

Joint Industry Outreach Seminar  
On Strategic Trade Management  
in Singapore

**CISTEC**

# **CISTEC's Roles and Activities**

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  - (5) International Cooperation/exchange

# 1. About CISTEC

# CISTEC : Center for Information on Security Trade Control

- The “ONLY” Non-Profit, Non-Governmental Org. specializing SECURITY EXPORT CONTROL in Japan
- Founded in 1989
  - After Lessons from “Toshiba Machinery Case” (1987)
  - With basic fund mainly from the Industry

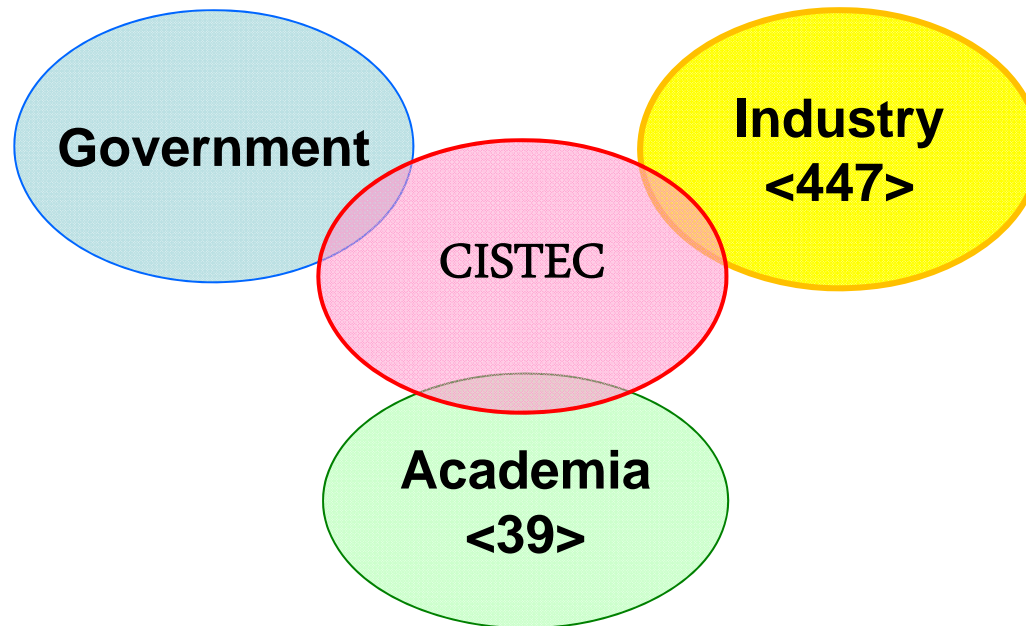
⇒ **SELF-HELP organization of Industry**

located in center of Tokyo, “Toranomom” →



# Mission : “Contribution to the World Peace and Security”

- Pursuing Rationality and Effectiveness
- Serving as a **LINKAGE CHANNEL** among Government, Industry and Academia for “SECURITY EXPORT CONTROL”

