

ORIX Corporation

(TSE: 8591; NYSE: IX)

Conference Call

Third Quarter Consolidated Financial Results
For the Nine Month Period Ended April 1 – December 31, 2011

January 31, 2012

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- Some of the financial information in these materials is unaudited.
- These materials contain non-GAAP financial measures, including adjusted long-term and interest-bearing debt, adjusted total assets and adjusted ORIX Corporation shareholders’ equity, as well as other measures and ratios calculated on the basis thereof. These non-GAAP financial measures should not be considered in isolation or as a substitute for the most directly comparable financial measures included in our consolidated financial statements and presented in accordance with U.S. GAAP. Reconciliations of these non-GAAP financial measures to the most directly comparable U.S. GAAP measures are included in these materials on pages 25 and 26.
- The Company believes that it will be considered a “passive foreign investment company” for United States Federal income tax purpose in the year to which these consolidated financial results relate and for the foreseeable future by reason of the composition of its assets and the nature of its income. A U.S. holder of the shares or ADSs of the Company is therefore subject to special rules generally intended to eliminate any benefits from the deferral of U.S. Federal income tax that a holder could derive from investing in a foreign corporation that does not distribute all of its earnings on a current basis. Investors should consult their tax advisors with respect to such rules, which are summarized in the Company’s annual report.
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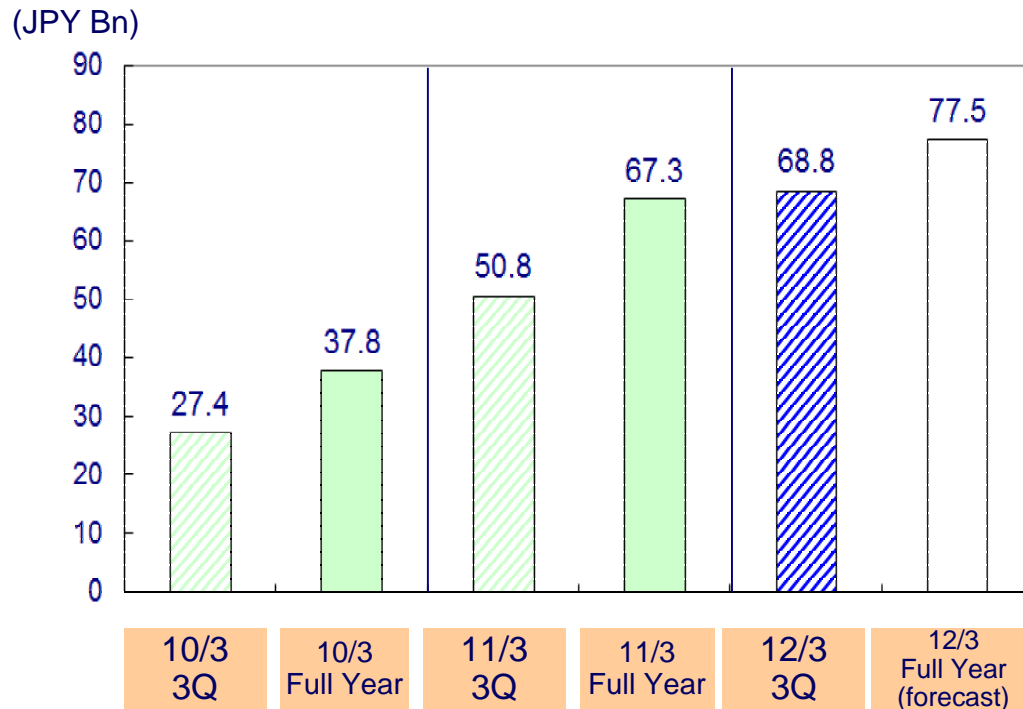
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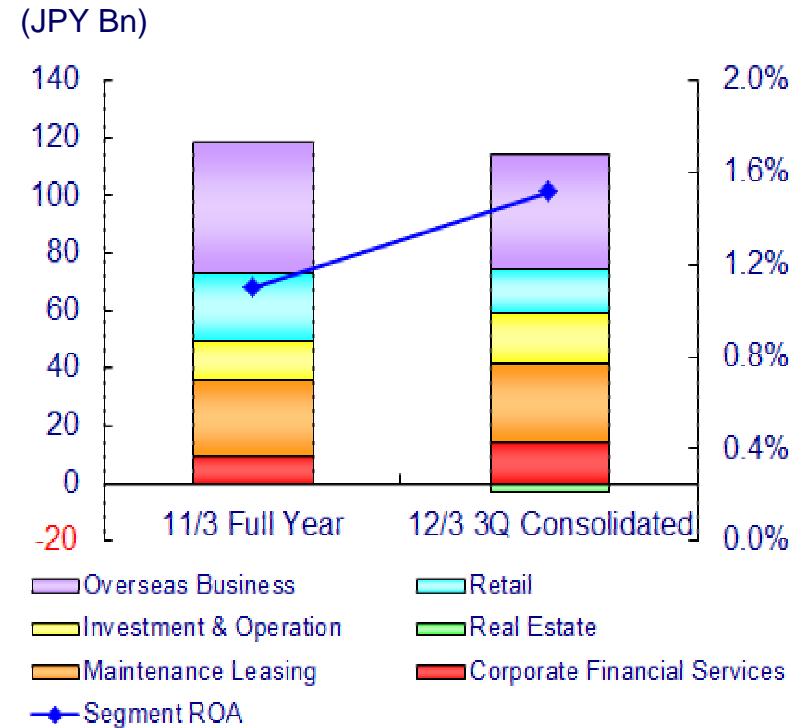
I. Overview (1) Net Income

