

## Digitalization project in un-electrified and un-communicated areas of Senegal from the Sandiara city



「アフリカの未電化・未電波地域に電気と通信を」  
サンジャラ市から始まるセネガル官民連携事業



# CEO Profile and Japan SDGs Awards by the Japanese government



## Mr Koichi SATO (佐藤弘一)

Entrepreneur x Network engineer x French Speaker

2008 SUCRECUBE Technologies (France) CEO & Founder  
シュークルキューブテクノロジーズ(フランス法人) 社長

2018 SUCRECUBE Japon (Japan) CEO & Founder  
株式会社シュークルキューブジャポン創業 代表取締役社長

2020 TUMIQUI Japon SASU (Sénégal) CEO  
ツミキジャポンSASU(セネガル法人)子会社設立 社長



2022/12/24 第5回ジャパンSDGsアワード特別賞を日本政府より受賞  
Received "Special Award" from Prime Minister Kishida at the 5th  
Japan SDGs Awards hosted by the Japanese government.

# Organisation of SUCRECUBE Japon / TUMIQUI Japon (Sénégal)

All with a combined overseas business experience of over 100 years!

**International and gender-balanced members.**



Japan



SUCRECUBE Japon Inc.

Advisors



Mr. Shibusawa



Mr. Tsubaki



Manami  
Sonehara  
Operation



Kunihiko  
Hirano  
Japan strategy



Miho Sato  
COO  
Public Relations



Aissatou  
MBOUP  
Solar Engineer



Kosei  
KIRIOKA  
Project  
Manager



Maman adama  
NDIUCK  
Engineer



Rei  
SASAKI  
Assistant

France



SUCRECUBE Technologies



**Masami Kobayashi**  
Vice-President, France

Sénégal



TUMIQUI JAPON SASU (Investment from a Japanese corporation)



Lina ROBERT  
Africa General Manager



Kana HIROSE  
General Manager



Mayu SUZUKI  
Manager



Bernard NDIAYE  
Project Manager



Aichatou BODE  
Engineer



Youssou NDIAYE  
Chage of Technic



# Our philosophie / 我々の哲学

## For Economic Growth Africa with Japan / アフリカの経済発展と共に成長する



Economic Growth  
of African  
Countries

Exportation  
To sub-regions

Made in Africa  
Job Creations

Technology Transfer

Database

Internet Access

Solar Energy



# Africa, in addition to being unelectrified, most areas have no radio reception.

## 1. Two major problems in Africa.

**Electricity**  
Electricity is not reaching 600 million un-electrified villages.

**Hi speed Internet**  
Development of communication infrastructure = Digitization of education, medical care, agriculture, social security, and various other areas is also an urgent issue.



## 2. Local Issues



## 3. Electricity + Connection = Two type our services

**TUMIQUI Smart Kit**  
LED/Unit/Wifi + Solar panel

installation

Dark rural clinics even during daytime

Bright Powered

Reliable healthcare

**Power and Wifi router Mobile Kit**

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**TUMIQUI Power Digital Solutions**

Solar Panel

Telecom

TV-Video

**Integrated Power and Internet Service**

## 4. We have problem solving health and education

➔

Un-electrified Health Center

More than 1,000 babies have been born safely under the lights.

MOU with Ministry of Health in Senegal

➔

Unelectrified Unconnected Public School

Digital classes are now possible! in unelectrified School!

MOU with Ministry of Education in Senegal

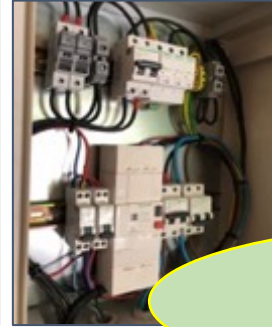
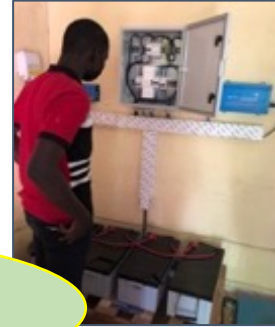


