



***The 29th General Assembly  
of the Italy - Japan  
Business Group (IJBG)***

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Date : October 23<sup>rd</sup> to 25<sup>th</sup>, 2017

Venue : Hotel Nikko kanazawa

## 29<sup>th</sup> IJBG General Assembly - Program

### October 23<sup>th</sup>, 2017 Excursion tour

13:00	Leave Hotel Nikko Kanazawa
13:30-14:30	Kenrokuen Garden
14:50-15:30	Morihachi – Japanese Sweet Making Experience
16:00	Arrival at Hotel Nikko Kanazawa

### Evening Program Welcome Dinner

17:00	Leave Hotel Nikko Kanazawa
17:15	Arrive at Shiinoki Cultural Complex
17:30	Door Open
18:00-20:00	Welcome Dinner
20:15	Leave Shiinoki Cultural Complex 20:30: arrive at Hotel Nikko Kanazawa

### October 24<sup>th</sup>, 2017 IJBG Assembly (Italian-Japanese simultaneous interpretation) Venue: Hotel Nikko Kanazawa

8:30-9:00	Registration
9:00-9:30	<p>Opening Session</p> <p><b>=Opening Remarks by Co-Chairmans=</b></p> <ul style="list-style-type: none"> <li>- Masami Iijima, IJBG Co-Chairman (Japan)</li> <li>- Mauro Moretti, IJBG Co-Chairman (Italy)</li> </ul> <p><b>=Welcome Speech=</b></p> <ul style="list-style-type: none"> <li>- Masanori Tanimoto, Governor, Ishikawa Prefecture</li> <li>- Susumu Kyuuwa, Chairman, Hokuriku Economic Federation</li> </ul>
9:30-10:50	<p><b>=Political Session=</b></p> <ul style="list-style-type: none"> <li>- Akira Amari, Chairman, Japan-Italy Parliamentary Friendship Association (*Live or Video Letter)</li> <li>- Ivan Scalfarotto, Deputy Minister, Ministry of Economic Development</li> <li>- Shigehiro Tanaka, Director-General, Trade Policy Bureau Ministry of Economy, Trade and Industry</li> <li>- Keiichi Katakami, Ambassador of Japan to Italy</li> <li>- Giorgio Starace, Ambassador of Italy to Japan</li> <li>- Yasukazu Irino, Executive Vice President of JETRO, Japan External Trade Organization</li> <li>- Aristide Martellini, Head of the Trade Promotion Section, Embassy of Italy, Tokyo</li> <li>- Angelo Cicogna, Chief Representative, Representative Office in Japan, Banca d'Italia</li> </ul>
10:50-11:05	coffee break

