

# Belgium-Japan Association & Chamber of Commerce ASBL- VZW



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## Trade Flows & Cultural News

### Cross-continental partnerships

by HE Prime Minister Guy Verhofstadt

2005 was an exciting year for Belgium-Japan relations and for deepening the ties between our two countries. Next to the Belgian participation in the great 2005 World Expo in Aichi, the signing of a Social Security Agreement between Belgium and Japan and the EU-Japan People-to-People Exchange Year, I particularly remember the trade mission to Japan under the auspices of HRH Prince Filip as well as my third personal visit to Tokyo, early November, as a part of a larger trip to explain our revised tax system to businesses in the South and North East Asian region.

I was particularly happy to be welcomed in Tokyo by Japanese Prime Minister Koizumi, who gave me the warmest reception I could imagine, a welcome followed by most interesting meetings with Japanese top-managers. During the summit meeting with Premier Koizumi, we discussed bilateral relations as well as international issues such as the ongoing reform of the United Nations. Regarding our bilateral relations, we agreed to undertake as I made a request concerning the revision of the Japan-Belgium tax treaty, nearly 40 years old, and I pleaded for the re-establishment of direct flights between Japan and Belgium. We also discussed the possibility of Belgian-Japanese cooperation in assisting Africa.

Belgian and international attention of course was focused on our talks with Japanese top-managers, who gave me the opportunity to explain the brand new 'Notional Interest Deduction' (N.I.D.) tax reform, which we introduced in order to boost capital intensive investments in Belgium. This unique measure provides a tax deduction for the cost of capital for both Belgian and foreign investors and thus for a higher after-tax return on investment. It reduces the existing discrimination between the tax treatment of debt-financing and the tax treatment of equity-financing and effectively lowers corporate taxes. The N.I.D. is introduced as an alternative to the coordination centre regime. Belgium will become the only country

in Europe with such an innovating and important incentive for investors.

Next to the 2005-signing of the agreement between Japan and Belgium on Social Security, of great importance both for Japanese investors and expatriates in Belgium and Belgian investors and expatriates in Japan, the Notional Interest Deduction is yet another very concrete instrument in our toolbox designed to strengthen the economic ties between our nations. As a matter of fact, the growing number of Japanese companies in Belgium, often established here as European headquarters, confirms Belgium's five top attractions for business investors: its quality of life, its quality of labour, its excellent telecommunication infrastructure, its economic and social stability, and its unique European transport and logistics sea- and airports.

Within just a few years, Asia has shifted the focus of the world economy towards the East. And this is only the beginning. In these revolutionary times, because that is what they are, there is no time to waste. We must adjust to the new reality. Various European countries - including Belgium - have understood this and are busily implementing appropriate reforms. Only a few months ago we decided to embark on a fundamental reform of our labour market. By adopting a whole package of measures we intend to get more people to work and also allow them to work longer. To this end, we have once again lowered the tax paid on labour. At the same time we are also investing more in R&D. We've tackled red tape and lowered corporate tax.

The Belgium-Japan Association & Chamber of Commerce is instrumental in informing Japanese entrepreneurs of these new developments in Belgium and Belgian businesspeople of the developments in Japan. Allow me to underline how much we value its role. Japan and Belgium stand for one of the oldest cross-continental partnerships. Let us keep moving.



HE Prime Minister Guy Verhofstadt



HE Prime Minister Verhofstadt and HE Prime Minister Koizumi

### In this issue

- 1 Editorial: HE Guy Verhofstadt
- 2 BJA New Year Cocktail Reception
- 3 84<sup>th</sup> European Motor Show
- 4 Business Seminar NID
- 5 Violin Concert - Akiko Suwanai
- 6-7 Interview - Sadao Ichimi on life in Belgium
- 8-10 EU-Japan relations
- 11-14 News from the Members
- 15 News for the Members
- 16 Facts and Figures on Japan
- 18-19 Youth Committee News
- 21 Personalia and Sponsors
- 22-24 Advertisements: Olympus, Nikon, Yamagata Europe

## BJA New Year Cocktail Reception

18 January 2006 - Hilton, Brussels

BJA 新年カクテルパーティー

On Wednesday 18 January, the BJA was happy to invite the members to the New Year Cocktail Reception, an event dedicated to the members to join for a celebration of a prosperous New Year, in honor of HE Mr Takekazu Kawamura, new ambassador at the Mission of Japan to the EU.



HE Ambassador Kawamura together with Mr Willame breaking the barrel of sweet tasting sake, a tradition well appreciated by the Western and Japanese participants.

Mr Luc Willame, President of the BJA, opened the evening extending his best wishes to the audience and expressing his confidence in relations between Belgium, Europe and Japan and a further deepened cooperation with Nihonjinkai for the year 2006. He welcomed HE Ambassador Kawamura to Belgium for the second time. HE Ambassador brought wise words to the members and together broke the traditional sake barrel 'Kagamiwari', kindly offered by Tagawa Restaurant.

It was an excellent opportunity for the 170 participants of the BJA to network while savoring the delicious sushi offered during the evening. A good start for a promising year!



Mrs Kawamura, Mrs Hakkaku and Mrs Ishibashi enjoyed stories of the old and new while exchanging New Year greetings.





European Motor Show Brussels 2006



## 84<sup>th</sup> European Motor Show

18 January 2006 - Heizel Expo, Brussels



On Wednesday 18 January, a Japan Day was celebrated at the 84<sup>th</sup> European Motor Show – Brussels 2006 organized by FEBIAC (the Federation of the Belgian Automobile and Cycle Industry). Thanks to the courtesy of Mr J.A Moorkens, President of FEBIAC and Honorary Vice-President of the BJA, the Belgium-Japan Association & Chamber of Commerce had the pleasure of inviting 100 members for a group visit.

Mr Léon Barbier, Honorary Director of the BJA, extended his kind words of welcome to the participants and guided the group through the Auto Salon. The members

enjoyed admiring the beautiful cars and exchanging comments. While some of them examined carefully every detail of their Japanese dream car, others took place behind the wheel. Half way through the visit, the group was invited by Toyota Belgium – Lexus Division to enjoy a VIP cocktail. Such refreshment was much appreciated by the members.

The visit ended with a networking cocktail offered by the Committee of the Motor Show in honour of HE Mr Shohei Naito, Ambassador of Japan in Belgium.



Baron Snoy, Director of Marsh and Mr Tsutsui, President of Toyota Tsusho, enthusiastically viewed and discussed the beauty of automobiles at the Auto Salon.



Mr Barbier, Honorary Director of the BJA and guide for the occasion thanked Mr Janssen, PR & Corporate Affairs Manager of Toyota Belgium, for his kind welcome at the luxurious Toyota Lexus stand.



Mr J.A Moorkens, President of FEBIAC and Honorary Vice-President of the BJA, and HE Ambassador Naito with a refreshing drink.



Mr Verzele of FIT, Mr Vandervelde of Laga, Mr Arashima of TMME and Mr De Witte of Deloitte sharing perspectives on the automotive industry.

## A new and creative boost for investments in Belgium: the Notional Interest Deduction - Business Seminar

ベルギー投資促進に先駆け、新投資優遇税制についてのセミナー

23 November 2005 - ING Brussels



The BJA Legal and Tax Committee jointly with ING Belgium organised a business seminar on Notional Interest Deduction on Wednesday 23 November 2005.

Belgian Deputy Prime Minister and Minister of Finance Didier Reynders was the guest of honour of this event, which gathered an exceptional audience of more than 200 participants.

The objective of this seminar was to provide participants with practical insight on the newly adopted Belgian legislation and its impact on commercial and industrial enterprises, including the identification of the advantages of this new legal tool, an international perspective as well as the latest political developments both at national and EU levels.

Mr Bruno Colmant, Managing Director of ING Belgium, made the opening remarks and welcomed the participants at the event which was then coordinated by Mr Francois De Witte of ING Belgium, acting as moderator. Mr Olivier Van Ermengem, partner at Linklaters De Bandt, provided a thorough technical background to

the audience, addressing the possibilities and the limits offered by the new rules. He was followed by Mrs Etsuko Kameoka, associate at Van Bael & Bellis, who reviewed the EU aspects regarding State Aids rules.

