

To Clean Water to All The World's People

Retrospect and Prospect of Nippon Poly-Glu's BOP Business in Bangladesh

September 2011



Always Awaiting Smiley Faces (Barguna District, Bangladesh in 2011)

Introduction

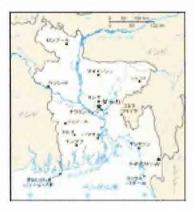
It has been 4 years since the start of our business in the rural town Barguna, a day away from Dhaka by any means of travel.

We repeatedly failed to implement our business plans worked out in Japan for the first two and half years. But, we started getting good result only when we ran our business while considering the ideas given by the local staffs.

In the first two and half years, these local staffs seldom worked according to our instruction. They used to promise to work according to our instruction in our presence but seldom kept their promise in our absence.

We had to tolerate their frequent failure to keeping promises very patiently. Thinking back now, we wonder 'What a nightmare it really was!'

Why this present spirit came into being among them?! A brief reply of this question is presented here in this retrospect for the people dealing with BOP Business.



Bangladesh at a Glance

Population	152,221,000 (World's 7th Largest)
Official Language	Bengali
Capital	Dhaka
Area	144,000 km ²
	(Equivalent to the cumulated area of Hokkaido, Shikoku and Kyushu)
Administrative Uni	ts 6 Divisions, 64 Districts
GDP	US\$ 81.9 Billions
Chief Industries	More than 62% of the whole population work in the agricultural
	Industries and 70% of the population are living in the rural areas.
Population of BOF	P Level Above 80%
Water Environmen	t Unhygienic Tube-Well Water, Pond Water, Canal/River Water
	30,000,000 People reported to be arsenic exposed

Our Business Area: Barguna District under Barisal Division, Population-500,000 Average Monthly Income of every rural household-¥2,000 ~¥5,000



Typical Village of Bangladesh

Woman getting water from a tube-well

From the Beginning to the Present Day

(1) Visit to the the Cyclone 'Sidr' Affected Area in 2007 ~ 2008

During this Great Disaster approximately 3,256 lives died, 880 were missing, and 39,756 were wounded. Our company sent our staffs to the affected area Barguna to facilitate safe drinkable water purified with our technology. During this time, our staffs set up simple water plant for the local people.



Mass Grave of the People died of the Cyclone

Bothie (Small Shelter House)

Local people and the children were so happy to see such clean water for the first time. And, many of them were telling how they could buy our product for clean water. That was the beginning of our challenge to BOP Business.



Simple Water Treatment Plant



Children happy to see clean water



We visited the households unable to get water from the water treatment plant due to far distance from their houses to the plant and supplied them with small & simple water treatment devices free of cost after demonstrating the usage of our water treatment agent.



Children Purifying Water with our Water Treatment Agent



Children and Simple Water Treatment Device

(2) Local Water Sellers in 2008

In the beginning, we entrusted the responsible people of mosque and the local water sellers with selling of our water treatment powder at the rate of 100 BD Taka per 100gm. 1000 liter of water can be purified with this 100gm.

There are also some people who carry water with Van Rickshaw from pond to different households, shops etc for money. They sell each 18 liter Tin for 4 BD Taka. Around 50 people were found to be doing this business. We arranged for selling the same quantity of water but purified with our water treatment devices set up by the pond for 7 Taka through these people.



Selling People

Though we were getting good responses in the beginning, after $1 \sim 2$ months our treatment devices were stolen away. Same thing also happened to the plant installed by the mosque. Our water treatment was sold away otherwise and parts of the plants were taken away.



Our Water Treatment Plant by the Mosque



Even Taps of the Plant were stolen away

Pond

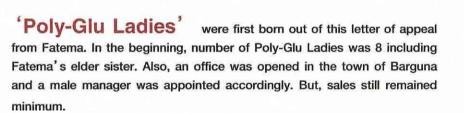
(3) Birth of the 'Poly-Glu Ladies' in 2009

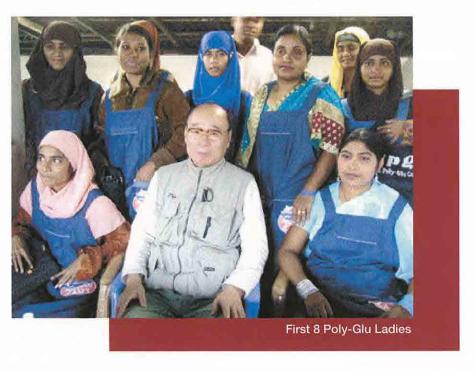
After 2 years since the Sidr, we received a letter from the family of Fatema who had been using our water treatment agent, saying 'our diarrhea has improved, skin disease also has got cured, and when we go to school while taking clean water, our other friends want to get the same water even if they need to purchase it'.



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Fatema Using our Water Treatment Agent

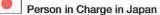






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Management of Poly-Glu Ladies





MD. MONIR UDDIN

Obtaining BA and MA from the University of Dhaka in 1995 and 1997 respectively, attended a one-year training program in Japan in 1998 ~ 1999. Served to the Institute of Modern Languages, University of Dhaka from 1999 to 2002. Obtained MA in 2004 from the Osaka University of Foreign Studies and PhD in 2008 from the University of Osaka.

I started realizing the inferiorities of my own country and the superiorities of Japan only when I came to Japan as a foreign student. Since then, I had always been thinking of development of my country. In the

meantime, in March 2008 I as an interpreter accompanied the chairman of Nippon Poly-Glu during his visit to Bangladesh and ultimately got appointed in this company with the aim that even though a little contribution could be made to the improvement of water environment of my country. I would like to devote myself to the cause of my home country.

Person in Charge in Barguna, Bangladesh



Mohammad Mashiur Rahman Miraj

Obtaining BA and MA from Chittagong University in 2005 and 2006 respectively worked at the Dhaka Paramount International School from 2007 to 2008. Then, after a short service at the NGO SAP Bangladesh working as Manager of Nippon Poly-Glu since January 2010.

I came to know about the activities of Nippon Poly-Glu during my job hunting at my home district after graduating from my university. Eventually I contacted with the responsible person of Poly-Glu with the hope that if I was given opportunity to expand this technology in my home district. Now I am proud that I am engaging in such works which contribute to the improvement of local water environment, economic independence of the rural ladies through their employment.

Training Program for Poly-Glu Ladies

Newly appointed Poly-Glu ladies are trained by their senior Poly-Glu Ladies and the manager. They are mostly trained on usage of our water treatment agent, hygienic matters, quality of raw water, report writing, communication skills etc.



Scenario of Training to New Poly-Glu Ladies by a senior Poly-Glu Lady

Activities of Poly-Glu Ladies

Poly-Glu Ladies sell our product door to door while demonstrating its usage and explaining the importance of safe water. During their door to door sales, they also record the customers information such as their profession, income etc.

During their home visit sales activities, they also open such an umbrella in which there is written **'Safe Water is indispensable for life and Poly-Glu is a must for your safe water**' Opening of an umbrella while door to door sell by Ladies, is a very popular phenomenon in Bangladesh.



Poly-Glu Ladies are very proud of their work.



Voices from the Poly-Glu Ladies and the Consumers



'80% of the people we visit purchase our product'
'Diarrhea of my children has improved'
'Skin disease has been cured for using the purified water for shower'
'Rice boiled with the purified water is delicious'.
'Poly-Glu Ladies who have got chances of getting out of their homes for becoming Poly-Glu Ladies are now looking better'.
Some are also saying 'We have got to be confident of ourselves through our works as Poly-Glu Ladies'.

<Local Changes>

Local children greet us with the Osaka dialect like the words 'Maido(Hello)'

'Ookini (thanks)'.

They also even remember the names of our Japanese staffs.



Also, whenever we go, many children gather there. Oda is there behind.



(4) Investment Facilitation Program (Pilot Project) under the Minsitry of Economy, Trade and Industry (METI) in the year 2010.

While struggling with our business in Bangladesh our proposal of pilot project under the support program of Investment Facilitation by the METI was luckily accepted. By that time we were running our business with the support of local agent. But when it was known that we were also going to be supported by the Japanese Government, we were now getting more trusted by the local people which eventually accelerate our business. Our pilot project was executed by the name of 'Primary School Based Community Water Treatment Plant'.









[Specificaitons]

- Efficiency: 1,000 Liter/Hour
- Intake System of Source Water: To intake water by the pump driven with electric generator.
- Flocculation Treatment System: Manually adding the water treatment powder PG α 21Ca in the source water and then stirring manually.
 - Outlets (taps) of Treated Pure Water: 4
- Ultraviolet Device for sterilization

We want the children understand the importance of water by supplying them with safe water. This Plant is run under the supervision of the 'School Managing Committee'. And, a business model for selling the water even outside the catchment area of the school is also under consideration.

The data obtained from this Pilot Project under the METI may also be helpful references for launching BOP business in the other countries of the world. Supply of safe drinkable water is possible only on the expenses of the consumers while requiring no financial liabilities of the government. Even profit can be made after deducting the plant cost, water treatment agent cost, running cost and staff salaries if this WHO standard water is sold at the rate of ¥4/10L.

The results of the Support Program of the METI that must be noted are:

- ① It was very difficult for a medium size company like us to get the recognition etc of the local government but now it has become easy to get the support of the local government through this project of the METI.
- ② Our company gained high credibility through the seminars held at Barguna, Chittagong and Dhaka. These seminars arranged by AOTS were mainly attended by the local influential people, concerned government officials and Water Business concerned people.



AOTS Seminar (Chittagong)



AOTS Seminar (Chittagong)

300 head masters of local primary, junior high and high schools attended the seminar held at Barguna. Most of the head masters who attended the seminar sent us request letters for installing water plants at their respective schools while appreciating our technology and the concept.



Scenario of the Seminar attended by the local Head Masters.



Head Masters visiting the Water Plant

Business Profit Specification of a 20MT/Day Water Plant (WHO Standard Water Quality)

Income © ¥7,700.00/Day in case of delivering water to 1,500 households (once in every 3 days)

Expenses Daily Expenes Total ¥7,056.00

Every Day Depreciation of Plant (Depreciation in 5 years at the rate of 15% annual interest) ¥ 536.00 Water Treatment Agent ¥2,400.00 Staff Salaries (operators, Poly-Gau Ladies and Delivery Boys) Total ¥3,520 Fuel and Maintenance Cost ¥600.00 1,500 households/6,000 people can be provided with safe drinkable water by each water treatment plant. Employment of at least 16 people including 6 ladies may be created in every plant.

- Installation of water treatment plants at 181 schools in the district of Barguna is under plan. If this plan is implemented, a lot of employment will be created together. And. that will be true Win-Win-Win Business.
- * Worlds BOP Business Content



Seminar in Japan attended by the water specialist from Bangladesh

A 10 Days Training Program was conducted in Japan for water related specialists from Bangladesh. Trainees were telling that they will optimally apply their knowledge gained from the Advanced Technology in Japan.

Japan Visit of the Poly-Glu Ladies

Poly-Glu Ladies and the manger also visited Japan to attend a training program. During their Japan visit, they also made courtesy visit to the Chairman of Osaka Chamber of Commerce, attended international exchange program with the local Japanese students, reported on their daily lives and business activities at the seminars held in Tokyo and Osaka and did model demonstration as Poly-Glu Lady.



Courtesy Visit to the Osaka Chamber of Commerce

Comments of the Poly-Glu Lady 'Nilufar' in the Magazine 'AERA'

Until now, we could not even dream. But, after my visit to Japan, I have got the dream that 'If I could make my country Bangladesh as beautiful as Japan. And, for implementing of this dream, I want to apply and tell others my knowledge obtained in Japan.'



Model Sales Demonstration by the Poly-Glu Ladies at the Seminar

③ Test results of our purified water at different recognized institutions in Bangladesh

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We distributed water to the students to drink at school as well as at their homes. But, as it was difficult for the students to carry water to their home along with their texts etc, we arranged for delivering water to their home by our staff. In fact, this delivery system was introduced according to the proposal made by the local people for the first time.



Delivery of Purified Water



(5) Selling Water Outside School Community from 2011

The proposal of selling water to the people outside of school catchment area was also approved instantly. For the school community the price is ¥4/10Liter while it ¥5/10Liter for the people outside of school community. Through this system, an Water Plant of 15MT/Day can even bring profit to the school after paying back the installment expenses at the rate of 15% interest in a 3 years plan and maintaining running cost of the plant including staff salaries. Our present plant of 10MT/Day is soon going to be on a profit track. By the way, selling of our water to local restaurants, hotel, small shops and drug stores has also started. These all have been done as per the proposal from the local staffs.



Our water on sale at a small store

Our water on sale at a drug store

It might be thought that Poly-Glu Ladies may loose their job of selling our water treatment agent door to door. But, they are now doing marketing activities and collecting money from the customers. We think that Poly-Glu Lady can help market research of some other products from Japan.

So, entrepreneurs interested to make market research through our Ploy-Glu ladies are requested to contact to "into@poly-glu.com".



