



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

BPC is a city partnership in which local governments and economic organizations from member cities take the lead in fostering economic exchange at the private sector level. Through this network, the BPC program aims to support the globalization and revitalization of small and medium-sized enterprises (SMEs) in Osaka, while promoting mutual development through economic exchanges with the BPC partner cities.

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

BPC 海外ビジネスサポート

For more information, please 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.



International 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 Asia-Pacific region, with expansion now reaching Europe. (As of April 2024)

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



Osaka City Government commissioned project "Business Partner Cities Exchange Project"

01 Support for Exhibiting at International Trade Fairs

We support participation in international trade fairs held in various BPCs. This support includes financial assistance and the assignment of "overseas development supporters" to provide comprehensive assistance before, during and after trade fairs.

Support Details

- We assign overseas development supporters who will give you advice on how to exhibit, will support you on-site, and will conduct follow-ups after you return to Japan.
- We subsidize one-half of the standard basic booth fee.
- We arrange interpreters to be at your booth during the trade fair.
- We arrange business matchings with local companies. (Depending on the trade fair)

Requirements

- Your company must have a physical presence in Osaka City. (Head office, branch office, sales office etc.)
 - You must be an SME operating in the manufacturing industry. As defined by Article 2 of the "Small and Medium-sized Enterprise Basic Act" However, companies with substantial influence from large corporations ("deemed large companies") are not included.
 - Exhibited products must be made in Japan and fall within the designated field.
 - You must be willing to participate in surveys and interviews during and after the trade fair for result assessment.
- Note: Companies will be selected through a screening process.

Program Expenses

Expenses covered by the program

- Half of the expenses for exhibiting at a standard basic booth.
- Interpretation expenses at the booth during the trade fair.
- Expenses incurred by overseas development supporters for activities related to your participation, both in Japan and abroad.

Expenses not covered by the program

- Remaining half of the expenses for exhibiting at a standard basic booth.
- Additional decorations or customizations to your booth.
- Travel and accommodation expenses.
- Production expenses for on-site promotion tools. (panels, brochures, handouts, etc.)
- Shipping expenses for display items

Trade Fairs in FY2024

Food & Hotel Asia HoReCa 2024

October 22 - 25 (Tue - Fri) City: Singapore
 Venue: Singapore Expo
 Field: Food, Beverages, Food Service Industry

Cosmoprof Asia Hong Kong 2024

November 13 - 15 (Wed - Fri) City: Hong Kong
 Venue: Hong Kong Convention & Exhibition Centre
 Field: Cosmetics, Beauty

03 Business Meetings in Osaka

In collaboration with BPC partner organizations, we organize business meetings for Osaka companies with companies from BPCs seeking to do business. These meetings provide the opportunity to expand your network and find new customers, suppliers and business partners.

Business Matchings in FY2024

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|---|--|---|---|
| Thai Cosmetics & Beauty Products Business Matching June 26-27 | ASEAN Healthcare Buyers Online Business Matching Mid September | Malaysia Halal Food Products Business Matching September 17 | Vietnam Manufacturing Products Business Matching Late September |
|---|--|---|---|

04 Business Seminars

We invite experts on the economic and business environment of BPC regions, as well as companies operating there, to share their expertise on current market needs, business trends, challenges of entering the market, and other valuable information for those pursuing international business development.

Business Seminar in FY2024

China Healthcare & Welfare Business Seminar
 August 9

※ Program is subject to change. For more information, please visit the support program page on our website. (Only available in Japanese)

Flow of Support

International Trade Fairs / Overseas Business Meetings



Who are our overseas development supporters?

Our overseas development supporters are current and former professionals from business firms, trading companies, manufacturers, and consultants. They possess a wealth of expertise across various genres (regions, products, technologies, etc.) as well as specialized knowledge of trade practices. Supporters provide support tailored to with respect to enterprises' specific needs, from the initial preparation stages for trade fairs or business meetings, to on-site support, as well as follow-up meetings after returning to Japan.

Advice Areas

- Sales / marketing methods
- Intellectual property and trademark registration
- Product development / improvements
- Various promotional tools
- Local market trends
- Trade / judicial affairs
- On-site support

FAQ

? What kind of support do you provide specifically? How long does the support period last?

SMEs that pass the screening process will receive preliminary advice on local market trends, sales/marketing methods, various promotional tools, intellectual properties, etc. We will also travel abroad with the companies to provide (business matching) support. There is a follow-up period after returning to Japan for a maximum of 6 months (or until March 31st, 2025) during which advice is giving on items as product improvement, consideration of transaction conditions, business terms, and contract procedures.

? What types of companies are eligible for support?

Support for "Exhibiting at International Trade Fairs" and "Business Meetings in BPCs" is limited to SMEs that have head offices, branch offices, sales offices in Osaka City. Additionally, of these SMEs, only manufacturing enterprises are eligible for support for "Exhibiting at International Trade Fairs." Any Osaka-based company can apply for "Business Delegations to BPCs", "Business Meetings in Osaka" and "Business Seminars"

※ Eligibility requirements may vary depending on the specific program you are interested in. To ensure you meet the criteria for participation, please contact us for a consultation.

02 Business Delegations to BPCs & Business Meetings in BPCs

We invite SMEs considering global business expansion to join our business delegation to BPCs. In collaboration with local partners in each BPC city, we introduce you to local companies and industrial facilities, providing unique insights into the real local business environment and business needs.

We also conduct business matchings in collaboration with local partner organizations in each BPC city.

Support Details

- We assign overseas development supporters who will give you advice on how to prepare for the business meetings, will support you on-site, and will conduct follow-ups after you return to Japan.
- We arrange interpreters for the business matching event.

Requirements

- Your company must have a physical presence in Osaka City. (Head office, branch office, sales office etc.)
 - You must be an SME operating in the manufacturing industry. As defined by Article 2 of the "Small and Medium-sized Enterprise Basic Act" However, companies with substantial influence from large corporations ("deemed large companies") are not included.
 - Exhibited products must be made in Japan and fall within the designated field.
 - You must be willing to participate in surveys and interviews during and after the business meetings for result assessment.
- Note: Companies will be selected through a screening process.

Program Expenses

Expenses covered by the program

- Expenses associated with attending the business meetings.
- Interpretation expenses at the business matching event.
- Local travel expenses as outlined in the program schedule.
- Expenses incurred by overseas development supporters for activities related to your participation, both in Japan and abroad.

Expenses not covered by the program

- Travel and accommodation expenses.
- Production expenses for business meetings. (brochures, handouts, etc.)

Business Delegation & Overseas Business Matching in FY2024

Business Delegation & Overseas Business Matching
 Early December

City: Shanghai, China
 Field: Healthcare, Welfare