



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



## Foundation for Biomedical Research and Innovation at Kobe (FBRI)

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

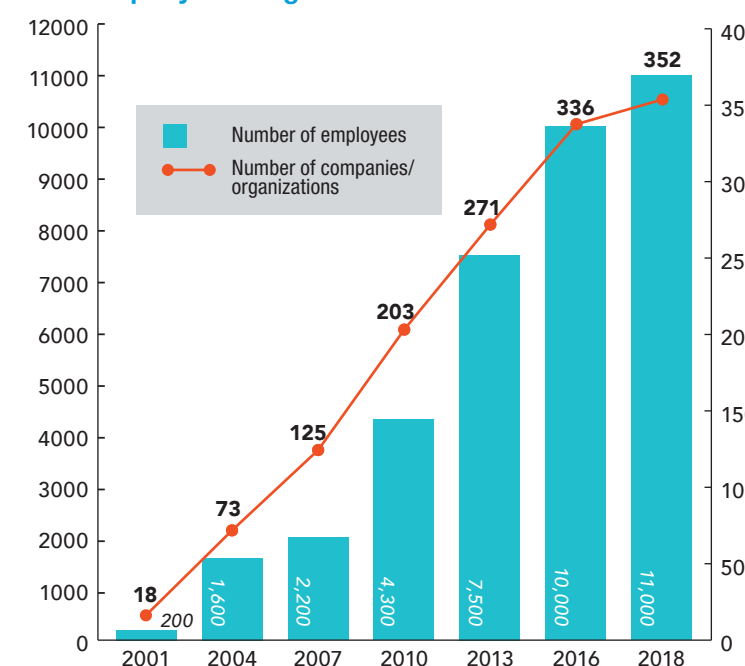
Institute of Biomedical Research and Innovation (IBRI)	Translational Research Center for Medical Innovation (TRI)	Research and Development Center for Cell Therapy (RDC)	Center for Cluster Development and Coordination (CCD)
Creation of new medical seeds with a focus on "immunology R&D," "R&D, for the aging" and "regenerative medicine R&D"	Support for the development of new medical seeds in Japan and overseas, with a focus on the research and development seeds of FBRI	Global standardization of regenerative medicine from Kobe through the development of a next-generation cell cultivation systems, etc.	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

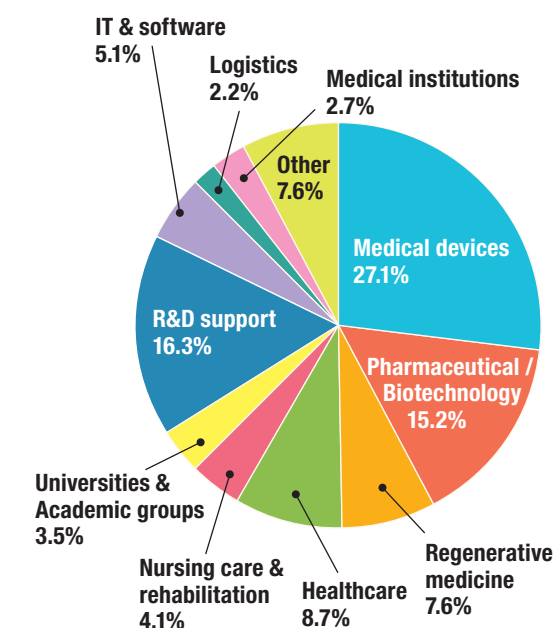
Companies/organizations: 369 (Feb. 2020)  
Number of employees: About 11,000 (Mar. 2019)

### Shift in employee numbers for company and organization



### Breakdown of companies/organizations

As of end of Feb. 2020



### List of foreign companies

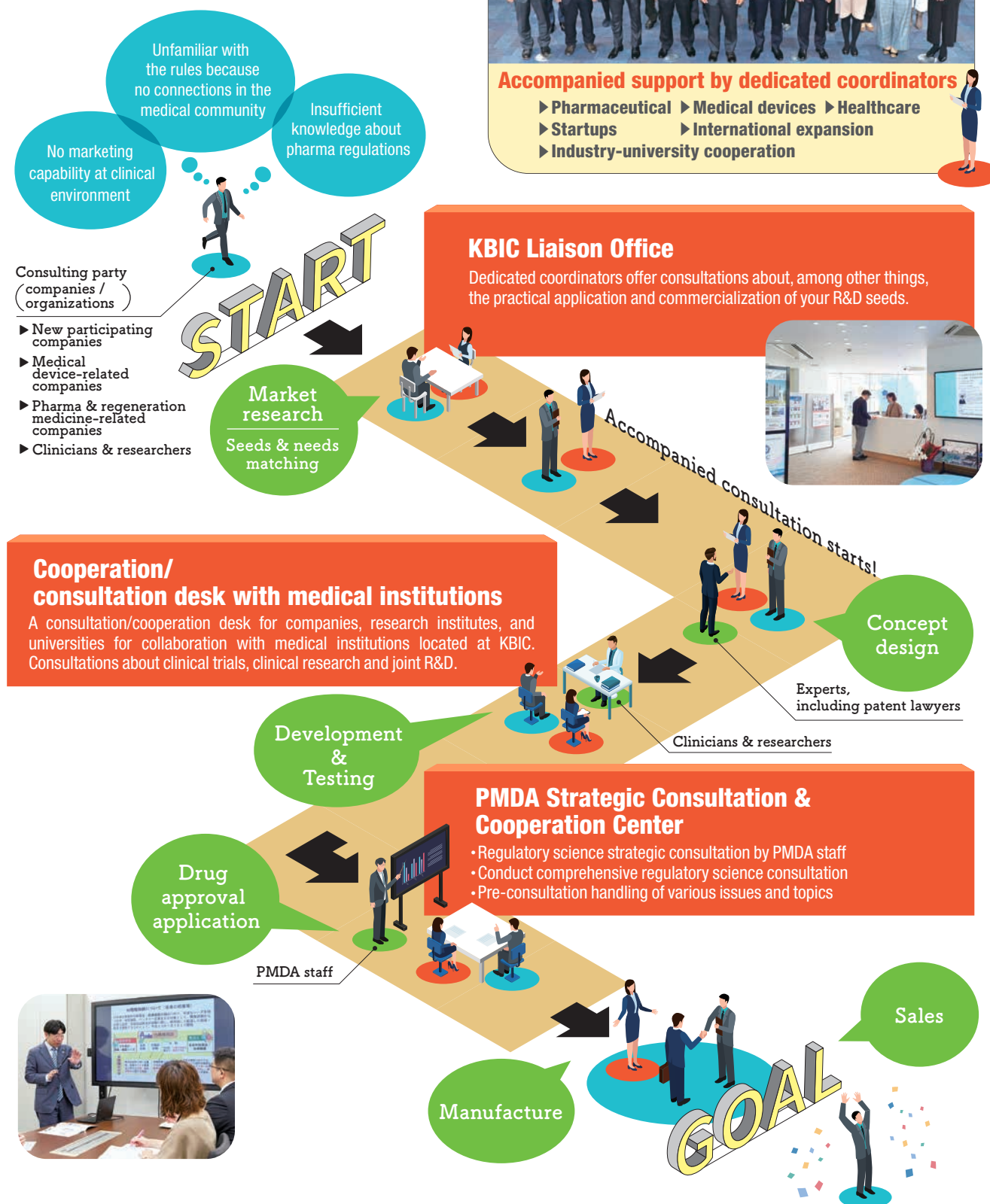
<b>United States</b>  Nihon Medi-Physics, Bay Biosciences, Johnson & Johnson, Progenicyte Japan, Zimmer Biomet, Simco Japan, IQVIA Services Japan, Double Helix International	<b>Germany</b>  Nippon Boehringer Ingelheim, Siemens Japan, Bayer Yakuhin, Dürr Dental Japan
<b>Italy</b>  Copan Japan	<b>China</b>  BGI Japan
<b>Switzerland</b>  SKANJAPAN, Electrosuisse Japan, Fischer Connectors	<b>Belgium</b>  IBP Technologies
	<b>Korea</b>  Dexcowin Japan
	<b>United Kingdom</b>  Spectris, Freeman Technology

# Business Support for KBIC Companies and Organizations

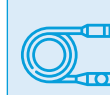


## One-stop service

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

45 examples of commercialization

- Support for development projects (accompanied or spot consultations)
- Medical device business seminars
- Study sessions about pharma and device laws, and more



### Drug Discovery Innovation Program

4 programs implemented

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



### Promoting Development/Introduction of Nursing and Medical Robots

Support with various options

- Cooperation with nursing care facilities
- Development subsidies for nursing/medical robots
- Comprehensive support desk for nursing/medical robots



