

Japan Finance Organization for Municipalities

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Brief Profile of JFM

JFM has been playing an important role in the Japanese local government system since 1957.

A Joint Funding Organization for Local Governments

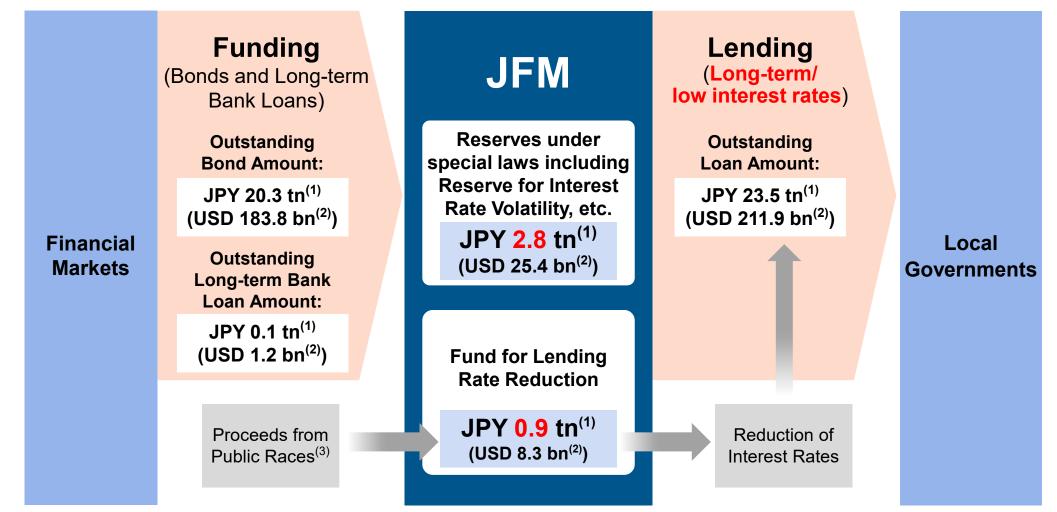
Objective	To provide local governments with long-term funding at low interest rates
Establishment	 The predecessor of JFM was established in 1957 as a government financial institution (the "Predecessor") JFM succeeded the Predecessor on 1 October 2008 (reorganised on 1 June 2009)
Governing Law	 Japan Finance Organization for Municipalities Law Law No. 64 of 2007, as amended
Capital	 JPY 16.6 bn (USD 149.7 mm)^{(1) (2)} 100% owned by Japanese local governments Capitalized by all 1,789 local governments and some local government associations of Japan (as of 31 March 2019) (e.g., Tokyo, Osaka, Yokohama and Nagoya)
Outstanding Loan Balance	 JPY 23.5 tn (USD 211.9 bn)⁽¹⁾⁽²⁾ Providing loans to 2,175 public institutions in Japan including almost all local governments (as of 31 March 2019)
Credit Ratings	 A+ (positive: S&P) / A1 (stable: Moody's) The ratings of JFM are the same as those of the Japanese sovereign

(1) As of 31 March 2019.
(2) USD 1 = JPY 110.92 as of 31 March 2019.



Basic Framework of JFM's Business Operations

By law, JFM lends exclusively to the local governments, and none of them have ever defaulted.



(1) As of 31 March 2019.

(2) USD 1 = JPY 110.92 as of 31 March 2019.

(3) A portion of the earnings from municipally operated racing (horse, bicycle, motorcycle and speedboat).



