

List on Head of Export Councils in Egypt

No	Name	Organization	Tel.	Fax	E-Mail
1	Mr. Adham Asaad Mostafa Nadim	Wood & Wood Products Export Council	02-5391601 02-5391608	02-5391609	Khashabya@yahoo.com
2	Eng. Tarek Tawfeeq	Food Industries Export Council	02-5772100	015/411470	itawfik@farmfrites.com.eg
3	Eng. Tolba Ragab	Ready Made Garment Export Council	02-2157479 02-2157079	02-2150677	M.taiba@ecic.com.eg
4	Eng. Mohsem Abd Elwahab EL Jelany	Spinning & Weaving Export Council	02-3953447	02-3953446	
5	Eng. Nasef Saweras	Mineral & Building Materials Export Council	02-4611102 02-4611103	02-4619405	ns@orascomci.com
6	Eng. Sherif El Maghreby	Export Council for Agricultural Products	02-5781150 02-5781151	02-5781152	smagrabi@mist-net.com
7	Eng. Ismail Huissuin Abu Elsebaa	Export Council for Home Furnishing	040/2381190- 040/2381993	040/2229641	AboSebaa@limi.net
8	Dr. Sherin Hassan Abas Helmy	Export Council for Medicines	03-4892038	03-5870958	
9	Mr. Niazy Salam	Electronic & Engineering Export Council	02-3424731	02-4880887 02-4880886	niazy_silam@og.com.eg
10	Accountant/ Hesham Abd EL halem Gazar	Leather & Leather Products Export Council	048-590509 048-590490	048-2590490	
11	Eng/ Ibrahim Elmolam	Books Export Council	4023399	4037567	
12	El Saied Said Ismail	Soft Ware Export Council	4186253, 012/3119968	2904969	
13	Eng. Mohmed Adel Amozy	Chemicals Export Council	7954006	7964597	
14	Eng. Ahmed Ezz	Metallurgical Products Export Council	7600150	74550761	
15	Dr. Hatem Elgabely	Medicinal services Export Council	8356069	8356039	
16	Eng. Nehad Baheeg Ragab	Construction Export Council	2900517	2906710	nehadrqab@menonet.net

エジプトにおける輸出審議会(Export Council)について

＜概要と課題＞

松本コンサルタント

(背景)

- ◆ EEPIC の役割につき、何度か議論されてきたものの、理事会で意見の相違が露呈し、また EEPIC の存在そのもの、あるいは位置づけによっては関係諸機関の反対あるいは反発を買う恐れもあったことから、何度か非公式会合が開催され、最終的には 2006 年 3 月 5 日(日)に Rachid 大臣主率で 16 の全部の Export Councils の委員長を集めた輸出促進に関する懇談会が開催された。この会議の場で、EEPC を Export Council に対するサービス機関と位置づけることが大臣から宣言された。
- ◆ 要は、EEPC は政府機関だが実態的には政府から独立した民間輸出企業のためのサービス機関であるべき。すなわち、輸出企業を業種別に束ねる 16 Export Councils のためのサービス機関になること、すなわち期待される EEPIC の役割として、16 Export Councils の事務局機能とも言える役割が考えられる。言わば、輸出企業が抱えるさまざまな問題、苦情、障害を聴取しとりまとめ、整理分析し、その解決策を問題に従って該当する所轄機関に委ね(働きかけ)、フォローし、解決に導くことにある。具体的には各 Export Council の事業計画、輸出見通しの収集、それらを作成する段階でのデータ収集、事務局機能やデータ収集分析の方法など、先進的な事例となる先進 Council のノウハウを他 Council に伝達すること等への協力が考えられる。

(現行の Export Council 概要)

Export Council とは、輸出企業を業種別に束ねる審議会である。さらに言い換えれば、輸出産業別の諮問委員会である。

エジプトには現在、以下の16の審議会がある。

1. 木材及び家具／木工製品(Wood & Wood Products)
2. 食品産業(Food Industries)
3. 既製服衣料品(Ready Made Garment)
4. 紡績／織物(Spinning & Weaving)
5. 鉱物／建材資料(Mineral & Building Materials)
6. 農産物(Agricultural Products)
7. 家内装飾(Home Furnishing)
8. 薬品／医療品(Medicines)
9. 電気電子・エンジニアリング(Electronic & Engineering)

10. 皮革／同製品 (Leather & Leather Products)
11. 本 (Books)
12. ソフトウェア (Soft Ware)
13. 化学品 (Chemicals)
14. 金属／冶金製品 (Metallurgical Products)
15. 医療サービス (Medical services)
16. 建設 (Construction)

なお、この業種別輸出審議会 (Export Council) とは別に、エジプト産業連盟 (Federation of Egyptian Industries, FEI) があり、そこには、業種別にエジプトのメーカー等企業を束ねる商工会 (Chambers) がある。国内企業が多数を占めるので業種によっては、輸出審議会と重複あるいはコンフリクトに陥る場合もある (一方、同じ人物が兼任している場合もあり)。またこれとは別に、エジプト経営者協会 (Egyptian Businessmen's Association) があり、それから分化した青年経営者協会 (Egyptian Junior Businessmen's Association: EJB) というのがある。これらは業界を超えた経営者の集まりであるが、特に若い経営者あるいは後継者が集まる EJB は NGO として活発な活動を行っており、Rachid 通産大臣のプレーン的存在でもある。¹

(Export Council の問題・課題)

- ◆ 16 ある審議会のうち事務局 (フルタイムの職員と事務所) を持っているのは2つ (農産物、衣料品) にすぎない²。また、活発に活動しているのは6~7審議会のみ。事務局のない審議会は結局審議会 (委員長) 会社³ がかなりの犠牲を払って業界のための活動を行っているのが現状である。それ以外の審議会はかなり遅れている模様。
- ◆ 上記で記したように、審議会によって、活動のみならず、組織運営、機能、理事のリーダーシップ、傘下企業の団結力はかなり相違していると考えられる。
- ◆ 各 Export Council 委員長から出されている問題としては、何より信頼できるデータがないこと⁴ (特に輸出データ。政府の数字があまりに信憑性に欠けること)。さらに輸出許可証、輸出金融、保険、職業訓練、トレードマーク、投資環境 (Red Tape)、労働法、輸送問題などが、多くの問題・課題を抱えている。
- ◆ 事前調査中に開催された輸出促進ワークショップでも、ある Council から、事務局の運

¹ 話によると、この EJB は加盟 350 社で、多くが「ファミリービジネス」。特に加盟の際の年齢制限はないが、45 歳以上になると、議決権がなくなるとのこと。また輸出審議会とのコンフリクトはないのかとの質問には、同団体に輸出委員会に属しているのは 20 社に足らず、特にコンフリクトはないとのこと。

² 衣料品にしても、審議会長の会社の一角を間借りしているくらいである。また「食品」は EXPOLink の建物の一角にレンタル事務所を構えている。

³ 多くの審議会長は、皆現役の会社社長である。

⁴ 食品輸出審議会の場合は、かなり正確な信憑性のあるデータがあるとの事で、他の審議会と状況は異なる。

営方法や機能、あるいはデータ収集分析の方法など、先進的な事例となる他の Council のノウハウをシェアしてほしい、教えて欲しいとの要望もあった。

(EEPC の方向性)

- EEPCはこの16 Export Councilsのためのサービス機関となることを期待されているが、EEPCもまだ新しい組織であり、人材もまたノウハウもないので、一気に16審議会に手を広げるのではなく、まず先行する6分野の審議会を対象にしてはどうかとの EEPC 理事会からのアドバイスがある。先行する審議会とは、食品・衣料・農産物・電気電子／エンジニアリング・薬品・家具を指す。
- EEPCにとって Export Councils 強化というのは最近になって急に挙がってきた議題でもあるが、また Export Councils 自身も特に全大会のようなものがないので、団体の概要や活動、あるいは問題・課題といったものを整理し、まとめたものがないのが現状である。これから EEPC がその任を担うのであれば、まずは各 Export Councils の現状や問題点を把握し、整理することが重要である。今回の事前調査では3審議会を訪問でき、インタビューし、その概要を把握できたものの、より詳細に調査を行う必要がある。

以上



Export Promotion Workshop

Japan International Cooperation Agency is cordially inviting you to attend a 2 day workshop on Egyptian Export Promotion.

