



JETRO & India – Japan IT collaboration

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AHMEDABAD

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Existing Japanese Companies - 1,400 in India

-84% are located in 5 major regions/cities-

Delhi NCR (145)

HITACHI, SONY, SHARP, Yakult, Banks, Trade companies etc

Uttar Pradesh (41)

HONDA (4W) , YAMAHA, Car Parts

Haryana (383)

Suzuki (2W, 4W) , HONDA (2W) , Car parts companies etc

West Bengal (25)

Hitachi Construction, NRI, Air Water, Trade Companies

Bangladesh (330+)

Rajasthan (50)

HONDA (2W · 4W) , Car Parts, DAIKIN, Unicharm, Otsuka Chemical etc

Assam (18)

Sony, Sharp, Honda Power, Bridgestone

Gujarat (39)

Suzuki, HONDA (2W) , YAZAKI, TOTO, MHI, Nippon Steel

Andhra Pradesh (19)

Eisai, ISUZU, KOBELCO, KUSAKABE Electric

Telangana (26)

TOSHIBA, Fuji Foods, TOMOEGAWA

Karnataka (228)

TOYOTA, HONDA (2W) , FANUC, NISSIN, TMEIC, FUJITSU, Car parts

Maharashtra (232)

(Mumbai) MUJI, Asahi-Kasei, Bank, Insurance, Security, Shipping
(Pune) Mitsubishi Electric, Yamazaki Mazak, Kawasaki, Car parts

Tamil Nadu (190)

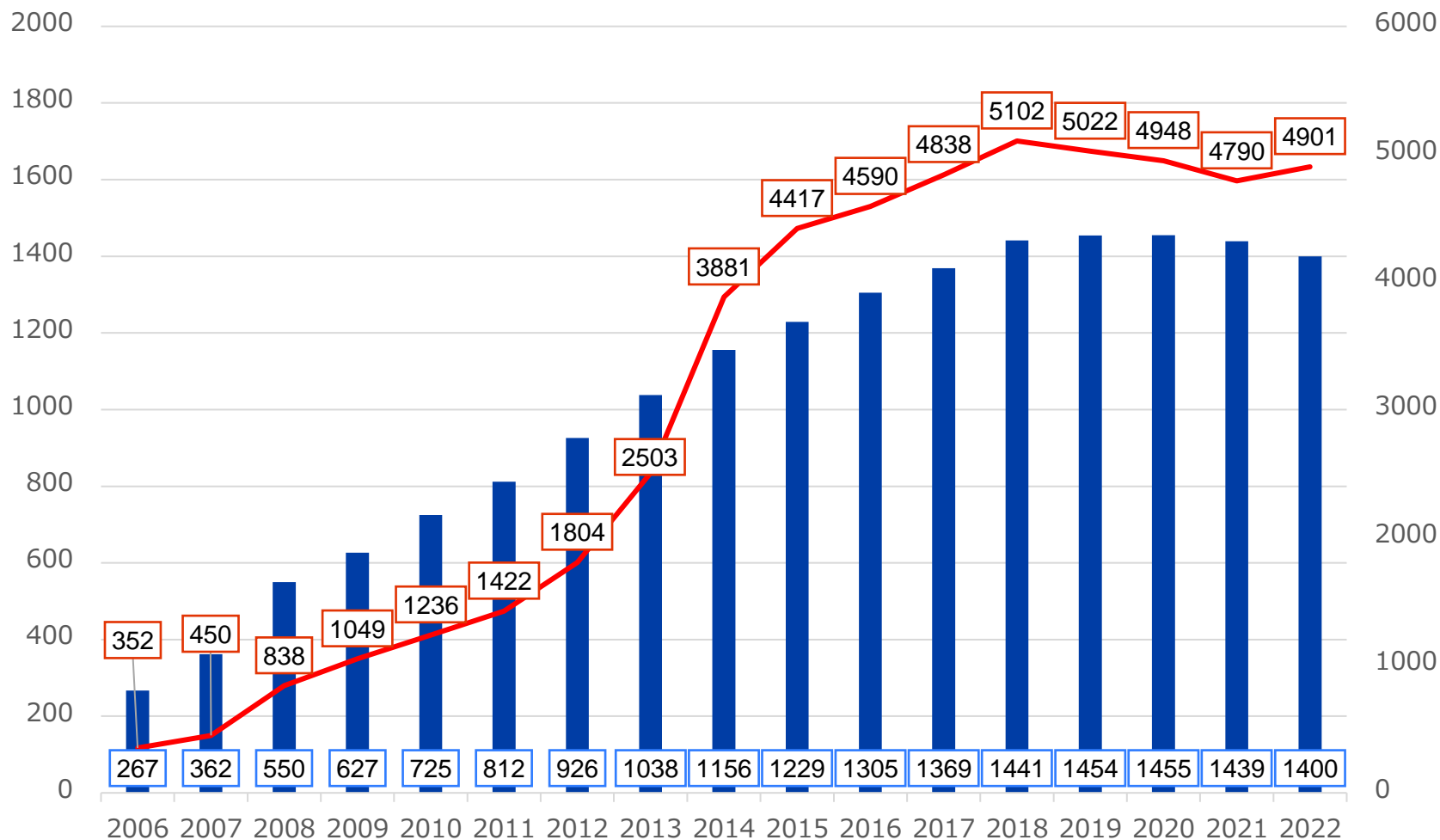
NISSAN, YAMAHA, TOSHIBA, KOMATSU, Panasonic, Car parts

