



Be a Great Small.

中小機構

With SMEs, Always.

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

FY 2025

©2024 Organization for Small & Medium Enterprises and Regional Innovation, JAPAN(SME SUPPORT JAPAN)

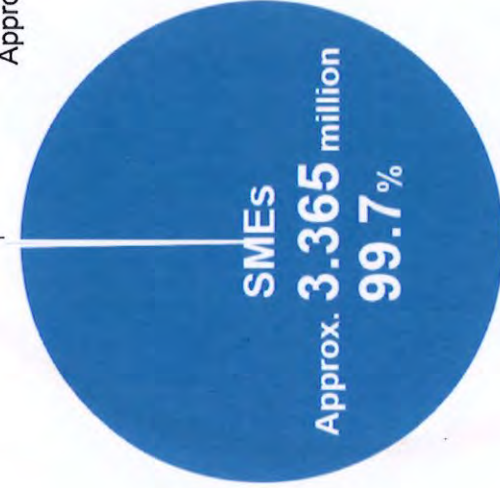
STATUS OF SMES IN JAPAN

SMEs account for 99.7% of the 3.375 million companies in Japan

Number of companies (3.375 million)

LES

Approx. 0.01 million (0.3%)



Number of employees (approx. 46.79 million)



Source: "2016 Economic Census for Business Frame" by the Ministry of Internal Affairs and Communications (re-edited and processed in 2021)

Approx. **2.853** million SMEs are **small enterprises**.

These account for **84.5%** of the total 3.375 million companies.

Reference 1: Definition of SMEs in Japan

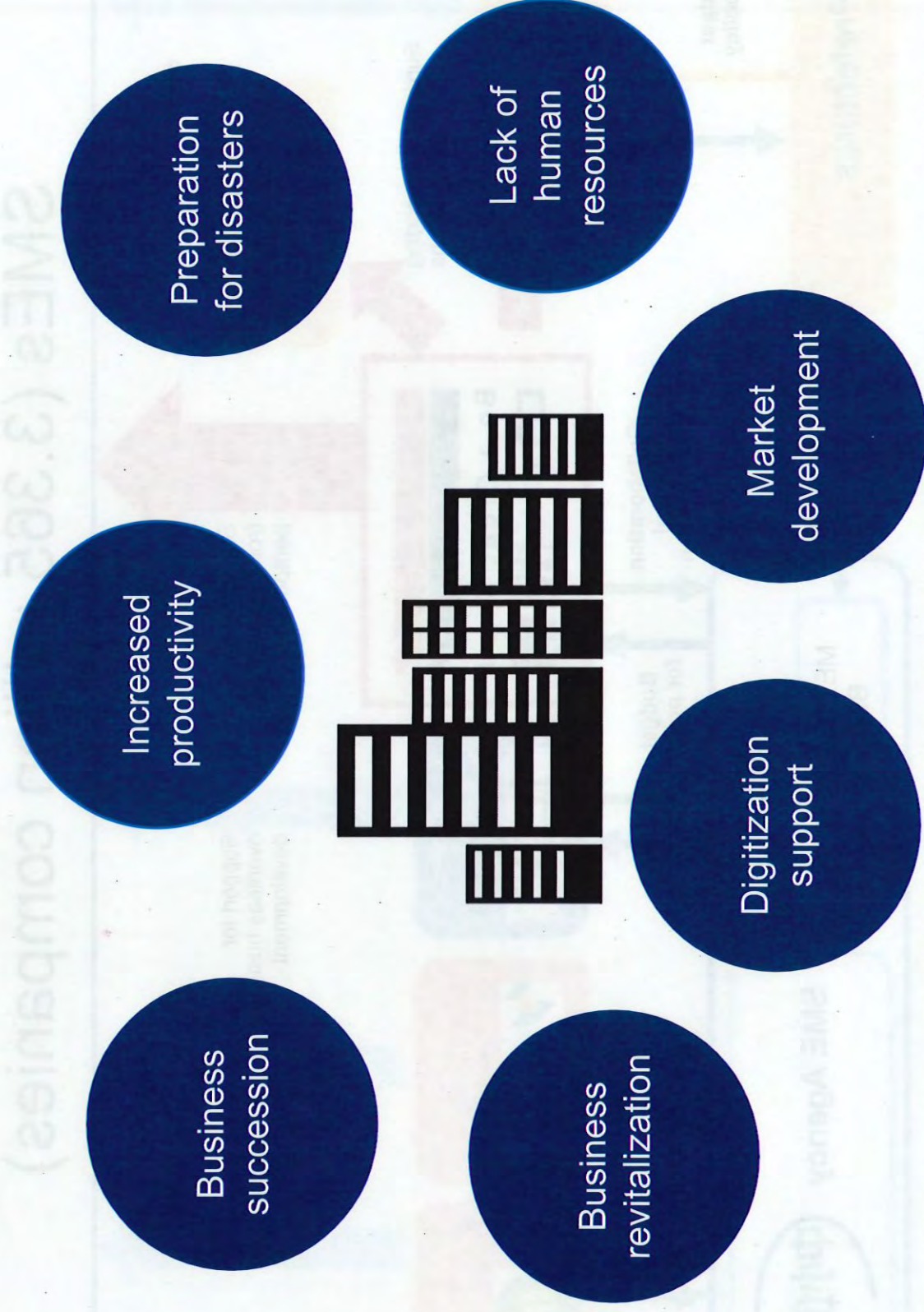
	Manufacturing and Others	Wholesale	Retail	Service
Capital	300 million yen or less	100 million yen or less	50 million yen or less	50 million yen or less
Number of Employees	300 employees or fewer	100 employees or fewer	50 employees or fewer	100 employees or fewer