### Healthcare Service Development Support Business

2,283 citizen supporters (as of Feb. 2020)

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



### 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 (ICCRC)

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

- Global drug discovery and development workshop
- HR management development business



#### 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 Yakuhin, Ltd., a global drug discovery company.



#### Money Subsidies

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

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

53 member companies (as of Feb. 2020)

### 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

28 member companies (as of Feb. 2020)

### 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

- Medtec.Japan
- MEDICA
- MEDICAL FAIR ASIA/THAILAND

### Nursing & Medical Robots/Healthcare

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



## Subsidies and Grants

Various support systems are available

For large scale

### Office Rent Subsidy System

- 3-year subsidy for 25% of office rent \*1,500m<sup>2</sup>+ years, (limit: 1,500m<sup>2</sup>/¥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

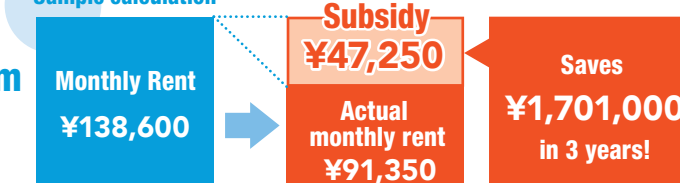
For small scale

### 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



If renting a 31.5m<sup>2</sup> lab at Kobe Medical Device Development Center (taxes excluded)

### Support System for Foreign and Foreign-affiliated Companies

- |                  |  |
|------------------|--|
| Kobe City        | • 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)<br>• Subsidy of up to ¥1.2 million /per employee (maximum ¥100 million) *Requirement of 5+ regular employees |
| Hyogo Prefecture | • 3-year rent subsidy up to 25% (Maximum amount: ¥750/m <sup>2</sup> , ¥1,000,000/per year *For 11+ regular employees, 1,500/m <sup>2</sup> , ¥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

KBIC R&D grant	(1) Joint research and joint enterprise structures	Up to ¥10 million
	(2) Young researcher support program	Up to ¥2.5 million



