

Access to Tokyo

A nighttime photograph of the Tokyo skyline. The Tokyo Tower is the central focus, illuminated with bright orange and yellow lights. The surrounding city is a dense collection of buildings, many of which are lit up with various colors of light, creating a vibrant urban scene. The sky is a deep, dark blue. In the foreground, there are large, overlapping geometric shapes: a purple triangle on the left and a cyan triangle at the bottom, both pointing towards the center of the image.

11th June 2018
James K. Hoover
Accenture

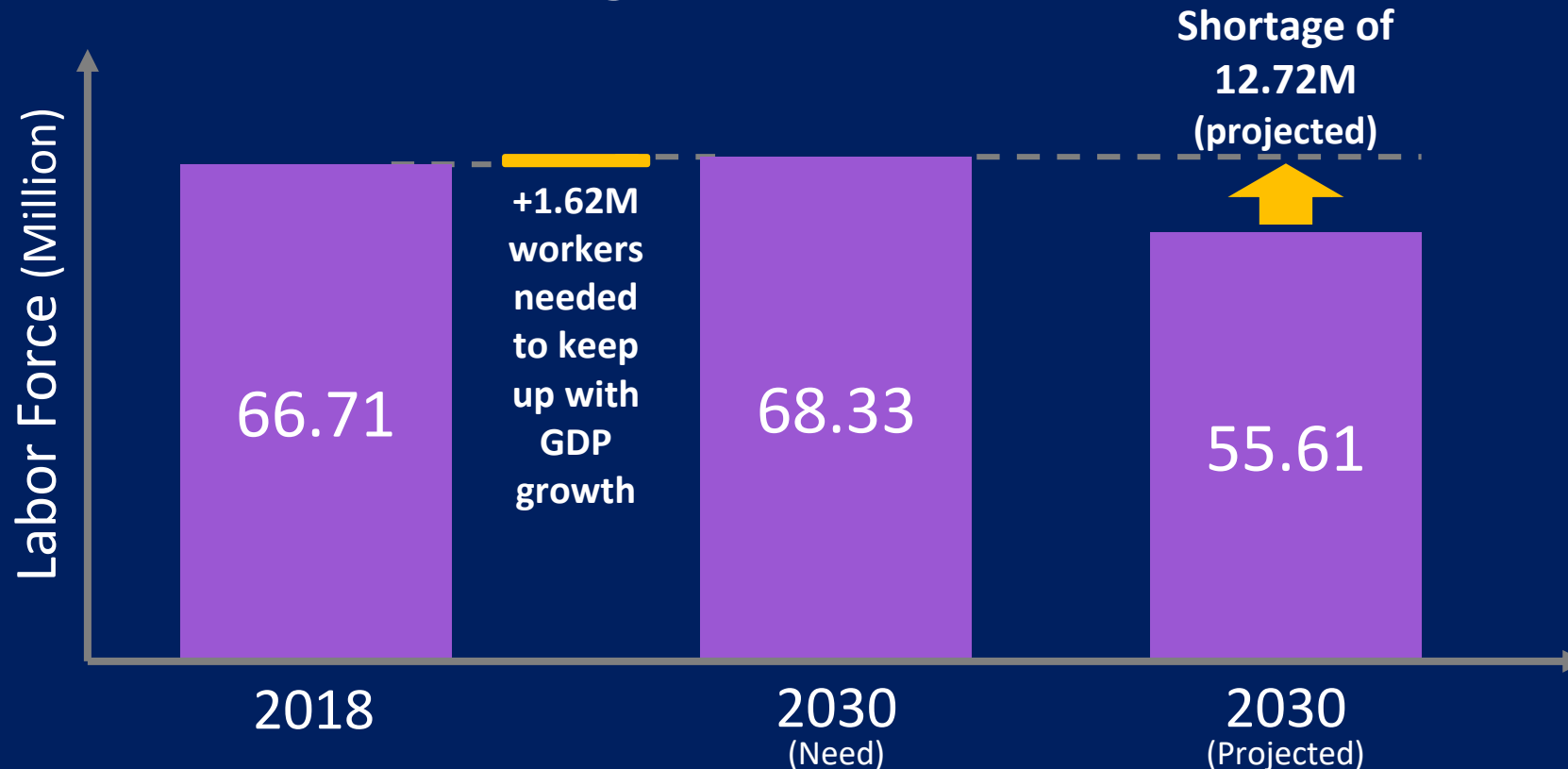
Interested in Expanding Your Business to Tokyo?

