

Title	A Japanese trading company is looking for equipment for laboratories in the regenerative medicine field
POD Reference	BRJP20180622001
Summary	<p>A Japanese trading company specialized in distributing of reagents, analytical laboratory instruments and laboratory equipment is looking for suppliers of innovative products and equipment for laboratories in the regenerative medicine field.</p> <p>A distribution or commercial agency agreement will be finalized with relevant suppliers.</p> <p>The target countries are strictly limited to: France, Germany, the Netherlands, Sweden and the United Kingdom.</p>
Description	<p>The Japanese company has been active in the sales field of medical and laboratory devices in Japan for more than 70 years. To address a variety of demands from its customers, they established an import department four years ago. The company currently would like to expand the number of suppliers in the EU market along with accelerating the company's imports.</p> <p>Especially, they are seeking regenerative medicine related suppliers that work for innovative products and equipment to contribute to research activities and have competitive advantages in that area.</p> <p>The company has 14 branch offices and more than 1,000 customers in Japan. The range of customers consists of many sectors such as biotechnology, pharmaceutical analysis and chemistry.</p> <p>The company is seeking exclusive distribution rights for innovative products which fulfil the company's requirements on innovativeness, usability and quality.</p> <p>A distribution or commercial agency agreement will be finalized with relevant suppliers.</p> <p>Please note that the target countries are strictly limited to: France, Germany, the Netherlands, Sweden and the United Kingdom.</p>
Technical Specification or Expertise Sought	<p>The company is seeking consumables, products and equipment for laboratories of basic researches that are strictly related to the following categories:</p> <ul style="list-style-type: none"> <li>• cell culture, cell isolation, cell preservation and live cell imaging</li> <li>• genome sequencing, genome detection and genome analysis</li> <li>• protein detection, protein analysis and protein purification</li> </ul> <p>The potential products are expected to be:</p>

- the most technologically advanced
- unique
- easy to use
- of guaranteed quality

### Keywords

Market Keywords	04 GENETIC ENGINEERING/MOLECULAR BIOLOGY 04006 Cellular and Molecular Biology 04007 Enzymology/Protein Engineering/Fermentation 05004003 Laboratory equipment 05007002 Pharmaceuticals/fine chemicals
NACE Keywords	G.46.6.9 Wholesale of other machinery and equipment M.72.1.1 Research and experimental development on biotechnology

### Partner Sought

Type and Role of Partner Sought	The potential suppliers are expected: <ul style="list-style-type: none"> <li>- To sign an exclusivity distribution contract with the Japanese company covering the Japanese market.</li> <li>- To provide guidance and training about the use of their products</li> <li>- To ensure short delivery time, low-priced delivery with good condition and no damages.</li> </ul>
Type and Size of Partner Sought	SME <10 SME 11-50 SME 51-250
Type of Partnership Considered	Commercial agency agreement Distribution services agreement

### Client

Type and Size of Client	Industry SME 50-249
Year Established	1940
Turnover (euro)	100 - 250M
Already Engaged in Trans-National Cooperation	Yes
	The company has business partnerships mainly in the U.S. for

Additional Comments	more than 4 years under distribution agreements.
Languages Spoken	English
Client Country	Japan

**Dissemination**

Relevant Sector Groups	Bio Chem Tech
Restrict dissemination to specific countries	France Germany Netherlands Sweden United Kingdom