<p><b>11:05-12:25</b></p>	<p><b>Panel 1: New Technology and Innovation</b>  Moderator: Akira Nakaminato, Principal Executive Adviser, Mitsui &amp; Co. Global Strategic Studies Institute</p> <ul style="list-style-type: none"> <li>- Marco Zoli, Chairman, Marposs Japan</li> <li>- Toshiyuki Kondo, Vice President and General Manager, Member of the Board, Manufacturing Division, ACM Technology &amp; Production, Toray Industries, Inc.</li> <li>- Pier Francesco Rimbott, Chairman, Infrastrutture SPA</li> <li>- Kensuke Kitani, Chief Executive Officer, Shimabun Corporation</li> <li>- Daniele Alzetta, Head of Region - North East Asia, Global Commercial Sales, Leonardo Helicopters</li> <li>- Nobutou Minegishi, Corporate Executive Officer, Department Manager, Environmental Survey Dept., Institute of Environmental Informatics, Idea Consultants, Inc.</li> <li>- Giuseppe Aurisicchio, Executive Manager, MERMEC Japan, an ANGEL Company</li> </ul>
<p><b>12:25-13:20</b></p>	<p>lunch</p>
<p><b>13:20-14:30</b></p>	<p><b>Panel 2: Food and Agriculture</b>  Moderator: Kyuta Asada, President, Asadaya Co., Ltd.</p> <ul style="list-style-type: none"> <li>- Daisuke Nakatomi, Director, Industrial Division, Ishikawa Prefectural Government</li> <li>- Massimo Comparini, CEO, E-GEOS</li> <li>- Hideki Obata, General Manager, Food &amp; Agri Business Planning Division, The Norinchukin Bank (The Central Co-operative Bank of Japan for Agriculture, Forestry and Fishery)</li> <li>- Antony Strianese, President, Barilla Japan KK</li> <li>- Yutaka Matsui, Director/Sales General Manager, Monte Bussan K.K.</li> <li>- Irene Zancanaro, Acting Director, Federalimentare</li> </ul>
<p><b>14:30-14:45</b></p>	<p>coffee break</p>
<p><b>14:45-15:55</b></p>	<p><b>Panel 3: Manufacturing (Transport/Machinery/Industrial Design)</b>  Moderator: Akira Kobayashi, Columnist / Senior Staff Writer, NIKKEI (Nihon Keizai Shimbun)</p> <ul style="list-style-type: none"> <li>- Toru Suehiro, Chief Director, JETRO Kanazawa, Japan External Trade Organization (JETRO)</li> <li>- Barbara Morgante, Chief Governance Officer for foreign group subsidiaries, Italian State Railways</li> <li>- Andrea Boragno, Chairman &amp; CEO, Alcantara SPA</li> <li>- Naoyuki Matsumura, Deputy Head, Overseas Sales &amp; Marketing Headquarters, Mitsubishi Logisnext Co., Ltd.</li> <li>- Atsushi Oi, President, Japan Institute of Design Promotion – JDP</li> <li>- Alex Terzariol, Industrial designer, General Manager of MM Design, ADI Executive Board Member</li> </ul> <p>MOU exchange ceremony between JDP and ADI</p>
<p><b>15:55-17:05</b></p>	<p><b>Panel 4: Investment &amp; Banking</b>  Moderator: Kaneyuki Iseda, Managing Director, Head of Italy, The Bank of Tokyo-Mitsubishi UFJ, Ltd.</p> <ul style="list-style-type: none"> <li>- Luigi Boggio, Chairman, Studio Torta</li> <li>- Takeshi Shimojo, General Manager Milan Branch, Mizuho Bank, Ltd.</li> <li>- Francesco Tilli, Head Public Affairs, Simest SPA</li> <li>- Takeshi Imatoki, Chairman and Branch Manager, Headquarters, Nomura International plc Italian Branch</li> <li>- Hitoshi Seki, Financial Advisor, Italian Foreign Direct Investment Desk</li> <li>- Junji Irie, Manager, Japanese Service Group, Deloitte Italy S.p.A.</li> </ul>

<b>17:05-17:25</b>	<b>Annex Panel: Tourism</b> - Noriyuki Kamide, Director, Tourism Policy Section, Kanazawa City Hall - Mauro Moretti, President of Fondazione FS Italiane, Italian Railways Foundation
<b>17:25-17:35</b>	Prize Umberto Agnelli
<b>17:35-17:45</b>	<b>Final Speech</b> - Mauro Moretti, IJBG Co-Chairman (Italy) - Masami Iijima, IJBG Co-Chairman (Japan)
<b>17:45-17:55</b>	<b>Press Conference By Co-Chairmans</b>
<b>18:00</b>	<b>Farewell Dinner Leave Hotel Nikko Kanazawa by bus</b>
<b>18:45-20:15</b>	<b>Farewell Dinner Venue: Tsujike Teien</b>
<b>20:10 20:20 20:30</b>	<b>Leave Tsujike Teien</b> 20:30: arrive at JR Kanazawa Station ⇒ 20:40: Hotel Nikko Kanazawa 20:40: arrive at JR Kanazawa Station ⇒ 20:50: Hotel Nikko Kanazawa 20:50: arrive at JR Kanazawa Station ⇒ 21:00: Hotel Nikko Kanazawa

## October 25<sup>th</sup>, 2017 Industry Visit at Kanazawa

<b>8:30</b>	<b>Leave Hotel Nikko Kanazawa</b>
<b>9:00-10:15</b>	<b>Shibuya Kogyo Co., Ltd.</b>
<b>10:45-12:00</b>	<b>Hakuichi Co., Ltd.</b>
<b>12:30</b>	<b>Arrival at Hotel Nikko Kanazawa</b>

# P o l i t i c a l



IJBG 日本側会長  
Chairman, IJBG in Japan  
**飯島 彰己**  
**Masami Iijima**



Chairman, IJBG in Italy  
**Mauro Moretti**



石川県 知事  
Governor, Ishikawa  
Prefecture  
**谷本 正憲**  
**Masanori Tanimoto**



北陸経済連合会 会長  
Chairman, Hokuriku Economic  
Federation  
**久和 進**  
**Susumu Kyuuwa**



