

# 日ロ経済交流の拡大に向けた 日本ロシア経済委員会の取り組み

日本ロシア経済委員会委員長 安西 邦夫

環日本海経済研究所が、中国、朝鮮半島、モンゴル、ロシア極東地域にまたがる広域経済圏の構築について研究、提言をされておられることに対し、かねてより深く敬意を抱いているところであるが、この度本誌に日本ロシア経済委員会の活動内容を紹介する機会を与えて戴いたことに、まず御礼を申し上げる。

日本ロシア経済委員会は、それまでの日ソ経済委員会（1965年設立）の成果を継承する形で1992年に改組され、日ロ経済交流の促進を目的として、ロシアの投資環境の改善への働きかけをはじめ、カウンターパートであるロシア産業家企業家連盟（ヴォリスク会長）および日ロビジネス協議会（ステパーシン会長）との合同会議の開催、エネルギー、輸送・観光、科学技術分野等における協力の推進、極東地域との経済交流の促進などについて、日本政府とも連携を取りながら、多角的な取り組みを行っている。

## 主要分野における日ロ協力

エネルギー分野では、サハリンプロジェクトが日ロ間の貿易・投資の拡大に大きく貢献していることはご案内の通りであるが、「太平洋原油パイプライン計画」も、日ロのみならずアジアのエネルギー戦略上、意義を持っており、日ロ経済の活性化のためにぜひ実現したいプロジェクトである。同様にシベリアの上流開発についても大変関心があり、わが国政府の支援のもと協力を模索していく。

最近、アジアにおけるエネルギー需要の急増や原油価格高騰が各国経済に及ぼす影響を懸念する声が高まっていることから、ロシアを含む北東アジアにおけるエネルギー面での協力が課題となっている。日本経団連では日中韓ビジネスフォーラムの場で、中国、韓国の経済界とともにこの問題の検討を開始したところであり、当委員会でも幅広い観点からこの議論に貢献していく。

輸送分野では、ロシアにおける新しい鉄道網の整備や極東の港湾整備などに関して、わが国経済界として協力の可能性を具体的に検討していく旨をロシア側に表明している。観光分野では、極東に代表団を派遣する等を行い観光協力に関する提言をまとめ、ロシア政府および地方行政に提出した。その後も連邦観光庁とは協議を続けているほか、極東の各行政からは、この提言に示された方向に沿って観光インフラ整備を進めていると伺っている。

科学技術分野では、ロシアの先端科学技術のシーズとわが国企業の製品ニーズとのマッチングを図るべく、国際科学技術センター（ISTC）との協力により、技術分野ごとに実用化検討会を継続的に開催している。

この他にも、日ロ双方がともに手を携え、協力できる分野は枚挙にいとまない程、存在する。今後とも、こうした分野における協力を起爆剤とすると同時に、その裾野を広げることで、高まりつつある日ロ経済交流に弾みをつけていきたい。

## ロシア有力地域との経済交流

このほか、広大な国土を有するロシアでは、市場規模の大きい欧州ロシア部はもちろんのこと、主要地域との交流促進も急がれる。

そこで当委員会では、ロシア企業の対日ビジネスに対する関心を高めるため、日ロビジネス促進セミナーや商談会を、モスクワ、サンクトペテルブルグ、エカチェリンプルグ、ハバロフスクで、すでに5回開催するなど、地道な活動を展開している。同セミナーでは、当委員会委員である企業幹部が講師となり、対日ビジネスの魅力や日本の制度金融に対する取り組みの成果などをロシア企業関係者に対して広報するとともに、ロシア側との忌憚のない意見交換を通じ、対ロシアビジネスに際しての問題点の把握に努めている。

特に、わが国と地理的に近い極東地域との間では、日ロ極東経済合同会議や日ロ極東経済協力ワークショップを継続的に開催しているほか、最近もハバロフスク州、沿海州に代表団を派遣する等して、具体的なビジネスや観光面でも協力の可能性を探っている。

## 拡大する日ロ経済関係

ロシア経済は、昨年、高水準の鉱物資源価格を背景に成長率が7.1%を記録するなど好調に推移している。こうした経済の好調持続による購買力の向上、地方レベルでの日ロ交流の活発化などにともない、ロシアを戦略的市場・投資先として位置づける日本企業は年々増えつつあり、日本企業の対ロビジネスは大きく伸びる兆しを見せている。

