

A light blue world map is centered in the background of the slide.

SDGs Business Supporting Survey

- JICA Biz -

Private Sector Partnership and Finance Department
Japan International Cooperation Agency (JICA)



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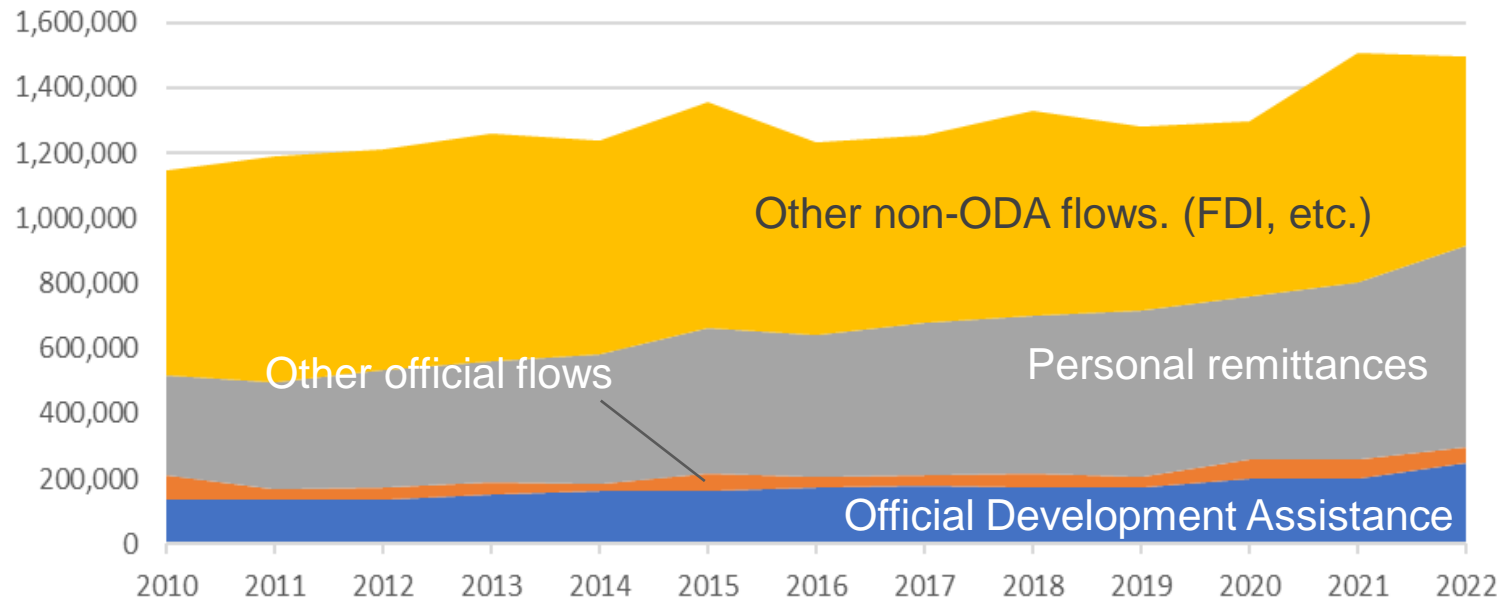
1. Background and Concept

1. Background | Expanding the Role of Business in Development Cooperation

At a time when **private sector funds far exceed ODA** among the funds flowing into emerging and developing countries, **collaboration between development and business (private-sector partnership projects)** is becoming increasingly important in Japan's ODA as well.

Changes in the Breakdown of Funds Inflows
into Emerging and Developing Countries

USD millions (2022 prices)



Source : OECD 「Official development assistance, other official flows, foreign direct investment, and remittances for ODA-eligible low and middle-income countries, 2010-22」

Future Collaboration in Development
and Business

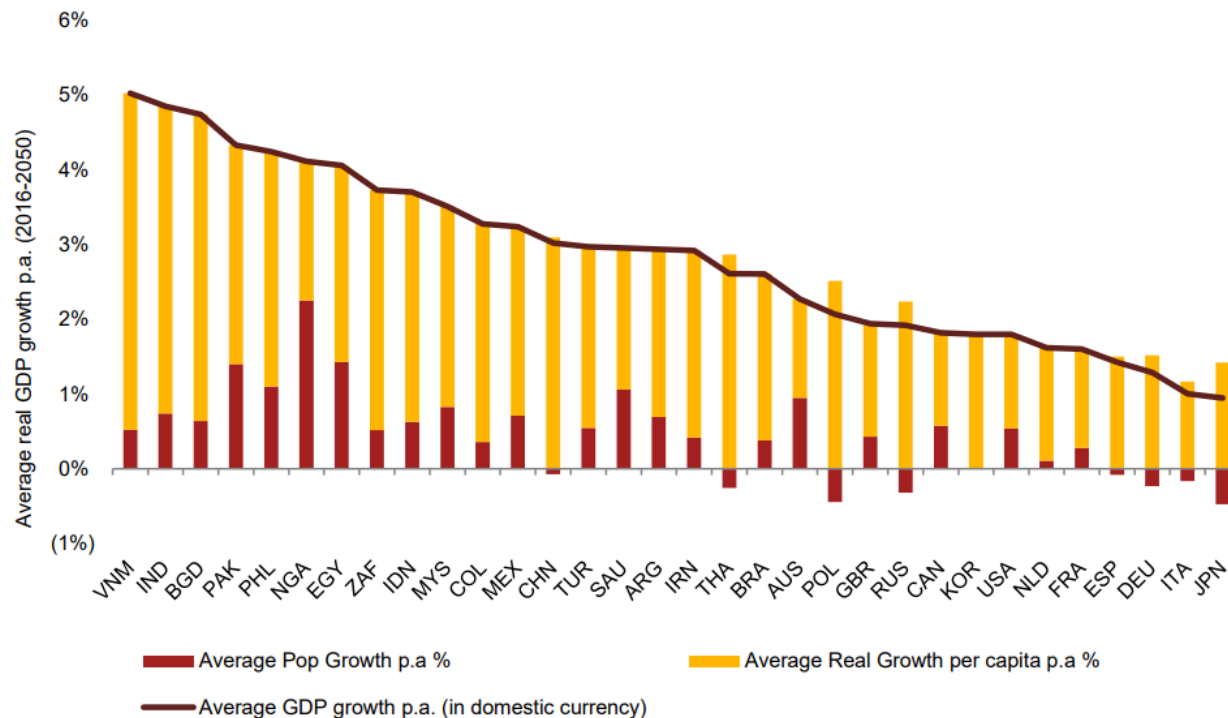
- Equal Partnership
- Long-term and organizational relationships
- Flexible market-based development based on strategic analysis



Source: DCED "A summary of innovations and institutional change in donor agencies" (2018)

- Emerging and developing countries, which drive global growth and have various challenges, are becoming increasingly important as hubs **for markets, production, innovation, etc.**

Forecast of Average Annual Real GDP Growth (2016-2050)



Source: PwC "The World in 2050: How will the global economic order change?" (2017)

Examples of Innovation



- ◀ M-Pesa (Kenya):
Use your mobile device to send money or you can pay utility bills, tuition, etc. It quickly spread to the unbanked poor.

(Source: JETRO)



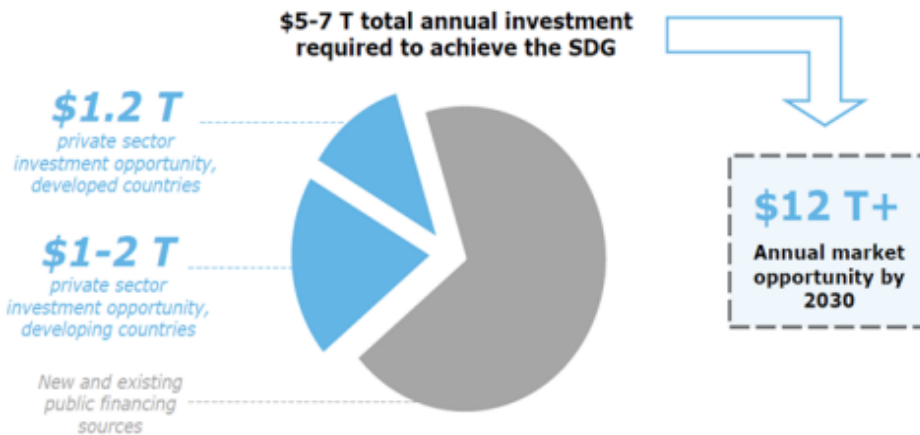
- ◀ Zipline (Rwanda):
Rapid blood transport by drones has helped reduce infant deaths and malaria-induced anemia, which is common in children.

