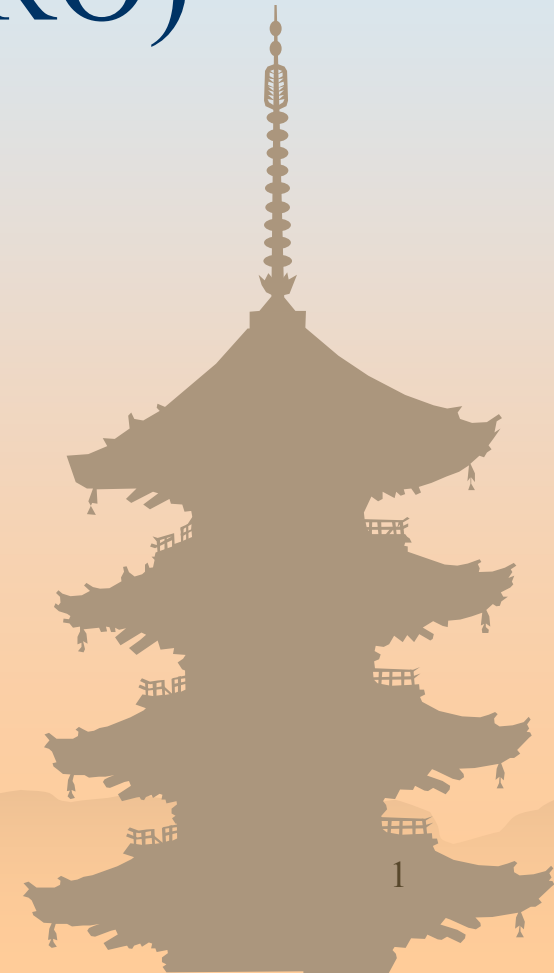


Japan External Trade Organization (JETRO)

For EDA Consortium

January 12, 2006



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JETRO is

- ❁ Nonprofit government organization affiliated with the Japanese Ministry of Economy, Trade, and Industry (METI)
- ❁ Promotes businesses between Japan and the rest of the world
- ❁ Established in 1958
- ❁ Worldwide Offices: Six Locations in the U.S. including San Francisco



JETRO San Francisco

- ❁ Works with U.S. companies in Northern California, Northern Nevada, Oregon, Washington, Idaho, Montana, Wyoming, and Alaska
- ❁ Helps U.S. companies in our region expand business in Japan, by finding partners, establishing offices, etc.
- ❁ Majority of our clients are semiconductor, IT, and other high tech companies

JETRO Services for U.S. Companies

- ❁ Mostly Free of Charge
- ❁ Provided for those U.S. companies with intentions to establish offices/facilities in Japan sometime in the future

- 1. Information Services*
- 2. Business Matching Services*
- 3. Japan Study Trips*
- 4. Seminars and Trade Shows*
- 5. Japan Office Setup Services*



1. Information Services

- ❁ Market Information
- ❁ Product Information
- ❁ Company Information
- ❁ Government Regulations (if any)
- ❁ Japan Office Setup Information
 - Setup Options
 - Setup Processes
 - Cost Estimates
 - Employment, Taxes, etc.
- ❁ Other Information Related to Expanding Business in Japan



2. Business Matching Services

- ❁ JETRO Bizmatch at Major Trade Shows, such as Consumer Electronics Shows (CES), Combined Exhibition of Advanced Technologies (CEATEC), etc.
- ❁ Other Business Matching Events in Japan and U.S.
- ❁ Individual Introductions to Japanese Companies (Case by Case)



3. Japan Study Trips

❁ Business Mission to Japan

- 10-day group tour visiting two to three cities in Japan
- Five to ten companies in one group
- Each group focused on specific industry (Robotics, Food, and Information Security for 2005)
- Field trips and seminars
- Business matching with local Japanese companies
- Basic expenses paid by JETRO



4. *Seminars and Trade Shows*

- ❁ Japan business seminars focused on particular industries (such as digital consumer electronics, telematics, biotechnology, etc.), business strategies, office setup, etc.
- ❁ JETRO exhibits at trade shows (environmental technologies, robotics, biotechnology, food, etc.)
- ❁ JETRO sponsored (co-sponsored) trade shows

