



TOGETHER
for a sustainable future

OCCASION

This publication has been made available to the public on the occasion of the 50th anniversary of the United Nations Industrial Development Organisation.



TOGETHER
for a sustainable future

DISCLAIMER

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the Secretariat of the United Nations Industrial Development Organization (UNIDO) concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed”, “industrialized” and “developing” are intended for statistical convenience and do not necessarily express a judgment about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO.

FAIR USE POLICY

Any part of this publication may be quoted and referenced for educational and research purposes without additional permission from UNIDO. However, those who make use of quoting and referencing this publication are requested to follow the Fair Use Policy of giving due credit to UNIDO.

CONTACT

Please contact publications@unido.org for further information concerning UNIDO publications.

For more information about UNIDO, please visit us at www.unido.org

19005

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

Consulting Services Offered

by

The Engineering Consulting firms Association, Japan

to

The UNIDO Investment Promotion Services, Tokyo

(Project No. US/GLO/90/232)

Final Report

March, 1991

Engineering Consulting Firms Association, Japan

TABLE OF CONTENTS

	Page
I INTRODUCTION.....	1
II OUTLINE OF THE CONSUTING SERVICES.....	2
III SPECIFIC INVESTMENT PROJECT PROMOTION ACTIVITIES.....	4
(A) Investment Projects from Bangladesh	
(B) Investment Projects from Sri Lanka	
(C) Investment Projects from Indonesia	
(D) Investment Projects from Vietnam	
(E) Investment Projects from Dominican Republic	
(F) Investment Projects from other countries	
IV SPECIFIC INVESTMENT PROJECT PROPOSED BY JAPANESE COMPANIES.....	17
(A) Investment Projects for Indonesia	
(B) Investment Projects for Dominican Republic	
(C) Investment Projects for Sri Lanka	
V FOLLOW UP PROJECTS.....	19
(A) Follow up projects for Bahrain	
(B) Follow up projects for Morocco	
VI OTHER SERVICES FOR INVESTMENT PROMOTION.....	23
VII MISSION TO NEPAL.....	27
VIII CONCLUSION.....	28

I. INTRODUCTION

1. In accordance with the agreement between UNIDO and the Engineering Consulting Firms Association, Japan (ECFA), ECFA provided consulting services to UNIDO Investment Promotion Service, Tokyo (UNIDO IPS, Tokyo) for the promotion of investment projects. The consultants assigned by ECFA to this project promoted, in principle, projects identified by the UNIDO Industrial Investment Division, especially those which were related to the Investment Promotion Meetings and the specific projects respectively identified by the same branch. In addition, some of the projects brought by the investment promotion officers who were stationed at UNIDO IPS Tokyo were also handled by the Consultants.

2. It should be noted at this point that the Consultants acted as an In-house Consultants at UNIDO IPS, Tokyo, while ECFA managed financial matters for activities required for the Consultants. These arrangements are being supervised by the Japanese Ministry of International Trade and Industry (MITI).

3. In providing consulting services ECFA organized a back-stopping team which enabled the Consultants to take a selective approach to projects by taking into account the transfer of technology and development potential of each developing country. This report summarizes the activities undertaken by the ECFA Consultants to UNIDO IPS, Tokyo in the

course of the execution of the project US/GLO/90/232.

II. OUTLINE OF THE CONSULTING SERVICES

4. In order to provide the said services to UNIDO IPS, Tokyo, ECFA assigned two Consultants intermittently for a total of 7.8 man-months during the period April, 1990 to March, 1991. The name of the consultants assigned during this period is Mr. Akira Kuroki and Mr. Masatomo Takahashi.

5. The consulting services rendered by the Consultants of ECFA to UNIDO IPS, Tokyo are summarized as follows:

- (1) Promotion of specified investment projects brought by investment promotion officers from developing countries stationed at UNIDO IPS, Tokyo as participants in this investment promotion programme;
 - a) Assistance to investment officers from the following developing countries for promotional activities: Bangladesh, Sri Lanka, Indonesia, Vietnam, Dominican Republic, Philippines, Mauritius.
 - b) Follow-up activities on investment projects since the previous session.
 - c) Active promotion service requested by the Japanese potential investors in connection with the foreign investment to the developing country(ies).