(Source: Drone News)

1. Background | Business Impact Orientation

- The recognition that **contributing to SDGs is indispensable** for business sustainability and profit expansion is also spreading to companies. An increasing number of companies are incorporating SDGs into their management, and financial institutions are emphasizing ESG investment and impact investment.

Markets created by the SDGs



Source: UNDP, Ministry of Economy, Trade and Industry "SDGs Management Guide" (2019)

- Achieving the SDGs will require \$5~7 trillion a year worldwide. The investment opportunities are estimated to be \$1~2 trillion in developing countries and at least \$1.2 trillion in developed countries.
- The value of the market opportunities created by achieving the SDGs is estimated to be around USD 12 trillion per year, and the number of jobs created globally by 2030 to be around 380 million.

Trends in Japanese Firms

Company

- Japan Business Federation (Keidanren) clearly stipulates in its charter of corporate behavior that companies will drive the realization of SDGs
- 71.6% of large companies and 50.4% of small and medium-sized enterprises answered that they are active in SDGs (Source: [Teikoku Databank Survey, July 2023](#))
(Japanese version Only)

Financial institution

- JICA supports the initiative "Declaration on Impact-Oriented Finance" (74 signatories as of January 2024), which aims to promote the implementation of impact-oriented investment and financing by Japanese financial institutions. (Source: [Impact-oriented finance declaration / January 2024](#))
(Japanese version Only)
- Of the 64 banks belonging to the Japan Regional Bankers Association, 46 banks, or about 70%, have announced their SDGs declarations (Source: Japan Research Institute / September 2020)

2. Scheme Overview

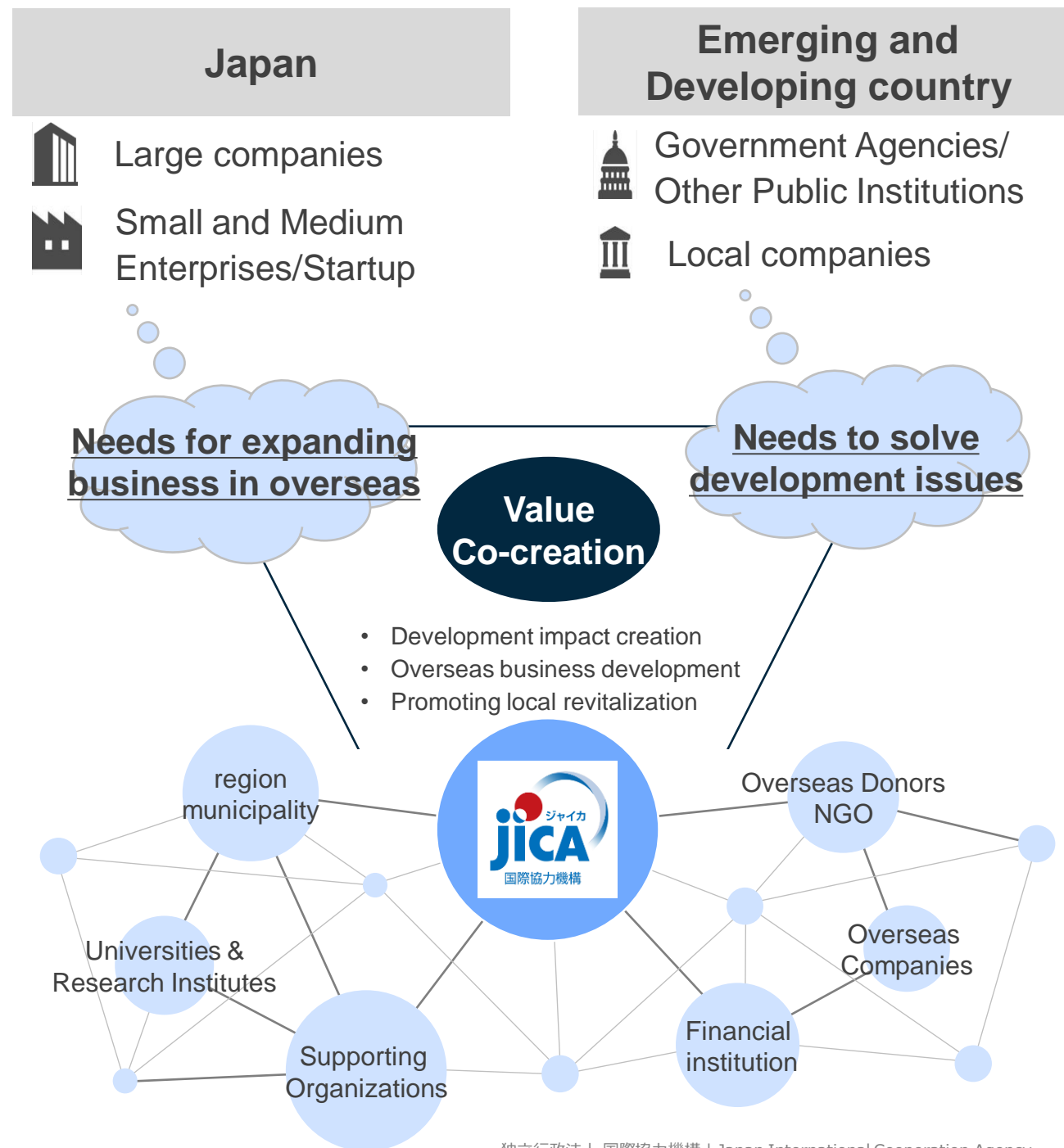
Concept

SDGs Business Supporting Surveys

- JICA Biz -

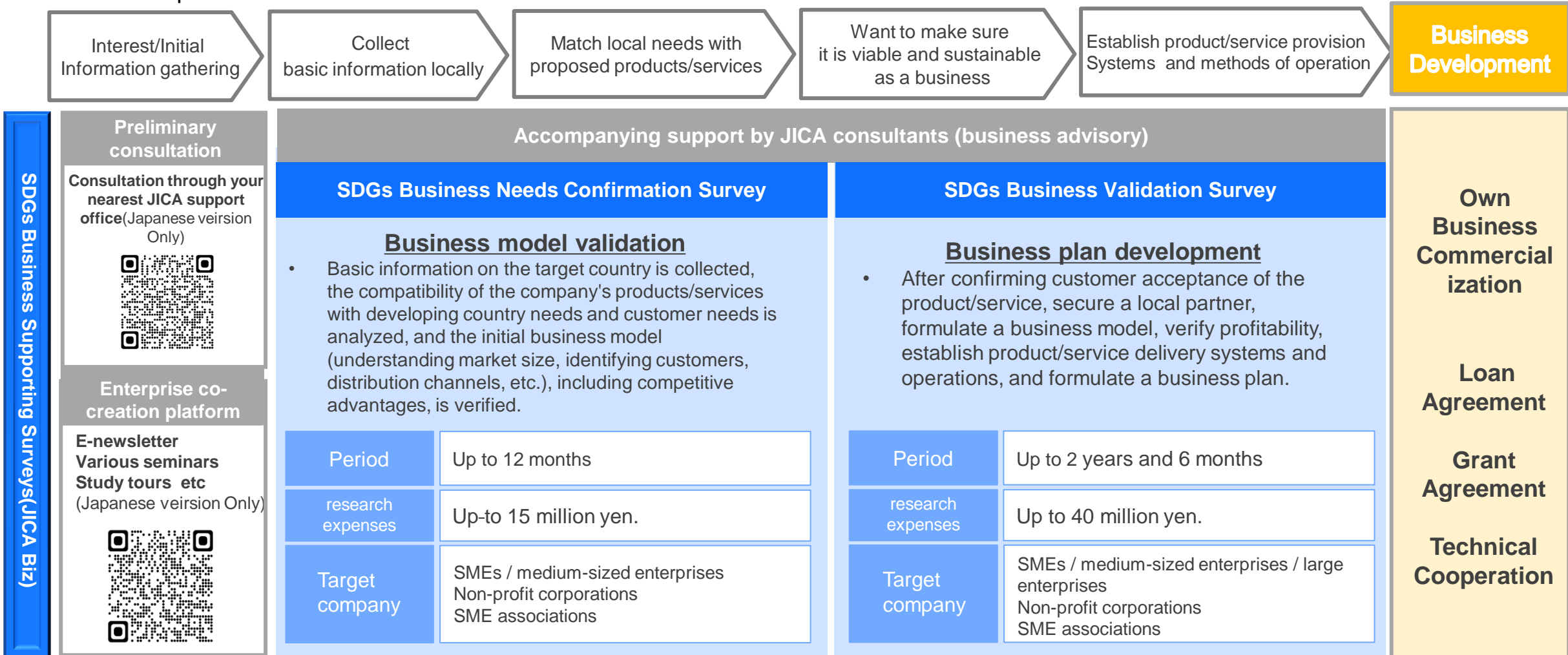
The JICA Biz is a project that aims to provide partner countries with high-quality, innovative technologies, knowledge, and ideas from Japanese companies to solve development issues through business.

