



BPC Network Members



Hong Kong

Signed in March 1988

Hong Kong Trade Development Council

Singapore

Signed in February 1989

Enterprise Singapore

Bangkok

Signed in June 1989

The Thai Chamber of Commerce

Kuala Lumpur

City of Kuala Lumpur (Signed in August 1989)

Malaysia External Trade Development

Manila

Manila City Hall (Signed in October 1989)

Department of Trade & Industry Philippines,
Foreign Trade Service Corps (March 2004)

Jakarta

Signed in April 1990

Jakarta Chamber of Commerce and Industry

Seoul

Signed in September 1992

The Korea Chamber of Commerce and Industry

Shanghai

Signed in July 1995

Shanghai Municipal Commission of Commerce

Ho Chi Minh City

People's Committee of Ho Chi Minh City (Signed in May 1997)

Vietnam Chamber of Commerce and Industry,
Ho Chi Minh City Branch (July 2007)

Mumbai

Signed in May 1998

IMC Chamber of Commerce and Industry

Melbourne

Signed in June 1999

City of Melbourne
Australian Industry Group

Tianjin

Signed in June 2004

Tianjin Municipal Bureau of Commerce

Auckland

Signed in February 2009

Auckland Regional Chamber of Commerce & Industry

Hamburg

Signed in September 2019

Hamburg Chamber of Commerce

BPC is a city partnership in which local governments and economic organizations from member cities take the lead in fostering economic exchange at the private sector level. Through this network, the BPC program aims to support the globalization and revitalization of small and medium-sized enterprises (SMEs) in Osaka, while promoting mutual development through economic exchanges with the BPC partner cities.

CONTACT

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<https://www.linkedin.com/company/ibpc-osaka>



<https://www.bpc.ibpcosaka.or.jp/>

BPC 海外ビジネスサポート

For more information, please visit the
support program page on our website.
(Only available in Japanese)

From Osaka to the World !

We support the development of overseas sales routes for SMEs.



International Business Support

Osaka Business Partner City

What is BPC ?

Since 1988, the Osaka City Government has promoted partnerships with 15 cities, including Osaka, through the Business Partner Cities (BPC) program, forming an economic network originally in the dynamic Asia-Pacific region, with expansion now reaching Europe. (As of April 2024)

- 01 Business Development at Domestic Trade Fair
- 02 Business Matching in Osaka
- 03 Providing International Business Information



Osaka City Government commissioned project "Business Partner Cities Exchange Project"

01 Business Development at Domestic Trade Fair

We support the international business development of Osaka companies through business matchings with exhibiting companies from the BPCs. This support includes arranged business matchings and interpretation services for Osaka companies. Our overseas development supporters offer advice on overcoming challenges to ensure more successful and effective business negotiations.

Support Details

- We provide (online) consultations with overseas development supporters who provide advice for business negotiations with overseas companies, and will conduct follow-up support.
- Free interpretation services during business matching.
- Arranged business matchings with exhibiting overseas companies.



※Example

Requirements

- Your company must have a physical presence in Osaka City. (Head office, branch office, sales office etc.)
- You must be willing to cooperate with surveys and interviews during and after the trade fair for result assessment.

Exhibiting Companies

- Companies from the BPCs
- Environmentally friendly products etc.

Trade Fair in FY2025

LIFESTYLE Week OSAKA

September 24 - 26 (Wed - Fri) Venue: Intex Osaka Field: Lifestyle Products

03 Providing International Business Information

We invite lecturers from BPC regions to share information on the local area or the current state of international economics, and provide firsthand insights from companies that have already expanded overseas. We cover the latest investment environments and provide easy-to-understand explanations of various issues related to trade or investment in target countries and regions.

Exhibition & Business Seminar

Overseas Business EXPO 2025

June 27
Osaka Merchandise Mart (OMM)

Exhibitor Seminar

We will hold a lecture on environmental business related to the Expo theme week, "The Future of the Earth and Biodiversity," at the Overseas Business Expo venue.

Business Seminar

Philippine Business Forum
November 13



※Photo FY2024

※ Program is subject to change. For more information, please visit the support program page on our website. (Only available in Japanese)

Flow of Support Business Development at Domestic Trade Fair

Application to the support program



Prior Support

In consultation with an overseas development supporter we create a plan for building international sales channels.



Business meeting preparations

We provide advice on business strategies that correspond to local market trends.



On-site support

Supporters will be present to promote your products and to facilitate business matching with foreign companies.



Follow-ups

We will discuss follow-up strategies based on your outcomes, and provide advice to achieve concrete results.

Who are our overseas development supporters?

Our overseas development supporters are current and former professionals from business firms, trading companies, manufacturers, and consultants. They possess a wealth of expertise across various genres (regions, products, technologies, etc.) as well as specialized knowledge of trade practices. Supporters provide support tailored to with respect to enterprises' specific needs, from the initial preparation stages for business matching, to on-site support, as well as follow-up meetings.

Advice Areas

- Sales / marketing methods
- Intellectual property and trademark registration
- Product development / improvements
- Various promotional tools
- Local market trends
- Trade / judicial affairs
- On-site support

FAQ



What kind of support do you provide specifically? How long does the support period last?

We provide advice on foreign market trends, sales/marketing methods, various promotional tools, intellectual properties, etc. Overseas development supporters will also be present at the trade fair to provide business matching support. There is a follow-up period for a maximum of 6 months (or until March 31st, 2026) during which advice is giving on items as product improvement, consideration of transaction conditions, business terms, and contract procedures.



What types of companies are eligible for support?

Support from the overseas development supporters is limited to SMEs that have head offices, branch offices, sales offices in Osaka City. Any Osaka-based company can apply for "Business Meetings in Osaka" and the seminars as mentioned at "Providing International Business Information".

※ Eligibility requirements may vary depending on the specific program you are interested in. To ensure you meet the criteria for participation, please contact us for a consultation.

02 Business Matching in Osaka

In collaboration with BPC partner organizations, we organize business meetings for Osaka companies and companies from the BPCs seeking to do business in Osaka. These meetings provide valuable opportunities to expand your network and find new customers, suppliers and business partners.

Business Matchings in FY2025

Tianjin - China Business Matching
May 15

Malaysia Healthcare & Wellness Business Matching
June 25

Thai Beauty & Wellness Products Business Matching
July 8-9

BPC (Business Partner Cities) Business Matching
September 25



※Photo FY2024



※Photo FY2024