

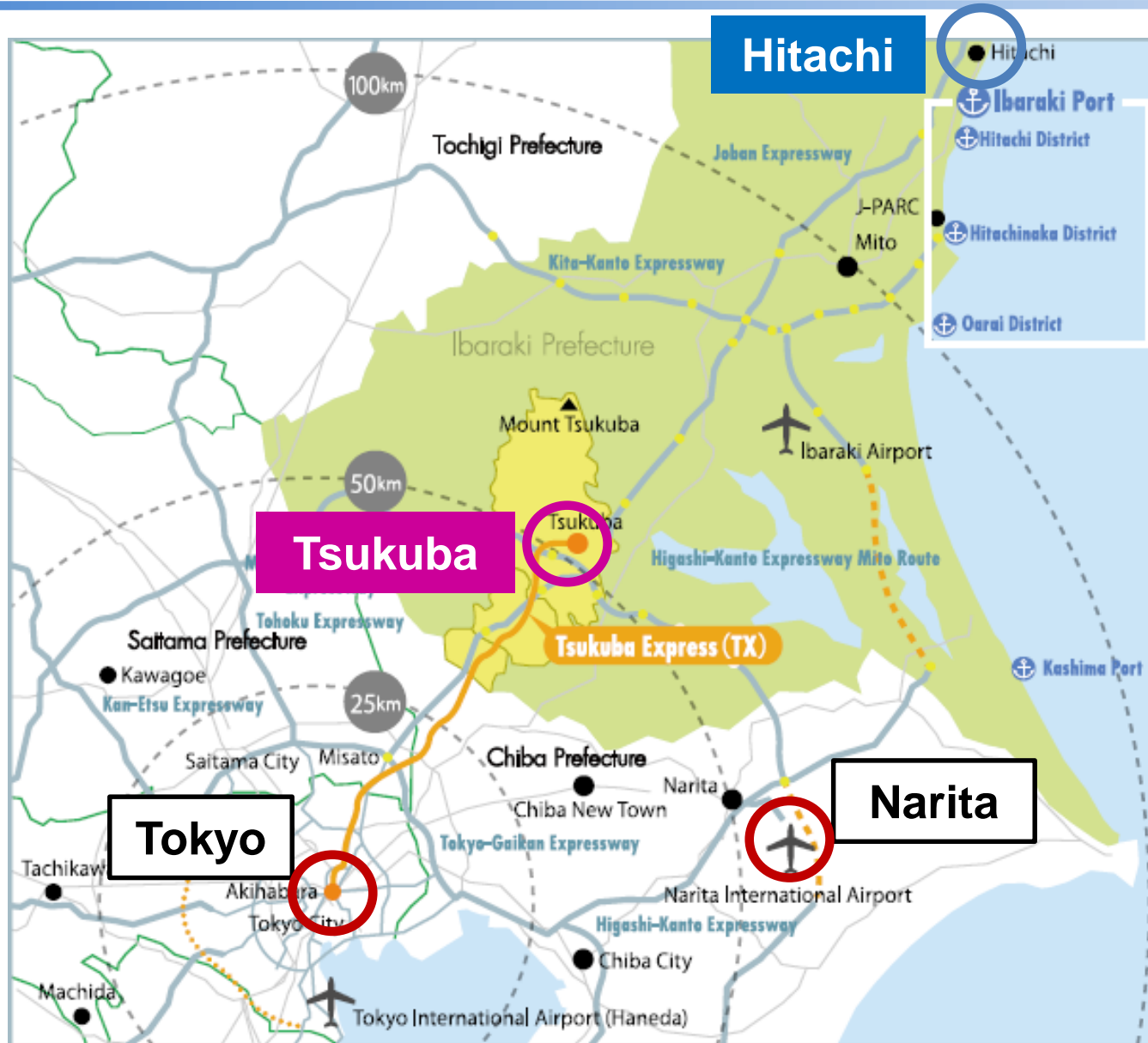


Ibaraki Prefectural Government

Building a bridge with European businesses

- Ibaraki Prefectural Government is providing **business matching support** -

Location of Tsukuba, Ibaraki Pref.



- Hitachi, founding region of **Hitachi, Ltd.**
- Tokyo to Tsukuba in **45min.** by Train.
- Narita International Airport to Tsukuba in **55 min** by express bus.

