

Tokyo One-Stop Business Establishment Center is a center where you can do the various procedures required to establish a company at one place. This Center is jointly operated by the National Government and Tokyo Metropolitan Government. A satellite center was also opened in Shibuya and Marunouchi in 2017, making it easier to use. This time, we talked with Ms. Mariko Sugie, who set up her own travel agency after she worked for travel agencies in the Czech Republic, Austria, and Japan. The experience that she worked as a tour guide assistant while attending graduate school led her to set up her own company.

User relay interview



I can redesign a trip in Japan from the perspectives acquired in German speaking countries.

When I was attending a graduate school, I often toured Japanese people not only inside Japan but also in Germany and Eastern Europe. Because of the connections I made at that time, I was recruited after graduating from the school, and started working at a local travel agency in Prague. Later, I moved to Vienna and eventually I stayed in Europe for about 5 years.

After I returned to Japan in 2007, I decided to work for a Japanese travel agency. At the that time, I was inspired by the rapid increase of tourists coming into Japan over the past few years. The increasing number of tourists from overseas made me start to think of working independently. I had experience in customer service and travel arrangements that were entrusted when I was in Prague and Vienna. The experience made me believe I could attract foreign tourists, especially German-speaking tourists to Japan. I knew the sense of life in the local area, and I had the network of people.

From my experiences with German-speaking customers, I knew German people love traveling abroad, but there are still few people visiting Japan. In other words, it is a market where further demand can be found in the future. I thought I could propose a new Japanese trip from the perspective of German-speaking people.

To develop business on BtoB, it was necessary to acquire credibility by setting up a company.

To work independently, I consulted with various people around me. I decided to work independently after the recommendation from my ex-supervisor, and I became a sole proprietor on 2017.

While gathering information online for starting a business, I learned about the "Tokyo Startup Station" and consulted on my business plan and how to do fundraising. People in Tokyo Startup Station explained to me about the Tokyo One-Stop Business Establishment Center (TOSBEC).



Kaguya Raize Bureau G.K. President Mariko Sugie

Profile/ She acquired general itinerary control manager and travel supervisor qualifications while attending the graduate school. She started working as a tour guide as a contractual worker. She worked around Japan and countries in the world. After she graduated from the graduate school, she started working for local travel agencies in Prague and Vienna for about five years. After returning to Japan in 2007, she worked in a travel agency in Tokyo for 5 years until she became independent in 2017. In July 2019, She established Kaguya Raize Bureau G.K. and became a president of the company.

I mainly worked on inbound travelers from German-speaking countries by planning and selling tours in Japan made-to-order. I also filed various procedures necessary for travels. To conduct business on BtoB, I felt that it was necessary to make a corporation to acquire credibility as a business. That is why I decided to visit the TOSBEC.

Thanks to TOSBEC, the procedure was smooth. I was helped by specific advice from experts

About the procedure for incorporation, I had been researching on the Internet in advance. But when I started making the document for incorporation, I often got lost on the way. For the first step, the Articles of Incorporation was already full of things that would be difficult for a beginner to understand, and it was hard to know how to write in more effective manner.

With TOSBEC, every expert was polite, and they explained in easy manner to provide me specific advice. That helped me to get through obstacles on the way. Staff members in TOSBEC recommended me to use electronic articles of incorporation, that helped to reduce cost in significant amount.

If you are just starting to set up a company, there is no better supporting desk to start.



Quick Advice:

We tend to think the process of establishing a company and incorporating is difficult. Actually, it would be difficult for an amateur to try to do it on his/her own way. It is smooth if you use TOSBEC, and consult with their professionals there first.

Join "Tokyo Business Startup Seminar"! **Participation FREE!**

【Tokyo One-Stop Business Establishment Center】

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