日伊友好議員連盟会長  
Chairman, Japan-Italy  
Parliamentary Friendship  
Association  
**甘利 明**  
**Akira Amari**



Deputy Minister, Ministry of  
Economic Development  
**Ivan Scalfarotto**



経済産業省・通商政策局長  
Director-General, Trade Policy  
Bureau  
Ministry of Economy, Trade  
and Industry  
**田中 繁広**  
**Shigehiro Tanaka**



駐イタリア日本国特命全権大使  
Ambassador of Japan to  
Italy  
**片上 慶一**  
**Keiichi Katakami**



Ambassador of Italy to  
Japan  
**Giorgio Starace**



日本貿易振興機構（ジェトロ）  
理事  
Executive Vice President  
of JETRO, Japan External  
Trade Organization  
**入野 泰一**  
**Yasukazu Irino**



Head of the Trade  
Promotion Section,  
Embassy of Italy, Tokyo  
**Aristide Martellini**



Chief Representative,  
Representative Office in  
Japan, Banca d'Italia  
**Angelo Cicogna**

## Panel 1 : New Technology and Innovation



### moderator

株式会社三井物産戦略研究所 特別顧問  
Principal Executive Advisor, Mitsui & Co. Global Strategic Studies Institute  
**中湊 晃 Akira NAKAMINATO**



東レ株式会社 取締役 生産本部（複合材料技術・生産、ACM 技術部）担当  
Vice President and General Manager, Member of the Board Manufacturing Division  
ACM Technology & Production, Toray Industries, Inc.  
**近藤 敏行 Toshiyuki Kondo**

This presentation will introduce the outline of TORAY's subsidiaries in Italy in the first part, and will describe our R&D activities in Hokuriku area in the latter part.

TORAY's R&D activities of Advanced Composite Materials (ACM) in Hokuriku area have been performed with the public technical centers and institutes in each prefecture. However, in 2009 in Ishikawa prefecture, a consortium named "Ishikawa Carbon Fiber Cluster" was organized by the regional industries (mainly SMEs) to initiate R&D activities of ACM to create new business opportunities, and the local government decided to offer support. The activities of this cluster expanded rapidly and lead to the establishment of the Innovative Composites Center (ICC) in the Kanazawa Institute of Technology (KIT), in 2014. Under the strong Industry/Academia/Government cooperation, numerous R&D projects are in progress at ICC, and TORAY is participating in one of the projects related to developing construction applications. In addition, TORAY is working on Fukui prefecture's project as well.



株式会社シマブンコーポレーション 代表取締役 社長執行役員  
Chief Executive Officer, SHIMABUN Corporation  
**木谷 謙介 Kensuke Kitani**

Development of Health Monitoring System for Workers

It is always the top priority for manufacturing sector to ensure safety and security of workers. Safety in Japanese manufacturing sector is already at a high level, thanks to safety measures such as employee education and facility investment. However, according to the statistics, the number of accidents in Japanese manufacturing sector has not decreased for the last ten years. We assume that traditional safety measures have reached the limit, and we need a new approach to improve safety in work place. Therefore, Shimabun is now working on the development of health monitoring system for each worker as a new measure for safety. We believe we can make work place safer and more secured with our system.



いであ株式会社 国土環境研究所 環境調査部 執行役員 環境調査部 部長  
Environmental Survey Department,  
Institute of Environmental Informatics, Corporate Executive Officer,  
Department Manager of Environmental Survey Department, IDEA Consultant, Inc  
**峯岸 宣遠 Nobutou Minegishi**

IDEA Consultants, Inc. is an integrated consulting firm on infrastructure development and environmental conservation. To contribute to the sustainable development of a safe, secure and comfortable society, and the conservation of a sound and bountiful environment, we cope with the social needs by using our diversified and integrated technology.

In this presentation, we would like to introduce the latest technology of Japan and our company in the field of marine survey, in which we have accumulated experiences in over many years: the submarine three-dimensional measurement technology.

