

TOKYO
SUNDAY 12 FEBRUARY 2017

Visit to Toshima Ward
Nagasaki University

SDI

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

VISIT TO TOSHIMA WARD

SUNDAY 12th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none"> Toshima ward provided a venue for Scotland day which was produced by the Japan Scotland Association and supported by the Scottish Government and SDI Following the success of that event Toshima ward is looking to further engage with Scotland through Cultural exchange and business activities
Key Message	<ul style="list-style-type: none"> Scotland has a long and positive relationship with Japan, which has been an important partner for many years. The possibilities for greater international links between Scotland and Japan in business, education, culture and arts are considerable. Culture has a vital role to play in social and economic development and international understanding.
Who	<ul style="list-style-type: none"> Mr. Yukio Takano, Mayor of Toshima-ward Mr. Shuji Kamikado Prof. Taeko Seki, Waseda University ★ <p><i>You met Prof Seki on your visit to Japan in 2015 and presented her with a letter of commendation recognising her support for education and cultural exchange between Scotland and Japan, particularly with the University of Stirling.</i></p>
What	<ul style="list-style-type: none"> An opportunity to visit Toshima-ward and see the venue that will be used for Scotland Day as well as two other potential venues that might be able to be provided for Scottish performers coming to Japan
Why	<ul style="list-style-type: none"> Toshima ward is looking to further engage with Scotland through Cultural exchange and business activities This will be an opportunity to see the actual venues and take some photographs of you at the Venues with the Mayor of Toshima-ward with the aim of promoting the relationship to Scottish performers.
Where	Toshima Ward: Tokyo Metropolitan Theatre; Toshima ward office; Anyoin Temple
When	<p>14:15 Pick up from Imperial Hotel 14:55 Arrive Tokyo Metropolitan Theatre Tokyo Geijutsu Gekijo 1 Chome-8-1 Nishiikebukuro, Tokyo 171-0021, Japan 15:00 Meet with Toshima-ku representatives Toshima-ku Mayor Mr. Takao, Mr. Kamikado, Prof Seki 15:15 Travel to the Toshima ward office 1-18-1 Higashi-Ikebukuro, Toshima-ku, Tokyo 15:50 Travel to Anyoin Temple 2—30-23 Shinmachi Itabashi-ku, Tokyo 16:30 Pick-up from Temple and return to Imperial Hotel 17:15 Arrive at the Imperial Hotel</p>

Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none"> • [REDACTED] PS: [REDACTED] • Stephen Baker, SDI Regional Director: [REDACTED] • [REDACTED] International Division: [REDACTED] • [REDACTED] Media Manager: [REDACTED]
Annexes	Annex A: Summary page Annex B: Background information Annex C: Biographies Annex D: Overview of the venues and their locations

SUMMARY PAGE

Purpose of event:

- This is an opportunity to visit Toshima-ward and see the venue that will be used for Scotland Day as well as two other potential venues that might be able to be provided for Scottish performers coming to Japan.
- You will have a meeting with the Toshima-ward representatives on Monday just before the reception at the Embassy.

Key Facts:

- The Scottish Government provided a grant of £3,000 to the Japan Scotland Association to host the first “Scotland Day” in Tokyo on 26 November 2016 – the Saturday before St Andrew’s Day. The event was co-organised by Scottish Development International.
- The event, attended by 138 paying guests and 18 VIPs, aimed at introducing the history of Scotland’s impact on creating modern Japan and the close affinity between Japan and Scotland in the fields of culture, art business and science.
 - A photography exhibition by Japanese photographer Yu Sato, featuring black and white pictures of Scottish landscapes and people, greeted guests on arrival.
 - SDI had stands and a video displaying Scottish products, and the environment and culture that nurtures them.
 - Tables with information on Scottish Universities occupied the main space .
 - There were presentations from representatives of Scottish universities, talks on whisky and shared engineering history, a ceilidh and evening reception.

Lines to take:

- Pleased at the collaboration between Toshima Ward and SDI in holding a successful Scotland Day in 2016.
- Grateful for the generous support of the Ward for this year’s proposed Scotland Day.
- Scotland recognises the value of cultural exchange and collaboration as a way of bringing our societies closer together and promoting social and economic development.
- Scotland has considerable experience to offer in the management of international festivals and cultural activity, as well as the use of cultural connections as a means of supporting economic and business engagement.

TOSHIMA WARD BACKGROUND

- Toshima is a special ward in Tokyo, Japan. It is one of the eight central wards of the Tokyo Metropolitan area, including Chiyoda, Minato, Shibuya, Chuo, Shinjuku, Taito, and Bunkyo surrounding the Imperial Palace. Located in the northern area of Tokyo, Toshima is bordered by the wards of Nerima, Itabashi, and Kita wards, in the north, and Nakano, Shinjuku and Bunkyo in the south.
- The ward was founded on March 15, 1947 and reached a peak resident population of 370,000 in 1965. The population has continued to decline and as of May 1, 2015, the ward had an estimated population of 298,250 with a population density of 22,920 persons per km². During the day the population swells with commuters, resulting in a daytime population of around 378,475.
- The total land area of Toshima is 13.01 km², sitting on a moderate plateau with a difference of 28 m between the ward's highest and lowest points. Approximately 47% of Toshima's land is residential, and 20% is commercial and public areas.
- Although Toshima is a ward, it is referred to as a city. The ward offices are located in Ikebukuro, which is also the commercial and entertainment centre of Toshima.
- With a non-Japanese population of 19,868, or 7.42% of the total, Toshima is one of the most international wards in Tokyo. Of the foreign population, 56% is of Chinese descent, 20% is of Korean descent, with the rest being of primarily Filipino and European descent.

BIOGRAPHIES

Mr. Yukio Takano
Toshima Ward Mayor



1960 Graduated from Rikyo University

1983 ~1989 Toshima Ward Councillor

1989 ~ 1999 Tokyo Metropolitan Councillor

1999 Assigned Toshima Ward Mayor

OVERVIEW OF THE VENUES TO BE VISITED AND THEIR LOCATIONS

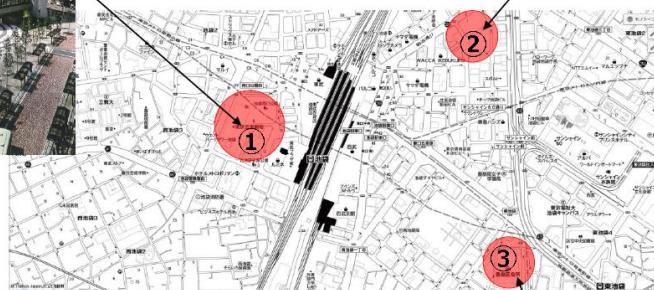
2017/2/12 15:00-15:50 Visit to Toshima-ku



①Tokyo Metropolitan Theater

15:00

15:15 Travel to the Toshima ward office.



②8 Theaters

Under construction
(open in Spring 2020)

Look from car.



③Toshima ward office

15:00 Arrival

15:50 Travel to Anyoin temple.

2017/2/12 15:50-16:30 Visit to Anyoin temple

安養院 住所：東京都板橋区東新町2丁目30-23



EVENT : Classic concert



EVENT at court yard.



TOKYO
MONDAY 13 FEBRUARY 2017

Briefing Meeting – Economist Intelligence Unit SDI Office	SDI
Meeting with Scottish Teachers attending Japan Foundation Programme Regis offices, Imperial Hotel, Office Tower	[REDACTED]
Company meeting – Nippon Foundation SDI Office	SDI
Company meeting – Kyowa Hakko Kim SDI Office	SDI
Meeting with British Ambassador Paul Madden British Embassy	International
Company meeting – Toshiba Medical Systems British Embassy	SDI
Company meeting – Toshima Ward British Embassy	International
Meeting with President of Isetan British Embassy	SDI
Business Reception British Embassy	SDI

SPACER PAGE

BRIEFING FOR CABINET SECRETARY FOR CULTURE, TOURISM AND EXTERNAL AFFAIRS

THE ECONOMIST CORPORATE NETWORK INSIGHTS SESSION

MONDAY 13th FEBRUARY 2017

What does this stem from	The Economist Corporate Network is the research and analysis division of The Economist Group and the world leader in global business intelligence. SDI subscribes to the network and these insight sessions are offered as part of that subscription.
Key message	N/A – this is a factual briefing for the Minister
Who	Dr. Florian Kohlbacher, Director Economist Corporate Network, North Asia
What	You will receive an up-to-the-minute briefing on Japan specific economic and business issues, as well as topics which may help to inform programme of engagements
Why	To provide a top level insight into issues facing the Japanese economy, companies in market and wider considerations to support business engagements
Where	SDI offices, Scotland House, 10F The Imperial Hotel Tower, 1-1-1 Uchisaiwaicho Chiyoda-ku, Tokyo, 100-0011
When	09:00 - 09:45
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none">• [REDACTED] PS: [REDACTED]• Stephen Baker, SDI Regional Director: [REDACTED]• [REDACTED] International Division: [REDACTED]
Media handling	N/A
Annexes	Annex A: External Attendees

EXTERNAL ATTENDEES

Dr. Florian Kohlbacher is the North Asia Director of The Economist Corporate Network, managing the Networks in both Japan and South Korea.

Florian is an internationally renowned expert on global business and consumer trends, focusing on how to manage innovation, strategy, sustainability and change. He is particularly well known for his work on how companies can strategically manage the challenges and opportunities of population ageing. While global in nature, Florian's work has a strong focus on the economies of Asia, in particular China, Japan and Korea. He has been based primarily in Asia for the last 16 years.

Before joining The Economist Group Florian was an Associate Professor of Marketing and Innovation at the International Business School Suzhou at Xi'an Jiaotong-Liverpool University in China, and the Founding Director of the XJTLU Research Institute on Ageing and Society. He was also a Senior Research Fellow and Head of Business & Economics as well as Deputy Director of the German Institute for Japanese Studies.

Florian holds both a master's degree and a doctorate from the Vienna University of Economics and Business and he began his career in B2B marketing in the transportation industry. He is also an Adjunct Professor at Temple University, Japan Campus where he teaches Asian Business and Global Marketing.

Among many international publications, Florian is co-editor of "The Silver Market Phenomenon: Marketing and Innovation in the Aging Society", co-author of "Advertising in the Aging Society: Understanding Representations, Practitioners, and Consumers in Japan", and author of "International Marketing in the Network Economy: A Knowledge-Based Approach".

He is fluent in English, French, German, Japanese and Spanish.

BRIEFING FOR CABINET SECRETARY FOR CULTURE, TOURISM AND EXTERNAL AFFAIRS

Q&A WITH SDI TEAM

MONDAY 13th FEBRUARY 2017

What does this stem from	Opportunity for Minister to share her views on strategic priorities for Scotland's international engagement.
Key messages	<ul style="list-style-type: none"> There are 9 staff in the SDI Japan office with a combined 78 years of experience in bringing trade and investment support to Scottish companies interested in the Japanese market and potential Japanese investors to Scotland. Tokyo office opened in the late 1980s and was rebranded as SDI in response to the Scotland Global Connections Strategy In 2016, the team delivered a number of missions including 16 events, and supported 75 Scottish companies to market
Who	<ul style="list-style-type: none"> Stephen Baker, Country Head, Japan [REDACTED] Senior Executive [REDACTED], Senior Executive, ICT & Financial Services [REDACTED], Operations Executive, Asia Pacific [REDACTED], Senior Executive, Food & Drink, Textiles [REDACTED], Food & Drink Officer [REDACTED], Trade and Investment officer [REDACTED], Trade and Investment Support [REDACTED], Press and Marketing
What	<ul style="list-style-type: none"> Informal Q&A session with SDI Japan field team
Why	<ul style="list-style-type: none"> Opportunity for Minister to share her views on strategic priorities for Scottish Economy Highlight her support for work of field team in building business and cultural links to Scotland Allow the team to update on full scope of activities and opportunities for Scottish companies and provide in-market briefing which will be invaluable for the rest of the week's engagements
Where	SDI offices, Scotland House, 10F The Imperial Hotel Tower, 1-1-1 Uchisaiwaicho Chiyoda-ku, Tokyo, 100-0011
When	10:00 - 10:45
Dress code	Business attire
Officials attending	<ul style="list-style-type: none"> [REDACTED], PS: [REDACTED] Stephen Baker, SDI Regional Director: [REDACTED] [REDACTED], International Relations: [REDACTED]

SPACER PAGE

BRIEFING FOR CABINET SECRETARY FOR CULTURE, TOURISM AND EXTERNAL AFFAIRS

MEETING WITH SCOTTISH TEACHERS ATTENDING JAPAN FOUNDATION PROGRAMME

MONDAY 13th FEBRUARY 2017

Key message	There is opportunity for further co-operation between Scotland and Japan in education. Our '1 + 2 language policy' will enable children to learn a first additional language from Primary 1 and a second from Primary 5. Through the second additional language, there is the opportunity to grow interest in Japanese language and culture in our schools, as part of the growing diversity of languages available to our young people.
What	Courtesy engagement with Scottish high school teachers visiting Japan to discuss collaboration opportunities with Japan's principal agent for cultural relations between Japan and overseas countries.
Why	An opportunity to meet with Scottish education representatives as they undertake an education and cultural visit to Japan in February, funded by the Japan Foundation.
Who	A number of representatives from Scottish councils, primary and high schools, including from: <ul style="list-style-type: none">• Aberdeenshire• Edinburgh• Fife• Orkney• South Lanarkshire• West Lothian• General Teaching Council of Scotland
Where	Regis Offices, Imperial Hotel, Office Tower (same building as SDI office)
When	11:00-11:10
Media	N/A
Supporting official	<ul style="list-style-type: none">• [REDACTED], PS:[REDACTED]• Stephen Baker, SDI Regional Director: [REDACTED]• [REDACTED], International Division: [REDACTED]• [REDACTED] Media Manager: [REDACTED]
Attached documents	Appendix A: Japanese Language Learning in Scotland Appendix B: Background on Japan Foundation and Visit of Scottish Teachers

JAPANESE LANGUAGE LEARNING IN SCOTLAND

Teaching of Japanese and establishment of National Qualifications

- At his recent meeting with the Japanese Consul General, DFM discussed various matters including language teaching.
- Officials have been asked for an update on discussions with General Teaching Council for Scotland (GTCS) and the Scottish Qualifications Agency (SQA) on the matter of establishing National Qualifications.

Japanese as part of the 1+2 language learning policy in schools

- There is the opportunity for Japanese language teaching through the 1+2 language learning policy, where pupils will learn a first additional language (L2) from P1 and a second (L3) from P5. In general, we expect that the languages offered at L2 will in most cases be those which can be continued to National Qualification level.
- The intention of most SQA Modern Languages courses is to provide learners, rather than native speakers, with an opportunity to gain a language qualification. In order to establish any new language qualification, SQA would need to consider a range of factors including:
 - The potential demand for a National Course from language learners.
 - The number of qualified and GTCS registered teachers in that language – required to develop, deliver and assess the qualification.
 - The strategic support from a range of bodies (Scottish Government, Education Scotland, GTCS, University Teacher Training Institutes, Local Authorities, Schools and Colleges) to ensure the sustainability of the provision.
- Japanese is therefore likely to be of more interest to schools as a possible L3 rather than L2 at this time, because there are no national qualifications at present and no GTCS registration as a teacher of Japanese. In addition, the availability of teachers across Scotland to teach the language and their capacity to gain GTCS registration is a significant factor.
- However, should demand and uptake increase, this will contribute to building the necessary capacity within the system and provide the evidence which SQA require in order to consider establishing Japanese language qualifications.
- Currently we are only aware of Japanese being offered in a few schools in Orkney.
- We intend to issue a questionnaire shortly to local authorities to request further information on the status of implementation of language learning in their schools. This will invite them to give details of which languages are currently being offered at both L2 and L3, and will therefore provide information on where there is Japanese provision.

Establishment of National Qualifications in Japanese

- The Japanese Consul General, Mr Matsunada, has met with both the GTCS and SQA to discuss the matter of establishing National Qualifications in Japanese.

- From January 2016, some changes were made to the registration rules for Qualified Outside Scotland and Professional Registration applicants. GTCS have advised Mr Matsunada exactly what has changed under the new rules, and what kind of preparation teachers would expect to do to be registered as a Japanese language teacher in Scotland.
- Mr Matsunada, the Vice Consul and a representative from the Japan Foundation have also met with SQA at which SQA provided an overview of their criteria for the development of qualifications in Modern Languages. In addition, there was some discussion around the Japan Foundation Educational study visit for members of the Scottish Education Community taking place in February 2017.
- SQA welcomed the approach the Japanese Consulate were taking to encourage Primary schools and Local Authorities to introduce Japanese as part of the Scottish Government's 1+2 language learning policy.

Japan Foundation Teacher Study Trip

- The Japanese Government, via the Japan Foundation, is offering 20 places on an education and culture visit to Japan in February, to Scottish LA Modern Language leads.
- A copy of the tour background and participants is attached as **Annex B** of this briefing.

