of arrangement)
Kashiragashima Church (Nagasaki Pref.)  Nijinomatsubara (Saga Pref.)  Central Fukuoka (Fukuoka Pref.)  Site of Higashida Blast Furnace (Fukuoka Pref.)
Arita porcelain (Saga Pref.)  Yufuin Onsen (Oita Pref.)  Lantern Festival (Nagasaki Pref.)  Mt. Aso (Kumamoto Pref.)  Takachiho Gorge (Miyazaki Pref.)  Saiki Sushi (Oita Pref.)
Kumamoto Castle (Kumamoto Pref.)  Sakurajima (Kagoshima Pref.)  Tanegashima Space Center (Kagoshima Pref.)  Nichinan Coast (Miyazaki Pref.)

Background photo: Ippon-zakura (lone cherry tree) in Maebaru (Oguni Town, Kumamoto Pref.)
Kyushu: Gateway to Asia

- Kyushu is located as close to major Asian cities as to major domestic cities.
- Excellent networks to Asia enable shorter flight times compared to Tokyo (~2 hours faster)
- Fukuoka Airport boasts convenient access to the city center.

**Distance from Fukuoka to major cities in Japan and Asia**

<table>
<thead>
<tr>
<th>Major cities in Japan</th>
<th>Major cities in Asia</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hiroshima</td>
<td>Busan (South Korea)</td>
</tr>
<tr>
<td>211km</td>
<td>214km</td>
</tr>
<tr>
<td>Osaka</td>
<td>Seoul (South Korea)</td>
</tr>
<tr>
<td>486km</td>
<td>535km</td>
</tr>
<tr>
<td>Tokyo</td>
<td>Shanghai (China)</td>
</tr>
<tr>
<td>889km</td>
<td>873km</td>
</tr>
<tr>
<td></td>
<td>Qingdao (China)</td>
</tr>
<tr>
<td></td>
<td>957km</td>
</tr>
<tr>
<td></td>
<td>Dalian (China)</td>
</tr>
<tr>
<td></td>
<td>990km</td>
</tr>
<tr>
<td>Sapporo</td>
<td>Beijing (China)</td>
</tr>
<tr>
<td>1,421km</td>
<td>1,422km</td>
</tr>
</tbody>
</table>

**Flight times to major Asian cities from Fukuoka and Tokyo**

<table>
<thead>
<tr>
<th>Flight Times</th>
<th>Fukuoka</th>
<th>Tokyo (Narita)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Between City center to Airport</td>
<td>10 min</td>
<td>50 min</td>
</tr>
<tr>
<td>Busan (South Korea)</td>
<td>50 min</td>
<td>2 h 30 min</td>
</tr>
<tr>
<td>Seoul (South Korea)</td>
<td>1 h 20 min</td>
<td>2 h 40 min</td>
</tr>
<tr>
<td>Shanghai (China)</td>
<td>1 h 30 min</td>
<td>3 h 30 min</td>
</tr>
<tr>
<td>Taipei (Taiwan)</td>
<td>2 h 10 min</td>
<td>4 h</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>3 h 20 min</td>
<td>5 h 20 min</td>
</tr>
<tr>
<td>Ho Chi Minh (Vietnam)</td>
<td>5 h</td>
<td>6 h 40 min</td>
</tr>
<tr>
<td>Bangkok (Thailand)</td>
<td>5 h 10 min</td>
<td>7 h</td>
</tr>
<tr>
<td>Singapore</td>
<td>6 h 15 min</td>
<td>7 h 40 min</td>
</tr>
</tbody>
</table>

Guidebook for Attracting Foreign Companies to Kyushu
Size of economy: top 20 level in the world

- Located in southwestern Japan, Kyushu consists of the seven prefectures of Fukuoka, Saga, Nagasaki, Kumamoto, Oita, Miyazaki, and Kagoshima.
- Kyushu’s population is 13.1 million peoples (10.3% of Japan’s population). Other economic indices (area size, GRP, etc.) also representing 10% of national totals, Kyushu’s economy is known as the “10% Economy.”
- Kyushu’s GRP is as large as the GDP of Sweden (ranked 22nd worldwide) and Norway (23rd worldwide).

Area, population and GDP/GRP of Kyushu and Japan

<table>
<thead>
<tr>
<th></th>
<th>Kyushu</th>
<th>Japan</th>
<th>share in Japan</th>
</tr>
</thead>
<tbody>
<tr>
<td>Area(k㎡)</td>
<td>42,195</td>
<td>377,962</td>
<td>11.2%</td>
</tr>
<tr>
<td>Population(1,000 peoples)</td>
<td>13,106</td>
<td>127,298</td>
<td>10.3%</td>
</tr>
<tr>
<td>GDP・GRP(billion USD)</td>
<td>523</td>
<td>5,936</td>
<td>8.8%</td>
</tr>
</tbody>
</table>
Advanced traffic infrastructure: Land, sea and air

Expressway network, Shinkansen line, airports & international container shipping routes in Kyushu (as of January 2015)
Unique industries of Kyushu

One of Japan’s largest automobile production bases

- Kyushu’s annual automobile production capacity exceeds 1.5 million, approx. 13% share of national automobile production.

Production of high-added-value semiconductors

- Dubbed as “Silicon Island,” Kyushu is home to many semiconductor-related companies.

Clusters of bio-related companies, universities and research institutes

- In addition to traditional fermented food manufacturers (miso, soy sauce, and shochu), Kyushu has a number of bio-related companies, universities and research institutes engaged in the development of health foods, among other things.

Companies with technologies for pollution control, energy savings, recycling and solar power generation

- Kyushu has many companies with high-level technologies for pollution control and solar power generation.
3. Attractive Industries

Home to many major global companies

- World-famous companies have established their production bases in Kyushu.
- Kyushu is an important production base for automobiles and semiconductors in Japan.

Automobile factory
(Toyota Motor Kyushu, Inc.)

Site of Higashida Blast Furnace No. 1 (Japan’s first blast furnace, since 1901)
3. Attractive Industries

Global companies with something special

Honda Kiko Co., Ltd. (Honda Pumps)
Kama City, Fukuoka pref.

