



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



# Partnerships

—Japanese Private Sectors and UNIDO—

Investment and Technology Promotion Office, Tokyo



As of 2019



INDIA



SHINKO TECNOS

## Turning Waste into Resources



### Mission to India by UNIDO ITPO Tokyo bears fruit

Shinko Tecnos Co., Ltd. boasts multiple organic waste recycling technologies and implements technology transfer to developing countries.

The company's hydrolysis treatment technology can convert waste into usable resources such as alternative fuels which can substitute coal, without generating any carbon dioxide and dioxins, thanks to a treatment process which does not use incineration. The technology is registered on UNIDO ITPO Tokyo's STePP technology promotion platform.

In February 2018, UNIDO ITPO Tokyo carried out a business mission to India with Japanese companies, including Shinko Tecnos. During the mission, Japanese technologies were promoted through bilateral business meetings with local companies and the chambers of commerce in Bangalore and Chennai, where each company gave a presentation on their technology.

As a result of the presentations and meetings organized by UNIDO ITPO Tokyo, a contract was signed between

Shinko Tecnos and a local electric power utility company in 2019, followed by delivery of a unit of hydrolysis equipment to India. Full-scale operation of the unit started in April 2019, allowing conversion of organic waste into fuel, which is combined with coal to obtain fuel used in thermal power generation.

#### Timeline

2016	Technical registration of technology in STePP
February 2018	Shinko Tecnos Co., Ltd. presented their hydrolysis technology during UNIDO ITPO Tokyo's business mission to India. A local power utility company became interested in the hydrolysis technology and started business negotiations, after which a contract was concluded.
January 2019	Delivered one hydrolysis unit to the Indian power utility company
April 2019	Trial operation was completed and full-scale operation started



SENEGAL



SUCRECUBE JAPON

Electricity and the Internet in non-Electrified Villages



UNIDO ITPO Tokyo helps establish a local subsidiary in Senegal

Sucrecube Japon Co., Ltd. has developed the "TUMIQUI Smart Kit" technology that combines portable solar power generation and communication equipment to provide ICT services.

The company signed an MoU with the Ministry of Health and Social Action of Senegal in May 2019 and Sandiara City, Senegal in December 2019 to deliver electricity and communications to un-electrified rural villages in Africa.

Ms. Aïssatou Ndiaye, UNIDO ITPO Tokyo's advisor in Senegal, assisted the company's selection of local partners and clarified procedures for establishment of a local company, by arranging and accompanying bilateral meetings. As a result, the company's local subsidiary was established in Sandiara City, Senegal in January 2020, following the signature of an MOU with the city in December 2019.

In addition to providing TUMIQUI solutions to hospitals and clinics in the city, the company is currently building a local assembly, maintenance, and repair factory/center in a special economic zone in Sandiara City for kits to be sold in Senegal and West Africa.

Timeline

May 2019	Sucrecube and the Ministry of Health and Social Action of Senegal signed an MOU
August 2019	Sucrecube consulted with the advisor in Senegal about marketing of the TUMIQUI Smart Kits and establishment of an assembly and maintenance center.
December 2019	Sucrecube and Sandiara City signed an MoU, through the assistance of the Senegal advisor.
January 2020	Established a local company in the special economic zone of Sandiara City.
February 2020 onwards	Senegal advisor continues to support the deployment of TUMIQUI solutions to schools and clinics in the city, and assists surveys for local assembly.



Ms. Aïssatou Ndiaye

UNIDO ITPO Tokyo's advisor based in Senegal provides support to Japanese companies for their business development in the country.



UZBEKISTAN



KAORI INTERNATIONAL

## Establishing Water Manufacturing in Rural Areas



### UNIDO ITPO Tokyo assists the promotion of water-related business

Kaori International Japan Co., Ltd., a leader in clean water technology and concerned on improving the water environment in needy areas, signed an MOU and established a local company after discussions with government officials and local companies in the Republic of Karakalpakstan in Uzbekistan in order to resolve urgent issues in the water sector.

