

ECGA of Oman supports SMEs



The Export Credit Guarantee Agency of Oman signed a Memorandum of Understanding (MoU) with the Al-Rafd Fund to

pave the way for newly established SMEs of existing SMEs to avail valuable credit insurance and guarantee services of ECGA of Oman. **Mr. Nasir bin Issa Al-Ismaily**, General Manager of the ECGA of Oman, and **Mr. Tariq bin Suleiman Al-Farsy**, CEO of A-Rafd, signed the MoU.

Mr. Al-Ismaily said that credit risks mitigation goes in tandem with financing which is one of the major constraints facing SMEs in many countries. By credit insuring their export as well as domestic sales with ECGA of Oman, this provides protection to SMEs against bad debts from buyers of their products. Moreover, it will give SMEs confidence needed in dealing with new buyers for which they do not have any background information or limited information nor trading experiences with them or with existing buyers whose payment behaviours could deteriorate easily because of changes in business condition.

KDB vows to support SMEs



Korean Development Bank CEO **Hong Ky-ttack** has vowed to strengthen the lender's

support of small and medium enterprises (SMEs) with advance policy financing. Mr. Ky-ttack said, during a Business Leaders Forum in Seoul, that SMEs should be the main players of the government's creativity-based economic paradigm. He added that KDB will lead in the advanced policy financing sector to support SMEs in a timely manner when they need help. As part of its program for SMEs, the KDB said in June 2013 that it would give 3 trillion won in policy loan to businesses seeking to tap into uncharted areas. Of the 3 trillion won, the bank loaned 692.1 billion won to the SMEs in the IT sector. KDB is also helping SMEs trade intellectual property and get help from colleges and institutes through its unique service called "Techno Banking" introduced in September 2013. The service is designed to facilitate trades of high-quality technology between firms, so they can get funding easily and boost technology exchanges.

PCFC targets poorest areas with agriculture & fisheries financing program

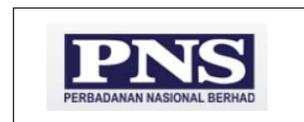
The People's Credit and Finance Corporation (PCFC) recently launched the "Agriculture and Fisheries Financing Program" (AFFP) to its microfinance institution (MFI) partners. The AFFP will initially cover the top 20 poorest provinces in the Philippines with complete registry of farmers and



fisherfolks under the Registry System for Basic Sectors in Agriculture (RSBSA), an electronic compilation of basic information on farmers, farm laborers, and fishermen that provides manageable access to baseline agricultural information. Under the program, PCFC will utilize the P450M fund from ACPC to increase access of

the small farming and fishing (SFF) households to affordable agri-microfinance loans to be provided by the accredited MFIs in target provinces. PCFC President & CEO **Edgar V. Generoso** informed the participants that target clients outside the priority areas will still be served by PCFC through its other available fund for lending to SFF nationwide. For capacity-building needs, the MFIs may avail of the grant funding through the People's Development Trust Fund (PDTF) or the institutional loan window being offered by PCFC. In a country where an estimated 90% of the poor rely on agriculture, the AFFP serves as a tool of the current government in its continuing poverty alleviation programs.

PNS expands franchise partnership opportunities



Malaysia's Ministry of Domestic Trade Co-Operatives and

Consumerism (MDTCC) and Perbadanan Nasional Berhad (PNS) have strengthened its international trade effort in its recent participation at "Sydney Franchising & Business Opportunities" in Australia on March 28, 2014. A forum was also conducted by PNS to promote networking between local and Australian entrepreneurs to empower them towards a more vibrant and innovative development in franchise business

DBP, PSE sign deal to spur SME listing



Government-run Development Bank of the Philippines (DBP) has signed an agreement with the Philippine

Stock Exchange, Inc. (PSE) to spur the listing of small and medium enterprises (SMEs) in the local bourse. Under the agreement, DBP and PSE will come up with a framework for cooperation and coordination in the area of capital market development, particularly in raising capital

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JFC Micro supports SMEs via SLBC



The Japan Finance Corporation Micro Business and Individual Unit (JDF-Micro) has new support program for Japanese SMEs—Standby Letter of Credit

(SLBC) program. An SLBC is a Letter of Credit issues for guarantee purposes. JFC

issues SBLCs for affiliated overseas financial institutions in order to assist overseas branches and associated firms of Japanese SMEs, (i.e., SMEs' overseas subsidiaries) to obtain funds in local currencies from overseas financial institutions smoothly. This program has many advantages for overseas SMEs' subsidiaries. For example, they can avoid the risk of exchange fluctuations and improve the financial standing of their parent companies in Japan, etc.. JFC Micro supports the overseas expansion of Japanese SMEs through this program.