# Production and maintenance cycle for sustainable business.



Import product parts and  
Assemble in Senegal

TUMIQUI  
Smart Kit



TUMIQUI Power  
Digital Solution



Production

現地生産・施工

Improvement

製品改良

Maintenance

保守・修理

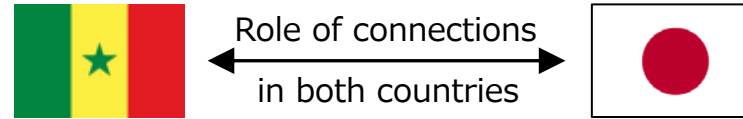
Sales

販売



# Private sector initiative for public-private partnerships in both countries







## TUMIQUI JAPON (Senegal)



## SUCURECUBE JAPON (Japan)

### Business Partners

#### MOU for joint demonstration of remote digital education

		
Ministère de l'éducation nationale	La commune de Sandiara	
		
<b>Ministry of National Education</b> Mr DIASSE, Academy Inspection	<b>Municipality of Sandiara</b> Dr Serigne Gaye DIOP, Mayer	<b>TUMIQUI Japan</b> Mr Koichi SATO, CEO

**TUMIQUI Power Digital Solutions**  
Digital education in Senegal was made possible with the cooperation of all partners in Senegal and Japan.




### Business Partners

	<b>Kansai Electric Power</b> <i>power with heart</i>	
	<b>総務省</b> Ministry of Internal Affairs and Communications, Japan	

### Finance Partners

	<b>株式会社日ノ樹 HINOKI Co., Ltd.</b>
	
	
	<b>日本政策金融公庫</b> JAPAN FINANCE CORPORATION

### Partners



**アフリカビジネス協議会**  
**Japan Business Council for Africa**

	<b>外務省</b> Ministry of Foreign Affairs of Japan		<b>JETRO</b>
	<b>駐日セネガル大使館</b> Embassy of Senegal in Japan		

### Partners

	<b>Ambassade du Japon au Sénégal</b>	
	<b>Senegal Office</b> Japan International Cooperation Agency	
	<b>Abidjan Senegal</b> Japan External Trade Organization	<b>Collaboration with many Senegalese corporations</b>

### both side partner

		<b>Mrs Aissatou NDIAYE</b> <b>UNIDO Tokyo in Senegal</b>
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# Our milestones with Senegal / セネガル政府・サンジャラ市と歩んできた道

Visiting Sénégal ambassador in Japan



Establishment of TUMIQUI Japon in Sandiara



Meet President of Senegal



Digital classes realized with Ministry of National Education in Sandiara city



MOU with Ministry of Health in Senegal



Signature of MOU with Sandiara city



Participated in TICAD 8



Prototype trial



For Sandiara Smartcity Project



# TUMIQUI Future vision for Africa 2022-2028

- **Develop the local economy and stabilize revenues.**

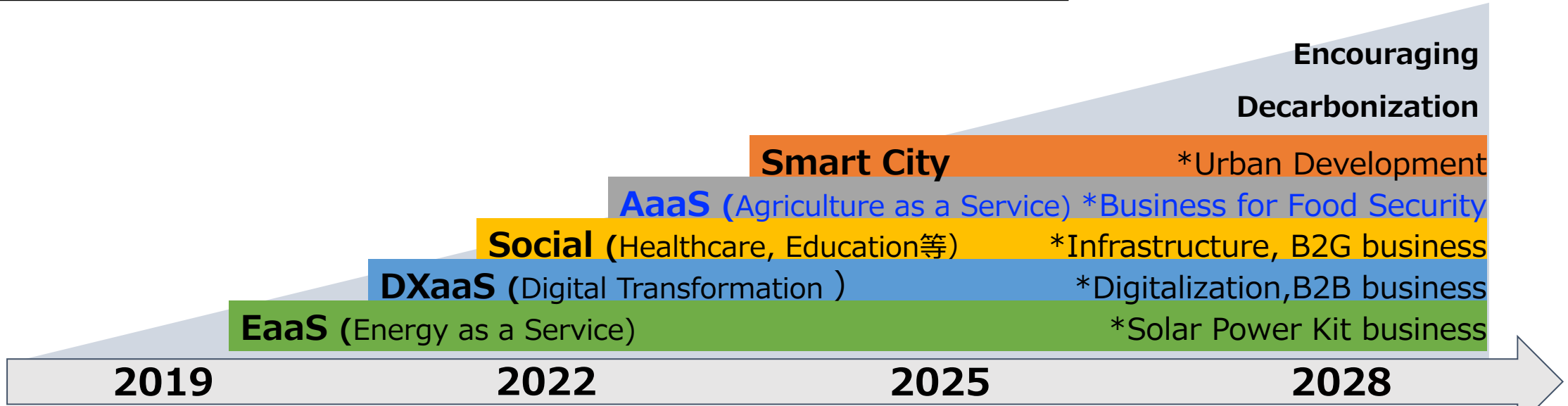
⇒ Job creation for locally educated people, as well as national and international businesses.

