Providing Financial Services to Resolve the Issues Society Faces

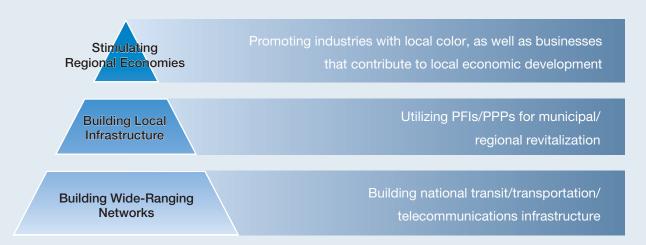
To resolve the various issues that society faces, DBJ supplies long-term funds, supports the formation of business and takes a host of other approaches to ensure that useful projects operate smoothly. We are committed to creating financial markets that allow funds to be raised more efficiently, and in recent years we have developed and introduced new financing methods to expand the functions of financial markets.

By linking society, the environment and the economy through its activities, DBJ endeavors to fulfill its corporate social responsibilities through its mainstay financial business.



Contributions to revitalizing regional economies include the following:

- Assistance to core regional businesses that hire and employ local youth
- Assistance to businesses that work to increase opportunities for employment in regions with declining populations
- Promoting regional development that respects landscapes and other pre-existing land use
- Collaborating with local financial institutions to invest in mid-sized regional businesses in ways that promote restructuring and efficiency





Management Buyouts (MBO): Responding to the Need for Business Reorganization and Succession

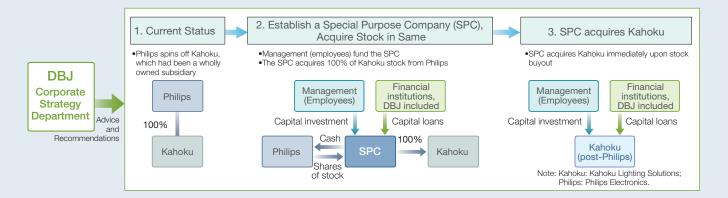
Societal Concerns

Businesses operate in situations where change comes at an ever-increasing pace, thanks in large part to globalization. Such changes spur managerial decision-making and focus at big companies. Many group companies that are spun off in the process face hard choices of their own: liquidate the company or find new shareholders and walk on their own. Management buyouts, or MBOs, are increasingly considered an effective measure for helping companies remain in business. MBOs involve current management entering into a group with an outside investment fund or other organization, whereupon the group buys the business from the main or parent company.

Case History: Kahoku Lighting Solutions Corp.

Kahoku Lighting Solutions of Ishinomaki, Miyagi Prefecture, specializes in industrial lighting. When a change in strategy pertaining to the lighting business resulted in Philips Electronics spinning off Kahoku in August 2006, Kahoku opted for an MBO, the better to leverage its world-class technology development know-how and solid customer base.

When actually executing the MBO, however, management at Kahoku found itself stymied. They could not find any buyout funds that were inclined to go along with their vision of building solid growth by investing in technology with a long-term view, rather than chasing short-term growth. They would also have to finance a part of the buyout on their own.



The DBJ Initiative

In this case, DBJ performed a detailed assessment of the business of the spun-off company and recommended an MBO scheme whereby Kahoku would solicit investment from employees as well as management, avoiding ill-suited investment funds. DBJ assisted Kahoku in finding suitable financing by arranging a loan for a portion of the buyout capital in association with local financial institutions.

MBOs can ease managerial transitions within companies, a problem that frequently arises with locally owned and operated businesses. We foresee increasing demand for MBOs, and will continue to serve these needs for measures that deal with business restructuring and business succession.



Kahoku Lighting Solutions reborn as an independent, technology-driven company.



Using Project Finance to Assist the Adoption of Interchangeable IC Card Tickets

Societal Concerns

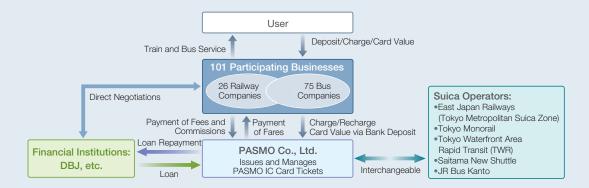
The Tokyo Metropolitan Area has a public transit network of numerous bus and train companies and a growing need to simplify transfers between different lines.

PASMO, an IC card ticket system that works across all participating bus and train lines was introduced to meet this demand.

Case History: PASMO Co., Ltd.

The PASMO system, with tickets issued and managed by PASMO Co., Ltd., was formed in February 2004 through joint investment by bus and train companies. Since its establishment, the company has built a common, interoperable program, with its primary task being to provide a centralized processing system for computing fares across participating vendors. Some of the program's features include building the sensor system that reads the tickets, as well as hardware in the various bus and train stations that facilitate this service, making the system dramatically more useful to customers. The service commenced operation in March 2007, allowing people to travel on more than 100 bus and train lines with a single ticket.

PASMO is a very convenient ticketing system, interchangeable with the Japan Railways (JR) Suica IC ticketing system, with an automatic top-up service that allows commuters to top up the value of their PASMO ticket simply by passing it over a ticket gate sensor. Commuters can also shop with PASMO, using it as a form of electronic money. The large amount of data that a PASMO card can store, combined with its strong security, raises hopes that it can be used for an increasingly wide range of lifestyle-oriented applications, through partnerships with the credit cards issued by the various conglomerates that operate the bus and train companies, as well as by other businesses and local shopping malls.



The DBJ Initiative

DBJ has long tackled structured finance projects using its project building and business assessment know-how, long-term perspective, together with its uniquely neutral position, to manage the interests of various parties in a given project.

In the case of PASMO, the sheer size of the operation and the large number of participants proved to be a stumbling block to devising a scheme for distributing costs fairly and equitably among the participants. DBJ assisted in building a structure capable of stable, sustained operations, as well as procuring necessary and sufficient development funds, by drawing on its strategic finance capabilities and participating in the establishment of the project as a neutral member.



PASMO interchangeable IC card tickets went into circulation in March 2007.



Assisting Japan's First PFI-Structured Prison

Societal Concerns

Private finance initiatives (PFIs) draw on private-sector capital and managerial competence, as well as technology, to build, operate and maintain infrastructure that has traditionally been the province of municipal and regional public-sector administrative bodies. First introduced in the United Kingdom, regulations pertaining to PFIs in Japan were enacted in 1999, and their use has grown since then. Advantages include reduced operating costs on the part of local governments, while taking advantage

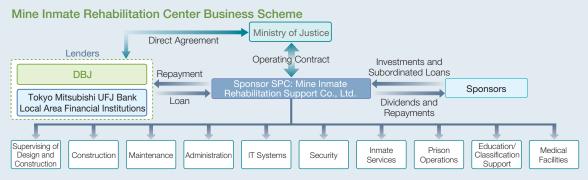
of private-sector knowledge to provide high-quality public services, and business opportunities created for private-sector enterprises. Problems confronting PFIs include such practical operating concerns as distributing responsibility and accountability across multiple vendors. Numerous financing problems arise as well, and the ability to negotiate with, and manage, the various participants is also important.

