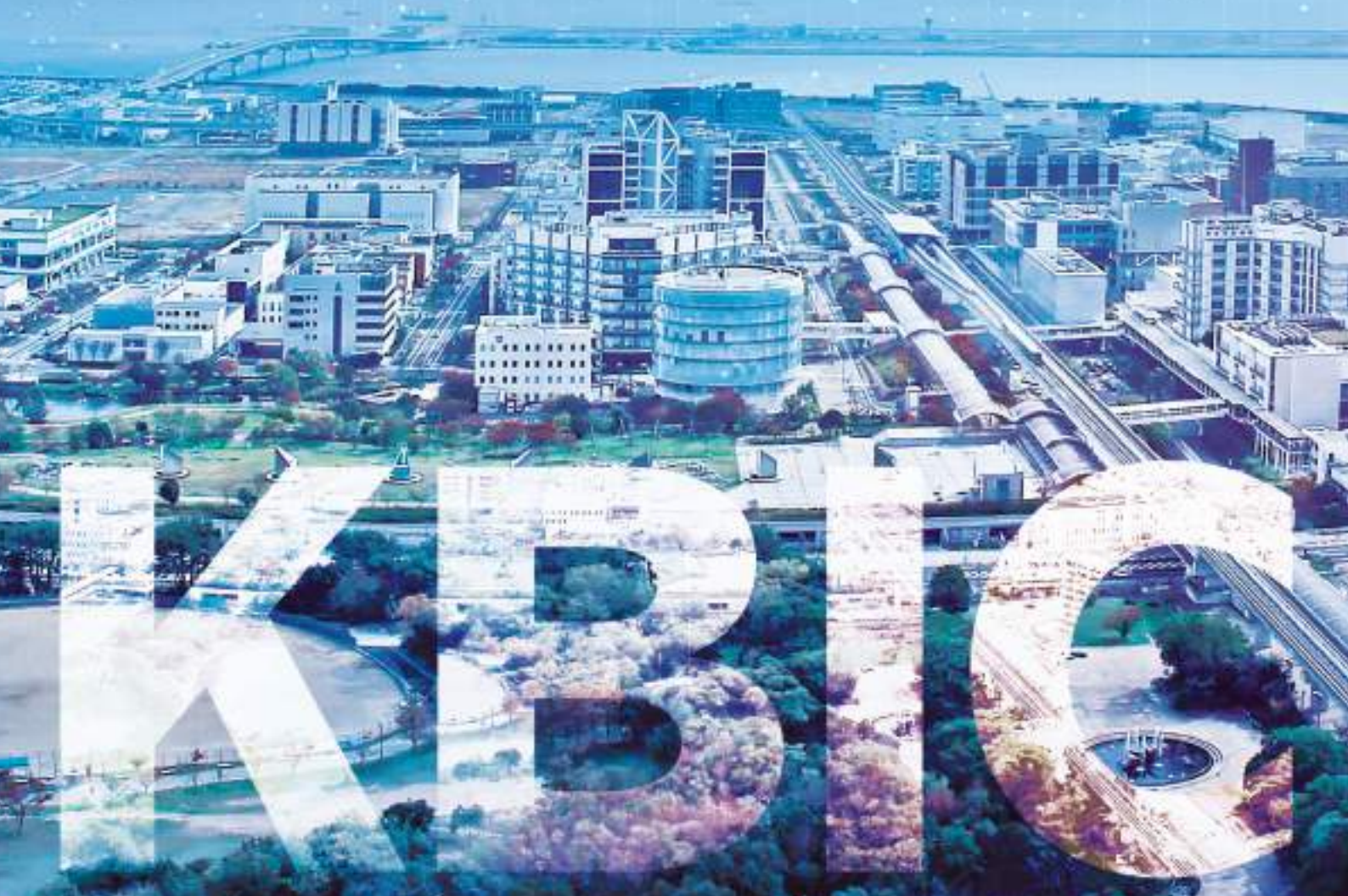




Start in Kobe. Innovate in Kobe.

# KOBE Biomedical Innovation Cluster

Business Launch Support Guide



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.

