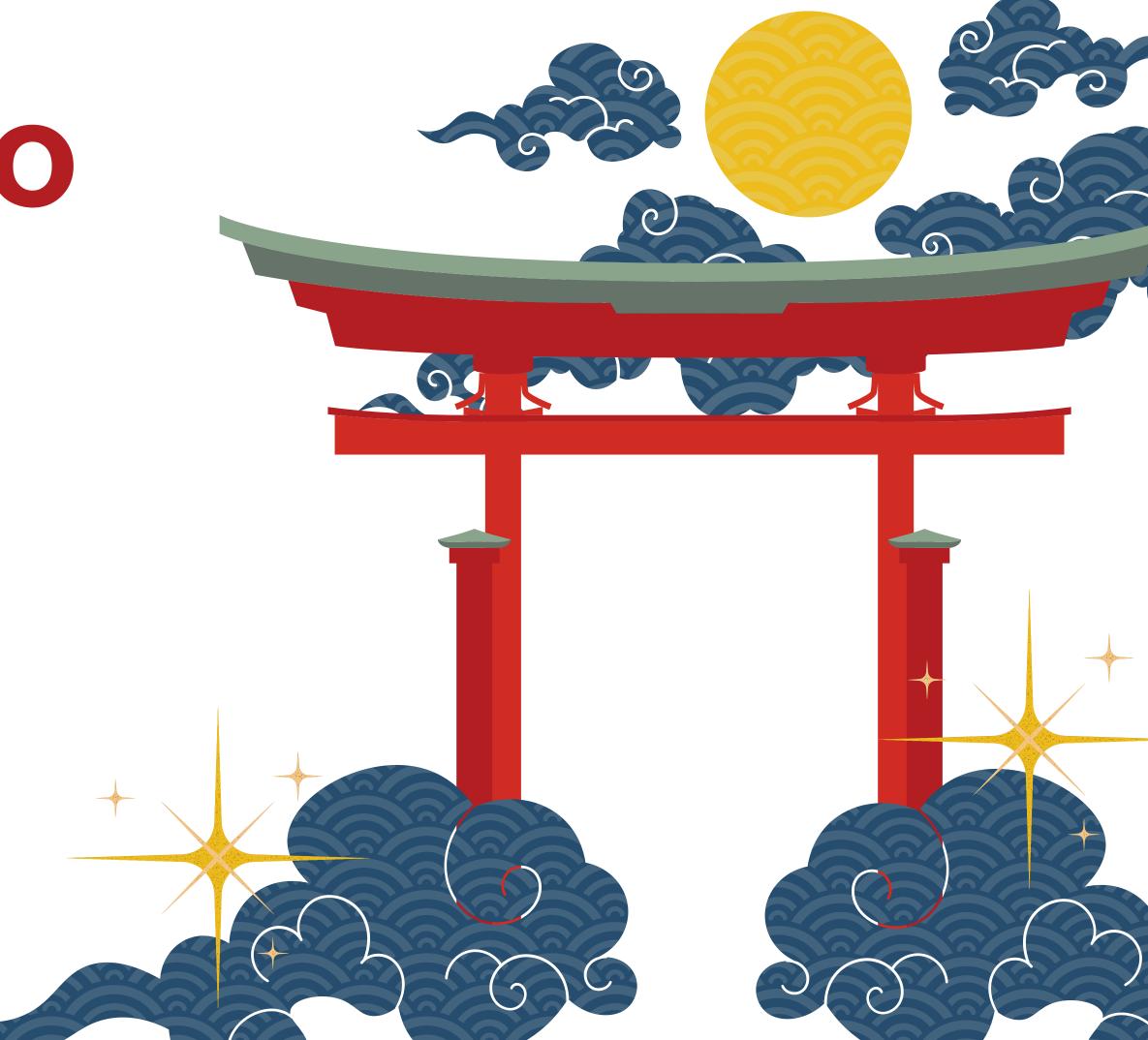
