

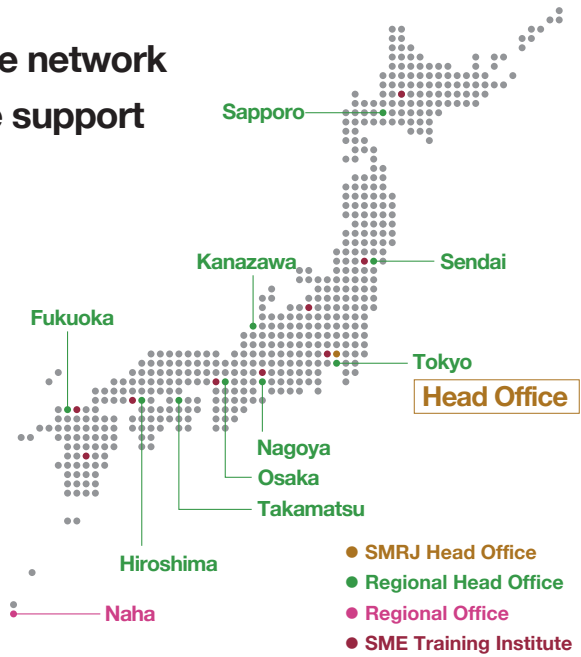


# A Wide Network to Support SMEs in Japan

SME SUPPORT JAPAN (SMRJ) has an extensive network spanning throughout Japan in order to provide support to SMEs nationwide.

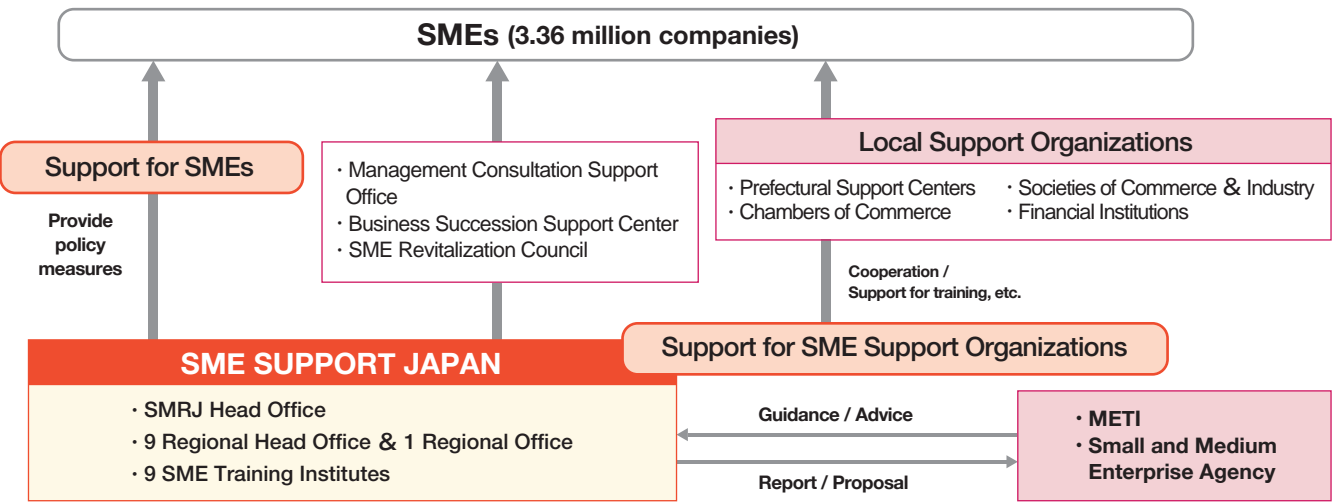
## Nationwide Network

- | SMRJ Head Office
- | 9 Regional Head Offices & 1 Regional Office
- | 9 SME Training Institutes
- | Approximately 3,000 registered experts

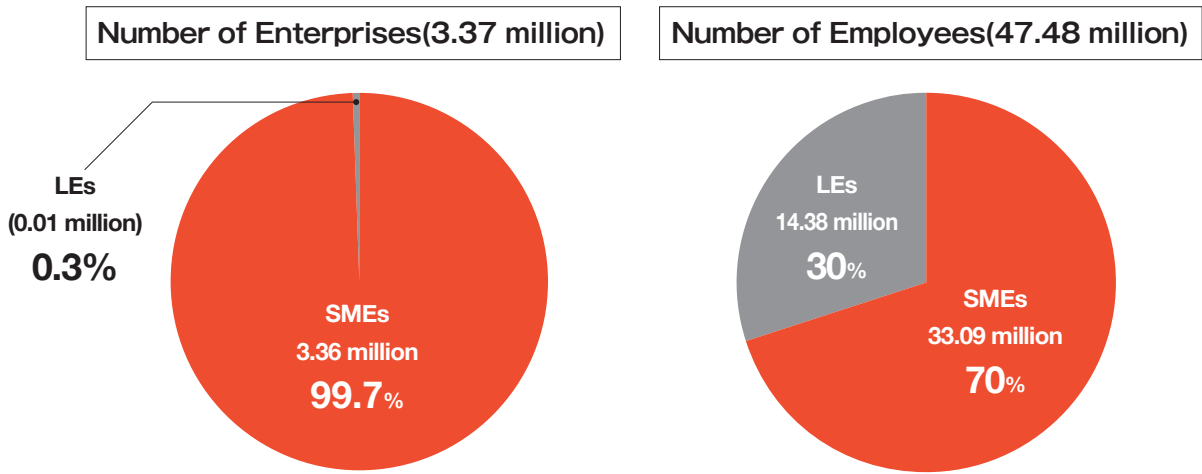


## Involvement of SME SUPPORT JAPAN

| SME SUPPORT JAPAN aids SMEs both directly e.g., the dispatch of advisors, and indirectly in cooperation with other support organizations.



