

28th General Assembly of the Italy-Japan Business Group (IJBG)

Milan, Royal Palace – November 25th, 2016

Joint Statement (English Translation)

1. Preface

The 28th General Assembly of the Italy-Japan Business Group (IJBG) was held in Milan, in Lombardy, a Region where the Italian and Japanese business community already work together and have had the opportunity to strengthen their collaboration.

IJBG is an invaluable and effective binational organization dedicated to promoting cooperation between Italian and Japanese industry, and has been recognized for its important role by the governments of both countries.

IJBG will continue to operate as an important bilateral cooperative economic organization with the aim of resolving common challenges facing Italy and Japan.

2. General Assembly

IJBG held its 28th General Assembly meeting in Milan, on November 25th, 2016.

Finmeccanica CEO Mauro Moretti and Mitsui & Co. Chairman Masami Iijima served as joint chairmen of the General Assembly, which provided Italian and Japanese business leaders the opportunity to meet in person.

Public and private sector representatives from both countries made welcome addresses and opening remarks at the event.

Welcome address

- **Mr. Mauro Moretti** *Chairman, IJBG in Italy*
- **Mr. Masami Iijima** *Chairman, IJBG in Japan*

- **Mr. Giovanni Brugnoli** *Vice President of Confindustria*
- **Mrs. Cristina Tajani** *Productivity Activity Assessor of Milan City Hall Cooperation*

Ministerial session

- **Mr. Benedetto Della Vedova** *Vice-Minister of Foreign Affairs and International*
- **Mr. Hirofumi Katase** *Vice Minister for International Affairs, Minister of Economy Trade and Industry*

Political session

- **Mr. Akira Amari (Video letter)** *Chairman of Japan-Italy Parliamentary Friendship Association*
- **H.E. Domenico Giorgi** *Ambassador of Italy to Japan*
- **H.E. Kazuyoshi Umemoto** *Ambassador of Japan to Italy*
- **Mr. Michele Scannavini** *President of Italian Trade Agency*
- **Mr. Koji Yonetani** *Executive Vice President of JETRO, Japan External Trade Organization*

Industrial Section

- **Mr. Vincenzo Boccia** *President, Confindustria*

3. Summary and Recommendations

IJBG was united in recognizing the importance of greater development of bilateral relations between the two countries, and in its goal of further expansion by promoting joint enterprise and collaborative efforts among businesses and organizations. The Assembly served to deepen mutual understanding, especially concerning transportation, machinery, aerospace and designing.

IJBG would like to realize its goal of attaining a comprehensive and high-level agreement regarding the Japan-EU Economic Partnership Agreement (EPA) negotiations currently underway. IJBG is firmly calling for the Japanese government and European Union to accelerate negotiations to reach an urgent and all-encompassing solution.

Additionally, in the year of 150th Anniversary of Diplomatic relationship between Italy and



Japan, IJBG was once again reminded of the increased potential for business between the two countries in a variety of business sectors.

This year's panel discussion featured participants from large, small and medium enterprises. In fact, IJBG recognizes that in addition to large firms, small and medium enterprises also have an important role to fulfill in strengthening economic relations between Japan and Italy. IJBG is united in its pursuit of greater participation of such enterprises and for this aim the choice of the City of Milan was very pertinent.

This year four important areas have been analysed and discussed: Transportation, Machinery, Aerospace, and Designing, as follows.

Panel 1: Transportation

The discussion centered on both countries railroad and highway sectors.

From Italian side, Ferrovie dello Stato Group has illustrated its vision as champion of integrated mobility solutions and his strategy of international development.

MERMEC has illustrated the digitalization process in the rail industry. A concept that MERMEC has already implemented virtualizing automatically all the Rail Assets and shifting to new paradigms for Rail Infrastructure Diagnostics based on the Internet of Things approach.

Finally Atlantia has highlighted some of the challenges and opportunities arising from the digital transformation of the transportation industry and the potential evolution of traditional mobility patterns.

From Japanese side, Hitachi highlighted the business alliance between Hitachi and Hitachi Rail Italy/Ansaldo STS as a model for Japan-Italy industrial cooperation in the global context. Mitsui Rail Capital Europe (MRCE) highlighted MRCE, as a market leader, contributes to the growth of European railway industry, cross border rail transportation, using its full-service function and lease of various type of cross-border locomotives.

Moderator

- Mr. Giorgio Santilli *Editor in chief "Il Sole 24 ORE", Head of Rome bureau*

Panelists

- Mr. Renato Mazzoncini *CEO and Managing Director, Ferrovie dello Stato Italiane Group*
- Mr. Yasuo Tanabe *Senior Vice President and Executive Officer, Hitachi, Ltd.*
- Mr. Junichi Kondo *CEO, Mitsui Rail Capital Europe B. V.*
- Mr. Andrea Certo *CEO, MERMEC*
- Mr. Livio Fenati *Head of Global Corporate Development, Atlantia*
- Mr. Hiroshi Kawamura *Suzuki Italia S.p.a.*

Panel 2: Machinery

This panel is a magnifier of a presentation and discussion on Machinery and their evolution towards the mechatronics.