Edinburgh University

- The Japanese Department at Edinburgh University, supported by the Japan Foundation and the Japanese Language Group, recently held a workshop event for teachers giving them an opportunity to experience an introduction to the language and culture of Japan and to explore the rationale for the inclusion of Japanese in the secondary and primary curriculum.
- This workshop is the first in a planned series of workshops for teachers and those interested in introducing Japanese into the curriculum.

**BACKGROUND ON JAPAN FOUNDATION AND
VISIT OF SCOTTISH TEACHERS****Japan Foundation**

The Japan Foundation is Japan's only institution dedicated to carrying out comprehensive international cultural exchange programs throughout the world. With the objective of deepening mutual understanding between the people of Japan and other countries/regions, its various activities and information services create opportunities for people-to-people interactions.

The Japan Foundation was established in October 1972 as a special legal entity supervised by the Ministry of Foreign Affairs with the objective of promoting international cultural exchange through a comprehensive range of programs in all regions of the world. In October 2003, it was reorganized as an independent administrative institution.

Based on a government endowment of 78 billion yen, the activities of the Japan Foundation are financed by annual government subsidies, investment revenue, and donations from the private sector.

The Japan Foundation has a global network consisting of the Tokyo headquarters, the Kyoto Office, two Japanese-language institutes (the Japan Foundation Japanese-language Institute, Urawa, and the Japan Foundation Japanese-Language Institute, Kansai), and 24 overseas offices in 23 countries. The Japan Foundation London is the Foundation's only office in the UK, and one of the first overseas offices to be established, opening in 1972.

As part of the Japan Foundation's efforts to encourage and support Scottish council/schools to introduce teaching Japanese language, it is offering 22 Scottish leaders in education the opportunity to take part in a study tour to Japan from the evening of Friday 10th to Saturday 18th February 2017.

The program will include Japanese cultural experience to help deepen understanding of Japan, as well as visits to Japanese schools to observe the Japanese education system first-hand. It will also provide an excellent opportunity to network with other head teachers and council leaders who are also enthusiastic about Japan.

[REDACTED]

Schedule Summary (tentative)

Day	Date	Time	Schedule	Location	Hotel
1	10 Feb Fri	PM	Arrive at Edinburgh Venue: The Apex Grassmarket Hotel Pre-departure session	Edinburgh	Edinburgh
2	11 Feb Sat	14:00 19:00	Depart from Edinburgh Airport (BA1449) Depart from London Heathrow Airport (JL44)	Edinburgh/ London	Flight
3	12 Feb Sun	15:55	Arrive at Haneda Airport Hotel Check-in (The Prince Park Tower Tokyo)	Tokyo	Tokyo
4	13 Feb Mon	11:00 13:00 17:30 18:00	Lecture meeting Venue: Imperial Hotel Tower Lunch Free time (-15:30) Courtesy visit → (Minister Fiona Hyslop) Reception party	Tokyo	Tokyo
5	14 Feb Tue	AM PM	Visit Tokyo Gakugei University Oizumi Elementary School Move to Iwate	Tokyo /Iwate	Iwate
6	15 Feb Wed	10:30 13:30 18:50	Visit Kamaishi High School(-12:00) Courtesy visit (City of Kamaishi) Fly to Kyoto (JL2190)	Iwate/ Kyoto	Kyoto
7	16 Feb Thu	AM	Cultural Excursion in Kyoto Move to Tokyo (Tokyo Prince Park Tower Tokyo)	Kyoto/ Tokyo	Tokyo
8	17 Feb Fri	AM PM	Free time Wrap-up Meeting Farewell Reception (Tokyo Prince Park Tower Tokyo)	Tokyo	Tokyo
9	18 Feb Sat	11:30 17:30	Depart from Haneda Airport (JL43) Depart from London Heathrow Airport (BA1454)	London/ Edinburgh	

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

MEETING WITH NIPPON FOUNDATION

MONDAY 13th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none"> SDI has been delivering activities aimed at market development of sensor and subsea technologies in Japan, including a Sensing Technology visit, Subsea Seminar events, Subsea UK Seminar and a Subsea mission to Scotland. [REDACTED]
Key Message	<ul style="list-style-type: none"> Delighted to witness the growing strength of the collaborative engagement between Nippon Foundation and SDI, and hope the pre-competitive research funding will continue between both parties. Acknowledge the launch of the Foundation's first capacity building programme for the marine industry at Robert Gordon University; a summer school programme on Offshore Engineering, 15 students participated for 4 weeks in 2016. Acknowledge the Foundation's financial support for the Nagasaki Marine Ambassador project summer school in 2016 - two Japanese Secondary students and two university students have visited Scotland for a renewable energy learning journey. Scotland's long established oil and gas industry and recent focus on offshore/marine renewables has developed a cluster of companies with expertise in diverse areas of subsea engineering which many consider to be the strongest in the world with around 40% market share.
Who	<ul style="list-style-type: none"> Mr. Mitsuyuki Unno, Executive Director Mr. Masanori Yoshida Head, Office of Marine Development Capacity Building [REDACTED] Secretariat, Office of Marine Development Capacity Building <p>You have not met these contacts before, but you did meet three of their colleagues during your visit in June 2015, including Dr. Hirofumi Yoshimoto the former Head of Office of Marine Development Capacity Building</p>
What	<ul style="list-style-type: none"> Meeting with senior officials to progress collaboration on the subsea sector. [REDACTED]
Why	<ul style="list-style-type: none"> To investigate ways in which the Scottish Government and SDI can offer to support to this developing sector. Japan has little applied expertise in and around subsea technology and engineering. There is an opportunity to connect with expertise in the Scottish subsea companies and academia. Scotland's university sector has significant oil and gas education capabilities which are of interest to Japan's subsea and marine industry, where the market is still at an early stage.
Where	Nippon Foundation Building, 107-8404 Tokyo

When	12:00-13:00
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none"> • [REDACTED] PS: [REDACTED] • Stephen Baker, SDI Regional Director: [REDACTED] • [REDACTED] International Division: [REDACTED] • [REDACTED] Media Manager: [REDACTED]
Media Handling	N/A
Annexes	Annex A: Summary Page Annex B: Biographies Annex C: Company Background Annex D: Scotland's Oil and Gas Education capability Annex E: Ocean Energy in Scotland Core Brief

SUMMARY PAGE

Purpose of meeting:

- To discuss the development of Japan's growing ocean/marine development industry, particularly around subsea.
- Explore the opportunities for Scottish universities and subsea companies to export their knowledge and expertise to meet the needs of Japanese industry.

Key Issues:

- Scotland has a distinct advantage over Japan in technologies, experience and education for the subsea/offshore industry. There are significant trade opportunities for Scottish companies.
- Scotland's university sector has significant oil and gas education capabilities which are of interest to Japan's subsea and marine industry, where the market is still at an early stage.
- The Japanese Government is currently promoting the marine/ocean industry, targeting subsea oil & gas, methane hydrate and subsea minerals.
- A 2013 study for the marine/ocean development industry in Japan found:
 - There are no systems for capacity building which meet the needs of the industry.
 - There are few opportunities for students to have an interest and develop an understanding of the marine development industry.
 - There are no schemes to strengthen linkages between students and industry.
 - There are no practical training places which provide on-site or in field experience.
 - There are no education curricula by which students can acquire the essential skills and knowledge of marine development.
- In response, the Nippon Foundation have set up the Office of Marine Development Capacity Building. This will work with key stakeholders to build a consortium to provide students with technical skills and knowledge to become engineers with the right expertise and motivation to support Japan's marine development industry.
- Foreign companies and universities have been identified by the Nippon Foundation as a vital part of the consortium. Scotland's cluster of subsea engineering companies, R&D collaborations and world-renowned higher education institutions are well placed to meet the needs of the consortium.

Lines to Take:

- Keen to get the Foundation's view on the current state of the marine development industry in Japan and hear about the biggest challenges and opportunities they currently face.
- Find out how the Scottish Government and SDI can support their interest and offer support in collaborating with Scotland, particularly with the higher education sector and subsea industry cluster.

Additional information:

- University of Aberdeen are also the lead institution from Scotland in the Global Subsea Alliance where a number of world-leading universities join forces to create an alliance meeting the educational demands of a global workforce. The University are in advanced stages scoping potential for opening of first overseas campus in South Korea, delivering oil and gas education capacity building. The campus will deliver post-graduate programmes and CPD courses as well as significant research facilities.
- Other examples of international subsea collaborations:
 - The International Centre for Carbonate Reservoirs (ICCR) is a £1.8 million project that uses Scotland's world-class expertise to help address the challenge of extracting oil from carbonate reservoirs in offshore fields. Partnership of researchers from Heriot-Watt University, the University of Edinburgh and the University of Oxford. The ICCR receives funding from the SFC and Petrobras and collaborates with partners in Brazil.
 - Robert Gordon University (RGU) offers joint programmes with China University of Petroleum-Hudong (CUPH) in Offshore Engineering.
 - The Department of Naval Architecture and Marine Engineering at the University of Strathclyde has established long-term sustainable presence in Singapore allied to the two key Polytechnics, a world-leading university and to the marine industry through Singapore Maritime Foundation.
 - RGU has a collaboration with Global College Malta, offering 3 oil and gas related engineering courses: MSc Oil and Gas Engineering, MSc Drilling and Well Engineering and MSc Petroleum Production Engineering on a blended basis with some in-country delivery.

BIOGRAPHIES



Mr. Mitsuyuki Unno
Executive Director Maritime Affairs Department,
The Nippon Foundation

Born 1968, Mr. Unno joined the Nippon Foundation, then Japan Shipbuilding Industry Foundation, in 1990.

Appointed to current position April 2011.



Mr. Masanori Yoshida
Deputy Director, Office of Marine Development Capacity
Building, the Nippon Foundation

Born 1974, Mr. Yoshida joined the Ministry of Land, Infrastructure, Transport and Tourism in 1996.

Responsibilities include leading on technology development, industrial promotion and negotiation on the global standards in the Maritime sector. He was appointed to current position April 2016.

No photo
available

[REDACTED]
Secretariat, Office of Marine Development Capacity Building

[REDACTED]

COMPANY BACKGROUND

The **Nippon Foundation** has engaged in the promotion of the shipbuilding industry for more than 50 years.

They now focus on the marine development industry, a new sector of the shipbuilding industry, which is expected to gain a large market share in the near future.

They have made an attempt for years to enhance the primary and secondary education of marine development in accordance with Japan's "Basic Act on Ocean Policy" and "Basic Plan on Ocean Policy."

In 2013, they commenced studies with industry and academia towards training human resources to provide them with the right skill set to become the future bearers of Japanese marine development industry.

Foundation Profile

Annual budget (grants received): Approx 33 billion yen/£235 million (as of FY2016)

Personnel: 7 executives, 7 councillors, 89 employees (as of FY 2016)

Funding Source: Proceeds of Japanese motorboat racing. About 2.5% of the proceeds are managed by the Nippon Foundation for philanthropic purposes according to the Motorboat Racing Act.

Activities:

- Support for basic human needs (social welfare, education, culture)
- Support for maritime and shipping
- Support for human resources development

Recent engagement

SDI have been developing a strong relationship with the foundation. Cabinet Secretary Ms Hyslop also met with them in Japan Tuesday 30 June 2015. Attending where:

- **Dr. Hirofumi Yoshimoto** Head, Office of Marine Development Capacity Building
- **[REDACTED]** Secretariat, Office of Marine Development Capacity Building
- **[REDACTED]** Secretariat, Office of Marine Development Capacity Building

SCOTLAND'S OIL AND GAS EDUCATION CAPABILITY

Capability – Key Messages

- Scotland is the oil and gas capital of Europe, with operations focused for more than 30 years on reserves within the hostile and challenging offshore environment of the UK Continental Shelf in the North Sea.
- Scotland's universities are adept in overcoming technical challenges in oil and gas by delivering research focused solutions and cutting edge technologies. The list of industry clients our universities are engaging with is impressive.
- In **geosciences**, we have some of the world's leading experts in areas such as seismic imaging, reservoir characterisation and petroleum geology.
- Aberdeen University has a state of the art industry standard seismic imaging facility 'Explo-hub' working on live technical challenges from leading operators around the world, including Dana Petroleum, Aramco and Schlumberger.
- Heriot Watt University has a 'Carbonate Reservoirs Group' sponsored by BG Group, Petrobras and others with world leading expertise in improving hydrocarbon recovery from carbonate reservoirs, working on technical challenges in Brazil.
- In **engineering**, we have some of the world's top experts in drilling and well control, reservoir evaluation and production, carbon capture and storage and subsea technologies. Our expertise extends to even the most complex challenges facing operators, in producing oil and gas from marginal reserves.
- The DART facility at RGU is an industry standard training facility using state of the art 3D simulation technology and experienced industry staff to train staff working for major operators in the latest complex drilling techniques.
- The institute of Petroleum Engineering at Heriot Watt University is also conducting research for the leading oil and gas majors on themes such as hydrates, enhanced oil recovery, production chemistry, reservoir engineering.
- On the **legal** side Aberdeen University houses the Centre for Energy and Petroleum Law. Dundee University is home to the Centre for Energy, Mining and Petroleum Law. Their legal expertise is specific to the oil and gas sector and covers issues including production sharing agreements, licensing, environmental protection and conflict resolution.
- Both universities are working with governments and major operators around the world. In addition to delivering full Masters programmes, the universities can deliver intensive short programmes for non-lawyers (policy makers, regulators and others) customised to client requirements. Aberdeen for example is working with Sinopec to deliver a 5 day course to up-skill management staff with an awareness of legal issues and requirements.
- In the **business** area our universities run a range of specialised programmes at Masters and MBA level specific to managing oil and gas operations, safety, risk and project management. These programmes harness expertise across faculties

to deliver an appreciation of the technical aspects of oil and gas operations in addition to teaching business and project management skills.

- In the **economics** field Aberdeen University is home to one of the leading world authorities on petroleum economics Professor Alex Kemp. Prof Kemp has been a consultant on petroleum contracts and legislation to a large number of Governments, the World Bank, the United Nations, oil companies, the European Commission, the UK and the Commonwealth Secretariat. His specific areas of research interest are related to O&G licensing and taxation.
- Scotland's universities are skilled in **working as consortia** as well as individually. Collaboration is one of our key strengths. Our universities already work together seamlessly on joint research projects under our research pooling initiative. Our universities are also working with the best universities internationally (including universities in Norway) developing solutions to the technical challenges faced by the oil and gas industry.
- Another strength of our system is that our **colleges work closely with our universities** to provide integrated pathways that take students from Diploma through to Masters level. All the time building in the practical experience based on current challenges, to ensure that our graduates are ready for work.
- **OGAS** (the Oil and Gas Academy of Scotland) is an umbrella organization established to market the expertise of Scotland's universities and colleges. OGAS partners include RGU, Aberdeen, Heriot Watt and ASET. OGAS have been working in Tanzania (and other African markets) to position Scottish universities and colleges to bid for projects in the oil and gas area.
- In February 2014, the Scottish Government announced it would establish a new **Oil and Gas Innovation Centre** in Aberdeen supported by £10.6m investment from public funds and leveraging a further £26m from industry. The new Aberdeen-based centre will bring together more than 2,300 oil and gas operators and service companies and 12 Scottish universities with more than 450 academic staff and researchers working primarily on developing oil and gas specific technologies for enhanced oil recovery, subsea, reservoir characterisation, shale gas, asset integrity, production optimisation, well construction, drilling, health & safety, environment and project management.
- **Heriot Watt** has a highly successful campus in Dubai (since 2006), and is partnering with SOCAR in delivering oil and gas degrees in Azerbaijan through the Baku Higher Oil School. More recently, HW was selected by the Malaysian government to open a campus there in 2013. They also have a highly successful model for delivering Petroleum Engineering degrees remotely and through local partners via a blended learning approach.

OCEAN ENERGY IN SCOTLAND

Ocean energy resources

Scotland has tremendous wave and tidal stream energy resources. We have a third of the UK's tidal stream resources and two thirds of the UK's wave resources, and the potential exists to generate more electricity than we need from the waters around the Scottish coast. (UK Wave and Tidal Key Resource Areas Project, The Crown Estate, 2012).

Tidal stream energy

- Tidal power is clean, predictable and sustainable and, while the tidal stream sector is still young, we expect it to play an important role in our future energy mix.
- In recent years, tidal stream energy has progressed more rapidly than the wave energy sector. We have seen broad convergence in design, and survivability and reliability demonstrations show a pathway to future cost reductions.
- Tidal stream energy is expected to make a modest contribution to electricity generation by 2032 (with perhaps 150MW deployed in next 15 years, given grid and environmental constraints), but this should increase more rapidly up to 2050.

