



V Foreign Investment for Revitalization of Local Economy

– Attract Foreign-affiliated Companies Taking Advantage of Regional Characteristics

Today, the location for foreign-affiliated companies' business base is not limited to Tokyo. For the manufacturing industry, there are a significant number of investments in automotive field in Japan's local regions. UL (US safety consulting and certification company) established a testing laboratory for the auto industry in Aichi. BorgWarner (US supplier of automotive high-tech electric parts)'s additional investment plan for its factory in Mie Prefecture, and Gestamp (Spanish provider of automobile hot-stamped components)'s expansion plan for Mie have become notable. Meanwhile, for the non-manufacturing industry, the number of foreign investment is increasing, mainly in the tourism field. In 2016, foreign airlines started service to local airports, e.g. Finnair of Finland started a flight between Fukuoka and Helsinki, only during summer, and Scoot of Singapore started a flight between New Chitose, Hokkaido and Singapore. Also, a number of US luxury hotels announced their plans to open hotels in local regions.

In the Survey of Trends in Business Activities of Foreign Affiliates conducted by Ministry of Economy, Trade and Industry (METI) in 2016, among 3,410 respondent companies, 67.3% (2,296 companies) were in Tokyo, followed by Kanagawa (336 companies), Osaka (177 companies), Hyogo (95 companies) and Aichi (73 companies) (Chart 5-1). Yokohama City and Kobe City, both of which have been developed as international cities because of their

major ports, are well-known as a place where many foreign-affiliated companies are located. In a survey of foreign-affiliated companies conducted by JETRO, 66% of potential locations where companies consider for secondary investment were prefectures other than Tokyo (Chapter 4). This implies that foreign-affiliated companies are eyeing toward Japan's local regions.

Attracting foreign-affiliated companies to Japan's local regions leads to contribution to regional revitalization, through creating jobs and introducing cutting-edge technologies and innovative business management know-how. In this regard, JETRO works on activities collaborating with local governments that are active in attracting foreign-affiliated companies such as training programs on the attraction of foreign investment for local governments and advising on their strategy planning for this purpose (Chapter 6). Local governments work closely with JETRO, as well as start making full-fledged efforts to attract foreign/foreign-affiliated companies, as a measure for regional economic revitalization. They aim to vitalize the region by accepting foreign investment generously based on the characteristics, industries, location and challenges of each region. This chapter introduces some of their unique efforts to attract foreign investment and examples of foreign-affiliated companies that have established presence in the region.

Chart 5-1 Top 10 prefectures where foreign-affiliated companies are based

Rank	Prefecture	No. of manufacturing companies	No. of non-manufacturing companies	Total no. of companies	Ratio
1	Tokyo	256	2,040	2,296	67.3%
2	Kanagawa	102	234	336	9.9%
3	Osaka	33	144	177	5.2%
4	Hyogo	31	64	95	2.8%
5	Aichi	22	51	73	2.1%
6	Saitama	31	38	69	2.0%
7	Chiba	15	49	64	1.9%
8	Fukuoka	5	25	30	0.9%
9	Shizuoka	19	7	26	0.8%
10	Kyoto	6	14	20	0.6%
	Others	109	115	224	6.6%
	Total	629	2,781	3,410	100.0%

[Source] "50th Survey of Trends in Business Activities of Foreign Affiliates (2016)" (Ministry of Economy, Trade and Industry)

1. Fukushima Prefecture: aiming to develop industrial cluster of medical equipment and expand business of local enterprises

Fukushima Prefecture is located about 200 km north of Tokyo, which takes about only one and a half hours by bullet train. After the earthquake disaster in March 2011, Fukushima has been making full efforts toward reconstruction. It is one of the leading areas where Japan's medical device industries accumulate. It ranks first both in annual contract manufacturing output of medical devices (47.1 billion yen in 2015) and annual output of medical equipment parts (17.7 billion yen in 2014) in Japan. In the prefecture, Olympus (Japan), the world's top endoscope company, has its manufacturing and R&D sites, and Johnson & Johnson (US), Becton, Dickinson and Company (US) and Novo Nordisk Pharma (Denmark) have their respective production sites.