2004年9月には、会員企業1,700社を対象として、ロシアとのビジネスに関するアンケート調査を実施した。その

結果、回答企業の約 8 割が「対ロビジネスの具体的プロセスに入ろうとしている」、あるいは「対ロビジネスに興味がある」ことが明らかになった。また、わが国企業が進めるビジネスも資源エネルギー開発から、発電機・エンジンの現地生産、木材加工、家電・自動車販売まで多様化している。日ロ両国の経済力に加え、このような結果は、両国間の貿易高はまだまだ発展の余地が十二分にあるということの表れである。

#### 投資環境の改善

日本企業は外国への進出を決めるまでに長い時間をかけることが通例であるが、いったん進出すると決めれば腰を据えてビジネスを展開し、投資先の経済発展や社会の安定に貢献するよう努力する。しかし、各分野、各地域で日ロ経済交流の拡大を目指すにあたり重要なことは、ロシア側による投資環境の改善である。

ロシアでは、プーチン大統領のリーダーシップにより、資源輸出への依存体質からの脱却を目指して産業の多角化が行われるとともに、規制緩和、租税、企業、土地、労働、司法など広範な分野にわたる制度改革や、カントリーリスクの低減、社会インフラ整備の進展、ロシア企業の資金不足の解消などが着実に進められており、わが国経済界としてもロシア政府の積極的な対応に大きな期待を寄せている。

一方、当委員会では、対ロビジネスの円滑化を図るため、ロシアに進出している日本企業や、現在進出を検討している企業と緊密に連絡をとっているが、企業の現場からは法制度が実際に運営される上での透明性と安定性を確保してほしい、重点産業分野の育成等を進めてほしいといった要望も寄せられている。

その中では、JTへの追徴課税、イギルマ大陸の乗っ取りの動き、双日や横浜通商の水産関連の債権回収問題などの懸案事例も指摘されており、こうした事例は日本企業の

対ロシア投資の萎縮につながることを懸念されている。

当委員会では、こうした日ロ間で生じた懸案事例の解決を目指すべく、来日するロシア政府首脳に直接働きかけを行っている。さらに、2004年11月には、企業幹部22名から構成される代表団をモスクワとニージュニー・ノヴゴロドに派遣し、ジューコフ副首相、フリスチェンコ産業エネルギー大臣、沿ヴォルガ連邦管区のキリエンコ大統領全権代表等との間で、わが国企業の対ロビジネスの新たな展開に向けた意見交換を行った。

また、日本経団連として日ロ賢人会議に参加し、日ロ経済関係の強化に向けた中長期的な展望について、大所高所からも建設的な議論を行っている。

#### 日ロ経済関係の強化に向けて

2000年、プーチン大統領の来日に際し、私は日本企業がロシアで直面する諸問題を直接説明する機会を持ったが、その時、大統領から「この方向で改革を進めたい。ぜひ新しいロシアを見にきてほしい。」とのコメントがあり、翌2001年の対ロシア政府派遣経済使節団の訪ロが実現した経緯がある。

2005年は、ヴォリスキー会長、プリマコフ・ロシア連邦商工会議所会頭がすでに来日したほか、今後はステパーシン会長、プーチン大統領などロシアからの要人来訪が予定されている。順調に推移しつつある日ロ経済関係に弾みをつけるよう、わが国経済界の考え方をお伝えしてまいりたい。

今こそ両国経済界が手をたずさえ、日ロ間の経済交流を両国の経済力を反映する形で大きく発展させるとともに、日ロ両国が北東アジア・極東地域の繁栄と発展をリードするよう努力すべきである。当委員会では、日ロ協力の拡大と深化を目指して、グローバルな視点から日ロ経済関係を捉えなおし、両国関係の発展に全力を挙げて対処していく所存である。

# *The Initiatives of the Japan-Russia Business Cooperation Committee, Aimed at Expanding Russo-Japanese Economic Exchange*

Kunio Anzai

Chairman, Nippon Keidanren Japan-Russia Business Cooperation Committee

For some time, I have had the deepest respect for the research conducted by the Economic Research Institute for Northeast Asia regarding the construction of a broad economic subregion, as well as the proposals that it has made. Accordingly, I would like to thank ERINA for providing me with the opportunity to give the readers of the *ERINA Report* an overview of the activities of the Japan-Russia Business Cooperation Committee, which functions under the auspices of the Japan Federation of Economic Organizations (Nippon Keidanren).