- 68.8bn in 3Q consolidated net income, up 35% year on year
- Achieved 89% of 77.5bn full year target

Net Income*



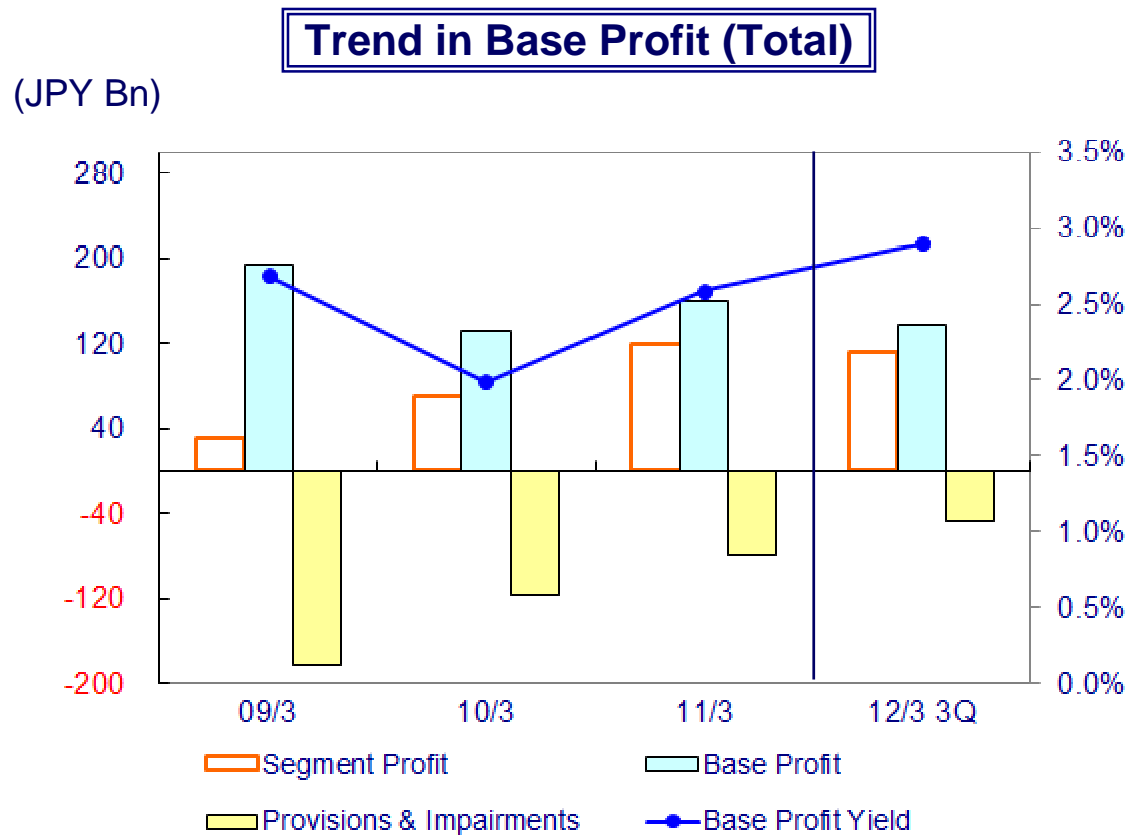
Profits by Segment



*Net Income refers to Net Income Attributable to ORIX Corporation

I. Overview (2) Base Profit

- Secured stable base profit, yield increased from previous fiscal year end



Note: Base Profit

= Segment Profit-(1)-(2)

- (1)** Gains on investment securities and brokerage commissions
 Real Estate Sales (net of cost)
 Gains on sale of real estate under operating leases
 Gain on sale of affiliates

- (2)** Provisions
 Write-downs of long-lived assets
 Write-downs of securities
 Write-downs of condominiums
 Write-downs of equity-method affiliates