The prefecture started its active efforts for realizing industrial cluster about 10 years ago. It has been encouraging local parts suppliers to enter the medical device market. After the earthquake, the prefecture enhanced its R&D subsidy using the subsidy of the central government, and also worked on supporting overseas expansion by local companies in the prefecture, and on attracting foreign-affiliated companies.

Since 2011, Fukushima has made effort in networking with Germany which has a strong medical device industry to contribute to reconstruction. In November 2011, the prefecture set up a Fukushima booth in MEDICA/COMPAMED which is a medical device show in Germany in cooperation with JETRO. Subsequent exchange activities include reciprocal visits by the Minister of Economy of the State of North Rhine-Westphalia (NRW) and the Fukushima Governor and Deputy Governor and invitation of NRW companies to the prefecture's trade show. In September 2014, the two governments signed a memorandum on strengthening their partnership in commercialization and sales expansion of medical devices. Furthermore, the prefecture started an investment support subsidy program in FY2015 to promote setting up business base by foreign-affiliated companies. The prefecture's officer expects that "the launch of business by foreign companies in the prefecture will stimulate local suppliers and create business opportunities for them." In August 2017 the prefecture renewed the memorandum with NRW and will attend MEDICA/COMPAMED, in November for the seventh time. In the show, the prefecture will demonstrate the technological capabilities of its suppliers, identify candidate companies for attraction and encourage their expansion into the prefecture.

The "Subsidy for Investment Support Project for Foreign Corporations Entering into Fukushima Prefecture for Business" supports foreign companies' establishment of their first business site in the prefecture. It covers three fields designated by the prefecture as pillars for reconstruction: (1) healthcare (2) renewable energy and (3) robotics. If a company establishes a facility for manufacturing, R&D, marketing or study in Fukushima, the prefecture will subsidize 3/4 of rent expenses, fuel and light expenses, expenses required

for registration of corporation, personnel expenses, consultant commissioning fees and other expenses deemed necessary up to 28 million yen per company/year (up to 10 million yen in FY2017). To date, the following four companies have used the subsidy: AT-OS Japan (Italy, Development of bedpan washer, etc.), Japan Microware Precision (Taiwan, Development of fixation implant system), OWS Japan (Belgium, Production and sales of gas plants based on fermentation of biomass) and Very Lucky Japan (Hong Kong, Development of Japanese model of a communication robot for household use).

A Case Example of Fukushima: AT-OS Japan

AT-OS (Italy) entered Koriyama City, using the Fukushima Prefecture's investment support subsidy program. With its head office in Verona, the company is a family business with about 40 employees. It manufactures bedpan washers (washing machines for waste containers attached to medical treatment beds) and surgical instrument washers. Originally, the company exported the washers from Italy and sold them in Japan. However, as the machine became popular, the price competition occurred. Thus, in 2016, AT-OS Japan was established as a joint venture with a Japanese partner company. It aims to develop and manufacture bedpan washers in Japan which are suitable for Japanese hospitals by combining Italian design and high quality of "Made in Japan." In the future, it plans to export the washers from Japan to the Asia emerging markets. AT-OS chose Fukushima Prefecture for its entry because: (1) its partner company has a business base in Koriyama (2) there is a cluster of parts suppliers and (3) a wide range of investment support subsidy programs are prepared for foreign companies.

Currently, AT-OS is making a prototype in cooperation with the partner company in Fukushima. The company is utilizing the subsidy for a broad range of expenditures including company registration, office rent and market research. It plans to accomplish the prototype, and evaluate it at Fukushima Medical Device Development Support Centre operated by the prefecture. After making improvements and preparing for commercialization, it will start production in Fukushima.