Mr Jean-Yves Dopchie of Forum 187 began the second part of the seminar addressing some practical aspects in relation to tax benefits. He was followed by Emmanuel Hazard of Asahi Glass who explained the implications of the new rules on a global European tax strategy. Minister Reynders made a presentation on the Belgian overall tax reform towards international investors. The participants not only enjoyed his very clear presentation but also took the opportunity to ask him a number of questions. Mr Luc Willame, President of the BJA, closed the seminar inviting all participants to a networking cocktail.

Considering the success of this seminar, we believe that this new resourceful legal benefit to reduce tax burden in Belgium will attract many new investors in the country.



Mr Luyten of Levante Capital Management and Mr Van Overstraeten of Linklaters DeBandt, Chairman of the Legal & Tax Committee, deeply discussing the benefits the NID will bring to Japanese investors.



Mr Deruytter of ING and Mrs Kameoka of Van Bael and Bellis enjoying the conversation with another participant.



Mr Dopchie of Forum 187 further discusses details on the coordination centers with another participant.



Mr Willame, President of the BJA and HE Ambassador Naito together with Minister Reynders sharing great moments in history on Belgian-Japan relations.



# Violin concert with Mrs Akiko Suwanai

諏訪内晶子バイオリンコンサート

25 November 2005 - Palais des Beaux-Arts



On Friday 25 November, the Cultural Committee of Belgium-Japan Association & Chamber of Commerce had the pleasure of inviting the members of BJA and guests to a Violin concert by Akiko Suwanai at the Palais des Beaux-Arts. About 100 enthusiastic participants came to listen to an exceptional performance of Mrs Suwanai, conducted by Mr Mikko Franck, the Music Director of Belgian National Orchestra. For this occasion, HE Ambassador Naito of Embassy of Japan and HE Ambassador Kawamura, Mission of Japan to the EU, together with Mrs Kawamura also honored the evening with their presence. Despite unexpected absence of Mrs Suwanai during the cocktail after the concert, the participants enjoyed this opportunity to share comments on the fine play by such a highly gifted violinist.



HE Ambassador Kawamura of Mission of Japan to the EU and Mr Tadashi Arashima, President & CEO of TMME Company of Toyota Motor Europe and Vice President of BJA joined for a cocktail after the concert.



HE Ambassador Naito of Embassy of Japan is listening to the comments of other participants after the concert.



## Interview: Sadao Ichimi on life in Belgium

*By Mr Kris Sierens, member of the Editorial Committee and Managing Partner of BeforeTheHype*



Mr and Mrs Ichimi in Lier.

**In our series on how leading Japanese executives view Belgium, we talked to Sadao Ichimi, president of Honda Europe NV. He gave us his professional and personal views on how cultural differences also can bring new business opportunities. It is a story about special skills, a growing interest, bad weather, and Genba.**

Sadao Ichimi came to Belgium for the first time in 1989 and stayed for nine years. At that time, he was the director of the parts division of Honda Europe NV. In 2002, he was very happy to hear that he was being assigned to Belgium for the second time. This time it was as president of Honda Europe. Belgium was originally chosen for its central location and is today still the central point for Europe, the Middle East, and Africa. The company's aim is to deliver almost all items as swiftly as possible after they have been ordered. This is only possible from Belgium.

The locating of facilities in Ghent has proved to be a very wise choice. It has an excellent harbour and roads, with a well-developed infrastructure connecting it to the rest of Europe. This makes high-speed deliveries possible. While Eastern Europe is growing rapidly and has lower labour costs, these still do not outweigh the crucial advantages that Honda finds in Belgium. It is therefore likely that Ghent will remain the headquarters of Honda logistics function for the foreseeable future. The market share of Honda in the European automotive business is presently less than 2 %, but growing rapidly. Europe has of course its own car manufacturers, many aimed at the same market as Honda. Nevertheless, advanced technology and sporty image are key elements in attracting customer to the Honda brand.

Belgium has a different political structure to what is in Japan. But the relationship of Honda remains on very

good terms with the Belgian and Flemish government and with the city of Ghent. Most Japanese people don't know much about Belgium, says Mr Ichimi, even though it has changed a little since the World Soccer Championships in Japan. In those championships, Belgium played against Japan. Some people know the famous chocolates or beer, but they are difficult to find



Mr and Mrs Ichimi at Paradisio.



in country side of Japan, and are expensive. Another popular item is French (actually Belgian) fries.

The first time Sadao Ichimi came to Belgium, Brussels wasn't as clean and neat as it is today. The positive, open, and friendly attitude of Belgian people toward foreigners is a big plus. However, visiting Japanese people find Belgian driving habits sometimes difficult to understand, he laughs.

Respect for other cultures is very important within Honda and therefore a close and positive contact between Japanese and Belgian employees is promoted. Mr Ichimi noted that Belgians are sometimes not very strong in leadership, but have a great deal of talent in coordination, which is of course extremely useful in Honda's sector. The average Belgian's said language knowledge is certainly part of that.

Although leisure time is limited due to business priorities, Mr Ichimi likes to go for long walks, preferably accompanied by his golf clubs, on one of Belgium's many beautiful golf courses. During the summer, he and his wife like to visit Belgian towns, although the weather is not always the best. In fact, Mr Ichimi laughs, this is the only thing about Belgium that he doesn't like. Although with the changing weather climate, the weather is also improving. The infrastructure is great, very comfortable, spacey, and more relaxed than in Japan. The food is



Golf at Royal Latem.

fantastic. Meatballs in tomato sauce are one of his favourites, as are mussels prepared in white wine. Mr Ichimi likes to prepare the latter himself.

As in previous interviews, we asked for a marketing tip for Belgian companies, especially when they want to enter the Japanese market. For Mr Ichimi, this is certainly the Genba Principle. Each company or product should be developed and marketed from the client's point of view. The people in charge should understand that. Listen to what the client wants. But then, this is true everywhere and in everything you do, not just in Japan, he notes.

## EU-Japan Relations

EU - 日本

### EU-Japan High Level Meeting on Financial Issues

The annual EU-Japan High Level Meeting on Financial Issues was held in Brussels on 18 January 2006. The meeting was co-chaired by Mr Watanabe, Vice Minister of Finance for International Affairs, for the Japanese side and Mr Regling, Director-General of DG Economic and Financial Affairs, and Mr Schaub, Director-General of DG Internal Market and Services, for the European Commission. Mr Shikibu, Deputy Commissioner for International Affairs of the Financial Services Agency, also participated in the meeting, along with officials from both sides. Ms Gertrude Tumpel-Gugerell, Member of the Executive Board of the ECB, and Mr Keiichi Miyata, Chief Representative in Paris, the Bank of Japan, also attended the meeting.

This meeting took place in a context of ever deeper

and fruitful relationships between Japan and the EU; it confirmed that both parties are willing to continue to intensify their cooperation in the economic and financial fields by sharing experiences and further deepening their mutual understanding. A broad exchange of views took place – in a constructive and productive spirit - on issues related to macroeconomic developments and policy responses in the EU and in Japan, regulatory and supervisory developments in the European and the Japanese financial services' area, as well as international topics of common interest.

In the macroeconomic session, the EU described the current gradual recovery, underpinned by an accommodative macroeconomic policy mix, benign financial conditions, wider profit margins, a weaker nominal effective exchange rate and a robust global environment. Domestic demand is expected to pick up while the external sector is foreseen to give a slightly

## EU-Japan Relations

positive net stimulus. Monetary and fiscal policy issues were also discussed.

The Japanese side highlighted that the Japanese economy is experiencing its longest recovery since the asset bubble burst. The recovery is led by private domestic demand, which is supported by high corporate profits, an improvement of the situation on the labour market and increasing confidence. The issue of fiscal consolidation and overcoming deflation were discussed. Both sides discussed also the macroeconomic impact of oil price developments on the Japanese and European economies.

