



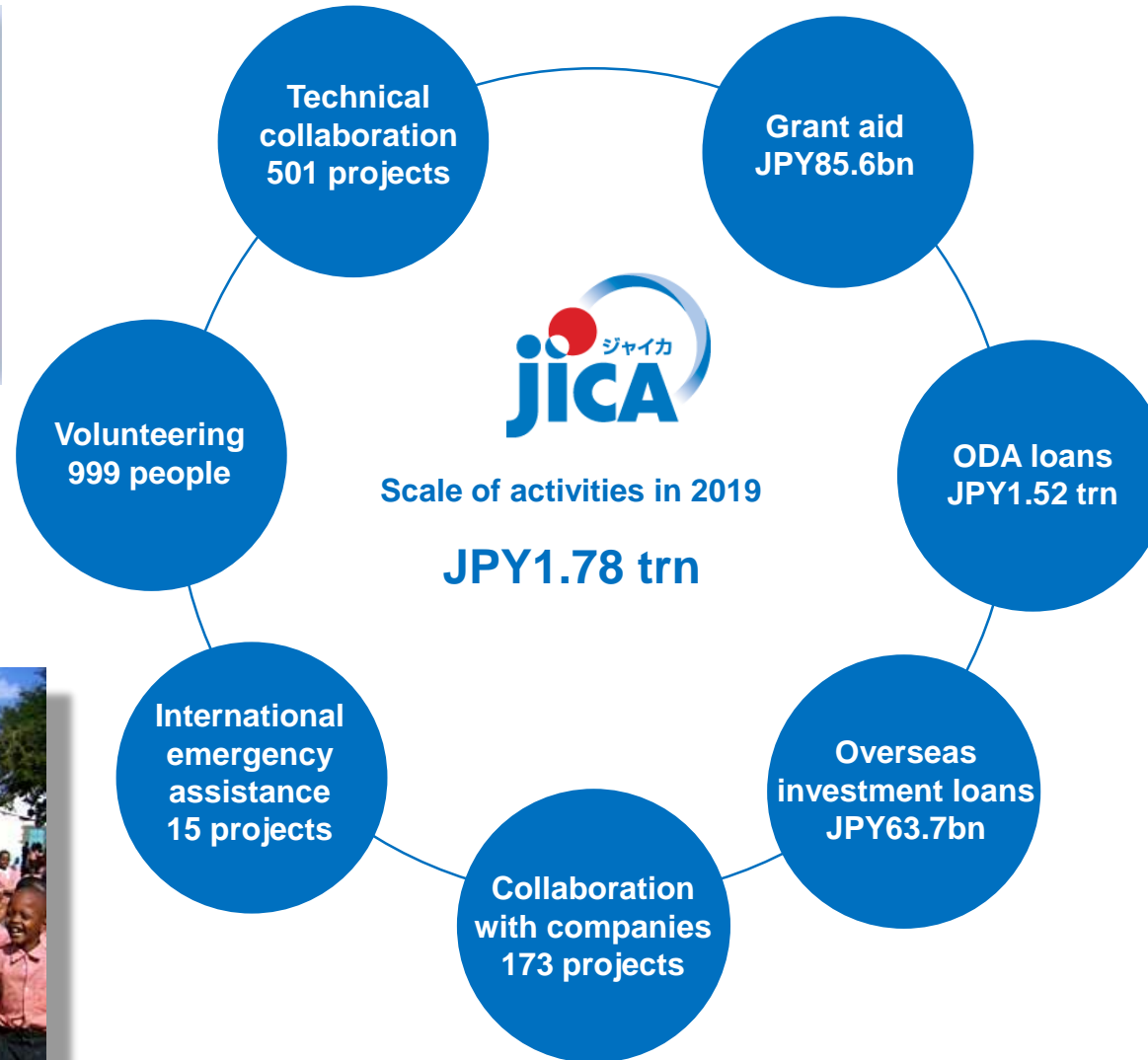
**Assisting Japanese Companies
with Overseas Expansion and Achievement of SDGs
~JICA Public-Private Partnerships~**

January 14, 2021

Japan International Cooperation Agency (JICA)

