

U.S. Department of Justice
Washington, DC 20530

Supplemental Statement
Pursuant to the Foreign Agents Registration Act of 1938, as amended

For 6 Month Period Ending 09/30/2023
(Insert date)

I - REGISTRANT

1. (a) Name of Registrant (b) Registration Number
 JETRO, San Francisco 1813
- (c) Primary Business Address
 575 Market Street, Suite 2400, San Francisco, CA 94105

2. Has there been a change in the information previously furnished in connection with the following?
- (a) If an individual:
- | | | |
|---------------------------|------------------------------|-----------------------------|
| (1) Residence address(es) | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (2) Citizenship | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
| (3) Occupation | Yes <input type="checkbox"/> | No <input type="checkbox"/> |
- (b) If an organization:
- | | | |
|--------------------------|------------------------------|--|
| (1) Name | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (2) Ownership or control | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
| (3) Branch offices | Yes <input type="checkbox"/> | No <input checked="" type="checkbox"/> |
- (c) Explain fully all changes, if any, indicated in Items (a) and (b) above.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSES TO ITEMS 3, 4, 5, AND 6.

3. If the registrant previously filed an Exhibit C¹, state whether any changes therein have occurred during this 6 month reporting period. Yes No
- If yes, has the registrant filed an updated Exhibit C? Yes No
- If no, please file the updated Exhibit C.

¹ The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, and by laws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, National Security Division, U.S. Department of Justice, Washington, DC 20530.)

4. (a) Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Name	Residence Address	Citizenship	Position	Date Assumed
Tsutomu Kobayashi		JAPAN	Director	08/08/2023
Ando Genta		JAPAN	Executive Director	07/18/2023
Toru Ashizaki		JAPAN	Director	08/21/2023

(b) Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Name	Position	Date Ceased
Misako Shiozaki	Director	08/11/2023
Tomoaki Nakanishi	Executive Director	06/29/2023
Yuki Ishibashi	Director	08/30/2023

5. (a) Has any person named in Item 4(a) rendered services directly in furtherance of the interests of any foreign principal?

Yes No

If yes, identify each such person and describe the service rendered.

Name	Foreign Principal(s) Represented	Services
See Appendix for Response		

(b) During this 6-month reporting period, did any employee or individual working in any capacity, other than in a clerical or secretarial capacity or in a related or similar capacity, begin rendering services to the registrant directly in furtherance of the interests of any foreign principal(s)? Yes No

Name	Foreign Principal	Residence Address	Citizenship	Position	Date Assumed
See Appendix for Response					

(c) Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position or Connection	Date Terminated
See Appendix for Response		

(d) Have any employees or individuals, who have filed a short form registration statement, terminated their connection with any foreign principal during this 6 month reporting period? Yes No

If yes, furnish the following information:

Name	Position or Connection	Foreign Principal	Date Terminated
See Appendix for Response			

6. Have short form registration statements been previously filed by all of the persons named in Items 5(a) and 5(b) of the supplemental statement or submitted with this filing? Yes No

If no, list names of persons who have not previously filed the required statement or are not submitting a short form with this filing.

II - FOREIGN PRINCIPAL

7. Has the registrant's connection with any foreign principal(s) ended during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Foreign Principal

Date of Termination

8. Has the registrant registered for any new foreign principal(s)² during this 6 month reporting period?

Yes No

If yes, furnish the following information:

Foreign Principal

Date Registered

9. In addition to those named in Items 7 and 8, if any, list the foreign principal(s) whom the registrant continued to represent during this 6 month reporting period.

Japan External Trade Organization (JETRO)

10. During this 6 month reporting period, has the registrant filed an amendment for changes to Exhibits A³ and/or B⁴ previously filed for any foreign principal(s)? Yes No

If no, and there is a change to any Exhibit A and/or B, please file an amendment if it is required.

If yes, furnish the following information:

Foreign Principal

Date Amended

² The term "foreign principal" includes, in addition to those defined in Section 1(b) of the Act, an individual organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a) (9)). A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

³ The Exhibit A, which is filed on Form NSD-3, sets forth the information required to be disclosed concerning each foreign principal.

