



Bank of Tokyo-Mitsubishi UFJ (Malaysia) Berhad

# Islamic Project Finance for LNG Vessels

21 October 2013

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**Bank of Tokyo-Mitsubishi UFJ (Malaysia) Berhad**

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# Agenda for Today

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**Section 1: Energy Issues in Post-Quake Japan**

**Section 2: Introduction to the Deal**

**Section 3: Introduction to BTMU**

**Section 4: Islamic Project Finance - The Way for Oil & Gas**

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## Section 4: Islamic Project Finance - The Way for Oil & Gas

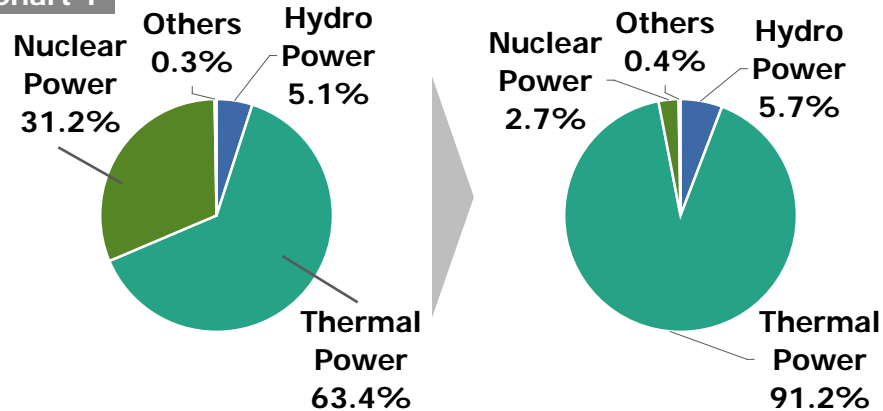
# Energy Issues in Post-Quake Japan

## Post & Pre-Quake Power Source Proportion

Pre Quake Feb/2011

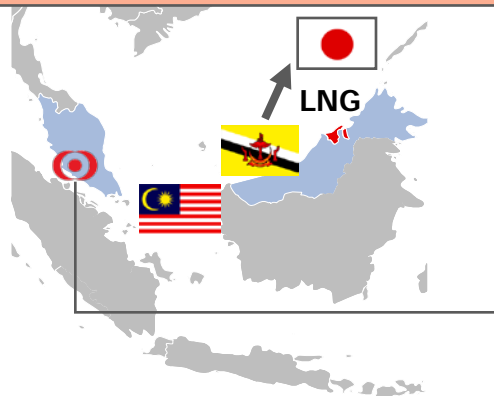
Post-Quake Feb/2013

Chart 1



(Source) Agency for Natural Resources and Energy (Japan), Statistics of electric power

## Opportunity for Islamic Finance



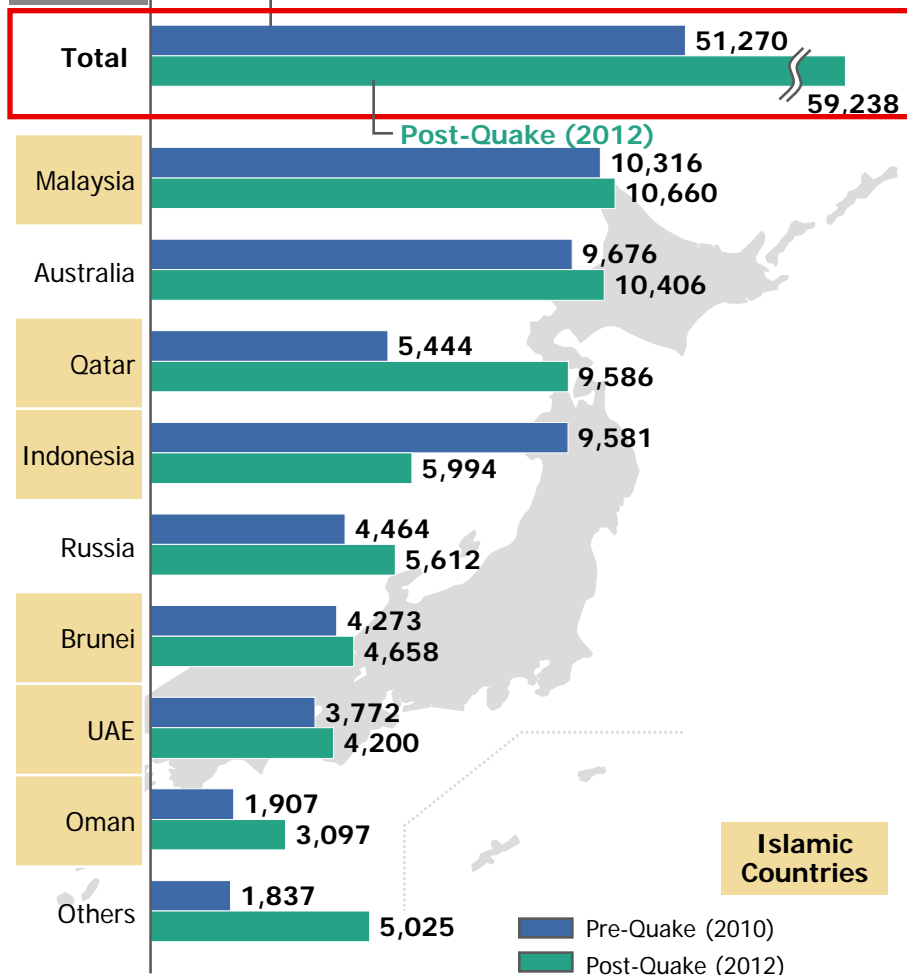
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Brunei Malaysia

