

NEXI's Role in Business and Cooperation with Georgia

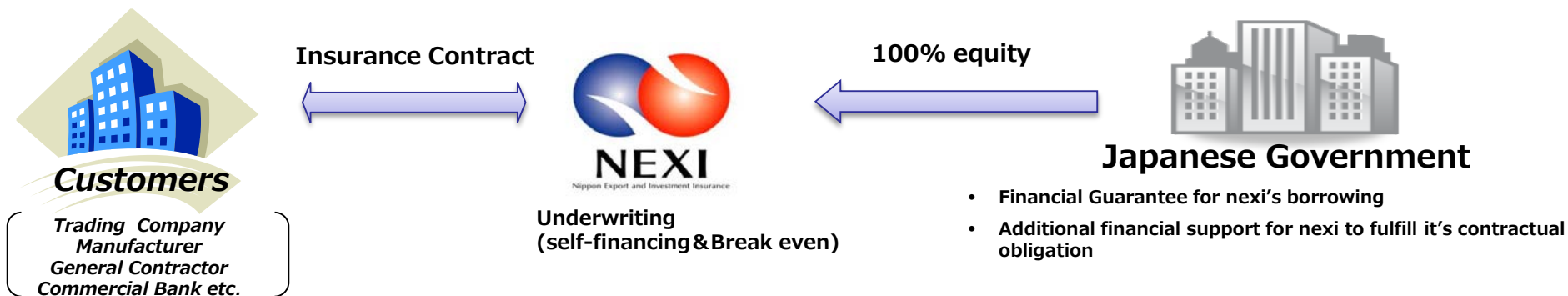


November 25 , 2019

1. Organization Summary

- ◆ Name: NEXI
- ◆ Structure: A joint-stock company, 100% owned by the Japanese Government
(The Minister of Economy, Trade and Industry is the competent minister)
- ◆ History
 - The Trade and Investment Insurance Act was enacted in March 1950.
 - Trade and investment insurance had been managed by
 - (i) the METI from 1950 to March 2001 and
 - (ii) former NEXI (as an Incorporated Administrative Agency) from April 2001 to March 2017.
 - (iii) New NEXI (as a joint-stock company) was established on April 1, 2017
- ◆ Head Office: Tokyo, Domestic Branch: Osaka
- ◆ Overseas Offices: Paris, New York and Singapore
- ◆ Number of Employees: 195(as of April 1, 2019)

<Assurance from the government>



- Trade & Investment Insurance covers following risks which accompany with export, investment and loan.

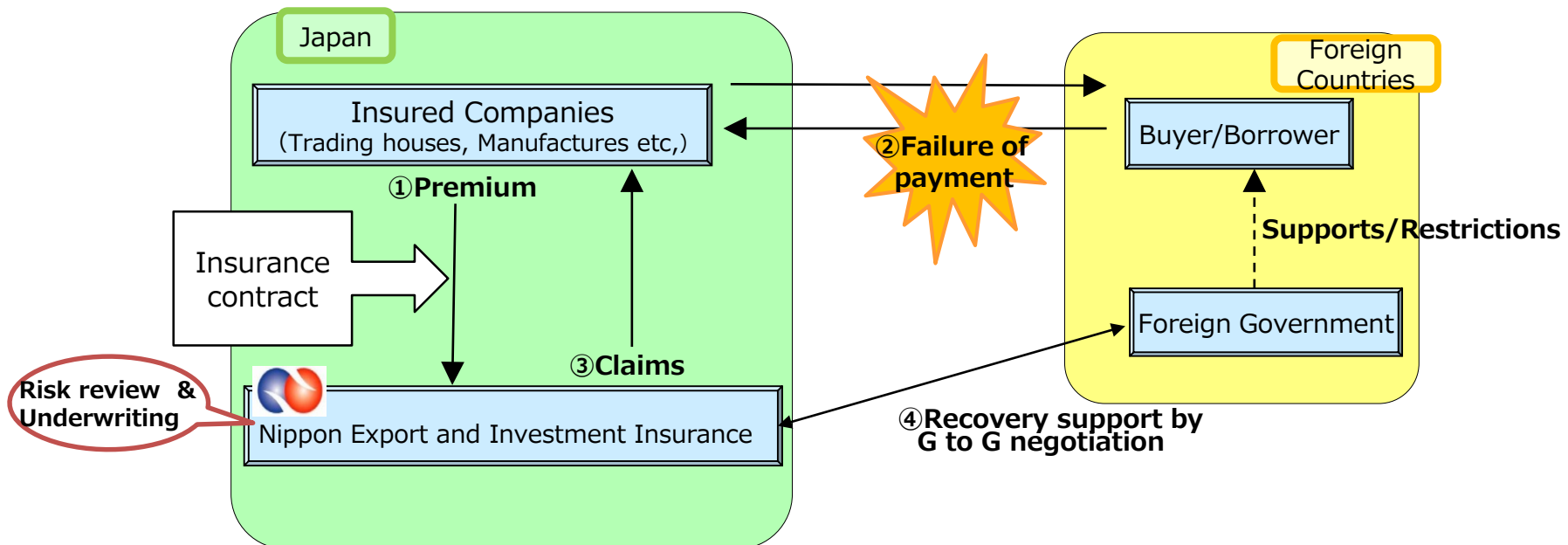
【Political Risks】

Exchange restriction / prohibition, import restriction / prohibition, War, revolution

