



**Rainbow Bridge for your Business and Technology**

**From Europe to Asia  
From Asia to Europe**

Hakata International serving as the conduit in both the European and Asian continents has established itself as the bridge for strategic business and technology synergies and growth to initiate and accelerate international business engagement while leveraging on our cross-continent experience in forging business collaborations and partnerships.



**From Europe to Asia  
From Asia to Europe**

## HISTORY OF HAKATA-INTERNATIONAL

**2013:** Company established in Japan

**2014 - 2016:** Start consulting for German companies

**2016 – 2018:** Start consulting for Japanese companies

**2018 – Now:** Start OEM/ODM consulting with investors



T. Kimura

**1992 to 2004**  
- Study in USA  
- Project Interface  
in U.S.

**2005 to 2012**  
- German  
Engineering  
Company

**2012**  
Hakata-International  
+81-90-119 519 70  
tetsuya.kimura@hic.co.jp



M. Glotzbach

**1998 to 2004**  
- Business Development  
Manager

**2005 to 2009**  
- Incorporate German  
Engineering Company  
in Japan

**2009 to 2012**  
- STC in Germany

**2012**  
Hakata-International  
+49-170-7693908  
manfred.glotzbach@  
hic-germany.com

## JP OEM's – Strategic Consultation for EU Outsourcing

- Introduce to engineering outsourcing companies
- Organize & Analyse workshop to find the right partner
- Support for bidding process

## JP Materials – Consultation for Automotive R&D Centre

- Introduce the EU Light Weight solution technology companies for Japanese Automakers.
- Install Engineering company in Japan for supporting the engineering automotive team

## JP/German Supplier – Strategic Consultation for Automotive Partnership

- Introduce partnerships between Japan and Germany
- Extend the business portfolio to engineering

## EU Development Engineering companies – Consultation as Interim Management

- Business Development for engineering outsourcing turn-key jobs: Variant/Derivatives/Module
- Business Development for manufacturing outsourcing turn Key jobs

## Asia Suppliers – Consultation for BEV opportunities

- Introduce the latest technology for battery system from Europe

## EU Representative and Agent – Machinery for Japanese Market

- Market entrance regarding machinery from Germany to Japan





HIC K.K. is exclusive consultant for the organization AMZ of the Prefecture Saxonias regarding Japanese business.



Hakata-International are member of DJW since 2020  
[djw.de/de](http://djw.de/de)

Deutsch-Japanischer Wirtschaftskreis e. V. (DJW)  
日独産業協会



## Situation Japan:

Population: 126 million  
GDP: 5 Trillion USD  
Export: 18 % of GDP



## Situation Europe:

Population: 83 million  
GDP: 4 Trillion USD  
Export: 47 % of GDP

- More International Engagement
- Integrating Outsourcing Process from Europe
- Accelerating Open Innovation on Business & Technology

- Europe needs Asian Market
- Nations of SMEs (Mittelstand) with untapped specialized Innovation & Technologies
- 35 Years Strategic Outsourcing Approach gives focus on core business



# RANGE OF SERVICES

## Executive Management

- Process of Executive Management
- Advisory Consultation
- Company Representation
- Interim Management

## Market Consultation

- Analyse Support
- HR Consultation
- Marketing
- Purchasing
- Administration Management
- Service for Machine

## Strategic Approach

- Strategical Process
- Business Opportunities in Asia
- Strategic Outsourcing Implementation