Source : Japan Embassy in India, JETRO

Number of Japanese Companies in India : 1,400 Cos. (4,901 locations)

(No. of Companies: BLUE)

(No. of Locations: RED)



(Source) List of Japanese Companies by Embassy of Japan to India & JETRO (2022 Edition) ※Updated On Oct. 2022

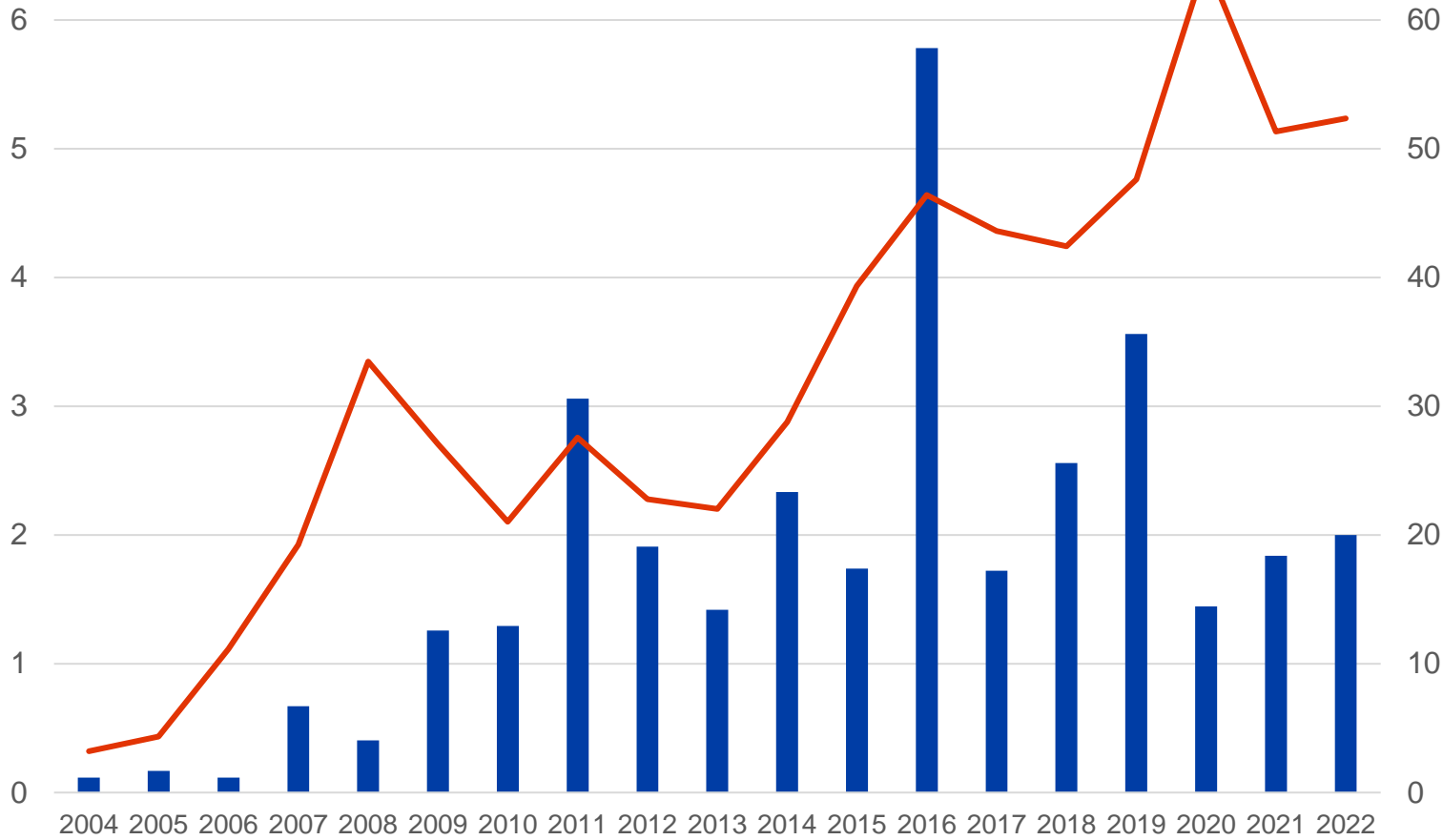
Japanese Investment In India

(Unit:1Bil US\$)

(Unit:%)

Japanese Investment in China