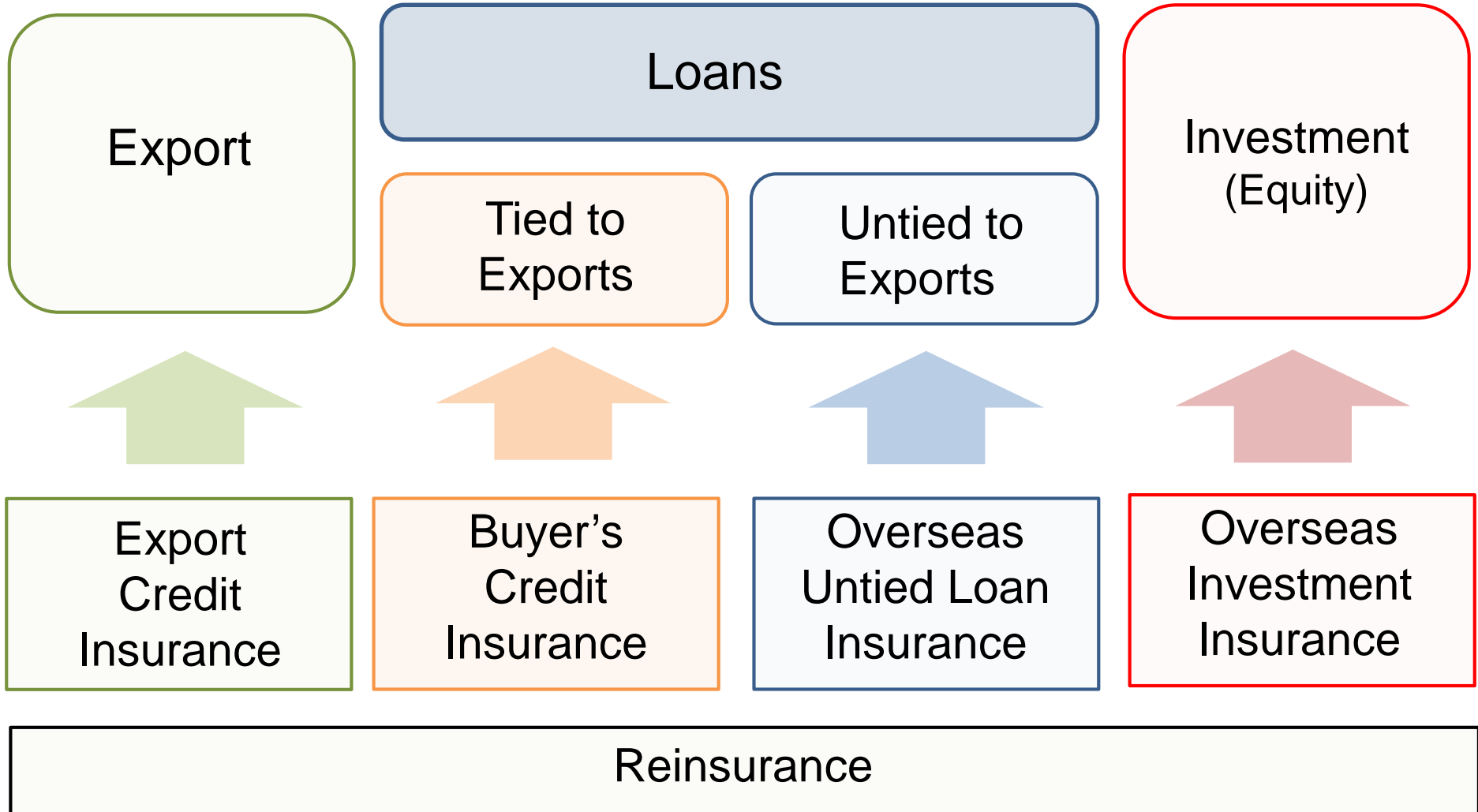
【Commercial Risks】

Bankruptcy of buyers/borrowers, Non-payment by buyers/borrowers

Framework of Trade & Investment Insurance

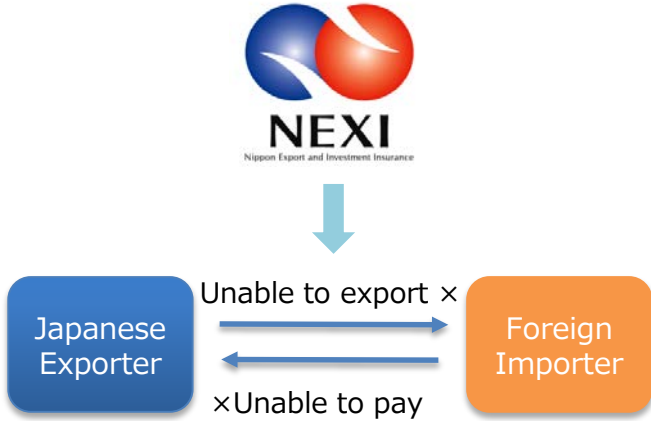


NEXI provides cover for all types of external activities as follows;

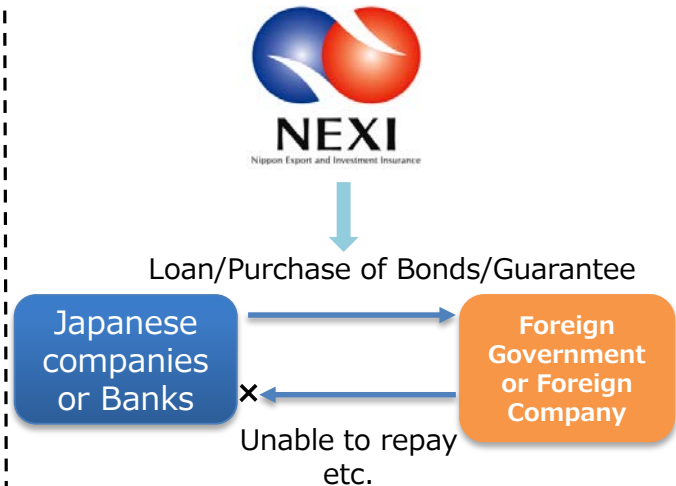
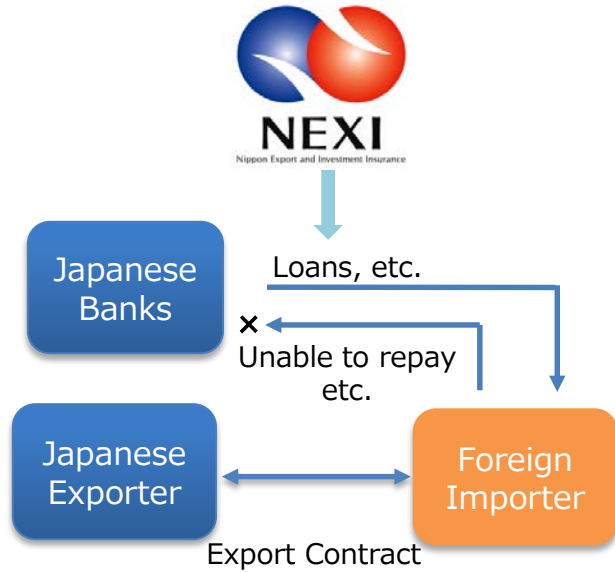


3. Insurance Products②

Export Credit Insurance

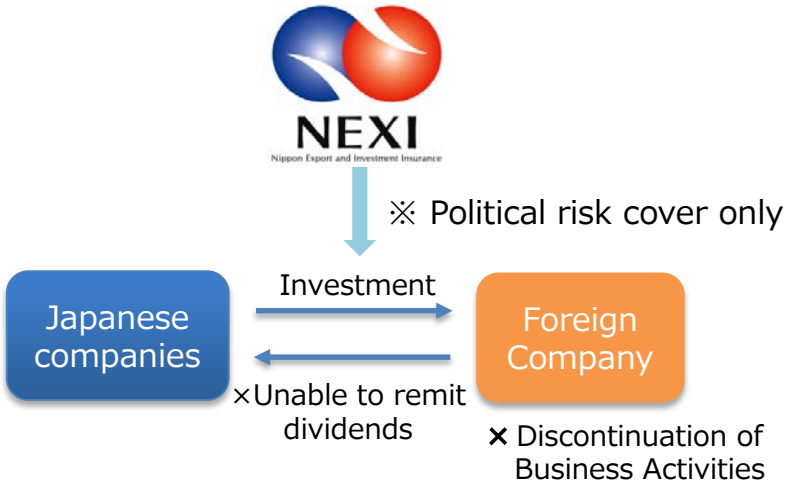


Loan Insurance



※ NEXI provides the insurance only to the projects which are consistent with Japanese policy, such as encouraging overseas investments and securing natural resources.

