



The Tokyo One-Stop Business Establishment Center (TOSBEC) is a one-stop consultation service desk to help completing necessary procedures for establishing a company. The national government and Tokyo Metropolitan Government jointly operate this center. In addition to Akasaka, there are satellite centers in Shibuya and Marunouchi.

This time, we talk to Mr. Jim Giguere, who has set up a company to act as a contact point in the Japanese market for a US company owned by his friend.

User

Relay Interview .....



### Decided to set up a company that sells pharmaceutical materials that can help elderly suffering from chronic pain.

One of the constituents of hemp is Cannabidiol (CBD). CBD is used in medicines and health foods, and in Japan it is sold as oils, lotions, cosmetics and health foods, mostly in trendy shopping areas like Harajuku and Shibuya. A good friend of mine from high school is the owner of one of the top companies in the US that produces CBD, and he had been asking me if I could help him set up a sales company to sell his products in Japan.

When I visited my parents in Florida the year before last, I was reminded that many elderly people suffering from chronic pain associated with arthritis and other ailments were taking CBD-based medicines. Although not yet approved as a medicine in Japan, CBD is a popular pain-relieving medicine in the USA, Canada and Europe, and its market is growing. In Japan, a country with one of the world's oldest populations, there are many people who suffer from similar symptoms. If we can increase the awareness of CBD in Japan and bring it to the people who need it most, we can help them. This is why I decided to set up our own company to act as a contact point for the Japanese market.

### A visit to TOSBEC made setting up a company more realistic.

When I thought to set up a company in Tokyo, I had no idea where to start. Then I remembered a leaflet I had picked up in Shibuya, where I often visited for work, which advertised the TOSBEC's Shibuya Satellite Centre.

I did a search on the web and found out that there was a main center in Akasaka, and that the service was available in English. I immediately visited the center for a consultation. That was in September 2020.



#### Granite Organics Co., Ltd.

Representative Director - **Jim Giguere**

**Profile** / Native of the USA, after graduating university in 2008, came to Japan for the first time as an English teacher. After spending 2 years, returned to the US to attend graduate study. In 2014, he entered Japanese university as a Doctorate candidate. After joining an instructing and consulting firm in Tokyo, he established Granite Organics Co., Ltd. in November 2020.

At the beginning, our consultant explained to me the process of setting up a company. Which was very easy to understand and to visualize, even though I had no prior experience.

After visiting TOSBEC, the idea of setting up my own company became a reality and I felt very motivated.

### Specific advice on how to amend my submission documents helped me.

I actually visited the TOSBEC only twice before registering the company. The rest of the process was done over the phone and by email. There were a lot of documents to submit and TOSBEC consultants checked each document to see what needed to be corrected and gave us specific advice on how to do it. This was a great help to me.

I have a good command of Japanese, but much of the specific language used to write our Articles of Incorporation was new to me, so TOSBEC is a great ally to set up a company in Tokyo. Without TOSBEC, I wouldn't have been able to set up my company yet (laughs).



#### Quick Advice

I got the impression that all the staff at TOSBEC, including the advisors, are very proactive in supporting foreign entrepreneurs. Therefore, I think the key to getting useful advice in a short period of time is for the person asking for advice to organize his/her problems and be able to communicate them clearly.

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