Case History: Mine Inmate Rehabilitation Center

Located in the city of Mine, Yamaguchi Prefecture, the Mine Inmate Rehabilitation Center is the first new prison in Japan to be built and operated under PFI. The Mine Secom Group founded the Mine Inmate Rehabilitation Support Co., Ltd., an SPC to operate the facility. Efficiencies in building and operation were achieved by taking advantage of the company's accumulated knowledge, starting with automating the security systems. As a result, the company expects to reduce overall costs, including construction and operating expenses, by some ¥4.8 billion over the life of its 20-year contract. Plans also call for renovating re-education programs and inmate

conditions, which contribute to rehabilitation efforts. Promoting the rehabilitation of inmates through such initiatives cuts down on repeat offenses and prison overcrowding.

The company operates its facilities in a transparent and environmentally friendly manner, by using local resources in an effective manner. Its objective is to conduct its business in collaboration with the regional government and economy, in accordance with its guiding precept of running prisons in a manner accepted and supported by the citizenry.



The DBJ Initiative

DBJ had introduced PFIs to Japan prior to governmental regulation. The Bank has drawn on its accumulated knowledge of structured finance and its extensive publicand private-sector networks to assist in a variety of PFIs, including water and sewage, housing, hotels and other lodging, and school lunch programs. DBJ's project building and business assessments, which derive from its distinctive long-term perspective, are well-suited for the PFI business, because long-term contracts are the foundation of PFIs.

In the case of the Mine Inmate Rehabilitation Center, DBJ worked with the Mine Secom Group, in association with Tokyo Mitsubishi UFJ Bank, on a series of collaborations and investigations, that formed the basis for efforts to build an optimal financing structure. With added participation from local financial institutions, DBJ led the execution of a PFI loan agreement worth ¥15 billion.



Mine Inmate Rehabilitation Center



Building Attractive Local Communities: Assistance for Businesses in Accordance with Local Revitalization Projects

Societal Concerns

Revitalization of the country as a whole begins with balanced regional development and building upon the qualities that make each region unique. Circumstances differ by region, however, starting with declining birth rates and increasing growth of elderly populations, as well as economic differences. Hence, a uniform plan for economic recovery has only limited applicability. For this reason, the Japanese government founded the Regional Reconstruction Center in October 2003 to revitalize local

regions, primarily by rebuilding their economies and creating local opportunities for employment. The government's purpose in founding the center is to revitalize the country's local regions by authorizing and assisting with regional reconstruction plans that various regional administrative bodies devise. The center's menu of options includes DBJ loans. As of March 31, 2007, the center had authorized 802 such plans since April 2005, when the Regional Revitalization Law went into effect.

Case History: Hakodate

The city of Hakodate faces a severe environment for employment, owing primarily to downsizing by local businesses and a withdrawal from the area by major concerns. The city has taken a variety of steps to deal with the situation, in accordance with the Hakodate Regional High Technology Industry Integration and Promotion Plan and the city's plans to promote tourism—all authorized by the Hokkaido prefectural government. Such measures

include attracting businesses to the area; encouraging local industry; and instigating initiatives to promote its primary industry, namely, tourism. A plan for creating employment opportunities in Hakodate was added to these initiatives in July 2005 to spur development. DBJ's menu of loan options was included in the plan in December 2005, upon approval of the plan by the Regional Reconstruction Center.

The DBJ Initiative

Investments and Loans Made Under the Auspices of Regional Reconstruction Plans:

23

Goryokaku is one of the tourist landmarks of Hakodate. Goryokaku Tower Co., Ltd., operates Goryokaku Tower, a combination of an observation deck and food and souvenir concessions. The company built a new 107-meter tower that affords a view over the Goryokaku grounds to replace the original 60-meter tower, which was falling into disrepair. The new tower incorporates a courtyard, gift shop and a curry shop affiliated with an established local restaurant that specializes in Western cuisine. With its new facilities, the tower is involved with Hakodate's tourism industry and thus promotes regional recovery. For this reason, DBJ made a loan to Goryokaku Tower in cooperation with Hokuyo Bank and other regional financial institutions.

Amount Loaned to Businesses in Accordance with Reconstruction Plans as of March 31, 2007

¥8.8 billion

The new tower, which offers a much better view than its predecessor, has attracted more visitors than originally expected. Further plans call for expanding the tourist areas, and the city, in anticipation of the 2015 opening of the Hokkaido *Shinkansen* (bullet train) line between Shin-Hakodate and Shin-Aomori. Further initiatives aimed specifically at Goryokaku include making the courtyard into a full-fledged meeting and conference facility, as well as restoring the Edo-Period Hakodate Magistrate's Office on the Goryokaku grounds within three years. DBJ will continue to support other businesses that promote regional revitalization in accordance with recovery plans and plans for loans tied to local area development, in association with local financial institutions.

Aerial view of Hakodate and Goryokaku Tower











Using Asset Liquidation Methods to Rebuild Hospitals

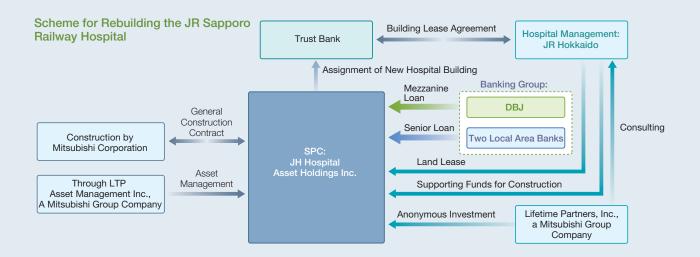
Societal Concerns

Managing and administrating hospitals involves confronting a wide range of issues, including an increasingly elderly population, advances in medical procedures, mergers and acquisitions by medical corporations, and rebuilding aging hospitals. Offering uninterrupted medical services involves solving fiscal and administrative problems and improving the skills of medical personnel and the quality of medical equipment.

Case History: JR Sapporo Railway Hospital

JR Sapporo Railway Hospital is a general hospital owned and operated by the JR Sapporo Railway. The hospital provides primary care to the Sapporo area, with particular competencies in internal medicine; respiratory and circulatory medicine; and ear, nose and throat medicine. In

response to the increasing age of the building, Lifetime Partners, Inc., and other members of the Mitsubishi Group have partnered with the hospital to rebuild the facility and manage the hospital once the reconstruction is complete.