- 100% built-to-order manufacturer of special pumps for industrial use, specializing in pumps difficult for major manufacturers to handle. Has delivered products to 60 countries worldwide.
- Actively employs foreign students.

Industrial special pump with 50% global share (Latex emulsion pump)

In-house meeting
Sources: Honda Kiko Co., Ltd. (All three photos)

Trade show in Indonesia (with agents in Asia)

Nakashimada Engineering Works, Ltd.
Hirokawa Town, Fukuoka pref.

- Boasts a large share both in Japan and globally in the manufacture of screws and other precision machine tools (headers and formers). Their prominent technology is highly evaluated also in the field of small space satellites.
- Overseas offices in North America, Europe and China.

FREEDOM, a small space satellite co-developed with Tohoku University for space experiments of the membrane deployment deorbit mechanism “DOM.” It will be launched from the ISS Japanese Experimental Module “Kibo” on a future mission. Scheduled for launch in the first half of 2016.

“FREEDOM” when launched into space

“FREEDOM” after deployment (conceptual image)
Sources: Nakashimada Engineering Works, Ltd. (Both images)
Charging/arcing test facilities for satellites

Since 1999, a university in Kitakyushu has been conducting charging/arcing tests for all domestic satellites. This is one of the three highest-level facilities of the world together with those in the U.S. and France. Conducting tests for satellites made in Japan and the world following ISO 11221. Home to the only small satellite testing center in the world specializing in satellites under 50 cm in size.

Intelligent surgical robot for digestive surgery

Developed a compact, minimally invasive, endoscopic surgical robot that can offer both diagnosis and treatment, saving normal functions of internal organs as much as possible. Selected as a NEDO project: Comprehensive Research and Development of a Surgical Instrument for Early Detection and Rapid Cure of Cancer.

Sources: Kyushu University (Both photos above)
World’s leading research facilities

4. Knowledge Integration and Business Support

Kyushu Synchrotron Light Research Center

The accelerator accelerates electrons almost to the speed of light, changes their direction with bending magnets, and generates synchrotron light.

By offering synchrotron light (strong X-rays) for use by industry, government and academia, this cutting-edge research facility engages in R&D in a wide variety of fields, including analysis and evaluation of materials and electronic devices, trial production of parts requiring microfabrication processing, and mutation breeding for agricultural products.

Sources: Kyushu Synchrotron Light Research Center (Both photos above)

Hydrogen Energy Test and Research Center (HyTReC)

This state-of-the-art research facility supports new industries dealing with hydrogen energy, through collaborative R&D with private companies, employing endurance testing and pressure-cycle testing for all kinds of hydrogen-related products such as valves and sensors used under a hydrogen gas environment, as well as mid-size and large hydrogen storage vessels.

Sources: HyTReC (Both photos above)

Guidebook for Attracting Foreign Companies to Kyushu
4. Knowledge Integration and Business Support

Incubation facilities

- Kyushu is home to approx. 50 incubation facilities of various types.

Biotechnology
- Kurume Research Park: Fukuoka Bio Incubation Center & Fukuoka Bio Factory

Regional center
- Kagoshima Industry Support Center: Uenohara Business Plaza

Semiconductors
- Fukuoka Institute of System LSI Design Industry

University collaboration
- Organization for Small & Medium Enterprises and Regional Innovation Kyushu: Nagasaki Dejima Incubator (D-FLAG)
- Organization for Small & Medium Enterprises and Regional Innovation Kyushu: Kumamoto Incubator Supported by Academia-industry Cooperation
- Kitakyushu Foundation for the Advancement of Industry, Science and Technology: Industry-Academia Cooperation Center in Kitakyushu Science and Research Park
5. Excellent Business & Living Environment

**Low business costs and high-level safety**

- Kyushu is a region that enables low business costs, and boasts abundant human resources.
- Compared to Tokyo, Osaka and Nagoya, Kyushu has a relatively smaller risk of large-scale earthquakes.

*Probabilistic Seismic Hazard Maps*
A distribution map with the probability of ground motions equal to or larger than seismic intensity of 6 Lower, occurring within 30 years into the future (Base date: January 1, 2014)

*Office and residential rents in Kyushu and major cities*

*Average fixed wage*

*Transition of effective ratio of job offers to applicants*

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Sources: The Headquarters for Earthquake Research Promotion

Sources: Ministry of Health, Labour and Welfare

**Guidebook for Attracting Foreign Companies to Kyushu**
Lower living costs

• Kyushu is a region blessed with mild climate, with lower living costs compared to major cities in Japan, including Tokyo.
• Kyushu has two international schools: Fukuoka International School and Linden Hall School. Kyushu offers a good educational environment for foreign children.

Regional difference index for consumer prices in Kyushu and major cities

Quarterly average precipitation & temperature by city (1981~2010)

Sources: Kyushu Bureau of Economy, Trade and Industry 「PROFILE OF KYUSHU」

Fukuoka International School (website)

Linden Hall School (website)
6. Attractive Tourism

Attractive tourism resources

Nature and scenery
- Yakushima Island (World Natural Heritage)
- Takachiho Gorge
- Kurokawa Onsen

Culture and history
- Kyushu National Museum
- Arita porcelain

Tourist spots
- Umitamago (Aquarium)
- Huis Ten Bosch

Foodstuffs
- Miyazaki beef
- Sashimi of Oita pufferfish

Seasonal events
- Hakata Dontaku
- Lake Ikeda and Mt. Kaimon

Guidebook for Attracting Foreign Companies to Kyushu
World Heritage sites in Kyushu

- Kyushu is home to the World Natural Heritage site “Yakushima Island” and the World Cultural Heritage site “Sites of Japan’s Meiji Industrial Revolution: Kyushu-Yamaguchi and related areas.”
- In addition, included in the tentative list of World Cultural Heritage sites are “Churches and Christian Sites in Nagasaki” and “Okinoshima Island and Related Sites in Munakata Region.”

