

City of Kobe Investor Relations Materials October 2012



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### Summary Population | Industry

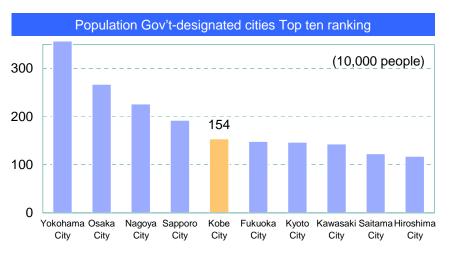
**UNESCO City of Design** 

(10,000 people)

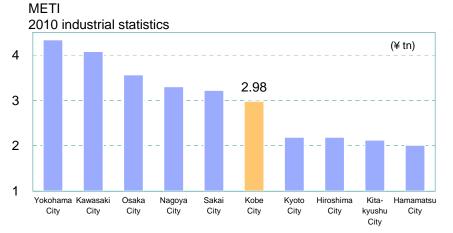
- Kobe is the 5<sup>th</sup> largest city by population (1.542 mn) among Japan's government-designated cities
- In preparation for a future population decline, Kobe is further enhancing its appeal as a major city, including securing jobs

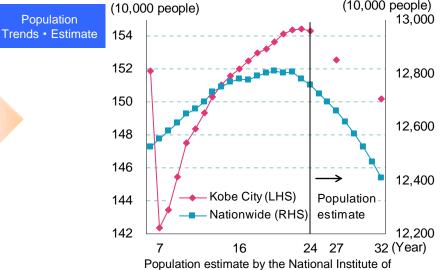
Population

In conjunction with the Port of Kobe, the expansion of heavy and manufacturing industries, including food and rubber goods, as well as alcohol and western confectioneries also plays a part in creating the city's image



Shipment of mfd. goods Gov't-designated cities Top ten ranking

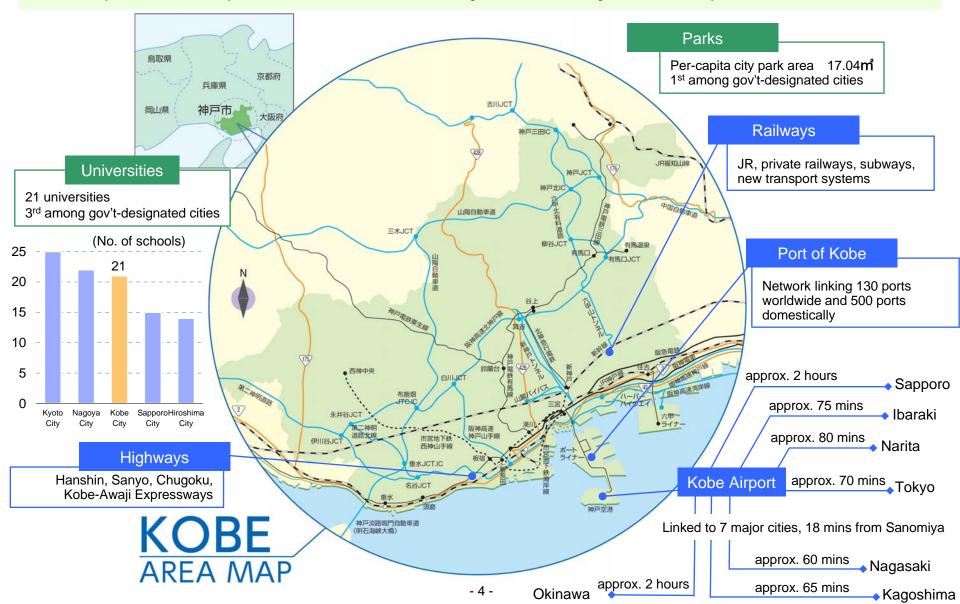




Population and Social Security Research

| Shipment of manufactu<br>/ranking among govt-o  | 2008                                | 2009 | 2010 |     |
|---|-------------------------------------|------|------|-----|
| Industry  | (unique sectors)                    |      |      |     |
| Food manufacturing industry                     | (pastries, bread)                   | 2nd  | 1st  | 1st |
| Transportation machinery<br>equipment companies | (shipbuilding, railways, airplanes) | 7th  | 5th  | 6th |
| Steel industry                                  |                                     | 8th  | 7th  | 7th |
| Beverage, tobacco, feed manufacturing companies | (alcohol, coffee)                   | 2nd  | 2nd  | 2nd |
| Rubber product<br>manufacturers                 | (chemical shoes)                    | 2nd  | 1st  | 1st |

- All modes of transportation (air, sea, and land routes) converge and are interlinked.
- The city is surrounded by nature. The Rokko mountain range lies in the background of the city area.





To improve the level of medical care for its citizens and to stimulate the local economy, the city is promoting its medical industry by integrating medical-related industries on Kobe's man-made Port Island

This is Japan's largest biomedical cluster, consisting of 14 core facilities that act as an intermediary between basic research to clinical research, and coordinates between the research organs of companies and universities, as well as medical institutions and medical-related companies.

| Core facilities  | 14 facilities   |  |   |   |             | _                 |
|--|---|--|---|---|-------------|-------------------|
| Riken Center for Developm<br>Retinal regenerative thereas  | Universities  |  | 2005  | 2010                                    |             |                   |
| Retinal regenerative therapy using ES and iPS<br>cells<br>Foundation for Biomedical Research and<br>Innovation |   | <ul> <li>Kobe University</li> <li>Hyogo College of Medicine</li> </ul> |   | Economic<br>benefit ¥40.9 bn            | ¥104.1 bn   | _                 |
| Vascular regenerative ther<br>strokes  | <ul> <li>Kobe Gakuin University</li> <li>Konan University</li> </ul>            |  | Tax revenue<br>benefit ¥1.3 bn                      | ¥3.5 bn                                 |             |                   |
| Kobe City Medical Center<br>General Hospital   | Medical-related cor   | npanies 220 (as of Aug 2012)   |   | No. of companies and employe            | es in Kobe  |                   |
| Transferred and opened<br>in July 2011   | Pharmaceuticals<br>Daiichi Sankyo: Asubio F                                     |  | 300   | (No. of companies)<br>Companies in Kobe | 300         | 5,000<br>(people) |
| Total beds: 700  | Eisai: Kan Research Insi<br>Senju Pharmaceutical                                | Seimens  | 250   | No. of employees 4,351                  | 8 220       | 4,000             |
| Role as emergency<br>center offering advanced<br>medical care and a center<br>of clinical science              | Regenerative therapy<br>Olympus   | Sysmex<br>erapy Healthcare 200<br>Fujicco                              | 200   | 2,885 170                               |             | 3,000             |
|  |   | Noevir etc   | 150   | 2,058 150                               |             |                   |
| Kobe Minimally Invasive Can  | cer Center Child  | Chemo House (working name)   | 100   | 1,757 <sub>125</sub>                    |             | 2,000             |
| Slated for opening in April 207<br>Total beds: 80  |   | or opening in April 2013<br>of rooms: 19 (proposal)                    | 50  | /85<br>- 206                            |             | 1,000             |
| Non-invasive cancer treatmer<br>combination of radiation and<br>chemotherapy                                   | s where children with cancer can<br>n their families; treatment<br>are adjacent | 0  | 18           2001 2005 2006 2007 2008 2009 2010 201 | 11 2012 2015<br>(Aug) Goal              | 0<br>(year) |                   |



#### Kansai Innovation Int'l Strategic Comp. Special Zone

- Conducting businesses using special ordinances and tax, fiscal, and financial aid measures
- To enhance global competitive strength, our goal is to double our share of the global market by increasing exports of pharmaceuticals and medical devices from the Kansai area.