Workshop 1 Sunday, 2006/March/19 9:00am-14:00pm :

“Issues and Challenges of Egyptian Export Promotion”

Workshop 2 Tuesday, 2006/March/21 9:00am-15:00am:

“Role of Export Groups for Export Promotion”

~Focusing on the Role of EEPC~

Workshop venue: Ramses Hall, Ramses Hilton Hotel, Cairo

Interpretation: Interpretation will be provided in English and Arabic

Objective of the workshops:

- 1- Share issues and challenges of Egyptian export promotion
- 2- Discuss the needs of Exporters and the role of Export Promotion Organizations

Invited guests:

Private Sector: Exporters and Export Councils

Government Sectors & Export Promotion Organizations: Trade Policy Sector, Trade Agreement Sector, Egyptian Commercial Service, GOIEF, GOEIC, ITP, EEPC, FTTC, Egyptian Exporters Association (EXPO-Link), and IMC

Workshop Facilitator: Mr. Akira Matsumoto, A&M Consultant from Japan

For any additional information, please contact:

Izumi Shoji (Ms.) or Sherine Motawi (Ms.) Shoji.Izumi@jica.go.jp , sherine.eg@jica.go.jp

JICA Cairo Office, World Trade Center-10th Floor, 1191 Corniche El Nile St.

Tel: 02-57 48 240/1/2/4 Fax: 02-57 48 243



Ministry of Trade and Industry



Workshop 1

“Issues and Challenges of Egyptian Export Promotion”

Sunday, 2006/March/19 9:00am-14:00pm

Ramses Hall, Ramses Hilton, Cairo

Purpose of this workshop:

- 1- Share ideas, problems and solutions for Egyptian export promotion
- 2- Harmonization of the Export Groups duties
- 3- Redefining of the Export Groups roles

9:00 Registration

9:30 Welcome Remarks by Mr. Shigeru Okamoto, Resident Representative JICA

9:40 Speech by H.E Eng. Rachid Mohamed Rachid*

10:00 Speech by Three Exporters

Mr. Magdy Tolba, Head of Ready Made Garment Export Council

Eng. Tarek Tawfik, Head of Food Export Council

Mr. Ahmed Abdel Wahab, Engineering Export Council

11:00 Speech by Dr. Ashraf El Rabiey, Head of Egyptian Commercial Service

11:15 Speech by Mr. Amr Abd El Latif, Executive Director of Egyptian Exporters Association (EXPO-Link)

11:30 C O F F E E B R E A K

11:45 Q&A and Discussion

13:30 Mr. Sherif El Maghraby, Chairman of Executive Committee of EEPC

13:45 Closing Remark

14:00 L U N C H

* : Tentative



Ministry of Trade and Industry



Workshop 2

“Role of Export Groups for Export Promotion”

~Focusing on the Role of EEPC~

Tuesday, 2006/March/21 9:00am-14:00pm



Ramses Hall, Ramses Hilton, Cairo

Purpose of this workshop:

- 1- Discussion on how export groups can satisfy exporters' demands.
- 2- Relation of EEPC with other stakeholders (Export groups, business community, etc.)

- 9:00** Registration
- 9:30** Summary of “Workshop 1” by Mr. Matsumoto
- 10:15** Explanation of Group Work by Mr. Wakabayashi & Mr. Matsumoto
- 10:45** Group Work
- 12:00** C O F F E E B R E A K
- 12:15** Presentation of the Results of the Group Work
- 14:00** Remarks by Advisors
- 14:30** Remarks by Mr. Haytham Deyab, Executive Director of EEPC
- 14:40** Closing Remarks by JICA
- 15:00** L U N C H

質問表分析結果

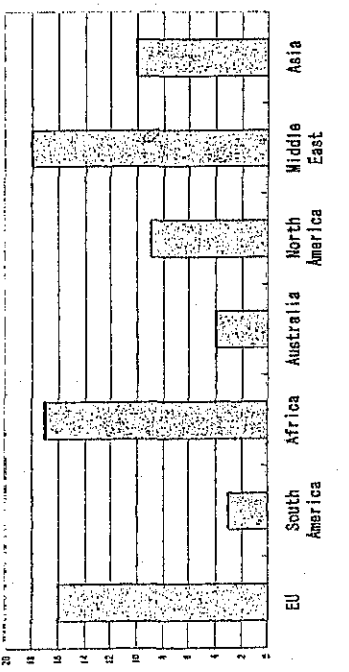
Main Findings of Exporters' Perception Survey

JICA EGYPT Office
 Izumi SHOJI,
 Assistant Resident Representative

Exporters' Perception Survey

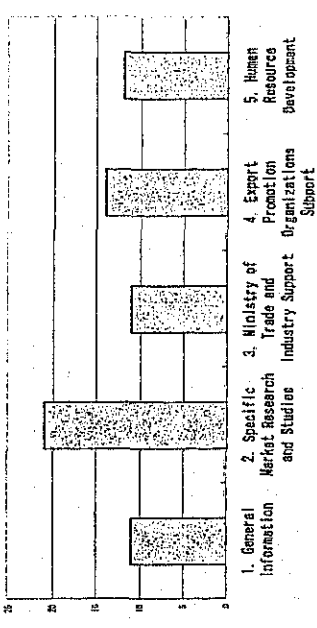
- JICA conducted questionnaire survey on Egyptian main exporters. The questionnaire was delivered by FAX or E-mail and traced by telephone.
- 22 out of 37 respondents from various sectors
 - Agriculture, Chemical, Engineering sector etc..

The Region your Company Targets for Exporting



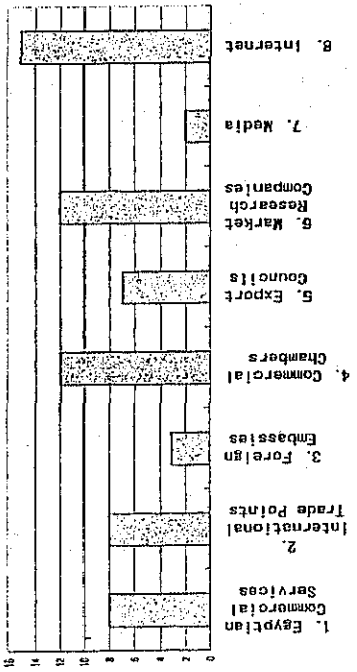
Region	Number of Companies
EU	15
South America	3
Africa	15
Australia	4
North America	10
Middle East	15
Asia	10

What Does Your Company Need to Strengthen Your Export Strategy?

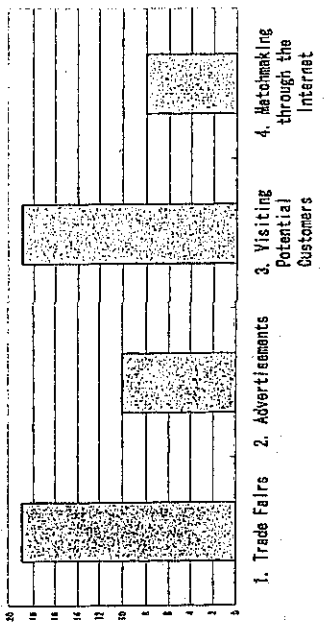


Service	Number of Companies
1. General Information	10
2. Specific Market Research and Studies	18
3. Ministry of Trade and Industry Support	8
4. Export Promotion Organizations Support	15
5. Human Resources Development	10

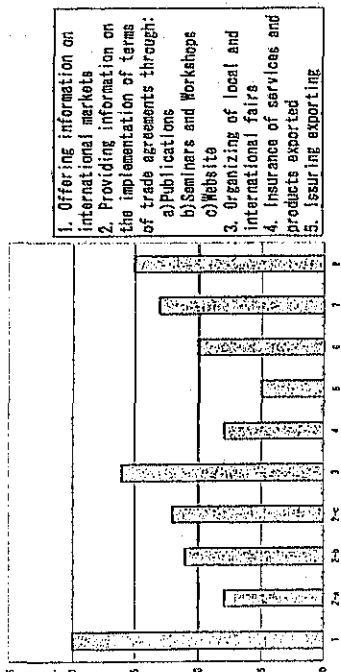
Sources of your information to export your products



What export promotion activity do you undertake?





Services needed from governmental organizations



Thank you for your cooperation!