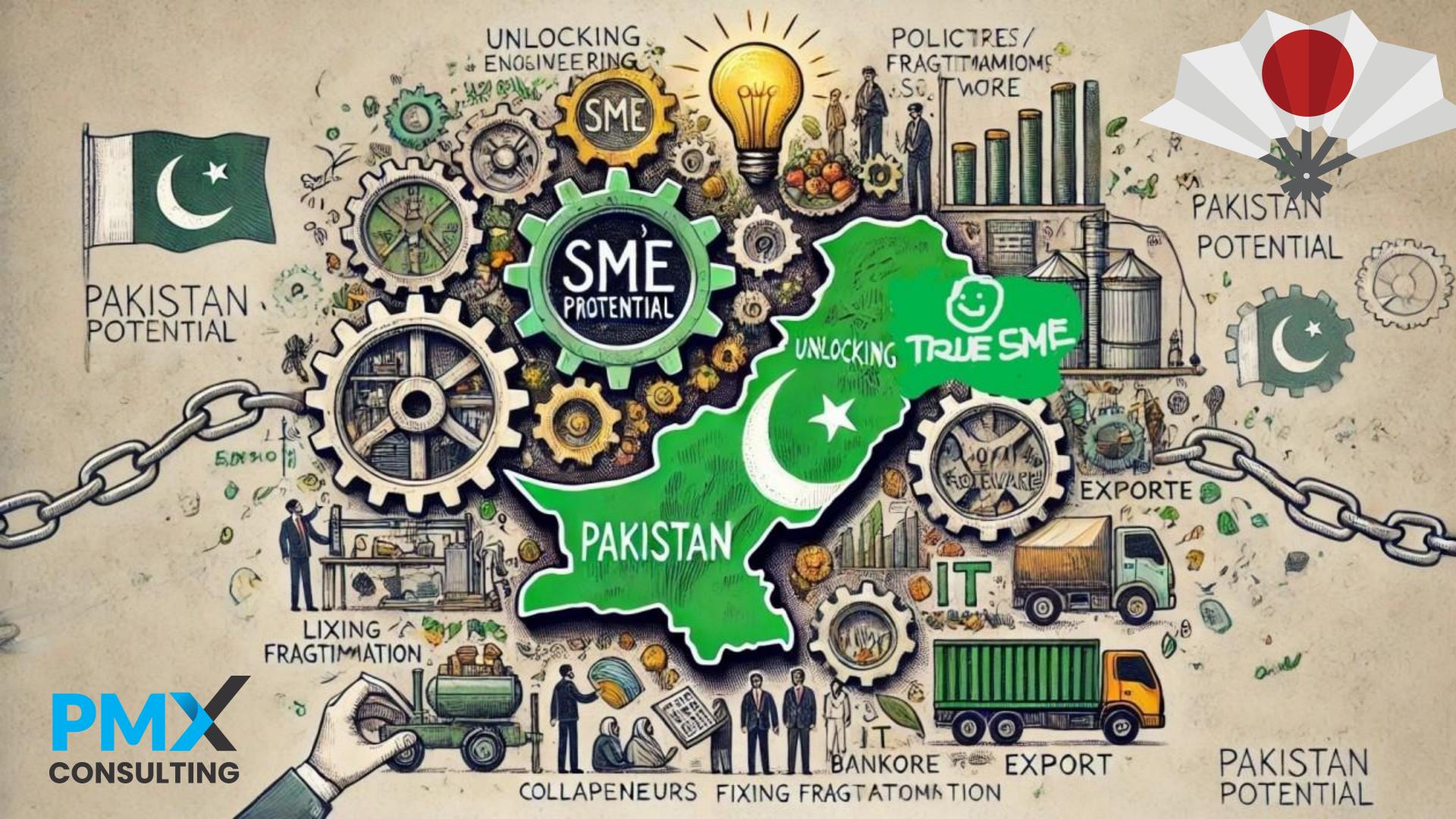
Export to Japan Session-I