Wave energy

- The wave sector is still in the process of developing, demonstrating and up-scaling devices. There are a large number of device concepts but the majority of these are in the earlier stages of research and development.
- Wave energy is expected to make a smaller contribution to our energy mix within next 15 years (perhaps 10 – 15MW), and a modest contribution by 2050. However, global wave resource is many times the tidal resource. The worldwide theoretical potential of wave power has been calculated as 29,500 TWh/year and the worldwide theoretical potential of tidal power (including tidal currents) has been estimated at around 1,200 TWh/year.
- Worldwide, there is the potential to develop 337GW of ocean energy by 2050. By 2050, ocean energy could create 1.2 million direct jobs
(An International Vision for Ocean Energy, Ocean Energy Systems, version II, 2012).

Benefits of wave and tidal energy

- Wave and tidal projects have the potential to regenerate our most remote communities. They are already having a positive impact on the Scottish economy, bringing innovation, inward investment and skilled jobs to areas affected by downturns in sectors such as fishing, shipbuilding and more recently, oil and gas.
- Because of their low visual impact, marine renewables enjoy very high levels of public support.
- In BEIS's Energy and Climate Change Public Attitudes Tracker, support for wave and tidal developments is consistently high.

Scotland's leading position and flagship projects

- Scotland leads the world in the development and deployment of wave and tidal stream technologies and the Scottish Government has done more than any other nation to support the development of the marine energy industry.

- Scotland is home to the world's leading wave and tidal test centre (European Marine Energy Centre); the world's largest planned tidal stream array (MeyGen) and the world's largest tidal turbine (Scotrenewables). In summer 2016, Scottish firm Nova Innovation successfully deployed a second tidal turbine in the Bluemull Sound and began exporting power to the Shetland grid.

Scottish Government policy instruments

Capital grants and financial incentives

- We and our enterprise agencies have operated a number of schemes in the last decade to encourage research and development, deployment of prototypes and commercialisation of technologies. These include WATES (Wave and Tidal Energy Support), WATERS (Wave and Tidal Energy RD&D Support), the Marine Renewables Commercialisation Fund (MRCF) and the Marine Energy: Supporting Array Technologies (MESAT) programme.
- Our £10m Saltire Prize for marine renewable energy is the world's largest marine innovation prize (NB the prize guidelines are currently under review).
- Our Renewable Energy Investment Fund (REIF) was set up in 2012 to ensure counterpart finance is in place to help marine and other green energy projects become commercially viable. It has made investments in a range of wave and tidal projects in Scotland, most notably in the first phase of MeyGen.

Wave Energy Scotland

- The Scottish Government recognise that wave and tidal technologies are at different stages of maturity and require tailored approaches.
- We created Wave Energy Scotland (WES) to ensure that the learning gained from wave device development and deployment in Scotland to date is used to benefit the wave energy industry.
- The organisation is fully funded by the Scottish Government and is the biggest technology programme of its kind in the wave sector. It encourages collaboration between companies and scientists in order to tackle the challenges facing the development of wave energy technologies and to encourage the return of private sector investment.

Testing facilities and infrastructure

- The European Marine Energy Centre (EMEC) is the world's only accredited testing facility for wave and tidal energy prototypes. It was built with over £30 million of public sector funding (most from. To date, more marine energy devices have been tested at EMEC than at any other single site in the world. EMEC has 14 full-scale test berths (six wave and eight tidal) and two scale sites for testing smaller scale prototypes in less challenging real-sea conditions.
- The FloWave ocean energy research facility at the University of Edinburgh is the world's most sophisticated ocean simulator. The circular test tank combines multidirectional wave simulation with fast tidal flows and enables the testing of device designs at model scale.

Risks for wave and tidal development

- The wave and tidal industries are still in relative infancy and the technologies are taking longer to reach commercialisation than anticipated. Some of the leading

utilities have reviewed their marine portfolios and have either exited or scaled back activity in the last few years. The tough investment climate means we have lost leading Scottish companies and those that remain face an uncertain future.

- Wave and tidal resources are located where grid capacity is the most limited. The inadequacy of the grid is a major constraint for developers of marine energy projects.
- Since the 2015 General Election, the UK Government has rolled back support for renewable electricity. In the last Contracts for Difference (CfD) announcement (9 November 2016), wave and tidal technologies were not allocated a ring-fenced allocation, making it difficult for these higher cost projects to succeed in a competitive auction.
- Brexit poses a further challenge. EU legally-binding renewable energy targets have played a defining role in stimulating the growth in renewable energy in Scotland, and marine energy companies have benefitted significantly from EU research and innovation funding.

SPACER PAGE

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

COMPANY MEETING WITH KYOWA HAKKO KIRIN

MONDAY 13th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none"> Kyowa Hakko Kirin (KHK) is a strategic investor in Scotland's life sciences sector. This meeting is part of the on-going executive relationship with KHK following their acquisition of Prostrakan in 2011 and their progressive investment in the company's growth. The company name changed to Kyowa Kirin International Plc in February 2016.
Key Message	<ul style="list-style-type: none"> Ensure Kyowa Hakko Kirin understand Scotland's specific strengths and the support on offer to help grow their UK/European business from Scotland. Promote Scotland as an attractive investment location, particularly with regard to innovation performance and access to technology, to a key inward investor. Acknowledge the significant contribution that KHK make to the Scottish economy [REDACTED] The Scottish Government strongly supports companies like Kyowa Hakko Kirin that service wider markets from Scotland. [REDACTED] [REDACTED]
Who	Ms.Yumiko Kobori - Manager, Overseas Business Department, Kyowa Hakko Kirin Co., Ltd.
What	<ul style="list-style-type: none"> Meeting with inward investor Kyowa Hakko Kirin to reinforce senior level relationships and reiterate Scottish Government commitment to supporting their long-term growth in Scotland.
Why	<ul style="list-style-type: none"> KHK acquired Prostrakan in 2011 [REDACTED] [REDACTED] Discuss challenges and next steps for the growth of the company in Europe/Scotland. Discussion around industry collaboration and how innovation can secure the success of investment. To gain insight and understanding into the global growth strategy for KHK, including their plans for Scotland. [REDACTED] To understand the possible impact of Brexit on their business and any implications for their activities in Scotland.
Where	Scottish Development International Office, Tokyo
When	14:00-14:30
Dress code	Business attire

Official(s) attending	<ul style="list-style-type: none"> • [REDACTED] PS: [REDACTED] • Stephen Baker, SDI Regional Director: [REDACTED] • [REDACTED] International Division: [REDACTED]
Media Handling	N/A
Annexes	Annex A: Summary Page Annex B: Agenda Annex C: Company Profile/Background Information Annex D: Biographies Annex E: Life Sciences Core Brief Annex F: Life Sciences Strategy for Scotland 2015 Vision

SUMMARY PAGE

Purpose of meeting:

- Relationship building meeting with this strategic investor in Scotland's life science sector.
- Gain insight and understanding into the global growth strategy for Kyowa Hakko Kirin, including their plans for Scotland.
- [REDACTED]

Key Issues:

- [REDACTED]

Lines to Take:

- Scotland has a proven track record of delivering value to inward investors. 2015 was a record-breaking year for FDI in Scotland – 2nd location in UK outside London and 1st in UK for R&D FDI projects.
- Kyowa Hakko Kirin can service the wider markets (US and European) and continue to grow its growth strategy from Scotland.
- SG is committed to developing mutually beneficial relationship with Japanese business and to promote a strong heritage of Scottish expertise in R&D, education and skills to a key Life Sciences company in Japan.
- Scotland is an attractive investment location, particularly with regards to innovation performance and access to technology, to a key inwards investor.

AGENDA

Introductions

Update on KHK's Scottish business

Encouraging remarks from Cabinet Secretary

General Discussion

COMPANY PROFILE/BACKGROUND INFORMATION

[REDACTED]

About Kyowa Kirin

Kyowa Hakko Kirin Co, Ltd (KHK) is a Tokyo-based research-based life sciences company, with special strengths in biotechnologies. In the core therapeutic areas of oncology, nephrology and immunology/allergy, KHK leverages leading edge biotechnologies entered on antibody technologies, to continually discover innovative new drugs and to develop and market those drugs worldwide. In this way, the company is working to realise its vision of becoming a Japan-based global speciality pharmaceutical company that contributes to the health and wellbeing of people around the world.

Kyowa Kirin International plc (KKI) is a subsidiary of Kyowa Hakko Kirin and is a rapidly growing specialty pharmaceutical company engaged in the development and commercialisation of prescription medicines for the treatment of unmet therapeutic needs in Europe and the United States.

Kyowa Kirin International is headquartered in the Scottish Borders with a full sales team operating across the UK.

Scottish Organisation

ProStrakan was acquired by Kyowa Hakko Kirin Co. Ltd. (KHK) in 2011 and the Japanese company has decided that, in order to present a consistent image across the world, all of its western pharmaceutical subsidiaries are to adopt the Kyowa Kirin name. ProStrakan's Galashiels headquartered business trade as Kyowa Kirin International plc with its various country affiliates adopting the Kyowa Kirin name into their local company titles.

The ProStrakan Group was founded in Galashiels in 1995. In 2011 it was acquired by Japanese based Kyowa Hakko Kirin (KHK) and re-branded as Kyowa Kirin International (KKI) in April 2016. Aside from the name change – which presents a consistent global image – there is little impact on business which is entering the launch phase of its near-to-market products.

Although headquartered in Scotland, sales and marketing of its portfolio of products are handled by commercial subsidiaries in the UK, US, and Europe. More specifically, KKI markets a range of products for the treatment of osteoporosis, angina, acne, immunodeficiency and the management of oncology.

[REDACTED] On 2 February 2017 the company announced plans to increase the size of the workforce in Galashiels from 150 to 200 over the next five years, and have already taken a lease on a building next to their current facility to accommodate the expansion.

KKI currently employ [REDACTED]

Business Strategy

In 2015 (KKI confirmed a turnover of [REDACTED] with exporting levels at [REDACTED] with the creation of around [REDACTED] jobs. The SE led Graduate Project contributed towards the recruitment of [REDACTED] As a direct result of this project, turnover is expected to [REDACTED] Revenue for KHK in 2015 was [REDACTED]

[REDACTED]

KKI confirmed a total turnover for 2015 of [REDACTED]

Scottish staffing is at [REDACTED] with plans to increase to [REDACTED]

[REDACTED]

Recent News

2016 Dec President and CEO KHK: Nobuo Hanai, announced that top-line results of a global Phase 3 trial of istradefylline (generic name; code name, **KW-6002**) - parkinsons disease did not meet its primary endpoint in patients. KKI considering another submission

2017 Jan — European Medicines Agency (EMA) has accepted for review the Marketing Authorisation Application (MAA) **for KRN23** for the treatment of X-linked hypophosphatemia (XLH) – generic rickets. The MAA was filed and accepted in late 2016, and an opinion from the Committee for Medicinal Products for Human Use (CHMP) is expected in the second half of 2017.

BIOGRAPHY

YUMIKO KOBORI

Currently Manager of Overseas Business Department, Kyowa Hakko Kirin Co., Ltd with responsibilities which include - managing the business planning team; responsibility for the governance of overseas affiliates; and budget and strategy planning.

Previous Experience:

Over 5 years' experience in overseas (UK and Italy markets), returned to KHK Head Office and joined in Overseas Business Department

2012 - 2012

ProStrakan SRL
Director, Member of Board,
Liaison, Integration Manager (Work for post-merger integration)

2010 – 2012

Kyowa Hakko Kirin Italia
Director, Member of Board
Responsible for Italian operations

2007 – 2009

Kyowa Hakko UK Ltd.
Associate Director Liaison
European Sales & Marketing, Alliance Management for European partners

Ms Kobori has a Bachelor Degree in Pharmacy from Chiba University.

SCOTLAND'S LIFE SCIENCES CORE BRIEF

KEY POINTS

The sector plays an important role in producing economic benefits for Scotland as well as its ability to improve the quality of care and health for people in Scotland and globally

- Life sciences is a tremendously important sector for Scotland. In 2014, the wider sector turnover was £4.3 billion, with GVA at £2 billion. It employs 37,200 people across 719 organisations¹.
- Business Enterprise Research and Development (BERD) spending in the Life Sciences was £285 million in 2015. This represents 32.7 per cent of the total BERD spend in Scotland.²

The Scottish Government is committed to providing a supportive environment for businesses.

- Scotland's industry-led life sciences strategy, the introduction of Enterprise Areas for Life Sciences, initiatives such as the Health Innovation Partnerships, and the Innovation Centre Programme, have enhanced support for the sector and sought to link it more effectively to the National Health Service in Scotland.
- The Life Sciences Scotland (LSS) Industry Leadership Group (formerly LiSAB) brings together key figures from the private and public sectors to drive industry wide collaboration and alignment. As well as the industry and ministerial chair, there are currently 14 industry members; 6 public sector members and 2 Associate members.
- The Life Sciences Strategy for Scotland 2025 Vision, the strategy refreshed by LSS, was published on 2 February 2017 and outlines the ambition of the industry to make Scotland the location of choice for the life sciences community and its mission is to increase the industry's contribution to the Scottish Economy to £8bn by 2025.³

Scotland is at the forefront of life sciences attracting international attention and is an ideal place to invest.

- 2 February 2017, Scottish based pharmaceutical firm Kyowa Kirin International, formerly ProStrakan, has revealed plans to expand its headquarters in Galashiels and to increase staff numbers from 150 to 200 over the next five years. (ProStrakan was acquired by Tokyo-based Kyowa Hakko Kirin Co. Ltd. (KHK) in 2011) ([source: BBC news – 2 February 2017](#))
- 7 December 2016, The University of Dundee has been awarded £13.6m to tackle some of the world's most devastating diseases. The money from Wellcome will be used to establish a new research centre at the university ([source: BBC News – 7 December 2016](#))
- 13 October 2016, Edinburgh based, med tech start-up Snap40 has secured the largest ever seed funding for a Scottish business. It has raised £2m in its first tranche of funding. ([Source: The Herald – 13 October 2016](#))

¹<http://www.gov.scot/Topics/Statistics/Browse/Business/Publications/GrowthSectors>

²<http://www.gov.scot/Resource/0051/00513789.pdf>

³<http://www.lifesciencesscotland.com/>

- 21 September 2016, The University of Dundee has renewed seven-figure funding from three top pharmaceutical companies, supporting work to launch and speed up the development of new drugs to treat diseases like cancer and Parkinson's. The £7.2 million funding from industry to academia comes from GlaxoSmithKline (GSK), Boehringer Ingelheim, and Merck, and secures 38 posts at Dundee for the next four years. ([Source: The Scotsman - 21 September 2016](#))
- 27 July 2016, Global Pharmaceutical firm GSK announced a £110m investment at its site in Montrose to build a state of the art production facility to manufacture respiratory medicines. This is part of a £275m investment by GSK to expand three UK sites. ([source: BBC news - 27 July 2016](#))
- 12 July 2016, Japanese regenerative medical firm ReproCELL announced it is to merge two of its companies, with the new group based in Glasgow. Biopta and Reinnervate will merge to form ReproCELL Europe with the aim of strengthening ReproCELL's pharmaceutical industry-targeted drug discovery services and products through the integration of Biopta's human tissue services with Reinnervate's stem cell and 3D cell culture expertise. ([Source: The Herald - 12 July 2016](#))

Scotland has a very strong academic base in Life Sciences and Medicine

- The latest QS World University Rankings (2015/16) lists two Scottish Universities amongst the best 100 universities in the world for Life Sciences and Medicines; the University of Edinburgh is ranked 28th, the University of Glasgow is 46th. (The University of Dundee is 116)⁴
- The Times Higher Education rankings for Life Sciences (2016) list 5 Scottish Universities in the top 100: Edinburgh (19th), St Andrews (74th), Glasgow (77th), University of Aberdeen (84th) and Dundee (85th).⁵

⁴<http://www.topuniversities.com/university-rankings/faculty-rankings/life-sciences-and-medicine/2015#sorting=rank+region=+country=+faculty=+stars=false+search=>

⁵https://www.timeshighereducation.com/world-university-rankings/2016/subject-ranking/life-sciences-0#!/page/0/length/25/sort_by/rank_label/sort_order/asc/cols/rank_only

LIFE SCIENCES STRATEGY FOR SCOTLAND 2015 VISION

Key lines

- The Scottish Government welcomes this industry led strategy.
- We recognise the hard work that went in to develop the strategy and would like to thank the strategy steering group and all those involved.
- We are very keen that the Life Sciences community get involved in the development and the delivery of the actions plan and urge everyone to participate where they can.

The Life Sciences Strategy for Scotland 2025 Vision was published on 2 February 2017.⁶

The Strategy's vision is to make Scotland the location of choice for the life sciences community and its mission is to increase the industry's contribution to the Scottish Economy to £8bn by 2025.

To achieve this, the strategy highlights four strategic themes as key to the Life Sciences Industry: Innovation and Commercialisation; Sustainable Production; Internationalisation; and Business Environment. Key priorities have been identified within each theme and LSS, in collaboration with the broader life sciences community, will develop and deliver action plans for each of the priorities.