- (2) Guide to the Exhibitions and Fairs held in Japan.

- (3) Services related to Investment Promotion Meetings (IPMs).
 - a) Dissemination of information to the Japanese business community for IPMs.
 - b) Assistance in the arrangement and organization of seminars held in Tokyo.
 - c) Assistance to Japanese participants in business activities and surveys on investment projects.

- (4) Arrangement of the meeting with various kind of Japanese association to be considered useful for the developing country or promotion officer to deepen the understanding of the Japanese industry.

- (5) Planning and arrangement of dispatch of survey team for implementation of the joint venture project.

- (6) Visit to Nepal in connection with investment promotion and other research works.

6. The Consultants took advantage of back-up support provided by ECFA in the course of project promotion. Specially, such back-up support is made possible by ECFA's:

- i) vast information network with relevant governmental organizations, industrial associations, academic institutions and private consulting firms,
- ii) expertise in both technical and economic spheres, and
- iii) accumulated experience on industrial development projects in developing countries.

III. SPECIFIC INVESTMENT PROJECT PROMOTION ACTIVITIES

7. The Consultants assisted in promoting specific projects which were brought by investment promotion officers from developing countries who were stationed at UNIDO IPS, Tokyo.

8. The Consultants were basically available for coordinating all projects brought by the investment officials for effective promotion during this session.

9. During the term, the following investment officers carried out promotion works at IPS Tokyo office.

<u>Name</u>	<u>Country</u>	<u>Terms</u>
Mr. Otman Rasyid	Indonesia	Apr. 1990 - Jun. 1990
Mr. J.M. Wong	Mauritius	Feb. 1990 - Feb. 1992
Mr. M.S. Newaz	Bangladesh	Aug. 1990 - Oct. 1990
Mr. F.C. Chavez	Philippines	Aug. 1990 - Oct. 1990
Mr. W. Soysa	Sri Lanka	Oct. 1990 - Dec. 1990
Ms. G. Rajapakse	Sri Lanka	Oct. 1990 - Nov. 1990
Mr. R. Alwi	Indonesia	Oct. 1990 - Nov. 1990
Mr. T. Phong	Vietnam	Oct. 1990 - Nov. 1990 (Jan. 1991 - Mar. 1991)
Mr. B. Kim	Dominican Republic	Nov. 1990
Mr. M. Rahman	Bangladesh	Jan. 1991 - Mar. 1991

* Note: Mr. B. Kim was a special investment promotor sent to Japan and Korea by UNIDO, Vienna for promotion of investment projects for Dominican Republic.

III (A) Investment Projects from Bangladesh

10. Mr. M. S. Newaz, Deputy Director, Board of Investment, brought total 18 projects as follows to IPS Tokyo out of which three projects were advised to contact with IPS Seoul at the time of first internal meeting for the reasons mentioned below.

18 Investment Projects List from Bangladesh

- 1) Artificial Jewelry,
- 2) 3 Star Hotel, centrally air conditioned,
- 3) Manufacturing of Hand Tools,
- 4) Manufacturing of Black Plain Sheet (B.P. Sheet),
- 5) Composite Textile Mill,
- 6) Manufacturing of Intermediate Frequency Transformer or Stepdown Transformer,
- 7) Manufacturing of Pharmaceutical Products and Toiletries,
- 8) Manufacturing of Calcium Carbide,
- 9) Manufacturing of Paper and Paper Board,
- 10) Automobile Vehicle with Automobile Garage and Workshop,
- 11) Travelling Kits, Bags, Luggage Bags,
- 12) Manufacturing of Card Board (Both sides coated),
- 13) Disposable Cigarette Lighter,
- 14) Vegetable Dehydration Plant,
- 15) Knitted Fabrics & Garments Industries,
- 16) Manufacturing of Toys,
- 17) Manufacturing of stainless Blade, and
- 18) Manufacturing of Engineering Components,

11. Investment Projects Recommended to Contact with IPS
Seoul

- 1) Manufacturing of Toys:
Toys business in Japan are too much complicated, that is why it is difficult to manufacture toys in Bangladesh. Korean toy makers may be able to cooperate with Bangladesh in this field.
- 2) Manufacturing of Stainless Blade:
At present, Japan importing Blades from Korean manufacturers and Korean can cooperate with Bangladesh.