- **Heart of Japan’s strategic R&D**

Over 30% National Research and Educational Facilities



- **Unique city of highly educated and innovative scientists**

- ✓ Over 20,000 registered researchers
- ✓ About 8,000 PhDs from many scientific background
- ✓ Over 7,000 non-Japanese scientists – highly internationalized

- **Reuters’ ranking of The World’s Most Innovative Research Institutions 2019**

Research Institution		country
1	Health & Human Services Laboratories	USA
2	Fraunhofer Society	Germany
3	Alternative Energies and Atomic Energy Commission	France
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6	RIKEN (Japan's largest comprehensive research institution)	Japan “Tsukuba”
7	National Institute of Advanced Industrial Science &Technology (AIST)	Japan “Tsukuba”

Tsukuba Life Science Promotion Association(TLSK)

● About TLSK

TLSK was established in February, 2012 as a basic organization of the Tsukuba International Strategic Zone.

Mission: To promote collaborative research & development in the life science field in the Tsukuba district.

Technical Areas

- ✓ Pharmaceutical
- ✓ Agriculture, Food
- ✓ Bioresource platform
- ✓ Others

● Member

Over 60 organization including private sectors, academic institutes and local government



Examples of Projects and Collaborations created by TLSK

- **Tsukuba Human Tissue Biobank Center**

Tsukuba Human Tissue Biobank Center distributes tissues and blood to various research and educational institutions for research aimed at drug development and finding causes of diseases, and for medical education.



- **Creation of new national research projects, Beneficial material production system utilizing genome-edited plants**

This Project aims to develop and commercializes a system that produces beneficial materials for preventing disease and promoting human health using easy-to-grow plants, such as tomatoes.

In this way, we hope to contribute to the effective prevention of illness, including lifestyle-related diseases such as diabetes and hypertensive diseases.



Startup Ecosystem Tokyo Consortium

- In July 2020, the Cabinet Office of Japan selected Ibaraki Prefecture and Tsukuba City as "Global Hub Cities" under the national strategies to create the world top ecosystem.
 - Centered on central Tokyo, where startups, VCs, large corporations and other supporters are concentrated, and connected to cities with R&D bases (such as Tsukuba) through hub-and-spoke collaboration.
 - Collaboration with overseas technology hubs (Silicon Valley, Boston)
- More than **350** startups were born from Tsukuba area.

TOKIWA-Bio AIST Start-up

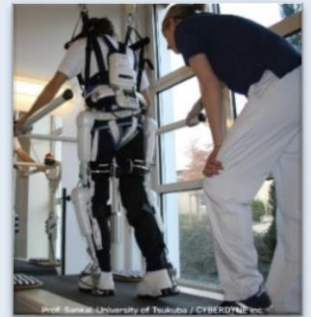
R&D and manufacture of gene therapy drugs, etc.
Developed stealth RNA vectors (SRV), an innovative technology for gene expression systems

CYBERDYNE Start-up from University of Tsukuba

R&D, manufacture, and sales of wearable cyborg-type robot HAL®, etc.
Cyberdyne Care Robotics GmbH is located in Bochum, Germany

Alchemedicine Startup spun out from a pharmaceutical company

The company has the technology to create new and differentiated drug candidates in a short period using its core technology, HiSAP®, a drug discovery synthesis technology.



Business Matching Events

- **Regional Business Conference (2019)**
 - Participants: 11 foreign-owned companies (France, UK, Germany, US, Taiwan, Sweden)
 - Number of business negotiations: 40
 - Field: Life Science, Robotics, AI etc.
- **Ibaraki Global Business Conference (2019)**
 - Participants: 5 foreign-owned companies (France, Germany)
 - Number of business negotiations: 30
 - Field: Life Science, Robotics etc.
- **Online Business Matching for Investment into Ibaraki (2020 – 2021)**
 - Participants: 5 foreign-owned companies (UK, France, Germany)
 - Number of business negotiations: 10

Voices from non-Japanese companies

➤ From European startup in drug discovery field

We have decided to come operate in Ibaraki thanks to the actualization of joint-research opportunities with major pharmaceutical companies, as well as universities in the prefecture.