Export Promotion Workshop
ورشة عمل عن تنمية الصادرات

Summary of "Workshop 1"
موجز ورشة العمل الأولى.

Akira MATSUMOTO
السيد أكيرا ماتسوموتو.

A&M Consultant, Japan
مستشار شركة ايه ام اليابانية.

1

Workshop Purpose

- Discuss & Share constructive ideas toward Egyptian export promotion
- Define the role & duties of export groups for export promotion as well as export councils

2

What were the Workshop day 1?

Workshop Venue
Sunday, 2006/03/19 9:00am-14:00pm,
at *Ramses Hilton Hotel*

Workshop Agenda
"Issues and Challenges of Egyptian Export Promotion"

3

Cont.

Workshop Day 1 Objectives

- Share ideas, problems and solutions toward Egyptian export promotion

↑

Hear the voice from representative of exporters

4

Summary of Workshop Day 1

Exporters Speech & Presentation

What are the main problem and tackling issues by Egyptian exporters?

Export Groups → Service providers

What service are provided by export group and, what are their role to promote Egyptian products?

5

What are the present situation of Egyptian exporters?

Require Service provider to help exporters

How to coordinate between Exporters/Export council and Export groups



Need of systematic / effective structure



6

What are the present situation of Egyptian exporters?

In Summary,....

Export groups (Service providers)

↓ More Needs

Effective Mechanism

Good Service Provided

Capacity Building

Quality

Timely

Friendly

7

What are the necessary requirement & direction right now by Egyptian exporters?

Competitiveness

Globalization

in international market

Modernization

Task & Role of Export Council

Database

Strategy

8

What are the main problem and issues by Egyptian exporters?

Main Agenda

1. Export Promotion

2. Market Intelligence

3. Commercial Diplomacy



9

Main Agenda & problem (No.1)

1. Export Promotion

Support trade mission, fair & exhibition

More closed coordination among governmental organizations for export promotion

Poor Matchmaking



10

Main Agenda & problem (No.2)

2. Market Intelligence (1)

Information & Export Data

Accuracy, Correct & Reliability

Up-date & Quick

→ Necessity of Database

Accessibility of export data

Customers & competitor's information



11

Main Agenda & problem (No.2)

2. Market Intelligence (2)

Prospect Future trend

Identify potential & new market opportunity

Provide market information and enquiries

Provide seminar & workshop



12



Main Agenda & problem (No.2)

2. Market Intelligence (3)

Formulating "Export Promotion Strategy"

National level

Set National Export Promotion Strategy

Sectoral level

Set Setoral Export Promotion Strategy

+ Action Plan



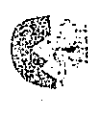
Main Agenda & problem (No.2)

2. Market Intelligence (4)

Other Requirement

Harmonizing with international standard

Protect property right (e.g., Egyptian Logo)



Main Agenda & problem (No.3)

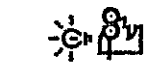
3. Commercial Diplomacy & Presentation

WTO / FTA agreement & its implementation

Settling trade disputes

Gov. to Gov. negotiation & dialogues

Supporting private sector



Summary

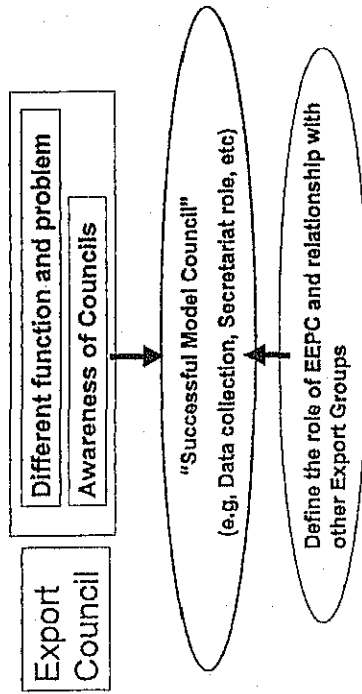
Basic & Urgent Requirement

Market information/ Accurate export data

Gov. support to export business

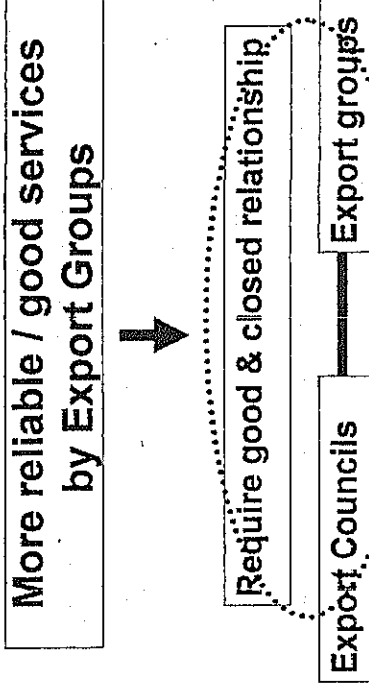
Strengthening Export Council

Recommendation & Suggestion from workshop 1



17

Main Conclusion on Workshop 1



18

Export Promotion Workshop
ورشدة عمل عن تنمية الصادرات


Thank you for your attention and cooperation.

Thank You!!

شكرا جزيلاً لكم .



19


Export Promotion Workshop
ورشة عمل عن تنمية الصادرات
“Summary of Workshop Day 2”
• موجز ورشة العمل الأولى.
Akira MATSUMOTO
السيد أكيرا ماتسوموتو.
A&M Consultant, Japan
مستشار شركة إيه أند أم اليابانية.

1

Workshop Agenda Day 2

“Role of Export Groups for Export Promotion”
~Focusing on the Role of EEPC ~

2

Workshop Day 2 Objectives

- Discussion on how export groups can satisfy Export Councils (exporters) demands
- Relation of EEPC with other stakeholders (Export groups, Business community...etc)

3

Basic Questions on Today's Workshop

- How we can change the current situation?
- How the problem can tackle with?
- Who is the responsible to the problem?
- To tackle with the problem, what is the necessary pre-condition?

4

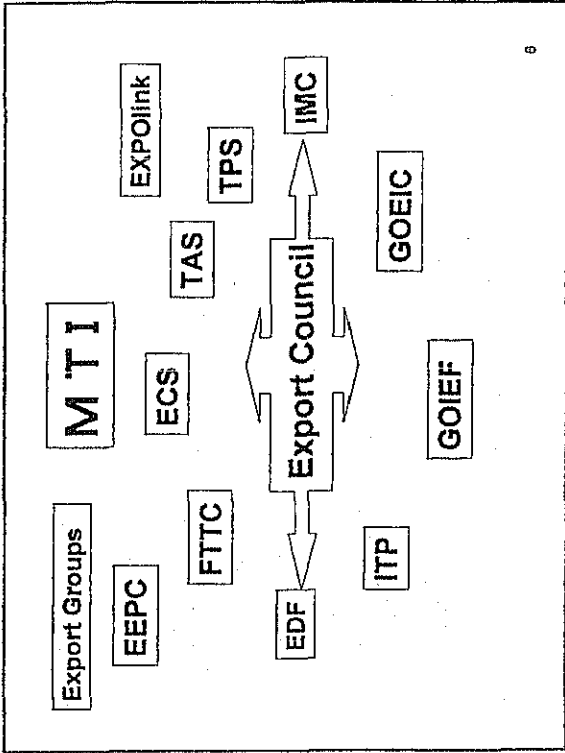
What services should be provided by Export Groups?



