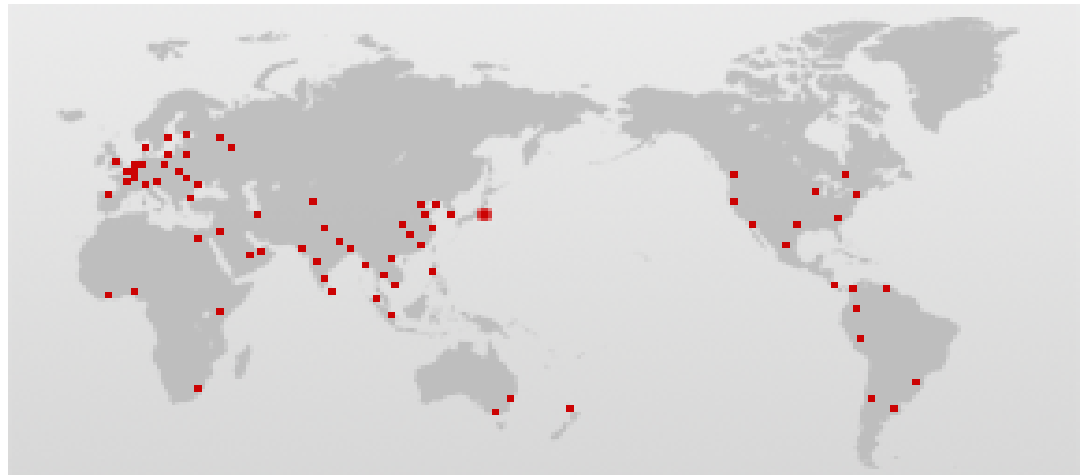


# About JETRO

- Founded: 1958
- Headquarters: Tokyo, Japan
- Purpose: Promote trade and investment between Japan and the rest of the world
- Domestic (Japan) offices: 38 offices
- Overseas offices: 70+ offices in 55 countries (including 6 offices in the U.S.)
- Employees: 1,500+



# JETRO San Francisco Clientele

- 7-state region, but most clients in **Northern CA**
- 50 new clients per year (600 per year worldwide)
- Large and small, public and private
- **Cleantech, IT, service, retail, manufacturing, other**
- Past clients: RAE Systems, Tesla Motors, SunPower, Earthquake Protection Systems, other
- Realize Japan's advantages
- Export first → Invest later

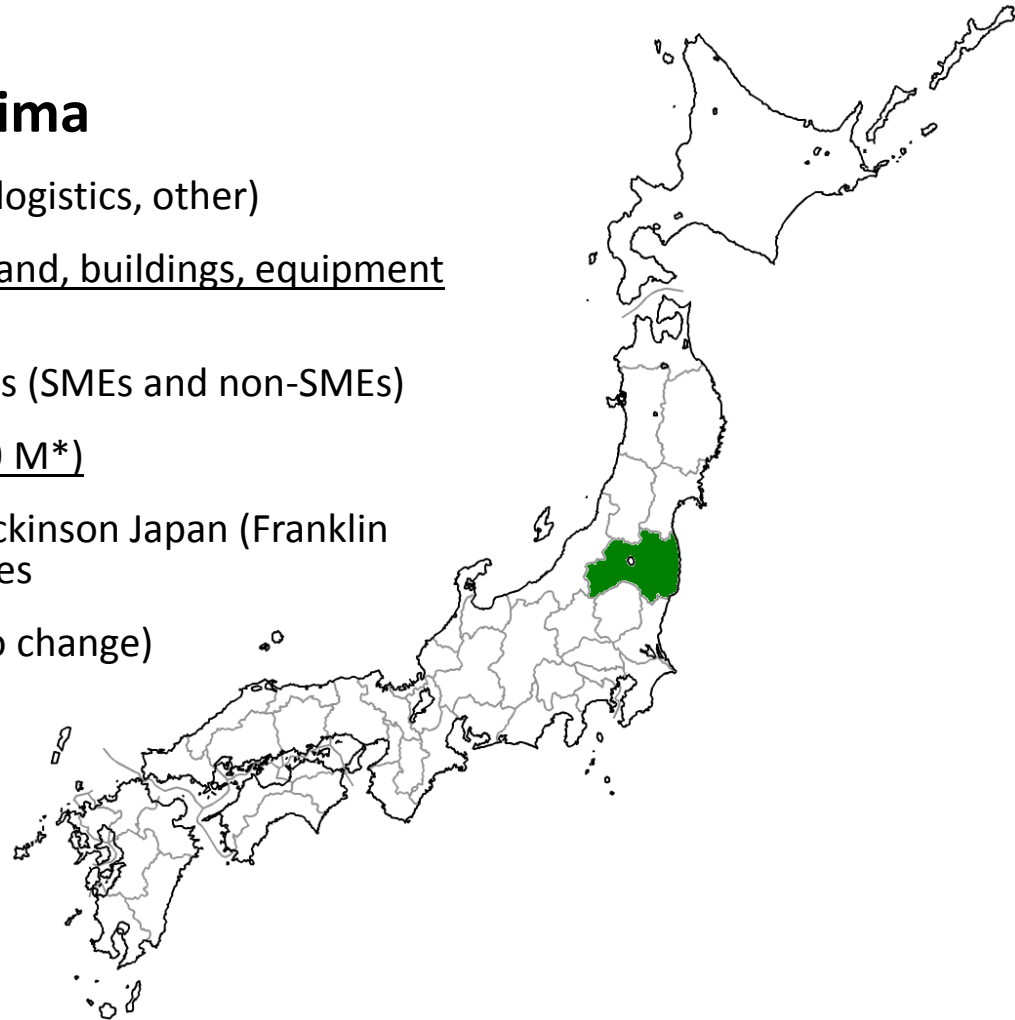
# Free Services to Help U.S. Companies Expand in the Japanese Market