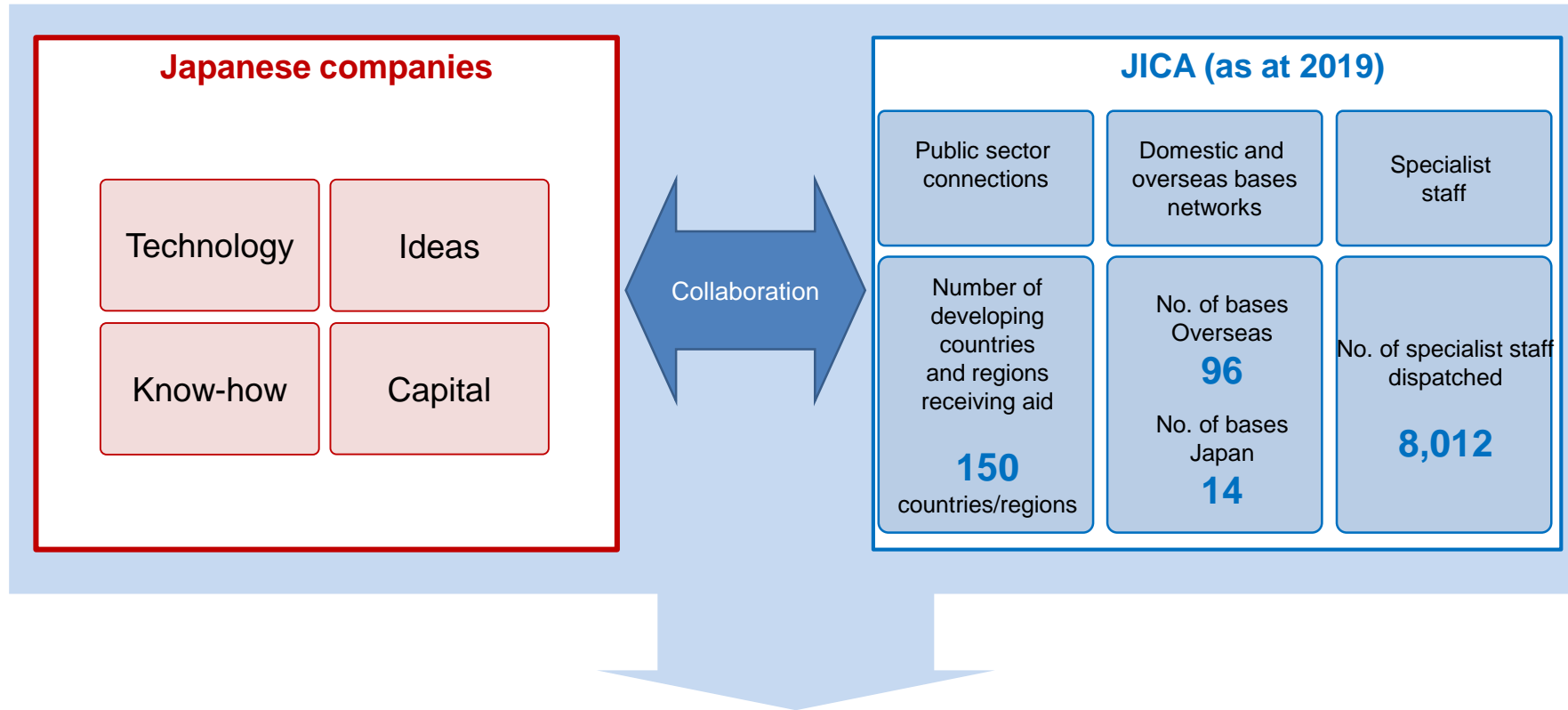
Keiichiro Nakazawa, Senior Vice President

Information about JICA



JICA private sector collaboration initiatives

Using JICA resources to help Japanese companies develop their business



JICA support for SMEs and SDG initiatives

“I would like some preliminary local information”

“I would like to develop a business model”

“I would like to verify and formulate a business plan”

Support for SME's and their SDG activities

Overview

Baseline Survey

Collation and analysis of basic information
(Several months to a year)

Business Model Formulation Survey

Consideration of utilization of technology, products, expertise.
Formulation of draft business model
(Several months to a year)

Business Verification Survey

Verification of products/technology and business model.
Drafting of business plan through outreach activities.
(1-3 years)

Small/medium-sized companies in principle

Supporting SMEs

Support to SMEs
(JPY8.5mn or JPY9.8mn)

Support to SMEs
(JPY30mn or JPY50mn)

Support to SMEs
(JPY100mn, JPY150mn or JPY200mn)

