

JETRO Invitation Program



JIMTOF 2016

28th Japan International Machine Tool Fair

November 17 (Thu)-22 (Tue), 2016



Japan External Trade Organization (JETRO)



“JETRO Invitation Program”



JIMTOF 2016

(28th Japan International Machine Tool Fair)

On the occasion of JIMTOF 2016, one of the world's largest trade fair of machine tools and peripherals, Japan External Trade Organization (JETRO) will organize the B to B business matching event between Japanese small and medium manufactures and international buyers.

Both of (1) users, and (2) agents and distributors of machine tools and peripherals who are seeking new Japanese suppliers; are welcomed to participate our program consists of the visit of JIMTOF and attending the business meetings arranged by JETRO. The details of this program are outlined below.

----- Outline of the JIMTOF and JETRO's invitation program -----

1. JIMTOF 2016

Japan International Machine Tool Fair (JIMTOF) is known as the top trade fair of machine tools in Asia. Buyers from all over the world visit the fair to find state of the art and high performance machine tools and peripherals first introduced on this event. The attendance of overseas visitors in last fair (JIMTOF 2014) was 10,527 from 79 countries.

<Event Summary>

Name	28th Japan International Machine Tool Fair / JIMTOF 2016
Date	November 17 – November 22, 2016
Venue	Tokyo Big Sight
Organizers	Japan Machine tool builders' Association / Tokyo Big Sight Inc.
Website	http://www.jimtof.org
Expected Visitors	150,000
Exhibition Scale	Around 900 exhibitors



Tokyo Big Sight



JIMTOF 2014

2. Invitation Program

JETRO will receive 3 groups of international buyers and arrange business meetings with Japanese small and medium companies. While staying in Tokyo, participants of 3 groups are requested to spend 2 days for meetings and 1 day for visiting exhibitors in JIMTOF 2016.

Date	<Group A> November 16-20 (5 Days) <Group B> November 19- 23 (5 Days) <Group C> November 13-19 (7 Days) *Invitee can choose either he/she join the group A, B, or C *Group C includes the visit of Kagawa prefecture (Please see ANNEX for the detail.)
Venue	Tokyo Big Sight (Tokyo, JAPAN)
Organizer	Japan External Trade Organization (JETRO)
Number of inviting companies	11-13
Target Invitees	<ul style="list-style-type: none"> - Corporate decision makers of distributors or agents of machine tools, machine accessories, measuring machines, controller and related items.. etc. - Middle and senior management who are seeking new business collaborations and developing new technologies with Japanese leading SMEs.

3. Schedule (The schedule for arriving and departing Japan is subject to change as necessary.)

Group A (Tokyo) November 16-20 (5 Days)

Nov. 16 (Wed)	Arrive in Tokyo
Nov. 17 (Thu)	B to B meetings at JIMTOF
Nov. 18 (Fri)	
Nov. 19 (Sat)	AM: B to B meetings at JIMTOF PM: Visit of JIMTOF
Nov. 20 (Sun)	Depart from Japan

- (1) On the day of the arrival, JETRO's assigned travel agents will welcome program participants at the airport in Tokyo area (Haneda or Narita), and take them to the hotel.
- (2) On the day 2 and 3, program participants will conduct the business meetings with Japanese SMEs at the JETRO's meeting space, or at the stand of the exhibitor. Meetings are pre-arranged by JETRO based upon the request of program participants and Japanese companies.
- (3) On the day 4, program participants will have pre-arranged meetings in the morning, and he/she will have the free visit of JIMTOF 2016 with JETRO's interpreter.
- (4) On the day 5, the program participants will (a) leave for the airport, or (b) stay extra days to conduct his/her own business.

Group B (Tokyo) November 20- 22 (5 Days)

Nov. 19 (Sat)	Arrive in Tokyo (Visit of JIMTOF)
Nov. 20 (Sun)	AM: Visit of JIMTOF PM: B to B meetings at JIMTOF
Nov. 21 (Mon)	B to B meetings at JIMTOF
Nov. 22 (Tue)	
Nov. 23 (Wed)	Depart from Japan

- (1) The candidate invitee of this group is the one who spend some days before he/she participate JETRO's invitation program. So we expect the guest to come to the following on November 20.
Option A: 09:00 at the lobby of Hotel Sunroute Shinagawa Seaside
Option B: 10:00 at the JETRO stand in JIMTOF (East Hall 7)
- (2) In the afternoon of November 20, and coming 2 days, program participants will conduct the business meetings with Japanese SMEs at the JETRO's meeting space, or at the stand of the exhibitor. Meetings are pre-arranged by JETRO based upon the request of program participants and Japanese companies.
- (3) On the day 4, the program participants will (a) leave for the airport, or (b) stay extra days to conduct his/her own business.