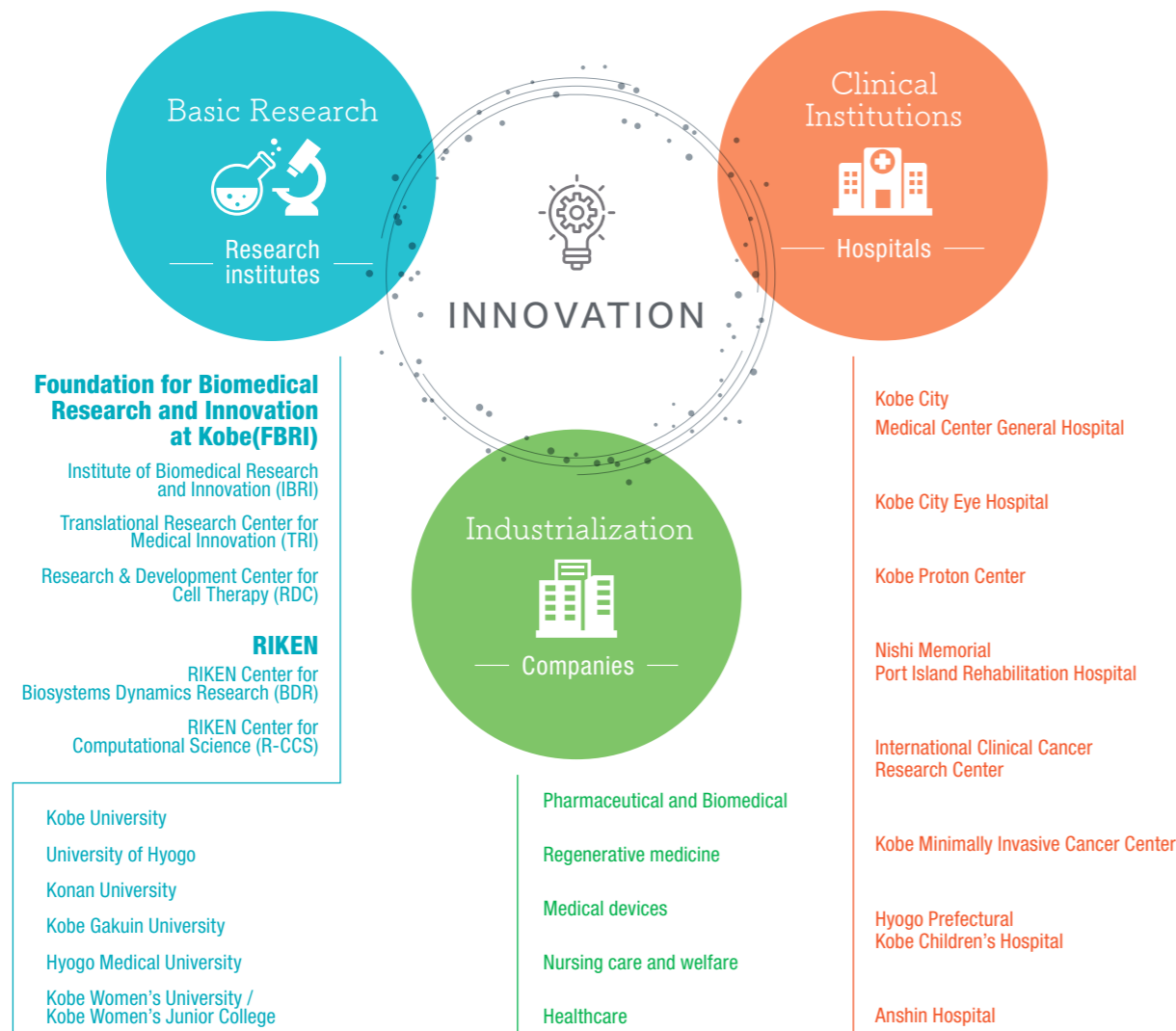
## Clusters Aimed at Creating Innovation

### 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 eight 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



As a core support organization of Kobe Biomedical Innovation Center, FBRI aims to create groundbreaking medical technologies and innovations by promoting collaboration and integration among industries, universities and the governmental and life science sectors, to become Asia's leading biomedical cluster.