[Photo] Bedpan washer (Courtesy of AT-OS)

2. Greater Nagoya Initiative (GNI): Industry - government - academia initiative to attract foreign investment into the Greater Nagoya region, a leading manufacturing center of Japan

In the Greater Nagoya region, there are world's leading automakers such as Toyota and Honda (Suzuka factory) and a deep layer of related suppliers. With the development center of Mitsubishi Regional Jet (MRJ), the manufacturer of the first regional passenger aircraft made in Japan, the aerospace industry is expected to expand. The Greater Nagoya Initiative Center works to attract FDI to the region. It was established in February 2006 and it consists of local governments around 100 km from Nagoya (e.g., Aichi and Mie Prefectures, Nagoya City), state organs (Chubu Bureau of Economy, Trade and Industry, and JETRO Nagoya), industry players (e.g., Central Japan Economic Federation, Nagoya Chamber of Commerce & Industry and local banks) and universities and research institutes. It aims to attract foreign capital, technologies and management know-how and excellent talents to strengthen the global competitiveness of the region.

Major target industries of the GNI are those in which the region has its strength, i.e., automobile, aerospace and precision machinery. However, enterprises contributing to globalization and economy revitalization of the region are all welcome regardless of the industry.

The major activities of GNI are: (1) subsidizing expenses for location and commencement of operations by foreign companies (up to 200-500 thousand yen depending on the size of investment) (2) overseas promotion activities and (3) support for settlement of foreign-affiliated companies. In FY2016, six companies including Fronius (Austria, imports/exports, manufacture and sales of electronic products for solar energy battery charging systems) and GRM Consulting (UK, engineering consulting) used the subsidy and made inroads in this region. As promotion activities, GNI brings companies from the Greater Nagoya region to visit Paris and London at the time of international air shows and holds GNI Seminars with JETRO. Presentations were made by Mitsubishi Aircraft and TAMAGAWA Seiki in 2016 and by Yamaichi Special Steel which established a JV with a French company in 2017 and the technological capability in Greater Nagoya was highlighted. Networking events with local companies are held after the seminars. As support for settlement of foreign-affiliated companies in the region, the GNI members visit the companies and provide consultation periodically and also assist in finding Japanese business partners. Through the council's activities, 129 foreign-affiliated companies have entered the Greater Nagoya region by the end of FY2016.

As exemplified by Toyota's selection of the industrial network standard developed by Beckhoff Automation (Germany) for its factories, the manufacturing industry of the Greater Nagoya region is a large market for foreign-affiliated companies. Furthermore, membership wholesale marketer Costco (US), LEGOLAND (UK) and other entries targeting the consumer market in Greater Nagoya also have momentum.

A Case Example of GNI: UL Japan

In June 2017, UL Japan, a subsidiary of the global independent safety science company UL (US), opened an Automotive Technology Center (ATC) in Miyoshi City, Aichi. UL has more than 170 bases in 44 countries in the world. It expanded its business into Japan in 2003. It has head offices in Ise, Mie Prefecture and Tokyo, and laboratories in Mie, Chiba (Katori City) and Kanagawa (Hiratsuka City). Taking advantage of its global network, it provides conformity assessment service for S mark, the safety/EMC (electromagnetic compatibility) certification based on the Electrical Appliances and Materials Safety Act of Japan, the CE mark of Europe and certification marks necessary for products for the Chinese market as well as the UL mark and FCC of North America.

ATC is the first laboratory of UL Japan dedicated to the automobile industry. The laboratory carries out EMC tests of onboard electronic appliances and tests concerning electricity, radio, the environment and their interoperability with smartphones. With a total floor area of 1,900m², the laboratory is equipped with a high-voltage power supply necessary for testing of large-current equipment and has introduced cutting-edge equipment. When automobiles are exported, on-board electronic devices also have to meet the safety standard of the destination country. Not only automakers but also parts and module apparatus makers need testing and certification to meet the requirements. EMC/radio testing for the automobile-related field had been carried out in laboratories in Kanagawa and Mie, but they could not respond to increased demand. The company expects further increasing needs for sophisticated and complicated testing of on-board equipment with the progress of technology development including automatic driving, connected car and inter-vehicle/road-vehicle communication.

The decisive factors for setting up a base in Miyoshi City are: (1) the cluster of automobile industry located between Toyota and Nagoya cities (2) short distance to customers and (3) expectation for acquiring highly talented human resources.

The company explains, "ATC was a big investment for UL. It is the symbol of our determination to settle in Greater Nagoya and make a contribution to Japanese customers."



