

November 14, 2016

Press Release

To Members of the Osaka Economic Press Club

**The Myanmar Consulting Company J-SAT Establishes a Japanese Office in Osaka:
~ OCCI Chairman Ozaki's November 23 Myanmar visit ~**

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- Japan Sat Consulting Co., Ltd. (hereinafter J-SAT; Managing Director: Mitsuru Nishigaki), which the Osaka Business & Investment Center has been engaged in attracting up until now, has decided to establish a Japanese office in Osaka. The Osaka Business & Investment Center (O-BIC, Secretariat: International Division, OCCI) was established jointly by the Osaka Prefectural Government, Osaka Municipal Government, and the OCCI.
 - The primary businesses that this company plans to develop are as follows.
 - (1) **Support for sending science students from Myanmar to Osaka**
→ Partner with Ehle Institute, Thanlyin Technological University, and Mandalay Technological University to support sending top science students from Myanmar to Osaka. Exchange students are accepted into the Ehle Institute and aim to find employment and so on at Japanese companies.
 - (2) **Support including foreign nursing human resource acceptance preparation support and residency status acquisition support**
→Enhancing support after dispatching human resources to Japan and the expansion of other additional services.
 - Concerning (1), together with the “Myanmar Observation Team” dispatched by the OCCI, a joint local signing ceremony is scheduled for November 23rd under Chairman Ozaki. This ceremony will include President Hasegawa of the Ehle Institution (OCCI member and human resources development chairperson), the respective presidents of Thanlyin and Mandalay Technological Universities, and Managing Director Nishigaki of J-SAT.
 - In 1998, Representative Nishigaki established a consulting company in Yangon, the largest city in Myanmar. In addition to having dispatched highly skilled human resources such as engineers trained domestically in Myanmar to Japanese companies, J-SAT has supported business development in Myanmar for Japanese companies looking to enter the market. This support includes market research, inspection arrangements, business matching, company registration, recruitment, and operational management. This company has received numerous requests from Japanese organizations, including the Osaka Business Support Desk^{*1} and Japan External Trade Organization (JETRO) platform consultant,^{*2} and have supported Japanese companies move into Myanmar. This company has so far assisted over 350 companies.
- *1 With the aim of supporting overseas expansion by companies and other organizations within the prefecture, Osaka Prefecture's Commerce, Industry and Labor Department established bases in nine different regions (India, Indonesia, Thailand, Turkey, the Philippines, Vietnam, Myanmar, Europe, and North America). These offices support overseas business expansion, including international business consulting, list generation of customer candidate companies, and local business trip support.
- *2 JETRO established itself in 21 regions in 15 countries with a strong focus on business development of SMEs. These offices perform consulting and matching concerning exports, investments, and so on, as well as introductions/intermediation and so on with related local organizations for SMEs with locations overseas as well as those considering overseas expansion.
- When attracting J-SAT, O-BIC gave support in the form of reduced burdens in terms of company establishment fees (O-BIC Support Programs) and an introduction to “Business Support Offices,” free offices provided by the city of Osaka and the Osaka International Business Promotion Center (IBPC Osaka), provided information concerning establishing an office, and PR support.

<Attached documents>

(1) J-SAT Company Profile

J-SAT Company Profile

J-SAT is a consulting company headquartered in Yangon, Myanmar that was established in order to support Japanese companies moving into the Myanmar market. It offers total support in Myanmar, from local research, business matching, and inspection arrangements to company registration, licensing acquisition, office establishment, recruitment, and operational management. J-SAT has received numerous requests from government agencies, economic groups, financial institutions, and other organizations all over Japan. So far, J-SAT has supported over 350 Japanese companies in Myanmar.

J-SAT has over 17,000 registered Myanmar university graduates in their Department of Recruitment Agency in Myanmar. Eighty percent of Japanese companies moving into Myanmar use J-SAT's recruitment services. Their dispatch services have found employment for over 600 individual white collar workers alone (in FY 2015). There has been a sudden surge in Myanmar personnel requests within Japan recently due to a shortage of workers as a result of the decreasing birthrate and aging population. They have analyzed the market and discovered a strong latent demand for nurses, engineers, and so on in particular.

Therefore, J-SAT is actively engaged in business for the Japanese market. This includes:

- (1) The engineering field: In addition to operating full-day Japanese language schools aimed at CAD engineers, IT engineers, mechanical and electrical engineers, and so on, J-SAT is engaged in the training of highly skilled engineers. This includes being commissioned for Japanese language courses at major technological universities in Myanmar, as well as mechanical CAD classes. Such personnel are introduced and dispatched not only within Myanmar but also to companies in Japan and Japanese companies in Thailand.
- (2) The nursing field: J-SAT concluded an exclusive contract with Myanmar's largest medical organization to send caregivers to Japan. J-SAT began the development of nursing personnel at the Caregiver Training Center in 2015.

In this way, J-SAT is actively engaged in business for the Japanese market. The establishment of this office in Japan is aimed at expanding the above two fields and enhancing its support system for its many customers in Japan.

J-SAT's self-reliance support project for persons with visual disabilities has received acclaim in Myanmar, including being officially commended by the Vice President of Myanmar in 2012. By combining diverse business skills from a global perspective and continuing to create new value and business models, the project has become a bridge connecting Japan and Myanmar.

J-SAT's Primary Business Achievements

- 2003 - Supported research for the Myanmar Edition of the "Chikyu-no-Arukikata" guide book (Diamond Big Co., Ltd)
 - 2013- Entrusted to lead Osaka Business Support Desk's Myanmar business (Osaka Prefecture's Commerce, Industry and Labor Department)
 - 2013- Entrusted as Fukuoka Asia Business Center's Myanmar advisor (Fukuoka Prefecture's Commerce and Industry Department)
 - 2015 - Special lectures at national universities in Myanmar commissioned by Ministry of Education (held at 18 universities as of July 2016)
 - 2016 Japanese language courses commissioned at Mandalay Technological University, Thanlyin Technological University, and the University of Computer Studies, Mandalay
 - 2016 Mechanical CAD class commissioned at Mandalay Technological University
 - 2016 Entrusted as Myanmar JETRO platform coordinator
- Also, program coordinator for over 100 programs, including NHK Special

● Myanmar Headquarters

Company name: Japan Sat Consulting Co., LTD (J-SAT)
Representative: Mitsuru Nishigaki, Managing Director
Location: Yangon, Myanmar
(Room 1210, 12A Floor, Sakura Tower, No. 339,
BogyokeAungSan Road, Kyauktada T/S, Yangon, Myanmar)
Established: 2012 (Founded: 1998)
Capital: US\$100,000 - Number of employees: 106
WEB: <http://www.j-sat.jp/>

● J-SAT Japanese Office

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Preparatory office opened: September 1, 2016