Dr. Tasuku Honjo, President

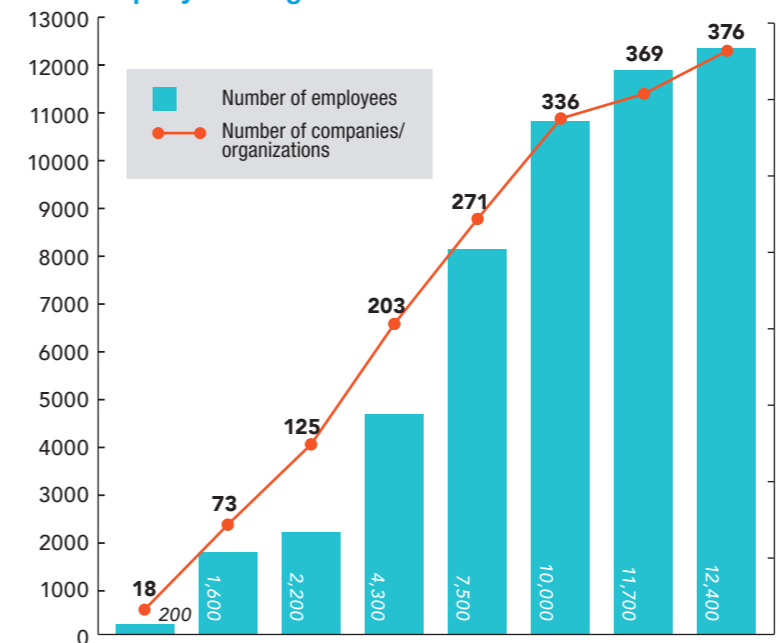
| Organizations   |   |  |   |
|---|---|--|---|
| <b>Institute of Biomedical Research and Innovation (IBRI)</b><br>Creation of new medical seeds with a focus on "immunology R&D," "R&D, for the aging" and "regenerative medicine R&D" | <b>Translational Research Center for Medical Innovation (TRI)</b><br>Support for the development of new medical seeds in Japan and overseas, with a focus on the research and development seeds of FBRI | <b>Research and Development Center for Cell Therapy (RDC)</b><br>Global standardization of regenerative medicine from Kobe through the development of a next-generation cell cultivation systems, etc. | <b>Center for Cluster Development and Coordination (CCD)</b><br>Providing one-stop services to respond to a wide range of support needs in a centralized manner, from the identification of seeds to intellectual property, pharmaceutical consultations, and sales channel development |
| Research Division   | Practical Application Promotion Division  |  | Business Incubation and Collaboration Liaison Office  |



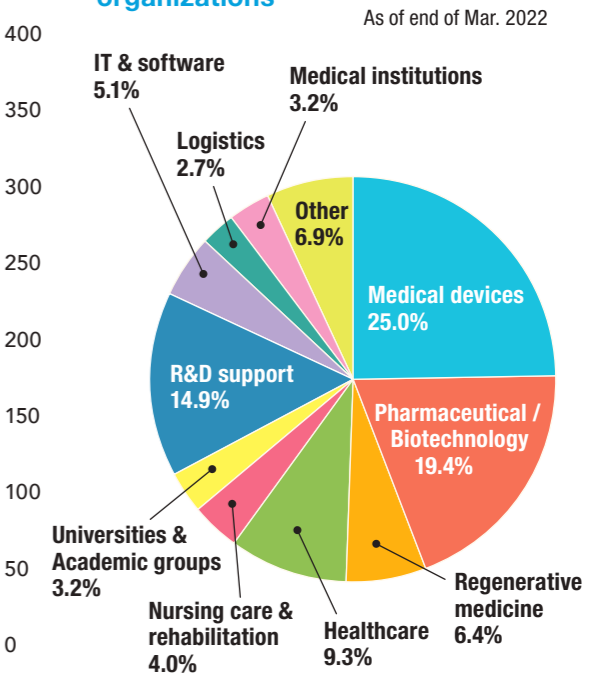
## Company and Organization

Companies/organizations: 376 (Mar. 2022)  
Number of employees: About 12,400 (Mar. 2022)

### Shift in employee numbers for company and organization



### Breakdown of companies/organizations



## List of foreign companies

|                       |  |                  |                           |
|-----------------------|--|------------------|---------------------------|
| <b>United States</b>  | Nihon Medi-Physics, Bay Biosciences, Johnson & Johnson, Progenicyte Japan, Simco Japan, IQVIA Services Japan, Integra Japan, NEI Japan |                  |                           |
| <b>Germany</b>        | Nippon Boehringer Ingelheim, Siemens Japan, Bayer Yakuin, Dürr Dental Japan, provitro AG   | <b>Italy</b>     | Copan Japan               |
| <b>France</b>         | Tree Frog  |                  |                           |
| <b>China</b>          | BGI Japan, INTERNATIONAL COOPERATION FOR MEDICAL INNOVATION, HONDO INNOVATION CENTER, Bioer LifeScience Japan                          |                  |                           |
| <b>Belgium</b>        | IBP Technologies   | <b>Spain</b>     | Igenomix Japan            |
| <b>Switzerland</b>    | SKANJAPAN, Electrosuisse Japan, Sucampo Pharma   |                  |                           |
| <b>United Kingdom</b> | Spectris   | <b>Singapore</b> | Access-2-Healthcare Japan |
| <b>Korea</b>          | Dexcowin Japan, Therabest Japan  |                  |                           |

