



PARTNERSHIP OVERVIEW

Japan has been a member of IFC since 1956. Japan partners with IFC in the delivery of technical and advisory assistance to companies and governments in the developing world, seeking to reduce poverty through private sector growth. IFC's main partner is Japan's Ministry of Finance. IFC also cooperates with Japan International Cooperation Agency.



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Japan is a key supporter of IFC's Technical Assistance Trust Fund, which provides funding for short-term, targeted expert interventions aimed at private sector development. Japan also cooperates with IFC on providing advisory services on improving the environment for attracting foreign direct investment in emerging markets as well as supporting IFC's efforts to strengthen and expand support for grassroots business organizations in the developing world.

Japan partners with IFC in Asia and the Pacific and other regions including Sub-Saharan Africa and the Middle East, fostering the growth of the private sector, and in particular small and medium-sized enterprises, in these regions. Japan is a key partner for IFC in East Asia and Pacific, the Mekong region, and Eastern Indonesia where it also cooperates with IFC in improving conditions for the private sector. Japan also partners with IFC in supporting the development of the private sector in Sub-Saharan Africa.

RECENT HIGHLIGHTS

Helping Herder Families in Mongolia Obtain Solar Energy

Japan is IFC's main partner in its Mongolia Leasing Development Project, which since 2004 has worked with the government to establish the needed legal framework to support the development of the leasing industry in Mongolia as well as conducting training on leasing for private enterprises, financial institutions, leasing companies, universities and training centers, and the media. Leasing has benefited many in Mongolia, including local herders. Electricity is one of the fundamental needs of isolated herder families in Mongolia: solar energy panels can provide energy for radio, TV, and other appliances. Whereas in the past a company existed that provided solar panels to these families, few could afford them and due to a number of reasons the company soon failed. With the help of the Mongolia Leasing Development Project, the company began introducing flexible lease agreements, interest-free terms when payments were completed over three months and a discount at the end of a lease when payments were made in a full and timely manner. The company also introduced additional services: maintenance by the company and training and consultancy on assembly, installation, and disassembly of solar panels (herders move frequently to find better pastures). These measures attracted 53 new herder clients from 10 out of 24 municipalities of Zavkhan province. This resulted in a 250 percent rise in leases - worth \$10,427 by the end of 2005. The company has made a big difference in the lives of Mongolia's herders - providing solar panels to a school dormitory in one soum and wind generators to two hospitals in other soums.

Helping Indonesia Export to the Japanese Market

IFC, Japan, and the Bali Design Development Organization in FY05 partnered to provide assistance to Indonesia to export to the Japanese market. A "Marketable Design for Japan" seminar for students of the Indonesia Art Institute, designers, and smaller companies was held to learn practical designs that are acceptable to the Japanese market. The seminar was transmitted through the JICA-Net System, a distance lecture and seminar system, to allow speakers and experts to provide content without the need to travel. During this seminar, distinctive Japanese experts at the JICA Tokyo office lectured and provided comments on the samples provided. Participants attending the seminar learned distinctive features of designs that are favored among Japanese consumers. The seminar also provided insight on critical factors to be avoided in terms of design, as well as giving basic ideas to enrich and make Balinese design more attractive to Japanese consumers. In addition, JICA and Indonesia National Design Center initiated the establishment of a Design Development Organization together with an inter-sectors collaboration in Bali Province. JICA also reaches out to IFC-PENSA, a facility for technical assistance to SME's managed by IFC, to provide reference and guidelines to potential exporters, especially those located in Bali.