Open discussion on the role & duties of Export Groups

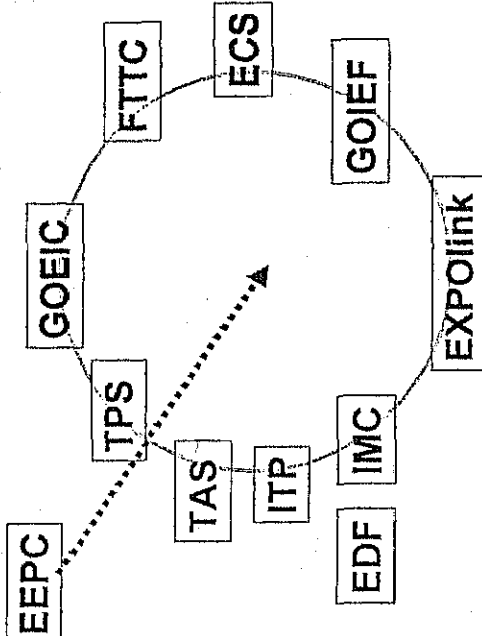


5



Workshop Day 2 Participants

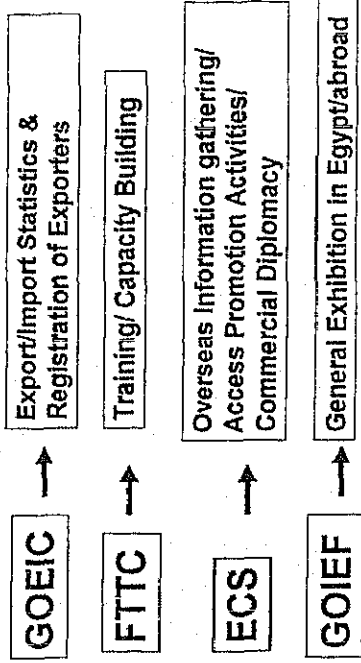
Main Players

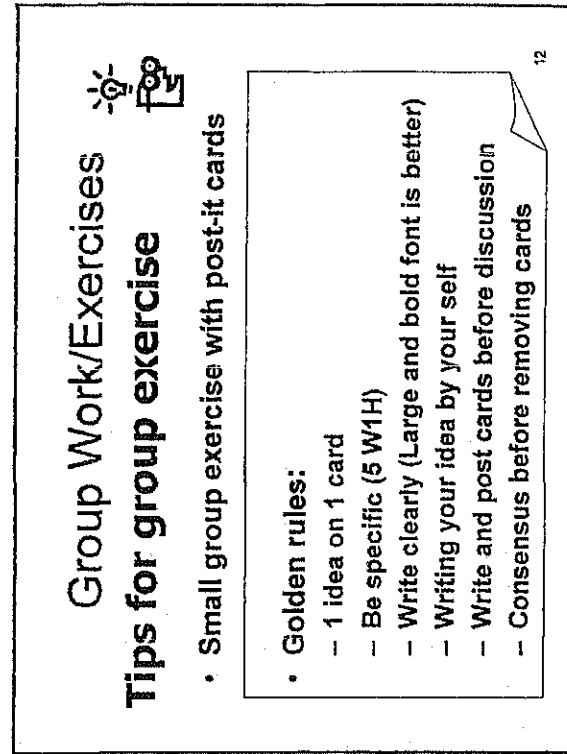
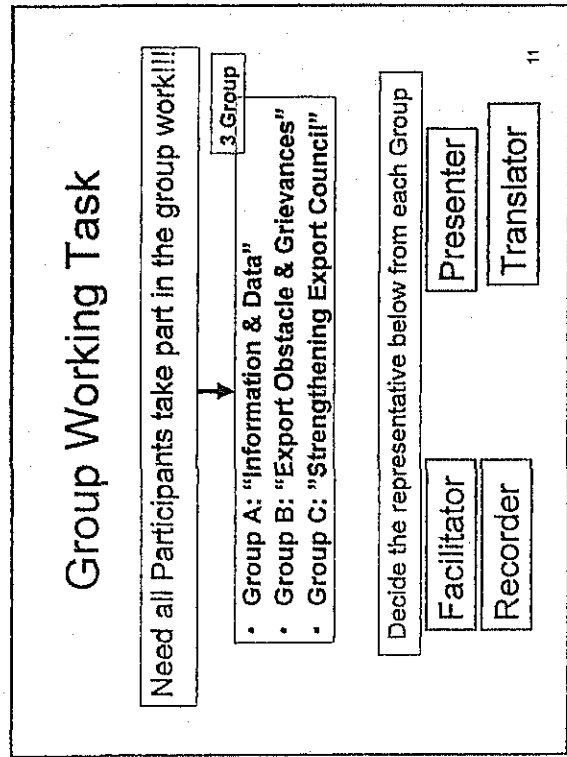
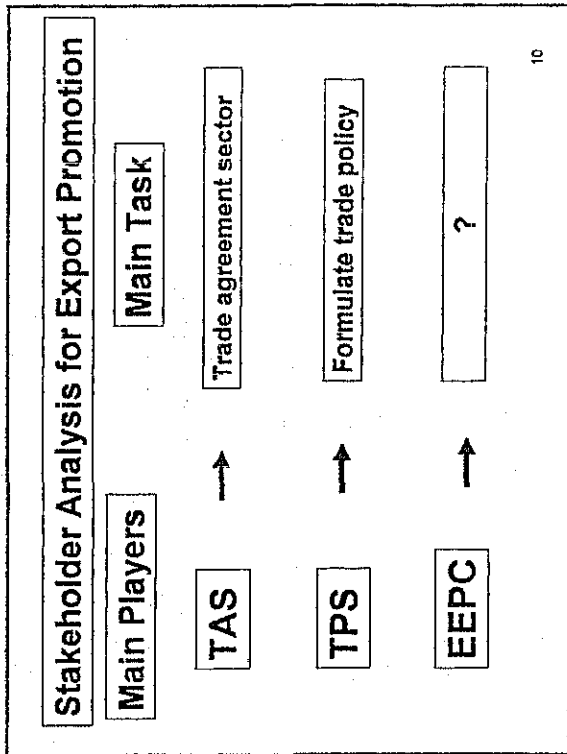
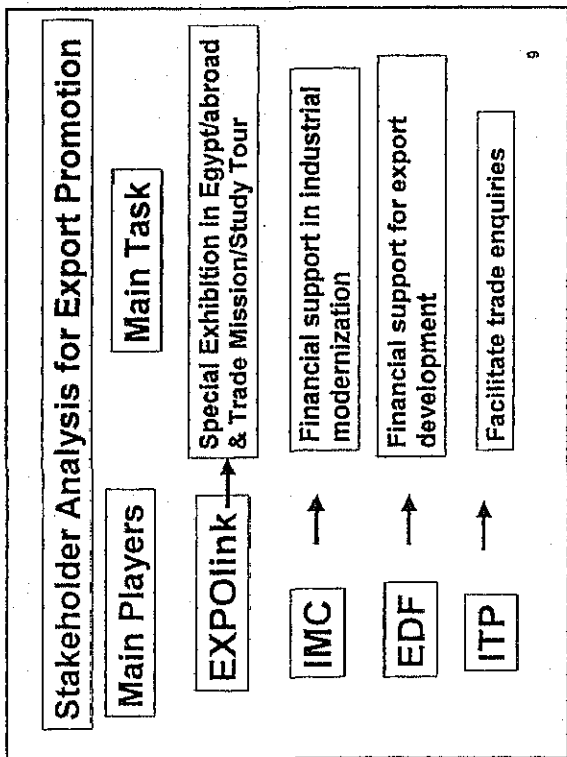


Stakeholder Analysis for Export Promotion

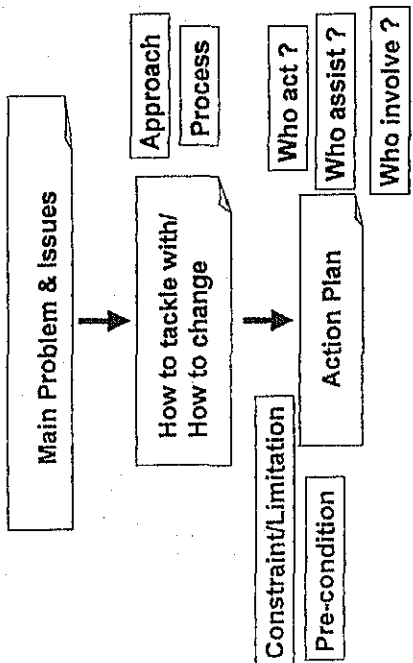
Main Players

Main Task





Process of Group Work



13

Basic Question of Group Work

Present Situation

Any delay means a loss. Establish a new procedure for fast communication between EEPCC and Export councils for fast response.

Agenda

* How export group can satisfy the export demands ?

* EEPCC: Clear define the role and mechanism

How to change the current situation?

Who can assist, what is the necessary pre condition?