Commemorative Photo of Poly-Glu Ladies during their training in September 2010



Japanese media men visited Bangladesh and covered our activities.

Documentary Film 'GAIA NO YOAKE' by TV Tokyo June 2008 Year End Special Documentary 'GAIA NO YOAKE' by TV Tokyo Year End Special Documentary 'GAIA NO YOAKE' by TV Tokyo r 2008 December 2009 2010 Business Report "World Business Satellite" by TV Tokyo uary ss Report "Moming Satellite" by TV Tokyo March 2010 Busin 2010 *Sekai Wa Ima (Current World) by JETRO Global Eve dai by NHW Wo Close Up Ge Dece r 2010 2011 Wake UP Plus by Nihon TV mber 2011 GREEN STYLE JAPAN by NHK WORLD

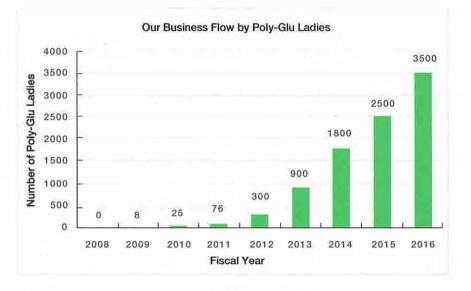


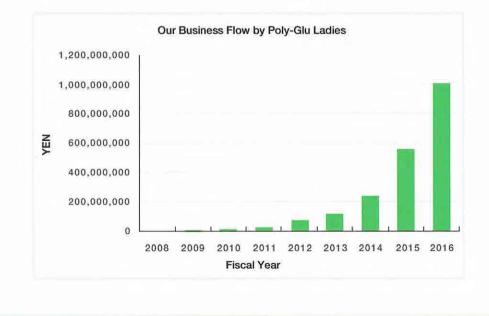
Our Future Plan

In Bangladesh, except our business in Barguna through a local agent, we have already formed a local company to expand our business throughout the country.

We have also started extensive research on the basis of the data already obtained at Barguna for expanding our business throughout the country.

[Our Achievements and our Expectations]





Conclusion

Our business in Bangladesh is growing out of our imagination. Local company has already been established keeping the head office in the capital city of Dhaka.

So, it is a beginning of the challenge of the business turn over of 1 billion Yen per year after 5 years. Our company has been able to reach at today's position only because of the support of the METI. Particularly, Investment Facilitation Program in cooperation with AOTS helped a lot for our success.

This one year program has accelerated our business to such degree

that could not be achieved even in 3 years. Our company in the foreign country is being popular with the support of JICA, JETRO, AOTS etc. So, we can say it is the result of ALL JAPAN EFFORTS. Though failed repeatedly in the previous years, a very bright possibility of success is about to come as the local people and the local government are now sincerely cooperating with us. For success of BOP business, ALL Japan Efforts and Local Understanding & Supports are must.

With this view, we get 100 Students of the International Volunteer University Association to join a Program namely 'Mission Clean Dhaka' along with the other 100 students from the University of Dhaka. In this program, students from both the countries worked together while sweating them and making mutual understanding. Local media also covered their activities quite enthusiastically.

The result of this program was out of imagination. Students of both countries are still contacting with each other for betterment of their respective countries.



Big success comes only when the investing company gets support from government and society of the target country. We received cooperation from the Chief Representative of JICA Bangladesh, Ambassador of Japan to Bangladesh and the Vice Chancellor of Dhaka University.









Scenario of cleaning activities by the students of both the countries at a local park in Dhaka



Students of Japan and Bangladesh reluctant to leave each other

Lecture at a Symposium



Scenario of Pond Purifying Operation by Nippon Poly-Glu

Like 'teaching how to fish rather than giving a fish', we prefer the WIN-WIN-WIN Business rathr than giving temporary aid for eradicating poverty from this world. Believing in 'Quick start though in a small scale', we have already dispatched our young staffs to India in April, to Kenya in August and to Uganda in September for Feasibility Study of our BOP business. Dispatching of Staffs also to Philippines, Pakistan and Peru in this year is under consideration. We do not think that the same process that brought our success in Bangladesh will be applicable in the other countries. But, one thing can be confidently mentioned that BOP business must succeed at last despite repeated failure in the beginning. We could learn 'Success is as near as quick start'.

I want the Japanese other business enterprises jump into this market of 4 billion consumers as soon as possible. I believe that the future of Japan lies in gaining of the BOP Market.

Safe Drinkable Water for All the World's People

Dr. Kanetoshi Oda Chairman and CEO Nippon Poly-Glu Co., Ltd.





アフリカ諸国の外交団へのメッセージ 私達の水事業を支持してください。

A Request to the Diplomats of the African Countries for Support for Our Water Program

Oct 14 2011

Dr. Kanetoshi Oda Chairman & CEO, Nippon Poly-Glu Co., Ltd

"Safe Drinkable Water for All" それが、私達の夢です。 2011年バングラデシュでの「経済産業省(METI)」との実証事業で、この夢が 実現出来ることが公に証明されました。WHOの飲料水基準をクリアした安全で おいしい水を供給できる装置が完成しました。無料ではありませんが誰にでも払える 低価格で供給が可能です。

Our dream is "Safe Drinkable Water for All" . It has been proved through the Pilot Program of the Ministry of Economy, Trade & Industry (METI) that the implementation of this DREAM is possible. The water provided during this pilot project was of WHO standard. Though not free of cost, a nominal price has been fixed to be easily purchased by any one.



装置から供給される安全な水を1日10L 配達し、一軒 あたり1ヶ月の負担はUS\$1.5になります。この価格は、 浄水装置、発電機、予備品、浄化剤などの減価償却費、 浄水、燃料、配達販売等に従事する職員の給料、税金 など全ての経費を含んでいます。 標準型で1500世帯 約6000人に安全な水を供給することが出来ます。

Monthly expense for water is only US\$1.5 at the rate of 10L/Day. All the expenses like maintenance cost, labor cost, gasoline cost etc are included in this price. A standard plant can supply safe water to 1,500 households/6,000 people.

装置の製造は貴方の国の企業と提携するか、私達が工場 を建設します。この価格で現地の管理者には"30%の 利益"が得られます。この利益を"買えない貧困層"に 無料で与えることも私達の次の夢です。他にも良いことが あります。標準の1装置で雇用を20名~30名創出する ことが出来ます。貴方の国で1000の装置が普及すれば 30000人の雇用が生まれます。

Plant can be built up either by the local company or by our company directly. Local management can earn 30% profit from this price. Our dream is to use this profit for the people who have no ability to purchase. There also many other good things. For example, employment of 20⁻ 30 people will become possible in every plant. If 1,000 plants are set up in your country, employment of 30,000 people would be possible.





METI の実証実験の装置 Plant of METI Pilot Project



量産タイプ (High Volume Production) 90% cost reduction possible by local production

世界の水問題の解決は急がねばなりません。

私達の技術があれば、貴方の国の政府負担は不要です。 "水は高くつくのだ、誰かの援助が必要だ"との考えは 今日から捨ててください。

貴方の国が独自に解決できる問題です。

World water problem requires an urgent solution. Your government will not have to bear any financial burden if our technology and concept is adopted. Let us give up the attitude that water is expensive or support is necessary for water. It is a problem that can easily be solved by your country alone.

私達の会社は小さくて、すぐに多くの国に進出する事は出来ません。

しかし、急ぎたい気持ちから "Small But Quick Start をモットーにケニアとウガンダには半年前から準備の ために優秀な若者を駐在させています。私も、12月にはアフリカに行きます。私達の技術を信頼して、 夢の実現に協力して下さる国には優先的に駆け付けます。 貴方の国の専門家をご紹介下さい。 Our company is too small to solve the whole world's problem immediately.But, as I want to do it as soon as possible, I have started with the motto of "Small But Quick Start" and have already dispatched young staffs to Uganda and Kenya. I will also visit Africa in December. I believe that people of those countries will trust my technology and help me implement my DREAM.





配達人の様子 Water Boys delivering water

※1装置、1日あたり5トン~500トンまで

水の販売価格はほとんど変わりません。 There will be very little change of selling price of water according to the efficiency of the plants ranging from 5MT to 500MT.



ポリグルレデイの販売風景 Poly-Glu Ladies are selling



きれいな水で喜ぶ人たち People happy with clean water



Nippon Poly-Glu Co.,Ltd. Contact us : info@poly-glu.com

Policy Dialogue on Climate Change in Africa 2011

Toward the Green Growth in Africa by inclusive cooperation between multiple stakeholders

Food for Thought on Rural Electrification (For Building Better Adaptation Capacity)

October 31, 2011

Takeshi Sagawa Emerging Countries Group Global Business Planning Dept Toyota Tsusho Corp.

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1. Introduction of TTC, Toyota Tsusho Corp. - A Toyota Motors group company Activities in Africa

- (1) Vehicle Distribution (more than 2,000 people employed)
 Angola, Kenya, Malawi, Mauritius, Uganda, Zambia, Zimbabwe
 <in charge of export, working with respective national distributors>
 Burundi, Comoros, Djibouti, Eritrea, Ethiopia, Liberia, Madagascar, Mauritania,
 Mozambique, Rwanda, Seychelles, Sierra Leone, Somalia, Sudan, Tanzania, Tunisia
- (2) Vehicle Production Support South Africa
- (3) General Trading & Investment
 Infrastructure: Power Generation, Port Projects
 Equipment: Construction Machinery, Agricultural Machinery
- (4) ODA related Rural Electrification (+Medical), Rural Water Supply, REDD+



(*) Toyota Motors group working for improvement of fuel efficiency in transport sector e.g. PRIUS: Hybrid Vehicle (+ Plug-in HV); Hybrid SUVs, buses, trucks





PRIUS Fuel Efficiency: 38km/litre (according to a method designated by MILT)

- 2. Rural Electrification
- (1) Discussions in International Arena and Lessons Learned

UN declared 2012 the International Year of Sustainable Energy for All targeting universal modern energy access by 2030

Various international organisations issuing reports on experiences and ideas

Lessons Learned

- Monthly kerosene purchase: typically USD3-10/family
- Connection Cost: requires financing
- Community based development sometimes necessary
- Capacity Building for all chains of project, possibly including areas for utilisation of power for economic activities
- Basin habitation areas not suitable for wind power generation
- Hydro power least cost option where available
- Example of failure exists for non-payment or non-performance of maintenance