II. Segment Performance (1) CFS, Maintenance Leasing

(JPY Bn) Top: 11/4-12, Bottom: 10/4-12

Profit

Assets

ROA
(After tax)

Annualized

Third Quarter Topics

Corporate Financial Services

14.7 860.5 1.3%

8.3 1,004.6 0.6%

- ✓ **Strong leasing and fee revenues**
- ✓ **Kyuko-Lease brought into the Group**
(4Q consolidation)
- ✓ **Focused on recovery and electricity demand**

Maintenance Leasing

27.1 521.5 4.2%

20.8 525.0 3.2%

- ✓ **Stable asset balance, high profitability**
- ✓ **Shortage of new autos resolved in the first half**
- ✓ **Used auto sales and re-lease revenues increased**

II. Segment Performance (2) Real Estate, Inv. & Ope.

(JPY Bn) Top: 11/4-12, Bottom: 10/4-12

Profit

Assets

ROA
(After tax)

Annualized

Third Quarter Topics

Real Estate

-2.9 1,405.4 -0.2%

3.5 1,584.9 0.2%

- ✓ Smoothly reduced assets, achieved year end target of 1.45tr
- ✓ Stable yields for rental properties, decreased asset balance of properties under development
- ✓ Operating facilities remained strong

Investment and Operation

17.8 499.4 2.8%

11.3 516.8 1.7%

- ✓ Servicer collection and fee revenues robust
- ✓ Increased contribution from affiliates (1Q)
- ✓ Gain recorded from sale of Aozora Bank shares (2Q)

II. Segment Performance (3) Retail, Overseas Business

(JP(Bn) Top: 11/4-12, Bottom: 10/4-12

Profit

Assets

ROA
(After tax)

Annualized

Third Quarter Topics

Retail

15.3 1,701.6 0.7%

21.1 1,657.0 1.0%

- ✓ **ORIX Bank expanded both mortgage and corporate loans**
- ✓ **Increased ORIX Life Insurance contracts in force, stable investment-related income**
- ✓ **Write-down recognized on Monex Group (2Q)**

