

# JAPAN INTERNATIONAL AEROSPACE EXHIBITION 2016

*Achieve your Business Goals  
in Tokyo*

**October 12 (Wed.) to 15 (Sat.) 2016**

Venue : Tokyo Big Sight (Tokyo International Exhibition Center)  
Organizers : The Society of Japanese Aerospace Companies (SJAC)  
Tokyo Big Sight Inc.



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Japan International Aerospace Exhibition 2016 (JA2016) is an attractive stage to meet worldwide customers and buyers.

JA2016 develops advanced relationships of the exhibitors with Japanese industry and government.

JA2016 is the best opportunity to access the latest activities and technologies in aerospace and defense and to meet with decision makers of companies and government policy makers.

## Top Class International Aerospace Trade Show

The Japan International Aerospace exhibition has the longest history of any aerospace exhibition in Japan. The first JA was held in 1966 and JA2016 will be the 14th event. This exhibition is hosted through collaboration with Tokyo Big Sight Inc. and it promises to become most attractive time yet.

JA2016 is among the most important business tools to access a market with enormous potential. Additionally, the network through Japan brings further value to your participation.

JA2016 provides a cross-industry, global meeting place for decision makers from companies, government policy makers, and the participants from the defense community from around the world.

JA2016 gathers many Japanese Small and Medium size Enterprises (SMEs), which strongly desire to expand their activities in the international market through their own specific technologies.



## Products and Services on Exhibit

The international platform is presented for buyers, service providers and suppliers in **PRODUCT AND SERVICES**

- Airframe, Aircraft engines, Launch Vehicles and Satellite manufacturing
- Sub-system and Component manufacturing, Materials and Semi-finished products
- Production engineering and Process technology
- Engineering, Qualification Documentation, Test equipment, Calibration and Quality assurance
- Maintenance, Surface treatment, Environment, Logistics and Security
- Instrumentation, Electricity, Software, and Simulations
- Maintenance, Repair and Overhaul, Inspection, Services Parts, Fuel, Machine tools, and Modification and Tooling
- Transportation, Airport Managements, and Airline support services, Launch Vehicle Launching Service, Satellites Operation, Broadcasting and Communications services, Remote sensing, Navigation, and Utilization of space environments
- Research and Development, Education, Training, and Government – Industry – Academia Relationships

## JA2012 Achievements

**636** exhibitors

**32** countries and areas

**22,000** trade visitors

**3,500** pre-matched meetings

### Organizers:

The Society of Japanese Aerospace Companies (SJAC): Sole entities to lead the Japanese aerospace Industry to worldwide business  
Tokyo Big Sight Inc.: Manager of the largest exhibition center in Japan.

# Japanese Aerospace Industry: Worldwide Partner, Technology, Quality and Reliability

## Japanese Aerospace Industry and Market

Japan is the largest aerospace industrial market in Asia. Starting with licensed production of defense aircraft, satellites and launch vehicles, the Japanese aerospace industry has built its own capabilities in indigenous development.

One of the examples of these activities is the recently developed next generation regional jet.

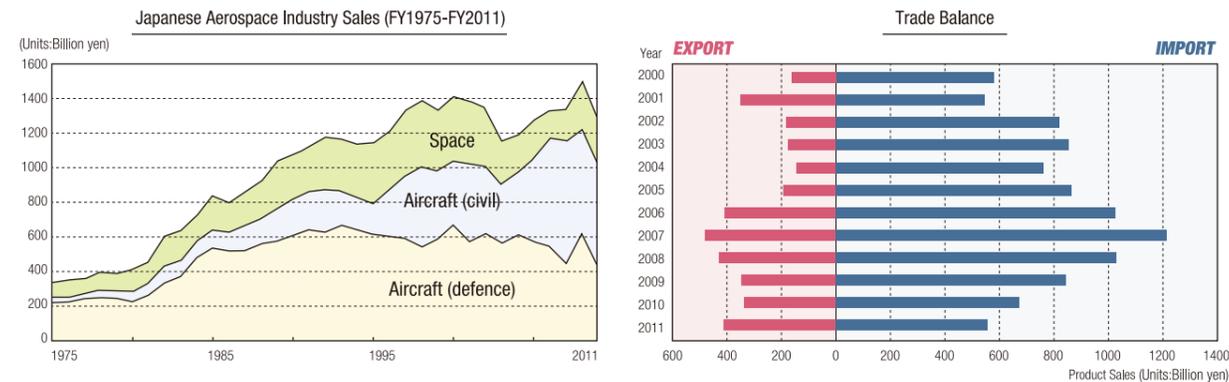
Exported components of civil aircrafts have increased since the late 1990s along with the promotion of multinational development programs.

Simultaneously, the statistics of product sales of the industry in the past decade indicate that the amount of imports has neared 70%. This trade deficit comes from the large amount of airframes, engines and parts that airlines procure from abroad.