During the joint session, the discussions focused on regional developments in Asia and on accounting standards and global convergence. Japan expressed concerns regarding the EU's assessment on equivalence of third country accounting standards, including a possible impact on European capital market. The EU underlined the importance of ensuring effective equivalence between standards and expressed its confidence that, in the view of the economic importance of the issue at stake for both sides, a mutually acceptable solution will be found. Both sides welcomed the trend towards the convergence of international and Japanese accounting standards.

In the financial services session, the EU outlined the key elements of its new White Paper on Financial Services Policy (2005-2010). Although significant progress has been made through the successful completion of the Financial Services Action Plan (FSAP), the Commission believes that the EU financial services industry still has strong untapped economic and employment growth potential. The new strategy explores the best ways to deliver further benefits of financial integration to both industry and consumers, i.e. by focussing on dynamic consolidation of progress made, ensuring sound implementation and enforcement of existing rules, driving through "better regulation" principles, enhancing supervisory convergence, creating more competition between service providers, especially those active in retail markets, and expanding the EU's external influence in globalizing capital markets.

Japan presented its planned policies on financial supervision, as outlined in The Programme for Further Financial Reform, for the period of 2005 to 2006. With the Non-Performing Loan problem already addressed at major banks, Japan is now focusing on establishing a more vibrant, internationally competitive and attractive financial system through this programme, which

includes: diversifying financial products and services while providing comprehensive investor protection; enhancing market functions and improving confidence; and enhancing governance, profitability and highly-developed risk management at financial institutions. Certain deregulation measures widening the scope of services offered by banks / securities companies and ongoing efforts toward implementing Basel II by banks and regulators should contribute to these goals.

The discussion then focussed on a regulatory framework for investment services as selected key area. Japan introduced its plan for establishing a comprehensive regulatory framework on investment services. EU also introduced the Markets in Financial Instruments Directive (MiFID) as one of the measures for realizing integrated European financial market.

Source: European Commission Press

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### From kimono to mini-skirts: EU companies seize the opportunities of the Japanese Fashion market

"Japanese consumers appreciate European fashion and at the same time want their own characteristic, unique and creative clothing. This is a great opportunity for a small design company as we are!", says Aleksandra Paszkowska, designer and director of the Belgian fashion company Y-dress?.

Y-dress? is one of the 28 companies from 14 European countries\* heading to Japan today to attend "WEAREUROPE", a Fashion Design trade mission organised in the context of the programme EU Gateway to Japan.

Latvian design company NJ Studija already benefited from a Gateway Fashion trade mission to Japan in April this year. Director-Designer Natalija Jansone said: "We expect this mission to be even more beneficial than the first one! The upcoming mission will allow us to strengthen current contacts and develop new ones: with existing knowledge we can exploit the possibilities more efficiently."

### Big opportunities for EU SMEs in the Japanese apparel market

SMEs have a natural competitive advantage in Japan, where "small" is considered "beautiful and profitable". Bigger companies cannot supply customized clothing, whereas smaller companies can. This is a key for



# EU-Japan Relations

European firms' success, together with being considered by the Japanese the best expression of "high fashion". Despite a recent contraction, Japan is still the world's second largest market for apparel after the US, with more than 60% of it being retail for women's clothing. Young working women are the main trend-drivers and the largest spending segment in Japan, using up to 10% of their annual salary on fashion items. WEAREUROPE therefore represents a large opportunity for EU designers, whose products aim at women in the age group 22 to 45 years.

For more information on the campaign:  
[www.gatewaytojapan.org](http://www.gatewaytojapan.org)

Source: Gateway to Japan

## Overview of the Japan-European Union (EU) Regulatory Reform Dialogue in Tokyo

### 1. Date and attendees

- Date: Friday, 25 November 2005, 9:30-18:00  
Venue: Ministry of Foreign Affairs
- Attendees from the Japanese side: Mr Kaoru Ishikawa, Director-General of the Economic Affairs Bureau of the Ministry of Foreign Affairs (MOFA) (Co-Chair); Ms Tomiko Ichikawa, Director of the Economic Integration Division of MOFA; and officials from eleven ministries and agencies
- Attendees from the EU side: Mr Karel Kovanda, Deputy Director-General of the External Relations Directorate General of the European Commission (Co-Chair); Mr Seamus Gillespie, Head of Unit for Japan, Korea, Australia, New Zealand, External Relations Directorate General of the European Commission; officials from the European Commission; and officials from the Delegation of the European Commission in Japan

Started in 1994, the Japan-EU Regulatory Reform Dialogue has been annually held in Tokyo and Brussels in recent years. Every year, each side submits proposals for regulatory reform for the other side and both sides discuss the regulations in Japan and the EU with a view to improving the business environment. The next meeting is expected to be held in Brussels around March 2006.

### 2. Overview

Discussions at the meeting were focused primarily on the EU's Proposals to Japan, which include the following topics:

(Items in italics refer to newly discussed items)

#### (a) Investment

The new Corporate Law (triangular merger and the related taxation measures, *Article 821 on 'quasi-foreign companies'*), the use of Public Comment Procedures, *translation of Japanese laws and ordinances into foreign languages*, and others.

#### (b) Government procurement

Improvement of the tendering procedures for construction and other sectors, establishment of a single consolidated database, and others.

#### (c) Information and Communications Technology

Neutrality in regulations, 3G spectrum allocation, and others.

#### (d) Financial services (banking, insurance)

Abolishment of Article 65 of the Securities and Exchange Law, approval of the trust business by foreign bank branches, *review on treatment of re-insurance for Small-amount Short-term Insurance Providers*, and others.

#### (e) Privatisation of Japan Post

Ensuring a level playing field and fair competition between the to-be-privatised postal entities and private sector companies, and others.

#### (f) Air transport

Sales price of air tickets, and others.

#### (g) Pharmaceuticals and medical devices

Improvement of the approval process for pharmaceuticals and medical devices, co-operation on regulatory harmonisation, and others.

#### (h) Food safety and agricultural products

Speeding up of the authorisation process for food additives and flavourings, *imports of bovine and ovine products, organic food certification*, plant quarantine, and others.

#### (i) Building standards

Establishment of a forum for the exchange of information and opinions between experts, and others.

### 3. Japan's Proposals to the EU on the following topics were also introduced in the meeting:

- Streamlining of the EU regulations ('Better Regulations')
- Assessment of equivalence between Japanese

# EU-Japan Relations

accounting standards and International Accounting Standards (IAS)

- New chemical regulations in EU (REACH) and Directive on the restriction of the use of certain hazardous substances in electrical and electronic equipments (RoHS)
- Speeding up and simplification of the issuing process for visas, residence and work permits
- Implementation cycle of the Japan-EU Regulatory Reform Dialogue

## 4. Results

It was confirmed that the Japan-EU Regulatory Reform Dialogue is an effective tool for promoting regulatory reform and investment in both Japan and the EU. The EU side expressed its appreciation for Japan's efforts on, inter alia, Public Comment Procedures, promotion of the conclusion of bilateral social security agreements, translation of Japanese legal texts into foreign languages, reviews on regulations for banking/insurance services, privatisation of Japan Post, improvement of the approval process for pharmaceuticals and medical devices, and reinforcement of dialogue on building standards.

Source: Ministry of Foreign Affairs Japan

## Trade Mission in the Healthcare sector from 3 to 7 July 2006 in Tokyo

EU Gateway to Japan organizes a Trade Mission in the Healthcare sector scheduled from 3 to 7 July 2006 in Tokyo. The deadline for sending applications is 14 March 2006.

The Trade Mission will focus on European SMEs specialized in medical equipment, home care and rehabilitation products. Participants (approximately 30 companies) will be selected from a range of applicant companies from all the Member States of the European Union.

