

2017 October
インドネシア
 Indonesia

参加費無料

インドネシア
CEO商談会&セミナー
 同時開催: SWBSインドネシア進出相談会
 (3日のみ)

東京 | 10月3日(火)4日(水)
 TKPガーデンシティ品川

Report on Indonesia CEO Network Enhancing Project 2017

On October 2nd, “SME Support, JAPAN”, a public organization operating within the competence of Ministry of Economy, Trade and Industry, welcomed a group of CEOs from various cities in Indonesia for the Indonesia CEO Network Enhancing Project 2017, a program that delivers not only cross-border business matching opportunities with Japanese SMEs and larger companies, but also an interactive learning experience for overseas decision-makers through seminars with Q&A sessions, business matching events, corporate site visits and networking parties in the evenings for a more casual interaction with potential business partners.

These activities are strategically tailored and prepared to optimize the time spent away from busy working environment at home, offering information, perspective and opportunities that are not available in respective countries.



The Indonesian delegation comprised of 22 companies in auto-parts, transport, measuring and medical equipment industries as well as from the food/beverage industry.

The companies were carefully selected with the help of Small and Medium industry (IKM) of Ministry of Industry, and also the Ministry of Cooperative & SME of Indonesia.

The program: Orientation and Welcome banquet

To maximize the time spent in Japan, SME Support, JAPAN provides orientation to give an overview of the program and inform necessities to the overseas participants



Left:

Mr. Wayan from Ministry of Cooperative & SME (Small and middle scale Business, Republic Indonesia) addressed the delegation and expressed his expectations at the orientation.

Right:

Mr. Fujimaki from SME Support, JAPAN providing an introduction about the organization and the CEO program.



Below:

Welcome Dinner



The program: Seminar

The seminar was offered to provide the delegation a better understanding of Japanese companies, their management principles and the corporate culture that engulfs Japanese business scene, including prevailing and changing approach (Changes in practice = seniority system to merit base, lifetime employment to career options, etc.) However, what has not changed through the passing of time in Japanese attitude is taking care of its employees, human management.



Seminar on “Japanese Management and Kaizen through Making-of-Things”, delivered by Mr. Fukata, Senior Advisor for International Business Development, SME Support, JAPAN

The Program: 1 on 1 Business Meetings (Main Event)



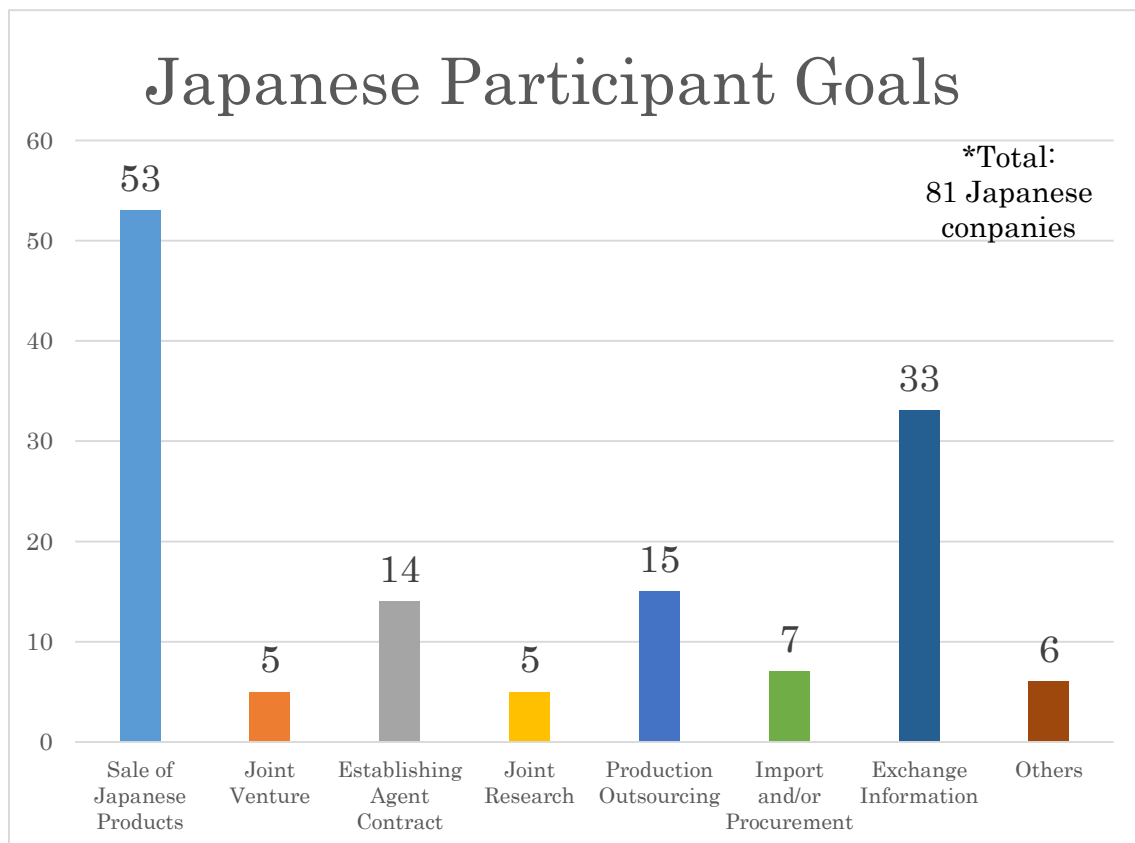
This is the reason SME Support, JAPAN hosts CEO Network Enhancing Projects in the first place. This is where the delegation meets a great number of Japanese SMEs directly “one-on-one” with business owners or CEO level management. Due to both members in the meeting having decision-making powers, some meetings see specific results, such as on the spot quotation, date booking for follow-up meeting locally overseas, in this case in Indonesia. Each meeting lasts 30 minutes and a company may meet from approximately 4~12 Japanese companies each day that business meetings are held.

