



ACCJ Leadership Forum –10 May 2016

Coming Attractions, Headline News, Highlights

COMMERCE-RELATED COMING ACTIVITIES

- May 16-17: USDOC A/S Jadotte to Lead Cybersecurity Mission to Japan with 15 companies
May 17: Solutions 2020 Spotlight on Cybersecurity Conference at Keio University
May 19: Premier of National Parks IMAX Feature, *America Wild*, Futako Tamagawa
May 19: 31st NOA Electrical Power Sector Matchmaker, TAC
May 26-27: G7 Summit, Ise-shima, Mie-ken
May 29-: NAFSA Ed Sector Conference and Expo, Denver, CO
June 19-21: SelectUSA Global Summit, D.C. President Obama to again keynote; Ambassador Sasae to welcome delegates Residence Reception for this FDI event. See more, below.

Please visit <http://japan.usembassy.gov/business> to find a more extensive calendar of economic events relevant to our bilateral relationship. Should you wish to flag other events, ACCJ or third-party, please send the same data points shown on the calendar to: Office.Tokyo@trade.gov

HEADLINE NEWS/ACTION ITEMS:

Many thanks to the ACCJ and the Internet Economy Task Force for their support and collaboration on the Spotlight on Cybersecurity conference May 17 at Keio University. There are over 800 guests registered to attend. Sugihara-san will be moderating a panel discussion on Cybersecurity and the Finance Sector. Many ACCJ member companies are participating.

June 19-21: Our *SelectUSA Investment Summit* recruitment drive is in its final three weeks. At three dozen firms, our delegation significant and growing, but trailing where we should be. Please reach out to existing or prospective Japanese direct investors in Japan to encourage their attendance at this worthwhile, high-profile event. Please see the Summit flyers and help us build a robust delegation

SELECTED RECENT HIGHLIGHTS FROM COMMERCIAL SERVICE JAPAN

CS Japan Steps up for CS, Companies and EDOs at Hannover Messe: On April 25-29, CS Japan participated in Hannover Messe's blockbuster industrial fair in Germany, helping support over 450 U.S. companies and 70 Economic Development Organizations for the U.S. focus on direct investment. Japan continues as a top-3 U.S. investor in flow terms. Specialists Shimizu and Ohashi counseled 75 U.S. companies interested in the stirring Japan market.

3 GM Fields Complete TPP Outreach, Inland: On April 21, CSJapan carried out a speaking tour within Southern California's Inland Empire. The experience confirms that there is a real hunger to learn and dialogue about the prospects and potential of this big trade pact, and that stepping away from so-called "gateway" American cities and towns that see many USG visitors is well worth the time invested.

CS Japan Organizes Pre-Brief on Education Sector Mega-event, NAFSA: On April 19, Specialists Tsurumachi and Fujioka arranged a briefing for 30 Japanese universities traveling to the NAFSA Education Show in Denver. This was a first time event, with simultaneous video connection to Osaka, and participation by Japan's influential Ministry of Education.

Asian AmChams - USG Coordinate Commercial Policy at APCAC 2016: On April 14-15, several SCOs from across China and Asia joined China DAS Asia DAS and U.S. Ambassadors Baucus, Galt and Wagar to conduct counseling and exchange views with members of 29 AmChams representing over 15,000 businesses to review how government and private sector can ensure a level playing field in a dynamic region. TPP conclusion was front and center, as was regional integration and the impact of slowdown in China's growth.

CS Japan Hits \$8.86 Billion (or 50K jobs) in Advocacy Wins! On April 8, the Advocacy Center reported a \$2.6 Billion WIN for the GOJ's purchase of the Northrop Grumman E-2D Hawkeye Airborne Early-Warning Aircraft where CS Japan advocacy support was key. Still more impressive, the defense and aerospace WIN's brought about through coordinated Post and Washington support over the last 12 months reach eye-popping numbers. In order of ascending dollar value: Northrop Grumman Global Hawk UAV, \$475M; Boeing 777 VIP Aircraft, \$912M; Boeing/Bell MV-22 Osprey, \$1.272B; Boeing KC-46 Tanker, \$1.5B; Bell Helicopter UHX, \$2.1B and the Northrop Grumman Hawkeye E-2D, \$2.6 B. All of these U.S. suppliers faced stiff competition from well-known international companies and our coordinated advocacy helped level the playing field and hammer home the winning message. It is said that for every billion dollars in export sales, 5,750 jobs are created in the U.S. As these WIN figures represent virtually all U.S. content, we estimate that these deals collectively will support or create nearly 51,000 jobs in the United States!

CS Japan Participates in GOJ Fukushima Decommissioning Conference: On April 10-11, Specialist T. Suzuki coordinated Embassy involvement in the two-day International Conference on the Decommissioning of the Fukushima Daiichi Nuclear Power Station in Iwaki, Japan. METI and the Nuclear Damage Facilitation Corp. (NDF) organized the event that opened with remarks by the METI minister to 400 attendees. Among the Japanese, American and British companies and institutions exhibiting products and services were Kurion, Energy Solutions, AECOM and Amec.

CS Japan Presses for U.S. Company Solutions in Fukushima: On April 10-11, in Fukushima Prefecture Specialist T. Suzuki advocated for American remediation companies with officials from the Agency for Natural Resources and Energy (ANRE), the Ministry of Economy, Trade and Industry (METI), and the Nuclear Damage Compensation and Decommissioning Facilitation Corporation (NDF) at the International Symposium on the Decommissioning of the Fukushima Daiichi Nuclear Power Station. The symposium attracted 10 American exhibitors as well as over 600 community members.