Peer Group Comparison

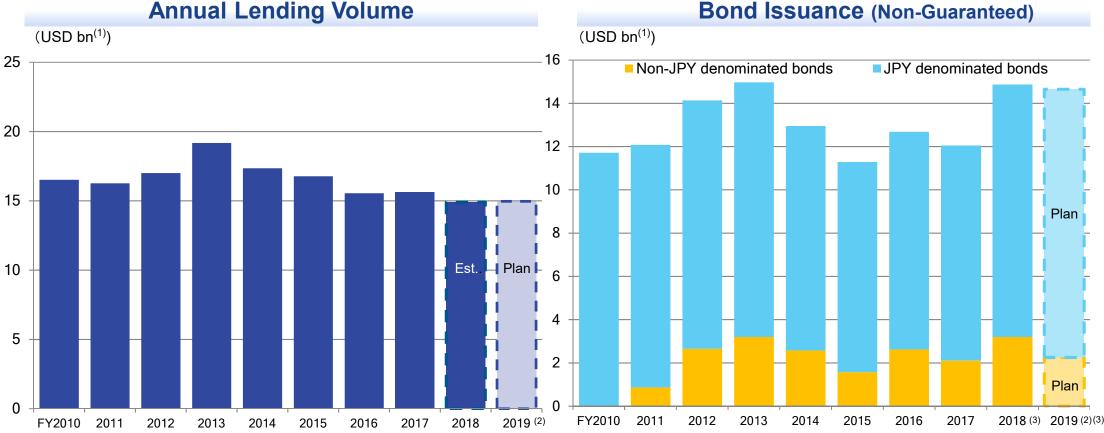
lssuer	JFM	AFL (Agence France Locale)	BNG (Bank Nederlandse)	KBN (Kommunalbanken)	KK (KommuneKredit)	KOMINS (Kommuninvest)	MuniFin (Municipality Finance)	JBIC	DBJ
lssuer Rating (Moody's/S&P)	A1/A+	Aa3/ -	Aaa/AAA	Aaa/AAA	Aaa/AA+	Aaa/AAA	Aa1/AA+	A1/A+	A1/A
Sovereign Rating	A1/A+	Aa2/AA	Aaa/AAA	Aaa/AAA	Aaa/AAA	Aaa/AAA	Aa1/AA+	A1/A+	A1/A+
Country	Japan	France	Netherlands	Norway	Denmark	Sweden	Finland	Japan	Japan
Guarantee Structure	Local govts to bear all costs to satisfy JFM's obligations in the event of dissolution	Explicit support from French local govts	Implicit support from Dutch Ministry of Finance	Letter of support from Kingdom of Norway	Joint and several guarantee from local govts	Joint and several guarantee from local govts	Joint guarantee from local govts through Municipal Guarantee Board	With explicit central govt guarantee for overseas bonds	With / Without explicit central govt guarantee for overseas bonds
Ownership	100% Local govts	100% Local govts	50% Central govt 50% local govts	100% Central govt	100% Local govts	100% Local govts	30.66% Local govts pension fund 53.34% Local govts 16% Central govt	100% Central govt	100% Central govt (potential privatization)
Establishment	1957/2008	2013	1914	1926/1999	1898	1986	1989/1993	1950/1999/ 2008/2012	1951/1999/ 2008

Source: Compiled by JFM based on published materials of each issuer.

JFM

Lending and Funding Operations

- Annual lending volume has been hovering around USD15bn-17bn since fiscal 2010 except for fiscal 2013 when the volume jumped due mainly to the introduction of the Great East Japan Earthquake related lending.
- JFM has annually issued around USD12bn-15bn of nonguaranteed bonds.
- Non-JPY denominated bonds have been issued continuously since 2011.