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
7	7.35	7.06	4.33	3.19	3.10	3.26	3.80	3.72	3.37	3.91	4.61



To CHINA
10 years' average approx. **4.0 Bil US\$** per year

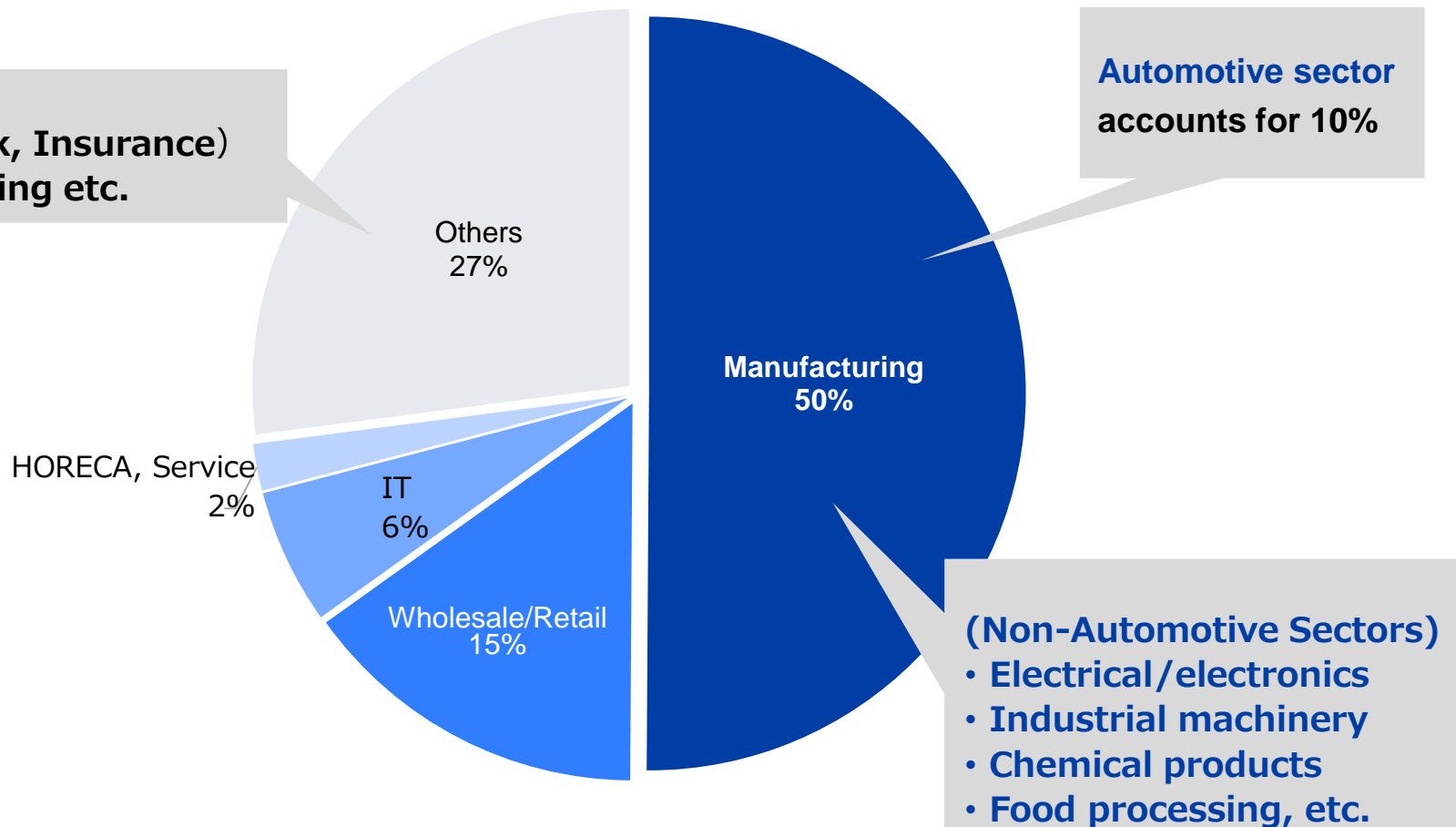
To INDIA
10 years' average approx. **2.4 Bil US\$** per year

■ FDI from Japan To India (Right Axis) — FDI from World to India (Left Axis)

(Source) Ministry of Commerce & Industry based on "FDI Newsletter".