The Japan-Russia Business Cooperation Committee was established in 1992 as a reorganized form of the Japan-USSR Business Cooperation Committee that had existed hitherto (established in 1965), with the aim of building on the results achieved by the latter. Founded with the aim of promoting economic exchange between Japan and Russia, it implements multifaceted initiatives in collaboration with the Japanese government, such as pressing for improvements to the investment environment in Russia, holding joint conferences with the committee's counterparts the Russian Federation of Industrialists and Entrepreneurs (President: Arkady Volsky) and the Russia-Japan Business Council (President: Sergei Stepashin), promoting cooperation in the fields of energy, transport and tourism, and science and technology, and promoting economic exchange with Russia's Far Eastern region.

## **Russo-Japanese Cooperation in Major Fields**

In the energy field, as you are doubtless aware, the Sakhalin projects are contributing greatly to the expansion of Russo-Japanese trade and investment. Furthermore, the Pacific pipeline plan has considerable significance in terms of the energy strategy not only of Japan and Russia, but also of Asia as a whole, and it is a project that I hope will be translated into reality, for the sake of the revitalization of the economies of Russia and Japan. Similarly, there is a great deal of interest in the development of the upper reaches of rivers in Siberia and we will explore the potential for cooperation with the support of the Japanese government.

Recently, growing concern has been expressed regarding the effects on various economies of the surge in energy demand in Asia and soaring crude oil prices, so energy cooperation in Northeast Asia (including Russia) is becoming an issue. The Nippon Keidanren has just begun to consider this issue in collaboration with representatives of the business world in China and the ROK, through the Japan-China-ROK Business Forum, and our committee will contribute to discussion of this issue from a broad-based standpoint as well.

In the transport field, as representatives of Japan's

business world, we have told our Russian counterparts that we will give specific consideration to the potential for cooperation in the development of new rail networks in Russia and the upgrading of port facilities in Russia's Far Eastern region. In the field of tourism, we have dispatched delegations to the Far Eastern region and put together proposals concerning cooperation in tourism, which we have submitted to the Russian government, as well as to the regional administrations of the areas concerned. Since then, we have continued to hold talks with the Federal Bureau of Tourism and we have heard that the regional administrations are promoting the development of tourism infrastructure in line with our proposals.

In the field of science and technology, in collaboration with the International Science and Technology Center, we are holding ongoing committee meetings aimed at the practical application of new technology in each technological field, with the aim of matching the seeds of Russia's cutting-edge science and technology with the product needs of Japan's companies.

In addition, the number of fields in which Russia and Japan could join forces and cooperate is too numerous to mention. I hope that, in the future, we will be able to provide the spark for cooperation in these fields, while also boosting the continuing growth in economic exchange between Japan and Russia by expanding the scope of such cooperation.

## **Economic Cooperation With Russia's Major Regions**

In addition, the promotion of exchange with major regions within Russia's vast territory, as well, of course, as with the extensive markets in the European part of Russia, is a pressing issue.

Accordingly, in order to increase interest among Russian companies in doing business with Japan, our committee is developing steady activities, such as the Japan-Russia Business Promotion Seminars and business talks that have already been held five times in Moscow, St Petersburg, Ekaterinburg and Khabarovsk. At these seminars led by business executives who are members of our committee, as well as publicizing the attractions of doing business with Japan and the effects of initiatives relating to government finance in Japan among Russian businesspeople, we are trying to gain a grasp of problems involved in doing business with Russia through the frank exchange of views with those on the Russian side.

In particular, in Far Eastern Russia, which is geographically close to Japan, as well as continuing to hold the Joint Japan-Russia Far Eastern Economic Conference and Japan-Russia Far Eastern Economic Cooperation Workshops, we have recently dispatched delegations to

Khabarovskiy and Primorskiy territories to examine the concrete potential for business, in addition to cooperation in the field of tourism.

