

# Space.Japan Application form

to be co-sponsored for the virtual session at

## Aeromart Nagoya 2021

(12-14 October 2021, online<sup>1</sup>)

**Space.Japan invites European SMEs to apply for co-sponsorship to the virtual session at Aeromart Nagoya 2021**

(offer limited to 5 SMEs with the most relevant profiles, see conditions below for details)

Target	Priority segments	Benefits
EU SMEs <sup>2</sup> interested in accessing the Japanese Space Market	<ol style="list-style-type: none"> <li>Space engineering suppliers and Space hardware producers for Aeronautics</li> <li>Innovative Space applications for Sustainable Aeronautics, Advanced Materials, Automation and Unmanned Aircraft</li> </ol>	<ul style="list-style-type: none"> <li>Connect with potential Japanese partners online</li> <li>Set up your own virtual booth package with arranged B2B meetings</li> <li>Network at the Conference (12 October)</li> </ul>

Space.Japan intends to recruit and select 5 European SMEs supplying engineering and space hardware for applications in aeronautics. Space.Japan will co-sponsor each successfully selected SME up to 90% of the cost to participate in the virtual session of the **Aeromart Nagoya 2021** trade fair (<https://www.aeromartnagoya.com/index.php/en/>) which will take place from 12 to 14 October 2021 (selected SMEs will be asked to co-sponsor a contribution of 152 EUR to confirm their participation). Selected SMEs will gain access to their own virtual booth, conference, workshops and the B2B matchmaking at the trade fair<sup>1</sup>.

<sup>1</sup> While "Aeromart Nagoya 2021" is held in hybrid format, participants selected and supported by Space.Japan/the EU-Japan Centre will gain access to the virtual session of the trade fair only. Space.Japan/The EU-Japan Centre will sponsor 90% of the base cost for the "Virtual Meeting Agenda" package at Aeromart 2021 (priced at 1,900 EUR, reference: [https://www.aeromartnagoya.com/images/downloads/Booking\\_form\\_Aeromart\\_Nagoya\\_2021-EN.pdf](https://www.aeromartnagoya.com/images/downloads/Booking_form_Aeromart_Nagoya_2021-EN.pdf)). Successful EU applicants will be notified of their selection for the sponsorship in writing (by Space.Japan and the EU-Japan Centre for Industrial Cooperation) shortly after the Deadline for Application. Selected SMEs will be asked to co-sponsor a contribution of 152 EUR to confirm their participation.

<sup>2</sup> EU definition of SME (Small and Medium-sized Enterprise): [https://ec.europa.eu/growth/smes/sme-definition\\_en](https://ec.europa.eu/growth/smes/sme-definition_en)

### Eligibility

To be shortlisted, applicants must satisfy the eligibility requirements below. Please check the following boxes below before you start filling the form (all fields are **mandatory**):

- My company is a small and medium-sized enterprise (SME) headquartered in one of the 27 EU Member States, or in the U.K., or in countries participating in the COSME Programme.<sup>3</sup>
- I am a national from one of the above-mentioned countries, I am 20 years old or older, and I work in a management position.
- I am able to communicate in **English** in a business environment.
- My company is active in one or several "priority segments" listed above, targeted by Aeromart Nagoya 2021.
- My company is actively seeking business/innovation collaboration with Japan in the above listed priority segments.

<sup>3</sup> Albania, Bosnia and Herzegovina, Iceland, Kosovo, Montenegro, North Macedonia, Serbia and Turkey: [https://ec.europa.eu/research/participants/data/ref/other\\_eu\\_prog/cosme/legal/3rd-country-participation\\_en.pdf](https://ec.europa.eu/research/participants/data/ref/other_eu_prog/cosme/legal/3rd-country-participation_en.pdf)

### How to apply

To be selected, applicants must fill in and submit the form to:

[spacejapan@eu-japan.or.jp](mailto:spacejapan@eu-japan.or.jp) with a **Deadline for Application** set to **Friday 17 September 2021**.

Results of the shortlisting will be announced within 1 week after the deadline for application.

For any questions about Space.Japan, Aeromart Nagoya, or how to fill in this form, contact Space.Japan (Fabrizio Mura or Luca Escoffier tel: +81 (0)3 6408 0281 e-mail: [SpaceJapan@eu-japan.or.jp](mailto:SpaceJapan@eu-japan.or.jp)).

**Applicant's profile and description of the company**

**(All fields are mandatory - All information filled in the form will be treated confidentially and for internal use only)**

<b>Company Name</b>	<b>City</b>	<b>Country</b>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Street</b>	<b>Postal Code</b>	
<input type="text"/>	<input type="text"/>	
<b>Company's website</b>	<b>Full Name of Contact Person ("the applicant")</b>	
<input type="text"/>	<input type="text"/>	
<b>Position in the company</b>	<b>Telephone</b>	<b>Fax</b>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<b>E-mail of the Contact Person</b>	
<input type="text"/>	<input type="text"/>	

**Year established:**

**Turnover in million Euro:**

- |                                      |                                        |
|--------------------------------------|----------------------------------------|
| <input type="checkbox"/> < 1 million | <input type="checkbox"/> 1 to 10       |
| <input type="checkbox"/> 10 to 20    | <input type="checkbox"/> 20 to 50      |
| <input type="checkbox"/> 50 to 100   | <input type="checkbox"/> 100 to 250    |
| <input type="checkbox"/> 250 to 500  | <input type="checkbox"/> > 500 Million |

**Size and type of organization:**

- |                                                   |
|---------------------------------------------------|
| <input type="checkbox"/> Industry: < 10 employees |
| <input type="checkbox"/> Industry: 10 – 49        |
| <input type="checkbox"/> Industry: 50 – 249       |

**Briefly describe the product or service that your company wishes to promote during the event**

Clearly describe your company, as well as your product / service / value proposition you wish to introduce at Aeromart Nagoya 2021, (note: eligible companies must fall within the **priority business segments** of 1) space engineering suppliers and Space hardware producers for Aeronautics; 2) developers of Innovative Space applications for Sustainable Aeronautics, Advanced Materials, Automation and Unmanned Aircraft).

