

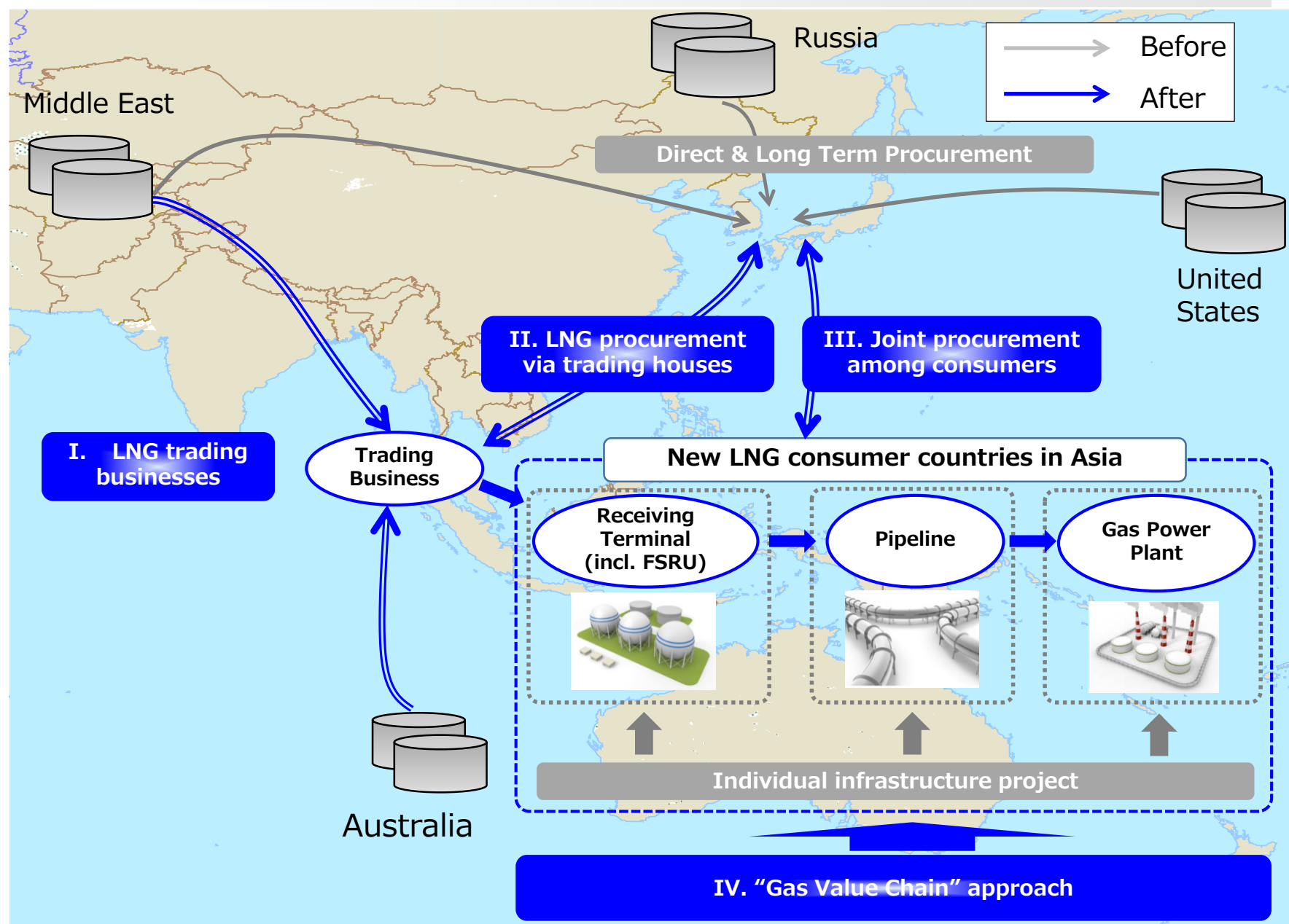
LNG Producer Consumer Conference 2017

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“L”, “N” and “G” are key areas to explore and expedite Asian LNG demand.

「L」 : Logistics

- LNG is a cost-intensive hydrocarbon. Logistics and infrastructure investment requires large CAPEX.

⇒ Along with supplementing commercial banks, JBIC will provide finance to gas-related projects including, but not limited to, LNG receiving terminals (incl, FSRU), pipelines and Gas power plants.

「N」 : New Entrants

- New entrants (especially new LNG and gas buyers) often require the assistance of intermediaries to enter into the LNG market efficiently.

⇒ Along with NEXI, other ECAs and MDBs, JBIC will collaborate with these entities to share the risk of the new entrants who are sovereign or state-owned entities.

(※) On October 1 2016, JBIC launched the **Special Operations** program, enabling JBIC to take further risks regarding overseas infrastructure projects with the aim of providing more support toward Japanese companies' overseas infrastructure businesses.

「G」 : Government Policy & Commitment

- A robust “Energy Mix Plan” in each country is necessary to promote investment from foreign countries.

⇒ Using historical relationships, JBIC will emphasize the importance of an “Energy Mix Plan”. This should be one of the biggest “demand creation” actions taken by the government and would likely work as a catalyst to attract investment from foreign countries.