JFC-Micro Vol.9 March 2013
International Cooperation

Contents

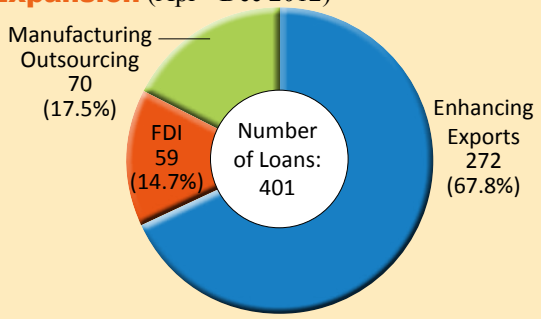
Support for Overseas Expansion of Japanese SMEs
Recent Activities
See You Someday!!

Supporting Micro and Small Enterprises (MSEs) for Economic Prosperity

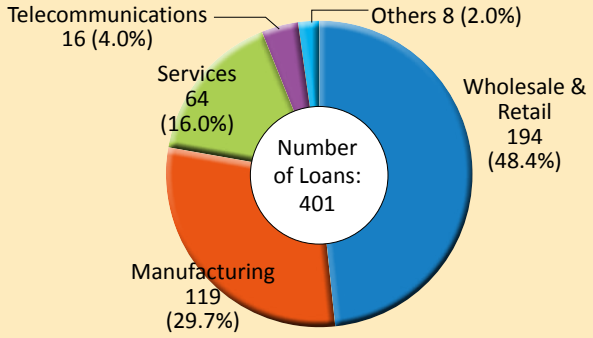
Support for the Overseas Expansion of Japanese SMEs

As Japanese SMEs are seeking to capture growth potential outside of Japan, JFC-Micro actively offers the Loans for Overseas Investment Program that supports the overseas expansion of SMEs. JFC-Micro provided 401 loans through this program between April and December 2012. SMEs can use this program for foreign direct investment (FDI), outsourcing of manufacturing overseas, and enhancing exports. Let's take a look at features of this program.

▼ Breakdown of Loans by Type of Overseas Expansion (Apr - Dec 2012)



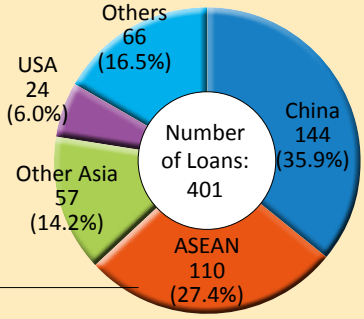
▼ Breakdown of Loans by Industry (Apr - Dec 2012)



▼ Breakdown of Loans by Country (Apr - Dec 2012)

ASEAN Countries

Thailand	34
Vietnam	25
Philippines	14
Singapore	12
Indonesia	9
Others	16
Subtotal	110



☆ Overseas Expansion Support Desk ☆

In April 2012, Overseas Expansion Support Desks were set up in 152 branches nationwide. In cooperation with overseas-related organizations such as **JETRO**, JICA, and JBIC, the desks offer information services that meet the needs of customers who are considering expanding their business overseas.

Signing an MOU with JETRO

JFC signed a memorandum of understanding (MOU) with the Japan External Trade Organization (JETRO), a government-related organization in Japan, for the purpose of promoting SMEs' overseas expansion. JETRO has 73 offices overseas to promote mutual trade and investment between Japan and the rest of the world. JFC offers information services by utilizing collaborative network with JETRO.

Mr. Yasui, governor of JFC (left) and Mr. Ishige, chairman of JETRO

This newsletter introduces the recent activities of JFC-Micro's International Cooperation Office (ICO). ICO provides JFC-Micro's experience and know-how on MSE finance to overseas financial institutions, etc.

Signing an MOU with the Agency of Enterprises Development, Vietnam

(October 11, 2012, in Vietnam)

JFC concluded a memorandum of understanding (MOU) with the Agency of Enterprises Development (AED), a government agency in Vietnam, for the purpose of promoting SMEs' overseas expansion. Mr. Wada, managing executive officer of JFC, visited Hanoi and signed the MOU as JFC's representative. Based on this MOU, JFC's customers will be able to receive support from the Vietnamese government when they need information on the business environment in Vietnam and inspect industrial complexes in Vietnam.

Signing Ceremony

Representative from JFC-Micro

JFC's customers who have subsidiaries in Vietnam number in excess of 200. This number ranks third, just after China and Thailand. JFC is making efforts to support the SMEs' business expansion into Vietnam.

About AED

AED is one of the government agencies under Vietnam's Ministry of Planning and Investment which is responsible for the development of SMEs in Vietnam.

Other Partners

JFC-Micro is working with other foreign institutions to support Japanese SMEs' activities overseas.