- **Agriculture As A Service**

⇒ Provide support for **water pumping, warehousing, logistics**, and domestic and **international trade through electricity and telecommunications** including satellites (with Warp Space).

- **Signed a MOU for SMART City Plan with Sandiara in Senegal**

⇒ Support urban development through clean energy and telecommunications for SEZ of Sandiara



**2019**

TICAD 7  
with Ministry of Health

**2022**

TICAD 8  
and Ministry of Education  
*Finance: Seed Funding*

**2025**

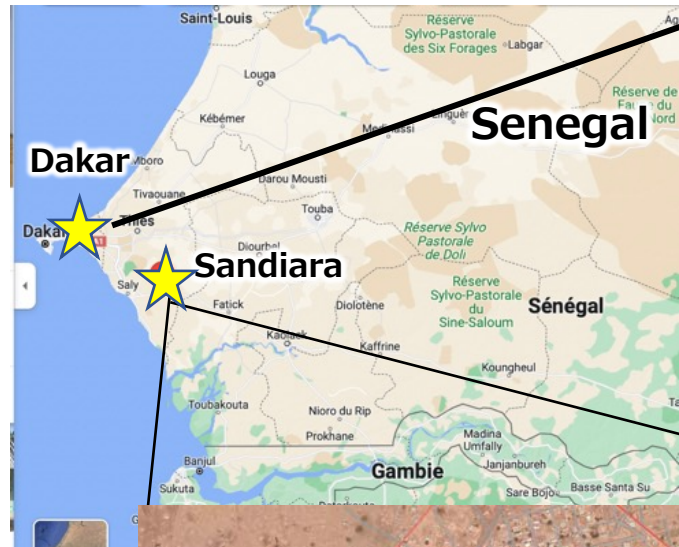
TICAD 9  
**Expo Osaka**  
*Finance: Series C/D Funding*



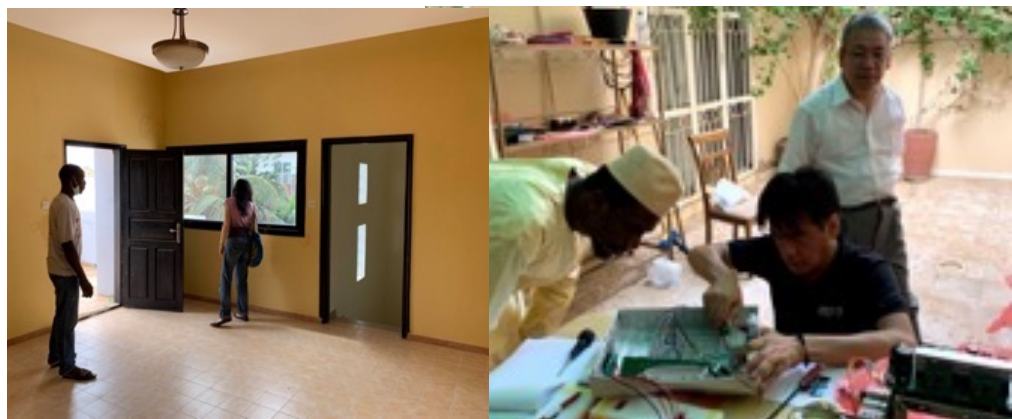
**2028**

TICAD10  
**Global Expansion**  
*Finance: IPO*

## Current Business Locations



### 1. Dakar business office and the mini atelier ダカール事務所兼簡易組み立て修理アトリエ設置 (2020-)



ICT / Telecom,  
Solar Power,  
business  
for  
All business  
in Senegal and  
West africa