Overseas Investment Insurance

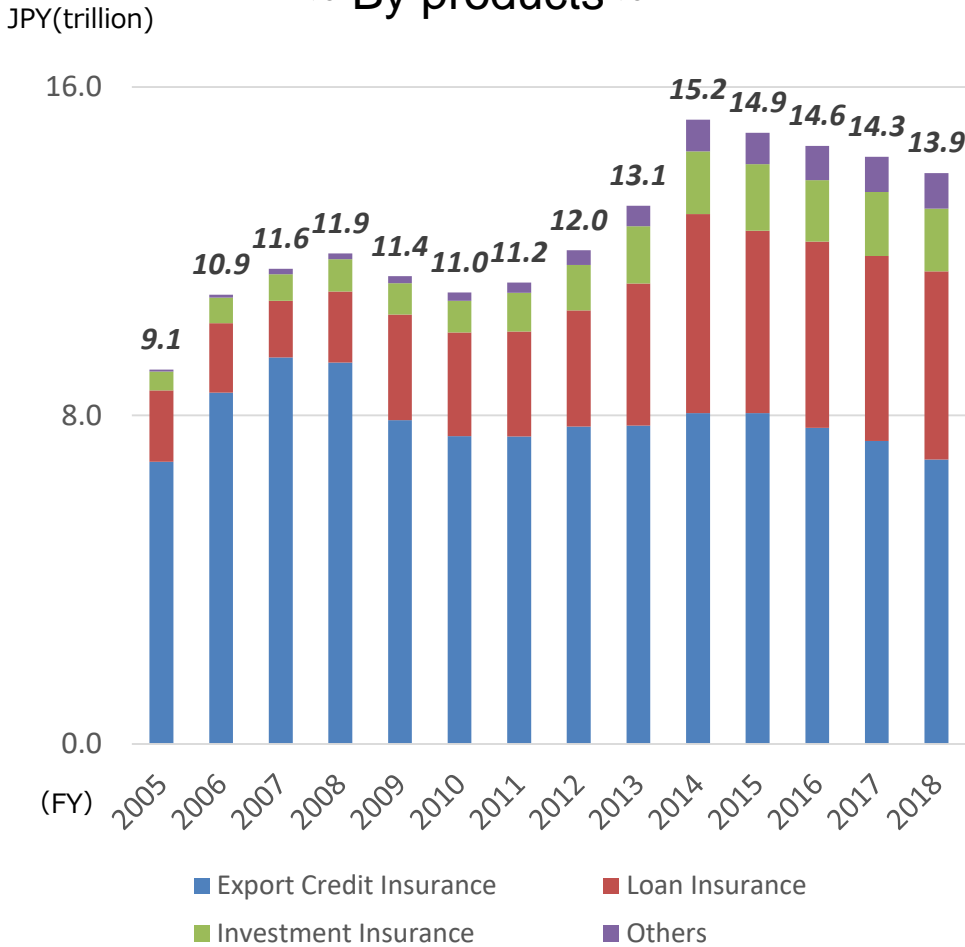


Buyer's Credit Insurance

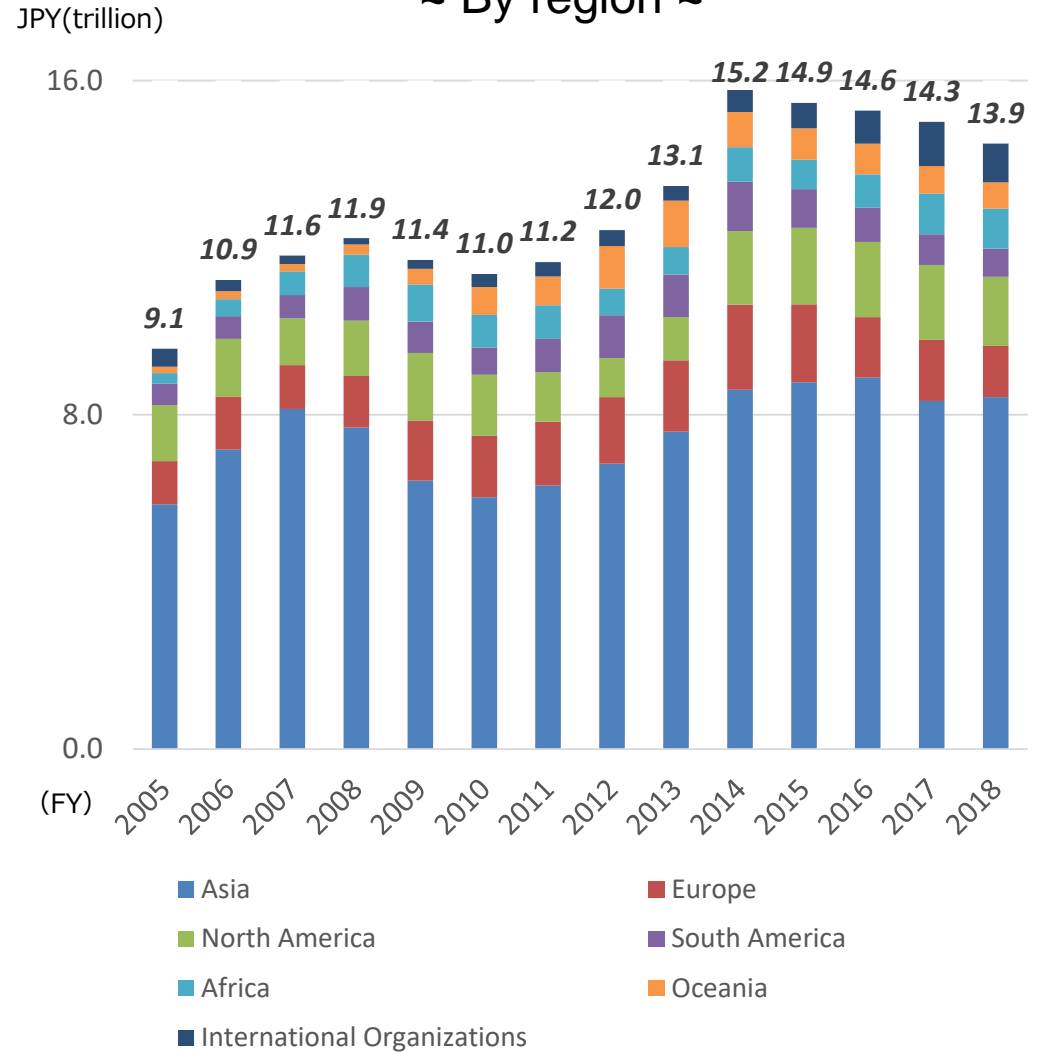
Overseas Untied Loan Insurance

4. Outstanding commitment

~ By products ~



~ By region ~



- By products, the ratio of loan insurance and investment insurance are increasing.
- By region, the ratio of underwriting for the Asia is increasing.

