Event Report
Highlights of the EU-Japan-Africa Mission 2022

7th EU-Africa Business Forum 2022 (EABF)

&

EU-Japan Business Matchmaking with Africa

14-18 February 2022

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EXECUTIVE SUMMARY

Context
Taking into account important business trends over the last years, and following the signature of the Partnership on sustainable connectivity and quality infrastructure between the EU and Japan in 2019, and the EU-Japan Green Alliance, the EU-Japan Centre for Industrial Cooperation has undertaken business support activities to facilitate the connection between EU and Japanese companies for joint projects in and with Africa, Southeast Asia and Latin America.

About the EU-Japan Centre’s initiative
The EU-Japan Centre has more than 10 years of experience in supporting business cooperation between EU and Japanese companies via the Enterprise Europe Network (EEN). It is now extending its expertise to promote new business opportunities in Africa and with African partners with a helpdesk fully dedicated to support EU-Japan business cooperation with Africa, as well as Southeast Asia and Latin America.

About the EU-Japan-Africa Mission 2022
To support EU-Japan-Africa tripartite business cooperation, the EU-Japan Centre organised the EU-Japan-Africa Mission from 14 to 18 February 2022. This mission included a virtual business matchmaking event organised by the EU-Japan Centre, as well as virtual workshop and a virtual booth at the 7th EU-Africa Business Forum (EABF). As part of the Team Europe approach, the EU-Japan Centre worked closely with EU Member States’ Trade Promotion Organisations and EU Embassies in Japan to organise the EU-Japan business matchmaking with Africa.

While business cooperation between EU and Japanese companies in Europe or in Japan is a concept that is widely understood, the concept of tripartite business cooperation between EU and Japanese companies in Africa and with African partners is not well known yet and requires active promotion during high-level events like the EABF.

Possible areas of cooperation
African markets offer a lot of business opportunities in various sectors. For example, many infrastructures need to be built or improved in order to help with the integration of the African market. Like everywhere else, sustainable strategies need to be put in place to develop durable economy such as durable agriculture, affordable services and better access to electricity. The “High 5s” set by the African Development Bank help defining the priority areas for growth in Africa: (1) Light up and power Africa, (2) Feed Africa, (3) Industrialise Africa, (4) Integrate Africa, (5) Improve the quality of life of the people of Africa.

The EU and Japan both agreed to cooperate with partner countries, including in Africa, in improving connectivity in energy, transport and digital projects, as well as in projects contributing to carbon neutrality and sustainable development.

Benefits of EU-Japan-Africa business cooperation
In the case of Japan, Africa remains a market that is perceived as remote for many companies, which prefer turning to neighbouring Asian markets. Before undertaking a project in Africa, many Japanese companies prefer being backed up by national funding or a development bank, and partner up with European or Indian companies that already have experience in Africa. Many EU companies are already well established in Africa and already work together with African businesses and organisations, sometimes supported by EU or their Member States’ funding. The proximity of the EU with Africa as well as common languages in certain cases, can facilitate partnerships with African businesses and organisations. While some EU companies can see Japanese companies as competitors in Africa, others have understood that there are many opportunities for collaboration. Each side can leverage their competitive advantage such as technology, market intelligence, a subsidiary, or existing partners in Africa in order to have a complementary business relation.

EU and Japan can both contribute to Africa’s growth with their financing and engineering capacities and their technology. On the EU side, cooperation on regulation and standardisation has also been a topic of discussion to facilitate trade between each region and to offer an alternative to other countries’ activities in Africa, such as
China. Cooperation with African partners is essential to adapt EU and Japanese technology and expertise to the African context and to benefit African people.

Possible synergies between the EU and Japan: joint funding

Funding is important for both EU and Japanese companies when discussing possible joint projects in Africa. This is why synergies between EU and Japanese funding entities to create joint funding would facilitate business cooperation between EU and Japanese companies in Africa and with African partners. Several EU and Japanese banks or funding agencies have signed Memorandum of Understandings to this effect \(^1\). However, the implementation of these MoUs has not been completed yet, leaving possible EU-Japan joint funding in the pipeline.

