



# Introduction to JETRO Services



**Japan-Canada 90 Years**

## JETRO Description

JETRO is a non-profit, Japanese government related organization dedicated to promoting trade & investment between Japan and other nations.

- Established 1958
- Under Japan's Ministry of Economy Trade and Industry (METI)





# JETRO

Japan External Trade Organization

The Japan External Trade Organization (JETRO) is a Japanese governmental organization that promotes mutual trade and investment between Japan and the rest of the world



Investment Japan Promotion



Research on Global Economy



Agri-food Export Promotion

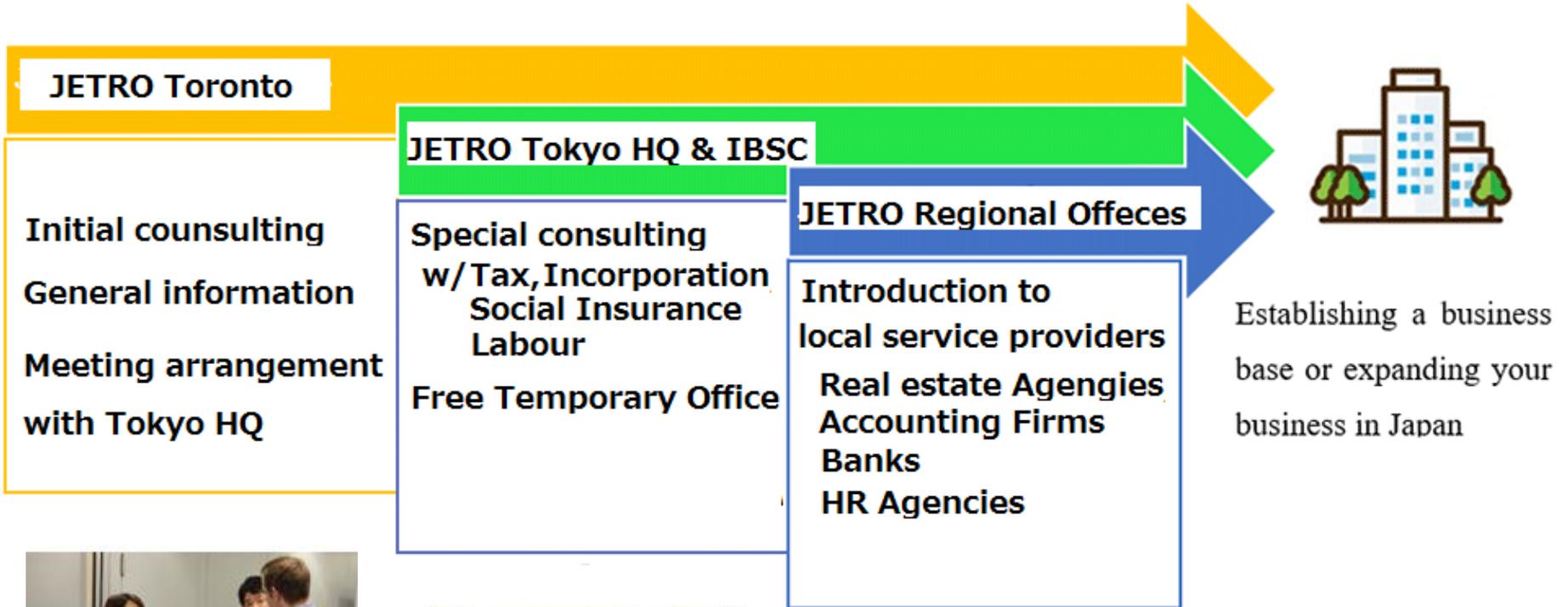


Revitalization of Regional Economy

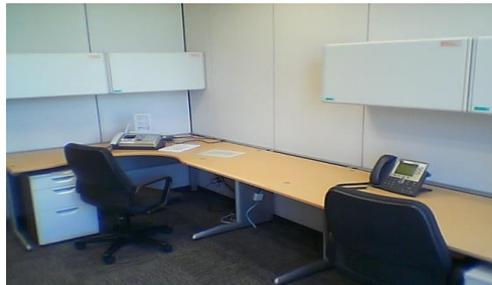


Japanese SMEs' Global Business Development

## JETRO's support



# JETRO Invest Japan Business Support Centers (IBSC)



Private office space



Conference room



Multi-purpose hall



Tokyo One-Stop Business Establishment Center  
@ JETRO Tokyo IBSC



Why JAPAN

Setting Up Business

JETRO's Support

## Setting Up Business



Q&A

[More details](#)



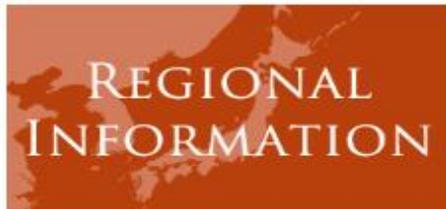
How to Set up Business  
in Japan

[More details](#)