We are glad to be informed that many companies were able to agree on quotes, local visits and cooperation in various other creative ways were established through this event.

Summary:

In just two days, the Indonesian delegation of 22 companies met with 81 Japanese companies, totaling in 329 business meetings.

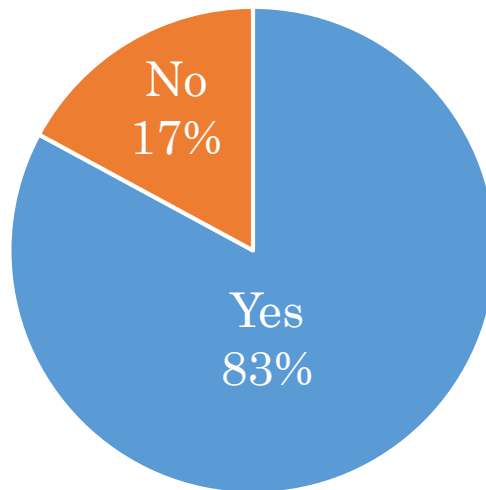
See below for the breakdown of Japanese participant goals:



Summary:

Although majority of participating Japanese companies are SMEs, the results from our questionnaire indicate that most of companies participating in the event have done businesses abroad.

Experience in business expansion abroad?



*Total:81 companies

The Program: Site Visit

Site visits are provided to the delegation to offer a first-hand experience in Japanese working environment or to get a glimpse of cutting edge technology as it was for this program by visiting the Nissan Global Headquarters Gallery located in Yokohama, Japan. Some of the delegation members tried out driverless or autonomous car for the first time. The destination changes from event to event, depending on the theme of each CEO program. This time around, we had many from the auto-parts industry, so naturally the location was decided weighing in the schedule of the entire program. The delegates not only visited the Nissan Gallery, but also had the opportunity to soak in Yokohama's multi-cultural and international ambiance.



(Nissan Global Headquarters Gallery, Yokohama City, Japan)

Networking Event

Final evening of the program was capped by an informal networking event with refreshments for a casual exchange of information and network building opportunities. Many companies who did not have the chance to meet during the business meeting section exchanged business cards and continued their business endeavors.



To all the overseas CEOs and business owners, we thank you for your cooperation and support.

For future participants, all of us at SME Support, JAPAN look forward to your participation and meeting you!

Contact Information

Marketing Support Department, Organization for Small & Medium Enterprises and Regional Innovation, JAPAN (SME Support, JAPAN)

37th Mori Bldg. 3-5-1, Toranomon, Minato-ku, Tokyo, Japan

Tel: (81) 3-5470-2375/ Fax: (81) 3-3570-2376

Email: ceo-network@smrj.go.jp