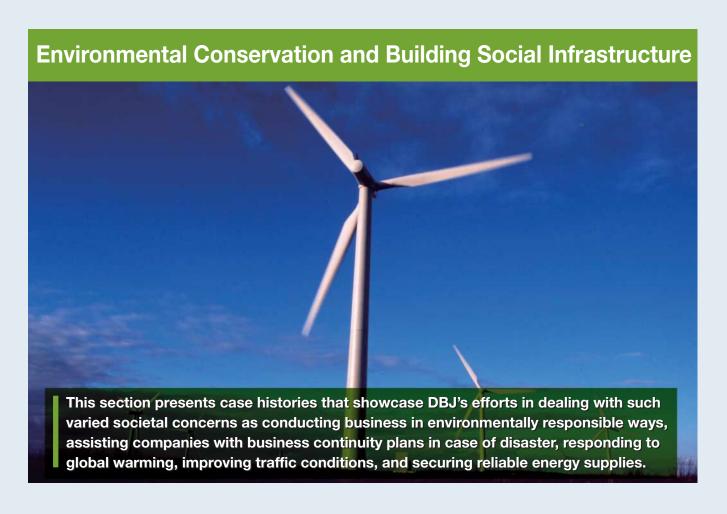


The DBJ Initiative

In this case, a method of asset liquidation was used for procuring capital, namely, project financing, which uses an SPC to convert the new hospital into cash. As the coarranger, DBJ executed a mezzanine loan and with local area financial institutions established senior loans for a combined total of ¥4 billion. A mezzanine loan refers to capital that has lower repayment priority than senior debt and thus involves higher risk. Despite this risk, such loans play a vital role in markets such as the United States, which have a broad investor base. DBJ engages in mezzanine loans to contribute to the growth of markets that comprise diverse means of procuring capital.

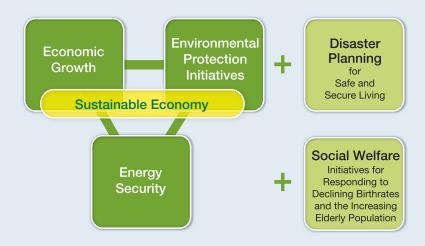


A conceptual illustration of the completed reconstruction of JR Sapporo Railway Hospital



DBJ Initiatives for Responding to Environmental and Other Concerns; these include the following:

- Assistance to Businesses that Respond to Global Warming
- Support for Comprehensive Energy Conservation Initiatives
- Expanding the Range of Areas to Which Environmental Scoring Systems Are Applied
- Ensuring Safety and Security in Citizens' Lives through Promoting Disaster Planning





Promoting Environmentally Responsible Management based on Environmental Ratings

Societal Concerns

The environment is a matter of global concern, and corporations across all industrial sectors are responsible for conducting their businesses in an environmentally responsible manner. Financial institutions are no

exception, being tasked with a mission to assist companies in environmentally responsible ways, thereby contributing to a sustainable economy.

Case History: Nippon Film Corporation

Founded in 1972 in the city of Oita, Nippon Film manufacturers a wide range of plastic products, including garbage bags used in jurisdictions across Japan. Nippon Film is a leader in production that duly considers the environment and safety, in line with its philosophy, "ingenuity knows no bounds." The Company's products include garbage bags

with safety grips on the top and bottom to improve safety in handling by garbage collectors, a feature that received the Good Design Award 2003, and "Rabbit Pack," a plastic wrapping bag for toilet paper that can be recycled into garbage bags. This product received the Good Design Award 2005.

The DBJ Initiative

Total Environmental Responsibility Rankings:

94

Total Loans as of March 31, 2007:

Approximately ¥120 billion

DBJ made a loan to Nippon Film in February 2007 under the auspices of its program for promoting environmentally responsible business management. The program, the first of its kind in the world, is based on a specialized method of rating environmental responsibility, wherein companies are scored on their environmental management policies according to a screening system developed by DBJ. For companies with the best scores, interest rates are set on a sliding scale according to their scores.

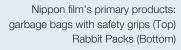
When first screened by DBJ in January 2005 Nippon Film's score did not meet DBJ's cutoff for receiving an environmentally responsible rating, as the company was still putting together its environmental policies and assembling an environmental management team that would set targets and draft plans. Since that time, however, the company has reduced its environmental footprint through modal shift to partnerships with outside vendors. The company has achieved essentially zero emissions at its plants by effectively managing its use of resources. In addition, Nippon Film has assembled its environmental management team, set medium- and long-term environmental targets and made plans to raise



environmental awareness among its employees through its corporate governance policies and procedures. After implementing these measures, Nippon Film applied for another DBJ environmental responsibility ranking assessment, which it passed.

The Nippon Film case is a textbook example of how DBJ's environmental responsibility rankings inspired a company to become more environmentally aware and take steps to manage its operations in an environmentally responsible manner. At DBJ, we believe that providing assistance to environmentally responsible corporate initiatives is the best way to reduce global warming and build a sustainable economy. To that end, we will continue to offer financial support to companies that engage in such initiatives.









Support for Corporate Disaster Management through Disaster Management Ratings

Societal Concerns

Such recent disasters as the Kobe Earthquake and the Niigata Earthquake caused tremendous damage to the economy, with many businesses forced to suspend operations for extended periods. In addition to plans for protecting personnel and property, companies face the need to draft business continuity plans (BCPs) to hedge

themselves against lost revenue and protect their customers in the event of disaster. Protecting their operations from disaster and reinforcing their operations with continuity in mind has grown an increasingly important issue for companies.

Case History: Okuwa Co., Ltd.

Based in Wakayama City, Okuwa develops supermarkets and shopping centers in the Kinki Region of Japan. Given that its business is to offer essential products to people living in the region, the company treats contributing to the region as part of its mission and is thus heavily involved in disaster planning. In 2005, the company established a project team that answered directly to top management. This team conducted a wholesale investigation of disaster planning in the event of an earthquake in the Nankai and East Nankai regions. The investigation covered four

primary topics: buildings and infrastructure, insurance and capital, IT and crisis management. As part of its company-wide initiative, Okuwa conducted a risk assessment on a store-by-store basis, which allowed it to devise a plan to maximize cost-effectiveness. In addition, the company

rewrote its corporate disaster management manual and implemented an action plan checklist for its departments.



Okuwa's disaster response manual

The DBJ Initiative

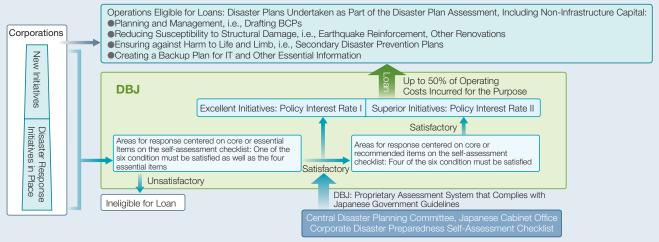
In fiscal 2006, DBJ inaugurated a loan program to promote disaster management. The program uses a proprietary DBJ method of rating disaster preparedness that is based on a self-assessment of corporate plans for dealing with disasters formulated by the Central Disaster Planning Committee of the Japanese Cabinet Office. The rating method—another first of its kind in the world—assesses and selects companies with excellent disaster planning and offers loans at preferential interest rates to implement these plans.

