

# Collaboration between Canada and Japan

-Innovation that changes the world-

Shigeki Maeda, Executive Vice President,  
Japan External Trade Organization





(Photo: Cabinet Public Relations Office)

## Major trade partners for Canada in 2016

1	US	
2	China	
3	Mexico	
4	Japan	
5	UK	

Source: Data from Statistics Canada,  
Merchandise imports and exports between "Canada" and "World",  
by Harmonized System section, customs basis, year-to-date 2016



Source: The Nikkei. <https://www.nikkei.com/article/DGXMZO27899360Z00C18A3000000/>  
Photo: Reuters



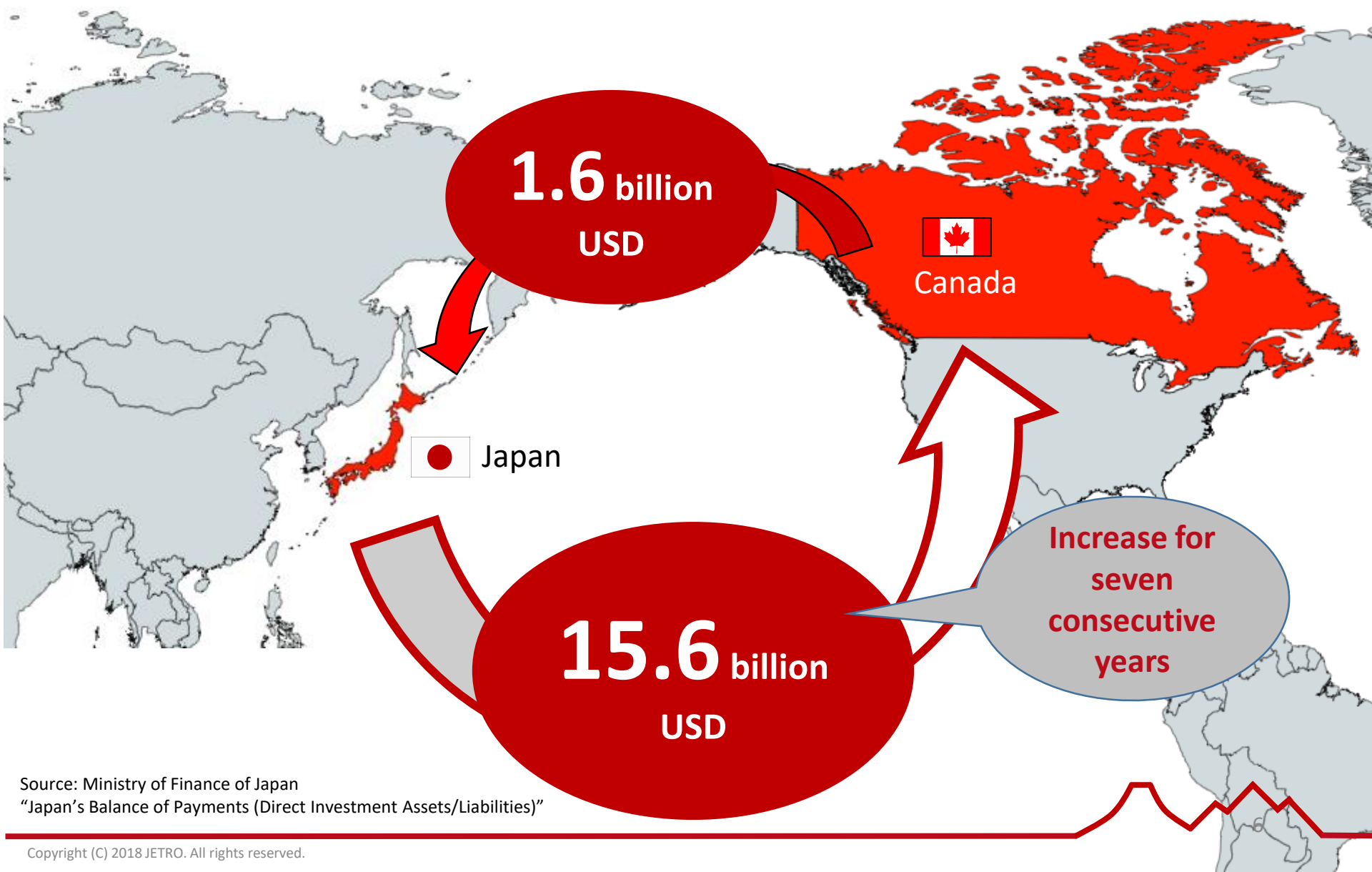
Source: Ipolitik  
<https://ipolitics.ca/2018/03/08/canada-signs-cptpp-trade-deal-trade-war-looms/>  
Photo : AP



