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Micro Business and Individual Unit

The Micro Business and Individual Unit (Micro Unit) acts as a community-based financial institution. It provides business loans to micro/small businesses and business start-ups, and educational loans to individuals who are in need of funds for school entrance fees and other educational expenses.

Overview of Operations

Small Loans to a Large Number of Micro Businesses

- Loans have been disbursed to 0.87 million businesses.
- The average loan balance per business is 7.03 million yen, most of which were small loans.
- Approximately 90% of borrowers are micro/small businesses with nine or fewer employees, and approximately half are sole proprietorship.

Safety Net Financing

- Micro Unit provides Safety Net Loans to support micro/small enterprises experiencing in finance difficulties because of a changing business environment.
- Through loans and other means, Micro Unit supports the rehabilitation and reconstruction of micro/small businesses that have suffered damage at times of disaster such as earthquakes, typhoons, and heavy snowfalls.

Supporting Business Start-ups and Business Reconstruction

- The number of loans disbursed to business start-ups (consisting of those that have yet to start and those that are within 1 year of start-up) reached 28,116 a year. It is estimated that about 87,000 jobs were created annually as a result.
- Micro Unit supports businesses engaged in innovative businesses through Capital Subordinated Loans.
- Supports business revitalization and succession of micro businesses.

Supporting Social Businesses and Overseas Expansion, etc.

- Micro Unit supports businesses engaged in social businesses to solve regional and social issues.
- Micro Unit supports micro/small businesses trying to expand overseas.

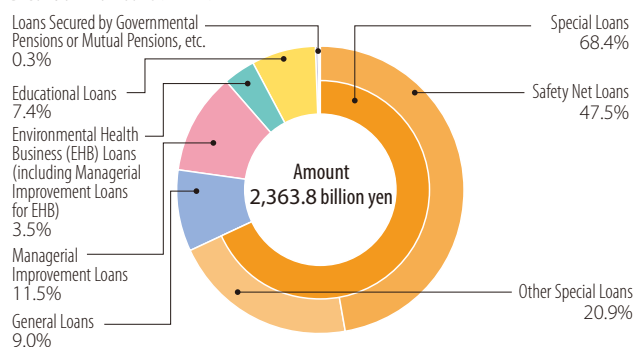
Collaboration with Chambers of Commerce and Industry, Societies of Commerce and Industry, regional financial institutions, and Environmental Health Trade Associations, etc.

- Micro Unit works in close collaboration with such organizations as Chambers of Commerce and Industry, Societies of Commerce and Industry, regional financial institutions and Environmental Health Trade Associations to support the financial improvement of micro/small businesses, and help maintain or improve the sanitation level of environmental health-related businesses.
- Micro Unit collaborates with Approved Management Innovation Support Organizations with high specialty such as tax accountant, certified public accountant and SME management consultant.
- Micro Unit proactively collaborates with regional financial institutions.

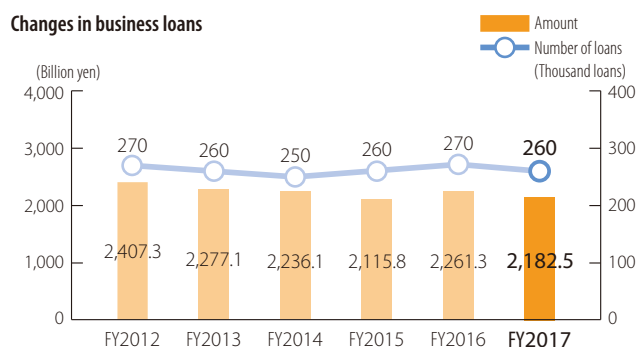
Support through Educational Loans, etc.

- Approximately 120,000 Educational Loans are disbursed each year.

Breakdown of loans (FY2017)



Changes in business loans



Feature of Operations

Supporting Micro/Small Businesses

Business Loans were provided to 0.87 million businesses. The average loan balance per business is 7.03 million yen, most of which were small loans. Approximately 90% of borrowers are micro/small businesses with nine or fewer employees, and approximately half are sole proprietorship.

Over 80% of all loans are uncollateralized.

Number of business borrowers and average loan balance per business (as of March 31, 2018)

	Micro Business and Individual Unit	Total for shinkin banks (261 banks)	Total for domestic banks (137 banks)
Number of business borrowers (million)	0.87	1.13	2.02
Average loan balance per business (million yen) (as of the end of FY2017)	7.03	39.71	98.73

Notes: 1. Figures for Micro Unit are the total of General Loans and Environmental Health Business Loans.

2. Domestic banks include major commercial banks, regional banks, regional banks II, and trust banks.

3. Figures for shinkin banks and domestic banks do not include loans to individuals (loans for housing, consumption, tax payments, etc.), loans to regional public organizations, overseas yen-loans, or loans made to businesses in foreign countries in name of their domestic branches. Number of business borrowers for shinkin banks and domestic banks are based on the number of loans.

Source: Bank of Japan website

Demonstrating Safety Net Functions

The number of Safety Net Loans (including earthquakes) disbursed in FY2017 to micro/small businesses experiencing difficulties in finance because of a business or financial environment change reached 108,796.

Furthermore, a special consultation service was immediately established in the event of unforeseen events, such as a natural disaster like the Great East Japan Earthquake, the 2016 Kumamoto Earthquake or a major corporate bankruptcy, so that affected micro/small business owners can receive consultation to find ways to ease their loans and repayment terms.

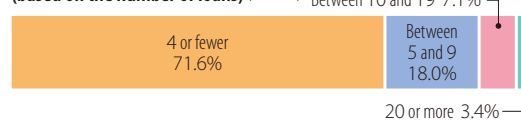
The Micro Unit supports the rehabilitation and reconstruction of micro/small businesses that have suffered damage at times of disaster such as earthquakes, typhoons and heavy snowfalls, by means of Disaster Loans that have more favorable repayment conditions than General loans, such as a longer repayment period or a longer grace period for the principal.

Between March 11, 2011 when the Great East Japan Earthquake occurred and March 31, 2018, the Micro Unit executed 237,352 loans related to the earthquake, amounting to 2,241.5 billion yen.

For loan performance related to the damages suffered from the 2016 Kumamoto Earthquake, the Micro Unit executed 16,394 loans, amounting to 141.7 billion yen, by the end of March 31, 2018.

Breakdown of borrowers by number of employees

(based on the number of loans) (FY2017)



Note: The breakdown is the total of General Loans and Environmental Health Business Loans (direct loans).

Breakdown of loans by type of collateral

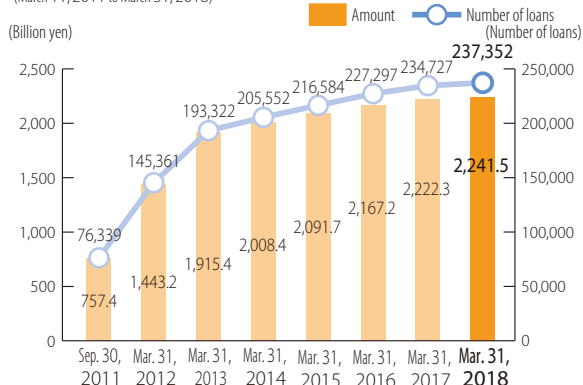
(based on the number of loans) (FY2017)



Note: The breakdown is the total of General Loans (direct loans) and Environmental Health Business Loans (direct loans).

Changes in loans for the Great East Japan Earthquake (total)

(March 11, 2011 to March 31, 2018)



Note: Loans for the Great East Japan Earthquake include Disaster Loans and Great East Japan Earthquake Recovery Special Loans (total).

Main consultation desks currently in operation (as of May 31, 2018)

	Number of consultation desks	Consultation desks currently in operation	Date of establishment
Disaster-related	8	Special consultation desk for the Great East Japan Earthquake	Mar. 2011
		Special consultation desk for damage suffered as a result of the 2016 Kumamoto Earthquake	Apr. 2016
		Special consultation desk for the large scale fire in Itoigawa, Niigata in 2016	Dec. 2016
		Special consultation desk for damage suffered as a result of storms and torrential rain between June 7 and July 27, 2017	Aug. 2017
		Special consultation desk for damage suffered as a result of Typhoon No. 18 in 2017	Sep. 2017
		Special consultation desk for damage suffered as a result of Typhoon No. 21 in 2017	Oct. 2017
		Special consultation desk for damage suffered as a result of heavy snow from February 4, 2018	Feb. 2018
		Special consultation desk for damage suffered as a result of heavy snow in FY2017	Feb. 2018
Others	1	Special consultation desk concerning the ban on salmon and sea trout drift net fishing in Russian waters	Dec. 2015

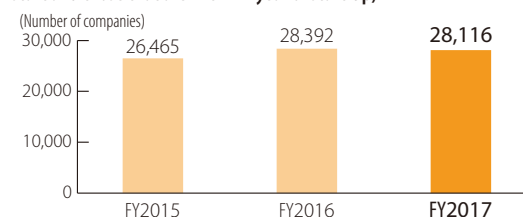
Supporting Business Start-ups Proactively

Support for business start-ups

Not a few start-ups face difficulties in raising funds for such reasons as a short business history. Micro Unit actively provides loans to these companies to support their business activities.

The number of loans disbursed to business start-ups (consisting of those that have yet to start and those that are within 1 year of start-up) in FY2017 totaled 28,116. It is estimated that about 87,000 jobs were created annually as a result.

Loans for start-ups (consisting of those that have yet to start and those that are within 1 year of start-up)



[Job Creation Effects]

28,116 companies × businesses average of 3.1 employees^(Note) = 87,159 employees

Note: The average number of employees at time of business start, based on Survey on Business Start-ups in Japan (FY2017) by the JFC Research Institute.

Supporting women, youth, and senior entrepreneurs

We are actively providing loans to those who are start-up businesses, enabling women to leverage their sensibilities, young people to exercise their ideas, and senior entrepreneurs to utilize their experience.

Start-up Loans for women, youth, and senior entrepreneurs (number of companies)

Women		Youth (aged under 35)		Seniors (aged 55 and above)	
FY2016	FY2017	FY2016	FY2017	FY2016	FY2017
6,364 companies	→ 6,174 companies	7,823 companies	→ 7,931 companies	3,208 companies	→ 2,995 companies

Note: Women who also qualify as youth or seniors are included in both the Women category and the other relevant category.

Setting up business start-up support desks

Business start-up support desks are set up in 152 branches nationwide where specialist staff provide a range of useful information for business start-ups, such as advice on the creation of business start-up plans.

Establishment of Business Start-up Support Centers and Business Support Plazas and Providing Support for Business Start-ups and Second Business Start-ups^(Note)

Note: Second business start-ups are businesses diversifying or moving into a new business field.

The Micro Unit has established business start-up support centers and business support plazas throughout Japan. Through these facilities, we support a wide range of business start-ups and others attempting to start a second business.

[Business Start-up Support Centers]

- Centers are located in 15 regions of Japan from Hokkaido to Kyushu.
- Centers provide timely support to customers through collaboration with regional organizations that support start-ups.
- Centers organize diverse seminars targeted at customers in varying stages of their business cycle, both before and after starting business.

[Business Support Plazas]

- In six locations: Sapporo, Sendai, Tokyo, Nagoya, Osaka, and Fukuoka.
- Appointments for consultation are available to persons who plan to start a new business and those who have never used JFC's services.
- For those who cannot visit during regular business hours, weekend and evening appointments are also available (excluding national holidays).

Notes: 1. Sunday consultations are available on first and third Sundays of each month at Tokyo Business Support Plaza.

2. Night consultations are available at Tokyo Business Support Plaza (every Thursday) and Osaka Business Support Plaza (every Tuesday).

Locations (as of June 2018)



The Micro Unit Proactively Supports Businesses that Take on the Challenge of Innovative New Technologies

The Micro Unit actively supports micro businesses such as research and development venture companies which possess innovative technological capabilities that are expected to achieve long-term high growth.

Capital Subordinated Loans

Since establishing the program in March 2013, we have extended the loan limit and loan period. In FY2017, we provided Capital Subordinated Loans to 139 businesses. The Micro Unit supports various businesses which possess high technological capabilities and require significant funding for expenses such as research and development.

Supporting collaboration between industry and academia

The Micro Unit supports collaboration between industry and academia by forwarding technological consultation from micro businesses to universities, and by providing loans to university-originated ventures.