Automotive industry is the majority, But the sectors are diversifying

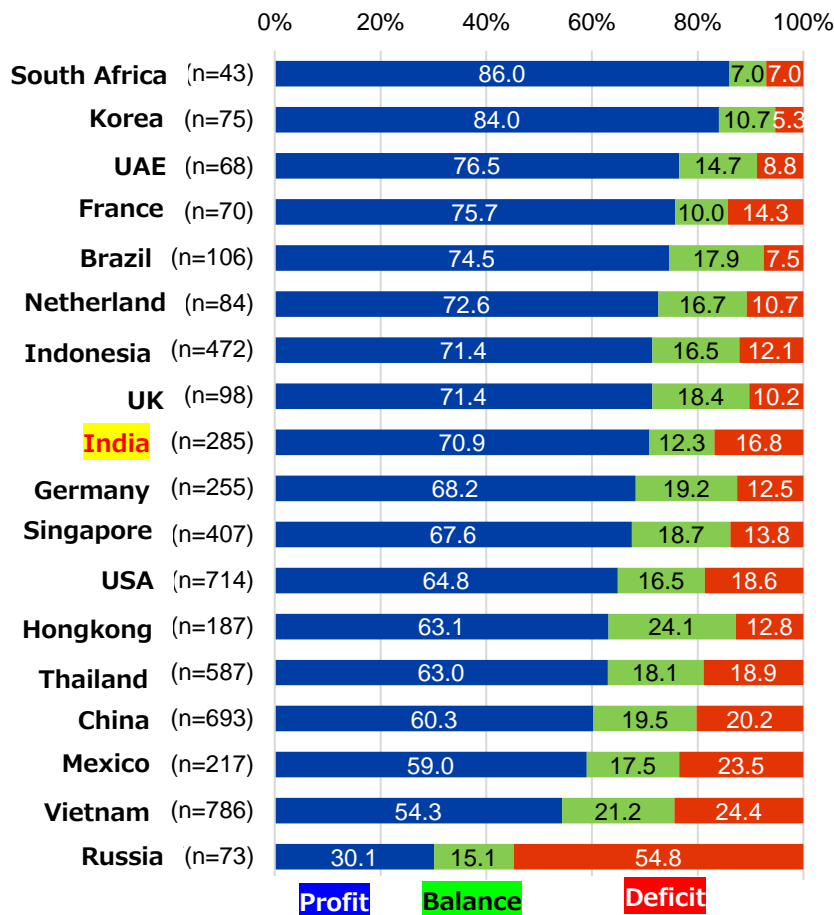
Sector-wise Japanese companies in India



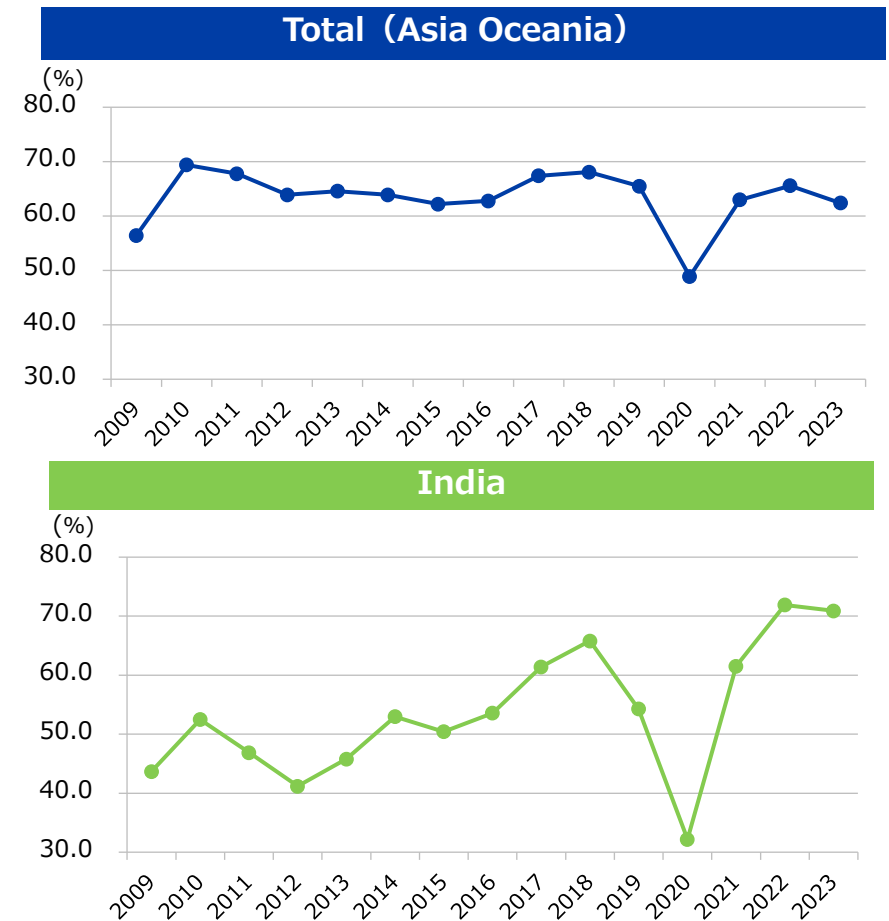
(Source) List of Japanese Companies By Embassy of Japan & JETRO ※Updated On Oct. 2022