3) Manufacturing of Engineering Components:

At present, the capacity of Japanese companies in manufacturing engineering components is so limited and they have no capability to cooperate with Bangladesh in this field.

12. The remaining 15 projects had not been well prepared and lacked fundamental and necessary information for contacting Japanese investors. In accordance with our advice, Mr. M. S. Newaz sent many inquiry telexes to related entrepreneurs in Bangladesh.

The results are only following entrepreneurs of the projects sent back further information:

- 1) Disposable Cigarette Lighter
- 2) Knitted Fabrics & Garments Industries
- 3) Manufacturing of Black Plain sheet
- 4) 3 Star Hotel, Centrally air conditioned

Other projects were out of promotion activity due to poor information.

13. The results of the promotional activity on the above projects are as follows:

1) Disposable Cigarette Lighter:

The Consultant identified 3 manufacturers of disposable cigarette lighters (DCL). Of these three, one shifted their factory to the Philippines, one has technical collaboration with Swedish company and other one was not interested to invest in Bangladesh, except technical assistance.

2) Knitted Fabrics and Garments Industries:

Visited Mr. Seiji Murata on October 15, 1990, Manager, International Business Division of Japan

Textile Machinery Association and discussed about this project. He advised us to discuss this project with knitted garments manufacturer association of Japan who could not find out any company showing interest in this project.

- 3) Manufacturing of Black Plain Sheet (B.P. Sheet):
While meeting with Nissho Iwai company, who sells G.P/C.I. sheet, proposal of manufacturing B.P. Sheet in Bangladesh was discussed. They indicated that setting up of this industry will require huge investment. As they have to run the existing steel mill in Bangladesh, this proposal is found unfeasible at this moment.
- 4) 3 Star Hotel Centrally Airconditioned:
The Consultant contacted 3 Japanese hotels for investing in Bangladesh. But none of them was found interested in this project.

III (B) Investment Projects from Sri Lanka

14. Mr. W. Soysa, Deputy Director, Ministry of Industries Science & Technology and Mrs. G. Rajapakse, Assistant Manager, Greater Colombo Economic Commission, brought the following Investment Projects. In addition to them, 34 Investment Projects were prepared by Sri Lanka Chamber of Commerce and Industry and 50 Investment Projects by UNIDO. These projects were handled by IPS Tokyo.

15. Investment Projects List brought by Mr. W. Soysa

- 1) Silica Quartz Processing Project
- 2) Project for Production of Ramie Fibre and Manufacture of Weft Yarn for Handloom Textiles
- 3) Manufacture of Electronic Equipment and Computer
- 4) Project for Customized Software Development
- 5) Processing of Rock Phosphate to Single Super Phosphate
- 6) Processing and Crushing of Dolomite Rock

- 7) Upgrading of Existing Fruit Processing Factory
 - 8) Cultivation and Processing of Gherkins for Export
16. Investment Projects List brought by Mrs. G. Rajapakse
- 1) Medicinal Plants and Their Derivatives
 - 2) High Volumn Data Entry
 - 3) Computer Software Development
 - 4) Production of Trophies, Plaques and Other Metal Fabrications
 - 5) Golf Course and Sports Complex
 - 6) Process of Dolomite Manure and Terazzo Chips
 - 7) Race Course Complex and Breeding Farm
 - 8) manufacture of Auto Spare Parts
17. Investment Projects brought by Mr. W. Soysa
- 1) The promotion of four projects, Silica Quartz Processing Project, Manufacture of Electronic Equipment and Computer, Customized Software Development Project and Upgrading of Existing Fruit Processing Factory have been carried out successfully. The other projects have failed to find out the potential investors in Japan during his stay.
 - 2) Silica Quartz Processing Project Mr. S. Okada, president of Nippon Manufacture Co., showed great interest in this project and during his stay the promotion went to the stage of issuing first-step letter of intention addressed to the Ministry willing to invest full capital for the establishment of 100 percent private company by Mr. Okada's own fund.
Mr. S. Okada will carry out feasibility study on this project and contact with IPS Tokyo, if necessary.