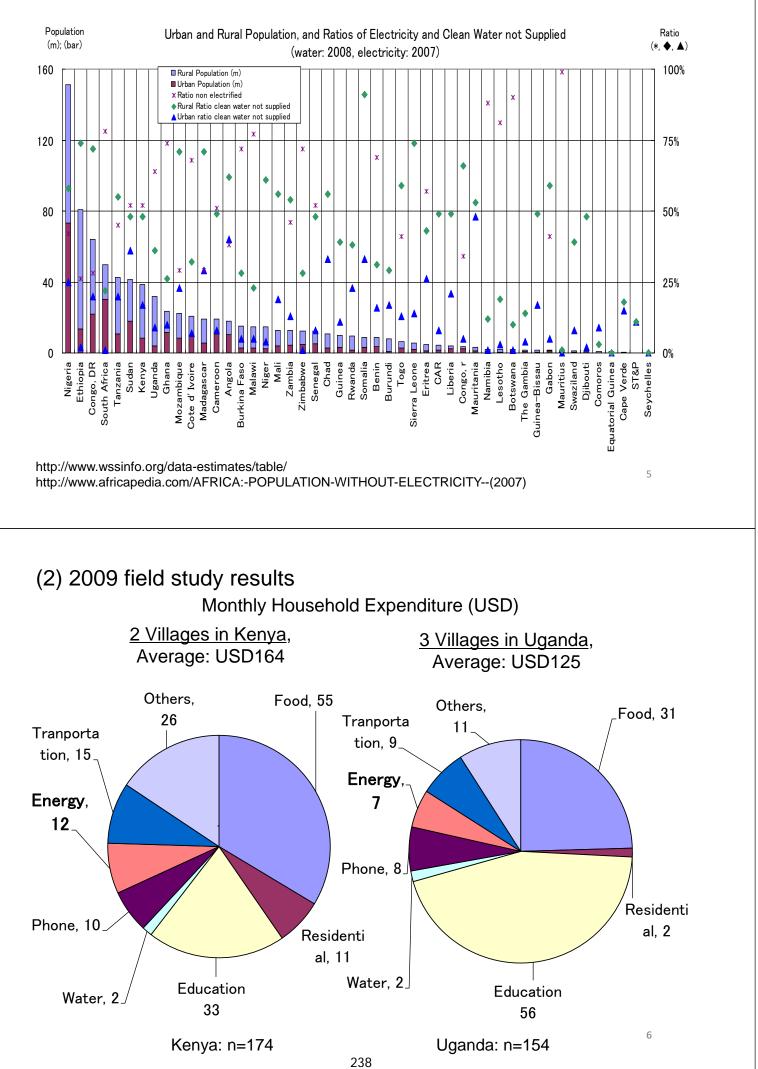


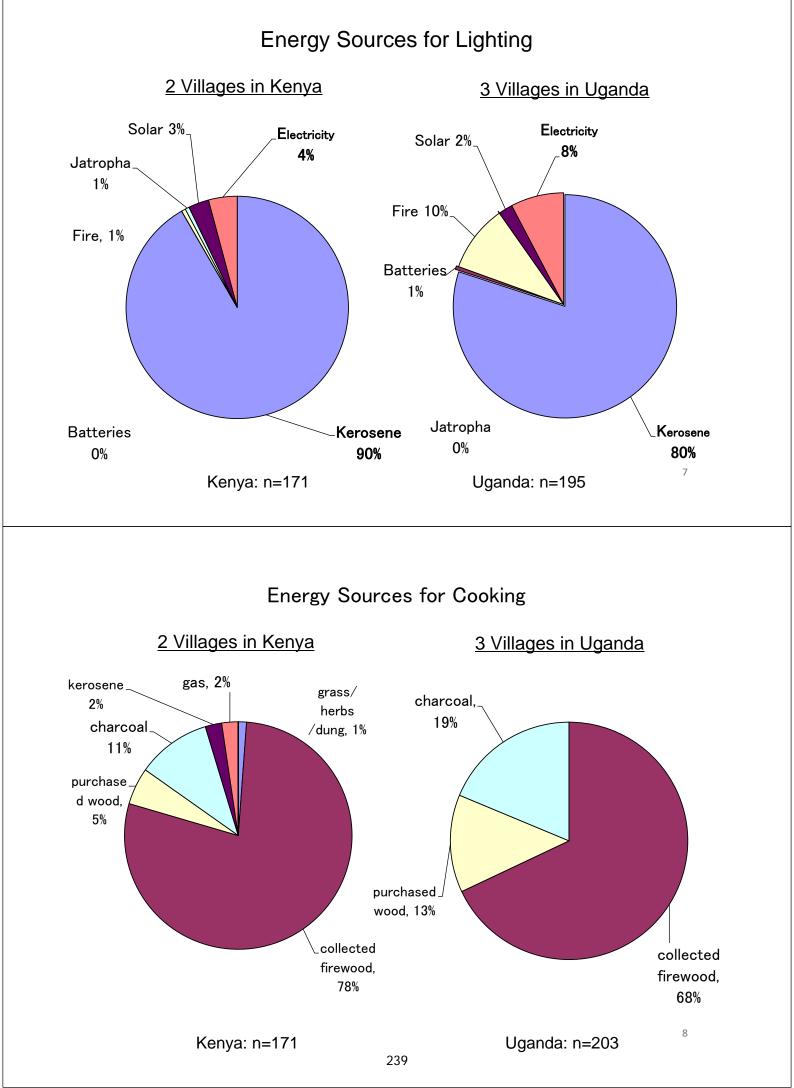




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添付 9. 発表資料【対話2】-5

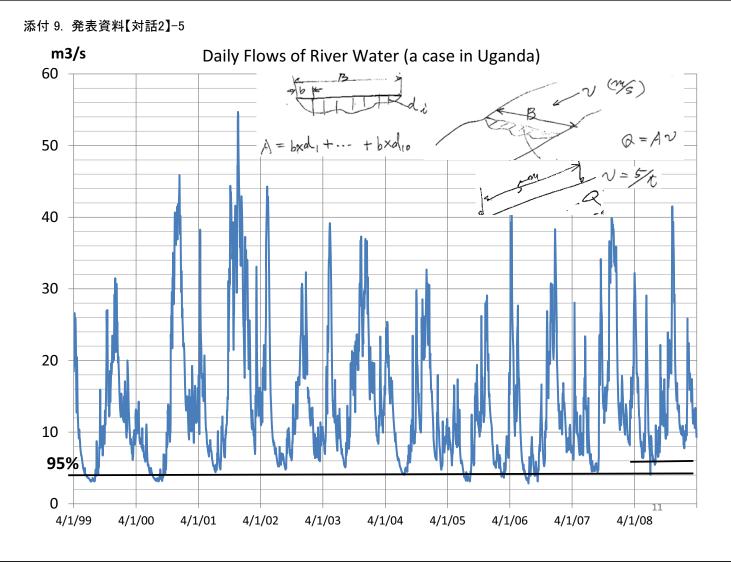




添付 9. 発表資料【 (2) Micro		– a	1kV	V ca	apa	citv	cas	se s	tud	V			0			
Output (Watt) 1,200 1,000	Output C		,000W (- -	US¢, 500 - 400 -			f Powe			Aicro Wind	Turbine	*	1	T
800 600 400 200 0	· · · • · • · • · •				- - - 1	300 - 200 - 100 - 0 -		6 7		1 1	n repaid				Solar (100	N)
1	2 3 4 5 6 Wind Speed				i		45 W			rs/secon		15				5m
<u>Wind Speed</u> Output	<u>m∕s</u> Watt	<u>1</u> 1	<u>2</u> 5	<u>3</u> 15	<u>4</u> 45	<u>5</u> 80	<u>6</u> 120	<u>7</u> 180	<u>8</u> 255	<u>9</u> 325	<u>10</u> 415	<u>11</u> 520	<u>12</u> 660	<u>13</u>	Contro14	<u>15</u> 1.200
Plant Load Factor # h'holds @ 100W	% #	0% 1	1% 1	2% 1	5% 1	8% 1	12% 1	18% 2	26% 3	33% 3	42% 4	52% 5	66% 7	80%	100% 10	120% 12
Generation Cost of Power	kWh∕y	9	44	131	394	701	1,051	1,577	2,234	2,847	3,635	4,555	5,782	7.008	8,760	10,512
(until Ioan repaid)	US¢/kWh	18,700	3,740	1,247	416	234	156	104	73	58	45	36	28	23	19	16
(after loan repaid)	US¢/kWh	4,395	879	293	98	55	37	24	17	14	11	8	7	5	4	4
Monthly Payment		<u>Yr 1</u>	<u>Yr 2</u>	<u>Yr 3</u>	<u>Yr 4</u>	<u>Yr 5</u>	<u>Yr 6</u>	<u>Yr 7</u>	<u>Yr 8</u>	<u>Yr 9</u>	<u>Yr 10</u>		<u>Yr 12</u>	<u>Yr 13</u>	<u>Yr 14</u>	<u>Yr 15</u>
By 1 family Divided by 3	USD USD	137 46	137 46	137 46	137 46	137 46	137 46	137 46	137 46	137 46	137 46	32 11	32 11	32 11	32 11	32 11
Up front cost Loan term Interest Rate	USD <mark>10Yrs</mark> 10%	7,700	FOB A	sia	an	d used	d by ot	her fa	milies	for a d	<u>hours</u> cost. turbine					
<u>Year</u> Initial Balance		<u>1</u> 7,700	<u>2</u> 7,217	<u>3</u> 6,685	<u>4</u> 6,101	<u>5</u> 5,458	<u>6</u> 4,750	<u>7</u> 3,972	<u>8</u> 3,116	<u>9</u> 2,175	<u>10</u> 1,139	<u>11</u> 0	<u>12</u> 0	<u>13</u> 0	<u>14</u> 0	<u>15</u> 0
Repayment Ending Balance Interest		483 7,217 770	531 6,685 722	585 6,101 669	643 5,458 610	707 4,750 546	778 3,972 475	856 3,116 397	942 2,175 312	1,036 1,139 217	1,139 0 114	0 0 0	0 0 0	0 0 0	0 0 0	0 0 0
Debt Service O&M Cash Out	5%	1,253 385 1,638	1,253 385 1,638	1,253 385 1,638	1,253 385 1,638	1,253 385 1,638	1,253 385 1,638	1,253 385 1,638	1,253 385 1,638	1,253 385 1,638	1,253 385 1,638	0 385 385	0 385 385	0 385 385	0 385 385	0 385 385

(3) Micro Hydro

Formula: where:	$\begin{array}{l} kW = 9.8 \ x \ 0.8 \ x \ 0.9 \ x \ Q \ (m3/s) \ x \ H \ (m) \ \doteqdot \ 7 \ x \ Q \ x \ H \\ 0.8: turbine efficiency (an assumption) \\ 0.9: generator efficiency (an assumption) \\ Q \ (m3/s): water flows in cubic meters per second \\ H \ (m): effective height (intake - turbine) in meters \end{array}$	
(per k	l capital expenditure, big W, micro can cost far more than mega scale) bility of Water Flows: seasonal, cyclical, CC	
e.g.	provide energy for economic development, businesses, value addition, income earning conomic resilience could improve adaptability to CC serve remote areas not connectable with grid long time remove instability by designing capacity with min. flows reduce cost (initial capex, opex) standardisation and non-conventional ideas focusing on specific sizes like 10/20/30kW; PVC pipes, not steel; ot turbines/generators but pumps/motors; se of rocks not concrete for easy maintenance	



Cost Estimation of Micro Hydro Electric Power

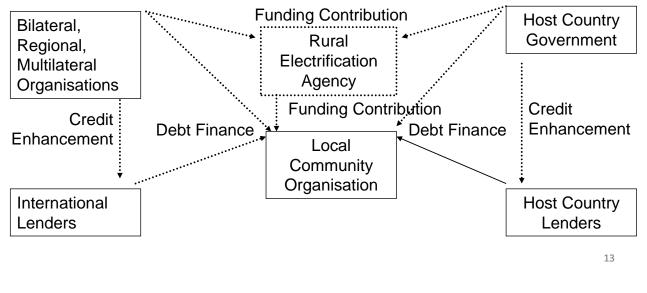
<u>20</u>
83
3
80
2
<u>20</u>
0
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t

- monthly payment for the capacity of 100W
- kWh cost of power

USD2.1 US¢3

US¢13

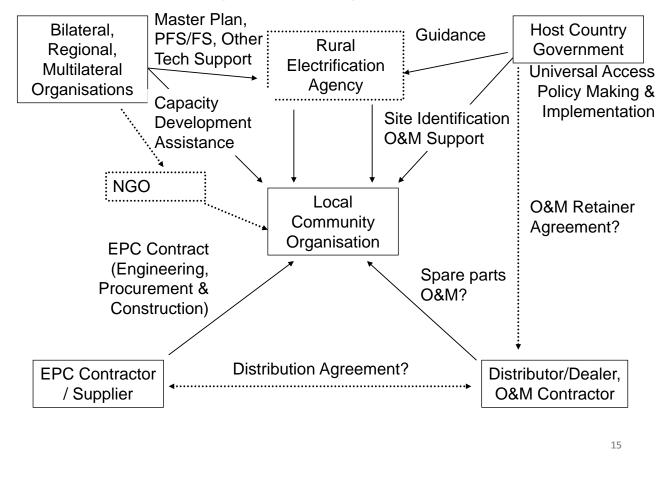
- (4) Financial & Development Conceptual Framework
- (a) Funding Choices
 - Grant, Equity, Soft Loans, Commercial Loans, Adaptation Funds
 - * With limited resources for acceleration of electrification:
 - debt finance should play a role with longer-term, low interest rate loan;
 - monetary contributions and credit enhancement from public sectors may be combined to alleviate the burden of payment;



(b) Implementation Body

Public, Local Community, Consortium, Pure Private Support by public sector (possibly via contractors):

- e.g. site identification, distribution line, inspection/maintenance
 * Local community may have to be an implementation body, if private and government can not be involved as such a party;
- * <u>Capacity development</u> seems absolutely necessary in every aspect of project development and also ulitisation part;
- * <u>Inspection/maintenance</u> cost can decline with proliferation of standardised micro hydro stations (economies of scale; as in Asia and Latin America)
- * Public facilities may be first priority, and charging station can also be set up as well as productive/value addition centre like UNIDO's Energy Kiosk



An Example of Development Framework

(Credits and References)

(1) Credits

Mr. R. Sudo, ex-Chairman, Tanaka Suiryoku (a god of small hydro) Mr. K. OTAKI, MD, Proact International (ex-METI engineering consultant) Mr. G. KANO, International Consulting Group, Tokyo Electric Power Co. Ms. K. Nasu, A-Wing International (Micro wind turbine manufacture)

(2) References

(a) IEA, Energy for All, Financing Access for the Poor, October, 2011(b) ARE, Rural Electrification with Renewable Technologies, Quality Standards and Business Models, June 2011