*Excl. medium-sized companies

Large companies in principle

Supporting SDG initiatives

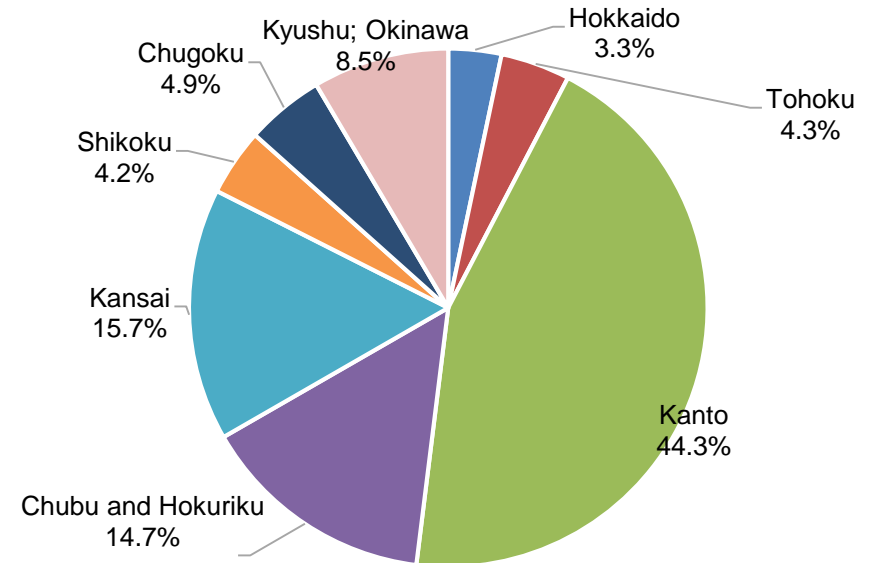
