



The Ever-Growing Port of Shimizu

The Convenient, Trusted Choice —愛され、選ばれる港へ—

Port of Shimizu

1



Expansion of Shin-Okitsu Container Terminal

Four container yard lanes to be in operation at time of Chubu-Odan Expressway's opening

Construction in progress on logistic facilities

700 m

Five high-performance gantry cranes

Two fifteen-meter-deep berths lined side-by-side
Earthquake-resistant wharves, seven hundred meters in length



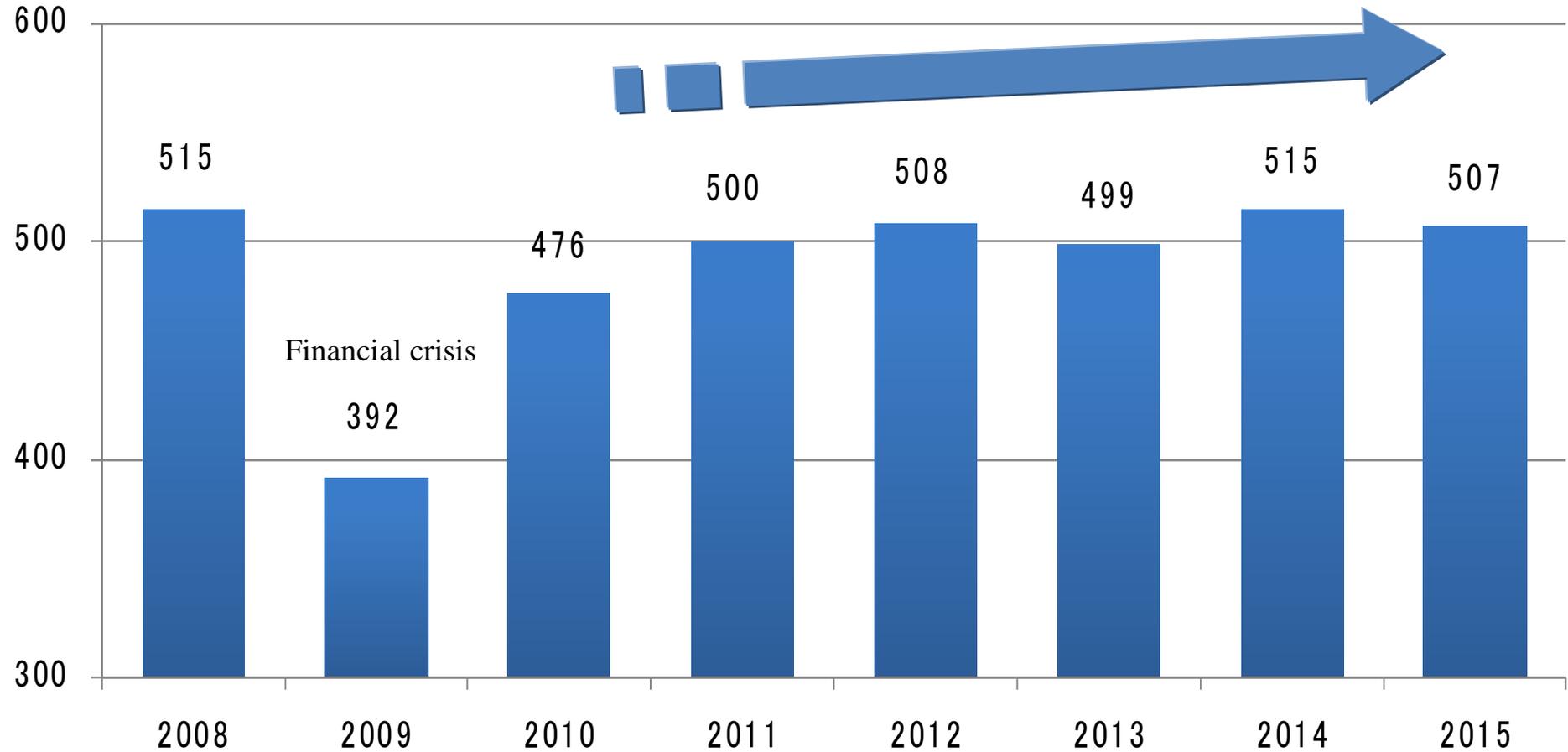
Increased Convenience and Efficiency

- ✓ Upgraded container terminal eliminates wait times for container vessel
- ✓ Simultaneous berthing allows for increase in transshipment cargo
- ✓ Addition of gantry cranes further reduces loading times
- ✓ Average of twelve minutes for loading and unloading (vs. sixty-three minutes at the Port of Tokyo)



Number of Containers Handled, in Thousands of TEU

(Thousands of TEU)



Includes empty containers.