Background

Due to the change in economic circumstances, the Life Sciences Scotland (LSS) industry leadership group (ILG) is refreshing the Scottish Life Sciences Strategy *Creating Wealth Promoting Health*, which was published in 2011.

Life Sciences is a key growth sector of the Scottish Economy and Mr Wheelhouse, MSP, Minister for Business, Innovation and Energy chairs LSS along with the industry co-chair, Dave Tudor from GSK, with additional ministerial support from Aileen Campbell, MSP, Minister for Public Health and Sport.

This is an industry led strategy, developed by the strategy refresh working group, which was formed by LSS and comprises of representatives of the various key subsectors of the Life Sciences industry, supported and facilitated by Scottish Enterprise.

Scottish Government officials from the Life Sciences team have been involved in the process and have consulted with colleagues across SG who have a policy interest in Life Sciences to ensure it aligns across relevant Health and Economic portfolio areas.

Ministers are due to meet with Dave Tudor, industry chair of LSS, to discuss the strategy implementation in more detail on 9 February.

⁶ <http://www.lifesciencescotland.com/>

BRIEFING FOR CABINET SECRETARY FOR CULTURE, TOURISM AND EXTERNAL AFFAIRS

MEETING WITH BRITISH AMBASSADOR, PAUL MADDEN

MONDAY 13th FEBRUARY 2017

Key message	<ul style="list-style-type: none"> • Thank Ambassador for providing his residence for events and discuss the engagements of the visit. • Highlight the Scottish Government's renewed commitment to strengthening relations between Scotland and Japan. • Welcome the collaboration between Department of International Trade (DIT) staff at the embassy and SDI in supporting Scottish companies. • Understand how we can leverage support for Scotland from the breadth of British Embassy and DIT activities in Japan and jointly explore opportunities for collaboration with SG and SDI.
What	<ul style="list-style-type: none"> • A courtesy meeting with the Ambassador for him to welcome you to Japan and discuss programme goals. • An opportunity to thank Ambassador for providing his residence, as well as for the support which DIT has provided Scottish companies. • An exchange of information about the visit and areas of follow-up which the embassy can support.
Why	<ul style="list-style-type: none"> • The embassy is a key stakeholder for SDI Japan team's efforts in market and will be a valuable source of support for broadening Scottish engagement in other areas. • The Cabinet Secretary met Paul Madden when he was Ambassador-elect in Edinburgh on 4 November 2016. • Reinforcing the relationship with the embassy and exploring opportunities will be valuable in supporting future plans for collaboration between Scotland and Japan in the areas of trade and investment, culture, education and research.
Who	His Excellency Paul Madden CMG (newly appointed) [*]
Where	British Embassy Tokyo
When	16:00-16:30
Media	N/A
Supporting official	<ul style="list-style-type: none"> • [REDACTED] PS: [REDACTED] • Stephen Baker, SDI Regional Director: [REDACTED] • [REDACTED] International Division: [REDACTED] • [REDACTED] Media Manager: [REDACTED]
Attached documents	Appendix A: Summary Page Appendix B: Biography

SUMMARY PAGE

Purpose of event:

- Opportunity to thank Ambassador for providing his residence, as well as for the support which DIT has provided Scottish companies.
- Share insights of the engagements on this visit and discuss areas of follow-up which DIT could support.
- Establish a high level relationship with a key influencer in the Japanese political community to gather specific insights and clear understanding of the strategic trade and investment opportunities for Scotland.
- Understand how we can leverage support for Scotland from the breadth of British Embassy and DIT activities in Japan and jointly explore opportunities for deeper collaboration with SG and SDI.

Key Facts:

- The Cabinet Secretary met with the Ambassador, when he was Ambassador-elect, in Edinburgh on 4 November 2016. They discussed:
 - The Japanese public statement on the position of Japanese companies in the UK following Brexit.
 - The importance of managing the relationship with Japanese businesses to ensure that we are able to provide reassurance about Scotland being open for business and wanting continue our relationship with the EU. The Cabinet Secretary was pleased that the Ambassador was going to meet Japanese companies in Scotland later that day.
 - [REDACTED]
 - The Ambassador said that he looked forward to supporting the Cabinet Secretary's forthcoming visit to Japan.

Lines to take:

- The Scottish Government is committed to strengthening relations between Scotland and Japan. Given the momentum built around this visit, welcome the opportunity to meet Mr Madden to discuss ways in which we can increase the levels of Japanese investment coming to Scotland.
- Keen to establish a strong relationship between the embassy, Scottish Government and SDI and explore opportunities for collaboration between Scotland and Japan in the areas of trade and investment, culture, education, research and other relevant policy areas.
- Scotland has strengths and qualities that make it a unique location for investment within the UK.
- Discuss the challenges and next steps for the growth of the key sectors of Technology and Advanced Engineering and Life Sciences in Japan which feature heavily in the Ministerial visit and specifically how Scottish expertise can help this. Discussion around industry collaboration and how innovation can prolong the life of the sector.

BIOGRAPHY**His Excellency Paul Madden CMG**

Paul Madden will be British Ambassador to Japan from January 2017. He was previously British High Commissioner to Australia (2011-15) and British High Commissioner to Singapore (2007-11). He was Additional Director for Asia Pacific at the FCO in 2015.

A career diplomat, he was Managing Director at UK Trade and Investment (2004-2006), responsible for coordinating and implementing international trade development strategies to support companies across a wide range of business sectors.

As Assistant Director of Information at the Foreign and Commonwealth Office (2003-2004) he was responsible for public diplomacy policy, including managing the FCO funding of the BBC World Service, the British Council and the Chevening Scholarships programme. He led the team responsible for the award-winning UK pavilion at the Aichi Expo in Japan 2005.

He was Deputy High Commissioner in Singapore from 2000-2003 and has also served in Washington (1996-2000). Between 1992-96 he worked on EU enlargement and Environmental issues at the FCO in London. His first posting in Tokyo was as First Secretary Economic (1988-92). Before joining FCO he worked at the Department of Trade and Industry (1980-87) on a range of industrial sectors and trade policy, and was head of the Japan team. He spent two years as a minister's Private Secretary.

He has an MA in Economic Geography from Cambridge University, an MBA from Durham University, studied Japanese at London University's School of Oriental and African Studies, and is a Fellow of the Royal Geographical Society. His book, *Raffles: Lessons in Business Leadership*, was published in 2003, and his first play was performed in Sydney in 2015. He first visited Japan on a study tour in 1982, after winning an essay contest organized by the Japanese Ministry of Foreign Affairs.

Married to Sarah, with three adult children, he was born in Devon.

SPACER PAGE

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

COMPANY MEETING WITH TOSHIBA MEDICAL SYSTEMS

MONDAY 13th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none"> Important inward investor in Scotland At the end of 2016 Canon Inc completed its acquisition of Toshiba Medical Systems for ¥665.5 bn Toshiba Medical Visualization Systems (TMVS) is the Edinburgh based R&D center of Toshiba Medical Systems (Canon)
Key Message	<ul style="list-style-type: none"> Congratulate Toshiba Medical on the finalization of the acquisition by Canon and acknowledge that this now frees up management to focus on how to continue to grow their successful business leveraging the synergies from Canon. Toshiba Medical management can be assured of Scotland's continued support of TMVS with its growth strategy Recognise importance of strategic investment into Scottish economy Promote a strong heritage of Scottish expertise in R&D, education and skills to a key company in Japan Promote Scotland as an attractive investment location, particularly with regard to innovation performance and access to technology <p>NB Ken Livingston the Head of TMSV in Edinburgh was nominated for a "Business Leader Award" at the SE Life Sciences Award Dinner which was held 2nd of Feb, but did not win.</p>
Who	<ul style="list-style-type: none"> Mr Toshio Takiguchi, President & CEO, Toshiba Medical Systems Mr Hisashi Tachizaki, VP General Manager, Centre for Medical Research & Development
What	<ul style="list-style-type: none"> Opportunity to meet with senior leadership of inward investor Emphasise continued support for TMVS' growth strategy
Why	<ul style="list-style-type: none"> Meeting with inward investor to reinforce senior level relationships and reiterate Scottish Government commitment to supporting company's long-term growth in Scotland To gain insight and understanding into the global growth strategy for the company, including their plans for Scotland To understand the possible impact of Brexit on their business and any implications for their activities in Scotland Ensure company understand Scotland's specific strengths and the support on offer to help grow their UK/European business from Scotland
Where	Small Dining Room, British Embassy Tokyo
When	17:00-17:30
Dress code	Business attire

Official(s) attending	<ul style="list-style-type: none">• [REDACTED] PS: [REDACTED]• Stephen Baker, SDI Regional Director: [REDACTED]• [REDACTED] International Division: [REDACTED]
Annexes	Annex A: Summary page Annex B: Background information Annex C: Biographies

SUMMARY PAGE

Purpose of meeting:

- Relationship building meeting with this strategic investor to gain insight and understanding into the global growth strategy for the company, including their plans for Scotland
- Discuss the challenges and next steps for the growth of the company in Europe/Scotland, as well as seek clarity on key decision-making process and timescales for any projects
- Influence decision makers in Tokyo to visit Scotland to see first-hand how we would support any potential projects
- Discussion around industry collaboration and how innovation can secure the success of investment
- Understand the possible impact of Brexit on their business and any implications for their activities in Scotland
- Ensure company understand Scotland's specific strengths and the support on offer to help grow their UK/European business from Scotland

Lines to Take:

- Recognise importance of strategic investment into Scottish economy
- Scotland has a proven track record of delivering value to inward investors
- 2015 was a record-breaking year for FDI in Scotland – 2nd location in UK outside London and 1st in UK for R&D FDI projects
- Company can service the wider European market and continue to grow its growth strategy from Scotland
- [REDACTED]
- [REDACTED]
- [REDACTED]

COMPANY PROFILE/BACKGROUND

- At the end of 2016 Canon Inc completed its acquisition of Toshiba Medical Systems for ¥665.5 bn
- Canon hoped that the acquisition would enhance its medical sector by utilising Toshiba Medical Systems' strength in equipment such as magnetic resonance imaging and X-ray systems
- Canon has put forth three goals.
 - First, it will move deeper into the new field. Strong candidates for this approach include medical services that use in-vitro diagnostic devices and information technology to analyze, for instance, blood or stool.
 - Next, Canon will streamline production using its cost-saving technology. At present, the manufacture of medical machines -- such as computed topography (CT) scanners -- requires a good deal of manual labor, and the company sees lots of room to improve efficiency.
 - Lastly, the electronics manufacturer will attempt to work its "seeds" or basic technology ideas into fully realized products, such as blood vessel imaging devices that combine optical and ultrasound technology.
- Toshiba Medical Visualization Systems (TMVS) is the Edinburgh based R&D center of Toshiba Medical Systems (Canon)
- It employs 105 people predominantly in R&D roles
- TMVS has annual sales of £15m
- Its focus is on software development with key competencies in the development of core visualization and image analysis technologies, complex middleware for the efficient development and deployment of medical software and clinical application development.
- TMVS' R&D department includes regulatory, testing, clinical and project analysis, and scientific functions, as well as core software engineering functions
- Its output can be found in the majority of TMS' product portfolio globally in addition to application and component development
- It also undertakes forward-looking research and has close ties with the majority of Scottish Universities, funding numerous doctoral studentships and closely supporting the Scottish research community
- [REDACTED]
- [REDACTED]

BIOGRAPHIES

Mr Toshio Takiguchi
President and CEO

Mr Takiguchi graduated with an engineering degree from the University of Tokyo in 1980. In the same year he joined the engineering department of Toshiba Corporation, Clinical Laboratory Systems.

Has held a number of roles within Toshiba Medical Systems since 2000 and was appointed President and CEO in 2014. Since September 2015 has also been Executive Officer, Corporate Vice President, Toshiba Corporation and President and CEO of Healthcare company, Toshiba Corporation.



Mr Hisashi Tachizaki
Vice President General Manager
Centre for Medical Research & Development

Mr. Tachizaki has worked in medical imaging for over 27 years. He received his master's degree of Mechanical Engineering at Tohoku University in Japan in 1989 in biomechanical research.

Following graduation, he joined Toshiba Corporation and worked as a mechanical engineer developing continuous rotating gantries for Toshiba's premier CT systems. He later worked as a CT system engineer and he lead the development of Toshiba's multi-slice CT system.

After 12 years as CT engineer, Mr. Tachizaki worked with Toshiba America Medical Systems in the United States, involved in research projects that validate Toshiba's CT products in the medical community as well as CT product marketing. He returned to the CT development department in Japan after 4 years and he lead the CT systems development projects as well as CT research projects in the global medical community.

With over 22 years of experience in CT engineering and research, he moved to Research & Development Center of Toshiba Medical Systems Corporation and now leads R&D works and clinical research projects as Vice President and General Manager, Center for Medical Research and Development, Toshiba Medical Systems Corporation.

SPACER PAGE

BRIEFING FOR CABINET SECRETARY FOR CULTURE, TOURISM AND EXTERNAL AFFAIRS

MEETING WITH TOSHIMA WARD REPRESENTATIVES

MONDAY 13th FEBRUARY 2017

Key message	<ul style="list-style-type: none">• Scotland has a long and positive relationship with Japan, which has been an important partner for many years.• The possibilities for greater international links between Scotland and Japan in business, education, culture and arts are considerable.• Culture has a vital role to play in social and economic development and international understanding.
What	<ul style="list-style-type: none">• A high-level meet and greet with representatives of Toshima, a ward in central Tokyo, including Mayor Yukio Takano.
Why	<ul style="list-style-type: none">• Toshima Ward actively promotes culture and supported Scotland Day in 2016. They are keen to promote exchange in both culture and business through their ward, and will send trade delegations to Scotland. They will provide a venue for Scotland Day this year.
Who	<ul style="list-style-type: none">• Mr Yukio Takano, Toshima Ward Mayor★• Prof. Taeko Seki, Honorary Professor, University of Stirling★• [REDACTED] <p>You met Mr Takano and Prof Seki on your visit to Toshima Ward the day before this meeting. You met Prof Seki at the GlobalScot reception during your 2015 visit.</p>
Where	Small Dining Room, British Embassy Tokyo
When	17:50 - 18:10
Media	N/A
Supporting official	<ul style="list-style-type: none">• [REDACTED] PS:[REDACTED]• Stephen Baker, SDI Regional Director:[REDACTED]• [REDACTED] International Division: [REDACTED]• [REDACTED] Media Manager: [REDACTED]
Attached documents	Appendix A: Summary Page Appendix B: Biography Appendix C: Toshima Ward Background <i>NB: separate Japan Core T&I brief included in core brief</i>

SUMMARY PAGE

Purpose of event:

- Opportunity to discuss how festivals and exchanges can support greater links between Scotland and Japan in business, education, culture and arts.
- Thank Toshima Ward for playing host to the first “Scotland Day” in Japan in 2016 and welcome their support for a repeat event in November 2017.

Key Facts:

- The Scottish Government provided a grant of £3,000 to the Japan Scotland Association to host the first “Scotland Day” in Tokyo on 26 November 2016 – the Saturday before St Andrew’s Day. The event was co-organised by Scottish Development International.
- The event, attended by 138 paying guests and 18 VIPs, aimed at introducing the history of Scotland’s impact on creating modern Japan and the close affinity between Japan and Scotland in the fields of culture, art business and science.
 - A photography exhibition by Japanese photographer Yu Sato, featuring black and white pictures of Scottish landscapes and people, greeted guests on arrival.
 - SDI had stands and a video displaying Scottish products, and the environment and culture that nurtures them.
 - Tables with information on Scottish Universities occupied the main space .
 - There were presentations from representatives of Scottish universities, talks on whisky and shared engineering history, a ceilidh and evening reception.

Lines to take:

- Pleased at the collaboration between Toshima Ward and SDI in holding a successful Scotland Day in 2016.
- Grateful for the generous support of the Ward for this year’s proposed Scotland Day.
- Scotland recognises the value of cultural exchange and collaboration as a way of bringing our societies closer together and promoting social and economic development.
- Scotland has considerable experience to offer in the management of international festivals and cultural activity, as well as the use of cultural connections as a means of supporting economic and business engagement.

BIOGRAPHY

Mr. Yukio Takano Toshima Ward Mayor



1960 Graduated from Rikyo University
1983 ~1989 Toshima Ward Councillor
1989 ~ 1999 Tokyo Metropolitan Councillor
1999 Assigned Toshima Ward Mayor

Dr Taeko Seki Honorary Lecturer, University of Stirling



Dr Taeko Seki was until recently a Lecturer in English for Waseda University and for Atom University. She is also an Honorary Lecturer at Stirling University and President of the Japanese Alumni Association of University of Stirling.

She has been introducing English language courses, undergraduate courses and graduate courses of universities in Scotland to Japanese students since 1993. Over that time she has sent more than 1,000 students to Scotland on these English courses.

She also personally created and funded the Takeo Seki Scholarship fund, which has sponsored studentships for 6 graduate students so far (1 for each year since it was established). SDI has benefited from this programme we have employed two returnees from Scotland through the Graduate placement programme, one of whom is still with us.