Supporting Social Business Actively

The Micro Unit supports bearers of social businesses that support regional and social issues, such as supporting the care and welfare of the elderly and disabled, child rearing, environmental conservation, and regional revitalization.

The FY2017 loans to social businesses came to: 10,819 loans (112% compared to the previous fiscal year), 81.8 billion yen (114% compared to the previous fiscal year), of which 1,552 loans (105% compared to the previous fiscal year), 9.7 billion yen (113% compared to the previous fiscal year) were loans to NPOs.

Social Business Mark



We are engaged in PR activities and have created the Social Business Mark in order to make social business, which works to solve regional and social problems, more widely known.

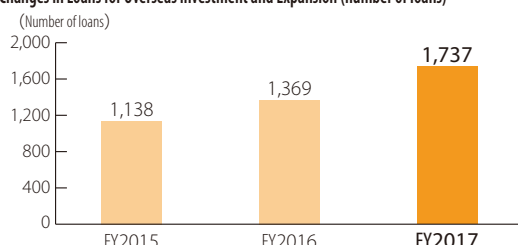
The “S” in social business is used to indicate various actors including businesses, NPOs, residents, government, public institutions, etc. coming together to solve the problems faced in the region.

Actively Supporting Businesses Seeking for Overseas Expansion

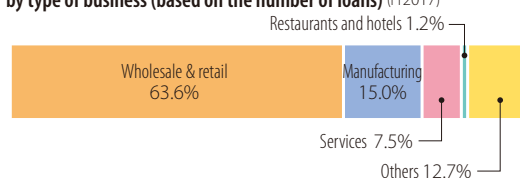
The Micro Unit is ready for consultation to provide information according to customer needs in cooperation with Japan External Trade Organization JETRO, the Japan Federation of Bar Associations, and other specialized organizations that support overseas expansion.

The number of loans provided through the Loans for Overseas Investment and Expansion totaled 1,737 loans in FY2017, with 60% of loans were provided to wholesale and retail businesses. Customers include corporations/individuals working in fields that are popular overseas such as Japanese cuisine and traditional crafts (such as food, sake, ceramics, lacquerware, etc.).

Changes in Loans for Overseas Investment and Expansion (number of loans)



Breakdown of Loans for Overseas Investment and Expansion by type of business (based on the number of loans) (FY2017)



Supporting Business Revitalization and Succession Actively

Through the Loan Programs for business revitalization support, the Micro Unit supports businesses undergoing corporate reorganization through collaboration with regional financial institutions, involvement of the Small and Medium Size Business Rehabilitation Support Cooperative, or approval of reconstruction plans based on the Civil Rehabilitation Act.

In FY2017, the number of loans for Corporate Reconstruction Loans was 3,381.

In addition, by installing corporate support staff in 152 branch offices nationwide, besides being able to respond flexibly to consultations for easing of loan repayments, such as temporary repayment grace of principal, concessions on repayments, and reduction of payment installments, we also give advice regarding solving business issues and support for creating business improvement plans.

JFC also collaborated with local financial institutions, tax accountants, business succession support centers, and others to provide financial and information support to businesses that are addressing business succession.

In FY2017, the number of loans for business succession^(Note) was 1,346, totaling 11.2 billion yen.

Financing was provided in the form of funds necessary to acquire shares or business assets, funds necessary for preparations for business succession including development of a successor, and so on.

In addition, by collaboration with organizations that support business succession, JFC also undertook development of consultation arrangements that can provide information according to the business succession issues of each customer.

Note: Number of Loans for Business Succession, Consolidation, and Invigoration Support. However, the number of loans providing funds necessary for business diversification, business transformation, or other new measures at the time of a business succession (804 loans for 8.8 billion yen) is not included.

Collaboration with Chambers of Commerce and Industry, Societies of Commerce and Industry, Regional Financial Institutions, and Environmental Health Trade Associations

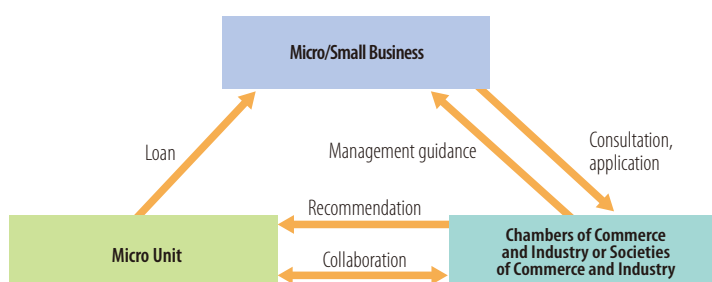
● Collaboration with Chambers of Commerce and Industry, and with Societies of Commerce and Industry

Micro Unit works in close collaboration with regional Chambers of Commerce and Industry, and with Societies of Commerce and Industry throughout Japan to support business improvement of micro/small businesses through providing Managerial Improvement Loans (MARUKEI Loans) and consultation sessions.

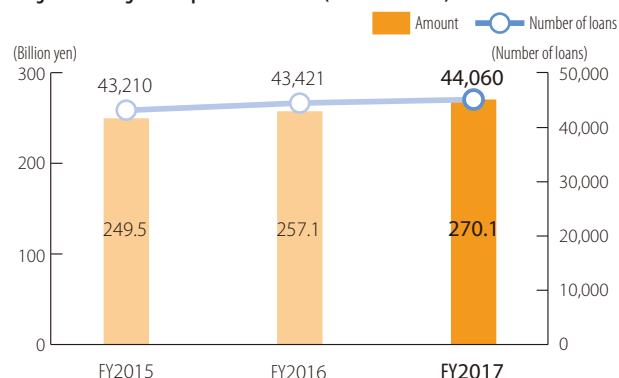
Managerial Improvement Loans (MARUKEI Loans) are a program whereby micro/small businesses receiving management guidance, such as from Chambers of Commerce and Industry or Societies of Commerce and Industry, can utilize funds needed for managerial improvement without collateral and guarantors. Since the establishment of this program in 1973, approximately 5.05 million loans have been provided.

Also, in 2015, a Micro/Small Management Development Support Fund was established which can be used by micro/small businesses who are working toward sustainable development, and have received assistance in developing and executing a business plan through certified management development support programs offered by Chambers of Commerce and Industry or Societies of Commerce and Industry.

Structure of Managerial Improvement Loans (MARUKEI Loans)



Changes in Managerial Improvement Loans (MARUKEI Loans)



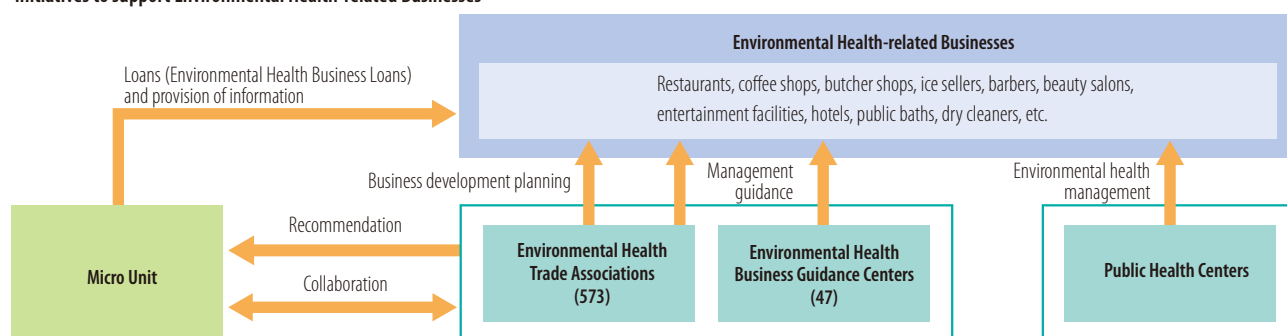
● Holding of One-Day JFC Consultation Sessions at Chambers of Commerce and Industry or at Societies of Commerce and Industry

Consultation sessions called "One-Day JFC", where staff from Micro Unit consult on finance, are held at Chambers of Commerce and Industry or at Societies of Commerce and Industry. Every year, many micro/small businesses come to ask for advice.

● Collaboration with Environmental Health Trade Associations and Environmental Health Business Guidance Centers

Micro Unit works with such organizations as Environmental Health Trade Associations and Environmental Health Business Guidance Centers to support the maintenance and enhancement of the sanitation level of environmental health-related businesses. The majority of the borrowers of Environmental Health Business Loans are businesses with four or fewer employees. Approximately 80% are sole proprietorship, and approximately 60% have been before start-ups or in business for five years or less.

Initiatives to support Environmental Health-related Businesses



Note: Figures within parentheses represent the numbers of organizations (as of March 31, 2018).

● Cooperation with approved management innovation support organizations^(Note) such as tax accountants, certified public accountants, and SME management consultants

Management support provided through approved management innovation support organizations such as tax accountant, etc. who play a large role in supporting SMEs and micro businesses, and financial support from JFC come together to support small business owners in business sectors like start-ups, management innovation, business revitalization, etc.

Note: Approved management innovation support organizations are support organizations recognized under the Act for Facilitating New Business Activities of Small and Medium-sized Enterprise. Please visit the Medium Enterprise Agency website for more information.

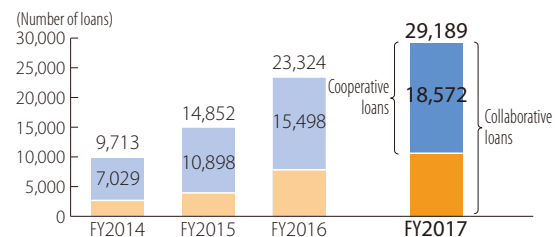
● Collaboration with regional financial institutions

We promote cooperation with regional financial institutions to meet the customer's convenience and revitalization of the local economy.

We are actively engaged in providing collaborative loans to help with the development of the cooperative loan scheme^(Note) and the creation of cooperative loan products, which is part of efforts to enhance the effectiveness of cooperation with regard to support in various fields including business start-ups, business revitalization, business succession and social businesses.

Note: A cooperative loan scheme has specific referral rules for projects treated as cooperative loans.

Changes in the number of collaborative loans

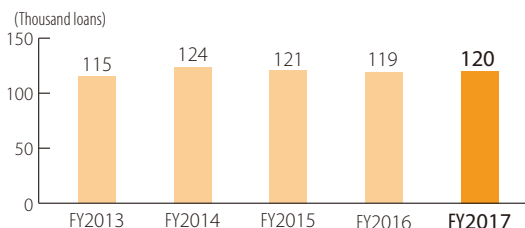


Notes: 1. Cooperative loans are loans (guarantees) that are executed or decided by both parties after consultation by JFC and regional financial institutions for loan plans with identical objectives (calculated by JFC. Including loans made on different dates).
2. Collaborative loans are the total of cooperative loans and loans issued by referral from a financial institution.

Educational Loans for School Entrance Fees and Related Expenses

The Micro Unit handles Educational Loans to lighten the financial burden of educational expenses on families and provide equal educational opportunities. Approximately 120,000 Educational Loans were provided in FY2017.

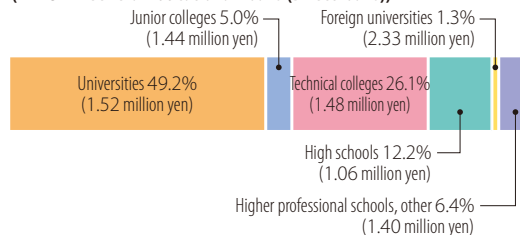
Changes in Educational Loans



● Loans to families with large educational expenses

Educational Loans are primarily provided to families with university or technical college students, who incur large educational expenses.

Borrower details by type of educational institution
(FY2017 General Educational Loans (Direct loans))



(Note) Figures in parentheses denote average loan amount per loans.

Providing Loans Secured by Governmental Pensions or Mutual Pensions

Loans Secured by Governmental Pensions or Mutual Pensions, etc., are offered only by JFC (or the Okinawa Development Finance Corporation in Okinawa Prefecture) in accordance with the Act on Loans Rendered by Japan Finance Corporation Secured by Public Officers Pension (Act No. 91 of 1954). These loans can be used for a broad range of purposes, including home purchases and business funding.