Annual Lending Volume

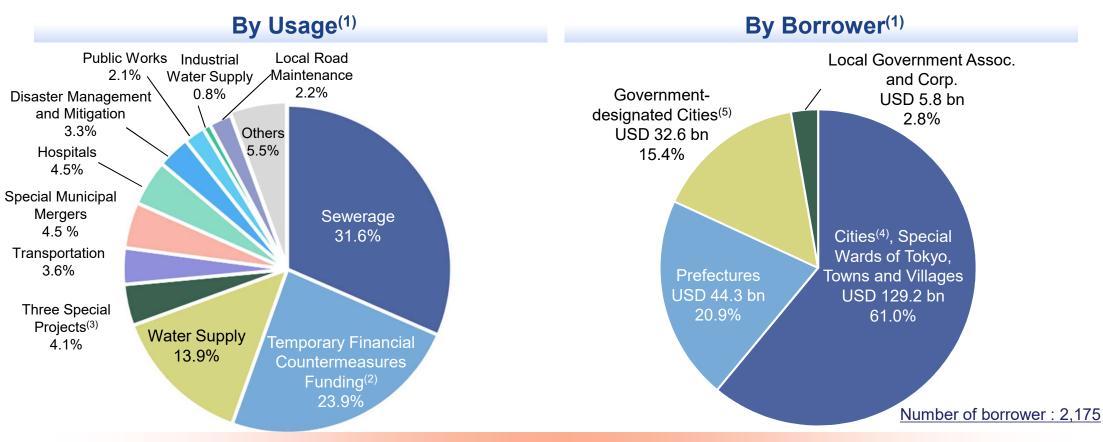
(1) USD 1 = JPY 110.92 as of 31 March 2019.

(2) Initially planned amount; subject to change depending on lending status, market conditions and other factors.

(3) Includes USD 1.0bn benchmark transaction issued on 12 March 2019 which we have prefunded for FY 2019.



Breakdown of JFM's Outstanding Loan Portfolio



Total of USD 211.9 bn⁽¹⁾⁽⁶⁾ (JPY 23.5 tn)

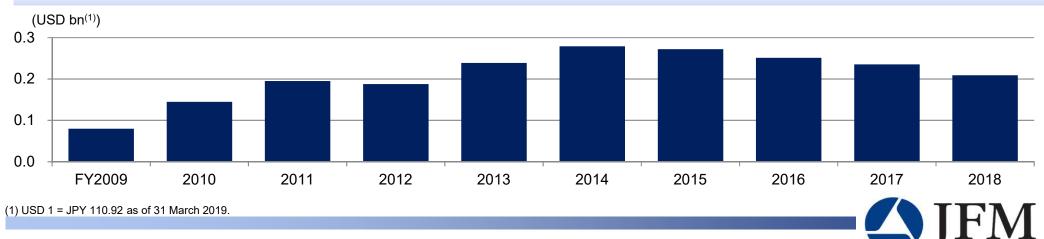
- (1) As of 31 March 2019.
- (2) It represents the funding by local governments to cover shortfalls in the local allocation tax pursuant to the provisions of the Local Government Finance Act (Law No. 109 of 1948).
- (3) Development projects for local roads, rivers and other waterways, and high school buildings.
- (4) Excludes government-designated cities.
- (5) Cities with populations of 500,000 or more designated in accordance with Paragraph 1, Article 252-19 of the Local Autonomy Act. Such government-designated cities are allowed to administer certain matters such as social welfare, food sanitation, urban planning and similar matters, for which prefectures are responsible in principle.
- (6) USD 1 = JPY 110.92 as of 31 March 2019.



Financial Performance

Balance She	(USD bn ⁽¹⁾)	Statement of Inco	(USD bn ⁽¹⁾)
	As of 31 Mar. 2019		As of 31 Mar. 2019
Total Assets	221.7	Income	2.87
Loans	211.9	Interest Income	2.83
Total Liabilities	219.0	Expenses	1.62
Bonds	183.8	Interest Expenses	1.55
Reserves	25.4	Ordinary Income	1.26
Total Net Assets	2.7	Net Special Gains (Losses) ⁽²⁾	(1.05)
Capital	150mm	Net Income	0.21
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(2) Net Special Gains (Losses) represents the difference between the amounts show in (a) the Special Gains and (b) the Special Losses line items in our audited Statement of Income for ended 31 March 2019.