Lessons learned

The EU-Japan Centre’s business matching support for EU and Japanese companies in and with Africa started in 2021 during the 3rd Japan-Africa Business Forum. With this new mission in February 2022, the EU-Japan Centre has made progress in better supporting companies and better promoting the concept of EU-Japan-Africa business cooperation.

Through these events, several lessons learned and key points can be highlighted to better prepare future activities:

- The trilateral dimension of EU-Japan-Africa business cooperation is important. EU and Japanese companies collaborate in Africa, with African partners from the public and private sectors, and for the African stakeholders

- The workshop organised by the EU-Japan Centre during the 7th EU-Africa Business Forum on the topic of EU-Japan business cooperation in and with Africa was the third most attended workshop with 507 participants. With most of the audience coming from Africa, this could mean that African businesses and organisations have a strong interest not only for partnerships with EU companies, but also with Japanese partners.

- An important lesson learned is that the concept of EU-Japan-Africa trilateral business cooperation is not widely known yet. Most companies and business support organisations are more familiar with traditional bilateral cooperation such as exporting goods or raw materials. However, trilateral cooperation can respond to the needs of the African market by using the expertise of international stakeholders from Japan, the EU and Africa. For example, many infrastructure projects are undertaken by international consortia. Therefore, the concept of tripartite business cooperation needs to be further promoted, explained, and illustrated by success stories. To address this challenge, the EU-Japan Centre plans to organise more events and webinars to raise awareness on opportunities and success stories.

\(^1\) A least 4 MoUs were signed on this matter: (1) MoU between the European Investment Bank (EIB) and the Japan International Cooperation Agency (JICA) in 2019, (2) MoU between the EIB and the Japan Bank for International Cooperation (JBIC) in 2018, which was extended in 2021, (3) MoU between the EIB and Nippon Export and Investment Insurance (NEXI) in 2018, (4) MoU between the European Bank for Reconstruction and Development (EBRD) and NEXI in 2020.
General context

Following the signature of the Partnership on sustainable connectivity and quality infrastructure between the EU and Japan in 2019, and the commitment from the EU and Japan to form a Green Alliance, the EU-Japan Centre for Industrial Cooperation has undertaken business support activities to facilitate the connection between EU and Japanese companies for joint projects in and with Africa, Southeast Asia and Latin America.

Substantial data show that tripartite business cooperation in and with Africa, Southeast Asia and Latin America is a growing trend that opens many business opportunities in untapped markets.

More information on this topic can be found below:

- Overview of the conference “EU-Japan business collaborations in third markets” organised by the EU-Japan Centre in 2019.
- French Japanese Business Summit 2020 focusing on “Growth opportunities in Africa: towards new partnerships”.
- Event report about the involvement of the EU-Japan Centre at the Japan-Africa Business Forum 2021.
- Annual report “Economic outlook – German Business in Japan” published by the German Chamber of Commerce and Industry in Japan (AHK Japan). The chapter “Business in third markets” presents key numbers about business cooperation between German and Japanese companies outside Germany and Japan. Read the report for 2018, 2019, 2020 and 2021.
- The one-year matchmaking platform “EU-Japan Business Matchmaking with Vietnam” launched by the EU-Japan Centre in March 2022.

EU-Japan-Africa tripartite business cooperation

To support EU-Japan-Africa tripartite business cooperation, the EU-Japan Centre first took part in the matchmaking event organised during the 3rd Japan-Africa Business Forum (JABF) in 2021. This event was organised by the African Development Bank. The aim was to connect EU small and medium-sized enterprises (SMEs) with Japanese companies to discuss joint projects in and with Africa. The participants also had the opportunity to meet virtually with potential leads from Africa. A report of this event is available here.

Following a successful experience at the Japan-Africa Business Forum, the EU-Japan Centre took part in the 7th EU-Africa Business Forum (EABF) from 14 to 18 February 2022. The 7th EABF (https://www.euafrica-businessforum.com/) was co-organised by the European Commission, the African Union Commission, and EU and African business organisations. The event aims at connecting European and African political and business leaders to discuss partnership and investment opportunities in the African continent. This year, the EU-Japan Centre was involved in the event to promote a tripartite approach, “EU-Japan business cooperation in and with Africa”, through a virtual workshop, the launch of a new helpdesk, and an online business matchmaking event.