Yes, but...

- ❑ I have no contacts there
- ❑ I don't know where to go
- ❑ Information is in Japanese
- ❑ Decision making speed and process is difficult

JAPAN FACES A **HUGE** SUPPLY-DEMAND GAP

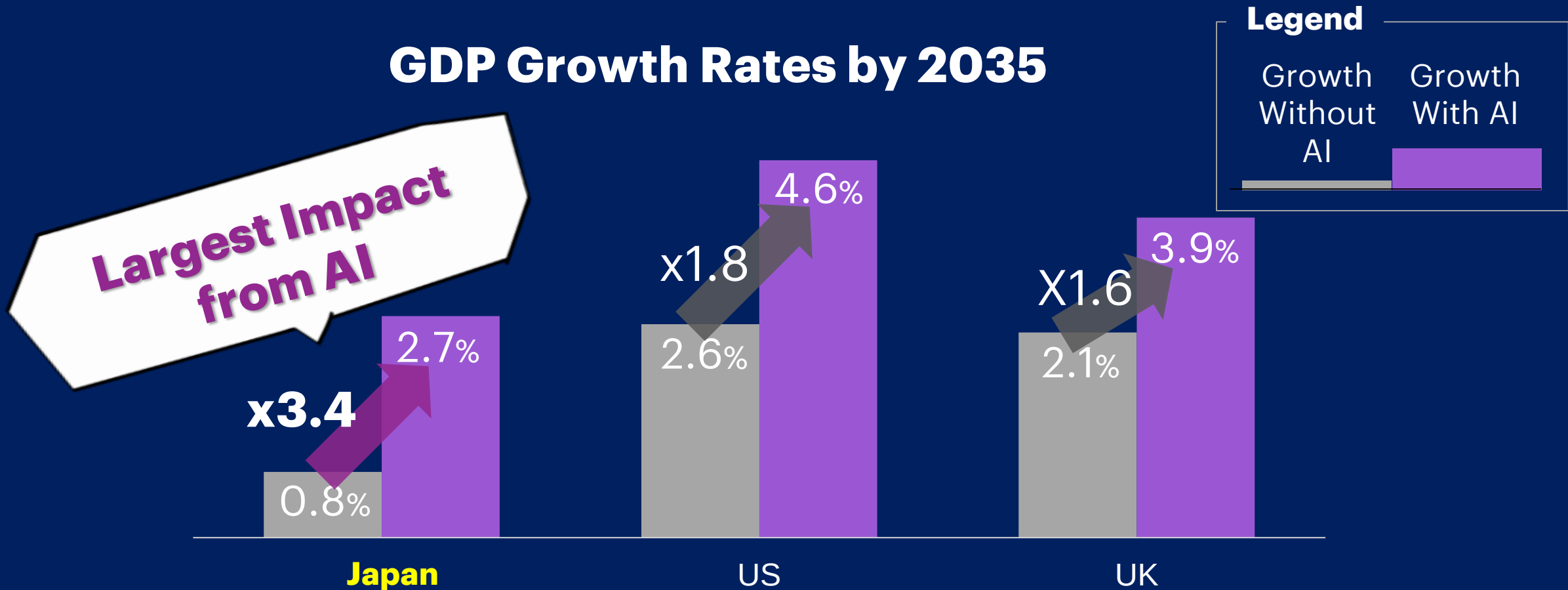
Innovation is essential for meeting this demand.