⁴ The Exhibit B, which is filed on Form NSD-4, sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

III - ACTIVITIES

11. During this 6 month reporting period, has the registrant engaged in any activities for or rendered any services to any foreign principal named in Items 7, 8, or 9 of this statement? Yes No

If yes, identify each foreign principal and describe in full detail all activities and services:

Foreign Principal	Activities/Services
Japan External Trade Organization (JETRO)	JETRO engages in various joint activities with state governments including seminar, research and other economic development activities. Other various activities include the promotion and exchange of technical information and cooperation between the U.S. and Japan.

12. During this 6 month reporting period, has the registrant, on behalf of any foreign principal, engaged in political activity⁵ as defined below? Yes No

If yes, identify each foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures, social media, internet postings, or media broadcasts, give details as to dates, places of delivery, names of speakers and subject matter. The response must include, but not be limited to, activities involving lobbying, promotion, perception management, public relations, economic development, and preparation and dissemination of informational materials.

Set forth below a general description of the registrant's political activities.

Japan External Trade Organization (JETRO): JETRO engages in various joint activities with state governments including seminar, research and other economic development activities.

Set forth below in the required detail the registrant's political activities.

Foreign Principal	Date	Contact	Method	Purpose
See Appendix for Response				

13. In addition to the above described activities, if any, has the registrant engaged in activity or rendered any services on its own behalf which benefits the registrant's foreign principal(s)? Yes No

If yes, describe fully.

Foreign Principal	Activities/Services

⁵ "Political activity," as defined in Section 1(o) of the Act, means any activity that the person engaging in believes will, or that the person intends to, in any way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting or changing the domestic or foreign policies of the United States or with reference to political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV - FINANCIAL INFORMATION**14. (a) RECEIPTS-MONIES**

During this 6 month reporting period, has the registrant received from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes No

If no, please explain why no monies were received.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.⁶

Foreign Principal See Appendix for Response	Date Received	From Whom	Purpose	Amount	Subtotal
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\$ 5,559,650.00

Total

(b) RECEIPTS - FUNDRAISING CAMPAIGN

During this 6 month reporting period, has the registrant received, as part of a fundraising campaign⁷, any money on behalf of any foreign principal named in Items 7, 8, or 9 of this statement? Yes No

If yes, has the registrant previously filed an Exhibit D⁸ to its registration? Yes No

If yes, indicate the date the Exhibit D was filed. Date _____

If no, please file the required Exhibit D.

(c) RECEIPTS-THINGS OF VALUE

During this 6 month reporting period, has the registrant received any thing of value⁹ other than money from any foreign principal named in Items 7, 8, or 9 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes No

If yes, furnish the following information:

Foreign Principal	Date Received	From Whom	Purpose	Thing of Value
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^{6, 7} A registrant is required to file an Exhibit D if he/she collects or receives contributions, loans, moneys, or other things of value for a foreign principal, as part of a fundraising campaign. (See Rule 201(e)).

⁸ An Exhibit D, for which no printed form is provided, sets forth an account of money collected or received as a result of a fundraising campaign and transmitted for a foreign principal.

⁹ Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS-MONIES**

During this 6 month reporting period, has the registrant disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 7, 8, or 9 of this statement or transmitted monies to any such foreign principal? Yes No

If no, explain why no disbursements were made.

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

Foreign Principal	Date	Recipient	Purpose	Amount	Subtotal
Japan External Trade Organization (JETRO)	04/01/2023-09/30/2023	Japan External Trade Organization (JETRO)	Salaries for employees	\$327,581.21	
Japan External Trade Organization (JETRO)	04/01/2023-09/30/2023	Japan External Trade Organization (JETRO)	Outsourcing(BD, PR, Research & Others)	\$2,666,126.48	
Japan External Trade Organization (JETRO)	04/01/2023-09/30/2023	Japan External Trade Organization (JETRO)	Rent	\$428,685.14	
Japan External Trade Organization (JETRO)	04/01/2023-09/30/2023	Japan External Trade Organization (JETRO)	Outsourcing(HR)	\$120,724.63	
Japan External Trade Organization (JETRO)	04/01/2023-09/30/2023	Japan External Trade Organization (JETRO)	Advertising	\$ 2,800.00	
Japan External Trade Organization (JETRO)	04/01/2023-09/30/2023	Japan External Trade Organization (JETRO)	Utilities	\$ 9,042.18	
Japan External Trade Organization (JETRO)	04/01/2023-09/30/2023	Japan External Trade Organization (JETRO)	Office Expenses	\$465,569.60	
Japan External Trade Organization (JETRO)	04/01/2023-09/30/2023	-----	Travel Expenses	\$81,906.57	
	-----		-----	----->	
					\$ 4,102,435.81
					<u>Total</u>