To get more information about the Trade Mission, please visit the EU Gateway To Japan website:  
[www.eugatewaytojapan.org](http://www.eugatewaytojapan.org)

## Challenge towards World Class Manufacturing

Training course in Japan for EU executives and managers are provided by the EU-Japan center in June 2006. The topics of this training course are:

- How to become a World Class Manufacturer?
- Learning more about KAIZEN manufacturing methods excellence.
- How to improve cost efficiency and manufacturing capabilities to increase performance?

Training dates: 2nd or 3rd week of June 2006\*.

Application deadline date: 29 March 2006\*.

Pre-departure briefing day: 9 - 10 May 2006.

\*Dates and course content are subject to modification

To get more information on the program, please visit the website of EU-Japan or contact:

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[www.eujapan.com/europe/wcm.html](http://www.eujapan.com/europe/wcm.html)

## Training course in Japan for EU industrial managers

- Do you want to know how to succeed in Japan now?
- Do you wish to gain in-depth insight into the Japanese business environment?
- Do you require a better understanding of your Japanese partners or competitors?
- Do you need to learn more about Japanese management practices?
- Are you about to be transferred to Japan?
- Are you considering venturing into the Japanese market?

You should then participate to the Training course in Japan for EU managers organized by the EU-Japan Centre for Industrial Cooperation.

Course dates: Monday, 29 May to Friday, 23 (or 30) June 2006 (the 5<sup>th</sup> week is optional).

Application deadline date: 5 April 2006

Pre-departure Briefing date: tbc

The course may be extended by a week of optional individual company visits. No course fees and hotel accommodation provided free of charge. Participants cover travel & food costs. Possible European Commission grants to SMEs to help them to cover daily living expenses in Japan.

To get more information on the program, please visit the website of EU-Japan Centre for Industrial Cooperation at [www.eujapan.com](http://www.eujapan.com).



# News from the Members

## Allen & Overy named derivatives law firm

Allen & Overy was named Derivatives Law Firm of the Year at Derivative Week's inaugural DEAL Awards, held at The Landmark, London, on 17 November 2005.

The award, which was presented on the basis of extensive interviews with institutions operating across the global derivatives market, singles out Allen & Overy for being more influential than any other law firm in shaping the framework for new products and facilitating trading across all asset classes.

Allen & Overy won 'hands down' for driving derivatives documentation forward across all regions, and was recognised as the only law firm to have a truly global presence, with derivatives lawyers based throughout its network of 25 offices worldwide. The firm's long-standing relationship with the International Swaps and Derivatives Association (ISDA), its continuing role in the development of cutting-edge products and structures and the close cooperation of the firm's regulatory, tax and litigation experts in this area all drew praise from the industry and were key factors determining the firm's success.

Jeffrey Golden, Derivatives Partner and Co-Head of the US Law Group, commented: "This award is a poignant reminder of just how special it is to be a derivatives lawyer at Allen & Overy. ISDA and our other clients continue to bring us unique opportunities to play a leading role in shaping the legal environment for derivatives, and these opportunities have attracted an amazing pool of legal talent, which truly enjoys playing as a team, to this side of the firm's practice. A commitment to quality appears to have paid huge dividends, while an ambition to stay ahead continues to inspire us."

For further information, please contact Caroline Livesey (caroline.livesey@allenoverly.com) in London on +44 20 7330 4380.

Source: Allen and Overy website, Press release

## Port of Antwerp: Final figures for 2005 confirm record freight volume of 160 million tonnes

The port of Antwerp handled 160,054,365 tonnes of cargo in 2005, an increase of 5.1% on the previous year.

December was an absolute record month, with

13,909,832 tonnes of cargo being loaded or unloaded in the port.

The container volume totalled 74,593,112 tonnes by the end of the year, representing growth of 9.2%. Expressed in TEU this represents an increase of 6.9%, to 6,482,029 TEU.

The conventional/breakbulk volume for its part was slightly up, by 1.3%, reaching 17,853,899 tonnes.

The amount of steel rose by 2.9%: Antwerp achieved a volume of 10,122,148 tonnes last year, thus consolidating its position as a steel port.

The volume of paper and wood pulp on the other hand was down by 12.1%, to 2,741,776 tonnes, while the fruit trade reversed the previous year's growth and fell by 4.9% to 1,468,429 tonnes.

The ro/ro volume ended the year at 3,646,738 tonnes, a decrease of 4.7% compared with 2004. The number of cars handled was down by 9.9%, to 806,400.

The volume of liquid bulk rose by 5% in 2005, to 37,030,004 tonnes. This growth is mainly due to the increasing volume of oil derivatives (up 8.5%) and Antwerp's increasingly important role as a European distribution hub for chemicals.

Meanwhile, 26,930,612 tonnes of dry bulk were loaded or unloaded in the port of Antwerp, a slight decrease of 1.4% compared with 2004.

By the end of the year the number of seagoing ships calling at Antwerp was down by 0.6%, to 15,283. On the other hand the total gross registered tonnage was up by 4.7%.

Barge transport experienced considerable growth in 2005, with 66,644 barges calling at Antwerp last year, 1,480 more than in 2004.

By the end of the year the total amount carried by barge was 84,300,716 tonnes, representing growth of 2.9% compared with 2004. The main origin and destination of the barges remains the Netherlands, with a volume of 35,837,567 tonnes.

The amount of containers carried by barge rose by 9.6%, to 20,837,849 tonnes. Finally, barges carried 25,747,347 tonnes of oil and distillation products in 2005.

Source: Antwerp Port News

# News from the Members

## Establishment of Bank of Tokyo-Mitsubishi UFJ

On 1 January 2006 Mitsubishi UFJ Financial Group, Inc. (President & CEO: Nobuo Kuroyanagi) subsidiaries The Bank of Tokyo-Mitsubishi, Ltd. (President: Nobuo Kuroyanagi) and UFJ Bank Limited (President: Takamune Okihara) merged to form The Bank of Tokyo-Mitsubishi UFJ, Ltd.

Mitsubishi UFJ Financial Group aspires to be a premier, comprehensive, global financial group that is strongly supported by its customers. They aim to be number one in international scope, trustworthiness and customer service through pursuing a thoroughly customer-focused approach and by delivering the highest standard of products and services.

A profile of the newly-established Bank of Tokyo-Mitsubishi UFJ:

1. Company name: The Bank of Tokyo-Mitsubishi UFJ, Ltd.
2. Registered head office: 7-1, Marunouchi 2-chome, Chiyoda-ku, Tokyo, Japan
3. Capital stock: 996.9 billion yen
4. Main business: Commercial banking business
5. Main representatives: Chairman: Shigemitsu Miki  
Deputy Chairman: Ryosuke Tamakoshi  
President: Nobuo Kuroyanagi
6. Deposits: 106,667.0 billion yen  
Loans: 75,293.1 billion yen  
Total assets: 162,714.1 billion yen

The above amounts are aggregates of the two groups' figures as of September 30, 2005 (Consolidated basis)

[www. www.mufg.jp](http://www.www.mufg.jp)

## BIAC Brussels international airport has reported increases in both passengers and freight in 2005

Passenger numbers rose 3.5% to 16.2 million for the year, with passengers on charter flights rising 6%. An 3.8 % increase on non-EU destinations and a 2.4 % increase on destinations within the EU were registered. The number of passengers beginning or ending their journey at the airport grew to a record high of 14.8 million.

Freight volumes rose by 5.8% in 2004 to a record of 702,819 tons. The freight side of the airport's business accounts for some 7,000 direct and 14,000 indirect jobs. The number of flights in 2005 reached 253,255, virtually the same number as in 2004.

De Standaard newspaper

## Vision Award 2005 presented to IEE and CMOS Vision

Luxembourg 23.11.05 - Three full days of activity at VISION 2005, the most innovative and most important trade fair for the optical systems and image processing sector. Around 5,140 visitors found their way to Stuttgart between 8 and 10 November 2005, to learn about the comprehensive ranges of 196 exhibitors. Once again there was an increase of both exhibitors and visitors to the leading world trade fair for industrial image processing (IIP) and identification technologies. There is a long tradition too in the 'Prize for Applied Image Processing'. It was initiated by the Stuttgart Fair more than ten years ago, to honour the strength of innovation in the IIP sector. The Prize recognises outstanding products, system solutions or processes which can be regarded as milestones in IIP.