At Okuwa, these plans chiefly consisted of earthquake reinforcements to its buildings, as well as building redundancy into its IT system connections.

Implementation is anticipated to further improve Okuwa's disaster response, enabling the company to continue supplying needed products to customers throughout and ensure customer safety in the event of a disaster.

The assessment sheet rating helps companies perform self assessments and provides an impetus to make improvements that should lead to better future ratings. Such external ratings also inspire better internal disaster awareness and investor relations. Publicizing the fact that a company has been assessed under the program helps to promote awareness of a company's excellent disaster plans, potentially raising community awareness of the importance of disaster planning.

Disaster Preparedness Promotion Loan Program, Based on Disaster Preparedness Ratings





Initiatives for Dealing with Global Warming

Societal Concerns

Some predict that climate change caused by global warming will significantly impact the environment in such areas as ecology, agriculture, human health and social order. Initiatives are thus underway to devise international frameworks to reduce greenhouse gases. The Kyoto Protocol, adopted in December 1997, set a target for Japan to reduce its greenhouse gases by an average of 6% compared with 1990 levels by 2012. Japan's greenhouse gas emissions in fiscal 2005, however, actually exceeded the 1990 baseline by some 8%. Consequently,

Japan must reduce greenhouse gas emissions by an annual average of approximately 14%.

Industry accounts for one-third of Japan's total carbon dioxide emissions. Accordingly, in 1997 Nippon Keidanren, a federation that represents Japanese industry in national politics, announced a plan for voluntary environmental action and has been striving to reduce greenhouse gas emissions. However, as the Japanese industry is already among the world's most energy-efficient, there is little room for further reduction.

The Kyoto Mechanism, as Defined by the Kyoto Protocol

The Kyoto Mechanism is a supplementary means by which countries can meet their targets under the Kyoto Protocol, with the core being the Clean Development Mechanism and Joint Investment (CDM/JI). These mechanisms allow developed nations to use technology support or loans to reduce greenhouse gas emissions and count the amount of such reductions as credits toward domestic targets. Given the circumstances mentioned above, the Kyoto Mechanism is increasingly seen as a highly

cost-effective means for developed countries to meet their goals, while contributing to sustained growth by developing countries. For all of its advantages, the CDM/JI business is still new, and all of the risks that typically accrue to doing business in the developing world are likely to apply, whether risks in dealing with governments or with construction. Hence, individual corporations are still uneasy about engaging in such operations on their own.

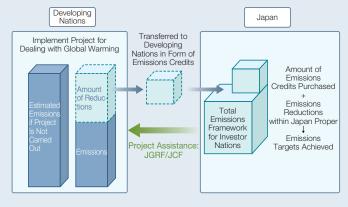
The DBJ Initiative

With reductions in greenhouse gas emissions a matter of paramount concern for Japanese corporations, DBJ has put forth two possible structures for obtaining large quantities of adequate and reliable emissions credits: the Japan Greenhouse Gas Reduction Fund (JGRF) and Japan Carbon Finance, Ltd. (JCF). The fund framework identifies the most efficient projects and distributes risk by investing in dozens of projects at a time. Sandwiching a fund between corporate investors and operators in developing countries helps eliminate risk of litigation that might be

targeted at the excess capital in the developed world.

Since their inauguration in late 2004 as a collaboration between the public and private sectors, JGRF and JCF have leveraged to the fullest DBJ's knowledge and experience of fund operations, as well as its knowledge and experience of private-sector businesses in reducing greenhouse gases. To date, these organizations have assembled an extensive portfolio in China, India and elsewhere in Asia, Latin America and Africa.

Emissions Credit Transfer Scheme





Ricogen, a Sri Lankan manufacturer of charcoal: Traditional charcoal manufacturing methods and a newly developed charcoal manufacturing plant



Assistance for Businesses Building Disaster Prevention Programs Based on a Plan of Reserving Loans Issued When Disaster Strikes

Societal Concerns

As supply chains and IT networks grow bigger, it is impossible to imagine the impact that businesses may suffer if these lines are cut. Enterprise risk management for dealing with emergencies such as accidents or natural disasters is thus a crucial concern for stakeholders-investors in a given company, its business associates or its local community. While the world looks at disaster-prone Japan and sees advanced knowledge and

countermeasures, many of these plans emphasize prevention, while measures responding to an accident or disaster are often inadequate. At long last, businesses are realizing the importance of business continuity plans (BCPs). However, equal awareness of the importance of prior risk financing has yet to emerge, although companies must arrange operating, post-disaster recovery and restoration capital to minimize damage and continue operations.

Case History: Suzuyo & Co., Ltd.

With its headquarters in the city of Shizuoka, Suzuyo is a major shipping firm dealing with port transportation and is implementing disaster prevention plans to reinforce its shipping and storage facilities against earthquake damage. The company is building a business continuity system across all of its group companies in accordance with its BCP strategy. In addition, the company is involved in initiatives to deal with disasters. These include working with communities to build systems for loading and delivering

emergency supplies, as well as conducting tsunami evacuation drills with local populations. All of these measures leverage the company's operating characteristics, while easing the damage in post-disaster recovery periods and contributing to community rebuilding efforts. The company has investigated a variety of options to find the most effective means of ensuring sufficient capital in the wake of disaster.

The DBJ Initiative

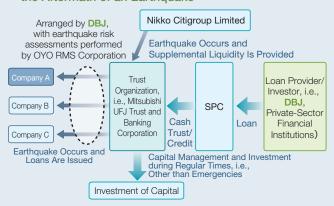
In partnership with Mitsubishi UFJ Trust Bank and Nikko Citigroup Securities, DBJ has assembled a system known as EQ-LINE to reserve loans for issuance in the event of a major earthquake.

In this case, DBJ provided Suzuyo a new option for securing capital post-disaster, in the form of EQ-LINE. The Bank also employed its program of offering loans to promote disaster preparedness in business, i.e., its disaster preparedness rating loan program, to support the earthquake reinforcement construction of Suzuyo's

shipping facilities and other buildings and cover BCP planning costs.

The ability for one trust organization to serve many businesses makes EQ-LINE attractive to local companies in many regions. DBJ will contribute to the creation of a sustainable economy by providing comprehensive support for diverse businesses in establishing disaster preparedness policies and procedures through this combination of its disaster preparedness rating loan program and EQ-LINE.

EQ-LINE: Prearranged Loans Issued in the Aftermath of an Earthquake





Earthquake reinforcement construction is underway at a Suzuyo shipping facility



Railroad Crossing Overpass/Underpass Project

Societal Concerns

Overpasses and underpasses at railroad crossings would resolve a wide range of problems that currently plague such intersections, such as chronic traffic jams and pedestrians pushing through crossing gates due to prolonged waiting times. Resolving such issues would make foot and automobile traffic, as well as the railroads themselves, safer, and would also bring the communities now cut off by the railways closer together.