By Imtiaz Rastgar

Manufacturing & Export Consultant, Coach, Trainer & Growth Strategist

















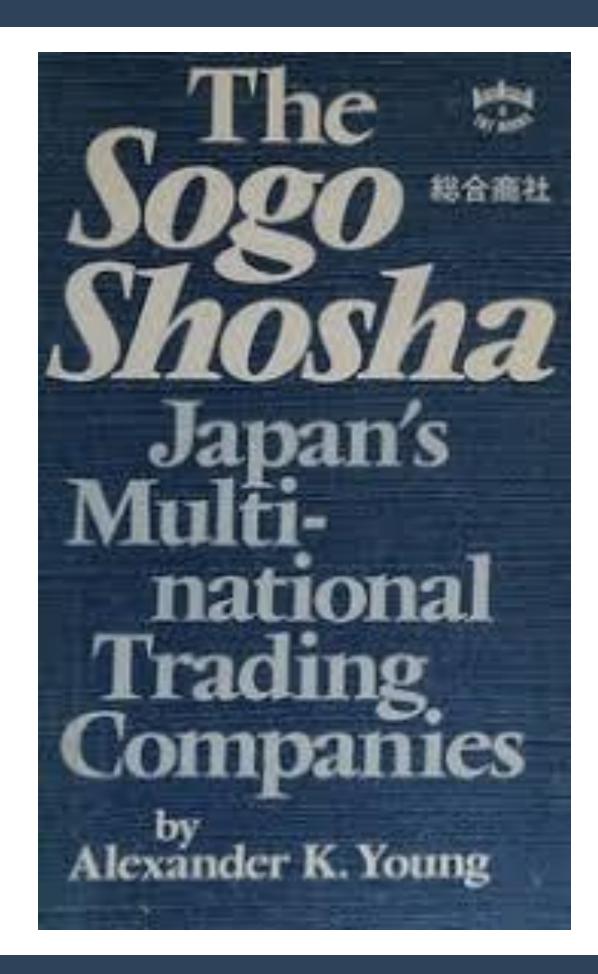
Army Of Sales men



ROLE
OF
JAPANESE TRADING COMPANIES
IN POSTWAR RISE
OF
JAPAN



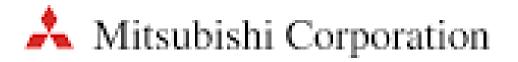
Japan Inc.













Sumitomo Corporation





Japan,
transformed into an economic powerhouse that "conquered" the world peacefully through trade and enterprise

