

# Japan CBD ONE-STOP Service

Enter the Japanese CBD market effortlessly with our comprehensive services, from import permits to sales promotion. We navigate the strict regulations for you, ensuring a smooth entry for your products.

Presented by Asayake Inc.

The picture on the right shows manhole covers in the hot spring tourist resort of Atami.





## Our Services

### Import Procedures

We handle all the very cumbersome import procedures on your behalf, from import permits from the Ministry of Health, Labour and Welfare (MHLW) to customs clearance.

### Warehouse

Temperature-controlled storage ensures product quality.

Storage in customer-specific shelves.

### Sales Support

Various sales channels are available. Our bricks-and-mortar shops, our retail and wholesale websites and our Amazon Japan account are available with no registration fees.

### On-Demand Shipping

For customers who purchase your product before 3pm Japan time we will ship the product on the same day.

- The photo above shows Masumi, a sake brewery that is also a tourist attraction. It is not our company.



# Customs clearance flowchart

Documents submitted to the Ministry of Health, Labour and Welfare.

document review

Yes

quarantine inspection  
In the case of food and drink

Additives and other inspections  
(If applicable)

Yes

customs inspection

Yes

Forwarders deliver to Asayake  
warehouses

## Import Procedures

There are three barriers to the import procedure for cannabinoid products.

### 1. Import permit from the MHLW (Document review only).

- Photograph of raw hemp stems.
- Components of Analysis
- List of raw materials with additives
- Production process with photographs
- Ship the product once you have the MHLW import permit.

※ Summary of Submitted Documents

### 2. Permission from the quarantine office to sell as food and drink.

- This procedure is mandatory for food and drink such as oil and gummies.
- Some types of additives, such as artificial colours, need to be tested by an analytical laboratory.
- This procedure is not required for non-food and drink items such as Vape.

### 3. Customs clearance (Document review only)

- This is the final step in the import procedure.
- Customs officers examine the documents and, if there are no problems, issue a customs duty and consumption tax payment slip.
- Some exporting countries and items may be eligible for tariff reductions or exemptions under trade agreements (EPAs).
- Once the tax has been paid, an import permit is issued and the product is delivered to us.

※ [CBD-product-import-guidelines.pdf](#) (Published by the Government/April 2022 edition)

※ [Translation page by Asayake](#)

※ [frequently asked questions.pdf](#) (Published by the Government/April 2022 edition)

※ [Translation page by Asayake](#)



## Warehouse

We store your CBD products for delivery to Japanese consumers in our temperaturecontrolled storage room. The storage room is equipped with air conditioners and dehumidifiers to always maintain the room temperature at 22 degrees C (within plus/minus 2 degree C) and humidity at 40 % (within plus/minus 2 %). Also, our insurance covers the full cost in case of your product being lost due to natural disasters or fire.

**NOTE:** If you use our sales support service, at this stage you decide the wholesale price to us. We will add our profit to it and sell wholesale or retail.

The picture on the left shows the office area of our dispatch centre.



# Product Storage Shelf

The size of the shelf is 2100mm in height, 875mm in width and 300 mm in depth, which can hold 2000 bottles of 10 ml of CBD oil each in a box 9 cm long, 3 cm wide and 3 cm deep. The shelf is 6-level. You can be provided with additional shelves for free up to 10.

This is also available for larger scale storage requirements.

The picture on the left shows the shelves in actual use.





# larger scale storage requirements

We operate a warehouse with forklift trucks in operation. So you can even ship your products on pallets. From this warehouse we ship products all over Japan.

The picture on the left shows our shipping warehouse.

# Sales Support Line Up

(Free registration)

## 1. Sold in our store

[Address: 1-2562-1 Jonan, Suwa City, Nagano Prefecture, Japan](#)

For sale at our store. We will explain and sell product information directly to customers.

## 2. Sale to over 160 of our retailers

<https://cbdjapan.com>

Login required. We will introduce your product to over 160 retailers across Japan who are registered with us.

Settle at the end of the month. We will pay you the wholesale price.

## 3. Sold on Our retail site

<https://cbdjapan.com>

Sold on our retail website with over 2600 members.

## 4. Sold on amazon Japan

<https://www.amazon.co.jp>

Sell your products on our Amazon Japan account.

**IMPORTANT NOTE:** If you are running a shopping website, please create a Japanese language page. If possible, also use social networking sites and do giveaways and campaigns, which will greatly increase awareness of your brand. We can assist.



# Sales Support Line Up - (Use of external services)

(Additional costs required)

## 5. Press releases published: [@Press](#)

**Send to over 250 media outlets.**

@Press Service usage fee: Asayake is a registered member and you do not need to register.

Actual service usage fee 1 press release / 30,000 JPY | Asayake Management Fee: 20,000 JPY

Press releases are issued by email to more than 250 media outlets, including major media outlets.

The content is created by us in consultation with you.

## 6. Qoo10 - Japanese eBay: <https://www.qoo10.jp>

Qoo10 Service usage fee/m: Pay 6% to 10% of the sales amount sold by Qoo10 as a commission.