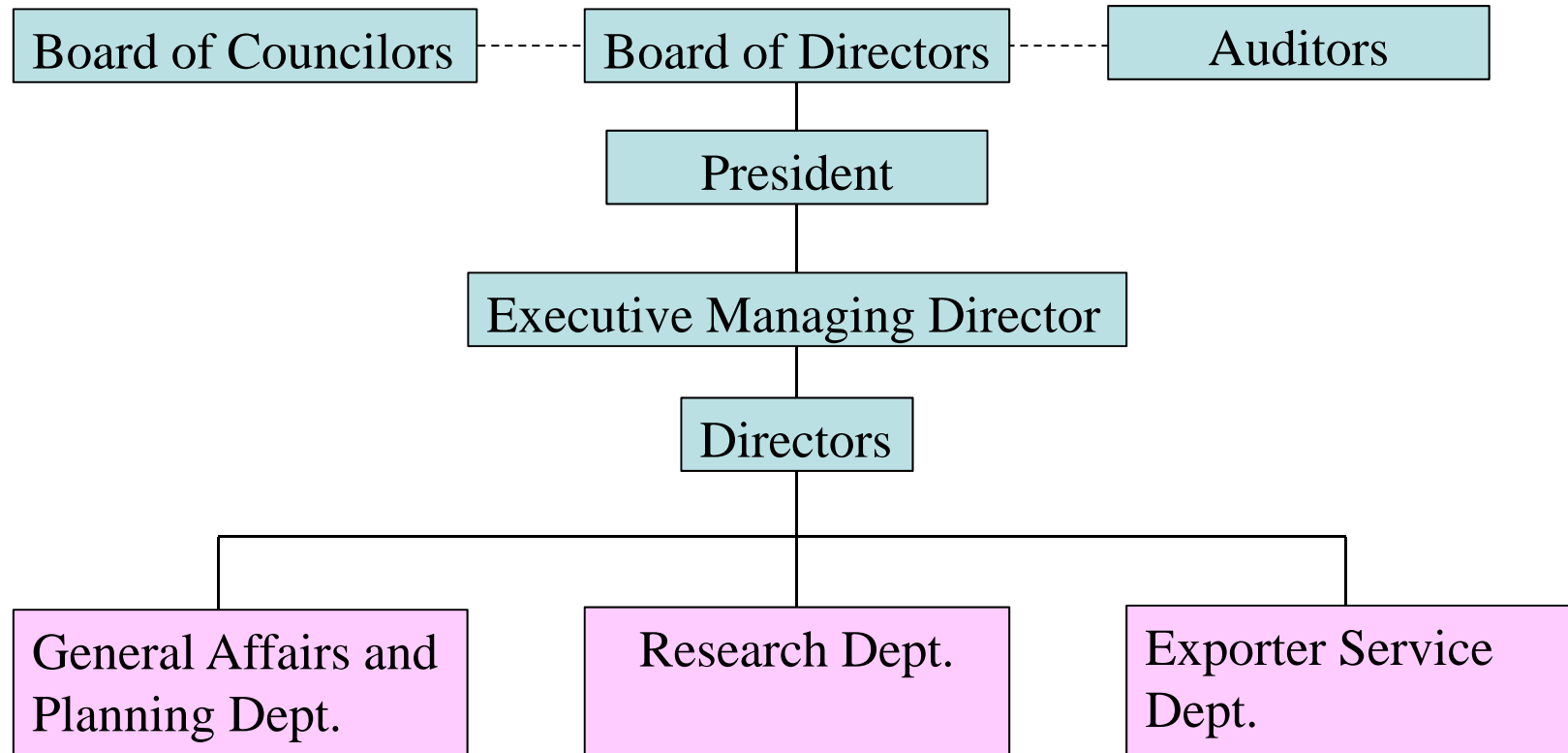


# Staff and Operation

- Staff : Approx. 45 persons
  - former government officials
  - former industry personnel
  - personnel seconded from industry
  - proper staff (career staff)
- Annual Budget : Approx. 6 Million US Dollars
  - Membership Fee from Associated Members : Approx. 40%
  - Revenues from Own Services  
(Publication, Database, Seminar, etc.) : Approx. 60%