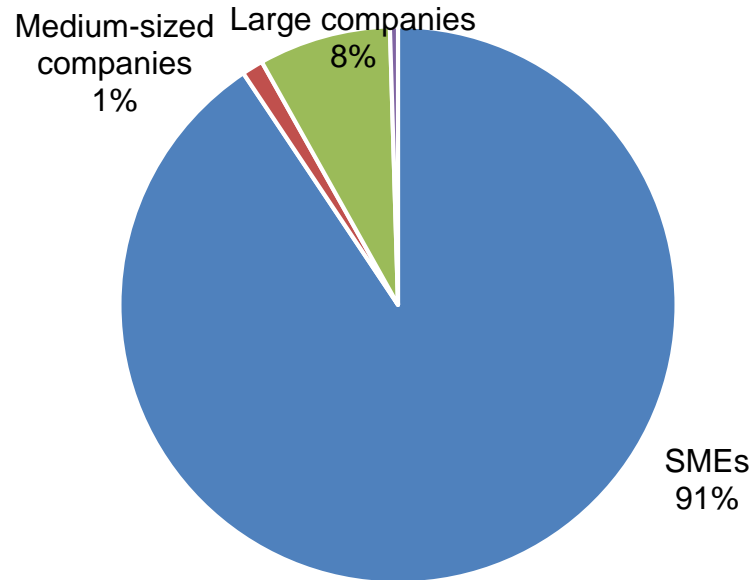
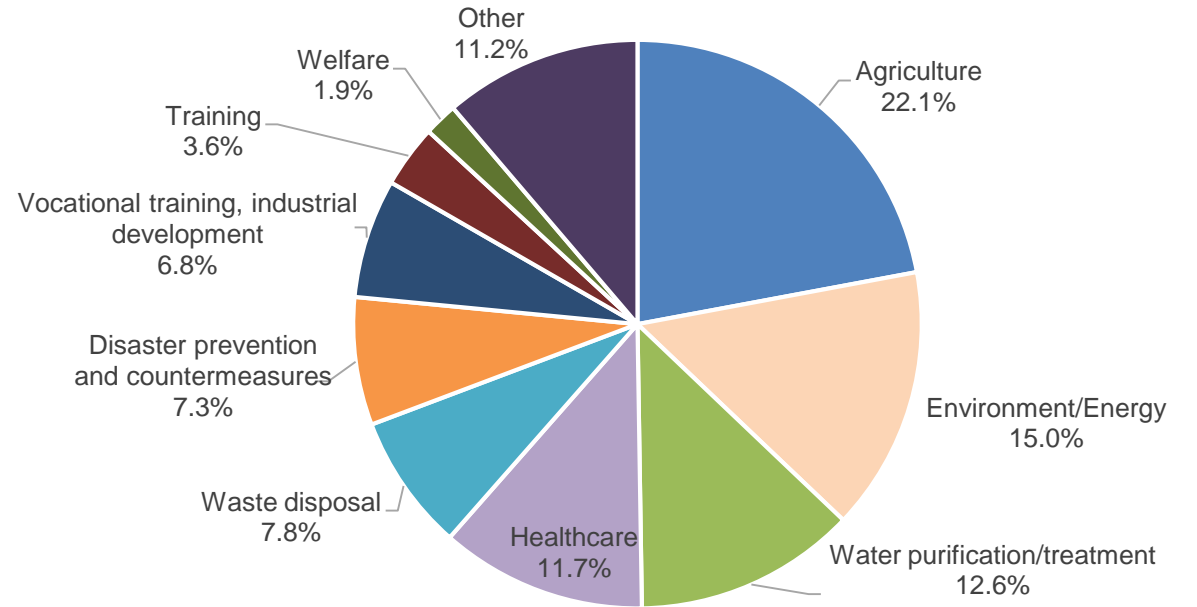
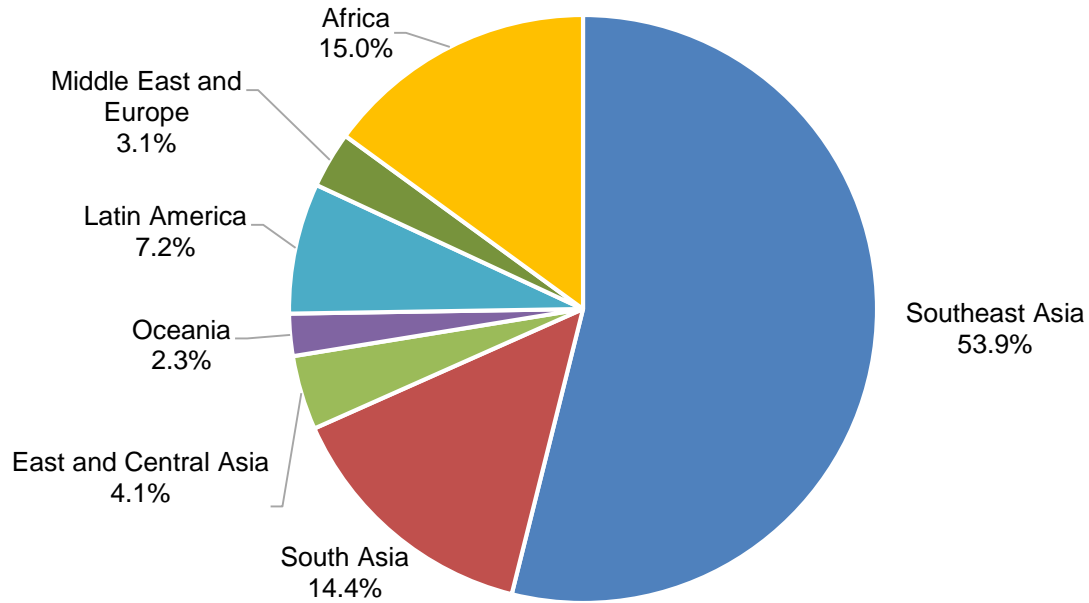
N/A