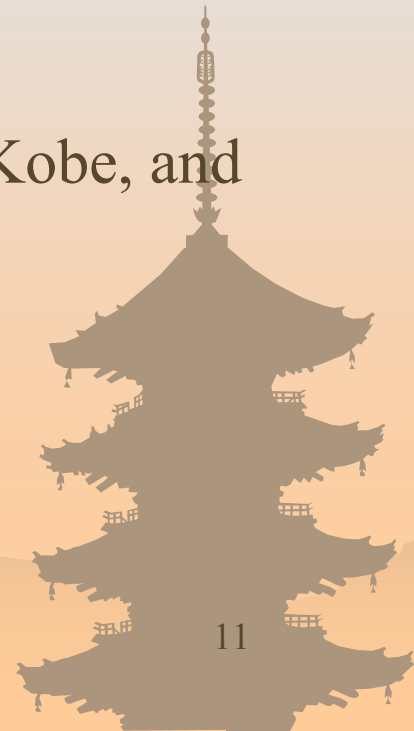
5. *Japan Office Setup Services (1)*

- ❁ Information Services and Business Seminars
- ❁ Free Consultation Services at JETRO Tokyo
 - Registering your Japan office
 - Local hiring
 - Office location
 - Visa issues
 - Legal issues
 - Tax and accounting issues
 - Salaries, social security, health insurance, and other mandatory and non-mandatory employee benefits



5. Japan Office Setup Services (2)

- ❁ Free Temporary Office Spaces in Tokyo, Yokohama, Nagoya, Osaka, Kobe, and Fukuoka (called JETRO IBSC)
 - Individual Office Spaces for 2 to 4 People
 - Up to 2 months in Tokyo
 - Up to 4 months in Yokohama, Nagoya, Osaka, Kobe, and Fukuoka
 - Comes with Free Advisory Services
 - Business Library
 - Exhibition Hall and Auditorium (Tokyo)



5. Japan Office Setup Services (3)

- ❁ Introduction and Referral to Experienced / Bilingual Specialists
 - Company Registration Specialists
 - Visa Specialists
 - Payroll and Benefits Specialists
 - Lawyers
 - Accountants
 - Real Estate Firms
 - Employment Firms



JETRO Clients

❁ EDA-Related Clients that used JETRO IBSC (2005)

- Brion Technologies
- Silicon Design Systems
- Tharas Systems

❁ Other Clients that opened up offices in Japan (1993 - 2005)

Symantec, GAP (Clothing), CostCo (Wholesale), NetScape, eBay, Aligo, Analogic Tech, BioZak, BitFone, Caspian Networks, Coyote Engineering, Ecrio, Environmental Chemical Corporation, Elanex, Frontier Semiconductor, Global Locate, Innova Solutions, Kagoor Networks, KornBerg, LookSmart, Peribit, Sapidyne Instruments, Whistle Communications, etc.

EDA-Related Clients that opened up offices in Japan, or are actively pursuing the Japanese Market

- ❁ Verification and Estimation Tools - 7
- ❁ Synthesis Tools - 2
- ❁ Design Platforms - 2
- ❁ Design Solutions for Lithography Processes - 1
- ❁ Silicon IP - 2
- ❁ Engineering Design Houses - 5
- ❁ Soft Error Solutions - 1



Adding Offices in Japan (1)

- ❁ Is there life after Tokyo / Yokohama?
- ❁ Office Setup Support by Local Governments
 - Subsidies and Incentives*
 - Local Business Missions*
 - Local Business Matching Events*
 - Introduction to Local Japanese Companies*
 - Other Hands-on Assistance, etc. *

* Offered by Local Japanese Government Offices

Adding Offices in Japan (2)

JETRO San Francisco is connected to local Japanese government offices

- Osaka San Francisco Office
- Aichi (Nagoya) San Francisco Office (inside JETRO SF)
- Fukuoka San Jose Office
- Sendai Representative used to be located at JETRO SF



Contact

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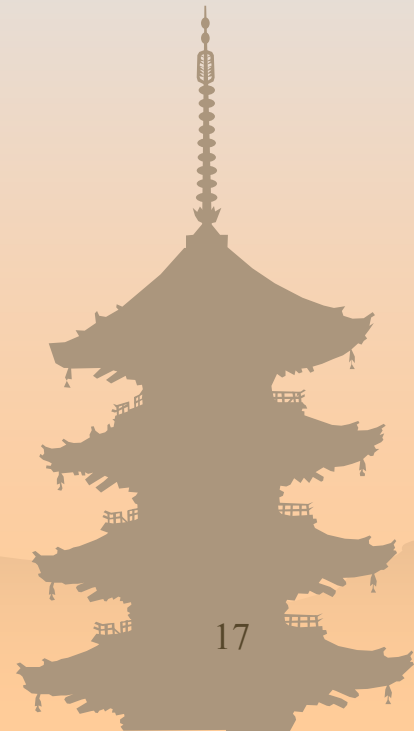
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Thank You