- 3) For the projects of Manufacture of Electronic Equipment and Computer and Customized Software Development Project two companies, Institute of Society & Environment System (ISES) and SEICO Instruments, made inquiry about the facilities, and man power. Both of them are planning to visit Sri Lanka for studying the projects.
- 4) For Upgrading of Existing Fruit Processing Factory, Japan Fruit Processing Ltd. showed interest in pineapple juice processing and wish to investigate the project after testing samples. Mr. W. Soya made contact to Lanka Canneries Ltd. and the Ministry for the arrangement of the sample.

18. Investment Projects brought by Mrs. G. Rajapakse

Though she brought Eight (8) projects, no implementation could be realized except Computer Software Development which is in the same progress as the Mr. W. Soysa's project of Customized Software Development Project. The reasons of unfruitful result were mainly due to her short stay only for about one month at IPS Tokyo and projects were unfeasible for Japanese market such as Medical Plant and their Derivatives, Race Course Complex and Breeding Farm. However, we are still continuing our efforts to promote her projects such as Golf Course and Sports Complex and manufacture of Auto Spare Parts.

III (C) Investment Projects from Indonesia

19. The Indonesian delegates, Mr. Otman Rasyid and Mr. R. H. Alwi brought altogether 18 projects in both Spring and Autumn sessions of this programme. Following seven projects out of 18 ones were successfully handled by the Consultants.

- 1) Hotel Marine Resort Development
- 2) Manufacture of Wood Moulding
- 3) Cutting Tools for Metal Working
- 4) High Quality Forged Parts
- 5) Glassware Industry
- 6) Packaging Industry
- 7) Lock, Keys and Parts Industry

Hotel Marine Resort Development

20. This project had been presented to several Japanese companies and interests were shown by Aoki Corporation and Toyota Tsusho Corporation. After their careful study Aoki requested more detailed informations at early November, 1990. The Consultant transmitted this request to the Indonesia side. Toyota Tsusho was also asked UNIDO, IPS Tokyo to be introduced to the Indonesian partner so that their Jakarta Liason Office could make direct contacts with the local partner for further negotiation.

Manufacture of Wood Moulding

21. Mr. N. Kanto, General Manager of Chiba branch office of C. Itoh & Co., Ltd., proposed to manufacture wooden cases for Japanese doll in Indonesia using the technique of wood moulding. The proposal was passed through Mr. S. J. Tiwow, Director of Investment Division, Asean Centre in Tokyo, and sent to the Indonesian side. At the same time some drawings of doll cases were made by Onc Glass Co. and sent to the Indonesia partner for sample making.

22. At the beginning of December, 1990, the Consultant was informed by Mr. Kanto that due to some problems of the sample making in Indonesia, they started to check some possibilities whether the same project could be materialized in Mainland China or not.

Cutting Tools for Metal Working

23. During the visit to the Osaka Chamber of Commerce and Industry, the Indonesian participant and the Consultant proposed this project to Fuji Seiko Co., Ltd. They actually have a plan to manufacture cutting tools somewhere in one of Asian countries in future, but they have no exact plan at this stage. UNIDO, IPS Tokyo is keeping contacts with Fuji Seiko Co. in this connection.

High Quality Forged Parts

24. The explanation papers of this project were distributed to several Japanese companies through Mr. T. Kawabe, Executive Director of Forging Technology Institute of Japan. However, Japan Drop Forge Co., Ltd. and Meiji Drop Forge Co., Ltd. have shown interests in this project. The participant and the Consultant requested BKPM to introduce the Indonesian local partner to Meiji Drop Forge Co. who had stronger intention to study further possibility of the project.

25. Indonesian company, P.T. Agrindo, who was recommended by BKPM has also shown their interest in this project and planned to visit Japan for having an initial business negotiation. Although their proposed visit to Japan in November, 1990 was failed, they were still keeping business contacts in order to promote realization of the project.

Glassware Industry

26. Iwaki Glass Co., Ltd. showed a keen interest in manufacturing laboratory equipment in Indonesia. After obtaining information in detail from an Indonesian local partner, P.T. Putera Group, they will proceed their further investigation for the project.

