

Second Party: INDO-JAPAN CHAMBER OF COMMERCE (IJCC), Registered Office: Corporate Office 218-219, T3, Golden I, Techzone 4, Greater Noida West, Greater Noida, Uttar Pradesh, PIN Code: 201318; Email: info@ijcc.in | Website: www.ijcc.in (hereinafter referred to as "IJCC", which expression shall, unless repugnant to the context or meaning thereof, include its successors and assigns). The Indo-Japan Chamber of Commerce (IJCC), a registered business chamber, is engaged in fostering trade and investment relations between India and Japan through strategic events, partnerships, and state government collaborations.

1. Purpose

This Memorandum of Understanding ("MoU") establishes a cooperative framework between the Indo-Japan Chamber of Commerce (IJCC) and the Indian Industries Association (IIA) to accelerate MSME internationalization, enable Indo-Japan technology transfer, and expand bilateral trade and investment through joint programs, delegations, policy advocacy, and sector-focused events.

2. Strategic Objectives

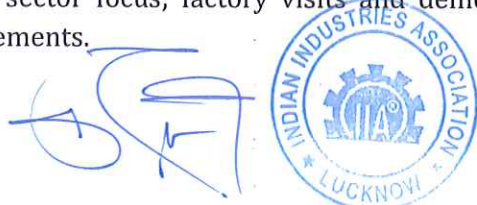
- Skill Development & Training: Co-develop and deliver training for MSMEs on export readiness, Japanese business culture, standards/compliance, and productivity systems (5S/Kaizen/Lean).
- Smart Manufacturing Adoption: Promote Industry 4.0, digitalization, quality management, and automation in MSMEs through Japanese technology partners and expert clinics.
- Technology Showcasing & Sector-Specific Collaboration: Curate Japan-focused pavilions at IIA events (e.g., EV/Solar) and organize thematic delegations and B2B programs in priority sectors such as clean energy/EV, precision engineering, electronics/ICT, packaging and food processing.
- Framework for Future Joint Programs: Use this MoU to institute a recurring governance mechanism (JSC and Working Groups), with annual plans, budgets, KPIs, and review cycles for continuous program expansion.

3. Scope of Collaboration

Programs & Services: Export readiness, certifications and standards navigation, vendor development, supplier discovery, and post-entry aftercare via a co-branded Japan Desk @ IIA.

Technology & Productivity: Joint workshops on 5S/Kaizen/Lean, factory diagnostics, digitalization pilots, and technology demonstrations with Japanese SMEs and OEMs.

Delegations & Matchmaking: Two-way SME exchanges and pre-matched B2B meetings with sector focus; factory visits and demos to accelerate conversions to commercial agreements.



Events/Expos: Co-located Japan pavilions at IIA's sector events; reverse showcases for Indian MSMEs to present sourcing/collaboration opportunities to Japanese buyers.

Research & Insights: Co-published sector notes, market-entry handbooks, and standards/pricing/logistics guides relevant to Indo-Japan trade.

4. Roles & Responsibilities

IJCC will: Curate Japanese partners; organize Japan-side visits; provide market intelligence, cultural orientation, and standards guidance; mobilize Japanese exhibitors/investors.

IIA will: Nominate MSMEs; host inbound delegations and B2B programs in India; provide access to IEF/IDFC/IMDC and event platforms; coordinate with local/state stakeholders.

Jointly: Constitute a Joint Steering Committee (JSC); set annual plans and KPIs; publish outcomes; ensure compliance and brand integrity.

5. Governance

Joint Steering Committee (JSC): 4-6 members (equal representation), meeting quarterly to review progress and approve plans/budgets.

Working Groups: (i) Market Access & B2B, (ii) Technology & Productivity, (iii) Policy & Research, (iv) Events & Communications; monthly cadence.

Program Management Office (PMO): One Program Manager from IIA side for day-to-day execution, development and on time reporting.

6. Monitoring, Evaluation & KPIs

KPIs include (non-exhaustive): MSMEs enrolled/completed, B2B matches, export growth to Japan, number of technology pilots and workshops, number of delegations, policy papers submitted, Japan Desk cases, conversions to MoUs/deals, and training throughput. Specific Year-1 targets are set out in Annex A.

7. Financials

Each Party bears its internal costs unless co-funded for specific initiatives. For events/delegations, a mutually approved budget and cost-sharing addendum will be signed per activity. Parties will explore sponsorships, grants, and CSR funding for MSME inclusion.

8. Branding, Intellectual Property & Data Protection

Co-branding rules to be pre-approved per activity; use of names/logos per party guidelines. Each Party retains pre-existing IP; jointly created materials are co-owned unless otherwise agreed. Exchange only the minimum required business information, protect confidential data; comply with applicable data protection laws.