Reference 2: Definition of a small enterprise in Japan

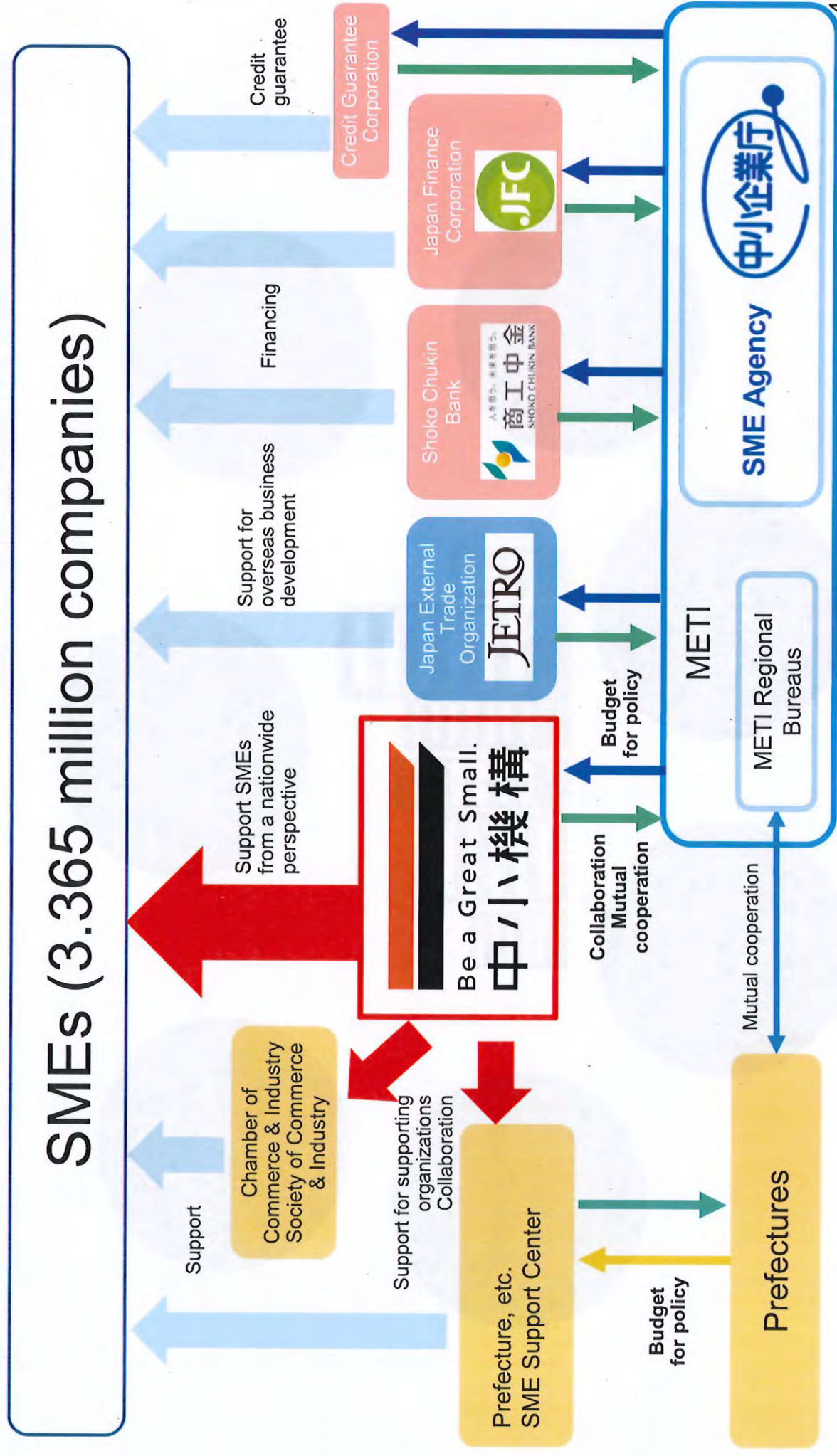
	Manufacturing and Others	Commerce and Service
Number of Employees	20 employees or fewer	5 employees or fewer