Stable Net Income

Funding Plan

		FY 2018		FY 2019
Type of Bonds	FY ending 31 March 2019 (Plan) ⁽¹⁾⁽²⁾	(revised) from 5 March to 31 March 2019	FY ended 31 March 2019 (achieved) ⁽¹⁾	FY ending 31 March 2020 (Plan) ⁽¹⁾⁽²⁾
Non-guaranteed (JFM Bonds)	USD 13.1 bn	USD 1.6 bn	USD 14.9 bn	USD 14.7 bn
Domestic Issuance	USD 9.8 bn	USD 0.3 bn	USD 11.7 bn	USD 11.0 bn
GMTN	USD 2.3 bn	USD 1.0 bn	USD 3.2 bn ⁽⁴⁾	USD 2.3 bn ⁽⁴⁾
Open Issuance ⁽³⁾	USD 1.0 bn	USD 0.2 bn	-	USD 1.4 bn
Guaranteed Domestic issuance only	USD 2.3 bn	-	USD 2.3 bn	USD 0.9 bn
Bank Loans	USD 0.5 bn	-	USD 0.4 bn	USD 0.7 bn
Total Funding Amount	USD 15.9 bn	USD 1.6 bn	USD 17.7 bn	USD 16.2 bn

(1) USD 1 = JPY 110.92 as of 31 March 2019.

(2) Planned amount is subject to change depending on lending status, market conditions and other factors.

(3) Details of issuance such as tenor, issue size and issue market will be determined as necessary based on the lending status, market conditions and other factors.

(4) Includes USD 1.0bn benchmark transaction issued on 12 March 2019 which we have prefunded for FY 2019.



Funding Activities in International Capital Markets

JFM continues to access international capital markets through public issuances as well as private placements.

Public Issuance (Outstanding)

Programme	Issue Date	Format	Currency	lssue Amount	Coupon (%)	Tenor
	12 Mar 2019	Rule 144A / Reg.S	USD	1,000 mm	3.000	5у
	27 Sep 2018	Rule 144A / Reg.S	USD	1,000 mm	3.375	5у
	24 Apr 2018	Rule 144A / Reg.S	USD	1,000 mm	3.250	5у
	8 Sep 2017	Rule 144A / Reg.S	USD	1,000 mm	2.000	Зу
	20 Apr 2017	Rule 144A / Reg.S	USD	1,000 mm	2.625	5у
GMTN	25 Oct 2016	Rule 144A / Reg.S	USD	1,000 mm	2.125	7у
	13 Apr 2016	Rule 144A / Reg.S	USD	1,500 mm	2.125	5у
	12 Feb 2016	Rule 144A / Reg.S	USD	500 mm	2.125	5у
	21 Apr 2015	Rule 144A / Reg.S	USD	1,000 mm	2.000	7у
	13 Feb 2015	Rule 144A / Reg.S	USD	1,000 mm	2.375	10y
	22 Sep 2014	Reg.S	EUR	1,000 mm	0.875	7у

Private Placements

- Issuance in various major currencies through the GMTN Programme to meet specific investor demands
- Uridashi Bonds
 - Issuance targeting Japanese retail investors



3.000% USD 1.0bn 5yr Bonds Deal Summary (Mar-2019)