Source: Accenture Analysis based on the numbers from Statistics Bureau, Ministry of Internal Affairs and Communications and Japan Institute for Labour Policy and Training

WE BELIEVE TECHNOLOGY IS **THE ANSWER**

GDP Growth Rates by 2035

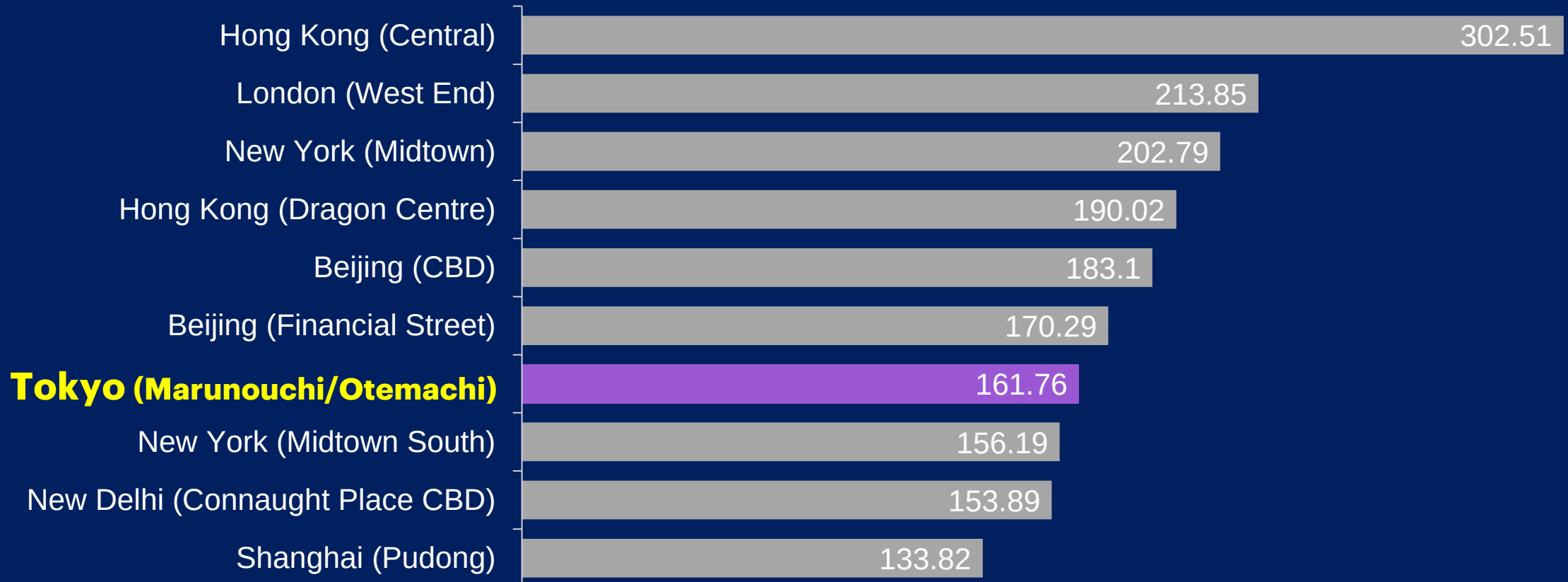


Source: Accenture Research

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TOKYO IS **NO LONGER** AN “EXPENSIVE MARKET”