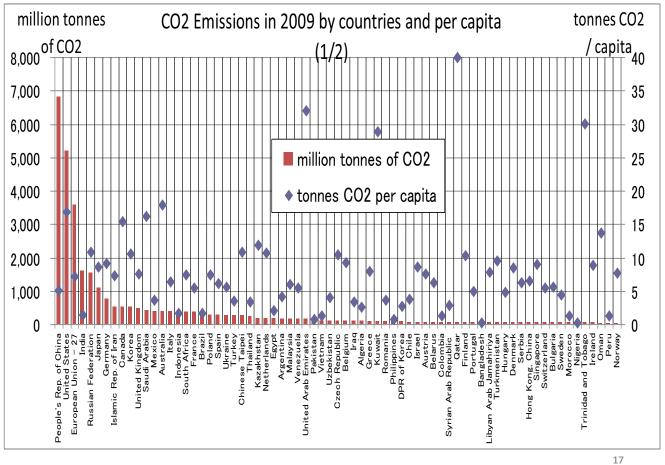
(c) ARE, Hybrid Mini - Grid for Rural Electrification: Lessons Learned, March 2011

(d) UNDP, Bringing Small - Scale Finance to the Poor for Modern Energy Services: What is the Role of Government?, August 2009

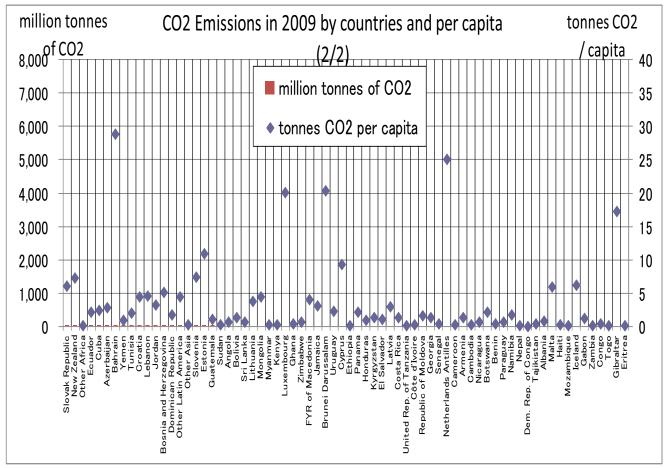
(*) ARE: Alliance for Rural Electrification IEA: International Energy Agency

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http://www.iea.org/co2highlights/





Policy Dialogue on Climate Change in Africa October 31 – November 2, 2011 Session 1: Toward the Green Growth in Africa by Inclusive Cooperation between Multiple Stakeholders

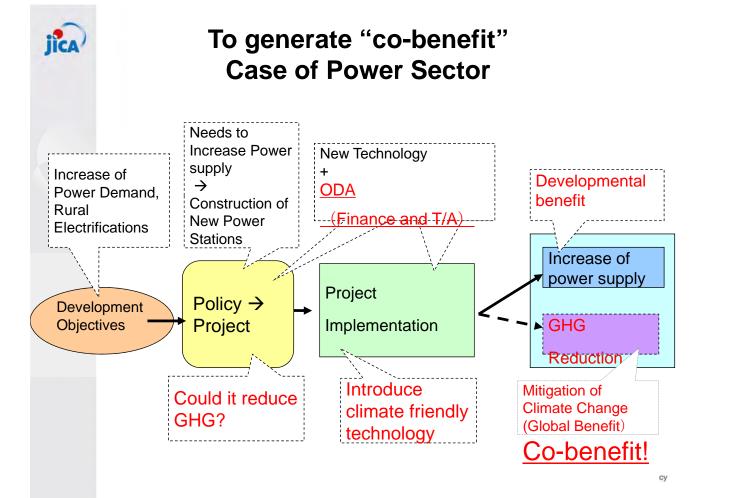
JICA's operation responding to Climate Change

Approach and Priority against Climate Change

October 31, 2011

Masayuki KARASAWA (Mr.) Director, Office for Climate Change JICA Global Environment Department

国際協力機構



jica

Toward Resilient Development Strategy

Reducing Vulnerabilities

Measures to mitigate vulnerabilities: present-day environmental and social stresses

Close relationship with existent development programmes

- Water supply and management
- ◆ Agricultural diversification
- Livelihood diversification
- Other basic development needs such as MDGs

Enhancing Disaster Preparedness

Need to adapt to <u>multiple climate</u> <u>risks</u> such as flood, drought, storm, etc.

Climate change will likely increase the trends of extreme weather events

Structural measures

-Infrastructure and 'hard' engineering options

Non-structural measures

-Early warning systems and other 'soft' adjustments such as land use planning

-Promotion of preventive measures by 'risk communication'

JICA

Challenges for Resilient Development in Africa

Toward Resilient Agriculture





'Sub-Saharan Africa has a large untapped potential for irrigation' (WDR, 2008) Only 4 percent of the total cultivated area is under irrigation,

With a mere 4 million hectares added in the last 40 years, far less than in any other region



-Potentially very vulnerable to climate change and variability, food security could be threatened ex: drought

A Contraction of the local sector	961-65 = 100)
260	2001-04
-	2001-04
220	
180 *	Asia
tou	
140	Africa2001-04
	2001-04
100	
100	140 180 220 2
	Arna (196165 = 100)

Asian Green Revolution is also called 'Seed-Fertilizer Revolution'.

Development and diffusion of a series of fertilizer-responsive, short maturing, non-photoperiod sensitive, high-yielding modern varieties (MVs)

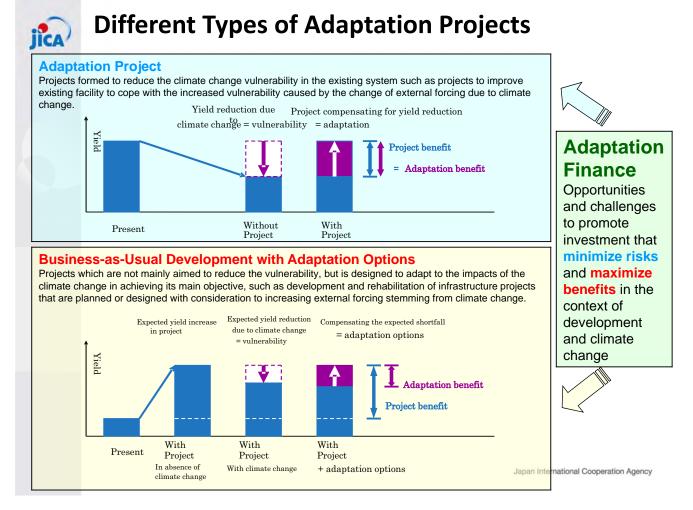


Challenges

- Expansion of irrigated fields
- Realization of higher agricultural productivity
- Development of value chain and marketing
- Agricultural diversification for minimizing risks

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添付10. 発表資料【対話2】-6





Full Use of Local Resources Renewable Energy towards a Low-carbon Community



Basic Training for Introduction of Solar Power

Introducing new technologies to administrative officials and engineers from developing countries through training in Japan

Geothermal

Kenya: Olkaria 1 Unit 4 and 5 Geothermal Power Project
Expanding the existing Olkaria 1 geothermal power plant by installation of power generator units 4 and 5, 140MW in total in Rift Valley province of Kenya



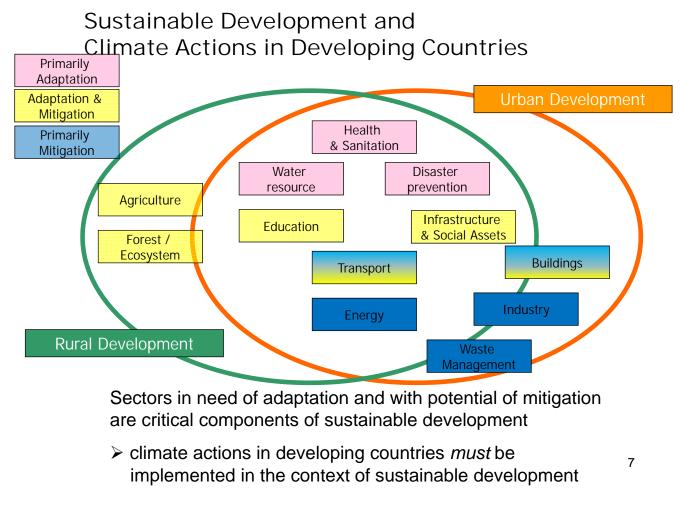
Egypt: Gulf of El Zayt Wind Power Plant Project

 Constructing 220MW wind power plant contributing to achieve the Egyptian target to derive 12% of its total electricity generation from wind power by 2020

Integrating various modes of assistance for effective introduction of renewable energy

- Preparation of roadmap and action plan to promote renewable energy at national level
- Establishing standards, institutions and policies related to renewable energy
- Capacity building
- Financing tangible renewable energy projects





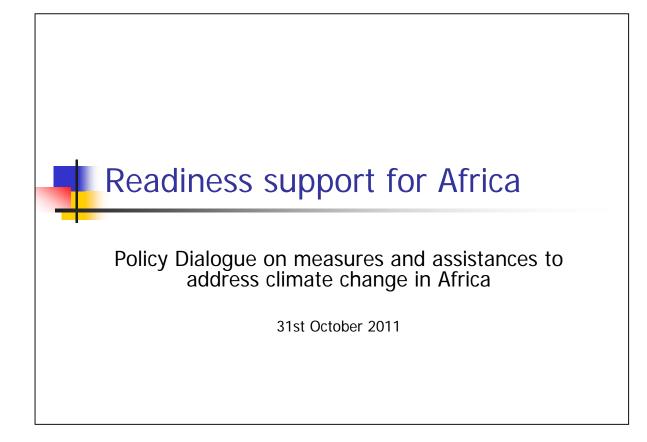
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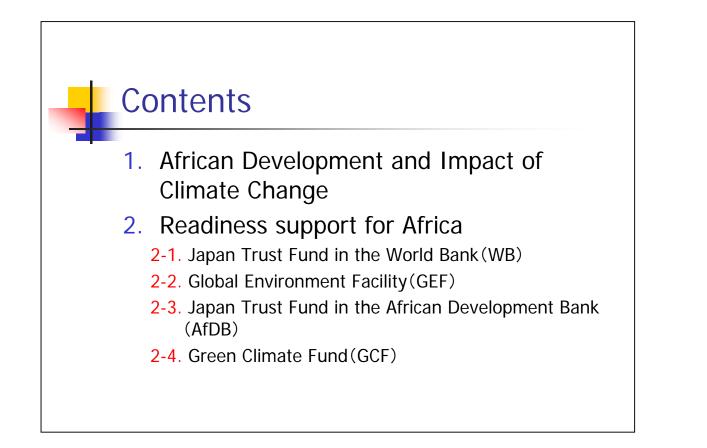
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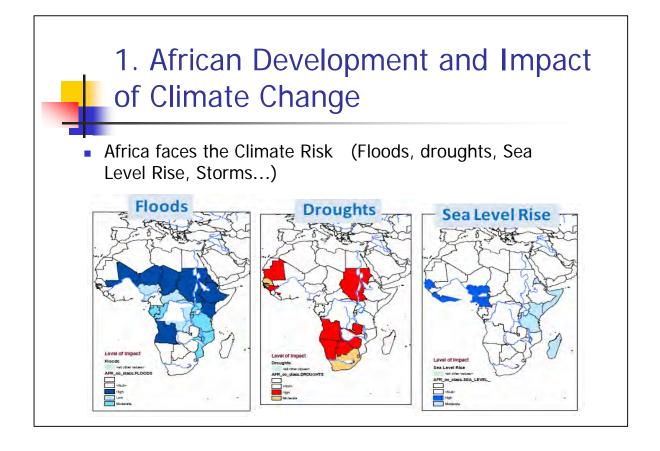
JICA

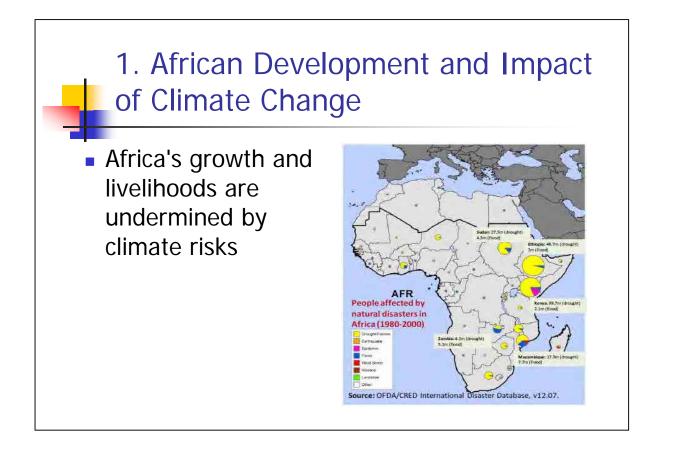
Masayuki KARASAWA(Mr.) Director, Office for Climate Change Global Environment Department Japan International Cooperation Agency (JICA)