14

Group A - 1

Main Issues & Problem

- Different data from different sources not matched.
- Type of information are not suitable, not actually needed for exporters.
- Data duplication
- Lack of data concerning laws and legislations
- Lack of data about foreign markets
- Define and specify information
- Lack of cooperation between Export groups
- Data not classified -- complicated
- Lack of info for international tenders.
- True data base
- No feed back from exporters

16

Group A

"Information & Data"

15

Group A - 2

Categories on the Main Issues & Problem

1. Defined and specified information needed for exporters
2. Not classified information
3. Lack of cooperation bet Gov. Organization
4. Lack of international information
5. Updated, timed data
6. Reliability of data
7. Availability of data

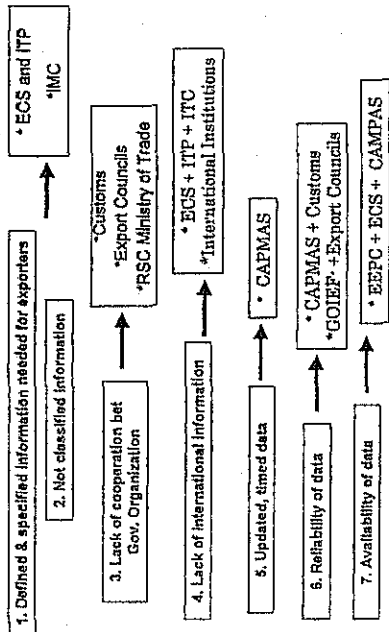
Group A - 3

How to tackle with? How to change? Approach & Process

<p>1. Defined & specified information needed for exporters</p> <ul style="list-style-type: none"> - define and specify each type of information needed - make a set of motivators for good performance - one stop shop - one unit to supply information - creating a system of relative accountability - making a standard method - ICT method to collect data 	<p>2. Not classified information</p> <p>3. Lack of cooperation bet Gov. Organization</p> <ul style="list-style-type: none"> - lack of cooperation - make obligation to provide info. - EEPIC to monitor
<p>4. Lack of international information</p> <ul style="list-style-type: none"> - Reroute and support the role of ECS - consultant in foreign markets 	<p>5. Updated, timed data</p> <ul style="list-style-type: none"> - updating the information technology - EEP financial resources - develop and reform relations between Gov. and Export - unified source of information established
<p>6. Reliability of data</p> <ul style="list-style-type: none"> - changes of mandate and ethics - discuss & inform sources of official and civil cooperation 	<p>7. Availability of data</p> <ul style="list-style-type: none"> - Awareness - Conduct training session - Rebuild continuity & trust between Export groups and private sector

Group A - 4

Roles/Functions? Who acts /assists /involved?



Group B

"Export Obstacle & Grievances"

Group B - 0

Suggestions & Recommendation at Group B

- More Emphasis on Industrial Strategy
- Demand-Driven Export Strategy
- Effective Matchmaking by Trade Missions (Study Tours)
(by Eng. N. Fayoumi)

21

Group B - 1

Export Obstacles & Grievances (Ideas)

- Lack of Acknowledgment of Updated Information
- Conflict of Laws & Regulations
- A Lots of Customs Regulations
- Training (Language Barriers)
- Few Channels of Transportation
- No Awareness of the Role of Export Groups
- No Awareness of Trade Agreements

22

Group B - 2

Main Issues & Problem

- Technology (Quality Standards)
- Meeting Int'l Standards (Quality & Timely Performance)
- Packaging
- Too many accrediting Authorities
- Conflicts of Laws

23

Group B - 3

How to tackle with/change (1)

- Going to one entity to receive services
- Avail one entity for the exporter to deal with
- Use Internet to publish services, procedures
- Identify specific roles and clear responsibilities of different Export groups
- Using Publicity to build trust bet. exporters & Export groups

24

Group B - 4

How to tackle with/change (2)

- Publish an export guide with all service providers (Export groups) and what they offer
- Representative of each Export group to be represented in one entity (EEPC)
- Cooperation & Coordination among export groups

25

Group B - 5

How to tackle with/change (3)

- Publicity and Media for trust building between the exporters and the export groups.
- Highlight success stories and start from where they ended for trust building.
- Certified license for clearance companies that meet int'l standards of service quality.
- Study & monitor export laws and make policy reforms.

26

Group B - 6

How to tackle with/change (4)

- Regular discussion between exporter and Export groups and legislator.
- A single export inspection authority (Egyptian Organization for Standardization)
- One entity (EEPC) capable of guiding export councils to best transportation through MOTI and the Ministry of Transport

27

Group B - 7

How to tackle with/change (5)

- EEPC is the voice of Export councils regarding laws and regulations.
- EEPC should be "One Stop Shop" for the exporters.
- One Directory for Export Guide publicized by internet and different media channels.
- Legislation authorities should have feedback from Export councils.
- The EEPC is responsible for the publicity and awareness and the provision of export services, regulations and procedures guide/directory.

28

Group C

"Strengthening Export Council"

29

Group C - 1

Main Issues & Problem

1. Unknown EC

2. Relation

3. Gap

4. Who is the customer

5. To keep level of exporters

6. Data

7. Fund

8. Lack of Vision

Many Issues

- Unknown Export Council
- Unknown members
- Unknown role
- Lack of Fund
- Lack of Data
- No available data
- Unknown for small exporters
- Lack of communication
- Lack of strategy?
- Strategic planning
- Relation between them
- Administrative Structure
- No relation between Export council and production enhancement
- Data base available on the internet
- Identify the exporter
- Who is the customer?
- Export development strategy for Export council
- Structure of the organization/ Decision making
- Relationship with other partners
- Gap between Export councils
- Export Culture

30

Group C - 2

How to tackle with? Approach & Process

1. Unknown EC

Awareness campaign

Advertising & propaganda

Using the multimedia (printed conferences)

Active communication

2. Relation

The effective communication

Update database and use internet access

3. Gap

Study best practices

Pilot project & within system

Prepare common tools for Export Councils

4. Who is the customer

All the exporters in the same field

All the exporters and the producers

Everybody have exporting permission

Put a committee for SMEs in each branch

5. Keep level of exporters

How to increase the export readiness

Criteria of delivering the service to the exporter

Using production quality control systems

6. Data

Database available on the internet

Database about the EC members

Source of data

Validation of data

7. Fund

Members fee

Services for the members by fees

Support from companies and producers

Delivering services and information for fees

Subsidize shipping line

8. Lack of Vision

Strategic planning

Must set mission and objectives

31

Group C - 3

Roles/Functions? Who acts /assists /involved?

1. Unknown EC

EEPC

Federation of Egyptian Industries and Industrial Chambers

Export society to build the structure

2. Relation

EEPC

3. Gap

EEPC to prepare common tools

Export Councils

EEPC to harmonize the strategy and align them with EITI

4. Who is the customer

Export Councils

5. To keep level of exporters

IMC

FTTC

6. Data

EEPC

7. Fund

Members fee

8. Lack of Vision

EEPC

TPS

Export Council

National Export Council

32

Group C - 4

Action Plan

- 1. Unknown EC**
Mail and communication link
(EEPC-BT)
- 2. Relation**
Direct meetings w/ for directors ST
- 3. Gap**
Transfer the success stories between ECs
Create right assemblies for all ECs
- 4. Who is the customer**
Put a committee for clients for each council
- 5. To keep level of exporters**
Training Courses BT
Consultancy Services
- 6. Data**
Data Verification
Data Mining
Create a mechanism for data
Verification
- 7. Fund**
Transfer the fund control to EEPC
- 8. Lack of Vision**

Export Promotion Workshop
ورشة عمل عن تنمية الصادرات

Thank you for your good work and constructive discussion.

Thank You!!

شكرا جزيلاً لكم .

