

Financial Support Systems in Japan

- Introduction of JSIF and its background -

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Background & History

- 1. Historical development of newbuilding finance***
- 2. Variations availability expand and shrinks***
- 3. Cash orders at the corner bend***
- 4. What is needed from now***

Transformation of JBIC* from Shipbuilders' Perspective

* Japan Bank for International Cooperation (ex EXIM bank)

1. Volume oriented finance dominated until Japanese shipbuilding industry met global competition
2. More project oriented finance comes along the complexity of the shipbuilding and maritime project related deals.
 - *Supplier Credit Scheme*
 - *Project Export Finance*
 - *Corporate Overseas Finance*
 - *Top up finance for refund guarantees*
3. JBIC Transformation
 - *Export ship finance scope extension to developed countries*
 - *Corporate structure change 1st April 2012 as private banking corporation but with all shares held by Japanese Government*
 - *Commitment to Green projects*
 - *Packaged Infrastructure approach*

JSIF (Japan Ship Investment Facilitation)

- 1. How this was developed?*
- 2. What does the JSIF do?*
- 3. Some more details of JSIF*

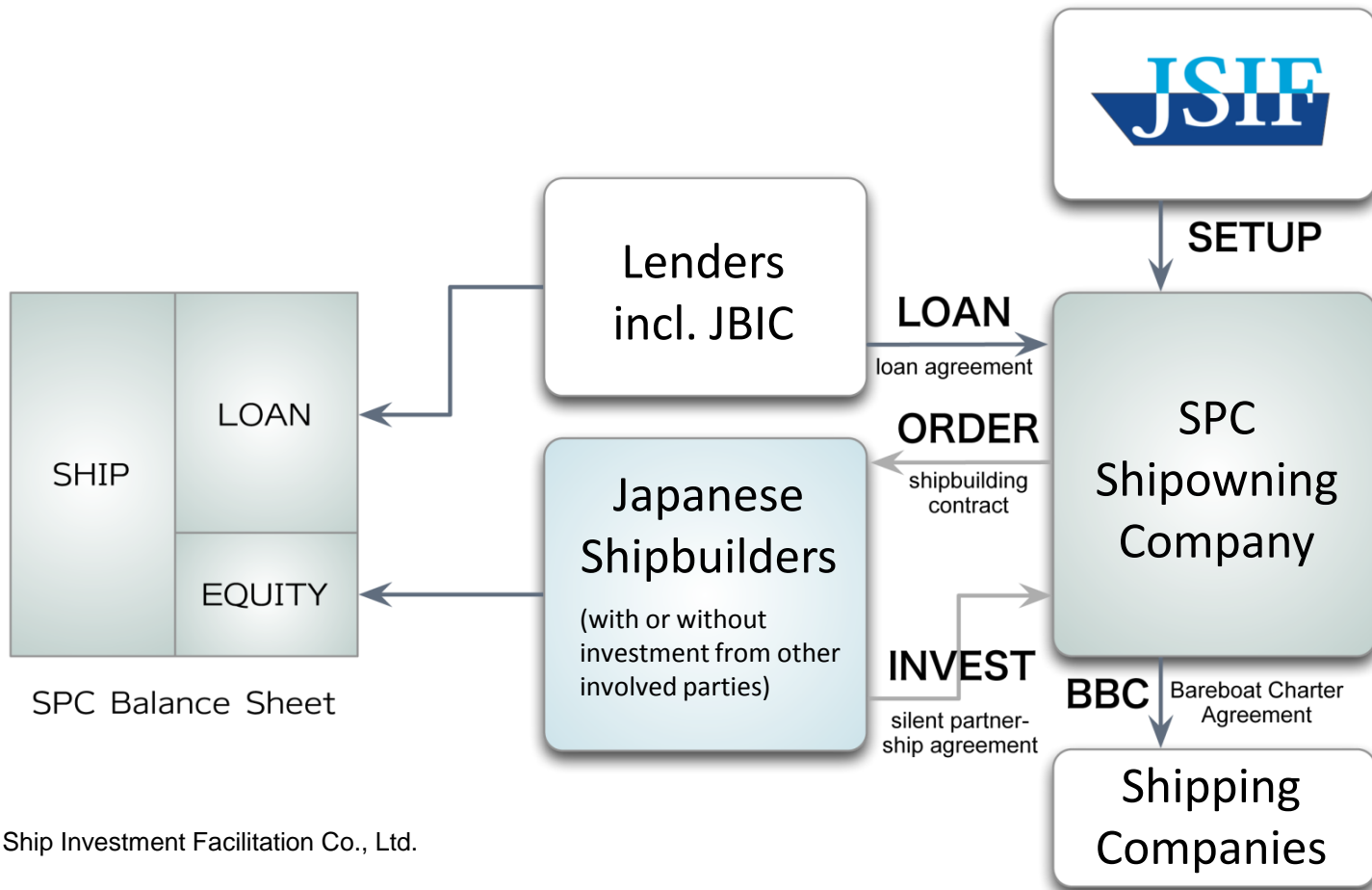
Establishment of JSIF

Japan Ship Investment Facilitation Co., Ltd. (JSIF)

<i>Establishment</i>	April 2012 Based on the recommendations of the “Ship Building Policy Working Group”
<i>Purpose</i>	To secure newbuilding orders under the stagnation of ship finance
<i>Shareholders</i>	Shipbuilders, Trading houses, Financial institutions etc. (No financial support from the Government)

JSIF scheme

JSIF scheme is a project-finance based where a shipping company is to bareboat charter a vessel owned by a special purpose company (SPC) set up by JSIF with investment from the shipbuilders and/or other involved parties.



Japan Ship Investment Facilitation Co., Ltd.

In closing

Demand for conventional vessels cannot be foreseen much for some time ahead...

Japanese shipbuilders...

NOT to compete in the field of low-price competition



**Development
of “eco ships”**

→ Replacement of inefficient fleet

Seek the expansion of orders for energy efficiency ships with JSIF scheme and JBIC finance.

Thank you.