This year, the 'Year of Technology', gives the award even greater prominence. The competition was open to all companies, universities and research institutes involved in IIP, irrespective of whether they are VISION exhibitors or not. This year the ICP from IEE and CMOS Vision were honoured. The ICP is an Image Correction Processor, a generic, reconfigurable processor platform used as an interface between image sensors and camera interfaces. The component was developed jointly by the two Luxembourg companies CMOS Vision (Georg P. Israel, Mircea Ciocan and Hakan Sakman) and IEE (Guido Becker, Marc Schmiz and Laurent Federspiel).

The premier target markets for the ICP are the automotive industry. The future vehicle-integrated reversing camera or vehicle panorama using camera systems involves transmitting to the vehicle driver images of perfect quality, even from highly distorted wide-angle views under severe fluctuations of light, without any appreciable delay.

The IEE reversing camera is built into the trunk lid/rear hatch and provides a color picture of what is happening behind the car on the navigation system display. In many private cars, the rear view is obscured or partially obstructed. The IEE reversing camera helps to fill in these blind spots. Additional information can be merged with the picture on the screen, such as distance lines or the reversing direction for a given steering angle.

The camera views the zone that we cannot see, the area behind the car when parking in reverse. Consequently, the reversing camera improves safety by providing a better view. However, it is also a comfort application,



## News from the Members

enabling the driver to manage without awkward alternation between looking forwards and looking backwards with rotation of the upper body, which is of particular benefit to smaller and older people.

The IEE reversing camera has a high dynamic range, enabling it to cope with extremes of light and dark with high immunity to glare. The camera is extremely small and is incorporated in the middle of the trunk lid/rear hatch, above the number plate.

It should be noted that this application could, in the near future, be used as the starting point for an automatic parking system.

Source: IEE Press release

### Port of Zeebrugge sees record volumes in 2005

The Port of Zeebrugge has reported a record year for container traffic in 2005, with an 11.7% increase to 15.7 million tons and a rise of 18.6% to 1.42 TEU (twenty-foot equivalents).

In total, cargo handled by the port in 2004 rose 9% to 34.6 million tons in comparison with the previous year. Roll-on roll-off (ro-ro) traffic increased by 6.5% to 11.8 million tons while the numbers of new cars handled also set a record at 1,735,000 units. The port has been Europe's leading facility in this field for some years. Conventional cargo rose by 28%, reaching 1,040,000 tons with growing volumes recorded in potatoes, fruit, paper and cardboard. Solid bulk rose by 6.5% and liquid bulk by 2.6%.

Other developments at the port in 2005 included Bridgestone Logistics beginning a second expansion of 31,500 square meters to its distribution center, and the StoraEnso paper distribution platform being extended by 13 hectares.

Source: Port of Zeebrugge

### Bridgestone Europe honours the Belgian winners of the children's drawing contest 'Dreams at Heart'

In the presence of Mr Minekazu Fujimura, Chairman, CEO & President of Bridgestone Europe NV/SA, the 13 laureates, all aged between 5 and 12 years, were

honoured on Monday, 7 November during a festive ceremony at the Royal Museums of Fine Arts of Belgium. The original jury consisted of Mr Sergio Pininfarina, Chairman of Pininfarina S.p.A., Mr David Ward, Director of the FIA Foundation and Mrs Anne Adriaens, Curator of the Royal Museums of Fine Arts of Belgium. The event was attended by more than 120 children from primary schools in Brugge and Wevelgem.



Bridgestone is vigorously promoting a worldwide road safety campaign in cooperation with the FIA Foundation and national motoring associations. To further develop safety activities, Bridgestone has launched a drawing competition to find out how children feel about traffic safety in the future. The organizers have received more than 14,000 drawings from all over Europe.

During the entire 2005 season a campaign titled 'Think before you drive' was conducted in many countries, including Belgium. This campaign was launched with the help of the Royal Automobile Club of Belgium during the Belgian F1 Grand Prix, and focused on the following simple actions:

- checking tyres (pressure and tread)
- wearing seat belts (both by the driver and front and rear passengers)
- correctly adjusting the head rest
- safely positioning infant chairs.

The prize-winning drawings have been printed on a GP2 racing car (former Formula 3000) which was on view in front of the Royal Museums of Fine Arts (Koningsplein) during the event and will be exhibited during 2006 as part of various activities in Europe.

During the festive ceremony on November 7 the starting signal was given for the 2006 campaign, which will run from December 2005 up to and including 31 March 2006.

Source: [www.bridgestone-eu.com](http://www.bridgestone-eu.com)

# News from the Members

## The Road Show in Asia: Japan

A Belgian government delegation with our Belgian Prime Minister Verhofstadt and Deputy Prime Minister Reynders were promoting investments into Belgium in Japan, beginning of November 2005. Different aspects have been covered. Among them, Belgium was presented as an ideal location to set up a company.

The Belgium-Japan Association & Chamber of Commerce was happy to assist in some parts of the preparation of the Road Show Mission, last November.

One can see the roadshow on the Invest in Belgium website (<http://invest.belgium.be/roadshows/asia>) and enjoy videos with BJA members and Japanese CEOs in Belgium on: Testimonials by prominent Chief Executive Officers of Presidents (<http://invest.belgium.be/testimonials/october>). When this page has opened, after 15 seconds the video starts automatically on the main screen. Quicktime player is needed.

## アジアロードショー：日本

この度、ベルギー連邦政府は昨年11月上旬にベルギーへの投資の促進活動の一環として日本を含むアジア諸国に訪問しました。ヴォルフォフスタット首相とレンダース副首相を代表とするベルギー政府派遣団は今回の訪問でベルギーが持つビジネス環境の利点を挙げ、会社設立に理想的と自国への投資のPR活動に努めました。

又、日白協会兼商工会議所 (BJA) も今回のベルギーアジアロードショーの準備に一部携わりました。

このロードショーに関する詳しい内容は、'Invest in Belgium' のホームページ ([www.invest.belgium.be](http://www.invest.belgium.be)) にて確認頂けます。更に既にベルギーに進出されてる日本企業数社の代表者の方々のベルギー投資に関するインタビューもこちらのホームページでご覧いただけます。(ビデオは以下の 'more...' をクリックして下さい。ページオープン後、約15秒しますと自動的にプレーしますがその為には Quicktime player が必要です。)

## Nippon Export Award 2005 goes to Frisk International

Since 2004, the Belgian-Luxembourg Chamber of Commerce in Japan (BLCCJ) awards the most successful company active in the field of import, export or

distribution of Belgian-Luxembourg products or services to Japan.

The selection criteria that the entrants have to meet, include among other things an important presence in the Japanese market, significant growth in trade with Japan, vision and innovation, originality of approach and flexibility to adapt the products and services to the specific Japanese needs and standards.

After careful evaluation, the jury selected Frisk International as the winner of the Nippon Export Award 2005.

The Award ceremony was held at the residence of the Belgian Ambassador in Japan, HE Jean-François Branders, on November 25th, 2005, in the presence of HE Shoichi Nakagawa, Japanese Minister of Agriculture, Forestry and Fisheries. The award was officially presented to Mr Bernard Degroux, CEO of Frisk International, with acknowledgment letters from Mr Guy Verhofstadt, Prime Minister of Belgium and Mr Jean Claude Junker, Prime Minister of Luxembourg.

In his speech, Mr Degroux stressed the importance of the partnership with Tokyo based Japanese manufacturer Kanebo Foods. The cooperation had led both companies' performance to unprecedented heights. The successful partnership also helped Frisk to grow in the rest of the world by becoming a reference company on premium fresh breath confectionery products.

## New Staff at Le Méridien Bruxelles

With the growing number of Japanese guests coming to Brussels and staying at Le Méridien Bruxelles, the hotel has hired a Japanese speaking employee at the reception.