#### **Applicants**

Kyoto, Kyoto pref.

Osaka, Osaka pref.

### Kobe, Hyogo pref. Tax aid measures (reduce corporate tax, etc.)

- Financial aid measures (interest subsidy system)
- Fiscal aid measures
  - (selectively use budget for related government agencies)

Special ordinances/aid measures

- Special ordinances (delegate ordinances stipulated by governmental and ministerial ordinances, etc.)
- X Successive additional measures after talks with the central government

#### Kobe Biomedical Innovation Cluster City District

Propose special measures for regulations that are likely to further speed up creating practical applications for R&D

Promote ties with PMDA (Pharmaceuticals and Medical Devices Agency)

Set up PMDA-WEST functions

- Delegate authority for advanced medicine
- Simple filing for bed regulations in clinical development, etc.

#### Hanshin Port District

Strategic International Container Port, a focal point of the government

- Fortify international container cargo collection functions
- Support innovation, in part by cutting port costs

#### K Computer

- 10 quadrillion calculations per second
- In June and November 2011, it was ranked the world's fastest performing computer
- General use for research at universities and research institutions, as well as industrial use
- Began joint usage from September 28, 2012

#### Business/development entity

MEXT • Riken

Location

Port Island 2<sup>nd</sup> Stage

#### Life Science

#### Drug discovery

Shorten the new drug development period and cut costs via a high precision and high speed method of finding new drug candidates

Select pharmaceutical companies, including those companies that enter the Kobe Biomedical Innovation Cluster, for industrial use

#### Next-Generation Manufacturing

Ties with industrial circles Expected to substantially reduce development cost and time using high precision simulation models, such as for car collision testing

#### Disaster Prevention/Reduction

Forecast weather disasters Aim to reduce weather disasters, including predicting earthquakes, tsunamis, typhoons, and torrential downpours. Kobe City Fiscal affairs



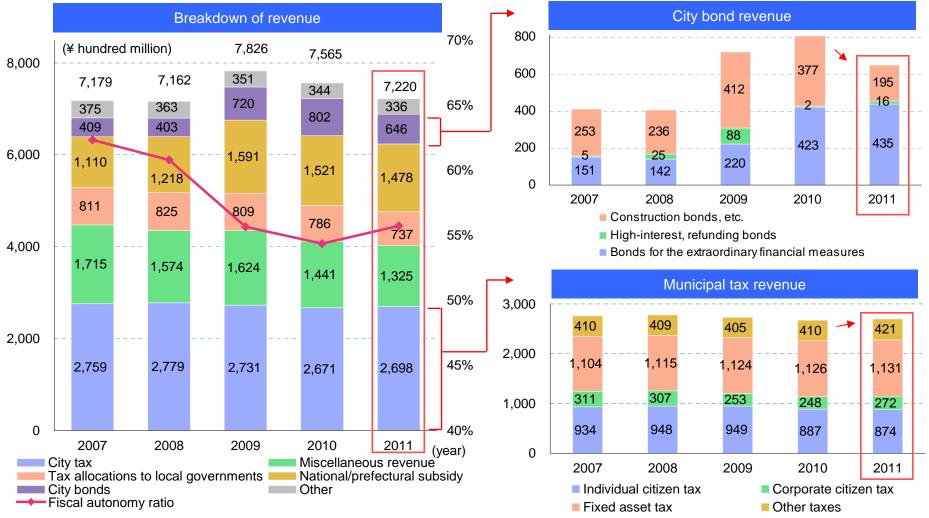
## Fiscal 2011 results General Account Revenue

- Personal municipal tax revenues declined due mainly to a decline in wages; corporate municipal taxes increased owing to an improvement in corporate earnings; tax revenues rose for the first time in three years
- Bonds for extraordinary financial measures increased but total city bond revenue decline ¥15.6 billion YoY, mainly due to a decrease in construction bonds

KORF

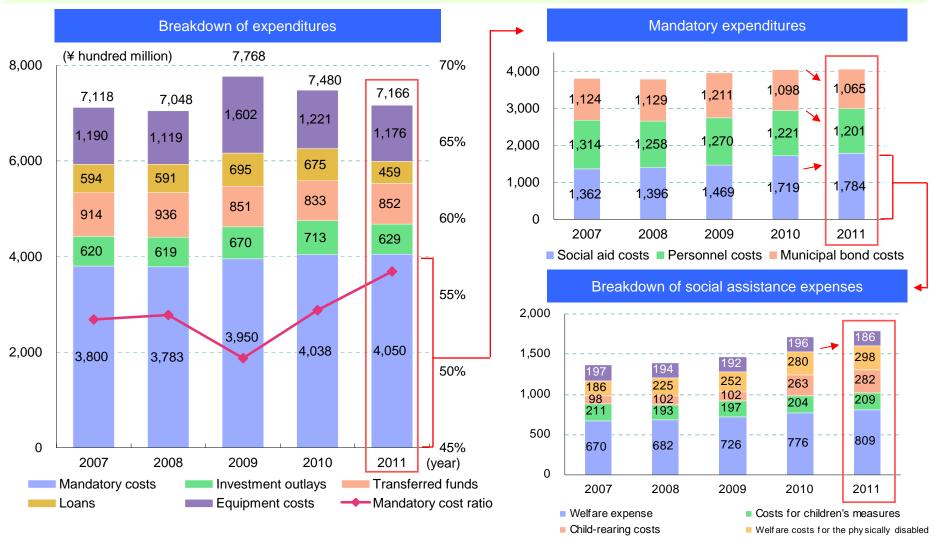
**UNESCO City of Design** 

The real balance between revenues and expenditures was a positive ¥2.2 billion, the first positive balance since the Great Hanshin-Awaji Earthquake



## Fiscal 2011 results General Account Expenditures

- UNESCO City of Design
- Payrolls decreased due to measures to reduce the total number of city workers; debt service costs declined thanks to a decrease in the outstanding balance of city bonds, including disaster restoration bonds
- The increase in mandatory expenses reflects an increase in social assistance outlays, such as welfare checks and child-rearing allowances



