

Technical Cooperation for Lao Development Bank (LDB)

JFC-Micro has provided technical cooperation for Lao Development Bank (LDB) to develop its human resources and to improve its credit operations, as an ODA project of Policy Research Institute (PRI) of Ministry of Finance (MOF), Japan.

Outline of Lao Development Bank

LDB was established on April 2003 by merging two previous state-owned commercial banks namely Lao Xang Bank and Lao May Bank. Since then, LDB plays an important role as a financial institution for SME promotion.

Organization	State-owned Commercial Bank
Objective/Purpose	Loan Services, Deposits, Foreign Exchange, etc.
Established	April 2003
Branch Offices	18 Branches, 75 Service Units, 22 Foreign Exchange Units (as of December 2014)
Employees	1,437 (as of December 2014)

※Above data is based on the hearing from LDB

Back ground of JFC-Micro's Technical Cooperation

LDB provides widespread of financial services. Under the governmental policy, the bank now puts more importance on financing for SMEs. Thus, it is required for LDB to develop human resources and improve its credit operations.

Under these circumstance, the bank asked PRI for technical support. Considering the achievement by JFC-Micro in the Technical Cooperation for [Vietnam Bank for Social Policies](#) and for [SME Bank, Malaysia](#), PRI asked JFC-Micro for technical cooperation.

JFC-Micro's Activities on this project

1st phase: Develop LDB's human resources and to improve its credit operations

March 9-18, 2011 Preliminary Survey

JFC-Micro and PRI conducted a field survey in order to figure out the necessity of technical cooperation. Executives of LDB officially asked for the provision of JFC-Micro's know-how.



June 15-16, 2011 Signing Ceremony

JFC-Micro and PRI visited Vientiane to sign the Memorandum of Understanding. After the signing ceremony, JFC-Micro, PRI and LDB held a discussion. All parties agreed to hold the 1st seminar on November, 2011.



November 29 – December 10, 2011 1st Seminar in Laos

JFC-Micro gave lectures to 93 managerial staffs such as branch manager, unit head, etc. regarding credit analysis methods in JFC-Micro. Lectures were held at three cities (Luang Prabang, Pakse and Vientiane), two-day each. At the discussion held at the last day of the seminar, all parties agreed to hold next seminar in Japan.



June 4-15, 2012 2nd seminar in Japan

JFC-Micro accepted 20 members of LDB including executives in head office and branch managers, and conducted a two-week seminar in Japan. They were highly motivated to improve their operation, so they asked a lot of questions during the seminar.



October 2-3, 2012 Mid-term evaluation

JFC-Micro conducted a field survey in order to evaluate how the LDB has disseminated the 1st and 2nd seminar. We confirmed that the contents of the seminars have been widely spread to the whole of LDB by the efforts of the seminar participants.



January 27 – February 6, 2013 3rd Seminar in Laos

JFC-Micro gave lectures to 153 managerial staffs , regarding methods of credit analysis in JFC-Micro. Lectures were held at three cities (Luang Prabang, Pakse and Vientiane), two and half-day each. At the discussion held at the last day of the seminar, all parties agreed to hold 4th seminar in Laos.



August 27 – September 5, 2013 4th Seminar in Laos

JFC-Micro gave lectures to 131 managerial staffs, regarding methods of credit analysis in JFC-Micro. Lectures were held at two cities (Xiengkhouang and Vientiane), four-day each. At the discussion held at the last day of the seminar, all parties agreed to hold final evaluation in Laos.



November 13 – 15, 2013 Final evaluation in Laos

As a final evaluation, JFC-Micro conducted a field survey in order to evaluate the achievement of this technical cooperation. Through the discussion with LDB, we confirmed that the ability of their credit analysis is improved. Besides, LDB officers' attitude toward their clients has been improved as well. LDB executives mentioned that this technical cooperation contributes to enhancing their human resources. Even after this project, we will continue to promote this close relationship with LDB.



2nd phase: Disseminated to the staff of LDB about knowledge and know-how about SME finance provided by Japan

February 4 – 11, 2015 1st Seminar in Laos

We held three-day seminar in two cities in Lao PDR as Luang Prabang and Vientiane from February 4 to 11, 2015. And there were 152 participants who are mainly in charge of credit analysis in branch offices.

JFC conducted lectures on how to use a new format of credit analysis that was revised by LDB after the project/phase1, a case study about an applicant for a business loan who plans to open a new restaurant and an outline of a manual of credit analysis that we support for making in the project/phase2.



August 31 – September 4, 2015 2nd Seminar in Japan

JFC-Micro accepted 23 members of LDB including Mr. Khamsing, deputy managing director of LDB and held a 5 days seminar in Japan.

We conducted lectures about “support to business start-up”, “collaboration with external organization” and “personnel training”. In addition we visited Tokyochoou branch and Kawasaki Chambers of Commerce and Industry. LDB

mentioned that they were able to learn JFC's various activities and branch operations.

