

Finance Department
Finance Bureau, City of Kawasaki

City of Kawasaki

Investor Presentation, September 2016



Ikuta Ryokuchi:
Full of natural greenery



Kawasaki Fujiko F. Fujio Museum



Kawasaki Daishi
(Heiken-ji Temple)



A Coastal Area adjacent to
Haneda International Airport



Musashi Kosugi District:
A region lined by high-rise
condominiums/apartment buildings



A fantastic
Factory Night Landscape



KAWASAKI CITY

- Located in the middle of the greater Tokyo metropolitan area, convenient access, favorable living environment 【P.4】
 - High population growth rate
 - Largest working-age population among ordinance-designated cities
- City of business opportunities with global firms, cutting edge R&D organizations, enriching manufacturing expertise 【P.5,6】
- City contributes to international society with environmental technology that helped overcome pollution 【P.7】
- Maintains favorable financials, backed by stable tax revenue and progress in administrative/fiscal reform 【P.10,11】
- Kawasaki City bonds redemption well controlled thanks to disciplined fiscal management/bond issuance 【P.13】
- Ordinance-designated city with much discretion in political/fiscal policies granted since 1972 (the number of ordinance-designated cities is 20 at this juncture)



On July 1, 1924 Kawasaki City was founded with a population of 48,000.

Looking back at the history of Kawasaki, it is important to consider what makes Kawasaki such a unique and vibrant city.

While Kawasaki has faced unprecedented hardships, including the Great Kanto Earthquake and WWII, the city overcame destruction and devastation to rebuild and reestablish itself as a leading industrial base enabling Japan to ultimately become a major industrial nation. At the same time, however, such fast-paced economic growth gave rise to serious pollution issues.

In response, the citizens and local government of Kawasaki, bravely rose to meet these new challenges. As a result, Kawasaki today has reemerged to become a global model as a city in harmony with the environment.

The historic challenges this city has faced have honed Kawasaki into a “city of strength” founded on Kawasaki’s “spirit of challenge.” Our city is known for its role in leading Japan into the future by always taking on new challenges, turning difficulties into opportunities and transforming crisis into the means to achieve growth. I believe that is what makes Kawasaki unique---the very genetic code we have inherited from the generations before us.

At this juncture, in celebrating 90th anniversary of Kawasaki City, I proclaimed a future vision for Kawasaki based on a harmonious balance between “creating a community of stability” to support the lives of Kawasaki citizens and “creating an industrially vibrant city” to achieve sustainable growth.

In aiming to realize this vision, Kawasaki will strive to make a difference in the world as we continue to lead Japan and realize a sustainable society by our commitment to continue to do what we have done time and time again---make the impossible possible---serving as the light of hope for Japan via our “spirit of challenge.”

Furthermore, in the run up to our next major milestone---Kawasaki’s 100th anniversary---I look forward to working with all of you as we strive to make “Most Successful and Happiest City, Kawasaki,” a city which is the pride and joy of all citizens.

I look forward to your continued warm-hearted support and dedicated cooperation.

Norihiko Fukuda
Mayor of Kawasaki

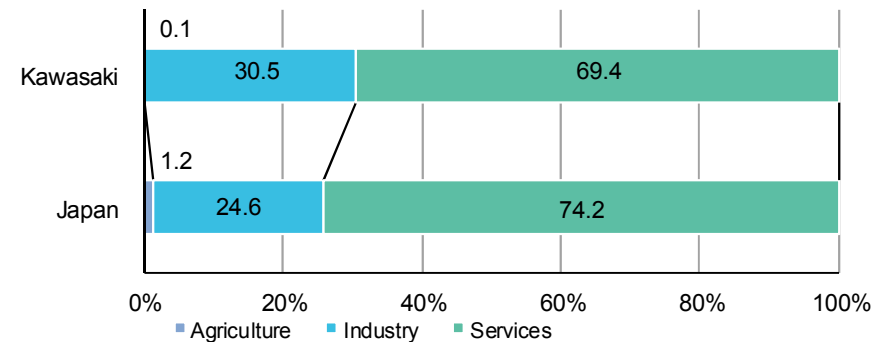
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I . Overview of Kawasaki

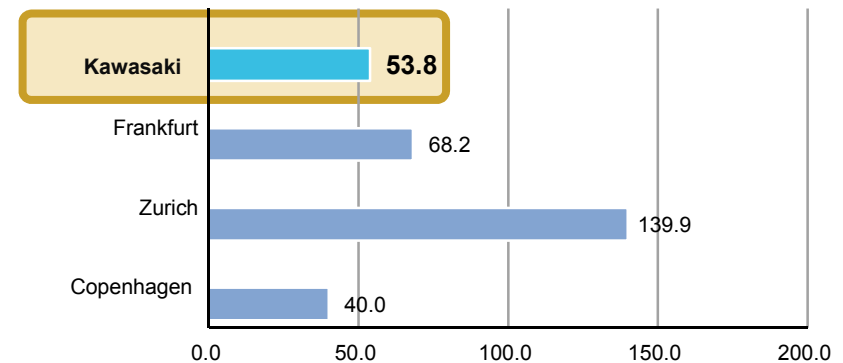
	Kawasaki	Japan
Population	1,487,583 (07/01/2016)	126,990,000 (07/01/2016)
Population growth rate	4.0% (2011→2016)	△0.6% (2011→2016)
Working-age population	983,908 (68.0%) (10/01/2014)	77,840,000 (61.3%) (10/01/2014)
Area	144.35 km ²	377,929.99 km ²
GDP	53.8billion dollars (5.5trillion yen) (FY2013)	4.7trillion dollars (482trillion yen) (FY2013)
Major industries	Manufacturing (steel, electronics, telecommunications, precision machinery, petrochemical), information and service	
Developing industries	New manufacturing technologies, information and telecommunications, environment, welfare and life sciences, life culture	
Foreign residents	33,577 (2.3%) (03/31/2016)	2,232,189 (1.8%) (12/31/2015)

GDP breakdown by component



Nominal GDP

(billion dollars)



※ FY2013
Frankfurt, Copenhagen (Eurostat)
Zurich (Swiss Statistics)



1. Convenient access



Lots of railways and roads

- 90 minutes to Narita Airport, 14 minutes to Haneda Airport
- 19 minutes to Tokyo, 8 minutes to Yokohama

Extension and internationalization of Haneda Airport (from 10/21/2010)

- Increase of capacity (1.4 times larger than now)
- Expansion of close-range Asian business air routes
- Service to European major cities by 24-hour operation
- Expansion of international freight
- Plan for KING SKYFRONT
(building a site for life innovation and environmental innovation which can make contribution to the world, Keihin Coastal Area Life innovation, designated as the International Strategic Comprehensive Special Zones)

