

Seminar Series

Japan IoT Market Seminar:

Growth Opportunities for Canadian Technology in the Japanese Connected Space

Organized by **JETRO**

Japan External Trade Organization

Business Insider predicts the number of connected devices will explode from 10 billion in 2015 up to 34 billion by 2020, with nearly \$6 trillion being spent on IoT solutions within those five years. Cisco expects the IoT market will be approximately \$14.4 trillion by the year 2022.

In Japan, the IoT market is expanding annually at about 17% and is expected to reach US\$126 billion by 2020. Many Japanese companies, from device and sensor manufacturers to network and cloud facilitators, are developing products and solutions for the IoT market.

Japan and Canada are two of the global leaders that will contribute to the continued drive of this movement towards growing connectivity, both with regards to being early adopters as well as innovators of the technology.

This seminar on the IoT market in Japan is designed to highlight the opportunities for Canadian IoT companies in Japan and the opportunities to work with Japanese partners to develop IoT solutions for global markets.

FEATURED SPEAKERS

NTT DOCOMO

Mr. Yusuke Hirayama, Senior Vice President of NTT DOCOMO USA, Inc., will give the keynote address on NTT DOCOMO's partnership opportunities with foreign companies. With 26 years of experience in various positions at NTT DOCOMO, Mr. Hirayama's present role is to find innovative services and technologies in North America as well as to create new business opportunities in the North American market.

Tokyo Metropolitan Government

Ms. Tomoe Otsuka is the Director for National Strategic Special Zone Coordination at the Tokyo Metropolitan Government. Prior to that she had several positions related to the 2020 Tokyo Olympics bid and organization. Ms. Otsuka will talk about the National Strategic Special Zone, which has been designated by the national government to boost the international competitiveness of industry and promote the creation of centers of international economic activities by giving priority to advancing structural reform of the economic system.

Japan External Trade Organization (JETRO)

Mr. Eisuke Tsuyuzaki is an Advisor at JETRO San Francisco and former Chief Technology Officer and VP Corporate Development for Panasonic North America. He also held positions at Sony Corporation and Sony Pictures and has educational background in both Japan and the United States. Mr. Tsuyuzaki will give an overview of Japan's IoT Market and explain about the opportunities for foreign companies.

Canada-Japan Case Study

- **Toronto:** Skynet – a Mississauga-based global leader in real-time cloud information systems with a number of Japanese partners including Renesas, BellChild, Nissin Systems, Takebishi and TOA Musendenki.

- **Montreal:** Speaker to be confirmed.

Toronto: Tuesday, October 11, 2016 (1:30 ~ 4:30 pm) @ Hilton Hotel, Toronto

Montreal: Friday, October 14, 2016 (11:30 am ~ 3:00 pm) @ CEIM, Montreal

To register: inquiry@jetro.go.jp / 416-861-0000

*There is no charge to attend these seminars, but space is limited so please register in advance.
Please see page 2 or JETRO Canada website for locations and agendas.*

www.jetro.go.jp/canada/events/iotseminarseries.html

Toronto Seminar

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Date: Tuesday, October 11, 2016

Venue: Hilton Hotel (Carmichael-Jackson Room), 145 Richmond St. W., Toronto, ON, M5H 2L2

Agenda

- 1:00 ~ 1:30 pm: **Registration & Networking**
- 1:30 ~ 1:35 pm: **Welcome Remarks**
Kazuo Nakamura, Executive Director, JETRO Toronto
- 1:35 ~ 1:40 pm: **Opening Remarks**
by Supporting Organization
- 1:40 ~ 2:20 pm: **KEYNOTE: NTT DOCOMO Presents IoT Business and Partnership Opportunities in Japan for North American IoT Companies**
Mr. Yusuke Hirayama, Senior Vice President, NTT DOCOMO USA
- 2:20 ~ 3:00 pm: **Japan's IoT Market and Corporate Growth Opportunities for Foreign Companies**
Mr. Eisuke Tsuyuzaki, Advisor, JETRO San Francisco
- 3:00 ~ 3:10 pm: Break
- 3:10 ~ 3:50 pm: **Tokyo's Business Environment as a National Strategic Zone for Foreign Companies**
Ms. Tomoe Otsuka, Director, Office of Governor for Policy Planning, Tokyo Metropolitan Government
- 3:50 ~ 4:10 pm: **Canada-Japan Case Study: Skkynet Cloud Systems Inc.**
Paul Thomas, President, Secretary and Director
- 4:10 ~ 4:20 pm: **JETRO Services & Programmes**
by JETRO Toronto
- 4:20 ~ 4:30 pm: **Closing Remarks**
by Supporting Organization
- 4:30 ~ 5:00 pm: **Close & Networking**

Supporting Organizations:



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