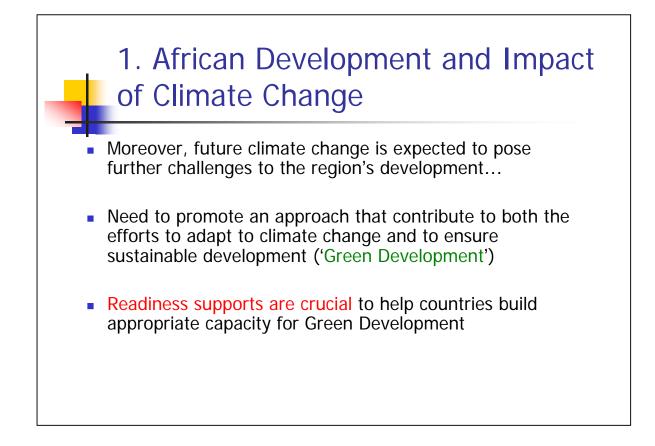
E-mail: <u>gegoc@jica.go.jp</u> TEL: +81-3-5218-8470



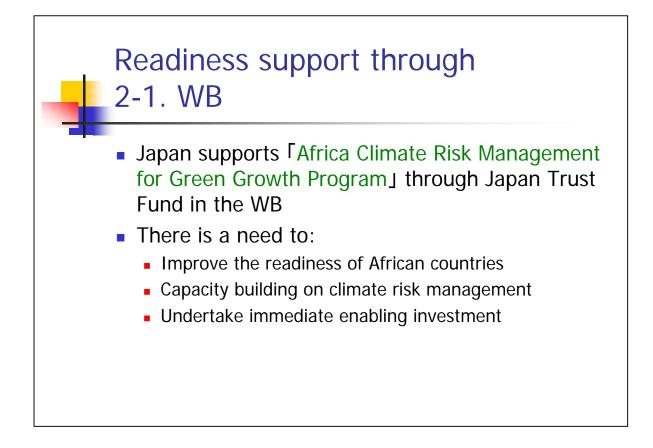


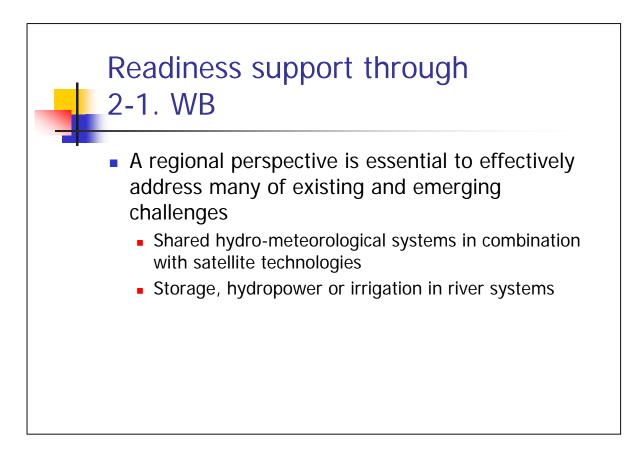


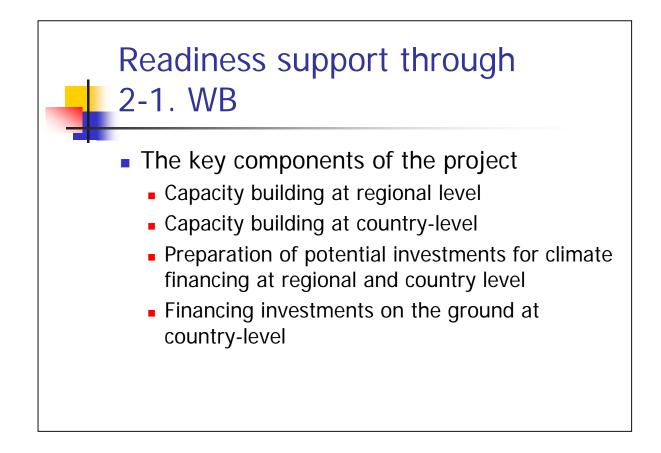


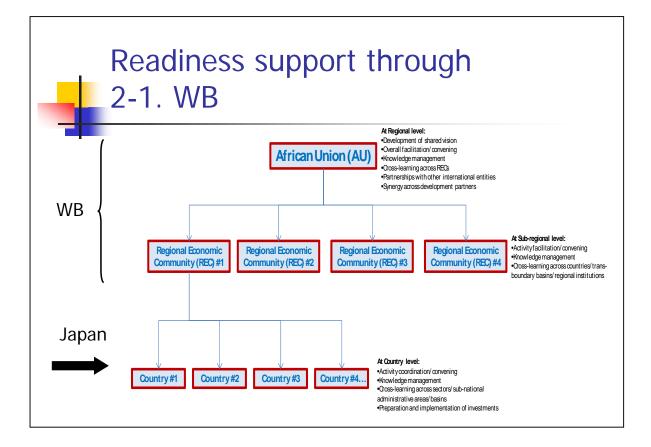


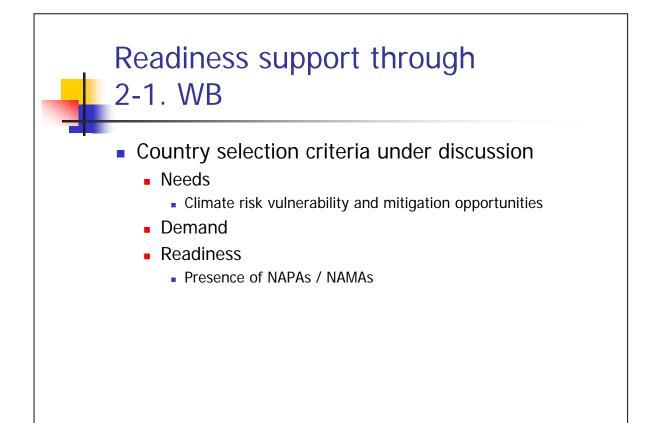




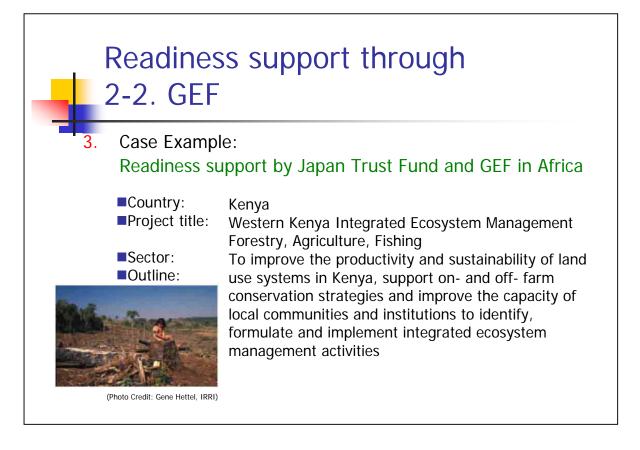


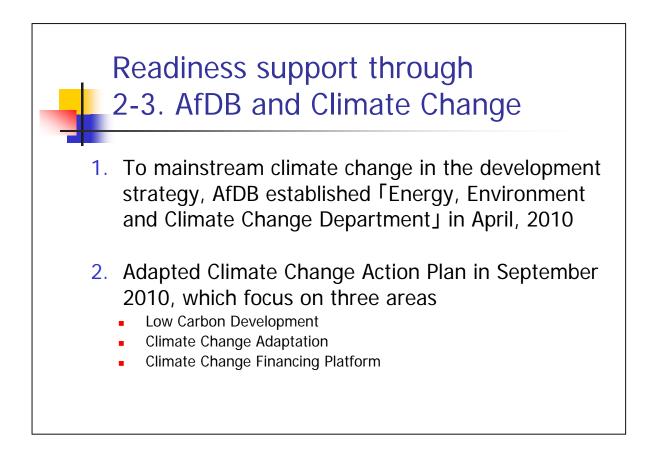


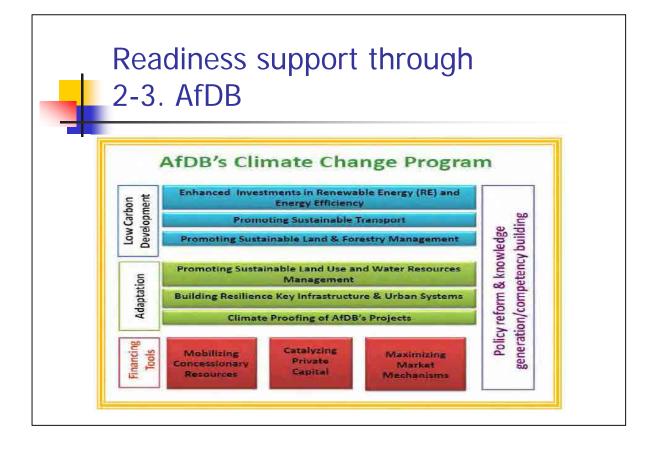


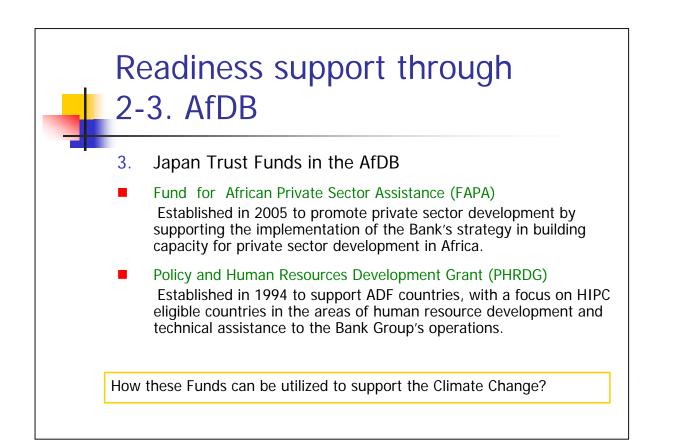










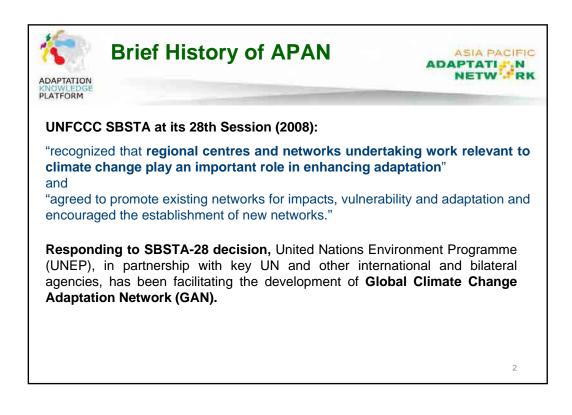


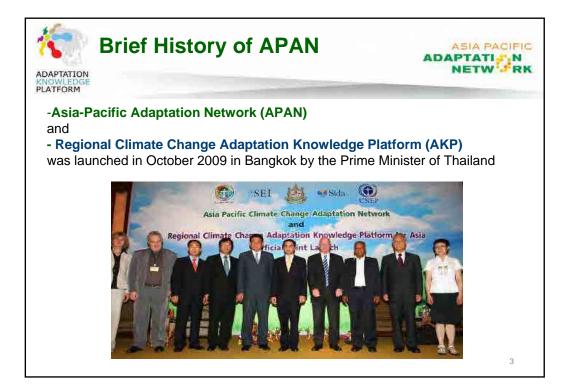


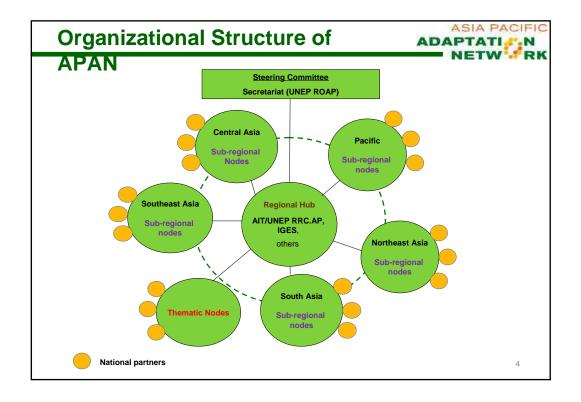






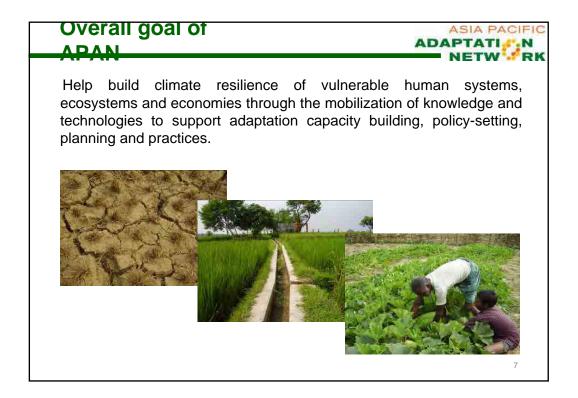


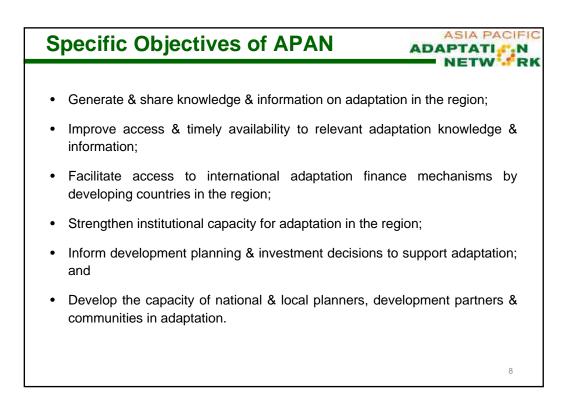


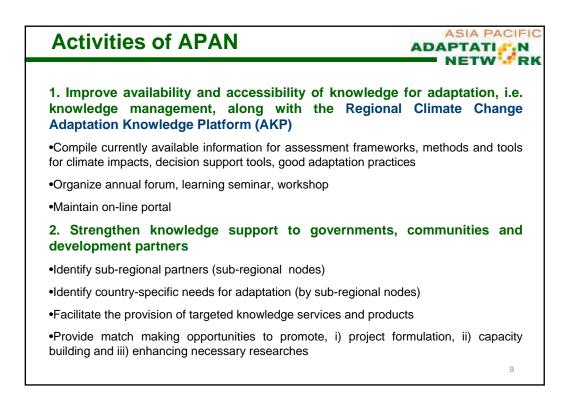


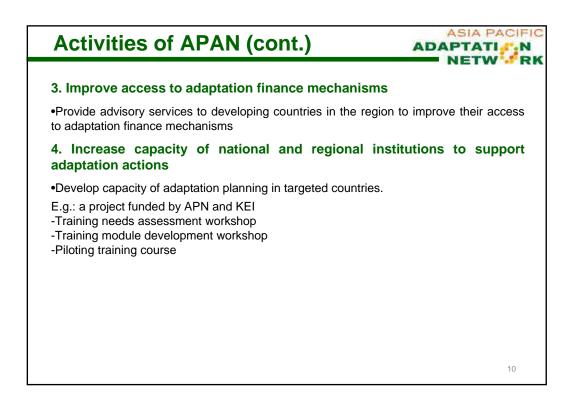
APAN – Sub regional No		
Organisation	Sub Region	
Keio University	NEA	
Climate Action Network South Asia @ Bangladesh Centre for Advanced Studies	SA	
CLEI-Local Governments for Sustainability, Southeast Asia	SEA	
Central Asia Regional Economic Cooperation (CAREC)	Central Asia	
SPREP	Pacific	

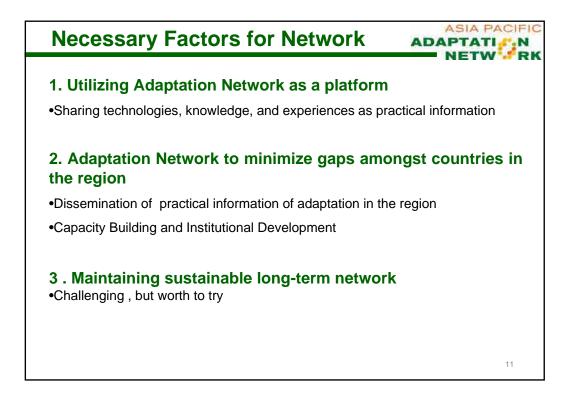
OrganisationThematic AreaGlobal Water Partnership (GWP), South AsiaWaterInternational Centre for Integrated Mountain Development (ICIMOD)Mountains	Global Water Partnership (GWP), South Asia Water International Centre for Integrated Mountain Mountains Southeast Asian Regional Center for Graduate Agriculture	APAN – Thematic Node	S ADAPT	1.6
International Centre for Integrated Mountain	International Centre for Integrated Mountain Development (ICIMOD) Southeast Asian Regional Center for Graduate	Organisation	Thematic Area	
	Development (ICIMOD) Southeast Asian Regional Center for Graduate	Global Water Partnership (GWP), South Asia	Water	
			Mountains	
Southeast Asian Regional Center for Graduate Agriculture Study and Research in Agriculture (SEARCA)			Agriculture	











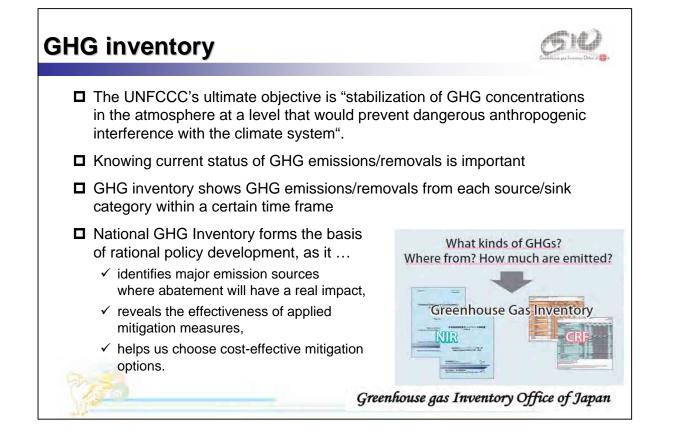


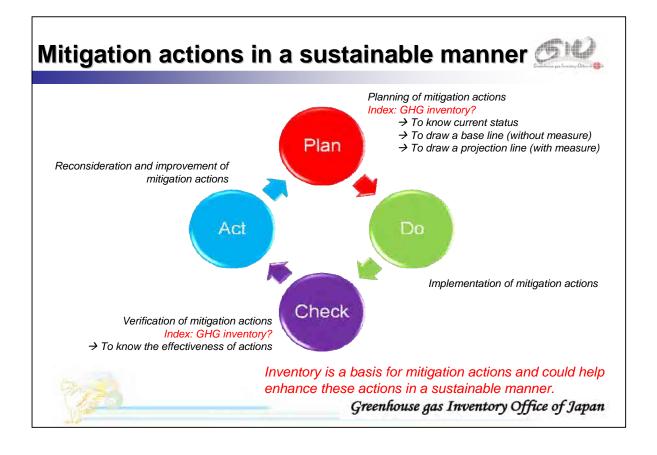


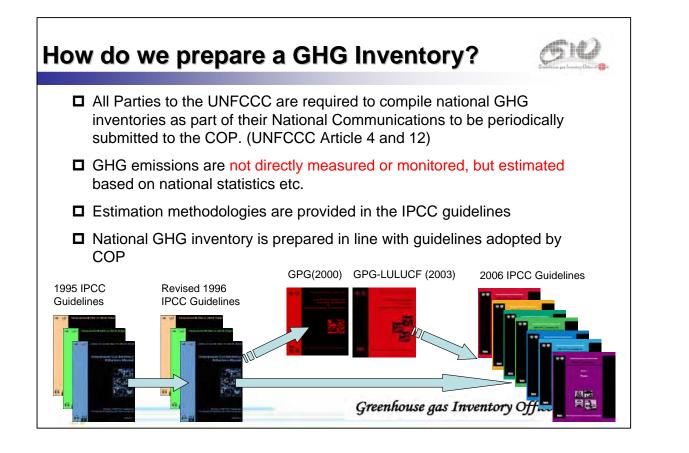
Greenhouse gas Inventory Office of Japan





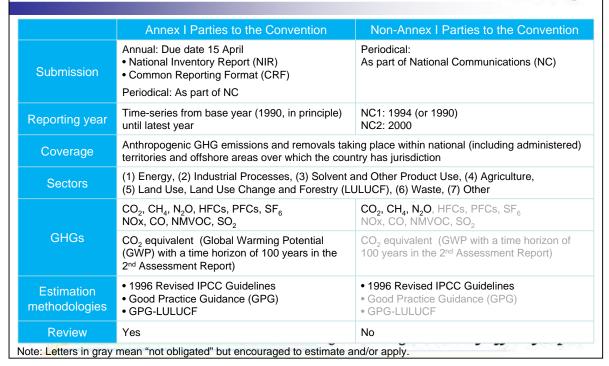


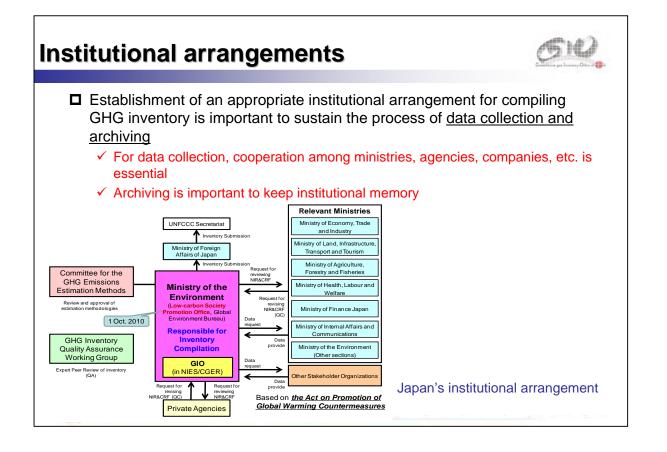




GHGs	and em	ission sect	ors	Ge	eneral estimation method
GHGs Sector	CO2	CH4	N ₂ O	HFGs PFGs SF6	Emission = Activity X Emission X Global Warming Potentia
Energy	Fuel Combustion	Fugitive Emission from Fuels / Fuel Combustion	Fuel Combustion		By Statistics etc. By Research studies By IPCC repor
Industrial Processes	Cement Products / etc.	Chemical Industry	Chemical Industry	Semiconductors / Refrigeration / Solvents	Inventory data can be more accurate, when
Agriculture	-	Enteric Fermentation / Rice Cultivation / Manure Management	Agricultural Soil / Manure Management / etc.		local activity data and emission factors are used.
Waste	Waste Incineration	Solid waste Disposal on land / Waste Water Handling / Waste Incineration	Solid waste Disposal on land / Waste Water Handling / Waste Incineration		\rightarrow Data collection is important