5. Major Projects around Georgia



Georgia · Azerbaijan · Turkey

BTC Oil Pipeline Project (2003)

Loan Insurance (USD120mil)



Russia

Sakhalin II Phase2 Project (2009)

Loan Insurance (USD1.4bil)



Turkey

Hospital PPP project(2017)

Loan Insurance(JPY65bil)

Investment Insurance(JPY33.4bil)



Saudi Arabia

Petrochemical Complex Expansion Project(2015)

Loan Insurance (USD20bil)



UAE

Hamriyah Gas-fired Combined-Cycle Power Plant Project

Loan Insurance (USD520mil)



Qatar

Barzan Onshore Project(2011)

Export Credit Insurance

Doha Metro Construction and Maintenance(2016)

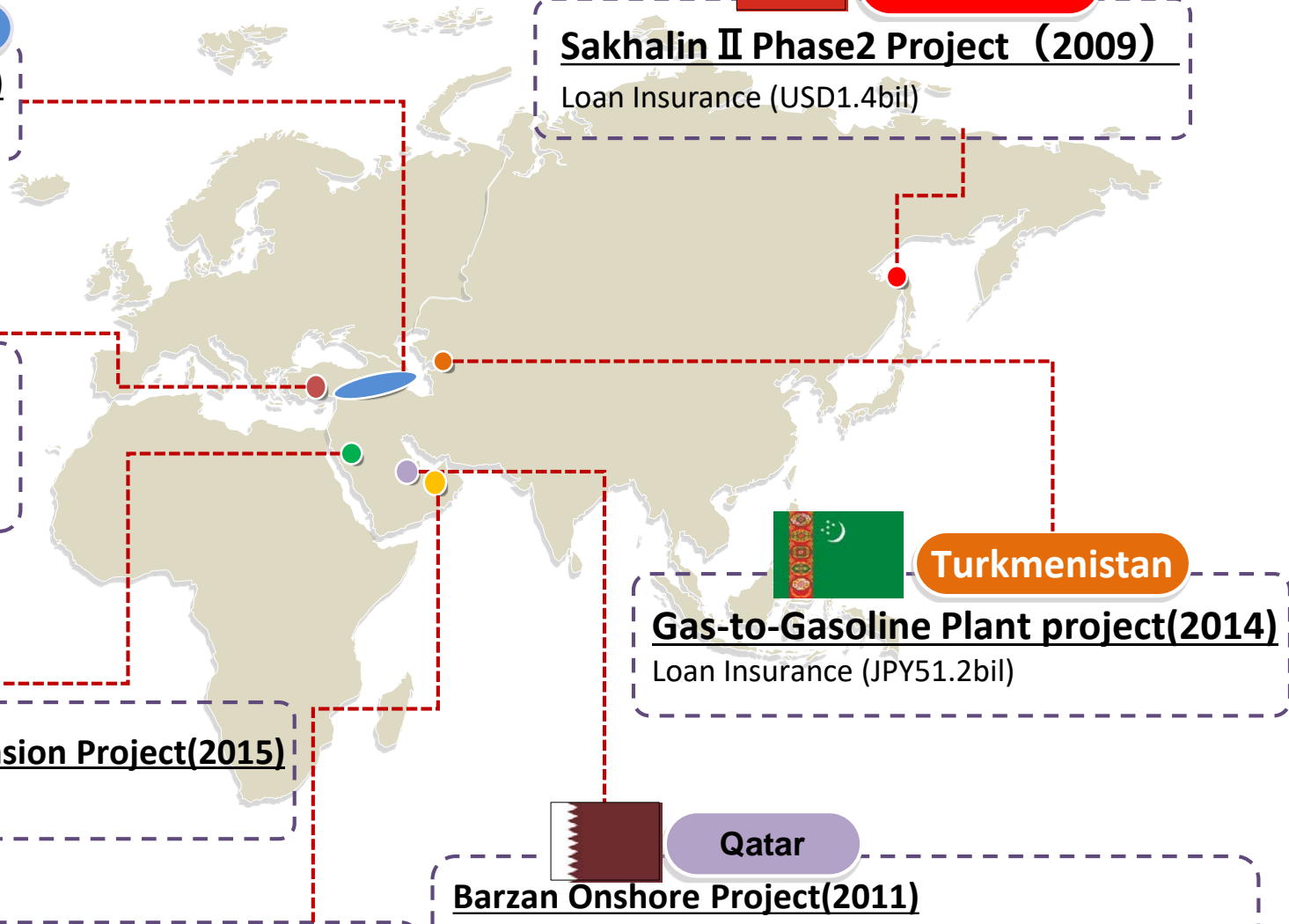
Export Credit Insurance



Turkmenistan

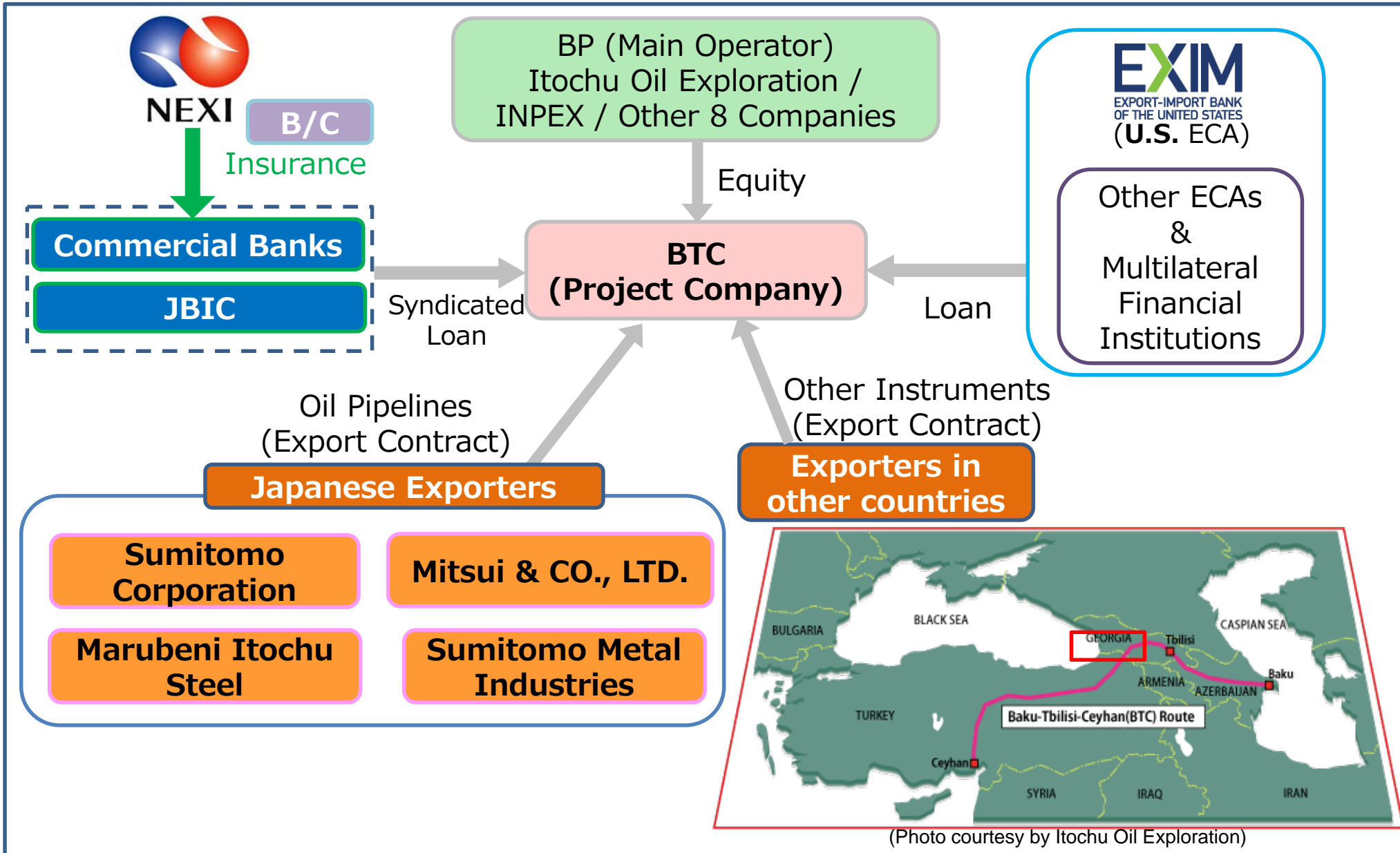
Gas-to-Gasoline Plant project(2014)