Yakushima Island
(World Natural Heritage)

Sites of Japan’s Meiji Industrial Revolution: Kyushu-Yamaguchi and related areas
(World Cultural Heritage)

Wilson’s Stump  Shiratani Unsui Gorge  Miyanohara Pit, Miike Coal Mine  Hashima Island ("Battleship Island")
6. Attractive Tourism

Active people-to-people exchange

People from various countries visit Kyushu in various styles. Both foreign nationals entering Kyushu and cruise ships’ port calls are making new records every year.

Status of foreign nationals entering Kyushu

<table>
<thead>
<tr>
<th>Country</th>
<th>Total Entering Kyushu (2014)</th>
<th>Increase (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Asia</td>
<td>1,477,223</td>
<td>21.5</td>
</tr>
<tr>
<td>South Korea</td>
<td>855,802</td>
<td>7.7</td>
</tr>
<tr>
<td>China</td>
<td>142,174</td>
<td>74.8</td>
</tr>
<tr>
<td>Taiwan</td>
<td>211,846</td>
<td>25.2</td>
</tr>
<tr>
<td>Hongkong</td>
<td>83,133</td>
<td>78.7</td>
</tr>
<tr>
<td>Vietnam</td>
<td>8,282</td>
<td>34.1</td>
</tr>
<tr>
<td>Thailand</td>
<td>43,068</td>
<td>90.4</td>
</tr>
<tr>
<td>Philippines</td>
<td>12,320</td>
<td>15.3</td>
</tr>
<tr>
<td>Indonesia</td>
<td>4,470</td>
<td>21.2</td>
</tr>
<tr>
<td>India</td>
<td>1,624</td>
<td>7.5</td>
</tr>
<tr>
<td>Others</td>
<td>30,561</td>
<td>51.1</td>
</tr>
<tr>
<td>Europe</td>
<td>30,669</td>
<td>46.4</td>
</tr>
<tr>
<td>Africa</td>
<td>812</td>
<td>7.7</td>
</tr>
<tr>
<td>North America</td>
<td>39,072</td>
<td>27.7</td>
</tr>
<tr>
<td>South America</td>
<td>814</td>
<td>31.1</td>
</tr>
<tr>
<td>Oceania</td>
<td>12,554</td>
<td>83.0</td>
</tr>
<tr>
<td>Stateless</td>
<td>22</td>
<td>-42.1</td>
</tr>
</tbody>
</table>

Sources: Ministry of Justice

Number of passengers for foreign routes using Hakata Port is the largest in Japan!

Foreign students by country (2014)

<table>
<thead>
<tr>
<th>Country &amp; Area</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asia</td>
<td>16,795</td>
</tr>
<tr>
<td>China</td>
<td>9,383</td>
</tr>
<tr>
<td>Vietnam</td>
<td>2,472</td>
</tr>
<tr>
<td>South Korea</td>
<td>1,540</td>
</tr>
<tr>
<td>Nepal</td>
<td>1,408</td>
</tr>
<tr>
<td>Indonesia</td>
<td>474</td>
</tr>
<tr>
<td>Thailand</td>
<td>343</td>
</tr>
<tr>
<td>Taiwan</td>
<td>287</td>
</tr>
<tr>
<td>Malaysia</td>
<td>187</td>
</tr>
<tr>
<td>Bangladesh</td>
<td>155</td>
</tr>
<tr>
<td>Others</td>
<td>546</td>
</tr>
<tr>
<td>Middle East</td>
<td>84</td>
</tr>
<tr>
<td>Africa</td>
<td>183</td>
</tr>
<tr>
<td>Oceania</td>
<td>60</td>
</tr>
<tr>
<td>North America</td>
<td>173</td>
</tr>
<tr>
<td>Central and South America</td>
<td>84</td>
</tr>
<tr>
<td>Europe</td>
<td>451</td>
</tr>
<tr>
<td>Total</td>
<td>17,830</td>
</tr>
</tbody>
</table>

Sources: Independent Administrative Institution Japan Student Services Organization
7. Trade Trends in Kyushu

Trade trends by item

Kyushu’s trade value is 12 trillion 600 billion yen;
Export value is 5 trillion 800 billion yen.

Major export items, in decreasing order of export value, are motor vehicles, semiconductors, etc., flat rolled products, ships and boats, and rubber tires and tubes. These five items account for almost half of the total. Major import items are petroleum, petroleum gas, coal, iron ore and concentrates, and nonferrous metallic ores. Most imports are mineral fuels.

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Sources: Compiled by the Kyushu Bureau of Economy, Trade and Industry based on trade statistics released by the Ministry of Finance
7. Trade Trends in Kyushu

**Major trading partners**

- **Kyushu’s largest trading partner is China**, accounting for 21.9% of exports and 16.1% of imports.
- Following China in exports are Korea, the U.S. and Taiwan; in imports are Australia, Saudi Arabia and UAE. Many oil-producing countries export their products to Kyushu.

**Main countries and regions importing from Kyushu**

<table>
<thead>
<tr>
<th>Country</th>
<th>Value (100 million yen)</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>12,642</td>
<td>21.9%</td>
</tr>
<tr>
<td>South Korea</td>
<td>7,148</td>
<td>12.4%</td>
</tr>
<tr>
<td>The Netherlands</td>
<td>1,348</td>
<td>2.3%</td>
</tr>
<tr>
<td>Panama</td>
<td>1,501</td>
<td>2.6%</td>
</tr>
<tr>
<td>The UAE</td>
<td>1,512</td>
<td>2.6%</td>
</tr>
<tr>
<td>Thailand</td>
<td>1,955</td>
<td>3.4%</td>
</tr>
<tr>
<td>Singapore</td>
<td>2,224</td>
<td>3.9%</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>2,165</td>
<td>3.8%</td>
</tr>
<tr>
<td>Taiwan</td>
<td>3,454</td>
<td>6.0%</td>
</tr>
<tr>
<td>Singapore</td>
<td>2,224</td>
<td>3.9%</td>
</tr>
<tr>
<td>Others</td>
<td>16,995</td>
<td>29.4%</td>
</tr>
</tbody>
</table>