PROBLEMS FACED BY JAPANESE SMES

There are various issues surrounding Japanese SMEs.



JAPAN'S SME POLICY IMPLEMENTATION SYSTEM



OUTLINE OF SME SUPPORT JAPAN (SMRJ)

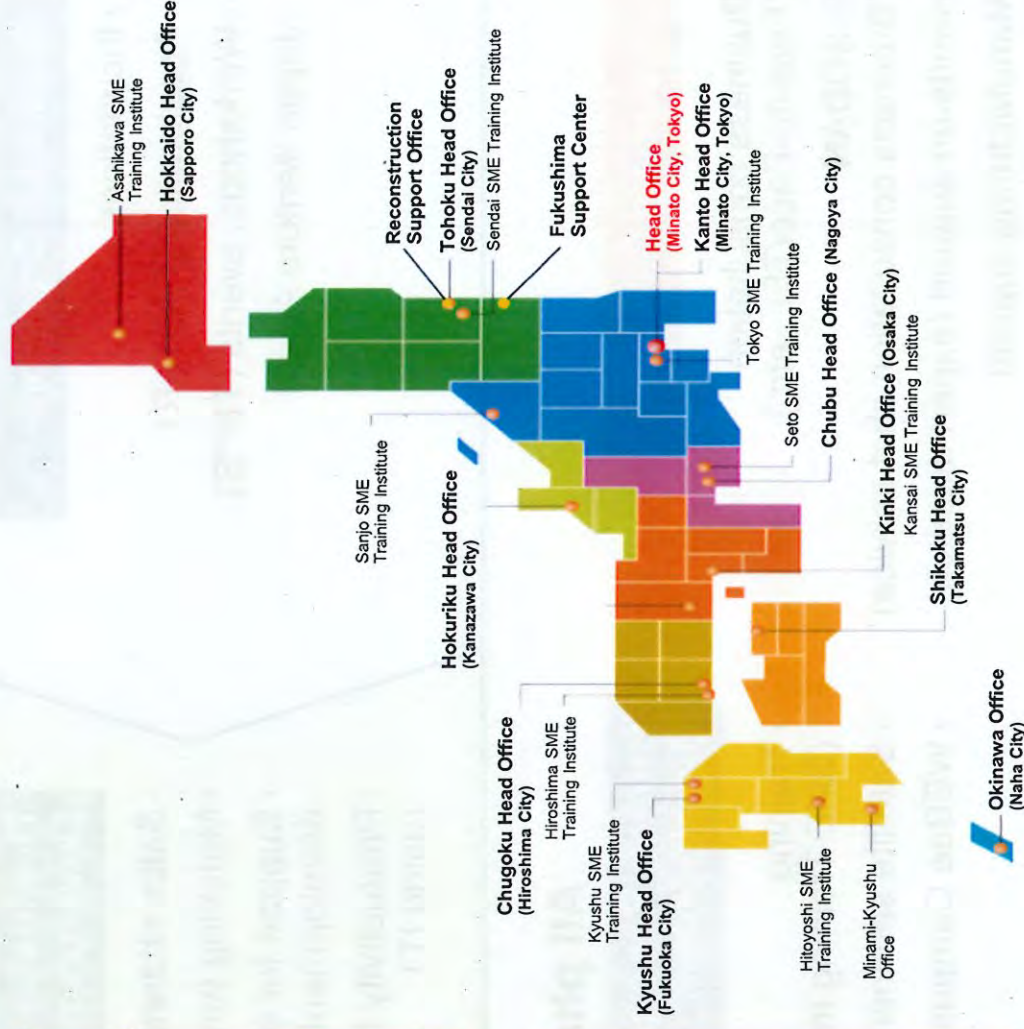
SME SUPPORT JAPAN: Japan's only comprehensive support and implementation organization for SME policy in general