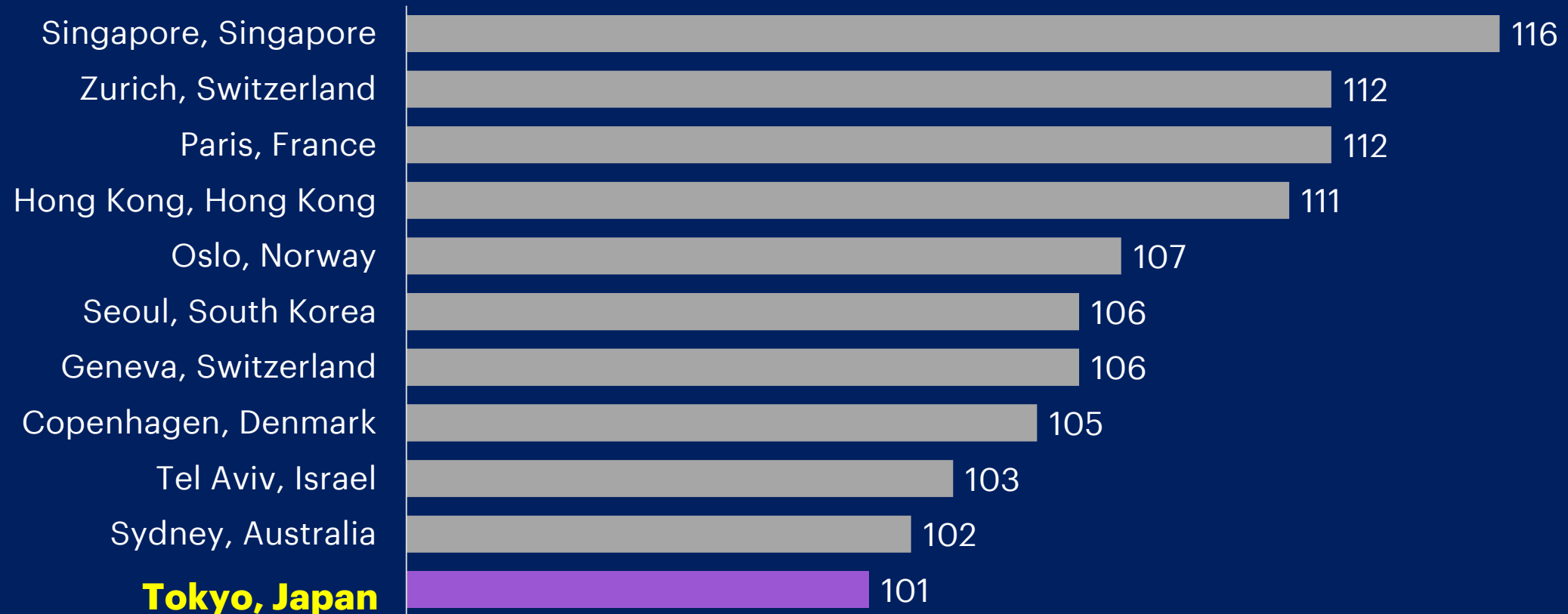
Office Occupancy Cost (USD/sq.ft.)



Source: CBRE Global Prime Office Occupancy Costs Ranking Top10

TOKYO IS **NO LONGER** AN “EXPENSIVE MARKET”

Cost of Living (INDEX; New York: 100)