The mechatronic cluster of MESAP has presented several success stories of R&D projects for production processes, for biotechnology, for railway and for food & agriculture exploiting mechatronic technologies leading to the new paradigm for INDUSTRY 4.0

Furthermore, the Security & Information Systems Division of Leonardo-Finmeccanica, has presented the perspective of a major industrial Company regarding the Industry 4.0 revolution, that is creating new significant opportunities for Enterprises and Nations. In particular, the Digital Transformation will require a new attention to security and resilience in the cyber space, in order to guarantee continuity and performance.

Toray group expressed that they are going to continuously invest their management resources such as advanced technologies / cutting-edge materials in order to bring added value to European market.

Finally Marposs, worldwide leader in metrology and process control, with a strong presence in Japan, has shown how the application of its sensors and the implementation of new technologies can help the manufacturing industry to move towards the 4th industrial revolution.

Moderator

- Mr. Ferruccio Resta *Director of Mechanical Department of Milan Polytechnic*

Panelists

- Mr. Giuseppe Sceusi *President Marposs Italy Spa*
- Mr. Toyohiro Goto *Yanmar R & D Europe SRL*
- Mr. Andrea Biraghi *Managing Director, Leonardo-Finmeccanica Security and Information System*
- Mr. Masanori Kumada *President, Composite Materials (Italy) S.r.l.*
- Mr. Guido Colombo *CEO, Orchestra Srl – Steering Committee MESAP Member*
- Mr. Haruki Mori *Shima Seki Italia S.p.a.*

Panel 3: Aerospace

The President of Italian Space Agency (ASI), Prof. Roberto Battiston, and General Manager of the Japan Aerospace Exploration Agency (JAXA) Paris Office, Mr. Yoshio Toukaku, have announced an important agreement signed today by the two Space Agencies regarding the bilateral cooperation on Disaster Risk Management through the joint data use of Italian COSMO-SkyMed constellation radar satellites and the Japanese radar satellite ALOS-2.”

The Helicopter division of Leonardo-Finmeccanica has highlighted its long standing presence in Japan, emphasizing its partnership with Japanese industry and presented the new frontiers in helicopter development, including both RUAV (Rotocraft Ummanned Air Vehicle) and Tilt Rotor Aircraft programmes.

Mitsui Bussan Aerospace presented its roles of marketing and sales in the helicopter and defense areas and emphasized further business opportunities and contributions to society by bridging strength of Italy and Japan.

Leonardo-Finmeccanica Aircraft Division has introduced the theme of Unmanned Aircraft Systems and their Integration into Civil Airspace, as technology challenge and business opportunity.

Finally Avio has presented some of the work carried out with ASI and JAXA in the domain of liquid propulsion and is interested in the latest developments of Japanese microsatellites constellations for LEO.

Moderator

- Mr. Roberto Battiston *President of ASI (Italian Space Agency)*

Panelists

- Mr. Daniele Romiti *EManaging Director, Leonardo-Finmeccanica Helicopter Division*
- Mr. Yoshiharu Uchida *Presidente, Mitsui Bussan Aerospace Co., Ltd*
- Mr. Giulio Ranzo *CEO, Avio Spa*
- Mr. Yoshihisa Kumagai *President, Mitsubishi Aircraft Corporation Europe B.V.*
- Mr. Simone Duranti *Manager European MALERPAS – Leonardo-Finmeccanica Aircraft Division*
- Mr. Yoshio Toukaku *General Manager of Paris Office, Japan Aerospace Exploration Agency*

Panel 4: Designing

In the designing session the Italian side has illustrated different aspect of this discipline and how it can applied in different applications.

In the automotive field , in some future scenarios, FCA has illustrate how the designing of a new car shall take in consideration three important different requirement, such as safety comfort and stile, along with the observation of some major evolutions of the urban space and the users' habitat and needs.

Japan Institute of Design Promotion(JDP) highlighted design-driven social solutions and importance of further collaboration and cooperation of two coutries in the field of design. The Italian Designing Association (ADI) has illustrated how the Italian design came out as the result of a fruitful meeting between entrepreneurs and designers, creating a mindstyle that combine the technological approach with the humanistic.

Alcantara pointed out that 'made in Italy' and continuous communication with designers community are the key values of high end material.

Finally, the IJBG General Assembly has been the right theater where the main Japanese Trading Companies have met and appreciated the "Club degli Orafi" (The Goldsmith's Club), a 36 years old association of jewelries chain enterprises able to create masterpieces full of Italian excellences values such as style, craftsmanship, culture and creativity obtained with



deep research and long experience.

Moderator

- Mr. Francesco Zurlo *Deputy Dean, School of Design, Milan Polytechnic*

Panelist

- Mr. Roberto Giolito *FCA – EMEA Region Head of Heritage*
- Mr. Atsushi Oi *President, Japan Institute of design Promotion*
- Mr. Alex Terzariol *Executive Board Member of ADI (Industrial design Association)*
- Mr. Ryuji Hayashi *Director, Alcantara Spa*
- Mr. Gabriele Aprea *President, The Goldsmith's Club*
- Mr. Mitsuru Saito *CEO, Yagi Tsusho Europe srl*