Support Structure of SMRJ

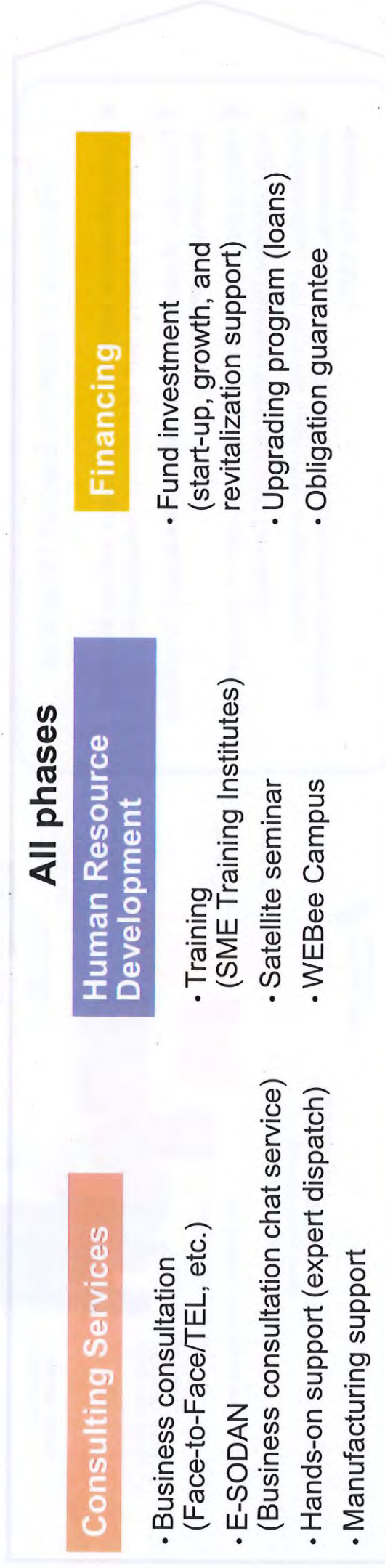
- 9 regional Head Offices and 9 SME Training Institutes nationwide
- 822 employees (as of April 1, 2025)
- Approximately 3,000 registered experts (e.g., lawyers, CPAs, tax accountants, and management consultants)
- Capital: Approximately 1.2213 trillion yen (as of February 2, 2024)

Features of SMRJ's Support Programs

- **Comprehensive support** from business startup, business growth, and development to business revitalization
- Promotion of **advanced and wide-area support** by utilizing the nationwide network
- Utilizing the support know-how to help regional **supporting organizations improve their support functions**
- Collaboration with regional supporting organizations, universities, financial institutions, etc. to provide **combined support** for SMEs



SMRJ MAJOR SUPPORT PROGRAM



BUSINESS CREATION (1/2)

1 Incubation Business

- Operates 29 incubation facilities across the country, among the largest in Japan
- Provides rental space with equipment and specifications that meet the various needs of businesses (laboratory, prototype factory type, office type, etc.)
- Tenants: about 500 companies
- Incubation managers are stationed at each facility to help resolve issues related to management, technology, finance, law, etc.
- Utilizing the network of regional supporting agencies or SMRJ support tools, supports business matching, such as fund raising and market development



2 Acceleration Program (FASTAR)

- Provide support for accelerating growth lasting approximately a year and experts from SMRJ offer hands-on consultation to help brush up business plans
- At the end of the program, a demo day (pitch event) is held to promote financing and business partnerships for corporate growth
- As necessary, the optimal support program is created by combining the introduction of external mentors and the use of support tools provided by SMRJ

★★★★
FASTAR

BUSINESS CREATION (2/2)

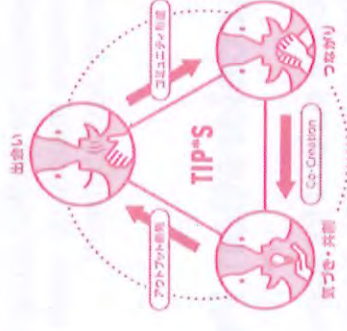
3 JAPAN VENTURE AWARDS (JVA)

