

# Our business



**Production and sales of agents for effluent treatment**



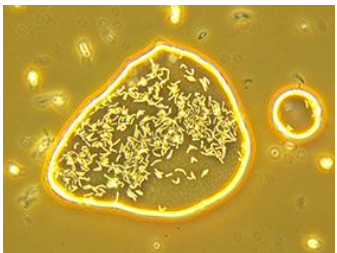
**Planning, Design, and Construction of treatment facilities**



**Maintenance of effluent treatment facilities**



**Water Quality Analysis**



# 1<sup>st</sup> Round

What were the findings of accepting African youth as the interns?

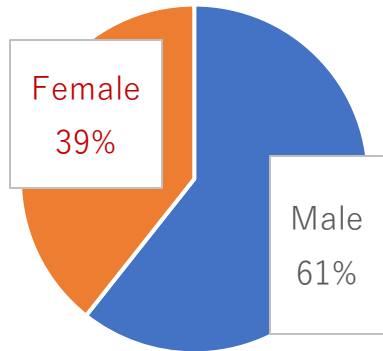
How have you collaborated with them? How did it contribute to expanding your business in Africa?

## ABE &SDGs internship



# 2016-2022 internship trainees Country of origin

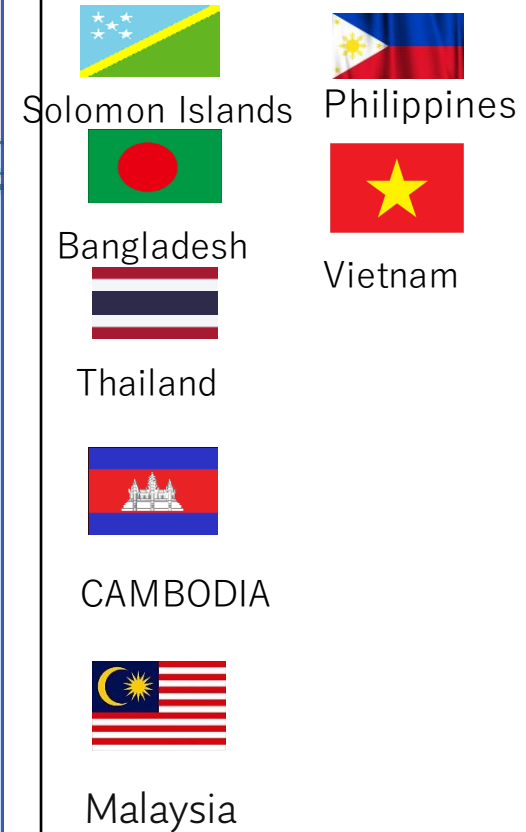
African Trainees  
Male/Female  
Ratio



■ Male ■ Female ■



## Countries outside Africa



# Internship Planning and Strategies

1. Learning basic knowledge of water treatment in Japan.
2. training at a treatment facility
3. Development of action plan for introduction to home country .

Capacity building by UNIDO ,JOGMEC  
Yokohama city International Bureau.  
Environmental Creation Bureau

## **Strengthening Network relationships between trainees**

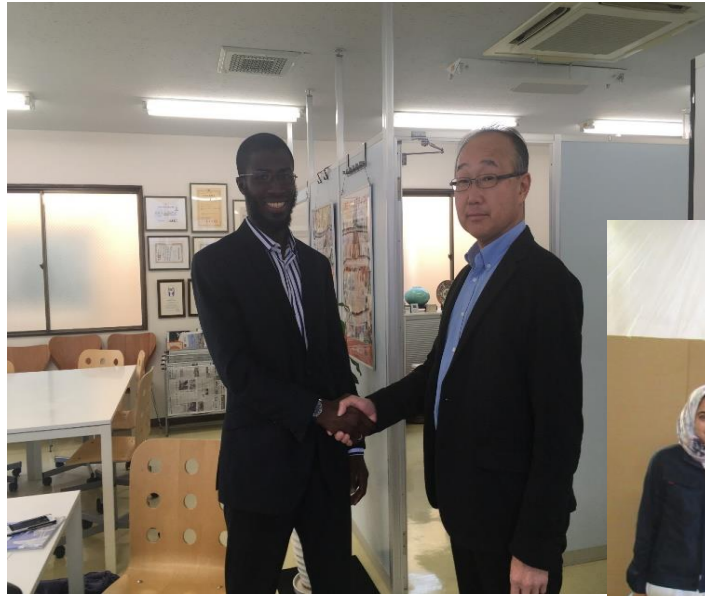
Doing a project to connect to the next trainee Video production,Manual etc through the platform

