

The Tokyo One-Stop Business Establishment Center (TOSBEC) is a one-stop consultation service that can help you to complete all the administrative procedures required to start your business in Japan. It is jointly administered by the Japanese government and the Tokyo Metropolitan Government and has the main office in Akasaka and satellite centers in Shibuya and Marunouchi. In this issue, we interviewed Mr. Dmitry KIM, who studied at the University of Tokyo and the Graduate School of the University of Tokyo as a Japanese government scholarship student, worked at Sysmex Corporation, a major medical device manufacturer, and then started an export business of special brand products from Korea.

User Relay Interview



Working in Tokyo to connect Korea and Japan

I used to work for a small consulting firm in Germany before coming to Japan. I was particularly interested in the medical field and worked on various projects, including those related to medical care. I decided to come to Japan because it has the world's third-largest healthcare market. However, 90% of Japan's medical market is domestic, and most companies do not expand overseas. They rely on sales within Japan. When I worked at a consulting firm, I tried to enter the Japanese market from Germany, but it didn't work out. However, I knew it was a very large market.

Initially, I considered opening a business in Uzbekistan where I was born and raised or in my hometown of Korea. However, I studied at a university in Tokyo and got a job in Japan. Many of my friends were also working in Tokyo at that time, so I decided to start my business here. My desire to connect Japan and Korea is at the core of what I do now.

A Big Decision to Abandon a Career in the Medical Field

After graduating from the University of Tokyo Graduate School, I joined Sysmex Corporation, a major medical device manufacturer, as my first job. I also earned a master's degree in international health policy from the medical research department of the graduate school and have built my career in this field. However, the medical field is characterized by many regulations, and the barriers to entry are very high. You need to have many registered trademarks, a lot of money, and connections. Since I couldn't afford to spend such a huge amount of money, it was a very difficult decision, but I decided to give up on doing business in the medical field and start my current business. It was something I had always wanted to do, and since Korea is my roots, it was also a factor in my decision."



Fair Bay Inc.
CEO Mr. Dmitry KIM

Profile :

In 2015, he came to Japan as a Japanese government scholarship student and enrolled in the University of Tokyo. After graduating from the graduate school of the University of Tokyo, he joined Sysmex Corporation, a major medical device manufacturer. He was assigned to the overseas business promotion department and engaged in sales promotion business as a member of the Asia-Pacific regional business promotion team. In 2023, after leaving the company, he started an export business for special brand products from Korea based on his business experience and human network cultivated in the Asia-Pacific region through technological innovation.

How I Came to Receive TOSBEC's Services

I happened to attend a seminar hosted by TOSBEC. It was probably two years ago, or maybe even last year. I had some questions to ask because I was considering establishing a company at that time. After that, I started contacting TOSBEC.

Surprised that TOSBEC Provides Their Services Free of Charge

I sometimes tell my friends about the support I received from TOSBEC when I established my company. At first, they didn't believe that such thorough support could be received for free. That's how helpful the services provided by TOSBEC are. With many experts on board, they provide one-stop support for taxation, recruitment, visas, and more. It was very helpful, and the process of actually establishing the company was very easy as well.



One point of advice from me

I guarantee that TOSBEC would be of great help when starting a business. Please visit them at least once. They hold many seminars and have a small-scale environment, so you can ask questions easily. In fact, I was able to start my business by attending TOSBEC's seminar.

Consultation and introductory sessions are held as needed. Now accepting participants!
Available to everyone, free of charge!

[Tokyo One-Stop Business Establishment Center]

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