Overseas Business

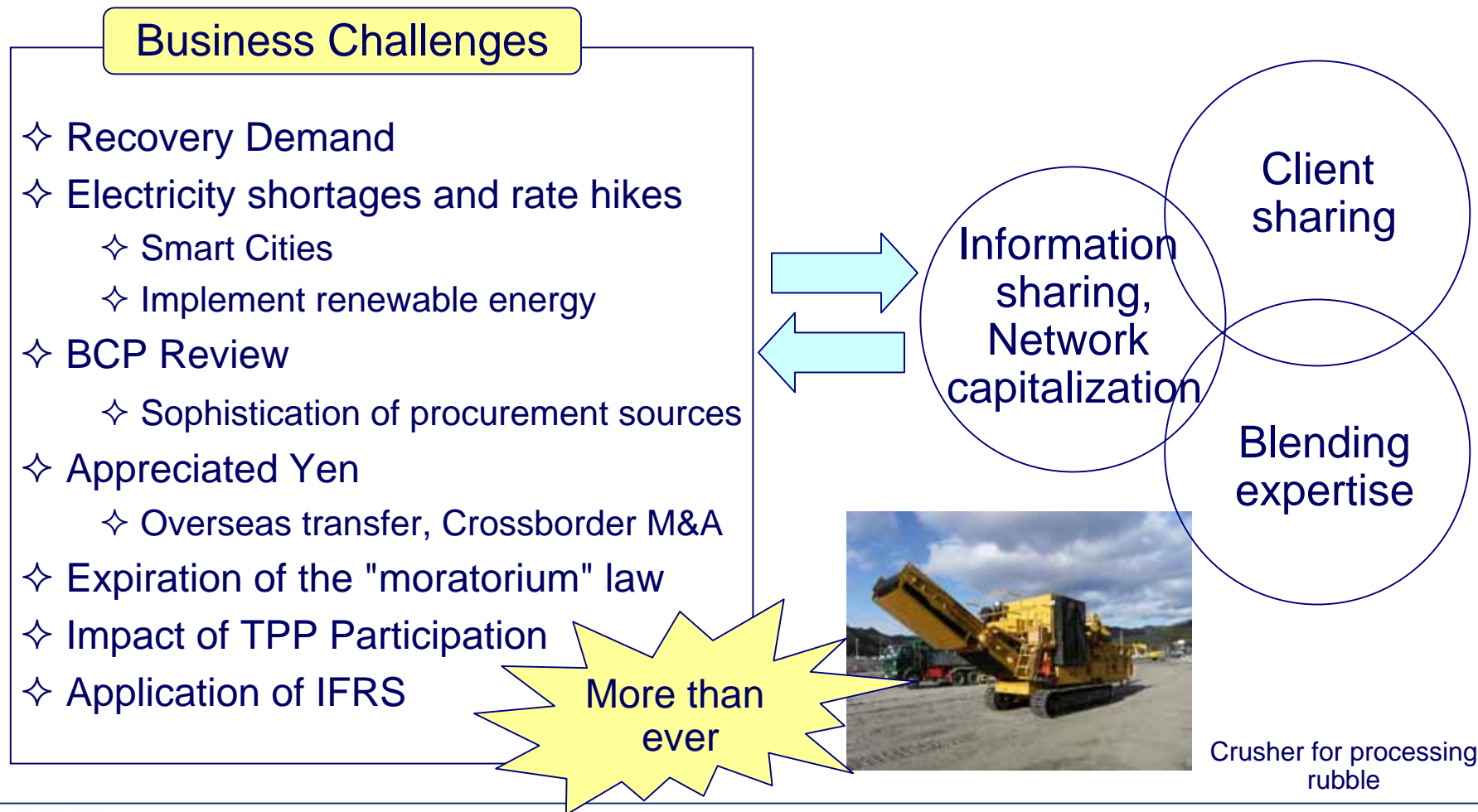
39.3 933.9 3.2%

31.0 921.3 2.7%

- ✓ **Increased revenue and profit. High profits are driving Group growth**
- ✓ **Strong leasing in Asia**
- ✓ **Strong revenues overall in the United States**

III. Future Potential (1) Domestic Corporate Sales

■ Provide solutions to new business challenges as a Group



III. Future Potential (2) Real Estate-related: Operation

■ Development of new operating facilities

- ✓ March: Kyoto Aquarium
May: Sumida Aquarium
- ✓ April: ORIX Theater
(Formerly Osaka Welfare Pension Great Hall)

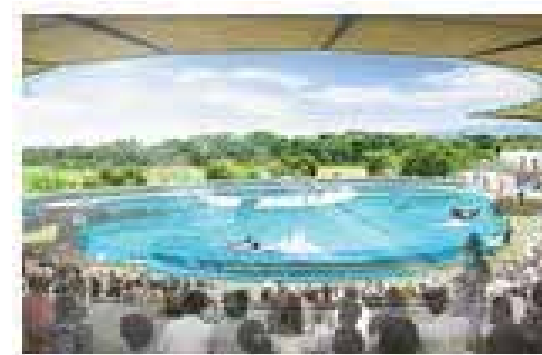
✓ Strengths

1. Expertise

- Operating Enoshima Aquarium since 2004
- ORIX Theater is operated by Osaka City Dome which has experience with large-scale concerts