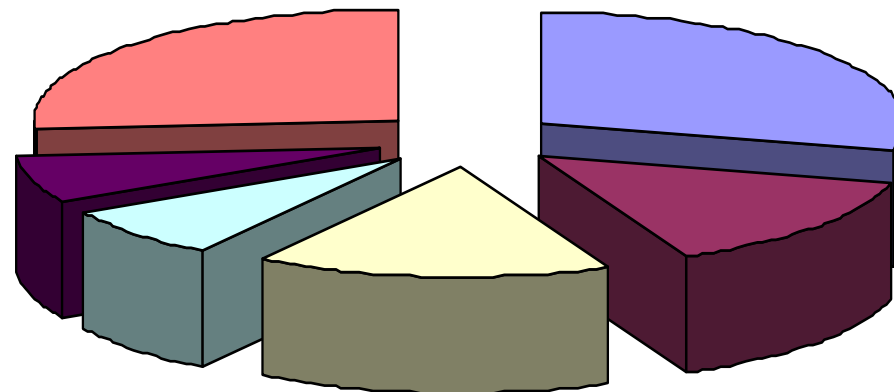


# CISTEC Organization



# Associated Members : 447 Companies (as of July 2017)

- Most of Japanese Major Exporting Companies



Electric Appliances	Machinery	Wholesale Trade
Information & Communication	Precision Instruments	Others

NOTE : The Sectors are as Specified by the Securities Identification Code Committee (SICC), and the Sectors in “Others” include Transportation Equipment, Chemicals, Services, Glass & Ceramics etc.



## **2. CISTEC's Roles and Utilities <for Industries>**

## 2. CISTEC's Roles and Utilities <for Industries>

- (1) Ensuring the opportunity for exchange of opinions and negotiations with export control authorities  
(e.g. public comments to METI, US BIS of DOC, etc.)  
← by Export Control Research Committee activities,  
CISTEC's delegation/mission to foreign countries, etc.
- (2) Enabling frank information exchange/sharing and among companies of different industries  
← by Export Control Research Committee activities
- (3) Enabling sharing the latest information and best practices of export control  
← by Export Control Research Committee activities

## 2. CISTEC's Roles and Utilities <for Industries>

(4) Enabling collection of the information which is difficult for a company to gather by itself

← by Export Control Research Committee activities, seminars, guidance books, online database services, CISTEC's delegation/mission to foreign countries, etc.

(5) Enabling outsourcing to CISTEC on self control activities

← by CISTEC's consultation services, seminars, guidance books, online database services, etc.

(6) A third-party certification functions

← by export control classification services, audit services, etc.

## 2. CISTEC's Roles and Utilities <for Industries>

- (7) Functions of certification of practical capabilities of export control personnel
  - ← by Certification Examination Program
  
- (8) Intermediation services on introduction of export control experts
  - ← by registration of the suitable candidates
    - introduction of the candidates to various companies, universities, government related organizations, etc.

# **3. CISTEC's Roles and Utilities <for Government>**

### 3. CISTEC's Roles and Utilities <for Government>

- (1) Roles as the cross-industry liaison for collecting opinion, forming consensus and letting METI understand these  
← by Export Control Research Committee activities,
- (2) Roles of enhancing the level of self-control of exporting companies, which is one of METI's aims  
← by Export Control Research Committee activities, model ICP, etc.
- (3) Roles of supporting exporters' sufficient understanding of the rules and regulations by "translating" the complexity  
← by seminars, guidance books, on-line database services, etc.

### 3. CISTEC's Roles and Utilities <for Government>

(4) Roles of accumulating a high degree of professional expertise, networking it and cooperating with METI's various activities by providing it

← by Export Control Research Committee activities,  
Explanation in response to METI's questions

(5) Roles of supporting METI's outreach activities

← by providing full supports to METI's outreach seminars,  
such as dispatching suitable lecturers

(6) Roles of providing services to Japan's government

← by dispatching lecturers to Japan's government's various internal training course, and providing website database services, etc.

## **4. CISTEC's Major Activities**

- (1) Holding Export Control Research Committees
- (2) Services for Industries etc.
- (3) University Membership Program
- (4) Export Control Experts Introduction
- (5) International Cooperation



