

Letter of Introduction

The Bioindustry of Japan

Japan is one of the World's most exciting hotbeds for biopharma manufacturing and also an attractive market. Japan's major academic achievements are an integrated part of the industry. The Japanese biopharma industry is strong. New companies are emerging at an increased speed. There is a political project striving to make Japan the World's most advanced Bioeconomy by 2030. All things taken together, means there are great opportunities in Japan for the whole of the biopharmaceutical industry. ...and fierce competition.

Making your business strategy a success in Japan

We focus on assisting non-Japanese biomanufacturing companies in Japan, both the manufacturers and the suppliers, in achieving their objectives. We work with both SME's and Fortune 500 companies. We have ~15 years in Japan and understand how to do business here. We have the network, partners and integrity to guide you in the best way.

About Manifestum

Manifestum is a Swedish company, started in 2001. We provide business-driving services. Our focus is assisting European companies within the BioTech Industry, aiming at getting or increasing traction in Japan. Sometimes this means improving an established business. Sometimes it means early probing. Often it means finding partners.

We have established a strong presence in Japan with our office in the World-famous biotech cluster: iPark. We have the experience and necessary understanding of how to get things done in Japan's convoluted business world. We do everything necessary for your success, from analytical thinking to sales and strategic support all the way.



Stefan Sandström, General Manager

Stefan is a Swedish national living in Japan since 2007 and appointed an expert on BioTech and Japanese business culture by the **EU-Japan Centre for Industrial Cooperation** and accredited as a business consultant by **German RKW**. Formally studied medicine and chemical engineering. As an investor and entrepreneur, he has started and exited several businesses.

Feel warmly welcome to contact us with your challenges and let's see what we can achieve together: stefan@manifestum.com