Packaging Industry

27. Rengo Co., Ltd. showed an interest in setting up a factory in Indonesia for manufacturing corrugated card box as their next overseas investment following to the projects set up in Singapore, Malaysia and Thailand.

Lock, Key and Parts Industry

28. Daiwa Locks Co., Ltd showed interest in Indonesian manufacturers who can supply keys and locks on an OEM basis. They are wishing initially to obtain sample products from some prospective partners. The arrangement of sample making shall be arranged by Mr. R. H. Alwi after his return to BKPM.

III (D) Investment Projects from Vietnam

29. Mr. D. T. Phong brought 187 projects in total prepared jointly by State Committee for Cooperation and Investment (SCCI), UNDP and UNIDO, which number of projects might be one of the biggest brought by the investment promotion officers from the developing countries to UNIDO, IPS Tokyo.

30. During his stay here he could visit many Governmental Organizations, public associations related to the international business and investment and also private companies. In addition many inquiries were received especially after holding Vietnam Investment Seminar on November 7, 1990 in Tokyo.

31. In spite of having many meetings with investment concerned parties and inquiries, the promotion progress was quite negative. The reasons can be quoted as follows;

- Lack or not enough information on all domains of business environment together with the general information of the country itself.

- Undergoing reform of internal economic systems which is still unstable.
- Clearance of debts and eventual compensation claims.
- Settlement of government to government problems and diplomatic relationship, specially with developed countries.
- Unfamiliarity with local partners in Vietnam.
- Other Vietnam's policy affecting as obstacles such as inland travel regulations to foreigners.

32. By the time such obstacles can be removed out, Vietnam is expected to take proper actions in the following fields.

- 1) Systematic legislation of both external and internal "business law"
- 2) Improvement of infrastructure
- 3) Establishment of "permanent" policy toward international cooperation
- 4) Diffusion of general information on Vietnam to all business concerns in the world.
- 5) Diffusion of world economic trend and business circumstances to local Vietnamese companies and businessmen.
- 6) Establishment of method of systematic statistics.
- 7) Check and completion of their project files inside which necessary information and idea are contained enough for implementation of investment.

33. In addition, if focusing on Japanese market, which is certain to become one of the biggest partners for Vietnam in near future, it is advisable Vietnam could arrange as soon as possible to adopt Japanese investment advisor within SCCI or other government organizations to prepare the influx of the Japanese investment to Vietnam.

III (E) Investment Projects from Dominican Republic

34. The following three out of nine projects brought by Mr. B. Kim, the investment officer from Dominican Republic, were introduced by the Consultant and under business negotiation with Japanese companies.

- 1) Plastic Moulding
- 2) Coffee Planting & Processing
- 3) Monte Cristi Beach Resort Development

35. The promotion works were regrettably not successful during his stay in Japan. The reason of such result seems to be summed up as below.

- a) His assignment in Tokyo was too short (one month only)
- b) The country, the Dominican Republic, is not popular enough among Japanese business community, especially small-medium scale enterprises.

- c) Only few Japanese companies have their offices there.
- d) Inferiority of Infra-structure
- e) Political and Economical instability as a nation's country risk seems quite high.
- f) Limited familiarity of Spanish language in Japan.

36. How to Promote Dominican Projects in the future is advised by the Consultant as follows:

- 1) At this stage, it is very difficult to expect keen and wide-spread interests from Japanese enterprises, and therefore, active and positive efforts should be made to find out some companies who show specific interest in Dominican Market.
- 2) Dispatch of Dominican mission to Japan should be planned by mid-summer of this year, UNIDO, IPS Tokyo could cooperate not only to promote the investment to Dominican Republic, but also to diffuse general information of the country for her popularity in Japan. The information can be distributed through Dominican Embassy in Tokyo, JETRO, JICA and other related Organizations such as JCI, Japan-Caribbean Association etc.
- 3) It is also considered that caribbean countries including Dominican Republic should be introduced as a package to Japanese business society from time to time.

