

J.CLAIR Singapore

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Newsletter

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◆Recent Activities

Regional Exchange Promotion Program in India



In recent years, the leaders of Japan and India have been committing to annual reciprocal visits which reinforce the rapidly-advancing relationship between the two countries. Prime Minister Modi visited Japan in October 2018 for the Japan-India Annual Summit Meeting with Prime Minister Abe and during the visit, the two leaders reaffirmed their commitment to partnership in the areas of economy, security and global issues.

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Looking at India's economy, with a continuous annual economic growth of about 7% and a 1.3 billion strong market, India's future development is no doubt the focus of the world. Japanese automobile and transport-related equipment industries have already moved into India at an early stage and there are great expectations for other local or regional industries to expand their businesses to India with the help of Japanese local authorities.

It is against this background of deepening bilateral ties that J.CLAIR Singapore, the Japan Intercultural Academy of Municipalities (JIAM) and Conference of Recognized Local International Exchange Associations collaborated to implement the Regional Exchange Promotion Program to India, specifically to Delhi and Mumbai, from 12th - 18th January 2019. The program aims to provide a constructive platform for Japanese local government officials to interact with other government officials, entrepreneurs, and local residents in India. Through the program, Japanese local government officials will not only gain first-hand knowledge pertaining to the many administrative and economic problems in the local context, but they will also have the opportunity to broaden their perspectives and establish important contacts with local counterparts which may lead to future cooperation.

The delegation first visited the All India Institute of Local Self-Government (AIILSG), New Delhi to learn about the present interests and concerns of India's urban local bodies. The institute conducts training programs targeted at officials of India's local bodies. In addition, the institute also cooperates with the local bodies to implement projects that strive to improve the delivery of public services, such as the Smart Cities Mission, poverty alleviation and waste management projects.



In order to learn about the state of Japanese language education in India, the delegation visited The Japan Foundation, New Delhi. There are about 24,000 students learning Japanese in India. It was particularly impressive for the delegation to see Indian youths at the Japan Foundation trying their best to master the Kana and Kanji characters.

To promote friendly exchange between India and Japan, a cultural exchange program was held with members of the Japanese Language School Teacher's Association (JALSTA) centering around three topics—'the education system,' 'international exchange programs,' and 'perspectives of the other country.' With lively discussions, this exchange session was an invaluable opportunity for the participants to deepen mutual understanding of the cultural similarities and differences between the two countries.



Cultural exchange program with members of JALSTA

In 2018, more than 30 million tourists visited Japan, and this number is expected to increase as Tokyo hosts the Olympic and Paralympic Games in 2020. In particular, Japanese local governments recognize the importance of inbound tourism as a means to stimulate their local economies and are attempting various ways to attract more tourists to visit their local areas. Hence, ready to learn about other countries' tourism policies and initiatives in mind, the delegation visited Maharashtra Tourism Development Corporation (MTDC) on this study trip.

The state of Maharashtra has abundant tourism resources. Within the city of Mumbai, for example, its Victorian Gothic and Art Deco ensembles were inscribed as World Heritage in 2018. The state has also entered into an MOU agreement with Japan's Wakayama Prefecture to collaborate in the area of tourism promotion. After a general briefing on the state's various tourism attractions at MTDC, the delegation was guided by MTDC staff to several of the famous sites in Mumbai such as the Gateway of India, Chhatrapati Shivaji Terminus Railway Station the Chhatrapati Shivaji Maharaj Sangrahalaya Museum.

delegation visited the Next, the Municipal Corporation of Greater Mumbai (MCGM) to learn about the city's disaster management and waste disposal efforts. Mumbai City, which is formed by joining seven islands through land reclamation, is not only prone to floods due to storms and high tides, but earthquakes as well. According to the city officials, the densely populated city has many high rise buildings and slums which aggravate the problem of evacuating people in times of emergency. Contributing to the discussion, Osaka City officials in the delegation shared their city's experience of flood mitigation with the construction of tide gates and underground grand floodways. They also shared ways to disseminate disaster evacuation-related materials and information to the public.