Case History: Tokyu Corporation

Number of Crossing Gates Removed on Meguro Line Due to Changeover to Overpasses or Underpasses:

The rail lines operated by Tokyu Corporation's railroad division are a lifeline for residents primarily located in Tokyo and Kanagawa Prefectures. The company is replacing ground-level railroad crossings with overpasses and underpasses, in association with local governments, in an effort to eliminate accidents at these locations.

The DBJ Initiative

Although safety measures and disaster preparedness plans such as overpasses and underpasses at railroad crossings require significant investment for railroad companies, they do not boost revenue. DBJ is helping such socially useful projects become reality through steady, long-term streams of capital.

18 Total Construction Cost:

¥87.8 billion





Project to Build a Nuclear Fuel Cycle

Societal Concerns

Japan depends on imports for most of its energy supplies, so ensuring an energy supply that will be stable over the long term is a crucial policy issue. Building a

nuclear fuel cycle that will allow reuse of plutonium and other materials that are obtained from reprocessed spent nuclear fuel was therefore hotly anticipated.

Case History: Japan Nuclear Fuel Limited (JNFL)

Founded with the objective of creating a commercially viable nuclear fuel cycle, Japan Nuclear Fuel Limited (JNFL), which is headquartered in Rokkasho, Aomori Prefecture, is engaged in such activities as enriching uranium, reprocessing spent nuclear fuel and processing radioactive waste.

The DBJ Initiative

Building a nuclear fuel cycle demands a tremendous amount of money and construction time. DBJ is helping to advance the project by providing a reliable stream of long-term capital, thus contributing to implementing effective use of uranium resources, as well as disposing of radio-active waste in an appropriate manner, and supporting the establishment of an energy source that will be reliable over the long term.



The Rokkasho Nuclear Fuel Reprocessing Facility

Technology: A Creative Force that Drives Economic Growth



Promoting economic growth through such measures as assistance for technology development, as well as stimulation of industry:

- Assistance for stimulation of industry through such measures as creation of new industries and developing new technologies:
- Enhancing indirect market financing functions aimed at fostering economic growth
- Assistance for plans to use IT and other high technology to make life easier and safer

Using Leading-Edge Technology to Promote Economic Growth

DBJ promotes the development of technologies that will sustain a new era of economic progress, and serve as a common global legacy with ripple effects spreading from industry into both public and private spheres of society.

Building Socioeconomic Infrastructure:

DBJ strives to encourage economic growth through reorganizing both individual businesses and whole industries, utilizing such tools as leading-edge financial instruments for the task.



Corporate Revitalization Employing Asset-Based Lending

Societal Concerns

Following non-performing loans' emergence as a major problem in Japan in the late 1990s, many efforts have been made to revitalize corporations. After filing under Japan's Civil Rehabilitation Law or Corporate Rehabilitation Law, companies frequently faced difficulties in receiving financial support, as they found it hard to remain in operation and had few assets as collateral. The rehabilitation

of these companies, even as they face legal liquidation, is an important issue for them, entities supporting their revitalization and financial institutions. Bankruptcy cases in Japan during the first half of fiscal 2006 (from April 1, 2006, to September 30, 2006) numbered 6,531, up 2.2% from the same period of fiscal 2005. Total indebtedness of these companies fell 12.6%, to $$\pm 2,530.5$$ billion.

Case History: Nakamura Jozo Co., Ltd.

Nakamura Jozo, headquartered in Fujisaki-cho, Aomori Prefecture, is a soy sauce producer with 140-year history from the late Edo Period. The company's lineup of popular products includes *Konbu* (kelp-flavored soy sauce) that enjoys favorable sales in Hokkaido and the richly flavored *Kanekame* soy sauce, which is a favorite of renowned

chef Toshiro Kandagawa. Facing cash flow difficulties created by past capital overinvestment, in January 2006 this long-standing company applied for assistance under the Civil Rehabilitation Law. Even with a new sponsor, the company found it difficult to secure working capital.

The DBJ Initiative

DBJ is an active proponent of debtor-in-possession (DIP) financing, which allows the borrower to continue operations during the period between the request for application under Civil Rehabilitation Law or Corporate Rehabilitation Law and the approval of rehabilitation plans or following legal proceedings. The Bank has also actively extended the range of assets used as collateral to include intellectual property rights, accounts receivable, design rights and other intangible assets.

In Nakamura Jozo's case, the Bank provided DIP financing using the company's inventory of unpasteurized soy sauce as collateral. Although the use of product inventories as collateral is increasing, inventories are typically considered supporting collateral for companies in strong financial condition. However, DBJ accepted the inventory as primary collateral after obtaining an objective assessment of its value. With the support of DBJ's financing, the people involved in the project and the efforts of Nakamura Jozo, the company emerged from civil rehabilitation in November 2006.

The use of product inventories for asset-based lending still has a number of issues, but DBJ's continued successes has prompted the Bank to push forward in the cultivation of this new market. In July 2006, DBJ and Goldman Sachs of the United States jointly established Gordon Brothers Japan Co., Ltd., which performs inventory valuation and disposal services. In this manner, DBJ is working to expand its asset-based lending.

Nakamura Jozo's soy sauce goes through a unique six-stage fermentation process. The unpasteurized soy sauce that results is slowly squeezed to produce the final product.







Refinancing Plan Results in Successful Theme Park Restructuring

Societal Concerns

Hotels, *ryokan* (Japanese-style inns), theme parks and other tourist infrastructure have a huge impact on local communities. Successful theme parks have a major impact on their communities by attracting customers to local lodging and food and beverage establishments as well as the theme park. The economic impact on

transportation and other industries is substantial, as well. However, such facilities require major initial investment and regular maintenance investment. Forecasting the ability of a theme park to attract customers over the long term and introducing measures to counter a slump in business are typically difficult.

Case History: USJ Co., Ltd.

The motion picture theme park Universal Studios JapanTM, located in Konohana-ku, Osaka, was established through third-party financing by Osaka. Six years have elapsed since the park opened, and the number of visitors has increased continuously over the past three years, reaching 8.7 million visitors in the fiscal year ended March 31, 2007. The theme park was highly regarded as a local community invigoration project, as its growing name recognition

attracted visitors from across Japan, as well as from overseas. Financially, however, USJ was facing several issues, such as securing cash flow needed to redeem a bond issue, over-reliance on debt financing, independence from its current shareholders—the city of Osaka and Universal Studios of the United States. The company was considering an independent public offering of its shares to face these issues.

The DBJ Initiative

In this case, DBJ teamed up with the Goldman Sachs Group, Inc., to formulate an innovative refinancing plan that combined an injection of capital through the issuance of preferred stock with long-term borrowings. Although the company was generating substantial cash flow, it had little room to make additional investment because of a

mismatch in loan periods. Upon resolving that issue, the company successfully listed its shares in March 2007 and invested in additional theme park attractions. The end result was positive for visitors, the city of Osaka and shareholders alike.