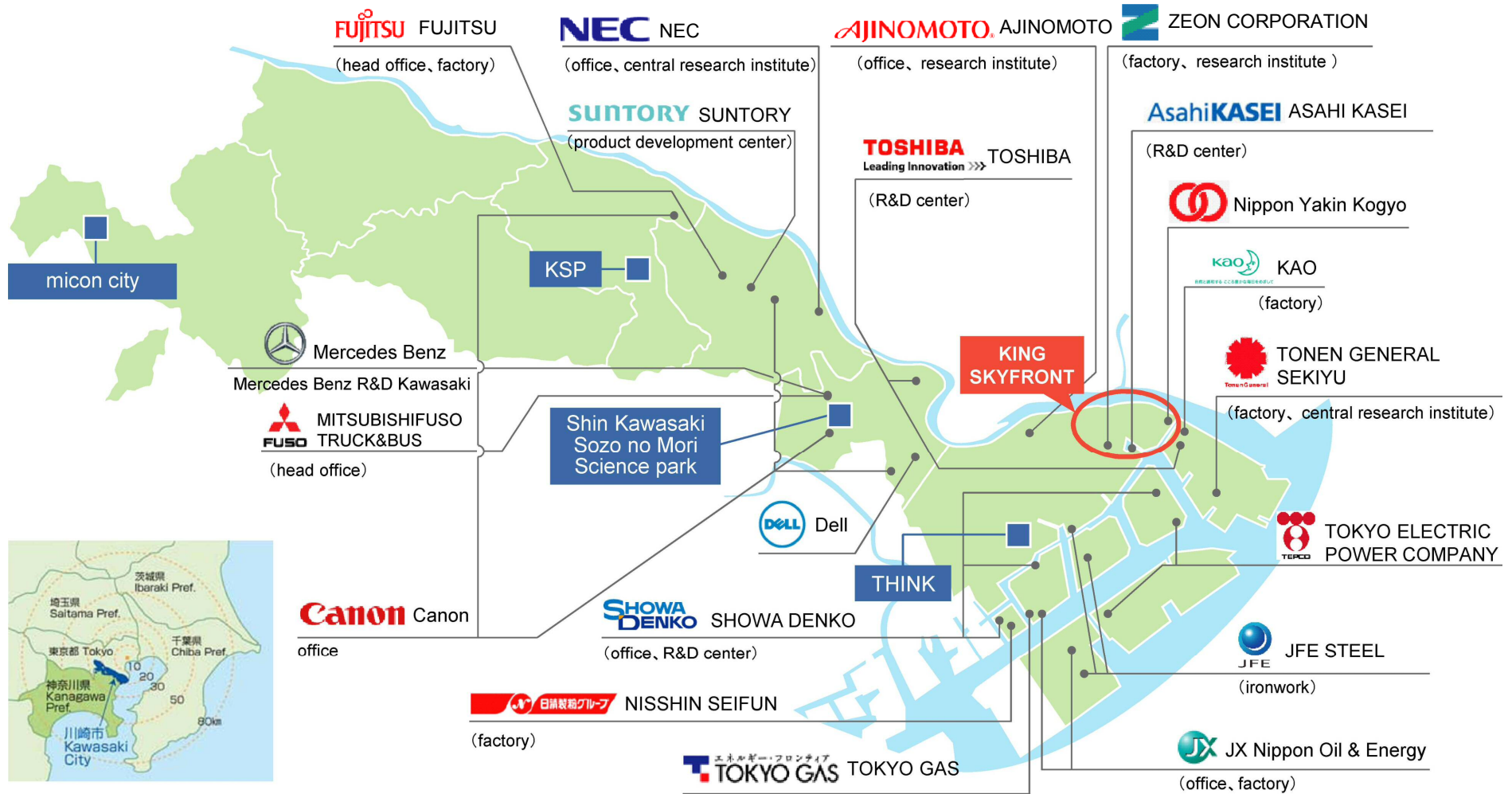
Kawasaki ↔ Narita 90min
Kawasaki ↔ Haneda 14min

The top part of the complex block features a map of the Tokyo-Kawasaki region. Labels include Tokyo, Narita Airport, Haneda Airport, Kawasaki Port, and Kawasaki. A red arrow points from the map to a small inset image of a port facility. Below the map is an aerial view of the same area, with labels for Haneda Airport, KING SKYFRONT, Tokyo, and Kawasaki. A yellow outline on the aerial view highlights the area around Haneda Airport and Kawasaki.



2. Top city for “industry and R&D”

Global companies and major R&D institutions



Science park and R&D industrial housing

3. Life innovation

KAWASAKI CITY

- To promote the realization of new industries through leading edge R&D in the life science and environmental industries, an international R&D zone is being formulated on the opposing shore of Haneda Airport. <KING SKYFRONT>
- Upgrading local manufacturing companies' base technologies, improving research and development capabilities, as well as promoting the collaboration between industries. <Shin-Kawasaki Sozo no Mori Science Park>




“Science”
August 2, 2013

Shin-Kawasaki Sozo no Mori Science Park


Global Nano Micro Technology Business Incubation Center (NANOBIIC)

- Establishment of a large-scale clean room where a course of the procedure within the Nano Micro Field, of “Processing ~ Prototype ~ Measurement ~ Evaluation” can be conducted.
- A Nano Micro Fabrication Consortium of 4 Universities (Keio University, Waseda University, Tokyo Institute of Technology, the University of Tokyo) as well as a joint research project between the Tokyo University and IBM Japan are operating within the facility.




Research and development as well as the industrialization within the life science and environmental industries, based on Nano Micro technology

Life Science Industry
Dosage directly into the tumor cell



Environmental/ Energy Industry
Double the energy efficiency of photovoltaic cells



KING SKYFRONT

Key facilities


- **Central Institute for Experimental Animals, Regenerative Medicines & New Drug Development Center**
- Innovation Center of Nanomedicine (ICONM) (began operation in April 2015)
- Kawasaki Life Science & Environmental Research Center (LiSE)
- Johnson & Johnson K.K. Kawasaki Science Center (began operation in August 2014)
- National Institute of Health Sciences (construction to be completed in FY2016)

Keihin Coastal Area Life Innovation, designated as the International Strategic Comprehensive Special Zones


- Designated in December 2011
- Aiming for the realization of health related industries and innovative medicines/medical devices through development and production in regenerative medicines, cancer/lifestyle diseases, public sanitation/preventative medicine, etc.

Central Institute for Experimental Animals, Regenerative Medicines & New Drug Development Center

- The realization of state-of-the-art regenerative medical treatments utilizing iPS stem cells including the healing of spinal cord injuries and Alzheimer’s disease treatment



**NOG mouse/
humanized mouse**

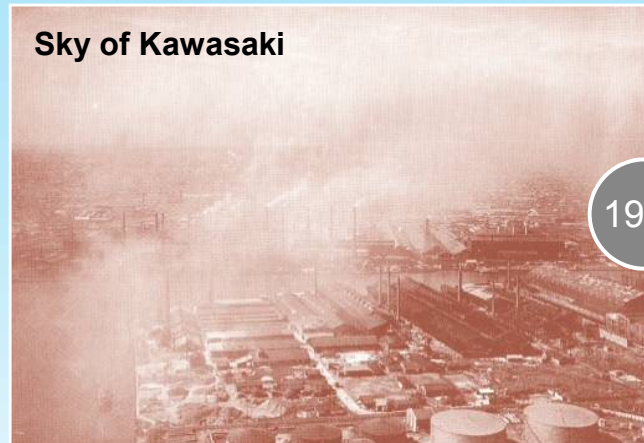


“nature”
May 28, 2009

**Common
marmoset**

4. Environmental innovation

Promote virtuous cycle for environment and economy, achieve globally sustainable society



Sky of Kawasaki

The city was covered by smoke emitted from factories along the sea.



Significant improvement by measures taken together by firms, citizens and the administration

- Air Pollution Control Agreement
- Pollution Control Ordinance
- Established of Pollution Monitoring Center and the Research Institute for Environmental Protection



Sky of Kawasaki

Air condition has been improved by various measures.