Micro Unit Supports Developing Countries

Supporting Developing Countries by ODA (Official Development Assistance)

The Micro Unit provides assistance to overcome issues which financial institutions in developing countries are facing through technical cooperation by Official Development Assistance (ODA). This assistance has been implemented by sharing our accumulated credit analysis know-how on micro and small enterprises. In specific terms, the Unit is conducting local and national seminars, etc. concerning small and medium enterprises (SMEs) financing in cooperation with the Ministry of Finance Policy Research Institute. To date, these have been implemented in Viet Nam, Malaysia and Laos and presently implementing the technical cooperation with Myanmar.

i. Laos

The Micro Unit implemented the technical cooperation project from FY2011 to FY2017 with the Lao Development Bank (LDB), which is a state-owned commercial bank in Laos. With the aim of developing LDB human resources and credit analysis skills, eight seminars were held in Laos and Japan and the Micro Unit provided lectures about our credit analysis. We also cooperated to create their own credit analysis manual.

ii. Myanmar

We have been conducting technical cooperation project for Myanma Economic Bank (MEB), which is the largest state managed bank in Myanmar, since April 2015. We provided support through four seminars in Myanmar and Japan. These supports have been highly valued in Myanmar, and we launched second phase of the project in June 2018.



Lectures given at local seminars in Laos (Vientiane)



Seminar in Myanmar (Yangon)

Agriculture, Forestry, Fisheries and Food Business Unit

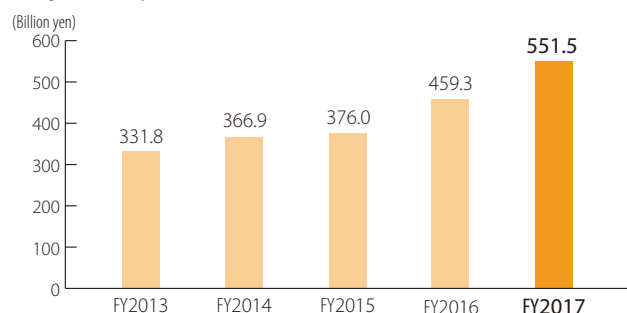
Through providing loans, etc. to businesses in agriculture, forestry and fishery industries as well as the food industry in Japan, the Agriculture, Forestry, Fisheries and Food Business Unit (AFFF Unit) contributes toward strengthening of these industries while ensuring the stable supply of safe and high-quality foods.

Overview of Operations

Loans

The AFFF Unit provides long-term financing, taking into account the fact that the agricultural, forestry and fisheries sectors have unique business characteristics such as long investment recovery periods and unstable income caused by the effects of weather. Assistance is also provided to the food industry, which contributes to the stable supply of domestically produced agricultural, forestry and fisheries products, as well as helping to increase value-added levels.

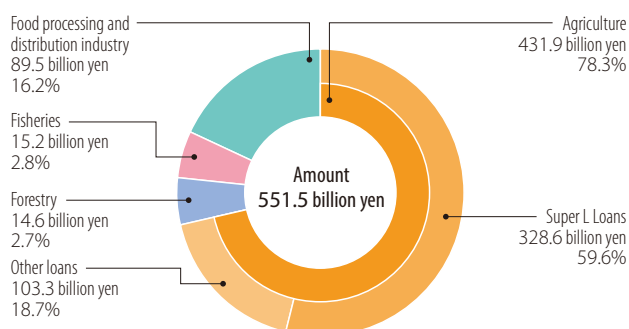
Changes in loan operations



Status of loans by repayment period (FY2017)



Breakdown of loans (FY2017)



Diverse Management Support Services

The AFFF Unit provides various services for supporting the operations of customers in the agricultural, forestry, fisheries and food businesses.

Customer call center and periodic consultation desk services

The AFFF Unit provides easily accessible consultation services at a customer call center and at the 48 branches nationwide where the Unit is permanently based, as well as at 117 consultation service sites that operate throughout Japan on a routine schedule.

Management support provided through collaboration with management advisors and external networks

Advisors in the fields of agriculture, forestry, and fisheries respond to consultation requests from customers concerning all aspects of their business management.

We also cooperate with private financial institutions and external specialized agencies such as the Japan Professional Agriculture total support Organization (J-PAO) and the Japan External Trade Organization (JETRO) on matters concerning business cooperation in order to provide assistance with customer problems.

Business matching support

The AFFF Unit supports efforts by agricultural, forestry and fishery business operators as well as food manufacturing companies to expand their own sales channels and customer base. It does this by means of the Agri-Food EXPO (an exhibit and business fair for domestically produced agricultural products) and JFC Internet Business Matching, leveraging its unique capabilities by wide-ranging support for the production, processing and sales of agricultural, forestry, fisheries products.

Provision of information

The AFFF Unit provides customers and relevant organizations with useful information through its AFC Forum and Agriculture & Food Business Support information magazines, various reports such as the Business Confidence Survey of the Agricultural Industry and the Survey on Movement of the Food Industry, and through press releases, the website and the email distribution service.

Support for Private Financial Institutions in the Agricultural, Forestry, and Fisheries Sectors

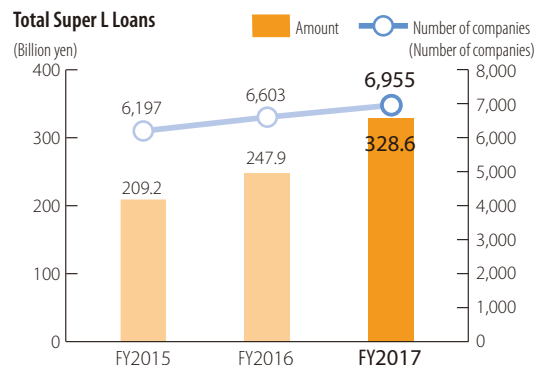
The AFFF Unit is working to build an environment that encourages private financial institutions to actively enter financing of agricultural, forestry and fisheries fields by providing information on industry trends and assessment of agricultural credit risks (Agricultural Credit Risk Information Service (ACRIS)) and also offering capital contributions and securitization support services.

Agriculture

By providing loans in line with the policies of the Basic Law on Food, Agriculture and Rural Areas, and those of the Basic Plan for Food, Agriculture and Rural Areas (Law No. 106 of 1999), the AFFF Unit actively supports efforts of farmers to improve their management with drive and innovative ideas.

Supporting people engaged in agriculture through long-term loans

Through long-term financing such as Super L Loans the AFFF Unit supports management improvements such as scale expansion, cost reduction and the “Sixth Industry” (e.g., processing, sales, and other business undertaken integrally by agricultural, forestry, and fishery businesses to increase the added value of products) by diverse local farmers, including corporate-run rice growing, horticulture, livestock farming, and other operations, as well as large-scale family-run operations, new farmers, and companies entering the agriculture field.

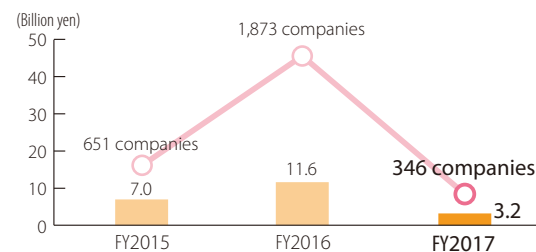


Exercising safety net functions following disasters and changes in business conditions

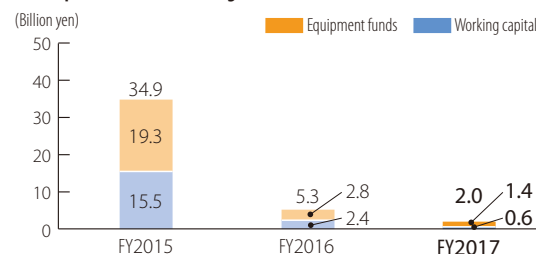
The AFFF Unit offers dynamic support in the form of long-term working capital loans to provide agricultural operators as a safety net function against short-term crises such as natural disasters including earthquake and typhoon, etc., contagious livestock diseases, and falls in the price of agricultural products, and increases in feed prices.

The AFFF Unit supported reconstruction efforts, primarily equipment loans and long-term working capital loans for agricultural businesses affected by the Great East Japan Earthquake.

Agriculture, forestry and fisheries safety net loans (agriculture)



Earthquake-related loans (agriculture)



Forestry

By providing loans in line with the policies of the Basic Law on Forest and Forestry (Law No. 161 of 1964), the AFFF Unit actively supports the improvement of forest that has multifunctional roles, and the creation of structures to supply and process domestically harvested lumber.

Providing financing to forestry operators facing difficulties in procuring loans

It generally takes about 50 years for a forest to develop and so recovering any capital takes a very long time. For this reason, the AFFF Unit supports forestry operators by providing the ultra-long-term finance that is required until logging.

Supporting increased use of wood biomass

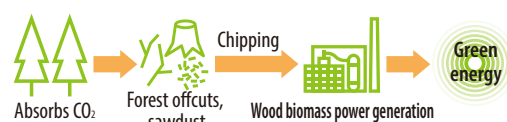
Wood biomass is an energy source linked to the prevention of global warming, and expanding its use has become a key component of Japan's forestry policy.

The AFFF Unit supports the expansion of wood biomass utilization by providing loans for projects such as the construction of the power generation facilities that use forest and timber offcuts, and the introduction of sawdust fired boilers.

Status of Loans by Repayment Period (FY2017, Forestry (New))



Note: Aggregated Forest Plantation Loans of Forestry Infrastructure Improvement



Fisheries

By supplying loans in line with the policies of the Fisheries Basic Act (Law No. 89 of 2001), the AFFF Unit actively supports efforts to ensure a stable supply of marine products and the sustained use of marine resources.

Supporting principal fishery operators

The Fisheries Management Improvement Support Loan is a financing program that provides comprehensive support to fisheries operators wishing to improve their businesses. Since 2007, the AFFF Unit has participated actively in the G Project^(Note), and the loan amount has remained steady.

In FY2017, loans for fishing vessels, which proactively supported building of larger fishing vessels, came to 11 billion yen.

Note: The Fisheries Structural Reform Project (G Project) was launched by the national government in FY2007 to promote collaboration between fishery businesses and local communities for reform of entire production structures, from fish harvesting to product shipment, in an effort to raise profitability.

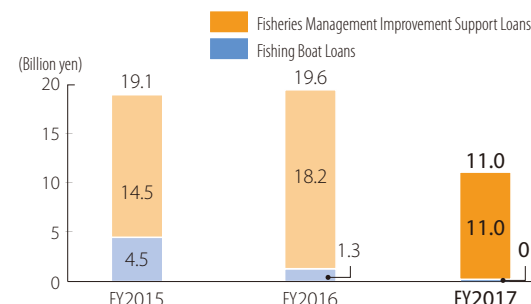
The AFFF Unit not only provides loans for building and purchasing fishing vessels but also actively participates in joint projects with local communities to raise the profitability of fisheries by fishing boats.

Exercising safety net functions at time of disasters and changes in business conditions

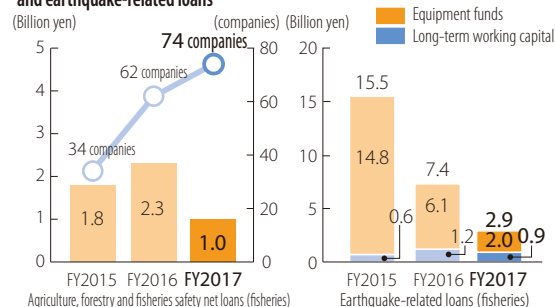
The AFFF Unit provides a safety net function to fisheries operators who suffer from the temporary deterioration of business conditions due to factors including natural disasters such as tsunami and red tide, falling prices of fisheries products, and rising fuel prices by delivering rapid and flexible assistance, for example, in the form of long-term working capital loans.

In addition, the AFFF Unit supported businesses by providing facility capital loans primarily for fishing boats to fisheries operators who suffered from damage of the Great East Japan Earthquake.

Loans for fishing vessels



Loans provided from agriculture, forestry and fisheries safety net loans (fisheries) and earthquake-related loans



Food Processing and Distribution Industry

Through providing loans to food processing and distribution industry that deal in domestic agricultural, forestry, and fishery products, the AFFF Unit actively supports efforts for the stable supply of domestically produced raw materials and for improving added value.