The company will cooperate with local counterparts Nukus Universal Prof to establish a medical water manufacturing plant, and Greenland Water to establish a bottled beverage manufacturing plant, aiming to implement both projects.

In February 2019, Kaori International participated in an Uzbekistan seminar in Tokyo hosted by UNIDO ITPO Tokyo. After deepening interest in doing business in Uzbekistan through discussions with delegates invited from the Ministry of Investment and Trade of the country and the Uzbekistan embassy in Tokyo, the company visited Uzbekistan in May 2019 and consolidated its business plan.

#### Timeline

February 2019	Kaori International Japan Co., Ltd. participated in the Uzbekistan seminar hosted by UNIDO and met with the delegate and the Embassy of Uzbekistan in Tokyo
May 2019	The company visited the Republic of Karakalpakstan, Uzbekistan and started discussion with the local government and other stakeholders on cooperation in the water field
June 2019	Established a local company and at the same time signed an MOU with two local companies with the aim of establishing water-related business
July 2019	Presented business experiences in the country at an Uzbekistan seminar hosted by UNIDO
August & September 2019	Visited Uzbekistan to discuss/confirm factory design and contract details



**MADAGASCAR, TANZANIA  
and NIGERIA**



**TROMSO**

# Rice Husks as an Alternative Fuel



Image Photo

## Malagasy company found the solution by STePP's website

A Malagasy company became very excited when it found a unique solution for recycling rice husks as fuel briquettes on UNIDO ITPO Tokyo's website. "Grind Mill," a machine that transforms useless but readily available rice husks into a precious organic fuel, was invented by Tromso Co., Ltd. in Hiroshima, Japan. Grind Mill compresses rice husks to yield solid fuel that can maintain its shape and quality for a long period of time. It can be used in case of emergency as well as in daily cooking. Since 2012, the company had been searching for opportunities to transfer its technology to African countries. In August 2016, the company registered their technology on UNIDO ITPO Tokyo's technology database that is now called the Sustainable Technology Promotion Platform (STePP).

After the registration, one unit of Grind Mill was introduced to Tanzania in 2016. AS PRO SAVA Association, a company producing essential oils in northern Madagascar, was looking for renewable energy sources, because deforestation is a great threat to the country's unique eco-system.

Local farmers in Madagascar cannot afford charcoal to make fires; thus, they cut trees down every day to collect firewood, unaware of the consequences to their rich natural setting. Rice husks are available in all regions in Madagascar, because the Malagasy people eat more rice than the Japanese do, though rice husks are usually seen as just agricultural waste. AS PRO SAVA Association reached out to Tromso's technology through UNIDO ITPO Tokyo's STePP. Three units of Grind Mill were installed in a factory in Madagascar in 2018. In 2019, Tromso and the Nigerian government reached an agreement to introduce seven units of Grind Mill to governmental organizations in Nigeria.

### Timeline

2014-15	Nine units of "Grind Mill" were introduced in Tanzania, including eight units by JICA's ODA project
2015	One unit was installed in Nigeria
2018-19	Three units were installed in Madagascar
2019	Seven units were purchased in Nigeria



**KENYA**



**TAIYO**

# Energy Saving for Tea Production



## Japanese drying technology introduced by UNIDO ITPO Tokyo

UNIDO ITPO Tokyo helped the KIAMOKAMA tea factory in Kenya find the most suitable business partner. Representatives from KIAMOKAMA visited Japan as a part of UNIDO’s project, “Low Carbon and Climate Resilient Industrial Development,” in June 2017. During their visit, they attended a business-matching event organized by UNIDO ITPO Tokyo, looking for a more efficient and environmentally friendly tea-leaf drying and withering method for its tea factory. From several candidates, it found Taiyo Electric Co., Ltd., which had the most suitable eco-friendly drying and withering technique, and the two companies agreed to work together.