9. Compliance

Parties shall comply with applicable laws and maintain zero tolerance for bribery and corruption; comply with trade controls/sanctions, fair-competition, and export control laws applicable to Indo-Japan programs.

10. Term, Amendment & Termination

Term: Initial three (3) years from Effective Date; automatically renewable until cancelled by either party or with mutual written consent. Amendments in writing, signed by authorized representatives.

Termination: Either Party may terminate with sixty (60) days' written notice; confidentiality and IP clauses survive termination.

11. Dispute Resolution & Governing Law

Disputes shall first be addressed by the JSC; failing which, by arbitration under the Arbitration and Conciliation Act, 1996, seat New Delhi, language English. Governing law: Laws of India.

Formal notices shall be sent by email and courier to the authorized signatories/addresses to be exchanged post-execution.


Signatures

For Indian Industries Association (IIA)

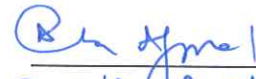
Name:

Title:

Date:


Dinesh Goyal
President
24/03/2026




Sr. Vice President
24/03/2026


For Indo-Japan Chamber of Commerce

(IJCC)


Name:

Title:

Date:


RAHUL MISHRA
CHAIRMAN
24/03/2026




Raj Kumar Singh
24/03/26

Annex A — Year-1 KPI Targets

SME Internationalization: 300 MSMEs enrolled in Japan-readiness cohorts; 150 complete certifications; 15% YoY export increase among participating MSMEs (self-report + HS sample lines).

Matchmaking & Deals: sector specific 300 pre-matched B2B meetings; $\geq 12\%$ meeting-to-MoU conversion; $\geq 6\%$ MoU-to-contract conversion.

Technology & Productivity: 12 Japan-led workshops; 50 MSMEs implement 5S/Kaizen pilots; 20 automation/digital pilots (track OEE/defect/throughput improvements).

Delegations: 5 outbound (India→Japan) + 2 inbound (Japan→India), sector-focused (e.g., clean energy/EV, precision engineering/electronics, Automotive, Smart Manufacturing).

Policy & Research: 3 joint policy notes (standards, logistics, MSME finance); 4 sector opportunity briefs.

R&D sector specific joint collaboration, based on the industry requirement.

Jointly hosting the international MSME conclave aligned with Viksit Bharat 2047

Skill development and Human Resources opportunity explore (Indo-Japan)

ASEAN Global network collaboration frame work through IIA & IJCC network

State specific delegation meeting, online MSME web-meeting or webinar on MSME

Japan Prefecture Government invitation to India for future collaboration and participation in the organized event.

Annex B — Flagship Event & Delegation Calendar (Proposed)

Flagship Co-Branded Event (IJCC × IIA): **Year-1 KPI Targets**

Proposed joint Event Title:

MSME Smart Manufacturing Conclave 2026 - Industry 4.0, 5G and Digital Adoption for Indian MSMEs

Scope: Keynotes, Japan technology pavilion, factory digitalization clinics, Kaizen/Lean workshops, buyer-seller meets, and pilot sign-up zones for automation/robotics.

Sector-Specific Joint Delegations to Japan (Proposed Windows):

- **May** (Options: 9-17, 16-24, 23-31): Osaka (INTEX) — Manufacturing/Robotics (RoboDEX); Materials (Plastics/Metals) — Tech transfer and sourcing for Indian MSMEs.
- **May 18-24:** Tokyo (Makuhari) — Pharma & BioTech — R&D partnerships for Indian generic pharma companies.
- **June** (Options: 20-28, 22-28): Tokyo (Big Sight) — Food industry — Export opportunities for food products.
- **September 7-13:** Chiba (Makuhari) — EV / Battery / Hydrogen Energy — Clean energy partnerships for India's green corridor.
- **September 7-13:** Chiba (Makuhari) — Smart Factory / Robotics — Automation solutions for Indian manufacturing units.
- **October 5-11:** Osaka (INTEX) — Manufacturing DX — Digital transformation for factories.
- **November 9-15:** Chiba (Makuhari) — AI / Blockchain / Quantum — Advanced technology partnerships.

Implementation Note: Exact dates, **booth reservations**, delegation sizes, sector shortlists, and budgets will be confirmed by the JSC not later than 45 days prior to each mission/event. A separate activity-wise addendum will capture cost-sharing, sponsorships, and deliverables.

Exhibiting in International exhibition in Japan may require separate annexure as per the international format of the event, time date of month, expenditure, fees etc will be shared by IJCC time to time.