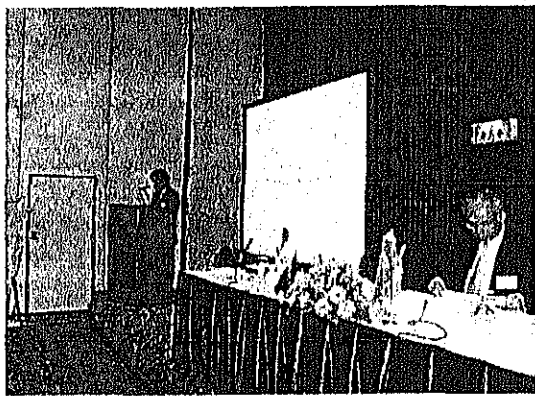


輸出促進ワークショップ実施風景

(2006年3月19日)



(2006年3月21日)



WORKSHOP I

No.	W/S 1 come	Name of the Company	Contact Person
		Strategic Council	
1	1	MAK BRAKE LINING	Dr Ahmed Abd El Wahab Fekry
2	1	El Hemaly Group	Mr Yasser El Hemaly
		Technical Council	
1	1	Bayti	Mr Hatem Saleh
2	1	Food Group	Mr Mohamed Moemen
3	1	Tanta Motors	Mr Amro Abu Fekha
4	1	Gakardina Textiles	Mr Ayman Kadus
5	1	ProTrade	Mr Afifi Ahmed
6	1	Egla Group	Mr Ahmed Ez El Din
		Export Council	
1	1	DITTO	Mr Mohamed Reda (MOBICA)
2	1	Ready Made Garments Export Council	Eng. Magdy Tolba
3	1	Building Materials, Mineral & Caloric Export Council	Mr Adel Agib
4	1	ditto	Eng Tarek Youssef (ORASCOM)
5	1	DITTO	Eng. Ali Abd Allah (SEA GULL)
6	1	Agricultural Products Export Council	Eng. Sherif El Maghraby
7	1	Home Furnishing Export Council	Eng. Ismail Hussein Abu Elsebaa
8	1	Medicines Export Council	Dr. ADHAM SHACKER (represents Dr. Sherine Hassan Abbas Helmy)
9	1	ditto	Mr. Ashraf Ez El Arab
10	1	ditto (Sidi Kerir Petro Chemicals)	Eng. Osama Mahdi (Deputy Chairman)
		Governmental Organizations, Export groups and others	
1	1	Executive Director, FTTC	Said Tala'at Harb
2	1	Head of Trade Agreements Sector (TAS)	Mr. Nabil Emam (representative of Mr. Abdel Rahman Fawzy)
3	1	Head of Commercial Representation (ECS)	Dr. Ashraf El Rabely
4	1	ditto	Dr. Yonan Edward
5	1	ditto	Mr Yehia Ibrahim
6	1	Executive Director, Expolink	Mr. Amr Abdel Latif
7	1	DITTO	Mr Badreldin Saleh
8	1	IMC Executive Director	Mr Helmy Abu El Eish
9	1	IMC Director Export Promotion	Mr. Nagui T. El-Fayoumi
10	1	ditto	Ms. Fify Awad Salem
11	1	ditto	Mr. Ahmed Ragab Bakry
12	1	Ministry of Trade and Industry, Minister's Advisor	Mr. Hossam ElOheikh
		EEPC	
1	1	EEPC executive Director	Mr Haytham Deyab
2	1	Financial Manager Head of Monitoring and Execution Unit	Mrs. Salwa Mohamed El Rehawy
3	1	Human resources General Manager	Mr. Mohamed Ibrahim Abbas
4	1	Head of Export Services Department	Eng. Ashraf Hussein Ibrahim
5	1	I.T. Supervisor	Mr. Hossam Said EZ El Dine
6	1	Research Specialist Export Council	Mr. Hazem Sabry
7	1	Head of Administration & technical Unit	Mrs. Sahar Mahmoud Ahmed
8	1	Head of Monitoring and Execution Unit	Mrs. Dina Abdul Monein Schuman
9	1		Mrs. Sherine Mohamed yehya El Alamy
10	1		Dr. Amr Mohamed Anwar
11	1		Miss Manal Ahmed Ismail

		Japanese organizations	and Other donors
1	1	Japan External Trade Organization (JETRO)	Mr.Minoru Suzuki, Managing Director
2	1	Japan External Trade Organization (JETRO)	Mr.Aladdin Aboul-Nagha
3	1	JICA Expert	Mr.Hiroyuki Wakabayashi
4	1	JICA Egypt, Depty Resident Representative	Mr.Yasuhiko Wada
5	1	JICA Egypt, Assistant Resident Representative	Ms.Izumi Shoji
6	1	JICA Egypt, Project Officer	Ms.Sherine Motawi
7	1	JICA Egypt	Mr.Karim Rizk
8	1	JICA Egypt	Mr.Kentaro Nagai
9	1	JICA Expert	Mr.Shinya Kaneko
10	1	TEP-A	Dr. Patrick DEBRACONIER
11	1	TVET	Mr Essam Fares (Consultant)
12	1	GTZ	Ms.Ellen Michel
		OTHERS	
1	1	AL-AHRAM NEWSPAPER	Mr Wael Hussein Shahbon
2	1	Hertz Egypt	Mr Amr Samir Gehna
3	1	Arab african Trade	Mr Amr Aly Naser
4	1	ditto	Mr Adel Hussein
5	1	Law Firm	Mr Mamdouh Abdel Hady (Law Firm)
6	1	Mitsui&Co., LTD.	Eng Adel Arafa
7	1	ditto	Eng Tarek Nasr
8	1	GENCO	Eng Ahmed Ali Shaaban

WORKSHOP II

come		Governmental Organizations, Export groups and others	
1	1	Executive Director, FTTC	Said Tale'at Harb
2	1	Head of Trade Agreements Sector (TAS)	Mr. Nabil Imam
3	1	Head of Commercial Representation (ECS)	Dr.Yonan Edward
4	1	ditto	Mr Yehia Ibrahim
5	1	Expolink	Mr Amr Abdel Latif
6	1	ditto	Mr Tamer Safwat
7	1	ditto	Ms Basma Kandil
8	1	Foreign Trade Sector (TPS)	Ms Silviya Samy
9	1	ditto	Mr Osama Wafa
10	1	IMC Director Export Promotion	Mr.Nagui T. El-Fayoumi
11	1	General Organization for International Exhibitions and Fairs (GOIEF)	Ms Tahany El Nashar
12	1	ditto	Ms Iman Shaltut
13	1	Egyptian International Trade Point (ITP)	Mr Ahmed Nabil
14	1	ditto	Mr Osma Selim
15	1	ditto	Mr.Ahmed Ragab Bakry
16	1	ditto	Mr Tamer Abd El Aziz
17	1	ditto	Mr Osama Selam
18	1	ditto	Mr Charib Ali
19	1	ditto	Mr Abd El Hamid Sab' El Regal
20	1	GOEIC General Organization for Export and Import Control	Eng.Hatem Abd El Motaleb
21	1	ditto	Dr.Khaled Abd El Salam
22	1	ditto	Ms.Salwa Ez El Din
		EEPC	
1	1	EEPC executive Director	Mr Haytham Deyab
2	1	Head of Export Services Department	Eng.Ashraf H. Nasr
3	1	I.T. Supervisor	Mr.Hossam Said EZ El Dine
4	1	Research Specialist Export Council	Mr.Hazem Sabry
5	1	Head of Administration & technical Unit	Mrs. Sahar Mahmoud Ahmed
6	1	Head of Monitoring and Execution Unit	Mrs.Dina Abdul Monein Schuman
7	1		Mrs.Sherine Mohamed yehya El Alamy
8	1		Dr. Farid Ramzy Hadad
9	1		Dr. Amr Mohamed Anwar
10	1		Miss Manal Ahmed Ismail
11	1		Ms Laila M
12	1		Mr Mahmoud Shafie
13	1		Mr Akram Fouad

OTHERS			
1	1	TEP-A	Mr Patrick
2	1	ditto	Ms Nadine Barbier
3	1	ditto	Mr Bilal Saade
4	1	GTZ	Ms. Doaa
5	1	El Ahram Newspaper	Marwa Hamed Hadad
6	1	MTI	Gamalat Amin
7	1	ditto	Ms Alia Koura
8	1	Gama Trading	Mr mohamed Aglan
JICA			
1	1	JICA Expert	Mr.Hiroyuki Wakabayashi
2	1	JICA Egypt,Resident Representative	Mr.Shigeru Okamoto
3	1	JICA consultant	Mr.Akira Matsumoto
4	1	JICA Egypt, Assistant Resident Representative	Ms.Izumi Shoji
5	1	JICA Egypt, Project Officer	Ms.Sherine Motawi
6	1	JICA Egypt, Project Officer	Mr.Karim Rizk
7	1	JICA Egypt, Assistant Resident Representative	Mr.Kentaro Nagai