(b) DISBURSEMENTS-THINGS OF VALUE

During this 6 month reporting period, has the registrant disposed of anything of value¹⁰ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in Items 7, 8, or 9 of this statement?

Yes No

If yes, furnish the following information:

Foreign Principal	Date	Recipient	Purpose	Thing of Value
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(c) DISBURSEMENTS-POLITICAL CONTRIBUTIONS

During this 6 month reporting period, has the registrant (or any short form registrant) from its own funds and on its own behalf either directly or through any other person, made any contributions of money or other things of value¹¹ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes No

If yes, furnish the following information:

Date	Donor	Political Organization/Candidate	Method	Amount/Thing of Value
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^{10, 11} Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

V - INFORMATIONAL MATERIALS

16. (a) During this 6 month reporting period, has the registrant prepared, disseminated or caused to be disseminated any informational materials?¹² Yes No

(b) If yes, identify each such foreign principal for which informational materials were disseminated and respond to the remaining items in this section.

Japan External Trade Organization (JETRO)

17. During this 6 month reporting period, has a budget been established or specified sum of money allocated to finance the registrant's activities in preparing or disseminating informational materials? Yes No

If yes, identify each such foreign principal, and specify the period of time and the amount.

Foreign Principal	Period of Time	Amount
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Total

18. During this 6 month reporting period, has the registrant's activities in preparing, disseminating or causing the dissemination of informational materials included the use of any of the following:

- | | | | |
|---|---|--|---|
| <input checked="" type="checkbox"/> Magazine or newspaper | <input type="checkbox"/> Advertising campaigns | <input checked="" type="checkbox"/> Press releases | <input checked="" type="checkbox"/> Pamphlets or other publications |
| <input checked="" type="checkbox"/> Lectures or speeches | <input type="checkbox"/> Radio or TV broadcasts | <input type="checkbox"/> Motion picture films | <input checked="" type="checkbox"/> Letters or telegrams |
| <input checked="" type="checkbox"/> Email | | | |

Website URL(s): <https://www.jetro.go.jp/usa/>

Social media websites URL(s): <https://www.facebook.com/jetrousa>; <https://twitter.com/jetrousa>

Other (specify) _____

19. During this 6 month reporting period, has the registrant prepared, disseminated, or caused to be disseminated informational materials among any of the following groups:

- | | | |
|--|--|--|
| <input checked="" type="checkbox"/> Public officials | <input checked="" type="checkbox"/> Newspapers | <input checked="" type="checkbox"/> Libraries |
| <input checked="" type="checkbox"/> Legislators | <input checked="" type="checkbox"/> Editors | <input checked="" type="checkbox"/> Educational institutions |
| <input type="checkbox"/> Government agencies | <input checked="" type="checkbox"/> Civic groups or associations | <input checked="" type="checkbox"/> Nationality groups |
| <input type="checkbox"/> Other (specify) _____ | | |

20. Indicate the language used in the informational materials:

- English Other (specify) _____

21. Has the registrant filed with the FARA Unit, U.S. Department of Justice a copy of each item of such informational materials prepared, disseminated or caused to be disseminated during this 6 month reporting period? Yes No

If no, please file the required informational materials.


22. Has the registrant labeled each item of such informational materials with the statement required by Section 4(b) of the Act?

Yes No

¹² The term informational materials includes any oral, visual, graphic, written, or pictorial information or matter of any kind, including that published by means of advertising, books, periodicals, newspapers, lectures, broadcasts, motion pictures, or any means or instrumentality of interstate or foreign commerce or otherwise. Informational materials disseminated by an agent of a foreign principal as part of an activity in itself exempt from registration, or an activity which by itself would not require registration, need not be filed pursuant to Section 4(b) of the Act.