During the Taiyo representatives’ visit to Kenya, they observed the potential implementation challenges and discussed the introduction procedure with local engineers. Four units of a fan motor and inverter panels with a speed control system were introduced to the KIAMOKAMA tea factory in Kenya for the first time in September 2018 in a

pilot project, resulting in savings of 30% in energy usage. This enables KIAMOKAMA to cut significantly its production expenditures and CO2 emissions. An additional 80 units will be installed in this factory.

### Timeline

May 2017	KIAMOKAMA tea factory business trip to Japan as part of the “Low-carbon and Climate-resilient Industrial Development” UNIDO project
Oct 2017	Taiyo was selected as a partner company by bidding for the project.
Feb 2018	Taiyo visited Kenya to finalize the implementation procedure.
Jul 2018	Technical training for KIAMOKAMA technicians given by Taiyo at Gifu Prefecture in Japan.



**ETHIOPIA**



**LIXIL**

# Local Support for Improved Sanitation



Image Photo

## UNIDO ITPO Tokyo supports innovative and affordable toilets

UNIDO ITPO Tokyo supported LIXIL, a Japanese leading company of pioneering water and housing products in exploring the possibility of starting business in Ethiopia. At the time, LIXIL was initiating a shared value partnership with UNICEF, “Make a Splash! Toilets for All” to provide their innovative and affordable SATO toilets designed to improve sanitation for rural and peri-urban areas.

In 2018 UNIDO ITPO Tokyo’s African Advisor in Ethiopia visited Japan with a delegate from the Ethiopian Investment Committee and learned about the project. Since then, the

African Advisor has provided continuous support, utilizing his local network, in legal, logistical and financial issues in order to see the project sustain.

To this day, LIXIL has shipped SATO toilets to more than 25 developing countries, mainly Asia and Africa, targeting to improve access to basic sanitation for 100 million people by 2020.



Mr. Aschalow Tadesse, EIC (right) and Mr. Tadesse Segni, African Advisor, UNIDO

### Timeline

2017	LIXIL contacted UNIDO ITPO Tokyo's African Advisor in Ethiopia
2018/Jan	The African Advisor visited Japan and discussed further details
2018/Apr	The African Advisor shared the results of their research with LIXIL
2019	The African Advisor continues to support LIXIL with his local network



Photo: LIXIL

LIBERIA



KOMATSU

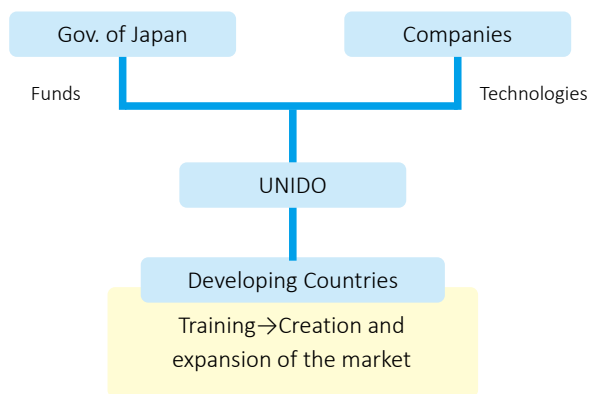
# Training Operators to Rebuild the Country



## UNIDO's successful public-private partnership for development

UNIDO has been implementing technical and vocational training projects to support and promote youth employment in Liberia. In cooperation with UNIDO, Komatsu Ltd. provided practical equipment and a training curriculum, while the government of Japan offered the financial resources that made the project possible. The training courses were held at the Booker-Washington Institute vocational training center, which was established in the first phase of the project (2013–2015).

[Background] Infrastructure in Liberia was destroyed on a large scale, mainly due to the country's civil war that lasted more than 14 years. As a result, the economy deteriorated, and education and training-related systems collapsed, as qualified and highly skilled human resources, such as teachers, evacuated to neighboring countries. Young people lost the opportunity to gain proper vocational training. It is now expected that young people trained through this project will contribute to the rebuilding of the country's infrastructure.