Group C (Tokyo and Kawaga) November 13-19 (7 Days)

Nov. 13 (Sun)	Arrive in Tokyo
Nov. 14 (Mon)	AM: Arrive in Takamatsu, Kagawa PM: Meeting
Nov. 15 (Tue)	B to B meetings in Kagawa
Nov. 16 (Wed)	AM/PM: Meeting and company Visit in Kagawa Evening: Leave for Tokyo
Nov. 17 (Thu)	B to B meetings at JIMTOF
Nov. 18 (Fri)	
Nov. 19 (Sat)	AM: B to B meetings at JIMTOF PM: Depart from Japan

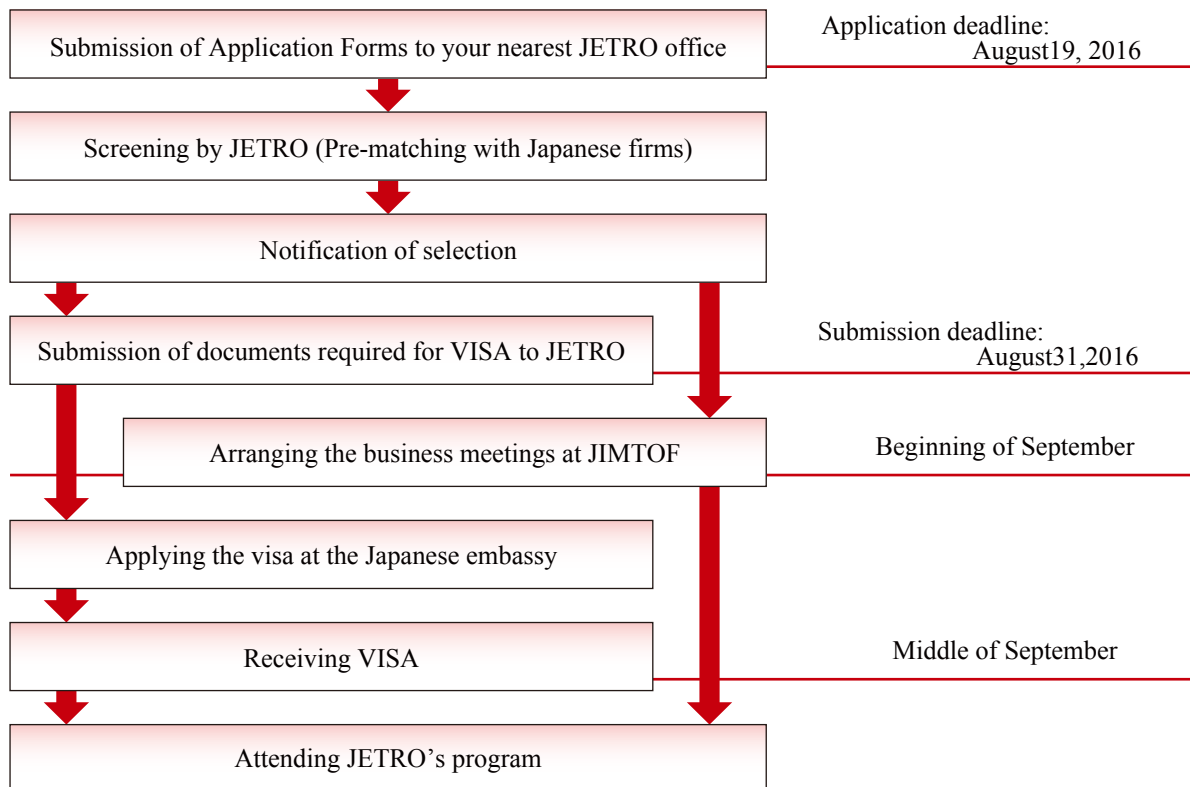
- (1) The program participants will visit Kagawa prefecture to meet local companies prior to his/her participation to our Invitation program in JIMTOF. Meetings are pre-arranged by JETRO based upon the request of program participants and Japanese companies.
- (2) After the visit of Kagawa, they will join the Group A participants.