- JVA is an award system that recognizes highly ambitious entrepreneurs of venture companies engaged in innovative, high-potential projects or projects that contribute to solving social issues
- By widely showcasing entrepreneurs who boldly take on challenges as the next leaders of Japan as role models, we aim to raise awareness of entrepreneurship and promote start-up creation in Japan



4 TIP*S

- SMRJ head office holds workshops online. Provides opportunities for "new learning" and "practice"
- Holds workshops, courses, and events that serve as a "catalyst" for new business creation



5 BusiNest

- Provides office space and shared work space for individuals aspiring to start a business or corporations aiming to develop a new business
- Dedicated support personnel provides support for business planning and mentoring



BUSINESS DEVELOPMENT (1/2)

1 B to B Matching Platform - J-GoodTech -

- A **business matching site** that connects Japanese SMEs that have excellent technology, products and services with reliable companies both domestically and internationally
- In addition to overseas companies that wish to purchase Japanese products, the site also allows users to find business partners and facilities business negotiations for new product development, business partnership, joint development, order placement, etc.
- The chance to meet with approximately 38,000 diverse companies from Japan and abroad makes the platform an ideal place for companies seeking opportunities for growth

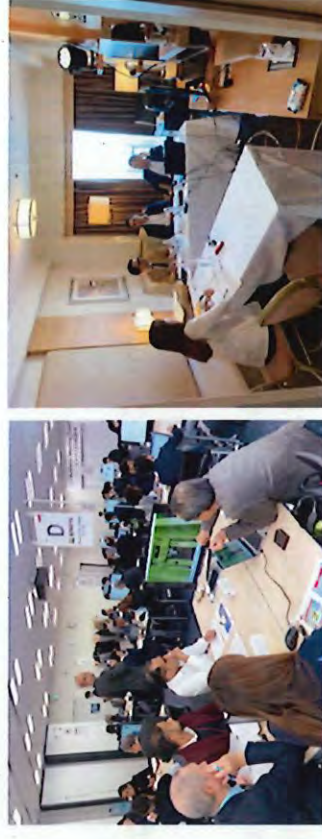
ジェグテック
J-GoodTech

Number of J-GoodTech member companies
(as of March 2025)



2 Overseas CEO Networking Enhancing Project

- Invites CEOs to Japan from Asian countries wishing to establish agency contracts or joint ventures with Japanese companies
- Provides Japanese SMEs with opportunities to have business meetings with multiple overseas CEOs while in Japan
- Overseas expansion specialists support business negotiations with overseas companies



BUSINESS DEVELOPMENT (2/2)

3 Digi with (IT Strategy Navigation)

- A portal site to support SMEs at every step of their digital and IT transformation
- Allows companies to compare their digital transformation status with similar businesses and introduces various support tools to help resolve management issues



4 Hands-on Support for Overseas Expansion

- Support for market development and establishment of sales and manufacturing bases for SMEs considering overseas expansion
- Support for brushing up business plans, understanding market trends and distribution channels, and conducting overseas field research and business negotiations



5 IT Platform

- Running of the platform "Coco APP" to improve management and operational efficiency by introducing IT
- Searchable business applications for your company based on business flows by industry, user purposes, and case studies



BUSINESS CONTINUITY (1/2)

1 Business Succession Support

- Stationing of business succession experts in 9 regional head offices nationwide, and provision of information by giving free advice, holding seminars and forums, and creating guidebooks
- SME Training Institutes provide training for managers, potential successors, and supporting organizations
- SMRJ acts as the national headquarters of the Business Succession Support Centers established by the national government in all prefectures
- Strengthening of the functions of each center, through sharing support know-how and establishing a database connecting the centers nationwide

2 Business Revitalization Support

- As the national headquarters of SME Revitalization Councils established in every prefecture by the government for business improvement and revitalization through reviewing the financial condition of SMEs, SMRJ supports the activities of the Councils
- Support for SME business revitalization through cooperation with financial institutions and experts, led by project managers with a high track record and experience in supporting SME revitalization



National headquarters (SMRJ)

- Advising the council on individual projects and management
- Provision of training and seminars for councils
- Dispatch of experts for revitalization support

Japan Federation of Bar Associations (JFBA)
Tax Accountant Association
Bankers Association
etc.