- Market intelligence
- Guidance on regulations
- Introductions to potential partners
- Guidance on cultural considerations
- Assistance with Japan office set-up
- PR support
- Information on incentives

# Japan's Location-based Incentives

- **Subsidy for Locating in Fukushima**
  - For: establishment of companies (mfg, logistics, other)
  - Qualified costs: initial costs to acquire land, buildings, equipment (purchase or lease)
  - Subsidy rate: up to 3/4 of qualified costs (SMEs and non-SMEs)
  - Maximum amount: 20 billion yen (\$250 M\*)
  - Example of selected project: Becton Dickinson Japan (Franklin Lakes, NJ-based parent) / Medical devices
  - Next offering: Summer 2013 (subject to change)

\*At 80 yen per dollar

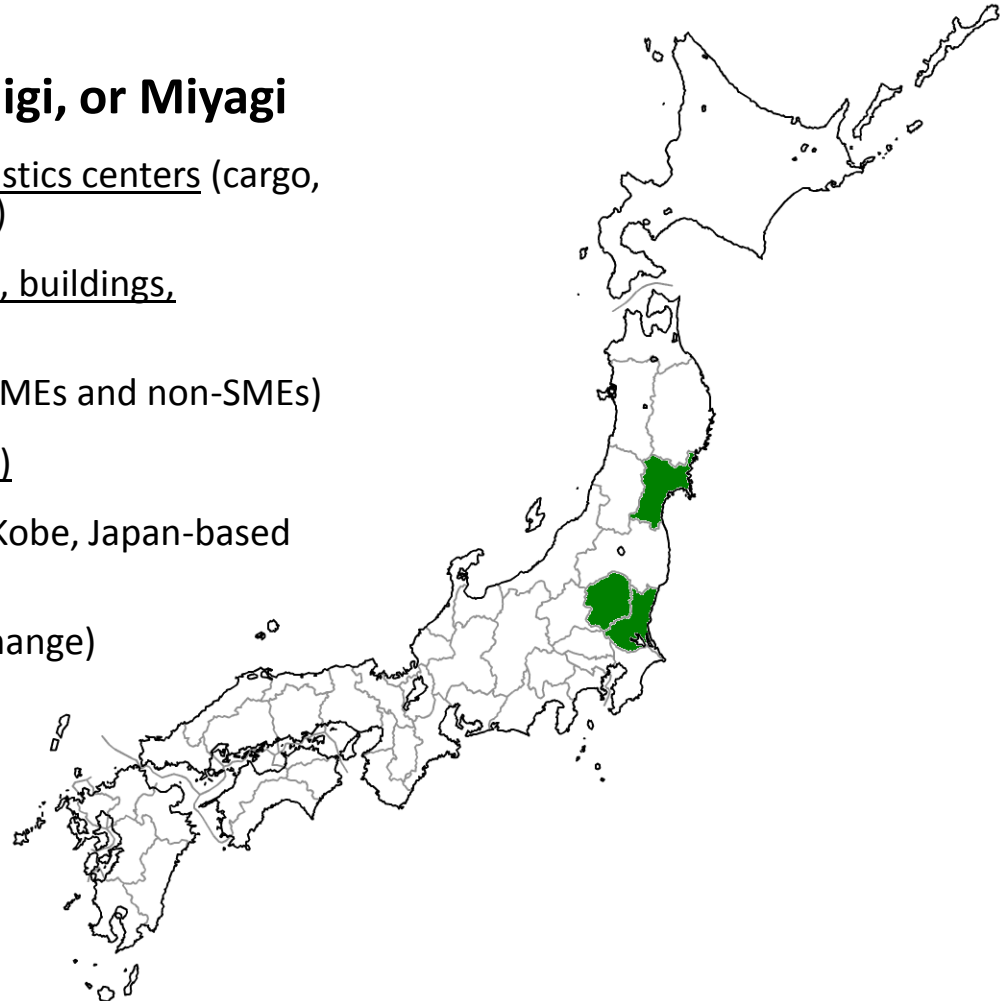


# Japan's Location-based Incentives (cont.)

## • Subsidy for Locating in Ibaraki, Tochigi, or Miyagi

- For: establishment of factories (any) or logistics centers (cargo, warehousing, forwarding, wholesale, other)
- Qualified costs: initial costs to acquire land, buildings, equipment (purchase or lease)
- Subsidy rate: up to 1/4 of qualified costs (SMEs and non-SMEs)
- Maximum amount: 3 billion yen (\$37.5 M\*)
- Example of selected project: NEOS Japan (Kobe, Japan-based parent) / Eco-friendly chemicals / Tochigi
- Next offering: June-July 2013 (subject to change)