Participants visiting a museum in Mumbai



Participants from Osaka City sharing their city's experience with disasters

Finally, the delegation visited the Mumbai Metropolitan Region Development Authority (MMRDA) which is a state agency engaged in the implementation of planning strategic infrastructure projects. During the visit, MMRDA introduced some of their on-going infrastructure projects such as the 'Mumbai Trans Harbour Link' which is a new road that aims to improve connectivity between Mumbai and Navi Mumbai, and the construction of Mumbai Metro's Line 3. Some of the numerous challenges MMRDA face during the implementation stage include the difficulties of amid crowded streets, construction underground water pipes and cables, and relocating affected residents. However, the resulting improved infrastructure is expected to bring even greater mobility enhancements to people's lives.

It is hoped that this program will pave the way for future exchanges between Japan and India at the local level. In the next fiscal year, we intend to conduct this program in Singapore and Malaysia. Through such activities, J.CLAIR Singapore aspires to strengthen the cooperative ties and widen the contact networks between Japanese local governments and foreign counterparts.

A Fulfilling Experience in India with the Regional Exchange Promotion Program

Message from Ms. Nozomi Nakata, Assistant Chief of Industrial Promotion Division, Hamamatsu City Hall

From 9th – 19th January 2019, I joined the Regional Exchange Promotion Program as part of a group of municipal officials and international exchange association staff from Japan. The first three days were spent in Japan acquiring general knowledge of India as a country, after which we flew to India for actual site visits. We were in Delhi from the 12th – 16th and in Mumbai from the 16th – 18th. During our trip, we visited many Japanese organizations and companies as well as local governmental organizations.

In Hamamatsu City Hall, my work is to assist the city's small and medium enterprises (SMEs) with their overseas business ventures. However, in reality, as the Japanese domestic economy is robust, SMEs tend to focus their current energies on domestic markets rather than overseas expansion. Nevertheless, many companies still feel that they cannot neglect a large market such as India. Therefore, although the number of companies that ventured into India remains small, there is tremendous interest in gathering information about doing business in India.

On this trip, we visited many locally incorporated companies such as Honda Motorcycle and Scooter India Pvt. Ltd. and had opportunities to listen to the experiences of people working in India. Through these site visits and opinion exchange, I was able to learn about the business environment for the transportation equipment industry as well as the challenges other Japanese companies face in India. This would be useful to my work assisting SMEs in the future especially since my city's strength also lies in the transportation equipment industry.

People are apt to think that doing business in India is very difficult for Japanese companies. In fact, we heard that it is no more difficult in India than in other countries. For instance, it is said that more than half of companies will succeed in India if they can persist with their venture for at least five years. Even though government incentives are rare in India, businesses all over the world are still eager to enter this market as everyone is expecting India to continue to grow in the future. In other words, businesses that enter India early will have an advantage over the latecomers.

I learnt that most Indians prefer familiar and traditional products to new ones. From this aspect, I feel that Japanese high value-added goods will have a good chance of being widely accepted once we have established the reliability of our products. On the market potential for motorcycles, only one in every eleven persons in India currently possesses a motorcycle as compared to one in every three to four persons in Thailand and Vietnam. We expect that the sales of motorcycles and cars to increase in the future and Japanese local governments should assist Japanese companies to make the most of this golden market opportunity.

It has indeed been a valuable experience for me to be able to go on site visits to various places in India and personally meet with many people apart from learning about India in the classroom. I would definitely make use of this experience for my work in the future.

Japan Local Specialty Fair in Kuala Lumpur

J.CLAIR Singapore implemented the "Japan Local Specialty Fair in Kuala Lumpur" from 26th October – 4th November 2018 at ISETAN The Japan Store, which is located in Malaysia's capital of Kuala Lumpur. This event provided a platform for Japanese local governments venturing into overseas markets to gain invaluable knowledge pertaining to the implementation of food fairs, in addition to conduct test marketing of their local specialty products. This is the second consecutive year that the event was held in Kuala Lumpur.

- Popular products -

The fair saw an active participation from 27 food companies recruited by 16 local governments in Japan. Among the wide range of food products available during the fair, the two popular products that recorded high sales volumes were *kishimen* noodle as well as crab sticks which were prepared on the spot and served hot to the customers. The popular crab stick was served as a topping on sushi, seared on the spot using a food torch. This unique serving method attracted many visitors who took photos that were eventually uploaded onto social media.