Loan Insurance (JPY51.2bil)



6.Cooperation between NEXI and Georgia

- Georgia•Azerbaijan•Turkey / Loan Insurance (B/C) for Oil Pipeline Project (2003)



- NEXI signed a memorandum of understanding (MOU) on cooperation with the Ministry of Economy and Sustainable Development of Georgia on March 15, 2019
- This MOU aims to increase bilateral exports and support Georgian and Japanese companies to enter their partner country's market.

Main items of the MOU

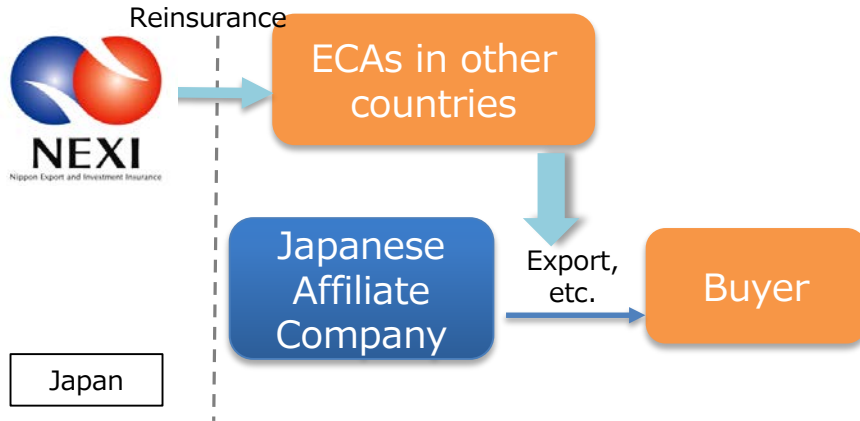
- Exchange of information on topics such as politics, economics and markets of Japan, Georgia and their neighboring countries
- Training of staff from NEXI and the Ministry of Economy and Sustainable Development of Georgia
- Exchange of views on trade insurance business



8. Cooperation in Third Countries①

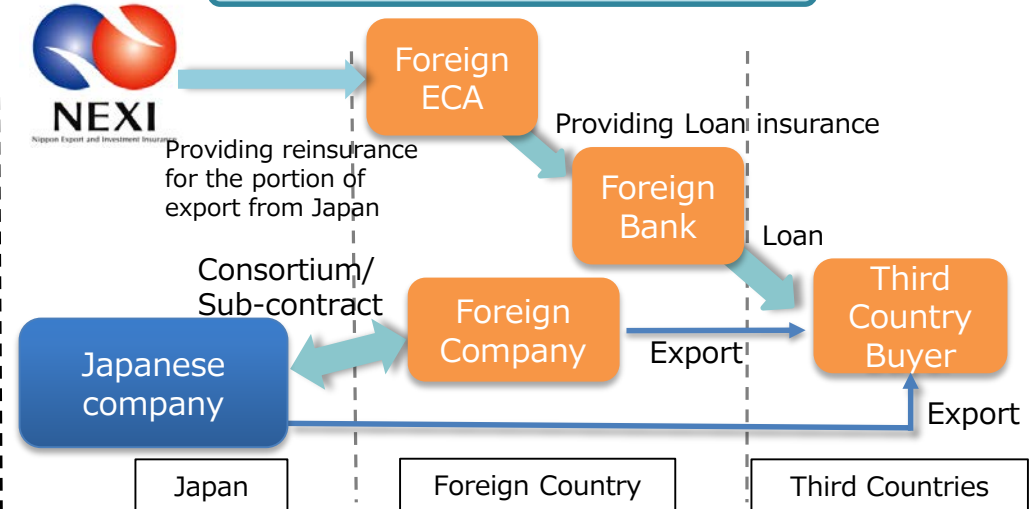
- NEXI has **reinsurance agreements** with 15 ECAs in the past 15 years.

Short Term Reinsurance



Signing year	Country/Region	Export Credit Agency
2006	Malaysia	MEXIM
2009	Indonesia	ASEI
2009	Thailand	THAI EXIMBANK
2010	Taiwan	TEBC
2012	Hong Kong	HKECIC
2012	Canada	EDC
2016	Russia	EXIAR