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Other

- As of the end of fiscal 2011, there were 16 accounting items in the special account
- In the airport maintenance operations, to cover the increase in the cost of city bond redemption, funds were borrowed from urban development account
- In 2011, 2.57 million people used Kobe Airport (user rate of 70.3%)

|  |         |             |              | (¥ mn)                            |  |  |  |  |
|--|---------|-------------|--------------|-----------------------------------|--|--|--|--|
|  | FY 2011 |             |              |                                   |  |  |  |  |
| Accounting item  | Revenue | Expenditure | Real balance | Transfer from the general account |  |  |  |  |
| Municipal bond costs   | 384,723 | 384,723     |              | 106,476                           |  |  |  |  |
| National Healthcare Insurance costs  | 154,721 | 154,721     |              | 13,454                            |  |  |  |  |
| Nursing care insurance costs   | 104,918 | 103,323     | 1,534        | 15,332                            |  |  |  |  |
| Medical care expenditures<br>for the elderly aged 75 or over               | 27,775  | 27,688      | 87           | 15,008                            |  |  |  |  |
| Market costs   | 4,370   | 4,370       |              | 294                               |  |  |  |  |
| Meat processing center costs   | 1,105   | 1,105       |              | 858                               |  |  |  |  |
| Worker welfare insurance costs   | 378     | 378         |              | 20                                |  |  |  |  |
| Agricultural insurance costs   | 306     | 252         | 54           | 90                                |  |  |  |  |
| Loans from Welfare Funds for Mothers<br>with Dependent Children and Widows | 350     | 245         | 105          | 1                                 |  |  |  |  |
| Costs for land acquisition for future development                          | 79      | 79          |              | 7                                 |  |  |  |  |
| Parking lot business costs   | 1,145   | 1,145       |              | 151                               |  |  |  |  |
| Agricultural community sewer program costs                                 | 1,211   | 1,211       |              | 1,011                             |  |  |  |  |
| Coastal environment improvement project costs                              | 1,420   | 1,420       |              | 349                               |  |  |  |  |
| Urban redevelopment project costs  | 10,781  | 10,602      |              | 9,822                             |  |  |  |  |
| City-managed housing costs   | 29,720  | 29,408      |              | 6,572                             |  |  |  |  |
| Airport development costs  | 4,121   | 4,121       |              | 644                               |  |  |  |  |
| Total  | 727,123 | 724,791     | 1,780        | 170,089                           |  |  |  |  |
|  |         |             |              |                                   |  |  |  |  |

| Airport account<br>management revenues/expenses |       |       |  |  |  |  |  |  |  |
|---|-------|-------|--|--|--|--|--|--|--|
| (¥ mn)  | 2011  |       |  |  |  |  |  |  |  |
| Revenue   |       |       |  |  |  |  |  |  |  |
| Arrival/departure &<br>holding fees             | 614   | 740   |  |  |  |  |  |  |  |
| Prefectural expenditures                        | 266   | 229   |  |  |  |  |  |  |  |
| Loans in other accounts                         | -     | 186   |  |  |  |  |  |  |  |
| Other   | 1,084 | 1,028 |  |  |  |  |  |  |  |
| Expenditure                                     |       |       |  |  |  |  |  |  |  |
| City bond redemption                            | 1,369 | 1,567 |  |  |  |  |  |  |  |
| Other   | 595   | 616   |  |  |  |  |  |  |  |

#### Future measures

Improve convenience Encourage airlines to add flights, establish new flights, and increase flight equipment

Enhance functions, ease regulations Request that the government extends operating hours and arrival/departure slots



(¥mn)

- The total for the 7 accounting items was a surplus of ¥6.9 billion (surplus in 5 accounts and deficits in 2 accounts)
- The deficit in the sewage works business was ¥209 million, mainly due to a disposal loss at the Chubu treatment plant
- Despite measures to enhance management efficiency in the high-speed railway works business was ¥778 million, due mainly to a decrease in passengers

| Accou            | nting item              | Sewage works | Port operations | Urban<br>development | Automotive operations | High-speed railway operations | Waterworks | Industrial<br>waterworks |
|------------------|-------------------------|--------------|-----------------|----------------------|-----------------------|-------------------------------|------------|--------------------------|
| Revenue          | Revenues                | 23,010       | 22,416          | 19,507               | 12,854                | 21,979                        | 34,467     | 1,430                    |
| and              | Expenses                | 23,219       | 16,893          | 18,160               | 12,703                | 22,757                        | 33,936     | 1,108                    |
| expenditures -   | Difference              | △ 209        | 5,523           | 1,347                | 151                   | △ 778                         | 531        | 322                      |
|                  | Assets                  | 784,215      | 1,103,595       | 462,501              | 21,815                | 295,528                       | 344,089    | 20,478                   |
| Balance          | Liabilities             | 12,987       | 13,530          | 86,184               | 4,700                 | 65,316                        | 13,212     | 565                      |
| sheet -<br>items | Capital                 | 771,228      | 1,090,065       | 376,317              | 17,115                | 230,212                       | 330,877    | 19,913                   |
|                  | Corporate bonds portion | 155,588      | 268,928         | 260,213              | 5,059                 | 144,763                       | 40,625     | 4,737                    |

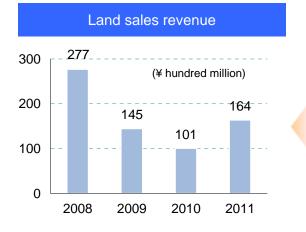
High-speed railway works Revenue/expenses by routes

|                                 | Seishin-Ya | mate Line | Kaigan Line |         |  |
|---------------------------------|------------|-----------|-------------|---------|--|
| Date opened                     | 1977~      | •1987     | 2001        |         |  |
| Operating distance              | 22.7       | 'km       | 7.9km       |         |  |
| (¥ mn)                          | 2010       | 2011      | 2010        | 2011    |  |
| Operating revenue               | 18,134     | 18,198    | 1,957       | 2,012   |  |
| Operating expense               | 12,384     | 12,355    | 6,156       | 6,155   |  |
| Depreciation<br>expense portion | 4,756      | 4,610     | 3,779       | 3,627   |  |
| Recurring profit/loss           | 5,433      | 5,247     | △ 6,064     | △ 6,025 |  |

#### Measures to improve revenues

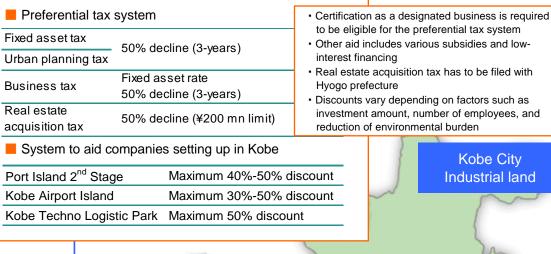
- Promote business inside train stations
  - Increase ATM installation
  - Turn sales stalls into convenience stores
  - Promote areas along lines
  - Home's Stadium and INAC Kobe
  - Invite the building of large-scale facilities that attract customers
- Improve management efficiency
   Outsource train station operations Continue with one-man driving

- Create a city with complex functions by supplying industrial land with the objective of providing residential land and fortifying management base
- Repay bonds issued to cover costs of land development using the revenue from land sales
- Promote land sales via measures for inviting companies to Kobe while building up reserves



| (¥ hundred million)                  | 2010      | 2011  |  |
|--------------------------------------|-----------|-------|--|
| As                                   | sets      |       |  |
| Salable land                         | 2,903     | 2,788 |  |
| Cash and deposits                    | 1,348     | 1,209 |  |
| Other fixed and current assets, etc. | 626       | 628   |  |
| Total                                | 4,877     | 4,625 |  |
| Liabilities                          | & capital |       |  |
| Fixed and current liabilities        | 871       | 862   |  |
| Outstanding number of<br>city bonds  | 2,865     | 2,602 |  |
| Other capital and<br>surplus capital | 1,141     | 1,161 |  |
| Total                                | 4,877     | 4,625 |  |