Mega Solor

Built one of the largest mega-solar power plants in waterfront areas in collaboration with private company (began operation in 2011)
 • Capacity 20,000kw (cover 5,900 households needs)



Kawasaki International Eco-Tech Fair 2016

- International business-matching opportunity
- Next exhibition will be held in February 2017
- 148 groups, 215 booths, 15,000 participants (250 foreign participants from 35 countries/regions)



RPET REFINEMENT TECHNOLOGY Co.,Ltd

Recycling factory producing resin for pet bottles by using old pet bottles



Implement of Smart City Strategy

In order to realize a sustainable society, Kawasaki City carries on Smart Strategy which lead to a low carbon emission with efficient use of energy, improvement of safety in case of emergency, also efficiency and quality of life.



5. Famous city for "art and culture"

Fujiko F. Fujio Museum



Fujiko F. Fujio Museum, Kawasaki



©Fujiko-Pro

- Opened September 3, 2011
- Visitor count surpassed 2 million in October 2015
- Various initiatives emanating from Kawasaki's new cultural focal points
 - ◆ Ticket sales launched in 9 countries
 - ◆ Hosting various seasonal events
 - ◆ Manga character monuments, signs, shuttle busses, etc.
 - ◆ Distribution of "Maps of Local Area Surrounding Museum" to visitors
 - ◆ Special guest tickets for citizens to commemorate Kawasaki's anniversary (Invited 2,000 citizens on July 1)



Kawasaki, the City of Music



MUZA KAWASAKI SYMPHONY HALL



Wiener Philharmoniker (Sep. 2014)

Miraculous one week to enjoy the world's top three orchestras (November 2013)

- Wiener Philharmoniker
- Royal Concertgebouw Orchestra
- Berliner Philharmoniker



Montreux Jazz Festival, one of three major international jazz festivals, is held in Kawasaki (for the 5th time) in Nov. 2014.



On-site filming

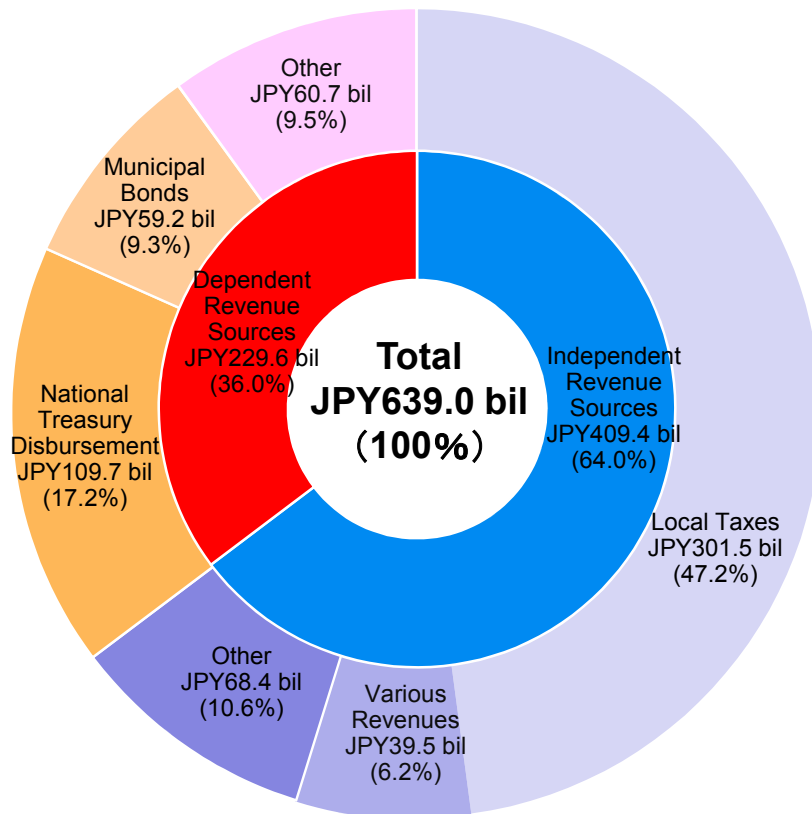
With its unique, long narrow terrain bordering the Tama River (offering a variety of diverse settings) and proximity to central metro areas, Kawasaki has become an ideal location for filming movies, such as "Space Brothers," "Rinjo" and TV dramas, such as "Doctor X" and "Case Closed."