SME Revitalization Support Council in Each Prefecture

- Consultation at the counter for debt-laden companies
- Support for the development of revitalization plans
- Debt guarantee consolidation support based on management guarantee guidelines

SMEs engaged in business restructuring and transformation

BUSINESS CONTINUITY (2/2)

3 Reconstruction Support After Large-scale Disasters

- Support for the resumption of disaster-stricken SMEs through the development of temporary stores, etc.
- Dispatch of reconstruction assistance advisors to support regional economic revitalization, community development, and business reconstruction of SMEs



4 Disaster Preparedness

- Promotion of awareness to strengthen business continuity, advising on planning support, and provision of training, etc.

5 Mutual Safety-net Relief System

- System to prevent chain bankruptcies of SMEs
- Unsecured and unguaranteed loans are available up to 10 times the paid premiums
- Established in 1978, about 0.64 million cases

6 Small-scale Enterprise Mutual Aid

- Retirement benefit system for small business owners
- Established in 1965, about 1.66 million members
- Business funds can be borrowed in case of emergency or disaster

CONSULTING SERVICES (1/2)

1 Consulting Services

- Experienced professionals in each field are available for management consultation
- In-person advice at regional head offices nationwide
- E-mail consulting service through dedicated web form
- Telephone consultation (management consultation hotline)



2 E-SODAN

- Online consulting service consisting of automated AI chatbot answering service and expert chat service
- The 24 hours a day, 365 days a year service links to appropriate support measures and speedy solution of management issues



CONSULTING SERVICES (2/2)

3 Hands-on Support (Expert Dispatch)

- Long-term dispatch of experts with extensive experience and track records in each field to SMEs wishing to grow so that the companies can address their essential challenges
- Have companies work on solving their issues proactively, leading to the creation of a system in which companies can grow and develop even after the end of the expert deployment



4 Manufacturing Support

- Provision of manufacturing SMEs with expert advice on technology development and other matters; consistent support for SMEs, from R&D planning to commercialization, in the R&D Support Program for Growth-oriented Technology SMEs (Go-Tech Program)
- Moreover, a variety of support is available for SMEs selected for the Go-Tech Program, including advice on R&D, matching with major downstream companies to commercialize R&D results, exhibiting at exhibitions, as well as developing the market



HUMAN RESOURCE DEVELOPMENT (1/2)

1 SME Training Institutes (9 schools nationwide)

- Provision of training for SMEs and personnel in charge of supporting SMEs
- Practical training that incorporates not only lectures but also practical training, exercises, and group discussions
- Total number of participants is 780,000
- Trained about 9,100 SME consultants registered by the Minister of Economy, Trade and Industry

[Special Features]

- Practical and participatory training
- Training to solve the company's own issues
- Addressing SME support policy issues
(Overseas business development, IT utilization, productivity improvement, training of successors, etc.)
- Cross-industry, networking



SME Training Institutes (Tokyo)



Group discussion



Factory visit and exercises

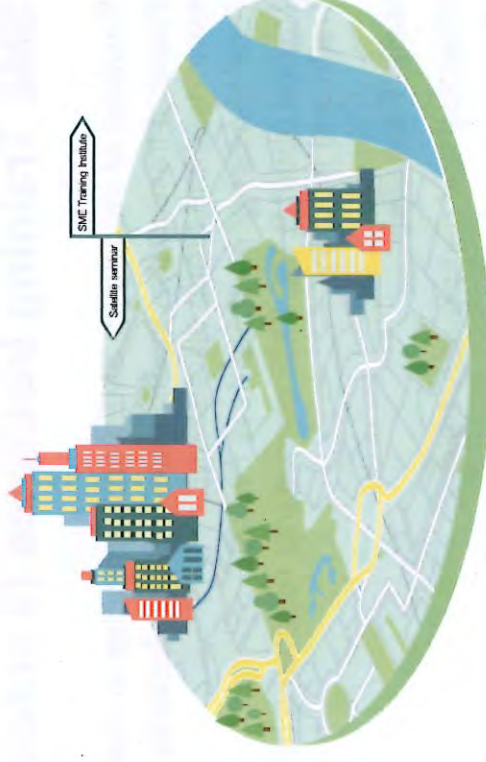


We made a lot of business associates

HUMAN RESOURCE DEVELOPMENT (2/2)