**Total value of exports from Kyushu to world markets (2014)**

- 5,771.9 billion yen

**Main countries and regions exporting to Kyushu**

<table>
<thead>
<tr>
<th>Country</th>
<th>Value (100 million yen)</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>10,948</td>
<td>16.1%</td>
</tr>
<tr>
<td>Australia</td>
<td>7,044</td>
<td>10.3%</td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>6,676</td>
<td>9.8%</td>
</tr>
<tr>
<td>The UAE</td>
<td>4,488</td>
<td>6.6%</td>
</tr>
<tr>
<td>Indonesia</td>
<td>3,750</td>
<td>5.5%</td>
</tr>
<tr>
<td>Qatar</td>
<td>2,426</td>
<td>3.6%</td>
</tr>
<tr>
<td>Kuwait</td>
<td>2,108</td>
<td>3.1%</td>
</tr>
<tr>
<td>South Korea</td>
<td>3,130</td>
<td>4.6%</td>
</tr>
<tr>
<td>Russia</td>
<td>3,179</td>
<td>4.7%</td>
</tr>
<tr>
<td>The US</td>
<td>3,068</td>
<td>4.5%</td>
</tr>
<tr>
<td>Others</td>
<td>21,316</td>
<td>31.3%</td>
</tr>
</tbody>
</table>

**Total Value or imports from world markets to Kyushu (2014)**

- 6,813.1 billion yen

Sources: Compiled by the Kyushu Bureau of Economy, Trade and Industry based on trade statistics released by the Ministry of Finance
Number of foreign companies in Kyushu

151 foreign companies have advanced into Kyushu.

- By country: ranked first is the U.S. (53 companies; Teradyne, etc.), followed by Germany (Fresenius-Kawasumi, etc.), Korea (Shinhan Bank Japan, etc.), and France (Air Liquide Japan, etc.).
- By trade: manufacturers account for 42.4% (64 companies), and wholesale and retail companies account for 24.5% (37 companies).

Sources: Kyushu Bureau of Economy, Trade and Industry
Guidebook for Attracting Foreign Companies to Kyushu
Voices of foreign companies that have advanced into Kyushu

- We made much of the locational advantage of being able to travel from Shanghai to Fukuoka in one and a half hours. The city of Fukuoka being close to the airport is also a big advantage. (Wholesale and retail trade)

- We set our base in Kyushu because it is close to the Asia region: especially Dalian, where our group company is located, and Tokyo, where our parent company is located. Another reason for selecting Kyushu was that personnel expenses and rents were cheaper compared to Tokyo and Osaka when we made the decision. (Information and communications)

- The decisive factors were Kyushu’s longer sunlight hours and shorter distance to Asia. (Manufacturing)

- We selected Kyushu because it is close to Asia, and there were many clients and related companies in this area. As our clients expand their business in Kyushu, locational advantage of our Kyushu factory is growing. (Manufacturing)

- Kyushu enjoys a good reputation from foreign employees: compared to Tokyo, the area is more livable, less expensive, closer to tourist spots, and boasts more beautiful streetscapes and more delicious foods. (Information and communications)

Source: Kyushu Bureau of Economy, Trade and Industry: fact-finding survey regarding attraction of foreign businesses to Kyushu

Guidebook for Attracting Foreign Companies to Kyushu
Kyushu’s strategy for growth to make the best of its rich natural environment and challenge tasks from a global perspective. By combining the four strategic fields, Kyushu strives for sustainable development as a gateway to Asia.

**Energy & Environment**
- Clean and economical energy supply region → advanced hydrogen area
- Production and development of next-generation automobiles in Kyushu as a base
- The advanced energy management system
- Leading region of energy and environment industry in Asia

**Health**
- Industrial creation of the preventive care and health enhancement service which aim at a healthy long life
- Promotion of entry and overseas deployment to the medical equipment field
- Creation of the new industry in advanced medicine and the medical treatment field
- Activation of functionality and health food related industry
- Promotion of cosmetics related industry

**Agriculture**
- Sales promotion in overseas market
- Development market channel and establishing optimal production system
- The marketing effort of "KYUSHU-BRAND"
- Strengthening logistics and a transit system
- Expansion of a business scale/ Construction of stable supply system
- Utilizing the renewable energy produced in a farm village
- Development of farming, mountain and fishing villages

**Tourism**
- Implementing second strategy of tourism in Kyushu
  - Establishment of the Kyushu brand image
  - Tourism infrastructure development
  - Promotion of “visits Kyushu”
  - Promotion of visitor’s stay / consumption
- Linkage with Cool Japan

Guidebook for Attracting Foreign Companies to Kyushu
9. Support for Investment in Japan by National and Local Governments

Investment support based on the Special Zone system

- Various investment support policies are underway based on the frameworks of Green Asia International Strategic Comprehensive Special Zone, and Special Zone for Global Startups & Job Creation.

Projects under the Green Asia International Strategic Comprehensive Special Zone

- Kitakyushu Asian Center for Low Carbon Society (Support for environmental businesses expanding their business in Asia)
- Overseas water business under public-private partnership
- Project to establish smart communities
- Establishment of bases for developing and producing eco-friendly, high-functioning products with better price-performance
- Development of research hubs for green innovation
- Development of next-generation resource recycling hubs
- Development of east-Asian high-speed green maritime logistics networks and bases
- Support for SMEs expanding their business in Asia
MOUs with 18 organizations overseas

- Kyushu has concluded 18 MOUs with organizations overseas, mainly in Asia, and been involved in hosting exchange missions and business meetings, enhancing market development, and promoting inbound tourism.