2. Broad ranging operation know-how

- Golf courses, hotels, inns, nursing facilities, training facilities



Kyoto Aquarium Dolphin Stadium



ORIX Theater

III. Future Potential (3) Real Estate-related: Logistics

■ Logistic Facility Development

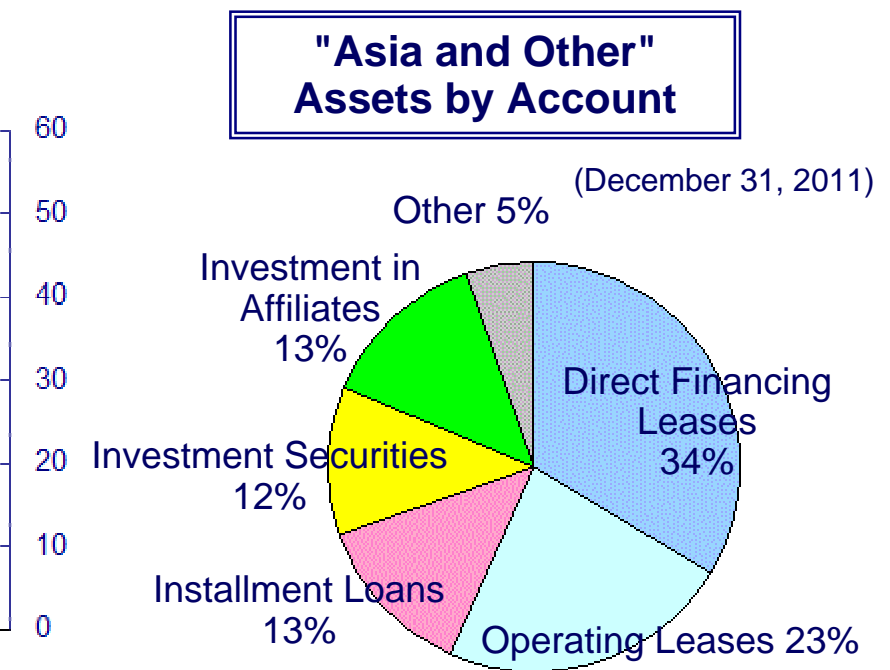
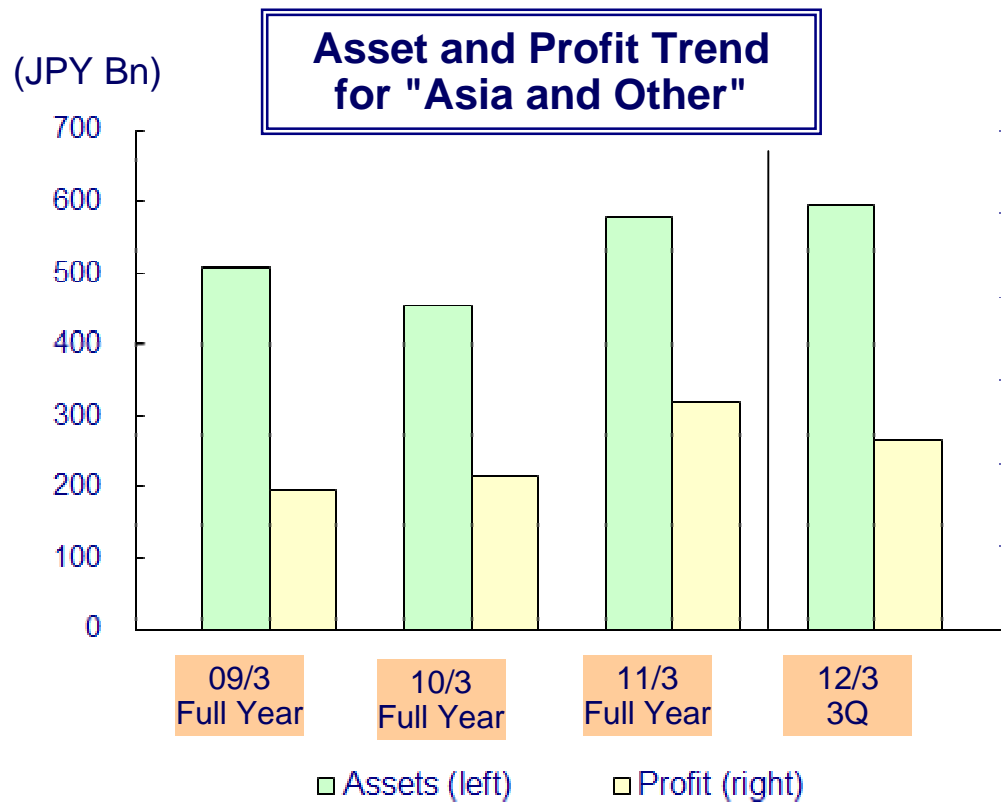
- ✓ Investment and Development of 33 facilities
- ✓ Currently hold 13 properties (inc'l under development)
- ✓ Features - Strengths
 1. Planning capability
 2. Good location, high specifications
 3. Environmental considerations
 - ex. Solar panels, high CASBEE environmental ranking
- ✓ Fund formed with Mitsui Group (Dec 22, 2011 press release)
 - Continually contribute to asset management



Yokohama Machida Interchange Logistics Center

III. Future Potential (4) Asia - Other

- Steady profit trend
- Well balanced asset increase



Summary

■ Robust Performance

- ✓ Achieved 89% of the 77.5bn yen yearly forecast
- ✓ Influenced by tax revisions during the third quarter
- ✓ Limited fourth quarter downside risk

■ European Crisis is an opportunity for ORIX Recovery and electricity demand will become full-scale

■ Maintain growth trajectory, take good risks

Appendix

Appendix (1) Trend in Performance

(JPY Bn)

	10.3	11.3	Third Quarter
Total Revenues	906.7	963.1	714.6
Net Income ^{*1}	37.8	67.3	68.8
Segment Assets	6,284.3	6,142.8	5,922.4
Total Assets	7,739.8	8,581.6	8,194.6
Shareholders' Equity	1,298.7	1,319.3	1,357.6
Shareholders' Equity Ratio 1	16.8%	15.4%	16.6%
Shareholders' Equity Ratio 2 ^{*2}	17.2%	17.7%	18.8%
D/E Ratio 1	3.4x	3.8x	3.4x
D/E Ratio 2 ^{*2}	3.2x	3.0x	2.7x

*1 Net Income Attributable to ORIX Corporation

*2 The Shareholders' Equity 2 and D/E Ratio 2 shown are presented on an adjusted basis which excludes the effect of consolidating certain assets or liabilities attributable to consolidated VIEs and our adoption of ASC 810, effective April 1, 2010. For a presentation of the most directly comparable financial measures calculated and presented in accordance with GAAP and a quantitative reconciliation of GAAP and non-GAAP financial measures, please see pages 25 and 26.