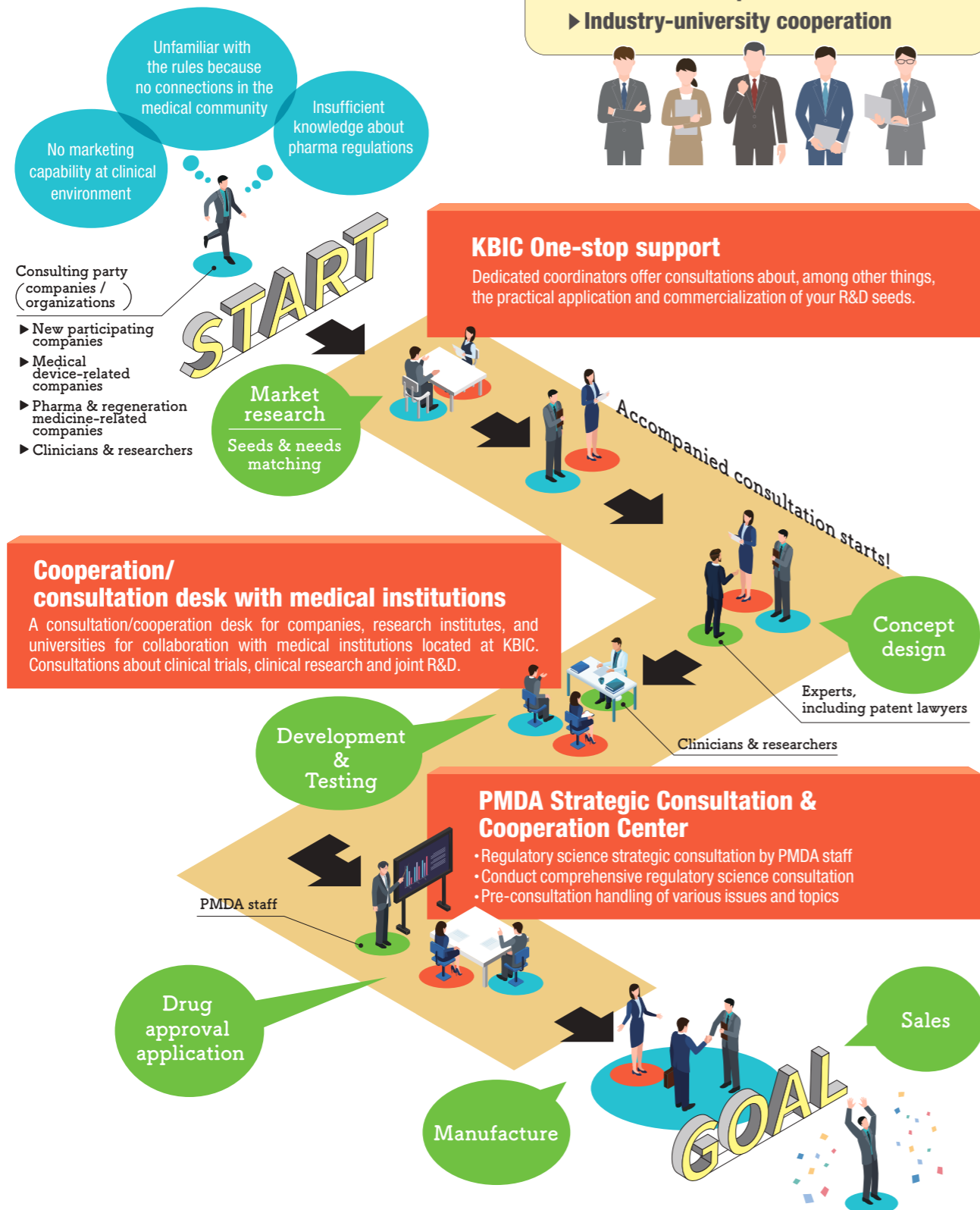


# Total support from the idea stage to commercialization



## One-stop support

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



## Enhanced Business Environment ~Initiatives at KBIC to support commercialization~

### Platform to Promote Medical Device Commercialization

56 examples of commercialization

- Support for development projects (accompanied or spot consultations)
- Medical device business seminars etc.

### HBI Innovation Program

Supporting one-stop drug discovery and development by coordinating the researchers, surrounding facilities and clinical environment necessary for drug development.

### Nursing-care technology implementation promotion project

~ Creating Nursing-care of the Future ~

- Cooperation with nursing care facilities
  - Comprehensive consultation services supporting connecting companies with nursing-care facilities
  - Support for implementing equipment (on-site workshop trials, accompanying consultation)
- Supporting the promotion of equipment introduction

### Kobe Health, Lab

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

**2,424**  
citizen supporters  
(As of end of Jul.2022)

### Kobe Research Complex Program

Recruiting new members!

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.

### Industrial Use of the Supercomputer (Fugaku, FOCUS)

Achieving simulation of innovative medical technology by promoting spread of large-scale, high-accuracy analysis and technology advancement.