Project Name	Promotion of youth employment by technical and vocational training support in Liberia
Implementation Period	From April 2016 to March 2018
Funds	Ministry of Foreign Affairs of Japan 200 million yen

UNIDO Learning and Knowledge Development Facility (LKDF)  
The LKDF promotes industrial skills development among young people in emerging economies and supports the establishment and upgrading of local industrial training academies.





CZECH REPUBLIC



TORAY

## Establishing a Strategic Production Base in Europe



Image Photo

### Over 250 Japanese companies operate with support from CzechInvest

CzechInvest, the investment and business development agency of the Czech Republic, established contacts with many Japanese companies through UNIDO ITPO Tokyo's Delegate Programme from 1995 to 1997. One such company was Toray Industries, Inc. As a result of the continuous follow-up and extensive consultations that CzechInvest provided to Toray's management, the company set up Toray Textiles Central Europe s.r.o (TTCE) in Prostějov City in 1997. In 1999, the company started producing and marketing polyester textiles for the European market.

TTCE expanded the capacity of its existing plant with new investment to manufacture waterless plates for the printing industry in 2012.

#### Timeline

1995-97	UNIDO ITPO Tokyo invited CzechInvest to Japan through the Delegate Programme
1997	Toray Textile Central Europe s.r.o (TTCE) was established in the Czech Republic
1999	TTCE started production of polyester textile for Europe
2012	TTCE expanded the plant capacity to manufacture waterless plates

With the support of UNIDO ITPO Tokyo, CzechInvest opened its office in Japan in November 1997, which contributed to the further promotion and acceleration of Japanese investments into the Czech Republic.

Currently, there are some 254 Japanese companies operating in the Czech Republic, employing nearly 47,000 people.

Mr. Josef Lebl, Senior Advisor, CzechInvest UNIDO ITPO Tokyo invited Mr. Josef Lebl, CzechInvest's senior advisor, to come to Japan from 1995 to 1997. Through individual meetings with Japanese companies, including Panasonic, Toyota, Showa Aluminum, and many others, he provided them with important information on the business climate and investment opportunities.



#### UNIDO ITPO Tokyo's Delegate Programme

Investment promotion officials are invited to Japan for a short-term stay and supported in meeting and promoting their business opportunities with the Japanese private sector.



PHILIPPINES



HINODE SANGYO

# Technology Transfer for Wastewater Treatment



Image Photo

## Adopted as a JICA project after registration in UNIDO's Environmental Technology Database

Hinode Sangyo Co., Ltd., which is currently registered in UNIDO ITPO Tokyo's Environmental Technology Database with two technologies related to wastewater treatment, was adopted by JICA's First Small and Medium-Sized Enterprise Overseas Development Project—Feasibility Study—in FY 2017. In this project, Hinode Sangyo is conducting a study to introduce sewage treatment improvement technology using a dispersed-microbe treatment system in the Philippines.

### Registered technologies:

Water treatment (wastewater): Elbic Series Solutions for Wastewater Treatment

Water treatment (industrial wastewater): Hinode Microbubble Generator (HMB)

“Our company was able to raise its profile by using UNIDO ITPO Tokyo's Environmental Technology Database. I think that registration in the database increased the chances of our technology being selected for the JICA project.”

Ms. Kaoru Fujita Director, Hinode Sangyo Co., Ltd.

### Timeline

Jun 2017	Adopted for the Feasibility Study
Nov 2017	First field survey in the Philippines; Decision was made to implement the equipment for a pilot study at a private hotel in Cagayan de Oro City, Mindanao Island
Feb 2018	Second field survey in the Philippines; installation of the equipment
Jun-Jul 2018	Training in Japan and workshop in Cagayan de Oro City

### UNIDO ITPO Tokyo Environmental Technology Database

The database is featured on UNIDO ITPO Tokyo's website to introduce Japan's environmental and energy-related technologies that can be transferred to developing countries. Approximately 50 companies, mainly small and medium-sized enterprises, have registered their technologies. The companies are provided with opportunities to participate in exhibitions and with support for promotional video production.