EXECUTION

In accordance with 28 U.S.C. § 1746, and subject to the penalties of 18 U.S.C. § 1001 and 22 U.S.C. § 618, the undersigned swears or affirms under penalty of perjury that he/she has read the information set forth in this statement filed pursuant to the Foreign Agents Registration Act of 1938, as amended, 22 U.S.C. § 611 *et seq.*, that he/she is familiar with the contents thereof, and that such contents are in their entirety true and accurate to the best of his/her knowledge and belief.

Date	Printed Name	Signature
10/30/23	KEN YOSHIDA	
_____	_____	_____
_____	_____	_____
_____	_____	_____

Appendix

Response to Item 5(a)

Item 5(a): Has any person named in Item 4(a) rendered services directly in furtherance of the interests of any foreign principal? If yes, identify each such person and describe the service rendered.

Name	Foreign Principal(s) Represented	Services
Tsutomu Kobayashi	Japan External Trade Organization (JETRO)	As a Director of Business Development, I engage in various public service activities to promote trade, investment and business between Japanese and US companies. I also provide a various US and Japanese economic, trade and business data and or information to interested parties on behalf of JETRO.
Ando Genta	Japan External Trade Organization (JETRO)	Mr. ANDO engages in various activities to promote the exchange of technical information and cooperation between the U.S. and Japan. He also monitors development in high-tech industries in U.S. and Japan. As part of JETRO's public service, he advises interested parties regarding potential business opportunities for U.S. and Japanese companies.
Toru Ashizaki	Japan External Trade Organization (JETRO)	As the Director of the Export Promotion department and the Research department, Mr. Ashizaki engages in the promotion and research analysis of US-Japan Economic, Trade Investment and Business matters for JETRO Tokyo.

Appendix

Response to Item 5(b)

Item 5(b): During this 6-month reporting period, did any employee or individual working in any capacity, other than in a clerical or secretarial capacity or in a related or similar capacity, begin rendering services to the registrant directly in furtherance of the interests of any foreign principal(s)?

Name	Foreign Principal	Residence Address	Citizenship	Position	Date Assumed
Tsutomu Kobayashi	Japan External Trade Organization (JETRO)		JAPAN	Director	08/08/2023
Ando Genta	Japan External Trade Organization (JETRO)		JAPAN	Executive Director	07/18/2023
Toru Ashizaki	Japan External Trade Organization (JETRO)		JAPAN	Director	08/21/2023
Mana Hama	Japan External Trade Organization (JETRO)		JAPAN	Researcher	05/16/2023

Appendix
Response to Item 5(c)

Item 5(c): Have any employees or individuals, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? If yes, furnish the following information:

Name	Position or Connection	Date Terminated
Yuki Ishibashi		08/30/2023
Misako Shiozaki		08/11/2023
Tomoaki Nakanishi		06/29/2023
Mihoko Tanaka		05/15/2023
Mr. Seiya Ishiguro	Program Coordinator	09/28/2023
Mana Hama	Researcher	09/30/2023

Appendix
Response to Item 5(d)

Item 5(d): Have any employees or individuals, who have filed a short form registration statement, terminated their connection with any foreign principal during this 6 month reporting period? If yes, furnish the following information:

Name	Position or Connection	Foreign Principal	Date Terminated
Yuki Ishibashi		Japan External Trade Organization (JETRO)	08/30/2023
Misako Shiozaki		Japan External Trade Organization (JETRO)	08/11/2023
Tomoaki Nakanishi		Japan External Trade Organization (JETRO)	06/29/2023
Mihoko Tanaka		Japan External Trade Organization (JETRO)	05/15/2023
Mr. Seiya Ishiguro	Program Coordinator	Japan External Trade Organization (JETRO)	09/28/2023
Mana Hama	Researcher	Japan External Trade Organization (JETRO)	09/30/2023