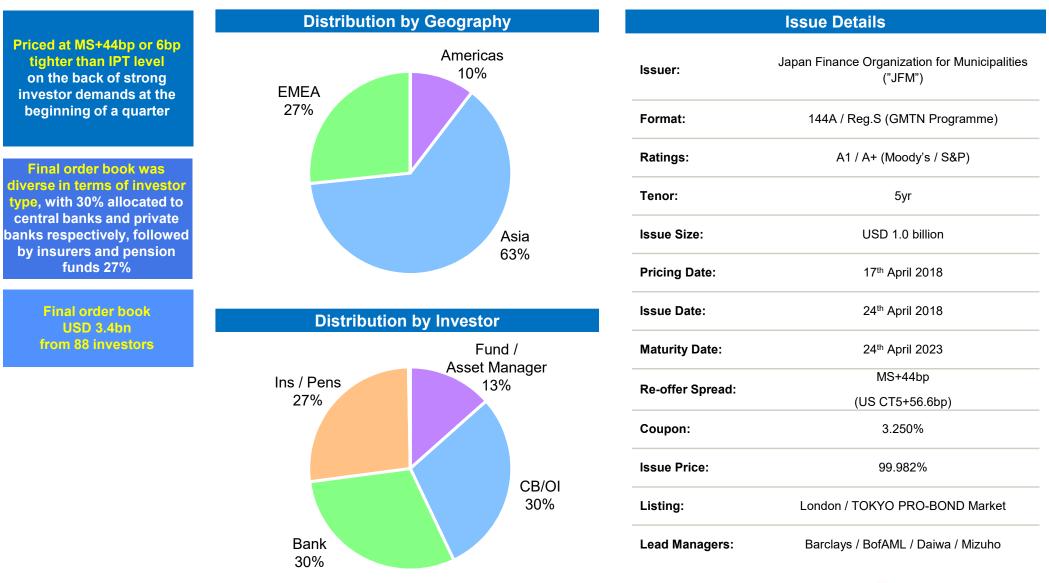
Prefunding out of JFM's FY 2019 funding plan with the purpose of avoiding several geopolitical risks related to the US–China trade war, Brexit and so on Achieved good quality of book with 60% of total distribution toward CB/OI (Historical record of JFM)	EMEA 40% Americas 19%	Issuer: Format: Ratings: Tenor:	Japan Finance Organization for Municipalities ("JFM") 144A / Reg.S (GMTN Programme) A1 / A+ (Moody's / S&P)
Achieved good quality of book with 60% of total distribution toward CB/OI	40%	Ratings:	
of book with 60% of total distribution toward CB/OI			A1 / A+ (Moody's / S&P)
of book with 60% of total distribution toward CB/OI		Tenor:	
distribution toward CB/OI		Tenor.	5yr
		Issue Size:	USD 1.0 billion
	Asia 41%	Pricing Date:	5 th March 2019
Final order book in excess	Distribution by Investor	Issue Date:	12 th March 2019
of USD 3.0bn	Ins / Pens	Maturity Date:	12 th March 2024
	Bank 2% Fund / 16% Asset Manager 22%	Re-offer Spread:	MS+47bp (US CT5+52.3bp)
		Coupon:	3.000%
		Issue Price:	99.682%
		Listing:	London / TOKYO PRO-BOND Market
	CB/OI 60%	Lead Managers:	Barclays / CITI / Daiwa / GS
	00 /0		

3.375% USD 1.0bn 5yr Bonds Deal Summary (Sep-2018)

	Distribution by	y Geography	Issue Details		
Priced at MS+41bp or he historical tightest level nce the downgrade of JGB	EMEA	Americas	Issuer:	Japan Finance Organization for Municipalitie ("JFM")	
(Sep 2015)	25%	000/	Format:	144A / Reg.S (GMTN Programme)	
			Ratings:	A1 / A+ (Moody's / S&P)	
Achieved good quality of total			Tenor:	5уг	
listribution toward CB/OI Historical record of JFM)		A sis	Issue Size:	USD 1.0 billion	
		Asia 47%	Pricing Date:	19 th September 2018	
Final order book in excess of USD 2.1bn	Distribution	by Investor	Issue Date:	27 th September 2018	
	Other 5%	S	Maturity Date:	27 th September 2023	
	Ins / Pens Fund /		De offer Spreed	MS+41bp	
	7%	Asset Manager	Re-offer Spread:	(US CT5+52.7bp)	
		25%	Coupon:	3.375%	
	Bank 21%		Issue Price:	99.499%	
	2170		Listing:	London / TOKYO PRO-BOND Market	
			Lead Managers:	BofAML / BNP / JPM / Nomura	
		CB/OI 42%			



3.250% USD 1.0bn 5yr Bonds Deal Summary (Apr-2018)