ETHIOPIA



FUJI FILM

# Acquiring the Trust of Medical Institutions



Image Photo

## Creating a business base by utilizing the professional network of an African Advisor

In 2014, Fuji Film Corporation established its office in Ethiopia for high-tech medical equipment, accessories, and consumables, with a view to expanding its operations to eastern Africa.

UNIDO ITPO Tokyo’s advisor in Ethiopia, Mr. Tadesse Segni, provided the necessary support to Fuji Film to establish itself in Ethiopia and start business in the country’s medical sector. Assistance provided to the company included identifying local partners, including hospitals; establishing a country office; hiring local staff to cover Africa; and handling trade logistics.

Fuji Film has become a preferred supplier of medical devices to both government and private hospitals and to medical

centers located in Ethiopia, including in remote areas, and in the region. Mr. Segni commented that “recently, the company established the Ethiopian Gastro-Intestinal Diagnostic Training Center in collaboration with St. Paul’s Millennium Hospital in Addis Ababa and that the hospital management and doctors express satisfaction with Fuji Film’s contributions.” In addition, Fuji Film is in the process of establishing a regional maintenance service and technical training center in Ethiopia to provide aftercare services, which will go hand-in-hand with the company’s exponentially increasing sales in the country and the region.

### UNIDO ITPO Tokyo’s Africa Advisors

Professional business consultants are supporting Japanese companies in negotiation with local governments and companies, providing on-site information and setting up business meetings.

Mr. Tadesse Dadi Segni

He is based in Ethiopia, covering the East African region that includes Uganda, Rwanda, and Burundi.



**SOUTH AFRICA**



**MAYEKAWA**

# Providing Low-Carbon Cooling System



## UNIDO supports the transfer of Japanese environmental technology

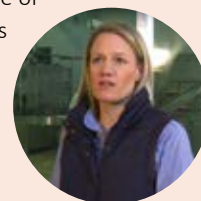
Mayekawa Manufacturing Co., Ltd. is providing an “energy efficient cooling system” to SirFruit Co., Ltd., a South African company.

The UNIDO project for low-carbon and climate-resilient industrial development in Africa (Egypt, Kenya, Senegal, and South Africa), funded by the Japanese Ministry of Foreign Affairs, was seeking low-carbon technologies from Japan and brought a study tour from the four countries to Japan in 2017. During the visit, the African companies had a chance to meet Japanese technology providers, facilitated by UNIDO ITPO Tokyo’s environmental technology database, its local business network, and trade fairs.

During the visit in Japan, SirFruit Co., Ltd. of South Africa had a chance to meet with Mayekawa Mfg. Co., Ltd. and negotiated the necessary technology to improve the efficiency of the cooling systems currently used by the company in South

Africa in its “SirJuice” brand juice production. After detailed discussions and open competitive bidding, Mayekawa Mfg. Co., Ltd. was selected to provide its technology. Cooperation among various stakeholders from UNIDO, experts in the field in Africa and in Japan, together with the private sector in both countries, made this project successful.

“Mayekawa’s technology will help cool our products with less energy consumption and a reduced use of gases, which is more efficient and harmless to the environment. The technology also incorporates a heat-recovery system that will provide hot water for our factory and allow us to get rid of our existing energy-consuming boilers.” Ms. Katinka Condes, Head of Quality, SirFruit Co., Ltd.



**"Partnerships with UNIDO are very positive for business activities in developing countries."**

Mr. Tatsuya Narahara, Executive Officer, Mayekawa Manufacturing Co., Ltd.