Kawasaki, City of Cinema

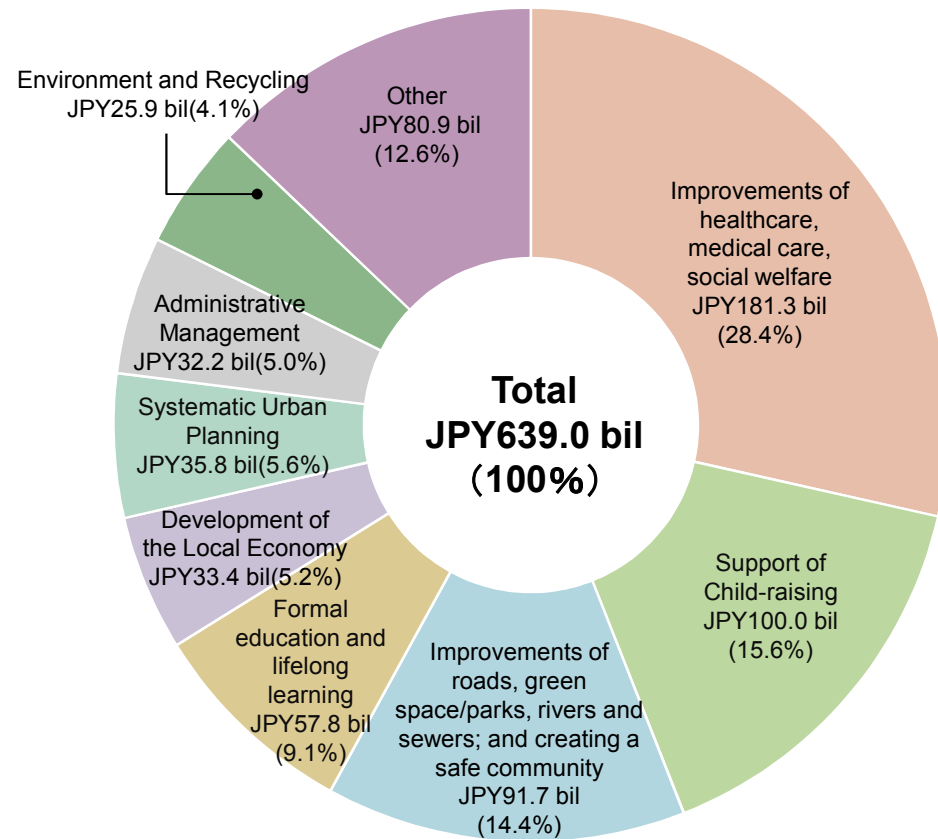
III. Financial Position of Kawasaki

Budget for the 2016 Fiscal Year

Revenues



Expenditures



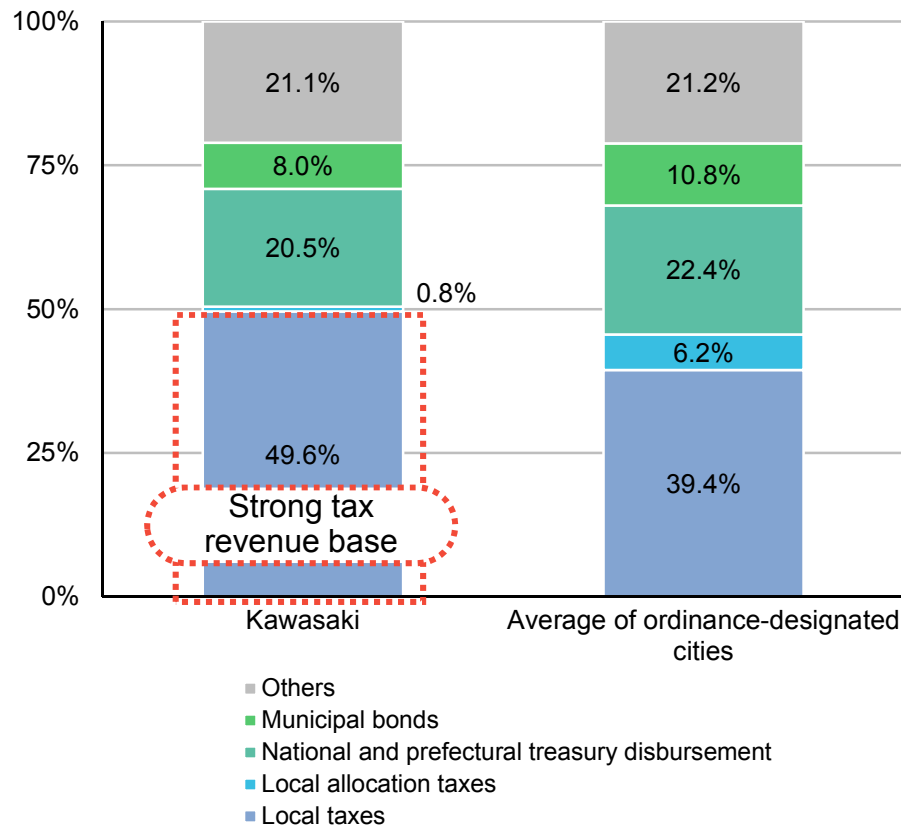
JPY639.0 bil = USD6.193 bil

1 USD = JPY103.18(as of August 31, 2016)

III. Financial Position of Kawasaki

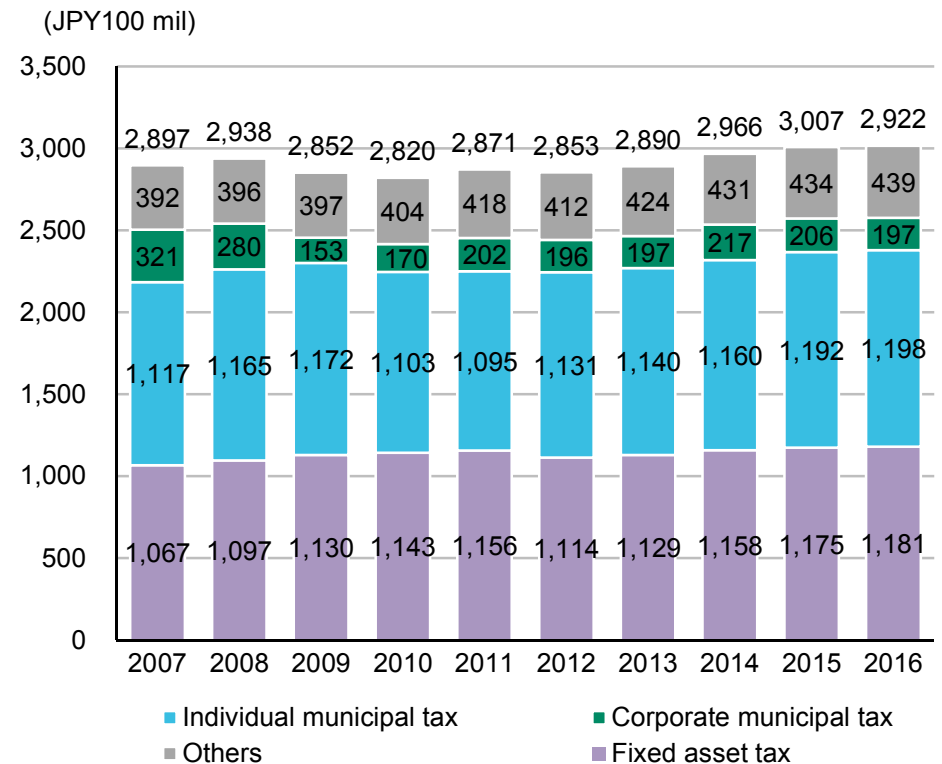
Revenue structure (general account)

Higher percentage of local taxes in Revenue



Analysis of Tax Revenue Structure

State of local taxes revenue



*Initial budget (FY2016)

*Comparison of designated cities based on the settlement of accounts (FY2015)

III. Financial Position of Kawasaki

Steady Efforts in Financial and Administrative Reform

Accomplishments (FY2004 – FY2013)

Proceeded with the financial and administrative reform through private sector initiative, review of subsidies and decline in staff members

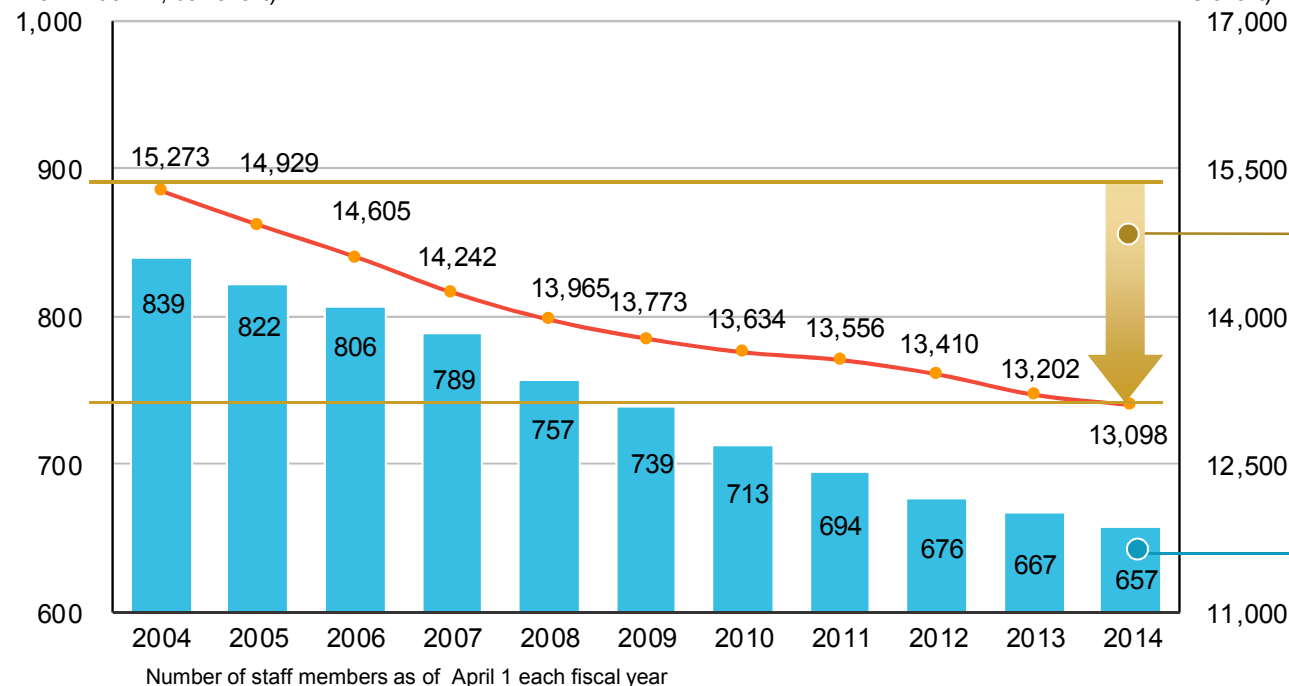
Reform Programs related to financial and administrative operations (FY2014 – FY2015)