### Research Hospital Kobe University International Clinical Cancer Research Center (ICRC)

As a place for joint research between medical professionals and companies/researchers, this research base can be used as a base for developing new medical devices by both large companies and start-up companies.

### 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

Seed

Early

Expansion

Later

Accompanied coordinators provide necessary support

Acceleration program **KOBE Medtech Grand Prix KOBE**

#### People Human Resources Development

- HR management development business
- Networking  
Collaboration environment with approximately 370 companies and organizations

#### Lab

##### Activity Base

- Incubation Lab (CLIK, 2nd Fl.)  
Real-time PCR, all-in-one fluorescence microscope, chemiluminescence and fluorescent imaging equipment, automatic cell counters, and other basic facilities and equipment are available.
- CoLaborator Kobe  
Incubation labs operated by Bayer Yakuin, Ltd., a global drug discovery company.

#### Money

##### Subsidies

- Kobe Life Science Gap Fund  
Up to ¥5 million/per matter (100% subsidy)
- Funding procurement support  
Introduction of VCs and financial institutions

# 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 / OPEN INNOVATION café

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

46 member companies (as of Aug.2022)

### 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

21 member companies (as of Aug.2022)

### 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

- PharmaLab Expo
- Regenerative Medicine Japan(Bio Japan)

### Medical Devices

- MedtecJapan
- MEDICAL FAIR ASIA/THAILAND

### Nursing & Medical Robots/Healthcare

- International Home Care & Rehabilitation Exhibition



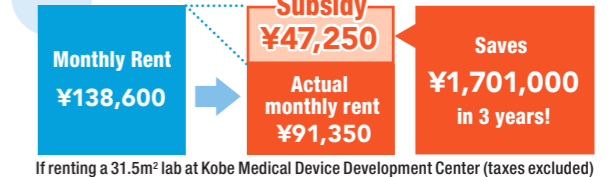
## Subsidies and Grants

Various support systems are available

### KOBE Biomedical Innovation Cluster Rental Office and Lab Rent Subsidy System

3-year rent subsidy up to 50%  
(Maximum amount: ¥1,500 /m<sup>2</sup>, ¥2 million/ per year)  
\* Does not apply to large companies

Sample calculation



### Support System for Foreign and Foreign-affiliated Companies that expand worldwide

- |                  |  |
|------------------|--|
| Kobe City        | <ul style="list-style-type: none"> <li>• 3-year rent subsidy up to 25%, *5-years for 1500m<sup>2</sup>+ (Maximum amount: ¥1,500/m<sup>2</sup>, ¥10,000,000/per year)</li> <li>• Subsidy of up to ¥1.2 million /per employee (maximum ¥100 million) *Requirement of 5+ regular employees</li> </ul> |
| Hyogo Prefecture | <ul style="list-style-type: none"> <li>• 3-year rent subsidy up to 25% (Maximum amount: ¥750/m<sup>2</sup>, ¥1,000,000/per year *For 11+ new regular employees, 1,500/m<sup>2</sup>, ¥10,000,000/per year)</li> </ul>  |

### Startup Subsidy System

- Eligibility: Startup to establish a new office in the city
- 3-year subsidy up to ¥13 million for office rent, office maintenance expenses, telecommunication fees, and HR costs

### Shared laboratory / shared office usage fee subsidy system

- Subsidies of up to 50% for desk/bench usage fees for 2 years (Amount limit: 1 million /year)  
\*Applicable facilities: Startup creative lab, Bayer Pharmaceutical CoLaborator Kobe

Usage fee subsidies + office laboratory With rent subsidy, maximum subsidies of up to 5 years

### Building Acquisition Subsidy System (as of April. 2022)

- Up to 4% of building acquisition costs (maximum amount: 20% of current taxes)
- Employment subsidy (¥300,000/per person) (maximum amount: 20% of current taxes)  
\* Subsidy conditions: Increase of regular employees by 5+ (for SMEs, 1+),  
\*Above subsidies cannot be used together (selection required)

### R&D Subsidies

|                               |  |                           |
|-------------------------------|--|---------------------------|
| <b>KBIC R&amp;D Subsidies</b> | (1) Joint research and joint enterprise structures | Up to <b>¥10 million</b>  |
|                               | (2) Young researcher support program               | Up to <b>¥2.5 million</b> |
|                               | (3) Clinical research promotion                    | Up to <b>¥5 million</b>   |
|                               | (4) Kobe life science GAP fund                     | Up to <b>¥5 million</b>   |



## Support for HR Recruitment

### HR ecosystem business

- Supporting corporate recruitment activities by disseminating information geared for job seekers, holding job hunting events that bring in many different companies and organizations, and exchanging information
- In four years of recruitment support, about 140 companies have participated, and we have contributed to the hiring of over 420 new employees