His name is Willem de Pauw, a Belgian, who has studied Japanese for 6 years and lived in Japan for 1 year in order to complete his studies.

Willem has had the pleasure of welcoming our Japanese guests in their own language since the 1st of January. The constant and first priority is to improve the service every day.



# News for the Members

## Masterpieces from Royal Museum of Fine Arts of Belgium in Japan from Bruegel to Delvaux

The Belgian Royal Museum of Fine Arts will be featuring for the first time a number of works from its museum in Japan during the period of September 2006 until June 2007. Under the support of the Japanese Foreign Ministry, Japanese Cultural Affairs Agency, and Embassy of the Kingdom of Belgium, Japan's largest newspaper the Yomiuri Shimbun takes its role as a main organizer to plan for this exceptional exhibition at 3 different times and places in Japan. For this occasion, some 110 pieces of the Royal Museum of Fine Arts' priceless collection will be on display, including about 70 well-known oil paintings and about 40 drawings. Covering approximately 400 years of art history, from the 16th century Flanders school to the Belgian school of 20th century, this will be a once-in-lifetime opportunity to see the finest of the Belgian art up close such as Bruegel, Rubens, van Dyck, Ensor, Magritte, Delvaux, and many others.

The exhibition schedule:

- From 12 September to 10 December 2006 at the National Museum of Western Art in Tokyo
- From 6 January 25 March 2007 at the Nagasaki Prefectural Art Museum
- From 7 April to 24 June 2007 at the National Museum of Art in Osaka

Sponsor requested:

Currently the organizer is looking for some corporate sponsorship for this project. If you are interested in supporting this exhibition, please contact Mr Takakazu Matsuo, coordinator of the project in Belgium.

Tel: 02 735 54 45, Fax: 02 734 81 09, E-mail: matsuo.coordination@skynet.be

## ベルギー王立美術館展、ブリュゲルからデルヴォーまで

この度、読売新聞社の主催で日本で初めてのベルギー王立美術館展が 2006 年 9 月から 2007 年 6 月の期間、日本外務省、文化庁、そして駐日ベルギー王国大使館の後援の下、開催されます。展覧会は油彩 70 点、デッサン 40 点を含む約 110 点ものベルギー王立美術館の貴重なコレクションで構成されます。16 世紀フランドル絵画から 20 世紀のベルギー絵画までおよそ 400 年にわたるベルギーの美術史を概観するこの企画は、主にブリュゲル、ルーベンス、ヴァン・ダイク、アンソール、マグリット、デルヴォーなどの名作の数々を満喫するまたとない機会となるでしょう。中には、門外不出とされてきた、ブリュゲルの作品も含まれており、大変な反響を呼ぶ事でしょう。

会期・会場：2006 年 9 月 12 日から 12 月 10 日まで：

国立西洋美術館（東京）

2007 年 1 月 6 日から 3 月 25 日まで：長崎県立美術館（長崎）

2007 年 4 月 7 日から 6 月 24 日まで：国立国際美術館（大阪）

ご協賛のお願い：只今この展示会企画に協賛頂ける企業又は個人を募集しています。日本では読売新聞東京本社が、東京の日白協会を通じて、同協会会員の皆様にご協賛のお願いをしております。

付きましては、在ベルギーの皆様方にも本展開催の趣旨をご賢察いただき、何卒ご支援ご高配を賜りますようお願い申しあげます。猶、協賛メリットなど、詳細に関しましては、本展のコーディネーター松尾隆和氏までご連絡下さい。

電話：02 735 54 45、ファックス：02 734 81 09、

E メール：matsuo.coordination@skynet.be

## Join Kamikaze Team in a support of Lions Club Heraldic charity event, Splash

The Lions Club Heraldic supports many charities, both in Belgium as well as abroad whenever there are projects that can help enormously to those less fortunate than others. A privately organized team called 'KAMIKAZE' with many Japanese volunteers has been actively participating for many years to one of their annual charity events, a Swim marathon 'Splash'. Now the KAMIKAZE is currently looking for more swimmers and sponsors of all nationalities to join the team for the Splash 2006, taking place on Sunday 19 March. If you are interested in participating, please contact Mika Matsumoto at the BJA Office, 02/644 14 05 or send e-mail info@bj.be. To find out more about 'Splash', please visit [www.lionsheraldic.net/Splash.htm](http://www.lionsheraldic.net/Splash.htm).

## ライオンズクラブ・ヘラルディック主催のチャリティイベント、スイムマラソンにあなたも参加しませんか

ブラッセル・ライオンズクラブ・ヘラルディックではベルギーのみならず、他国における主に身体障害者の為の教育施設や医療設備など様々な面での援助活動の一環として毎年 3 月にスイムマラソン、Splash を企画しています。そしてこのチャリティイベントに多くの日本人ボランティアを主体としたカミカゼチームが長年参加してきました。そこで今年 3 月 19 日、日曜日に予定されているこのチャリティイベントに参加頂けるスイマーとスポンサーを探しています。年齢、国籍は問いません、ご家族の参加も大歓迎ですので御興味のある方は BJA の松本までご連絡下さい。電話 02/644 14 05 又は e-mail info@bj.be. 尚、このスイムマラソン Splash に関する詳細はこちらのホームページをご覧ください [www.lionsheraldic.net/Splash.htm](http://www.lionsheraldic.net/Splash.htm)

日本

# Facts and Figures on Japan

## Regional focus: Kanagawa



### Gateway to business in Japan, Kanagawa

*by Mr Yasuo Watanabe, London Representative*

Even if you are very interested in Japan, you may not know my region in Japan. Unfortunately, only a few of you know the name of Kanagawa. Japan is divided into 47 prefectures, and one of these is Kanagawa located next to Tokyo. It is the fifth smallest prefecture in Japan, but because of its convenient location next to Tokyo, Kanagawa is well developed. The Capital City of Kanagawa is Yokohama, which is famous for the biggest port in Japan. As I mentioned, Kanagawa's territory is small, but it is a well developed industrialized area like Belgium.

Automotive, ITC, life sciences industries are well developed in Belgium. Kanagawa Prefecture is very similar to many business areas within Belgium, Kanagawa Prefecture is also a well developed area for ITC, automotive, and life sciences industries, for example there are many well known ITC companies, located in Kanagawa such as Toshiba, Sony, Canon, Sharp, Fujitsu, NEC and so on.

There is a high concentration of industries associated with the machine related industries such as automotive and robotics, this arose from the technological power and geographical advantage of Yokohama Port, Kawasaki Port and Yokosuka Port, all good locations for shipping like Belgium. In relation to automotive industry there are Nissan, Isuzu, Mitsubishi, and Daimler Chrysler, Bosch and so on. Especially Nissan Automotive has decided that they will relocate their headquarters from Tokyo to Kanagawa by 2010.

In relation to life sciences there are Sankyo, Terumo, Omron and so on. Riken Yokohama Institute, one of the biggest R&D relating to life sciences in Japan, is also located in Kanagawa.

Kanagawa Prefecture's economic size is comparable with Switzerland's, a European medium size country. As a well located business region, here are three excellent examples:

**Keihin Waterfront District** is located approximately 50 kilometres from Narita International Airport, and also adjoins Haneda Airport.

**Minato Marai 21 District**, which covers 186 hectares (460 acres), construction of a new urban zone is underway as Yokohama's largest development project, seeking to achieve harmony with the surrounding environment.

**Shin-Yokohama Central District**, located just 10 minutes from Yokohama by JR Line or subway, has vastly improved access to other parts of Japan, including Tokyo, Nagoya; Osaka and Fukuoka by bullet train 'Shinkansen'. Utilizing this convenience of transport, Yokohama is promoting the concentration of offices in this area and also urban development that provides a variety of well-established functions.