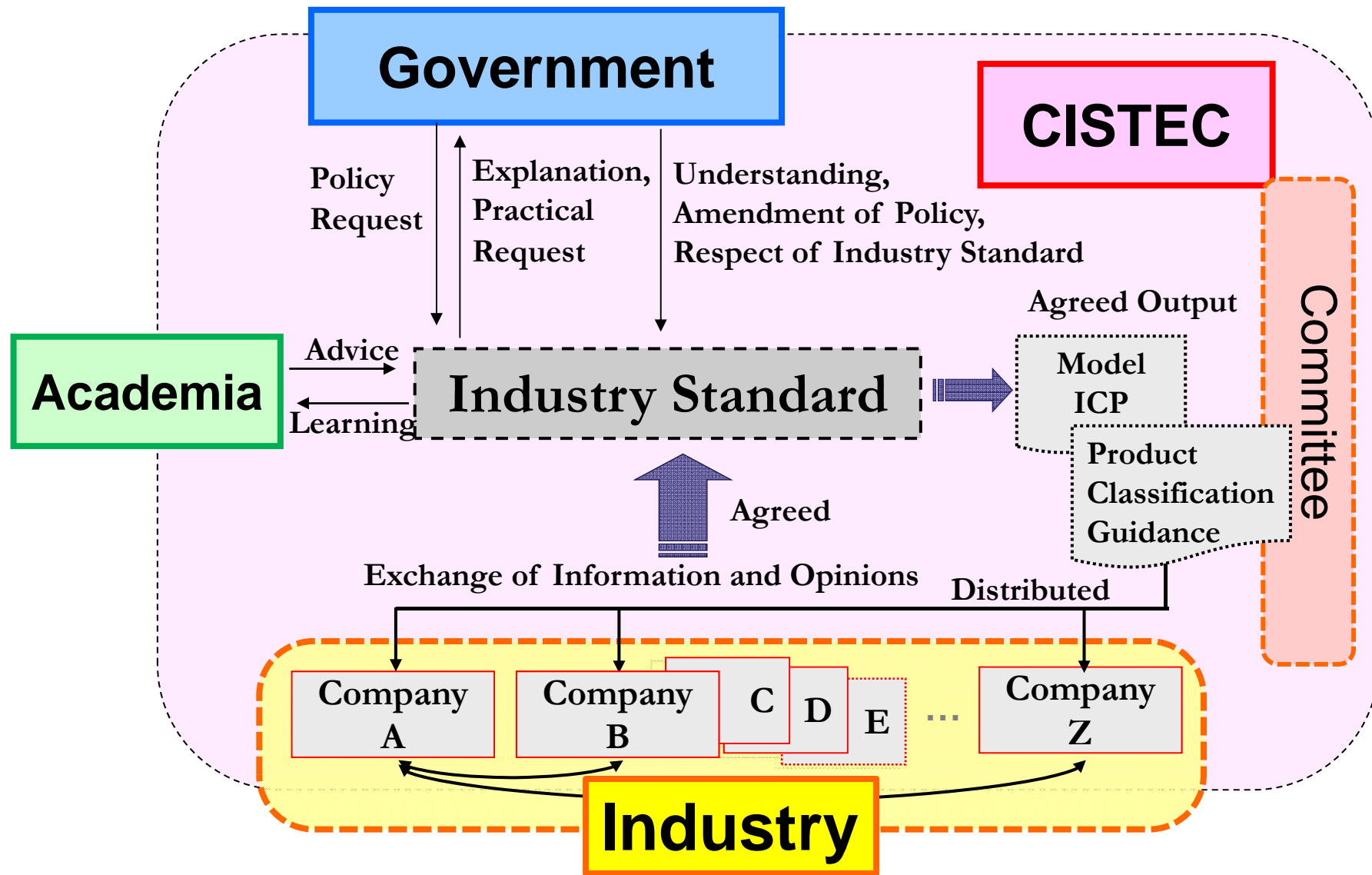
# **(1) Holding Export Control Research Committees**

- ① CISTEC's Committees Organization
- ② Image of CISTEC's Functions
- ③ Fruits from the Activities

# ① CISTEC's Committees Organization



## ② Image of CISTEC's Functions

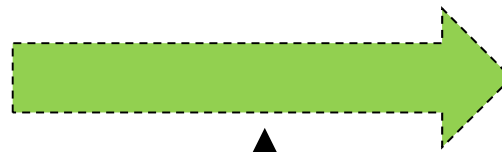


# ③ Fruits from Activities of Committee

## Committee Members from Industries



- Discussions on the Topics
- Expert Advices
- Research & Analysis



Advise, Opinion

METI

- Mutual Understanding within Industry, between Government & Industry
- Recommendation to the Government
- Various Publications