The EU-Japan Centre has substantial experience in organising matchmaking events between EU and Japanese companies via the Enterprise Europe Network (EEN) and it is now extending its expertise to promote new business opportunities in Africa and with African partners.
List of success stories for Africa-EU-Japan trilateral business cooperation

The EU-Japan Centre compiled a list of success stories that is available here. A short summary is provided below.

Transportation
- Case 1: Construction of two flyovers in Ivory Coast

Energy
- Case 2: Wind farm in Egypt
- Case 3: Investment platform for renewables in Africa
- Case 4: Pay-as-you-go solar energy solutions in Sub-Saharan Africa
- Case 5: Hydroelectric and geothermal plants in South Africa
- Case 6: Pay-as-you-go solar energy solutions and other services in Sub-Saharan Africa

Information and Communication Technologies (ICT)
- Case 7: Smart glasses for remote technical training in Ghana and Zambia
- Case 8: Smart healthcare in Tanzania
- Case 9: Road infrastructure hardware in Uganda

Water & Waste Management
- Case 10: Sustainable city and water supply in Africa

Construction
- Case 11: Construction projects in Africa

Wholesale & Retail Trade
- Case 12: Distribution of vehicles in Mauritius
- Case 13: Distribution of vehicles in Africa
- Case 14: Vehicle logistics in Kenya and Egypt

Insurance
- Case 15: Insurance for Japanese businesses in Africa
## OUTLINE OF THE EU-JAPAN-AFRICA MISSION 2022

### Activities conducted by the EU-Japan Centre for the EU-Japan-Africa Mission 2022

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| DAY 1 | 14 February 2022 | **VIRTUAL WORKSHOP**

“EU-Japan business cooperation in and with Africa”

With over 500 participants, the workshop was the 3rd most attended workshop at the EABF.

Topics covered:
- Japanese and European activities and investment in Africa;
- Possible synergies between European, Japanese and African companies, clusters and regions;
- Tripartite success story between the Finnish SME Augumenta, the School of Veterinary Medicine of the University of Zambia and the Japanese International Cooperation Agency (JICA) in conducting remote technical trainings in the fields of healthcare and agriculture in Ghana and Zambia.


**LAUNCH OF THE EU-JAPAN BUSINESS COOPERATION WITH AFRICA, ASEAN AND LATIN AMERICA HELPDESK**

Following the workshop, the EU-Japan Centre announced the launch of a new helpdesk supporting EU-Japan business cooperation in and with Africa, ASEAN and Latin America.

| DAY 1 to 5 | 14-18 February 2022 | **VIRTUAL BOOTH AND NETWORKING**

The EU-Japan Centre was an exhibitor on the EABF’s platform. The EU-Japan Centre’s virtual booth showcased several reports and success stories related to EU-Japan business cooperation in and with Africa.

The virtual booth was accessible to all participants. In total, the booth attracted 112 visitors and made it possible for the EU-Japan Centre to follow up on individual messages and meeting requests with participants.
On 18 February, the EU-Japan Centre organised a virtual business matchmaking event, aiming at supporting trilateral partnerships between EU, Japanese and African companies.

With about 40 participants from the EU, Japan and Africa, several meetings were conducted to discuss potential partnerships for joint projects in Africa.

About the participants registered for the event:
- 21 from the EU (1 from Austria, 15 from Belgium, 2 from France, 2 from Germany, 1 from Spain)
- 8 from Japan
- 10 from Africa (8 from Tunisia, 2 from the Democratic Republic of the Congo)
- 24 small and medium-sized enterprises (SMEs)
- 8 large companies
- 7 organisations such as chambers of commerce and research institutes

Examples of target markets:
- Infrastructure
- Manufacturing
- Water, Sanitation and Hygiene
- Waste Management
- Energy
- Healthcare

The EU-Japan Centre will follow up with the participants of the business matchmaking event and provide further support if requested.

Because the concept of EU-Japan-Africa trilateral business cooperation is not well known yet, it needs to be further promoted, explained, and illustrated by success stories.

- To address this challenge, the EU-Japan Centre plans to organise more events to foster EU-Japan business cooperation in and with Africa. The Centre considers the possibility to take part in the 8th Tokyo International Conference on African Development (TICAD8) on 27-28 August 2022.
- The Centre will also organise webinars to raise awareness on opportunities and success stories.
- The EU-Japan Centre will update the list of success stories for Africa-EU-Japan trilateral business cooperation available here.