エジプト通産省支援ドナープロジェクト・マトリックス

「貿易・輸出成長」

文責・松本

関連ドナー・マトリックス

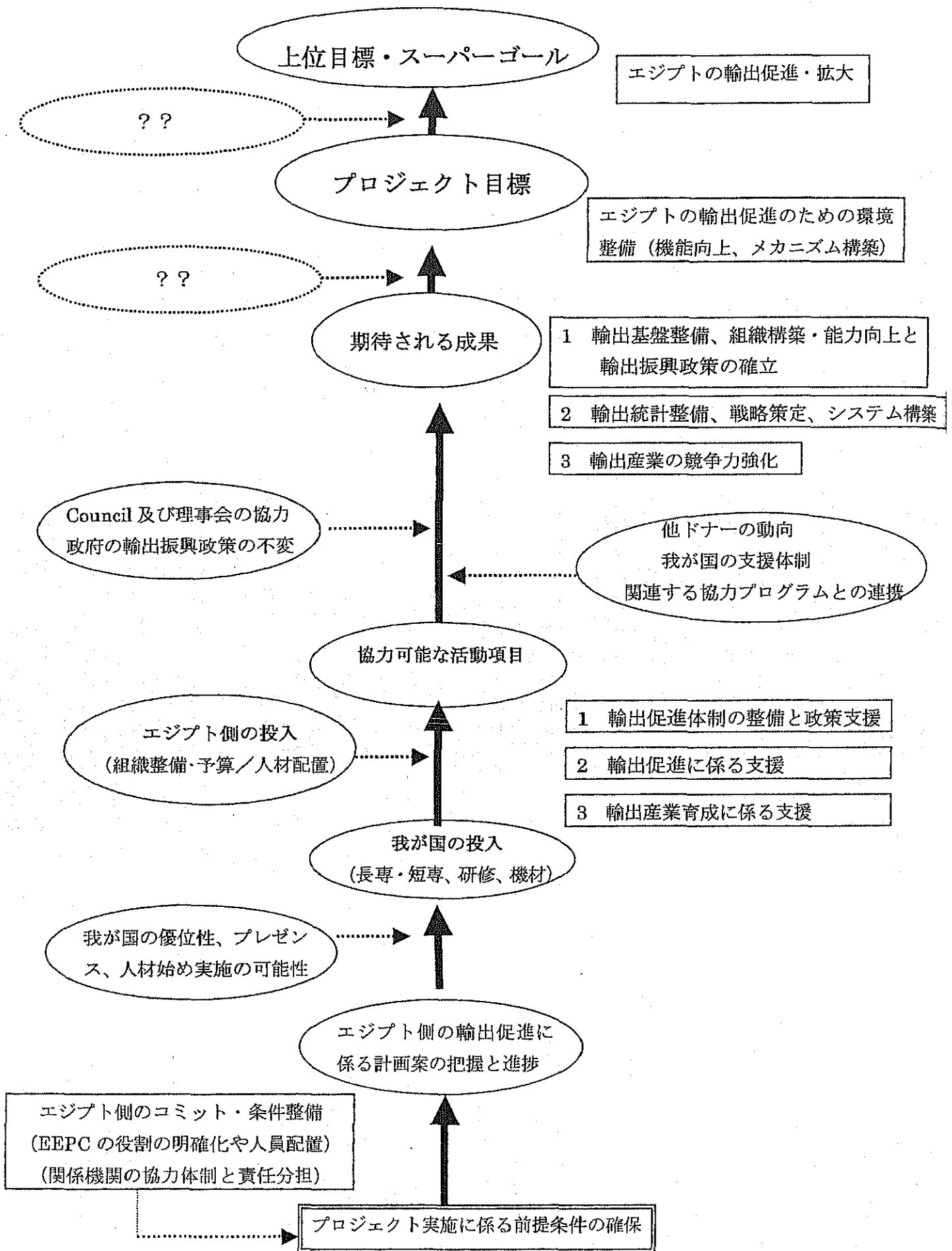
別添9

ドナー名	プロジェクト名	目的	受益者	予算	開始時期	終了時期
EU	TEP-A(Trade Enhancement Program - Category A)	貿易・輸出活動への支援。コンボ・ネットは大きく5つ:① Commercial Diplomacy (ECS強化)、②EUとの貿易協定 ③WTO、④ 輸出促進(イメーゼビルディング)、⑤貿易に係るISO認証(GOEIC)	輸出審議会、輸出業者	20,000,000Euro	10/2004	4/2007 フェーズ2の実施予定あり
EU	TEP-B	本件はエジプト大蔵省主幹。エジプト生産者に対する国際市場へのアクセス強化と輸出競争力増加。	輸出審議会、輸出業者	40,000,000Euro	2003	2007
UNIDO	Traceability	イタリヤ資金。エジプト農家及び輸出業者のヨーロッパへの農産加工品の輸出拡大(ヨーロッパ基準に応じた食品の安全・基準)	農業輸出審議会メンバー	45,676,000LE	7/2004	6/2007
イタリヤ	Green Corridor pilot Project	エジプトとイタリヤ両国間の貿易協力の拡大(Green Corridor initiativeの条件整備とその開始?)	農業輸出審議会メンバー	1,902,250 LE	4/2006	4/2007
JICA	FTTC					
JICA	輸出促進政策アドバイザー					
JICA	EERC					
JETRO	日本への輸出貿易拡大					
UN	貿易・輸送プロジェクトの支援			30,000US\$		
USAID	貿易改革への支援 (Assistance for trade reform:ATR)	貿易省内にWTO部局の設置、WTO協定に係る省内の調整メカニズムの構築。 貿易自由化、輸出促進強化に向けて、FTS調査の継続と完成、CRS及びGOEICによる実施拡大。	輸出審議会メンバー	20,000,000US\$	6/2004	9/2006
USAID	政策改革に係る技術協力 (TAPR-II)	米国・エジプト間の戦略目標の下、経済政策の策定と民間セクター開発に係る技術協力。TAPR-IIは、過去USAID初めドナーが実施した支援やエジプト側で進行中の改革に対するより一層の実施促進。技術協力のソースは、①貿易環境、②財政セクター近代化、③マクロ経済安定、④ビジネス環境改善、⑤民間セクターに対するサービス支援、⑥人的資源、⑦プログラム支援。	G.o.E	120,000,000 US\$	10/2005	10/2009
USAID	工業所有権支援(IPRA)	工業所有権にかかる法的・規制枠の強化と、所有権システムに対する国民の認識促進。		5,600,000 US\$	4/2004	4/2006
USTDA	綿花ロコ	綿花にかかる産業、貿易の支援。		3,300,000US\$		
USTDA	コールドチエーン	欧州、中近東向けの農産物輸出の輸出量拡大にかかるコールドチエーンシステムにつき技術、経済、財政的な観点からの評価。		390,000 US\$	1/2006	4/2007

「競争力強化」

ドナー名	プロジェクト名	目的	受益者	予算	開始時期	終了時期
オーストリア・スイス・UNIDO	クリーナー・プロダクション	サービスプロバイダー機関として、「環境・クリーナー・プロダクション技術センター」を設立すること。エジプト企業とリわけ中小企業がクリーナー・プロダクションの活用や吸収によって、環境に優しい技術を用いて、国際市場での競争力、生産力、キャパシティの拡大を図ること。	中小企業	1,837,000 US\$	5/2005	5/2008
EU/INES COP	Ecotan	新しい環境技術を活用することによる皮革なめしの業界を支援すること。水処理プラントを始めなめしのパイロットプロジェクトと技術研究	Tanneries(?)	793,700 Euro	1/2005	12/2007
EU	IMC	民間企業セクター特に中小企業に焦点を当てて、経済自由化の流れの中で、経済成長や競争力を促進すること。さらに雇用促進や企業家精神の育成もプログラムに含まれている。	民間企業セクター	425,000,000 Euro	12/2001	5/2006
GTZ	中小企業振興(SME)	中小企業のためのビジネスの開発。	中小企業(エジプト綿花業者、食品産者、食品産)	5,500,000 Euro	1/2003	12/2008
GTZ	国際貿易促進	ある特定のセクター(繊維、食品産業)に焦点を当てた、零細・中小企業の競争力及び雇用拡大。	同上	500,000 Euro	9/2005	8/2008
UNIDO	農産加工セクターの競争力強化	エジプトの農産加工分野の競争力強化を図るため、農業機械産業の育成にかかる統合アプローチの策定と実施。	農業輸出審議会メンバー	870,000 US\$(ディスプレイははまだ)		
UNIDO/IMC	選定産業における競争力の強化と向上のためのパイロットプログラム		Borg El Arab Association		12/2003	