- Test marketing of Japanese sake -

One distinctive feature of the event was the sales promotion of Japanese sake, which was conducted to test the acceptance level of Japanese sake in the local Malaysian market. Though Japanese sake are extremely savory, their delicate taste that stood out from other products are only appreciated by people who are well-versed in sake. Through participation in the event, the exhibitors came to the conclusion that in order to promote a Japanese sake effectively, it is important to emphasize not only its taste, but also the distinctive background or story that gave birth to the product.

- Business-to-business opportunities -

The fair also created new business-to-business opportunities, which saw local restaurants developing new menus using products exhibited at the fair. This is made possible as the exhibitors have ensured that their

products are of high quality and are relatively easy to be incorporated into local cuisines. As such, it is evident that the fair also provided an opportunity for businesses to carry out test marketing of their products.



An exhibitor explaining about the characteristics of his product to a visitor

- Feedback from the exhibitors -

Though there were differences in the amount of sales turnover among the exhibitors during the fair period, most of the exhibitors saw the fair as a good opportunity to conduct test marketing of their products overseas. Some commented that they got to know the actual preferences and needs of the local consumers and would like to further improvise they products so as to fulfill the demands of local consumers. Such feedback from the local consumers were invaluable to the producers.

- Tourism promotion of regions in Japan -

To entice local visitors of the specialty fair to visit Japan, a lucky draw campaign giving out a pair of return tickets to Japan was conducted. Some local visitors of the specialty fair commented that they would like to visit the areas where the exhibited food products were made, and hope to gain new experiences while visiting the areas. Local visitors showed a keen interest towards these new areas that they have never been before. It is hoped that through this event, more locals will visit Japan in the near future.

Promoted Tourism to Japan at the Biggest Anime Festival in Asia!!

From 30th November – 2nd December 2018, one of the biggest anime festivals in Asia "C3AFA Singapore 2018" was held in Singapore, and more than 100,000 people who are interested in Japanese anime visited the event.

J.CLAIR Singapore had a booth at the event in cooperation with Anime Tourism Association as the first initiative to promote tourism to Japan through Japanese anime and comics, mainly targeting young Southeast Asians who love Japanese animation.



Visitors listening carefully to the information on Ueda City

The Anime Tourism Association introduces locations that are featured in Japanese anime and comics (Japanese Anime Spots) and is engaged in activities to attract tourists to Japan. At the C3AFA booth, we distributed brochures introducing Japanese Anime Spots and sightseeing pamphlets related to anime and comics provided from Japanese local authorities.

Additionally, Hyogo Prefecture, Ueda City in Nagano Prefecture and Kitakyushu City in Fukuoka Prefecture participated at our booth promoting their tourism through original anime contents.

Hyogo Prefecture conducted photo sessions with the character "Action Mask" who came from "Crayon Shin-chan Adventure Park" in "Nijigen no Mori Park" in Awaji-shima.

Ueda City, the location for the movie "Summer Wars", exhibited panels that compared scenes from the movie with the real landscape.

Kitakyushu City held an event with a local idol and live drawing sessions by an illustrator from Kitakyushu City.



Visitor posing for a picture with the illustrator from Kitakyushu City

As this was the first time we attended such an event, we were unsure of how many visitors would be interested in Japanese regional information. However, we had many visitors to our booth and took the time to listen carefully to the information provided by local government staff.

We were aware of the popularity of Japanese anime in certain countries, but were pleased to learn that Singapore had a significant enough fan base and that it was possible to promote Japan tourism through anime and comics.

We will continue to utilize various contents including animation to undertake more efforts to attract more visitors to go to Japan in the future.



Promoting "Nijigen no Mori Park" in Awaji-shima

Bringing Japan's World-Class Bonsai Techniques to the Philippines

Implemented by J.CLAIR Singapore, the Specialist Dispatch Project sends Japanese local government officials as specialists to local governments overseas to share their expertise in various fields of Japanese local governance through lectures, practical training, and more. With the aim to improve the quality of local administration and technical expertise in foreign local governments, this project is also carried out to further strengthen the friendly ties between Japanese and foreign local governments.

