



BPC network members



#### Hong Kong

Signed in March 1988

Hong Kong Trade Development Council

#### Singapore

Signed in February 1989

Enterprise Singapore

#### Bangkok

Signed in June 1989

The Thai Chamber of Commerce

#### Kuala Lumpur

City of Kuala Lumpur (Signed in August 1989)

Malaysia External Trade Development Corporation (October 1994)

#### Manila

Manila City Hall (Signed in October 1989)

Department of Trade & Industry Philippines,  
Foreign Trade Service Corps (March 2004)

#### Jakarta

Signed in April 1990

Jakarta Chamber of Commerce and Industry

#### Seoul

Signed in September 1992

The Korea Chamber of Commerce and Industry

#### Shanghai

Signed in July 1995

Shanghai Municipal Commission of Commerce

#### Ho Chi Minh City

People's Committee of Ho Chi Minh City (Signed in May 1997)

Vietnam Chamber of Commerce and Industry,  
Ho Chi Minh City Branch (July 2007)

#### Mumbai

Signed in May 1998

IMC Chamber of Commerce and Industry

#### Melbourne

Signed in June 1999

City of Melbourne

Australian Industry Group

#### Tianjin

Signed in June 2004

Tianjin Municipal Bureau of Commerce

#### Auckland

Signed in February 2009

Auckland Regional Chamber of Commerce & Industry

#### Hamburg

Signed in September 2019

Hamburg Chamber of Commerce

The BPC is a new type of city partnership in the sense that each member's local government and economic organization plays a leading part in promoting economic exchanges at the private sector level. Through this network, the BPC program aims to support globalization and revitalization of small and medium-sized enterprises (SMEs) in Osaka, and to promote the mutual development of BPCs through economic exchanges.

## CONTACT

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<https://www.bpc.ibpcosaka.or.jp/>

BPC 海外ビジネスサポート

For more information,  
visit the Support program page on our website.  
(Only available in Japanese)

## From Osaka to the World !

We support the development of overseas sales routes for SMEs.



## Overseas Business Support

### Osaka Business Partner City

#### What is BPC ?

Since 1988, the Osaka City Government has promoted partnerships with 15 cities including Osaka through the Business Partner Cities (BPC) program, forming an economic network originally in the dynamic Asian-Pacific region and currently also in the European region. (As of April 2020)

- 01 Support for Exhibiting at Overseas Trade Fairs
- 02 Business Delegation & Meetings in BPCs
- 03 Business Meetings in Osaka
- 04 Business Seminars



Osaka City Government's entrusted business: "Business pertaining to exchange between Business Partner Cities, etc."



# 01 Support for Exhibiting at Overseas Trade Fairs

We support exhibition at overseas trade fairs which are selected by Osaka City Government and hosted by various BPCs. We provide support not only in terms of expenses, but also with respect to dispatching “overseas development supporters” who specialize in overseas advancements, as well as conducting business meetings on-site before the trade fair and follow-ups after exhibitions.

## Specific support details

- We dispatch overseas development supporters to your company before exhibition at the trade fair. These supporters give advice on exhibition, support you on-site, and conduct follow-ups after you return to Japan.
- We provide one half of the expenses necessary for exhibiting a standard, basic small partition booth.
- We dispatch interpreters to your booth during the exhibition session. (1 interpreter per company)
- We conduct business matchings with local enterprises.

## Expenses incurred by the program

### Expenses that this program will cover

- Expenses for domestic and overseas activities by overseas development supporters
- Half of the expenses necessary for exhibiting a standard, basic small partition booth
- Interpretation expenses at the booth during the trade fair

### Expenses that the supported companies will cover

- Half of the expenses necessary for exhibiting a standard, basic small partition booth
- Expenses arising from unique embellishments
- Traveling/on-site lodging expenses of your company
- Production expenses for on-site promotion (Panels, materials to be distributed, etc.)
- Shipping expenses for display items

## Target companies for support

- Must be a company that has its headquarters, branches, sales offices, etc. in Osaka city.
- Must be an SME in the field of manufacturing.  
The term of SME is as defined in Chapter1, Article 2 of the “Small and Medium-sized Enterprise Basic Act.” However, companies heavily influenced by large corporations such as those that are called “deemed large-corporations” are not included.
- Must have Japanese products which is related to our specifications.
- Must cooperate with surveys and hearing investigations during and after the exhibition period for result assessments.

Note: Screening will be conducted before support is given.