### MOUs made by the Kyushu Economic Federation with private organizations

<table>
<thead>
<tr>
<th>Country/region</th>
<th>Counterpart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hong Kong</td>
<td>The Chinese General Chamber of Commerce, Hong Kong</td>
</tr>
<tr>
<td>Taiwan</td>
<td>The Chinese National Association of Industry and Commerce, Taiwan</td>
</tr>
<tr>
<td>Honking</td>
<td>Hong Kong Trade Development Council</td>
</tr>
<tr>
<td>Indonesia</td>
<td>Indonesian Chamber of Commerce and Industry</td>
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<tr>
<td>Myanmar</td>
<td>The Republic of the Union of Myanmar Federation of Chambers of Commerce and Industry</td>
</tr>
<tr>
<td>Singapore</td>
<td>Singapore Business Federation</td>
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<tr>
<td>India</td>
<td>Federation of Indian Chambers of Commerce and Industry</td>
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<tr>
<td>China</td>
<td>Shanghai Entrepreneur Association</td>
</tr>
</tbody>
</table>

### MOUs made by industrial clusters, etc.

<table>
<thead>
<tr>
<th>Country</th>
<th>Counterpart</th>
<th>Kyushu-side party</th>
</tr>
</thead>
<tbody>
<tr>
<td>South Korea</td>
<td>Korea Industrial Complex Corp</td>
<td>Kyushu Recycle &amp; Environmental Industry Plaza(K-RIP)</td>
</tr>
<tr>
<td>China</td>
<td>Dalian City</td>
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<td>China</td>
<td>Shandong Province</td>
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<tr>
<td>Malaysia</td>
<td>Melaka Green Technology Cooperation</td>
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<tr>
<td>France</td>
<td>French Food Cluster</td>
<td>Kyushu Bio Cluster Conference</td>
</tr>
<tr>
<td>France</td>
<td>Bleu-Blanc-Coeur</td>
<td>&quot;</td>
</tr>
<tr>
<td>Vietnam</td>
<td>Ho Chi Minh City Semiconductor Industry Association</td>
<td>Kyushu Semiconductor Industries &amp; Electronics Technology Innovation Association</td>
</tr>
</tbody>
</table>
Cluster target areas

Companies in rapidly-growing advanced industries and high value-added industries related to the industrial and intellectual clusters in Fukuoka Prefecture

*ICT, semiconductors, automobiles, biotechnology, hydrogen energy, environment, and contents related companies

Subsidies

Subsidy scheme for promoting the establishment of businesses in Fukuoka Prefecture

*Please contact us in advance to ensure eligibility for this subsidy

Eligible industries:
Manufacturing, software, contact centers, road freight transport, etc.

· Manufacturing:
  1. 2% of total capital investment (excluding land acquisition cost)
  2. 50% of annual lease fee of business facilities, etc (excluding security deposit, key money, etc.)
  3. ¥300,000 per Prefecture resident newly employed as a regular worker within 3 years after commencement of business operations.

· Contact center:
  *50% of the calculated amounts in 1-4 below for companies that set up facilities in Fukuoka City or Kitakyushu City
  1. 2% of the total capital investment (excluding land acquisition cost)
  2. 50% of annual lease fee for business facilities , etc (excluding security deposit, key money, etc.)
  3. 50% of annual leasing fee of equipment and apparatus.
  4. ¥300,000 per Prefecture resident newly employed as a regular worker within 1 years after commencement of business operations.

Companies entering local market in recent years

*2003 to end of first half of 2014  Cumulative total: 147 companies

No. of companies invited to Fukuoka Prefecture

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<td>11</td>
<td>14</td>
<td>14</td>
<td>8</td>
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</tr>
</tbody>
</table>

· Companies by region
  · N. America  21 companies (19 US and 2 Canadian)
  · Europe  28 companies (8 German, 5 UK, 3 Swiss, 3 Italian, 3 French, and 6 from other regions)
  · Asia, other 98 companies (55 Chinese, 26 Korean, 6 Taiwanese, 3 Indian, 2 Singaporean, 2 Australian, and 4 from other regions)

· Example of some companies that set up shop in Fukuoka
  Fresenius Medical Care Japan (Germany) located in Buzen City, POSCO-JWPC (Korea) located in Kanda-machi, and Mahle Filter Systems Japan (Germany) located in Nogata City.

For inquiries, please contact:

Fukuoka Prefectural Government
Investment Promotion Division
7-7 Higashikoen, Hakata-ku, Fukuoka 812-8577, JAPAN
TEL: 81-92-643-3441
URL: http://www.investfk.jp/
Regional Information (JETRO website)
Cluster target areas

① Environmental, energy related industries
② Healthcare and medical related industries
③ Cosmetics related industries
④ Food related industries (companies recognized as continually using products projected in Saga)

Subsidy program

(1) Saga Prefecture subsidy for the promotion of establishment of new business facilities, including factories

① Subsidy to promote new business facility establishment (total investment X 2/100 X additional amount*) + employment subsidy (¥500,000 - ¥1 million per locally-hired new employee)

(*Additional amount is double for foreign companies)
② Maximum subsidy: ¥500 million (¥1 billion for companies establishing facilities in special industrial zone)

(2) Saga Prefecture subsidy for companies establishing facilities in the area around the nuclear power station

① Eligible companies: Companies newly establishing facilities or expanding existing facilities around the nuclear power station
② With three or more employees
③ Period: Eight years starting from the fiscal year after new facilities are established or existing facilities are expanded
④ Maximum eligible subsidy: Contract demand X unit price calculation X number of days for electric power rate payment

Tax system

Saga Prefecture special industrial zone for establishment of business facilities

① Prefecture will offer five year full exemption followed by five year 50% exemption on corporate business tax plus exemption of real estate acquisition tax

(Companies can select between this tax exemption or the subsidy program)
② Municipality will offer five year full exemption followed by five year 50% exemption on property tax plus various subsidies

*Cities and townships each offer various subsidies depending on needs, including employment and land acquisition incentives and water bill subsidies

Companies entering local market in recent years

2008: KachiJOHO (South Korea)
2015 (planned): ALVITA Corporation (US)

For inquiries, please contact:

Corporate Location Promotion Division, Saga Prefectural Government
1-1-59 Jonai, Saga-city, Saga Prefecture 840-8570
TEL: +81-952-25-7097 FAX: +81-952-25-7384
URL: http://www.pref.saga.lg.jp/web/shigoto/_1160/kigyouricchiguide.html
Regional Information (JETRO website)
Almost all areas within the prefecture, exemption on real estate acquisition tax, three-year exemption on property and corporate taxes

Industries related to the following sectors:

1. Transport machinery for shipbuilding, automotive
2. Semiconductor, electrical/electronics
3. Industrial machinery, energy, environment
4. Information communication
5. Food
6. Distribution
7. Medical engineering

Subsidy program

1. Subsidy for the establishment of plants, etc.

Maximum subsidy of ¥3 billion for local establishment of plants, etc. by companies in 10 sectors, including manufacturing, natural science labs, software developers, and machinery repair and companies providing local establishment support (leasing industry)

2. Attracting related companies

Local market entry in conjunction with business partners: Increase in subsidy rate on investment for plant or other facilities of 1.5x.