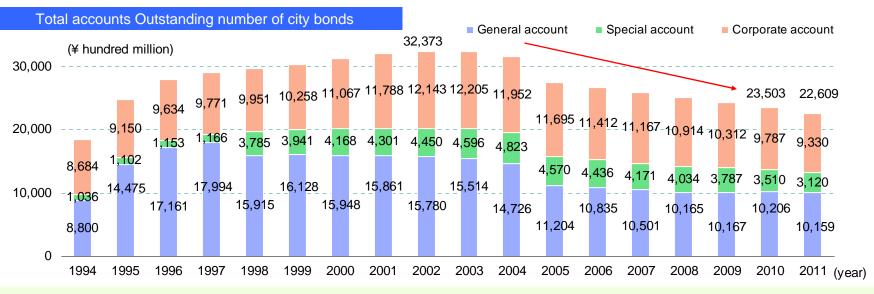
### Measures for inviting companies



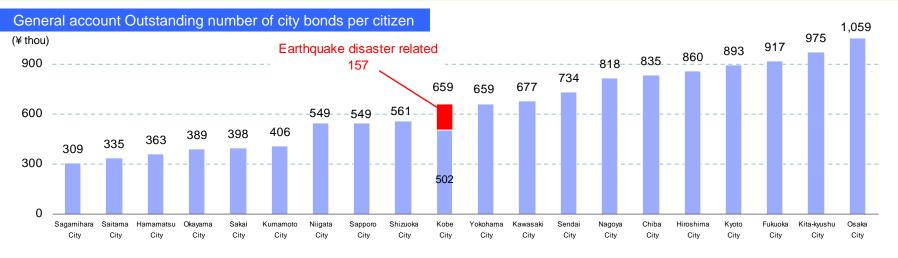




Curb investment outlays by clearly prioritizing businesses and emphasizing policies, and thereby reducing the outstanding balance of city bonds

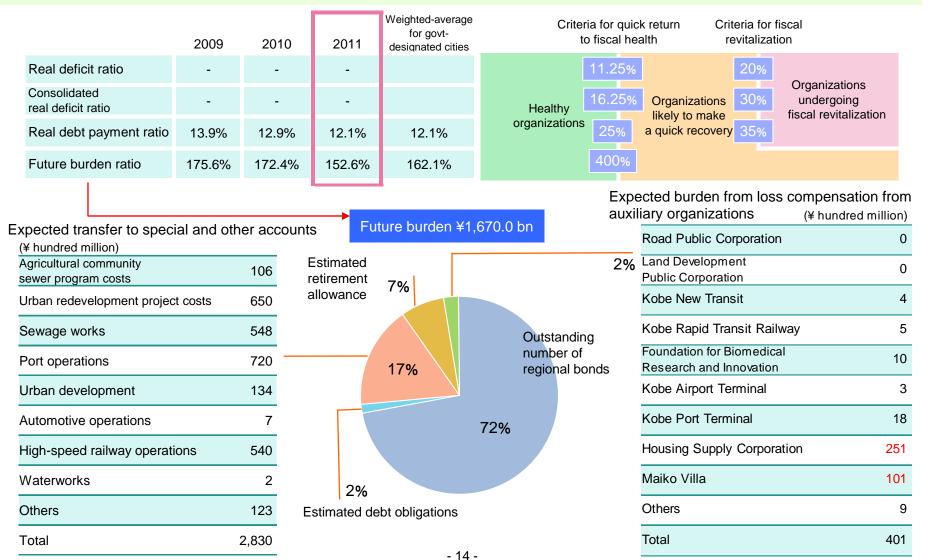


Kobe ranks 10th among government-designated cities, 7th when excluding quake-related bonds





- All of the indicators are below the criteria for achieving quick fiscal health
- Indicators reflect the measures carried out this far, including the reduction of its outstanding balance for city bonds and sustaining surplus in primary balance.
- Loss compensation from auxiliary organizations, which are under review, has already factored in as future cost burden





#### Fiscal health indicators are moving to a level that is not inferior compared with those of other market issuers



City of Kobe Administrative & fiscal reforms



 Quickly break free from restoration, reconstruction and critical fiscal condition caused by the Great Hanshin-Awaji Earthquake

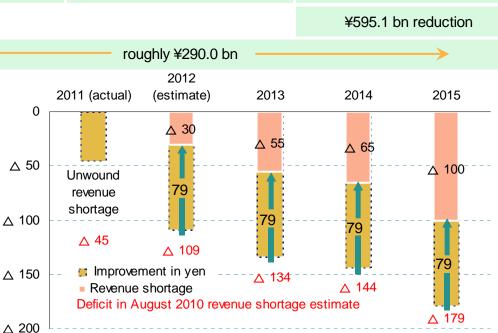
Continue with administrative and fiscal reforms to carry out the mission of government to protect the lives, safety, and peace of mind of our citizens

|   | Kobe City administrative and fiscal improvement emergency 3-year plan | New administrative and fiscal<br>improvement measures | Administrative management policies |
|---|---|---|------------------------------------|
| Period  | 1996-1998   | 1999-2003   | 2004-2010                          |
| Primary balance   | Surplus from 1997 onward  |   | <b>→</b>                           |
| Review of business operations<br>Introduce private-sector resources |   |   | >                                  |
| Total number of employees   | cut 536 workers   | cut 1,649 workers                                     | cut 3,379 workers                  |
| General account real city bond<br>outstanding balance               |   |   | ¥595.1 bn reduction                |
| Fiscal benefit  |   | roughly ¥290.0 bn                                     | >                                  |
|   |   | 2012  |                                    |

### General account forecast disclosed Aug. 2010

- Ongoing population decline, low birth rate, and aging society
- Increase in social security costs and medical costs
  - Forecasted revenue shortage

Promptly carry out administrative and fiscal reforms to quickly resolve the revenue shortage

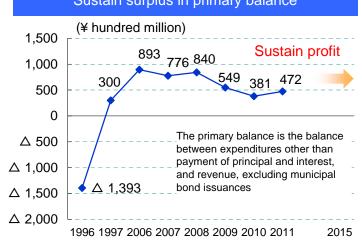


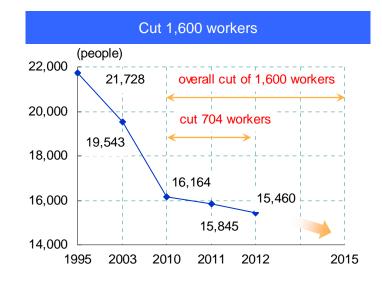


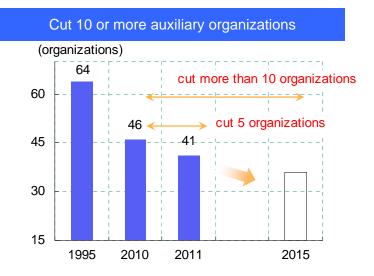
From 2011 to 2015, further promote the administrative and fiscal reforms that we have devoted ourselves to thus far

#### Select and focus on specific businesses

- Revamp work processes Promote efficient work methods Effective use of limited human resources
- Introduce optimal methods, including the use of private-sector resources, discern public and private sector roles, privatization, outsourcing to the private sector, designated management system