One-day tour at KBIC



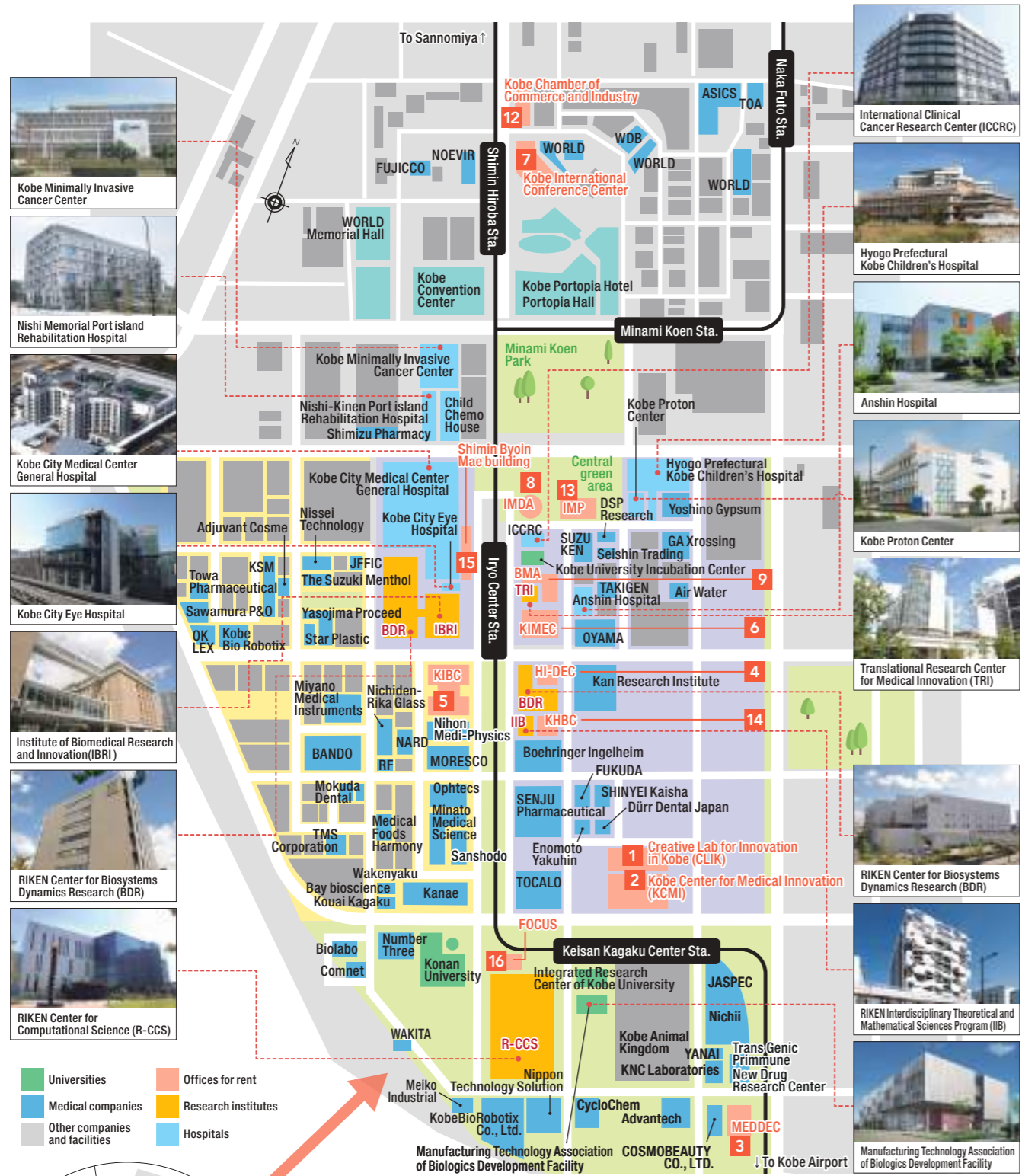
Seminar at KBIC







# Central Area of Kobe Biomedical Innovation Cluster



|                                | Industrial facility site                          | Manufacturing factory site  | Cultural / research facility site                                      |
|--------------------------------|---|---|--|
| Main business                  | Research institute / Head office / Service office | Factory   | Research institute or factories / universities with research institute |
| Area of category               | Commercial area                                   | Industrial area or semi-industrial area (proper site for factories) | Semi-industrial area   |
| Building to land ratio         | 80%   | 60%   | 60%  |
| Floor area ratio               | 400%  | 200%  | 200%   |
| Minimum area for sales / lease | 1,000m <sup>2</sup>                               | 900m <sup>2</sup>   | 2,000m <sup>2</sup> (some areas start from 1,000m <sup>2</sup> )       |
| Sale price per m <sup>2</sup>  | From ¥175,000                                     | From ¥130,000   | From ¥130,000  |

\*The chart colors refer to the map.