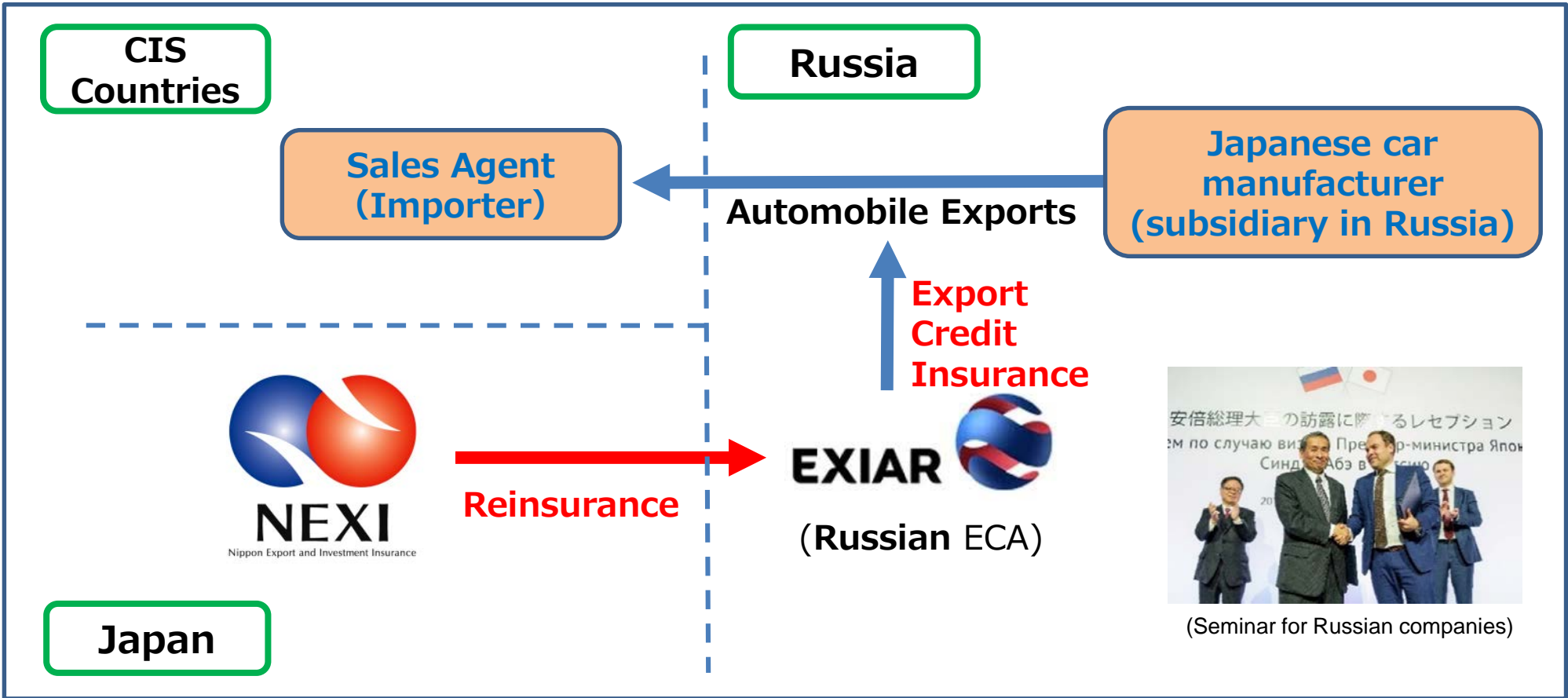
One-Stop-Shop Reinsurance



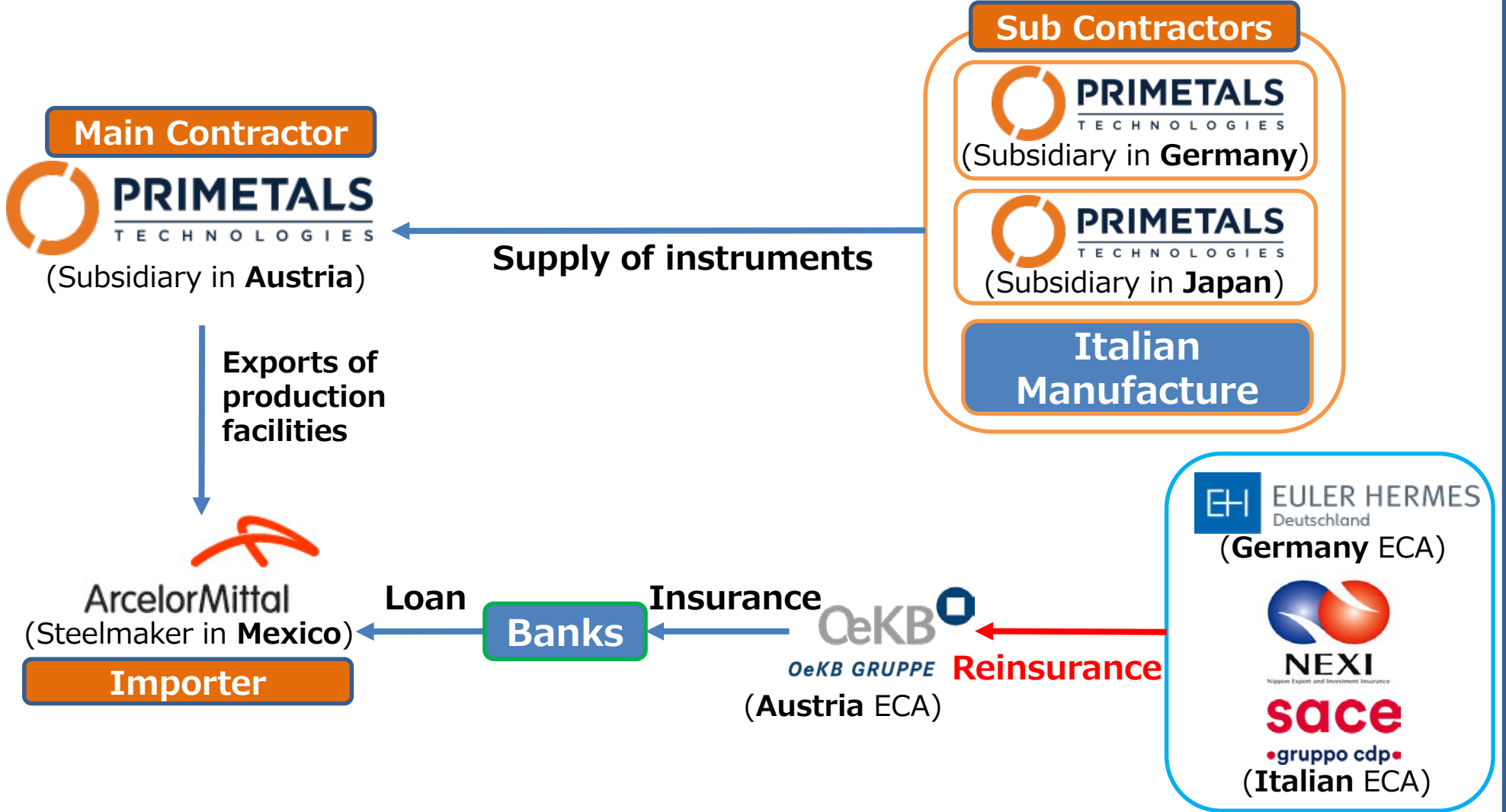
Signing year	Country/Region	Export Credit Agency
2005	Australia	EFA
2005	Spain	CESCE
2007	Switzerland	SERV
2011	Korea	K-sure
2016	France	Bpifrance
2017	Czech	EGAP
2017	UK	UKEF
2018	Canada	EDC
2019	Thailand	THAI EXIMBANK