- Secure benefits of 5.4 billion yen in FY2016 budget
- Financial and administrative reform programs (FY2016 – FY2019)
- Promote the public service “quality reform”

Changes in the number of staff members and compensation for staff

(Compensation for Staff in JPY100 mil; bar chart)

(Number of Staff Members; line chart)



Number of Staff Members
Down 14.2% or 2,175 employees vs. FY2004

Compensation for Staff
Down 21.7% or JPY 18.2 billion vs. FY2004

IV. Kawasaki City Bonds

FY2016 Kawasaki City Bonds Issue Plan

- Of 148.3 billion yen of all accounts, private funds are 132.6 billion yen (89.4%)
- The amount of public offering bonds is 93 billion yen (62.7%), of which the amount of Kawasaki individual bonds is 73 billion yen (49.2%)

(JPY bil)

Category			Term (year)	Sum	2016								2017			Spot	TBD	
					4	5	6	7	8	9	10	11	12	1	2			3
Public offering bonds	Individual public offering bonds	Nationwide market	5	21	7			7			7							
		public offering	10	8								8						
		municipal bonds	Super long		30													30
			Flex (mid to long term)		14													14
	Joint municipal bond	10	20		5	5		4			3			3				
Total				93														

Use of Kawasaki City Bonds



Build bridges



Redevelop station piazzas



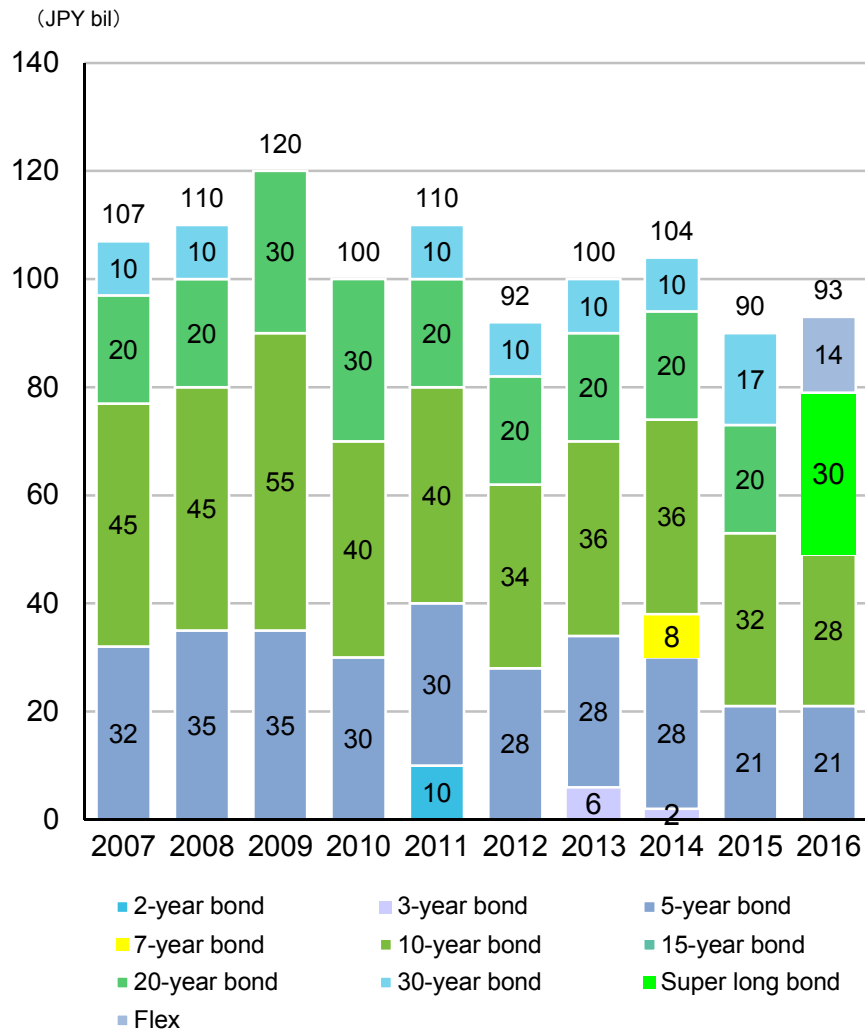
Renovate hospitals



Purchase hook and ladder trucks

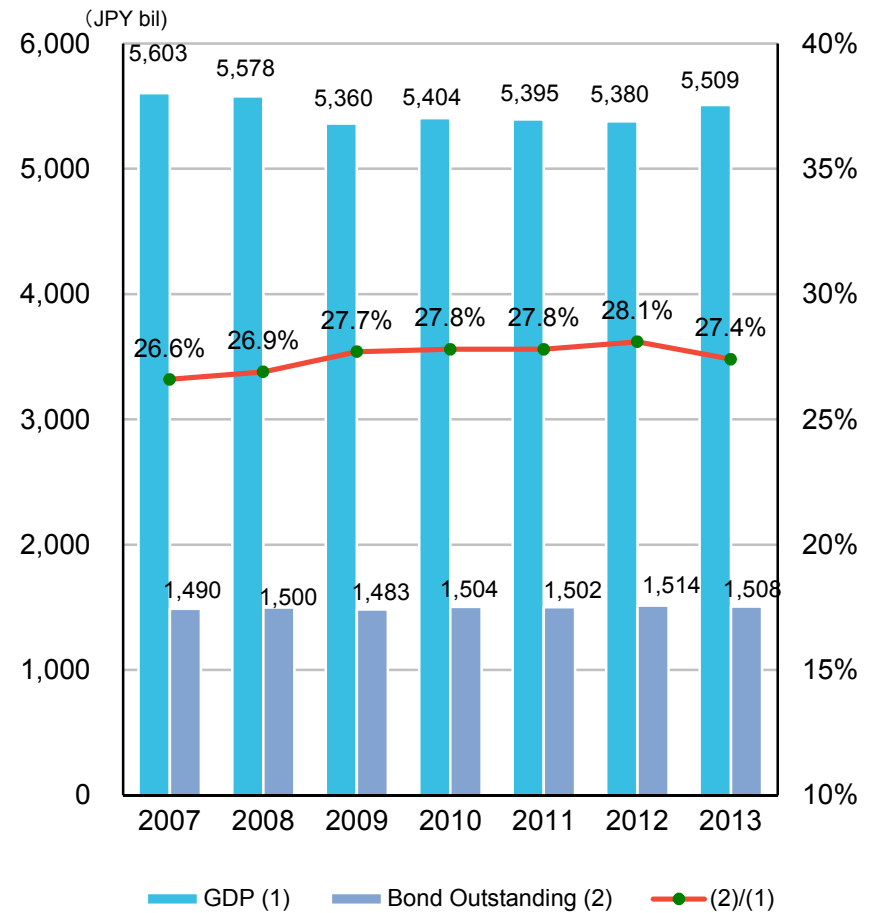
IV. Kawasaki City Bonds

Total amounts of Kawasaki City's public offering bonds issued



Bond Outstanding vs GDP

Bond Outstanding vs GDP is 27.4% (FY2013)



* Bond Outstanding includes all accounts

IV. Kawasaki City Bonds

Risk Weights under BIS Standard

JGB	Government Guaranteed Bonds	Kawasaki City Bonds	FILP Agency Bonds (no guarantee)	Straight Bonds rating AA- and over
0%	0%	0%	10%	20%

Kawasaki City Investor Relations Website

Please visit our website for bonds issue plan and track records.