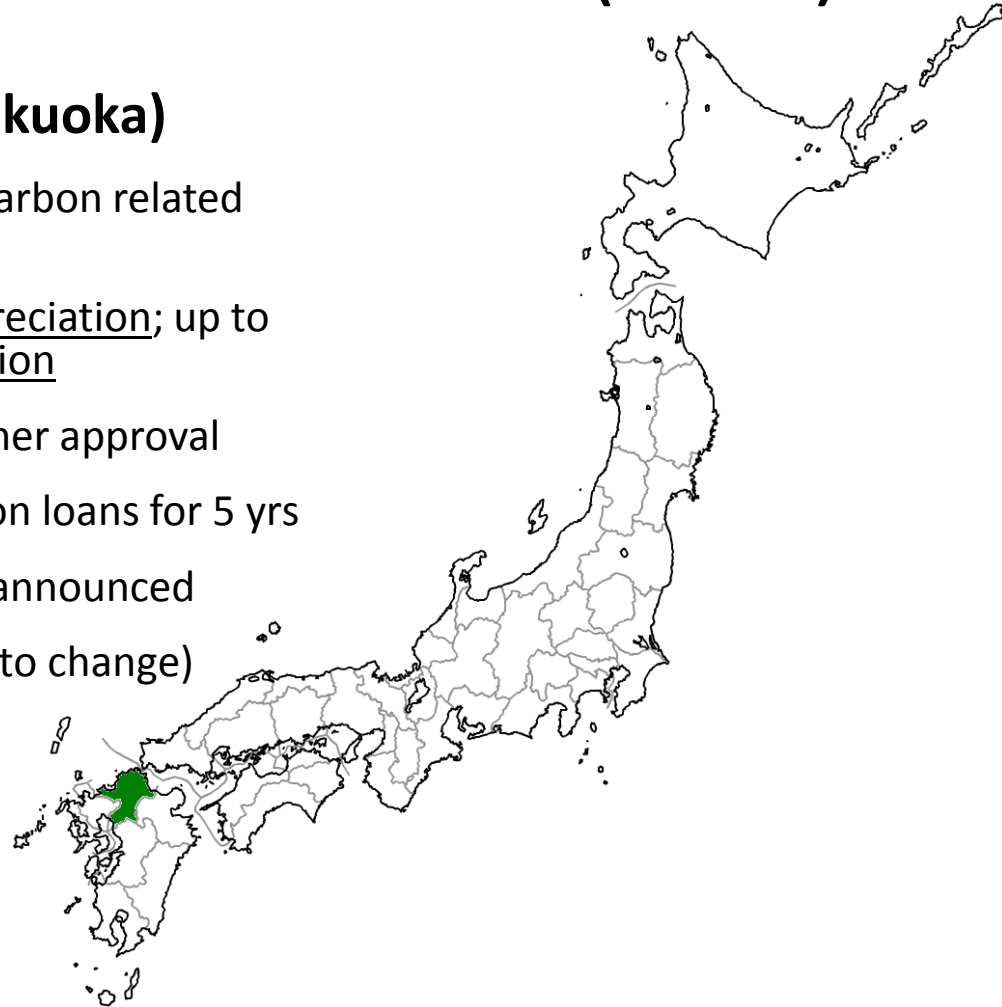
\*At 80 yen per dollar



# Japan's Location-based Incentives (cont.)

- **Comprehensive Special Zone (Fukuoka)**

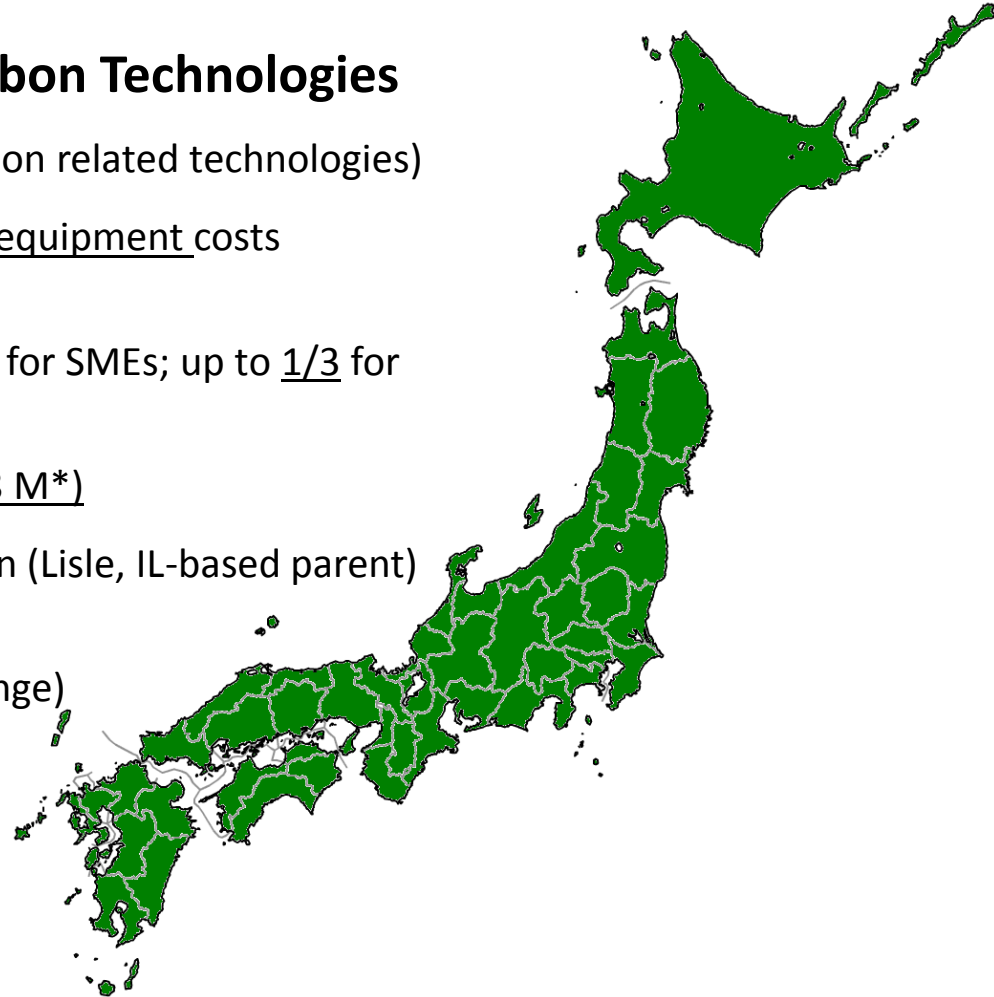
- For: establishment of factories (low-carbon related technologies)
- Tax incentives: up to 50% special depreciation; up to 15% tax credit; or 20% income deduction
- Regulatory exceptions: zoning and other approval
- Financial support: 0.7% interest rate on loans for 5 yrs
- Example of selected project: Not yet announced
- Next offering: Summer 2013 (subject to change)



# Japan's Industry-based Incentives

- **Subsidy for Production of Low-Carbon Technologies**
  - For: establishment of factories (low-carbon related technologies)
  - Qualified costs: survey design costs and equipment costs (purchase or lease)
  - Subsidy rate: up to 1/2 of qualified costs for SMEs; up to 1/3 for non-SMEs
  - Maximum amount: 1.5 billion yen (\$18.8 M\*)
  - Example of selected project: Molex Japan (Lisle, IL-based parent) / LED related materials / Kagoshima
  - Next offering: June 2013 (subject to change)