[Photo] Automotive Technology Center (Courtesy of UL Japan)



3. Shirahama Town, Wakayama Prefecture: one hour from Tokyo by plane, succeeded in attracting foreign investment with the concept of “teleworking on the beach”

Shirahama Town of Wakayama Prefecture is famous for the white sand beach. In October 2015, a US leading IT company's expansion to this resort got into the news. Wakayama Prefecture and Shirahama Town, obtaining the information that the company was looking for a location for its satellite office, worked together to attract the company. At the time of inspection, the town, beyond introduction of candidate properties, showed tourist attractions in the town and popular local stores to demonstrate rich nature and an excellent living environment. The town continues to provide support for the company after succeeding in attraction.

Since 2014, Shirahama Town is working to attract teleworking bases with a focus on IT companies. Advantages of the town are: (1) a disaster-resilient wireless mesh network that was developed by the National Institute of Information and Communications Technology (NICT) and introduced as a demonstration experiment that is available not only during disaster but also in peacetime (2) good access to Tokyo with three flights a day between Haneda and Nanki-Shirahama Airport (one hour), and a five-minute drive from Nanki-Shirahama to the town and (3) generous financial incentives from Wakayama Prefecture, which include subsidies to cover half of the fees for communication lines and office rent and a half airfare between Haneda and Nanki-Shirahama for companies setting up a new office by employing more than three local people.

As a result of dedicated investment attraction activities, “Shirahama Town IT Business Office,” which is owned by the town and located on a hill overlooking the sea, is currently fully occupied by 10 IT companies. In recognition of the success and promotion of exchange between the companies and the local community, Shirahama Town received a commendation from the Minister for Internal Affairs and Communications in May 2017. The town plans to construct its second IT business office to be opened in March 2018.

A Case Example of Shirahama : Salesforce.com

Salesforce.com, founded in San Francisco in 1999, is a US leading company providing cloud-based customer relationship management (CRM) with about 25,000 employees in the world. The company established a Japanese subsidiary in the year after its foundation. Today, in addition to the Tokyo head office, the company has business offices in Osaka and Nagoya and has set up a local office in Fukuoka.



Salesforce.com is proactively promoting work-style reform and productivity improvement. Taking the opportunity to participate in the “Regional Verification Project for Promotion of Teleworking in Hometown” implemented by the Ministry of Internal Affairs and Communications in FY2015, the company set up the remote office. Shirahama was chosen because of: (1) the excellent internet environment with the wireless mesh network of NICT (2) Shirahama's “resort ambience” that fits the corporate culture and working environment for young employees and (3) the local government staff's sincere attitude to support settlement after the entry.

They also verified whether the inside sales activities conducted in Tokyo were possible in the remote place. The result was remarkable: the number of business talks and the contracts achieved at the Shirahama Office exceeded those at the Tokyo Office, because commuting time is much shorter than that in Tokyo as well as employees can use time for community service or hobbies. The company analyzes that the change has raised each employee's motivation and has improved productivity.

Currently around 10 employees are working in Shirahama. Almost all of them are inside sales staff of Tokyo who volunteered to telework and participate in training for productivity improvement for three months. Also, they offer free programming lessons to the children of Shirahama and elementary and junior-high schools with a hope to foster future IT talents. These activities are recognized by the governor as a foreign-affiliated company's contribution to the community and gradually increasing the company's acknowledgment among local people.

Salesforce.com will continue to make effort in Shirahama and present a work style that realizes high productivity in resourceful local regions to inside and outside of the company.



[Photo] Shirahama Office (Courtesy of Salesforce.com)

4. Tokushima Prefecture: attracting satellite offices taking advantage of its high-speed optical broadband environment

Tokushima Prefecture is located in the eastern part of Shikoku, 640 km west of Tokyo and one hour and 15 minutes by plane from Tokyo. Tokushima boasts one of the best high-speed optical broadband environments in Japan. When digital terrestrial television broadcasting was introduced in 2011, the prefecture has started to install optical fiber all over the prefecture to enable viewing of cable television broadcasting.