AI & NAI Inventories





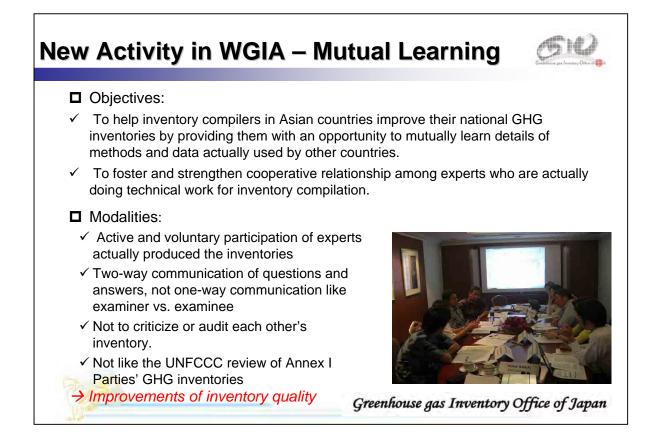


Workshop on GHG Inventories in Asia (WGIA)

Workshop on Greenhouse Gas Inventories in Asia (WGIA)
To support countries in Asia to improve the quality of inventories via regional information exchange
Ministry of the Environment of Japan National Institute for Environmental Studies
Cambodia, China, India, Indonesia, Japan, Republic of Korea, Lao P.D.R., Malaysia, Mongolia, Myanmar, Philippines, Singapore, Thailand, Vietnam (14 countries)
One researcher and one government official from each participating country, UNFCCC Secretariat, IPCC, etc.
Annual workshop since 2003
Ministry of the Environment of Japan Greenhouse gas Inventory Office of Japan



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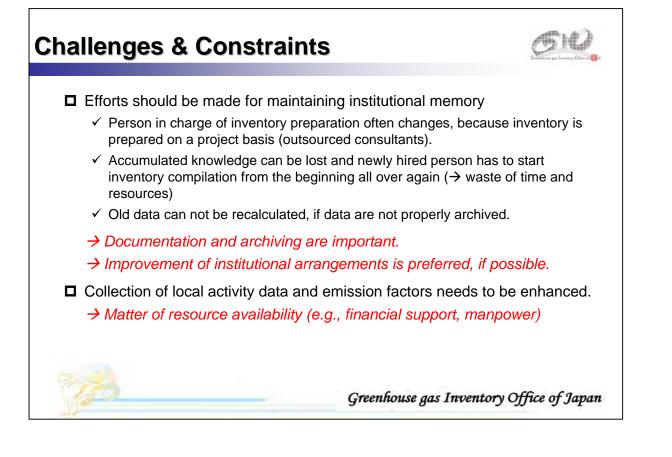


	1998 1999	2000 2001	2002 2003	3 2004 20	005 2006	2007 2008	2009 2010	2011	2012 2013
Cambodia			NC1		[Expected submission date: December 20		NC2	
China				NC1		Expected submissi date: June 2012	on		NC2
India				NC1		Expected submissi date: June 2011	on	NC2	
Indonesia	NC1							NC2	
Lao P.D.R.		NC1				Expected submission date: September 20			NC2
Malaysia		NC1						NC2	
Mongolia		NC1					NC2		
Myanmar		******************				Expected submissio date: June 2011	n	NC1	
Philippines		NC1			[Expected submissio date: 2011	n		
epublic of Korea	NC1	acaboacoacoacoa	NC2			No information		NC3	
Singapore		NC1							
Thailand		NC1						NC2	
Vietnam			NC1				NC2		

Improvements of inventory



	Improvements SNCs compared to INCs
Transparency	 ✓ Documentation (clear indication of data sources in reports) ✓ Voluntary preparation of inventory report and/or source-by-source documentation (e.g., India, Korea, Laos, Viet Nam)
Accuracy	 ✓ Application of higher tier methodologies ✓ Collection of local activity data and emission factors ✓ Implementation of uncertainty assessment ✓ Application of recent guidelines (i.e., GPGs and 2006 GLs)
Completeness	 ✓ More coverage of GHGs and category ✓ Development of time-series data
Consistency	✓Recalculation of old data, where data were available (i.e., consistent methodologies were used for time-series data)
Comparability	-
Other	 ✓ Improvements of institutional arrangements (most countries) ✓ Development of database ✓ Archiving ✓ Implementation of key category analysis
A stal	Greenhouse gas Inventory Office of Japan



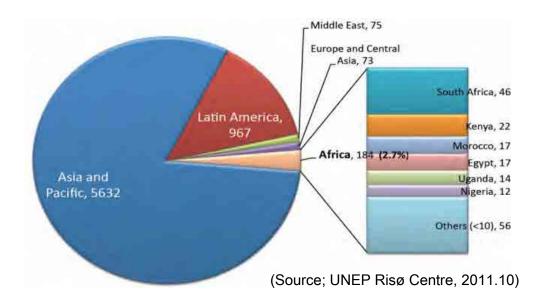
Capacity Building Project for Measurement, Reporting and Verification (MRV) of Greenhouse Gas (GHG) Emission Reduction in Africa

October 31th, 2011

Yuji MIZUNO, Ph.D. Office of Market Mechanisms Climate Change Policy Division Ministry of the Environment, Japan (MOEJ)

Project Background

Limited benefits from the existing market mechanisms in spite of strong need for sustainable development of African countries.