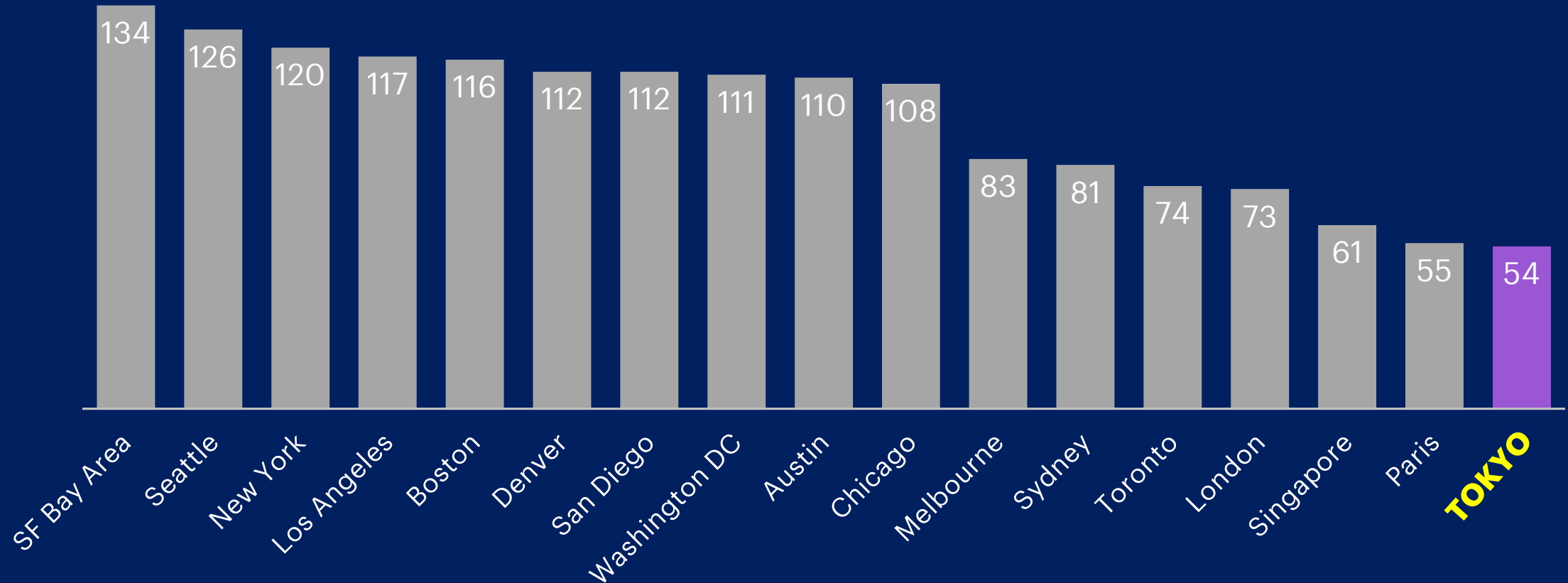


Source: Worldwide Cost of Living 2018 by The Economist Intelligence Unit

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TOKYO IS **NO LONGER** AN “EXPENSIVE MARKET”

Software Engineer Average Annual Salary ('000s USD)



Source: 2016 AVERAGE SOFTWARE ENGINEER SALARY BY MARKET, Nensyu Labo for Tokyo Salary

BRIDGING DIFFERENCES

The way of doing business may be different from what you're used to, but with proper preparation and mentorship, these differences can strengthen your business.

Perhaps you are...

Message Driven

Opportunity-seeking

Straightforward

Time is Money

Presentation

Risk

Communication

Decision Making

..but in Japan...

Requires Detail

Seeks to Hedge

“Read the Air”

Cautious

WORLD'S MOST **LIVABLE CITY**

THE MONOCLE
11th
QUALITY OF
LIFE SURVEY

TOKYO WAS
RANKED
3rd time as

No1

THE INDEPENDENT
T I M E
THE ECONOMIST

“Tokyo has got urban living down to a fine art.”

“Tokyo is a unique blend of small-town warmth and A BIG CITY EXCITEMENT.”

Consistently ranked the WORLD'S SAFEST CITY.



A Representative of Tokyo Metropolitan Government

ACCESS to TOKYO

Supporting frontline companies to expand their business in Tokyo

Accenture | James K. Hoover



TOKYO
METROPOLITAN
GOVERNMENT

INVEST TOKYO Program

By Tokyo Metropolitan Government



U.S.



JAPAN

**Access
to Tokyo**

I am your
**TOUCH
POINT**

Ask me
anything

1

**Business Camp
Tokyo**

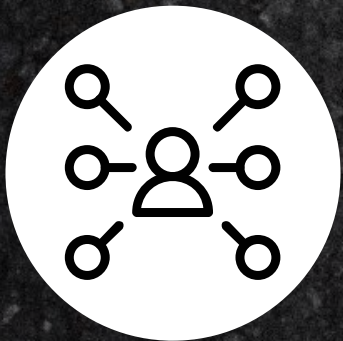
2

**Free Consulting
Service**

Grow Your
Business in
Tokyo

As your touchpoint, I will offer you...