Working with another African  
Countries &  
Asian Students



STRATEGY

## 2019 Two ABE Initiative Members Hired as full-time employees as overseas personnel

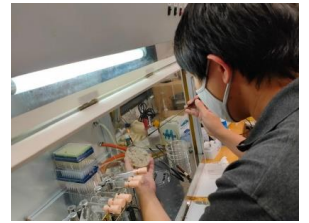
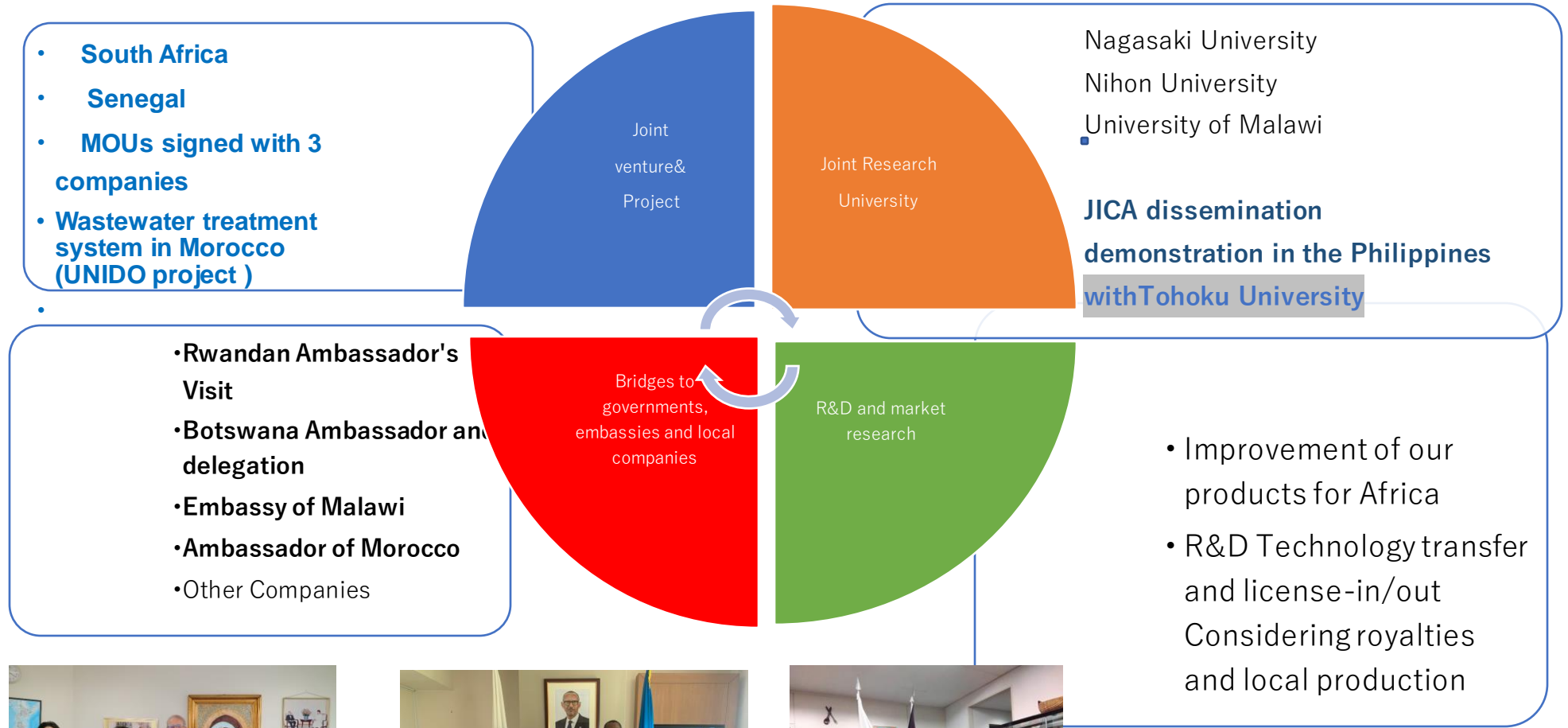


Enhancement of human resources development



Advancing into Morocco and the JICA Philippines Project

# Outcomes of the internship program as a partner in African business development

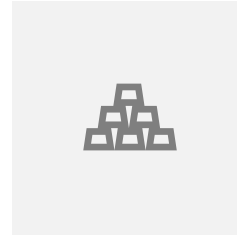




# Solutions

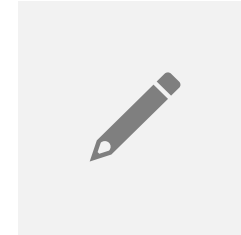
How can the program be improved?

## (2<sup>nd</sup> Round) What can be done more for strengthening the mutual trust between Africa and Japan through studying in Japan?



Collaboration among ABEstudents

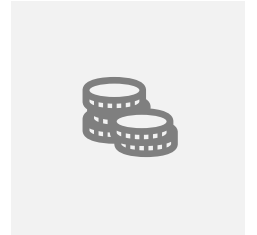
Programs between specialties.



Development & Technology Transfert

Support For unique marketing methods, training, R&D, etc

Business support for female engineers



Commercialization

Support programs for joint ventures where students with different backgrounds can collaborate



# WHAT NEXT?



## Partnership and Business Expansion



To check

Who will be  
the partner



Share values, Work  
Together and Co-create

- Technical Innovation, Securing and Training Human Capital
- Reciprocity in business opportunities
- License-out and royalty
- →Need for technology and IP strategy to go beyond domestic market
- Is our business feasible in that particular market
- Do not go unprepared !





17 パートナーシップで  
目標を達成しよう




**HINODESANGYO**CO.,LTD.

Thank you  
so much

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