Appendix (2) Profit by Segment

(JPY Bn)

	10.3	11.3	3Q 11.3	3Q 12.3	Change
Corporate Financial Services	(19.5)	10.0	8.3	14.7	177%
Maintenance Leasing	23.3	26.2	20.8	27.1	130%
Real Estate	0.1	0.1	3.5	(2.9)	-
Investment and Operation	(2.4)	13.2	11.3	17.8	157%
Retail	31.1	23.8	21.1	15.3	73%
Overseas Business	37.1	45.6	31.0	39.3	127%
Segment Profit Total	69.9	118.9	96.1	111.4	116%

* Income from discontinued operations (before applicable tax effect), net income attributable to noncontrolling interests and net income attributable to redeemable noncontrolling interests are included

Appendix (3) Assets by Segment

(JPY Bn)

	10.3	11.3	11.12
Corporate Financial Services	1,140.3	968.3	860.5
Maintenance Leasing	515.7	502.7	521.5
Real Estate	1,677.4	1,539.8	1,405.4
Investment and Operation	511.3	506.0	499.4
Retail	1,578.8	1,653.7	1,701.6
Overseas Business	860.8	972.2	933.9
Total Segment Assets	6,284.3	6,142.8	5,922.4

Appendix (4) Fortification of Financial Stability

(JPY Bn)

	10.3	11.3	11.12
CP	282.8	180.8	202.1
Borrowings from Financial Institutions	2,585.6	2,360.9	2,226.1
Bonds/MTN	1,339.2	1,450.0	1,328.3
Subtotal	4,207.6	3,991.7	3,756.6
Deposits	853.3	1,065.2	1,063.7
ABS, CMBS*1	202.2	1,018.2	883.1
Short-term Debt, Long-term Debt and Deposits	5,263.1	6,075.1	5,703.3
Shareholders' Equity	1,298.7	1,319.3	1,357.6
Shareholders' Equity Ratio 1	16.8%	15.4%	16.6%
Shareholders' Equity Ratio 2	17.2%	17.7%	18.8%
D/E Ratio 1	3.4x	3.8x	3.4x
D/E Ratio 2	3.2x	3.0x	2.7x

*1 Increase in ABS, CMBS (10.3 to 11.3) due to VIE-related effect

Indicator Definitions

D/E Ratio (1):

Short and Long-term debt (excl. deposits) ÷ Shareholders' Equity

D/E Ratio (2):

Short and Long-term debt (excl. ABS, CMBS and Deposits) ÷ Shareholders' Equity

Shareholders' Equity Ratio 2 and D/E Ratio 2 are presented on an adjusted basis which excludes the effect of consolidating certain assets or liabilities attributable to consolidated VIEs and our adoption of ASC 860 and ASC 810, effective April 1, 2010. For a presentation of the most directly comparable financial measure calculated and presented in accordance with U.S. GAAP and a quantitative reconciliation of the U.S. GAAP and Non-GAAP financial measures, please see pages 25 and 26.

Appendix (5) Liquidity Control

(JPY Bn)

	10.3	11.3	11.12
Available Commitment Line (1)	385.9	410.4	389.2
Cash and Cash Equivalents (2)	639.1	732.1	662.9
Liquidity (1+2)	1,025.0	1,142.5	1,052.1
Marketable Short-term Debt (3)	692.1	559.3	428.8
Liquidity Coverage Ratio [(1)+(2)]/3	148%	204%	245%
Share of Long-term Debt (1) (incl. ABS, CMBS)	87%	90%	90%
Share of Long-term Debt (2) (ex. ABS, CMBS)	86%	88%	88%

- Marketable Short-term Debt is the total of bond and MTN expected to reach maturity within 1 year and the balance of CP.
 - * Share of Long-term Debt (2) is presented on an adjusted basis which excludes the effect of consolidating certain liabilities attributable to consolidated VIEs and our adoption of ASC 860 and ASC 810, effective April 1, 2010.
- For a presentation of the most directly comparable financial measure calculated and presented in accordance with U.S. GAAP and a quantitative reconciliation of the U.S. GAAP and Non-GAAP financial measures, please see pages 25 and 26.