70% of Japanese business in India are profitable

Projected Operating Income in 2023

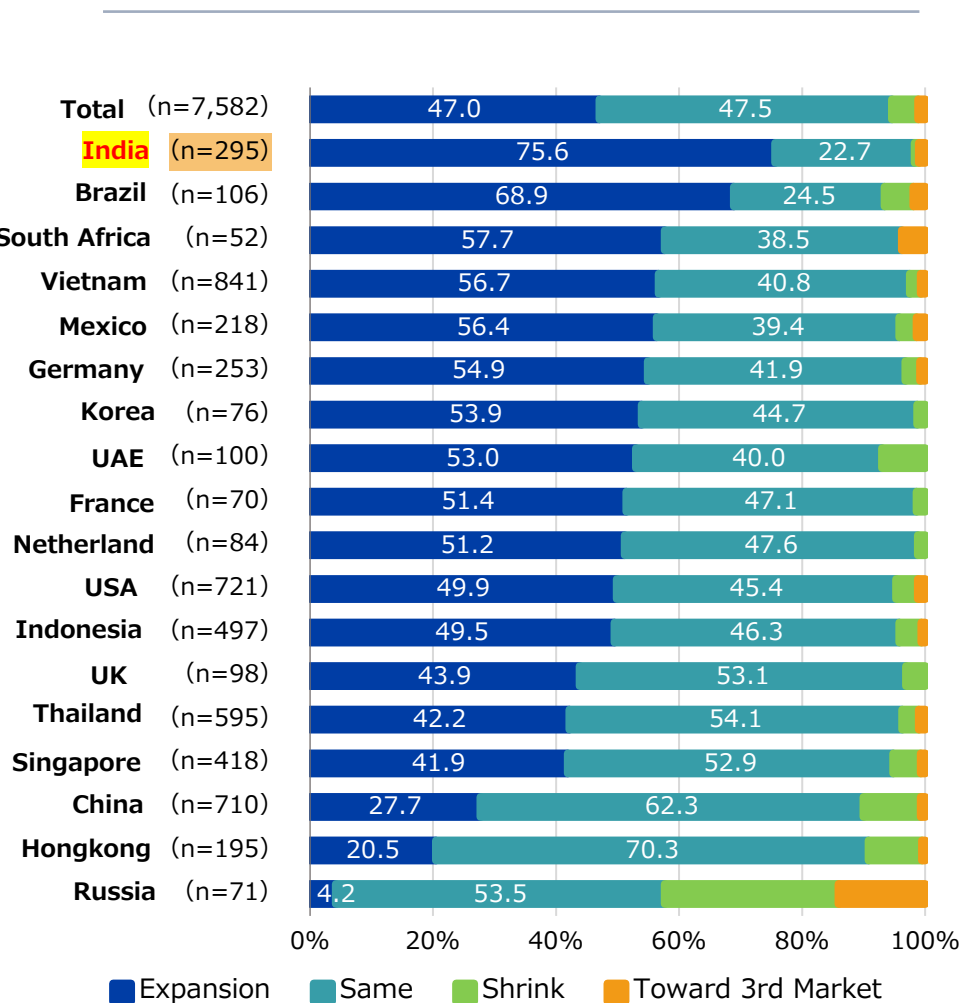


Trends in the Percentage of Companies in the Black

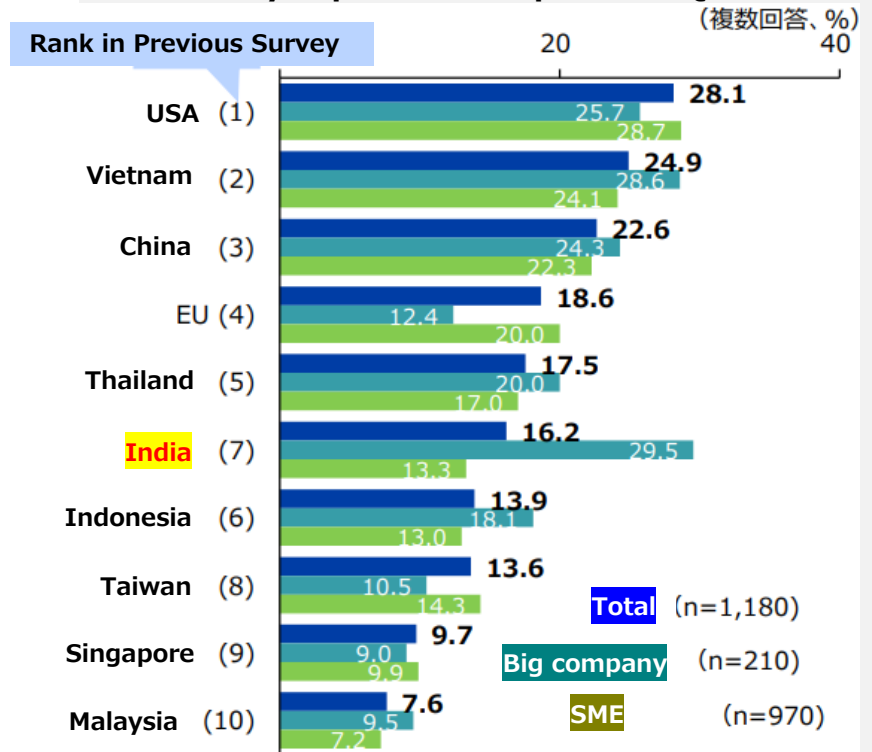


70% of Japanese companies in India to expand

Direction of business development over the next 1-2 years



Destination of future business expansion by Japanese companies HQ



(Note) Survey of JETRO Members (Japanese companies).
Source: JETRO "Questionnaire Survey on Overseas Business Expansion of Japanese Companies in FY2023."

Global R&D : New Trend of Japanese Business

Panasonic
TOSHIBA
HITACHI

SONY
NEC
FUJITSU

2011 Panasonic R&D Center, Hitachi R&D Center India
2013 Toshiba Software India R&D
2018 NEC India R&D
2020 Sony R&D Center
2021 Fujitsu R&D base

 **DAIKIN**

- Daikin India announces that it will invest 5 billion rupees over the next three years to establish a R&D center in Neemrana, Western Rajasthan. The center will conduct R&D on air conditioners for India and for export, aiming to start operations in December 2023. (reported in August 2022))
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 **SUZUKI**

- Established Suzuki R&D Center India Private Limited (SRDI), a wholly owned R&D center in Delhi. The center aims to strengthen competitiveness in India by efficiently linking the R&D departments of Japan and India. (August 2022, Press Release)