Foreign Trade Containers Handled in 2014

Total Imports and Exports **428,513** TEU

Exports

221,702 TEU

| Items | # of Containers |
|----------------------|-----------------|
| Auto Parts | 42,886 TEU |
| Industrial Equipment | 16,742 TEU |
| Motorcycles | 16,537 TEU |

Imports

206,811 TEU

| Items | # of Containers |
|------------------|-----------------|
| Auto Parts | 16,902 TEU |
| Paper and Pulp | 16,507 TEU |
| Ceramic Products | 16,217 TEU |



Top Trade Countries, in TEU

First Half of 2015

Exports

| | | |
|------|-------------|--------|
| 1st | USA | 23,612 |
| 2nd | China | 14,488 |
| 3rd | South Korea | 6,328 |
| 4th | Thailand | 6,297 |
| 5th | Germany | 5,267 |
| 6th | Taiwan | 5,124 |
| 7th | Vietnam | 4,347 |
| 8th | Indonesia | 3,493 |
| 9th | Hong Kong | 3,371 |
| 10th | Philippines | 3,007 |

Imports

| | | |
|------|-------------|--------|
| 1st | China | 23,612 |
| 2nd | Thailand | 12,264 |
| 3rd | South Korea | 9,947 |
| 4th | USA | 7,534 |
| 5th | Philippines | 7,468 |
| 6th | Singapore | 6,064 |
| 7th | Taiwan | 5,285 |
| 8th | Vietnam | 5,265 |
| 9th | Netherlands | 3,346 |
| 10th | Hong Kong | 3,241 |



Top Trade Ports, in TEU

First Half of 2015

Exports

| | | |
|------|--------------|-------|
| 1st | Shanghai | 6,875 |
| 2nd | Los Angeles | 6,358 |
| 3rd | Busan | 5,032 |
| 4th | Hamburg | 4,791 |
| 5th | Laem Chabang | 3,718 |
| 6th | Hong Kong | 3,371 |
| 7th | Manila | 2,858 |
| 8th | Jakarta | 2,336 |
| 9th | Rotterdam | 2,239 |
| 10th | Keelung | 2,197 |

Imports

| | | |
|------|--------------|--------|
| 1st | Shanghai | 11,494 |
| 2nd | Laem Chabang | 10,197 |
| 3rd | Busan | 9,081 |
| 4th | Manila | 7,215 |
| 5th | Singapore | 6,064 |
| 6th | Rotterdam | 3,346 |
| 7th | Ho Chi Minh | 3,234 |
| 8th | Hong Kong | 3,241 |
| 9th | Hamburg | 3,181 |
| 10th | Keelung | 2,605 |



Main Goals for the Port of Shimizu

- **Establishment of
New Container Routes**
- Increase in Container Cargo



Worldwide Container Routes

● **Twenty-Five Direct Routes**

✓ **China**

5

✓ **South Korea**

5

✓ **Southeast Asia**

10

✓ **West Coast of North America**

2

✓ **Europe**

1

✓ **Russian Far East**

1

✓ **South Pacific**

1

Copyright(C) T-worldatlas All Rights Reserved



Routes with the Port of Shanghai

Five Routes, Seven Ships per Week

| Shipping Company | Departure/Arrival | Frequency | Main Ports of Call |
|------------------|--------------------|--------------|---|
| SITC | Fri/Sat Sun/Sun | Twice weekly | Shanghai, Shekou, Hong Kong, Haiphong, Busan, Tokyo |
| SITC | Sun/Sun | Weekly | Shanghai, Dalian, Qinhuangdao, Tianjin, Tokyo |
| JJSCO | Mon/Tue Thu/Fri | Twice weekly | Shanghai, Nagoya |
| HEUNG-A KMTC | Tue/Wed | Weekly | Shanghai, Busan, Ulsan, Ningbo, Sendai |
| NAM-SUNG | Wed/Thu | Weekly | Shanghai, Busan, Ulsan, Ningbo, Sendai |

