

# **Second Session of the Study Group for Collaboration and Joint Venture Cases Between Japanese and Foreign Companies**

## **February 8, 2024**

**Investment Facilitation Division  
Trade and Economic Cooperation Bureau  
Ministry of Economy, Trade and Industry**

# Issues to Be Discussed at the Second Session

## ( 1 ) Progress on the Case Studies

- In response to the opinions received from the advisers of the Study Group at the first session, additional interviews were conducted, including for certain cases of small and medium-sized enterprises and certain cases of gradually increased investments, taking account of the expected readers of the case studies (including corporate executives and professionals in charge of management corporate planning at the Japanese companies (both large corporations and small and medium enterprises)).
- Balancing regional and industrial aspects, the interviews focused on joint venture cases based on investment by foreign companies in the subsidiaries of Japanese companies and cases of minority investment by foreign companies in Japanese companies.

## ( 2 ) Drafting of the Case Studies (Overview)

### ■ Items for the Case Studies

- Based on the opinions received from the advisers of the Study Group at the first session, in order to make the case studies more persuasive and felt more empathized, the interviews will ascertain, thereby the case studies will include, the process of collaborations and joint ventures (such as how the Japanese companies obtained contact points with foreign companies), as well as the issues and methods relating to how Japanese companies have dealt with foreign companies and the difficulties thereof.
- In addition, the methods for overcoming difficulties and points for avoiding failures will be included in the case studies as for cautions to keep in mind.

### ■ Format of the Case Studies

- Based on the opinions received from the advisers of the Study Group at the first session, the format of the case studies has been reviewed, and a format will be applied that illustrates the companies' strategic objectives and processes that led to collaborations and joint ventures, as well as the companies' business development plans and visions after the start of collaborations and joint ventures.
- The case studies will be divided into an "executive summary" section based on which the readers can quickly understand the overview of the case study, and a "detailed section" which will address the main reader's interests in-depth.