Project Period

June 2011 - March 2012

Target Countries

Group1 Ghana, Morocco, Senegal

Group2 Kenya, Tanzania, Uganda

Group3 Mozambique, South Africa, Zambia

Group4 Democratic Republic of the Congo (DRC), Egypt, Ethiopia, Nigeria

Project Implementing Entities

INGEROSEC Corporation Climate Experts Ltd. UNICO International Corporation OSUMI Co., Ltd.

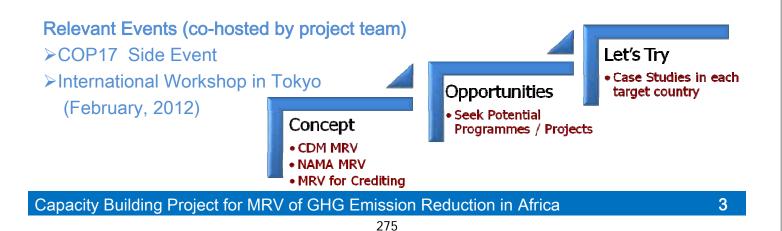
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Capacity Building Project for MRV of GHG Emission Reduction in Africa

Project Objectives

Conduct capacity development program on MRV of potential projects for future crediting under new market mechanisms such as the BOCM (Bilateral Offset Credit Mechanism).

 Find out potential GHG emission reduction projects / programmes for future crediting under market mechanisms including the BOCM.
 Find out potential verification entities to implement MRV for GHG emission reductions.

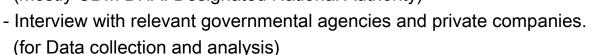


添付14. 発表資料【対話4】-3

Project Activities

➢ Preliminary Survey

- Find out a counterpart (C/P) in each target country. (mostly CDM DNA: Designated National Authority)



- ≻1st Local Coordination
 - Reach agreement with C/P in terms of cooperation for this project.
 - Hold a workshop with C/P.
 - Consultation with relevant governmental agencies and private companies.
 - Find out the potential GHG emission reduction projects.
- ▶2nd and 3rd Local Coordination
 - Hold a workshop with C/P.
 - Discussions with relevant governmental agencies and private companies.
 - Find out potential verification entities and support them to conduct model MRV.

Capacity Building Project for MRV of GHG Emission Reduction in Africa



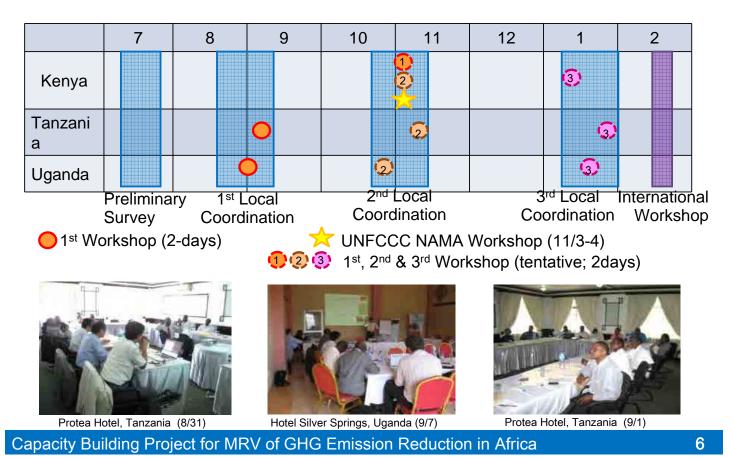
7 11 12 1 8 9 10 2 2 3 Ghana Morocco 2 3 3 Senegal 2 Preliminary 3rd Local International 1st Local 2nd Local Survey Coordination Coordination Coordination Workshop 2nd & 3rd Workshop 1st Workshop (2-days) 🔀 Africa Carbon Forum (7/4-6) 2 3 (tentative; 2-days) Direction de l'environnement Novotel Accra City Center, Ghana (9/14-15) Palais des Congres, Morocco (7/4-6) et des établissements Classés (DEEC), Senegal (9/21-22)

Project Status and Schedule – Group1 (Ghana, Morocco, Senegal)

Capacity Building Project for MRV of GHG Emission Reduction in Africa

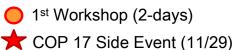
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Project Status and Schedule - Group2 (Kenya, Tanzania, Uganda)



Project Status and Schedule – Group3 (Mozambigue, South Africa, Zambia)

	7	8	9	10	11	12	1	2
Mozambique					0		2	
South Africa								
Zambia			•		2		3	
	Preliminary Survey		_ocal lination	C	2 nd Local Coordination		d Local ordination	Internation Worksho





Department of Energy, Zambia (9/15)



1st, 2nd & 3rd Workshop (tentative; 1-2days)

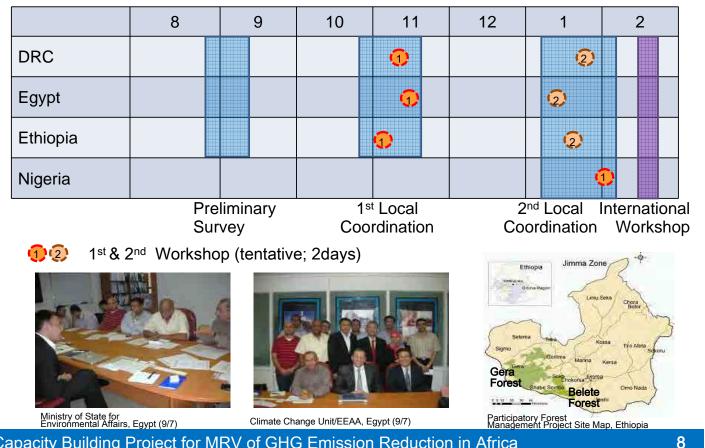
A Presentation (tentative; 1 day)



World Bank, Zambia (9/13)

Capacity Building Project for MRV of GHG Emission Reduction in Africa

Project Status and Schedule – Group4 (DRC, Egypt, Ethiopia, Nigeria)



Capacity Building Project for MRV of GHG Emission Reduction in Africa

Findings

- Constraints to conduct GHG emission reduction projects including MRV in Africa
 - Limited financial support, knowledge, capacity in governmental agencies
 - Limited participation of private companies
 - Lack of coordination among various governmental agencies and donors
 - Relatively small scale of projects

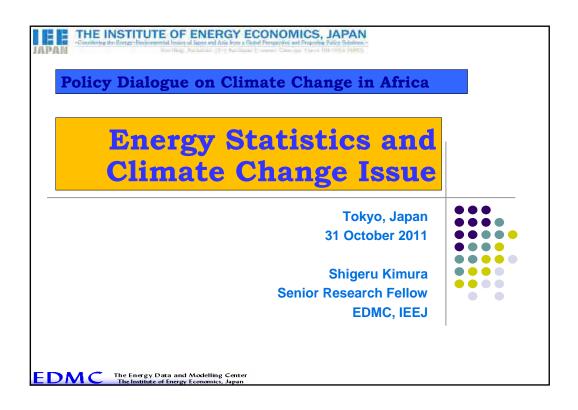
Opportunities for GHG emission reduction projects, MRV, and

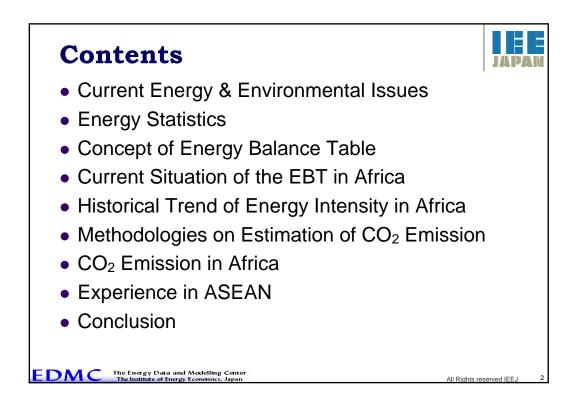
- new mechanisms in Africa
- Strong interests for future crediting mechanism
- Existence of various donors to support climate mitigation projects
- Potential for coordination with NAMAs
- Cooperation with research institute (e.g. university)
- Issues need to be considered to establish new mechanisms
 - Co-existence with Kyoto Mechanisms
 - Coordination with existing donors
 - Sustainable technology transfer

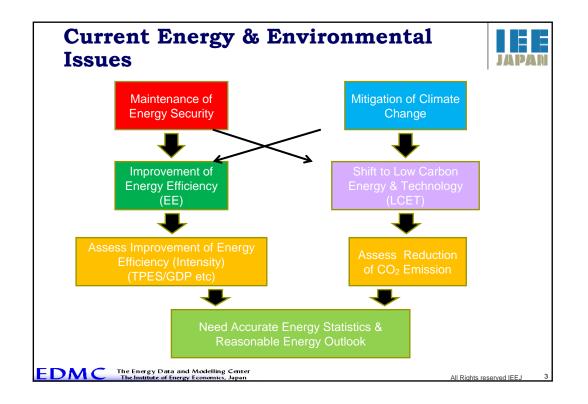


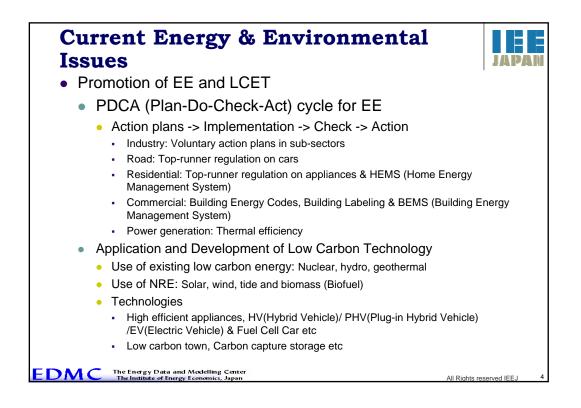
Edurando Mondale University. Mozambique (8/29)

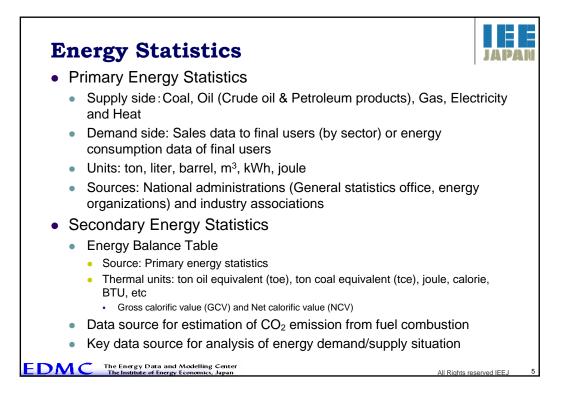
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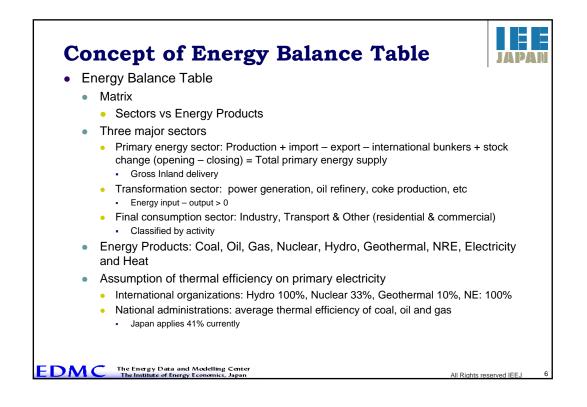