Appendix

Response to Item 12-Detail

Foreign Principal(s)	Date	Contact	Method	Purpose
Japan External Trade Organization (JETRO)	04/10/2023	NA	Hybrid	Global Acceleration Hub Program - IT/Software and Others
Japan External Trade Organization (JETRO)	04/10/2023	NA	Hybrid	Global Acceleration Hub Program - Bio/Health Sectors
Japan External Trade Organization (JETRO)	04/22/2023	NA	Online	JapanLinkage Businesses - RangeMe
Japan External Trade Organization (JETRO)	04/26/2023	Kiyooki Kojima	Online	California PFAS-related Regulations Seminar
Japan External Trade Organization (JETRO)	05/16/2023	NA	Online	CPRA Explanation Seminar
Japan External Trade Organization (JETRO)	05/29/2023	NA	Hybrid	X-Hub Outbound Program
Japan External Trade Organization (JETRO)	06/09/2023	NA	Online	Global Startup Acceleration Program - Deeptech
Japan External Trade Organization (JETRO)	06/19/2023	NA	Online	Global Startup Acceleration Program - Web3 Cohort
Japan External Trade Organization (JETRO)	06/19/2023	NA	Online	Global Startup Acceleration Program - Global Prep Cohort
Japan External Trade Organization (JETRO)	06/19/2023	NA	Online	Global Startup Acceleration Program - CleanTech Cohort
Japan External Trade Organization (JETRO)	06/19/2023	NA	Online	Global Startup Acceleration Program - Bio/Health Cohort
Japan External Trade Organization (JETRO)	06/19/2023	NA	Online	Global Startup Acceleration Program - Enterprise Business (BtoB) Cohort
Japan External Trade Organization (JETRO)	06/19/2023	NA	Oakland, CA	Dive Into the World of Shochu
Japan External Trade Organization (JETRO)	06/20/2023	Raymond Zheng, Koson Aoki, Alok Mehta, Hideaki "Hank" Akimoto	Santa Clara, CA	On the Move in Silicon Valley: Japan and the Search for Mobility Tech
Japan External Trade Organization (JETRO)	07/10/2023	NA	Hybrid	Access to Tokyo Seminar
Japan External Trade Organization (JETRO)	07/20/2023	NA	Stanford University - Palo Alto, California	2023 Japan - US Innovation Awards Symposium

Foreign Principal(s)	Date	Contact	Method	Purpose
Japan External Trade Organization (JETRO)	07/31/2023	NA	Tokyo, Japan	X-Hub Outbound Program (X-HUB) Boot Camp
Japan External Trade Organization (JETRO)	09/16/2023	NA	San Francisco, CA	TechCrunch Disrupt 2023
Japan External Trade Organization (JETRO)	09/18/2023	NA	San Francisco, CA	X-Hub Outbound Program (Silicon Valley Program)
Japan External Trade Organization (JETRO)	09/18/2023	Mr. Genta Ando	Online	Seminar: WEF Media WorkShop
Japan External Trade Organization (JETRO)	09/21/2023	NA	Seattle, Washington	Japan Seattle AI Innovation Meetup 21.0
Japan External Trade Organization (JETRO)	09/21/2023	NA	Seattle, Washington	Japan Seattle AI Innovation Meetup 21.0
Japan External Trade Organization (JETRO)	09/26/2023	NA	Hybrid	Global Startup Acceleration Program (GSAP) Enterprise Business (B2B) Course Kickoff
Japan External Trade Organization (JETRO)	09/29/2023	NA	San Francisco, CA	Good Food Mercantile 2023

Appendix

Response to Item 14(a)-Detail

Foreign Principal(s)	Date Received	From Whom	Purpose	Amount	Subtotal
Japan External Trade Organization (JETRO)	04/06/2023	Japan External Trade Organization (JETRO)	Office Expenses	\$858,200.00	
Japan External Trade Organization (JETRO)	06/20/2023	Japan External Trade Organization (JETRO)	Office Expenses	\$2,600,000.00	
Japan External Trade Organization (JETRO)	06/21/2023	Japan External Trade Organization (JETRO)	Office Expenses	\$1,256,750.00	
Japan External Trade Organization (JETRO)	07/12/2023	Japan External Trade Organization (JETRO)	Office Expenses	\$844,700.00	
Japan External Trade Organization (JETRO)	-----	-----	-----	----->	\$5,559,650.00