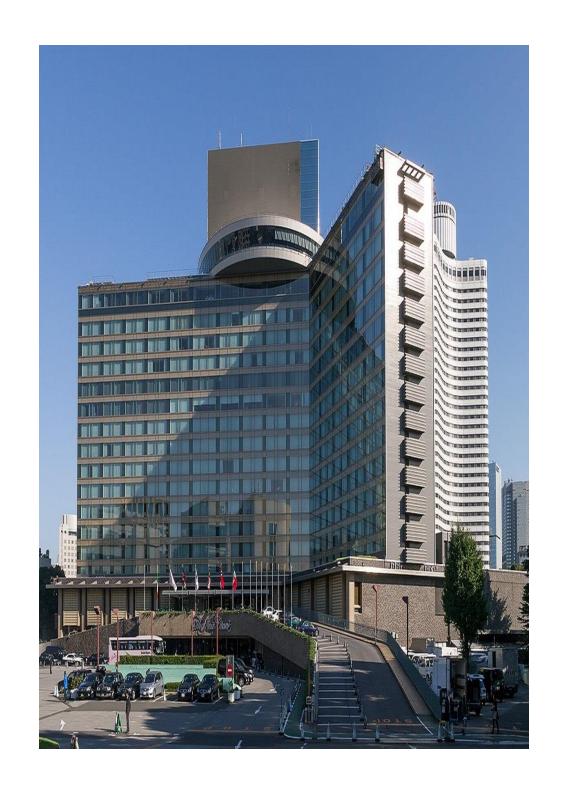




MY STORY: 1982 Tokyo









Nagoya

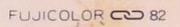














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WORKING WITH JAPANESE OEMs

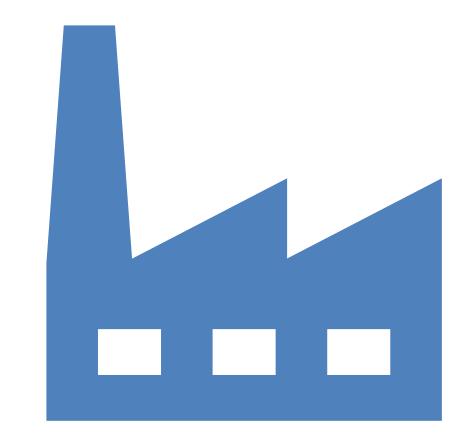












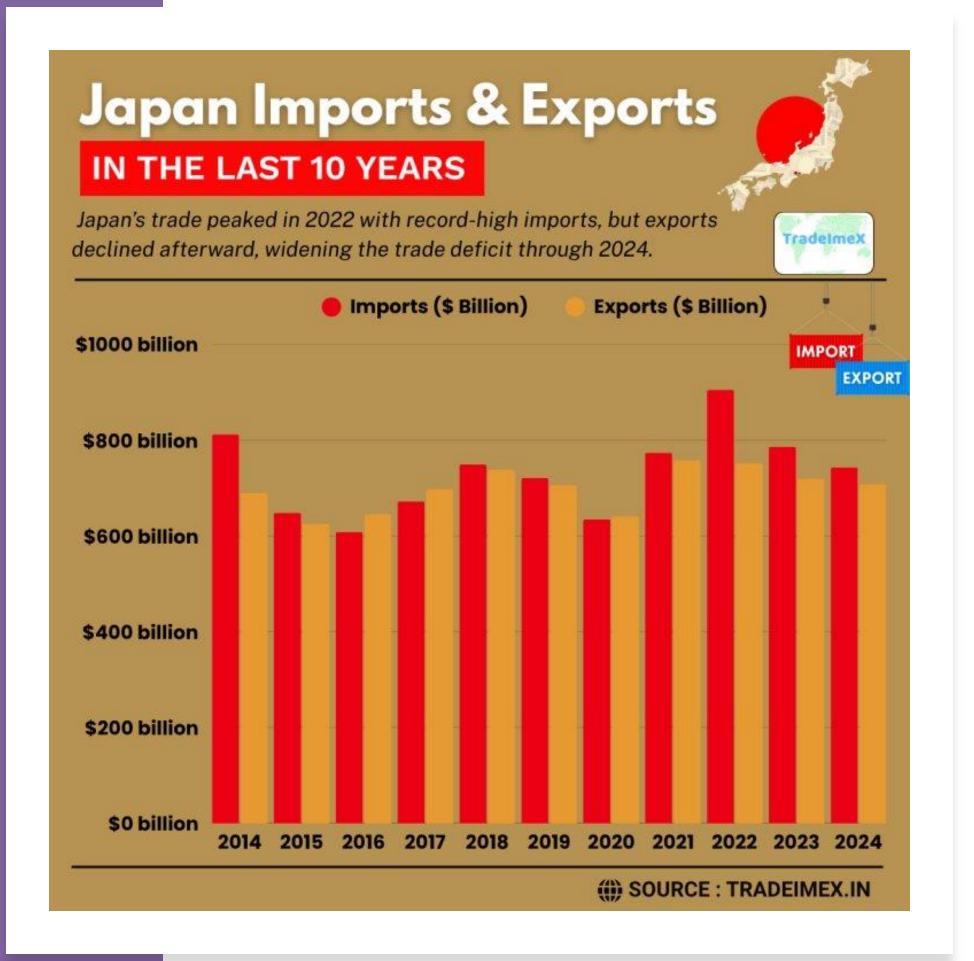
LEARNING THROUGH WORKING WITH JAPNESE OEMS

- QA TECHINIEQUS
- JIT
- ASSEMBLY TECHNIUES
- 5-S
- MUDA & THE 7 WASTES





PM2X CONSULTING



Why Pakistani SMEs Should Add Japan to Export Destination List?











Take A Trip To Japan

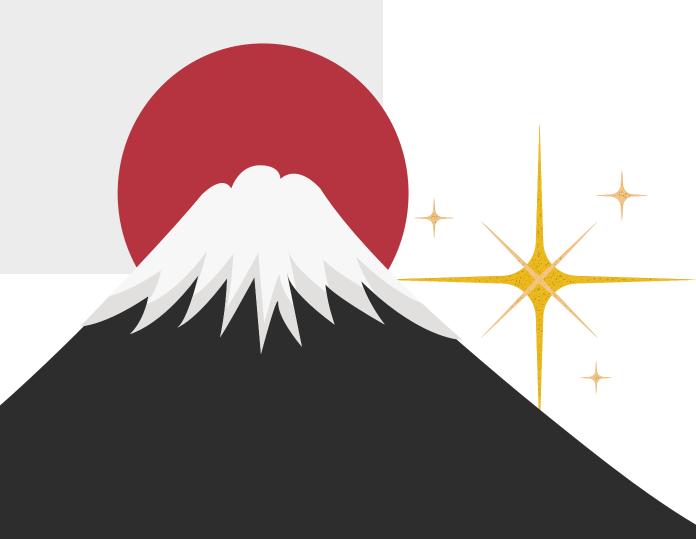




Embrace New Horizons

- The importance of exploring new markets
- Japan as a promising opportunity
- Breaking out of crowded markets