SME Bank, Malaysia

JFC-Micro and SME Bank, Malaysia, signed an MOU in February 2012. SME Bank is a government-owned development financial institution which mainly supports SMEs in Malaysia.

The MOU seeks to provide opportunities for both parties to share information and expertise related to SME finance.

We are discussing how we move the relationship forward to the next stage in an effort to provide better services to customers.

VietinBank, Vietnam

JFC-Micro and VietinBank, one of the four largest state-owned commercial banks in Vietnam, exchanged an MOU on mutual cooperation activities and established an effective bilateral partnership in October 2011.

In order to discuss further mutual cooperation for supporting SMEs in both countries, ICO visited VietinBank in Hanoi in October 2012.

Recent Activities

JFC-Micro dispatches experts to foreign countries for technical assistance projects and international conferences on SME finance. In addition, JFC-Micro accepts business missions and study groups from various countries.

The 3rd Seminar in Laos
– Technical Cooperation Project for Lao Development Bank –

(January 27 – February 6, 2013, in Laos)

JFC-Micro presented lectures to 153 LDB branch and headquarters staff who are involved in credit analysis. Those lectures, including case studies, were related to credit analysis methods of JFC-Micro. The seminar was held in three cities (Luang Prabang, Pakse, and Vientiane) for two and a half days at each venue. Seminar participants asked lecturers many questions, and the seminar was conducted productively.

At the discussions held on the last day of the seminar, all parties agreed to hold the fourth seminar in Laos again.

-Progress of this Project-

Mar. 2011	Preliminary Survey in Lao PDR
June 2011	Signing of MOU in Lao PDR
Dec. 2011	1st Seminar in Lao PDR
June 2012	2nd Seminar in Japan
Oct. 2012	Mid-term project assessment
Jan. 2013	3rd Seminar in Lao PDR
(not fixed)	4th Seminar in Lao PDR (planned)

Other Activities

Other activities in Japan from October 2012 to March 2013

2012	
Oct. 10	Meeting with the delegation of the Bank for Agriculture and Agricultural Cooperatives from Thailand
Oct. 22	JICA: “Financial and Technological Support for Small and Medium Enterprises Promotion (B)”
Nov. 21	Meeting with the delegation from Vietnam and the assistance program of the Vietnam Chamber of Commerce and Industry for SMEs in the economic crisis
Nov. 28	JICA: “Financial and Technological Support for Small and Medium Enterprises Promotion(C)”
Nov. 30	Meeting with the delegation from State Bank of Vietnam
2013	
Feb. 1	JICA: “Small and Medium Enterprise Development Polices (A)”
Feb. 5	JICA: “Training Program for Young Leaders for India / Community Small and Medium Enterprises Development”
Feb. 12, 15	HIC: “Small and Medium Enterprise Development Policies (C)”
Feb. 13	JICA: “Tokyo Workshop on the Program for Economic Development”
Feb. 14	APRACA: “Seminar for APRACA-CENTRAB”
Mar. 1	JICA: “Small and Medium Enterprise Development Polices (B)”
Mar. 4	JICA: “Necessary Policy Measures and Reform Strategies for Financial System Stability in NIS Countries”

See You Someday!!

At the end of March 2013, Mr. Yagi, one of our ICO staff, will retire from JFC. He has contributed greatly to ICO activities.

At the end of this March, I will retire from JFC-Micro, where I have been working for 37 years. Many things have happened. Things enjoyable, mournful, unexpected, and unprecedented have occurred to me over this period of time.

I have more than 10 years' experience as a general branch manager. In 2011, I was assigned to the ICO, where I met many fine and excellent people from foreign countries. I was extremely delighted to be able to take advantage of my experience in JFC-Micro for my lectures in technical assistance projects.

The majority of the participants were enthusiastic about learning concerning the status quo of SMEs in Japan and the outline of JFC-Micro business activities. As a matter of fact, they sometimes asked me incisive questions which impressed me deeply, or embarrassed me.

I truly enjoyed communicating with them as well as studying the political and economic situations of their countries. I do appreciate the cooperation and sincerity of all the people whom I met. Moreover, I would like to express my respect for all of them. Thank you again and good luck!

Contact Us!

If you are interested in our activities, please feel free to contact us! We hope to hear from you!

International Cooperation Office

Micro Business and Individual Unit
Japan Finance Corporation (JFC-Micro)
Otemachi Financial City North Tower
1-9-4 Otemachi, Chiyoda-ku,
Tokyo 100-0004 Japan
Tel: +81-3-3270-1527 Fax: +81-3-3270-1481
E-mail: kaigaishien@jfc.go.jp

About Us

(from lower left) Daito, Yagi , Nakajima
(from upper left) Sagara, Saito,
Okumura, Tsunekawa, Tsumura

We are the staff of the International Cooperation Office (ICO). We would like to make an international contribution through our activities. We stand ready and willing to serve!