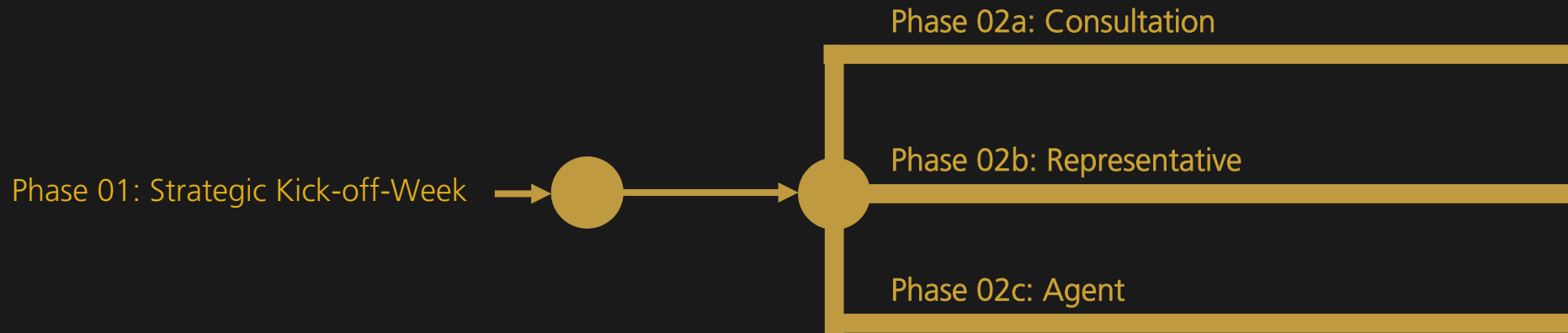


# SERVICES

## EXECUTIVE MANAGEMENT

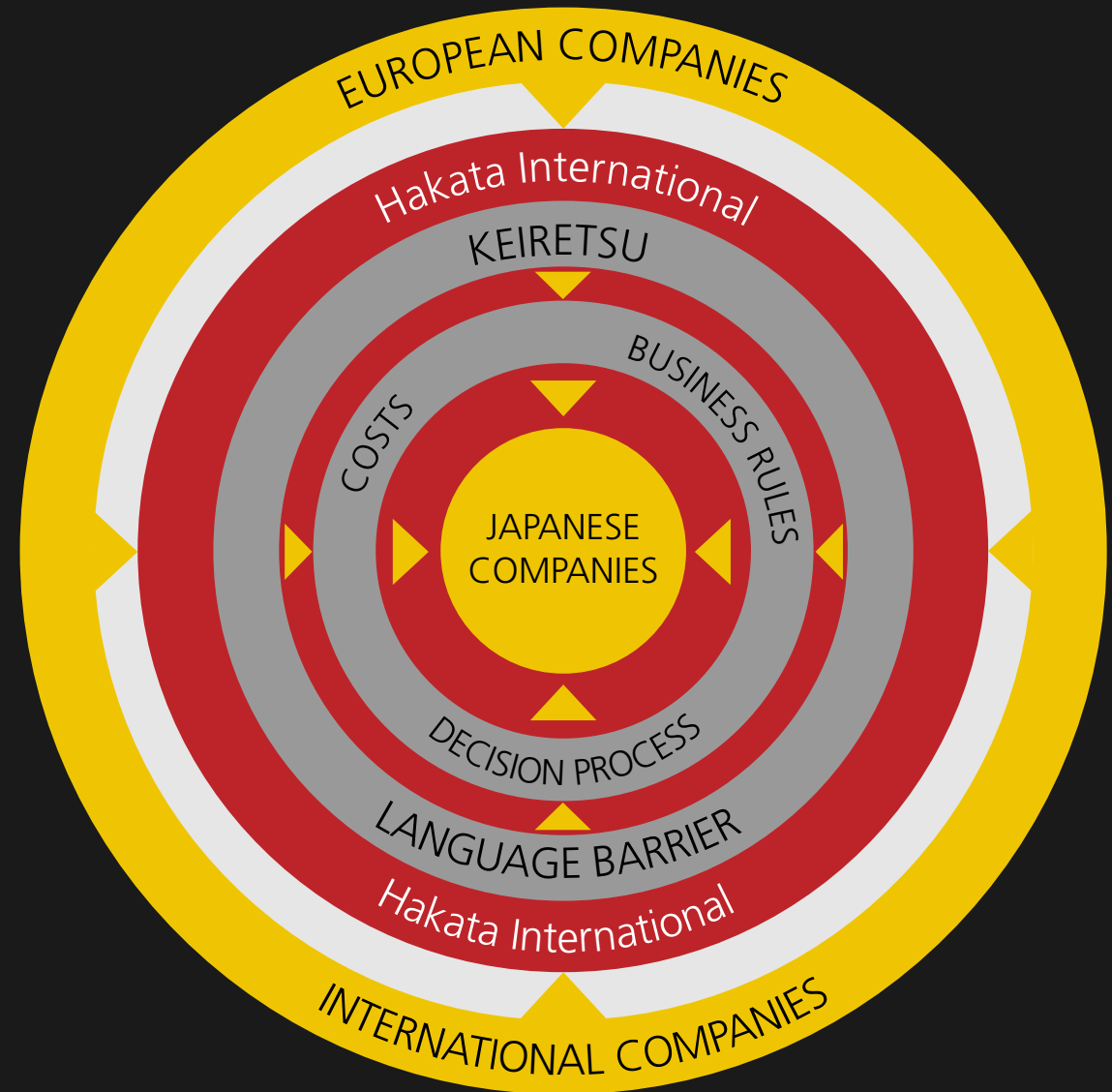
### Process of Executive Management

- Market Recognition & Penetration
- Networking & Partnership
- Create Opportunity



### Advisory Consultation

- Consulting the management in all activities of Japan or Germany.
- Planning and organizing business for board, control of the board and business development to Japan.