## **(2) Services for Industry**

- ① Seminars and Trainings
- ② CISTEC Certification Exam. Program
- ③ Providing Information through Online
- ④ Publication
- ⑤ Consultation Service
- ⑥ Classification Assistance Service
- ⑦ Audit/Internal System Assistance Service

# ① Seminars and Trainings in 2016

## - Holding Seminars (29 times)

- Basic Course (Procedures, License, Classification)
- Management Course
- Theme-Oriented Courses  
(US Re-Export Controls, EU Export Controls,  
■ Export Controls for Overseas Subsidiaries/Affiliates)
- Specific Sector Course  
(Machine tool, Electronics etc.)

## - Dispatching Instructors

- In-House Training (85 times)



## ② CISTEC Certification Exam. Program “Security Trade Control (STC)”

- **STC-Associate** : 28,621 holders (3 times a year since 2004)
- **STC-Advanced** : 1,024 holders (twice a year since 2015)
- **STC-Semi-Legal Expert** : 167 holders (once a year since 2013)
- **STC-Legal Expert** : 358 holders (once a year since 2008)
- **STC-Expert** : 382 holders (once a year since 2005)



### NOTE :

- The “ONLY” Certification of Knowledge and Skills on STC
- “Good Motivation” to Generate Passion and Purpose for Qualification and Awareness both Inside and Outside of Company  
(Substantial Advantage for promotion, change of job, etc.)

# ③ Information Service by Web Site



## — Portal Site Service

- Web Seminar
- e-Learning
- FAQ Corner
- Online Store
- Community Site for Members
- ...and more

## — Database Service (Fee-Based)

- Consolidated Parties List of Reference Information, which is necessary for catch-all control check
- Parameter Sheet for Commodity Classification
- Japanese Export Control Law and Regulation



# ④ Publication Service

- CISTEC JOURNAL (bimonthly)
- Overview of Japan's Export Controls
- Handbooks for Laws & Regulations
- Handbooks for Classification
- Parameter Sheets for Classification
- Index of Terms and Terminologies etc.