Short Term Reinsurance

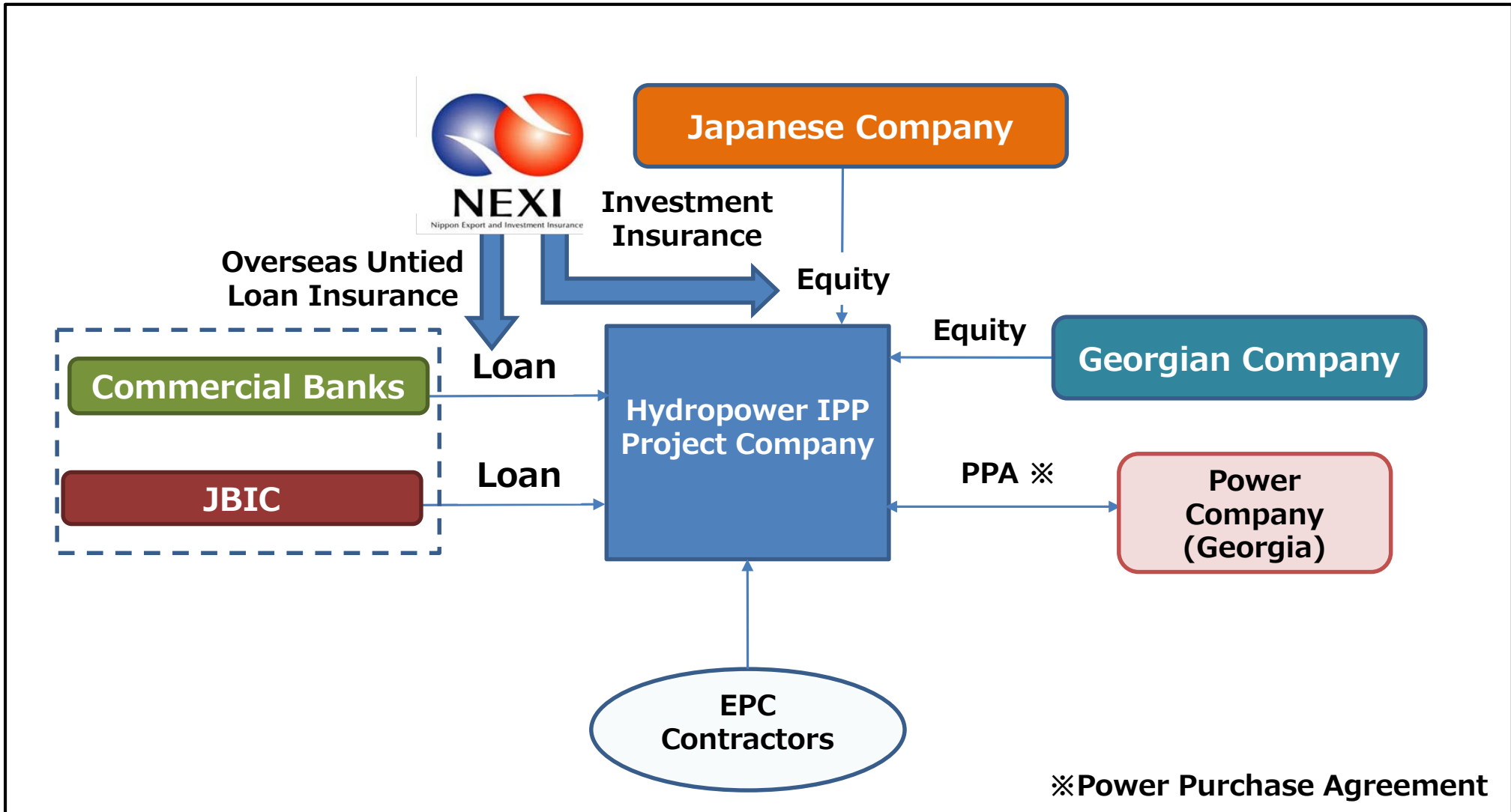
- **Russia / Reinsurance for export by overseas subsidiaries of Japanese companies (2016)**