Cosmoprof Asia 2019

Food & Hotel Thailand 2019



# 02 Business Delegation & Business Meetings in BPCs

We invite SMEs that are considering overseas development, and dispatch them as a business delegation. By cooperating with each BPC's local partner institutions, conducting introductions of companies and facilities, participants will be able to see the status of local areas that they would not be able to see on another delegation.

Local business meetings will be conducted in cooperation with each BPC's local partner institutions.

## Specific support details

- We dispatch overseas development supporters to your company before going to overseas. These supporters give advice on overseas business meetings, support you on-site, and conduct follow-ups after you return to Japan.
- We dispatch interpreters to the local business meeting. (1 interpreter per company)

## Target companies for support

- Must be a company that has its headquarters, branches, sales offices, etc. in Osaka city.
- Must be an SME in the field of manufacturing.  
The term of SME is as defined in Chapter1, Article 2 of the “Small and Medium-sized Enterprise Basic Act.” However, companies heavily influenced by large corporations such as those that are called “deemed large-corporations” are not included.
- Must have Japanese products which is related to our specifications.
- Must cooperate with surveys and hearing investigations during and after the meeting period for result assessments.

Note: Screening will be conducted before support is given.

## Expenses incurred by the program

### Expenses that this program will cover

- Expenses for domestic and overseas activities by overseas development supporters
- Interpretation expenses at local business meetings

### Expenses that the supported companies will cover

- Traveling /on-site lodging expenses of your company's staff
- Production expenses for local business meetings (Materials to be distributed, etc.)



Malaysia Kuala Lumpur Business Delegation 2019



Malaysia Kuala Lumpur Business Meetings 2019

# 03 Business Meetings in Osaka

In cooperation with each BPC's local partner institutions, we invite companies from BPCs that hope to have business with local companies in Osaka and organize business meetings. These meetings are held in Osaka, so the companies in Japan can easily receive up-to-date information of overseas' countries.



Vietnam IT Business Meetings 2019

# 04 Business Seminars

We invite lecturers from BPC regions to introduce information on the local area or the current state of international economics, and provide firsthand information in seminars from companies who have already developed overseas. We introduce the latest investment environments, etc., and provide easy-to-understand explanations of various issues in international economics with respect to the target country or region for trade or investment.



China's Aged-care business opportunities Seminar 2019

※ For more information, visit the Support program page on our website from the QR code on the back side. (Only available in Japanese)

## Flow of support

Overseas trade fair exhibition support /  
Overseas business meetings

Application to the support program & Screening by supporters



Support plan

After passing screening, we will dispatch an overseas development supporter best suited for your company's overseas development, and create a support plan for overseas sales route development.



Exhibition /business meeting preparations

Based on the support plan, we give advice and make sure that companies understand the local market trends.



On-site support

Supporters will go on-site as well, to conduct product PR for your company's products and to support business matching with local companies.



Follow-ups

After returning to Japan, we will mutually discuss follow-up activities with your company based on your outcomes, and provide advice that can lead to concrete results.

## What are overseas development supporters?

Overseas development supporters are mainly individuals who are currently working in business firms, trading companies, manufacturing companies, etc. as well as those who are retired workers and consultants. These individuals possess a wealth of information in a wide range of genres (regional, product-based, technical, etc.) as well as specialized knowledge with respect to the trade business. Supporters provide support with respect to enterprises' needs, such as on-site support from the preparation stages to the day of the trade fair exhibition or business meeting, as well as follow-up business meetings, etc. when they return to Japan.

## Advice Items

- Sales/marketing methods
- Items regarding intellectual property and trademark registration
- Product development / improvements
- Various promotional tools
- Current local market trends
- Items regarding work in trade/judicial affairs
- Support for overseas activities of supported companies

## FAQ



Specifically, what kind of support do you provide?  
How long does the support period generally last?

SMEs that pass the screening process will receive preliminary advice such as information pertaining to the current market trends, sales/marketing methods, various promotional tools, and intellectual properties. We will also attend with the companies to the local sites and provide support for business meetings. There is a follow-up period after companies return to Japan. Advice is given to these companies for a maximum of 6 months (or until March 31st, 2020) on items such as product improvement, consideration of business terms, and contract procedures.



What types of companies are targets for support?

Support for “Exhibiting at Overseas Trade Fairs” and “Business Meetings in BPCs” is only provided for SMEs that have headquarters, branches, sales offices, etc. in Osaka City. Additionally, of these SMEs, only manufacturing enterprises will receive support for “Exhibiting at Overseas Trade Fairs.” Other items such as “Business Delegation”, “Business Meetings in Osaka” and “Business Seminars” are available to any companies that are interested in developing overseas sales routes.

※Support targets differ with respect to the business. Please refer to the contact below for more details.