### **The Expansion of Economic Relations Between Japan and Russia**

The Russian economy is doing well, recording a growth rate of 7.1% last year, against the backdrop of high prices for mineral resources. Due to the improvement in purchasing power resulting from the sustained economic boom, as well as the intensification of exchange between Japan and Russia at the regional level, the number of Japanese companies positioning Russia as a strategic market and investment destination is growing annually and there are signs that business in Russia on the part of Japanese companies is growing significantly.

In September last year, we conducted a survey of 1,700 member companies regarding business with Russia. As a result, it was clear that about 80% of the companies that responded were “about to begin the specific process of doing business with Russia” or “interested in doing business with Russia”. Moreover, the forms of business undertaken by Japanese companies are becoming more diverse, moving away from the development of resources and energy, towards the local production of generators and engines, timber processing, and the sale of electrical appliances and motor vehicles. As well as bearing witness to the economic might of both Japan and Russia, these developments demonstrate that there is still more than enough potential for growth in the volume of trade between the two countries.

### **Improvement in the Investment Environment**

As a general rule, Japanese companies take a long time to decide upon expansion into a foreign country, but once they have established a base there, they develop their business in earnest and strive to contribute to economic development and social stability in the investment destination. However, what is vital in seeking to expand economic exchange between Japan and Russia in each field and region is the improvement of the investment environment by the Russian side.

Thanks to the leadership demonstrated by President Vladimir Putin, a broad range of institutional reforms have been implemented in such areas as the easing of regulations, taxation, companies, land, labor and the judicial system; in addition, steady progress has been made in reducing Russia's country risk, developing its social infrastructure, and eliminating capital shortfalls among Russian companies, as well as diversifying industry, with the aim of breaking free of the country's dependence on resources exports. Accordingly, Japan's business community has great hopes for a positive response on the part of Russia's government.

At the same time, in order to facilitate business with Russia, our committee maintains close contacts with Japanese companies that have established bases in Russia and companies currently contemplating a move into that country; some of these companies active in the field say

that they want transparency and stability to be ensured in the actual operation of the legal system, as well as progress in nurturing priority industrial fields.

With regard to this matter, examples of pending issues that were pointed out include the levying of additional taxes on JT, the moves to take over Igirma-Tairiku and problems relating to the collection of debts relating to marine produce that were experienced by Sojitz and Yokohama Commerce; it is feared that these cases will lead to the atrophying of investment in Russia by Japanese companies.

Our committee is making direct approaches to top Russian government officials who visit Japan, with the aim of resolving these outstanding issues that have arisen between Japan and Russia. Furthermore, in November last year, we sent a delegation consisting of 22 business executives to Moscow and Nizhny Novgorod, where they exchanged opinions with Deputy Prime Minister Alexander Zhukov, Minister of Industry and Energy Viktor Khristenko, and Presidential Plenipotentiary to the Volga Federal District Sergei Kirienko, with the aim of achieving new developments relating to business undertaken in Russia by Japanese companies.

Moreover, the Nippon Keidanren participates in the Japan-Russia Eminent Persons' Council, undertaking constructive discussions from a broad perspective with regard to the medium- to long-term prospects for strengthening Russo-Japanese economic relations.

### **Towards the Strengthening of Russo-Japanese Economic Relations**

In 2000, when President Putin visited Japan, I had the opportunity to explain to him directly the problems that Japanese businesses were facing in Russia. He commented that, “I would like to promote reforms with regard to those areas. I hope that you will come and see the new Russia.” Accordingly, an economic mission organized by the Russian government visited Russia the following year.

This year, both Mr. Volsky and Yevgeny Primakov, President of the Russian Chamber of Commerce and Industry, have visited Japan and visits by such dignitaries as Mr. Stepashin and President Putin are scheduled to take place later this year. I would like to tell them how the Japanese business world feels, in order to give further momentum to economic relations between Japan and Russia, which are already developing steadily.

Now is the time when the business communities of both countries should join hands and achieve great developments in economic relations between Japan and Russia that reflect the economic might of both countries; furthermore, both countries should take leading roles in promoting prosperity and development in Northeast Asia and Far Eastern Russia. Our committee wishes to look at Russo-Japanese economic relations afresh, from a global standpoint, with the aim of expanding and deepening cooperation between the two countries, and to do our utmost to contribute to the development of the relationship between them.

(Translated by ERINA)