

12

2013.10.9

## LETTERS & OPINION

### Taiwan's hard working SMEs

I CONVEY my gratitude to the Taiwanese Government for the opportunity given to me to be a participant among 23 others from the globe in the Taiwan 2013 Workshop on Women's Micro-sized Enterprises Start-Up and Credit Facility from September 5-18 which was sponsored Ministry of Foreign Affairs, Republic of China (Taiwan) and organised by the International Cooperation and Development Fund (Taiwan ICDF).

I sincerely thank the ROC office in Port Moresby through Daniel Hu in selecting and with the assistance of Simon Pan in organising this trip for me.

Taiwan portrays a country blessed with cultural heritage, robust economy, modern infrastructure and transport system, multi-skilled workforce, friendly people and successful and hardworking SMEs.

The organisation of the workshop from arrival in Taiwan to departing Taiwan was a superb, making our stay orderly, safe, fun and successful during the facilitation of the workshop and duration of our stay both in the workshop and after hours.

I found the workshop to be very informative regarding the content coupled with the high calibre of presenters in vigorously promoting SMEs, interactive, interesting and very relevant to my role at National Development Bank in lending to women SMEs in the rural and urban areas of PNG and also for PNG as a whole. Further insights into Taiwan's successful financial SME model and mechanism was a big plus coupled with the field trips to witness how the phoenix loans and incubation process for women SME have contributed to the success of their businesses. I was given the opportunity to present as part of the workshop on country facts and the status of our credit facilities in PNG and the way forward after the workshop.

Taiwan successful SME financing Model could be emulated to suit our

current structure.

Level of assistance given to women SMEs prior to funding (Phoenix Loan Incubation Program)

Level of assistance to women SMEs after funding

The way forward now I believe to support women SMEs in Papua New Guinea move a level up.

NDB Women in Business Desk has given more loans to women SMEs in PNG in 2010 K 750,000, 2011 K 8.9 mill, 2012 K20 mill and in 2013 K 14 mill to 213 women and to reach a target of K 25 mill come December.

From the workshop in Taiwan the Bank will be adapting the mechanism of the Phoenix Loan program from Taiwan where women SMEs are adequately prepared and trained (financials, pricing, marketing, e-commerce, consultation processes) as prerequisites to qualify for start up and grower loan packages offered by the Bank.

I believe that the relationship already formed between with Taiwan and PNG in the past and the learning from the workshop in September coupled with assistance via ICDF can go a long way in supporting our credit facilities for and success of women SMEs in PNG.

I wish the trade delegate team from Taiwan success in the next couple of days in Port Moresby and Lae. It has always been my desire to have women in business relationships between other businesswomen in countries offshore and I believe our women SMEs can forge relationships and initiatives during the current Trade Fairs.

Thank you once again for the opportunity and hope to build a solid relationship with Taiwan in areas of mutual benefit and interest between the people of Taiwan and PNG.

XIE XIE

**Janet Kaule**  
Manager – Women in Business  
National Development Bank