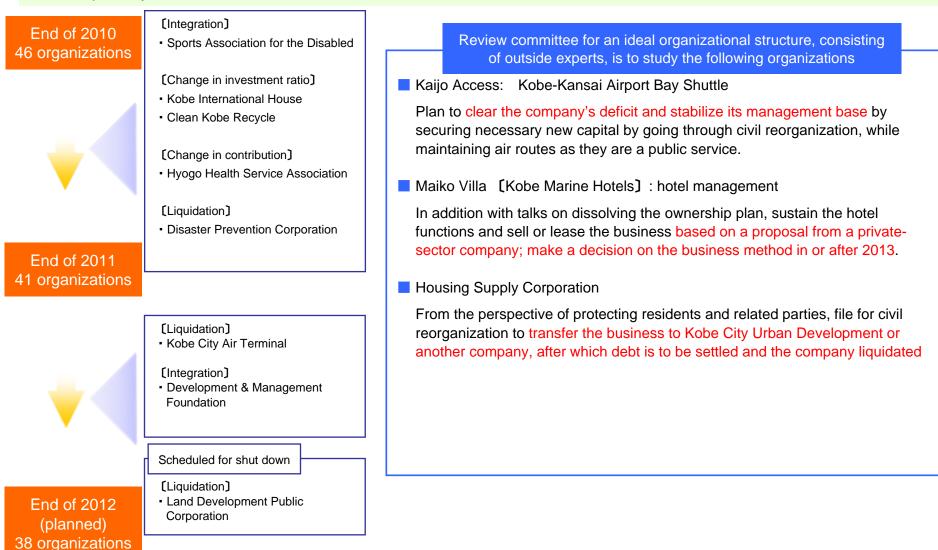






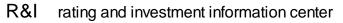
#### Sustain surplus in primary balance

Based on the basic policy of not leaving burdens with the next generation and not postponing problems, quickly promote management reforms at auxiliary organizations with the goal of minimizing the burden on citizens and achieving transparency



### **Issuer ratings**

From January 2007, issuers were rated to ensure stable fund procurement





AA Very high creditworthiness supported by excellent factors

[Rating direction]

op Op is a credit rating from R&I that was unsolicited

| Ratings for other organizations |        |           |  |  |  |  |  |  |
|---------------------------------|--------|-----------|--|--|--|--|--|--|
|                                 | Rating | Direction |  |  |  |  |  |  |
| Shizuoka Prefecture             | AA +   | Stable    |  |  |  |  |  |  |
| Aichi Prefecture                | AA +   | Stable    |  |  |  |  |  |  |
| Saitama Prefecture              | AA +   | Stable    |  |  |  |  |  |  |
| Tochigi Prefecture              | AA +   | Stable    |  |  |  |  |  |  |
| Nara Prefecture                 | AA     | Stable    |  |  |  |  |  |  |
| Fukui Prefecture                | AA     | Stable    |  |  |  |  |  |  |
| Tokushima Prefecture            | AA     | Stable    |  |  |  |  |  |  |
| Okayama Prefecture              | AA     | Stable    |  |  |  |  |  |  |

#### Key points for rating evaluation

Economic strength

Possibly sparking economic develop via the Kansai Innovation International Strategic Comprehensive Special Zone

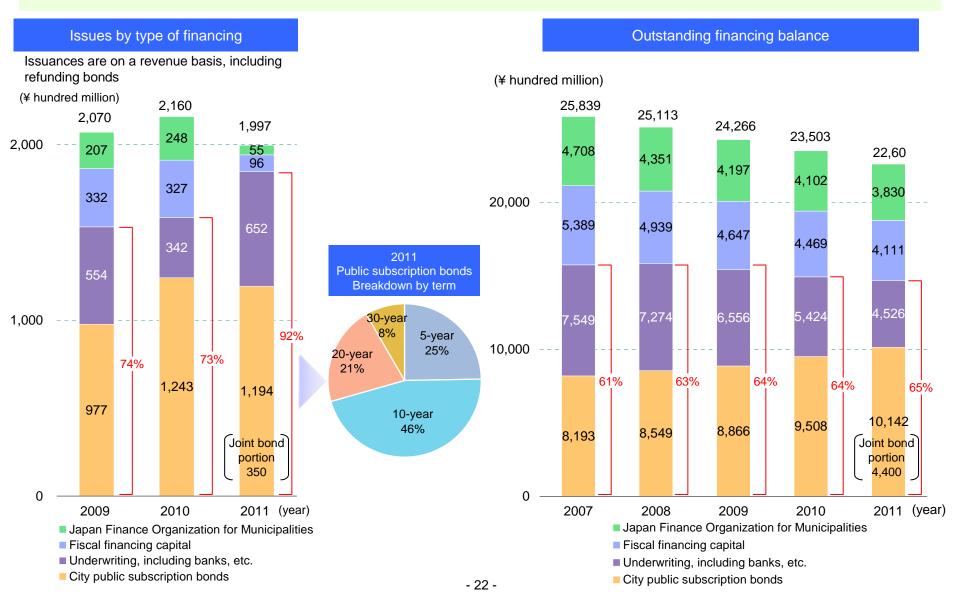
#### Debt level

Highly commended for steadily reducing the outstanding balance for city bonds, including bonds to fund extraordinary financial measures

Direction of fiscal operations Moving forward with management reforms at auxiliary organization. Although a substantial fiscal burden is unavoidable, commended for the considerable reduction in risk of future additional fiscal burden.

| City of Kobe<br>Financing |                                  |
|---------------------------|----------------------------------|
|                           |                                  |
|                           |                                  |
|                           |                                  |
|                           |                                  |
|                           |                                  |
|                           |                                  |
|                           | KOBE TO<br>UNESCO City of Design |

- Increase the ratio of private capital that accounts for total investments and outstanding bonds
- Increased importance of stable public financing, mainly public subscription bonds



- Use the lead manager underwriting method for all bonds, set the timing of issuance based on investor demand and set the conditions of issuance through communication with the market
- Continue to carry out disclosure via individual visits using mainly IR materials; continue to provide public information via internet

(¥ hundred million)

|   |                     |          |        |        |                                |           |  |          |          |                 |          | (     | su minori) |
|---|---------------------|----------|--------|--------|--------------------------------|-----------|--|----------|----------|-----------------|----------|-------|------------|
| Bond term                               | 2012<br>April       | May      | June   | July   | August                         | September | October                                      | November | December | 2013<br>January | February | March | Total      |
| 5-year bond                             |                     |          |        |        | 100                            |           | 100  |          |          | 200             |          |       |            |
|   |                     |          |        |        | 0.236%                         |           |  |          |          |                 |          |       |            |
| 10-year bond                            |                     |          | 100    |        |                                |           | 100  |          |          |                 |          | 200   |            |
| To-year bond                            | <mark>0.891%</mark> |          |        | ,      |                                |           | 200  |          |          |                 |          |       |            |
|   |                     |          |        |        | 100                            |           |  |          |          |                 |          | 000   |            |
| Ultra-long bond                         |                     |          |        |        | [20-year]<br>1.635%            |           |  |          | 100      | )               |          |       | 200        |
| Flexframework                           |                     |          |        |        | 50<br>Ultra-long               |           |  |          |          |                 |          |       |            |
| Additional issuance and single issuance |                     |          |        |        | bond<br>additional<br>issuance |           | 150  |          |          |                 | 200      |       |            |
| Joint bond                              | 50                  | 50       | 30     | 20     | 20                             | 20        | 20   | 10       | 10       | 10              | 10       | 50    | 300        |
| (10-year)                               | 1.058%              | 0.896%   | 0.891% | 0.849% | 0.777%                         | 0.820%    | 20   | 10       | 10       | 10              | 10       | 50    | 300        |
| Bonds underwritten                      |                     | 100      |        |        |                                |           | 600  |          |          |                 |          |       | 700        |
| by banks, etc.                          |                     | 0.79475% |        |        |                                |           | [Syndicated loan, bidding, proposal request] |          |          |                 | ]        | 100   |            |