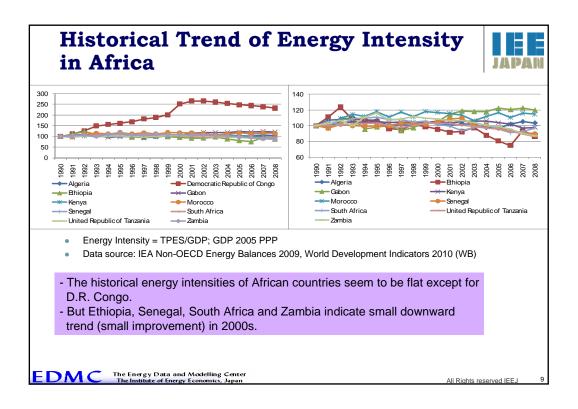


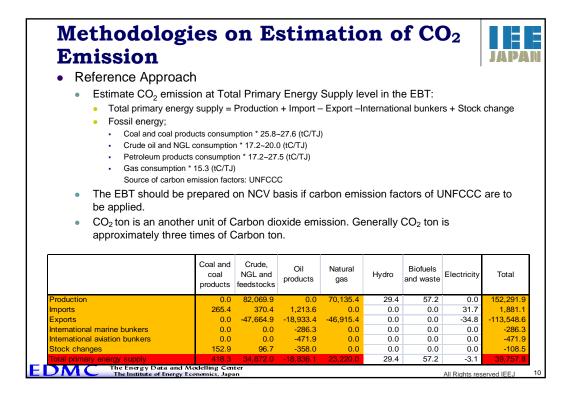


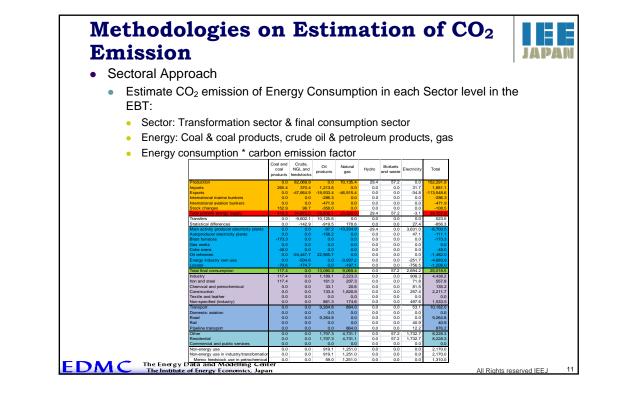


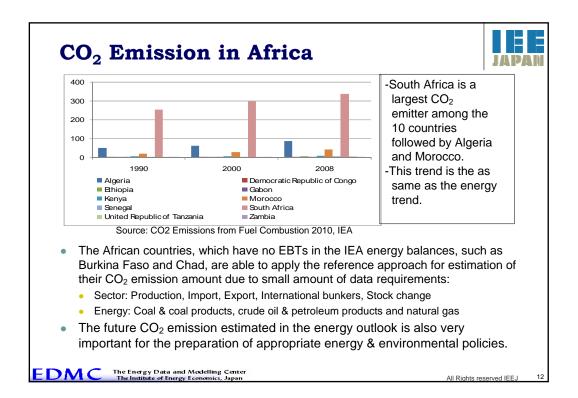
	Coal and coal products	Crude, NGL and feedstocks	Oil products	Natural gas	Hydro	Biofuels and waste	Electricity	Total	
Production	0.0	82,069.9					0.0	152,291.9	
Imports	265.4	370.4	Driv	mary E	norav	Suppl	V ^{1.7}	1,881.1	
Exports	0.0	-47,664.9			nergy	Suppi		-113,548.6	
International marine bunkers	0.0	0.0					0.0	-286.3	
International aviation bunkers	0.0	0.0	-471.9	0.0	0.0	0.0	0.0	-471.9	
Stock changes	152.9	96.7	-358.0	0.0	0.0	0.0	0.0	-108.5	
Total primary energy supply	418.3	34,872.0	-18,836.1	23,220.0	29.4	57.2	-3.1	39,757.8	Structur
Transfers	0.0	-9,602.1					0.0	523.5	Siruciui
Statistical differences	0.0	-142.9		Trane	forma	tion	7.4	-856.3	of EBT
Main activity producer electricity plant	0.0	0.0		inans	onna		1.0	-6,700.5	
Autoproducer electricity plants		0.0			0.0	0.0	7.1	-111.1	
Blast furnaces Gas works	-173.3 0.0	0.0 0.0	0.0	0.0	0.0 0.0	0.0 0.0	0.0 0.0	-173.3 0.0	Source:
Gas works Coke ovens	-48.0	0.0	0.0	0.0	0.0	0.0	0.0	-48.0	
Oil refineries		-24.447.7	22.965.7	0.0	0.0	0.0	0.0	-48.0	Algerian E
	0.0	-24,447.7							2009 from
Energy industry own use	0.0		0.0	-3,927.2	0.0	0.0	-251.7	-4,683.6	Non-OEC
Losses	-79.6 117.4	-174.7	0.0	-197.1 9.069.4	0.0	0.0	-756.5 2.694.2	-1,208.0	
Total final consumption	117.4		13,080.3	9,069.4	0.0	57.2	1.5.5	25,018.5	Energy
Industry		0.0					.3	4,438.2	Balances
Iron and steel Chemical and petrochemical	117.4 0.0	0.0 0.0				~	8	557.8 135.2	Dalarices
Construction	0.0	0.0	Final	l Consi	umptic	on Sec	tor 4	2.211.7	
Textile and leather	0.0	0.0					.0	2,211.7	
Non-specified (industry)	0.0	0.0		Ine	dustry		6	1.533.5	
Transport	0.0	0.0		Tro	nonor	+	0	1,533.5	
Domestic aviation	0.0	0.0		116	anspor	ι	0	0.0	
Road	0.0	0.0		0	Other		0	9.264.8	
Rail	0.0	0.0		-			.9	9,204.8 40.9	
Pipeline transport	0.0	0.0		Non	-energ	vr	2	876.2	
Other	0.0	0.0			0	57	2	8.228.3	
Residential	0.0	0.0					7	8,228,3	
Commercial and public services	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0,220.3	
Non-energy use	0.0	0.0	919.1	1.251.0	0.0	0.0	0.0	2,170.0	
Non-energy use in industry/transforma	0.0	0.0	919.1	1,251.0	0.0	0.0	0.0	2,170.0	
Memo: feedstock use in petrochem	0.0	0.0	59.0	1,251.0	0.0	0.0	0.0	1.310.0	
Electricity output (GWh)	0.0		861	41566	342			42769	
Electricity output (GWh)-main activity	0		313	41566	342		-	42709	
			313	41500	342	. 0	0	42221	

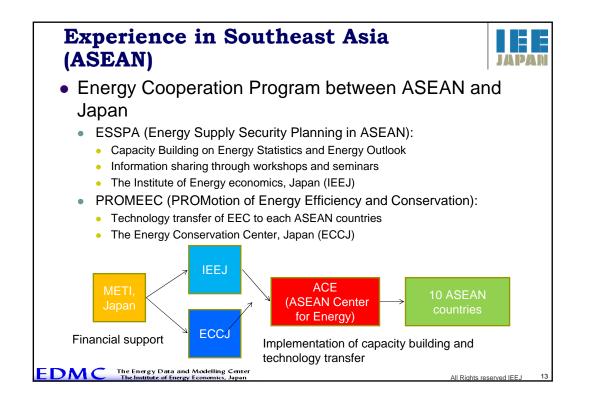
	Coal	Oil	Gas	Nuclear, Hydro & Geothermal	Solar/Wind/ Tide	Biomass & Others	Total
Algeria	418.3	16,036.0	23,220.0	29.4	0.0	54.1	39,757.
Democratic Republic of Congo	296.2	541.3	7.1	670.4	0.0	21,405.8	22,920.
Ethiopia	0.0	2,305.0	0.0	321.0	0.0	30,052.0	32,677.
Gabon	0.0	458.8	150.3	76.2	0.0	1,108.7	1,794.
Kenya	58.5	3,090.9	0.0	1,337.7	1.4	14,234.6	18,723.
Morocco	2,705.4	10,715.9	527.4	223.4	33.6	877.7	15,083.
Senegal	157.2	1,525.8	14.5	20.6	0.3	1,220.7	2,939.
South Africa	98,368.3	24,426.9	3,709.1	3,462.2	64.2	14,010.7	144,041.
United Republic of Tanzania	58.5	1,570.3	543.1	239.4	0.0	17,204.6	19,616.
Zambia	0.6	599.8	0.0	883.7	0.0	6,372.4	7,856.
 Burkina Faso, Cape V Most African countries South Africa. Algeria, Morocco and Power generation set 	s hugely d South Afri	epend on ica seem	Biomass to have sa	energy ex aving pote	cept Alge ntial for fo	ria, Moroc ssil energ	

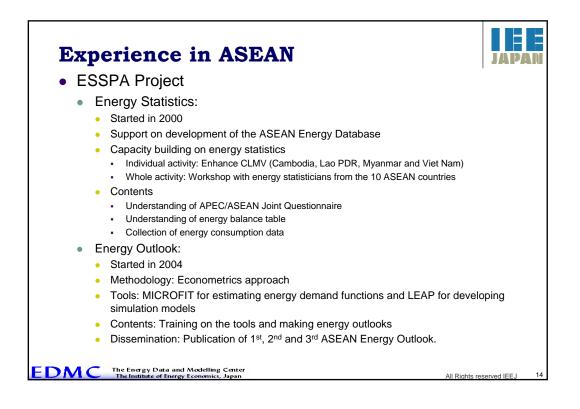




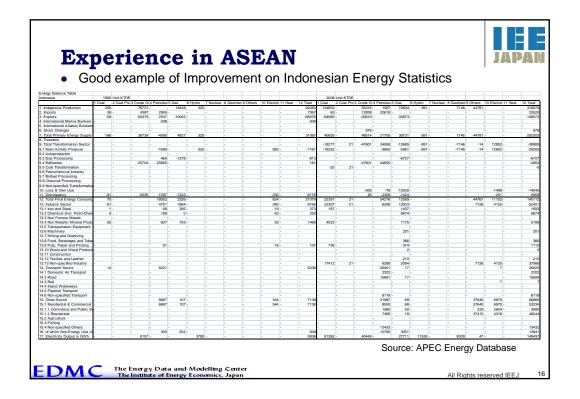


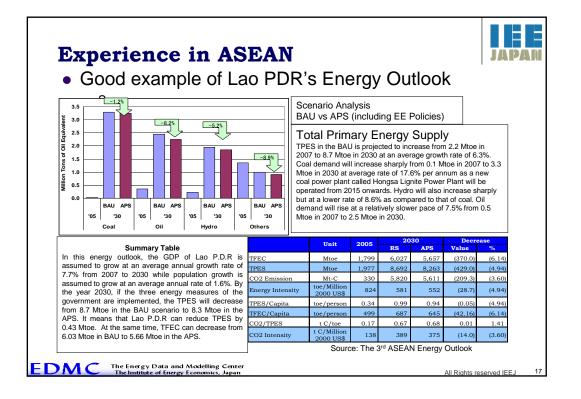






	verse			
 ASEAN con 	sists of foll	owing 10 cou	untries:	
 Brunei Dar 	ussalam, Ca	imbodia, Indon	esia, Lao PDI	R, Malaysia,
Myanmar,	Philippines, S	Singapore, Tha	ailand and Vie	etnam
		ASEAN in 2006		
Item	Unit	Range	Total	Share of World (%)
Land Area	1000 km²	0.7 - 1,919	3,397	2.30
Population	Million	0.38 - 223.04	487.82	7.49
GDP at 2000	Billion US\$	6.99 - 219.27	779.35	2.06
GDP per capita	US\$/person	723 - 30,269	2150.48	-
abi por oapita	MTOE	0.3 - 273.1	518.9	4.40
Energy Production		40 4740	444.6	4.20
	MTOE	4.0 - 174.9	111.0	





	Energy Statistics especially energy balance table is one of important background
•	information for addressing climate change issues:
	Energy demand supply structure
	Accurate calculation of CO ₂ emission
	Appropriate energy policies
•	But supply side energy data are sufficient for estimating CO_2 emission using the reference approach.
	 Production, import/export, international bunkers, stock change
•	 Energy outlook results are also useful information for: Future energy demand/supply structure Future CO₂ emission
	 Assessment of energy policies in terms of energy efficiency and low carbon energy and technology
•	In this regard, the African countries can increase their capacity on energy statistics and outlook through relevant opportunities such as capacity buildings and workshops.
•	Japan as well as IEEJ will be ready to implement the capacity buildings and workshops with the cooperation of IEA.
	Thank you for your attention