資料データ
エジプト通産省資料(Donor' Project with Ministry of Trade & Industry)、EU及びGTZのプロジェクト・HP資料より抜粋し、分析



JICA プロジェクトのコンポーネント (案)

プロジェクトの投入・活動案

輸出促進・競争力強化

輸出促進体制の整備と政策支援

EEPC の組織構築、本格稼働への支援

輸出促進政策への支援

輸出促進に係る支援

業種別の輸出促進の支援

ライブラリー機能の整備

輸出産業育成に係る支援

輸出産業育成にかかる技術支援

2006年3月

エジプト輸出促進機関プロジェクト(ドラフト案)

<p>プロジェクトのねらい: 民間の経済活動を支える事業環境の整備</p> <p>I 輸出促進体制の整備及び輸出促進政策への支援</p> <p>1 関係機関(とりわけEEPC)の組織構築、本格稼働への支援</p> <p>EEPC理事会(幹事委員会)及びEEPC理事長や職員との協議</p> <p>EEPC組織運営体制にかかる助言・指導</p> <p>各Councilと協議→その結果を受けて、いかにEEPCが支援していくか、支援計画について助言(モデルCouncil、事務局機能等)</p> <p>EEPCのアクションプラン及び年次計画さらには人材育成計画作成への助言</p> <p>EEPCスタッフの能力向上、組織の基盤整備と構築</p> <p>他の先進的な輸出促進機関からの情報収集・ノウハウ習得</p> <p>2 エジプト輸出促進政策への支援</p> <p>輸出促進政策の策定支援や適切な運用のための助言</p> <p>通産大臣他通産省幹部への助言</p> <p>輸出促進に係る国家政策の推進</p>	<p>II エジプトの輸出促進への支援</p> <p>1 業種別の輸出促進の支援</p> <p>1) 輸出データ/統計整備</p> <p>a) 業種別のデータの作成支援</p> <p>Councilへの聞き取り(現状の把握)</p> <p>GOIECへの聞き取り(通関統計/輸出申告統計)</p> <p>比較分析(政府データの状況→データ収集状況あるいはデータ打ち込み等による誤差や信憑性の問題あり)</p> <p>正確なデータの作成</p> <p>データの活用方法を整理</p> <p>→ データから、トレンドや現状の問題等を掴み取り、その上で業種別の輸出戦略の基礎データとして活用していく</p> <p>→ データ結果から、有望市場、国を分析→まずはインターネット他で情報を採る→必要に応じて、さらに調査を実施</p> <p>↑他ドナー(特にGTZ、UNIDO)が行っている実施結果やノウハウも吸収(あるいは重複を避ける)</p> <p>輸出データそのものとして政府機関自身が活用</p> <p>データの精度向上につなげる</p> <p>b) 外国、国際機関、EU等地域機関のデータ収集とエジプト輸出データとの比較分析</p> <p>c) 輸出マーケット情報</p> <p>輸出市場における「商品」需要を把握するための既存の各種マーケットリサーチレポート、調査報告書の収集</p> <p>情報整理の上、追加調査を実施</p> <p>調査方法や調査結果の分析のノウハウ向上</p> <p>輸出戦略の構築と行動計画の実施</p> <p>(Councilに協力する)</p> <p>(Councilあるいは企業に協力する)</p> <p>→「対日」輸出に関する知的支援(主に情報提供。またJETROとの連携)</p> <p>2) 業種別の輸出促進戦略の策定支援</p> <p>a) 各業種毎の地域・国別の輸出戦略の策定支援</p> <p>b) 輸出促進計画(アクションプラン)の策定支援</p>
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長専及び本邦・第三国研修による投入

FTTCでの研修やOJT研修

日本からの技術支援内容(長専投入)

<p>3) Councilに対する個別コンサルティング・サービスの提供 (個別企業からの要望や苦情に対して、可能な対応を行えるよう→輸出振興機能(システム)強化)</p> <p>Councilとの対話・協議の場の設定(定例化) Councilを通じて各輸出企業の苦情や問題点を収集 問題・課題点を整理・分析 政府や関係機関につなぎ、対応を要請する 対応結果をCouncil及び企業にフィードバックする →EPCはその流れをチェックし、早急な行動を促す(モニタリング機能) 対応のための「メカニズム(システム)」の構築を行っていき、最終的に「制度化」されることが求められる。 * 事例として、我が国の「オンブズマン制度」を紹介</p>	<p>2 ライブラリー機能の整備 基礎的統計資料他、各種関連資料の整備</p> <p>顧客サービス強化、情報整備</p> <p>司書機能の育成強化(短専投入)</p> <p>コンピュータ、コピー機の配置</p> <p>貿易・生産統計、外国・国際機関データ(CD等も含む)の収集 ダイレクトリー、マーケット調査報告書の収集(統計データ以外) ライブラリアンの養成 →まずはEPCによる人材採用と配置 図書館利用者の立場にたつてのサービス提供、図書分類・整理 FTTCとの協議の上、役割・責任分担を明確化 FTTCとの連携・共同業務</p>	<p>III エジプト輸出産業育成に係る支援 1 輸出産業育成にかかる技術支援 競争力強化機能</p> <p>我が国の優位性、ノウハウのある業種に焦点を当てる さらに、エジプトで将来性・ポテンシャル(有望商品、活力ある産業選定)を見定めて選定 →事例:自動車、電機・電子産業等</p> <p>Councilと協議し、「競争力強化委員会」を設置 (短専、本邦研修投入) (JETRO, JODCとの連携)</p> <p>輸出競争力強化のための政策提言 産業別、輸出メーカーの「アクションプラン」の作成 個別企業訪問による現状分析及び改善指導(技術・経営指導) → ・生産性向上 ・技術ノウハウ(商品改善・開発)指導 ・経営改善 業界全体の競争力強化にかかる支援 具体的な企業診断による「モデルケース」の実施</p>
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Setting EEPC new objectives

To connect with the mentioned Export Councils and highlight two major points:

1 – Validating Exports data:

A - EEPC helps exports Councils in validating exports data for each sector (from the Organization of Controlling Exports and Imports database) with the cooperation of export council committee to determine the HS Code.

B – EEPC validates data of the imports of other countries available in ITC and Eurostat websites.

C – Exports Councils collect data from Egyptian exporters, through presenting a copy of the export certificate for each shipment of export without mentioning the importer's name.

As done by the Food Industries Council.

2- Restructure of The Export Councils :

A – Export Councils present a plan including: Total exports – Investment volume – Working opportunities provided in the future.

B – EEPC copies the experience of setting a link between the export councils and the exporter's community (to be transformed from technical consultant councils to an organization that offers services to the exporters community in every sector). As well as assuring that the Exports Councils represent the hall industry.

C – Exports Councils set a timely action plan for the implementation of the new structure and discuss it with the board in order to be approved.

D – Export Councils will present the industry map in order to determine to value added to support the growth in this sector.

E - EEPC helps each council aside: set meetings for the exporter's society in order to define the importance of the new role these councils will play with EEPC.

F – EEPC to determine every export councils needs and present them to the governmental parties to set action plans after the approval of EEPC board.

In the second phase:

A -Increasing the number of exporters who have the exporting ability and capability through a connection between export councils and exporters society.

B- Collect , classify and set priorities for exports barriers :(Exporting finance -Insurance covering exporting dangers – Trade Mark – Investment environment – Working law – Transportation) and suggest the solutions for each barrier.

C – Defining exports councils need for training and deliver it to the related party.

D – Follow up for the delay by the Exports Promotion Fund and evaluation of the preemptive studies for new subsidies.

Accordingly the Export Councils are requested to:

- 1- Prepare a list for the board member include : Member C.V.
Companies – Business volume – Experience)
- 2- Prepare a list for the members (not in the board) include the following :
 - Numbers – Companies
 - Total scope of work (Industry level)
 - Total scope of work (Companies level)
 - Companies C.V.
 - Production map for the industry.
 - Number of producers – Number of exporters.
- 3 – Set an action plan.
- 4- Organization structure for the council (Chairman, Board members, Managing Director, Chief committee, council's Deputies, Technical committee)
- 5- Decision making systems.
- 6- General objectives.
- 7- Barriers.