- Support to establish a network sales contact to Japanese future customers.
- Create concept how to establish your company in Japan or Germany for local market.



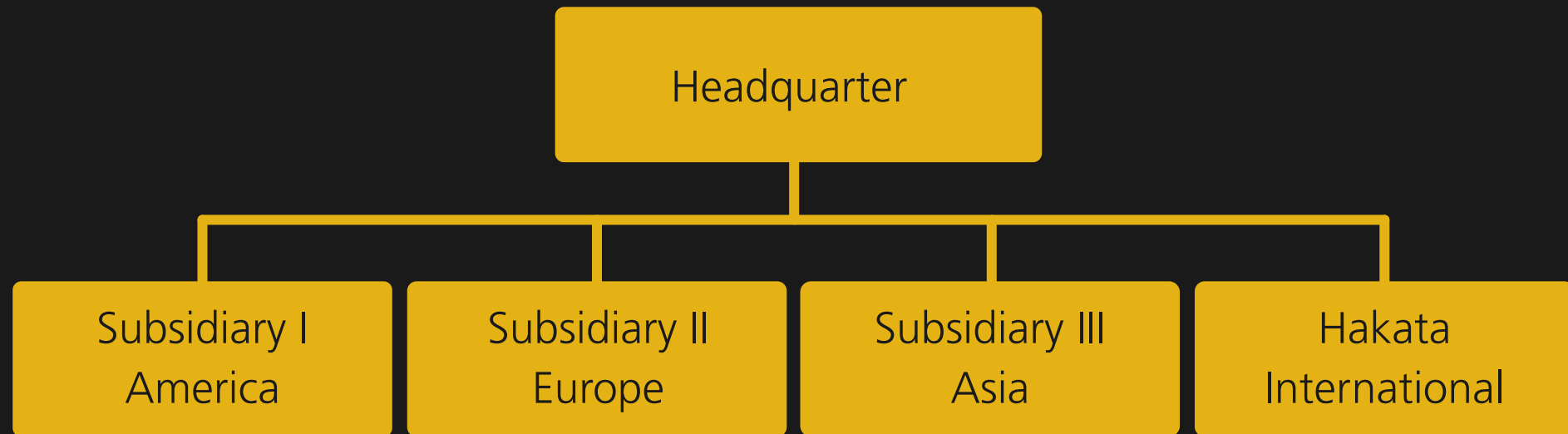


# SERVICES

## EXECUTIVE MANAGEMENT

### Company Representation

- Represent company in Germany or in Japan
- Contact to customer for sales
- Legal responsible



