

## モンゴル国交通安全分野における開発ニーズ(課題)

- ・頻発する吹雪障害による道路交通の安全確保
- ・10億本の植樹計画における苗木保護対策
- ・枯れ木による火災被害対策
- ・観光事業・鉱山開発に向けた安全インフラ整備
- ・鉄道の防雪防砂対策

## 提案製品・技術

- ・木材と鋼材を組み合わせた、高い防雪・防風効果を有する防雪柵の活用によって、道路交通安全の向上に寄与
- ・道路脇に植樹される苗木を吹雪や強風から守り、正常な育成を促す苗木保護対策に寄与
- ・森林火災の原因となる枯れ木を利活用し、健全な森林育成と砂漠化抑止に貢献

## 調査概要

- ・調査期間:2024年6月~2025年1月
- ・対象国・地域:モンゴル国
- ・調査概要:木材と鋼材を組み合わせた高性能な防雪柵によって、吹雪による交通障害を防止するとともに、植樹計画における苗木保護対策、森林火災防止による砂漠化抑止にも寄与する事業に関するニーズ調査。



木製高性能防雪柵

## ビジネスモデル

- ・最重要顧客は政府機関(BtoG)とし、政府が管轄する道路への当技術の導入を想定
- ・民間企業(空港、鉄道、鉱山企業)や、各ドナーの支援プロジェクトも重要なターゲット
- ・短中期的には、日本からの輸出と、現地企業との販売店契約及び製作委託契約によるビジネス展開
- ・長期的には現地販売代理店との共同出資による合弁会社を設立し、調達・営業活動・販売・メンテナンスを現地に一元化

## 対象国に対し見込まれる成果(開発インパクト)

- ・吹雪障害を効果的に防止し、安心安全な交通環境を提供
- ・冬期の物流交通網の向上により、産業界全体の生産性向上に寄与
- ・植樹保護を通じた砂漠化抑止効果によって国民全体の持続的な発展に寄与
- ・現地企業を含めたサプライチェーンの構築と、新たなメンテナンス事業の創出により、現地の経済成長に寄与

## Development needs (challenges) in the field of road safety in Mongolia

- Ensuring road safety from frequent snowstorms
- Measures to protect seedlings in the 1 billion tree planting plan
- Measures to prevent fire damage caused by dead trees
- Infrastructure development for the development of tourism and mining
- Measures to protect against snow and sand on railways

## Proposed products and technologies

- Contributing to improved road safety by utilizing snow fences that combine wood and steel and have high snow and wind protection effects
- Protecting seedlings planted on roadsides from snowstorms and strong winds, and contributing to seedling protection measures that promote healthy growth
- Contributing to healthy forest growth and the prevention of desertification by utilizing dead trees that are the cause of forest fires

## Survey Overview

- Survey period: June 2024 to January 2025
- Target country/region: Mongolia
- Survey overview: A survey of needs for a project that uses high-performance snow fences made of wood and steel to prevent traffic disruptions caused by snowstorms, protect seedlings in tree planting projects, and prevent desertification by preventing forest fires.



High-performance wooden snow fence

## Business Model

- The most important customer will be the government (B to G), and we envision introducing this technology to roads under the jurisdiction of the government.
- Private companies (airports, railways, mining companies) and support projects by various donors are also important targets.
- In the short to medium term, we will export from Japan and develop the business through sales agency contracts and manufacturing contracts with local companies.
- In the long term, we will establish a joint venture with a local sales agent through joint investment, and centralize procurement, sales activities, sales, and maintenance locally.

## Expected outcomes for target countries (development impact)

- Effectively prevents snowstorm damage, providing a safe and secure transportation environment
- Improves logistics and transportation networks in winter, contributing to improved productivity across the industry
- Contributes to the sustainable development of the entire nation by preventing desertification through tree planting
- Contributes to local economic growth by building a supply chain that includes local companies and creating new businesses, including maintenance