Project Name	Low carbon and climate change-robust industrial development funds in Africa (Egypt, Kenya, Senegal, South Africa)
Funds	Ministry of Foreign Affairs of Japan



**TURKEY**



**PIGEON**

## Establishment of a Feeding Bottle Factory in a Free Zone



Image Photo

### Continuous investment promotion of the Izmir region results in investment

Pigeon Corporation established Lansinoh Laboratories Medical Devices Design Industry and Commerce Co., Ltd. in Izmir in 2010 through its consolidated subsidiary company, Lansinoh Laboratories, Inc., in order to expand its sales in North America, Europe, and Turkey. Then it decided to set up a new factory as the first Japanese company in ESBAŞ (the Aegean Free Zone) in Izmir. Construction started in October 2015 and the factory began operations in January 2017.

In order to promote investment from Japan into Turkey, UNIDO ITPO Tokyo has been holding seminars and arranging business meetings with IZKA (Izmir Development Agency) and ESBAŞ since 2013.

#### Timeline

2013	Turkey (Izmir) investment seminar Individual business meeting (Osaka, Tokyo)
2015	Turkey (Izmir) investment seminar, Individual business meeting (Tokyo, Osaka)
2017	Turkey (Izmir) investment seminar, Individual Business Meeting (Tokyo, Kyoto)

Local Subsidiary	Lansinoh Laboratories Medical Devices Design Industry and Commerce Co., Ltd.
Location	Izmir-Aegean Free Zone
Start of operation	January 2017
Site area	9,000 m <sup>2</sup>
Annual production capacity (estimate for the fiscal year ended January 2020)	<ol style="list-style-type: none"> <li>Basting machine 450,000 or more (in case of electric only) / 1.81 million or more (for manual only)</li> <li>Nipples 5.3 million or more Breast bottle 3 million or more</li> </ol>

Officers who came to Japan from IZKA and ESBAŞ



MOROCCO



YAZAKI

# Major Wire Harness Supplier's Investment



Image Photo

## An investment officer's perseverance brings investor to Morocco

UNIDO ITPO Tokyo's former delegate in Morocco, Mr. Mohamed Aref Hassani, has guided and supported Yazaki Corporation in investing in the country since the year 2000. Assistance provided to the company included facilitating bilateral discussions with government counterparts, finding suitable locations, obtaining licenses, hiring staff, and handling logistics. Yazaki ended up investing in Morocco, with three plants in Tangier, Kenitra, and Meknes employing over 10,000 and contributing to the country's inclusive and sustainable development and wealth creation.

### Timeline

1997-98	First contacts with Yazaki Corporation
2000	Established Yazaki Morocco S.A., Tangier
2010	Established Yazaki Kenitra S.A., Kenitra
2014	Established Yazaki Meknes S.A., Meknes

### UNIDO ITPO Tokyo's Delegate Programme

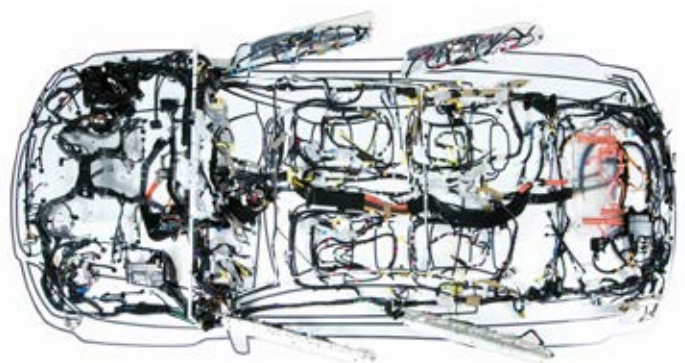
Investment promotion officials are invited to Japan for a short-term stay and supported in meeting and promoting their business opportunities with the Japanese private sector.