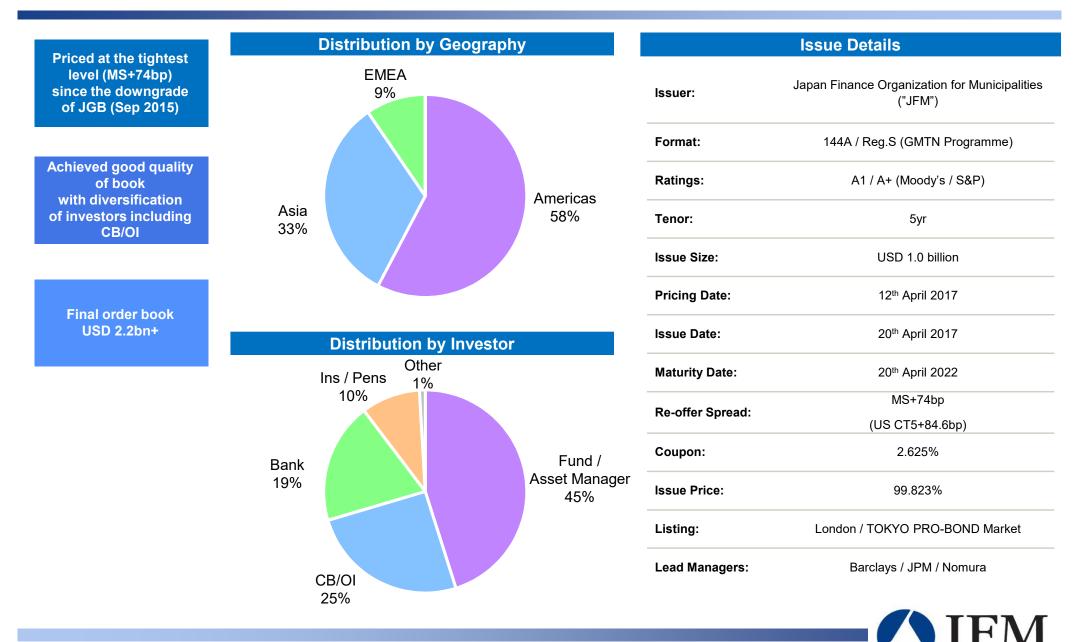


2.000% USD 1.0bn 3yr Bonds Deal Summary (Sep-2017)

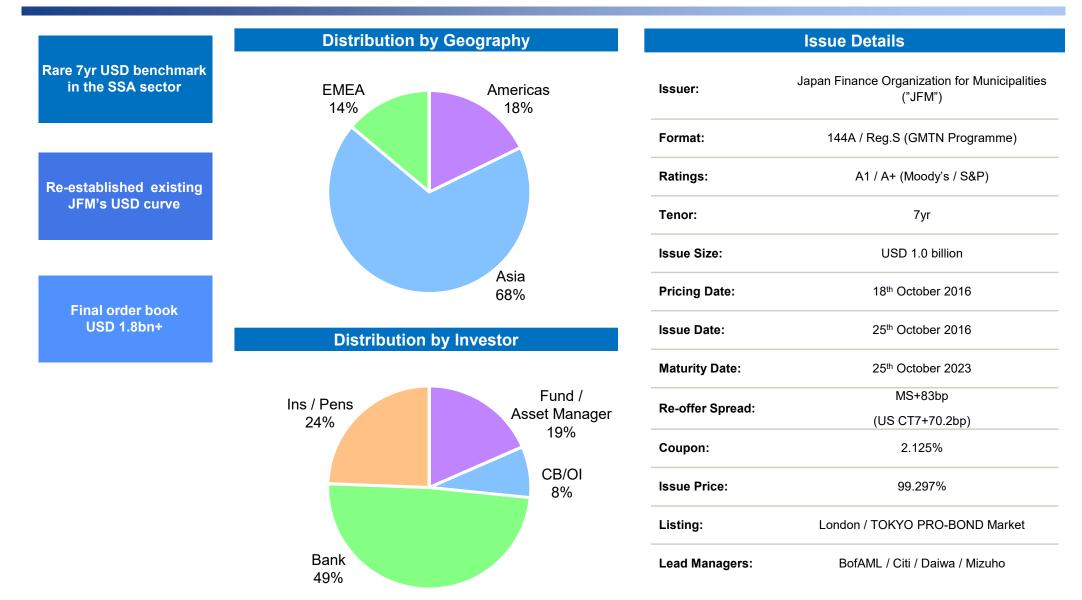
Established credit curve	Distribution by Geography		Issue Details		
of JFM by issuing the 3yr notes which was the first deal in Japanese non- government guaranteed bonds space	EMEA		Issuer:	Japan Finance Organization for Municipalities ("JFM")	
	35%		Format:	144A / Reg.S (GMTN Programme)	
Achieved good quality		Americas	Ratings:	A1 / A+ (Moody's / S&P)	
of book with strong demands		38%	Tenor:	Зуг	
from CB/OI which accounted for over 1/3 of the total distribution			Issue Size:	USD 1.0 billion	
	Asia 27%		Pricing Date:	31 st August 2017	
Final order book USD 2.3bn+	Distribution by Investor		Issue Date:	8 th September 2017	
050 2.300+	Other Ins / Pens 2%		Maturity Date:	8 th September 2020	
	9%	Fund / Asset Manager 37%	Re-offer Spread:	MS+47bp	
				(US CT3+66.1bp)	
	Bank		Coupon:	2.000%	
	14%		Issue Price:	99.740%	
			Listing:	London / TOKYO PRO-BOND Market	
	CB/OI 38%		Lead Managers:	BofAML / Barclays / GS / Nomura	