Training Opportunities



The Association for Overseas Technical Cooperation and Sustainable Partnerships





Lots of Halal Food In Japan













In Tokyo Visit Akihabara





Japan's Economic Strength & Consumer Power

- World's third-largest economy
- High disposable incomes
- Stable demand & consumption power





JAPAN Quality

Premium Market for Quality & Innovation



Premium Market for Quality & Innovation

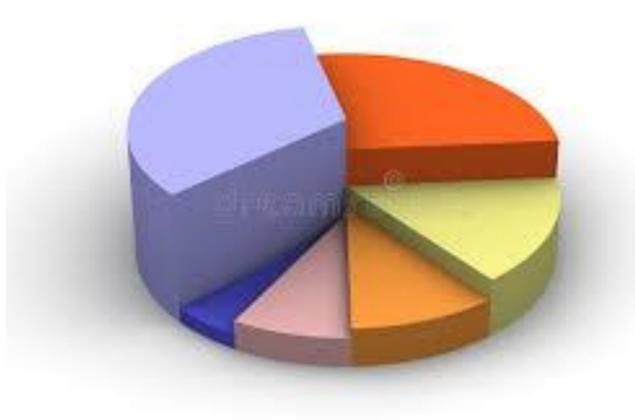
- Japanese consumers prefer quality over price
- Demand for authentic and innovative products
- Opportunity for Pakistani exporters to position as premium





Recession Proof Your Business

- Importance of reducing market risk
- Mitigating geopolitical and economic uncertainties
- Build resilience & diversification





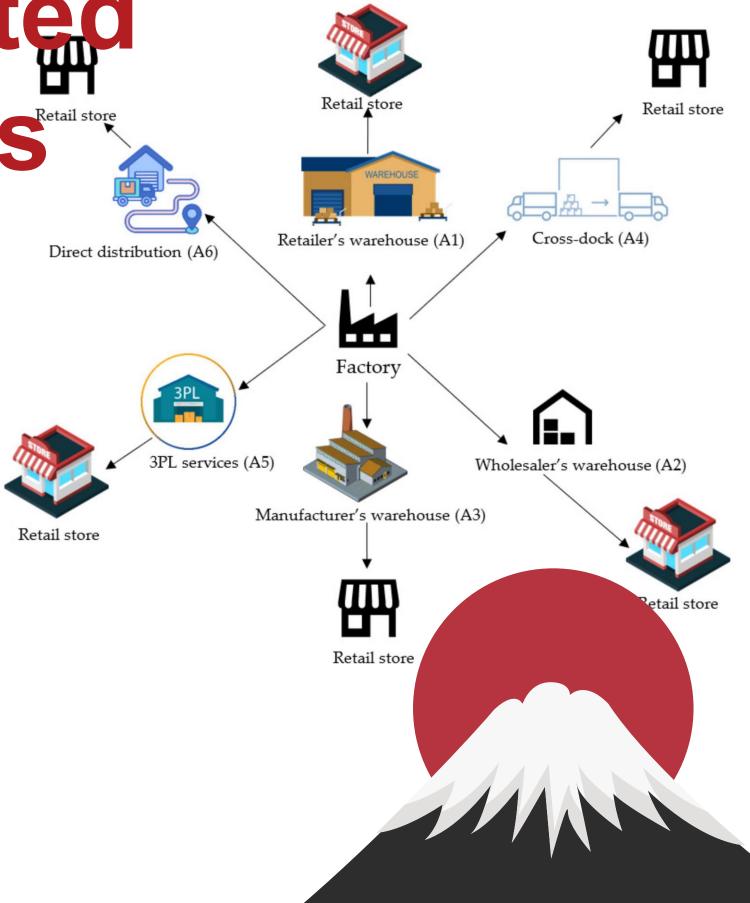
Growing Pakistani Export Footprint in Japan