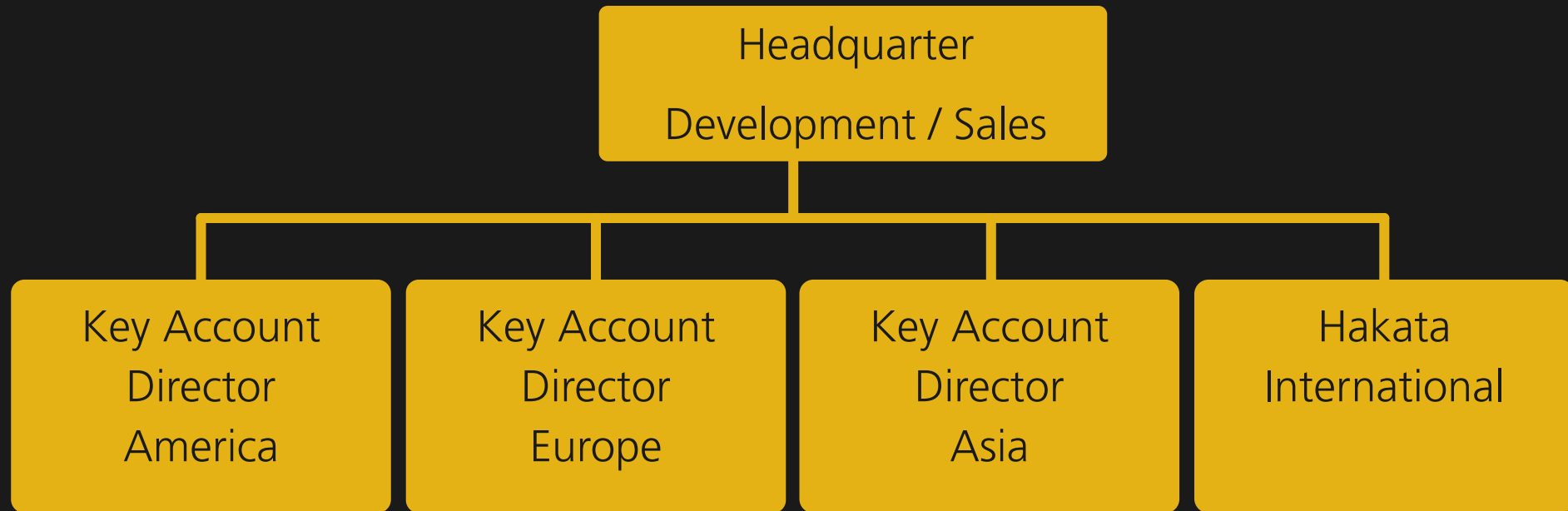


# SERVICES

## EXECUTIVE MANAGEMENT

### Interim Management

- As Management Director
- As Sales Director



Key Account Director  
independently conduct  
the business process.

## MARKET CONSULTATION

### Analyse Support

- Organize trips as investigation to Japan or Germany
- Market analyses for target Customers
- Analyse for Market entrance



## MARKET CONSULTATION

### HR Consultation

- Introduce to German Education System (Berufsausbildung)
- Network to Japanese head hunters



HR-Support by:

WalterFachKraft

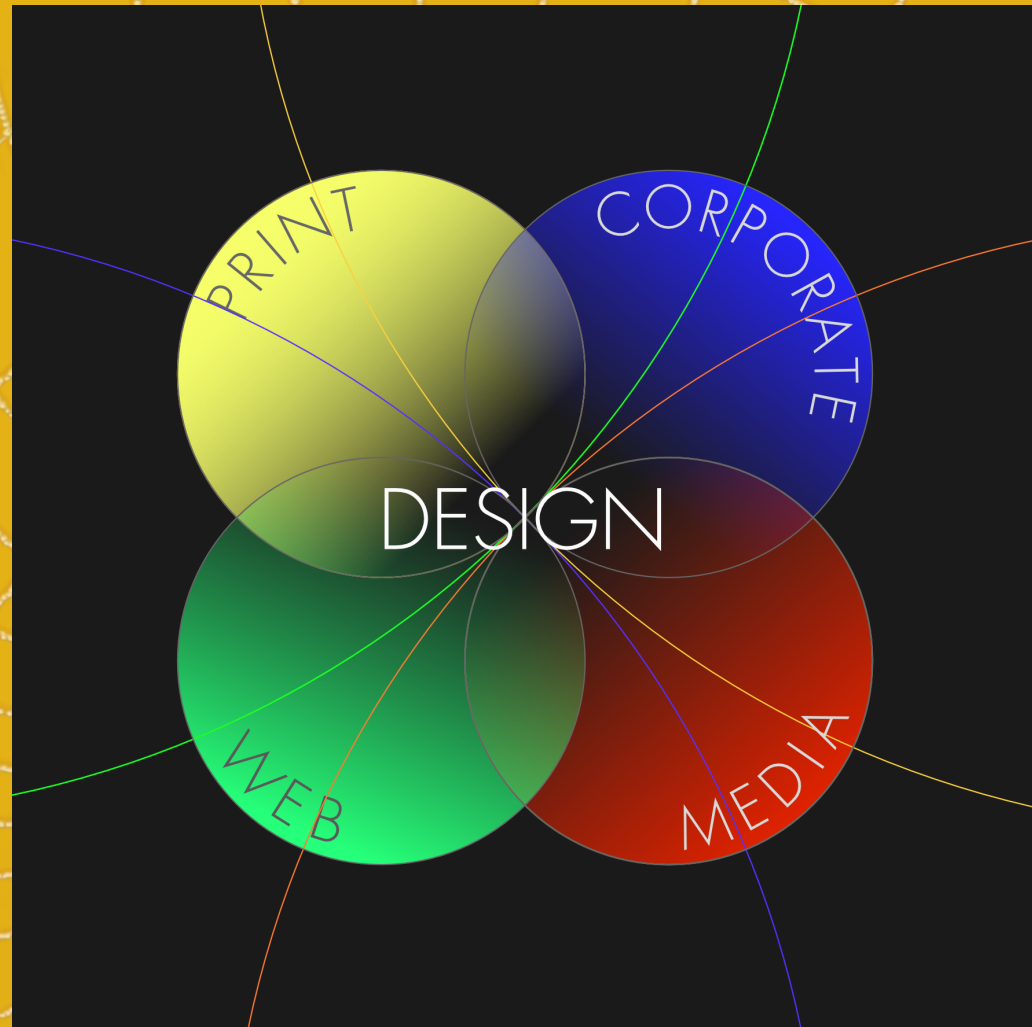
<https://www.walterfachkraft.de/wfk/>

(managed by Hakata-International)

## MARKET CONSULTATION

### Marketing

- Corporate Design
- Graphic Design for Brochures, Flyer, etc.
- Preparation Service for Exhibitions
- Represent at Exhibitions
- Webdesign
- Event Management
- Media Support with partner



Marketing-Support by:  
BolzDesign  
[www.reinhardbolz.de](http://www.reinhardbolz.de)  
(Managed by Hakata-International)

### Purchasing

- Collaborate with all required disciplines (product management, engineering, operations, supply chain, technology, and) to provide the most favorable pricing, quality, delivery, and relationship management (vendor) to meet compfinanceany goals and objectives.
- Source and evaluate potential suppliers
- Develop strategies, source suppliers and lead negotiations for projects
- Partner with plant leadership for the development and execution of sourcing strategies and to support negotiations and contracting for capital projects and site services.
- Manage supply base and supplier relationships for the assigned region.
- Act as liaison between requisitions and vendors, receiving and vendors, and Quality Assurance and vendors. Work closely with vendors to ensure accurate and on-time delivery.
- Manage the plant procurement team



**TANJA DAMMANN-GÖTSCH**

Purchasing Professional

Purchasing-Support by:

Tanja Dammann-Götsch

<https://www.purchasing-professional.com/en/home/>

(managed by Hakata-International)

### Administration Management

- Project Support
- Translation
- Support for creating Japanese Documentation
- Business Travel support in Japan
- Support for organization Exhibitions





# SERVICES

## SERVICE FOR MACHINE

### **Service for Machine**

- All over in Japan
- Support for Installation
- Maintenance after Installation
- Service 7 days a week

**TOKAI  RESIN**

Service for Machine-Support by:  
TOKAI RESIN  
<https://www.tokai-resin.co.jp>  
(Managed by Hakata-International)