3. Subsidy for the promotion of establishment of new business facilities

To alleviate a company’s initial investment, subsidize up to ¥100 million for guarantee on private-placement bonds backed by a guarantee from the Credit Guarantee Corporation underwritten by a financial institution

4. Subsidy to attract non-manufacturing companies

Maximum subsidy of ¥750 million to support establishment of offices, including call centers, administrative centers, software development facilities, and offices engaging in HQ administrative and accounting functions

For inquiries, please contact:

The Foundation of Encourage Nagasaki Industry
Dejima Koryu Kaikan Building 6F, 2-11
Dejima-machi, Nagasaki-city, Nagasaki Prefecture 850-0862
TEL: +81-95-820-8890  FAX: +81-95-827-5243
URL: http://www.joho-nagasaki.or.jp/invest/

Regional Information (JETRO website)
Cluster target areas
- Companies in five core fields
  Semiconductors, mobility, green, food & life, and social infrastructure
- R&D facilities in designated fields

Support systems for entering Kumamoto Prefecture
1. One-on-one support for companies entering the market
2. Foreign presence through established overseas offices (Shanghai, Singapore)
3. Ports expanded to allow business activities (Kumamoto and Yatsushiro ports)
4. Subsidy system for promoting the establishment of businesses in Kumamoto Prefecture

Subsidies
- Subsidies to promote the establishment of businesses in Kumamoto Prefecture
  Subsidy scheme available for companies whose foreign ownership exceeds 50%!
  - Manufacturing industry companies are eligible
    - Requirements: Investment must exceed ¥300 million and business must hire more than 10 people
    - *Less rigid requirements for foreign companies*
  - Maximum amount of subsidy is ¥5 billion (based on 1. invested fixed assets + 2. new hires)
    - Calculation method
      1. (Investment × 2%-5%) + 2. (No. of hires × ¥500K-¥700K)
    - *Subsidy ratio is higher for foreign companies (5%)*!
      *3% for companies belonging to one of the five core fields
      *5% for R&D labs in a designated field*
- Subsidy to promote establishment of businesses, including industrial support service facilities, in Kumamoto Prefecture
  - Eligible companies: Those setting up 1. regional hub facilities (call centers, etc.) or 2. industrial support services facilities
  - Requirements: Invested fixed assets and invested lease assets must exceed ¥30 million and company must hire more than 10 employees (more than 50 for type 2 companies)
  - Maximum subsidy of ¥500 million for type 1 companies and ¥150 million for type 2 companies

Tax system
Exemptions on business and real estate acquisition taxes exist (terms and conditions differ by region)

Companies entering local market in recent years
- 1990: Teradyne (US)
- 2000: WaferMasters, Inc. (US), Air Liquide (US)
- 2004: Greene Tweed & Company (US)

For inquiries, please contact:
Department of Commerce, Industry, Tourism and Labor
Industrial Recruitment and Location Division
6-18-1 Suizenji, Chuo Ward, Kumamoto City, Kumamoto Prefecture 862-0750 Japan
TEL: 096-333-2330   FAX: 096-385-5797
URL: http://www.kumamoto-investment.jp/
Regional Information (JETRO website)
Industries related to the following sectors:

1. Automotive and transport machinery
2. Materials and shipbuilding
3. Electronics, electrical, machinery, and information
4. Food, agricultural products, and marine products
5. Medical devices

Subsidy program

(1) Oita Prefecture subsidy for the promotion of the establishment of new business facilities

Eligible companies: Manufacturers, software developers, etc.

Requirements: Manufacturers that newly hire more than 10 people locally and implement a capital investment of more than ¥300 million

Software companies that hire more than five technicians that directly engage in operations, no requirements for capital investment

① Subsidy (investment X 3/100 + ¥500,000 for each new local hire)
② Maximum subsidy: ¥300 million for manufacturers and ¥100 million for software developers and other companies

(2) Oita Prefecture subsidy to promote large-scale investments

Eligible companies: Manufacturers, software developers, etc.

Requirements: Manufacturers that newly hire more than 80 people locally and implement a capital investment of more than ¥8 billion

Software companies that newly hire more than 30 people locally and implement a capital investment of more than ¥1 billion

① Subsidy (hiring for 100 or more: capital investment X 5%, more than 80 people (software developers, etc.: 30 or more people) but fewer than 100: capital investment X 5% X employment/100
② Maximum subsidy: 300 or more new hires ¥3 billion
   200 or more new hires ¥2 billion
   Fewer than 200 new hires ¥1 billion

Tax system

The Special Measures for Promotion for Independence for Underpopulated Areas Act

Companies that file taxes using the blue form and invest more than ¥27 million are possibly eligible for an exemption of business tax for three years, exemption of real estate acquisition tax, and property tax exemption for three years.

Tax system to promote capital investments to improve productivity

Companies that install state-of-the-art facilities or facilities to improve profits by the end of March 2016, can choose to be eligible for immediate depreciation or to receive a 5% tax deduction. That said, companies installing such facilities between April 1, 2016 and December 31, 2017 can choose to be eligible for 50% special depreciation or to receive a 4% tax deduction.