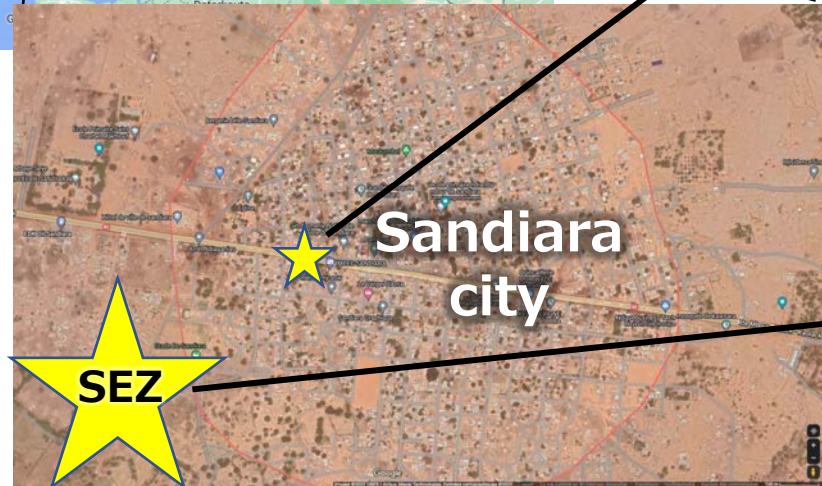
### 2. Solar Off Grid Datacenter is established in Sandiara サンジャラ市太陽光分散電源データセンタ稼働開始 (2022-)



ICT / Telecom,  
Solar Power,  
Carbon Zero  
business  
for  
Healthcare  
Education  
Agriculture  
保健・教育・農業



