

**An Invitation to the GRIPS Development Forum Seminar**

**Germany-Japan Partnership for “Quality Growth”**  
**Sharing Experiences of Industrial Development Cooperation**  
**in Partnership with the Private Sector**

**Organized by GRIPS Development Forum**  
**Supported by JICA, HIDA and**  
**Embassy of the Federal Republic of Germany, Tokyo**

## **1. Objective**

The main objective of this seminar is to introduce the approach and practices of German industrial development cooperation, by inviting leading experts from the German Corporation for International Cooperation (GIZ) and the German Confederation of Skilled Crafts (ZDH). Special attention will be paid to partnerships with the private sector, local governments and other industry-related institutions toward achieving “quality growth” in developing countries. This is a high-priority task in the current Japanese development cooperation and the globally agreed 2030 agenda for Sustainable Development.

The seminar also invites Japanese experts—the Japan-Thailand Economic Cooperation Society (JTECS), the Japan International Cooperation Agency (JICA), the Overseas Human Resource and Industrial Association (HIDA)—in the related area to share their perspectives and promote mutual learning.

## **2. Background and Key Issues**

Germany and Japan have rich experiences in industrial development cooperation. The two countries are strongly manufacturing-oriented (*monozukuri*) and thus possess a wealth of human and institutional foundations for industrial support. Although it is only recent that the international community began giving attention to industrialization and economic transformation in the context of the Sustainable Development Goals (SDGs), Germany and Japan have been consistently engaged in this challenge for decades. Moreover, Germany and Japan have shared features in development cooperation—e.g., offering field-based concrete support to partner countries, taking a human-centered, capacity development approach. As such, two countries could play a distinctive role in realizing ‘quality growth’ in partner countries.

A notable strength of German industrial development cooperation is that implementing agencies have built close partnerships with industrial and business organizations (such as TVET centers, business associations and Chambers of Commerce, and regional governments). These organizations have accumulated hands-on expertise in the country’s industrial development, and thus could play a key role in technology transfer to and business matching with partners in developing countries. Such partnerships may also contribute to strengthening the domestic constituency for development cooperation and forging mutually beneficial economic relationships with partner countries.

As Japan enters into a new era of development cooperation—with the Development Cooperation Charter (formulated in early 2015) and the initiation of the SDGs (from 2016), it is quite important and valuable to learn German approach to industrial development cooperation and share mutual experiences to realize ‘quality growth’ in partner countries.

## Speakers' Profile

**Mr. Thomas Rolf** is Product Development Senior Manager at GIZ. For GIZ he also worked as Programme Manager in Private Sector Development for eight years in Egypt & Ethiopia and was previously involved in different positions in strategy consulting in Manila, Rio de Janeiro, Frankfurt & Düsseldorf. In Manila, he was Manager Business Development in Chamber of Commerce in Philippines and researched strategy & market, also developed network with partners. He graduated at the University of Frankfurt (Dipl. Kaufmann) and holds an additional MBA.

**Mr. Michael Kleinbub** is Advisor for Development Cooperation, EZ Scout at the German Confederation of Skilled Crafts (ZDH). He worked as a consultant for SME promotion in the Ministry for Industry and Trade in Aden, Yemen during 2006-09. He also spent as a project manager for human resource development programs in South-Eastern Europe, Southeast Asia and Central Asia. His consulting expertise include information and advice on the tools and offerings of German development cooperation and exchange of cooperation opportunities in the chambers of skilled crafts and trade associations of skilled crafts and its member companies, develop new initiatives of the skilled crafts sector in developing and emerging countries, etc.

**Mr. Hiroyuki Yoneda** is Executive Director at the Japan-Thailand Economic Cooperation Society (JTECS), which supports the economic and technological development of Thailand and neighboring countries by implementing programs/projects for technology transfer and industrial human resource development, and promotes friendship between Japan and these countries. He previously worked at the Association for Overseas Technical Scholarship (AOTS: currently HIDA) as Head of Representative Office in Manila, Director of Overseas Training Dept (HQ), General Manager in Yokohama Training Center, as well as HIDA as Director of the Board.

**Mr. Yoshinobu Ikura** is Director General, Industrial Development and Public Policy Department at JICA. He leads JICA operations in industrial development cooperation and public sector capacity development, such as private sector development, trade and investment promotion, SME promotion, energy and mining development, public financial management, and legal system reform. Recently, he also supports the networking between Japanese SMEs and local companies to contribute to “quality growth”, by making use of Japanese expertise. His previous positions include Deputy Resident Representative of JICA Malaysia and Director General of Procurement Dept.

**Mr. Yuji Shimo-Osawa** is Director of the Board at the Overseas Human Resources and Industry Development Association (HIDA), which supports industrial human resource development in the private sector of developing countries by implementing technical cooperation through training, experts dispatch and other programs. He has rich experiences in managing training programs and networking with HIDA/AOTS Alumni Societies. He previously worked at AOTS, UNIDO as well as JTECS, and recently served at HIDA as General Manager of General Affairs & Planning Dept. and Secretary General of the HIDA Research Institute.

**Izumi Ohno** is Professor of GRIPS. She specializes in international development strategies, economic development, and Japan's development cooperation policy. Prior to joining GRIPS (in 2002), she worked at JICA, the World Bank, and JBIC. She has been engaged in JICA-supported industrial policy dialogue with Ethiopia (since 2009) and also conducts research on the internationalization of Japanese SMEs at an Osaka-based Asia-Pacific Institute of Research (APIR). Currently, she chairs the Advisory Committee for the Japan Inclusive Business Support Center (METI) and served as a member of the Advisory Panel on the ODA Charter Review (MOFA) in 2014.