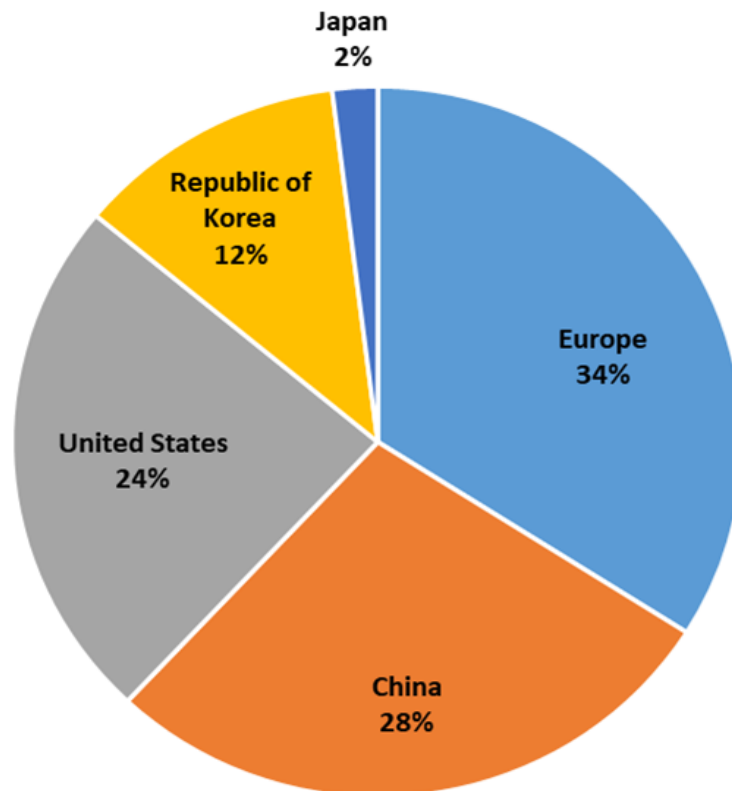
Japanese SME's investment to India is still limited

Country/Region	Number of Japanese companies	Japanese SMEs ratio in total companies
China	13,000-15,000	40-60%
ASEAN	13,000	40-60%
India	1,439	15-20%
Bangladesh	338	40-60%

JETRO's survey on International Co-Research between India and other countries.

JETRO worked on the survey on Global R&D between India and other major countries. We surveyed numbers and players of Co-research papers and Co-patent application.

- Institutional Collaboration between Japan and India in the field of IoT is significantly limited comparing with other major countries
- Results of joint projects are mostly not patented in India (for US, Europe, China, Korea's domestic market?)



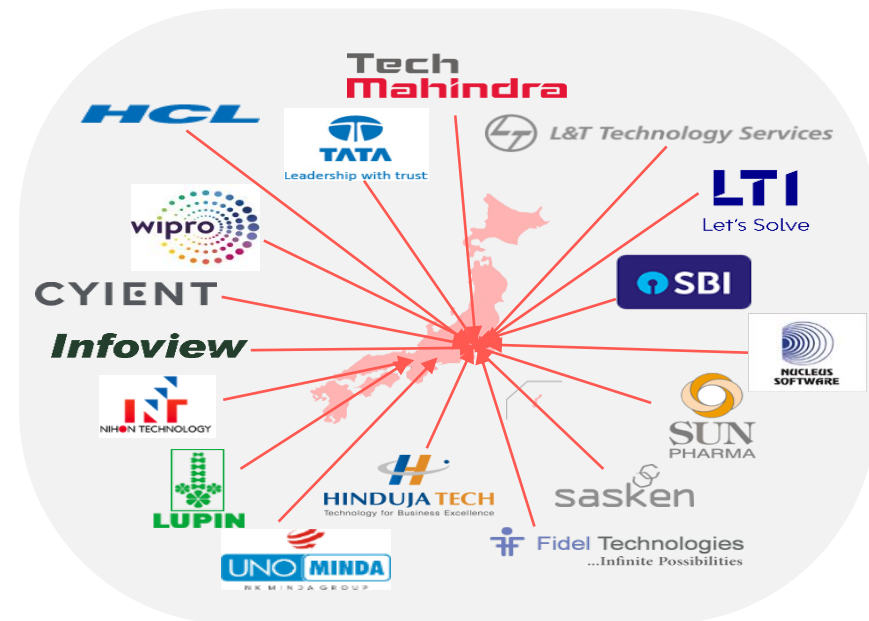
Invest Japan

We support Indian companies to invest and start business in Japan.



Invest Japan Program

- We support Indian companies to invest and expand their business in Japan.
- We provide one-stop services from Tokyo and 5 other regional cities in Japan with temporary office space, consultation from professionals and giving networking opportunities with new Japanese companies.



J-Bridge

J-Bridge is a business platform for the creation of cross-border open innovation

We also support collaboration between Indian startups and Japanese companies.

J-BR!DGE Cross-Border Open Innovation Program

- We facilitate collaboration between Japanese and foreign companies. (Business alliances including technical cooperation, joint R&D, and M&A, etc.)
- We support cross-border open innovation for accelerating digital and green transformation.

We have prominent technologies or business models!



Indian Startups

J-BR!DGE

- Company Introductions
- Pitching Events
- One-on-One meetings



Japanese Companies

We want to develop new business through collaborations.

Focus Fields

Digital



- Mobility
- Health Tech
- Life Sciences
- Agri-Tech
- Retail Tech
- Smart Cities
- FinTech
- Robotics
- Information Security
- etc.

