

Technical Cooperation for Myanmar Economic Bank (MEB) and others

JFC-Micro has provided technical cooperation for financial sector including Myanmar Economic Bank (MEB) to develop their human resources and its credit operations, as an ODA project of Policy Research Institute (PRI) of Ministry of Finance (MOF), Japan.

January 27, 2015 Workshop on SME Finance in Myanmar

JFC-Micro, by request of the Policy Research Institute (PRI), held workshop on SME Finance at Ministry of Finance of Myanmar, Nay Pyi Taw on January 27, 2015. There were about 30 participants from Ministry of Finance (Budget Department, Treasury Department, and Financial Regulatory Department), Central Bank of Myanmar, Ministry of Industry and Myanmar Economic Bank (MEB).

We conducted lectures on SME Finance in Japan, roles of JFC-Micro, loan programs and the credit analysis of JFC-Micro.



Phase I

April 23 - 29, 2015 Seminar on SME finance for Myanmar Economic Bank, etc.

JFC-Micro has launched technical cooperation on SME finance for mainly Myanmar Economic Bank (MEB). We held a three-day seminar in 2 cities, Nay Pyi Taw and Yangon. Approximately 130 participants from MEB, MOF, private financial institutions attended this seminar.

Through this seminar, we implemented some lectures on credit analysis methods for SMEs. The lectures included "qualitative analysis" which grasps enterprises' conditions through interviews and site-visits and "qualitative analysis" which analyzes financial statements.



November 19 - 20,23-24, 2015 2nd Seminar in Myanmar.

JFC-Micro held a three-day seminar in 2 cities, Nay Pyi Taw and Yangon. 129 participants from MEB, etc. attended this seminar.

In this seminar, we reviewed "qualitative analysis", "quantitative analysis" and "usage of loan analysis" which we had lectured on last seminars. In addition, we lectured on JFC micro's credit analysis methods for SMEs, using a case study "women's clothing retailer ". In the case study, we explained that there was a possibility to provide a loan to the company in the red by deeply hearing the company's outlook for the future and the company's actual situation. These seminars were successfully held. Most of the participants who said it was hard to provide a loan to the company in the red before holding seminars told that such credit analysis methods were novel and very useful for them.



May 23 - 24, 26-27, 2016 3rd Seminar in Myanmar.

JFC-Micro held a two-day seminar in 2 cities, Nay Pyi Taw and Yangon. 125 participants from MEB, etc. attended this seminar.

In this seminar, we provided participants with experience of JFC-micro's credit analysis method. They filled out credit analysis formats along with the analysis procedure, while we gave a lecture on a case study "a manufacture of dried bananas and banana chips ".

Managing Director of MEB told that seminar had been very useful and he would let participants share knowledge and know-how they had learned in this seminar.



January 16-20, 2017 4th Seminar in Japan.

JFC accepted 15 participants from MEB etc. and held a five-day seminar in Japan.

We conducted lectures about credit analysis method, business start-up support, human resource development, and credit management etc. In addition, the participants visited the Ueno branch and SMEs in Taito ward. Participants commented that they were able to understand detailed method of credit analysis and credit management, and they are willing to make use of the knowledge that they learned and share with their colleagues to improve their skills.



May 22-26, 2017 Final Evaluation in Myanmar

As a final evaluation, JFC-Micro conducted a field survey in order to assess the achievement of this technical cooperation. Through the discussion with the MEB executives and branch staffs, we were able to confirm the know-how lectured by JFC-Micro had been efficiently utilized, and also, MEB executives mentioned that this technical cooperation contributed to enhancing their human resources development. To add value of this project's outcome, we are planning to keep and deepen close relationship with MEB.



Phase II

As a result of the Final Evaluation of Phase 1, though certain effect on human resourced development among the credit analysis officers of MEB was achieved, the necessity for further improvement was shared. With the MEB's request for the continuous support, that had the common recognition, the start of Phase 2 project has been agreed.

June 11-19, 2018 1st Seminar in Myanmar

JFC-Micro held a 2-day seminar in each 3 cities (Nay Pyi Taw, Mandalay, and Yangon) and total of 131 credit analysis officers from the branch offices participated in the seminar. JFC-Micro made lectures on detailed methods on how to grasp the actual quantitative situation of SMEs with insufficient financial data, etc. Participants made many questions during the seminar with aggressive attitude, making the seminar very vibrant.



December 3-7, 2018 2nd Seminar in Myanmar

JFC-Micro held the 2nd seminar to total of 124 MEB's officers who are engaged in financing at their branch offices.

In the 2-day seminar at each 2 cities (Yangon and Nay Pyi Taw), JFC-Micro made lectures on approaches to proceed loans without collateral, and in addition, examined the actual example of the MEB's loan as a case study. Seminar participants commented that the lectures were very practical and wanted to share the methods with other officers and utilize them.



December 25-28, 2019 3rd Seminar in Myanmar

To foster the human resources who can participate as a “Trainer” inside MEB, JFC-Micro held a 3rd seminar to 40 participants those selected by the MEB Head Quarter.

To encourage the participants for their smooth training, as they are responsible for the training of the branch staffs after the seminar, JFC-Micro offered our experiences regarding the techniques of interview (such as “not using terminology” or “making friendly atmosphere”) and also did a mock interview between the MEB’s customer and JFC officer as a credit analyst. There were comments by the participants introducing their elaborated practices and attitudes that they intent when interviewing the customers, making the seminar interactive.

