

# Additional Support by JICA

Latin America and the Caribbean Department, JICA



Transformational Start Ups' Business Acceleration for the SDGs Agenda



# “Leading the world with trust”

JICA places special emphasis on building relationships of trust with developing countries, and works with them to solve their issues.

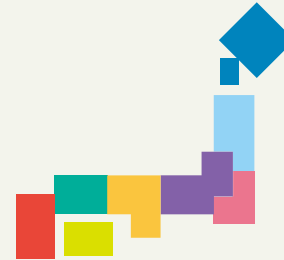


# Organization



Overseas bases

**96** locations



Domestic bases

**14** locations



Number of staff

**1,929** persons



ODA coverage

**150** countries and regions

\* Overseas and domestic bases are as of July 1, 2020 \* Number of staff is as of July 1, 2020 (and includes directors)

# JICA's Operations

<b>Technical cooperation</b> *1	<b>ODA loans</b> *2	<b>Grant aid</b> *3
Dispatching of experts to share Japanese technology and experience, and acceptance of trainees and foreign students	Long-term and low-interest loans to developing countries to finance their national development efforts	Provision of funds without the obligation of repayment, mainly targeting countries with low income levels
Scale of operations <b>175.1 billion yen</b>	Scale of operations <b>1,523.2 billion yen</b>	Scale of operations <b>85.6 billion yen</b>

Dispatching of JICA Overseas Cooperation Volunteers, cooperation in civic participation, support for migrants and Nikkei communities (Japanese communities overseas), international emergency disaster relief, surveys and research, and public-private partnership projects

\*1 Includes technical assistance expenses managed under the finance and investment account budget, but excludes administrative costs

\*2 Total commitment amounts of ODA loans and private-sector investment financing (loans and investments)

\*3 Since the amount is calculated based on the maximum amount set out in the FY2019 budget, it does not correspond to the total amount of Grant Agreements (G/As) concluded in FY2019.

# Additional Support Considered for Companies Selected for the Government Course

## Business Course

## Government Course

**Target Companies**

Those considering business development in LAC based on B2B or B2C business models

- Companies in the pre-commercialization stage of a product/service are also welcome to apply
- Support can also be provided for companies that already have a partner and want to scale up their business(subject to consultation)

**Companies that possess solutions that contribute to JICA's priority issue areas and to increasing the effectiveness of JICA's cooperation projects, and that are considering a B2G business model**

- Only for applicable companies in the areas and projects presented by JICA
- The solution must already be established, e.g., a solution that has already been demonstrated and is being sold domestically and internationally.

**Content of Support**

**Phase 1: Polishing of ideas, identification of potential partners** (Online interviews)  
**Phase 2: Discuss business plans with potential partners** (including travel support) \* Only for companies that have completed Phase 1

**Phase 1: Organize a scheme for collaboration with JICA's cooperation projects and implementation of demonstrations with counterpart governments/government-related organizations**  
**Phase 2: Support for consultations with partner countries** (including travel support)

**Goal**

Discussions on a business plan with the initial partner should be completed

**Confirmation of possible collaboration with counterpart government/government-related organizations should be completed**

**Additional support after the program's conclusion**

Consideration on the possibility of additional support by IDB Lab

- IDB Lab will decide whether or not to consider the provision of additional support at the end of Phase 2.

**Consideration on the possibility of additional support by JICA**

- Determined at the end of the support program
- Note, however, that it will take longer to realize any additional support compared to the Business Course, due to the involvement of the counterpart government

## There are largely two possibilities for additional support

---

**(1) Amplifying the effects  
of individual cooperation  
projects**

**(2) Verification of innovative  
approaches not tied to  
individual cooperation projects**

## (1) Amplifying the effects of individual cooperation projects

### Content of Support

<b>JICA's Aim</b>	To amplify the effects of JICA's cooperation projects
<b>Content of Support</b>	<p>Support for negotiations with counterpart governments for <b>collaboration in JICA cooperation projects</b></p> <ul style="list-style-type: none"> <li>Continuous discussions with stakeholders, including counterpart governments, for collaboration in already adopted cooperation projects</li> </ul>
<b>Conditions for Support</b>	<p>Having achieved the following during the course of the TSUBASA program:</p> <ul style="list-style-type: none"> <li>The formation of an idea together with JICA that is worthy of amplifying the effects of cooperation projects</li> <li>The receiving of a positive response to a cooperation idea from a local government</li> </ul>

