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会見

INTERVIEW

Japanese industrial group TICO acquired USTER

Headquartered in the city where its name comes from (Uster, Canton of Zurich), Uster Technologies is specialized in quality measurement and certification for the textile industry. It has been acquired by the Japanese group Toyota Industries Corporation ("TICO") in May 2012.

Dr. Geoffrey Scott, CEO of USTER, joined the company 13 years ago. "I have worked for high-tech measure and test instrumentation companies throughout my almost 40 year business career. During this time I have had frequent contact and relationships with Japanese companies, either as suppliers or as customers", Dr. Scott said.

Optimizing quality and costs of textile production

Uster Technologies supplies testing and monitoring instruments, systems and services that help to optimize quality and cost through each stage of textile production, from raw material – natural fiber or synthetic – to finished fabric.

While the textile production has shift from Europe to Asia, USTER remains among the leaders in quality measurement and certification processes.

Its success relies on its ability to invest and its reputation.



Geoffrey Scott,
CEO of Uster Technologies

USTER invests on average 10% to 12% of sales in innovation. Furthermore, according to Dr. Scott, "USTER specialists are acknowledged experts in their field providing unrivalled know-how, ability and ideas. We have a long established reputation as a reliable business partner, and as market leader, we offer a compelling value proposition to our customers".

Its net sales increased rapidly from CHF 130 million in 2010 to CHF 188 million in 2011. As explained by Geoffrey Scott, the world's textile manufacturing market is a cyclical one, and 2011 was the last peak in the cycle.

TICO supports the long-term development of USTER

Founded in 1926 and headquartered in Kariya City, in the re-

gion of Nagoya, TICO manufactures and sells textile machinery in the areas of spinning and weaving; it is the leading manufacturer of air jet weaving looms. TICO has its European Sales and Service office in the same city as USTER. "We have been neighbors since 2004", said Dr. Scott. It acquired 22% of USTER in 2009 and acquired a total of 99.4% of its shares in May 2012.

As an industrial investor, TICO has a long-term view and an understanding of USTER business environment. Moreover, "they also share other values which are important to USTER, including a strong belief in the power of innovation, customer focus, quality, and employee development to maintain a sustainable business. The strategic fit of our two businesses is excellent and there are opportunities for synergies in markets and technology sharing", argued Geoffrey Scott. What will be the changes in the management of USTER? "There will be no significant changes. TICO has stated that they intend to operate Uster Technologies as an independent subsidiary. They have seen how the current management has developed the business in the past 10 years and they want ensure further development and success in the future", he further said.

動向

SITUATION

Japan's current economic situation

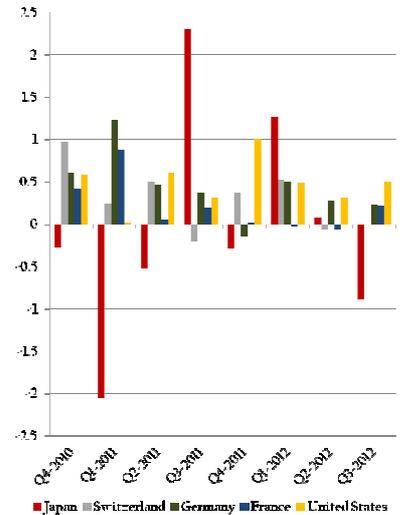
The Japanese economy has been weakening due to the slowdown of its exports, whereas the domestic economic situation is slightly improving.

Japan's GDP shrank 0.9% during the July-September period compared to the previous quarter (see graph).

This evolution results mainly from the decline of its exports. They were down 6.5% in October 2012 over the year. Exports to Asia declined 4.9% (-11.6% for China, -3.2% for South Korea); exports to Western Europe fell 23.5% (-46.2% for Switzerland). How-

ever, exports to North America rose 3.4%.

The domestic demand remains strong. The average of consumption expenditures per household was ¥299,821 in September, up 0.3% in nominal terms and up 0.6% in real terms from the previous year. Furthermore, the unemployment rate was 4.2% in September, down 0.7% from the previous year. 63.1% of University students who will graduate in March 2013 have already found a job on October 1, showing an increase by 3.2% from the previous year.



Growth rates of Gross Domestic Products (GDPs) compared to previous quarters, seasonally adjusted
OECD

政策

POLICY

Switzerland and Japan strengthens their scientific cooperation

Switzerland and Japan signed in 2007 an agreement on cooperation in science and technology. The joint committee, which gathered in November 2012 in Tokyo, underlined the successful cooperation during the period 2008-2012 and decided to further strengthen

the cooperation. As a result of this collaboration, Japan is now the main Asian partner of Switzerland for academic researchers.

Switzerland invested about CHF 2.3 million to sponsor 15 research projects.

Moreover, the Japan Science and

Technology (JST) will collaborate with the Federal Institute of Technology of Zurich (ETHZ) in the course of the coming three years. The Swiss National Science Foundation will also enhance its collaboration with the Japan Society for the Promotion of Science.

政策

POLICY

Switzerland revised its regulation on imports of foodstuffs

Following the accident of Fukushima, the European Commission and Switzerland adopted regulations on import of feed and food from Japan. As the European Commission recently revised its regulation (EU regulation No. 996/2012), Switzerland also revised its ordinance on November 20, 2012.

Existing requirements of sampling and analysis before exports for all feed and food originating from Fukushima prefecture are main-

tained.

However, the sampling and analysis of some prefectures (Gunma, Ibaraki, Tochigi, Miyagi, Saitama, Tokyo, Iwate, Chiba and Kanagawa) are now limited to a list of specific products: mushrooms, tea, fishery products, certain edible wild plants, certain vegetables, certain fruits, rice and soybeans.