Total Calls to Chinese Ports: Eight Routes, Ten Times/Week



Incentives for New Routes 1

New subsidies planned for April 2016

Assistance for Specified Routes

(combinable with pre-existing subsidies for new routes)

| Eligible Routes | Amount |
|---|---|
| 1. Direct routes to Indonesia | 100,000 JPY/call (up to 5,000,000 JPY) |
| 2. Routes originating in China with Shimizu as first port of call | 100,000 JPY/call (up to 5,000,000 JPY) |



Incentives for New Routes 2 (2016)

| | New Routes | | Pre-Existing Routes | |
|---------------------------------|--|---------------------|---|--|
| Dockage Fee | Free for first six months | | 50% discount | |
| Wharf Usage Fee | Free for first six months | | For use of at least two hrs. and less than eight hrs. | 20% discount |
| | | | For gross tonnage exceeding 30,000 | 50% discount on excess tonnage |
| Subsidies for New Routes | <10,000 tons | Up to ¥200,000/call | N/A | |
| | 10,000–29,999 tons | Up to ¥300,000/call | | |
| | ≥30,000 tons | Up to ¥400,000/call | | |
| | Up to ¥20,000,000/route (or 12 months after opening a new route) | | | |
| Assistance for Specified Routes | Direct to Indonesia | | ¥100,000/call (up to ¥5 million) | Combinable with subsidies for new routes |
| | From China, first stop Shimizu | | ¥100,000/call (up to ¥5 million) | |
| Systematic Transshipment Cargo | ¥5,000/TEU | | Up to ¥5 million per shipping company | |

● The Total Amount Funded in FY2014: 170,000,000JPY



Main Goals for the Port of Shimizu

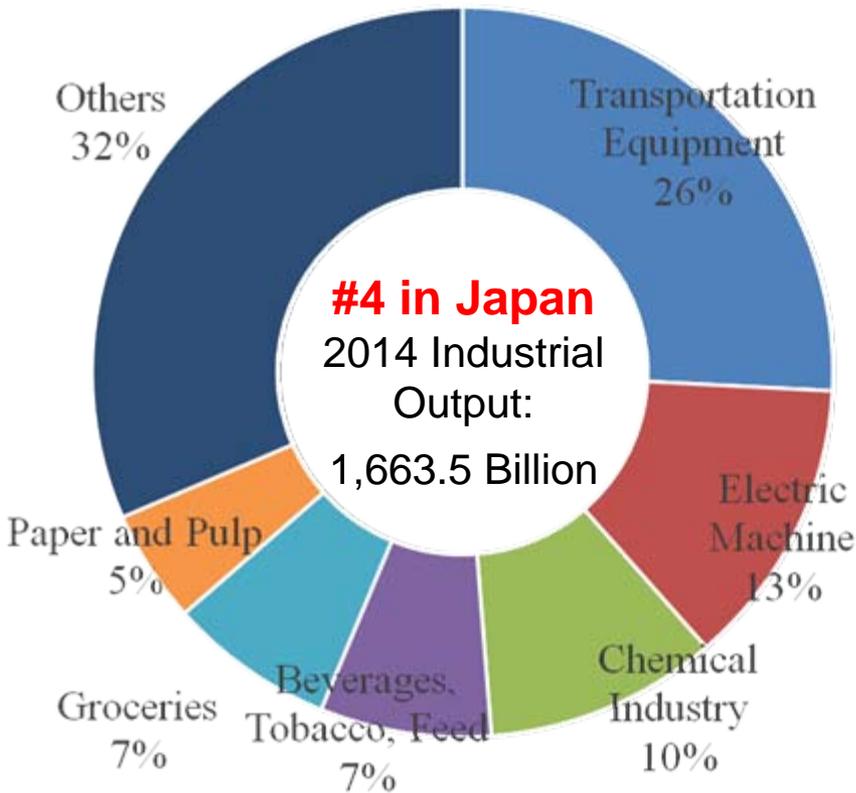
- Establishment of New Container Routes
- **Increase in Container Cargo**