Dr Seki also formed the Japan Scotland Association. In the three years since its formation it has grown to a membership of 230 with branches in Tokyo, Kansai, Chugoku, Kyushu and Tohoku. The Japan Scotland Association, alongside University of Stirling, sponsors a "Japan Week" in Scotland and fund the cost of sending over Japanese artists. The Japan Week also has support of the Japanese Consul General in Edinburgh.

Dr Seki was the first female Japanese GlobalScot in 2009 and her infectious enthusiasm has been a spur to other GlobalScots here in Japan to be more active in their support of Scotland.

TOSHIMA WARD BACKGROUND

- Toshima is a special ward in Tokyo, Japan. It is one of the eight central wards of the Tokyo Metropolitan area, including Chiyoda, Minato, Shibuya, Chuo, Shinjuku, Taito, and Bunkyo surrounding the Imperial Palace. Located in the northern area of Tokyo, Toshima is bordered by the wards of Nerima, Itabashi, and Kita wards, in the north, and Nakano, Shinjuku and Bunkyo in the south.
- The ward was founded on March 15, 1947 and reached a peak resident population of 370,000 in 1965. The population has continued to decline and as of May 1, 2015, the ward had an estimated population of 298,250 with a population density of 22,920 persons per km². During the day the population swells with commuters, resulting in a daytime population of around 378,475.
- The total land area of Toshima is 13.01 km², sitting on a moderate plateau with a difference of 28 m between the ward's highest and lowest points. Approximately 47% of Toshima's land is residential, and 20% is commercial and public areas.
- Although Toshima is a ward, it is referred to as a city. The ward offices are located in Ikebukuro, which is also the commercial and entertainment centre of Toshima.
- With a non-Japanese population of 19,868, or 7.42% of the total, Toshima is one of the most international wards in Tokyo. Of the foreign population, 56% is of Chinese descent, 20% is of Korean descent, with the rest being of primarily Filipino and European descent.

BRIEFING FOR CABINET SECRETARY FOR CULTURE, TOURISM AND EXTERNAL AFFAIRS

MEETING WITH PRESIDENT OF ISETAN

MONDAY 13 FEBRUARY

What does this stem from	You will be visiting Isetan, one of Japan's most prestigious department stores, on Wednesday 15 February, where they are currently holding a promotion of Scottish food and drink.
Key message	Welcome Isetan's interest in Scottish food and drink. Scotland has a wealth of high quality products in food, drink, textiles and other areas. Look forward to Isetan's continued interest.
Who	Mr Hiroshi Ohnishi , President and CEO, Isetan Mitsukoshi Holdings Ltd★ You met Mr Ohnishi on your visit to Japan in 2015 , when he proposed a toast at the opening of the GlobalScots reception at the embassy.
What	A brief meet and greet in advance of the evening reception to meet Mr Ohnishi, as he will be unable to accompany you on your visit to Isetan later in the week.
Why	The promotion of Scottish food & drink, particularly seafood and whisky, by one of Japan's most prestigious department stores is a valuable endorsement to Japanese consumers of the quality of Scottish produce. Maintaining a high-level relationship with the president of the company will help to ensure continued interest in Scottish produce.
Where	British Embassy Tokyo, small dining room
When	18:20-18:25
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none">• [REDACTED] PS: [REDACTED]• Stephen Baker, SDI Regional Director: [REDACTED]• [REDACTED] International Division:[REDACTED]• [REDACTED] Media Manager: [REDACTED]
Media handling	NA
Annexes	Annex A: Summary Annex B: Biography

SUMMARY PAGE

Purpose of meeting:

- Opportunity for an informal meet and greet with CEO of the most prestigious department store in Japan ahead of your visit to their store on Wednesday 15th February.
- Isetan will be running a Scottish Food & Drink Fair with focus on seafood during the visit. The fair will run from Wed 15th Feb to Mon 20th Feb
- This is the first time they have had a dedicated promotion on Scottish seafood in their store.
- It is hoped that the visit during the fair will encourage more Scottish food & drink suppliers to export to Japan

Key facts:

- The Scottish food and drink industry is booming and we are on track to reach our target of £16.5bn by 2017
- £600m worth of Salmon and Seafood exported annually.
- Scottish seafood is increasing in popularity: after whisky, seafood is Scotland's second largest export, sold to over 100 countries around the globe
- From farmed seafood, shellfish to whitefish, over 60 species are landed in Scotland including shellfish, white fish and oil rich fish
- Scotland is one of the largest seafood producers in Europe, with more than 2,000 boats and 5,000 fishermen catching fish around Scotland's coastline
- Scotland is the largest producer of farmed Atlantic salmon in the EU, (93% of total EU production), and the third largest in the world

Lines to Take:

- Reinforce Scottish Government's commitment to supporting company's existing and future relationships with Scotland at the most senior level
- Convey message that Scottish food & drink sector want to work more closely with Isetan Mitsukoshi retail group
- Scotland is blessed with a fantastic larder of some of the best natural produce in the world. With a longstanding reputation for producing quality products and an envied flair for innovation

BIOGRAPHY OF HIROSHI OHNISHI



- **Mr Hiroshi Ohnishi, President and CEO, Isetan Mitsukoshi Ltd**
Mr Ohnishi joined Isetan Company Limited in 1979 after graduating from Keio University with a BA from the Faculty of Business and Commerce.
- As senior manager, he spearheaded the 2003 grand open of Isetan Men's building at their Shinjuku main store, which is now widely regarded as one of the leading menswear outlets in Japan.
- After serving as Store Manager of Isetan Tachikawa Store and Mitsukoshi's General Merchandising Manager of Department Stores' Business, he was appointed President and CEO of Isetan Company Ltd in 2009 and President and CEO of Isetan Mitsukoshi Holdings Ltd in 2012 after the death of former chief executive and Chairman Nobukazu Muto in 2010.
- With a people first approach Mr. Ohnishi launched the personnel management system reform for evaluating each employee impartially.
- He has also tried to restructure the supply chain because his belief is Isetan Mitsukoshi Group should sell merchandise that has a good balance between value and price.

SPACER PAGE

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

BUSINESS RECEPTION AT BRITISH EMBASSY

MONDAY 13th FEBRUARY 2017

What does this stem from	Opportunity for the Cabinet Secretary to network with key stakeholders including existing investors, GlobalScots, trade intermediaries and Japanese companies
Key Message	<ul style="list-style-type: none"> • Recognise Japan as an important partner for mutual economic growth through international trade and investment. • Showcase the best of Scotland in Japan including Scotland's premium food and drink products on the world stage. • The links between Scotland and Japan go back many years and our long history of friendship has lead to many significant diplomatic, cultural and business collaborations. • Scotland retains an open, business-friendly environment where we see continued confidence from Japanese investors.
Who	<ul style="list-style-type: none"> • His Excellency Paul Madden CMG, UK Ambassador to Japan • Mr Hiroshi Ohnishi, President and CEO, Isetan Mitsukoshi Ltd • Approximately 180 guests including key Investors, GlobalScots, strategic Japanese trade partners, intermediaries and a number of media outlets attending as guests. • Ten representatives from leaders in Scotland's performing arts sector and ten Scottish high school teachers visiting through Japan Foundation. • A full guest list and VIP bios will be provided in market (Annex C)
What	<ul style="list-style-type: none"> • Networking reception hosted by SDI at the British Embassy with a large audience of Japanese stakeholders. • There will be a showcase of Scotland's premium Food & Drink offering as well as videos from Visit Scotland playing. • A speech given by the Cabinet Secretary will give the opportunity to highlight key areas of co-operation between Scotland and Japan. • Reference will be made to Scotland's place in Europe, Premium Scotland, Cultural links and Investment.
Additional information if speech being given	<ul style="list-style-type: none"> • The Cabinet Secretary will be introduced by UK Ambassador • A short 5 minute speech with consecutive translation • A lectern will be provided • Interpreter is [REDACTED]
Why	<ul style="list-style-type: none"> • Strengthen relations with the community of investors, trade partners, Scottish companies and intermediaries in Japan. • Showcase the best of Scotland on a global stage. • Opportunity to meet and thank key stakeholders for their work in strengthening Japanese-Scottish relations.
Where	Ambassador's residence, British Embassy Tokyo

When	18:30-20:00
Running order	<p>18:00 Guest registration and welcome drinks 18:25 Cabinet Secretary moves to reception area 18:25 Bagpiper plays 18:30 Opening by Stephen Baker, SDI 18:31 Welcome remarks by Ambassador Cabinet Secretary speech 18:44 Mr Ohnishi, CEO of Isetan makes toast 18:48 Networking 19:00 UK Ambassador leaves 19:50 Closing announcement by Stephen Baker 20:00 Reception closes</p>
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none"> • [REDACTED] PS: [REDACTED] • Stephen Baker, SDI Regional Director: [REDACTED] • [REDACTED] International Division: [REDACTED] • [REDACTED] Media Manager: [REDACTED]
Media Handling	<ul style="list-style-type: none"> • Print media have been invited and will be attending as guests. They will be introduced to the Cabinet Secretary during the networking; SDI will notify the Minister which outlets are participating in official media engagements throughout the visit. A full briefing on expected press and titles will be given beforehand as part of the preparations. • A photographer has been arranged, possible opportunity for photo session with Scottish premium showcase. Pictures during the networking will be used for social media, local and regional stories where they link back to companies and organisations in Scotland.
Annexes	<p>Annex A: Summary page Annex B: Guest list</p> <p><i>NB: Please see separate document Note 1A and 1B for full speaking note and aide memoire.</i></p>

SUMMARY PAGE

Purpose of event:

- Event provides an excellent opportunity for the Cabinet Secretary to network with key stakeholders including existing investors, GlobalScots, trade intermediaries and Japanese companies.
- Continue to build relations with the community of investors, trade partners, Scottish companies and intermediaries in Japan.
- Showcase the best of Scotland on a global stage.
- Opportunity to meet and thank key stakeholders for their work in strengthening Japanese-Scottish relations.

Key facts:

- Scotland's international exports estimated £28.7 billion – an increase of 3.6 per cent from 2014. And that's excluding oil & gas.
- Over 52% of all our international exports were attributable to manufacturing sector companies, and increased by 6.1 per cent on the year before. And the largest exporting industry was as in previous years – food & drink.
- 85 businesses in Scotland (with parent registered in Japan at November 2016) with 210 local sites, employing 6,250 and a turnover of £1.489bn.
- Japan ranks 19th (18th in 2014) as an export destination from Scotland and was the 7th biggest source of foreign direct investment into Scotland in 2015 (was 4th in 2014).
- SDI has 29 global offices with 9 staff based in Tokyo

Lines to Take:

- Recognise Japan as an important partner for mutual economic growth through international trade and investment.
- Showcase the best of Scotland in Japan including Scotland's premium food and drink products on the world stage.
- The links between Scotland and Japan go back many years and our long history of friendship has lead to many significant diplomatic, cultural and business collaborations.
- Scotland retains an open, business-friendly environment where we see continued confidence from Japanese investors.

ANNEX B

GUEST LIST

[REDACTED]

TOKYO
TUESDAY 14 FEBRUARY 2017

Business media roundtable Imperial Hotel	SDI
Media Interview – Kyodo News Imperial Hotel	SDI
Company meeting – Mitsubishi Electric Mitsubishi Electric Offices	SDI
Company meeting - Yokokawa SDI Office	SDI
Company meeting – Reprocell SDI Office	SDI
Meeting with State Minister of Education Ministry of Education, Culture, Sports, Science and Technology (MEXT)	SG/ SDI
Roundtable dinner on major cultural and sporting events Park Hotel	SDI/Active Scotland/Culture

SPACER PAGE

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

BUSINESS, ECONOMIC & CULTURE MEDIA ROUNDTABLE

TUESDAY 14th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none">SDI has secured this roundtable as an opportunity for Ms Hyslop to outline her objectives for her visit to Japan and to promote opportunities for partnership/collaboration and investment between Scotland and Japan for mutual economic benefitAdditional opportunity to discuss the role of culture for tourism, economy and society.Julia Amour from Festivals Edinburgh will be present to take questions.
Key Message	<ul style="list-style-type: none">In light of the UK vote to leave the EU, the Scottish Government is clearly committed to a continued positive contribution to the EU and the Single Market and happy to discuss government's position and strategy in this area.Global investment opportunities exist in Scotland in asset management, technology, tourism, renewable energy, oil & gas, healthcare, food & drink.Japan is an important part of our international trade landscape. Today, Japan ranks 19th as an export destination from Scotland.My key focus in the Scottish Government is to maximise the potential culture has to contribute a positive and lasting impact on social and economic development.Scotland is highly successful in using culture and major events to make a positive impact on the lives of our citizens.
Who	<ul style="list-style-type: none">[REDACTED] Kyodo News (News agency)[REDACTED] Nikkei Asian Review (English business magazine)[REDACTED] Sankei Shimbun (national newspaper)[REDACTED] Travel Vision (travel magazine)[REDACTED] Travel Journal (travel magazine)[REDACTED] Weekly Wing Travel (travel magazine) <p>Business observer:</p> <ul style="list-style-type: none">[REDACTED] Japan Association of Travel Agents (JATA)
What	Interview roundtable with 6 publications and one observer. You will be joined by Julia Amour of Festivals Edinburgh.
Why	Opportunity to reach key target audiences through engagement with leading news organisations in Japan.
Where	Imperial Hotel 5F, Conference Room C
When	08.00 – 08.55
Dress code	Business attire

Official(s) attending	<ul style="list-style-type: none"> • [REDACTED] PS: [REDACTED] • Stephen Baker, SDI Regional Director: [REDACTED] • [REDACTED] International Division: [REDACTED] • [REDACTED] Media Manager: [REDACTED] • [REDACTED] SDI Press and Marketing • Julia Amour, Director of Festivals Edinburgh • [REDACTED] British Council Japan
Media Handling	<p>Roundtable will be conducted in English Some attendees will need interpreter. Media will take photos.</p>
Annexes	<p>Annex A: Summary Annex B: Media profile</p> <p><i>See separate speaking note 2A and aide memoire at 2B</i></p>

SUMMARY PAGE

Purpose of interview

- Interview with leading news organisations in Japan.
- Opportunity to promote Scotland's strategy for Europe following UK decision to leave EU and to highlight Scotland's strong relationship with Japan across culture and business for the mutual benefit of both countries.
- The interview provides an opportunity to reassure key Japanese audiences of Scotland's commitment to ongoing mutually beneficial culture and trade and investment relationships with Japan and other global markets.
- The interview will also provide an opportunity for Japanese audiences to learn about Scotland's successful use of culture for positive social and economic impact.

Key messages

- In light of the UK vote to leave the EU, the Scottish Government is clearly committed to a continued positive contribution to the EU and the Single Market and happy to discuss government's position and strategy in this area.
- Global investment opportunities exist in Scotland in asset management, technology, tourism, renewable energy, oil & gas, healthcare, food & drink.
- Japan is an important part of our international trade landscape. Today, Japan ranks 19th as an export destination from Scotland.
- My key focus in the Scottish Government is to maximise the potential culture has to contribute a positive and lasting impact on social and economic development.
- Scotland is highly successful in using culture and major events to make a positive impact on the lives of our citizens.

MEDIA PROFILE**Nikkei Asian Review**

With 24 bureaus across Asia and 1,300 local and international reporters, the Nikkei Asian Review is the only global publication with a uniquely Asian perspective. The Nikkei Asian Review brings together stories on politics, the economy, business and international affairs.

Nikkei Asian Review is part of the Nikkei group with a total print and digital subscription reach of over 3 million.

Sankei

Sankei Shimbun translates as "Industrial and Economic Newspaper". It is a daily newspaper in Japan published by the Sankei Shimbun Co. It has the sixth highest circulation out of newspapers in Japan, and is considered one of the five leading "national" newspapers.

Travel Vision

Travel Vision distributes Daily Travel Vision Mail News and delivers travel news updates every morning and afternoon to 60,000 subscribers in the trade. This daily email carries not only latest news, but also overseas reports, recruitment information and other timely subjects. Travel Vision Website boasts of the greatest number of access as travel trade media in Japan. It is full of useful information including news from Daily Travel Vision email newsletter.

Travel Journal

It continues to evolve with the tourism industry in Japan. It is releasing the latest information leading the tourism industry in both inbound and outbound directions.

Weekly Wing Travel

Japan's leading tourism and aviation news.

BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE, TOURISM AND EXTERNAL AFFAIRS

BUSINESS MEDIA ENGAGEMENT: KYODO NEWS

TUESDAY 14th FEBRUARY 2017

What does this stem from	Follow up to interview in Japan in 2015, where Ms Hyslop discussed the importance of legacy from major sporting events such as the Olympics. The editor who Ms Hyslop met is now based in London so this interview will be with a reporter from the foreign news desk. This interview will focus on Scottish Government's strategy for Scotland's place in Europe, post EU referendum.
Key Message	<ul style="list-style-type: none">In light of the UK vote to leave the EU, the Scottish Government is clearly committed to a continued positive contribution to the EU and the Single Market and happy to discuss government's position and strategy in this area.Global investment opportunities exist in Scotland in asset management, technology, tourism, renewable energy, oil & gas, healthcare, food & drink.Japan is an important part of our international trade landscape. Today, Japan ranks 19th as an export destination from Scotland.
Who	[REDACTED] KYODO NEWS
What	Business media engagement – one-on-one interview with a Japanese News Agency
Why	Kyodo news is a well-respected and leading news agency in Japan which has high readership with target audiences across business and culture.
Where	Conference Room D, 5 th floor, Imperial Hotel, Tokyo
When	09.00 – 09.20
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none">[REDACTED] PS: [REDACTED]Stephen Baker, SDI Regional Director: [REDACTED][REDACTED] International Division: [REDACTED][REDACTED] Media Manager: [REDACTED][REDACTED] SDI Press and Marketing
Media Handling	<ul style="list-style-type: none">Interview will be conducted in English (no interpreter)The journalist may wish to take photos
Annexes	Annex A: Summary page Annex B: Journalist profile Annex C: Text of Kyodo News interview with Paul Madden, UK Ambassador to Japan

SUMMARY PAGE

Purpose of interview

- Interview with a leading Japanese News Agency to promote Scotland's strategy for Europe following UK decision to leave EU and to highlight Scotland's strong relationship with Japan across culture and business for the benefit of both countries.
- [REDACTED]
- The interview provides an opportunity to reassure key Japanese audiences of Scotland's commitment to ongoing mutually beneficial culture and trade and investment relationships with Japan and other global markets.

Key messages

- Scotland is a modern and confident country with a diverse culture. We have a lot to offer the world. During my programme I will be building on and strengthening the existing links between Scotland and Japan but to also tell the story of where Scotland is now and the journey we are taking into the future.
- In light of the UK vote to leave the EU, the Scottish Government is clearly committed to a continued positive contribution to the EU and the Single Market and happy to discuss government's position and strategy in this area.
- My key focus in the Scottish Government is to maximise the potential culture has to contribute a positive and lasting impact on social and economic development.
- Scotland is highly successful in using culture and major events to make a positive impact on the lives of our citizens.
- In recent years Scotland has experienced significant economic and social change. 2014, in particular, was an historic year for Scotland, where it hosted a number of major international events, including the Commonwealth Games the Ryder Cup and the International Culture Summit.
- These activities raised Scotland's international profile and showcased the best of the country to a global audience. This benefited not only Scotland itself, but important international partners too.
- Japan is an important part of our international trade landscape. Today, Japan ranks 19th as an export destination from Scotland. As well as success in food & drink, we're also seeing success in areas such as life sciences and renewable energy. All areas where know there are particular synergies with Japan, that we are keen to exploit still further.
- Global investment opportunities exist in Scotland in asset management, technology, tourism, renewable energy, oil & gas, healthcare, food & drink.
- According to annual attractiveness survey from professional services firm EY the survey, Japan was the seventh biggest source of foreign direct investment into Scotland in 2015, and accounted for 4 per cent of all inward investment the country during that year.
- Japanese companies operating in Scotland currently employ 6,250 people – an increase of just over 13% since 2014.
- Recently we've seen investments from Japanese companies including:

- Nikon who acquired Optos for £295M
- Reprocell who acquired Biopta for £5.5M.
- Previous strategic investments from Japan include:
 - Chiyoda's investment in Xodus
 - Mitsui & Co's investment in Global Energy
 - Kyowa Hakko Kirin's acquisition of ProStrakan.

MEDIA PROFILE

KYODO NEWS, founded in November 1945 as a non-profit cooperative organization, is the leading news agency in Japan. Kyodo covers accurately and promptly the ever-changing developments in Japan and the rest of the world, distributing news around the clock to domestic and overseas news media as well as international organizations and institutions. Most Japanese newspapers and broadcasting stations subscribe to Kyodo. It has built a reputation as the most reliable, integrated news agency in Japan, distributing not only news stories but also photos, graphics, audio and video scripts. As one of the most influential news agencies in Asia, Kyodo offers English-language and Chinese-language services in addition to Japanese-language service.

[REDACTED] is a staff reporter of Foreign News Section.

[REDACTED]

He had an interview with British Ambassador Paul Madden on 23rd January 2017. The article is attached at Annex C.

ANNEX C

TEXT OF KYODO NEWS INTERVIEW WITH PAUL MADDEN, UK AMBASSADOR TO JAPAN, 23 JANUARY 2017

Japan high on post-Brexit Britain's FTA priority list: new envoy

The close relationship between London and Tokyo will put Japan high on Britain's list for negotiating new bilateral trade deals after it leaves the European Union, Britain's new ambassador to Japan said Monday.

In an interview Paul Madden said a post-Brexit Britain will seek to forge new trade agreements "where we can perhaps go further than we've been able to go in the past."

"I would see Japan as an important priority for that, given the size of our trade and investment relationship and the size of the Japanese economy," he said.

While Britain cannot start formal negotiations on free trade deals with third parties while it remains a member of the European Union, Madden, 56, said there have already been "conversations" between Japan and Britain in which "we've talked about our aspirations."

Concerns about the effects on Japanese firms and the broader world economy prompted the Japanese government to issue a 15-page message in September last year calling on Britain and the European Union to "disclose information on the status and future prospects of the Brexit negotiations in a regular and timely manner."

Madden said that in any negotiation, "not all of the information is available at all times ... but where we can provide certainty, we're committed to doing that."

British Prime Minister Theresa May said last week the country will fully leave the single EU market for goods and services, seeking instead a comprehensive free trade agreement with the bloc.

Madden said it will be up to the two-year exit negotiation process, which May has said she wants to launch by the end of March, to determine how Britain might achieve its goals of tariff-free trade and frictionless borders with EU countries.

"We want continuing good relations with our European neighbors, we want our businesses to work well together and we think it's in both of our interests for that to happen, and therefore it's in the interest of other countries like Japan as well," Madden said.

On security, Madden said he anticipates further bilateral cooperation, citing a groundbreaking joint fighter drill in Japan in November last year between Britain's Royal Air Force and Japan's Air Self-Defense Force as a "concrete symbol of how we're going to be working more closely together."

Since arriving in Japan two weeks ago, Madden has had brief talks with Prime Minister Shinzo Abe and Foreign Minister Fumio Kishida. Before leaving for Japan, he spoke with Japanese firms doing business in Britain to hear their Brexit-related concerns.

Madden said he also looks forward to using his post to foster stronger ties on nuclear power technology and on building on the experiences of the 2012 London Olympics and Paralympics to aid Tokyo's hosting of the games in 2020.

SPACER PAGE

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

COMPANY MEET WITH MITSUBISHI ELECTRIC CORPORATION

TUESDAY 14th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none"> • SDI has a longstanding relationship with this influential investor. • The Cabinet Secretary met Mitsubishi in January as part of the preparation for this meeting with senior management in Japan. Attendees in Scotland were: <ul style="list-style-type: none"> ○ Mr Yoshihiro Sumida, President, M-ACE ○ [REDACTED] Production, M-ACE ○ [REDACTED] General Affairs, M-ACE ○ [REDACTED] EU Research facility ○ Mr Diasuke Matsunaga - Current Japanese Consulate General
Key Message	<ul style="list-style-type: none"> • Reinforce relationships at the most senior level and reiterate Scottish Government commitment to supporting The Mitsubishi Electric Air Conditioning Systems Europe (M-ACE) long-term growth from Scotland. • Acknowledge the significant contribution that M-ACE makes to the Scottish economy creating circa 450 jobs in the last 4 years (total number of employees at Livingston is circa 920). • Reference recent visit to Livingston and your impression of the facility – [REDACTED] • The Scottish Government has published a Manufacturing Action Plan based on a commitment to raising productivity through increased investment and innovation and a long-term partnership between government, industry, enterprise agencies and key stakeholders. Proposal also to establish a National Manufacturing Institute for Scotland. • [REDACTED] we would encourage further engagement with our agencies. • The Scottish Government is keen to assist and work with a small number of companies like Mitsubishi to establish exemplars of the future of Scottish Manufacturing and is interested to learn from Mitsubishi's experience on how best to support. • [REDACTED] • [REDACTED] • I very much look forward to our collaborative engagement continuing.
Who	<p>Living Environment & Digital Media Equipment Group</p> <ul style="list-style-type: none"> • Mr. Takeshi Sugiyama - Senior Vice President / Group President • Mr. Hideaki Nagatomo Executive Officer / Group Senior Vice President • Mr. Tadashi Matsumoto Group Senior Vice President • Mr. Yasumichi Tazunoki Senior General Manager, Planning & Administration Dept. • Ms. Yukako Wada Senior Manager, Global Strategy Planning Sec., Planning & Administration Dept.

What	<ul style="list-style-type: none"> Strategic opportunity to meet with long-standing major existing investor in Scotland.
Why	<ul style="list-style-type: none"> [REDACTED]
Where	Mitsubishi Electric HQ, Tokyo Building, 2-7-3 Marunouchi, Chiyoda-ku, Tokyo 100-0005 Phone:+81-3-3218-2111
When	13:00-14:00
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none"> [REDACTED] PS:[REDACTED] Stephen Baker, SDI Regional Director: [REDACTED] [REDACTED] International Division: [REDACTED] Julian Taylor, SDI Executive Director Asia Pacific [REDACTED] Media Manager: [REDACTED] [REDACTED] SDI Press and Marketing
Media Handling	Refer to separate comms plan
Annexes	Annex A: Summary Page Annex B: Agenda Annex C: Company Profile/Background Information Annex D: Biographies Annex E: Chemical Science Sector Core Brief

SUMMARY PAGE

Purpose of meeting:

- Continue to foster senior level engagement with this important existing investor.
- To recognise company's commitment to Scotland and offer support to continue working with Livingston site realising the ambition to showcase this facility as a showcase within Mitsubishi Electric overall.
- [REDACTED]
- [REDACTED]

Key Issues:

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

Lines to Take:

- [REDACTED]
- [REDACTED]
- [REDACTED]

AGENDA

13:00–13:10	Welcome
13:10–13:25	[REDACTED]
13:25–13:30	[REDACTED]
13:30–13:35	[REDACTED]
13:35–13:45	[REDACTED]
13:45–13:55	Discussion
13:55–14:00	Commemorative photograph

COMPANY PROFILE/BACKGROUND INFORMATION

Mitsubishi Electric Corporation (MELCO) is a global leader in the research, manufacturing and marketing of electrical and electronic equipment used in communications, consumer electronics, industrial technology, energy and transportation. Mitsubishi's operations in the UK began more than 38 years ago and the company now operates primarily from its HQ in Hertfordshire. Since then, the company has grown and expanded its network and service throughout Europe.

Note: The company shares its name with another Japanese investor in Scotland (Mitsubishi Heavy Industries) but they are completely separate companies and are not related.

Headline Strategy

[REDACTED]

Recent Developments

- Feb 16 - Acquisition of DeLclima – Italian Heating Ventilation and Air Conditioning business
- April 16 – Established a new company in Turkey for the development & manufacture of room air conditioners. Target production date January 2018.

Strategic Intent

[REDACTED]

- [REDACTED]
- [REDACTED]

[REDACTED]

Future Expansion

[REDACTED]

Previous visits and connections

- Mr Ewing opened Mitsubishi's new R&D facility and joined with them to celebrate their 20th anniversary in its current air conditioning manufacturing facility in Livingston (July 2013)
- Mr Swinney met with Mitsubishi Electric in Japan (May 2013)
- Mr Swinney visited Livingston factory to discuss planning system review 'permitted development' (June 2014)
- Mr Brown and Mr Russell, Round table event (Sept 2016)

Current Support with SE/SDI

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

ANNEX D

BIOGRAPHIES

To be provided on arrival

CHEMICAL SCIENCES IN SCOTLAND

Top Line/ Government Position:

The Scottish Government fully recognises the importance of the chemical sciences sector to the Scottish economy and provides a wide range of support to companies including support for: enterprise; innovation; internationalisation; equity investment; business infrastructure and skills. Tailored individual support is offered by account managers in the enterprise agencies.

Lines to Take:

- The Scottish Government and its agencies are working together to open markets, help companies to innovate, make production efficiency savings and safeguard jobs in order to strengthen the Scottish share of global markets.
- International exports have grown 50% since 2008 to £4.5bn
- Chemical sciences are at the heart of Scotland's economy and underpin its key life sciences, energy, chemicals and electronics industries.
- Scotland has a large chemicals industry which is supported by a well-established network of public, private and academic organisations.

Key Facts:

- **GVA and Turnover (2014):** In 2014, turnover in the Scottish chemical, pharmaceutical, coke and refined petroleum products manufacturing sector was around £2.7 billion . Gross value added in the sector was £0.9 billion.
- **Employment (2015):** The Scottish chemical, pharmaceutical, coke and refined petroleum products manufacturing sector had total employment (employee jobs plus working proprietors) of 10,100 in 2015. Chemicals manufacturing (SIC 20) had employment of 6,700, pharmaceuticals manufacturing (SIC 21) had employment of 3,300, and manufacture of coke and refined petroleum products (SIC 19) had employment of around 600. Overall employment increased by 8.1 per cent, with the biggest increase in manufacture of chemicals and chemical products (8.8 per cent).
- **Exports:** International exports by the chemical, pharmaceutical, coke and refined petroleum products manufacturing sector decreased in 2016 Q2 by 0.4 per cent compared to the previous quarter and decreased by 5.4 per cent comparing the last quarter with the same quarter a year previously (2015 Q2).
- Exports in the wider manufacturing sector decreased by 0.8 per cent in 2016 Q2 compared with the previous quarter and decreased by 5.1 per cent compared to the previous year (2015 Q2)
- **R&D expenditure:** R&D expenditure in the chemicals and pharmaceuticals industry was £167 million in 2015, accounting for 19.2 per cent of total Scottish business expenditure on R&D. This represents a 5 per cent increase in real terms on 2014.
- **Manufacturing:** The chemicals sector accounts for 28% of Scottish manufacturing by turnover.

Illustrations:

- 13 universities and 6 colleges which have research and teaching excellence in chemistry & engineering in Scotland.
- Scotland has the UK No1 chemistry department at EaStChem, with four departments in the UK's top 10 (Research Assessment Exercise (RAE 2008)).
- Scottish Enterprise is currently supporting the development & implementation of two specific projects which the sector believes will create transformational change and opportunity for Scotland: Grangemouth & the National Plan for Industrial Biotechnology.
- **Grangemouth Project** aims to establish Grangemouth within the UK and EU as a leading destination for new investment in chemical sciences and other sustainable high value manufacturing, and to attract new investment through co-location of downstream users.
- **National Plan for Industrial Biotechnology** - Scotland is one of few EU nations with ambition to deliver a biochemical/biorefinery facility. This might transition our chemical facilities from solely using fossil based feedstocks to more renewable feedstocks and /or catalysts. There may be small and large facilities nationally, and Grangemouth offers a significant potential large scale opportunity in the chemical and the refining businesses.
- **Land Use Planning** – following representation by CSS stakeholders the Grangemouth Chemicals Cluster is now identified as a proposed national development site in the National Performance Framework (NFP3). This means planning decisions surrounding industrial or residential developments affecting the cluster can be processed more quickly and decisively.

Funding:

Various grants and funding options are available to businesses of all sizes for research and development, co-investment and technological innovations:

- Innovation and R&D grants
- Regional Selective Assistance (RSA) for investment projects
- Sector-specific funding

INEOS O&P UK were granted planning permission by Falkirk council on 14 May 2014 for the construction of a 60,000 cubic metre capacity ethane storage tank as well as associated infrastructure at Grangemouth. [REDACTED]

Key Quotes:

“In the future we would hope to see companies from across the globe come to a Scotland where the skills and strengths of the entire sector in Scotland come together and offer solutions for the global chemical, pharmaceutical and process industries.” – Sandy Dobbie, Chair, Chemical Sciences Scotland

“Chemical sciences is one of Scottish Enterprise's growth sectors, recognising the contribution it makes to the Scottish economy.” – Caroline Strain

Sensitivities/ Risks/ Accusations:

- [REDACTED]
- [REDACTED]
- [REDACTED]
- [REDACTED]

Contact: [REDACTED]

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

MEETING WITH YOKOGAWA ELECTRIC

TUESDAY 14th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none"> Subsea has been identified as a key sector where there is a significant opportunity to encourage trade and investment between Japan and Scotland. Yokogawa Electric is a major player in instrumentation for the offshore oil & gas refinery process, with a base in Aberdeen that is actively looking to generate business in the subsea sector. [REDACTED] [REDACTED] [REDACTED]
Key Message	<ul style="list-style-type: none"> [REDACTED] The Scottish Government is very supportive of investors that are looking to carryout activities in Scotland to serve global markets [REDACTED] [REDACTED] [REDACTED]
Who	<ul style="list-style-type: none"> Dr. Tsuyoshi Abe, Vice President and General Manager of Corporate Marketing HQ, Yokogawa Electric Corp Mr. Hiroki Ito, General Manager of IA Marketing Center, Marketing Head Quarters Yokogawa Electric Corp.
What	<ul style="list-style-type: none"> Senior level meeting with influencers within Yokogawa providing an opportunity to hear first hand the company's forward plans. [REDACTED] [REDACTED]
Why	<ul style="list-style-type: none"> [REDACTED]
Where	SDI Tokyo Office Meeting Room
When	14:30 – 15:15
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none"> [REDACTED] PS: [REDACTED] Stephen Baker, SDI Regional Director: [REDACTED] [REDACTED] International Division: [REDACTED] Julian Taylor, SDI Executive Director Asia Pacific [REDACTED] SDI Tokyo: [REDACTED]
Media Handling	N/A
Annexes	Annex A: Summary Page Annex B: Company Profile/Background Information Annex C: Biographies

SUMMARY PAGE

Purpose of meeting:
[REDACTED]

Lines to Take:
[REDACTED]

To note:
• [REDACTED]

ANNEX B

COMPANY PROFILE/BACKGROUND INFORMATION

Yokogawa has a wealth of experience in every part of the oil and gas business, from offshore and onshore facilities to pipelines, terminals, and deepwater operations.