Mr. M. A. Hassani, Managing Director of Mid Parc Casablanca (formerly Investments Department & Tangier Free Zone)

"Yazaki Corporation studied Morocco's investment climate and adopted early an investment strategy to take advantage of Morocco's labor force and strategic location close to major EU markets and customers. The assistance of UNIDO ITPO Tokyo was essential in promoting Morocco's potential to the company," commented Mr. Hassani, adding that "the investment by Yazaki helped increase exports and develop the industrial supply chain, and it was also followed by many other Japanese investors, making a positive contribution to Morocco."



Mr. M. A. Hassani and Mr. D. Sekkat



BANGLADESH



FAST RETAILING

## Establishing UNIQLO's Production Base



Image Photo

### Accurate local information pushed prompt business development

In July 2008, Mr. Jalalul Hai, the investment promotion officer of the Bangladesh Investment Authority (BOI), was invited by UNIDO ITPO Tokyo to meet with the founder of UNIQLO, Mr. Tadashi Yanai, the chairman, president and CEO of FAST RETAILING Co., Ltd. in Tokyo. Mr. Hai offered advice on various aspects of business development in the country. With support from BOI, the company established a production management office in Dhaka in December 2008.

In addition to the production management of casual wear for export, in July 2013, the company opened the first Grameen UNIQLO store in the capital of Dhaka to manufacture and sell low-cost clothing for domestic use in Bangladesh, and it now has 14 stores.

Following UNIQLO, other apparel companies accelerated business development in the country. UNIDO ITPO Tokyo invited Mr. Hai to Japan four times between 2008 and 2011, helping many Japanese companies advance their plans in Bangladesh.

#### Mr. Jalalul Hai

From 2008 to 2011, as Deputy Director of Investment Promotion in the Bangladesh Investment Authority, Mr. Hai came to Japan as a delegate of UNIDO ITPO Tokyo. After that, he served as an economic cooperation advisor to the Japanese Embassy in Bangladesh. Currently he is a consultant and supports Japanese companies entering Bangladesh. In April 2016, he was awarded the Order of the Rising Sun, Gold Rays with Rosette.



#### Timeline

Jul 2008	Investment Promotion Officer from the Investment Bureau of Bangladesh met with Mr. Yanai of FAST RETAILING
Dec 2008	Established office in Bangladesh
Jul 2013	Started production and sales for domestic market



# About ITPO Tokyo



## ITPO Network

The ITPO Heads Meeting 2018 was held in Tokyo and Kyoto from 3–8 June, and included two days of discussions and site visits to NEC's Innovation World, the National Institute of Advanced Science and Technology (AIST), and the Kyocera Corporation showroom.

## Message from the Head

Dear Stakeholders,

The year 2018 was a successful one, during which we enhanced many activities. At the outset, I would like to express my appreciation for your continued cooperation, which helped us achieve our goals.

### *Investment Promotion*

We invited 14 investment and technology officials from countries in Africa, Central Asia and Europe, Asia-Pacific, and the Caribbean. They held 280 business meetings in Japan. In addition, we organized and supported 83 global and country-specific seminars and events, attracting over 5,600 participants and resulting in more than 1,600 networking opportunities. Some of the sectors of focus last year included bicycle manufacturing, textiles, aerospace, water management technologies, ICT, medical devices, and the like. Our investment Advisors in Africa continued providing services to more than 120 Japanese companies. As of the end of 2018, we had a backlog of 73 active projects around the world awaiting conclusion or operationalization.

### *Technology Transfer*

We increased the number of registered companies, mostly SMEs, in our Environmental Technology Database to 75, with 21 new technologies identified, screened and registered in 2018. To complement that, we conducted a business mission to India for water technologies, organized a technology exhibition in Tokyo, and continued to add selected technology videos to our database.

### *Outreach and Capacity Building*

We strengthened our activities in Japan to raise the visibility of UNIDO and to reach out to a broad range of partners,

by holding two major multi-stakeholder dialogue events, with the participation of our Director General LI Yong and our Deputy to the Director General Hiroshi Kuniyoshi, as well as high-level officers from our HQ and the field. We also extended our partnership to academia, collaborating with the University of Tokyo and Sophia University by holding SDGs related events. In addition, we served the diplomatic community in Japan by introducing its members to companies, factories, and exhibitions.