III (F) Investment Project from other countries

37. Together with the investment officers mentioned in the aforesaid sections, two other delegates from Mauritius, Mr. J.M. Wong, and Philippines Mr. F.C. Chavez, stayed at IPS Tokyo. However, the Consultant had no chance to cooperate directly with them as they could handle the projects themselves with supports of other IPS staffs. The Consultant could give them only some suggestions from time to time in order to proceed their investment business in Japan.

IV SPECIFIC INVESTMENT PROJECT PROPOSED BY JAPANESE COMPANIES

General

38. During the Consultant's term of assignment some Japanese investors made contacts with IPS Tokyo for implementation of their self-developed projects. Some of them had already selected a certain country before inquiring with us and others had no specific idea to where they should go and invest, but most of them have only rough project idea. Among these projects, some of the following projects are still under the promotion/negotiation stage.

IV (A) Investment Projects for Indonesia

39. Upon some requests made by local manufacturers in Chiba Prefecture, the branch office of C. Itoh & Co. asked to find out some Indonesian wooden/leather manufacturers who can handle such commodity as souvenirs for the Tokyo Disneyland. They wish to send at first samples to some local partners who are going to be introduced by BKPM in near future.

40. Bisho Co., Ltd. is planning to setup a farming project Cocoon at the outskirts of Bandung City. They have already completed test cultivation with good results and found out their partner. The obstacles facing to them are basic infrastructure such as telephone, telex, electricity. The Consultant asked Indonesian partner to install such facility as soon as possible through BKPM, but none of them has been realized yet.

41. Aoki Corporation wished to develop resort hotel in Bali and began to study the project possibility. However, soon after the study started by Aoki Corp. Indonesian government suddenly made a new regulation to prohibit the additional construction of hotels in Bali Island, and therefore, they had to give up the project promotion.

42. Bisho Co., Ltd. organized recently a sort of investment consortium with some other Japanese investors in Kyoto in order to develop a resort project including a hotel with golf courses in Lombok Island. They have got in close touch with the Consultant for realization of the project.

IV (B) Investment Projects for Dominican Republic

43. Socio Corporation wishes to find out some cultivator/trader of "Bija" who desires to establish a J/V in Dominican Republic for export of Bija mainly to Japan. "Bija" is one of the seeds of tree which can be used as natural coloring agent for foodstuffs.

The Consultant asked that Mr. B. Kim, the Dominican delegate, would make a contact with IPC (Investment Promotion Center) and select local partners for the purpose, after his return to Dominican Republic. Simultaneously the Consultant started to make an arrangement of feasibility study for the project using UNIDO's fund.

IV (C) Investment projects for Sri Lanka

44. Kaihatu Kiko Co., Consulting Company, who has a client of cut-flower importer, showed interest in cultivation of orchid in Sri Lanka. Eventually UNIDO prepared a project of orchid cultivation, dendrobium & aranda.

Kaihatu Kiko wishes to develop this project along with Arrowhead International Corp., after a feasibility study is properly implemented.

45. Aitken Spence & Co., Ltd. is seeking Japanese investor in order to develop an international standard golf course and hotel in a major tourist resort area of Sri Lanka.

The Company has finished their preliminary project study. The Consultant met a representative of the Company at "Sri Lanka Investment Seminar" held in Tokyo on December 6, 1990, who promised to send a revised project study report to IPS Tokyo. On the other hand the Consultant has introduced this project idea to "Japan Golf Course Entrepreneurs Association" to find out prospective investors for the project.

V FOLLOW UP PROJECTS

General

46. Among many projects promoted by the staff members of IPS Tokyo and the ECFA Consultants in previous programmes, the follow up action was required on several projects as listed below, during the period which the Consultants were assigned.

Bahrain

1. Plastic Sheets for packaging purposes
2. Aluminium Doors & Windows
3. T.V. Antenna

Morocco

1. Orange Canning Factory
2. Sardine Canning Factory
3. All Terrain Vehicle Assembly
4. Jeans Sewing
5. Cultivation of Matsutake

V (A) Follow up projects for Bahrain

47. Although three projects as listed here were still under consideration, any specific action has not been taken place due to the reasons of following facts. Also during the meeting with staff of UNIDO, IPS Tokyo, it was decided that promotion activities with the Bahrain projects would be suspended for the time being.