Office costs are very reasonable compared to downtown Tokyo. Now, Kanagawa Prefectural Government is offering most attractive incentive in Japan to the companies who will set up a facility in Kanagawa such as subsidies of up to 8 million yen. Kanagawa provides various incentive programs including subsidy, (for example, research institutes: 15% of the facility investment amount (8 billion yen at the maximum); loan and tax relief to assist you establishing your business in Kanagawa. In addition to the Prefecture's program the cities within the prefecture have their own incentive programs. For example, Yokohama City has the following program: In the Minato Mirai 21 District or Keihin Waterfront District for companies that are newly established within the leading-edge fields such as IT, biotechnology and environmentally related activities or manufacturing, receive in addition to a reduction in city tax (fixed property tax & city planning tax), a subsidy of 10% of the invested capital (max 5 billion yen). Setting up your company in Kanagawa, you will be able to access many of these business incentives.

There are over 445 foreign-affiliated companies located in Kanagawa with 282 of them (as of December 2003) with headquarters situated in Kanagawa Prefecture. Which is an indication of how suitable Kanagawa is for attracting foreign-affiliated companies to Japan.

Kanagawa

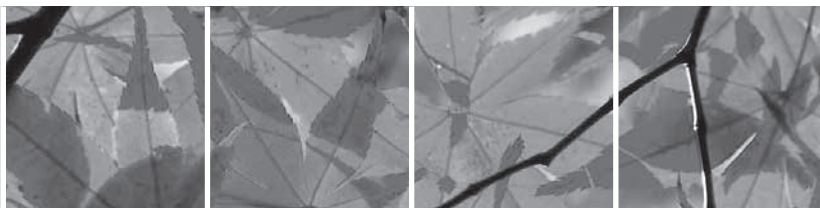


# はい

YOUNG EXECUTIVE STAY

# yes

Commercial export mission to Japan  
**YES program V** (young executive stay)  
5-18 November 2006



## Are you A YOUNG EXECUTIVE interested in a two-week COMMERCIAL EXPORT MISSION to JAPAN?

The **YES program** is a commercial export project under the auspices of His Royal Highness Prince Philippe of Belgium. It aims to train young executives from Belgium and Luxembourg in successful Japanese business practices, at moderate costs, and in a short amount of time. For this purpose, in 2006, the Belgian-Luxembourg Chamber of Commerce in Japan, the Belgium-Japan Association & Chamber of Commerce and the Chambre de Commerce de Luxembourg will organize a two-week training program in Japan, beginning with two seminars and two briefing sessions in Belgium. The training in Japan will consist of 2 days of group studies (lectures and company visits) and the rest of the days introducing each participant to the potential customers in his business area. The **YES program** enjoys the support of the Embassies of Belgium and Luxembourg in Japan and of the representatives of the three Belgian Regions.

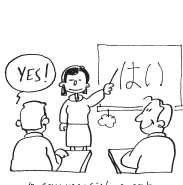
Detailed information can be found on [www.bja.be](http://www.bja.be)



Are you a young executive interested in...



a two week briefing



in commercial export



to/in Japan?

- You are a young executive working for a small or medium-sized company in Belgium or Luxembourg.
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- You do not want to be one of the participants in a trade mission, but rather prefer to have a personalized hands-on program, which gives you direct contact with your potential customers and partners in Japan.
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### → Regional focus: Kanagawa

With international schools and other living facilities, located within Kanagawa Prefecture, which shows how attractive this area is to foreign businessman and their families.

Kanagawa Prefecture has a Representative Office in London. If you should require further information about

Kanagawa Prefecture, or you are interested in doing business in Kanagawa Prefecture, please contact:

*London Representative:* Yasuo Watanabe by

e-mail: [london.128@pref.kanagawa.jp](mailto:london.128@pref.kanagawa.jp)

Tel: 020 7421 8344 or visit the Kanagawa Prefecture

website: [www.pref.kanagawa.jp](http://www.pref.kanagawa.jp)



## Youth Committee news

### Bowling event

Saturday, 22 October 2005

I went to the bowling wondering whether I would ever be able to lift the ball from the ground without dropping it on my foot. I had never played before but I had always been curious about it and so I was really looking forward to it.

The group looked like a nice mixture of ages and nationalities and after chatting with a few of them it was reassuring to find out that as far as bowling was concerned I was not the only beginner. We formed 4 teams and after wearing the bowling shoes we headed for the alleys that had been reserved for us. The people in my team helped me find a ball of the right weight and gave me some instructions. To my amazement I realized that not only could I lift the ball but that I could also throw it and even hit a few skittles. And most of all I realized that it was really fun.



We then moved to a Spanish restaurant where after a brief theoretical introduction, in which we learnt about the origin of the word 'tapas', we soon moved to the practice tasting an amazing variety of cold and hot snacks. As the dishes kept on coming we also learned more and more about the people sitting close to us, how they felt about Belgium and Japan, what they had done so far and what they would like to do in the future. And the time just flew by.

*Elisabetta Pastorella*



### Leuven: Guided Tour by Japanology Students of the Catholic University of Leuven

Sunday, 20 November 2005

On this cold Sunday, we were all excited to discover the small, but very beautiful city of Louvain, the city of students... Our tour started at 2 p.m. once all the participants had come together. The highlight of the guided tour of Louvain - and many of the participants would probably agree with me - was the visit to the University's Library Tower. I must say that the various

explanations on specific details were very professional and interesting. After climbing about 300 stairs to reach the highest point of the city of Louvain, all of us were delighted not only to hear the unusual sounds and music of the carillon, but even to be able to play the instrument ourselves! This will certainly remain in my memory, since all the inhabitants of the city and surrounding areas up to 10 km away could hear us! After this, we had the opportunity to learn about the history of Japanology studies at the Catholic University of Louvain, see the biggest auditorium of the University

# Youth Committee news



building, hear interesting stories about the various statues (of which there are many throughout the whole city) and visit the amazingly beautiful City Hall... and everything was explained in both Japanese and English! The guided tour was rounded off by a stop in a local café, where we all got to know each other better while enjoying some hot drinks and trying to uncover the meaning of our names in Japanese...

Since it was the first BJA activity for me, it struck me that Belgians, Japanese and young people of other nationalities (such as me) got along well very quickly. To hear Belgian students speaking in Japanese was also nice. Therefore, one conclusion that can be drawn is that by encouraging such activities, intercultural relations at various levels are strengthened and provide further opportunities for exchange. I wish to call on everyone to come and take part in future BJA activities, and would also like to sincerely thank the BJA Youth Committee for arranging the guided tour of Louvain.

*Nijole Naginyte*



## Ice Sculpture Festival Bruges

Saturday 10 December 2005

A large group of participants gathered together in front of Bruges station, where the Ice Sculpture Festival was being held. It was a cold Saturday afternoon, and it would become even colder, as we entered the world of the magnificent ice sculptures. 300.000 kilograms of crystal-clear ice and 400 tons of snow were shaped into wonderful pieces of art. It was beautiful, but after a while we were so cold, so we went to the adjacent bar to have a warming cup of hot chocolate milk. After that we went on to the center of Bruges, where we visited the old Beguinage, and looked around in the shops. Hungry in the end, we went out for dinner. After a nice afternoon spent in Bruges, some of us went on to the Christmas market and drank some hot Gluhwein. Hmm, looking forward to the next YCOM event!!