Describe the unique and innovative aspects, economic advantages / benefits of your product / service / value proposition: clearly explain and justify your match with the priority business segments mentioned above.

Explain your company's prior market experience in Asia / Japan (if relevant): what product / service did your company introduce? If applicable, mention experience with Japanese market/Japanese partners.

**The product/service that you describe must be manufactured, produced or developed by your own company.**

(maximum 200 words)

## Explain why you believe your SME should be selected for the online sponsorship at Aeromart Nagoya 2021

Explain why your company is interested in connecting with a Japanese partner in the context of Aeromart Nagoya 2021: what would be your concrete project, and expected benefits? What are you looking for: technology, capital, equipment, investment, etc?

Explain why your offer and your expertise would appeal to potential Japanese partners or investors.

Provide additional product / project information (copy/paste pictures) or supply a URL describing your project / product / service, possibly with a catalogue.

(maximum 200 words)

Please let us know below how you heard about the event:

N.B. :filing the present application form does not automatically warrant selection and sponsorship to the event advertised in page 1 of this application. Valid applications will be ranked against eligibility, relevance of business case, quality of draft, justification and interest to participate in the event as well as potential for successful match with Japanese companies.

**Check this box to agree to the terms of application:**

"By submitting this form, applicants declare that the information provided herein is accurate and correct. Incomplete application forms, omissions or mistakes in the information provided by the applicant will result in an invalid application and will not be eligible for participation to the invitation for sponsorship to Aeromart Nagoya 2021. Duly completed application forms will receive an acknowledgement of registration which validates their entry to the pre-selection process, with no guarantee to participate in the event if not successful at the end of the selection process. Furthermore, applicants who are selected to be supported for Aeromart Nagoya 2021 pledge to actively contribute with their time and commit resources to supply information at the request of the team in charge of preparing the event".

Submit the completed form to [spacejapan@eu-japan.or.jp](mailto:spacejapan@eu-japan.or.jp) before **Friday 17 September 2021**

### TERMS AND CONDITIONS

#### Disclaimer

In no event will Space.Japan or the EU-Japan Centre for Industrial Cooperation be liable for any advice or information given by the organisers of the Aeromart Nagoya 2021 trade fair. In no event will Space.Japan or the EU-Japan Centre for Industrial Cooperation be liable for any direct, indirect, special, incidental, punitive, exemplary, consequential or subsequent damages or any loss of business or profits, regardless of legal theory, whether or not Space.Japan or the EU-Japan Centre for Industrial Cooperation have been warned of the possibility of such damages, for the use, non-use or omission of any information or advice provided by the Aeromart Nagoya 2021 trade fair.

#### Confidentiality

Selected candidates will receive an invitation-only access to the B2B matchmaking service of the Aeromart Nagoya 2021 trade fair that must be kept confidential. Selected candidates have the duty to keep all information received from the Aeromart Nagoya 2021 trade fair confidential unless otherwise stated by the organisers of the Aeromart Nagoya 2021 trade fair. Space.Japan and the EU-Japan Centre for Industrial Cooperation will keep confidential all information provided by the candidates for the application.

#### Copyright

Aeromart Nagoya 2021, Space.Japan and the EU-Japan Centre for Industrial Cooperation are protected by copyright, logos, trademark, and such other intellectual property rights. In no event the candidates are granted any right, title or interest in the aforementioned trademarks, logos and other intellectual property rights. Any intellectual property right owned by the candidates will remain the property of the candidates.

## About EU-Japan Centre for Industrial Cooperation

The EU-Japan Centre for Industrial Cooperation (hereinafter "the Centre") is a **joint venture between the European Commission** (Directorate-General for Internal Market, Entrepreneurship and SMEs – DG GROW) and the **Japanese Ministry of Economy, Trade and Industry (METI)**. More information: <https://www.eu-japan.eu>. The Centre is the network partner for EEN japan, is the Japan partner for GNSS.Asia and the relay partner of the Copernicus Relay Networks. The Centre has a track record of brokering over 50 partnerships involving European and Japanese SMEs in sector such as IoT, Biotechnologies, Space, (Global Navigation Satellite Systems), manufacturing, digital and healthcare.

Examples of success stories:

- Digital technology: <https://www.eu-japan.eu/publications/success-story-think-silicon-sa-sme>
- Manufacturing: <https://ebc-jp.com/publications/eurobiz-japan/eurobiz-japan-february-2021/> (p.35)
- Satellite Navigation: <https://ebc-jp.com/publications/eurobiz-japan/eurobiz-japan-july-2021/> (p35)

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