Companies entering the local market in recent years

1993: Fresenius-Kawasumi Co., Ltd. (Germany), 2012: Valeo Japan Co., Ltd. (France), 2013: Hijimachi packaging center, Texas Instruments Japan Ltd. (US)

For inquiries, please contact:

Promotion of Industrial Location Division, Commerce, Industry, and Labor Department
3-1-1 Ohte-machi, Oita-city Oita Prefecture 870-8501
URL: http://www.ritti-oita.jp/
Regional Information (JETRO website)
### Cluster target areas

1. Industries related to food business  
2. Information services industry  
3. Medical device related industries  
4. New energy related industries

### Subsidy program

Miyazaki Prefecture subsidy for the promotion of establishment of new business facilities

**[Industries related to manufacturing/distribution]**

1. Subsidy commensurate with number of newly-hired employees  
2. Subsidy commensurate with investment for market entry  
3. Maximum total subsidy for above items is ¥5 billion

**[Information services industry]**

1. Subsidy commensurate with number of newly-hired employees  
2. Subsidy commensurate with investment for market entry  
3. Subsidy for user fee for high-speed network  
4. Subsidy for office leasing  
5. Maximum total subsidy for above items is ¥5 billion

*Please inquire for details on this subsidy program including subsidy rate

### Tax system

1. In cases where business establishment is in a cluster zone in accordance with the Act on Formation and Development of Regional Industrial Clusters through Promotion of Establishment of New Business Facilities, etc., companies implementing capital investments are eligible for tax incentives, including tax breaks on real estate acquisition and property taxes.

*Please inquire for details on preferential tax system

### Companies entering local market in recent years

- 1987: Baxter International Inc. (US)  
- 1997: Boston Scientific Corporation (US)  
- 2004: JAI AS (Denmark)  
- 2005: Dell Inc. (US)  
- 2005: Solar Frontier (Netherlands)

### For inquiries, please contact:

**Business site Promotion Bureau**  
Commerce, Industry, Tourism and Labor Department Miyazaki Prefectural Government  
2-10-1 Tachibana-adori-higashi, Miyazaki-city, Miyazaki Prefecture 880-8501  
TEL: 81-985-26-7096  
URL: http://www.miyazaki-investment.com/  
Regional Information (JETRO website)  
Kagoshima Prefecture

Cluster target areas

Industries related to following sectors
1. Automotive
2. Electronics
3. Food
4. Environment and new energy
5. Healthcare and medicine
6. Biotechnology

Subsidy program

(1) Kagoshima Prefecture subsidy for the promotion of establishment of new business facilities
Subsidy to cover portion of required expense for setting up business offices
- Eligible companies: manufacturers, information communication-related companies, R&D facilities, distribution companies
- Subsidy amount
  1. Capital investment less than ¥1 billion and 11 or more newly-hired employees
     Total capital investment X 2% + ¥300,000 X total number of newly-hired employees
  2. Capital investment exceeding ¥1 billion and 30 or more newly-hired employees
     Total capital investment X 6%
- Maximum subsidy: ① ¥60 million, ② ¥1 billion

(2) Kagoshima Prefecture subsidy for the promotion of the establishment of production facilities
Subsidy to cover portion of required expense for facility expansion or renovation
- Eligible companies: Companies headquartered or with parent company located outside the prefecture (manufacturers)
- Subsidy amount: Total capital investment (more than ¥200 million) X 2% + relocation costs X 50%
- Maximum subsidy: ¥1 billion

(3) Subsidy for companies establishing facilities in the area around the nuclear power station
Companies located in Satsumasendai City, where the nuclear power station is located, Akune City, and Ichiki Kushikino City (formerly Kushikino City) are eligible for a power subsidy.
*Please inquire for details

Tax system

In cases where business establishment is in a cluster zone in accordance with the Act on Formation and Development of Regional Industrial Clusters through Promotion of Establishment of New Business Facilities, etc., companies implementing capital investments are eligible tax breaks on real estate acquisition. There are also exemptions for business and real estate acquisition taxes available depending on location (outlying islands and other areas).
*Please inquire for details

Companies entering local market in recent years

1992: Molex Japan.,LLC

For inquiries, please contact:
Kagoshima Prefectural Government
Industry Establishment Division
10-1, Kamoike-Shinmachi, Kagoshima City, Kagoshima Pref., 890-8577
TEL: 81-99-286-2983
URL:
https://www.pref.kagoshima.jp/af03/sangyo-rodo/kigyo/richiannai/ritti.html
Regional Information (JETRO website)
Companies entering local market in recent years

45 companies
*Companies that have established office or facilities in the City of Kitakyushu encompass a wide range of industries, including the service and manufacturing

Other

- Overseas office: The city of Kitakyushu has set up commercial and economic offices in the cities of Dalian and Shanghai, China.
- Extensive industrial clusters and sites suitable for factories as only can be found in a city known for manufacturing
- High level of business continuity owing to few natural disasters
- Extensive distribution network
- Extensive industrial infrastructure, including low-cost industrial water supply
- Stable supply of talent that will be an immediate asset to your company, owing to the many science and technology universities and colleges in the area

For inquires, please contact:

International Business Promotion Division
Industry and Economics Bureau, CITY of KITAKYUSHU
AIM bldg. 8th fl., 8-1, Asano 3-chome, Kokurakita-ku, Kitakyushu 802-0001 JAPAN

TEL: +81-93-551-3605  FAX: +81-93-551-3615

URL: http://www.invest-kitakyushu.com/

Regional Information (JETRO website)

Cluster target areas

Industries related to the automotive, aeronautics, information and communication, and environmental sectors, and R&D labs, etc.

Support systems for starting up activities in Kitakyushu

1. Established the one-stop service center (KTI center)
The center is an organization in which the City of Kitakyushu, the Kitakyushu Foreign Trade Association, JETRO Kitakyushu work together, each utilizing their unique characteristics, to support local enterprises.