Shizuoka Prefecture: Fourth Highest Industrial Output in Japan

A Wide Range of
Manufacturing Companies

Home to a Large Number of
World-Renowned Companies

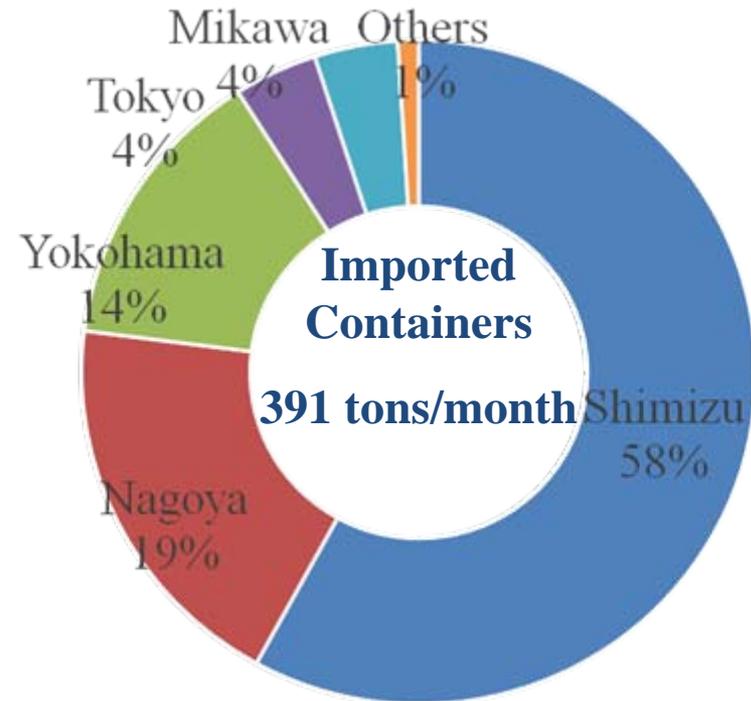
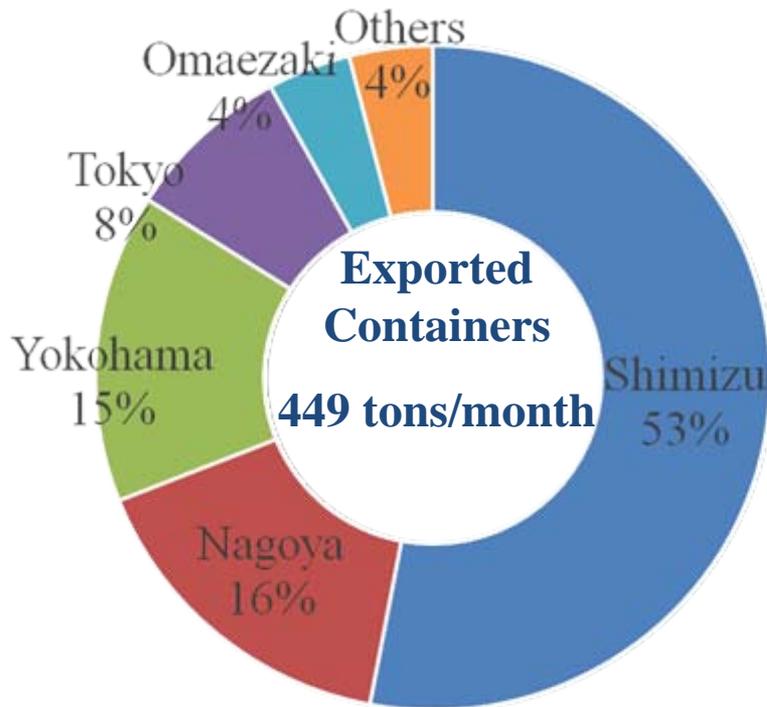


- Asahi Glass
- ASTI
- ASMO
- Ichijo Technological Homes
- Itochu Corporation
- Jatco
- Star Micronics
- Toshiba Carrier Corporation
- Toray International, Inc.
- Nissan Motor Corporation
- Nippon Paper Group
- Tetra Pak
- Panasonic
- Hamamatsu Photonics
- Hitachi Appliances
- Fujifilm
- Bridgestone
- Mitsubishi Electric Trading Corporation
- Marubeni
- The Yokohama Rubber
- Yutaka Giken
- Ricoh
- ROKI
- Roland
- PLUS
- TERUMO



Ports Handling Shizuoka-Produced Cargo

Approximately 40% of imports and exports are handled at ports outside of Shizuoka Prefecture