<http://www.city.kawasaki.jp/en/category/132-4-0-0-0-0-0-0-0.html>



The screenshot shows the Kawasaki City website interface. At the top, there are navigation links for various languages: 日本語, English, 中文简体, 中文繁體, 韓国, Português, Español, and Filipino. Below this is the Kawasaki City logo and a search bar. The main navigation menu includes: Top page, City Overview, Industry Accumulation, Sightseeing, Environmental Technologies, Emergencies Preparation, and Living Information. The current page is identified as 'Investor Relations'. The main content area features a section titled 'Investor Relations' with several links: Updated Information about Publicly Offered Kawasaki Municipal Bonds, Municipal Bond Issue Plan, Municipal Bonds Issued, Political and Financial Information, and Municipal Bond-Related Meetings. There is also an 'Automated Translation' button and a sidebar with links to 'Industry Accumulation' (Asian Venture Business Town, Business Embarkation) and 'Investor Relations' (KING SKYFRONT International Strategic Zone, Kawasaki Business Incubation Center (KBIC), External links).

Tax-Exempt Measures for Non-Residents

- A nonresident or a foreign corporation who satisfies the specific requirements may receive interest on book-entry transfer municipal bonds exempted from income tax.
- Starting from June 2010, tax-exemption procedures for the interest payments on book-entry transfer municipal bonds received by nonresidents, etc., has been simplified and the scope of tax-exempt qualified person has been widened.

For further details, please visit the website of Japan Bond Association

Tax Exemption Scheme (J – BIEM)

<http://www.chihousai.or.jp/english/08/index.html>

1

International Contribution with World-Class Technologies

P.16

- Promotes Showcasing of Environmental Technologies in All Over Kawasaki City
- Promotion of Water-related Business through “Kawasaki Water Business Network”

2

Financial Data

P.18

- Analysis of Annual Expenditure Structure
- Primary Balance
- State of the Ratio for Determining Soundness and the Financial Shortfall Ratio
- Balance Sheets Consolidated with Affiliated Entities

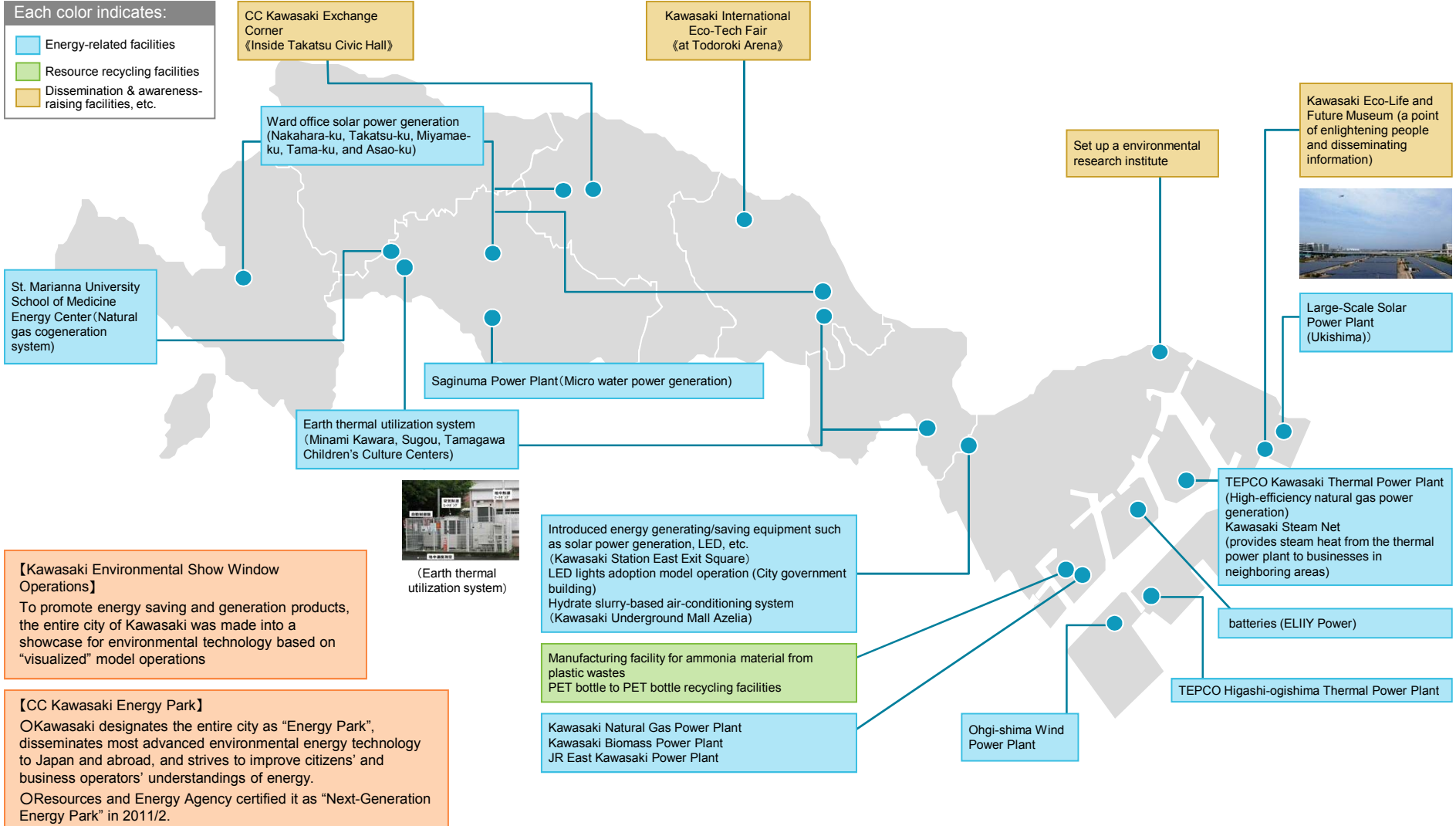
1. International Contribution with World-Class Technologies

Shopping streets which adopted Eco-Friendly Project: 24 groups including «Kitatani-cho Store Association (Kitatani-cho, Nakahara-ku)» and «Noborito Higashi-dori Store Association (Noborito, Tama-ku)»



(LED street lights)

Promotes Showcasing of Environmental Technologies in All Over Kawasaki City

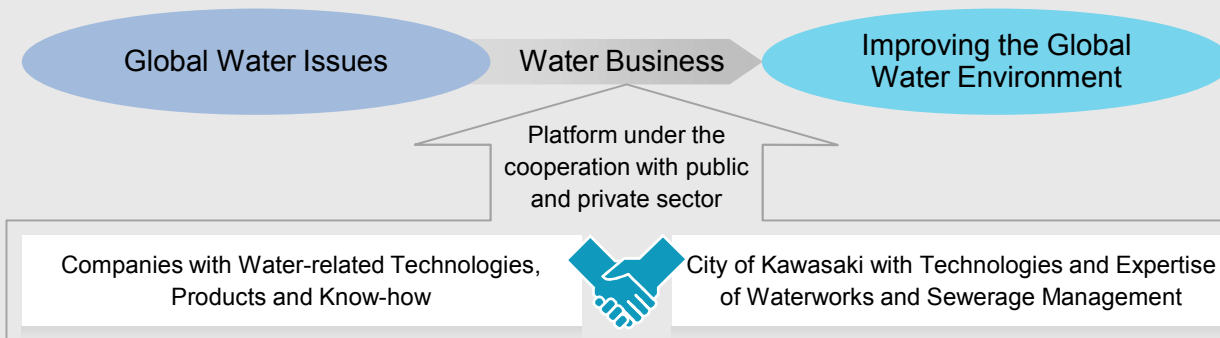


1. International Contribution with World-Class Technologies

Promotion of Water-related Business through “Kawasaki Water Business Network”

