



Sustainable and Value-added Aquaculture Project in East Africa Utilizing Japanese Technology

Project

1) Discussions for Collaboration with Potential Local Partners

During business trips, we visited the production sites of local partners and potential partners to directly assess their actual production systems. We also connected with our technical advisory partners online to examine the existing equipment and processing conditions, discussing and evaluating potential improvements.

2) Strengthening Collaboration with Local Partner Companies

We conducted multiple on-site, face-to-face meetings with two local partner companies in Uganda and arranged online inspections involving our technical advisory partners. Through these engagements, we identified key challenges that need to be addressed for business realization.

3) Establishing a Framework for Sample and Full-Scale Exports

Through several on-site visits and online discussions, we worked on establishing a framework for exports by engaging with related stakeholders, including those involved in import/export, clearing procedures and transportation logistics.

Result

1) Overcoming Changes and Finding a Strong Local Partner

- Through on-site visits, we assessed the real situation of potential partners, including their recovery from the flooding that occurred the previous year.
- Paused collaboration with a Tanzanian partner and conducted further research only in Uganda.
- As a result, we successfully connected with a high-potential local partner in terms of both quality and capacity.

2) Building a Strong Partnership for Long-Term Collaboration

- Multiple in-person meetings strengthened mutual understanding and trust.
- Established a shared vision for short-, mid-, and long-term collaboration.

3) Identifying Challenges for Export to Japan and Taking Action

- The initial plan of sample exports in small portion by air was not feasible in the planned time.
- As of Feb 2025, we are working with customs and logistics providers to make it happen.

Way Forward

1) Realizing the Export of Farmed Fish Fillets as Processed Raw Materials for Japan

- Achieve stable exports of farmed fish fillets from East Africa, Uganda, to the Japanese market.

2) Further Collaboration and New Business Development Utilizing the Technology of Japanese Companies Connected to Local Partners

- Strengthen the cooperative framework with local partners.
- Engage interested Japanese businesses to explore new business developments, including processing and sales for the local market.

3) Strengthening Cooperation Between Japanese and African Fisheries Stakeholders

- Connect Japanese and African fisheries stakeholders.
- Build a cooperative relationship to support each other in solving challenges of each other.