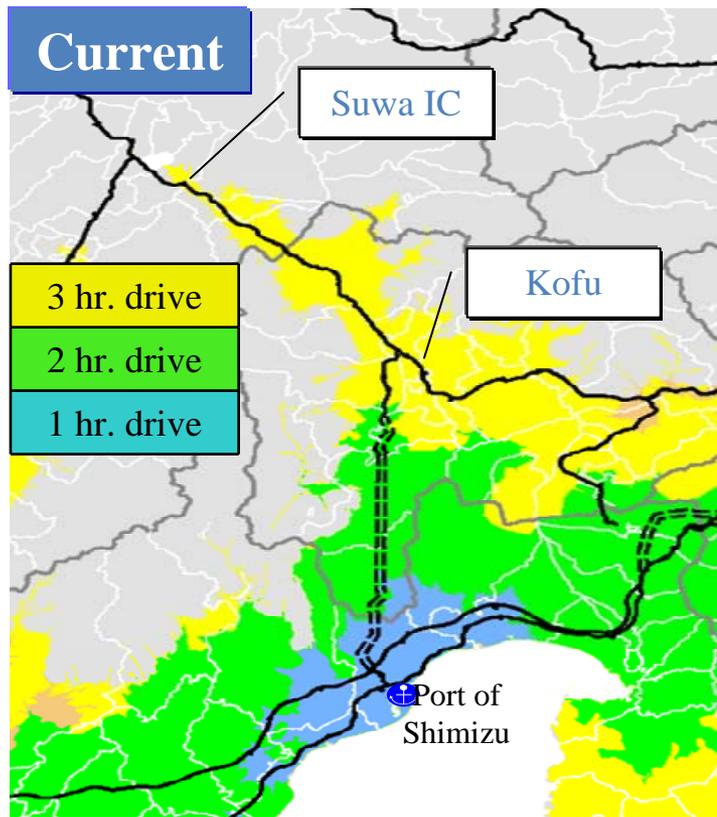
Goal:

Use incentives to attract Shizuoka cargo to the Port of Shimizu

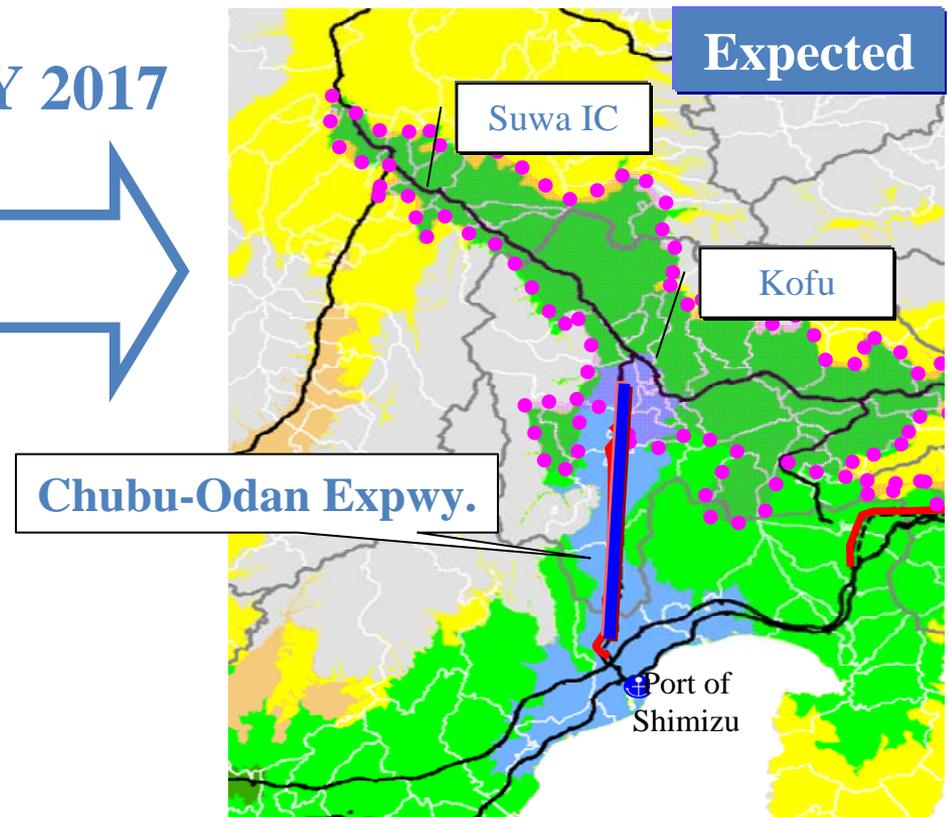


Chubu-Odan Expressway

- ✓ Nagano and Yamanashi Prefectures reachable within two hours
- ✓ Two round trips per day possible; major increase in efficiency