Green



- Renewable Energy (offshore wind, biomass, etc.)
- Energy Conservation
- Storage Batteries
- Hydrogen
- Smart Infrastructure
- Greening and Environmental Conservation Technologies etc.

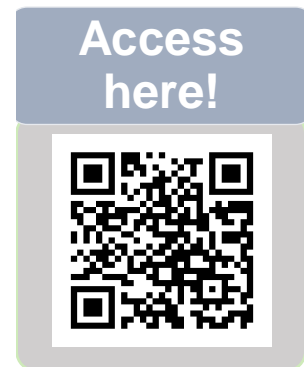
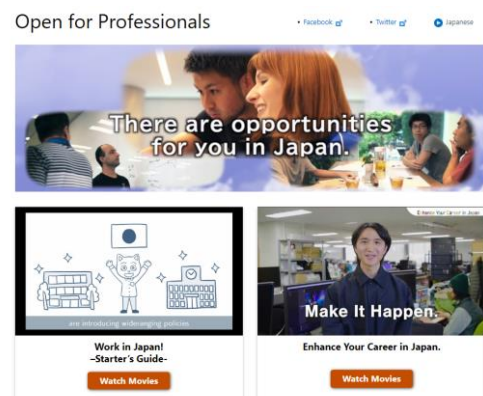
Open for Professionals: Job matching portal

Many Japanese companies are welcoming foreign professionals.

Open for Professionals is a portal site to connect Japanese companies with talented overseas professionals.

Key Feature of the portal site

- Information of more than 300 Japanese companies looking to hire foreign talent
- Job Information from across Japan
- Wide range of sectors
- Internship options also available
- Contact the companies directly from OFP list



List of companies
Showing 1-20 of 292 hits.

Company	Looking to Hire	Internship Program	Use of English	Required Persons	Sectors
uchiyama jutaku				Sciences (Engineering)	Construction
AWL				Sciences (Technical Sales) Sciences (Engineering) Sciences (Research & Development)	Communication and Information and Software
Seidensya				Humanities (Language) Humanities (Management) Sciences (Technical Sales) Sciences (Engineering) Sciences (Research & Development) Other	Construction
sakigake semiconductor co.,ltd				Humanities (Sales/Marketing) Humanities (Trade Affairs)	General Machinery, Precision Machinery
hts ltd.				Humanities (Language)	Professional Service
				Humanities (Language) Humanities (Sales/Marketing)	

Comparison of “Japan-India” and “Japan-China”

	Between Japan and India(A)	Between Japan and China(B)	Ratio(A/B)
Trade volume(2022) *Japan's Ranking from India's Perspective	2,851.2 billion yen *Imports: 13 th place *Exports: 26 th place	43,847.2 billion yen	1/15
Number of bases of Japanese companies(2022)	4,901 bases	31,324 bases	1/6
Number of Japanese visitors(2019)	Approx. 240,000	Approx. 2.68 million	1/11
Number of foreign tourists (2022)	Approx. 54,000	Approx. 189,000	1/3.5
Number of international students in Japan(May, 2022)	1,532	103,882	1/68
Number of Japanese Residents in the country(2022)	8,145	102,066	1/12
Number of foreign residents(Dec, 2022)	43,886	761,563	1/17
Number of Japanese Language Learners(2021)	36,015	1,057,318	1/29
Technical Training Program/Specific Skilled Workers(Dec, 2022)	554	37,690	1/68
Sister state/City agreement	14 Groups	380 Groups	1/27
Number of International Scheduled Flights (2022)	22 flights per week	52.5 flights per week	1/2

(Source: Embassy of Japan in India briefing presentation)

Japan Session

@Sapphire Hall 12:15 p.m.- 1:15 p.m.

- 12:15 p.m.- 12:20 p.m. Opening Remarks
- 12:20 p.m.- 12:30 p.m. Presentation

Mr. Rajiv Sikka, Founder & CEO, Prologic Consulting Private Limited (DBA Prologic Technologies) (<https://www.prologic-technologies.com/>)



- 12:30 p.m.- 12:40 p.m. Presentation

Mr. Moncy George, Director - Business Development, PrimeNumber Inc (<https://primenumber.co.jp/>)



- 12:40 p.m.- 12:50 p.m. Presentation

JETRO Dhaka SM Shariful Alam, Senior Director, JETRO Dhaka Ms Israt Jahan, Assistant Manager, JETRO Dhaka

- 12:50 p.m.- 1:15 p.m. Q&A and Closing