"Innovation is the specific instrument of entrepreneurship. The act that endows resources with a new capacity to create wealth."

--Peter Drucker

JBIC strengthens overseas expansion of Japanese SMEs

The Japan Bank for International Cooperation (JBIC), through its Governor, **Mr. Hiroshi Watanabe**, signed three contract loan agreements (CLAs) based on the General Agreement JBIC had signed with the Bank of Yokohama, Ltd. for supporting overseas



manufacturer in Tokyo. These CLAs will support overseas business deployment of Japanese SMEs with speedy and flexible provision of long-term foreign currency funds necessary for their business expansion in developing countries by way of a private financial institution. These

business deployment of mid-tier enterprises and small and medium-sized enterprises (SMEs). These CLAs will respectively fund the manufacturing and sales of automobile parts by Thai KJK Co. Ltd., a Thailand subsidiary of Kawasaki Automotive Industry Co., Ltd.; the manufacturing and sales of automobile parts in China by an automobile parts manufacturer in Kanagawa; and the manufacturing and sales of electronic equipment in Thailand by an electronic parts

individual CLAs will thereby contribute to maintaining and strengthening the international competitiveness of Japanese industries. As Japan's policy-based financial institution, JBIC will continue to support overseas business deployment of Japanese companies, including SMEs, by collaborating with domestic private financial institutions for maintaining and improving the international competitiveness of Japanese industries.

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market awareness among SMEs. DBP and PSE will jointly conduct listing seminars for DBP-assisted companies to encourage more SMEs to go into the stock market. The PSE may also refer to the DBP companies that are in need of its financing programs, while DBP will also refer client-firms that have expressed their intention to list on the stock exchange. Both parties may also conduct discussions to provide a forum for DBP employees in building investor awareness and any other issues that may affect the capital market.

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opportunities. Besides being a platform for business information sharing, the collaborative involvement of international business partners in both countries hope to open doors for local businesses to bloom in international market, thus helping Malaysia's economic to propel in near future.

How to recover when disaster strikes your business

Entrepreneurs often face a difficult road to recovery when disaster strikes, whether it's a fire at your business or a large-scale event such as floods. Depending on the severity of the disaster, your business might grind to a complete halt. Your suppliers could be unable to deliver and your customers unable to purchase your goods or services. Here are some critical steps you can take to ensure your business survives and recovers as quickly as possible:

➤ Reach out to one or more key employees to help you deal with priority items, including communicating with staff and handling customer service issues. Choose people with a calm demeanor who can help you and others cope with a stressful situation.

- Contact your employees and provide as much information as possible about where your company stands. If you can't get into your premises, you'll need to find a location where you can meet.
- Provide a safe work environment. Hire experts to inspect your premises for hazards.
- Make your employees' lives easier by providing flexible work schedules and ample time to take care of personal challenges.
- If your business has been directly hit, take photos and keep records of damaged items. If you have an inventory of assets, get it for reference.
- Call your insurer as soon as possible to begin the process of claiming for damages. Delays in filing your claim could result in late insurance payouts and hurt your cash flow.

- Find out if you are eligible for disaster relief from municipal, provincial or national governments. Look for local media coverage or notices about possible financial relief.
- Work with your bank to ease the load. For example, your banker may offer you flexible loan repayment terms during your recovery.
- Contact suppliers and ask them to extend their terms, if necessary, to maintain cash flow in your business.
- Once you've got your business under control, do what you can to help out in your own community. Encourage your employees to volunteer.

Source: *IN BUSINESS\$, Business Development Bank of Canada Newsletter*

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