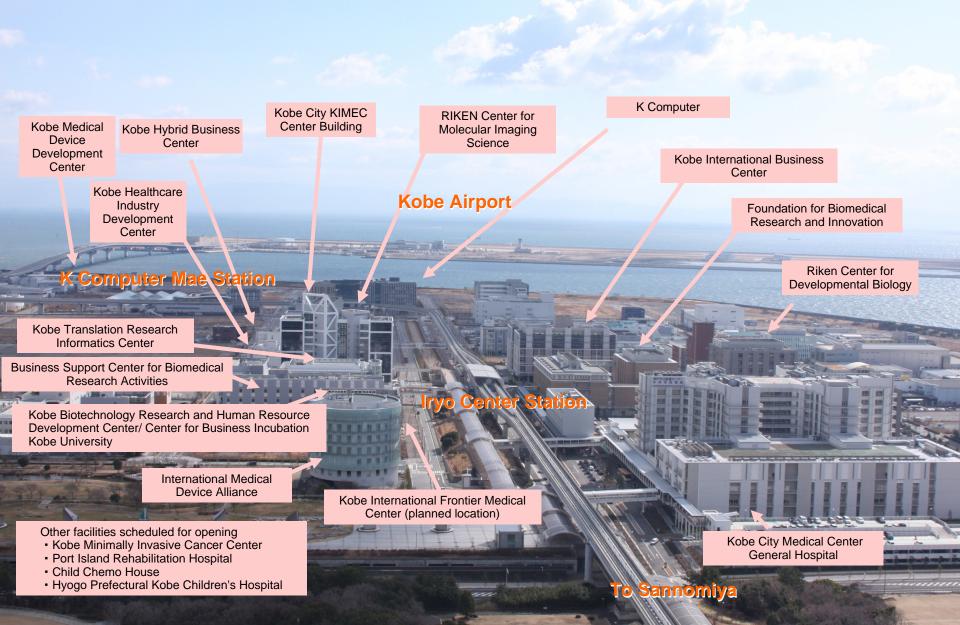
In the lead manager underwriting method, a financial institution selected by issuers based on proposals serves as lead underwriter. The lead management carries out the bond issuance while consulting with the issuer. One feature of this method is that the lead underwriter raises investor demand and determines the transaction conditions (spread) based on prevailing market conditions.

Supplemental materials



## Kobe Medical Industrial City Photographed in February 2012





## Fiscal 2011 results Fiscal indicators for each city

| Ratio of Current Expenditures<br>to Revenue |       | Financial Capabil | ity Index | Consolidat<br>Real Deficit F |      | Real Debt Service | e Ratio | Future Burden Ratio |       |  |
|---|-------|-------------------|-----------|------------------------------|------|-------------------|---------|---------------------|-------|--|
| Okayama City                                | 87.4  | Kawasaki City     | 1.041     | Sapporo City                 |      | Sagamihara City   | 4.2     | Sagamihara City     | 27.3  |  |
| Hamamatsu City                              | 87.7  | Nagoya City       | 1.013     | Sendai City                  | 1    | Sakai City        | 4.9     | Saitama City        | 43.1  |  |
| Niigata City                                | 88.8  | Saitama City      | 0.995     | Saitama City                 | 1    | Saitama City      | 5.4     | Sakai City          | 52.8  |  |
| Kumamoto City                               | 90.5  | Sagamihara City   | 0.987     | Yokohama City                | 1    | Sapporo City      | 9.1     | Hamamatsu City      | 52.9  |  |
| Fukuoka City                                | 90.9  | Yokohama City     | 0.984     | Kawasaki City                | 1    | Osaka City        | 10.0    | Okayama City        | 87.8  |  |
| Shizuoka City                               | 91.0  | Chiba City        | 0.969     | Sagamihara City              | 1    | Niigata City      | 10.8    | Sapporo City        | 101.9 |  |
| Saitama City                                | 92.3  | Osaka City        | 0.912     | Niigata City                 | 1    | Kawasaki City     | 10.9    | Shizuoka City       | 102.0 |  |
| Sapporo City                                | 94.0  | Shizuoka City     | 0.900     | Shizuoka City                | 1    | Kita-kyushu City  | 11.4    | Kawasaki City       | 111.2 |  |
| Yokohama City                               | 94.0  | Hamamatsu City    | 0.857     | Hamamatsu City               | 1    | Sendai City       | 11.6    | Niigata City        | 113.7 |  |
| Sagamihara City                             | 95.4  | Sendai City       | 0.852     | Nagoya City                  | N/A  | Hamamatsu City    | 11.7    | Kumamoto City       | 125.3 |  |
| Sakai City                                  | 95.5  | Fukuoka City      | 0.840     | Kyoto City                   | 1    | Kumamoto City     | 11.8    | Sendai City         | 147.8 |  |
| Kita-kyushu City                            | 95.6  | Sakai City        | 0.829     | Osaka City                   | 1    | Nagoya City       | 12.0    | Kobe City           | 152.6 |  |
| Kobe City                                   | 96.1  | Hiroshima City    | 0.804     | Sakai City                   | 1    | Kobe City         | 12.1    | Kita-kyushu City    | 166.9 |  |
| Chiba City                                  | 96.3  | Kyoto City        | 0.754     | Kobe City                    |      | Shizuoka City     | 12.3    | Osaka City          | 199.9 |  |
| Kawasaki City                               | 96.9  | Okayama City      | 0.742     | Okayama City                 | 1    | Kyoto City        | 13.7    | Nagoya City         | 202.5 |  |
| Hiroshima City                              | 96.9  | Kobe City         | 0.734     | Hiroshima City               | 1    | Okayama City      | 14.8    | Fukuoka City        | 202.9 |  |
| Kyoto City                                  | 98.8  | Niigata City      | 0.695     | Kita-kyushu City             | 1    | Fukuoka City      | 15.7    | Yokohama City       | 213.0 |  |
| Osaka City                                  | 99.5  | Sapporo City      | 0.691     | Fukuoka City                 | 1    | Hiroshima City    | 16.0    | Kyoto City          | 237.2 |  |
| Nagoya City                                 | 99.8  | Kita-kyushu City  | 0.689     | Kumamoto City                | 1    | Yokohama City     | 16.3    | Hiroshima City      | 239.9 |  |
| Sendai City                                 | 101.5 | Kumamoto City     | 0.667     | Chiba City                   | 2.43 | Chiba City        | 20.5    | Chiba City          | 268.5 |  |
| Average                                     | 94.4  | Average           | 0.848     | -                            | -    | Weighted average  | 12.1    | Weighted average    | 162.1 |  |