Appendix (6) Segment Results - 1

Corporate Financial Services

(JPY Bn)

	10.3	11.3	3Q 11.3	3Q 12.3	Change
Segment Revenues	84.2	79.3	59.9	53.5	89%
Segment Profit	(19.5)	10.0	8.3	14.7	177%
Segment Assets	1,140.3	968.3	1,004.6	860.5	86%
ROA (After Tax)	-0.9%	0.6%	0.6%	1.3%	-

Maintenance Leasing

	10.3	11.3	3Q 11.3	3Q 12.3	Change
Segment Revenues	226.2	225.8	169.5	175.5	104%
Segment Profit	23.3	26.2	20.8	27.1	130%
Segment Assets	515.7	502.7	525.0	521.5	99%
ROA (After Tax)	2.4%	3.0%	3.2%	4.2%	-

Appendix (6) Segment Results - 2

Real Estate

(JPY Bn)

	10.3	11.3	3Q 11.3	3Q 12.3	Change
Segment Revenues	215.0	217.6	142.8	148.5	104%
Segment Profit	0.1	0.1	3.5	(2.9)	-
Segment Assets	1,677.4	1,539.8	1,584.9	1,405.4	89%
ROA (After Tax)	0.0%	0.0%	0.2%	-0.2%	-

Investment and Operation

	10.3	11.3	3Q 11.3	3Q 12.3	Change
Segment Revenues	87.3	89.6	66.0	56.7	86%
Segment Profit	(2.4)	13.2	11.3	17.8	157%
Segment Assets	511.3	506.0	516.8	499.4	97%
ROA (After Tax)	-0.3%	1.5%	1.7%	2.8%	-

Appendix (6) Segment Results - 3

Retail

(JPY Bn)

	10.3	11.3	3Q 11.3	3Q 12.3	Change
Segment Revenues	155.5	148.8	109.5	117.0	107%
Segment Profit	31.1	23.8	21.1	15.3	73%
Segment Assets	1,578.8	1,653.7	1,657.0	1,701.6	103%
ROA (After Tax)	1.2%	0.9%	1.0%	0.7%	-

Overseas Business

	10.3	11.3	3Q 11.3	3Q 12.3	Change
Segment Revenues	185.9	176.9	128.7	133.3	104%
Segment Profit	37.1	45.6	31.0	39.3	127%
Segment Assets	860.8	972.2	921.3	933.9	101%
ROA (After Tax)	2.4%	2.9%	2.7%	3.2%	-

Appendix (7) Rental Properties, Condos, NRL and Specified Bonds

■ Rental Properties in the Real Estate Segment (11.12) (JPY Bn)

Property Type	Under Lease		Under Development	Total
		NOI Yield		
Office Buildings	249.5	4.0%	74.6	324.1
Logistics Centers	47.9	4.7%	15.4	63.3
Commercial Facilities	161.3	6.6%	35.3	196.7
Rental Condos	140.6	4.9%	12.1	152.7
Other	77.4	7.1%	39.4	116.8
Total	676.7	5.2%	176.9	853.6

■ Rental Property NOI Yields and Vacancy Rate Trends (JPY Bn)

	10.3	11.3	11.6	11.9	11.12
Rental Property Balance	660.3	680.2	734.7	705.7	676.7
NOI Yield	5.2%	4.9%	5.1%	5.2%	5.2%
Vacancy Rate	6.1%	4.4%	6.3%	5.9%	6.0%
Under Development Balance	264.4	225.6	176.8	182.1	176.9

■ Condo Asset Balance in the Real Estate Segment (JPY Bn)

	10.3	11.3	11.6	11.9	11.12
Asset Balance	150.7	128.1	119.9	121.1	118.2

■ Trend in NRL and Specified Bond Balance (JPY Bn)

(Balance of all domestic NRL and specified bonds held by ORIX and domestic Group companies)

	10.3	11.3	11.6	11.9	11.12
NRL + Specified Bonds	559.3	415.7	385.5	351.9	321.6

Appendix (8) Provisions and Impairments

■ Trend in Total Provisions and Impairments*

* Write-downs of long-lived assets, Write-downs of securities, Write-downs of equity-method affiliates, Write-downs of condominiums, etc.)

(JPY Bn)

	10.3	11.3	1Q 12.3	2Q 12.3	3Q 12.3
Corporate Financial Services	41.2	13.0	3.0	0.5	(0.6)
Maintenance Leasing	2.0	2.3	(0.2)	0.0	0.0
Real Estate	32.5	34.0	3.9	5.5	13.9
Investment and Operation	14.1	15.8	1.0	1.4	1.8
Retail	9.6	3.6	0.6	11.9	0.2
Overseas Business	17.2	10.3	1.1	1.7	0.7
Total	116.5	79.0	9.5	21.0	15.9

Appendix (9) Asset Quality

■ Asset Quality

(JPY Bn)

	10.3	11.3	11.12
90+ Days Past-Due Direct Financing Leases	25.7	22.8	20.1
90+ Days Past-Due Loans Not Individually Evaluated for Impairment	12.3	10.0	8.8
(1) Loans Individually Evaluated for Impairment	348.1	259.7	246.6
(2) Impaired Loans Requiring Valuation Allowance	268.1	193.6	168.4
(3) Valuation Allowance	100.3	78.0	71.2

(1) Loans that have some concern about collection. I.e. legal procedures, no payment for over 3 months, poor industry environment

(2) Of the “Loans Individually Evaluated for Impairment,” loans that can be fully collected through collateral are subtracted

(3) The difference between “Impaired Loans Requiring Valuation Allowance” and the amount that can be collected through collateral is covered by provisions

* (1) – (3) exclude the effects of adopting the new accounting standards regarding the consolidation of VIEs.