## Futur business sites



### 3. Japan Showroom to be established in Sandiara 日本の商品やサービスなどのショールームを建設予定 (-2023)



Japanese products and services business for Senegal and west Africa market

### 4. Construction of an assembly plant in SEZ 経済特区に組立工場兼保守センターを建設予定 (-2024)



Made in Sandiara with Japan for Senegal and west Africa market

# Business Strategy: Three Business Units

## Business Services

## Businesses and Partner Companies

## Road map

1



**1.1. Leasing Business :**  
Joint business test with KEPCO

2022 2023 2024 2025

**1.2. Sales business :**  
B2B, Healthcare  
Education, Agri etc

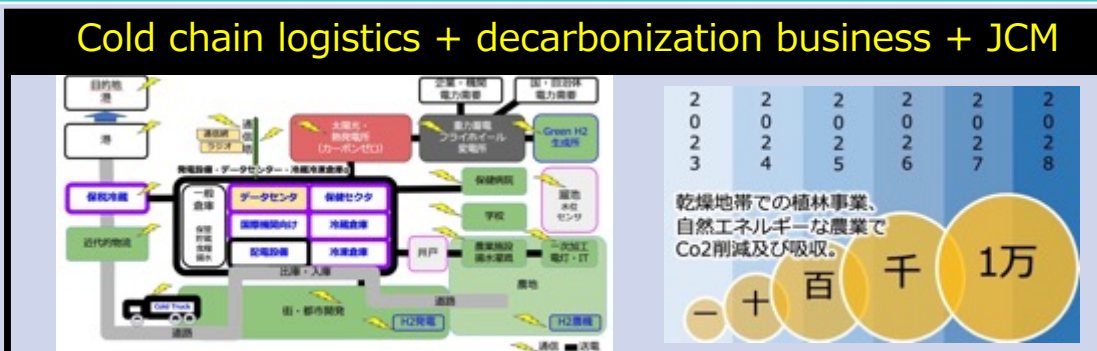
2



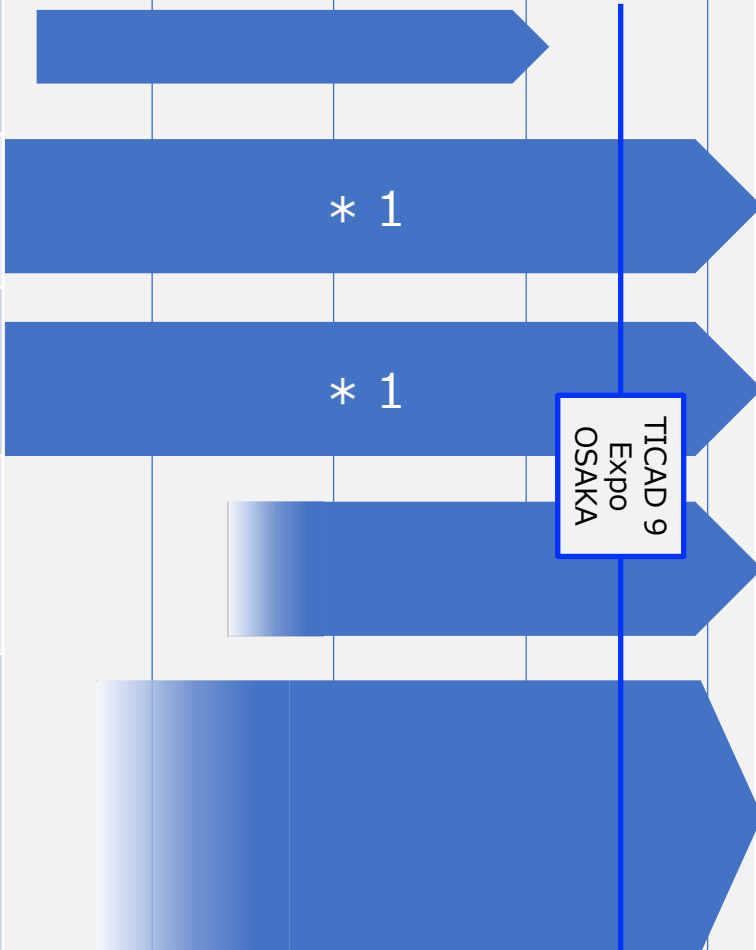
**2.1 Sales Business :**  
B2B, Healthcare  
Education, Agri etc

**2.2. Antenna Business**  
Private : ORANGE etc  
Public: Healthcare  
Education, Agri.

3



**3. Cooperative Business**  
Cooperative companies:  
Wanted  
Preferred companies:  
Existing shareholders  
Under discussion:  
Kagome, EBARA, NBF,  
MAFF, Environment, etc.



\* 1 Combination sales of TUMIQUI POWER DIGITAL SOLUTIONS and TUMIQUI SMART KIT



# Carbon Zero projects in Senegal (Co2 reduction through agricultural applications and Afforestation)

New pop  
Dry season  
(No plants.)

New pop  
Rainy season  
(grassland)

Surplus electricity for agriculture!

Ex: Agriculture with irrigation

Example: tree planting with irrigation

出典 : [https://www.alrc.tottori-u.ac.jp/japanese/sabaku\\_hakase/sabaku06.html](https://www.alrc.tottori-u.ac.jp/japanese/sabaku_hakase/sabaku06.html)

## Why can't we do enough in Senegal yet?

- Tree planting and farmland development require cooperation of local government.
- Management of forests and farmlands in vast areas requires
- IcT/ICT network and electricity.

→ We have all the parts.

→ We need now is the necessary financing and a partner.

Example: Greening of deserts in China

Co2 reduction through Afforestation

Example: Solar Sharing Agriculture



# Thank you !

SURECUBE Japon Inc.  
1-2-624 Nibancho Chiyoda, Tokyo  
[www.sucrecube.co.jp](http://www.sucrecube.co.jp) / [contact@sucrecube.co.jp](mailto:contact@sucrecube.co.jp)

TUMIQUI Japon SASU (Senegal)  
ZES de Sandiara Mbour Thies Senegal  
[www.tumiqui.com](http://www.tumiqui.com) / [contact@tumiqui.com](mailto:contact@tumiqui.com)