

Our Global Business Support Network

The Office of the City of Yokohama Representative to the Americas offers a wide range of services to assist companies at various stages of considering business opportunities in Yokohama. Our service include:

- **Market Intelligence & Research:** Providing economic and demographic data to support comparative analysis and well-informed decision making
- **Site Selection Assistance:** Assisting the selection of the most suitable location for your business, including real estate searches
- **Early-stage Business Support:** Providing information on incubation facilities in Yokohama
- **Incentives Consulting:** Pointing out the most suitable business incentives
- **Networking Support:** Recommending B2B matching platforms and networking events in Yokohama
- **Workforce information:** Providing information on recruitment opportunities
- **Site Visit Facilitation:** Assisting pre-relocation visits in Yokohama in coordination with JETRO and Kanagawa prefecture
- **Public Relations Support:** Assisting public relations in Yokohama (e.g. press release support)
- **Collaboration Facilitation:** Identifying opportunities for collaboration and providing tailored advice
- **Yokohama City Information:** Providing general information on city services, community, and daily life in Yokohama

In addition to the above services, we work closely with partners in our Global Business Support Network. Our office serves as the first point of contact to companies and suggests the best combination of services to meet the needs of each individual client by leveraging the close partnerships with our partners. Depending on your needs, we will introduce you to the North America-based contact persons representing each of our partner organizations below:

Japan External Trade Organization (JETRO)

The City of Yokohama has a tight-knit partnership with the Yokohama branch of JETRO, a national government-related organization that works to promote mutual trade and investment between Japan and the rest of the world. JETRO's services include consultation for companies to expand into the Japanese market and support for companies in establishing operational bases in Japan.

Kanagawa Prefectural Government

The City of Yokohama collaborates with the prefectural government of Kanagawa, the prefecture of which Yokohama is the capital. The prefecture provides various business incentives, such as discounted office rental rates for foreign firms and free spaces for startups, follow-up support (e.g. networking events and seminars) through its Kanagawa Business Support Center (IBSC Kanagawa), as well as public relations support.

Yokohama Industrial Development Corporation (IDEC)

IDEC is the sole support organization for small and medium-sized enterprises (SMEs) officially designated by the mayor of the City of Yokohama under the Small and Medium-sized Enterprise Support Act. The organization supports Yokohama-based SMEs to conduct international business. The City of Yokohama works with IDEC to provide information about Yokohama-based companies to aid your search for potential partners.

Yokohama Cross Over (YOXO)

A new and upcoming project in Yokohama, consisting of multiple initiatives focusing on innovation, including: YOXO BOX, a startup support center that runs an innovation school with individual consulting, and in-house accelerator program; Yokohama Future Organization, a network and ecosystem of innovation drivers in Yokohama interested in collaborating with startups; and more.