The Bank that Uses Technology: Activities of DBJ's Practical Application Support Center for Technology

Societal Concerns

The manufacturing of automobiles, electrical products and other items is a core activity underpinning the success of the Japanese economy. However, manufacturers face a staggering number of challenges, including technical diversification; highly varied small-volume production; international competition with Brazil, Russia,

India, China and other countries; and the problem of passing expertise on to future generations. In today's economic climate, technical expertise alone is insufficient to ensure a company's success. Instead, companies need to raise their overall level of expertise, both technological and managerial.

DBJ's Manufacturing Management Index®

DBJ developed the Manufacturing Management Index® to make hidden strengths and weaknesses visible and to properly judge the technological and managerial expertise essential to the success of a manufacturing company. The Manufacturing Management Index® consists of approximately 100 factors, such as quality, cost, delivery

times, technological responsiveness, and management capability. The index provides an objective picture of the connection between a company's technical operations and its management structure, as well as unique business model characteristics and management issues that need to be resolved.

Case History: Itoh Precision Co., Ltd.

Itoh Precision, headquartered in Kaitsu, Gifu Prefecture, specializes in the precision cutting and processing of such metals as brass, aluminum and stainless steel, centered on parts for communication, electronic and gas equipment. In recent years, the company has begun processing automotive parts and responding to the need for the

small-volume production of widely diverse parts. Although working to enhance its production management, starting with the acquisition of ISO 9001 certification, the company realized the need to reexamine its technical expertise and improvement measures from a management strategy perspective to accelerate further corporate growth.

The DBJ Initiative

DBJ has opened a Practical Application Support Center at its head office, as well as at its Kansai and Tohoku branches, to assist commercialization of corporate technological developments along with regional financial institutions. In this case, DBJ teamed up with Ogaki Kyoritsu Bank, Ltd., to conduct a "technical management skills diagnosis" of Itoh Precision. This diagnosis provided an objective view of efforts to build a corporate culture, such as the effective use of development facilities to create process designs and a management style involving full employee participation. The diagnosis also reconfirmed Itoh Precision's perceived strengths and issues. Based on this diagnosis, the management of Itoh Precision, Ogaki Kyoritsu Bank and DBJ held a three-way exchange to examine Itoh Precision's improvement goals and targets, management focuses and business diversification initiatives, analyzing and considering these issues from technological, managerial and financial standpoints.

Using the results of our diagnosis as a basis for discussion, Itoh Precision encouraged an internal discussion of its current situation, sharing issues it faced as well as management goals, including its aim of training employees to boost technological management and linking its

technologies and business activities. Ogaki Kyoritsu Bank plans to use the Manufacturing Management Index® to pursue an avenue of corporate growth that differs from financial analysis, boosting its ability to provide financing that is closely linked to local communities. As a bank that employs technology, DBJ plans to enhance the value it provides to manufacturing companies.



Itoh Precision uses "technical management skills diagnosis" to enhance technological management and promote human resource training

■ Promoting Foreign Direct Investment in Japan and Supporting the Internationalization of Local Communities

Societal Concerns

DBJ believes that the investment of foreign capital, the exchange of technologies and expertise with advanced nations and the potential to generate employment work to energize the Japanese economy and foster the development of local economies. However, foreign-capitalized firms encounter various issues when promoting their operations in Japan. These include their low level of

recognition within Japan, lack of a local track record, language issues, lack of infrastructure for handling the childcare needs of their local employees, and numerous other non-tariff barriers. Securing investment funds in Japan, and finding necessary information can also prove difficult. Ultimately, such factors act as barriers to foreign direct investment in Japan.

Case History: IKEA

The IKEA Group, founded in Sweden, is one of the world's largest furniture retailers, operating 256 stores in 35 countries (as of July 31, 2007). Parlaying its expertise in logistics and innovative design into a solid worldwide brand, IKEA provides quality products at affordable prices to consumers throughout the world. Furthermore, IKEA's business model is unlike any other in Japan.

Once before, in the 1970s, IKEA entered the market with a Japanese partner, but because of the characteristic difficulties of the market and the need to rely on its Japanese partner for operations, the company was unable to cultivate its correct brand image. As a result, IKEA decided to pull out of Japan in the 1980s. Remaining nevertheless intrigued by the size of the Japanese market, IKEA continued to study the market carefully and conduct detailed surveys. Some 20 years later, almost to the day, IKEA returned to Japan, this time operating entirely on its own.

The decision to operate on its own meant that IKEA needed to create its own logistics network, requiring a substantial investment. The fact that the company had already operated in-and pulled out of-Japan once became an issue when IKEA sought to raise funds from Japanese financial institutions.



The DBJ Initiative

To promote investment in Japan, DBJ provides the financial and information support that foreign-capitalized companies require to build their operations in Japan. Centering on its head office Department for International Affairs and overseas representative offices, DBJ promotes investment in Japan and contributes to the internationalization of local communities by providing advice on investment plans and other consulting services to foreign companies and utilizing its networks with municipal government bodies and institutions such as the Japan External Trade Organization, which promotes investment in Japan.

In this case, DBJ was able to apply an understanding of foreign companies cultivated over many years, as well as its financial acumen, to prime the pump accessing Japan's pool of financial market funds and aide IKEA's return to Japan. DBJ helped IKEA raise ¥10 billion to

construct a logistics center in Yatomi, Aichi Prefecture, and introduce its unique business model and logistics expertise to Japan. In cases such as this in which a large amount of funds is required by a foreign company without a proven track record in Japan, DBJ provides the pump-priming mechanism to enable smooth fund-raising.

In addition to encouraging foreign direct investment in Japan, DBJ promotes efforts to provide the infrastructure and environment that facilitates such investment. The financing of international schools is one such activity, as the infrastructure for the education of employees' children is an important consideration when encouraging companies to invest in Japan. In fiscal 2006, DBJ supported initiatives to enhance facilities at the Canadian Academy, an international school in Kobe, and the Saint Mary's International School in Tokyo.

■ Providing a Safety Net

DBJ acts as a social safety net by providing investments and loans to support the rehabilitation and rebuilding of areas affected by earthquakes, typhoons or other largescale natural disasters, the outbreak of severe acute respiratory syndrome (SARS), bovine spongiform encephalopathy

(BSE) and other illnesses, as well as terrorist attacks and other emergency situations that cause widespread anxiety about the financial system. In this way, we act as an emergency response unit to fill the gap that emerges when peacetime financial platforms fail to function (see page 65).

Responding to Financial Crises

Societal Concerns

Some responses required during financial crises are to (1) put up financial firebreaks to prevent a spreading chain of bankruptcies, (2) prevent damage to large and

medium-sized companies from spreading to small companies and (3) provide fair and neutral screening that prevents companies from capitalizing on financial crises.

The DBJ Initiative

DBJ provides capital investment funds for industries hit hardest by credit crunches—automotive, iron and steel, energy, commerce, and rail sectors—and assists them in repaying capital investments to private-sector financial

institutions by helping them raise long-term working capital and redeem corporate bond issues.