## Import Portion of LNG ('000t)

Chart 2

Pre-Quake (2010)



Islamic Countries

Pre-Quake (2010)  
Post-Quake (2012)

(Source) Ministry of Economy, Trade, Industry Report on Industry Activity

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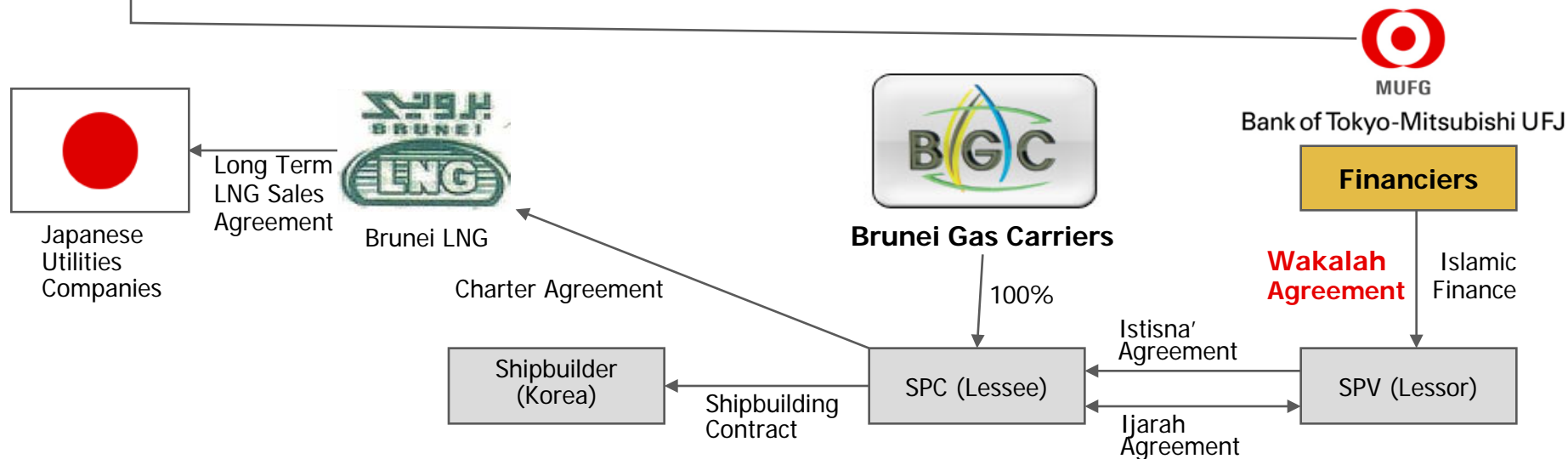
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# Introduction to the Deal

- Participated in an Islamic project financing deal for the financing of one 155,000m3 Dual Fuel Diesel Electric LNG Carrier for BGC with a total project cost of USD 242.7 million.

## Overview of the Facility

- Proposed an up-to-date Shariah compliant financing structure.
- First time for Japanese banks to participate in project financing for BGC.



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# Agenda for Today

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Section 1: Energy Issues in Post-Quake Japan

Section 2: Contribution to LNG industries



**Section 3: Introduction to BTMU**

Section 4: Islamic Project Finance - The Way for Oil & Gas

# Introduction to BTMU Global Network

- With branches spanning across 6 continents, BTMU has truly a global reach. BTMU has presence in many of the Islamic regions (Middle East, South Asia, Southeast Asia, and Africa).