**Hold
Seminars**



**Explain
the
Market**



**Elaborate
on
TMG's
Support**



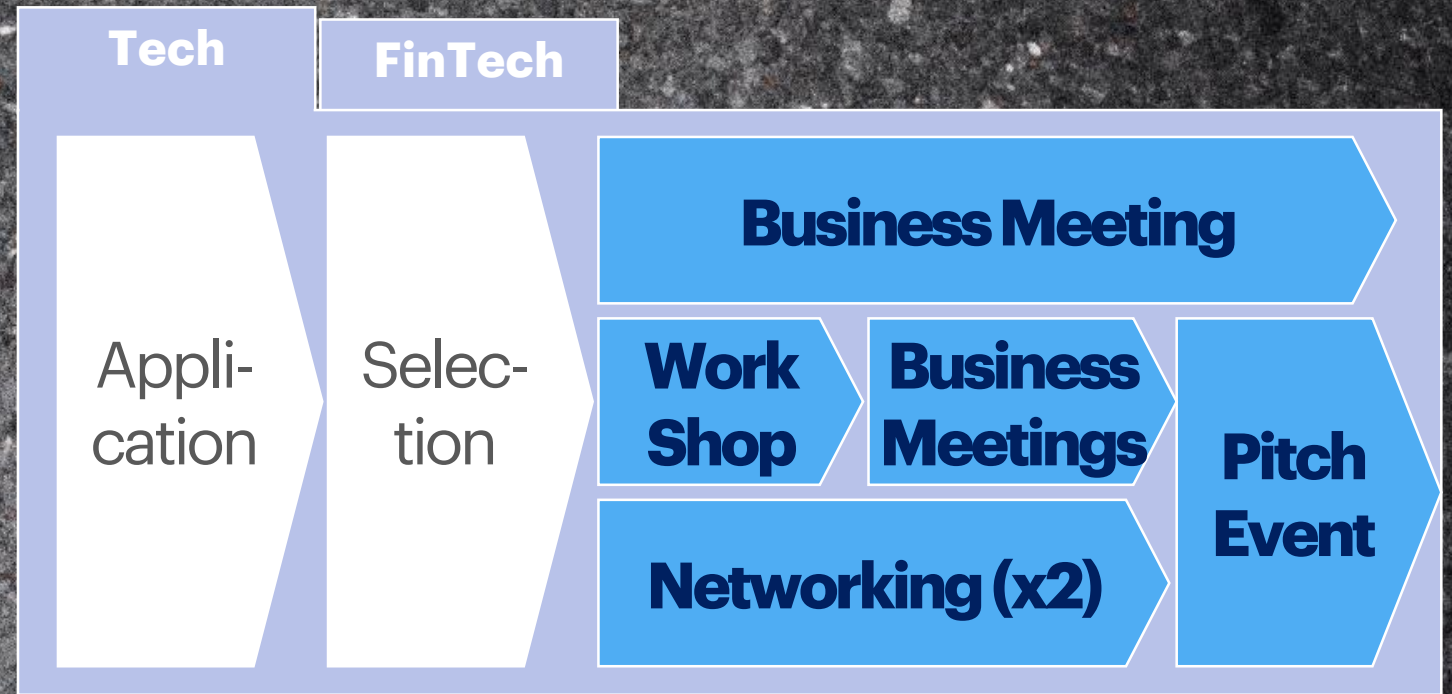
**Discuss
Cultural
Differ-
ences**



1

Business Camp Tokyo

Explore Tokyo and Meet Leading Japanese Companies



Avg. No. of meetings
with Mentors

13

over 2 months

Ongoing
Matchings

20+

and increasing

FinTech BCT mentors for 2018



Tech BCT mentors for 2018



...and more to be announced!

"We were introduced to several great business partners and business opportunities in Japan and this has resulted in an acceleration of our decision and process of expanding into Japan."

-Malong Technologies , Vice President of International Business, Xia Bing

1

Now Accepting Applications

DUE: 11:59PM JST

July 13th, 2018

**Participating companies
announced mid-Aug, 2018**



For more information, please check our website.