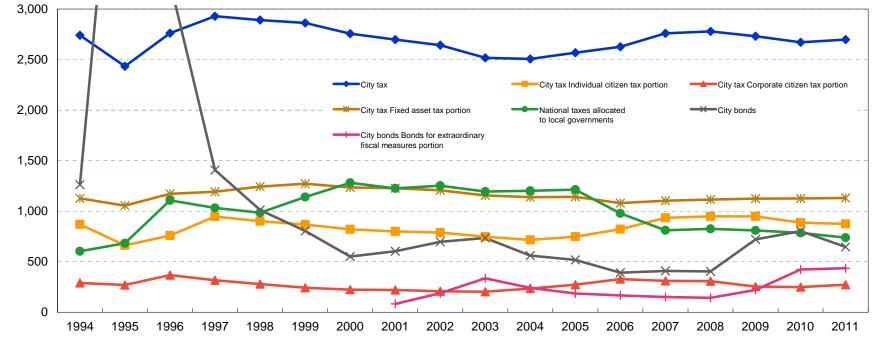
Ratio of Current Expenditures to Revenue: This index determines the elasticity of the fiscal structure. It is the ratio of general financial resources allotted to recurring expenses such as personnel costs, social aid costs, and municipal bond costs, to general financial resources from recurring income, mainly regional taxes and the portion of national taxes allocated to local governments. *Financial Capability Index:* The three-year average ratio of basic fiscal revenue, including city taxes, to financial resources required to carry out operations (basic fiscal demand)

Consolidated Real Deficit Ratio: The ratio of real deficit or capital shortage in all accounts, include standard scope of finances municipal utility accounts, versus the standard financial scale Real Debt Service Ratio: The ratio of standard financial scale versus the amount of funds used for the redemption of principal and interest and quasi-redemption of principal and interest in the general account

*Future Burden Ratio*: Ratio of actual liabilities that are a part of the standard financial scale to future burden, mainly in the general account, including burden mainly related to regional public corporations and public corporations that are compensating for losses.

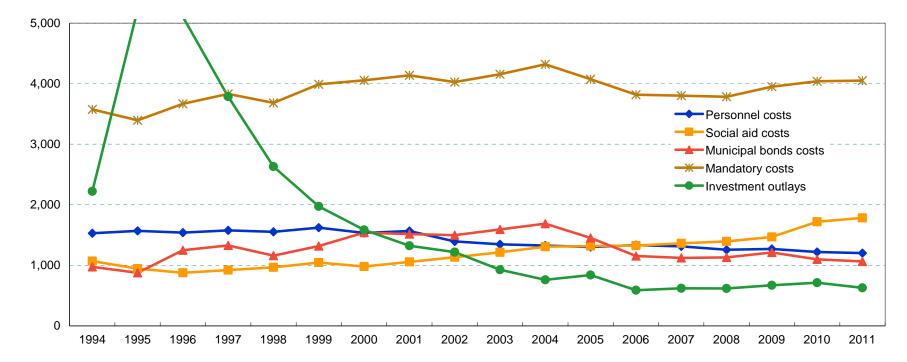
|      |  |       |        |        |        |       |       |       |       |       |       |       |       |       |       |       | (¥ h  | undred | million) |
|------|--|-------|--------|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|----------|
|      | Category/year                              |       | 1995   | 1996   | 1997   | 1998  | 1999  | 2000  | 2001  | 2002  | 2003  | 2004  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010   | 2011     |
| City | tax  | 2,741 | 2,433  | 2,761  | 2,929  | 2,891 | 2,863 | 2,756 | 2,697 | 2,642 | 2,517 | 2,506 | 2,568 | 2,626 | 2,759 | 2,779 | 2,731 | 2,671  | 2,698    |
|      | Individual citizen tax                     | 869   | 661    | 758    | 947    | 901   | 867   | 820   | 799   | 789   | 747   | 716   | 747   | 821   | 934   | 948   | 949   | 887    | 874      |
|      | Corporate citizen tax                      | 289   | 269    | 368    | 317    | 278   | 242   | 224   | 220   | 208   | 202   | 234   | 273   | 327   | 311   | 307   | 253   | 248    | 272      |
|      | Fixed asset tax                            | 1,127 | 1,055  | 1,171  | 1,192  | 1,242 | 1,272 | 1,235 | 1,227 | 1,207 | 1,156 | 1,138 | 1,142 | 1,080 | 1,104 | 1,115 | 1,124 | 1,126  | 1,131    |
|      | onal taxes allocated<br>cal governments    | 603   | 682    | 1,107  | 1,032  | 985   | 1,140 | 1,280 | 1,225 | 1,253 | 1,193 | 1,201 | 1,212 | 979   | 811   | 825   | 809   | 786    | 737      |
| City | Citybonds                                  |       | 6,065  | 3,267  | 1,408  | 1,011 | 805   | 551   | 603   | 697   | 734   | 561   | 518   | 391   | 409   | 403   | 720   | 802    | 646      |
|      | Bonds for extraordinary<br>fiscal measures |       |        |        |        |       |       |       | 83    | 188   | 336   | 241   | 185   | 167   | 151   | 142   | 220   | 423    | 435      |
| Oth  | Other                                      |       | 7,714  | 6,879  | 5,862  | 4,923 | 4,800 | 4,317 | 4,022 | 3,734 | 3,478 | 3,578 | 3,410 | 3,205 | 3,200 | 3,155 | 3,566 | 3,306  | 3,139    |
|      | Revenue                                    |       | 16,894 | 14,014 | 11,231 | 9,810 | 9,608 | 8,904 | 8,547 | 8,326 | 7,922 | 7,846 | 7,708 | 7,201 | 7,179 | 7,162 | 7,826 | 7,565  | 7,220    |

2005 fiscal results exclude city bond redemption funds (revenue) related to contribution/loans for the restoration fund



|                      |                               |       |        |        |        |       |       |       |       |       |       |       |       |       |       |       | (¥ h  | undred | million) |
|----------------------|-------------------------------|-------|--------|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|----------|
|                      | Category/year                 | 1994  | 1995   | 1996   | 1997   | 1998  | 1999  | 2000  | 2001  | 2002  | 2003  | 2004  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010   | 2011     |
| Man                  | Mandatory costs               |       | 3,393  | 3,666  | 3,830  | 3,681 | 3,989 | 4,055 | 4,137 | 4,025 | 4,156 | 4,319 | 4,074 | 3,816 | 3,800 | 3,783 | 3,950 | 4,038  | 4,050    |
| F                    | Personnel costs               | 1,528 | 1,570  | 1,540  | 1,577  | 1,554 | 1,623 | 1,534 | 1,566 | 1,393 | 1,348 | 1,325 | 1,302 | 1,335 | 1,314 | 1,258 | 1,270 | 1,221  | 1,201    |
| S                    | Social aid costs              | 1,071 | 945    | 878    | 923    | 968   | 1,047 | 981   | 1,056 | 1,134 | 1,216 | 1,306 | 1,319 | 1,327 | 1,362 | 1,396 | 1,469 | 1,719  | 1,784    |
| Ν                    | <i>I</i> unicipal bonds costs | 975   | 878    | 1,248  | 1,330  | 1,159 | 1,319 | 1,540 | 1,515 | 1,498 | 1,592 | 1,688 | 1,453 | 1,154 | 1,124 | 1,129 | 1,211 | 1,098  | 1,065    |
| Inve                 | Investment outlays            |       | 5,222  | 5,104  | 3,784  | 2,632 | 1,973 | 1,585 | 1,323 | 1,217 | 926   | 760   | 841   | 589   | 620   | 619   | 670   | 713    | 629      |
| Tran                 | sferred fund                  | 709   | 761    | 732    | 692    | 831   | 829   | 886   | 826   | 798   | 835   | 790   | 864   | 893   | 914   | 936   | 851   | 833    | 852      |
| Equi                 | Equipment costs, etc.         |       | 7,046  | 3,886  | 2,548  | 2,380 | 2,694 | 2,243 | 2,149 | 2,233 | 1,953 | 1,926 | 1,856 | 1,774 | 1,784 | 1,710 | 2,297 | 1,896  | 1,635    |
|                      | Expenditures                  |       | 16,422 | 13,388 | 10,854 | 9,524 | 9,485 | 8,769 | 8,435 | 8,273 | 7,870 | 7,795 | 7,635 | 7,072 | 7,118 | 7,048 | 7,768 | 7,480  | 7,166    |
| Mandatory cost ratio |                               | 38.2% | 20.7%  | 27.4%  | 35.3%  | 38.6% | 42.1% | 46.2% | 49.0% | 48.7% | 52.8% | 55.4% | 53.4% | 54.0% | 53.4% | 53.7% | 50.9% | 54.0%  | 56.5%    |