- i) The former delegate, Mr. M. M. Fikree from Bahrain Ministry of Development & Industry, had already resigned from the Ministry and we could not discover any channel to contact with him.
- ii) Nobody takes care of these projects in the Ministry so far.
- iii) Gulf Crisis

V (B) Follow up projects for Morocco

48. The following five projects from Morocco were handled as of the follow up action by the Consultant during the programme.

Orange Canning Factory

49. Upon the Consultant's inquiry, Nozaki Industry Co. replied that they were keeping contacts with the former delegate from Morocco, and that preparatory efforts to set up a team of feasibility study has being made by the Office of Industrial Development of Morocco. Nozaki is contemplating to participate to the study team, when the circumstance of the investment proposal will be matured.

Sardine Canning Factory

50. At the time of the Consultant's inquiry to Mitsubishi Corporation, Mr. Matsutani, Ex-General Manager of Casablanca Office just returned to Japan for new assignment. He explained the situation as follows.

- He met Ms. Naima Agraou, the former delegate, one time in Casablanca but her explanation was too vague to follow up the project.
- Mitsubishi in Morocco has already been dealing with the export of the sardine cans.

- How to promote of the sardine canning factory project is mostly depending upon the business strategy of Mr. Kawasaki, new General Manager of Casablanca Office.
- Mitsubishi shall continue to keep contacts with IPS Tokyo and Moroccan side as well, if something newly occurs.

All Terrain Vehicle Assembly

51. Suzuki Automobile Co., explained they were planning to establish a joint venture company for assembling the vehicle in Morocco or Egypt. Recently they decided to have it in Egypt (1200 sets/year). Other informations are given as follows.

- In Morocco, Mitsubishi Automobile and Isuzu Automobile Co., are now assembling trucks and commercial cars respectively.
- Sida Star Auto is assembling Isuzu trucks.
- The request of usage of Moroccan parts is very high, i.e. 40%.
- Suzuki exported complete cars to Morocco 100 sets by the time of the consultant's inquiry.

Jeans Sewing

52. Toyota Tsusho Corp. dispatched their staffs and made survey works of Jeans Sewing in Morocco. Regrettably it was cleared that their sewing skill was too inferior to proceed the business and that could not be accepted by the Japanese market.

Cultivation of Matsutake

53. As no written data nor information regarding the project was available in UNIDO, IPS Tokyo Office, the follow up work could not be performed immediately. In order to investigate the possibility and feasibility of the project, the Consultant started from the preliminary step of market research and finally got a conclusion that at this stage the promotion of the project is quite difficult in Morocco as any Japanese counterpart shall not be found so easily.

VI OTHER SERVICES FOR INVESTMENT PROMOTION

General

54. In addition to such main services as the promotion work of investment projects to the developing countries many other kinds of services were rendered by the Consultant as mentioned below.

Seminars in Japan

55. IPS Tokyo arranged several seminars for dissemination of informations on investment environment, selected projects etc., and also for encouragement of Japanese investors who were having plans to set up business bases in the participated countries to the seminars. The seminars were organized by IPS Tokyo during the investment promotion programme as follows:

- Philippines Investment Promotion Seminar
Sept. 7, 1990 at GBOC, Csaka
- Malaysia Investment Promotion Seminar
Sept. 10, 1990 at GBOC, Osaka
- Indonesia Investment Promotion Seminar
Sept. 11, 1990 at GBOC, Osaka
- Bangladesh Investment Promotion Seminar
Sept. 12, 1990 at GBOC, Osaka
- UNIDO's Activity Seminar
Sept. 13, 1990 at GBOC, Osaka
- Barbados Investment Seminar
Oct. 17, 1990 Tokyo
- Vietnam Investment Seminar
Nov. 7, 1990, Tokyo
- Sri Lanka Investment Seminar
Dec. 6, 1990, Tokyo

- Sri Lanka Investment Seminar
Dec 10, 1990, Osaka
- Sri Lanka Investment Seminar
Dec. 12, 1990, Fukuoka

Global Business Opportunity Convention in Osaka

56. UNIDO, IPS Tokyo participated to the Global Business Opportunity Convention (hereinafter called as "GBOC"), held by Osaka Chamber of Commerce and Industry during 10-13, September 1990 in Osaka. IPS Tokyo had their own booth for investment promotion and dissemination of activities of UNIDO, IPS Tokyo. Inside the booth, sub-booths for Sri Lanka, Mauritius and Ecuador in particular were set up for their promotion works. During the GBOC seminars for Phillipines, Malaysia, Indonesia, Bangladesh and UNIDO were also held with a great success.