JICA works to co-create value by utilizing the networks, relationships of trust and know-how with governments of developing countries that it has built through Official Development Assistance (ODA).



2. Scheme Overview

- **「SDGs Business Needs Confirmation Survey」** : The main objective is to collect basic information on the target country and then verify the business model.
- **「SDGs Business Validation Survey」** : The main objective is to refine the business model and develop a business plan.



2. Scheme Overview (SDGs Business Needs Confirmation Survey and SDGs Business Validation Survey)

- Depending on the status of **the identified business environment in the target country** ‘SDGs Business Needs Confirmation Survey’ and ‘SDGs Business Validation Survey’ can be selected.
- See also the results of **the monitoring survey** on the readiness of your company.
- **Preliminary consultation** by your local JICA agency is also highly recommended.

モニタリング調査

・最新の調査結果



ビジネス展開訓練 ver2.0
上図でのビジネス化に向けた押さえるべき12のポイント～
(PDF/1.62MB)

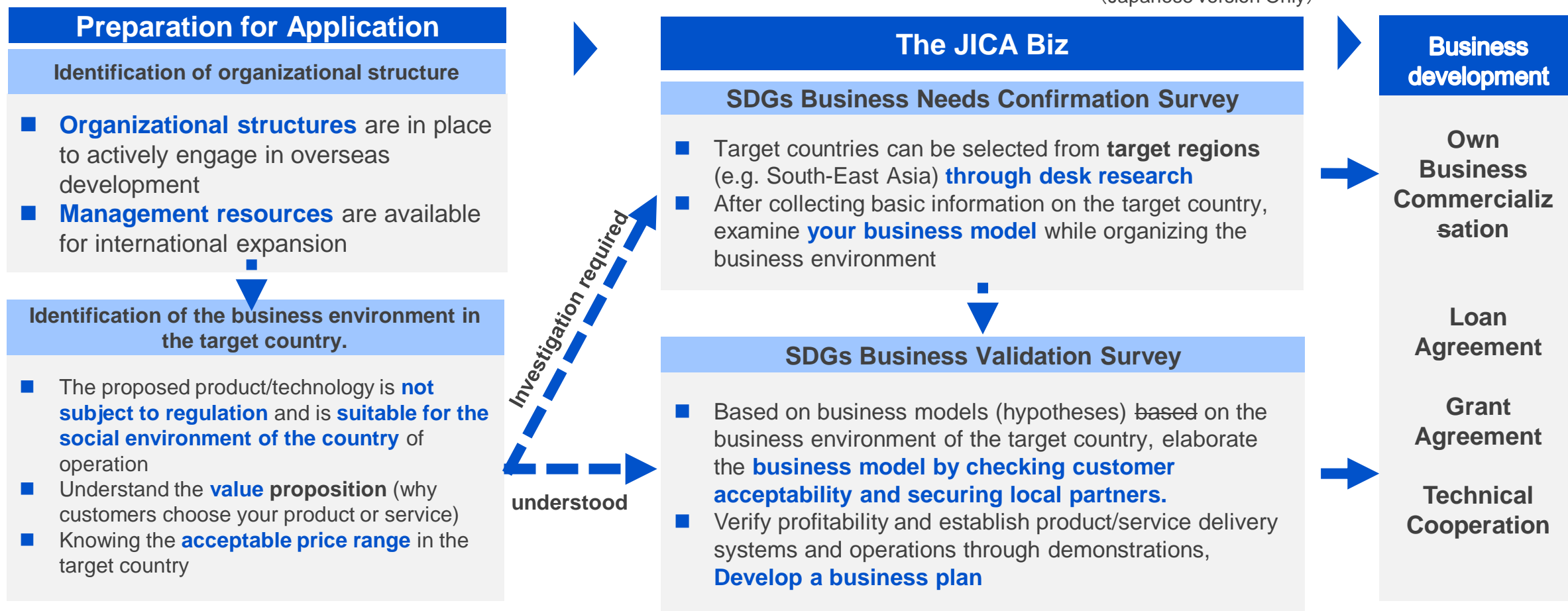


(付属資料) ビジネス展開訓練
～セルフチェックシート～



[Click here for monitoring survey results >>>](#)

(Japanese version Only)



2. Scheme Overview (SDGs Business Needs Confirmation Survey)

- Collect basic information on the target country, analyze the compatibility of the company's products/services with the needs of developing countries and customer needs and verify the **initial business model (understanding of market size, identification of customers, distribution channels, etc.), including competitive advantages.**

SDGs Business Needs Confirmation Survey

Target Corporation	SMEs, Medium-sized enterprises, SME associations, non-profit corporations
Research expenses	Maximum 15 million yen <ul style="list-style-type: none"> ❑ Travel expenses (airfare, daily allowance, accommodation), labor costs, vehicle-related expenses, seminar and other related expenses, document preparation costs, miscellaneous expenses, subcontracting costs ❑ Travel expenses can be charged outside the ceiling for regional financial partnerships
Period of the survey	Up to 12 months
Project implementation system	Consulting services by JICA consultants <ul style="list-style-type: none"> ❑ Business Advisory ❑ Get funding to kick-start your business quickly and develop a preliminary business plan
Fields covered	All fields (those that are effective for the social and economic development of developing countries) Examples: financial systems, health and nutrition, private sector development, transportation, climate change, natural environment conservation, etc.
Target country	In principle, the country where the JICA overseas office is located
Notes	Applications are accepted in the target area (e.g. Southeast Asia, etc.), but local travel is limited to one country

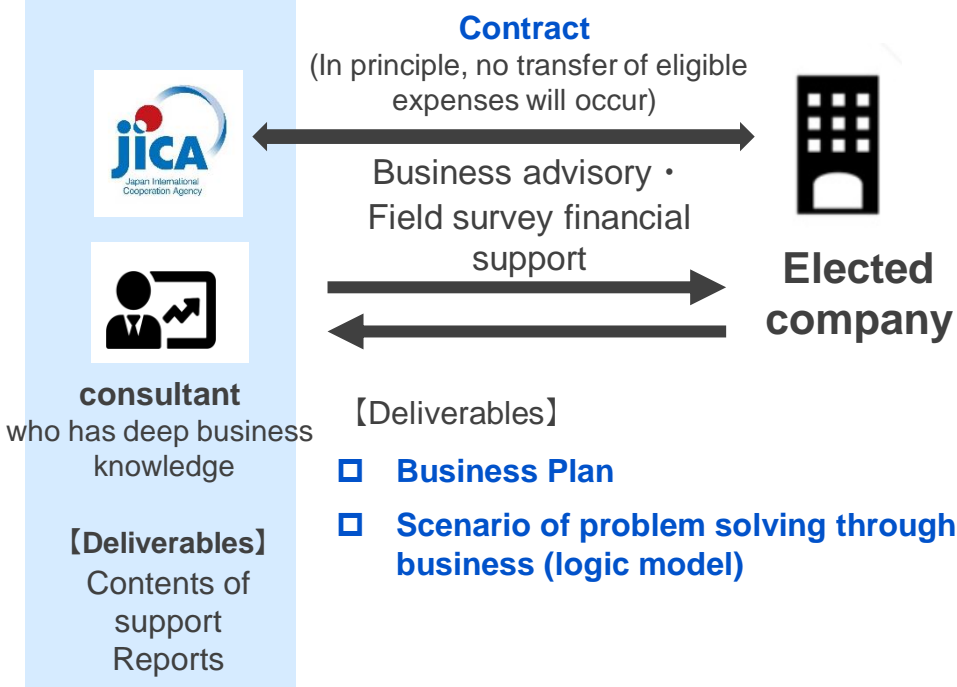
2. Scheme Overview (SDGs Business Validation Survey)

- After confirming customer receptivity to the product/service, secure a local partner and **refine the business model**
- Verify profitability, build product/service provision systems and operations, and develop business plans.

SDGs Business Validation Survey	Target Corporation	Small businesses, Mid-sized businesses, Large corporations , Small business associations, Non-profit organizations
	Research expenses	Upper to 40 million yen <ul style="list-style-type: none"> ❑ Travel expenses (airfare, daily allowance, accommodation), personnel expenses, vehicle-related expenses, seminar-related expenses, document preparation expenses, miscellaneous expenses, equipment expenses (rental fees, shipping fees), subcontracting expenses, expenses for activities in Japan ❑ Regional financial institution collaboration allows travel expenses to be recorded outside the upper limit
	Period of the survey	Maximum 2 years and 6 months
	Project implementation structure	Consulting services by JICA consultants <ul style="list-style-type: none"> ❑ Business Advisory ❑ Get funding to kick start your business quickly and develop a business plan
	Fields covered	All fields (those that are effective for the social and economic development of developing countries) Examples: financial systems, health and nutrition, private sector development, transportation, climate change, natural environment conservation, etc.
	Target country	In principle, the country where the JICA overseas office is located.
	Notes	Select one eligible country and apply

2. Scheme Overview (The role of the consultant)

- For the SME/SDGs business support project, **JICA will assign consultants (JICA consultants) with extensive knowledge of business in developing countries** to support selected companies in their business in developing countries.
- JICA consultants are procured for each **JICA project at each public announcement**.
- JICA will decide on the JICA consultants who will support the selected companies based on the content of their proposals.
- JICA consultants **not only provide advisory support for business success** in developing countries, but also **assist with auxiliary activities required for research**.

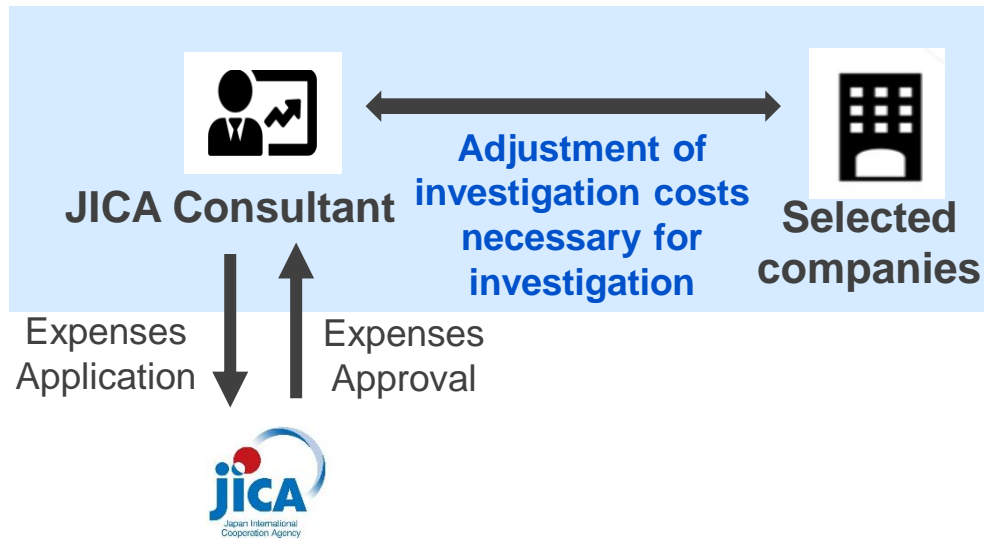


- The project will be launched promptly, with the aid of business advisory and financial support (travel expenses, local activity expenses, etc.) from consultants pre-assigned by JICA, and a business plan will be formulated.
- Consultants are assigned according to the issue.

JICA consultants' support (examples)	
Advisory Support	
□	Survey design support, on-site survey accompaniment.
□	Business model review support.
□	Support for various surveys: desk research, local needs research, local partner search, customer candidate search, marketing research, effectiveness verification, profitability survey, etc.
□	Support for analysis of survey results.
□	Business plan formulation support.
□	Logic model review support.
Research support activities	
□	Support for travel to and preparation for travel (air tickets, vehicle arrangements, etc.).
□	Budget management for research support expenses, payment in kind to selected companies, and settlement.
□	Procurement, supervision and expenditure on subcontracts and local labor, etc.

2. Scheme Overview (Research expenses)

- Survey expenses are the expenses incurred by **JICA consultants to assist selected companies in conducting surveys.**
- SDGs Business Needs Confirmation Survey : 15 million yen (excluding tax), SDGs Business Validation Survey : 40 million yen (excluding tax). It consists of **general business expenses, equipment expenses, subcontracting expenses, and domestic business expenses.**
- The expenses that can be recorded vary depending on the scheme.
- With the exception of some expenses, **JICA consultants will provide in-kind support** to selected companies.



- ❑ Expenses other than general business expenses, equipment expenses, subcontracting expenses, and domestic business expenses cannot be recorded. For example, **personnel expenses of the selected company (including those paid to external personnel related to this support project) must be borne by the selected company itself.**
- ❑ Research expenses **will not be approved upon adoption.**

Research expenses	Overview	SDGs Business Needs Confirmation Survey	SDGs Business Validation Survey
❑ General operating expenses	These are activity costs necessary for carrying out business operations, (1) Special maid fee, (2) Vehicle-related expenses, (3) Expenses related to seminars, etc., (4) Travel expenses and transportation expenses, (5) Translation fee for materials, etc., (6) It consists of miscellaneous expenses.	●	●
❑ Equipment cost	This includes expenses for damages, customization fees, and rental fees for equipment and goods necessary for business that are owned by the selected company and used for business purposes. Shipping costs for equipment can also be recorded.	×	●
❑ Recommissioning fee	These are outsourcing expenses for having local companies etc. carry out part of the work (including construction work) under contract in the survey country, Japan, or a third country.	●	●
❑ Domestic business expenses	This covers the expenses for welcoming government officials and local business partners of the surveyed country to Japan for the purpose of providing them with an opportunity to explain and inspect the actual use of the "products and services of the selected companies" in Japan and how they are being used.	×	●

3. Merits to use the SDGs Business Supporting Surveys (JICA Biz)

3. Merits to use the JICA Biz (1)

1



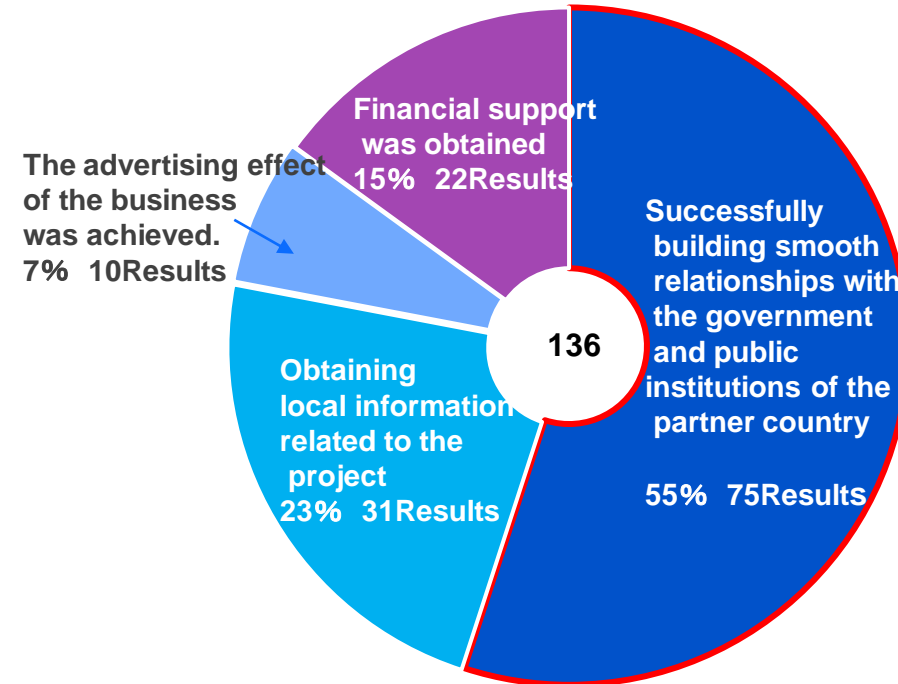
JICA's Trust and Network Utilization

Users can conduct surveys with utilizing the trust that JICA has built up with developing countries

- ❑ Users can access wider local partners which private companies can hardly reach.
- ❑ JICA can introduce key local partners such as central governments, local governments, industry groups, etc.

Building relationships with partner governments and obtaining local information

The biggest advantage of JICA projects [n=136]



- ❑ Successfully building smooth relationships with government and public institutions of the partner country : **55%**
- ❑ Obtaining local information related to the project : **23%**

Source: JICA 「SDGs Business Supporting Surveys Post-event monitoring survey
[Analysis report of the 2023 survey results\(jica.go.jp\)](https://www.jica.go.jp/analysis-report-of-the-2023-survey-results)
 (Japanese veirsion Only)

3. Merits to use the JICA Biz (2)

2



Professional Business Advisory

Users will get professional advisory from experienced consultants

- ❑ Get professional advisories for commercialization in developing countries.
- ❑ In support of JICA and consultants, scenario for solving problems in developing countries (Logic model) can be formulated.

Examples of feedback from companies that received support from JICA consultants

- When considering actual sales, the presence of advisors who utilized their marketing expertise proved to be invaluable.
- The support for researching product regulations and certification systems in countries where we were considering doing business was useful.
- Appreciate the support in selecting local partner companies for business model construction and in making appointments.
- Received support in conducting research and analysis regarding the industry structure, size, growth potential, and competition for our products in the country where the survey was conducted.

Issues and fields		JICA Consultant (FY2023 performance)
Governance and Peacebuilding	<ul style="list-style-type: none"> ❑ Financial system ❑ Gender equality ❑ Digitalization promotion 	Deloitte Tohmatsu
Human Development	<ul style="list-style-type: none"> ❑ Medical insurance, Nutrition ❑ Education, Social security, etc. 	IC Net Limited
Economic Development	<ul style="list-style-type: none"> ❑ Private sector development, ❑ Agriculture and rural development, etc. 	KPMG AZSA LLC (Kaihatsu Management Consulting, Inc. NTC International Co., Ltd.)
Social infrastructure	<ul style="list-style-type: none"> ❑ Transportation and Traffic, ❑ Resources and Energy, etc. 	Deloitte Tohmatsu Financial Advisory Co., Ltd.
Global Environment	<ul style="list-style-type: none"> ❑ Climate change, natural environment conservation ❑ Environmental management, water resources and water supply ❑ Disaster prevention and disaster countermeasures, etc. 	EY Strategy and Consulting Co., Ltd.

3. Merits to use the JICA Biz (3)

3



Corporate Recognition Improvement

By disseminating the results with JICA, users will have wider recognition both domestically and internationally

- As a result of the survey, JICA helps dissemination of the realized business development and development impact creation both domestically and internationally
- It is expected to expand domestic and overseas partners and improve corporate recognition

Case studies published in various public relations media inside and outside JICA, as well as on the website



- JICA Private Sector Partnership Department **Facebook** (Approximately 3,800 followers)
- Information can be distributed to **email newsletters** (Approximately 4,500 people)

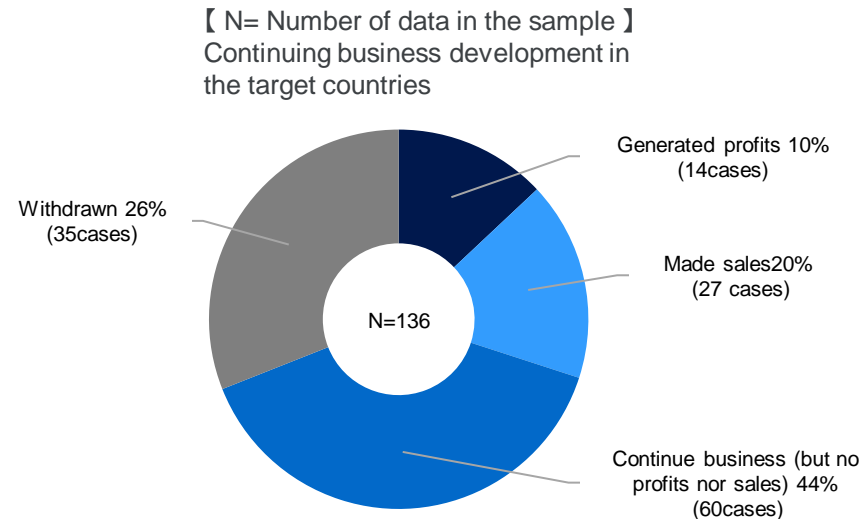
※ Figures are as of May 2024

3. Merits to use the JICA Biz (4)

4

Extensive adoption track record and high business continuity rate

- ❑ Cumulative number of adoptions : **1,516 Results** (including 1,174 small and medium-sized enterprises)
- ❑ Approximately 70% of companies continue to operate their businesses after the project ends.



source: JICA 「 FY2023 Post-event Monitoring Survey Questionnaire Survey Results Report 」

Through monitoring surveys, we have also gained a wealth of insights into business opportunities.

★12 points to keep in mind when starting a business in developing countries

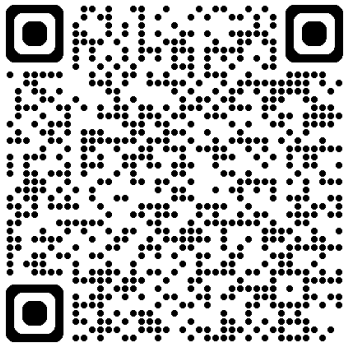
Classification	12 points		Points to note and pitfalls
Organizational Structure	1	An organizational structure has been established that proactively tackles overseas expansion	The company that proposes the project holds the key to its success and bears the risks.
	2	Have the management resources to expand overseas	Expanding into emerging markets overseas takes more time and costs than expected
External Partners	3	Have a reliable local external partner	It is necessary to acquire local partners who can complement the weaknesses of your company, such as local legal systems, business practices, language, and personal connections.
	4	Utilizing experts who can complement the weaknesses of the company and the person himself	It is important to clearly recognize your own weaknesses in order to realize your business.
Business Environment	5	The proposed product or technology is not subject to regulation	It is not easy to change the system when there are restrictions on foreign investment
	6	The proposed products and technologies are suitable for the social environment of the country where we are expanding	The social environment that is suitable for your company will vary depending on the company, products, and business model.
	7	The company understands its value proposition (why customers choose the company's products and services)	A sustainable business cannot be realized simply by proposing products and services that meet the social issues and needs of the country in which you are operating.
Product technology	8	The proposed products and technologies have a proven track record of sales	A sales track record of your product or service is effective in reassuring potential customers.
	9	Marketing elements have been localized to meet local needs	It is necessary to localize the 4Ps (product, place, price, promotion) of the proposed products and services according to market needs.
	10	The proposed products and technologies have competitiveness recognized by customers and the market	It is necessary to eliminate subjectivity and conduct an objective competitor analysis from the customer's perspective.
	11	Measures are in place to protect the intellectual property and theft of products and technologies.	First, let's properly understand the risks. It is necessary to consider not only hardware measures but also software measures.
Business Plan	12	A feasible business plan has been formulated, and an action plan for commercialization has been organized.	A business plan is a document that provides a roadmap for business success and supports planned and effective business development.

4. Eligibility Requirements/Screening Criteria

4. Eligibility Requirements

- El programa está abierto a **corporaciones registradas bajo las leyes y regulaciones promulgadas en Japón** y existen “**Requisitos corporativos**” y “**Requisitos de solicitud**”
- The support options available to applicants vary depending on the corporate classification of the proposing company.
- By entering information such as industry, capital, and number of employees via the QR code, you can check the options available for application.
- **For details, please check the 2024 recruitment guidelines which will be posted on the announcement date.**

Corporate classification/ support scheme		SDGs Business Needs Confirmation Survey	SDGs Business Validation Survey
For-profit Corporation	Small/Medium-sized businesses	●	●
	Other than those above	-	●
Non-profit organization		●	●
Small and medium-sized business associations		●	●



[The menu available here\(Japanese veirson Only\) >>>](#)

Small and medium-sized enterprises :

Small and Medium Enterprise Basic Law: Companies that fall under any of Article 2, Paragraphs 1 to 4

Companies with 2,000 or fewer regular employees (excluding small and medium-sized enterprises)

The software industry or information processing service industry is a company that falls under Article 1 of the Small and Medium Enterprise Support Law Enforcement Order

Non-profit organization : Incorporated associations, educational corporations, medical corporations, NGO, NPO, etc.

Small and medium-sized business associations : Business cooperatives, small business cooperatives, enterprise associations, cooperatives, commerce and industry associations

Startup : (1)Established less than 15 years ago (2)Unlisted (3)Corporations that meet all of the following criteria: External funding for startup companies of 5 million yen or more

Financial and sales qualification requirements will be relaxed if your proposal meets the criteria of a startup company.

※Investment track record from venture capital firms, subsidies and commissioned projects for startups from public institutions, etc.

4. Eligibility Requirements (Corporate Requirements)

- As **"requirements for corporations,"** all the following conditions (1) through (8) **must be met as of the date of the public notice**. Even after application, the absence or loss of these requirements may constitute grounds for termination of the project or contract.
- **For details on each qualification, please refer to the 2024 application guidelines to be posted on the date of public notice.**

Corporate Qualifications	Remarks
(1) Must be more than 1 year after establishment of corporation	
(2) Not applicable to financial indicators <ul style="list-style-type: none"> i. Net income has been negatived for the past 3 consecutive years (Net income has been in the red for the most recent 3 consecutive terms) ii. The most recent three-year average annual sales is less than 20 million yen/30 million yen iii. The most recent balance sheet (one year) shows excessive debt 	□ If the proposal is for a startup company, financial indicators i and ii may be met. iii is acceptable if the amount of fixed liabilities added to the capital section is a positive number . If the company has been in business for less than three years, the financial statements after the company's establishment will be used to make the determination.
(3) Not be a foreign company, etc.	
(4) No bankruptcy or reorganization as a corporation, no outstanding taxes	
(5) Not having been subject to any measures	
(6) Not being affiliated with any organized crime group	
(7) There are no outstanding debts with JICA	
(8) There should be no cancellation or decline of selection in the past 3 years.	□ This does not apply in cases where JICA deems it unavoidable, such as due to coronavirus infection.

4. Eligibility Requirements (Application Requirements)

- **Any application that meets** any of the following requirements (1) to (6) will be rejected. Even after application, if any of these requirements are missing or discovered, this may be grounds for cancellation of the application or contract.
- **For details on each qualification, please refer to the 2024 application guidelines to be posted on the date of public notice.**
- SDGs Business Needs Confirmation Survey and SDGs Business Validation Survey that have already been adopted cannot be applied for again with the same content*.

Ineligible Applications	Remarks
(1) Applications where the target of each scheme does not match the corporate classification	
(2) Incomplete/false applications	
(3) Applications where the proposing company (including joint ventures) has no sales track record of the proposed product/service technology and know-how.	❑ If the proposal matches that of a startup company, some of the conditions will be relaxed. Please check the screening criteria.
(4) Multiple applications for this support project	❑ For-profit corporations that are not classified as small or medium-sized enterprises may submit multiple applications, provided that the countries and products proposed are different.
(5) Duplicate application with other organizations and JICA projects	❑ Possible if the scope of the studies is different and JICA judges that synergy can be expected by combining assistance.
(6) Applications that have a significant impact on the environment and society	❑ Applications that have a significant impact on the environment and society

* "Similar content" is defined as "proposals from the same company, the same country, and including the same commercial materials (products, technologies, or services)."

4. Screening Criteria (Example of 2024 recruitment)

- The evaluation criteria and point allocation for the SDGs Business Needs Confirmation Survey and SDGs Business Validation Survey are as follows. Please check the proposal together. The evaluation criteria and proposal may be changed without notice. Please be sure to apply using the form attached to the application guidelines published on the public announcement date each year.

SDGs Business Needs Confirmation Survey

1. Overview of proposed products/technology/services	<input type="checkbox"/> Uniqueness, superiority, and innovation of products, technologies, and services <input type="checkbox"/> Strengths and added value of the proposing company <input type="checkbox"/> Sales performance (negative check)
2. Business Overview	<input type="checkbox"/> Concept of selecting target countries/regions <input type="checkbox"/> Business Model (Hypothesis) Concept <input type="checkbox"/> Validity of goal setting and verification plan <input type="checkbox"/> Contribution to SDGs and beneficiaries, consideration for diversity
3. Corporate structure and policies	<input type="checkbox"/> Positioning of overseas expansion in business strategy and commitment of management <input type="checkbox"/> Personnel Structure <input type="checkbox"/> Financial Base
4. Necessity and appropriateness of using the system	<input type="checkbox"/> The necessity of using the system <input type="checkbox"/> Appropriateness of survey cost estimate

SDGs Business Validation Survey

1. Overview of proposed products/technologies/service	<input type="checkbox"/> Uniqueness, superiority, and innovation of products, technologies, and services <input type="checkbox"/> Strengths and added value of the proposing company <input type="checkbox"/> Sales performance (negative check)
2. Business Overview	<input type="checkbox"/> Concept of target country selection <input type="checkbox"/> Certainty of needs <input type="checkbox"/> The relevance and specificity of the business model <input type="checkbox"/> Risks and Countermeasures <input type="checkbox"/> Local partner
3. Potential contribution to the society and economy of the target country	<input type="checkbox"/> Benefits to people, the environment, society, etc. <input type="checkbox"/> Consideration of diversity
4. Validity of survey/ demonstration plan	<input type="checkbox"/> Preparation before application <input type="checkbox"/> Validity of goal setting and verification plan <input type="checkbox"/> Maturity of demonstration plan
5. Company structure and policies	<input type="checkbox"/> Positioning of overseas expansion in business strategy and commitment of management <input type="checkbox"/> Personnel Structure <input type="checkbox"/> Financial Base
6. Necessity and appropriateness of using the system	<input type="checkbox"/> The necessity of using the system <input type="checkbox"/> Appropriateness of survey cost estimate

5. Case Examples

5. Case Examples (The details are given on the following pages.)



Philippines
Climate Change × Heat-resistant paint
Miracool , Co., Ltd.



- ❑ Improving working and living environments in buildings through heat countermeasures
- ❑ Reducing greenhouse gas emissions by reducing power consumption
- ❑ Improved durability of structures



Mongolia
Medical Delivery Network × Drone
Aeronext Inc.



- ❑ Proving the supply environment and efficiency in the medical field
- ❑ Reducing CO2 emissions through alternative means of car deliver
- ❑ Establishing a pharmaceutical transportation network as a safety net



Indonesia
Fisherman Support × Fisheries DX
Ocean Solution Technology Co., Ltd.



- ❑ Automatically records ship movements from departure to return and creates operation logs using AI
- ❑ Improving the operational efficiency of fishermen, fishing cooperatives, local governments, etc.
- ❑ Establishing a sustainable fishing industry

5. Case Examples (The details are given on the following pages.)



Cambodia
Recycling society × Crickets
Ecologie, Co., Ltd.



- ❑ Creating a recycling-oriented society by utilizing food waste
- ❑ Increased profitability leads to higher income



Vietnam
Agriculture × Solar power
Agritree Co., Ltd.



- ❑ Increased income for agricultural and fishery workers and stabilization of business management
- ❑ Promoting low-carbon agriculture and fisheries through solar sharing
- ❑ Contributing to decarbonization

5. Case Examples (SDGs Business Needs Confirmation Survey)



Philippines SDGs Business Needs Confirmation Survey on High Reflective Coating for Cooling Roofs and Saving Energy in the Philippines
Miracool Co., Ltd. (Chiyoda-ku Tokyo)



Development issues in the country/sector

- Electricity prices in the Philippines are said to be about 1.5 times higher than in Japan. The cost is extremely high considering the country's GDP per capita.
- The Philippines government's goal of reducing the greenhouse gas emission reduction target to 75% by 2030 requires a drastic reduction in energy consumption.

Products/Technologies of the Company

- High solar reflectance and excellent antifouling effect.
- Applying MIRACOOOL reduces the cooling load, contributing to energy and cost savings. As a result, it enables reduction of greenhouse gas emissions.

Survey Outline

- Survey period: August, 2023 ~ March, 2024
- Country/Area: Philippines / Metro Manila and surrounding regions
- Survey Overview: This survey aims to verify the superiority of Miracool over similar/competing products, grasping the conditioning-related power consumption in target areas, such as factories, warehouses, and commercial/public facilities. Options for local business development will be compared/considered, including the identification of potential partners and the role division among the parties involved.



Solar high reflective coating
Miracool

Business Model

The following three cases will be considered.

1. Cases in which local paint-work/construction partners receive orders from end-users
2. Cases in which local sales partners receive orders from end-users
3. Cases in which a local subsidiary with an integrated sales and construction system is established when the business gets on track

Expected Social Impact in the Country

- Improvement of working and living environment by measuring against the heat.
- Reduction of greenhouse gas emissions by reducing electricity consumption.
- Improved durability of buildings



[Project overview here\(Japanese version Only\) >>>](#)

As of May, 2023

5. Case Examples (SDGs Business Needs Confirmation Survey)



SDGs Business Needs Confirmation Survey for Introducing Drone Delivery Network of Medical Supplies in Mongolia Aeronext Inc.(Tokyo)



Development issues in the country/sector

- Rapid urbanization has led to the normalization of traffic congestion due to the lack of infrastructure development, which has had a negative impact on medical care and economic activities as the movement of people and goods is squeezed.
- Air pollution caused by the heavy use of automobiles
- Distribution network to suburban areas (ger districts) with immature infrastructure such as roads and retail stores

Products/Technologies of the Company

- 4D GRAVITY, a structural design technology that improves the stability of an industrial drone's posture during takeoff, landing, and flight, and optimizes its center of gravity
- AirTruck, a mass-produced logistics drone incorporating the above technologies
- SkyHub, a new logistics service combining land and air (drones)

Survey Outline

- Survey period: June 2023 - February 2024
- Target Country/Region: Ulaanbaatar, Mongolia
- Survey Summary: (Please fill in the form based on the proposal.)
 - To confirm the "potential of the drone delivery market" in Mongolia, and to collect necessary information to study our "possible service contents".
 - To confirm the current status of the study of laws and regulations necessary for the provision of services, as well as the future study policy.
 - Gather information on the future technical training of local pilots and other operational personnel.



Business Model

- The project will begin with drone delivery of medical supplies, which require a high level of immediacy and delivery quality.
- From the drone takeoff/landing point to the delivery point, bicycles and electric bikes, which are less susceptible to traffic congestion, will be used, and personnel will be coordinated with quick delivery service providers and local companies that have many service bases.
- Corporate customers for medical services are expected to be hospitals, laboratories, and other medical and research institutions, while individual customers are expected to deliver supplies and meals to staff at such facilities.

Expected Social Impact in the Country

- By incorporating air routes into the existing urban logistics network, the project aims to improve the supply environment and efficiency of supplies in the medical field.
- The combined use of air routes will reduce the frequency of car deliveries during the daytime, reduce traffic congestion, increase the amount of available time for car users, and reduce CO2 emissions, contributing to an improved quality of life in urban areas.
- Establishment of a pharmaceutical transportation network as a safety net in the suburbs of the city (Ger district)



[Project overview
here\(Japanese
veirson Only\) >>>](#)

As of May 2023

5. Case Examples (SDGs Business Needs Confirmation Survey)



SDGs Business Needs Confirmation Survey for Improving the Sustainability of Fisheries Resources Utilizing AI-Analyzed Vessel Tracking System (the Triton's Spear) in Indonesia.

Ocean Solution Technology co.,ltd.(Sasebo City, (Nagasaki Pref.,))



Development issues in the country/sector

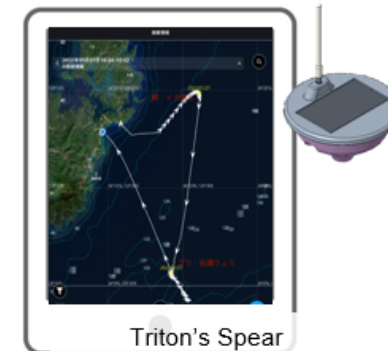
- Understanding the how-to on leading to sustainable marine resource management.
- Installation of VMS (Vessel Monitoring System) equivalent devices on fishing vessels operating beyond 12 nautical miles from the coast.

Products/Technologies of the Company

- The fisherman support service 'Triton's Spear' offers various operational reviews to fishermen and government agencies.
- Comprised of IoT devices with special specifications for fishing vessels and proprietary AI development.
- Draws the course of operation from satellite positioning data. This is analyzed by AI to calculate an important indicator for resource management (fishing effort).

Survey Outline

- Survey period: 04, 2024~12, 2024
- Country/Area: Indonesia/Jakarta, Pengambengan
- Survey Overview: Aiming to develop the business of the fisherman support service 'Triton's Spear' and thereby contribute to the management of sustainable marine resources, a study is conducted on the trends of policies of the Ministry of Marine Affairs and Fisheries, requirements specifications, service provision strategies, communication environment, target market size, local production systems, and related laws, regulations, and permits.



Business Model

- Government procurement by the Ministry of Marine Affairs and Fisheries, or direct sales to fishermen who are mandated to install VMS equivalent devices.
- Establish IoT Device production system locally.
- Collaborate with local service agents, services such as installation, server operation, and maintenance are provided.
- The service agent collects the payment, and the amount minus the commission is paid to OST

Expected Social Impact in the Country

- By providing "Triton's Spear" as a VMS equivalent device, the cost of equipment installation and communication operation is significantly reduced.
- Understanding the fishing effort, which is an important indicator for resource management.
- Achieving proper output control (TAC management).
- By contributing to the improvement of operational efficiency, a sustainable fisheries industry is established



[Project overview here\(Japanese veirson Only\) >>>](#)

As of 03, 2024

5. Case Examples (SDGs Business Validation Survey)



SDGs Business Validation Survey for Construction of Food Value Chain for new industry utilizing Crickets in Cambodia/ecologie.Inc



Development issues in the country/sector

- Lack of food value chains such as food loss
- Lack of opportunities for rural residents to earn income outside the village
- Maternal and child nutrition challenges

Products/Technologies of the Company

Resource-recirculating production technology for crickets using food losses and technology for the production and sale of food and feed using these resources.

Survey Outline

- Survey period: June, 2023—Sep, 2024
- Country/Area: Cambodia/Takéo Province ,Phnom Penh Capital City
- Survey Overview:
To industrialise the production of recyclable cricket raw materials using food loss-utilising feed and develop a raw materials business for food and pet food applications. This will contribute to the diversification of farming operations and the establishment of food value chains in Cambodia.



Business Model

Food losses are collected and turned into food for crickets, and food and cricket production know-how is provided to local cricket farmers. The production is then purchased and processed into cricket powder. The cricket powder is sold as raw material to distributors and others, as well as processed products to consumers.

Expected Impact in Cambodia

To aim to solve the problem of stable cricket production efficiency in a resource-recycling manner for cricket producers.

To benefit cricket producers in terms of cost improvement and increased profitability as a result of the dissemination of products and technologies.



[Project overview here\(Japanese version Only\) >>>](#)

As of June 2023

5. Case Examples (SDGs Business Validation Survey)



SDGs Business Validation Survey for carbon neutralizing agriculture and aquaculture sector through application of solar sharing in Viet Nam

Agritree Co., Ltd. (Nakagawa City (Fukuoka Pref.))



Development issues in Vietnam / Agriculture and Aquaculture

In Vietnam, electricity prices are expected to rise by about 3% each year, and commercial electricity prices will rise as the costs of fossil fuels soars. In addition, the shutdown of facilities due to power outages is a serious management risk for agriculture and fisheries businesses.

Products/Technologies of the Company

Solar sharing (SS) is a system to produce agricultural crops and electricity simultaneously by building a trestle-like mounting structure about 3 meters high on farmland and installing thin solar panels at intervals. A variety of crops can be grown under this system because the light needed for crops can reach through the panels.

Survey Outline

- Survey period: June 2023 ~ September 2024
- Country/Area: Hanoi, Ho Chi Minh City, and Can Tho, Viet Nam
- Survey Overview: Conduct market research and research to establish a system for providing SS introduction support services, including financing, parts procurement, construction, and maintenance. The company will also design demonstration facilities to investigate the growth of agricultural and aquatic products and the amount of electricity used. After this survey, the company aims to develop SS businesses in Viet Nam, which in turn will help stabilize the management of farmers and fishermen and contribute to the decarbonization of Viet Nam.



Business Model

- Sell SS to production corporations and trading companies. SS is installed to farms of small producers who sell their products to the production corporations or trading companies.
- Small producers will use the electricity and pay electricity rates to the production corporation or trading company (which are cheaper than the EVN unit price).
- The surplus electricity is used at food processing or storage facilities of the production corporations or trading companies.