With total sales of **\$4bn** (global), **£40m** (UK) in 2015, Yokogawa employ **18,000** (global) and **150** (UK).

Yokogawa's European regional HQ is in the **Netherlands**.

The company was first founded in the UK in 1986 and now has **4** different sites within Yokogawa UK - **Runcorn** in the North of England is the Head Office of UK operations, and **High Wycombe, Dublin** and **Aberdeen** each have facilities.

Scotland

[REDACTED]

BIOGRAPHIES

DR. TSUYOSHI ABE PhD VICE PRESIDENT & GENERAL MANAGER OF CORPORATE MARKETING HEADQUARTERS



In his current role, Dr Abe is responsible for Strategic Business Planning (Mid & Long Range Business Planning); New Business Development; Marketing (Brand, Market Communication, Press Relation, Industry Design); Research & Development (R&D); M&A Strategy and Execution (Due Diligence & Post Merger Integration); IP Strategy and Management and Standardisation, Policy, Regulatory Strategy and Management.

Dr Abe previously worked at Intel KK from 1996-2012 and held a range of positions within the company ranging from Director of Intel's Architecture Technology Group, General Manager of Technology and Manufacturing and Vice President, Director & Senior Executive Officer.

Dr Abe studied at Shibaura Institute of Technology, Graduate School of Engineering Management and has a PhD in Management of Technology (MOT)

His interests include: Golf, Baseball, Travel, Japanese Chess, Cycling and Listening to Music. He is also a Master of Ceremony for Japanese Weddings and has participated in over 200 ceremonies.

MR HIROKI ITO GENERAL MANAGER OF IA MARKETING CENTER HEADQUARTERS

No photo available

Mr Hiroki has been with Yokogawa Electric Corporation since 2007 and undertaken roles as General Manager of Systems R&D and General Manager of IAPF GDC with responsibility for Marketing Communication, Market Intelligence and Industrial Design.

Educated at Osaka University, Mr Hiroki graduated in Information Science. His hobbies include soccer, DIY and his motorcycle.

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

COMPANY MEETING WITH REPROCELL

TUESDAY 14th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none">• This is new inward investor in Scotland's key sector of Life Sciences• In November 2015, ReproCELL acquired Biopta, a drug development firm spun out of Glasgow Caledonian University• The company is headquartered in Glasgow with Dr David Bunton as CEO
Key Message	[REDACTED]
Who	Mr Chikafumi Yokoyama , Ph.D. CEO, ReproCELL and Board member of ReproCELL Europe
What	Opportunity to meet with senior leadership of new inward investor
Why	[REDACTED]
Where	SDI offices, Scotland House, 10F The Imperial Hotel Tower, 1-1-1 Uchisaiwaicho Chiyoda-ku, Tokyo, 100-0011
When	16:00-16:40
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none">• [REDACTED] PS: [REDACTED]• Stephen Baker, SDI Regional Director: [REDACTED]• [REDACTED] International Division: [REDACTED]• Julian Taylor, SDI Executive Director Asia Pacific
Media Handling	N/A
Annexes	Annex A: Summary page Annex B: Background information Annex C: Biographies

SUMMARY PAGE

Purpose of meeting:

[REDACTED]

Key Issues:

[REDACTED]

Lines to Take:

[REDACTED]

COMPANY PROFILE/BACKGROUND

Parent Company

- ReproCELL Inc was established in Tokyo in 2003 to exploit stem cell technologies developed by Prof Norio Nakatsuji and Prof Hiromitsu Nakauchi
- In addition to its HQ in Tokyo the ReproCELL group, through acquisition, has a global presence with sites in both the US and the UK
- The ReproCELL group in the UK comprises of Biopta (a Glasgow based contract research organisation and a leading provider of pre-clinical human tissue research) and Reinnervate (a Co. Durham based provider of 3D cell culture products)
- In the US, the group comprises Bioserve (one of the world's largest bio repositories) and Stemgent (experts in stem cell reprogramming)
- Overall, the ReproCELL group employs 115; including the 19 UK based staff

Activity in Scotland

- ReproCELL Inc acquired Biopta Ltd in December 2015 for [REDACTED]
- The site in Glasgow currently employs 11 people
- It offers contract services to pharmaceutical and biotech customers to help de-risk drug development programmes by predicting the safety, efficacy and absorption of compounds in human tissues
- In July 2016, Biopta Ltd and Reinnervate merged to form ReproCELL Europe Ltd
- David Bunton, former Biopta CEO, was appointed CEO of ReproCELL Europe
- Through the wider group, ReproCELL Europe now offers a broad range of services to support drug discovery and development
- [REDACTED]
- [REDACTED]

SDI engagement

[REDACTED]

BIOGRAPHY



**Chikafumi Yokoyama, Ph.D.
Chief Executive Officer, ReproCELL**

Dr. Yokoyama joined ReproCELL Inc. in 2004 as a general manager of the business development division and became Chief Executive Officer in 2005. He has been responsible for new product management, alliance, and fund raising. He also participated in establishing a Stem Cell and Drug Discovery Institute in which human ES cell research

is carried out for the purpose of drug discovery and toxicity testing applications. From 1996 to 2004, Dr Yokoyama worked for McKinsey and Company Inc. as a management consultant and then for Sumitomo 3M, a subsidiary of 3M, as an R&D leader. He received his Ph.D. in chemistry from Tokyo University.

SPACER PAGE

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

MEETING WITH MR HIROYUKI YOSHIIE , STATE MINISTER OF EDUCATION

TUESDAY 14th FEBRUARY 2017

What does this stem from	<ul style="list-style-type: none"> The meeting has been arranged at the Cabinet Secretary's request for a ministerial-level meeting as part of her visit to Japan.
Key Message	<ul style="list-style-type: none"> We are keen to strengthen the connections between Scotland and Japan. It is important to raise awareness of one another's cultures and providing young people with the opportunity to expand their horizons through educational partnerships and student mobility.
Who	<ul style="list-style-type: none"> Mr Hiroyuki Yoshiie, State Minister of Education, Culture, Sports, Science and Technology
What	<ul style="list-style-type: none"> By engaging with the Japanese government at ministerial level we aim to promote the conditions to encourage further exchange between Scotland and Japan in education and culture. Mr Yoshiie has a particular interest in internationalisation of education, particularly at the university level through student exchanges, researcher mobility and channels
Why	The meeting has been arranged to engage with the Japanese government around cultural knowledge sharing and exchange.
Where	Ministry of Education, Culture, Sports, Science and Technology (MEXT), Tokyo
When	17:30 – 18:00
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none"> [REDACTED] PS:[REDACTED] Matt Burney, Director of British Council, Japan Stephen Baker, SDI Regional Director:[REDACTED] [REDACTED] International Relations:[REDACTED] [REDACTED] Media Manager: [REDACTED]
Media Handling	N/A
Annexes	<p>Annex A: Summary Annex B: International Higher Education Initiatives in Japan Annex C: Biography</p> <p><i>Information on Scotland's Higher Education connections with Japan can be found in Annex J of the core brief.</i></p>

SUMMARY PAGE

Purpose of meeting

- To raise ministerial awareness of the Scottish Government's desire to strengthen relationships with Japan in culture, education, research, trade and investment.
- To establish high-level support for deeper interaction between Japanese ministries and agencies and partners in Scotland to support greater student exchange and researcher mobility.

Key Issues

- The Japanese government is keen to increase the internationalisation of its universities. Although the university sector is generally strong, the number of Japanese students studying overseas, international students studying in Japan and proportion of researchers and faculty from overseas has remained persistently low compared to other developed economies.
- Scotland's universities do well in international rankings compared to Japan:
 - In the Times HES university rankings for 2016-17, Scotland has three universities in the global top 200 (Edinburgh, Glasgow and St Andrews). Japan has two (University of Tokyo and Kyoto University)
 - In the QS rankings, four Scottish universities are in the top 100 (Edinburgh, Glasgow, St Andrews and Aberdeen). Japan has five (University of Tokyo, Kyoto University, Tokyo Institute of Technology, Osaka University, Tohoku University)

Lines to take

- International study and travel is hugely important in helping our students to expand their horizons and develop the skills they need for living and working in the modern world. International collaboration allows our researchers to work with the best people in the world and make new and productive connections.
- Scotland's universities are well-connected internationally and consistently perform well in international rankings. More than 20% of students in Scotland come from outside the UK. We have the highest proportion of international students of any of the four nations in the UK.
- I am keen to strengthen Scotland's relationship with Japan. Student mobility and exchange is an excellent way of building relationships. There are a number of successful existing programmes to promote exchange and collaboration in education and research. Examples:
 - Yesterday I met the Nippon Foundation who support a summer school programme for Japanese students to spend four weeks in Aberdeen studying offshore and marine technologies in the energy sector.
 - On Friday I will meet Nagasaki University who have been active in developing relationships with a number of Scottish universities, particularly in the social sciences and humanities.
- I hope that we can work with your ministry and its agencies to find ways to support more of these kinds of connections, which bring so much benefit to both Scotland and Japan.

INTERNATIONAL HIGHER EDUCATION INITIATIVES IN JAPAN

Top Global University programme

(source: MEXT/ Wikipedia)

The Top Global University programme is a funding project by the Japanese government, beginning in 2014, that aims to enhance the globalization of the country's public and private universities so that graduates can "walk into positions of global leadership".

In 2009, the Japanese Ministry of Education, Culture, Sports, Science and Technology (MEXT) began a program to encourage foreign students to study at Japanese Universities called Global 30. 13 Universities participated by creating and offering English-only undergraduate programs. It was felt that English-only programs would encourage foreign students to come. Studying Japanese was an option, but not a requirement. The program was concluded in 2014 and replaced with the Top Global University project.

The Top Global University project began as an initiative of Prime Minister Shinzō Abe who stated its aim was to help more of Japan's universities rank in the top 100 worldwide. This requires the hiring of more foreign professors and increasing foreign student attendance at Japanese universities.

The program is slated to run from 2014 to 2023 with a budget of ¥7.7 billion (\$US 77 million). The funds will be used to hire faculty who are either foreigners or Japanese nationals who have graduated from foreign universities. Designated universities will also establish curricula for undergraduate degree programs, provide financial support for international students, and actively recruit students worldwide.

The Ministry of Education, Culture, Sports, Science and Technology (MEXT) adopted a two-track approach, ranking institutions in one of two categories.

- Type A—(Top Type) The Top Type is for world-class universities that have the potential to be ranked in the top 100 in world university rankings. Each Type A university will receive ¥420 million (\$US 4.2 million) annually.
- Type B—(Global Traction Type) The Global Traction Type is for innovative universities that lead the internationalization of Japanese society, based on continuous improvement. Each Type B university will receive ¥170 million (\$US 1.7 million) annually.

Tobitate (Leap for Tomorrow) Study Abroad Initiative

(source: MEXT website)

As globalization accelerates, Japanese companies are endeavoring evermore to strengthen their presence overseas. However, with the relatively low and decreasing number of Japanese university students studying abroad, roughly 70 percent of Japanese companies with operations outside of Japan say they are finding it difficult to secure and develop globally minded talent. In response, as part of the Japan Revitalization Strategy decided by the cabinet in 2013, the Japanese government is

aiming to double the number of Japanese students studying abroad by the year 2020.

To help achieve its objective, the government launched in October 2013 Tobitate! (Leap for Tomorrow) Study Abroad Initiative, a public-private effort for the future of Japan. This program provides scholarships and other aid with the help of private-sector contributions aiming to collect 20 billion yen.

The initiative aims to double the number of university students studying abroad from 60,000 to 120,000 and the number of high school students studying abroad from 30,000 to 60,000 by 2020, the year of the Tokyo Olympic and Paralympic Games.

BIOGRAPHY

**HIROYUKI YOSHIIE
MINISTER OF EDUCATION, CULTURE, SPORTS, SCIENCE AND TECHNOLOGY**



Mr Yoshiie has enjoyed a varied political career with roles which include:

- Senior Director of the House of Representatives Committee on Education, Culture, Sports, Science and Technology (2015)
- Elected in the 47th General Election to the House of Representatives (2014)
- Parliamentary Vice-Minister of Education, Culture, Sports, Science and Technology (2012)
- Elected in the 46th General Election to the House of Representatives (2012)

After graduating from the Faculty of Law at Meiji Gakuin University, Mr. Yoshiie taught at his alma mater, Hokusei Yoichi High School. His enthusiastic teaching methods attracted a great deal of attention, and he was featured in a TV documentary titled A Troublemaker Returns to His Alma Mater, which resonated with viewers.

He subsequently published a number of books and his ideas informed by his teaching experience caused a stir among educators.

In his spare time the Minister enjoys reading.

SPACER PAGE

**BRIEFING NOTE FOR FIONA HYSLOP, CABINET SECRETARY FOR CULTURE,
TOURISM AND EXTERNAL AFFAIRS**

EXECUTIVE ROUNDTABLE DINNER

TUESDAY 14TH FEBRUARY 2017

What does this stem from	Interest in creating stronger links and sharing knowledge and understanding between both countries in the area of global sporting event delivery and the role of tourism and culture in creating long-term legacy.
Key Message	<ul style="list-style-type: none"> • Scotland is committed to sharing experiences in delivering a successful cultural programme for London 2012 and Commonwealth Games which created long-term cultural, economic and social impact to Scotland. • In Scotland culture and festivals play a huge role in enriching peoples' lives, regenerating cities and contributing to growing the economy and inbound tourism . • Scotland is committed to strengthening its bilateral relationship with Japan in the run up to the Rugby World Cup in 2019 and the Tokyo Olympics in 2020.
Who	<ul style="list-style-type: none"> • Mr Ryohei Miyata, Commissioner, Agency for Cultural Affairs • Fumiko Hayashi Mayor City of Yokohama • Mikiharu Shimizu, Director, Secretariat of the Headquarters for the Tokyo 2020 Olympic and Paralympic Games Cabinet Secretariat • Tomoyuki Sakurai, Executive Vice President, Japan Foundation • Hideaki Mizukoshi, Special Advisor to the Governor on International Affairs, Tokyo Metropolitan Government • Masato Otaka, Deputy Director-General / Deputy Press Secretary, Ministry of Foreign Affairs • Yukihiko Nunomura, Chief Operating Officer, Tokyo Organising Committee of the Olympic and Paralympic Games • Akiko Yoshida, Japan Executive Vice President, National Tourism Organization(JNTO) • Matt Burney, Country Director, British Council Japan • [REDACTED] British Council Japan • Julia Amour, Director, Festivals Edinburgh
What	Informal discussion over dinner with key organisations involved in Tokyo 2020, who are keen to learn from the UK and Scottish experience of cultural activity around major sporting events, the use of cultural diplomacy, and the development of a long-term legacy. The British Council are developing a programme of cultural exchange with Japan from 2017 to 2020 to coincide with the Tokyo Olympics in 2020 and the Rugby World Cup in Japan in 2019.
Additional information if speech being given	You will open the discussion with short, 5-minute welcoming remarks, setting out the importance to Scotland of international cultural exchange and collaboration, and of the Scottish Government's renewed commitment to deepening relations with Japan.