Last but not least, in 2018 our office had the honor of welcoming the Heads and staff of the ITPO Network to Japan on the occasion of the Annual ITPO Heads Meeting and its related activities.

Going forward, 2019 will undoubtedly be a busy year in which to promote business relations between Japan and the developing and emerging countries. A major event will be TICAD7 in August 2019, which we are looking forward to in order intensify our programmes concentrating on Africa, in cooperation with Japanese industrial sectors.

We thank you for your continued support, and we invite you to contact us with any inquiries.

Yuko Yasunaga,  
Head



## Mission

Our mission is to help developing and emerging countries in their efforts to achieve inclusive and sustainable industrial development (ISID) by promoting foreign direct investment (FDI) and technology transfer from Japan through various activities.

The office was established in March 1981 under an agreement concluded between UNIDO and the Government

of Japan and is one of eight ITPO offices worldwide. The geographical coverage of the office extends to the whole developing world and has recently increased focus on Africa and less developed countries on other continents. Sector-wise, the coverage is also wide, including manufacturing industries, agro-based industries, environment and energy related industries, and the promotion of small and medium sized enterprises (SMEs).

## At a Glance



Establishment: 1981  
Head: Yuko Yasunaga  
Number of Staff: 23  
Address: UNU HQs Bldg. 8F, 5-53-70, Jingumae, Shibuya-Ku, Tokyo 150-0001, Japan  
Tel: +81-3-6433-5520 Fax: +81-3-6433-5530





## Activities & Results

### Delegate Programme

Invitation of investment and/or technology promotion delegates (mainly officials from government or semi-government institutions) for a short-term stay (average 2 weeks) in Japan in order to promote the delegate's country, and specific sectors and projects to attract foreign direct investment (FDI) and technology transfer from Japan.

**10** Delegates  
**193** Business meetings  
by delegates

### Technology Transfer

Promotion of selected sound, productive and environmentally friendly technologies and know-how of Japanese companies seeking partners overseas, in order to assist sustainable development efforts worldwide.

**25** New Technologies

### Seminars & Events

Organization or support of various regional, country specific and/or thematic forums, seminars and workshops, usually in cooperation with other stakeholders in Japan. These events often feature our delegates, but also high level government representatives during official or working visits to Japan.

**67**  
Seminars

### Activities Overseas

Fielding of business and technical expert missions to recipient countries often in coordination with partner institutions in Japan and overseas. Through such missions, Japanese businesspeople have a chance to meet with government leaders and business partners overseas, and also to promote Japanese technologies.

**78**  
Advisor Services  
in Africa

### Capacity Building

Organization of capacity building activities such as lectures, factory visits and fact-finding meetings for various delegations from developing countries, and also for staff of embassies in Japan. The aim of these activities is to enable participants to learn about networking, technologies and business promotion opportunities in Japan.

## 2019 Results by Region

Region	Delegates	Business meetings by delegates with Japanese companies	Promotion and training seminars	Capacity building participants (Embassy programme)
Africa	3	70	21	50
Asia	3	61	20	11
Latin America	1	11	6	5
Europe/CIS	1	22	10	11
MENA Region	2	29	5	9
<b>TOTAL</b>	<b>10</b>	<b>193</b>	<b>67*</b>	<b>86</b>

\*Excluding five seminars not dedicated to specific regions.



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

⌚ (ITPO), Tokyo

UNU HQs Bldg. 8F, 5-53-70, Jingumae, Shibuya-Ku, Tokyo 150-0001, Japan  
Tel: +81-3-6433-5520 Fax: +81-3-6433-5530  
[www.unido.or.jp](http://www.unido.or.jp)