## 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.

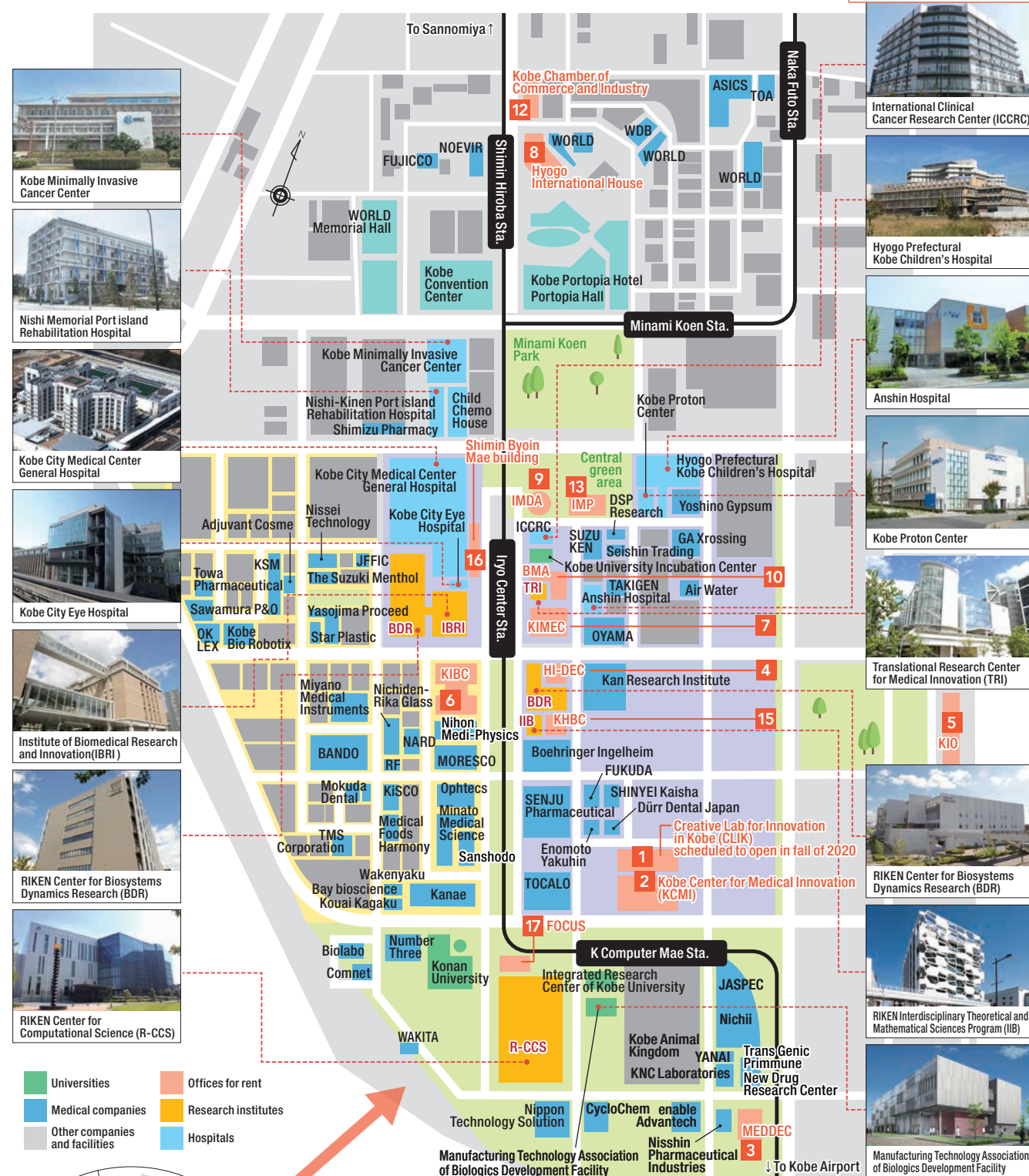






## Central Area of Kobe Biomedical Innovation Cluster

BioResource center established in 2019



	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>
Sale price per m <sup>2</sup>	¥175,000 to 350,000	¥128,400 to 214,000	¥115,600 to 214,000

● Maximum discount rates vary by the area.

\*The chart colors refer to the map.



## List of Rental Offices

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

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

**Scheduled to open in fall of 2020**

**Under consideration**

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

**Wet lab available for CPC installation**

**Monthly rent (without tax)**  
Lab: ¥3,600/m<sup>2</sup>, CPC: ¥4,200/m<sup>2</sup>, Maintenance fee: ¥1,000/m<sup>2</sup>

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

**With animal testing lab**

**Monthly rent (without tax)**  
Lab: ¥4,400/m<sup>2</sup>, Maintenance fee included

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

**Monthly rent (without tax)**  
Lab: ¥4,400/m<sup>2</sup>, Maintenance fee included

**5 Kobe Incubation Office (KIO)**

**Monthly rent (without tax)**  
Office: ¥2,200 – 3,300 /m<sup>2</sup>, Maintenance fee: ¥600 /m<sup>2</sup>

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

**Monthly rent (without tax)**  
Office: ¥3,200 /m<sup>2</sup>, Lab: ¥2,300 – 2,500/m<sup>2</sup>, Maintenance fee: ¥800 /m<sup>2</sup>

**7 Kobe KIMEC Center Building (KIMEC)**

**Monthly rent (without tax)**  
Office: ¥2,800 /m<sup>2</sup>, Lab: ¥2,500/m<sup>2</sup>, Office maintenance fee: ¥1,100 /m<sup>2</sup>, Lab maintenance fee: ¥930/m<sup>2</sup>

**8 Kobe International Conference Center (PI first stage)**

**Monthly rent (without tax)**  
Office: ¥2,600 /m<sup>2</sup>, Maintenance fee: ¥1,200 /m<sup>2</sup>

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

**Monthly rent (without tax)**  
Lab: ¥3,000 – 4,200/m<sup>2</sup>, Maintenance fee included

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

**With animal, RI testing labs and CPC**

**Monthly rent (without tax)**  
Lab: ¥3,100/m<sup>2</sup>, CPC: ¥4,000/m<sup>2</sup>, Maintenance fee: ¥1,000 /m<sup>2</sup>

