

## **FPG / Raffles cooperation to benefit container operators and Japanese investors**

**22 March 2017**

Singapore / Tokyo / Rotterdam / Hamburg – 22 March 2017 – Tokyo Stock Exchange listed Financial Products Group Co., Ltd. ('FPG' - 7148:JP), container investor and investment manager Buss Capital Group (Buss'), and JOLCO structuring specialist FPG Asset & Investment Management BV ('FPG AIM') announce today a strategic partnership to provide innovative container investment solutions for investors in Japan. As part of their strategic partnership, FPG and FPG AIM have established FPG Raffles Holdings Pte. Ltd. ('FPG Raffles') in Singapore. Raffles Lease Pte. Ltd. ('Raffles'), Buss' wholly owned subsidiary that specializes in intermodal container leasing and management, will be incorporated into FPG Raffles.

FPG, one of the largest Japanese Operating Lease ('JOL') arrangers in the Japanese market, will enhance its JOL offerings by utilising Raffles' specialist container finance credentials as well as its proprietary container management IT system. Raffles has a strong track record as one of the largest independent third party asset & lease managers sourcing, managing, transitioning and divesting marine containers for investors.

Commenting, Hisanaga Tanimura, President and CEO of FPG said: "We are delighted to close this transaction with Buss and Raffles today. With an experienced cross-functional team, its state-of-the-art infrastructure and proven track record of managing marine container investments throughout their entire life cycle, Raffles is the ideal partner for FPG. We look forward to working with Raffles, as we further expand our container JOL activities."

Marcus Jung, Partner of FPG AIM said: "It has been a great honour to bring the largest JOL arranger and KG-fund arranger in the container space together and be part of this new partnership under the leadership of the Raffles management. It is exciting to become a shareholder in FPG Raffles, given the close working relationship and complementary product offering of our two companies."

Danny Wong, President of Raffles, echoed similar sentiments: "FPG is the leading JOL arranger in Japan. It is a privilege for Raffles to enter the Japanese market in partnership with FPG. Liner and tank container operator customers can now look forward to competitive lease financing and a wider range of leasing products. Customers will benefit from FPG's renowned capabilities and tax structuring expertise, and from Raffles' proven track record in container operating leasing. Raffles will continue to provide services to German and other non-Japanese equity investors, and looks forward to extending its services to the JOL market."

Buss was advised by Watson Farley & Williams. WongPartnership LLP, Nishimura & Asahi, Harrison Consulting and PwC acted for FPG. WongPartnership LLP, Harrison Consulting and PwC for FPG AIM.

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Note to Editors:

About FPG:

Tokyo headquartered FPG was founded in 2001 and is currently listed on the First Section of the Tokyo Stock Exchange. FPG is an independent financial service provider and offers various financial products to profitable companies and wealthy individuals. With tax lease arrangement as its core business, FPG provides integrated services covering the origination, structuring, equity placement, and management of Japanese operating leases ('JOL') for aircraft, vessels, and marine containers. FPG is a leading independent JOL equity arranger in the market.

More information can be found on the company's website at [www.fpg.jp/en](http://www.fpg.jp/en)

About FPG AIM:

Partly owned by FPG, with offices in the Netherlands, Singapore and Dubai. FPG AIM provides global sourcing, structuring, arranging and M&A advisory services to investors, banks and companies active in the aircraft, shipping and marine container industries.

More information can be found on the company's website at [www.fpg-aim.com](http://www.fpg-aim.com)

About Buss:

The Buss Global Group of companies is an investor in marine containers. Together with its sister company, Buss Capital in Germany Buss Global arranges and manages investments in containers for third party investors.

About Raffles:

Raffles Lease is a global intermodal container leasing and management company offering integrated services for the leasing of intermodal assets. Ranked the sixth largest tank lessor in the world, Raffles manages a fleet of over 140,000 CEU circa \$218m of investment. Its team of industry specialists have a combined experience of over 100 years and specialize in developing tailored leasing solutions to meet customer requirements.

More information can be found on the company's website at [www.raffleslease.com](http://www.raffleslease.com)