



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

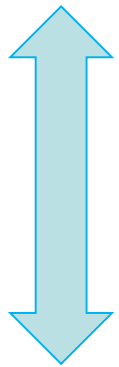
Business Opportunities in the East African Community (EAC) 東アフリカ共同体におけるビジネス機会

14th May 2015

UNIDO Seminar on Sustainable Industrialization
for Shared Prosperity
at United Nations University

Background

Recipient countries' efforts to achieve Inclusive and Sustainable Industrial Development (ISID)
“ISID”の達成に向けた途上国側の取組み



UNIDO ITPO Tokyo

Promoting foreign direct investment and technology transfer

両者を繋ぐUNIDO東京事務所による投資・技術移転促進

Japanese investors' need for related information, networking, facilitation, etc.

投資側（日本企業）のニーズ（投資に関する情報、ネットワーキング、支援等）



UNIDO ITPO Tokyo's Delegate Programme

UNIDO ITPO東京のデレゲート・プログラム

- Investment and/or Technology promotion Delegates from government or semi-government institutions
- Short-term stay in Japan (1-3 weeks)
- 政府または政府関係機関から投資促進・技術移転促進専門官（デレゲート）を招聘（1～3週間の滞在）



- Promoting Delegate country and/or specific sectors/projects through seminars, round-table, business meetings
- ITPO Tokyo acts as a hub in establishing human networks between Delegates and Japanese companies
- セミナー、ラウンドテーブル、ビジネスミーティング等を通じて各国への投資や特定分野・プロジェクトへの投資をプロモート
- ITPO東京は、デレゲートー日本企業間のネットワークを形成するハブの役割





Effectiveness of Delegate Programme - experiences in ITPO's success stories – 成功事例ではデレゲート・プログラムを どう活用しているか

Successful projects take advantage of

1. Information on tax incentives, regulations (financial, land, work permit), company registration
2. Introduction of local distributors, joint venture partners
(cont'd)

1. 優遇税制、各種規制、登記等に関する情報の入手
2. 現地の流通業者、ジョイントベンチャー・パートナーの紹介
(続く)



Effectiveness of Delegate Programme - experiences in ITPO's success stories -

Successful projects take advantage of

(cont'd)

3. Facilitation of discussion with relevant ministries/institutions
4. Other project-based assistance

(続き)

3. 関係省庁・機関との折衝における支援
4. 投資案件に対するその他の支援



To make Investment Promotion Activities more effective

より効果的な投資促進活動へ

- Not only public-sector approach (Investment Promotion Agency, etc.),
But also private-sector approach (Business Council, etc.)
- Not only by country,
But also on regional economic community basis
- 投資促進庁等の公的部門アプローチのみならず、ビジネスカウンスル等の民間部門アプローチも
- 国ごとの投資促進活動のみならず、地域経済共同体ベースの投資促進活動も

Delegate Programme - Investment Promotion Agency – 投資庁からのデレゲート・プログラム

- 2000 Tanzania Investment Centre
- 2006 Rwanda Development Board
- 2008 Tanzania Investment Centre
Uganda Investment Authority
- 2010 Kenya Investment Authority
- 2011 Kenya Investment Authority
Uganda Investment Authority
- 2012 Tanzania Investment Centre





Japan - EAC Investment Seminar

Organized by Ministry of Foreign Affairs of Japan and EAC on 28 Mar. 2014

日本EAC投資セミナー

日本政府外務省・EAC主催 2014年3月

- Burundi Investment Promotion Authority *
- Kenya Investment Authority
- Tanzania Investment Centre
- Uganda Investment Authority
- East African Community Secretariat (EAC) *
- East African Business Council (EABC)
- UNIDO (Mr. Tidiane Boye)



* invited by JICA



EAC Business Seminar

Organized by UNIDO on 12 June 2014

EACビジネスセミナー

UNIDO主催 2014年6月

- Mr. Econie Nijimbere, Federal Chamber of Commerce and Industry of Burundi (Burundi)
- Dr. Paul Mwaniki, Kenya Healthcare Federation (Kenya)
- Mr. Dennis Karera, Hotels and Restaurants Rwanda (Rwanda)
- Mr. Kake Dhariwal, Avco Investments Ltd (Tanzania)
- Mr. Jim Kabeho, Madhivani Group (Uganda)
- Mr. Tidiane Boye, UNIDO





UNIDO Seminar on Sustainable Industrialization for Shared Prosperity

本日開催のUNIDOセミナー

East African Business Council (EABC)

- Mr. Kake Dhariwal, Managing Director, AVCO Investments Ltd. (logistics and construction materials etc.)
- Mr. BUSINGE Wilson Rwabwogo, Mukwano Group (manufacturing, agriculture, property devel., logistics, etc.)



EABC Delegate EABCデレゲートの招聘

- 13th May – 22nd May 2015
- Mr. Lamech Wesonga
- Uganda Manufacturers Association
- East African Business Council (EABC) Liaison Officer
- EAC latest regulations, integration process, business opportunities



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

Thank you



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT