SDGs Business Supporting Surveys

Private Sector Partnership and Finance Department
Japan International Corporation Agency

Updated in July 2019
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1. Introduction to JICA
JICA carries out official development assistance (ODA) for the government of Japan in an effort to reduce poverty and address other challenges in partner countries, while effectively mobilizing Japan’s human, technical, and financial resources.

JICA engages in technical cooperation, ODA loans, overseas loans and investments, and grant aid. It also dispatches Japan Overseas Cooperation Volunteers and Japan Disaster Relief to partner countries.

JICA provides ODA for partner countries to put in place conducive infrastructure, policies, and institutions to help develop their industries and improve opportunities for trade and investment.
JICA’s Strengths

Global presence

- Nearly 100 offices globally (mainly in partner countries)
- 15 offices in Japan

• JICA’s presence extends across Asia, Africa, the Middle East, Central and South America, and other parts of the world.

Human resources

- Large human network and reliability built on over 50 years of cooperation with partner countries

• JICA conducts training programs for administrative officers, company owners, and other stakeholders from partner countries (over 17,000 trainees in FY2017).
• JICA maintains strong connections with stakeholders from partner countries.

Information

- Fresh and deep local insights of JICA employees familiar with partner countries, as well as external experts from Japan and other countries

• JICA dispatches over 10,000 experts and over 1,000 Japan Overseas Cooperation Volunteers (FY2017).
• The JICA website offers comprehensive information to 12,000 registered members seeking a career in international cooperation (FY2017).
Keenly aware of the limitations of conventional ODA, JICA has sought to address the socioeconomic challenges faced by partner countries through business in partnership with private companies. JICA’s assistance for SMEs to expand their business overseas is also aimed at revitalization of the regional economy in Japan.
JICA’s Partnership with the Japanese Private Sector

By utilizing various schemes, JICA will collaborate with the Japanese private sector to conduct ODA more efficiently and effectively.

- Japanese ODA Loan
- Grant Aid
- Technical Cooperation (Dispatch of experts, trainings)
- SDGs Business Supporting Surveys

**SDGs Business Supporting Surveys**

- The Japanese private sector possesses technological and human resources in various fields that may assist in fulfilling societal needs and have a positive impact on the social welfare of partner countries.
- JICA invites proposals from Japanese enterprises and collaborate with the proponents who have submitted successful proposals.
2. SDGs Business Supporting Surveys
In September 2015, “Transforming our world: the 2030 Agenda for Sustainable Development” was adopted at the Sustainable Development Summit at the United Nations Headquarters. The necessary plan of action from 2015 to 2030 was set forth as the Sustainable Development Goals, a collection of 17 global goals and 169 targets in place of the preceding Millennium Development Goals.
JICA helps partner countries match their development needs with the appropriate products and technologies provided by Japanese companies.

- Win-win initiatives for addressing developmental challenges* in partner countries
- Matching support
- Facilitate Japanese companies to contribute to partner countries’ socio-economic development

Japanese companies

Seeking business abroad

Partner countries

Seeking to address local developmental challenges

SDGs Business Supporting Surveys
Advantages of Using SDGs BUSINESS Supporting Surveys

• **The Surveys will introduce superior Japanese technology.**
  One of Japan’s strengths lies in its advanced technology. Japanese private-sector companies equipped with such technological expertise will actually conduct demonstrations in your country to help you identify what technologies and products your country really needs.

• **The Surveys will help you solve a wide variety of problems.**
  As global issues become more diverse, private-sector companies with superior technologies and ideas are now increasingly expected to join development support activities to provide more customized solution to deal with specific issues and meet different needs. JICA will continue to enhance its partnerships with the private sector and contribute to sustainable development.

• **The Surveys will contribute to further industrial and economic growth of your country.**
  The Surveys will help establish partnerships between your country’s industries and Japanese products and technologies to strengthen your country’s economic growth, thereby contributing to sustainable development. It will also result in new businesses, leading to greater employment opportunities in your country.
<table>
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<tr>
<th>Program for Supporting SDGs Business and Japanese SMEs</th>
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<tr>
<td>Small and Medium-Sized Enterprise (SME) Partnership Promotion Survey</td>
</tr>
<tr>
<td>Collection and analysis of basic data (few months–around 1 year)</td>
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<tr>
<td>SDGs Business Model Formulation Survey with the Private Sector</td>
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<tr>
<td>Examine feasibility of technologies, products, and knowhow to develop a business model proposal (few months–around 1 year)</td>
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<tr>
<td>SDGs Business Verification Survey with the Private Sector</td>
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<tr>
<td>Verify technologies, products, and a business model to develop a business proposal. (around 1–3 years)</td>
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Examples of Products and Technologies That May Help Address Developmental Challenges

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<tr>
<th>Example</th>
<th>Area</th>
<th>Possible application</th>
</tr>
</thead>
<tbody>
<tr>
<td>CO₂ emissions monitoring system</td>
<td>Environment and energy</td>
<td>Power generation with renewable energy, composting toilets, rainfall monitoring system, dam management, etc.</td>
</tr>
<tr>
<td>Plastic liquidation unit</td>
<td>Waste treatment</td>
<td>Organic waste treatment, urban waste landfill recovery, medical waste treatment, conversion of plastic waste into fuel, etc.</td>
</tr>
<tr>
<td>Remotely operated excavator</td>
<td>Water purification and treatment</td>
<td>Water quality measuring equipment, water purifiers, filtering units, purification tanks, etc.</td>
</tr>
<tr>
<td>Tools</td>
<td>Vocational training and industrial development</td>
<td>Molding, enhanced product transport, grinders, machine tools, testing and measuring instruments, etc.</td>
</tr>
<tr>
<td>Braille printer</td>
<td>Welfare</td>
<td>Wheelchairs, rehabilitation equipment, nursing equipment, braille mobile terminals, braille printers, SD printers, etc.</td>
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### Examples of Products and Technologies That May Help Address Developmental Challenges

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<tr>
<th>Example</th>
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<th>Possible application</th>
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</thead>
<tbody>
<tr>
<td><img src="image" alt="Milling machine for long-grain rice" /></td>
<td>Agriculture</td>
<td>Rice milling machines, greenhouses, irrigation pumps, harvesting and processing machines, etc.</td>
</tr>
<tr>
<td><img src="image" alt="Total blood bilirubin measuring instrument" /></td>
<td>Health and medicine</td>
<td>Electronic health records, medical network systems, X-ray diagnosis units, delivery monitoring units, mobile medical devices, etc.</td>
</tr>
<tr>
<td><img src="image" alt="Science and mathematics learning aids" /></td>
<td>Education</td>
<td>Voice pens, e-learning systems, science learning aids, scientific experiment kits, etc.</td>
</tr>
<tr>
<td><img src="image" alt="Multifunctional filter sheets" /></td>
<td>Disaster preparedness and response</td>
<td>Alarms, provisional lighting, disaster relief equipment, etc.</td>
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</table>
3. Overview of Each Assistance Category
Assistance is provided for collecting basic data to explore a business model for addressing challenges faced in partner countries.

**Intended applicant:** Companies incorporated in Japan

**Period:** Around 1 year

**Target area:** Areas that aid the socio-economic development of a partner country (e.g., environment and energy, waste treatment, water purification and treatment, vocational training, industrial development, agriculture, health, and medicine)

**JICA**
Assistance in collection of the necessary basic data for launching a business in a target country
Assistance is provided for exploring business ideas to address challenges faced in partner countries with technologies, products, and knowhow of a Japanese company, as well as examining the feasibility of an ODA project and developing a business model.

**Intended Applicant:** Companies incorporated in Japan

**Period:** Around 1 year

**Target Area:** Areas that aid socio-economic development of a partner country (e.g., environment and energy, waste treatment, water purification and treatment, vocational training, industrial development, agriculture, health, and medicine)
Assistance is provided for developing a business plan to address challenges faced in partner countries through activities such as examination of a business model including verification of its technologies, products, and knowhow; promotion of the understanding of the proposed business model; and examination of its adoptability to an ODA project.

<table>
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<tr>
<th>Intended applicant</th>
<th>Companies incorporated in Japan</th>
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<tr>
<td>Period</td>
<td>Around 1–3 years</td>
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<tr>
<td>Target area</td>
<td>Areas that contribute to the socio-economic development of a partner country (e.g., environment and energy, waste treatment, water purification and treatment, vocational training, industrial development, agriculture, health, and medicine)</td>
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Flowchart of the Survey

1. Preliminary research

2. Submission of proposal to JICA from company

3. Screening of proposal by JICA

4. Signing of Minutes of Meeting among counterpart organization, JICA and company (SDGs Business Verification Survey only)

5. Signing of contract between JICA and company

6. Initiation of the Verification Survey
* Creating an agreement to the framework of the program (not legally binding)
* The purpose of M/M is to define the activities and division of roles

1. Sends M/M (draft)
2. Asks questions and requests modifications
3. Sends the final version to JICA
4. JICA officially requests the organization to sign M/M
5. The organization and JICA signs M/M
6. Has the company sign M/M
## Division of Roles and Responsibilities

### Roles and responsibilities of the JICA team (examples)
- Provide the products and services required for the surveys and demonstrations (and associated shipping costs from Japan)
- Survey expenses
- The expenses for activities in partner country
- Seminar and workshop expenses

### Roles and responsibilities of the C/P (examples)
- Utilities expenses
- Personal expenses for this program
- Assist with the procedure for the tax exemption related to the equipment
- Offer demonstration sites
- Provide data
- Sign a Certificate of Hand Over for the equipment by the completion of the program
- Manage and maintain the equipment after the completion of the program
The aims of the “Knowledge co-creation program in Japan” are to give government officials a better understanding of the products/technologies proposed, clarify the actual needs of their countries, and provide them with the opportunity to learn from many different aspects, such as Japanese legal frameworks, administrative systems and industry-academia-government cooperation related to the products/technologies.

- **3 months in advance**
  - JICA Survey Team explains the Program Information to the C/P.

- **2.5 months in advance**
  - (SDGs Business Model Formulation Survey with the Private Sector only)
    - The JICA office in the country sends the Letter for Implementation to the C/P.
    - The C/P sends the Letter of Agreement to JICA.

- **2 months in advance**
  - The C/P submits the Registration Form for each candidate participant to the JICA Survey Team.
  - The JICA team selects the participations and sends the Letters of Acceptance to the C/P.

- **1.5 months in advance**
  - Participants, C/P, and JICA make necessary preparations for the visit to Japan (visa, passport, and so on).

- **The program**
  - The program is implemented. * The Japanese side shall not bear any additional expenses incurred by a sudden cancellation of participants visit to Japan, flight changes, stays extended for their own convenience, and so on, which need to be paid by the C/P or respective participants themselves.
**Hand Over**

* Equipment used in this Survey will be transferred from JICA to the C/P.
* A Certificate of Hand Over is required to be signed.
* Once the equipment is handed over, it will the responsible of the C/P to manage and maintain the equipment.

**Equipment transportation and tax exemption**
- JICA Survey Team is responsible for the transportation of equipment.
- The C/P is asked to assist with the procedure for customs clearance and receiving tax exemption.

**Handling of equipment during the program**
- During the program, the equipment will be owned by JICA in principle and used for demonstrations and promotional activities.
- The C/P needs to help the JICA team to place the equipment in appropriate locations.
- Certificate of Hand Over is required to be signed by the completion of the Survey.

**Handling of equipment after the program**
- The C/P will be responsible for appropriate management and maintenance of the equipment.
4. Other Available Programs with Private Sector from JICA
Maximizing the experience and technical competence gained by NGOs, universities, and municipalities

Assistance is provided to maximize the technical competence and experience gained by municipalities, regional economic groups, universities and companies in aid of partner countries. JICA also encourages both international cooperation and revitalization of regional economies in Japan by matching the various needs of partner countries with resources available in a particular part of Japan.

**Intended applicant**
Municipalities (project can be implemented by an entity specified by an applicant municipality)

**Period**
Within 3 years
The volunteer program can be customized (e.g., host country, desired host, type of work, and assignment period) according to the needs of each company. By engaging in volunteer activities, volunteers can learn local languages, cultures, business practices, and gain an understanding of technical levels and needs in the prospective countries for doing business in the future.

**Intended applicant**

Joint-stock companies (including special limited liability companies) or membership companies (limited liability companies, limited partnership companies, or general partnership companies)

**Period**

In principle, between 1–2 years (a short-term assignment of 3–11 months may be negotiable)

(Pre-assignment training duration depends on the intended assignment period.)
Japan Centers/Trade and Investment Advisors

Seeking information regarding training and recruitment of local human resources

Japan Centers provide information regarding local recruitment and business environment, as well as help train local human resources

Japan Centers have been set up in countries in Southeast Asia, East Asia, and Central Asia to cultivate business professionals and to promote exchange with Japan.

Specifically:
- Business training and Japanese lessons for local staff
- Information on local recruitment and business environment
- Organization of company briefing sessions and seminars for local talent
- Job listing through mailing lists and bulletins
- Rental of the center space, such as multipurpose halls and meeting rooms

* As a general rule, fees are charged for rentals. Available services and fees depend on the center.

Trade and Investment Advisors provide information on local business environment

Experts from JICA provide necessary assistance to companies

JICA dispatches Japanese experts to the government agencies of partner countries to build their capacity for facilitating investments. Country-specific information on local business environment is provided through e.g., guidebooks compiled by government agencies of partner countries with necessary assistance from Japanese experts. These guidebooks usually describe economic trends, policies for encouraging trade and attracting investments, taxation, accounting, employment and labor affairs, local companies, finance, office environment, living environment, and so forth.

More specifically:
- Provision of guidebooks
- Information and individual consultation services by JICA experts
- Organization of investment seminars with presentations by JICA staff and representatives from agencies for attracting investment to partner countries