# Japan-Canada FDI



## Japan- Canada Foreign Direct Investment (stocks, end of 2016)



Source: Ministry of Finance of Japan  
"Japan's Balance of Payments (Direct Investment Assets/Liabilities)"



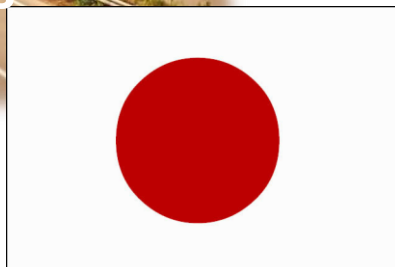
# Japanese companies' high hopes for Canada







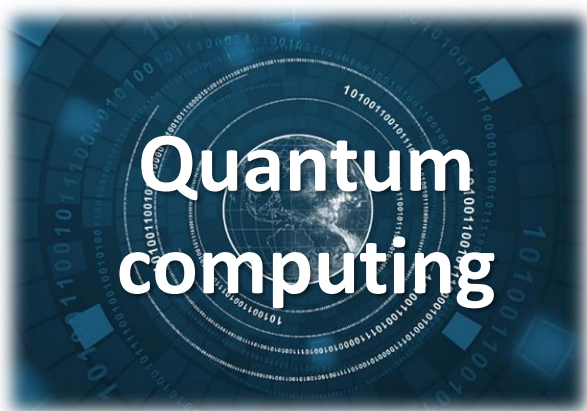
autonomous  
vehicles



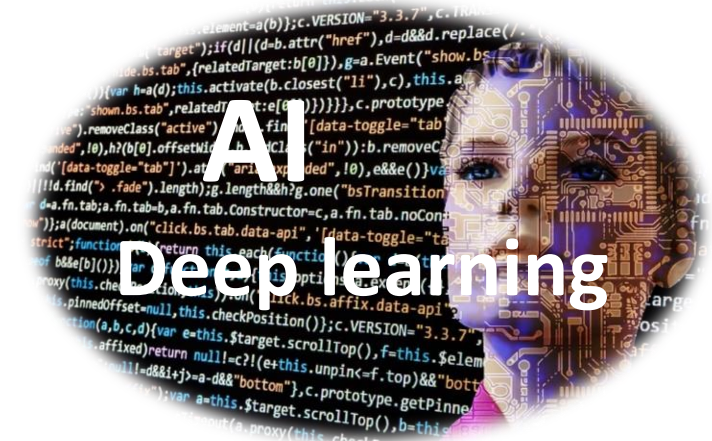
Google

facebook

Microsoft



Quantum  
computing

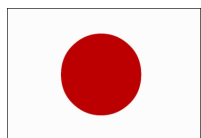


AI  
Deep learning

Innovation



# Successful cases of Japan-Canada collaboration



FUJITSU



UNIVERSITY OF  
TORONTO



Investigation of practical applications of AI in cancer treatment, etc.

TOYOTA TSUSHO



D:WAVE  
The Quantum Computing Company™



Development of high-speed data optimization

RENESAS



UNIVERSITY OF  
WATERLOO



Joint development of technology for autonomous vehicles



# Collaboration with innovative Japanese companies

# Japan: The most innovative country in the world

Top 100 Global Innovators 2017,  
Thomson Reuters

Number of Japanese  
companies:

1<sup>st</sup> in the world

39



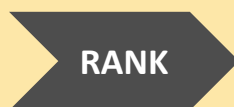
Manufacturing and  
Medical sector

(8 companies out of the top 14)



Automotive  
Sector

(6 companies out of the top 7)



1<sup>st</sup>



Chemical and Cosmetics  
sector

(7 companies out of the top 12)

Source: "Top 100 Global Innovators 2017", Thomson Reuters

# Canadian IT companies × Japanese industries

Canadian  
IT  
Companies



Medicine



Agriculture



Finance

# Towards Asia through Japan

# RCEP

REGIONAL  
COMPREHENSIVE  
ECONOMIC  
PARTNERSHIP

ASEAN 10 countries

ASEAN 10 countries, China, Korea, India,  
Australia, New Zealand, Japan



## Canadian companies in Japan

# Canadian companies in Japan

**BlackBerry**



**DENSO**  
Crafting the Core



Photo from blackberry website  
"DENSO and BlackBerry Driving the Future of Digital cockpits"