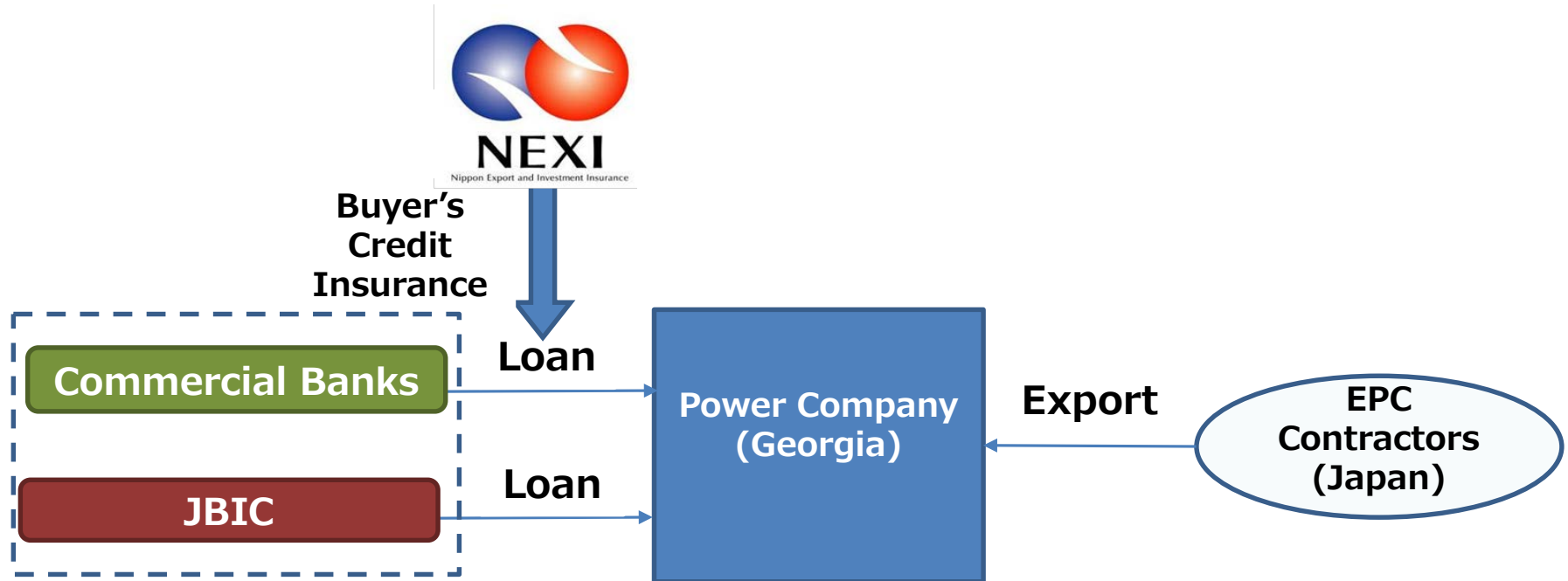
One-Stop-Shop Reinsurance



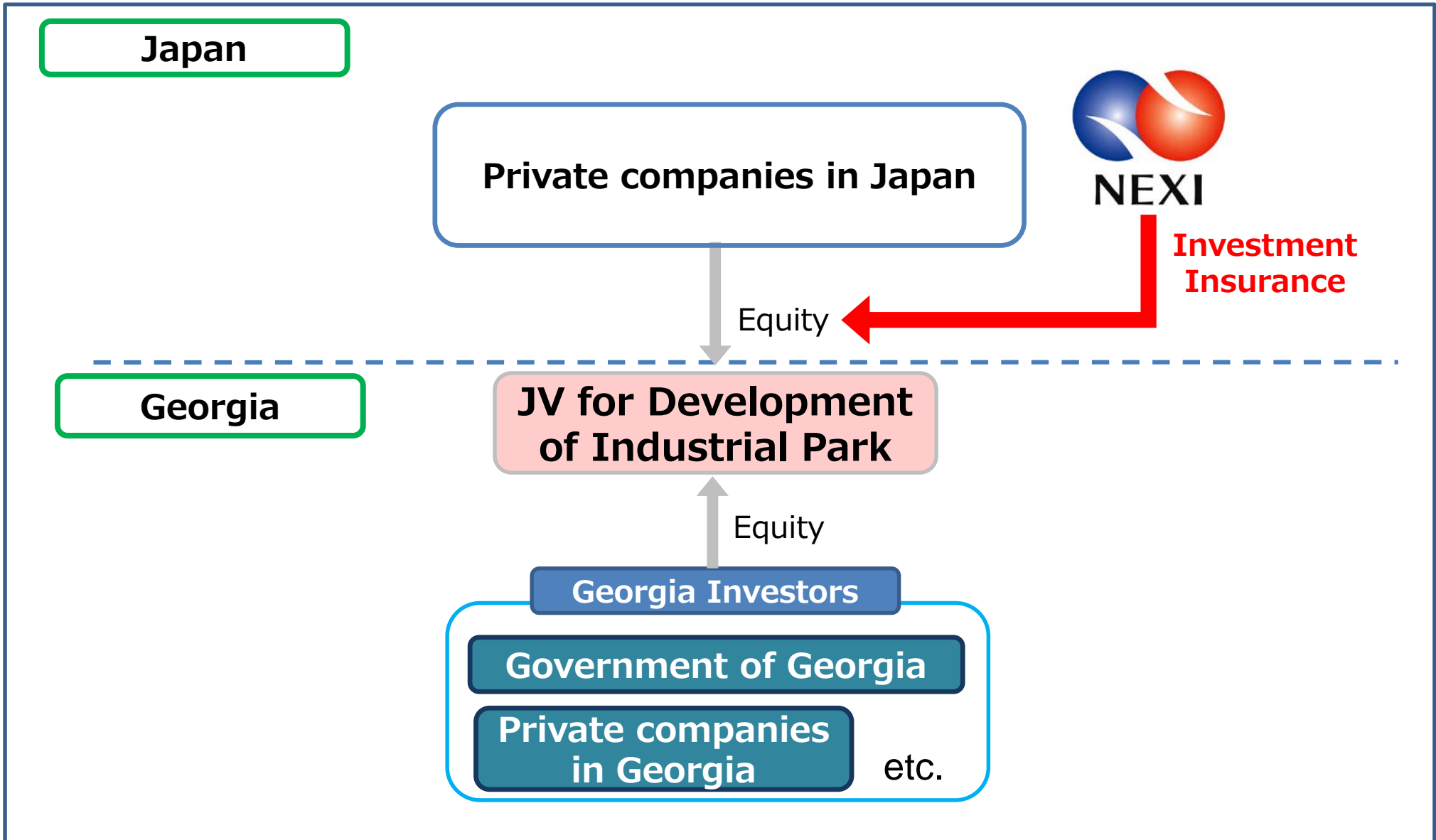
- Example scheme for Hydropower IPP Project



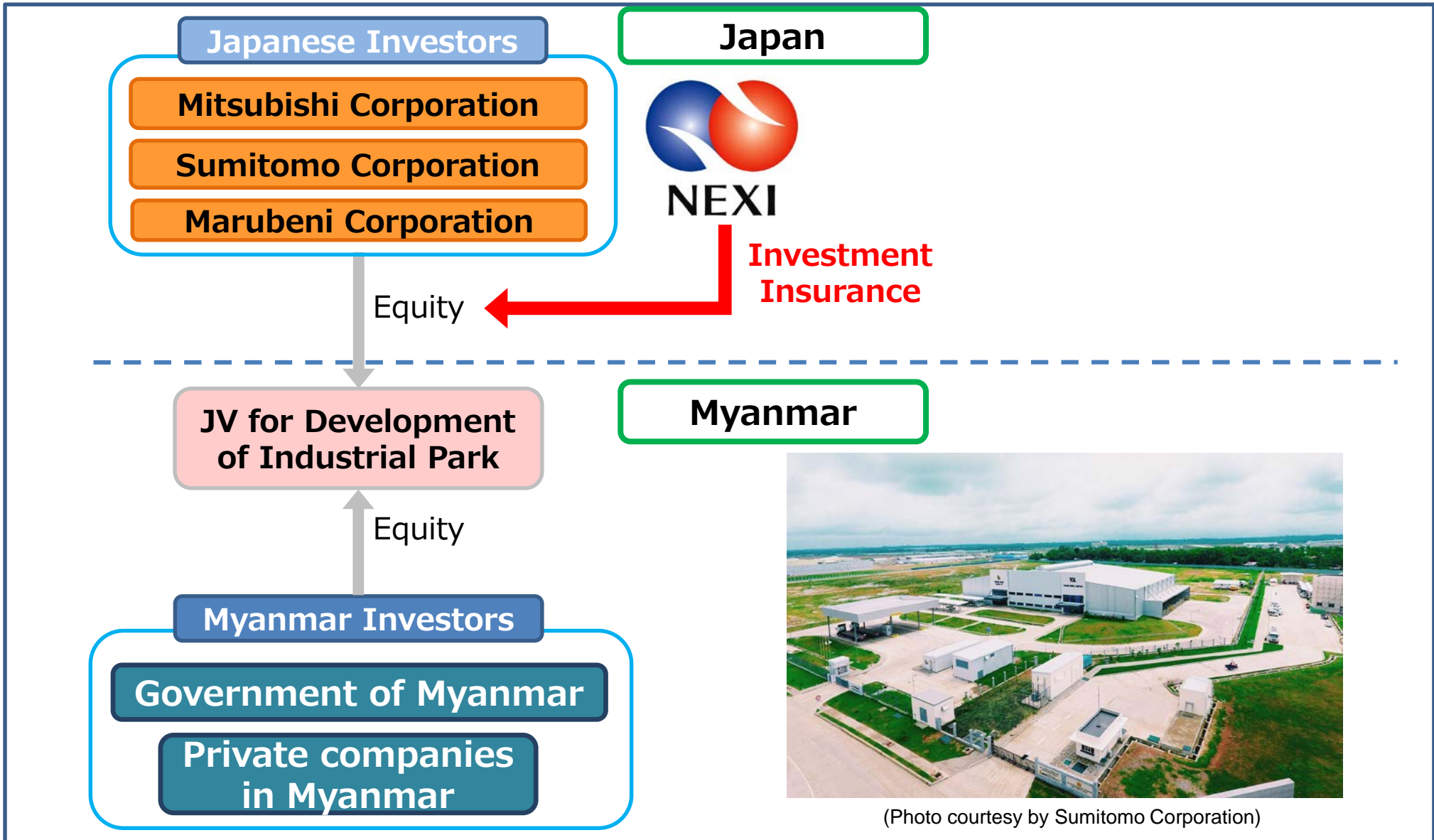
- Example scheme for Buyer's Credit Insurance



- Example scheme of Development of Industrial Park



● Myanmar / Investment Insurance for Development of Industrial Park (2015)



(Photo courtesy by Sumitomo Corporation)



Reinsurance from Private Insurance companies

- The Cabinet Ordinance for Partial Revision of the Enforcement Ordinance of the Trade Insurance Law came into effect as from July 12, 2019, aiming to extensively support the overseas expansion of Japanese small and medium enterprises (SMEs).