Factoid: DBJ's cumulative financing in response to credit crunches: ¥1,610.6 billion

Disaster Recovery

Societal Concerns

Required responses to natural disaster are to (1) ensure that people who provide information to local communities beset by a natural disaster have sufficient knowledge about those communities and take that knowledge into consideration and (2) provide rapid responses to help rebuild important infrastructure that was destroyed. What

is required is an entity that through its everyday business relationships has accumulated know-how on the industries and businesses that provide this core infrastructure. This entity also must have a wealth of expertise in supplying long-term funds.

The DBJ Initiative

DBJ has provided assistance in response to such disasters as the Kobe Earthquake in January 1995 and the Niigata Chuetsu Earthquake in October 2004. In addition to the electrical, gas, rail, communications, broadcasting, urban development, and other infrastructure industries, DBJ provided assistance to retail sales, food products and other everyday businesses. These efforts

played a major role in revitalizing the employment and economic situations of local communities, prompting a revival in many fields.

Factoid: DBJ's cumulative disaster recovery financing
Kobe Earthquake: ¥184.8 billion
Niigata Chuetsu Earthquake: ¥20.3 billion

Emergency Financing

Societal Concerns

Society requires institutions whose day-to-day operations provide a solid foundation for financing in response to terrorist attacks, natural disasters and other emergency situations. These institutions must also have the working capital and funding expertise to respond quickly to these situations.

The DBJ Initiative

In the year ended March 31, 2002, DBJ established an emergency response support system that provided financing to the Japanese airline industry, which was immediately effected by a downturn in business following September

11, 2001, terrorist attacks on the United States and the SARS outbreak.

Factoid: DBJ's cumulative emergency financing provided during terrorism and SARS outbreaks: ¥437.0 billion

■ Case Studies of Other Initiatives





DBJ applies its expertise in forming and evaluating businesses, as well as its development of new financial methods, to provide detailed assistance at every stage of a project, delivering total solutions, including funding from a position of neutrality. In addition to the activities described on pages 30 through 46 of this report, DBJ provides a variety of financial services throughout Japan.







Community Development

Business Revitalization of a Local Company:

The Former Niigata Tekkosho Co., Ltd.

Through such methods as DIP financing, mergers and acquisitions, and business revitalization funds, DBJ supports local companies, helping communities maintain excellent supplies of technical expertise and employment opportunities.

Business Revitalization of Onsen Ryokan Operators Kutsurogi Yado Co., Ltd.

DBJ helped revitalize the business of an *onsen ryokan* (hot springs hotel) operator in the middle of the Aizu Higashiyama onsen area through the integration of three ryokans. We contributed to the substantial renovation of the onsen area and helped enhance the foundation for the local tourism industry.

 Local Community Child-Rearing Support Plan Promotion: Fukushima Printing Co., Ltd.

The Bank worked with regional financial institutions to establish a collaborative financing scheme to help a local operator put in place a new child-rearing support plan through cooperation between companies and the local community that was formulated by Ishikawa Prefecture.

 Effective Utilization of Social Infrastructure Assets: Hakone Turnpike Co., Ltd.

Working with Macquairie Bank Limited of Australia, DBJ established Japan's first fund specializing in infrastructure investment, injecting capital to transfer operation of the Hakone Turnpike.

Introducing Barrier-Free Streetcars:

Hiroshima Electric Railway Co., Ltd.

Hiroshima Electric Railway required financing to introduce barrier-free low-floor streetcars. DBJ provided a wide range of support for this community resident welfare project.

Environmental Conservation and Sustainable Societies

- Building Japan's Largest Wind-Power Generation Facility: Green Power Koriyama-Nunobiki Co., Ltd.
 DBJ provided financing for a project by the Electric Power Development Co., Ltd., to build Japan's largest wind-powered generation facility. This large-scale, clean-energy project is designed to reduce CO₂ emissions.
- ♦ Introducing an Environmentally Friendly System: Mazda Motor Corporation One of DBJ's objectives is to provide financing for measures that encourage environmentally sound management. Through this project, we helped raise the level of environmental activity within a local community and an entire industry.
- Creating an Intermediate Processing Plant for Industrial Waste: Sanko Co., Ltd.
 - This project involved building an intermediate processing plant to handle industrial waste in response to restrictions on dioxin emissions. By financing the project, DBJ enabled the appropriate processing of industrial waste and a reduction of this company's impact on the environment.
- ◆ Introducing a Facility to Recycling Difficult-to-Process Paper: Kyushu Paper Co., Ltd.
 - DBJ financed the installation of equipment to process difficult-to-recycle paper for this manufacturer. The project helped improve the circulation of resources within the paper industry, thereby reducing its environmental impact and contributing to a recycling-oriented society.
- Promoting Urban Design that Reduces CO2: District Cooling and Heating System in East Ikebukuro The Bank supports the reduced emission of greenhouse gases by financing projects designed to help Japan meet the targets outlined by the Kyoto Protocol. Helping cooling and heating suppliers is one way to support global warming preventative measures.

Creation of Technologies and Industries

- ◆ Developing and Commercializing Carbon Fiber Composites: Sakai Ovex Co., Ltd.
 - DBJ supported this company's joint development project with a publicsector research institution that aims to commercialize this project. This project has the dual goals of enhancing industry competitiveness and promoting Fukui Prefecture's local community revitalization plan.
- ◆ Enhancing High-Value-Added Lens Plant: Tamron Co., Ltd. By providing financing for the capital investment earmarked for the introduction of precision fine-processing technology at a lens plant, DBJ helped cultivate advanced expertise within the community.
- ◆ Providing Startup Support for Japan Entity: Shanghai Newtouch Software Company, Ltd. The Bank helped this Shanghai-based IT venture establish a presence in Japan by helping it find the funds for the deposit on an office lease, as well as for software development.
- Conducting Training in the Content Business: Anime Innovation Tokyo LLP In cooperation with the city of Tokyo, DBJ supported the formation of a scheme to finance the first limited liability partnership for the pilot production of anime (animation) programs.
- ◆ Aiding Design Evaluations: h concept, inc. Marking a first in Japan, design rights were used as collateral for DBJ's financing of this company, which designs animal-shaped rubber bands and other novelties and is expanding its product lineup.











■ Making Use of Information Functions

Information Provision Activities

Through its varied activities, DBJ comes into contact with many aspects of society. In addition to companies, DBJ's information channels and human networks include domestic and overseas governments, international institutions, regional government bodies and universities. Through these contacts, DBJ extracts a variety of information on economic and societal issues, boosting its ability to supply quality information from a neutral standpoint.

Industry Research

In a broad range of industrial circles, DBJ researches conditions in various sectors and among different types of businesses, conducting surveys and performing research on such topics as international competitiveness. The Bank also prepares reports on conditions in individual industries, technical development trends, and new industries and innovation. We provide feedback on these reports to our clients, as well as other parties.