Kawasaki City established a platform “Kawasaki Water Business Network” in Aug. 2012 for improving the global water environment through water-related business under the cooperation between the public and private sectors

KaWaBiz NET



Activities of “Kawasaki Water Business Network”

Government-private sector joint survey of the needs in Queensland, Australia



Exchange of opinion for business cooperation in Shenyang City, China



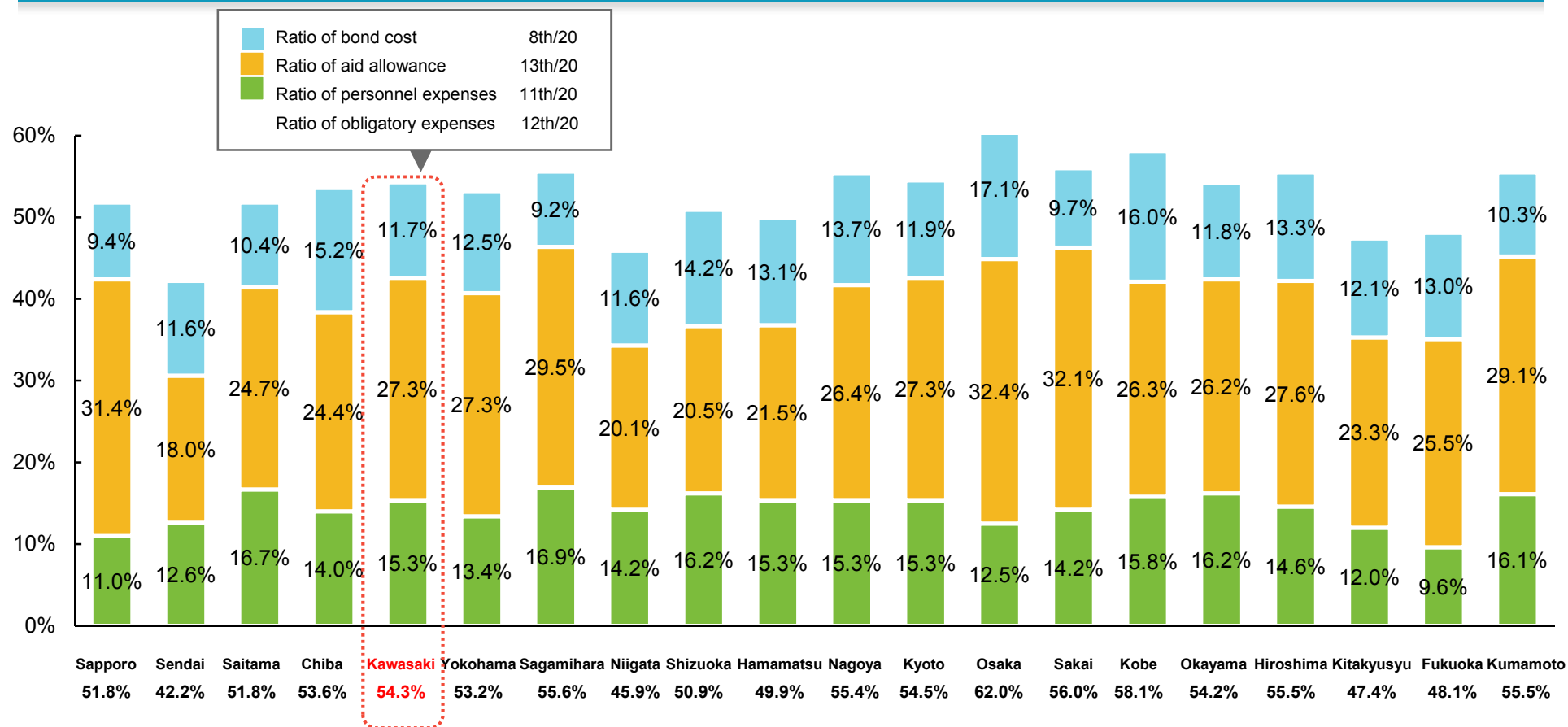
Holding the seminar related to water business





2. Financial Data

Analysis of Annual Expenditure Structure (ordinary account)



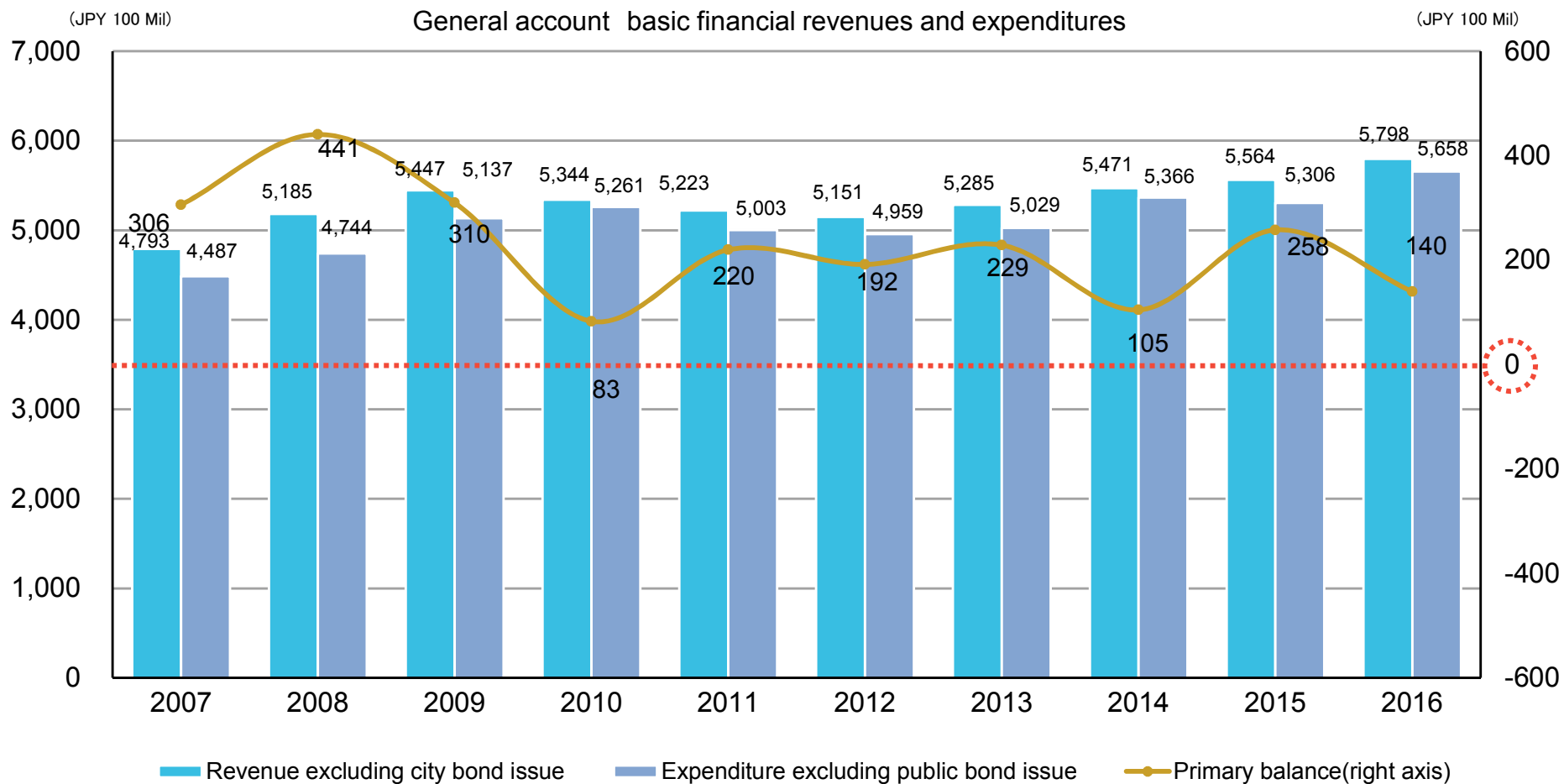
*Ordinance-designated cities (FY2015)



