

# Partnering Opportunity

Profile status : Published

## Business Request

**A Japanese trading company is looking for carbon capture, usage, and storage (CCUS) solutions in the EU to represent, distribute, or license**

### Summary

*A Japanese trading company is looking to expand their product portfolio with carbon capture, usage, and storage (CCUS) solutions. The Japanese government is aiming to achieve a carbon neutral society by 2050, which is providing opportunities in the Japanese market. The Japanese company is hoping to find EU partners that can provide relevant technologies. They will engage in distribution services, commercial agency and license agreements where relevant.*

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Public Link	<a href="https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1e1aca36-233f-4804-8d8a-ad8d60285356">https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1e1aca36-233f-4804-8d8a-ad8d60285356</a>

### Details

#### Description

This Japanese trading company with over half a century of experience is looking for partners in the EU that can supply them with carbon capture, usage, and storage (CCUS) solutions. The trading company has been distributing a wide variety of machinery and materials to industrial customers in Japan for more than seven decades. It covers both, domestic and international suppliers. The company has been importing products from Europe, America and Asia to Japan for more than five decades. It is acting as official distributor for several European and American companies.

The trading company counts among its customers all big industrial groups of Japan, as well as utility companies and a range of companies from different fields. It has long standing experience in importing goods from Europe especially, and also acts as official distributor for several European companies. It is confident it can use its sales network to effectively promote the partner's product. One of the recent trends the company focuses on is carbon neutrality. Following directives from Japanese authorities to reduce the countries environmental impact, Japanese industries are pressured to find new solutions to reduce their CO2 emissions.

Among these solutions, carbon capture, usage and storage (CCUS) are a topic that has gained more attraction recently. Thus, the trading company is looking for solutions from that field, which will aid its industrial customers to achieve ambitious CO2 reduction goals. Alternatively, technologies that are part of such CCUS solutions are considered as well. The Japanese company is willing to represent relevant technologies or products by engaging in a commercial agency agreement with potential partners. Should the offered product or technology have sufficient potential the Japanese company will also consider a distribution services agreement to become the distributor of the product in Japan, or a license agreement to license promising technologies.

## Technical Specification or Expertise Sought

The company is looking for CCUS solutions that contribute to the decarbonisation efforts of its industrial customers, as well as for technologies, that are part of these solutions. The company is open to a range of ideas. Technology licensing will also be considered. The company encourages small companies, VC companies and start-ups to get in touch as well.

Examples of the sought technologies sought are:

- CO2 liquefaction technologies
- Temporary storage technologies (offshore)
- CO2 transport technologies
- Components or management systems of the technologies listed above

Technologies that require a very high degree of customization, very intense pre-sale consultation, and complex post-sale maintenance are less favoured. Ideally, the technology should be market ready and have a track record in Europe already. However, this is not a necessary condition, especially for new technologies.

## Keywords

### Technology

04009	Carbon capture and energy
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### Market

06003008	Other alternative energy
06008	Energy Storage
08002001	Energy management

### NACE

G.46.6.9	Wholesale of other machinery and equipment
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## Network Contact

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### Issuing Partner

EU-Japan Centre for Industrial Cooperation

### Contact Person

Rijnties Mark

### Phone number

+8136040281

### Email

*info-eu@een-japan.eu*

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**Open for EOI:**      **Yes**

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## Dissemination

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### Restrict dissemination to specific countries

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden

### Relevant sector groups

Environment  
Intelligent Energy

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## Client

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### Type and Size of Organisation Behind the Profile

Industry 250-499

### Year Established

1947

**Turnover**

>500M

**Already Engaged in Trans-National Cooperation**

Yes

**Certifications Standards**

ISO 14001

**Languages Spoken**

English  
Hungarian  
German

**Client Country**

Japan

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**Partner Sought**

**Type and Role of Partner Sought**

The partner should be in possession of a CCUS solution or parts of such a solution that is of interest for industrial customers. Ideally, the technology should be market ready and have a track record in Europe already. However, this is not a necessary condition, especially for new technologies. The company envisages promoting and distributing the partner's product to its existing and new customers in Japan. Further down the road, a distributor agreement for the Japanese market could also be considered.

The partner company should be able to provide the necessary assistance to enable the trading company to identify sales targets and effectively promote their product. In addition, they should provide after-sales services in order to help customers with the use of the product. A good deal of flexibility in order to react to the needs of Japanese customers would be highly appreciated.

**Type and Size of Partner Sought**

SME 11-50,251-500,SME 51-250,>500

### Type of Partnership Considered

License agreement  
Distribution services agreement  
Commercial agency agreement

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### Attachments

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