FM

2.625% USD 1.0bn 5yr Bonds Deal Summary (Apr-2017)

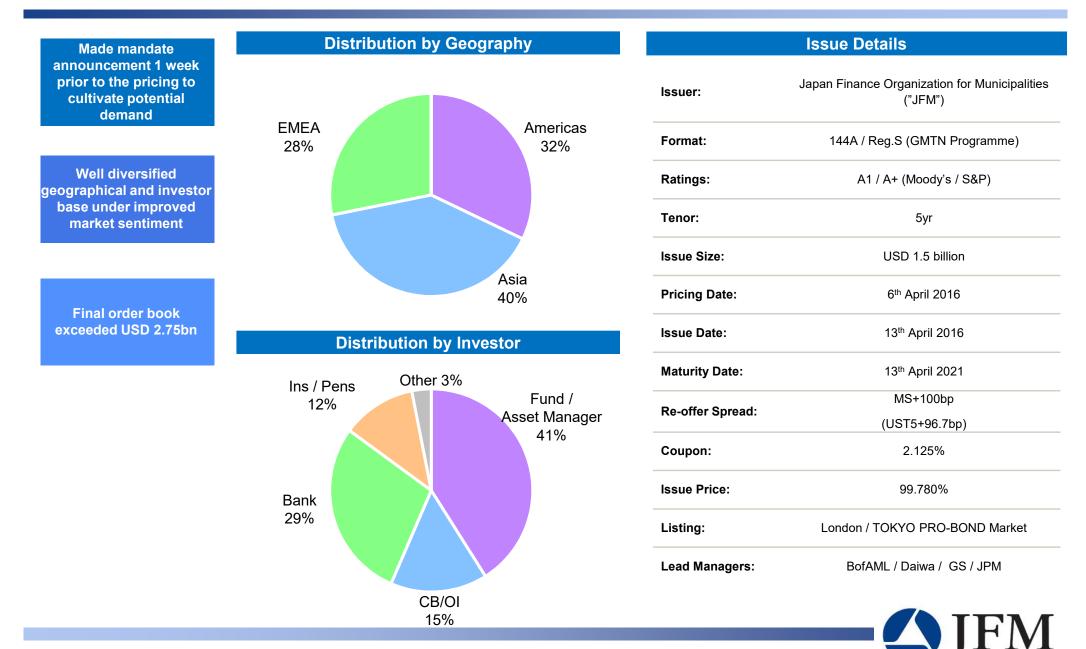


2.125% USD 1.0bn 7yr Bonds Deal Summary (Oct-2016)





2.125% USD 1.5bn 5yr Bonds Deal Summary (Apr-2016)



JFM's Non-guaranteed Domestic Public Bonds

JFM has been issuing non-guaranteed domestic public bonds.

