

Proposed Agenda

Morning Session

- 9:30 Presentation of the EU-Japan Centre's activities
9:45 Understanding Japanese Culture in Comparison to European/Italian Culture
10:30 Learning Japanese Business Practices and Tips for Negotiation with Japanese Partners
11:30 Question & Answer
12:45 Lunch Break

Afternoon Session

- 13:30 Presentation on the EPA-related activities (EU-Japan Centre)
13:45 Process for Exporting EU/Italian Agri-food Products to Japan:
1) Preparation of Export at Home Country
2) Import Clearance Process in Japan
3) Distribution Process in Japanese Consumer Market
14:30 Procedures for Exporting EU/Italian Agri-food Products to Japan:
1) Custom Clearance under the Custom Law with the Ministry of Finance of Japan
2) Clearance for Plant and Animal Products under Protection Laws with the Ministry of Agriculture, Fisheries and Forest of Japan
3) Food Sanitation Clearance under Food Sanitation Law with the Ministry of Health, Labour and Welfare of Japan
4) Other Clearances under other Laws with other Ministries
5) Compliance with Food and Labeling Act with the Consumer Affairs Agency, Cabinet Office of Japan
15:30 Planning for Exporting EU/Italian Agri-food Products to Japan:
1) Studying Japanese Market for your Product
2) Selecting your Japanese partner(s)
3) Motivating, Incentivizing and Evaluating your Japanese partner
4) Make Equity Participation and Branding
5) Expanding/Terminating Export to Japan
16:45 Q&A Session