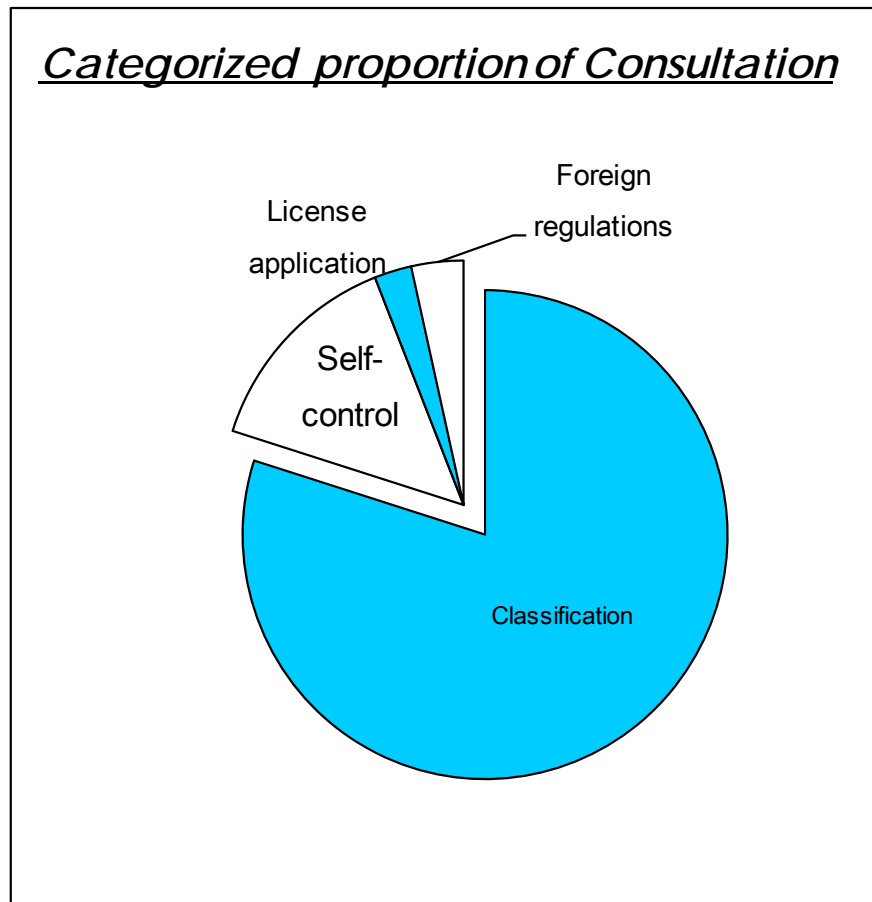


\* Handbook, Guidance, Manuals, Parameter Sheets are fruits of Committees activities.



## ⑤ Consultation Service

- Provide advices to customers for consultation through interview and dialogue
- Details of consultation
  - **classification** of commodity / technology
  - establishment of **self-control system, ICP**
  - internal **audit** etc.



## ⑥ **Classification Assistance Service**

CISTEC Started the 2 types of **Commodity /Technology Classification Assistance Service** since 2012

### (1) **General Service:**

Verify the classification done by customer and issue the Verification Certificate

### (2) **Full Support Service:**

Instruct customer basics how to conduct classification and issue the Verification Certificate

# ⑦ **Audit / Internal Control System Building Assistance Service**

(1) CISTEC started **Audit Assistance Service**  
since 2015

(2) Also started **Internal Control System Building  
Assistance Service** since 2015

Through interview and dialogue with client, CISTEC finds and analyzes problems, and then provides advices and best solutions.

### **(3) University Membership Program**

- Started from 2009
- 39 University Members as of July 2017
- Free supply of various basic Guidance
- Free Basic Seminars up to 5 persons
- Free Dispatch of Instructor for In-House
- Training (once a year)
- Free Consultant service upto 15 times a year
- Community site for university on CISTEC HP  
and More...

## **(4) Export Control Experts Introduction**

CISTEC provide recruitment information of experts on export controls since 2008

- Experts who retired and wish to still work with their rich knowledge/experience may register with CISTEC.
- Universities, Research Institutes and companies (SME) looking for export controls experts, may inquire CISTEC.
- CISTEC provides such recruitment information to all registered experts.
- Experts who have interest in the inquiry may directly contact and negotiate with inquirer.

## **(5) International Cooperation / Exchange**

- **Asian Export Control Seminar**  
Annually held in Tokyo Since 1993 (24 times)
- **Assist METI's Industry Outreach Seminars in Asia**
- Dispatching Speakers to various Seminars/Workshops  
+  
As the Committee's Activity,
- Dispatching **"CISTEC Delegation" Mission**  
to U.S. every 2 year, to EU every 2 year, since 2002,  
to Asia every year since 2016.

# Asian Export Control Seminar

- **Venue:** Tokyo
- **Host:** CISTEC, METI, Ministry of Foreign Affairs(MOFA)
- **Frequency:** once a year, since 1993  
    24th Seminar was held in Feb. 2017
- **Subjects:** Latest export control related issues,  
    Networking of participants
- **Participants:**  
    190 persons at 24th Seminar from;
  - 19 Asian countries/regions
  - 13 Supporting countries/regions (US,EU, France, UK etc.)
  - 4 Regimes (WA, NSG, AG, MTCR)
  - Supporting Org. (UN 1540 Committee, UN DPRK Panel, State Univ. of NY, etc.)





# Thank you for your attention!

**Export Controls as one of the Most effective tools for  
“World Peace and Security”**



**CISTEC English Website**

<http://www.cistec.or.jp/english/index.html>