Under this project, Mr. Hideki Morita, a specialist from Japan's Chiba Prefecture was dispatched to Baguio City in the Philippines for five days, from 3rd – 7th December 2018, to share his skills and expertise on the maintenance and management of beautiful pine trees, and how to utilize pine trees in urban landscaping.



Lecture delivered by the specialist

Known as the summer capital of the Philippines, Baguio City is the only city in the Philippines designated as a "creative city" by UNESCO and is an extremely popular domestic tourist destination. Home to the "Baguio Pine", which is a species of pine trees that is very rarely found in the rest of the world, Baguio City is also often called the "City of Pines".

However, following the city's growing economy, the logging of pine trees to make way to the development of buildings and infrastructure has increasingly become an issue for Baguio City over the years. In view of the situation, Baguio City is now seeking ways that can help to revive the affection towards and significance of pine trees among its residents, and at the same time, improve the city's overall urban landscape. Aware that Japan owns outstanding

techniques in the shaping and cultivation of beautiful bonsai-liked pine trees in Japanese gardens, Baguio City requested for the assistance of a specialist in this field to carry out the dispatch training project this time.



The specialist providing guidance to participants during the practical lessons

In order to be able to provide useful advice that would be applicable in Baguio City, the specialist first conducted visits to planting sites of pine trees in the city during the first day of training, while also being briefed on some of the characteristics and life cycle of the Baguio Pine by the city's local experts. Over the following days, specialist the then delivered lectures that introduced various styles

of pine trees that are planted in Japanese gardens and how they were shaped according to the Japanese aesthetics of beauty. In his lectures, the specialist also emphasized that to properly cultivate and maintain the beautiful shapes of pine trees, it was of utmost importance to first understand the growth cycle of the pine tree and come up with a maintenance plan that fits this cycle.

Following the lectures, the specialist also conducted practical lessons to teach the Baguio participants on various shaping techniques of beautiful pine trees, and all the participants were given an opportunity to carry out hands-on practice on actual pine seedlings and trees that were provided by the city. To



Practical training conducted outdoors

round up the training, the specialist also shared further information on how pine trees are being utilized in landscaping in Japan, where he advised that Baguio's residents attachment towards the Baguio Pine is the most important factor that can help heighten the city's

landscaping initiatives and lead to its success.

J.CLAIR Singapore will be carrying out the Specialist Dispatch Project in the upcoming fiscal year as well, and it is hoped that this project will not only serve to address issues faced by foreign local governments, but also help foster further exchanges between local governments in Japan and overseas countries.

Introducing Japan's Best Practices in Local Administration at the University of the Philippines Los Baños

On 5th November, I participated in a Japan Local Administration Seminar held in the University of the Philippines Los Baños (UPLB). This seminar is jointly organized by J.CLAIR Singapore and UPLB, and it aims to explore the possibility of increasing local government exchanges between Japan and the Philippines in the future through sharing new knowledge on the best practices of Japanese local governments in English.



Group discussion session with UPLB students

This was the second consecutive year that the seminar was held in UPLB. The University of the Philippines was founded as the country's first tertiary educational institute in 1908, and its Los Baños campus is located in the province of Laguna neighbouring Metro Manila. It hosts a satellite campus of Nagoya University, and has student exchange programs with several Japanese universities such as Tokyo University of Agriculture and Doshisha University in Kyoto. About 40 undergraduate and post graduate students as well as six lecturers and professors from the Faculty of Economics participated in the seminar.

My presentation topic was "Efforts on evacuation in the event of typhoons and torrential rains in Yamaguchi City." In recent years, major disasters in the form of typhoons and torrential rains have occurred in Japan and the Philippines which resulted in many victims. When such disasters are expected to occur, one of the best ways to protect lives is to evacuate people to a safe place in advance.

In view of this, I introduced various case studies which show the countermeasures Yamaguchi City has adopted against their disasters. For example, using "disaster prevention administrative radio" and disaster prevention mail to convey necessary information to the residents for evacuation; conducting evacuation drills regularly in the communities; organizing lectures to raise the public's awareness of the importance of evacuation etc.

After my presentation, I received many questions from the students such as "How long is the recovery period after the disaster?" and "Are there any other means of communicating evacuation information to residents besides radio and e-mail?" I felt glad that my topic sparked the students' concern in this area.