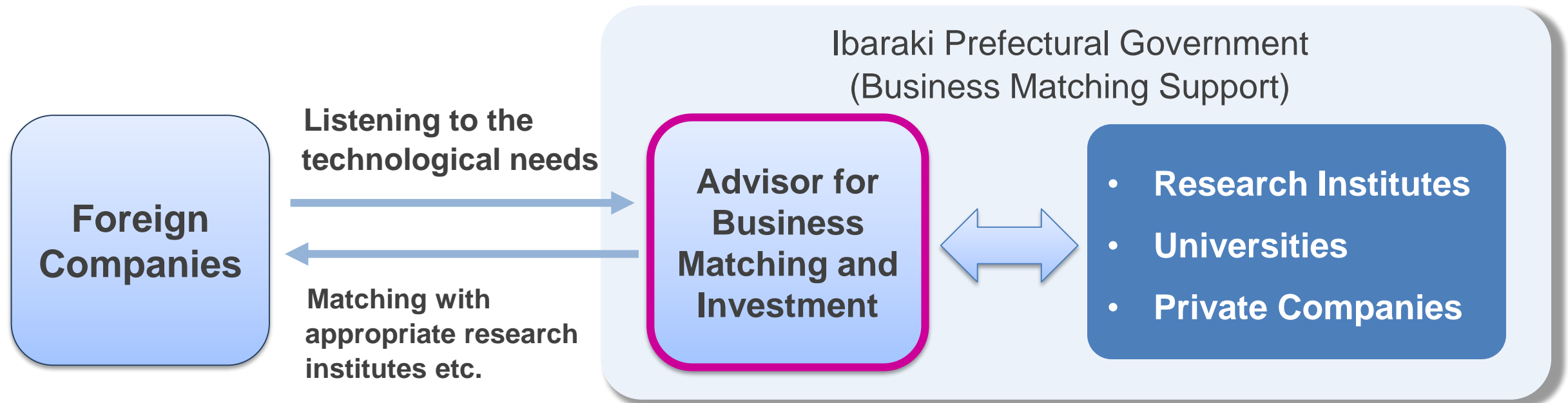
➤ From European company in material science field

Thanks to the support from Ibaraki Prefectural Government, we have widen our network with universities, research institutions and private companies in the prefecture.
We would keep talking with them.

Business Matching Support

by Advisor for Business Matching and Investment in Ibaraki

- Advisors for Business Matching and Investment are experts in life science field and has a wide network with researchers and private companies.
- They will listen to the technological needs of foreign companies and help match them with appropriate research institutions etc. in the prefecture. *



*Depending on the needs, we may not be able to introduce a matching partner.

Example of Advancements into Ibaraki by European Companies

Autoliv Japan Technical Centre Tsukuba (Sweden • 2018 Established in Tsukuba)

- **Advantages of expanding in Ibaraki**

- As securing human resources was the biggest challenge, the company decided to locate in Tsukuba, where University of Tsukuba and many research facilities are concentrated in.
- Advantages in obtaining human resources from Tokyo as it only takes 45 minutes on the Tsukuba express to reach Akihabara station of Tokyo.



EVO JAPAN KK

(Germany • 2019 Established in Hitachi)

- **Advantages of expanding in Ibaraki**

- Business environment under concentrated manufacturing industry
- Good access to other areas including major international airports



Valeo Japan Co., Ltd. Tsukuba Techno Center (France • 2011 Established in Tsukuba)

- **Advantages of expanding in Ibaraki**

- Ibaraki Prefecture is home to excellent universities and research institutions specializing in science and engineering



Make innovations happen in Tsukuba!

Target

- R&D based foreign companies focusing on the life science field
 - Foreign companies aiming for high growth using revolutionary technologies such as IoT and robotics
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- ✓ **For foreign companies looking for business partners in Japan**
In Tsukuba, there are excellent companies, research institutions, and universities that are suitable for collaboration, technological tie-ups, and joint research.
 - ✓ **For foreign companies considering setting up an R&D base in Japan**
Tsukuba is the perfect environment, as it is located close to Tokyo and has a high concentration of research institutes.



If you are already in contact with such companies, please inform us!

www.invest.indus.pref.ibaraki.jp/en/



Business Matching Event

BioM x Tsukuba x Kawasaki Life Science Biz Meet

8th of June, 2021 09:00-11:40(CET)

This event will be held under the theme of “**Drug Discovery and Drug Discovery Platform**” to introduce cutting-edge technologies from **four German startups/scaleups** and **five Japanese startups/scaleups**, and to create business matching opportunities.

Venue : Online (Zoom webinar)

The event is free to attend but registration is required:
www.invest.indus.pref.ibaraki.jp/biz-meet-e/