# SERVICES

## STRATEGIC APPROACH

### Strategical Process

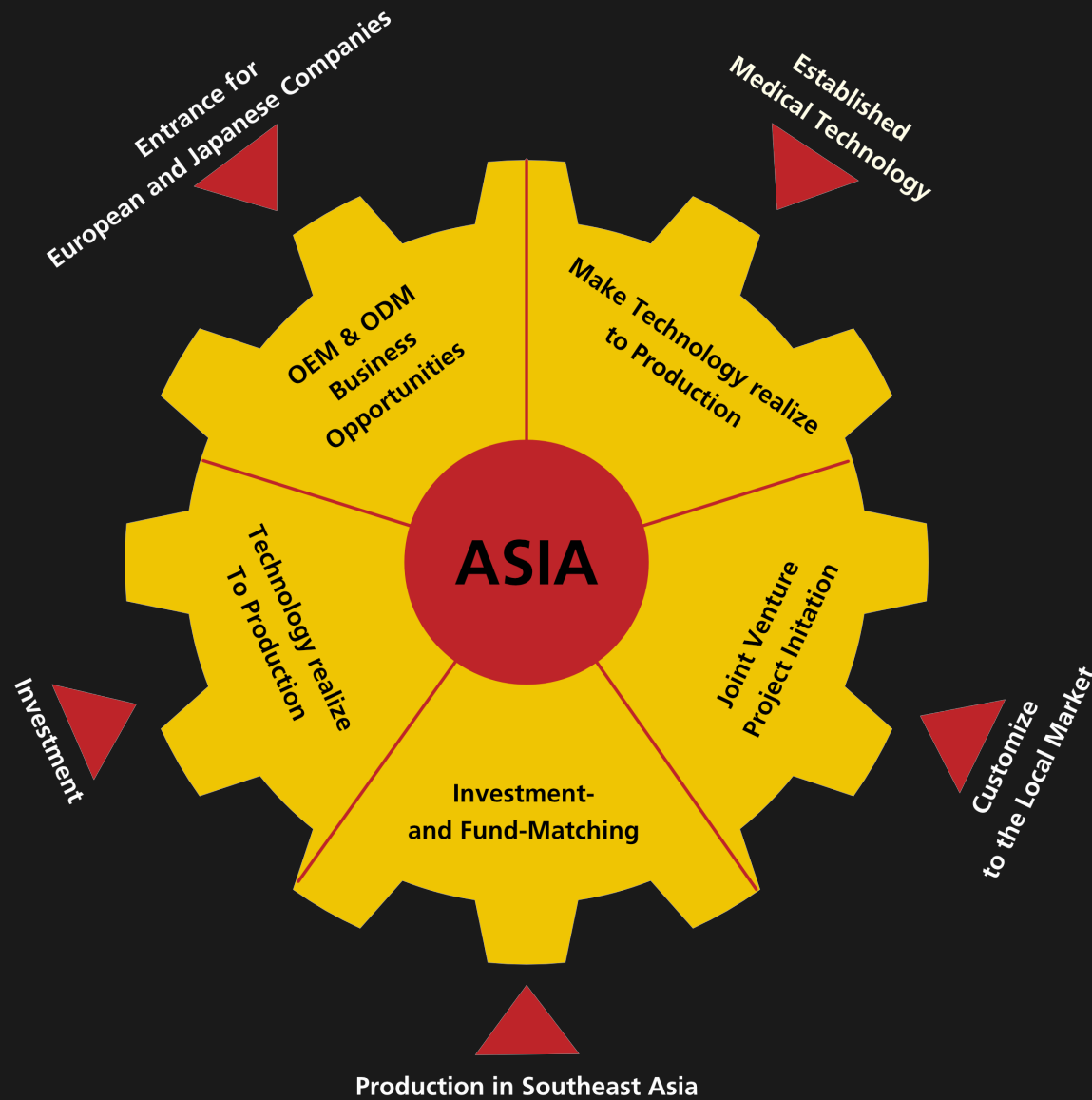




# SERVICES

## STRATEGIC APPROACH

### Business Opportunities in Asia

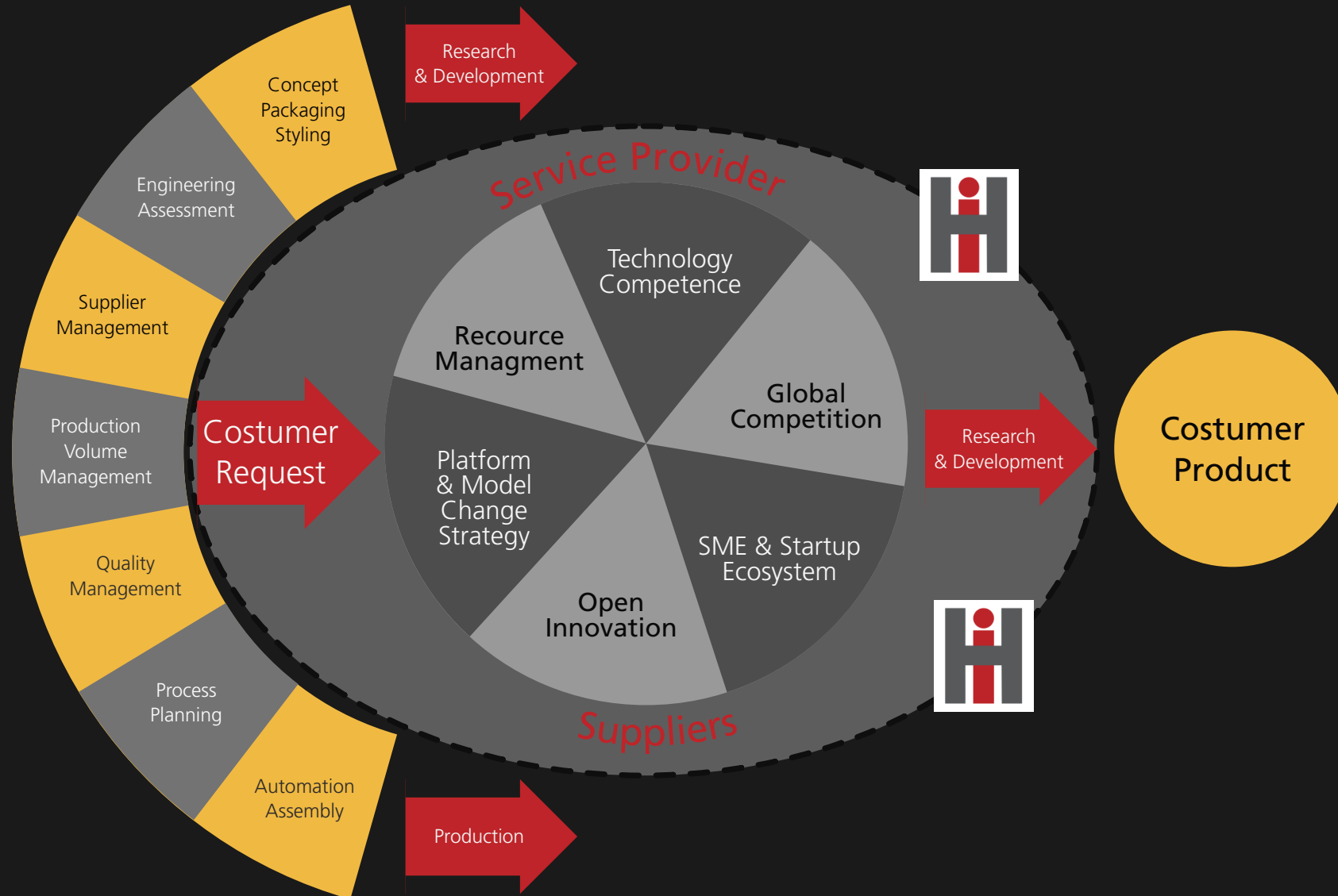




# SERVICES

## STRATEGIC APPROACH

### Strategic Outsourcing