Helping to promote the use of domestic agricultural, forestry and fishery products

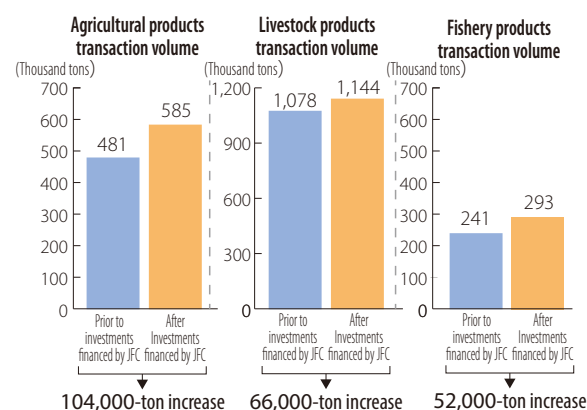
Loans to the food processing and distribution industry to use domestically produced agricultural, forestry, and fishery products as raw materials or products, and are aimed at promotion of domestically produced agricultural, forestry and fishery products. An estimation of the effects of the loans made in FY2017 suggests that the transaction volumes of domestically produced agricultural, forestry, and fishery products will increase by approximately 221,000 tons over the next five years.

In particular, one of the requirements for the Hilly and Mountainous Areas Revitalization Loan and the Food Distribution System Improvement Loan (Food production manufacturing affiliated business facilities, food production and sales affiliated business facilities) is an increase in the trading volume of domestically produced agricultural, forestry and fishery products. The requirement helps to promote collaboration between the agricultural, forestry and fisheries sectors and the food industry.

Supporting reconstruction of the fisheries product processing industry following the earthquake

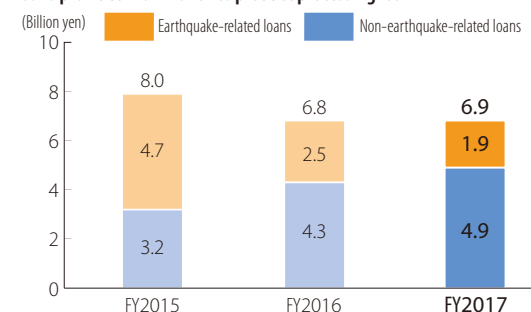
In the Great East Japan Earthquake, many seafood processing facilities in the Tohoku region suffered severe damage. The AFFF Unit supports the recovery and reconstruction of fisheries product processing businesses by loans with zero real interest rates and other special financing programs.

In FY2017, earthquake-related loans made to fisheries product processing operators amounted to 1.9 billion yen, supporting local businesses as the reconstruction effort began in earnest.



Note: The transaction volumes are rounded off by the unit.

Loans provided from fisheries product processing loan



Providing a Wide Range of Management Support Services

The AFFF Unit provides various suggestions and offers information for customers tailored to their needs and concerns at convenient locations. Such services include management improvement advice, business match-making, and referrals to experts.

We Support Business Management through “Project Assessment Financing”

We implement precision management support towards the achievement of objectives through a new loan scheme emphasizing customer feasibility.

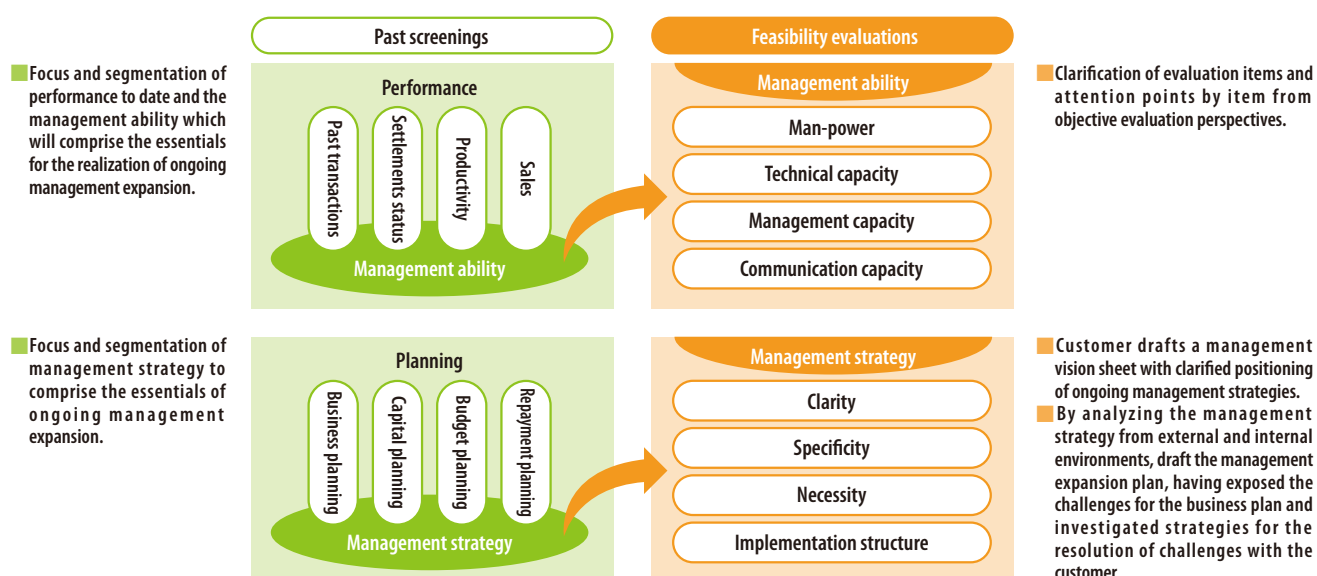
Through “project assessment financing”, we support leaders who work proactively toward management development

By fully implementing the “project assessment financing” scheme to more assertively evaluate the “management ability” and “management strategies” of customers, we support operational expansion efforts of the next generation of agricultural leaders are actively supported.

Under this loan scheme the management strengths and operational deficiencies of customers are coordinated and methods of leverage strengths which would otherwise be difficult for customer's to recognise by themselves, as well as resolution for operational deficiencies are investigated with the Agriculture, Forestry, Fisheries and Food Unit. Subsequently, through proposals for the resolution of challenges and thoroughgoing follow-ups after financing is provided, powerful support is implemented towards the achievement of management objectives.

Framework of “project assessment financing”

Management capacities (including management performance and essentials for the realization of management expansion) and management strategy (essentials for ongoing management expansion) are segmented and evaluated.



Consulting Services Provided at Locations Convenient for Customers

The AFFF Unit provides easily accessible consultation services at branches nationwide, a customer call center, and at 117 consultation service sites such as regional public organizations that operate throughout Japan on a routine schedule.



Customer consultation

Business Management Support by Agricultural, Forestry, and Fishery Management Advisors

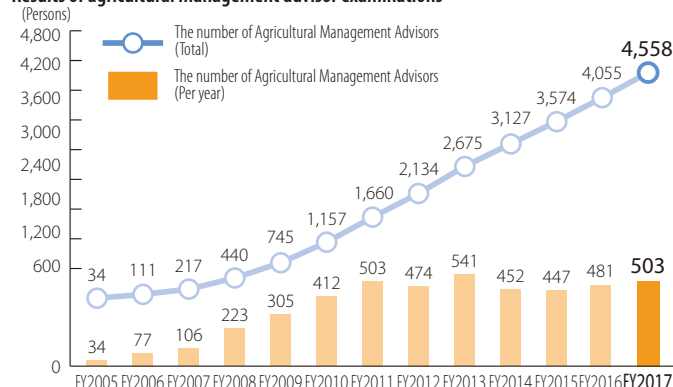
Responding to requests from farmers for advice on taxes, labor, marketing, and other topics from experts who understand the unique characteristics of agriculture, the AFFF Unit created the Agricultural Management Advisor Program in FY2005. As of March 31, 2018, examinations had been conducted 26 times and a total of 4,558 Agricultural Management Advisors now serve in all 47 prefectures. The AFFF Unit also conducted the Senior Agricultural Management Advisor program to develop staff with the skills to play a leading role in more advanced management issues. 66 people across Japan were registered through this program.

In FY2016, in addition to exchanging and sharing information among agricultural management advisors towards the next-level promotion of the Agricultural Management Advisor Program, AFFF Unit established the nationwide Agricultural Advisor Promotional Council and the prefectural Agricultural Advisor Liaison Committees to enhance ties with agricultural organizations, and other entities.

The Forestry and Fishery Management Advisor Program, created in FY2008 has produced 77 forestry management advisors and 62 fishery management advisors.

The AFFF Unit provides support for the business growth of its customers by utilizing staff members who have become agricultural, forestry and fishery management advisors. The Unit also provides comprehensive management support services in collaboration with non-JFC management advisors, including tax accountants and SME management consultants.

Results of agricultural management advisor examinations



Breakdown of agricultural management advisors (as of March 31, 2018)

Private financial institutions (including agricultural cooperatives)	2,604
Tax accountants and SME management consultants	1,089
Agricultural extension officers, etc.	542
JFC employees	323

	EXPO Tokyo 2017 (Aug. 23–24, 2017)	EXPO Osaka 2018 (Feb. 21–22, 2018)
Exhibitors	703 companies (584 booths)	490 companies (374 booths)
Visitors	13,247	15,876
Number of business negotiations	7,600	4,869



State of the Agri-Food EXPO Tokyo 2017

Business Matching Support

● Agri-Food EXPO, Domestic agricultural product exhibition and business fair held

In FY2017, the AFFF Unit again hosted the Agri-Food EXPO, Japan's nationwide agricultural product exhibition and business fair, in Tokyo (August 2017) and in Osaka (February 2018).

Held since FY2006, the Agri-Food EXPO is an exhibition and business fair for providing business matching opportunities that link farmers and food processors, who are looking for market expansion, together with buyers.

Farmers and food processors committed to local agricultural produce came to exhibit from all over Japan, and held lively business negotiations with the buyers in attendance.

Advanced Management Supports Such as Overseas Expansion, etc. through Collaboration with External Networks

The AFFF Unit collaborates with external networks (Japan Professional Agriculture Total Support Organization (J-PAO), Japan External Trade Organization (JETRO), and other organizations) to support the business growth of its customers and respond accurately to the diverse management issues they face, such as the development of new sales channels, financial improvement, and productivity enhancement.

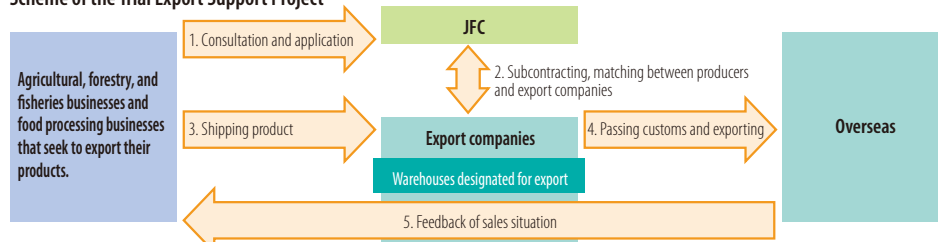
For example, J-PAO gets assistance from its members from a wide variety of types of businesses and uses its agriculture-support know-how to provide sales and commercialization support to customers. JETRO hosts an export business conference at Agri-Food EXPO Tokyo and Osaka, where it provides assistance in the form of matching with overseas buyers.

In addition, the AFFF Unit supports customers of agricultural, forestry, and fisheries businesses who are working to export agricultural produce for the first time through cooperation with domestic and overseas trading companies by conducting Trial Export Support Projects (preparations for exporting, exporting procedures, sales feedback from export destinations, etc.).



State of the Briefing on the Trial Export Support Project

Scheme of the Trial Export Support Project



Support for Private Financial Institutions in the Agricultural, Forestry, and Fisheries Sectors

The AFFF Unit works to create an environment that encourages private financial institutions to actively provide loans to agricultural, forestry and fisheries businesses by providing information concerning risk assessments as well as by supporting financing and securitization.

Working to Strengthen Cooperation with Private Financial Institutions

The AFFF Unit, in addition to concluding outsourcing agreements with 643 private financial institutions, is committed to support private financial institutions to enter into the market of agricultural, forestry, fisheries finance by concluding "MOU for business collaborations with 412 private financial institutions," beginning with the Kagoshima Bank Ltd., in April 2004.

Based on this commitment, since FY2014, JFC has been focusing on loans in partnership and cooperation with private financial institutions to enhance effectiveness in sectors where partnerships are highly sought after by private financial institutions in areas such as the "Sixth Industry" and agriculture-commerce-industry cooperation, etc.

