# Support small to medium-scale companies Support for Expanding Water Businesses Overseas Technology

**Osaka prefecture** Water

OSAKA

## Features

- Introduce Osaka' s environmental technologies to Asia and other parts of the world.
- Provide a 'link' between international and domestic companies in Osaka
- Support business activities on site



# Overview (Technical principles, actions, etc.)

The rapid economic growth accompanied by urbanization/industrialization in emerging countries in Asia produces wastewater from factories and houses. This wastewater is discharged into rivers undertreated, causing severe water pollution. The contaminated rivers and groundwater make it difficult to secure safe and reliable water sources.

Although water pollution grew more severe in Osaka prefecture during the high growth era, it was abated by the water treatment technologies developed and implemented by companies, and the water environment befitting the world-renowned 'Aqua Metropolis Osaka' was restored.

To promote the expansion of the water businesses overseas leveraging the technologies and experiences owned by companies in the prefecture, Osaka offers various programs to support your business in cooperation with relevant organizations.

- Introducing the water technologies of small to medium-scale companies in Osaka to Asia and other parts of the world.
  - OA technical reference titled "Technologies and Products of Osaka's Companies Contributing to Water Conservation" (in Japanese and English versions) has been prepared and published on the prefectural website. (Revision 8, 47 technologies of 22 companies are presented.)
  - OHosted the 'water technology conference' for overseas interns and companies in Osaka prefecture ((i) February, 2012, (ii) November 2012, (iii) November, 2013)
- Offering business opportunities with companies around the world in 'Osaka.'

OHosted business sessions between invited overseas buyers ((i) January, 2013, (ii) October 2013, (iii) July, 2014) Organized business matching with major water companies around the world through open innovation (July, 2014).

#### Supporting business activities on site

OThe industry, academia, and government teams participate in overseas public recruitment efforts such as those done by the Ministry of the Environment, the Ministry of Foreign Affairs, JICA, and other organizations and agencies, and implement on-site suitability investigations and verification surveys for disseminating technologies of companies in Osaka: Vietnam (2012-2014), Indonesia (2013-), Malaysia (2013-)

On-site support for opening up new markets, including the preparation of lists of potential business partners by Osaka Business Support Desks (9 locations) and the Shanghai office of Osaka prefecture.

### Effects

O When expanding their business overseas, small to medium-scale companies are troubled and concerned about the circumstances of the target areas, how to demonstrate the technology of the company, or how to find good business partners. The business sessions and open innovation offer opportunities to demonstrate the technologies owned by the companies to overseas companies, and to have one-on-one meetings to explain about the technologies or discuss business here in Osaka. Some national projects offer opportunities for demonstrating the technologies to companies and government agencies of the target country through on-site investigation or verification tests. Feel free to access and take advantage of the information on various countries at the Osaka Business Support Desks and the Shanghai office.

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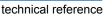
\*\*Note: This publication introduces examples of technologies and products believed useful towards solving environmental and energy issues. In no way does it constitute guarantees concerning their transfer or sale.

Environmental Enlightenment Activities

Environmental Business Matching







Others