Start in Kobe. Innovate in Kobe.

KOBE Biomedical Innovation Cluster

Business Launch Support Guide
KOBE Biomedical Innovation Cluster

The City of Kobe launched the Kobe Biomedical Innovation Cluster (KBIC) as a recovery project to rebuild the economy of Kobe, which was severely damaged by the Great Hanshin-Awaji Earthquake that occurred on January 17, 1995. Since 1998, the City of Kobe has developed an R&D hub for advanced medical technology on Port Island, an artificial island, and through collaboration among industries, universities and the governmental and medical sectors, it has built up a cluster of medical-related industries that will be the growth engine for the life sciences industry in the 21st century. To date, it has grown to become Japan’s largest biomedical cluster with a concentration of about 370 cutting-edge research institutes, highly specialized hospitals, medical-related companies and universities.

Clusters Aimed at Creating Innovation

A concentration of about 370 companies and organizations

- Research institutes, hospitals, and companies are concentrated in a compact area, creating a variety of innovations through collaboration
- A concentration of contract research organizations, contract testing organizations, CROs, CMOs, and animal breeding and experimentation facilities to respond to a variety of research and development needs
- The Translational Research Informatics Center (TRI) supports clinical research and collaborates with nine highly specialized hospital clusters to create an environment conducive to clinical research

Full support system

- Expanding support for startups by providing, among others, various incubation facilities and acceleration programs
- Kobe City staff, together with dedicated coordinators, provide support for the commercialization for expanding businesses and support for individual company matching
- PMDA Pharmaceutical Affairs Strategic Consultation is available

Basic Research

- Foundation for Biomedical Research and Innovation (FBRI)
- Institute of Biomedical Research and Innovation (IBRI)
- Translational Research Center for Medical Innovation (TRC)
- Research & Development Center for Cell Therapy (RDC)
- RIKEN RIKEN Center for Biosystems Dynamics Research (BDR)
- RIKEN RIKEN Center for Computational Science (R-CCS)

Research institutes

- Kobe University
- University of Hyogo
- Konan University
- Hyogo University of Health Sciences
- Kobe Women’s University / Kobe Women’s Junior College

INNOVATION

Clinical Institutions

- Kobe City Medical Center General Hospital
- Kobe City Emergency Hospital
- KobeProton Center
- Namba Memorial Port Island Rehabilitation Hospital
- International Clinical Cancer Research Center
- Child Chemo House
- Kobe Minimally Invasive Cancer Center
- Hyogo Prefectural Kobe Hospital
- Asahi Hospital

Industrialization

- Companies
- Pharmaceutical and Biomedical
- Regenerative medicine
- Medical devices
- Nursing care and welfare
- Healthcare

Company and Organization

Shift in employee numbers for company and organization

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of employees (hundreds)</th>
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<tbody>
<tr>
<td>2001</td>
<td>180</td>
</tr>
<tr>
<td>2004</td>
<td>73</td>
</tr>
<tr>
<td>2007</td>
<td>125</td>
</tr>
<tr>
<td>2010</td>
<td>203</td>
</tr>
<tr>
<td>2013</td>
<td>271</td>
</tr>
<tr>
<td>2016</td>
<td>336</td>
</tr>
<tr>
<td>2018</td>
<td>352</td>
</tr>
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</table>

Breakdown of companies/organizations as of end of Feb. 2020

- IT & software: 5.1%
- Medical institutions: 2.2%
- Medical devices: 2.7%
- Pharmaceuticals: 16.3%
- Biotechnology: 10.2%
- Regenerative medicine: 7.8%
- Nursing care & rehabilitation: 4.1%
- Healthcare: 8.7%
- Other: 2.6%

List of foreign companies

United States
- NIH Nihon Medi-Physics, Bay Biosciences, Johnson & Johnson, Progenity Japan, Zimmer Biomet, Sano Japan, IGNIA Services Japan, Double Helix International

Germany
- Nippon Boshinringer Ingehelm, Siemens Japan, Bayer Vaubain, Dör Dental Japan

Italy
- MediscopeCIB Technologies

Belgium
- Copan Japan

Korea
- SKINJAPAN, Electrosuisse Japan, Fischer Connectors

Switzerland
- Spectralis, Freeman Technology

United Kingdom

Companies/organizations: 369 (Feb. 2020)
Number of employees: About 11,000 (Mar. 2019)
Enhanced Business Environment — Initiatives at KBIC to support commercialization —

Platform to Promote Medical Device Commercialization
- Support for development projects (accompanied or spot consultations)
- Medical device business seminars
- Study sessions about pharmaceutical and medical device laws, and more

Drug Discovery Innovation Program
- 45 examples of commercialization
- 4 programs implemented

Promoting Development/Introduction of Nursing and Medical Robots
- Cooperation with nursing care facilities
- Development subsidies for nursing/medical robots
- Comprehensive support desk for nursing/medical robots

Healthcare Service Development Support Business
- Advice on development and improvement
- Matching companies and researchers
- Healthcare citizen support system

Industrial Use of the Supercomputer (Fugaku, FOCUS)
- Achieving simulations of innovative medical technology by promoting spread of large-scale, high-accuracy analysis and technology advancement.