Implementation

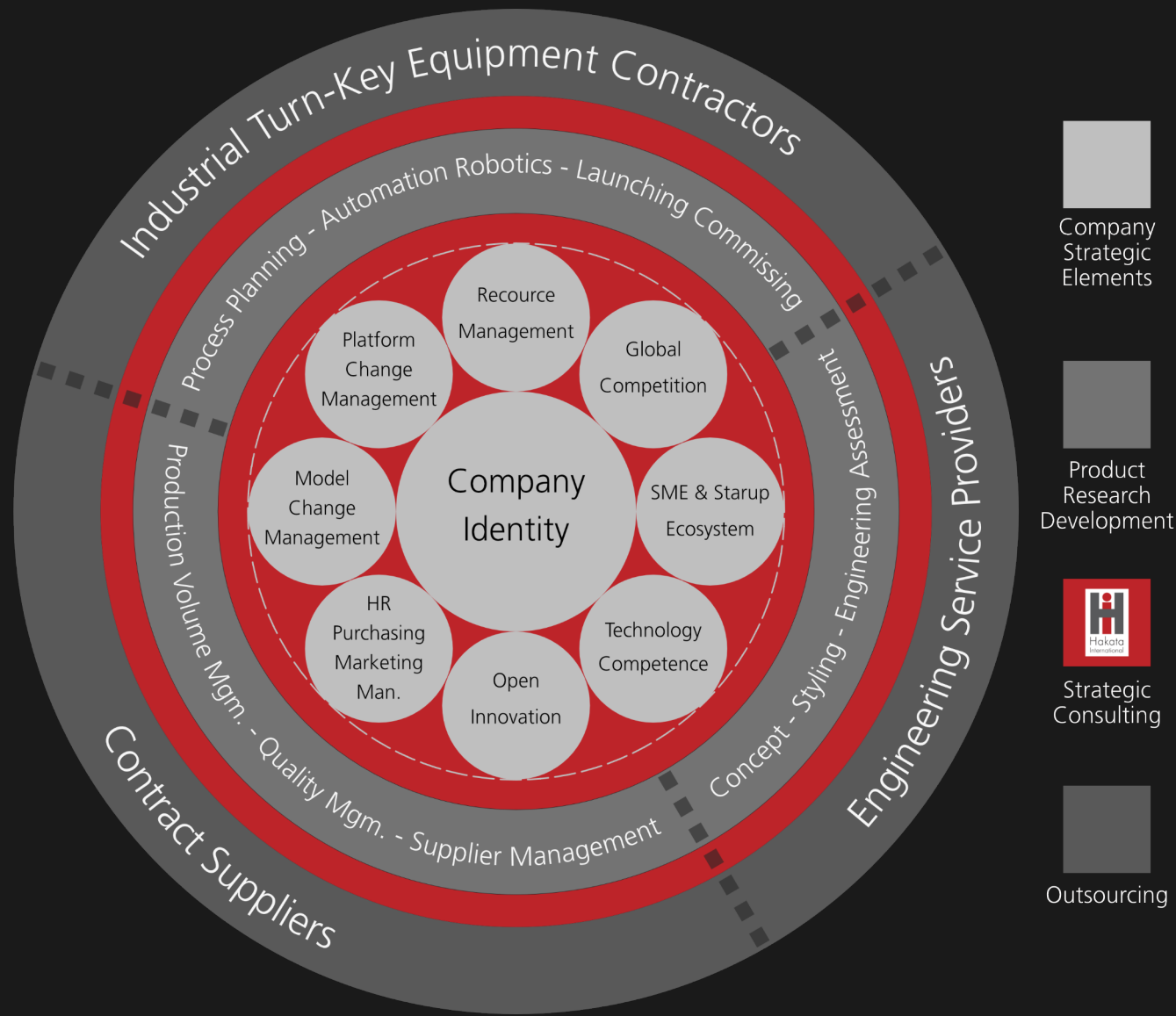




# SERVICES

## STRATEGIC APPROACH

### Strategic Outsourcing Implementation





## CONTACT

### **Hakata International Consulting K.K.**

**348 18 Hamanogo Chigasaki Kanagawa 253 0086 JAPAN**

**Mobile: T. Kimura: +81-90-119 519 70**

**M. Glotzbach: +49-170-7693908**

**Mail: [tetsuya.kimura@hic.co.jp](mailto:tetsuya.kimura@hic.co.jp)**

**[manfred.glotzbach@hic-germany.com](mailto:manfred.glotzbach@hic-germany.com)**

**[www.hakata-international.com](http://www.hakata-international.com)**