Institutions under business cooperation with JFC (as of March 31, 2018)

The Norinchukin Bank	1
Prefecture credit federations of agricultural cooperatives	33
Prefecture credit federations of fisheries cooperatives	5
Banks	102
Shinkin banks	197
Credit cooperatives	60
Other financial institutions	14
Total	412

Agricultural Credit Risk Information Service (ACRIS)

The Agricultural Credit Risk Information Service (ACRIS) is an agricultural scoring model designed by the AFFF Unit to facilitate the active entry by private financial institutions into the market of agricultural finance (a fee-based membership service).

The AFFF Unit positions ACRIS as a tool for stimulating agricultural lending, and is strengthening its business collaboration with ACRIS members such as financial institutions and tax accountants.

The accuracy of the model is examined annually, and improvements are made to reflect economic conditions and other factors if necessary.

Images of scoring results obtained using ACRIS



Securitization Support

The AFFF Unit established a credit supplementation program (securitization support operation) to encourage private financial institutions to promote agricultural lending. This program has been in operation since October 2008. By using this program, private financial institutions can transfer credit risks worth up to 80% of the loan amounts or a maximum of 50 million yen to JFC.

As of March 31, 2018, a total of 126 financial institutions had signed a basic agreement with the AFFF Unit.

83 of these financial institutions developed new loan products for farmers that incorporated credit supplementation under this program.

Financial Institutions under Basic Agreements with JFC (As of March 31, 2018)

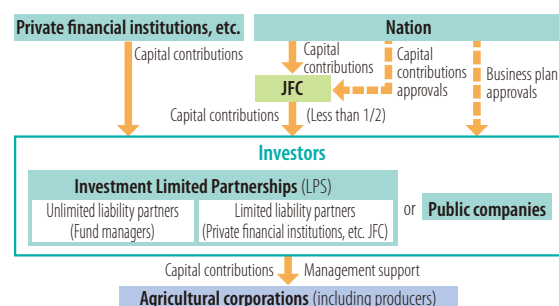
	Banks	Shinkin banks	Credit cooperatives	Total
Hokkaido	1	12	2	15
Tohoku	7	5	1	13
Kanto	2	7	2	11
Chubu	7	20	3	30
Kinki	5	10	0	15
Chugoku	2	10	1	13
Shikoku	5	2	0	7
Kyushu	9	12	1	22
Total	38	78	10	126
(Of these, institutions that developed new products)	(30)	(49)	(4)	(83)

Providing Investment Support to Agricultural Corporations

The AFFF Unit has been making capital contributions to Investment Limited Partnerships (LPS) and stock companies to invest in agriculture corporations with the business program approval of the Minister of Agriculture, Forestry and Fisheries. This is done to support the adequacy of equity capital of leading agricultural corporations which will sustain regional agriculture businesses.

(As of March 31, 2018)

	LPS	Public companies
No. of capital contributions	13 associations	1 company
Pledged investment amount or investment amount (of which invested by JFC)	6.86 billion yen (3.36 billion yen)	4.07 billion yen (2.03 billion yen)



Small and Medium Enterprise (SME) Unit

Through its various functions such as Loan Programs and Credit Insurance Programs, the Small and Medium Enterprise Unit (SME Unit) financially supports the growth and development of SME's and micro businesses which are the source of Japan's economic vitality at both the national and regional levels.

Overview of Operations

The Roles and Scope of the SME Unit as Policy-based Financing

Policy-based financing in Japan provides financial support under the nation's key policies towards certain fields such as new business development, business revitalization and succession and overseas expansion, fields that involve high risks.

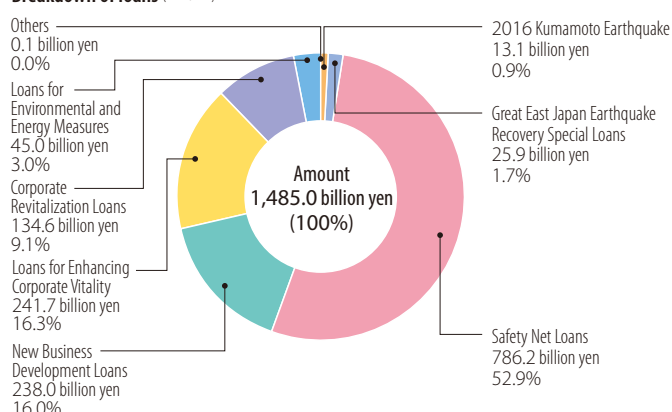
Based on these policies, while supplementing private financial institutions as a policy-based financial institution specialized in SMEs, the SME Unit supports the growth and development of SMEs through its financial tools as well as serving as a safety net functions.



Loan Programs

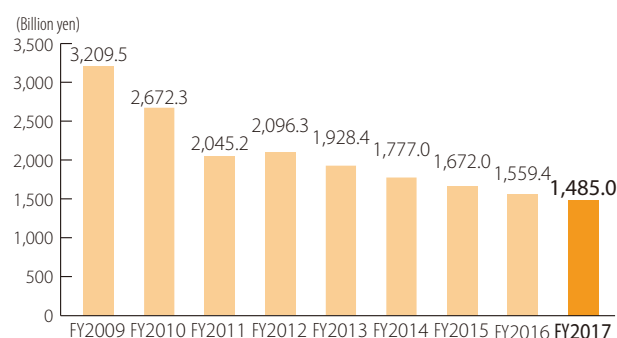
The SME Unit complements the financing of private financial institutions through its stable, long-term, fixed interest rate loans that is needed for the business growth of SMEs.

Breakdown of loans (FY2017)



Note: Loans include corporate bonds, but excluding loans to Small and Medium Business Investment & Consultation Co., Ltd. Also, performance for respective loan projects is calculated while disregarding amounts of under 100 million yen.

Changes in loan performances



Note: Loans include corporate bonds, but excluding loans to facility-leasing institutions and loans to Small and Medium Business Investment & Consultation Co., Ltd.

Credit Insurance Programs

To facilitate the smooth flow of funds to SMEs and micro businesses, these programs focus on the acceptance of insurance on Credit Guarantee Corporations (CGCs) guaranteed liabilities associated with loans to SMEs and micro businesses.

- Insurance on CGCs guaranteed liabilities involving loans to SMEs and micro businesses
- Loans to CGCs
- Special Insurance Programs for Mid-size Enterprises
- Transitional Operation of the Machinery Credit Insurance Programs^(Note)

Note: Excluding insurance that had been accepted up to the end of March 2003, the SME Unit currently pays on insurance money and receives recoveries based on insurance contracts already in force (Transitional Operation of the Machinery Credit Insurance Programs).

Securitization Support Programs

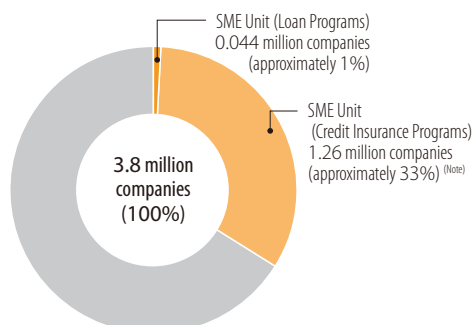
With the aim of facilitating the smooth supply of unsecured funds to SMEs, these programs support private financial institutions in their endeavors based on securitization methods. Securitization support methods consist of the "purchase-type," "guarantee-type" and "securitization of account receivables."

SME Unit's Clients

SMEs and micro businesses account for 99% of all businesses in Japan, and are both the source of Japanese economic vitality as well the primary force underpinning regional economies. The size of each SME and micro business differ, such as companies that sustain the regional economy with many employees, long-established companies with a history over one hundred years and family-owned private shops.

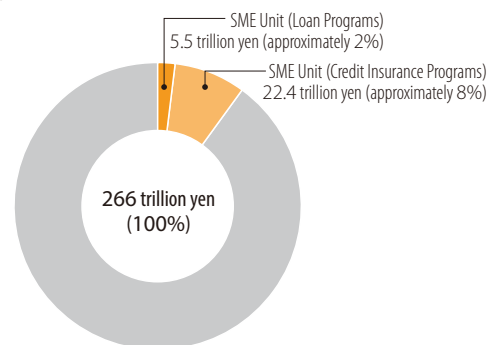
The SME Unit provides a wide range of support to meet the individual needs of each SME and micro business through its financial tools, Loan Programs, Credit Insurance Programs and Securitization Support Programs.

Share of SME Unit's clients in total number of businesses



Note: Number of companies utilizing the Credit Guarantee System
Sources: Ministry of Internal Affairs and Communications, "2014 Economic Census for Business Frame," edited by the Small and Medium Enterprise Agency, and others

Share of SME Unit's clients in total amount of outstanding loans to SMEs and micro businesses



Source: Bank of Japan, "Financial and Economic Statistics Monthly," and others

The SME Unit facilitates funds to 1.3 million SMEs and micro businesses (approximately 34%) and accounts for 10% of outstanding loans to SMEs and micro businesses.

Characteristics of SME Unit's Clients

Loan Programs (Direct loans)

- Number of clients 44 thousand companies
Average loan for FY2017
Average loan amount per client 97 million yen
Average term of loan 8 years and 1 month
Average amount of capital per client 43 million yen
Average number of employees per client 73
- Approximately 79% of outstanding loans are loans to companies with 20 employees or more, and approximately 93% have capital of 10 million yen or more.
- Covers a wide range of industries particularly manufacturing (approximately 50% of outstanding loans as of the end of FY2017)

Credit Insurance Programs

- Number of clients 1.26 million companies^(Note)
Average insurance for FY2017
Average amount of insurance acceptance per client ... 17 million yen
Average term of insurance 4 years and 11 months
Average number of employees per client 7
- Approximately 75% of outstanding amounts of insurance are insurance to companies with 20 employees or less, and approximately 70% have capital of 10 million yen or less.
- Covers a wide range of industries

Note: Number of companies utilizing the Credit Guarantee System

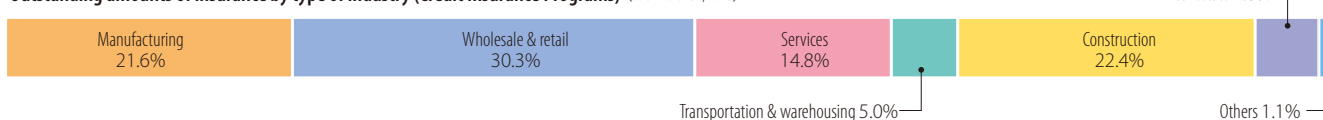
Note: Results are current as of March 31, 2018.

The SME Unit also helps to maintain employment, with the number of employees at the 44 thousand companies receiving support (Direct loans) rising to approximately 2.66 million persons (as of March 31, 2018).

Outstanding loans by type of industry (Loan Programs) (as of March 31, 2018)



Outstanding amounts of insurance by type of industry (Credit Insurance Programs) (as of March 31, 2018)



Loan Programs

Supplementing private financial institutions both in quality and quantity with a stable supply of long-term funds

● Dedicated to long-term funding

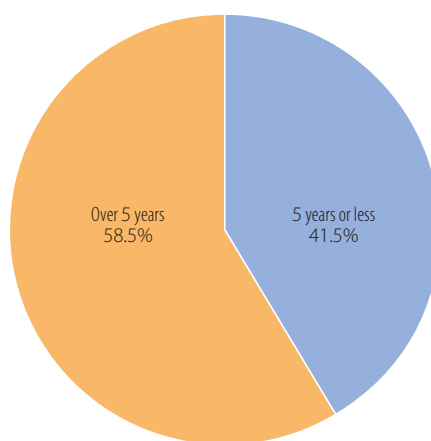
If SMEs are to grow and prosper, they must continually invest capital appropriately and consolidate their financial strength. To do this, they need to be able to raise long-term funds in a stable manner.

However, SMEs are at a disadvantage to larger enterprises in gaining access to funds from capital markets.

The SME Unit specializes in long-term funds. More than 50% of the SME Unit's loans have lending periods of over five years, with fixed interest rates that make it easier to map out repayment schedules.

By complementing private financial institutions, the SME Unit meets the long-term funding needs of SMEs, which are a vital component of the Japanese economy.