2 Satellite Seminar

- SMRJ provides training in coordination between supporting organizations, such as chambers of commerce & industry, and financial institutions to meet regional needs
- Provision of practical training courses of SME Training Institutes in more convenient locations
- SMRJ creates curricula and arranges instructors, and our partners recruit participants and provide venues
- Launched 116 courses with 119 partners nationwide (FY 2024)



3 WEBee Campus

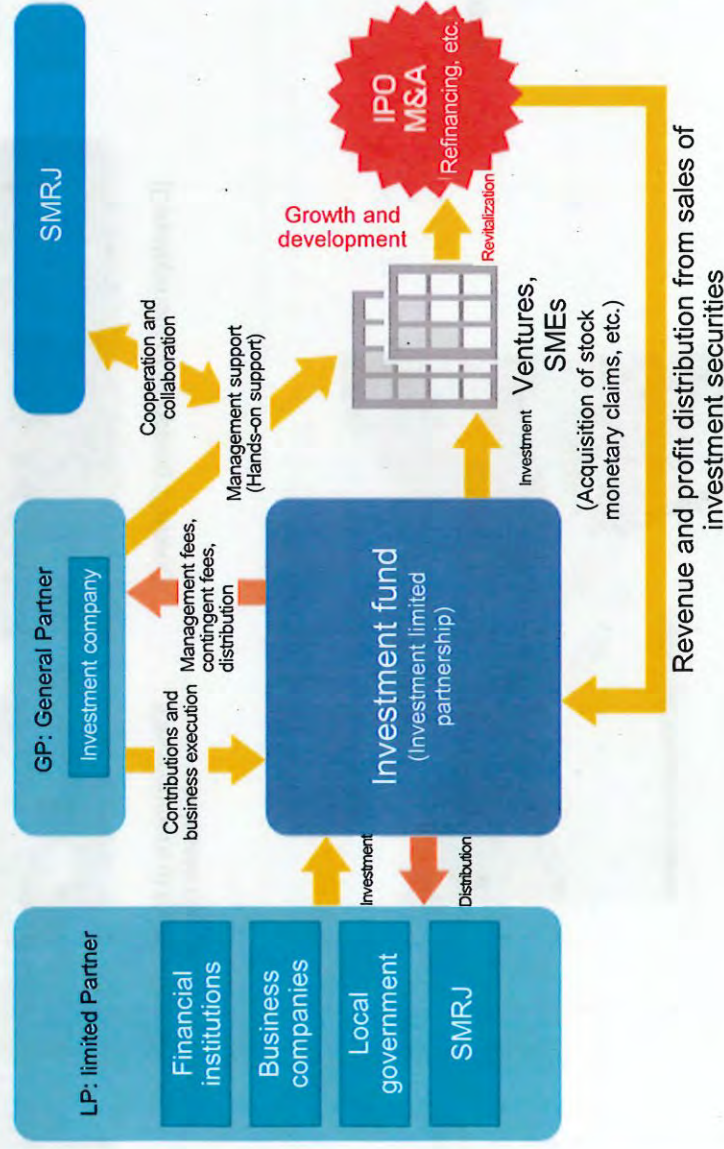
- Real-time interactive training style using WEB conference system
- Practical training that incorporates not only lectures but also practical training, exercises, and group discussions
- Practical development of human resources for SMEs through small-group online seminars and video materials
- To enhance the effectiveness of seminars, courses useful for management are also available for free on YouTube



FINANCING (1/2)

1 Fund Investment

- Establishment of funds (investment limited partnership) with private investment companies, financial institutions, Credit Guarantee Corporations, etc., which engage in investment business for SMEs, to help SMEs facilitate financing, as well as revitalizing start-up and business revitalization



Types of fund investment business



FINANCING (2/2)

2 Upgrading Program

- Finance facility investment jointly made by SMEs to solve problems in cooperation with prefectural governments and provide advice to support the planning process
- Support for the development of facilities, such as factory complexes, wholesale complexes, and shopping centers, as well as renewal of facilities
- Reconstruction support after large-scale disasters



[Development of Shopping Centers]



[Development of factory complexes, wholesale complexes, etc.]

3 Obligation Guarantee

- Debt guarantee of funds necessary for implementing a business plan to a business operator certified under a specific law
- 50% or 30% coverage
- Support for raising up to 5 billion yen





SME SUPPORT JAPAN

Thank you for your attention.