Asayake Management Basic Fee: 15,000 JPY/m

Asayake will perform all management such as system management of Qoo10. Consult separately for costs such as creating images to provide to Qoo10.

## 7. A8.net - Japan's most famous affiliate provider: <https://www.a8.net>

**Initial cost:**

Trial course: 290,000 JPY / 6 months | Standard course: 494,000 JPY / 12 months | Royal Course: 644,000 JPY / 18 months

**Affiliate Achievement Reward:** You can decide what percentage of sales you will pay to affiliates.

**Operating costs:** Asayake Management Basic Fee: 35,000 JPY/m

Asayake will perform all management such as system management of A8.net. Consult separately for costs such as creating images to provide to affiliates.

## 8. influencer marketing

Influencers promote the products you want to sell. Ask influencers who are a good fit for your product's features.

We will consider the payment rate for influencers on a case-by-case basis.

**Initial cost: 100,000 JPY**

**Payment to influencers: Negotiable**

## 9. Super Delivery - a wholesale portal site: <https://www.superdelivery.com>

**Initial cost:** Super Delivery Registration fee: Free

**Operating costs**

Super Delivery Service usage fee/m: Pay 10% to 15% of the sales amount sold by Super Delivery as a commission.

Asayake Management Basic Fee: 30,000 JPY/m

Asayake will perform all management such as system management of A8.net. Consult separately for costs such as creating images to provide to Super Delivery.



# Sales Support Line Up - (provided by ASAYAKE)

(Additional costs required)

## 10. Labeling Service: [Japanese Label Service ver2.pdf](#)

Compliant Japanese labeling for your products.

## 11. Creation of Japanese product brochures

If you want to include a product description leaflet with your product, we can create one.

Production costs vary according to content, number of pages and number of orders. If you wish to use this service, a quotation will be provided after a hearing.

## 12. Catalog Mail to Over 460 CBD Retail Stores: [raksul](#)

Mail your product catalog by mail to over 460 CBD retail stores.

Catalog & Price list creation fee: 35,000 JPY / Printing fee: 30,000 JPY / Postage costs: 70,000 JPY

Asayake Management Fee: 30,000 JPY

**Total: 165,000 JPY**

## 13. Catalog Mail to Over 500 Pet-related industry: [raksul](#)

Mail your product catalog by mail to over 460 CBD retail stores like Pet treatment centers and veterinary clinics.

Catalog & Price list creation fee: 35,000 JPY / Printing fee: 30,000 JPY / Postage costs: 70,000 JPY

Asayake Management Fee: 30,000 JPY

**Total: 165,000 JPY**



## On-Demand Shipping

If you have your own shopping website, including orders placed there, ships product to purchaser. You can check stock availability at any time on your dedicated stock control chart.

You can also check the status of individual shipments on the Yamato Transport dispatch management website we set up exclusively for you.

- Example: [Asayake Letter of Transmittal Issuing Website \(Yamato Transport\)](#).

The picture on the left shows the Asakusa Kaminarimon, a very famous tourist attraction. During the day it is full of tourists, but as the photo was taken late at night there was no one there.





# Settlement

At the end of each month, we will aggregate the number of your products we shipped that month and the storage warehouse usage charges for the following month, and invoice you.

If you use our Sales Support Services, we will use your wholesale price to sell your products to our resellers and individual consumers. In this case, we will pay you the total wholesale value of your products sold that month.

The payments are settled at the end of each month and offset against each other. Then, the party who has incurred the payment remits the money by the 10th of the following month.



# Expenses

Payment at each timing.

**Expenses Required at the  
time of Contracting**

**Ongoing Expenses**

**On-The-Spot Expenses**





# Expenses Required at the time of Contracting

10% consumption tax will be added separately.

Registration Fee (time of contract)	300,000 JPY
Customs Clearance Fee (Initial product)	50,000 JPY per Product Type
Import duty	Actual costs according to tariff rates per product
Consumption tax on imports: Foodstuffs	8% of the declared amount
Consumption tax on imports: Non-Foodstuffs	10% of the declared amount

※ [The Japan Customs tariff table can be found here](#)



# Ongoing Expenses

10% consumption tax will be added separately.

Storage Shelf Usage Fee	50,000 JPY: 1 rack per Month
Actual Shipping Cost	600 JPY on average
Shipping Work Fee	500 JPY per Shipping





# On-The-Spot Expenses

10% consumption tax will be added separately.

Customs Clearance Fee (Initial product)	50,000 JPY per Product Type
Customs Clearance Fee (Continuing product)	30,000 JPY per Product Type
Travel expenses: If you are called to customs or quarantine to attend an inspection	1 day: JPY 30,000 + actual transport costs
Additional work	Consulted depending on the nature of the work



# Guarantee

We offer a robust guarantee, insuring the full value of your goods against natural disasters or fire.

To apply for our Japan CBD ONE-STOP Service, simply fill out the application form and send it to us for seamless market entry. We will then send you an invoice by separate email and start work as soon as we acknowledge receipt of it.

[Click here for application form.](#)

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