Support for SDG business
(JPY8.5mn)

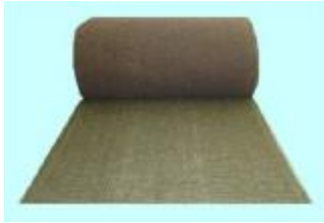
Support for SDG business
(JPY50mn)

Applications twice a year. 60 to 70 projects approved each time (c.50 projects in SME space)

1279 projects approved (978 SME projects)



Comprehensive support for SMEs in 47 prefectures



61 projects in Chugoku region
(e.g. landslide prevention in Yamaguchi)



153 projects in Kinki region
(e.g. septic tanks in Shiga)



40 projects in Hokkaido (e.g. potato harvesters)



53 projects in Tohoku region
(e.g. fruit and vegetable processing in Fukushima)



348 projects in Kanto region
(e.g. drilling underground tunnels in Tokyo)



99 projects in Kyushu region
(e.g. turbid water treatment with palm fibers in Okinawa)

佐賀 福岡 大分
長崎 熊本 宮崎
鹿児島

山口 島根 鳥取
広島 岡山
愛媛 香川
高知 徳島

和歌山

石川 富山 新潟
福井 岐阜 長野
滋賀 三重 愛知 山梨
静岡 神奈川

北海道

青森
秋田 岩手
山形 宮城
福島

群馬 栃木
埼玉 茨城
東京 千葉



49 projects in Shikoku (e.g. shipbuilding inspections in Ehime)



175 projects in Chubu region (e.g. measurement of tea ingredients in Shizuoka)

Working with key organizations

Complementing the efforts of other organizations to support SMEs. Regional collaboration with local governments and supporting organizations.

Public
support
organizations

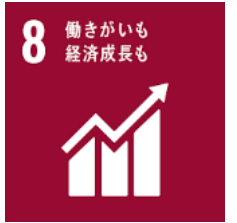
- **JETRO:** Cooperation with support organizations to provide local business solutions, trade and investment activities. Tripartite partnership agreement to support businesses expanding in Africa (United Nations Development Programme (UNDP)/JETRO/JICA).
- **SME Support Japan (Organization for Small & Medium Enterprises and Regional Innovation):** Joint support announced in 2020; co-hosting exhibitions and seminars
- **Platform for Unified Support for Start-ups (PLUS):** Collaboration of nine government agencies (JICA, NEDO, JETRO, SMEs, AMED, JST, Agricultural Research Organization, IPA, and AIST) providing support for start-ups.
- **Japan Association of Small and Medium-sized enterprises for Overseas Construction (JASMOC):** Participation in the Ministry of Land, Infrastructure and Transport's JASMOC platform

Financial
institutions

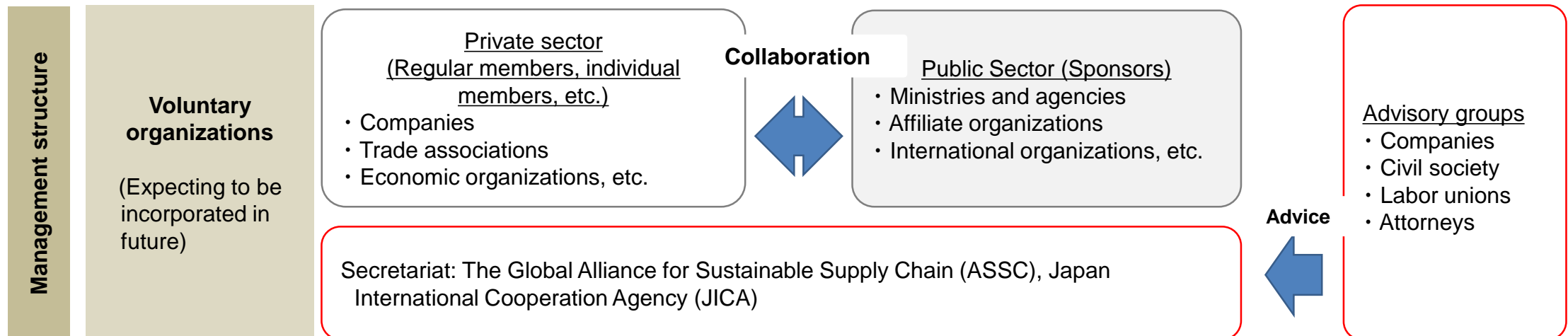
- **Regional financial institutions:** Referral of companies, research groups, financing, etc. (MOUs with 51 banks)
- **Japan Finance Corporation:** Company referrals
- **Non-life insurance companies:** Referral of companies, provision of risk management information (MOUs with Mitsui Sumitomo Insurance Group, Tokio Marine & Nichido Fire Insurance Co., Ltd., Sompo Japan Insurance, Inc.)

Other SDG initiatives (1)

- Japan Platform for Migrant Workers toward Responsible and Inclusive Society (JP-MIRAI)



The platform was launched in November 2020 with various stakeholders, including private corporations, local governments, NPOs, academics and lawyers to protect **the rights of foreign workers, improve their living and working environment, treat them responsibly under the SDGs and UN Guiding Principles on Business and Human Rights, etc. and become the “Japan of choice” for these workers to bring about inclusive economic growth and the realization of a sustainable society** in the run-up to 2030, the target year for the achievement of the SDGs.