2. Financial Data

Primary Balance

Ensure a stable surplus



* Initial budget (2016)

2. Financial Data

State of the Ratio for Determining Soundness and the Financial Shortfall Ratio

- The Local Government Financial Soundness Law stipulates that the following ratios are used to gauge the fiscal health of local governments: (1) Real deficit ratio, (2) Consolidated real deficit ratio, (3) Real debt service ratio and (4) Future burden ratio
- Also, (5) Financial shortfall ratio was established for assessing fiscal health of public enterprises.
- The local government must draft a financial health improvement plan if any ratios exceed the early financial soundness criterion and a financial recovery plan must be drafted if any ratios exceed Financial Rebuilding Criterion.

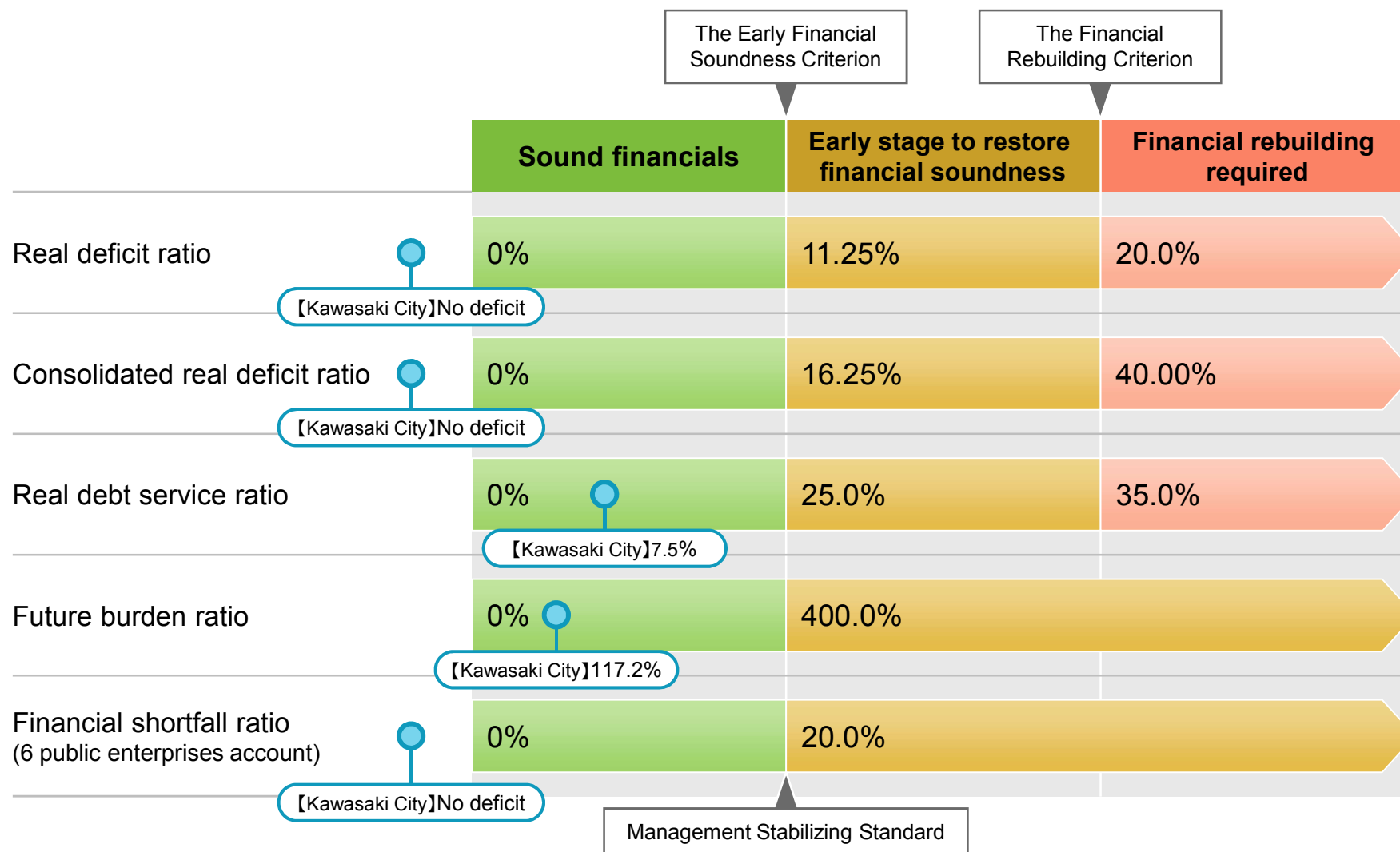
Fiscal Health Assessment		FY2015	FY2014	The Early Financial Soundness Criterion	The Financial Rebuilding Criterion
1	Real deficit ratio	—%	—%	11.25%	20.00%
2	Consolidated real deficit ratio	—%	—%	16.25%	40.00%
3	Real debt service ratio	7.5%	8.2%	25.0%	35.0%
4	Future burden ratio	117.2%	115.3%	400.0%	

Capital Shortfall Ratio		FY2015	FY2014	Management Stabilizing Standard
5	Financial shortfall ratio (6public enterprises account)	All public enterprises have no capital shortfall.	Automobile transportation business accounting 1.2% Other public enterprises have no capital shortfall.	20%

- **Kawasaki City does not have any real deficits in general or public project accounts.**
- **Fiscal conditions are sound, as it is within the real debt service ratio and the future burden ratio under the early financial soundness criterion.**

KAWASAKI CITY 2. Financial Data

State of the Ratio for Determining Soundness and the Financial Shortfall Ratio (FY2015)



2. Financial Data

Balance Sheets Consolidated with Affiliated Entities (as of March 31, 2015)

			(JPY 100 mil)				(JPY 100 mil)				(JPY 100 mil)
Assets	Financial	1. Capital	575	Assets	Liabilities	19,354	Liabilities	Current liabilities	1. Municipal bonds (short-term)	1,392	
		2. Account receivables	470						2. Others	579	
		3. Securities	49		Current liabilities total			1,971			
		4. Others	2,964		Net assets	36,766		Non-current liabilities	1. Municipal bonds (long-term)	13,832	
		Total financial assets							4,058	2. Provisions	753
	1. Operating assets	16,030	3. Others				2,798				
	Non-financial	2. Non-operating assets	36,032		Non-current liabilities total		17,383				
		3. Others	0		Total liabilities		19,354				
		Non-financial assets total			52,062						
		Total assets			56,120						
							Total net assets		36,766		

(JPY 100 mil)

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E-mail 23sikin@city.kawasaki.jp

HP **English Website**
<http://www.city.kawasaki.jp/en/index.html>

Kawasaki City Investor Relations (IR)
<http://www.city.kawasaki.jp/shisei/category/47-4-1-0-0-0-0-0-0-0.html>

The purpose of this material is to explain the financial conditions of City of Kawasaki to investors who are considering the purchase of Kawasaki municipal bonds. The intent is not to sell a particular bond or to solicit buyers.



Look of Kawasaki from Tokyo bay (Kawasaki on the left, Tama River in the middle, Tokyo on the right)