2005 fiscal results exclude city bond redemptions (expenditures) related to contribution/loans for the restoration fund



|                |                |                                   | Amount   | 5      | -year bon      | d      | 1(     | 0-year bor     | nd     | 20     | 0-year bor     | nd     | 30-year bond |                |        |
|----------------|----------------|-----------------------------------|----------|--------|----------------|--------|--------|----------------|--------|--------|----------------|--------|--------------|----------------|--------|
| Γ              | Date of issue  | Bond number                       | issued   | Coupon | lssue<br>price | Yield  | Coupon | lssue<br>price | Yield  | Coupon | lssue<br>price | Yield  | Coupon       | lssue<br>price | Yield  |
|                | May 2008       | Fiscal 2008 No. 1 municipal bond  | ¥20.0 bn | -      | -              | -      | -      | -              | -      | 2.38%  | ¥100           | 2.380% | -            | -              | -      |
|                | July 2008      | Fiscal 2008 No. 3 municipal bond  | ¥10.0 bn | -      | -              | -      | 1.76%  | ¥99.93         | 1.768% | -      | -              | -      | -            | -              | -      |
| Fiscal<br>2008 | August 2008    | Fiscal 2008 No. 4 municipal bond  | ¥10.0 bn | 1.27%  | ¥99.99         | 1.272% | -      | -              | -      | -      | -              | -      | -            | -              | -      |
|                | February 2009  | Fiscal 2008 No. 24 municipal bond | ¥10.0 bn | -      | -              | -      | -      | -              | -      | 2.08%  | ¥99.90         | 2.087% | -            | -              | -      |
|                | March 2009     | Fiscal 2008 No. 28 municipal bond | ¥15.0 bn | -      | -              | -      | -      | -              | -      | -      | -              | -      | 2.32%        | ¥99.93         | 2.323% |
|                | April 2009     | Fiscal 2009 No. 1 municipal bond  | ¥20.0 bn | -      | -              | -      | -      | -              | -      | 2.28%  | ¥99.96         | 2.282% | -            | -              | -      |
|                | June 2009      | Fiscal 2009 No. 7 municipal bond  | ¥10.0 bn | -      | -              | -      | 1.69%  | ¥99.98         | 1.692% | -      | -              | -      | -            | -              | -      |
| Fiscal         | September 2009 | Fiscal 2009 No. 8 municipal bond  | ¥10.0 bn | -      | -              | -      | -      | -              | -      | -      | -              | -      | 2.391%       | ¥100           | 2.391% |
| 2009           | November 2009  | Fiscal 2009 No. 9 municipal bond  | ¥10.0 bn | -      | -              | -      | 1.551% | ¥100           | 1.551% | -      | -              | -      | -            | -              | -      |
|                | December 2009  | Fiscal 2009 No. 10 municipal bond | ¥10.0 bn | 0.598% | ¥100           | 0.598% | -      | -              | -      | -      | -              | -      | -            | -              | -      |
|                | January 2010   | Fiscal 2009 No. 11 municipal bond | ¥10.0 bn | -      | -              | -      | -      | -              | -      | 2.233% | ¥100           | 2.233% | -            | -              | -      |
|                | April 2010     | Fiscal 2010 No. 1 municipal bond  | ¥10.0 bn | -      | -              | -      | 1.445% | ¥100           | 1.445% | -      | -              | -      | -            | -              | -      |
|                | June 2010      | Fiscal 2010 No. 3 municipal bond  | ¥10.0 bn | 0.431% | ¥100           | 0.431% | -      | -              | -      | -      | -              | -      | -            | -              | -      |
|                | September 2010 | Fiscal 2010 No. 4 municipal bond  | ¥10.0 bn | -      | -              | -      | -      | -              | -      | 1.895% | ¥100           | 1.895% | -            | -              | -      |
| Fiscal<br>2010 | October 2010   | Fiscal 2010 No. 5 municipal bond  | ¥10.0 bn | -      | -              | -      | 0.951% | ¥100           | 0.951% | -      | -              | -      | -            | -              | -      |
|                | December 2010  | Fiscal 2010 No. 6 municipal bond  | ¥15.0 bn | 0.503% | ¥100           | 0.503% | -      | -              | -      | -      | -              | -      | -            | -              | -      |
|                | December 2010  | Fiscal 2010 No. 7 municipal bond  | ¥10.0 bn | -      | -              | -      | -      | -              | -      | -      | -              | -      | 2.285%       | ¥100           | 2.285% |
|                | January 2011   | Fiscal 2010 No. 9 municipal bond  | ¥10.0 bn | -      | -              | -      | -      | -              | -      | 2.090% | ¥100           | 2.090% | -            | -              | -      |
|                | June 2011      | Fiscal 2011 No. 2 municipal bond  | ¥10.0 bn | -      | -              | -      | 1.192% | ¥100           | 1.192% | -      | -              | -      | -            | -              | -      |
|                | August 2011    | Fiscal 2011 No. 3 municipal bond  | ¥15.0 bn | 0.375% | ¥100           | 0.375% | -      | -              | -      | -      | -              | -      | -            | -              | -      |
|                | September 2011 | Fiscal 2011 No. 4 municipal bond  | ¥10.0 bn | -      | -              | -      | -      | -              | -      | 1.913% | ¥100           | 1.913% | -            | -              | -      |
| Fiscal<br>2011 | October 2011   | Fiscal 2011 No. 5 municipal bond  | ¥10.0 bn | -      | -              | -      | 1.025% | ¥100           | 1.025% | -      | -              | -      | -            | -              | -      |
|                | December 2011  | Fiscal 2011 No. 12 municipal bond | ¥10.0 bn | 0.395% | ¥100           | 0.395% | -      | -              | -      | -      | -              | -      | -            | -              | -      |
|                | February 2012  | Fiscal 2011 No. 14 municipal bond | ¥15.0 bn | -      | -              | -      | -      | -              | -      | 1.794% | ¥100           | 1.794% | -            | -              | -      |
|                | March 2012     | Fiscal 2011 No. 23 municipal bond | ¥10.0 bn | -      | -              | -      | -      | -              | -      | -      | -              | -      | 2.173%       | ¥100           | 2.173% |

# For inquiries

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