JETRO IBSCs

[More details](#)



Regional Information

[More details](#)



Incentive Programs

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Success Stories

[More details](#)



DIRECTORY FOR  
DOING BUSINESS  
IN JAPAN



PAMPHLETS

[www.jetro.go.jp/en/](http://www.jetro.go.jp/en/)

# INVEST IN JAPAN – Investment and Business Guide



- Japan's business environment
- list of Canadian companies and Canadian related organizations in Japan.
- information on industry clusters
- the living environment in Japan
- the latter half is in Japanese and is an investment and business guide that introduces the Canadian business environment to Japanese companies.

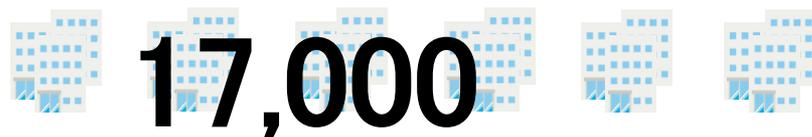
To Download PDF version:

<https://www.jetro.go.jp/en/invest/newsroom/2018/7cbe88fd80ff2e8d.html>

## Supporting Foreign Companies

From FY2003-2017 JETRO has supported the following:

Supported

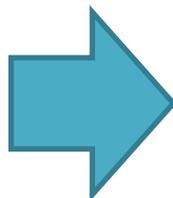


**17,000**

Projects

**1,700**

Foreign companies' establishments



**27.8** trillion yen

Japan's inward FDI stock at the end of 2016 reached a record high for the third consecutive year



**35** trillion yen  
by 2020

**72%**

The ratio of the foreign-affiliated companies which answered "We will expand our business" within the next 5 years

JETRO Supported Canadian Companies



**REDKNEE**  
Looking Beyond



**Securities**



CONSTELLATION  
SOFTWARE  
INC.



NITREX



CAE



**IXIASOFT**



MOMENT  
FACTORY

**UNIFILLER**



ACCEDIAN  
NETWORKS

**loop**

**audiokinetic**

StarTech.com

Hard-to-find made easy®

**Averna**



# JETRO's New Innovation Mandate

- 1. FY2017 Activities**
- 2. FY2018 Activities**
- 3. On-going Activities**
- 4. Other Activities**

## Venture Capital (VC) Meetings

**Partner:** Global Affairs Canada staff at CVCA  
(Canadian Venture Capital & Private Equity Association)

**Sector Focus:** Fintech

**Activity:** Meetings between Japan's Big 3 Banks and Canadian Fintech VCs around SIBOS Financial Services Conference in Toronto (November 2017)

**Purpose:** Create an on-going channel between Japanese bank end-users to the best Canadian Fintech start-ups via VCs



## 90<sup>th</sup> Anniversary Forums

Toronto, May 10<sup>th</sup>, 2018

- Featuring JETRO Executive, NTT Data, panel of Canadian Start-ups, JETRO-GAC MoC

Vancouver, November 16, 2018

- Featuring Fujitsu



## Generating Innovation with Japan Series

**Locations:** Montreal on Sept.27; Toronto/Waterloo in Nov.; Vancouver and Edmonton (tbc) in March

**Hosts:** Major Canadian Incubator or Accelerator

**Format:** Japanese Company Speakers reverse-pitches to audiences of Start-ups

**Objectives:**

1. Japanese Companies can identify new innovation in Canada and connect to best
2. Start-up Companies can work with Japanese firms to enter the Japanese market
3. Incubator & Accelerators can develop new channels to end-users and investors in Japan
4. JETRO can support these start-ups to enter the Japanese market



## Japanese Venture Firm Support



JETRO supports select Japanese Venture Firms by doing pitch events in Silicon Valley and other locations such as China, Singapore, Dubai, etc. including bootcamp training sessions on how to pitch to investors.

## Global Accelerator Hub Program

The logo for the JETRO Global Acceleration Hub in Boston includes the text "JETRO Global Acceleration Hub in Boston" and the "JETRO x cic" logo. Below the text is a paragraph of descriptive text.

**JETRO**  
**Global Acceleration Hub**  
**in Boston**

**JETRO**  
**x**  
**cic**

The Japan External Trade Organization (JETRO) New York Office (<https://www.jetro.go.jp/usa>) in collaboration with CIC (one of the world's largest startup supporting organizations, <http://venca.org/>) has established the "JETRO Global Acceleration Hub" in Boston, which has an advanced ecosystem for startups. This service includes a) Support for Japanese companies to enter the American startup ecosystem and b) Support for American startups to enter the Japanese market.



France-Japan Startup Evening



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# Thank you!