Recently, Japanese airlines acquired new airplanes from foreign companies and have extended its activities. Furthermore, low cost carrier (LCC) services have become an emerging market in a new for the aviation industry in Japan.

Japan is placed as a potential market for the global aircraft industries.

Although the Japanese aerospace industry is still relatively small compared with the automobile, home electronic and computer industries, it shows a huge potential to grow in the near future as a qualified partner in the global aerospace industry.



## Aircraft, Engine, Components and Materials

The development and manufacturing of defense aircraft was a base of the Japanese aerospace industry. In the past 20 years, fighters, observation helicopters, trainers, amphibious flying boats, patrol aircraft and cargo aircraft have been successfully developed and produced.

Nowadays, Japanese firms have achieved world-class level in the components and materials by creating unified supply chains which are able to provide complete end-to-end services in Japan and overseas.

These firms cooperate with important partners in airframe production and engine parts included major global companies such as Boeing, Airbus, GE, Pratt & Whitney and Rolls Royce.

The current examples of these activities are participation in the development and production of the 787 Dreamliner with Boeing in which the total work share of Japanese firms accounts for approximately 35% and the A380 program in which about 20 Japanese firms are participating as suppliers.



**Mitsubishi Regional Jet (MRJ)**  
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**C-2 Transport Aircraft**  
© Kawasaki Heavy Industries, Ltd.



**P-1 Maritime Fixed-wing Patrol**  
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**KOUNOTORI**  
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**HAYABUSA**  
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**MICHIBIKI**  
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## World Class Launch Vehicles & Satellites

Japan is in the fourth position amongst satellite-launching countries, coming after Russia, the U.S. and France. As of the end of 2013, more than 30 scientific and experimental satellites and more than 50 application satellites have been developed and launched in Japan.

Nowadays, the space industry in Japan is actively committed to the ISS program, in which 16 countries participate, as well as other international joint development programs as a part of its comprehensive space development.

Currently, Japan operates the H-IIA and H-IIB, which rival any of the world's top-class liquid propellant launch vehicles, and the Epsilon is among the most newly developed solid propellant launch vehicles and was successfully launched in September, 2013.

Japan retains the ability to explore and utilize space in an independent manner.



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## Japan's Defense and Security

On April 1, 2014, the Japanese government adopted new principles and guidelines on arms exports, suggesting that Japan will play a more active role in global security.

The new principles and guidelines facilitate Japan's cooperative development and production of defense related equipment with the United States and other close allies, such as the members of the NATO.

International cooperation in defense is a very important and urgent issue in Japan.

JA2016 is a unique international trade show focusing on aerospace defence and security policy development in Japan. The exhibition brings industry and government together in further partnership, fostering international cooperative development and production between industry and government. The related workshop program promotes future cooperative programs between countries and provides opportunities to discuss the direction of the defense industry in the new era.



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# JA2016 – Business Opportunities

JA2016 offers many opportunities for members of the worldwide aerospace and defense industry to show their presence in exhibition and business matching and to expand their future activities.

JA2016 is a highly focused and effective platform to access recent trends, advanced technologies and new products in the aerospace industry. This exhibition facilitates communication between companies in broader aerospace markets.

JA2016 presents seminars by inviting major companies which provide a great deal of information regarding their procurement policy and their supply chain.

JA2016 offers opportunities for local industry, industrial clusters, venture companies, universities and research institutes to participate in global business with their innovative products.

JA2016 cooperates with major international conferences and seminars in conjunction with many related workshops for experts.

JA2016 gives opportunities to access the newest information about the Japanese government's defense policy and further possibilities in cooperation with Japan's aerospace.

JA2016 offers the services and the systems which make most effective use of the B to B meeting between buyers and suppliers for exhibitors.

JA2016 is held in Tokyo which is the best place to access Japanese government offices, headquarters of companies, universities and research institutes.



## BUSINESS to BUSINESS Matching Opportunitites



### Provides Attractive Business-Matching Opportunities

In JA2016, outstanding buyers are expected to gather from all over the world. JA2016 introduces suppliers to buyers to explore substantial potential business opportunities for them. This includes business matching systems to support business discussions, to profile each exhibitor and to make inquiry of systems through Website.

This business matching supports market expansion for domestic and oversea SMEs.

In Japan, there are more than 600 of these companies, participating in more than 16 projects as industrial clusters in aerospace.

In JA2012, a total of 3,497 pre-matched meetings were conducted and more than 5,000 are expected in JA2016.

### Seminars & Symposia

The exhibition will also feature seminars and symposia on Japanese technology and provide the latest information on state-of-the-art aviation technology. It offers extensive discussions among the participants and the opportunity shows the latest industry trends. International conferences on quality issues, industrial standards and environmental issues have been planned. In addition, the global business markets and the international supply chains issues will be discussed.

The Japanese defense, security and space policies will be presented and discussed by governmental officials and researchers. The latest status of the Japanese defense business will be shown including "Technology transfer of military equipment and Relaxation of principles on arms export."