## Key Data

Date of Establishment	Aug.1919
Number of Employees	84,926 <sup>1</sup>
MUFG Financials as of 30 June 2013 (consolidated)	
Total Asset	JPY 234 tn
Loan Asset	JPY 93 tn
Equity	JPY 14 tn
BTMU Global Network	
Overseas Branches <sup>1</sup>	66 <sup>1</sup>
Latest Rating (BTMU)	
Moody's	Aa3
S&P	A+
Fitch	A

(Note) 1. As of 30 September. 2013

## MUFG Global Network















# Introduction to BTMU Project Finance

- BTMU was ranked 1st globally and in Americas in 2012 full year league table by Project Finance International (PFI).
- BTMU is consistently positioned as a top global project finance bank:
  - Sole Japanese bank ranked within top 10 over the last 11 years globally.

Global Initial Mandated Lead Arrangers Ranking 2012 full year

Rank	Arranger	Amount In USD million	Share	No. of Deals
1	 MUFG	11,618	5.9%	96
2	 State Bank of India	10,948	5.5%	32
3	 SMBC	7,576	3.8%	68
4	 Mizuho	6,234	3.1%	51
5	 Korea Development Bank	5,411	2.7%	27
6	 HSBC Holdings PLC	4,394	2.2%	34
7	 Credit Agricole	4,159	2.1%	36
8	 Societe Generale	4,084	2.1%	35
9	 BNP Paribas	3,794	1.9%	35
10	 BBVA	3,521	1.8%	45

(Source) Project Finance International (2012 full year)

**BTMU was awarded Global Bank of the Year 2011 by PFI**



**Epic Energy 2012** **Australia**

USD 1,235m



Provide gas transmission services  
Mandated Lead Arranger

**Mackinaw Power Facility 2012** **USA**

USD 324m



Mackinaw Power Facility is a cogeneration facility located in Georgia.  
Mandated Lead Arranger

**Gorgon Project 2012** **Australia**

USD 302m



Oil and gas exploration and production project  
Mandated Lead Arranger

**Queiroz Galvao Two Drillships 2012** **Brazil**

USD 944m



Queiroz Galvao Two Drillships is an oil and gas exploration and production company headquartered in Brazil.  
Mandated Lead Arranger

**Australia Pacific LNG Pty Ltd 2012** **Australia**

USD 8,500m



Australia Pacific LNG, located in Brisbane, Queensland, is a coal seam gas explorer.  
Mandated Lead Arranger

**Tarahumara Pipeline 2012** **Mexico**

USD 378m



Tarahumara Pipeline is an oil and gas exploration and production company headquartered in Mexico.  
Mandated Lead Arranger

**Lundin Petroleum Refinancing 2012** **Norway**

USD 2,500m



Lundin Petroleum Refinancing is a project company created for the refinancing of Lundin Petroleum in Norway.  
Mandated Lead Arranger

**Cernambi South FPSO 2012** **Brazil**

USD 1,125m



FPSO for use in the Cernambi Sul area  
Mandated Lead Arranger

**Vietnam Offshore Floating 2012** **Malaysia**

USD 240m



FPSO vessel located in Malaysia  
Mandated Lead Arranger

# Introduction to BTMU (Malaysia) Islamic Finance

## Islamic Financing



### Olam International Limited

USD 100 Million  
Syndicated Murabahah  
Trade Finance Facility  
2010



### EXIM Bank

USD 50 Million  
Syndicated Revolving  
Commodity Murabahah  
Financing  
2010



### Aurabayu Sdn. Bhd (SapuraCrest Petroleum)

RM 550M and USD 62M  
Syndicated Islamic  
Financing Facilities  
2010

### Middle East Gas Company

USD 511 Million  
Istisna' and Ijarah  
Financing  
2011



### Suzuki Malaysia Automobile Sdn Bhd

400 Million Yen  
Murabahah Working  
Capital Financing  
2011

### Japanese Company in Malaysia

USD 3.3 Million  
Commodity Murabahah  
Financing  
2011



### Brunei Gas Carriers Sdn. Bhd.

USD 170 Million  
Istisna' and Ijarah  
Project Financing  
2012

## Sukuk



### Toyota Capital Malaysia Sdn Bhd

Up to RM1.0 Billion nominal value  
Islamic CP/MTN Programme  
2008



### AEON Credit Service (Malaysia) Berhad

RM400.0 million Bank Guaranteed  
Conventional and Islamic CP/MTN  
2007

## Securitization

### Islamic Securitization

Coming Soon  
2013

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# Islamic Project Finance - The Way for Oil & Gas

- Japan relies heavily on energy imports, which are mostly imported from Islamic countries. We believe that Islamic project financing for Oil & Gas Project is promising and therefore believe it is the way for Oil & Gas Project Finance.

## LNG Chain

Gas Production



Gas Liquefaction Plant



Storage



Transportation



Re-gasification



## Power Plant



## Petrochemical



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# Thank you!



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