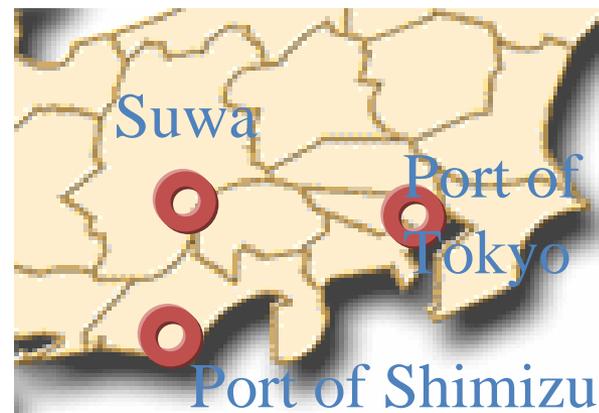
FY 2017



Less Time, Lower Costs, Fewer Emissions

Based on the situation of Suwa, Nagano Prefecture

- ✓ **Closest (distance)**
- ✓ **Fastest (transportation time)**
- ✓ **Least Expensive (toll fares)**



Travel comparison to the Ports of Shimizu and Tokyo from Suwa, Nagano Prefecture

| | Distance | Transportation Time | Highway Tolls |
|-----------------|---------------|--|-------------------|
| Port of Shimizu | 152 km | (via Chubu-Odan Expwy.) 1 hour, 51 minutes | 7,800 JPY |
| Port of Tokyo | 198 km | 2 hours, 33 minutes | 13,600 JPY |
| Difference | 46 km | 42 minutes | 5,800 JPY |

For a one-way trip by highway



Survey of Non-User Companies

Approximately 40% would consider the Port of Shimizu

| Desired Changes | Response |
|------------------------------------|---|
| More routes and ships | Addition of new routes in 2015 South Korea, Southeast Asia, and Russia |
| Easier access | Expansion of Shin-Tomei Expwy. and construction of Chubu-Odan Expwy. |
| Wider variety of logistic services | Container cargo subsidies |



Bringing Cargo from the Koshin and Tokyo Regions to the Port of Shimizu

Construction of Shin-Tomei, Ken-O, and Chubu-Odan Expressways

Shift of cargo to Port of Shimizu

RORO ship to begin operations from Shimizu to Kyushu
in October 2016



Result: More container cargo shipped through Shimizu



Incentives for Cargo 1

New subsidy planned for April 2016

Assistance for Specified Cargo

(combinable with pre-existing cargo incentives)

| Eligible Cargo | | 20 ft. containers | 40 ft. containers |
|----------------|------------------|-------------------|-------------------|
| Regions | Western Shizuoka | 5,000 JPY | 10,000 JPY |
| | Yamanashi/Nagano | | |
| | Indonesia | | |

Applies to both imports and exports



Incentives for Cargo 2 (FY 2016)

1. Eligibility

- a. New users of the Port of Shimizu
- b. Shippers switching from ports outside of Shizuoka Prefecture

May be combined with the subsidies listed below

2. Subsidies of up to 50,000 yen per 40 ft. container

| Eligible Cargo | 20 ft. containers | 40 ft. containers | |
|--|-------------------------|-------------------|-------------------|
| 1. Export/Import Container Cargo | 10,000 JPY | 20,000 JPY | |
| 2. Assistance for Specified Cargo (may be added to the amount above) | | | |
| Items | Imported Food | 5,000 JPY | 10,000 JPY |
| Regions Export/Import | Western Shizuoka | 5,000 JPY | 10,000 JPY |
| | Yamanashi/Nagano | | |
| | Indonesia | | |

3. Total subsidies granted in FY 2014: 58.23 million yen

170 companies (1,436 twenty-foot containers, 2,586 forty-foot containers)