- Annual growth in exports (+10%)
- Traditional: textiles, organic foods, handicrafts
- Un-Traditonal
- Success stories



Access to Sophisticated Distribution Channels

- 1. Overview of trading companies, wholesalers, retailers, and e-commerce
- 2. Partnering opportunities to ease market entry
- 3. Benefits of hybrid channels adapting to digital trends





Leverage Cultural Affinity & Niche Opportunities

- Pakistani craftsmanship and heritage resonate in Japan
- Niche markets: textiles, organic foods, health products
- Aligning products with Japanese tastes and values







Government & Trade Support Systems

- Pakistan's TDAP and export facilitation
- Japan-Pakistan trade agreements & tariff benefits
- Access to trade missions and business matching





Long-Term Business Growth & Relationship Building



- Personal relationships matter more than quick sales
- Importance of cultural respect and consistent quality







Start Small, Think Big

- Pilot exports and gradual market entry
- Learning and adapting as keys to success
- Vision for sustainable growth in Japan







STAND UP & BE COUNTED WITH G LOBAL MINDSET



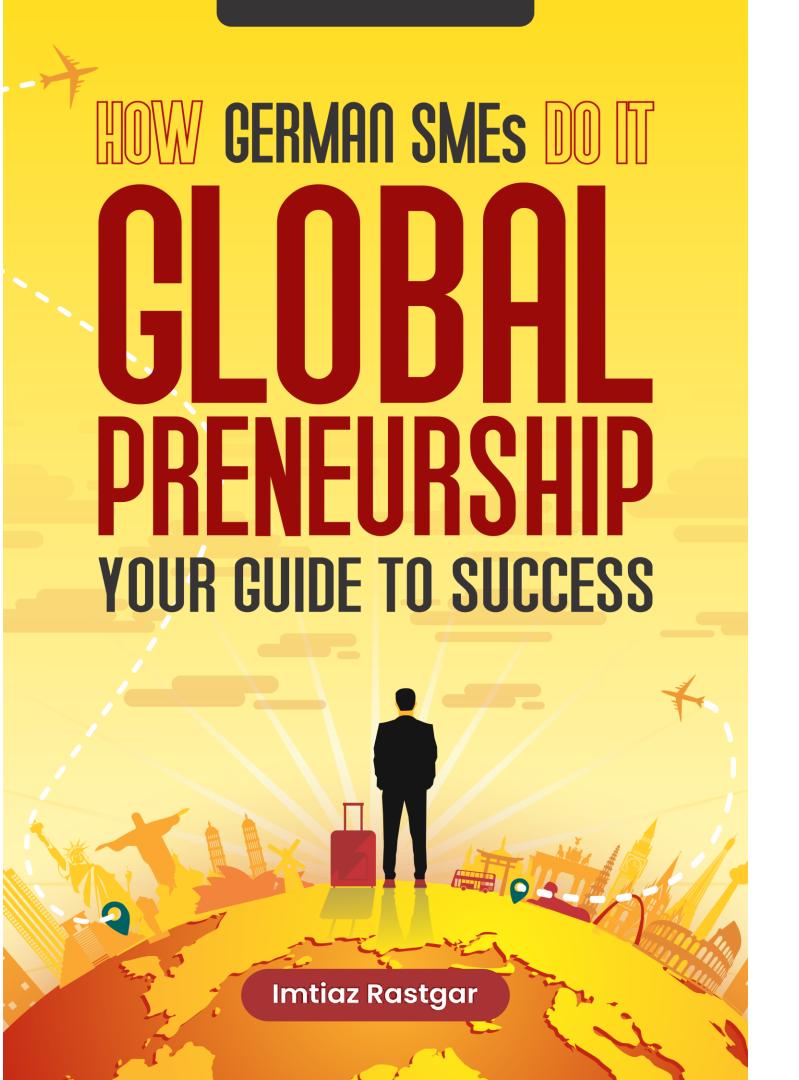
The Global Mindset



How To Build a Global Mindset?

Read this book







GLOBAL PRENEURSHIP



Read this book









Export Strategy & Marketing Plan for SMEs

Master the How with Imtiaz Rastgar

PREBOOK FOR TRAINING

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