4. Expenses to be covered by JETRO**Group A, B, C participants**

- (1) Transportation fees in Japan: Roundtrip bus fare between airport and hotel
- (2) Accommodation: Hotel accommodations with breakfast
- (3) Business Assistance: Exclusive interpreter for each participant
- (4) Registration fee for attending JIMTOF
- (5) Meeting Space: Exclusive business meeting space for participants of JETRO program

Group C participants only

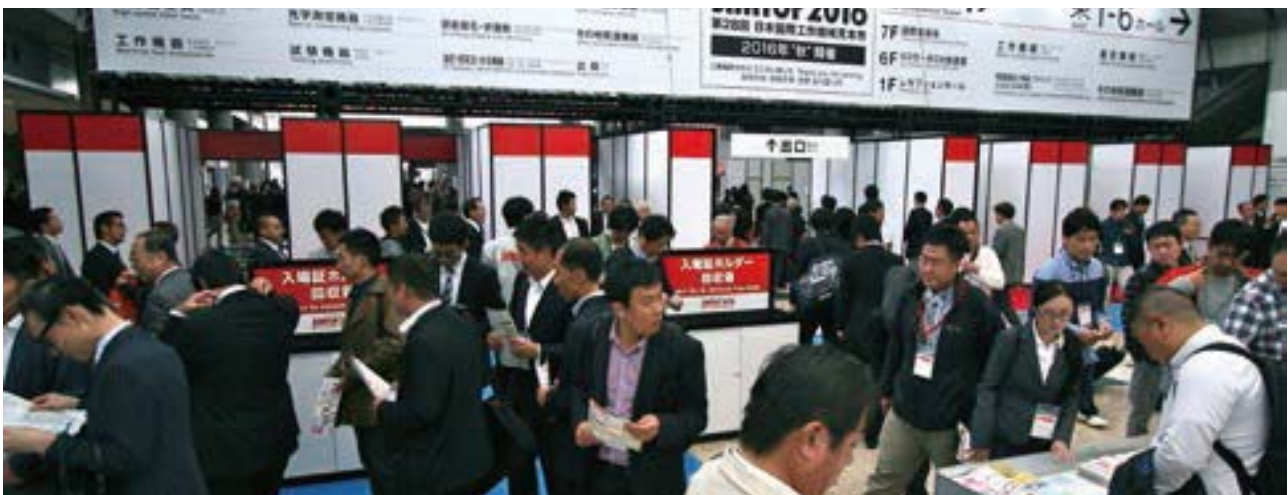
- (1) Round trip airfare from his/her country of residence to Tokyo
- (2) Round trip airfare from Tokyo to Kagawa

5. Procedures to apply the invitation program and Japanese visa**6. Inquiries**

For inquiries, please contact your nearest JETRO office (found from the website below) or JETRO headquarters in Tokyo.

<http://www.jetro.go.jp/en/jetro/worldwide/>

Exclusive meeting space and interpreter are provided to each program participants.



How to find potential suppliers in Japan

To find Japanese small and medium-sized enterprises (SMEs) *¹ you would like to have meetings with at JIMTOF 2016, the following websites can be used as a good reference.

1. Website of last exhibition (JIMTOF 2014, exhibitor search)

JIMTOF 2014

http://www.jimtof.org/2014/eng/exhi_search_cate.aspx

- 90% of the exhibitors at JIMTOF 2016 are the same as those of the last exhibition. Their names are available on the website.

2. Website of related industrial associations (in English)*²

- (1) Japan Machine Tool Builders Association
<http://www.jmtba.or.jp/english/members-directory/directory-of-products/>
- (2) Japan Solid Cutting Tool Association
<http://www.kouguko.com/> (Japanese language only)
- (3) Japan Cemented Carbide Tool Manufacturers Association
<http://www.jctma.jp/> (Japanese language only)
- (4) Japan Machine Accessory Association
http://www.jmaa.or.jp/english/kaiinmeibo_top.html
- (5) Japan Forming Machinery Association
<https://j-fma.or.jp/en>
- (6) Japan Grinding Wheel Association
<http://www.jgw-asn.com/en.htm>
- (7) Industrial Diamond Association of Japan
<http://userweb.alles.or.jp/idajapan/eindex.htm>
- (8) Japan Fluid Power Association
<http://www.jfpa.biz/en/>
- (9) Japan Gear Manufacturers Association
http://www.jgma.org/e_index

*1 Definition of SME: (1) paid in capital is 300 million yen or less OR (2) employees are 300 or fewer.

*2 Following associations only have websites available in Japanese; precision machine, solid cutting tool, cemented carbide tool, precision measuring instruments, optical measuring instruments, testing machinery

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