With regard to other prefectures, physical checks and identity checks, including laboratory analy-

sis on the presence of caesium-134 and caesium-137, will be reduced to a minimum of 5 % of the consignments (instead of 10%).

In addition to the already exempted alcoholic beverages (sake, whiskey and shochu), certain other alcoholic beverages have been excluded from the scope of the regulation.

See ordinance on the Website of the Federal Office: <http://www.admin.ch/ch/d/sr/8/817.026.2.de.pdf>

Partnership agreement between Geneva and Tsu-City



A partnership agreement has been signed on November 21, 2012 by the President of Geneva's Canton Government, Pierre-François Unger, and Yasuyuki Maeba, Mayor of Tsu-City (Mie prefecture).

It will enhance the industrial cooperation between the Geneva's Office for the Promotion of Industries and Technologies (OPI) and Tsu-City, especially in the fields of

Pierre-François Unger, President of Geneva's Canton Government and Yasuyuki Maeba, Mayor of Tsu-City

cleantech and mechatronics engineering.

In addition, an agreement has been signed between the Geneva-based SRB Energy and a cluster of five companies from Tsu-City "Cluster Industriel Renaissance 5". Based on this agreement, SRB Energy will put on Japanese market its thermal solar energy. It will export heating devices to remove snow from roofs and air-conditioner systems for clean-rooms.

政策

POLICY

Successful seminar on Japanese innovations



40 participants at innovation seminar

About 40 participants attended a seminar on innovation organized by JETRO, in collaboration with the Federal Institute of Technology of Lausanne (EPFL), Vaud's Chamber of Commerce and Industry (CVCI), Economic Development Office of Vaud's Canton, Japan's Consulate in Geneva and Japan Club of Geneva. Entitled "Japanese Corporate R&D Seminar - Japanese Innovation Culture", it took place on November 22, 2012 at EPFL Campus, in Lausanne.

The participants were welcomed by the speeches of Manabu Eto, Director General of JETRO Ge-



Robert Fuchs, JTEKT France R&D Centre

neva, Julien Guex, Deputy Director of the CVCI, and H.E. Takashi Okada, Ambassador, Japanese Consulate in Geneva.

Jean-Frédéric Berthoud, Director of the Economic Development Office of Vaud's Canton, introduced the economic mission of Canton of Vaud in Japan, which took place from September 10 to 14. He also thanked JETRO for its help to identify local companies and consultants, and the Swiss business hub of OSEC in Tokyo.

Some representatives of Japanese firms outlined their R&D strategies. Shinji Okuda, Sunstar SA,



Networking aperitif

mentioned the recent developments of the firm: the innovative Pedelec i-Bike S03+ and the health vegetable beverage "kenko-Dojo". Kohtaro Isooh, Sumitomo Chemical Europe, outlined the challenges in the field of chemicals. Robert Fuchs, JTEKT France R&D Centre, pointed out the developments related to steering, bearing, driveline and machine tool technologies.

In addition, another workshop was organized by the EPFL in the morning of November 22, to introduce to Japanese firms the activities of EPFL professors.

活動

ACTIVITY

革新
INNOVATION

Nissan released updated Leaf

Nissan released on Japanese market a new version of its electric car Leaf. It will be assembled next year in its factory in Sunderland (United Kingdom) and be soon put on European markets (no release date is available yet).

The initial version has been released two years ago and over 43,000 units have been sold worldwide so far.

Available in three trims, the updated version of Nissan's Leaf features some improvements.

Its weight is 80 kg less than initial version.

It also has a range capacity of 228 km per charge, instead of 200 km, showing an increase by 14% of its autonomy.

It features a heat pump that consumes less energy than initial version.

As its power charger is smaller, it provides a trunk of 370 liters, in-



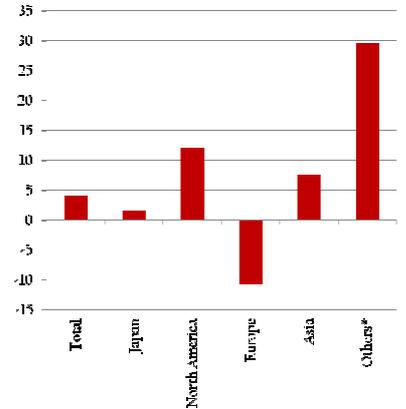
Nissan's Leaf at 2012 Geneva Motor Show

stead of 330 liters.

This car will also use 40% less of dysprosium –one of the rare earth elements needed for its production.

Increase of net revenues by 4.1%

On November 6, 2012, Nissan announced an increase over the year by 4.1% of its net revenues during the first half of FY2012 (April-



Consolidated financial information about net sales in April-September 2012
*: Oceania, Middle-East, Middle and South America, excluding Mexico and South Africa

September 2012) to ¥ 4,547 billion (approximately CHF 51 billion). Moreover, it sold a total of 2,476,000 vehicles during the first half, up 7.4% year-on-year. According to Nissan's press release, "these results were achieved against a backdrop of unfavorable currency movements, deteriorating market conditions in Europe and signs of slowing growth in China".

JETRO is a government-related organization that works to promote mutual trade and investment between Japan and the rest of the world. Originally established in 1958 to promote Japanese exports abroad, JETRO's core focus in the 21st century has shifted toward promoting foreign direct investment into Japan and helping small to medium size Japanese firms maximize their global export potential.

The JETRO Switzerland Newsletter can also be viewed and/or downloaded online:
<http://www.jetro.go.jp/switzerland/newsletter>



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