Other SDG initiatives (2)



- Kansai SDGs Platform -

First platform in Japan dedicated to SDGs at a regional level. Established December 16, 2017.

Highlights the importance of SDG initiatives for private companies in Kansai, civil society, NPOs/NGOs, universities and research institutes, local governments, government agencies and citizens.

Facilitates voluntary initiatives by various participants and drives new cooperation and collaboration. Aims to build a sustainable society in Kansai and promote economic activities with a high social value.



Case study: Supporting SMEs and SDG initiatives



JICA supported Ajirushi Inc. in undertaking verification and demonstration activities related to octopus production and processing technology to increase incomes of local fishers in financial difficulties. A local subsidiary was established in February 2019. The principal business is currently exports to Japan, but exports to other markets will be considered as well as Indonesia (domestic market). Hitachinaka City, Ibaraki Prefecture, is promoted as the center of the octopus industry through targeted publicity initiatives.



Source: Ajirushi, Inc.

Case study: Supporting SMEs and SDG initiatives



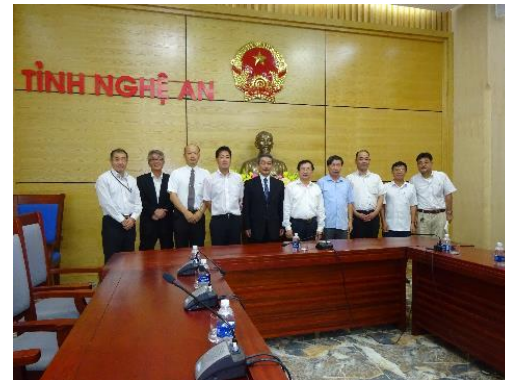
JICA supported Tottori Resource Recycling, Inc. in the sale of “porous alpha” (soil improvement agent using waste glass treated at high temperatures) in Morocco, which suffers from acute water shortages. They shared information on methods of water-conservation in agriculture and promoted sustainable farming. Staff from Tottori University were also involved in research and training.



Case study: Supporting SMEs and SDG initiatives



The aim of this Farmers Coop project supported by JICA is to improve farmers' income through development of value chains from production to sales of safe, high quality Vietnamese "Sanuki Garlic" (provisional name) produced by All Kagawa. Technical interns who have trained overseas provide skills and management capabilities.



Source: Farmers Co-op

Case study: Supporting SMEs and SDG initiatives



The Laos government is committed to organic farming and efforts to promote the Sixth Industry, helping to alleviate poverty among farmers. With help from JICA, Tsujiko supports the worldwide sale of natural blue powder made from butterfly pea flowers cultivated by local farmers. Collaborative partners include universities such as the Northeastern Industrial Research Center in Shiga Prefecture and Ritsumeikan University.

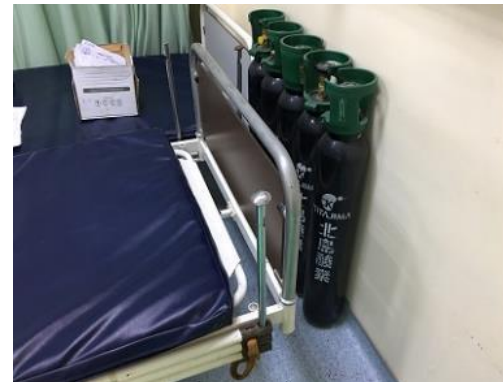


Source: Tsujiko Co., Ltd.

Case study: Supporting SMEs and SDG initiatives



With support from JICA, the Kitajima ROC (Responsible Oxygen Cycle) System was introduced in Myanmar to provide a stable supply of high-quality medical oxygen 24 hours a day, seven days a week. A medical oxygen filling plant (local company) was established in October 2018. The company sells oxygen delivery systems and other products, mainly to private hospitals.



Source: Kitajima Sanso Co., Ltd.

Case study: Assisting SMEs and SDG initiatives



This project helps to improve sanitation conditions in India through the use of Taisei Kogyo’s “Taisei Soil System,” a non-discharge wastewater treatment system, that works without releasing wastewater from toilets. Collaborative partners include Sanin India, a regional economic organization and the Commerce and Industry Promotion Division of Yonago City Economic Department.



Source: Taisei Kogyo Co., Ltd.