Through such programs, J.CLAIR Singapore will continue to work with UPLB to further support mutual exchange and understanding.

(Mr. Hiroyuki Furuya, Deputy Director of J.CLAIR Singapore)



Group photo of all the participants

♦Travel Fairs in ASEAN countries and India

~To promote travel to Japan and gather information about Japan tourism, J.CLAIR Singapore actively participates in Travel Fairs held in ASEAN countries~

Promoting Japan's Tourist Destinations at

"Japan Travel Fair 2019" in Malaysia

1. Outline of the Travel Fair

Organized by the Japan National Tourism Organization (JNTO), the "Japan Travel Fair 2019" was held at Sunway Velocity Mall in Malaysia's capital city of Kuala Lumpur for four consecutive days from 10th – 13th January. Representatives from J.CLAIR Singapore promoted Japan travel at the event by providing assistance at the Visit Japan booth set up by JNTO.



Panel with information on sakura forecast across Japan

2. The most popular travel destinations in Japan among Malaysians

Based on the popularity of pamphlets that were distributed at the Visit Japan booth, the following are some of the most popular destinations in Japan among Malaysia travelers. Demand for tourism in regions other than those along the Golden Route is expected to increase in the future with the launch of Air Asia's direct flight to Fukuoka.

Ranking	Destination	Travel Interests
1 st	Osaka	Universal Studios Japan is a huge hit with tourists, and local nightlife activities that enable tourists to enjoy the atmosphere of Japanese taverns are also popular.
2 nd	Tokyo / Chiba	Tokyo Disney Resort still retains its reigning crown of popularity, while Tokyo Sky Tree and the Ghibli Museum in Mitaka are steadily increasing in popularity.
3 rd	Gifu	Shirakawa-go is highly popular among tourists. During the event, there were many enquiries about transport access to Shirakawa-go from Tokyo, Kansai as well as Nagano Prefecture.
4 th	Hokkaido	Hokkaido is highly popular among tourists, due to its successful marketing strategy of branding the locality as a "Snow Kingdom" with savory local cuisines.
5 th	Fukuoka	With the launch of Air Asia's Kuala Lumpur – Fukuoka flight from March 2019, many visitors who attended the event have made enquiries about the Kyushu region, especially Fukuoka.



Crowds at the Japanese Cultural Event

3. Potential for Japan tourism in the Malaysian market

The potential for Japan tourism in the Malaysian market is expected to be leveraged to greater heights against a backdrop of increasing incentives tours conducted by companies, as well as an increase in visitors and enquiries at the Visit Japan booth. According to local travel agencies, the most popular travel destinations among Malaysians are Korea, Taiwan, China and Japan. As such, there is further room for growth in promoting Japan travel destinations in the Malaysian market.

"Outbound Travel Mart 2019" in Mumbai, India

1. Outline of the Travel Fair

J.CLAIR Singapore participated in the "Outbound Travel Mart 2019", which is one of the largest travel fairs for travel industry stakeholders in the Asia-Pacific region. Organized by Fairfest Media Limited, the event was held at the Bombay Exhibition Centre in India's Mumbai for three consecutive days from $23^{\rm rd} - 25$ th January 2019.



Scenes of the "Japan Pavilion"

2. The most popular destinations in Japan among Indian travellers

For Indian travelers, the most popular tourist destination in Japan is the area between Tokyo and Kansai, which is also called the "Golden Route". In addition, Hiroshima and the Tateyama Kurobe Alpine Route are also popular.

Ranking	Destination	Travel Interests
1 st	Tokyo	A high number of business travelers visit this area on MICE trips, and
		there is an increasing demand for "bleisure" (business + leisure) trips
		with business travelers taking holidays ranging from a few days to a few
		weeks while on business trips.
2 nd	Kansai	Visitors to this region primarily focus their trips on visiting the cultural
		and historical spots in Kyoto as well as Nara.
3 rd	Hiroshima	Due to the high interest in the history of World War II, many tourists
		visit the Atomic Bomb Dome and the Peace Memorial Museum. Most of
		these travelers choose to visit both the Golden Route as well as
		Hiroshima.
4 th	Chubu	Many people visit this region as a stopover while traveling between
		Narita Airport and Kansai Airport where direct and indirect flights are in
		service. In addition, to many travelers, this region serves as the starting
		point for the Tateyama Kurobe Alpine Route.
5 th	Tateyama	A large number of visitors come here for the snow, in particular the
		Tateyama Kurobe Alpine Route.