\*At 80 yen per dollar

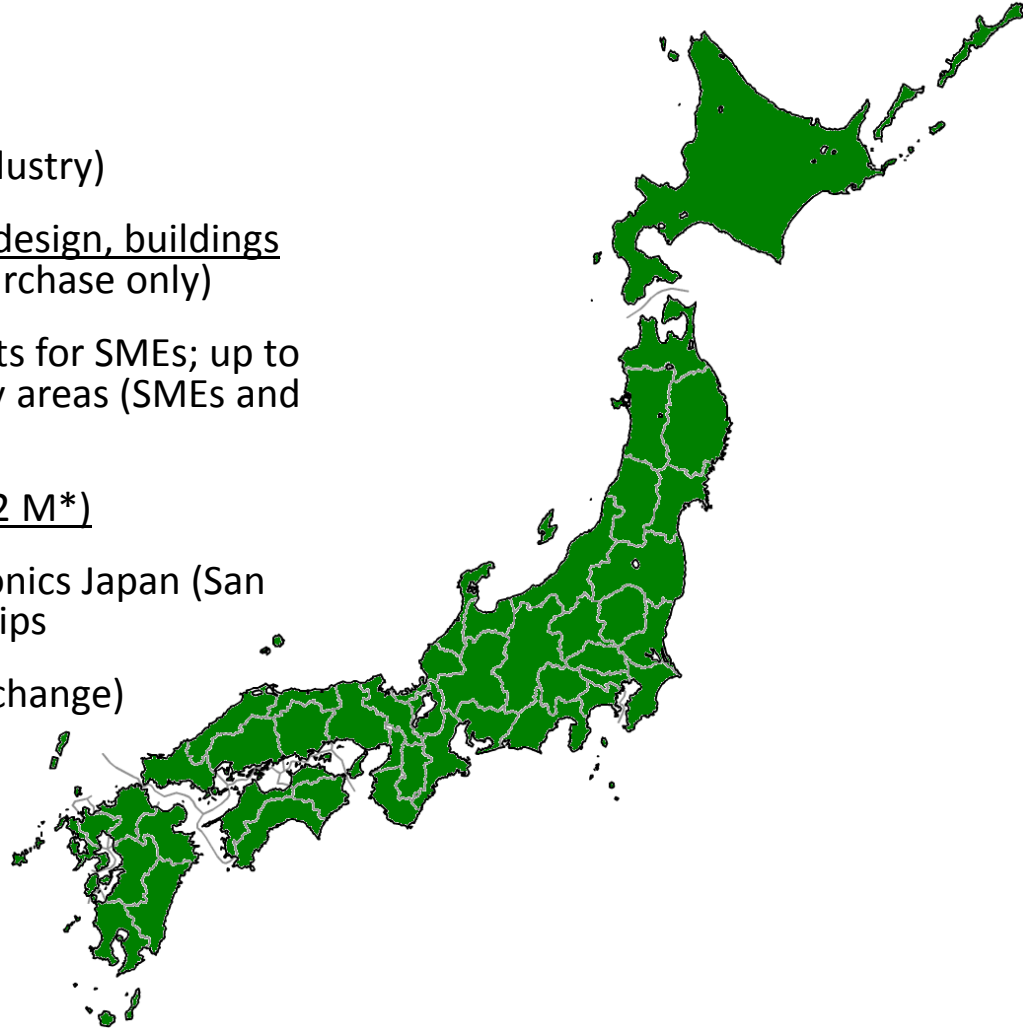


# Japan's Other Incentives

## • Subsidy for R&D Site

- For: establishment of R&D site (any industry)
- Qualified costs: initial costs for survey design, buildings (purchase or lease), and equipment (purchase only)
- Subsidy rate: up to 1/2 of qualified costs for SMEs; up to 1/3 for non-SMEs; up to 2/3 in recovery areas (SMEs and non-SMEs)
- Maximum amount: 0.5 billion yen (\$6.2 M\*)
- Example of selected project: NeoPhotonics Japan (San Jose, CA-based parent) / Photonic IC chips
- Next offering: August 2013 (subject to change)

\*At 80 yen per dollar





## Japan's Other Incentives (cont.)

- Preferential treatment for highly skilled **visa acquisition**
  - 5-year period of stay
  - Permission for multiple activities
  - Working permission for spouses
- Subsidy for **company registration** (any industry)
  - 20% of fees
- Subsidized **tax and legal consultation** (any industry)
- Subsidized **temporary office space** (any industry)
  - Select cities throughout Japan