Breakdown of loans by lending period (share in terms of value) (FY2017)



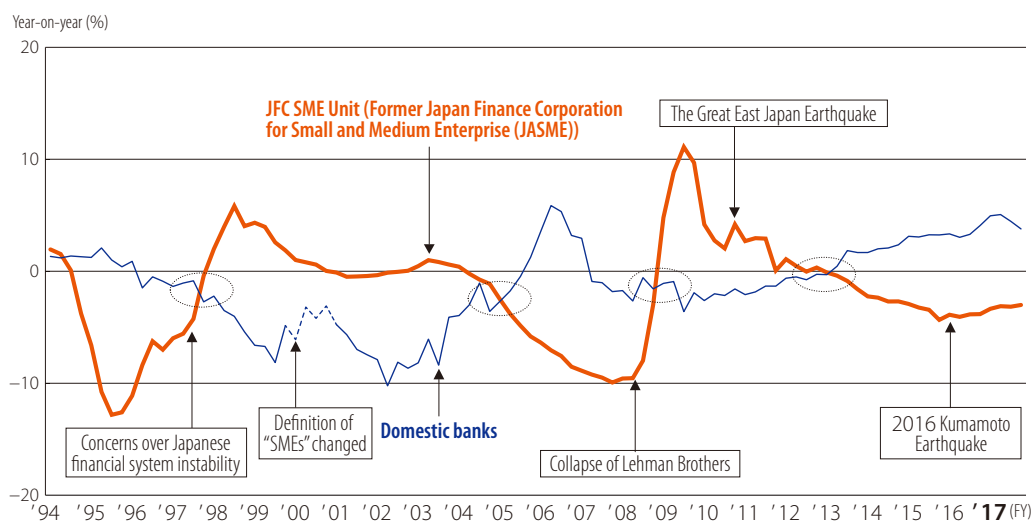
Note: Data are for fixed interest rate loans only.

● Stable supply of business funds

Growth in loans to SMEs was high during the economic downturn precipitated by the collapse of Lehman Brothers and conversely has been declining during the period of economic recovery.

Over the years, the SME Unit has provided SMEs with stable, long-term business funds by supplementing private financial institutions.

Growth rate changes in outstanding loans to SMEs (Year-on-year changes)



Notes: 1. Domestic bank balances refer to loans to SMEs to cover banking accounts only.

2. The definition of "SMEs" was changed in April 2000; the SME Unit has estimated the growth rate for domestic banks in the period from June 2000 to March 2001 based on the ratio between the old and new standards.

Source: Bank of Japan, Loans and Bills Discounted by Sector

Promoting special-purpose loans based on government policies to meet the needs of the times

● Safety net

By providing finance through the Great East Japan Earthquake Recovery Special Loans, the 2016 Kumamoto Earthquake Recovery Special Loans and Safety Net Loans, the SME Unit assisted with the financing requirements and business reconstruction needs of SMEs experiencing a harsh business environment, including those SMEs that sustained damage during the Great East Japan Earthquake.

● Capital Subordinated Loans

The SME Unit supports reinforcing the financial standing of SMEs engaged in new businesses and business reconstructions, by applying the Provision Scheme for Challenge Support and Capital Enhancement (Capital Subordinated Loans) in cooperation with private financial institutions. Liabilities under this provision scheme may be treated as shareholders' equity under the borrower classifications determined by financial institutions.

● Supporting new businesses

The SME Unit provides active support to SMEs trying to develop new businesses with high growth potential, such as venture companies, through Loans to Foster Growth of New Businesses. Since the program began in February 2000, 550.8 billion yen has been loaned to 11,585 companies (as of March 31, 2018). In addition, the SME Unit also offers an unsecured Loan Program through acquisition of new share options issued by companies.

● Support for overseas investment

The SME Unit provides active support for the overseas expansion of SMEs, such as providing Loans for Overseas Investment and Expansion, supporting the local currency denominated fundraising by SMEs' overseas subsidiaries and branches through the Standby Letter of Credit Program, offering management consulting services and holding business network meetings abroad.

In FY2017, Loans for Overseas Investment and Expansion were utilized by 531 companies, for a total of 28 billion yen (including loans in foreign currency).

We expanded the Loans for Overseas Investment and Expansion in FY 2015 to provide loans in foreign currency (US dollars) to SMEs, being widely used primarily in Asia (China, Viet Nam, Thailand) and the United States. As for FY2017, loans in foreign currency was utilized by 103 companies, for a total of 29.07 million dollars (3.2 billion yen).

Also, the Standby Letter of Credit Program was utilized by 106 companies. Letters of credit were issued to the financial institutions in Thailand, China, Republic of Korea, the Philippines, Indonesia, Malaysia, Viet Nam, Hong Kong, Mexico, Singapore and Taiwan.

Great East Japan Earthquake Recovery Special Loans provided

25.9 billion yen

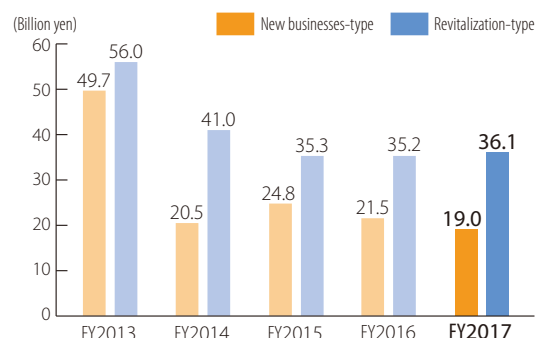
2016 Kumamoto Earthquake Recovery Special Loans provided

13.1 billion yen

Safety Net Loans provided

786.2 billion yen

Changes in loan operations



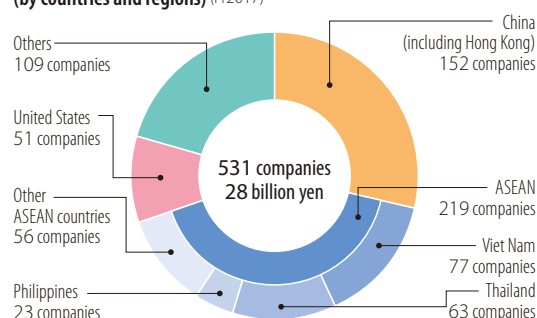
Loans to Foster Growth of New Businesses

	FY2015	FY2016	FY2017
Number of companies	1,061	1,641	1,318
Amount of loans (billion yen)	48.0	99.6	62.0

Stock Subscription Rights Loans

	FY2015	FY2016	FY2017
Number of companies	30	37	33
Amount of loans (million yen)	740	570	570

Loans for Overseas Investment and Expansion (by countries and regions) (FY2017)



Loans for Overseas Investment and Expansion (of which in foreign currency) (Number of companies)

	FY2016	FY2017
China (including Hong Kong)	27	37
Viet Nam	12	18
United States	19	16
Mexico	5	5
Thailand	6	4
Philippines	6	4
Others	24	19
Total	99	103

Supporting the procurement of local funds overseas through the Standby Letter of Credit Program

The SME Unit commenced its operation of the Standby Letter of Credit Program from FY2012 and supports efficient capital procurement overseas. In addition, we work in collaboration with domestic regional financial institutions to allow more SMEs to make use of this program.

About the Standby Letter of Credit Program

The Standby Letter of Credit Program supports SMEs and micro businesses' overseas subsidiaries' and branches' smooth procurement of long-term local currency denominated funds from JFC's partnering overseas financial institutions by using JFC's standby letter of credit as a guarantee.

In June 2017, JFC established a new business tie-up with Yamaguchi Bank, which has branches in Qingdao and Dalian, China. This made it possible to provide highly convenient services with a focus on the local subsidiaries of SMEs in these regions.

As a result, the number of affiliated overseas financial institutions expanded to 12 institutions, with cumulative usage (as of the end of March, 2018) of this program reaching 423 companies since its start in FY2012.

In order to allow more SMEs to make use of this program, JFC established a scheme to partner with regional financial institutions throughout Japan in FY2013. This partnership scheme has the benefits of enabling SMEs to perform procedures with local financial institutions with which they do business on a regular basis and enabling local financial institutions to utilize JFC's overseas networks as system infrastructure.

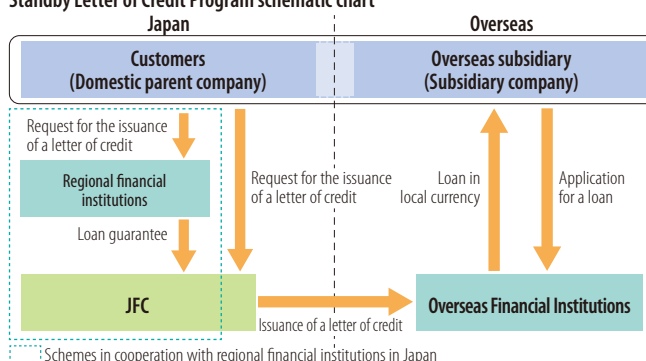
JFC will continue in its efforts to support SMEs and micro businesses' overseas fundraising through this program.

Affiliated overseas financial institutions ^(Note) (countries and regions listed in alphabetical order)

Country and region	Affiliated financial institutions
China	Ping An Bank Co., Ltd.
China	Yamaguchi Bank
India	State Bank of India
Indonesia	PT Bank Negara Indonesia (Persero) Tbk
Republic of Korea	KB Kookmin Bank
Malaysia	CIMB Bank Berhad
Mexico	Banco Mercantil del Norte, S.A.
Philippines	Metropolitan Bank & Trust Company
Singapore	United Overseas Bank Limited
Taiwan	Taiwan Cooperative Bank
Thailand	Bangkok Bank Public Company Limited
Viet Nam	VietinBank

Note: As of the end of March, 2018

Standby Letter of Credit Program schematic chart



Supporting the growth of businesses

Businesses that have utilized JFC funds are flourishing in many fields

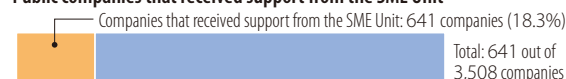
A total of 641 companies ^(Note) have gone public after receiving support from the SME Unit, representing roughly one sixth of all Japanese companies that are publicly held.

Many of these are flourishing as leading companies in Japan.

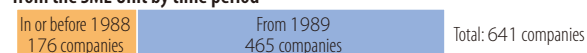
Since 1989, the number of companies going public after receiving support from the SME Unit has increased dramatically to 465 ^(Note), accounting for roughly 30% of the total increase in the number of companies going public during the same period, or 1,522 companies ^(Note).

Note: The number of publicly listed companies is as of March 31, 2018 (excluding delisted companies and companies that have dissolved due to merger, etc.).

Public companies that received support from the SME Unit



Companies going public after receiving support from the SME Unit by time period



Source: JFC SME Unit. The number of publicly held companies is as of March 31, 2018. Companies in agriculture, forestry, fisheries, finance, and insurance, as well as foreign-owned corporations are excluded.

An Invaluable Source of Financing during Our Start-up Period

Kazuo Inamori, Honorary Chairman of Kyocera Corporation (listed in the first section of the Tokyo Stock Exchange)

Around the third year after Kyocera was founded, I was a managing executive director and visited banks in search of funding for capital investment. However, we did not have any collateral and were ultimately unsuccessful in borrowing funds. Eventually I was introduced to Japan Finance Corporation for Small and Medium Enterprise (JASME; current JFC), and gratefully accepted the opportunity to meet the branch manager. I made a faltering pitch, "We are a small venture company that just started up. We have generated over 10% profits since our first year of operation. I ask that you believe in the results that my three years of hard work have produced and grant our company a loan." Perhaps my earnest appeal hit the mark. After a pause, the branch manager replied "All right. We will extend you a loan against the machinery you plan to buy with the funds." I remember how deeply moved I was by the manager's courageous decision to believe in us and grant a loan against collateral to be purchased later, in what amounted to a very risky decision in light of the accepted wisdom of financial institutions at the time.

It is thanks to the decision made 40 years ago by that branch manager, who extended funding to us on the basis of our character when no other financial institution would, that today's Kyocera exists.

Source: Extracted from a column entitled "A 50 Year History of Japan Finance Corporation for Small and Medium Enterprise (JASME)," published by JASME in December 2003 (author's title is that held at time of writing).

