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**Supporting Micro and Small Enterprises (MSEs) for Economic Prosperity**

## **Fourth Seminar and Final Evaluation in Laos -Technical Cooperation Project for Lao Development Bank (LDB)-**

(August 27 - September 5, 2013 / November 13 - 15, 2013, in Laos)

As the final phase of a two-year ODA project, JFC-Micro and Policy Research Institute (PRI) in the Ministry of Finance of Japan conducted a fourth seminar and final evaluation in Laos.

At the fourth seminar, JFC-Micro presented lectures to 131 managerial staff members regarding our methods of credit analysis. Lectures were held in two cities, Xiengkhouang and Vientiane, for four days each.

As the final evaluation, JFC-Micro conducted a field survey with PRI in order to evaluate the achievements of this technical cooperation. Through discussion with LDB, we confirmed that this technical cooperation contributed to enhancing the capabilities of LDB's credit analysis and human resources.

We will continue to promote this close relationship with LDB.



Seminar in Xiengkhouang



Seminar in Vientiane



Discussion with LDB at the final evaluation

# Activities in Foreign Countries

JFC-Micro dispatches experts to foreign countries for technical assistance projects and international conferences on SME/MSE finance.

## Tenth Annual Meeting of APEC Financial Institutions Dealing with SMEs

(May 9 - 10, 2013, in Singapore)

The APEC meeting, organized by the Association of Banks (ABS) in Singapore, was held in Singapore. A JFC delegation (JFC-Micro and SME Unit) led by Mr. Norihiro Yokoyama, Managing Executive Officer, attended this meeting. At the annual meeting on the first day, member institutions reported on past mutual cooperation activities and future plans. At the conference on the second day, they mainly discussed two themes: "Beyond Bank Financing" and "Growing Business Families to Go Global."



Many member institutions showed strong interest in JFC's growth-oriented activities. Through the fruitful discussion, JFC expressed its willingness to establish more close relationships with other financial institutions. The 11th APEC meeting, organized by Taiwan Cooperative Bank (TCB) and Taiwan Business Bank (TBB), will be held in Taipei in July 2014. As one of the member institutions, JFC strongly hopes the next meeting will also be successful.

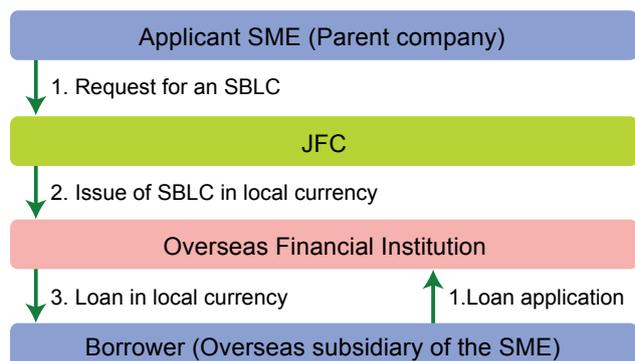
### What is the Standby Letter of Credit Program?

At the meeting, many participants showed strong interest in the "Standby Letter of Credit (SBLC) Program," JFC's new support program for Japanese SMEs. An SBLC is a Letter of Credit issued for guarantee purposes. JFC issues SBLCs for affiliated overseas financial institutions in order to assist overseas branches and associated firms of Japanese SMEs (i.e., "SMEs' overseas subsidiaries") to obtain funds in local currencies from overseas financial institutions smoothly.

This program has many advantages for SMEs' overseas subsidiaries. For example, they can avoid the risk of exchange fluctuations and improve the financial standing of their parent companies in Japan, etc.

JFC supports the overseas expansion of Japanese SMEs' through this program!

#### Scheme flow chart of SBLC Program



# Activities in Japan

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.

## Lectures for Delegates from the Agency of Enterprises Development (AED), Vietnam

(January 20 - 21, 2014, in Tokyo)

JFC has business ties with AED, a governmental agency in Vietnam, based on the memorandum of understanding (MOU) between the two parties concluded in October 2012.

JFC-Micro welcomed eight delegates including Mr. Nguyen Trong Hieu, Deputy Director General of AED, during January 20 to 21, 2014. We presented various lectures on our loan programs and support for business start-ups and made visits to our branch office and its client.



Mr. Hieu mentioned, "The delegates realized how JFC-Micro contributes to enhancing SMEs in Japan through the lectures and site visits." He added, "It is necessary for our country to encourage domestic support industries. To fulfill this objective, we would like to deepen our relationship with JFC."

## Other Activities

Other activities in Japan from April 2013 to March 2014

<b>2013</b>		
April	Meeting with a delegation from the Vietnam Chamber of Commerce and Industry, Vietnam	
June	Meeting with the Minister of the President's Office, Myanmar	
July	JICA: "Small and Medium Enterprise Development Policies (A) and (E)"	
August	JICA: "Financial and Technological Support for Small and Medium Enterprises Promotion(C)" and another study program	
September	Meeting with a delegation from State Bank of Vietnam	
October	JICA: "Training Program for Young Leaders for Malaysia / Community Small and Medium Enterprises Development and Promotion Course" and 4 other study programs	
November	JICA: "Small and Medium Enterprise Development Policies (C) "	
<b>2014</b>		
January	Meeting with a delegation from the Agency of Enterprises, Vietnam, and another study program	
February	APRACA: "Seminar for APRACA-CENTRAB" and 2 other study programs	

# See You Someday!!

At the end of March 2014, Mr. Sagara, one of our ICO staff, is scheduled to be transferred. He has contributed greatly to ICO activities.

I joined ICO in August 2010. Since then, I've engaged in many activities related to international technical cooperation and support for SME's overseas expansion. When I trace my steps here, I see many very precious experiences. Below, I'll describe some of the remarkable achievements in which I've had the privilege to be involved.



With Mr. WADA (second right), then Managing Executive Officer, in Manila, Philippines, in 2012

➤ Attending “APEC Financial Institutions Dealing with SMEs”  
Actually, in terms of involvement in an international conference, this occasion was my first experience. Through this conference, we established close and cooperative relationships with overseas financial institutions based on mutual trust and respect.

Most notably, this event triggered the introduction of the “Standby Letter of Credit Program” scheme between JFC and VietinBank in Vietnam, an attendee at the conference.

➤ Conclusion of MOU with SME Development Bank Malaysia

I had engaged in a technical cooperation project with SME Bank since August 2010. After successfully accomplishing the project, I was assigned to a big role, which was to arrange the MOU signing ceremony with SME Bank in 2012. This MOU aims to provide comprehensive support to SMEs in Japan and Malaysia.

I sincerely hope our efforts will be of some help in fostering the growth of SMEs in both countries in the future.



With Mr. Udo (second left), then Managing Executive Officer, in K.L., Malaysia, in 2012

*Treasure every encounter, for it will never recur! Thanks so much, everyone.*

## Contact Us!

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

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## About Us



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