# List of Rental Offices


Please contact us for more information

Facilities of Use: **O**=Office **L**=Lab **M**=Shared use machines **S**=Small Office **P**=Parking available **R**=Meeting rooms available

**1 Creative Lab for Innovation in Kobe (CLIK)**




**2F Startup Creative Lab (Shared Lab)**




**L M P R**

Animal testing-facilities

**2 Kobe Center for Medical Innovation (KCMi)**



**Wet lab available for CPC installation**



**L P R**


**3 Kobe Medical Device Development Center (MEDDEC)**



**L M P R**

Operation rooms  
Animal testing-facilities

**4 Kobe Healthcare Industry Development Center (HI-DEC)**



**L R**


**5 Kobe International Business Center (KIBC)**



**CoLaborator Kobe (Incubation lab)**

**O L S P R**

**6 Kobe KIMEC Center Building (KIMEC)**



**O L P R**

**7 Kobe International Conference Center**



**O P**

**8 International Medical Device Alliance (IMDA)**



**O S P R**


**9 Business Support Center for Biomedical Research Activities (BMA)**



**L M P R**

Animal testing-facilities

**10 Port Island Building**




**O S P**

**11 Kita Futo Building**



**O P**

**12 The Kobe Chamber of Commerce and Industry**



**O P R**


**13 International Medical Plaza (IMP)**



**O L M P R**


Shared use machines  
Operation rooms

**14 Kobe Hybrid Business Center (KHBC)**




**L P R**

**15 Shimin Byoin Mae Building**



**O L P R**

**16 Computational Science Research Support Center (FOCUS)**



**O R**

Rental Offices & Labs



Business sites

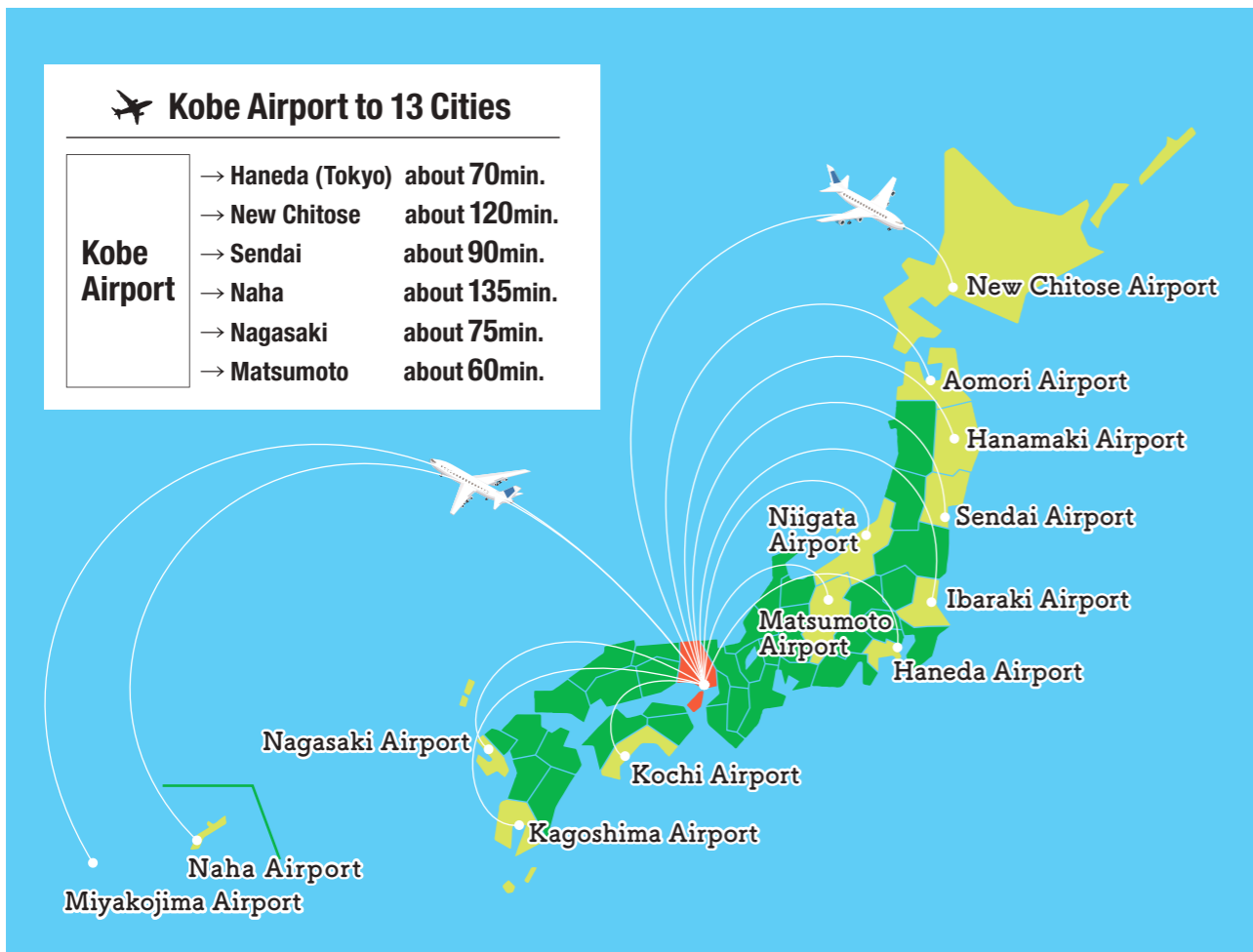
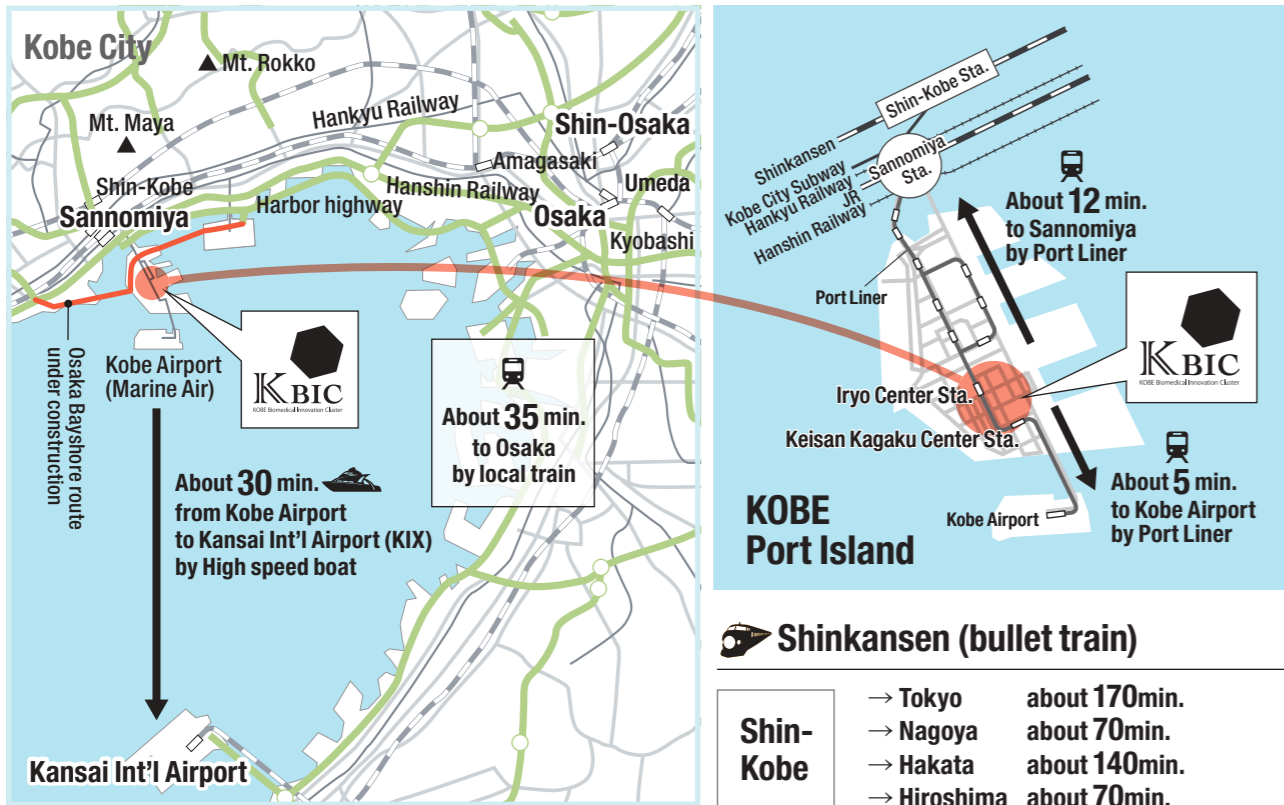






## Excellent location to connect nationwide and the world

70 minutes to Haneda Airport in Tokyo from KBIC, and only 12 minutes to Sannomiya, the center of Kobe.



## Living in Kobe

Kobe offers both the convenience of a city and the richness of nature. In this special city, you can enjoy both work and your lifestyle to the fullest



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If you are interested in expanding to KBIC, please contact or check our website.

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It provides information about KBIC.