[http://www.seisakukikaku.metro.tokyo.jp/
bdc_tokyo/english/bizcamptky/](http://www.seisakukikaku.metro.tokyo.jp/bdc_tokyo/english/bizcamptky/)

2

Free Consulting Service

Tailored services
based on
your company's
needs and requests

**Market
Analysis**

**Formation of
Entry Strategy**

**Business
Partner
Identification**

**Cost
Simulation**

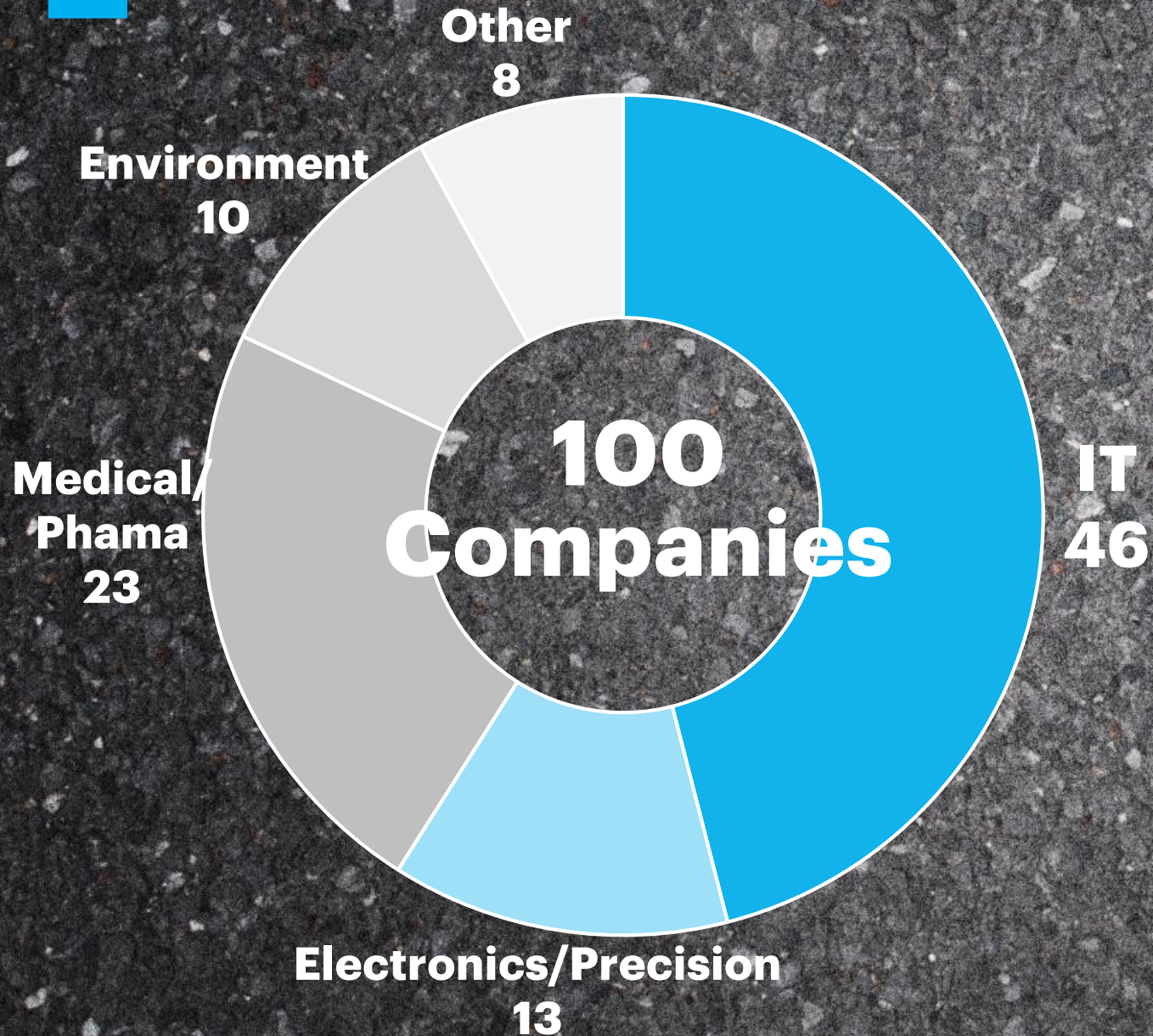
Office Search

**Recruiting
Support**