After the Great East Japan Earthquake, companies in the Tokyo Metropolitan area began to consider BCP (Business Continuity Planning) seriously and some have taken actions to disperse risks. Following this trend, the prefecture started efforts to attract those companies to have satellite offices in Tokushima, taking advantage of its high-speed optical broadband environment. For companies that set up a satellite office in the prefecture and assign permanent employees, the prefecture provides incentives. Up to now, 56 companies have set up their satellite offices in the prefecture (as of October 1, 2017).

In recent years, Tokushima Prefecture has expanded its target of attraction to foreign-affiliated companies. In April 2016, the prefecture started a subsidy program for foreign-affiliated companies. It subsidizes one half of office rent expenses and fees for communication channels (up to 10 million yen/year for three years) and a half million yen for every new local employee. There is no qualification requirement for the program such as industry or the number of employees despite the large amount of subsidy and the incentive is more generous than that for domestic companies. The prefecture's official in charge explains, "We hope that the program will be used by foreign-affiliated companies who can generate synergy effects by doing joint development with local companies in the LED and pharmaceutical fields that are key industries, or foreign-affiliated companies planning to open their satellite offices." Besides, in March 2017 the prefecture participated in CEBIT, which is an IT trade fair in Germany and promoted its satellite offices.

Satellite offices are concentrated in Kamiyama Town and Minami Town. Located about 45 minutes by car from Tokushima City, Kamiyama is surrounded by green mountains. As the style of working in a renovated old house in this quiet environment, where people can concentrate on their work, captured the attention of companies looking for new work styles by word of mouth, the number of satellite offices has gradually increased. In the co-working space "Kamiyama Satellite Office Complex," companies and individuals can use office space and meeting rooms at low prices to try teleworking.

Minami is a seaside town on the Pacific. In 2017, a foreign-affiliated company decided to open a satellite office here for the first time in the prefecture. Seeing this as a good example, the prefecture will make more efforts to attract foreign investments.

A Case Example of Tokushima: Space-Time Engineering

Space-Time Engineering (US) was founded in Los Angeles in 2007 and established a Japanese subsidiary in the year after. The company carries out R&D on V2X (vehicular communication including Vehicle to Vehicle, Infrastructure and everything else) technologies in cooperation with UCLA and automobile communication companies. Its simulation software designed to evaluate the V2X communication technology is the world's best seller as a commercial evaluation tool. Utilizing its expertise in this area, the company has been working on development and commercialization of an information sharing system independent of telecommunications infrastructure since 2014. When the Internet is dysfunctional, for example at the times of natural disasters, a temporary alternative communication system is necessary for medical personnel to share information on the injured. The system under development can collect, accumulate and share information such as location, characters, images and voice from GPS and smartphones without the Internet. Further, it can control and adapt the system by itself based on the analysis of the accumulated data. In FY2016, the company carried out experimental studies of the system in Kochi Prefecture, where big damage is predicted from a Nankai Trough Earthquake, with the JETRO's subsidy.

In May 2017, the company decided to open a satellite office in Minami Town. For the time being, its staff members work there in a non-resident temporary basis, but it plans to make the office a product development base in the future. The reasons why the town was chosen for the office location include: (1) the existence of its partner company's business base in the town (2) the high disaster awareness of the prefecture and (3) less competitiveness in finding human resources compared to Tokyo and it is expected to secure talents when its business activities are recognized by local people. The active policy of the Tokushima Governor to attract foreign investment also served as a tailwind.

In August, the company offered an internship program to the students of Anan National College of Technology (ANCT) of Tokushima Prefecture, as an effort to establish a local presence with an eye on future hiring. The program was carried out in a training camp style in Minami Town. It provided an opportunity to learn basic V2X technologies including image recognitions and automatic flight control of drones. ANCT made a positive comment on the program, "The content of the internship was directly connected to serious R&D. We hope that world-class technologies will be born in Tokushima in the future."



[Photo] Internship program (Courtesy of Space-Time Engineering)

Chart 5-2 Local government incentives specialized for foreign/foreign-affiliated companies (as of July 2017)

Local governments offer various incentives to attract foreign/foreign-affiliated companies.

