

# JETRO Buyer Invitation Program

## Business Matching Sessions in

### TIMM 2018

Join our Business Matchmaking Program at TIMM and meet potential partners with various Japanese titles!

#### TIMM overview



#### What is TIMM ?

One stop market place with listening, buying, and networking opportunities with access to Japanese Music.

Showcase live by upcoming artists (JPOP, JROCK etc.) will take place. It is a good opportunity to see the performance.

#### TIMM 2018 Schedule :

- Oct. 22 (Mon.) BizMatch/showcase live
- Oct. 23 (Tue.) BizMatch/showcase live
- Oct. 24 (Wed.) BizMatch/showcase live

#### Place:

BizMatch

Shibuya Excel Hotel Tokyu and  
Sunshine City Convention Center,  
IKEBUKURO

Showcase Live

TSUTAYA O-EAST

#### ■ Organized by:

Foundation for Promotion of Music Industry and Culture (PROMIC)

#### ■ Supported by:

The Ministry of Economy, Trade and Industry (METI)

#### ■ 2017 Event Results:

1,550 buyers from 47 Countries, with 7,800 Business Meetings

#### JETROs' support

#### ■ Key activities:

Business matchmaking sessions (**Prearranged**)

#### ■ Event Plan:

- Invited buyers : 10-12
- Japanese companies : 30 (expected)

#### ■ 2017 Event Results:

- Invited buyers : 13
- Japanese companies : 25
- Number of meetings : 180

#### ■ Invitee's Schedule:

- Oct.21 (Sun.) Arrive in Tokyo
- Oct. 22 (Mon.) BizMatch and Showcase Live
- Oct. 23 (Tue.) BizMatch and Showcase Live
- Oct. 24 (Wed.) BizMatch and Showcase Live
- Oct. 25 (Thu.) Leaving from Tokyo

## Invitation Guidelines

1. JETRO will select buyers from all countries / regions.
2. JETRO will publicly recruit Japanese sellers/agents, revealing names of invited buyers.
3. JETRO will arrange meetings based upon both sellers and buyers request.

### JETRO invite buyers who

- Has a strong desire to distribute/promote Japanese music contents/artists in overseas markets.
- Has authority to select and make procurement decisions.
- Has an established business in overseas music contents/artists markets.

### Travel Conditions:

- JETRO covers the following cost for 1 person per company: Airfare\*, transportation\*, accommodation\*, and 1 interpreter for meetings\* in Japan\*(if necessary).  
\*All fees are within JETRO rules.
- Additional participant(s) will be permitted, but the cost will be at his/her own expense.
- All invitees are asked to follow the prepared schedules and agenda (business meetings).

## Business Matching

- Each invited buyer will be given a dedicated table to conduct a series of business meetings.
- Recruitment will start after all invited buyers have been finalized. Japanese companies will apply for business matchmaking with a specific interest in your company.
- JETRO sends invitations to companies that may include TIMM exhibitors, JETRO activity past participants.
- All meetings are pre-arranged. Each meeting will run for 30-45 minutes (tentative).
- Language: English (An interpreter will be arranged per company.)
- The list of participating Japanese companies will be finalized by the beginning of October.
- Buyers can also meet with TIMM exhibitors.

## Required Information for Application

During the nomination process of JETRO's invitation program, a candidate will be asked to provide some information (See the application form).

## Time Line

Early August	Middle August	Late September	Early October
Buyers Determined	Japanese Companies Recruited	Japanese companies selected, business matchmaking schedule made	Meeting schedule finalized