Kobe Research Complex Program
- The aim is to create a healthcare ecosystem in Kobe by gathering healthcare seeds and needs from across the country with a focus on the "Health Function" and "Data HUB" projects, and supporting companies' commercialization through joint creation among industry-university-government-funded projects.

Research Hospital
- Kobe University International Clinical Research Hospital
- Cancer Research Center (ICCRC)
- Kobe University Hospital

Bioresource Center, Kobe University Hospital
- Creates evidence for the development of therapeutics, diagnostics and medical devices through the use of bioresources (human specimens + clinical information).

Business Support for Startups
- Provide optimal support for your startup needs.
- Focused support: the early stages
- Expansion
- Later

Seeds & needs matching

KBIC Liaison Office
- Dedicated coordinators offer consultations about, among other things, the practical application and commercialization of your R&D seeds.

Cooperation/consultation desk with medical institutions
- A consultation/coordination desk for companies, research institutes, and universities in collaboration with medical institutions located at KBIC. Consultations about clinical trials, clinical research, and joint R&D.

Accompanied coordinators provide necessary support
- PMDA Strategic Consultation & Cooperation Center
- Accompanied by dedicated coordinators
- Pharmaceutical, Medical devices, Healthcare
- Startups, International expansion
- Industry-university cooperation

Consultants inuki
- Unfamiliar with the rules because no connections in the medical community
- No marketing capability at the clinical environment
- Consulting party/companies/organizations
- New participating companies
- Medical device-related companies
- Pharma & regenerative medicine-related companies
- Clinician & researchers

Market research

Development & Testing

Drug approval application

PMDA staff

Concept design

Experts including patent lawyers

Clinicians & researchers

Seed

Early

Expansion

Later

Accelerator program KOBE Medtech Grand Prix KOBE

Healthcare citizen support system
- Matching companies and researchers
- Advice on development and improvement

Subsidies
- Kobe Life Science Gap Fund
- Up to ¥5 million per matter (100% subsidy)

Networking
- Introduction of VCs and financial institutions

Business Support for KBIC Companies and Organizations

One-stop service
- A dedicated coordinator serves as a guide to provide comprehensive support for market research, R&D, pharmaceutical affairs, and developing sales channels.

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Incentives for Expansion

Expanding Business Network

In addition to field-specific study sessions, we promote business matching through field-specific cluster exchange meetings where researchers and companies present their work.

Cluster Networking Events
Create opportunities connected to matching for business card/information exchanges among companies/research institutes, etc. and those from other industries

Regenerative Medicine Study Group
Promote the commercialization of regenerative medicine by collecting and exchanging the latest information in this field and information exchanges and networking among companies

Drug Discovery Forum
Through information exchanges and networking among drug discovery companies, we aim to deepen mutual understanding about drug discovery related technologies and realize new drugs developed in Kobe

Medical Environment Innovation Program
In collaboration with local hospitals, etc., we aim to create medical devices originating in Kobe by matching corporate seeds with clinical needs

Joint Participation in Domestic and International Exhibitions
Create opportunities to develop and expand sales channels

Regenerative Medicine and Pharmaceutical Biotechnology & Med-bio
- PharmaLab Expo
- BioJapan
- Regenerative Medicine Expo
- Congress of the Japanese Society for Regenerative Medicine

Medical Devices
- MedtecJapan
- MEDICA
- MEDICAL FAIR ASIA/THAILAND

Nursing & Medical Robots/Healthcare
- International Home Care & Rehabilitation Exhibition
- Next-Generation Nursing Care Technology Expo (Tokyo Care Week)

Instruments

Subsidies and Grants
Various support systems are available

For large scale

Office Rent Subsidy System
- 3-year subsidy for 25% of office rent "1,500m2+ years, (limit: 1,500m2: ¥10 million per year)
- Employee subsidy of up to ¥1.2 million per person (maximum ¥100 million)
  "Subsidy eligibility: office relocation or set up with 5+ regular employees, and other requirements

Sample calculation

<table>
<thead>
<tr>
<th>Monthly Rent</th>
<th>Actual monthly rent</th>
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<tbody>
<tr>
<td>¥138,600</td>
<td>¥91,350</td>
</tr>
<tr>
<td>¥47,250</td>
<td></td>
</tr>
<tr>
<td>¥1,701,000</td>
<td>in 3 years!</td>
</tr>
</tbody>
</table>

Office and Lab Rent Subsidy System
3-year rent subsidy up to 50%
(Maximum amount: ¥1,500/m2, ¥2 million/ per year)
"Does not apply to large companies

