

## 対象国水害対策分野における開発ニーズ(課題)

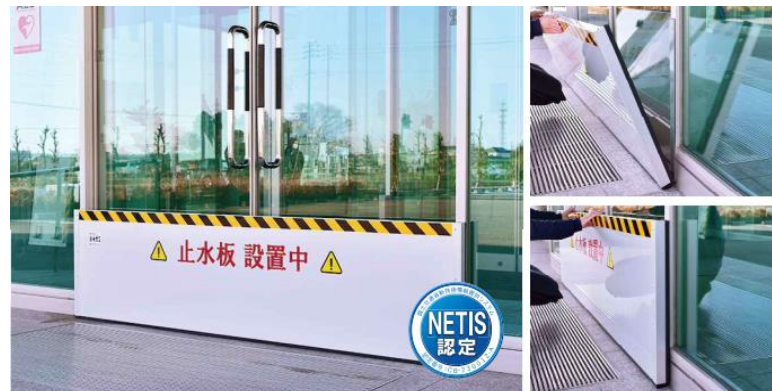
- ・近年の気候変動や都市化に起因した局地的な集中豪雨の増加に伴い、経済活動の中心である都市部・工業地区で洪水が頻発しており、地域経済が大きなダメージを受けるケースが増えている
- ・簡易的な浸水対策が市場に浸透していない

## 提案製品・技術

- ・ビルや工場の開口部等に簡単に設置できるアルミ製の止水板
- ・軽量で設置が容易な独自構造を採用し、最高クラスの止水性能を備えている
- ・解析技術を駆使することで、あらゆる間口に対応が可能

## 調査概要

- ・調査期間:2025年5月～2026年5月
- ・対象国・地域:タイ国
- ・調査概要:気候変動を起因とした都市型洪水の浸水対策としての止水板の活用可能性を技術面・価格面などから調査し、止水板の潜在的ニーズを確認する。現地の顧客候補先、協力企業などへのヒアリング及び視察を通じて、市場環境を把握しつつビジネスプラン策定に取り組み、対象地域の経済活動の安定化と地域住民の洪水時の安全確保に貢献する。



スーパー止水番2

## ビジネスモデル

- ・想定顧客は浸水対策を必要とする企業
- ・止水板の製造は日本国内外注先が行い、組付および仕上げはタイ現地法人、設置工事はタイ国現地の工事業者が行う想定
- ・販売戦略としては、現地代理店の育成と関係構築により更なる販路拡大も想定

## 対象国に対し見込まれる成果(開発インパクト)

- ・止水板が普及し、水害発生時の対策に利用されることで、浸水被害を最小化でき、地域経済の早期復旧が期待されるとともに、地域住民の安全確保につながる
- ・止水板設置工事の施工を担う現地工事業者の育成により、現地代理店の継続的な利益確保及び雇用創出を実現し、当該国の発展に寄与する

## Development Needs in the Target Country's Flood Control Sector (Issues)

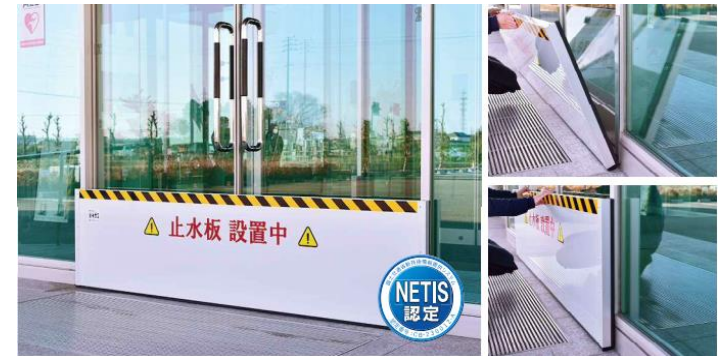
- Due to the increasing frequency of localized torrential rains caused by climate change, flooding has become more frequent in urban areas and industrial zones, which are major hubs of economic activity, causing severe economic damage in these regions.
- Basic flood prevention measures have not yet been widely adopted in the market.

## Products/Technologies of the Company

- The aluminum flood panel can be easily installed at building entrances, factory openings, and other entry points.
- The product features a unique design that is lightweight, easy to install, and provides superior water blocking performance.
- Using advanced analytical technology, the flood panel can be customized to fit any type of opening.

## Survey Outline

- Survey period : May 2025 ~ May 2026
- Country/Area : Thailand
- Survey Overview : The research aims to evaluate the potential of using flood panels as a response to urban flooding caused by climate change. This assessment will focus on the technical feasibility, cost-effectiveness, and existing demand for these flood panels. Through interviews and site visits with potential local customers and partner companies, the research will analyze the market environment and develop a business plan. The goal is to contribute to economic stability and resident safety during floods.



Flood Panel

## Business Model

- The target customers are companies, mainly affiliated with Japanese companies, that need flood control solutions
- The flood panel will be produced in-house and installed by local partners.
- The sales strategy includes expanding further by developing local distributors and building strong relationships with them.

## Expected Social Impact in the Country

- The widespread adoption of flood panels and their use as a protective measure during floods can significantly reduce damage.
- This in turn, facilitates the swift recovery of the local economy and ensures the safety of residents.
- Training and developing local distributors responsible for installing flood panels will ensure sustainable profits and job creation for these local partners, contributing to the long-term growth and development of the target country.