Why	To further strengthen links between Scotland and Japan in the above areas. To share knowledge and experience and to ask for suggestions as to how Scotland might further enhance its relationship with Japan in the fields of sports and culture.
Where	Park Hotel Tokyo
When	18:30-20:30
Dress code	Business attire
Official(s) attending	<ul style="list-style-type: none"> • [REDACTED] PS: [REDACTED] • Stephen Baker, SDI Regional Director: [REDACTED] • [REDACTED] International Division: [REDACTED]
Media Handling	N/A
Annexes	Annex A: Speaking note Annex B: Summary page Annex C: List of attendees Annex D: Running order Annex E: Background information on Tokyo 2020 cultural activity Annex F: British Council concept note on UK-Japan season 2017-2020

ANNEX A

SPEAKING NOTE FOR EXECUTIVE ROUNDTABLE DINNER

[See separate speaking note]

SUMMARY PAGE**Purpose of meeting:**

- To share experience around impact and legacy of major events such as London 2012, Glasgow 2014 and the Ryder Cup and communicate the importance of setting a clear vision for legacy in planning;
- To strengthen bilateral relationship between the UK and Japan in the run up to the Rugby World Cup in 2019 and the Tokyo Olympics in 2020.

Key Issues:

- Clear vision and legacy plan to deliver successful cultural Olympiad hasn't been established yet .
- Wider impact of culture has not been clearly understood in Japan and policy makers and cultural sector do not have the tools to demonstrate the economic and social impact of arts.
- Low awareness about Scotland's cultural sector and wider impact of arts including festivals to the society.

Lines to Take:

- Cooperation ahead of the 2019 Rugby World Cup, Tokyo 2020 Olympic and Paralympic Games, and 2021 Kansai World Masters Games provides a great opportunity for us to work together to promote the bilateral relationship in commerce, business, education and culture through sports cooperation.
- We're delighted to be working so closely with partners in Japan in the run up to these major events and we want to strengthen our cooperation to create a long lasting legacy for both countries. This is a once in a lifetime opportunity to work together further to strengthen the already strong links that exist between our two countries. And we hope that, by working together, we will be able to strengthen the relationship in the following areas:
- By working together we aim to deliver an economic legacy for the Scotland and Japan by increasing government and commercial opportunities. And we have the opportunity to promote Scotland and Japan as destinations for business, tourism, education and culture.
- We have the chance to use sporting connections to strengthen the bilateral relationship in support of our shared priorities, international relations and values. It gives us a great opportunity to talk about issues of equality, diversity and inclusion particularly in relation to creating barrier free societies through sport and culture.

LIST OF ATTENDEES

Mr Ryohei MIYATA, Commissioner, Agency for Cultural Affairs

- Metalwork artist, Ryohei Miyata was born in 1945 in Sado, Niigata Prefecture as the third son of wax casting artist Rando Miyata. While managing Tokyo University of the Arts as the president, he participates in both domestic and international exhibitions frequently including "Ryohei Miyata Exhibition" (solo exhibition), displaying such a renowned series of dolphin motifs called "Springen".
- He has received multiple accolades including the Japan Art Academy Prize, the Grand Prize and the Prize of Prime Minister at "Nitten (Japan Fine Arts Exhibition)," the Prize of Minister of Education and the Prize of Prime Minister at "Nihon Gendai Kogei Bijutsuten (Japan Contemporary Arts and Crafts Exhibition)". April 2016, he has become the commissioner for Agency for Cultural Affairs in Japan.



Mr Mikiharu SHIMIZU, Director, Secretariat of the Headquarters for the Tokyo 2020 Olympic and Paralympic Games, Cabinet Secretariat

- Education
- Born in Hiroshima, September 12, 1969
 - December 1999 Graduated from University of Michigan Law School (Master of Laws)
 - March 1993 Graduated from University of Tokyo (Bachelor of Laws)
- Experience
- July 2015 Current position
 - July 2014 Director, Policy Planning and Research Office, Trade Policy Bureau, METI
 - July 2011 Program Director, Asia Pacific Economic Cooperation (APEC) Secretariat (Singapore)
 - March 2008 Deputy Director, Office of Special Advisor to the Prime Minister, Cabinet Secretariat (Social Security Reform)
 - July 2006 Deputy Director, Asia and Pacific Division, Trade Policy Bureau, Ministry of Economy, Trade and Industry (METI)
 - April 1993 Joined Ministry of International Trade and Industry (MITI)



Ms Fumiko HAYASHI, Mayor of Yokohama

Employment History

- 1965-1976 Toyo Rayon, Co., Ltd. (currently: Toray Industries, Inc.) Matsushita Electric Industrial, Co., Ltd. (currently: Panasonic Corporation) etc.
- 1977 Entered Honda Cars Yokohama, Inc. Transferred to Honda Clio Kanagawakita, Inc.
- 1987 Entered BMW Tokyo Division (currently: BMW Tokyo, Corp.)
- 1993 Manager, BMW Tokyo, Corp. Shinjuku Branch
- 1998 Manager, BMW Tokyo, Corp. Central Branch



- 1999 President, Fahren Tokyo K.K. (currently: Volkswagen Japan Sales K.K.)
- 2003 President, BMW Tokyo, Corp.
- 2005 Chairperson and CEO, The Daiei, Inc.
- 2007 Vice Chairperson, The Daiei, Inc.
- May 2008 Operating Officer, Nissan Motor Co., Ltd.
- June 2008 President, Tokyo Nissan Auto Sales Co., Ltd.
- August 2009 Mayor of Yokohama (First term)
- August 2013 Mayor of Yokohama (Second term)

Other Offices Held

- President, Mayors Association of Designated Cities
- Member of the Council for Gender Equality, Cabinet Office of Japan
- Member of the Central Council for Education, Ministry of Education, Culture, Sports, Science and Technology of Japan
- Member of the Council for Cultural Affairs, Agency for Cultural Affairs of Japan
- The Chairperson of Japan Cruise Port Association

Mr Tomoyuki SAKURAI, Executive Vice President, Japan Foundation

Education

- 1975 Graduated from Tokyo University of Foreign Studies, French major

Career

- 1977 Entered The Japan Foundation
- 1983-1986 Director, The Japan Foundation Paris Office
- 1995-1997 Director, The Japan Foundation London Office
- 1997-1999 Vice President, The Japan Cultural Institute in Paris [The Japan Foundation]
- 2004 Managing Director, Art Department, The Japan Foundation
- 2007 Managing Director, General Affairs Department, The Japan Foundation
- 2009 Special Assistant to the President, The Japan Foundation
- 2010 Executive Vice President, The Japan Foundation

Mr Hideaki MIZUKOSHI, Special Advisor to the Governor on International Affairs, Tokyo Metropolitan Government

- Date of Birth: July 6, 1962

Professional Career:

- 2014 – 2016 Deputy Director-General for International Cooperation and Global Issues,
- Ambassador for Civil Society, Ministry of Foreign Affairs
- 2011 – 2014 Minister, Embassy of Japan in the United States of America
- 2008 – 2011 Political Minister, Embassy of Japan in the Republic of Korea
- 2007 – 2008 Director of 1st Division, Intelligence and Analysis Services, Ministry of Foreign Affairs
- 2004 – 2007 Director of 1st Southeast Asia Division, Asia and Pacific Bureau, Ministry of Foreign Affairs
- 2003 – 2004 Director for International Peace Cooperation, Ministry of Foreign Affairs



- 2001 – 2003 Director for International Counter-terrorism Cooperation, Ministry of Foreign Affairs
- 1999 – 2001 First Secretary, Embassy of Japan in France
- 1996 – 1999 First Secretary, Embassy of Japan in the Republic of Korea
- 1985 Entered Ministry of Foreign Affairs

Education

- Tokyo University Law Faculty Graduated 1985

Mr Masato OTAKA, Deputy Director-General / Deputy Press Secretary, Ministry of Foreign Affairs

- Date of Birth: September 16, 1961
- 1986.03 Graduated from the University of Tokyo
- 1986.04 Joined the Ministry of Foreign Affairs (MOFA)
- 1998.07 First Secretary in charge of the Security Council
U.N. Mission (New York)
- 2001.07 Principal Deputy Director, Foreign Policy Division, MOFA
- 2002.07 Private Secretary to Deputy Chief Cabinet Secretary, Prime Minister's Office (~2005.8)
- 2005.01 Counsel for International Legal Affairs, MOFA
- 2005.08 Director, Southeast Economic Partnership Division, MOFA
- 2007.01 Director, Economic Partnership Division, MOFA
- 2007.12 Director, Southwest Asia Division, MOFA
- 2009.02 Economic Minister, Embassy of Japan in Thailand
- 2012.09 Minister for Public Affairs, Embassy of Japan in the U.S.A.
- 2016.02 Deputy Press Secretary
- Deputy Director-General for Press and Public Diplomacy, MOFA



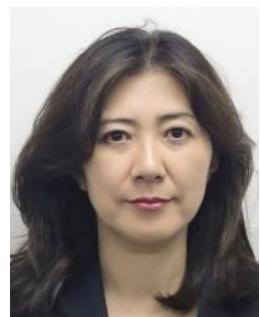
Mr Yukihiko NUNOMURA, Chief Operating Officer, The Tokyo Organising Committee of the Olympic and Paralympic Games

- Born in Toyama City, Yukihiko Nunomura graduated from the Faculty of Law at the University of Tokyo, and joined the Ministry of Education in 1978. After serving as Director of the Policy Planning and Coordination Division, Lifelong Learning Policy Bureau, and Director of the Personnel Department, Minister's Secretariat. In 2005 he was appointed Deputy Director-General of the Elementary and Secondary Education Bureau. In 2009, he assumed the post of Director General, Sports and Youth Bureau, and also served as Director General of the Elementary and Secondary Education Bureau, and Director General of the Higher Education Bureau. He took up his present post in January 2014.



Ms Akiko YOSHIDA, Executive Vice President, Japan National Tourism Organization

- She is a career officer of Ministry of Land, Infrastructure, Transport and Tourism (MLIT) of Japan. Through her career in the government, she has been involved several times in the tourism sector and she has assumed the current position, Executive Vice



President of JNTO, since the summer of 2016. At JNTO, her key responsibilities are, among others, digital marketing, economic recovery of the Tohoku region, and strategic preparation for the 2020 Tokyo Olympic/Paralympic games.

Other careers

- In addition to the above, she experienced various positions in the MLIT and other agency relating to regulations on railways, airlines, shipping, and automobiles. She was a legal advisor for 5 years in the London-based intergovernmental organization.

Other attendees

- **Matt Burney**, Country Director, British Council Japan
- **[REDACTED]** British Council Japan
- **Julia Amour**, Director, Festivals Edinburgh

RUNNING ORDER

18:15 Guests arrive

18:20 Cabinet Secretary arrives. Informal introductions over pre-dinner drinks

18:30 Take seats for dinner. Stephen Baker welcomes guests

18:32 Matt Burney (British Council) proposes a toast and introduces Cabinet Secretary

18:34 Opening remarks from Cabinet Secretary

18:40 Brief comments from Julia Amour

18:45 Stephen Baker invites response from Japanese participants. Roundtable conversation begins

20:20 Matt Burney summarises the conversation

20:25 Closing thanks from Cabinet Secretary

ANNEX E

BACKGROUND INFORMATION ON TOKYO 2020 CULTURAL ACTIVITY

Japan respects UK experience in hosting major events, in particular London 2012, and has already sought the UK's assistance in preparations for Tokyo 2020. The British Council hopes to have gained an early advantage through a programme of sustained engagement, including:

- the signing of a Global Sports Host-to-Host Memorandum of Cooperation in May 2014;
- HMG staging of an information sharing event 'Olympics Cooperation Week' held in Tokyo in June 2014; and
- the signing of a Home Office and National Police agency G2G agreement by the former Prime Minister in March 2015 (known as the "Statement of Intent"), and increasing practical security cooperation.

The Tokyo 2020 Games and the 2019 Rugby World Cup Games present large-scale opportunities for the UK to share the London 2012 Olympic legacy and experience. The Department for International Trade forecast that total spend on the Tokyo 2020 Olympics will exceed £10bn and it is estimated that UK companies should be able to bid for around £250m of this business. UK government and business are well placed to work with Japan, drawing on the experience of London 2012 and other major events.

[REDACTED]

In February 2015, TOCOG submitted its *Tokyo 2020 Games Foundation Plan* to the IOC which includes the plan for Japan's Cultural Olympiad.

Tokyo Metropolitan Government has developed Tokyo's Cultural Vision for 2020 and the national government's Agency for Cultural Affairs plans to improve Japan's cultural infrastructure leading up to 2020. As yet, a culture team is still to be created within TOCOG. Multiple agencies including the Japanese Government's Agency for Cultural Affairs, Tokyo Metropolitan Government, and the Ministry for Foreign Affairs, the Japan Foundation, the Ministry of Economy, Trade and Industry as well as local authorities all have a stake in Japan's Cultural Olympiad.

Tokyo 2020 will be a springboard to raise the profile of the UK in Japan; London 2012's Cultural Olympiad is seen as the best practice model to replicate in 2020. Japanese government aims to deliver large scale cultural programme across countries for Tokyo 2020 and the local authorities aims to expect investing cultural programme and festivals to promote their distinctive culture to overseas and increase inbound tourism. The planning for 2020 is still at an early stage and there has been a strong appetite to learn from the successes from the UK, particularly cities outside of London.

Through sharing Scottish sector expertise we will support the successful delivery of Japan's 2020 Cultural Olympiad and develop the capacity of arts professionals in both countries.

BRITISH COUNCIL CONCEPT NOTE FOR UK-JAPAN SEASON 2017-2020**Context**

The award of the 2020 Olympic and Paralympic Games to Tokyo has given impetus to necessary systemic changes in Japan, especially in the areas of English, education and the arts, and in Japan's positioning of its soft power agenda.

The government recently announced plans to invest billions into newly established 'Japan Houses' in London, São Paulo and Los Angeles, to help improve the country's image abroad in the light of increasing public diplomacy competition from neighbouring countries, in particular Korea and China. The creation of these Centres signifies the value that the government places on culture, the arts and the creative economy as key components of a national 'brand', and which will assume further importance especially in the run-up to 2020.

The government, local authorities and Tokyo Olympic and Paralympic Organising Committees are committed to delivering large-scale cultural celebrations throughout the country in 2020 and regard London's 2012 Cultural Olympiad as the model to emulate.

The British Council sees the run-up to Tokyo 2020 as a springboard to raise the profile of the UK in Japan. Through sharing UK sector expertise we will support the successful delivery of the Cultural Olympiad and develop the capacity of arts professionals in both countries. By 2020, we intend to have increased our impact in terms of influencing policy; to have extended audience and digital reach; and to have significantly grown the number of bilateral artistic collaborations. We will position the UK as Japan's partner of choice in developing policy for its own arts and culture sectors. By using UK expertise, we will transform the way in which the Japanese arts sector plays a role in tackling social issues such as ageing, disability and homelessness: thereby demonstrating how the arts plays a crucial role in how society functions, develops and improves. The UK is a world leader in the area of linking arts and culture to technology. A desire to collaborate in this area presents the UK sector with access to advanced technologies and will have a positive impact on the creation of wealth and cultural generation in both countries.

UK-Japan Cultural Season

Whilst Japan and the UK enjoy a strong cultural relationship, we are aware that it is one which tends to rely on existing links and that there are significant gaps in building new relationships.

We intend to address this by running a cultural season from 2017 to 2020, which will open the doors to new opportunities for the arts and creative industries sectors in both countries.

2017/18 will be the preparatory stage where we will focus on building new connections, developing the sector and building our campaign brand as well as designing a full evaluation plan. We will invest to build the skills of Japanese arts

professionals and build new connections through training programmes, UK study tours and despatching Japanese arts professionals to UK showcases. Bringing together technologists, artists, researchers and businesses, we will also develop our work in the area of arts and technology and build new networks to drive digital innovation.

2018/19 will be the peak period, with an emphasis in **2020** on consolidation and legacy building. For major UK arts showcases such as tours of UK exhibitions or performances, we will work with local partners who will manage and deliver the actual delivery. Our role here will be to initiate, influence and facilitate and we will focus our expertise where we can achieve most impact.

In broad terms, however, we are departing from the traditional ‘one-way’ showcase model which we used in 1990, 1998 and 2008. Instead, we will concentrate on building new longer-term relationships which will develop greater levels of mutual trust and understanding and will position the UK as a valued and preferred partner. There will be a particular focus on regional UK cities who traditionally have had less connection with Japan. These new collaborations will lead to increased market, showcasing and collaboration opportunities for both countries.

Themes

There will be three priority themes:

- Innovation for arts and culture – with a focus on digital innovation / social innovation
- Cities and art for public spaces
- Diversity and inclusion

Given that Japan and the UK share similar social challenges such as ageing societies and the need to develop a social model of disability, we will facilitate dialogues between artists, technologists, researchers, academics and businesses from the two countries and promote the power of arts and culture to effect positive social change and wellbeing outcomes. Similarly, by sharing UK expertise in mainstreaming diversity and engaging with wider audiences, the programme will result in positive social, cultural and welfare outcomes, and will develop the ability of Japanese cultural professionals and arts organisations to play a role in the building of a more open, prosperous and diverse society.

We aim to build strategic partnerships with key agencies who share the same vision. We are currently involved in a series of discussions with potential partners such as Creative Scotland, Arts Council England, the Japan Foundation, Ministry of Foreign Affairs Japan House, the City of Yokohama and the City of Kawasaki.