Prefecture/city	Name of subsidies/incentives	Incentives of local governments for foreign-affiliated companies
Fukushima Pref.	Subsidy project to support overseas companies investing in Fukushima Prefecture	Subsidizing portion of rent expenses, consultant commissioning fees, expenses required for incorporation (registration of corporation, acquisition of resident status, etc.). Eligible companies are those establishing facilities for manufacturing, R&D, sales and/or feasibility study in Fukushima Prefecture for the first time in the fields of pharmaceuticals, medical equipment, renewable energy and/or robotics (Subsidy rate of 3/4, with up to 10m yen per company)
Chiba Pref.	Office Lease Subsidies for Foreign-Affiliated Companies	Subsidizing portion of rent for offices or other facilities (1/3 of annual rent x 1 year, maximum 600,000 yen for companies with a number of employees less than 5 and 1.8m yen for 5 or more)
	Office Lease Subsidies for Foreign Affiliates Start-up Center(FASuC)	Subsidizing portion of rent for FASuC (1/3 of annual rent x 3 years, the subsidy program expires in March 2019)
Chiba City	Facility Rent Subsidy for Foreign-Affiliated Companies	Subsidizing portion of rent (1/2 of rent x 3 years, cumulative total limit 3m yen), reduction of corporate inhabitant tax (municipal tax) (1/2 x 3 years)
Tokyo Metropolis	Subsidy for Foreign Financial Business establishment	Subsidizing fees incurred in consultaion with experts and pesonnel recruitment costs (up to 1/2 of actual expenses paid, maximum 7.5m yen per company)
	Program to Increase Foreign Entrepreneurs	Deregulation of a "business manager" visa requirement for foreign nationals wishing to start business in Tokyo (period of residence is 6 months)
Kanagawa Pref.	Select Kanagawa 100, Rent Subsidy	Subsidizing portion of rent for factories, R&D centers or offices (1/3, maximum 6m yen) for foreign-affiliated companies reinvesting in Kanagawa
Shizuoka Pref.	Office Rent Subsidy for Foreign Companies	Subsidizing portion of office rent (1/2 of monthly rent x 1 year, maximum 500,000 yen)
Niigata Pref.	Subsidy for Office Rent for Foreign-Affiliated Companies	Subsidizing portion of rent (1/2 x 3 years, up to 1m yen per year for 3 years)
Niigata City	Business promotion subsidy for foreign company	Subsidizing registration fees (maximum 150,000 yen per company) and rent (1/2 of monthly rent x 2 years, maximum 50,000 yen per month)
	Niigata City National Strategic Special Zone - Entrepreneurial Incentives for Foreigners	Deregulation of a "business manager" visa requirement for foreign nationals wishing to start business in Nigata City (period of residence is 6 months)
Aichi Pref.	GNI Business Start-up Support Program	Subsidizing expenses for location and commencement of operations of foreign-affiliated companies in Greater Nagoya Area (1. Consultation fees and expenses paid for specialists for company registration and visa applications 2. Expenses for personnel recruitment 3. Expenses for brokerage costs of an office). Total amount of incentives (1, 2, 3 above) is as follows: (I)Foreign company whose investment amount is more than 10m yen : up to 500,000 yen; (II) more than 5m yen and less than 10m yen : up to 300,000 yen; and (III) less than 5m yen : up to 200,000 yen.
Gifu Pref.		
Mie Pref.		
Nagoya City		
Mie Pref.	Subsidy for Foreign Affiliated Enterprises Planning to Establish an Asian Base in Mie	Subsidizing 20% of depreciable assets for establishing manufacturing bases (maximum 500m yen)
	Subsidies for Office Rent	Subsidizing office rent (1/2 x 3 years, maximum 5m yen per year)
Kyoto Pref.	Subsidy for Foreign Affiliated Enterprises planning to establish business in Kyoto	Subsidizing company registration fees (maximum 150,000 yen per company)
Osaka Pref.	Subsidies for Investment Promotion (Subsidy for Foreign-affiliated Companies)	Subsidizing portion of investment of foreign-affiliated companies establishing new corporate headquarters in Osaka Prefecture (5% of investment on building and capital goods or 1/3 of office rent, with limitation depending on number of full-time employees)