## Panel 2 : Food and Agriculture



### moderator

(株) 浅田屋 代表取締役社長  
President, Asadaya Co., Ltd.  
浅田 久太 Kyuta Asada



石川県庁 商工労働部産業政策課 課長  
Ishikawa Prefectural Government  
中富 大輔 Daisuke Nakatomi

The Ishikawa Prefectural Government will present on efforts related to food and agriculture in Ishikawa. Ishikawa has undertaken a variety of initiatives to promote Ishikawa's food culture abroad, including the promotional event "Taste of Ishikawa", which was held in New York in the United States, Singapore, and Milan, Italy, where we also took the opportunity to introduce Ishikawa's food culture to greater Europe. As for agriculture, in June of 2011 the Noto Peninsula's unique Satoyama-Satoumi agricultural zone was designated as a Globally Important Agricultural Heritage System, and since then the Prefecture has worked to support collaboration between the agriculture, forestry, and manufacturing industries, which we will present about today.



農林中央金庫 営業企画部 部長  
General Manager, Food & Agri Business Planning Division, The Norinchukin Bank  
小畑 秀樹 Hideki Obata

We Norinchukin aim to become a "Leading bank that supports the agriculture, fishery and forestry industries, food production and consumption, and the daily lives of local communities". Through coordinating solutions to issues at various points of food value chain, ranging from crop production, processing, distribution and consumption, we would like to further contribute to turning the agriculture, fishery and forestry industries into growth industries, as well as the development of customers. I will introduce our activities which include acquiring export platforms for Japanese agricultural and fishery produce, revitalizing earthquake-afflicted growers, ICT introduction projects to improve productivity, and Japanese food export promotion such as organizing international trade fairs.



モンテ物産株式会社 取締役営業本部長  
KK Director/Sales General Manager, Monte Bussan  
松井 裕 Yutaka Matsui

Monte Bussan KK has been introducing Italian food culture and Italian culture itself through food and wine import since 1977. In the end of 1970's, Italian cuisine was not recognized well yet. But nowadays, it gets appreciated and developed deeper and deeper. Taking this occasion, we'd like to share our experience and our role in these changing market as the leader of Italian foods and wines importer with you.



**m o d e r a t o r**

日本経済新聞 編集局 編集委員室 編集委員  
Columnist / Senior Staff Writer, Editorial Bureau / Senior Staff Writers Group,  
NIKKEI (Nihon Keizai Shimbun)  
**小林明 Akira KOBAYASHI**



日本貿易振興機構 (JETRO) 金沢貿易情報センター 所長  
Chief Director, JETRO Kanazawa, Japan External Trade Organization (JETRO)  
**末廣 徹 Toru Suehiro**

Hokuriku district is an area that has achieved its own unique industrial development through its climate and the promotion of handicraft by the Kaga Domain. Particularly the handicraft industry has succeeded its traditions for several hundred years to the present day. There is great potential for new products to be created through a fusion of Hokuriku's traditional handicrafts and Italian designs. JETRO is an organization tasked with helping Japanese and overseas companies collaborate across borders and providing business opportunities to such companies. I would like to illustrate how JETRO has been involved in forming business between Italy and Japan.



三菱ロジスネクスト 海外営業副本部長  
Deputy Head, Overseas Sales & Marketing Headquarter, Mitsubishi Nichiyu Forklift Co., Ltd.  
**松村直之 Naoyuki Matsumura**

Mitsubishi logisnext was established on 1st October, 2017, integrating Nichiyu Mitsubishi Forklift and Unicarrier, as one of the MHI group companies. The turnover of new company is in a position of no. 3 in the world. We will catch up with the global leader Toyota, and no. 2 Kion (Linde etc.)

Our brands and products  
We design, produce and sell with 4 brands, which are Mitsubishi, Caterpillar, Rocla and Unicarrier. The main products are engine type forklift, electric type forklift, warehouse equipment and automatic guided forklift etc.

Distribution network in Italy  
We have sales and service network for each brand  
For Mitsubishi brand, Degrocar, which main office is in Arzignano.  
For Caterpillar brand, CGM, which main office is in Bologna.  
For Unicarrier brand, LCE, which main office is in Bologna.

Italy is the third largest forklift market in Europe, and 92% is electric type forklift and warehouse equipment. Our market share is 5%.