The EU-Japan Centre will keep working on supporting EU-Japan business cooperation in Africa, with African partners from the public and private sectors, and for the African people.
Annex 1: Event leaflet

Interested in EU-Japan Business Cooperation in and with Africa?

Join the EU-Japan Centre at the EU-Africa Business Forum
14-18 February 2022 - Online

For: European companies and Industrial Clusters willing to or already cooperating with Japanese companies for joint business projects in and with Africa

Cost: Free of charge

What to expect
- Workshop about concrete cases of EU-Japan business cooperation in and with Africa
- Launch of a dedicated Helpdesk
- B2B Matchmaking

Join the EU-Japan Centre for Industrial Cooperation at the EU-Africa Business Forum 2022 (EABF)

Activities planned by the EU-Japan Centre
- A virtual booth where EU companies can meet us and learn more about cooperation with Japanese companies in Africa
- A 90-min workshop about EU-Japan business cooperation in and with Africa
- The launch of a new helpdesk supporting partnerships between EU and Japanese companies for joint projects in and with Africa

Find out more about the EABF and register as a participant here: https://bit.ly/3Nox90V

Join our Virtual B2B Matchmaking for EU-Japan business cooperation in and with Africa

In addition to the above, the EU-Japan Centre is planning to launch a B2B matchmaking event connecting EU and Japanese companies interested in joint projects in and with Africa

18 February 2022

For more information, please contact us at: eabf@eu-japan.or.jp

FOR EU PARTICIPANTS (companies & clusters)

Benefits
- Additional visibility for your company or cluster
- Increased network in Japan and Africa
- Meet potential Japanese partners/investors for your projects in Africa

Contribution
- The B2B matchmaking is free of charge

Registration
- Register here: https://eu-japanfrica.2022.eventbrite.uk
- Deadline: 17 February 2022
- Pledge to attend meetings booked during the B2B Matchmaking event

FOR PARTNERS (EU Trade Promotion Organisations)

Benefits
- Possibility to recommend eligible client companies
- Additional visibility for partners and clients
- Increased network in Japan and Africa

Contribution
- Promotion of the initiative in respective home countries, and also to clients and partners in Japan

Conditions
- Partners should be committed to recommend eligible companies
- Pledge not to charge clients for the service
Annex 2: Virtual workshop “EU-Japan Business Matchmaking in and with Africa”

**Moderator:**
Fabrizio Mura *(Executive Advisor to the EU-side Managing Director, EU-Japan Centre for Industrial Cooperation)*

**Speakers:**
Phillipe de Taxis du Poët *(DG Grow, Delegation of the European Union to Japan / Managing Director of the EU-Japan Centre for Industrial Cooperation)*
Damien Douxchamps *(Co-founder and Head of research of Augumenta, Finland)*
Katendi Changula *(Senior Lecturer and Researcher in Pathology, School of Veterinary Medicine at the University of Zambia)*
Nicolas Becquemin *(Senior Consultant at QUINIE Corporation, Japan)*
Maximilien Lemaire *(Honorary President, Chambre de Commerce Européenne en Côte d’Ivoire; Vice Chair, EBOWWN)*
George Musonda *(Technical Provincial Officer, Eneri Platforms Limited, Zambia)*
Florence Arnu *(Business Support Coordinator, Enterprise Europe Network, EU-Japan Centre for Industrial Cooperation)*
Annex 3: Launch of the Helpdesk supporting EU-Japan Business cooperation with Africa, ASEAN and Latin America
Annex 4: Virtual booth of the EU-Japan Centre of Industrial Cooperation at the EU-Africa Business Forum 2022

The EU-Japan Centre’s virtual booth displayed the following elements:

- Introduction video and written description of the EU-Japan Centre and its activities related to EU-Japan business cooperation in and with Africa

- Documents:
  - EU-Japan Centre’s activities: this document presents all the activities undertaken by the EU-Japan Centre for Industrial Cooperation.
  - EEN Japan – 10 years of statistics and success stories: this document presents the achievements made by Enterprise Europe Network Japan (EEN Japan) in its ten years of existence, via the EU-Japan Centre.
  - Success stories of Africa-EU-Japan trilateral business cooperation: this document provides information about existing business partnerships between African, EU and Japanese companies for joint projects in Africa.
  - Overview of the conference “EU-Japan business collaborations in third markets” organised by the EU-Japan Centre in 2019.
  - Event report about the involvement of the EU-Japan Centre at the Japan-Africa Business Forum 2021.