	O-BIC Support Program for Foreign Companies	Subsidizing expenses for company registration (up to 100,000 yen per company) and obtaining resident status (up to 50,000 yen per company)
Hyogo Pref.	Tax Incentives	Reduction of corporate enterprise tax (1/3x5 years)
	Subsidies for Office Rent	Subsidizing portion of office rent (up to 1/2 x 3 years, maximum 1,500 yen/square meter per month and 2m yen per year)
	Subsidies for New Employment	Subsidies for new employment : 300,000 yen/person (In designated areas, 600,000 yen/person for new employment, 300,000 yen/person for new non-regular employment) (maximum 300m yen)
	Subsidies for the Costs of Establishing a Japanese Headquarters	Subsidizing 1/2 of cost (cost for market research: maximum 1m yen, costs for corporate registration: 200,000 yen)
Kobe City	Rental Assistance for Overseas Corporations and Foreign-Affiliated Firms	[Hyogo Prefecture and Kobe city in partnership] Subsidizing portion of office rent (up to 1/2 x 3 years, maximum 1,500 yen/square meter per month and maximum 2m yen per year) [Kobe city/additional subsidies] Subsidizing portion of office rent (up to 1/4 x 3 years, maximum 750 yen/square meter per month and maximum 9m yen per year)
Tokushima Pref.	Subsidy for Foreign-Affiliated Companies Investing in Tokushima	1. Subsidizing costs of office equipment and telecommunication line fee (1/2, up to 10m yen per year) and office / factory rent fee (1/2, up to 10m yen per year) 2. Subsidy for new employment: 500,000 yen/ person
Fukuoka Pref.	Subsidy for Visit to Fukuoka	Subsidizing portion of travel expenses by foreign-affiliated companies to or within Japan (eligible companies are those in fields of automobiles, IT, semiconductors, biotechnology, environment and robots, which are considering entry into Fukuoka Prefecture). 1. Travel from regions in Japan other than Fukuoka Prefecture: up to 100,000 yen per company 2. Travel from foreign countries other than Europe/America: 150,000 yen per company 3. Travel from Europe/America: up to 200,000 yen per company
	Incentives to Encourage Establishment of its Subsidiary in Japan	Subsidizing portion of registration fee (foreign-affiliated companies in fields of automobiles, IT, semiconductors, biotechnology, environment and robots; 1/2 of registration fee, maximum 150,000 yen)
Fukuoka City	Business Establishment Support Programs in Fukuoka City (for Foreign and Foreign Affiliated Enterprises)	1. Subsidizing portion of office rent [Basic type] (1/4 x 1 year, maximum 15m yen), [Large-scale type] (1/4 x 2 years, maximum 25m yen) 2. Subsidies for new employment [Regular employment] 500,000 yen/person for citizens of Fukuoka City, 1m yen/ person for researchers who are citizens of Fukuoka City [Other type of permanent employment] 150,000 yen/ person for citizens of Fukuoka City, 50,000 yen for non-citizens of Fukuoka City (Maximum 50m yen) 3. Subsidizing 1/2 of cost (cost for marketing research, interpretation fees, obtaining approvals and registering for licenses, or cost of recruiting employees) (Maximum 3m yen)
	Office and Residential Rent Subsidy Program for Foreign Startups (FY2017)	Subsidizing portion of rent (1/2 x 1 year, maximum 70,000 yen per month for residence, maximum 50,000 yen per month for office space)
	Startup Visa (Entrepreneurial Incentives for Foreigners)	Deregulation of a "business manager" visa requirement for foreign nationals wishing to start business in Fukuoka City (period of residence is 6 months)
Kumamoto Pref.	Substantial incentives to support the operation after the establishment in Kumamoto	1. Subsidies for Promoting Establishment of Business Facilities (Maximum 5billion yen) [Eligibility: Investing 300m yen more, and hiring 10 new employees or more] 2. Subsidies for Promoting Establishment of Industry Support Service Businesses (Maximum 500m yen) [Eligibility: Investing 30m yen or more, and hiring 50 new employees or more]

[Source] JETRO website https://www.jetro.go.jp/ext_images/_Invest/pdf/support/1708_en_local_gov.pdf