2. Meticulous support to companies
Provides support for administrative procedures when entering the local market, does a follow-up after the company enters the market, builds networks, and holds various seminars

3 Subsidy for promoting firm location, etc.

Incentives

Subsidy for promoting firm location: Incentive to subsidize capital investments to build new or expand existing plants and offices
1. Acquisition subsidy:
   - 2% of total capital investment, including cost of land
   - For SMEs setting up within city limits, 3% of total capital investment, including cost of land
   - In cases where industrial land is purchased from the city, 6% of capital investment, including cost of land
2. Lease or rent subsidy:
   - 50% of annual rent (first year only)

Employment (wage) subsidy

*¥300,000 for each full-time employee
(However, the wage subsidy for part-time workers is ¥150,000)

*To be eligible for this subsidy program, always consult with the city beforehand. It is also necessary to submit a business plan prior to starting your business.
Cluster target areas

- Knowledge creation industry (games, IT, semiconductors, etc.), Healthcare and welfare industry, Environment and energy-related industry, Business in Asia, Distribution industry, Urban manufacturing industry, and HQ functions.

Support for business advancement in Fukuoka City

1. Fukuoka City Foreign Company/Investment Promotion Center
   - Able to handle support in English and Chinese. Provide necessary information at the company’s request. Introduce specialists such as notaries and lawyers.

2. Assistance for site visit
   - Pick up and provide information on real estate, set up a schedule and show companies around, introduce administrative facilities.

3. Business establishment subsidy program

Incentives

Business establishment subsidy program

Subsidy for Business in Asia (foreign/foreign-affiliated companies)

- Office rent (one-third of annual rent for building and facilities)
  One year period (up to ¥4 thousands per square meter)
  Maximum of ¥50 million
- Cost of opening first business operation in Japan: Half the costs for marketing research, interpretation fees, obtaining approvals and registering for licenses, cost of recruiting employees (eligible expenses should be paid during the past 2 years from the date of starting up the business (excluding taxes and other public charges)).
  Maximum subsidy is ¥3 million.
* Applies to foreign companies that are starting up their business in Japan for the first time, conducting R&D in target areas, or providing related services. However, this does not apply to companies in the retail-related businesses (B to C, sales units, and restaurants, etc.)

Furthermore!

- Subsidy for office rent is double (maximum of ¥75 million) for companies that are conducting HQ functions (administration, accounting, planning, R&D, and business management) with a total floor space of more than 1,000m² or 100 or more full-time employees.
  * For companies that purchase land or buildings, or establish operations in a key area (Island City, etc.), the amount of the subsidy differs depending on terms and conditions of the business. Also, companies must consult and apply for the subsidy prior to purchase of the land and/or building.

Number of Foreign and Foreign-affiliated companies

- 10 companies in 2012, 17 companies in 2013, and 12 companies in 2014 (as of January 31, 2015)
  * There is a pronounced entry by companies from Asia (China, South Korea, etc.) but is the second choice for US and European companies entering into the Japanese market.

Other

- Oversea offices, etc.: Set up offices in Shanghai and Busan.
- Our website is in five languages (Japanese, English, Korean, and Chinese (simplified and traditional characters))

For inquiries, please contact:

Business Attraction Section, Economy, Tourism & Culture Bureau
Fukuoka City Government
14th Flr., 1-8-1 Tenjin, Chuo-ku Fukuoka 820-8630 JAPAN
TEL: 092-711-4343 FAX: 092-711-4354
http://asiabiz.city.fukuoka.lg.jp/

Regional Information (JETRO website)
Kumamoto City

Cluster target areas

Businesses related to food, semiconductor, transport machinery, medical products, environment, and distribution

Support system for entry into Kumamoto City

① One-stop service business establishment support
   Assistance for administrative procedures, support after establishment, and other support

② Subsidy for the promotion of establishment of new business facilities, etc.

Subsidy program

(1) Subsidy for the promotion of establishment of new business facilities

① Amount equivalent to property tax, city planning tax, and business office tax (for three fiscal years)
② 10% of land acquisition cost
   50% of office leasing cost (land, building) for three years (excludes deposits, common-area charge, etc.)
③ ¥500,000 per newly-hired full-time employees and ¥150,000 for non-full time, newly-hired employees
④ 10% of invested fixed costs (building, depreciation)

[Applicable for total acquisition cost of over ¥300 million (¥100 million for SMEs)]
[Measures through the end of March 2017]

Plants, factories, and R&D facilities related to food, semiconductor, transport machinery, medical products, and environmental companies: Item ① extended to five fiscal years, and 1.5x increase in subsidy rates for item ② (land acquisition cost) and item 4.

(2) Subsidy for the promotion of establishment of new business facilities mainly offices in city center (target areas is the center of Kumamoto City)

① 5% of land acquisition cost or 50% of office leasing cost (land, building) required for three years (excludes deposits, common-area charge, etc.)
② ¥100,000 per newly-hired employee

Tax system

N/A

Companies entering local market in recent years

2013: One company (Australia)

For inquiries, please contact:

Business Facilities Establishment Promotion Office
Agriculture, Fisheries and Commerce Promotion Bureau
City of Kumamoto
1-1 Totorihoncho, Chuo-ku, Kumamoto City, Kumamoto
JAPAN 860-8601
TEL: 81-96-328-2386
FAX: 81-96-324-7004
e-mail: kigyouritti@city.kumamoto.lg.jp
http://higo-rich.jp

Regional Information (JETRO website)
## Consulate-General and Consulates in Kyushu

<table>
<thead>
<tr>
<th>Organization name</th>
<th>Address</th>
<th>Telephone</th>
<th>HP</th>
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<tbody>
<tr>
<td>Consulate-General of the People's Republic of China in Fukuoka</td>
<td>1-3-3 Jiguchihama, Chuo-ku, Fukuoka City</td>
<td>+81-92-713-1112</td>
<td><a href="http://china-consulate-fukuoka.org/jp/pindex">http://china-consulate-fukuoka.org/jp/pindex</a></td>
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</tbody>
</table>
Kyushu Economy International

[Contact]
Kyushu Economic Federation  International Affairs Division
2-1-82 Watanabe-Dori Ave., Chou-ku, Fukuoka 810-0004
TEL : +81-92-761-4261

Kyushu Bureau of Economy, Trade and Industry
International Affairs Division
2-11-1 Hakataeki-Higashi, Hakata-ku, Fukuoka 812-8546
TEL : +81-92-482-5423
URL  http://www.kyushu.kei.org

Guidebook for Attracting Foreign Companies to Kyushu