*Caroline Rausch*



12月10日土曜日午後、寒いものの雲ひとつない晴天の中、ブリュージュ駅に40人が集合、アイスパレスの見学が行われました。会場内は、30万キロの透明な氷と400トンの雪から作られた素晴らしい彫刻作品が多数展示され、幻想的な世界を体験することができました。ひきつづきブリュージュ市内を観光し、旧市街にあるレストランでディナーの後、参加者は個々にクリスマス・マーケットへと繰り出し、中世の面影の残る美しいブルージュの街でクリスマスの雰囲気を楽しみました。

*Mariko Kano*



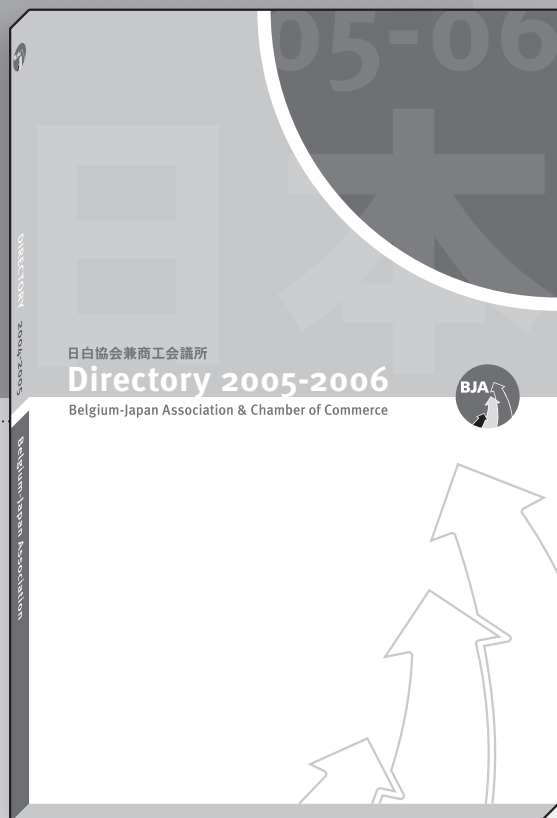
## Contact BJA-YC

For any questions, or additional information:  
Olivier (YC Chairman)  
Tel.: 0476/32 62 73  
**BJA青年委員会へのご連絡**  
ご質問やお問い合わせは:  
Olivier (青年委員会委員長)  
Tel.: 0476/32 62 73

BJA Youth Committee  
Avenue Louise 287, box 7  
B-1050 Brussels  
Tel.: 32 (0)2/644 14 05  
Fax: 32 (0)2/644 23 60  
Email: [info@bj-yc.be](mailto:info@bj-yc.be)  
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BJA presents:

# Directory 2005-2006



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### Message from the BJA Office

Any interesting articles? BJA would like to receive some news from the BJA members which will be announced in the Trade Flows and Cultural News or in the 'Ad Valvas' section of the BJA web site.

Please send us your articles in 200 words about your company, exhibitions, concerts, or seminars you organize and that you may deem interesting to the BJA members and other parties concerned with Belgium-Japan relations.

Please forward the articles to [info@bja.be](mailto:info@bja.be) or you may post them directly on the 'Ad Valvas' section of our web site [www.bja.be](http://www.bja.be)

### 日白協会兼商工会議所(BJA)事務局からのお知らせ

今後、BJAでは会員の皆様からの色々な情報をBJAのニュースレター、'Trade Flows and Cultural News'又は、BJAのホームページの'Ad Valvas'の欄に掲載致します。会社案内又は、展示会、セミナー、コンサートなどの各種イベントの案内などの記事を200字以内にまとめてBJA事務局のE-mail: [info@bja.be](mailto:info@bja.be) まで送付下さい。BJAの会員またはベルギー・日本の二国間に関心を持つ方々との情報交換の場としてこの機会に奮ってご案内下さい。

## 2005-2006 BJA Directory

The Belgium-Japan Association & Chamber of Commerce is happy to present you our second issue of the BJA Directory 2005-2006.

The BJA Directory has the objective to be a comprehensive source of information on the BJA-members. In addition, a list of the data of 260 Japanese companies in Belgium is added as well. The directory is a handy reference on Belgian-Japanese business performance.

By introducing the members, it has the aim to be a powerful resource for building, managing and expanding networking and business opportunities, cultural exchange, finding jobs, evaluating goods and services, and researching trends or publications. Our directory puts our members in direct contact with other members, and interested parties can easily locate and contact our members. It assists business expansion on a local, regional, national and/or international level, as well as it enhances the opportunities for fostering cultural and friendship relations between the citizens of the two nations. It offers an excellent view on the importance of the network of the Belgian and Japanese companies in Belgium, and therefore is a unique resource publication to identify "who is who" in Belgium with regard to Japanese business and vice versa.



# Personalia and sponsors

We would also like to express our appreciation to the current sponsors.

## New Members

The BJA would like to extend a warm welcome to its newest members:

## Corporate Members:

### CITI BANK

(Banking)

Boulevard General Jacques 263G, 1050 Brussels

Tel: 02/625 51 11 • Fax: 02/626 66 10

E-mail: sylvie.baar@citigroup.com

Web site: www.citibank.be

BJA Contact: Mrs Sylvie Baar, Project Manager

### FUJI HUNT PHOTOGRAPHIC CHEMICALS

(Chemicals)

Europark-Noord 21-22, 9100 Sint-Niklaas

Tel: 03/760 02 00 • Fax: 03/776 91 22

E-mail: sfujii@fujihunt.com

Web site: www.fujihunt.com/europe

BJA Contact: Mr Shinichi FUJII, Managing Director

### KATAOKA & CO., LTD.

(Trading Firm)

Bastion Tower level 21, Place du Champ de Mars 5, 1050 Brussels

Tel: 02/550 37 51 • Fax: 02/550 37 53

E-mail: n-kojio@kataoka.com

Web site: www.kataoka.com

BJA Contact: Mr Norihiro Kojio, General Manager

### STARS NETWORK

(Hospitality Industry)

5, avenue des Merisiers, 1332 Genval

Tel: 02/655 74 41 • Fax: 02/655 74 26

E-mail: map@martins-hotel.com

Web site: www.martins-hotels.com

BJA Contact: Mrs Marie Amelie De Potter, Guest Relation

## Associate Member:

### COSMOS

(Shipping and IT Systems)

Stijfselrui 34B, 2000 Antwerp

Tel: 03/220 60 62 • Fax: 03/220 60 10

E-mail: nico.berx@cosmosworldwide.com

Web site: www.cosmosworldwide.com

BJA Contact: Mr Nico Berx

### FRENTE CO., LTD.

(Marketing Firm)

Interleuvenlaan 62, 3001 Leuven

Tel: 016/81 80 77 • Fax: 016/81 29 78

E-mail: hiromif@frente.co.jp

Web site: http://frente.co.jp

BJA Contact: Mrs Hiromi Fukunishi, PR & Marketing

## LAGA

(Law Firm)

Berkenlaan 8A, 1831 Diegem

Tel: 02/800 70 00 • Fax: 02/800 70 01

E-mail: vandervelde@laga.be

Web site: www.laga.be

BJA Contact: Mr Erwin Vandervelde, Managing Partner

## Individual Members:

### Regular:

Mr Jean-Michel Abrassart

Dr Filip De Beule

Mr Marc de Sauvage

Mr Ludovic Boucart

Mrs Serev Guven

Mr Tom Parmentier

### Student:

Mrs Tine Van Broeck

Mr François Hanneuse

Mrs Laura Kijner

Mrs Kyoko Motohashi

Mrs Dominique Samson

## Sponsors:

The BJA would like to express our gratitude to following companies who have upgraded their corporate membership to sponsor membership.



## TOYOTA TSUSHO EUROPE

Belgicastraat 13, 1930 Zaventem

Tel: 02/541 47 00 • Fax: 02/541 47 01

Web site: www.toyotsu.co.jp

BJA Contact: Mr Hidenori Tsutsui, President

# TOYOTA

## TOYOTA MOTOR EUROPE

Avenue du Bourget 60, 1140 Brussels

Tel: 02/745 21 11, Fax: 02/745 20 99

Web site: www.toyota-europe.com

BJA Contact: Mr Tadashi Arashima, President & CEO

## Advertising rates

### Contact:

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1050 Brussels

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T 02/644 14 05  
F 02/644 23 60

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Yamagata Europe is a daughter company of the international Yamagata Corporation, headquartered in Yokohama, Japan. In addition to several companies in Japan, the group has printing houses and co-ordination offices in South-East Asia, China, the United States and Europe (Ghent).

Besides printing manuals, brochures and stickers for a number of leading companies, we provide support services for the entire documentation lifecycle, including translation, localisation and DTP. Our strong focus on quality has resulted in the development of a number of tools that automate our processes.



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