

The Basic Principle of Overseas Infrastructure Development

Three Purposes

Introducing growth of the emerging countries

The frontier for sustaining a vibrant society

Ensuring country's prosperity throughout the future and that is respected around the world

Four Key Factors

1. Respecting the Climate and Culture of the Partner Countries

- Understanding and respecting the climate and culture of the partner countries to provide what the partner country truly requires
- Sharing our experience and offering the project from a long-term viewpoint

2. Offering Solutions with "System Thinking"

- An ability to offer solutions that will suit the needs of the partner country and create profit for Japanese companies

3. Acquiring and Improving the Global/Local Human Resources

- Global human resources (familiar with international standards and capable of taking on the leadership of the projects) and local human resources (understanding and respecting the culture of the partner countries)
- Both experience and know-how for global and local human resources
In particular, the closer human-network with the partner countries for local human resources
- Improving the ability of the existing human resources, systematically recruiting and training human resources, and utilizing foreign students.

4. Cooperating and Sharing Roles Between the Private, Academic, and Public Sectors

- The cooperation of the related ministries and organizations to approach partner governments to support facilitating systems, and to make supporting measures for the public financial institutions
Utilizing human resources and know-how accumulated in the public organizations
- Government's role :negotiating with partner governments and improving the system of NEXI to modify the risk of a project
- Company's role : suggesting, accepting and organizing projects by developing human resources and systems
- Government 's grasping the needs of the companies by making closer communication

The Strategies and the Specific Measures

Issues

Did we really understand the needs of the partner countries ?

Is the relationship with the partner countries still weak?

Are there enough players for overseas infrastructure development?

Is our competitiveness, including the price, strong?

Is the domestic market internationalized enough?

Directions and Strategies

Tapping into Initial to Final Stages of the Projects

1. Understanding the needs of the partner countries accurately

2. Improving the human resources and network

3. Strengthening the structure for accepting the projects: Keeping enough players

4. Adjusting equal conditions with competing countries

5. Developing new fields to strengthen competitiveness

6. Internationalizing the domestic markets

Specific Measures

1. Strengthening the excavation and formation of projects based on the needs of the partner countries
2. Promoting "model projects" inside and outside Japan

3. Developing the human resources to make a winning team
4. Training engineers and skilled workers overseas
5. Strengthening information collection and building and utilizing the human network

6. Utilizing the know-how of accumulated in the public organizations
7. Japan-initiatives

8. Promoting PPP projects in coordination with ODA
9. Promoting the projects combining the versions elemental technologies
10. Utilizing government dialogues
11. Improvement of the public systems
12. Overseas infrastructure development of disaster management package
13. Overseas infrastructure development of intangible-infrastructure
14. Overseas infrastructure development of marine-infrastructure etc.

15. Internationalization of the domestic markets