Credit Insurance Programs

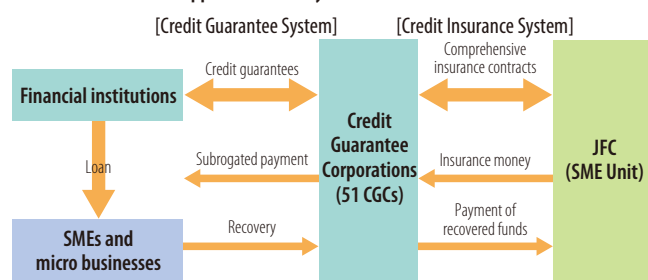
Facilitating the smooth flow of funds to SMEs and Micro Businesses by working together with the Credit Guarantee System

● Role of the Credit Insurance System

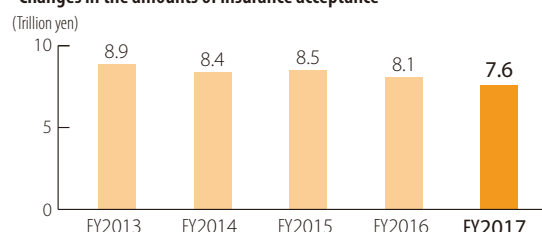
The SME Unit insures guaranteed liabilities (credit guarantees) provided by CGCs to SMEs and micro businesses that fall short in terms of collateral or creditworthiness when raising funds from financial institutions or issuing corporate bonds. Instituted under the Small and Medium-sized Enterprise Credit Insurance Act (Act No. 264 of 1950), the purpose of the Credit Insurance System is to promote the development of SMEs and micro businesses by insuring guarantees for SME loans and similar liabilities. It is designed so that the Credit Insurance System and the Credit Guarantee System together facilitate the smooth supply of business funds for SMEs and micro businesses. This mechanism is known as the Credit Supplementation System and plays a vital role in the Japanese government's SME finance policy.

Also, with regard to the Credit Supplementation System, legislation for the partial revision of the "Small and Medium-sized Enterprise Credit Insurance Act to Promote Improvements and Developments of SME's Business Management" was enacted in June 2017 and came into force in April 2018. The SME Unit will continue to steadily carry out its operations under the revised Credit Supplementation System and enhance its efforts by collaborating with relevant institutions to ensure the sustainable operation of the system.

Overview of the Credit Supplementation System



Changes in the amounts of insurance acceptance



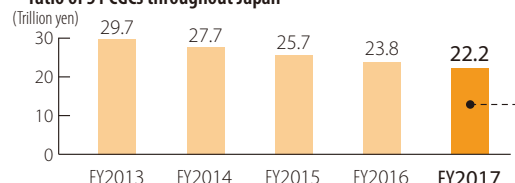
● 33% of SMEs utilize the Credit Supplementation System

As of the end of March 2018, the portion of outstanding loans to SMEs guaranteed by CGCs (outstanding guaranteed liabilities) amounted to 22 trillion yen, accounting for 8% of all loans to SMEs.

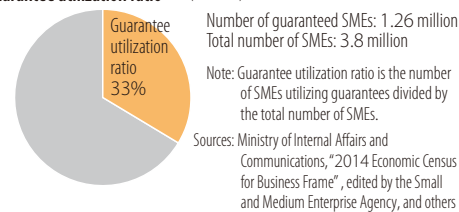
Moreover, 1.26 million SMEs and micro businesses, accounting for 33% of all SMEs in Japan, were raising funds with the support of the Credit Guarantee System.

By providing insurance on such guarantees, the Credit Insurance System is contributing to the management stability of SMEs and micro businesses, and to their growth and prosperity by facilitating smooth flow of funds.

Changes in outstanding guaranteed liabilities and guarantee utilization ratio of 51 CGCs throughout Japan



Guarantee utilization ratio^(Note) (FY2017)



Securitization Support Programs

● Supporting the smooth supply of unsecured funds by private financial institutions using securitization methods

The securitization of loan claims for SMEs is conducted from the standpoint of ensuring smooth facilitation of SME financing.

In FY2017, the "synthetic CLO of regional financial institutions (Clover 2018 LLC)" was issued in the securitization support purchasing business. Together with entering into credit default swap (CDS) contracts with 22 regional financial institutions, the SME Unit acquired 6.8 billion yen of the 26 billion yen in corporate bonds issued by the special-purpose company (SPC) (Clover 2018 LLC), and also guaranteed 2.9 billion yen in the bonds. 27 billion yen in unsecured loans were provided to 1,095 companies in 28 prefectures by this CLO.

By appropriately sharing the credit risks, credit analysis and administrative burdens of securitization, the SME Unit offers securitization methods convenient for private financial institutions to smoothly supply unsecured funds to SMEs and to diversify the means by which SMEs can obtain funds. While fulfilling its pioneering roles as a policy-based financial institution, the Unit will also contribute to the promotion and development of the securitization market.

Methods of securitization support

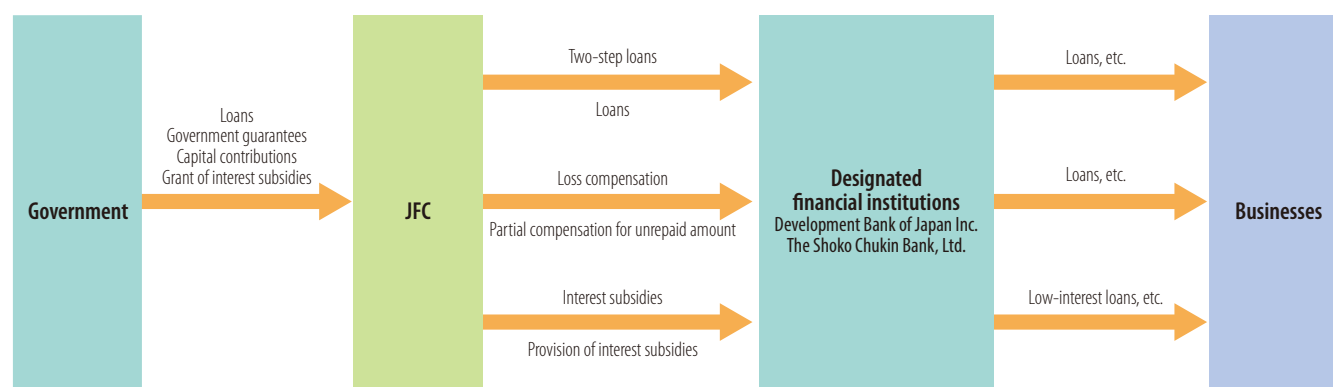
Purchase-type	Guarantee-type	Securitization of account receivables
Operations that involve the securitization of unsecured SME loan claims, etc., acquired by way of transfer from private financial institutions or the use of credit default swap (CDS) contracts	Operations that involve the partial guarantee of unsecured SME loan claims, etc., securitized by private financial institutions as well as the guarantee of partial purchase of securitized instruments	Operations that involve support in the securitization of account receivable claims held by SMEs (suppliers) through such means as the provision of guarantees by the SME Unit for private financial institution loan claims against a special-purpose company (SPC) as well as the provision of loans by the Unit to the SPC.

Note: In addition to "Purchase-type" and "Guarantee-type" Operations, the SME Unit implements the CDO Program, under which it securitizes claims on loans provided by itself or corporate bonds acquired by itself.

Operations to Facilitate Crisis Responses and Specific Businesses Promotion, etc.

Overview of Operations to Facilitate Crisis Responses

At the occurrence of such event as domestic or international financial disorder and large-scale natural disasters that is declared a crisis by the competent ministers, JFC provides certain specified type of credit to the financial institutions designated by the competent ministers. Since a business's credit risk generally increases at the time of a crisis, it is assumed that private financial institutions would be unable to provide a satisfactory amount of funds. As a measure to counter this situation, JFC supplies credit to the designated financial institutions to encourage smooth funding of the affected business.



[Crisis response operations to date]

- Cases related to the Disaster Relief Act • Cases related to special consultation desks • Cases related to turmoil in the international financial order
- Cases related to the Great East Japan Earthquake • Cases related to the disaster by the 2016 Kumamoto Earthquake

Loans (two-step loans)

JFC lends fiscal loan funds, etc., to the designated financial institutions. The balance as of March 31, 2018 was 2,383.2 billion yen.

Interest subsidies

JFC provides interest subsidies to designated financial institutions for loans, etc., made by those institutions through loans and partial risk complementation by JFC.

Partial risk complementation (loss compensation transaction)

JFC collects compensation premiums from the designated financial institutions, and compensates for a certain proportion of losses incurred through loans, etc. conducted by the designated financial institutions. The balance of underwritten loss compensation as of March 31, 2018 was 1,727.0 billion yen (on a basis of reports from designated financial institutions).

Results of operations to facilitate crisis responses

(Unit: billion yen)

	Second Half FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Two-step loans	1,430.1	3,869.3	405.2	1,153.4	733.7	559.3	130.0	105.2	529.2	85.4
Loans, etc.	1,130.3	3,529.4	405.2	1,153.4	733.7	559.3	130.0	105.2	529.2	85.4
Commercial paper (CP) acquisitions	299.8	339.8	—	—	—	—	—	—	—	—
Loss compensation	345.1	1,811.9	1,893.3	1,739.8	1,470.2	1,409.3	1,234.2	1,077.5	547.3	89.2
Loans, etc.	345.1	1,781.9	1,893.3	1,739.8	1,470.2	1,409.3	1,234.2	1,077.5	547.3	89.2
Commercial paper (CP) acquisitions	—	—	—	—	—	—	—	—	—	—
Equity participations	—	30.0	—	—	—	—	—	—	—	—
Interest subsidies	—	—	0.3	2.4	7.8	10.9	12.4	11.0	5.4	12.6

Notes: 1. The figures for the two-step loans refer to the amounts of loans JFC provided to the designated financial institutions (Development Bank of Japan Inc. and The Shoko Chukin Bank, Ltd.) through the end of March 2018.

2. With respect to loss compensation, the figures for loans, etc. represent the amounts of loans provided by designated financial institutions through the end of March 2018, with loss compensation underwritten by JFC for losses incurred until May 10, 2018.

Equity participation figures (pertaining to the Act on Special Measures for Industrial Revitalization) are the amounts of equity investments made by designated financial institutions through the end of March 2013, with loss compensation underwritten by JFC.

3. The figures for interest subsidies represent the amounts of interest subsidies JFC provided to designated financial institutions for loans, etc. provided by the designated financial institutions through the end of September 2017 (in principle, disbursements pertaining to the period from October 1 each year to March 31 of the following year are made by June 10, while those pertaining to the period from April 1 to September 30 are made by December 10).

Overview of Operations to Facilitate Specific Businesses Promotion

In accordance with the Act on the Promotion of Businesses to Develop and Manufacture Energy and Environmentally Friendly Products (Act No. 38 of 2010), JFC lends funds (two-step loans ^(Note 1)) needed for loans that are provided by designated financial institutions ^(Note 2) to certified businesses ^(Note 3) who are going to implement specific businesses certified by competent ministers. The balance as of March 31, 2018 was 28.8 billion yen.

Notes: 1. Loans made by JFC out of the fiscal loan funds to designated financial institutions.

2. Financial institutions that submit applications and receive designations from competent ministers.

3. Businesses that prepare plans related to development or manufacturing of energy-efficient and/or environmentally-friendly products, and receive approval from competent ministers.

Results of Operations to Facilitate Specific Businesses Promotion

(Unit: billion yen)

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Two-step loans	20.0	1.3	7.8	10.6	2.9	1.1	1.0	0.5

Notes: 1. Operations to Facilitate Specific Businesses Promotion commenced on August 16, 2010.

2. The figures for two-step loans refer to the amount of loans provided by JFC to the designated financial institution (Development Bank of Japan Inc.) through March 2018.

Overview of Operations to Facilitate Business Restructuring Promotion

In accordance with the Industrial Competitiveness Enhancement Act (Act No. 98 of 2013), JFC lends funds (two-step loans ^(Note 1)) needed for loans that are provided by designated financial institutions ^(Note 2) to certified businesses, etc. ^(Note 3) who are going to implement business restructuring or specified business restructuring certified by competent ministers for the purpose of improving business productivity in order to enhance industrial competitiveness. The balance as of March 31, 2018 was 28.0 billion yen.

Notes: 1. Loans made by JFC out of the fiscal loan funds to designated financial institutions.

2. Financial institutions that submit applications and receive designations from competent ministers.

3. Business who implement approved business restructuring including their related business operators or businesses who implement approved specific business restructuring including specific operators concerned the said approval that prepare plans for business restructuring, etc., and receive approval from competent ministers.