Support System for Foreign and Foreign-affiliated Companies
Kobe City
- 3-year rent subsidy up to 25%
  (Maximum amount: ¥1,500/m2, ¥10,000,000/per year)
- Subsidy of up to ¥1.2 million/monthly
 Prefecture
- 3-year rent subsidy up to 25%
  (Maximum amount: ¥750/m2, ¥1,000,000/per year)
  "For 11+ regular employees, 1,500/m2, ¥10,000,000/per year"

Startup Subsidy System
- Eligibility: Startups setting up a business in the city
- 3- year subsidy up to ¥12 million for office rent, office maintenance expenses, telecommunication fees, and HR costs

Building Acquisition Subsidy System
(as of Mar. 31, 2020)
- Up to 4% of building acquisition costs (maximum amount: 20% of current taxes)
- Employment subsidy (¥200,000/per person) (maximum amount: 20% of current taxes)
  "Subsidy conditions: Increase of regular employees by 5+ (for SMEs, 2+)
  "Above subsidies cannot be used together (selection required)

Condominium Price Discount System
- Up to 35-50% discount depending on site, investment amount, number of employees and greening rate
  "Other tax incentives are also available.

R&D Grants and Subsidies
<table>
<thead>
<tr>
<th>KBIC R&amp;D grant</th>
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<tbody>
<tr>
<td>(1) Joint research and joint enterprise structures</td>
</tr>
<tr>
<td>(2) Young researcher support program</td>
</tr>
</tbody>
</table>

Support for HR Recruitment
HR ecosystem business
Supporting corporate recruitment activities by disseminating information to job seekers, exchanging information among companies & organizations, and holding events.
List of Rental Offices

1. **Creative Lab for Innovation in Kobe (CLIK)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥3,000/m², CPC: ¥4,000/m²
   - Maintenance fee: ¥15,000/m²

2. **Kobe Center for Medical Innovation (KCMI)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥4,000/m²
   - Maintenance fee included

3. **Kobe Medical Device Development Center (MEDDEC)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥2,000/m², CPC: ¥3,500/m²
   - Maintenance fee included

4. **Kobe Healthcare Industry Development Center (HI-SCI)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥4,500/m²
   - Maintenance fee included

5. **Kobe Incubation Office (KIO)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥2,000/m²
   - Maintenance fee included

6. **Kobe International Business Center (KIBC)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥3,000/m²
   - Maintenance fee included

7. **Kobe KIMEC Center Building (KIMES)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥1,500/m²
   - Maintenance fee included

8. **Kobe International Medical Device Alliance (IMDA)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥1,500/m²
   - Maintenance fee included

9. **Kobe International Medical Plaza (IMP)**
   - Monthly rent (without tax)
   - Monthly rent (without tax) Lab: ¥3,000/m²
   - Maintenance fee included

10. **Business Support Center for Biomedical Research Activities (BMA)**
    - Monthly rent (without tax)
    - Monthly rent (without tax) Lab: ¥1,500/m²
    - Maintenance fee included

11. **Kita Futo Building (PI first stage)**
    - Monthly rent (without tax)
    - Monthly rent (without tax) Lab: ¥2,000/m²
    - Maintenance fee included

12. **The Kobe Chamber of Commerce and Industry (PI first stage)**
    - Monthly rent (without tax)
    - Monthly rent (without tax) Lab: ¥1,500/m²
    - Maintenance fee included

13. **International Medical Plaza (IMP)**
    - Monthly rent (without tax)
    - Monthly rent (without tax) Lab: ¥3,500/m²
    - Maintenance fee included

14. **Port Island Building (PI first stage)**
    - Monthly rent (without tax)
    - Monthly rent (without tax) Lab: ¥2,500/m²
    - Maintenance fee included

15. **Kobe Hybrid Business Center (KIBC)**
    - Monthly rent (without tax)
    - Monthly rent (without tax) Lab: ¥1,500/m²
    - Maintenance fee included

16. **Shimizu Byoin Mae Building**
    - Monthly rent (without tax)
    - Monthly rent (without tax) Lab: ¥1,500/m²
    - Maintenance fee included

Please contact us for more information.
Easy access to cities in Japan and to the world
80 minutes to Haneda Airport in Tokyo from KBIC, and only 12 minutes to Sannomiya, the center of Kobe.

Kobe City Official Immigration Portal Site
KOBE address
Learn what Kobe can offer along with some useful information. This is a website for people who are thinking about moving to Kobe. (Only available in Japanese)
https://kobeaddress.city.kobe.lg.jp/

Moving Expenses Subsidy System
Subsidies for moving expenses of employees who move from outside of Kobe to start working in an industrial complex. (Up to ¥200,000)
If you are interested in expanding to KBIC, please contact or check our website.

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The latest information is now available on our website!

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KVIC’s official website
https://www.fbri-kobe.org/kbic/english/

Scan here to subscribe to our E-newsletter
(E-newsletter is only available in Japanese)
It provides information about KBIC.
https://www.fbri-kobe.org/kbic/english/contact/magazine.php

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