Joint  
development of  
in-vehicle  
navigation  
systems



Photo from JETRO's success story

**loop**



System development  
company in Kyoto

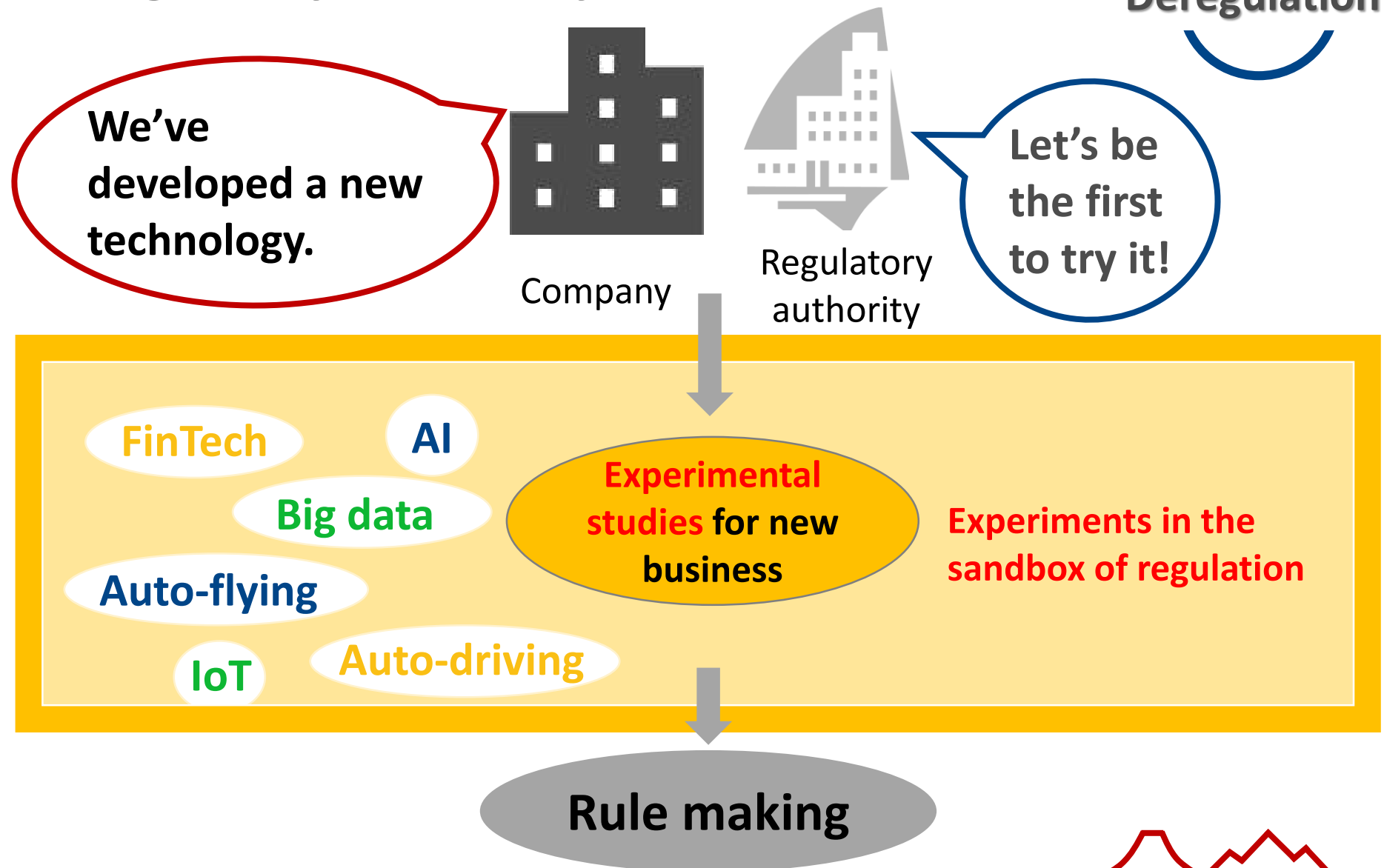
Converting user information  
and travel data into big data  
through an electric scooter  
sharing service





## Support by Japanese government

## Regulatory sandbox system



# IoT Acceleration Lab



Financial  
support

Regulatory  
support

Business-  
matching  
support



**Innovation**

Scope

Manufacturing

Mobility

Medical  
health

Public infra.  
construction

Energy

Finance

Smart  
houses

Agri  
culture

Logis  
tics

Administ  
ration

Industrial  
safety

Educational  
services

Tourism

# “Japanese Green Card for Highly Skilled Foreign Professionals”

Talent

## ▶ Example of point calculation

In case of Engineer  
(33-years old)



34 years old or younger	10
Annual salary 6 million yen	20
Master's degree	20
Job experience of 3 years	5
Patented invention	15
Graduated from a top-tier university	10
<b>Total</b>	<b>80</b>

**Before**

Required period of residence to apply for permanent residence

Required points  
**70 or more**



**Now**

Required points  
**70 or more**



Required points  
**80 or more**



Permanent resident status can be acquired in as short as a year.