Results of Operations to Facilitate Business Restructuring Promotion

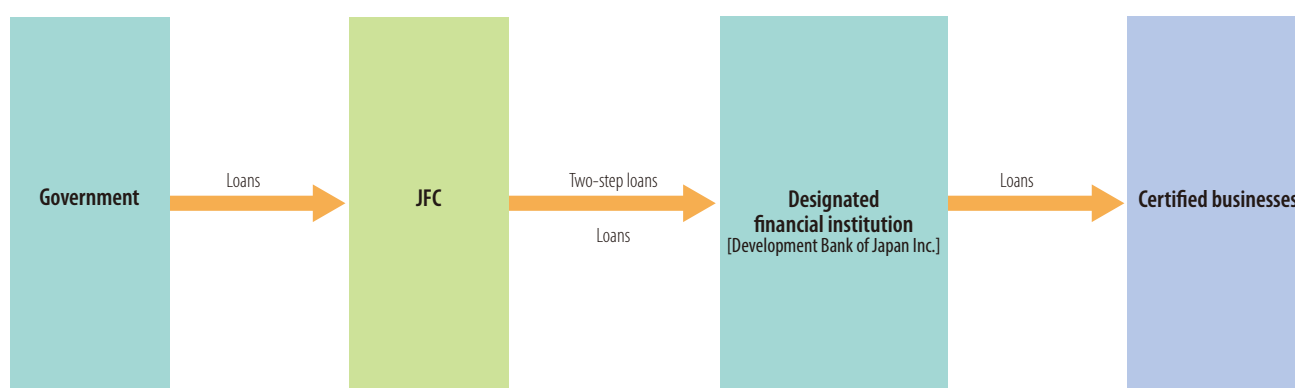
(Unit: billion yen)

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Two-step loans	—	25.0	—	20.0	—	—	—

Notes: 1. Operations to Facilitate Business Restructuring Promotion commenced on January 20, 2014.

2. The figures for two-step loans refer to the amount of loans provided by JFC to the designated financial institution (Development Bank of Japan Inc.) through March 2018 (the figures before the start of Operations to Facilitate Business Restructuring Promotion are of loans issued under Operations to Facilitate Business Restructuring Promotion, etc. in accordance with the Act on the Special Measures for Industrial Revitalization and Innovation (Act No. 131 of 1999) that was abolished with the enactment of the Industrial Competitiveness Enhancement Act on January 20, 2014).

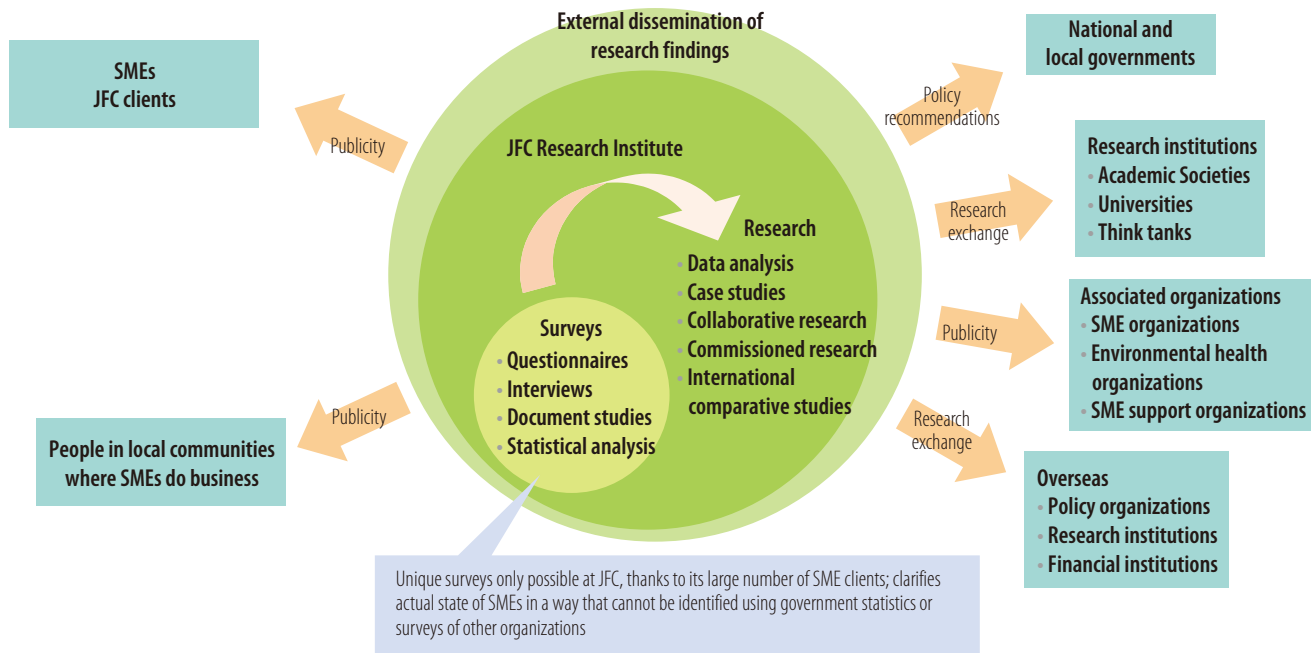
Two-step Loans Mechanism for Operations to Facilitate Specific Businesses Promotion and Operations to Facilitate Business Restructuring Promotion



**Pursuit of Specialization, Originality and Advancement
Striving for Globally High Quality in SME Research**

Functions and Features of the Research Institute

Research Institute conducts research on the latest trends of small and medium enterprises (SMEs) and on the internal and external economic and financial circumstances surrounding SMEs. As a comprehensive research institution that investigates a diverse range of SMEs, from “self-employment” type businesses operated by sole proprietors and families to high-tech ventures on the verge of going public, the Research Institute maintains an invaluable presence in the global community. Relying on questionnaire- and interview-based surveys, as well as other types of field work only possible at JFC with its large number of SME clients, the Research Institute strives for an academic quality of international excellence by engaging in highly specialized, original, and leading-edge research activities.



Surveys on SME Business Sentiment

Quarterly Survey on SME Trends

This quarterly survey is comprised of two parts: the micro business section, which surveys 10,000 micro businesses having fewer than 20 employees; and the SME section, which surveys 13,000 SMEs that generally employ at least 20 workers. It is a massive survey of economic outlook, which covers the whole gamut of SMEs, from self-employed individuals to businesses employing 300 workers.

Monthly Survey on Micro and Small Business Trends

This monthly survey targets 1,500 micro and small businesses having fewer than 20 employees. The survey captures the current business sentiment of small businesses in a timely manner by telephone surveys, which reduce the turnaround time for reporting.

Monthly Survey on SME Trends

This monthly survey of business sentiment covers 900 relatively large SMEs. The feature of this survey is that in Japan's three major metropolitan areas, the manufacturing industry is given heavy emphasis. The survey has a history of more than 50 years since its inception in 1963, and its sales forecast diffusion index (DI) has been adopted by the Japanese government as a leading index of economic indicators.

Survey on Capital Investments by Manufacturing SMEs

This biannual survey reports on planned and actual capital investment among 30,000 SME manufacturers that employ between 20 and 299 workers. This is the largest and most detailed survey in Japan of capital investment trends among SMEs.

Thematic Research on the Current State and Issues Faced by SMEs

Surveys are conducted by selecting timely themes, such as the issues faced by SMEs, industries centered around SMEs, and trends in regional economies. Further research is conducted based on the survey results. Research findings are compiled into papers and reports, and are disseminated by means of journals, books, and other publications, as well as by way of academic societies, various types of research projects, and symposia.

* Most papers, reports, and survey results can be viewed on JFC's website.

● Research on the Structural Problems of SMEs

Surveys and research are conducted on structural problems faced by SMEs, including business start-ups, business succession, employment, capital procurement, and involvement in local economies and communities.

- Main Surveys (conducted in FY2017) -

- Survey on Business Start-ups (FY2017 regular and special surveys)
- Panel Survey on Business Start-ups
- Survey on Starting Businesses and Entrepreneurial Minds
- Actual State of SMEs Responding to New Development of Inbound Tourism
- Survey on Freelancing

- Main Research Papers and Reports (released in FY2017) -

- ◇ Role of Foreign Workers in SMEs
- ◇ Part-time Entrepreneurship Mitigates the Risk of Failure—Survey on Starting Businesses and Entrepreneurial Minds (FY2016)
- ◇ Actual State of Succession of Management Resources in SMEs
- ◇ Impact of the Great East Japan Earthquake on Business Start-ups

● Research on Management Issues of SMEs

Cases are collected of SMEs that overcame the handicap of limited management resources, such as human resources, equipment and funds, to achieve success. Research findings are published annually as a compilation of case studies.

- FY2017 survey -

- Case studies on Achieving High Performance in Small Service Industries

- FY2017 publication -

- ◇ "Self-reflective" Business Administration

● Research on Domestic and International Industry Trends

The latest trends occurring around SMEs, including innovations in technology and changes in production systems, are viewed from the perspective of industrial policy.

- Main Surveys (conducted in FY2017) -

- SMEs in Manufacturing That Generate New Profits from Services
- Current State and Issues Concerning IT Use Faced by SMEs in Commerce and Service Sectors

- Main Research Papers and Reports (released in FY2017) -

- ◇ Survival Strategies of SMEs in Manufacturing Facing Declining Domestic Production
- ◇ Current State and Issues Faced by SMEs in Information Service Sectors

● Research on Regional Economic Trends

The movements of SMEs are tracked from the contemporary perspective of promoting local economies, including their role in regional revitalization.

- Main Surveys (conducted in FY2017) -

- Current State and Issues for SMEs in Recruiting and Retaining Human Resources

- Main Research Papers and Reports (released in FY2017) -

- ◇ Current State and Issues of Regional-origin Venture Companies

The 10th Japan Finance Corporation Symposium

Research Institute hosts a symposium every year.

Discussions will be held between staff from the Research Institute and external panelists on on-going research findings. Participation of many people interested in this field such as SME scholars/researchers, SME owners and journalists, are highly appreciated.

The symposium will be held in November 2018. Further details will be announced on the JFC website and via leaflets.

Publications Issued by the Research Institute

Periodical Publications



JFCRI Quarterly Research Report

Quarterly (published on the 25th of February, May, August, and November)

Contains academic research papers written by staff from the Research Institute.

Papers from outside the Research Institute are also included, giving SME researchers an opportunity to publish their research.

- Main Papers -

Uncertainty and its Impact on Capital Investment

How Can SMEs Take Advantage of the Increase in Inbound Tourists

Forecasting Biases of Small Businesses and SMEs

Entrepreneurial Spirit, Sense of Mission, and Ability to Carry Through in M&A and Business Growth by SMEs in Manufacturing Industries



JFC Research Institute Report

Published occasionally

This research report brings together the latest research findings on the current state of SMEs and the issues they face, and disseminates those findings in a timely manner.



Monthly Report

Published on the 5th of every month

The aim of this magazine is to disseminate the research findings of the Research Institute to researchers, business managers and officials from SME support organizations, and other readers in a way that is easy for them to understand.

Books



White Paper on Business Start-ups

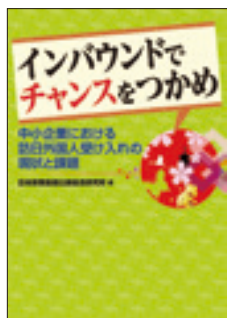
Based on the results of the Survey on Business Start-ups, this paper analyzes the trend of business start-ups according to the latest themes.

Published annually since 1992, the document is important literature in the field of researches on business start-ups in Japan.



Business Start-ups Make Advances

Research results of the Panel Survey on Business Start-ups tracking businesses for five years commencing in 2011, clarifying the changes over times in business start-ups including the perspectives of the Great East Japan Earthquake, productivity, and business continuation or closure.



Growing Inbound Tourism: Great Chance for SMEs

The increase in inbound tourists is an opportunity for SMEs' growth. Based on the questionnaire, the actual state of acceptance of inbound tourists by SMEs is clarified and effective measures for acquiring inbound tourists and issues are discussed.



Revolutionaries in Small Service Industries

This is an achievement of case studies on SME management. The management strategies of businesses that demonstrate a presence by creating high added-value were analyzed and measures for increasing labor productivity in small services industries are considered.