Case study: Assisting SMEs and SDG initiatives



Online classes are provided free of charge using WonderLab's Think! Think! Education app while schools are closed due to COVID-19. Classes are available three times a week on the Ministry of Education's online teaching platform and on state TV in Cambodia to audiences of over 20,000. As of end of September 2020, approximately 20,000 pupils in 15 schools are using the app on a free trial over around four months. This figure is expected to continue rising.

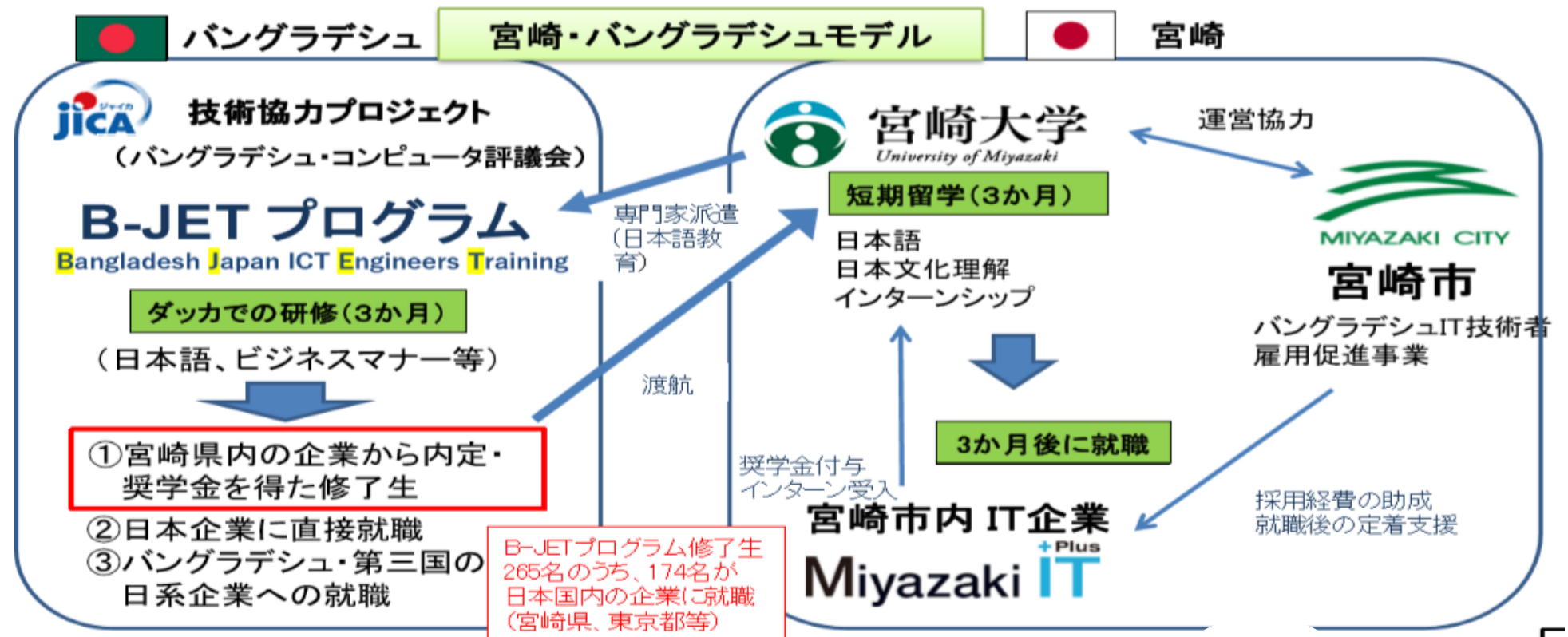


Supporting the overseas training of talent for industry

- Supporting human resource development in Bangladesh for the ICT sector

Three-month training program (B-JET) held for ICT trainees in Bangladesh in the capital city, Dhaka, for job placement at Japanese companies.

Industry/government/academic partnership has been set up in Miyazaki City to help overseas ICT personnel find work as part of this project.



Supporting the overseas training of talent for industry

-Assisting sponsoring institutions with overseas investment loans-

Technical interns and engineers receive basic vocational training at a school in western Ho Chi Minh City (Vietnam) before they are sent to Japan. Support is given to Japanese businesses expanding in Vietnam through referrals of personnel who have returned from Japan.

An overseas investment loan was used to build school buildings to meet the increasing demand for vocational training (completed on September 12, 2013). Classes are run by an operating company.