Fairs in Japan

57. Many international fairs or exhibitions were held in Tokyo area including "Harumi" and "Makuhari Messe". In order to make delegates acquainted with the up-to-date trend of the market and new technique of industries in Japan, the Consultant guided them to such fairs and exhibitions as follows.

	<u>Date</u>	<u>Place</u>
1) Data show	Oct 24, 1990	Harumi
2) Middle & Small Scale Company's Products Show	Nov.7, 1990	Makuhari Messe
3) Plastic & Rubber Exhibition	Nov. 15, 1990	Harumi
4) Special Product Show	Nov. 30, 1990	Ikebukuro Sun- shine City

Factory Visits

58. UNIDO, IPS Tokyo has a policy to make delegates visited to factories of any scale for their well understanding with the Japanese Industry as many times as possible, during their stay at IPS Tokyo office. In the line with this idea, the consultant visited along with Sri Lanka's delegate, Mr. W Soya, some factories and relevant offices in Niigata Prefecture on December 14, 1990 listed as follows.

- 1) Sanjo City Office
- 2) Niigata Industry and Technique Center
- 3) Sanjo Manufacturing Co.,
- 4) Hirotomo Manufacturing Co.,
- 5) Takasei Manufacturing Co.,
- 6) Mizoguchi Manufacturing Co.,

VII Mission to Nepal

59. Though the Consultant arranged to visit Nepal and Pakistan during February, 1991, the actual visit was cut off because the Consultant was forced to make cancellation of visit to Pakistan due to the Gulf crisis.

60. The Consultant stayed in Nepal from 13 to 20 February, 1991 for the following activities.

- 1) Studying foreign investment promotion plans of Nepal Government and UNDP.
- 2) Construction of Export Processing Zone (EPZ)
- 3) Following up the projects brought by the previous Nepali mission of February, 1990.
- 4) Researching some matters in Nepal requested by Japanese companies.
- 5) Studying the projects under preparation for the proposed forum in Nepal.

61. Upon some assistance provided by UNDP in Kathmandu, the Consultant could get much fruitful results than expected.

During stay in Nepal the following projects were discussed and made promotion by the Consultant with Nepali enterprenuers.

- Computer Software
- Five Star Hotel
- Mushroom
- Steel Plant
- Cement Plant
- Mosquito Mat
- Orchid

62. Besides the meetings to promote the above mentioned projects at several offices, the Consultant had chances to visit flower nursery and carpet factory in kathmandu.

VIII CONCLUSION

63. As a result of the investment promotion activities rendered by the Consultants during the term of the assignment, the following projects have been concluded successfully or under prospective stage.

<u>Name of Projects</u>	<u>Country</u>
1) Silica Quartz Processing Project.....	Sri Lanka
2) Manufacture of Electronic Equipment.....	"
3) Customized Software Development.....	"
4) Upgrading of Existing Fruit Processing Factory.....	"

- | | | |
|-----|-----------------------------------|--------------------|
| 5) | Lombok Island Development..... | Indonesia |
| 6) | High Quality Forged Parts..... | " |
| 7) | Wooden Craft..... | " |
| 8) | Glassware Industry..... | " |
| 9) | Packaging Industry..... | " |
| 10) | Lock, Key and Parts Industry..... | " |
| 11) | Farming of Cocoon..... | " |
| 12) | Mosquito Mat..... | Nepal |
| 13) | Computer Software..... | " |
| 14) | Cement Plant..... | " |
| 15) | Bija Project..... | Dominican Republic |

64. Although the Consultants were mainly responsible for promoting investment projects brought by delegates from Bangladesh, Sri Lanka, Indonesia, Vietnam and Dominican Republic, they were requested by the Director of IPS Tokyo to look after all investment projects brought by other delegates from different countries during the programme in the fiscal year of 1990.