- In fiscal 2018, JFM has raised JPY 1,279 bn in total (equivalent to USD 11.5 bn) of non-guaranteed bonds in the domestic market.
- 5, 10, 20 and 30-year bonds are regularly issued through the domestic public offerings while JFM can issue other maturities in the domestic market.
 (JPY bn)

	Type of JFM Bonds		Type of JFM Bonds FY2018 Initial Plan		FY2018 Achieved	FY2019 Initial Plan	
No	Non-guaranteed Domestic Issuance		1,090.0 (USD 9.8 bn) ⁽¹⁾	1,279.0 (USD 11.5 bn) ⁽¹⁾	1,225.0 (USD 11.0 bn) ⁽¹⁾		
	Domestic Public Bonds		600.0	791.5	745.0		
		Regular Issuance	10-year	225.0	280.0	260.0	
			20-year	100.0	130.0	110.0	
			5-year	20.0	20.0	20.0	
			30-year	20.0	20.0	20.0	
		Opportunistic Issuance	FLIP ⁽²⁾	235.0	341.5	335.0	
	Other Domestic Private Placements		490.0	487.5	480.0		

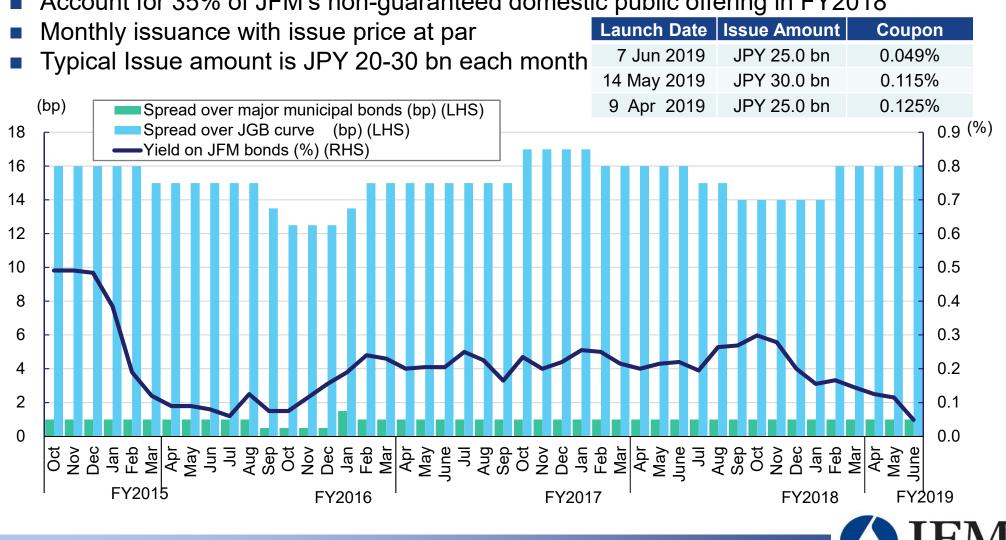
(1) 1 USD = JPY 110.92 as of 31 March 2019

(2) Flexible Issuance Programme (FLIP) permits bonds to be issued with maturities from 2 years to 40 years except 5, 10, 20 and 30-years. FLIP also sets minimum and maximum issue amounts of JPY 3.0 billion and JPY 20billion, respectively.



10-year Non-guaranteed Domestic Public Bonds

10-year non-guaranteed domestic public bonds have been JFM's primary funding sources



Account for 35% of JFM's non-guaranteed domestic public offering in FY2018

(1) Spread over JGB curve is theoretical value calculated by JFM

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(JFM in Tokyo)