## JETRO's services

## JETRO's activities and services

**17,000**

Projects supported  
(FY2003-2017)

**1,700**

Cases of successful  
investment by foreign  
companies with our  
support

**33%**

Projects from  
North America

**15 yrs.**

History of supporting foreign  
companies' investment in  
Japan

**70+**

JETRO overseas offices

**200+**

JETRO staff members  
supporting your business in  
Japan

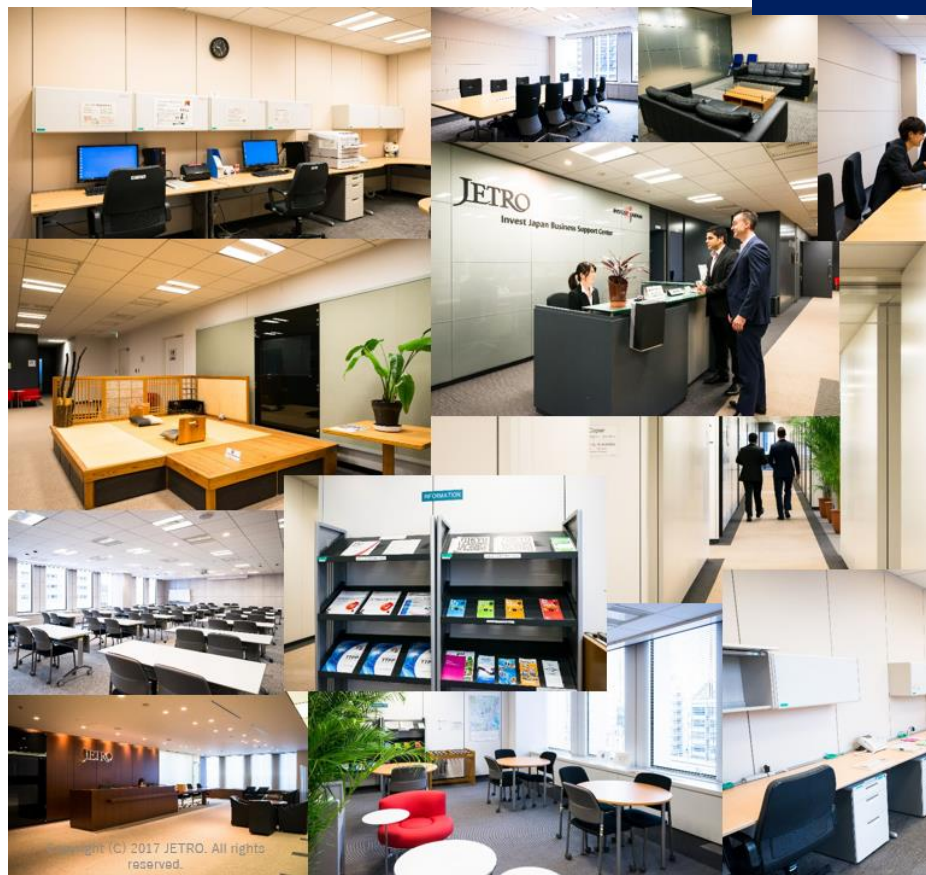
# Invest Japan Business Support Center (IBSC)

Facilitation

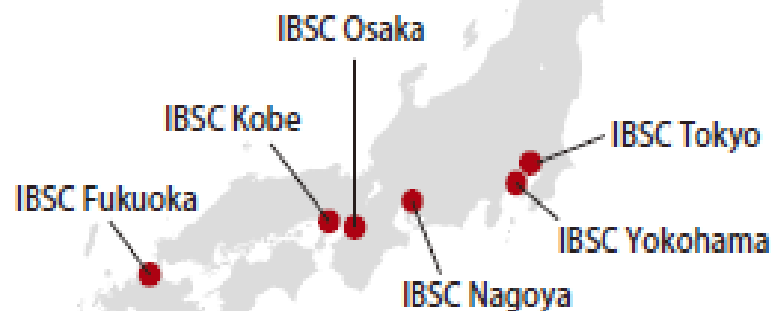
Free temporary office space

Free consultation services

Consultation



## IBSC in 6 cities







**Talk to JETRO First!**