公益財団法人 日本デザイン振興協会 理事長  
President, Japan Institute of Design Promotion  
**大井 篤 Atsushi Oi**

The Japan Design Promotion Organization (JDP) has developed a variety of design promotion business globally, including the Good Design Award, which is the core business. In recent years, the area of design has expanded, and the power of design is drawing attention for many people. In particular, it is expected to solve various social issues using design. In addition to introducing focused issues at the Good Design Award, we will realize the design's ability to solve social issues through the recent Good Design Award winning work.

## Panel 4 : Investment & Banking



**m o d e r a t o r**

株式会社三菱東京 UFJ 銀行 ミラノ支店 支店長  
Managing Director, Head of Italy, Milano Branch, The Bank of Tokyo-Mitsubishi UFJ, Ltd.  
**伊勢田 兼之 Kaneyuki Iseda**



みずほ銀行 ミラノ支店 支店長  
General Manager, Milan Branch, Mizuho Bank, Ltd.  
**下條 剛史 Takeshi Shimojo**

Mizuho Bank., Ltd. -Milan branch has 10-year-history with corporate customers, in the fields of not only deposits, loans, guarantees, trade finance, remittance and foreign exchanges, but also investment to Asian countries. Nowadays, the trend of foreign direct investment is on the increase, especially for European companies (40%). During the presentation, we will show the trends, issues and solutions for investment in Japan including specific examples.



野村インターナショナルイタリア支店 本部 会長兼支店長  
Chairman and Branch Manager, Headquarters, Nomura International plc Italian Branch  
**今時 剛 Takeshi Imatoki**

Mr Takeshi Imatoki will provide an overview of the business relation and activities between Italy and Asia, with a particular focus on Japan. Over the last few years, we have witnessed a strengthening of the cross-border activity, with Asian investors in '14-'16 pursuing acquisitions for volumes almost 9 times higher than in the '11-'13 period . Continuously improving Italian macroeconomic conditions, coupled with soaring business confidence, could further boost these trends in the upcoming years. Nomura, leading Japanese investment bank, has a consolidated Italian franchise, with a strong track-record of executed transactions over the last years



デロイトイタリア 日系企業サービスグループ マネージャー  
Manager, Japanese Services Group, Deloitte Italy S.p.A.  
**入江 純二 Junji Irie**

In recent years, M&A deals have been increasing globally, and this trend has also been seen in Italy. Companies acquire businesses in order to enhance their corporate value by generating various outcomes; have all companies generated these expected outcomes from their acquisitions? Post Merger Integration ("PMI") is recognized as one of the most important processes in order to generate these expected outcomes. Although PMI generally covers a lot of areas in corporations, this presentation introduces some key success factors of PMI between Italian companies and Japanese companies in Italy based on our experience.

## Annex Panel Tourism



金沢市 経済局 営業戦略部 観光政策課 課長  
Director, Tourism Policy Section, Kanazawa City Hall  
**上出 憲之 Noriyuki KAMIDE**

## Panel 1 : New Technology and Innovation



Chairman, Marposs Japan  
**Marco Zoli**



Chairman, Infrastrutture SPA  
**Pier Francesco Rimbotti**



Head of Region -North East  
Asia, Global Commercial  
Sales, Leonardo  
Helicopters  
**Daniele Alzetta**



Executive Manager, MERMEC  
Japan, an ANGEL Company  
**Giuseppe Aurisicchio**

## Panel 2 : Food and Agriculture



CEO, E-GEOS  
**Massimo Comparini**



President, Barilla Japan KK  
**Antony Strianese**



Acting Director,  
Federalimentare  
**Irene Zancanaro**

## Panel 3 : Manufacturing (Transport/Machinery/Industrial Design)



Chief Governance  
Officer for foreign group  
subsidiaries, Italian State  
Railways  
**Barbara Morgante**



Chairman & CEO, Alcantara  
SPA  
**Andrea Boragno**



Industrial designer, General  
Manager of MM Design,  
ADI Executive Board  
Member  
**Alex Terzariol**

## Panel 4 : Investment & Banking



Chairman, Studio Torta  
**Luigi Boggio**



Head Public Affairs, Simest  
SPA  
**Francesco Tilli**



Manager, Italian Foreign  
Investment Desk, Embassy  
of Italy - Trade Promotion  
Section  
**Hitoshi Seki**

## Annex Panel Tourism



President of Fondazione FS  
Italiane,  
Italian Railways Foundation  
**Mauro Moretti**

