

JETRO's Invitational Program to Osaka, Japan
Business matching with SME companies in kitchenware and tableware

JETRO will invite buyers to Japan for participating in our business matching program in Osaka. The main purpose of the program is to support small-and-medium-sized Japanese companies to export their tableware, kitchenware to overseas market.

Japan has a long history of traditional craft making, and its roots are found in much of Japanese design today. Using the same age-old techniques and local materials, such as Japanese bamboo and Urushi lacquer, craft makers are producing items that combine traditional crafts with the flair and appeal of modern design. And many of these items are becoming increasingly popular outside of Japan. The face of Japanese design will continue to evolve, but deep-rooted traditions and a commitment to precision and quality will always be its recognizable elements.

Japan is not only famous for its traditional craft making techniques but also for its creativity. This creativity is of course utilized in kitchenware. Unique and nifty kitchenware makes life easier in the kitchen and relieves us from small annoying things. In recent years, these items have attracted the attention of people coming from outside Japan.

If your company has an interest in buying Japanese products such as kitchenware, tableware, etc., JETRO invitation program will be a great opportunity for your business.

1. Official Program

Date: Nov 3th – 8th, 2014 (6 days in Japan)
Location: City of Osaka, Japan



● **Preliminary schedule**

Mon., Nov 3 th	Arrival in Japan
Tue., Nov 4 th	Company visits in Kansai region*.
Wed., Nov 5 th	Business Meetings in Osaka
Thu., Nov 6 th	Business Meetings in Osaka
Fri., Nov 7 th	Market Visit in Kansai Region.
Sat., Nov 8 th	Departure from Japan

* includes Prefecture of Osaka, Kyoto, Nara, Shiga, Wakayama etc.,

Business Meetings

- Invitees will be arranged to have business meetings around 30 Japanese companies.
- In the business meetings, each of the participating Japanese companies will have a table to display products samples, where they will meet with the invitees.
- Also JETRO will arrange company and market visits inside the Kansai region.



2. Target Product Categories

- 1) Kitchenware (Cooking Tools, Knives, Plastic Products, Cleaning tools, Towels, Kitchen Accessories)
- 2) Tableware (Glass, Ceramics, Wood Products, Lacquer Ware, Tin Products, Cast Iron Products, Cutlery, Table Lines)

Please review the attached sheets for details.

Preliminary list of Product for meetings in Osaka



3. Condition

JETRO will provide:

- ◆ A round-trip business class airline ticket via the most direct route between the closest airport to the participant's home and Japan (1 person per company)
- ◆ Program-related domestic transportation in Japan during the period of the program (1 person per company)
- ◆ Accommodation in Japan designated by JETRO during the period of the program (1 person per company)
- ◆ Interpreter during the business meetings and other programs if necessary

4. Qualifications/Requirements

1. Participant companies must meet the below:

- A) Interested in importing and purchasing products from Japanese manufactures (Experience of importing Japanese products in the past is preferable.)
- B) Participants understand the purpose of the program to aiming to support small-and-medium-sized Japanese companies to export their products to overseas market. Participants are required to take part in business meetings with these companies.
- C) Participants must be able to take part in the entire official program.
- D) Participant should be a person responsible for purchasing products for the company.

5. Screening

JETRO will screen applicants and select about 5 companies to participate. Results will be available in the middle of August 2014.