### Projects and areas subject to support

#### Bolivia

#### "Project for Capacity Development on Integrated Water Management in Cochabamba" (Technical Cooperation)

**Project Description:** To improve issues such as water scarcity, water pollution, and flood risk in the Rocha River Basin by strengthening the capacity for coordination and cooperation with water-related institutions of the Autonomous Departmental Government of Cochabamba, as well as its capacity to conduct integrated water management.

[\[Bolivia - Water Resources\] Water Management for Everyone - YouTube](#)

#### Welcomed types of collaboration with start-ups/companies

- (1) Citizen-participatory environmental monitoring (e.g., assessment of current conditions using smartphone apps with bioindicator tools, environmental awareness)
- (2) Low-cost measures for source pollution control (household and industrial wastewater)
- (3) Water-saving agriculture in semi-arid areas (e.g., efficient irrigation)

## (2) Verification of innovative approaches not tied to individual cooperation projects

### Content of Support

- JICA's Aim** Explore the possibility of introducing innovative approaches to cooperation with local governments
- Content of Support** Support for demonstrations with local governments
- Financial support for demonstrations with local governments
  - Implementation support and mentoring by JICA and consultants (Dream Incubator and B Venture Capital)
  - Negotiations on post-demonstration collaboration
- Conditions for Support** Having achieved the following during the course of the TSUBASA program:
- The formation of an idea that JICA may potentially put to use in future cooperation approaches to local governments
  - The receiving of a positive response to a demonstration from a local government

### Main projects and areas subject to support

Country	Area	Welcomed Technologies
Mexico	Agriculture	(1) Improvement of agricultural income for small scale farmers (2) Soil analysis & improvement, pest control (3) Strengthening of processing, sales, and marketing
Panama	Agriculture	(1) Reduction of food loss at the production and sales stages (2) Strengthening of market intelligence (3) Improvements to crop variety and soil, and efficient water use and management (4) Improvements to safety and quality (5) Strengthening of fruit cultivation
Central America/ the Caribbean	Environment	(1) Processing and reuse of Sargassum, and Sargassum product development (2) Creation of systems for distribution monitoring and forecasting of the drifting and beaching of Sargassum (3) Collection and transportation of Sargassum
Dominican Republic	Agriculture	Utilization of digital technologies such as AI, IoT, apps, robots, and Fintech in the food value chain ((1) production, (2) processing, (3) storage, (4) distribution, and (5) marketing)
Brazil	Agriculture	(1) Soil improvement technology for converting degraded farmland to field land, (2) Carbon storage and monitoring technology contributing to low-carbon agriculture, (3) Bio-production materials, (4) Precision agriculture technology
Bolivia	Agriculture	Agro-processing and commercialization of agro-industrial residues
Peru	Agriculture / Environment / Transportation etc.	Enhancement of the agricultural value chain / small-scale composting / Infrastructure deterioration diagnosis / medical care in remote areas / education in remote areas



# Application Procedures

---

## Introduction seminar on target issues for the Government Course

**An online briefing will be held on which ODA projects and issues are the targets subject to application for the Government Course**

- Date: Thursday, October 12, 8:00-9:30 (scheduled)
- Implementation method: Online  
(a recording will not be made public. If you are unable to take part, please use the application form to request access to a recording)
- Application: apply via the special TSUBASA website

## Pre-application consultation

**Online pre-application consultation is available**

- Implementation period: Until the start of the public solicitation for applications
- Implementation method and length: Online consultation, estimated at 15minutes per company
- Application: apply via the special TSUBASA website