Example: Shipments between the Port of Shanghai and the Port of Shimizu

Case 1. Importing auto parts to the Port of Shanghai from the Port of Shimizu

Switched to Port of Shimizu for loading cargo

20,000 yen per 40 ft. container

Importing cargo originating in western Shizuoka Prefecture

10,000 yen per 40 ft. container

Total

30,000 yen per 40 ft. container

Case 2. Exporting food products from the Port of Shanghai to the Port of Shimizu

Switched to Port of Shimizu for unloading cargo

30,000 yen per 40 ft. container

Transporting cargo to western Shizuoka Prefecture as the final destination

10,000 yen per 40 ft. container

Total

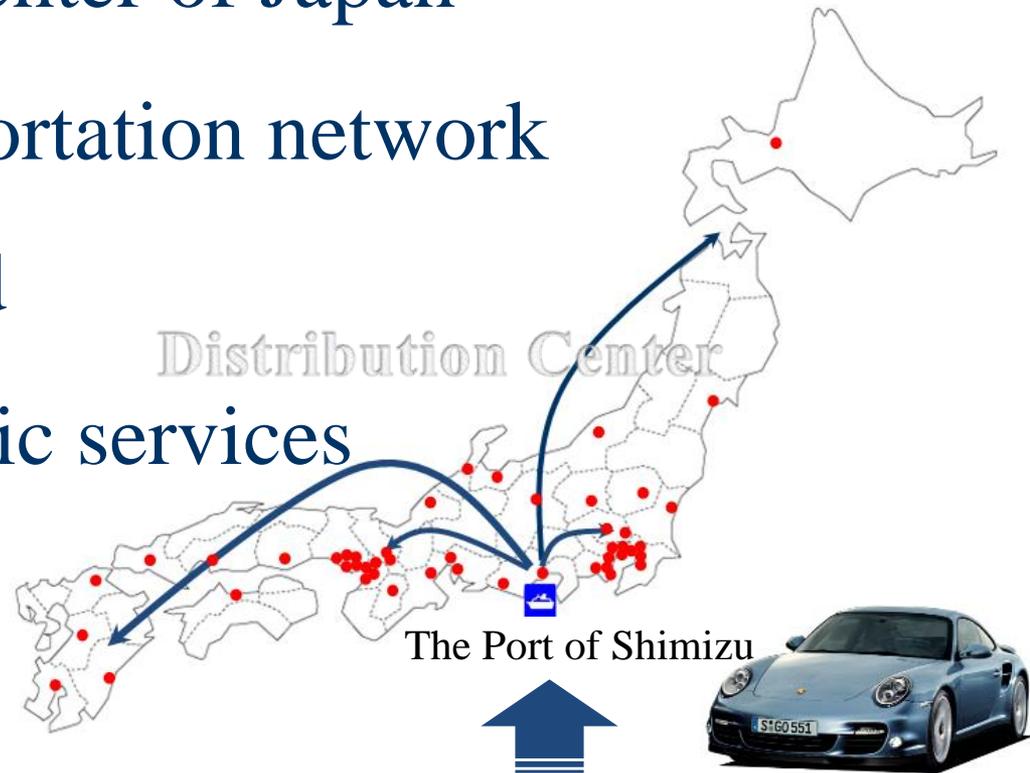
40,000 yen per 40 ft. container



Shimizu as Import/Distribution Center

● Advantages of the Port of Shimizu

- ✓ Located in the center of Japan
- ✓ Excellent transportation network
- ✓ Inexpensive land
- ✓ Top-notch logistic services



Companies Using the Port of Shimizu as Their Import/Distribution Center in Japan

| Company | Imported Items | Company | Imported Items |
|--|--------------------------|---|--------------------------|
|  | Automotive Service Parts |  | Skiing and Skating Goods |
|  | Automotive Service Parts |  | Apparel |
|  | Sporting Goods |  | Foods |
|  | Foods |  | Everyday Goods |



The Port of Shimizu:

Working towards a

Win-Win Relationship

with Our Users





We look forward to welcoming you
at the Port of Shimizu!

Contact Us

The Port of Shimizu Sales Executive Committee
Shimizu Port Promotion Association

E-mail: sppa@shizuoka-cci.or.jp

Phone: +81-54-353-3401

Shimizu Port Authority

<http://www.portofshimizu.com>

E-mail: port@mail.wbs.ne.jp

Phone: +81-54-353-2203