Expected Social Impact in the Country

Spreading SS will contribute to the eradication of poverty, reduced inequalities within and among countries, and the decarbonization of Viet Nam, as it will enable energy production in areas where electrification is lagging and increase the income of agricultural and fishery workers through the export and sale of low-carbon agricultural and fishery products to Europe, the United States, and other countries.



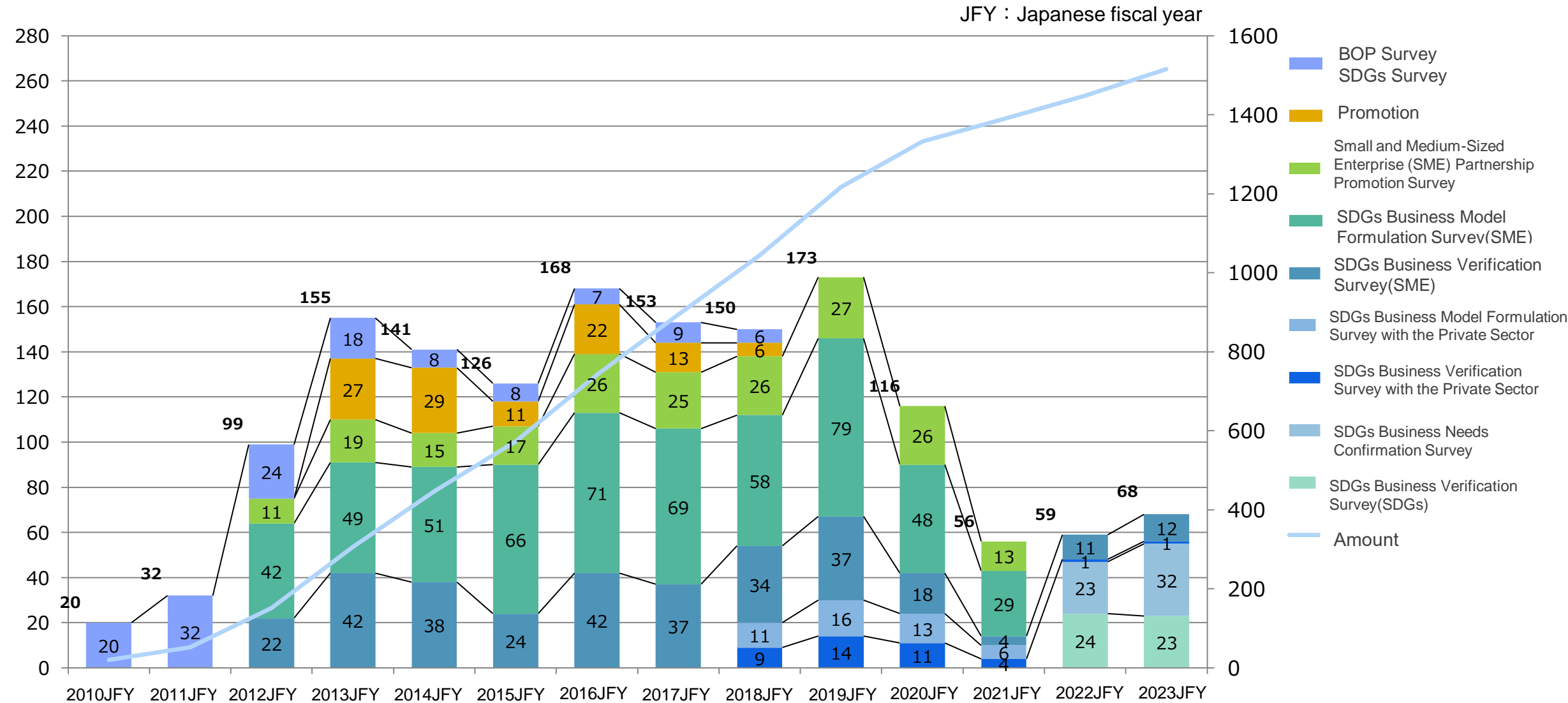
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As of May, 2023

6. Achievements

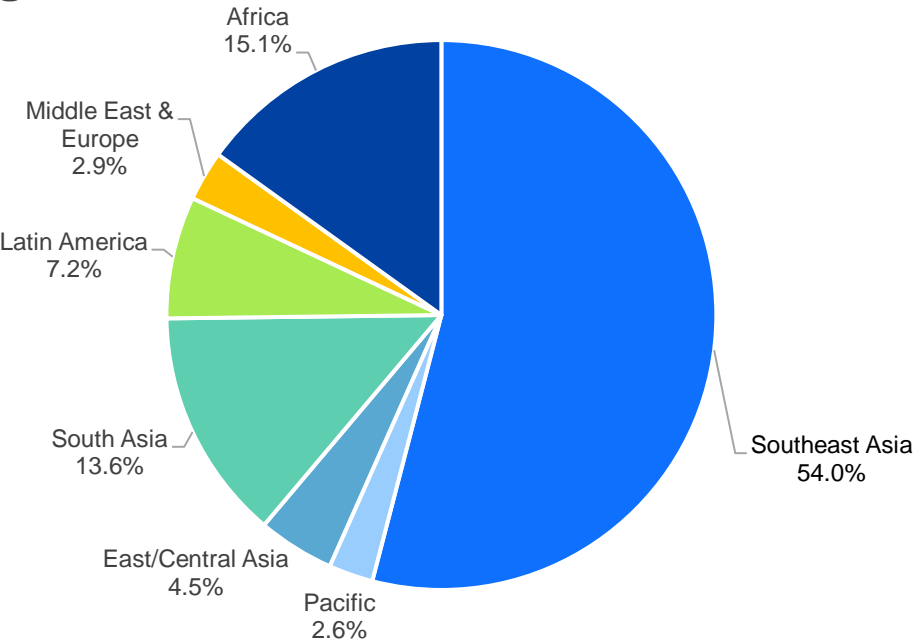
6. Achievements (Adoption results until 2023)

- Cumulative number of entries: 1,516 (counted from the BOP survey in fiscal 2010)

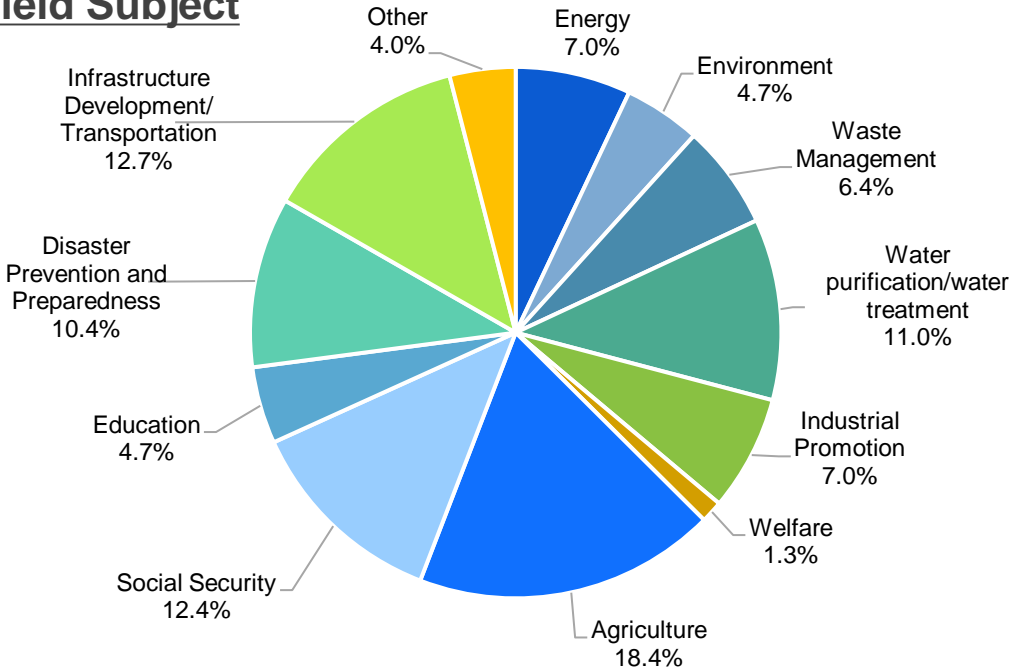


6. Achievements (Target Area, Target Field etc.)

Target Area



Field Subject



6. Achievements (Support Qualified SMEs throughout the country)