As shown above, many Indian tourists are interested in the culture and heritage of Japan. Due to the high level of interest in World War II history, Hiroshima is becoming the second most popular destination next to the Golden Route.

3. Potential for Japan tourism in the Indian market

Travelling to Japan used to be a luxury that only the wealthy could afford. However, with the rapid economic growth and relaxation in the requirements for Japan visa issuance, Japan will soon become a key destination and consequently, there will be an increased need in Japan to provide vegetarian as well as Indian foods so as to cater to this special group of travelers.



Scenes of the "Japan Pavilion"

♦Do you know Japanese Local Foods?

 \sim In Japan, each local area has its own local food that cannot be found in other areas. We will introduce a few of them here \sim

Edo Tokyo Vegetables – A Tradition from the Edo Era-

Is it surprising that there used to be "locally produced vegetables" in the metropolis of Tokyo?

In the Edo era, which started in 1603, Edo (present-day Tokyo) was the center of politics, economy and culture, and the city was the largest in the world at that time, with a population of 1.1 million. People started to grow vegetables to supply them to the residents of Edo. Until about 50 years ago, some vegetables continued to be produced, but today, most farms have disappeared due to urban development.

The famous neighborhood of Shinjuku, which used to be known as "Naito Shinjuku" during the Edo era, was an area that produced pumpkins and chili peppers.

"Naito Pumpkin" has a thicker and creamier texture as compared to regular pumpkins which we have today in Japan, making it more suitable for simmered dish and sweets such as cakes or puddings. "Naito Chili Pepper", with its mild spiciness, rich aroma and strong flavor was loved by Edo people as a premium vegetable at that time.

These vegetables produced in Edo are known as "Edo Tokyo vegetables", and there have been recent movements to preserve that tradition. They are not widely seen in markets as they are not suitable for large scale production. However, there are many restaurants in Tokyo which have Edo Tokyo vegetables on their menus. Stop by and enjoy Edo Tokyo vegetables when you visit Tokyo, so that you can experience the taste of the Edo era.







Naito Chili Pepper

The beautiful Kanmon Straits and it's delicious Octopuses! (City of Kitakyushu)

Kitakyushu City is located in the extreme north of Kyushu island, and has played a role as a gateway to Kyushu from Honshu, the main island of Japan.

Kitakyushu City is surrounded by rich nature such as the sea where one can enjoy fishing and surfing, and the mountains which are covered with various seasonal flowers. Therefore, you can enjoy both the urban and rural lifestyles in Kitakyushu City.



Kanmon Straits

There is a channel between Kitakyushu City and Honshu, named the Kanmon Straits. It has played an important role in transportation between Kyushu and Honshu, as well as witnessed many key moments in Japan's history. There is a pedestrian tunnel under the Kanmon Straits, where visitors are given the rare opportunity to walk across the sea channel. This attraction is popular with both domestic and international tourists.

The Kanmon Straits is very narrow with fast-flowing water, the narrowest point being 650m, with a fastest tidal current of 9.4 knots. The tide flow changes direction four times a day. Therefore, even if large monsters were to appear, they would not be able to stand up in such conditions, and would topple over. (Reference video:

http://www.gururich-kitaq.com/kanmon_movie/en/

↑ Please take a look!)

"Kanmon Straits Octopus" which grow under the fast tide of the Kanmon Straits have short and thick tentacles, with suckers attached up to the ends of their tentacles and their bodies firm and delicious. They are also very nutritious because they live in waters that are rich in food source such as shellfish and crabs. Kanmon Straits Octopus is widely known for producing succulent sweetness that spreads in your mouth – and the more you chew, the better it tastes.



Takosashi (raw octopus)

Kanmon Straits Octopuses are delicious to eat as "*Takosashi* (raw octopus)" and also goes great with fried rice. It is also especially fragrant when cooked in the Spanish 'ajillo' style with garlic and olive oil. Please enjoy Kanmon Straits Octopus in Japanese style, western style, and more!



Takomeshi (fried rice with octopus)