**11 Kita Futo Building (PI first stage)**

**Monthly rent (without tax)**  
Office: ¥2,600 /m<sup>2</sup>, Maintenance fee: ¥740 /m<sup>2</sup>

**13 International Medical Plaza (IMP)**

**Monthly rent (without tax)**  
Shared use machines ¥3,800 /m<sup>2</sup>, Operation rooms Maintenance fee included

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

**Monthly rent (without tax)**  
Lab: ¥4,400/m<sup>2</sup>, Maintenance fee included

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

**Monthly rent (without tax)**  
Office: ¥180,000 – 240,000 / room

**12 The Kobe Chamber of Commerce and Industry (PI first stage)**

**Monthly rent (without tax)**  
Office: ¥3,100 /m<sup>2</sup>, Maintenance fee: ¥1,380 /m<sup>2</sup> (with tax)

**14 Port Island Building (PI first stage)**

**Monthly rent (without tax)**  
Office: ¥2,400 /m<sup>2</sup>, Maintenance fee: ¥970 /m<sup>2</sup>

**16 Shimin Byoin Mae Building**

**Monthly rent (without tax)**  
Office/Lab: ¥3,000 /m<sup>2</sup>, Maintenance fee: ¥1,000 /m<sup>2</sup>

**Rental Offices & Labs**

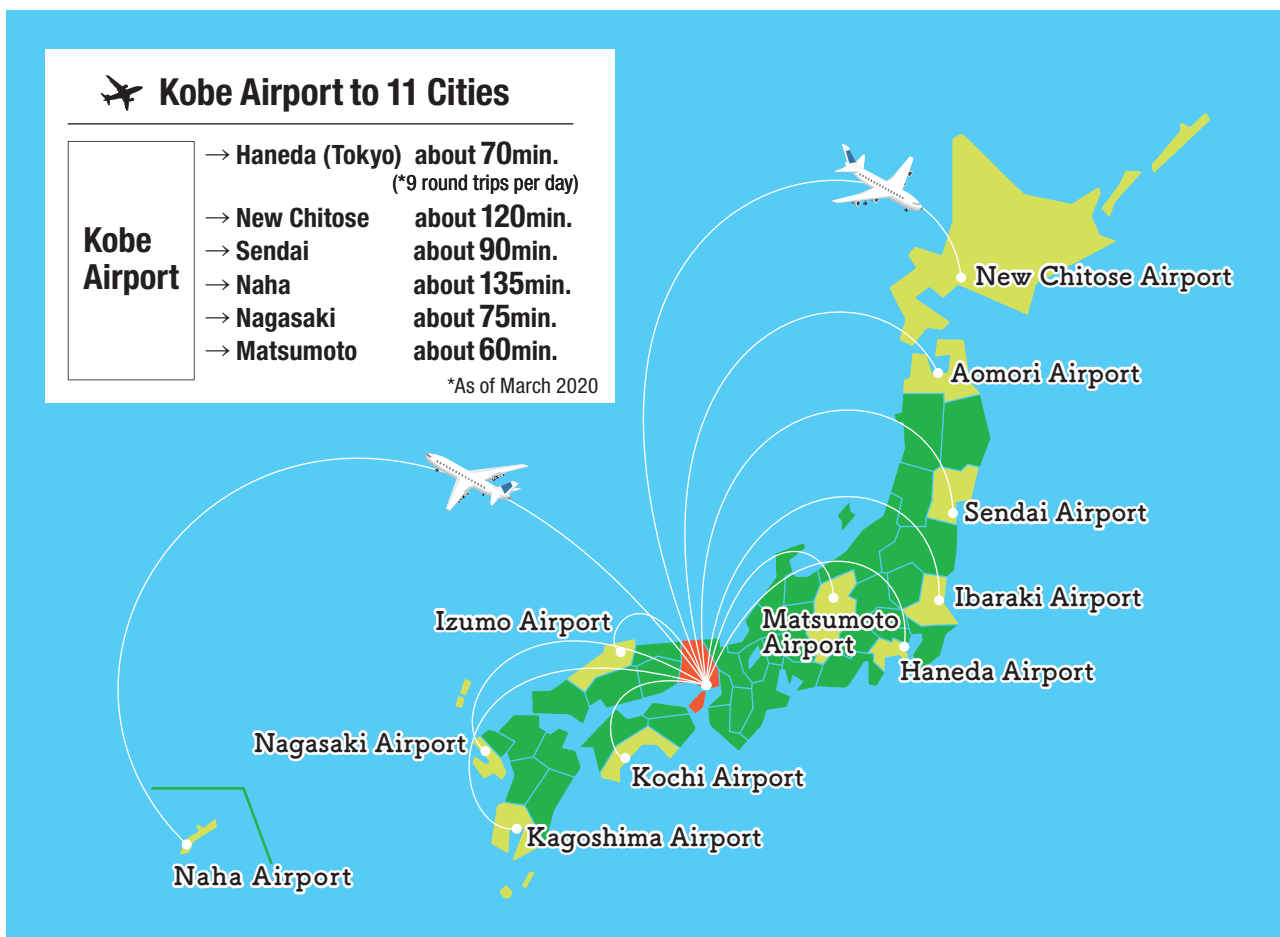
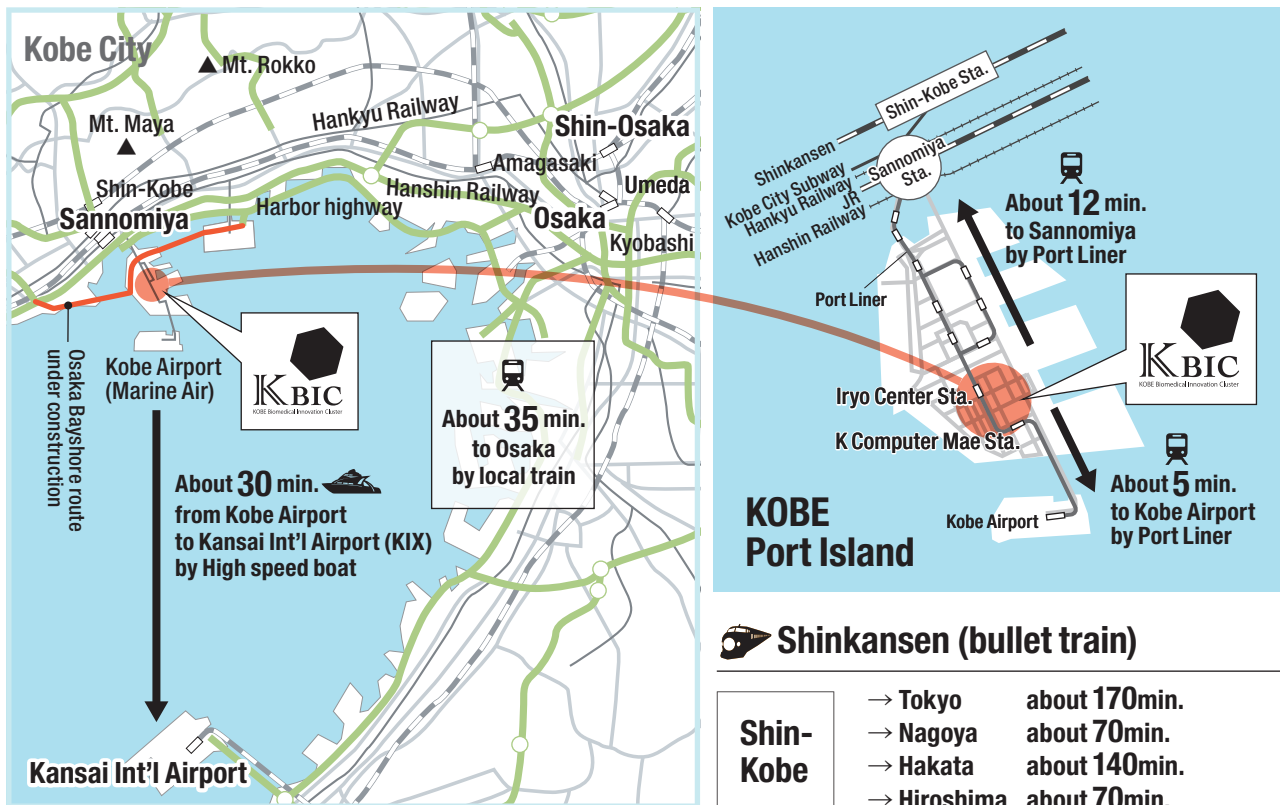
Check here for details!



## Location

### 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.



## 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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PICK UP

### 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)

### 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/>



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

**Kobe City Biomedical Innovation and New Industry Headquarters,  
Kobe Biomedical Innovation Cluster Department,  
Corporate Development Division**

Kobe City Hall, 6-5-1, Kano-cho, Chuo-ku, Kobe 650-8570 JAPAN

**TEL : 078-322-6341**

**MAIL : [contact@kobe-lsc.jp](mailto:contact@kobe-lsc.jp)**

**The latest information is now available on our website!**

**KBIC's  
official website**



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