- Social media

- Contact information
Annex 5: Homepage of the matchmaking platform

EU-Japan Business Matchmaking with Africa 2022

Within the framework of the EU-Africa Business Forum (14 to 18 February 2022), the EU-Japan Centre for Industrial Cooperation is organizing a virtual B2B matchmaking event to facilitate the connection between EU, Japanese and African companies for tri-national joint projects in Africa.

European and Japanese companies with pre-existing experience with Africa or with concrete projects targeting African markets are invited to join this B2B matchmaking to find potential new business partners for their projects in Africa.

African companies working on projects requiring international partners, such as EU and Japanese companies, can also take part in this matchmaking to meet potential business partners from the EU and Japan.

To participate in the "EU-Japan Business Matchmaking with Africa 2022", please register on this platform. After your registration is submitted, our team will check the contents of your profile. Upon validation of your profile, you will have access to the other participants’ profiles and have the possibility to arrange 30-minute meetings with them on 18 February 2022.

Examples of Target Areas
- Infrastructure
- Manufacturing
- Water, Sanitation and Hygiene
- Waste management
- Energy
- Healthcare

Outline of the event

Date: 18 February 2022

Time slots:
- 08:30 - 12:00 / 14:00 - 16:30 JST
- 14:45 - 16:45 / 17:15 - 19:00 JST
- 19:30 - 21:00 / 22:00 - 23:30 JST

Venue: Online

Participation: Free of charge

Language: English

Registration: Registration required by 17 February 2022

Eligibility for EU companies

(Participants must:
- Be a company headquartered in one of the 27 EU Member States, or in countries participating in the EASME Programme;
- Have experience with African markets and/or African partners, or have a concrete project in Africa;
- Be 100% EU (EU EASME partnering country-owned);
- Be an organisation that is an EU (EASME partnering country) legal person;
- Have staff in a managing position that can attend the matchmaking and who can speak English.

We strongly encourage small and medium-sized enterprises (SMEs) to register.

Eligibility for Japanese companies

(Participants must:
- Be a company headquartered in Japan;
- Have experience with African markets and/or African partners, or have a concrete project in Africa;
- Be an organisation that is a Japanese legal person;
- Have staff in a managing position that can attend the matchmaking and who can speak English.

Eligibility for African companies

(Participants must:
- Be a company headquartered in Africa;
- Have pre-existing experience with international partners (already from Europe and/or Japan);
- Have a concrete project in the partner region international partner;
- Look for European and Japanese partners for joint projects in Africa;
- Have staff in a managing position that can attend the matchmaking and who can speak English.

Why participate?
- Meet Partners and Customers
- Discover New Products & Services
- Prepare Business or Projects
- Get information about African markets

How can you benefit from this event?
- Meet your company’s visibility
- Initial and arrange pre-scheduled 1:1 meetings
- Stay one step ahead of your competitors by being seen and visible at the event
- Expand network in Japan and Africa
- Meet potential partners/investors for your projects in Africa

Important Note
- Pre-registration is required for same-day registrations
- The business meeting will be held in English. If you need an interpreter, please make your own arrangement.

The personal information provided by the participants at the time of registration will be used by the organizer and is restricted only for the purpose of contacting the participants regarding the business meeting and post-meeting questionnaires, as well as for the purpose of informing the participants regarding the business operated by the organizer and/or an organization.

Related events
The EU-Japan Centre for Industrial Cooperation is also taking part in the EU-Africa Business Forum 2022 organized by the African Union Commission, the European Commission, and several African and EU business organizations.

The EU-Africa Business Forum 2022 will take place from 14 to 18 February 2022.

A webinar on the topic of “EU-Japan business cooperation in and with Africa” will be organized by the EU-Japan Centre on 15 February from 10:00 to 11:40 AM (JST).

Register here.