### Media Services and More

To display the exhibitors' presence as much as possible during the exhibition, media services will be available, including press release events and features in the daily news during trade days. An opening reception will be held in JA2016. It is the best opportunity to develop relationships with participants. The facilities will be equipped with the widely used internet standard and the administrative offices are working to leverage the power of networking to maximize business opportunities for all exhibitors.

# Tokyo as a Leading Engine of Global Business

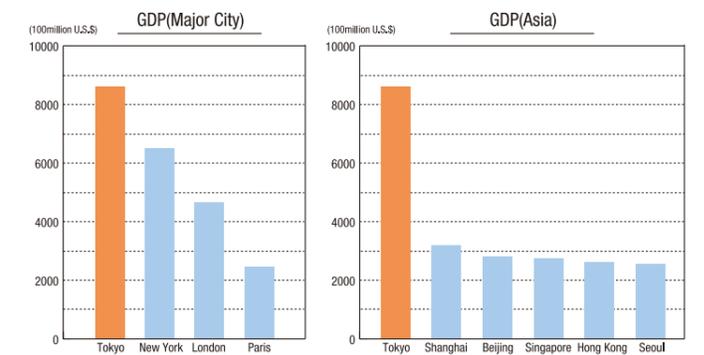
The Tokyo metropolitan area has the largest population and the largest economy for a city in the world.

Tokyo is the center of politics and business of Japan. Government offices, company headquarters, universities and research institutes are concentrated here.

For participants in JA2016, Tokyo is expected to see emerging markets as a major business center. There is no doubt that JA2016 is an extremely effective means for all exhibitors to access new business opportunities and expand their networks. Haneda Airport (Tokyo International Airport), located near the venue, has experienced a sharp increase in air transportation demand in recent years.

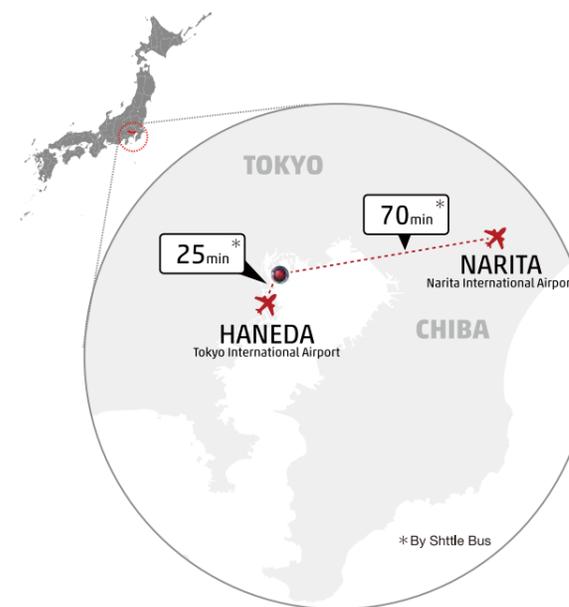
It is in the top five airports in the world in number of passengers. The volume of air cargo transportation is next to Narita International Airport in Japan.

For these reasons and more, Tokyo is the best place for holding trade shows for the aviation and aerospace industries.



Global Power City Index YEARBOOK 2013

## Venue & After the Convention



### Tokyo Big Sight : Opening the New Door of Global Business

Tokyo Big Sight is Japan's largest exhibition complex, located in the heart of Tokyo, and is capable of providing the most effective venue for exhibitions and conventions in Japan. Tokyo Big Sight provides not only a venue, but also the unique Japanese spirit of "Omotenashi", a spirit of hospitality which brings people together and is present from the preparation to the completion of events.



Facilities of the highest global standards, convenient access, and outstanding ability to attract customers are the kinds of values that can be achieved only in Japan, a country which is the pillar of the rapidly growing Asian market. JA2016 is planned to be exhibited in the West Exhibition Hall consisting of a two-layered hall surrounding the Atrium, which is a dynamic high-ceiling space.

Tokyo Big Sight is allocated as one of the major venues for The Games of the XXXII Olympiad / Tokyo 2020 Paralympic Games, such as a media center and for indoor sports.

### Enjoy Tokyo & Enjoy Japan

There are traditional arts to be experienced in Tokyo such as Kabuki, Noh and the national sport of Sumo. There is also a food culture that allows visitors to enjoy not only Japanese cuisine but also high-level cuisine of all countries.

New Tokyo culture which is found in the neighborhoods of Roppongi and Akihabara is attracting attention throughout the world. Around the Tokyo area, you can easily enjoy one-day or overnight trips to the famous Japanese tourist destinations of historical cities and sight-seeing places such as Nikko, Hakone, Kamakura and Mt. Fuji. Furthermore, by riding a bullet train, you can also enjoy Kyoto for a day. All of these destinations are beautiful in any of the four seasons.