## Current Status of Japanese SMEs



Source: "2021 Economic Census for Business Frame" by the Ministry of Internal Affairs and Communications (re-edited and processed in 2023)

### Definition of an SME

|                          | SMEs                |                     | Small Enterprises (of SMEs) |
|--------------------------|---------------------|---------------------|-----------------------------|
| Industry                 | Capital             | Number of Employees | Number of Employees         |
| Manufacturing and Others | 300 mil JPY or less | 300 or less         | 20 or less                  |
| Wholesale                | 100 mil JPY or less | 100 or less         | 5 or less                   |
| Retail                   | 50 mil JPY or less  | 50 or less          | 5 or less                   |
| Service                  | 50 mil JPY or less  | 100 or less         | 5 or less                   |

## International Relations Center

The International Relations Center exchanges information on SME policies and measures with overseas organizations to create a smooth environment for overseas business expansion of Japanese SMEs as well as to foster SMEs in each country through mutual policy cooperation.



International conference

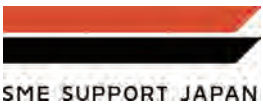


Visitors from abroad



Organization for Small & Medium Enterprises and Regional Innovation, JAPAN (SME SUPPORT JAPAN)

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TEL: +81-3-3433-8811 <https://www.smrj.go.jp/english/>





# For the Growth and Expansion of 3.36 Million Japanese SMEs

## Message from the Chairman / CEO

3.36 million SMEs account for 99.7% of the total number of companies in Japan and, needless to say, they are essential in sustaining our economy.

We have a crucial mission to increase the number of SMEs tapping into overseas markets as the sole organization comprehensively implementing Japanese SME policies.



**MIYAGAWA Tadashi**  
Chairman & CEO

## Overview of Our Support



### Business Creation

- Business Incubation
- Workshops
- Venture Reboot, etc



### Business Development

- Internationalization (Overseas Expansion)
- Business Matching
- Marketing
- Productivity Improvement, etc.



### Business Continuity

- Business Succession & Revitalization
- Disaster Mitigation & Recovery
- Mutual Relief Scheme, etc.



### Support in all phases

- Funding
- Consulting Services & Dispatching Experts
- Human Resource Development, etc.

## Business Overview

**SME SUPPORT JAPAN (SMRJ)** offers a wide range of services to help SMEs find solutions at every phase of their business development.

### Business Creation

#### Financial Support

##### Funds to support SMEs (for startups, etc.)

- | Invest in funds with a risk of loss as a limited partner to attract more investment (from banks, investors, etc.) for new business creation, business succession and the revitalization of SMEs.
- | 1.4 trillion yen has been provided to approx. 7,500 SMEs to date from funds that SME SUPPORT JAPAN has invested in.

##### Japan Global Startup Growth Investment Program

Support overseas expansion of Japanese startups by investing in venture capital funds that then invest in Japanese startups seeking to expand their business globally.  
For funds managers interested in this program / Contact E-mail: fundinfo@smrj.go.jp.

##### Venture Debt Guarantee

- | A new program in which SME SUPPORT JAPAN provides loan guarantees for up to 50% of loans from private financial institutions to deep tech ventures for their projects that require a large amount of time and funds for commercialization and monetization.

#### Soft/Hard Support

##### Acceleration Program (FASTAR)

- | Refine business plans (e.g., monetization strategy, capital policy, intellectual property strategy) by accompanying-type consultation support from experts of SME SUPPORT JAPAN.

##### Business Incubation

- | Operate 29 incubation facilities across the country. Our incubation project is the largest with 29 facilities in Japan.
- | The tenants of 500 companies are supported by incubation managers dispatched from SME SUPPORT JAPAN.



### Business Development

We provide various types of support and opportunities for SMEs, both in Japan and overseas, to find suitable business partners.

#### Business Matching Support

##### Business Matching Platform (J-GoodTech) Online

- | Approximately 35,000 companies in a wide range of industries, including overseas and Japanese companies, are registered with J-GoodTech. 10,000 online matches take place on the platform per year.

- | Overseas companies can search and find business partners for new product development, business collaboration, joint development and order placement.

- | Support Japanese SMEs to introduce excellent products to the world and match businesses with domestic and overseas buyers, which leads to product and market development.

##### Business Matching with CEOs (CEO Network Enhancing Project) Online Offline

- | Host business meetings for overseas company management (CEOs, etc.) seeking to build partnerships with Japanese companies, with the aim of creating new value through such partnerships.

- | Negotiation Continuation Rate: 86.4% (FY2023)



<https://jgoodtech.smrj.go.jp/pub/en/>



#### Marketing Support

##### Marketing Partnership Program Online Offline

- | Provide opportunities for Japanese SMEs to expand overseas with the support of marketing partners, such as retailers, wholesalers, distributors, and IT service providers around the world.