Survey Examples

- "Trends Involving the Introduction and Expansion of Bioethanol Fuels and Other New Energy Sources" *DBJ Monthly Overview*, No. 105, February 1, 2007 This survey looks at long-term energy supply and demand forecasts; the status of introducing alternative fuels for automobiles; Japan's introduction of ethanol; and the global status of bioethanol, which is gaining ground worldwide.
- "Internet-Related Business Trends"

 DBJ Monthly Overview, No. 107, February 22, 2007

 DBJ conducted a survey to explore various aspects of the rapid expansion of Internet-related businesses in recent years, such as the size of the market, changes in Internet advertising and alliances among Internet companies.

Economic Surveys

One of DBJ's main businesses is the provision of funds for long-term capital investment. In the process, the Bank has accumulated a host of information and conducted research on corporate capital investment. This information concerning domestic and overseas economic conditions and developments is highly valued by a variety of entities. One of these documents, the "Capital Investment Planning Survey (Questionnaire-Based)" has a history of more than 50 years, back to 1956. This survey looks at community-specific investing trends and provides analyses of raw corporate information. This information is used in a host of ways, including the operation of the Japanese economy,



corporate management and research and training activities at institutions and universities.

Survey Examples

 "Report on June 2006 Survey of Capital Investment Plans for Fiscal Years 2005, 2006 and 2007," Surveys, No. 92, September 2006

After commencing our questionnaire-based survey on corporate capital investment activity, the "Survey of Capital Investment Plans," we publicized our analysis, as well as research results.

• "Economic Globalization from an Investing Viewpoint" DBJ Monthly Overview, No. 106, February 22, 2007 This survey looks at the state of direct investment in Japan and throughout the world, as well as investment agreements in place, against the background of an expansion in direct investing. The survey also analyzes the future prospects of countries considered to be ripe for investment.

Combining Surveys, Research and Investment and Loan Activities

In addition to publicizing the results of its surveys, research activities and other materials, DBJ introduces its information at speaking engagements and seminars. In addition, by reflecting the results of its investment and loan functions, DBJ provides new financial solutions for corporate CSR activities and commercial technologies.

(1) Environmental

The Bank conducts survey reports on various environmental activities in Japan and overseas, under such themes as global warming prevention measures, promotion of a recycling-oriented society and sustainable corporate management. DBJ also conducts and contributes to specialty journals, newspapers and magazines. In fiscal 2004, these activities culminated in an environmental rating system, Promoting Environmentally Conscious Management. We also developed a financing menu for global warming countermeasures that many companies employ.

(2) Disaster Response

In the event of an earthquake or other natural disaster, responding to the situation and continuing operations is a common theme for every company. Companies need to put disaster response measures in place. DBJ conducts surveys covering corporate business continuity plans. In fiscal 2007, we incorporated the survey results into our disaster prevention ratings loan program.

(3) Technology

The Bank's activities in technology-related fields include conducting trend surveys on bioethanol and other topics. DBJ's Practical Application Support Center for Technology provides technical evaluations and conducts other activities to help companies realize their potential for technological commercialization.

Providing Information to Local Communities

(1) Supplying Information to Help Local Community Development

Local communities are experiencing increasingly difficult environmental circumstances, such as a declining birthrate; an aging population; the amalgamation of towns, cities and villages; and financial difficulties. These issues require a greater degree of expertise and more ingenuity than ever. DBJ addresses these issues by analyzing the information it accumulates through its network of 19 domestic and six overseas locations and communicates with the economic agencies of regional governments and local communities and companies in Japan and abroad. DBJ uses this information to encourage public/private partnerships, promote tourism, build up local communities, and contribute to local government financing by sharing its analysis results through reports, publications, contributions, lectures, and various other formats.



DBJ publications

(2) Building Local Communities

One way DBJ puts its expertise to work in building up local communities is by conducting "local community-building diagnoses." In this process, a DBJ local community diagnosis team analyzes publicly available data to determine the current state of a local community, and then conducts interviews in that community before preparing an independent diagnosis that interprets its results. We then discuss the diagnosis results with people in the local community, which helps them to understand what issues they may be able to address on their own and provides an opportunity to consider future directions.



Interaction with local communities by conducting seminars

Supporting Collaboration among Industry, Academia and the Government

DBJ supported the establishment of the Technology Licensing Organization, which promotes the transfer of technology from universities to the private sector. We also encourage cooperation among industry, academia and the public sector in a broad range of fields, including environment-related and disaster response areas. As of March 31, 2007, the Bank had collaboration agreements in place with 21 national and private universities. These arrangements enable each of us to pool our resources to achieve even greater results.

Collaboration Agreements with Universities and Other Institutions

Cooperating Institutions	Date Agreement Concluded	
Ritsumeikan Asia Pacific University	January	2004
Kanazawa University Technology Licensing Organization	January	2004
Iwate University, Iwate Prefectural University, Iwate Prefecture, four other research institutions and three financial institutions	May	2004
Hokkaido University	July	2004
Tohoku Fukushi University, City of Sendai, Sendai City Industrial Promotion Organization	August	2004
Kyushu University	October	2004
Toyo University	December	2004
Urban Land Institute	February	2005
Ritsumeikan University Graduate School of Management	April	2005
Niigata University	July	2005
Shinshu University	August	2005
Asia University	August	2005
Center for Cooperative Research at Kanazawa University, City of Komatsu	November	2005
Nagoya City University	December	2005
Hiroshima University	January	2006
Toyama Prefectural University	February	2006
Mie University	March	2006
Kagoshima University	June	2006
Osaka University Center for the Study of Finance and Industry	June	2006
Utsunomiya University	June	2006
International University of Health and Welfare Graduate School	February	2007

International Cooperation Activities

The ongoing globalization of financial activities is prompting all members of the financial sector, including development financing institutions, to review their operations. As part of a worldwide trend, public- and private-sector institutions are also reconsidering their respective roles in economic development.

Against this backdrop, DBJ has played a significant role in cultivating self-sustaining economic development in the private sector of developing countries, particularly those in Asia. From the standpoint of policy planning and



Developmental Finance Course

financing, DBJ is deeply involved in infrastructure development to invigorate the private sector and handle environmental issues. In these areas, DBJ employs for the benefit of other countries the expertise it has accumulated in Japan.

Taking this view, since 1967 DBJ has held an annual Developmental Finance Course for development finance institutions, which has been attended by delegates from South Korea, China, the ASEAN region, Latin America, Africa, and Eastern Europe. Here, the Bank provides quality research and training.

In May 2006, DBJ received a Performance Award for International Cooperation Activities in the regional development financing division of the Association of Development Financing Institutions in Asia and the Pacific (AFDIAP). This award was in recognition of the Bank's International cooperation activities.

The ADFIAP Awards provide an opportunity to raise the level of awareness of excellent regional projects. The awards are also designed to share information regarding financing methods and technologies.