**Financial
Incentives**

**Registration,
Business Permit
Support**

...and any other requests



FY2017 Tech Companies

CalAmp

CITRINE
INFORMATICS

COMARCH



HOOMANO

推想科技
inferVISION

MAGENCY

ORIGONE

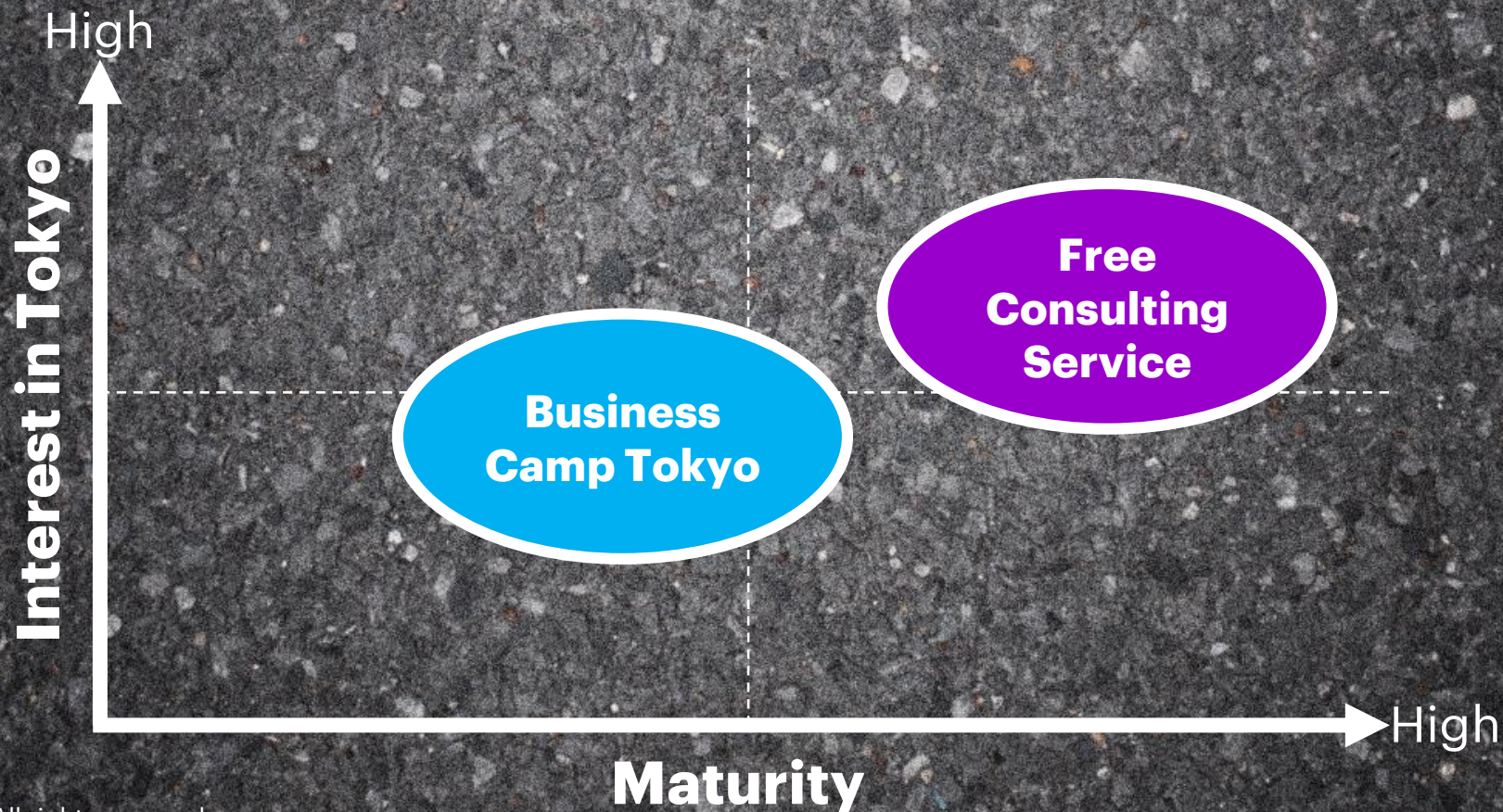


PTMIND
Better insights. Smarter decisions.

RELAYTO

zanaroo

Which Program is right for my business?



The Access to Tokyo Network

London



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