

“Business Matching with Central Asia”

*Under the Central Asian Trade & Investment Promotion Project for 2014fiscal year,
sponsored by the Ministry of Economy, Trade and Industry of Japan*

May 28th, 2014

The Japan Association for Trade with Russia & NIS (ROTOBO)

1. Purpose of the project

The Business Matching with Central Asia (hereinafter Business Matching) is a succeeding project of The Program for Support of the Industry Development in Central Asian Countries, which had been conducted from 2003 by ROTOBO sponsored by METI of Japan, with the aim of supporting diversification of economic structure of the Central Asian countries through development of processing industries. The aim of the Business Matching is the same as the former project, however, those two are principally different in the measure; the former was supposed to achieve the aim by consulting, but the Business Matching is supposed to do by matching the needs between business parties in Japan and Central Asia. The change reflects one-step-forward of the program from the genuine economic support to the stage closer to real business.

The Business Matching aims at developing the Win-Win relationships between the Central Asian companies engaged in manufacturing including resource processing and the Japanese companies with high technology which can contribute to innovation in the counterpart country. The project will provide the Central Asian companies with improvement in productivity, quality, etc., and the Japanese companies with the new business chances.

2. Scheme of the project

2-1. Business Matching: Inbound (about 1 week)

2-1-1) Target: A group of the Central Asian companies engaged in manufacturing or

related business, which wish to visit Japan to seek for business partners by making presentations, visiting production sites, etc.

* An application of a single company is NOT acceptable.

2-1-2) How to apply: The candidate should fill an application form attached either in Japanese, English, or Russian and submit;

- **by June 20th, 2014**

- **to ROTOBO by E-mail (central-asia@rotobo.or.jp).**

**** The project should be completed no later than the end of March, 2015.**

*** The application can be closed before June 20th (see 2-1-3).

****An application form handwritten is NOT acceptable.

2-1-3) Selection process: **ROTOBO will examine the applications in the order of arrival, and the result will be notified only to the successful candidates.** The reason for selection will not be opened to the candidates, and the documents submitted will not be returned. **In case ROTOBO has enough adoptees, the application can be closed before June 20th.**

2-1-4) Support items: The supports to be provided by ROTOBO within the program frame work are as follows;

- Business support: to arrange appointments with the Japanese companies, to organize presentation, to arrange visits to factories, to reserve appropriate interpreters, etc.

- Trip support: to issue official invitations for Japanese Visa, to reserve accommodation and transportation in Japan, etc.

- Budgetary support: see 2-1-5.

2-1-5) Budgetary support: The program provides the adoptees with the financial support in the following items;

- full accommodation fee for official program in Japan,

- full transportation fee for official program within Japan,

- full expense for Japanese-Russian interpreters,

- full expense for organizing some meetings or presentations in Japan, including translation fee of materials, but not including fee for reception or coffee break,

- other expenses that ROTOBO admits.

Except for the above, the expense for ROTOBO staff's attending the visitors is to be fully covered by the Japanese side.

*******All the above is to be provided not in cash, but in kind.**

2-2. Business Matching: Outbound (about 1 week)

2-2-1) Target: A group of the Central Asian companies engaged in manufacturing or related business, which wish to invite a group of Japanese companies which could be potential business partners, or some Japanese specialists who can provide(introduce) necessary technologies or know-how via presentation, etc.

***** An application of a single company is not acceptable.

2-2-2) How to apply: The candidate should fill an application form attached either in Japanese, English, or Russian and submit;

- **by June 20th, 2014**

- **to ROTOBO by E-mail (central-asia@rotobo.or.jp).**

***** **The project should be completed no later than the end of March, 2015.**

***** The application can be closed before June 20th (see 2-2-3).

*****An application form handwritten is NOT acceptable.

2-2-3) Selection process: **ROTOBO will examine the applications in the order of arrival, and the result will be notified only to the successful candidates.** The reason for selection will not be opened to the candidates, and the documents submitted will not be returned. **In case ROTOBO has enough adoptees, the application can be closed before June 20th.**

2-2-4) Support items: The full expense required for dispatching a delegation from Japan to the target country is to be covered by the Japanese side, including the fee for international freight, accommodation, interpreters, etc..

The other potential supports, such as selecting the appropriate Japanese counterparts, can be determined by both sides' negotiation after adoption of the application.

3. Inquiry

If you find any questions, please send an E-mail of inquiry to the address of central-asia@rotobo.or.jp, with the title of “inquiry about Business Matching”. Either of Japanese, English, or Russian is acceptable.

☆Thank you for your attention! ☆