■ Trend in Provisions and Provision Ratio

(JPY Bn)

	10.3	11.3	3Q 12.3
Provisions for Doubtful Receivables and Probable Loan Losses	71.5	31.1	8.3
Provisioning Rate*	1.92%	0.89%	0.30%

* Provisions ÷ (Average Investment in Direct Financing Leases + Average Investment in Installment Loans)

Appendix (10) Reconciliation Table of Non-GAAP Financial Measurement

These materials include certain financial measures presented on a basis not in accordance with U.S. GAAP, or non-GAAP measures, including long-term debt, ORIX Corporation shareholders' equity and total assets, as well as other measures or ratios calculated based thereon, presented on an adjusted basis, which excludes payables under securitized leases, loan receivables and investment in securities and reverses the cumulative effect on retained earnings of applying the new accounting standards for the consolidation of VIEs, effective April 1, 2010.

Our management believes these non-GAAP financial measures may provide investors with additional meaningful comparisons between our financial condition as of December 31, 2011, as compared to prior periods. Effective April 1, 2010, we adopted ASU 2009-16 and ASU 2009-17, which changed the circumstances under which we are required to consolidate certain VIEs. Our adoption of these new accounting standards caused a significant increase in our consolidated assets and liabilities and a decrease in our retained earnings without affecting the net cash flow and economic effects of our investments in such consolidated VIEs. Accordingly, our management believes that providing financial measures that exclude assets and liabilities attributable to consolidated VIEs as a supplement to financial information calculated in accordance with U.S. GAAP enhances the overall picture of our current financial position and enables investors to evaluate our historical financial and business trends without the large balance sheet fluctuation caused by our adoption of these new accounting standards.

We provide these non-GAAP financial measures as supplemental information to our consolidated financial statements prepared in accordance with U.S. GAAP, and they should not be considered in isolation or as a substitute for the most directly comparable U.S. GAAP measures. Reconciliations of these non-GAAP financial measures to the most directly comparable financial measures presented in accordance with U.S. GAAP as reflected in our consolidated financial statements for the periods provided, are included in page 26.

Appendix (11) Reconciliation Table of Non-GAAP Financial Measurement

(JPY Bn)

Key Ratios, Per Share Data		2010.3	2011.3	2011.12
Total Assets	(a)	7,739.8	8,581.6	8,194.6
Deduct: Payables under Securitized Leases, Loan Receivables and Investment in Securities in Long-Term Debt of Consolidated VIEs ^{*1}		202.2	1,018.2	883.1
Adjusted Total Assets	(b)	7,537.6	7,563.4	7,311.5
Short-Term Debt		573.6	478.6	467.1
Long-Term Debt	(c)	3,836.3	4,531.3	4,172.5
Deduct: Payables under Securitized Leases, Loan Receivables and Investment in Securities in Long-Term Debt of Consolidated VIEs ^{*2}		202.2	1,018.2	883.1
Adjusted Long-Term Debt	(d)	3,634.0	3,513.1	3,289.4
Short- and Long-Term Debt (excluding deposit)	(e)	4,409.8	5,009.9	4,639.6
Adjusted Short- and Long-Term Debt (excluding deposit)	(f)	4,207.6	3,991.7	3,756.6
ORIX Corporation Shareholders' Equity	(g)	1,298.7	1,319.3	1,357.6
Deduct: The Cumulative Effect on Retained Earnings of Applying the New Accounting Standards for the Consolidation of VIEs under ASU 2009-16 and ASU 2009-17, Effective April 1, 2010 ^{*3}		-	(21.9)	(20.1)
Adjusted ORIX Corporation Shareholders' Equity	(h)	1,298.7	1,341.3	1,377.6
Shareholders' Equity Ratio	(g) / (a)	16.8%	15.4%	16.6%
Adjusted Shareholders' Equity Ratio	(h) / (b)	17.2%	17.7%	18.8%
D/E Ratio (times)	(e) / (g)	3.4x	3.8x	3.4x
Adjusted D/E Ratio (times)	(f) / (h)	3.2x	3.0x	2.7x
Share of Long-Term Debt (including ABS, CMBS)	(c) / (e)	87%	90%	90%
Share of Long-Term Debt (excluding ABS, CMBS)	(d) / (f)	86%	88%	88%

(*1) Deducted payable under securitized leases, loan receivables and investment in securities recorded in long-term debt of consolidated VIEs from total assets

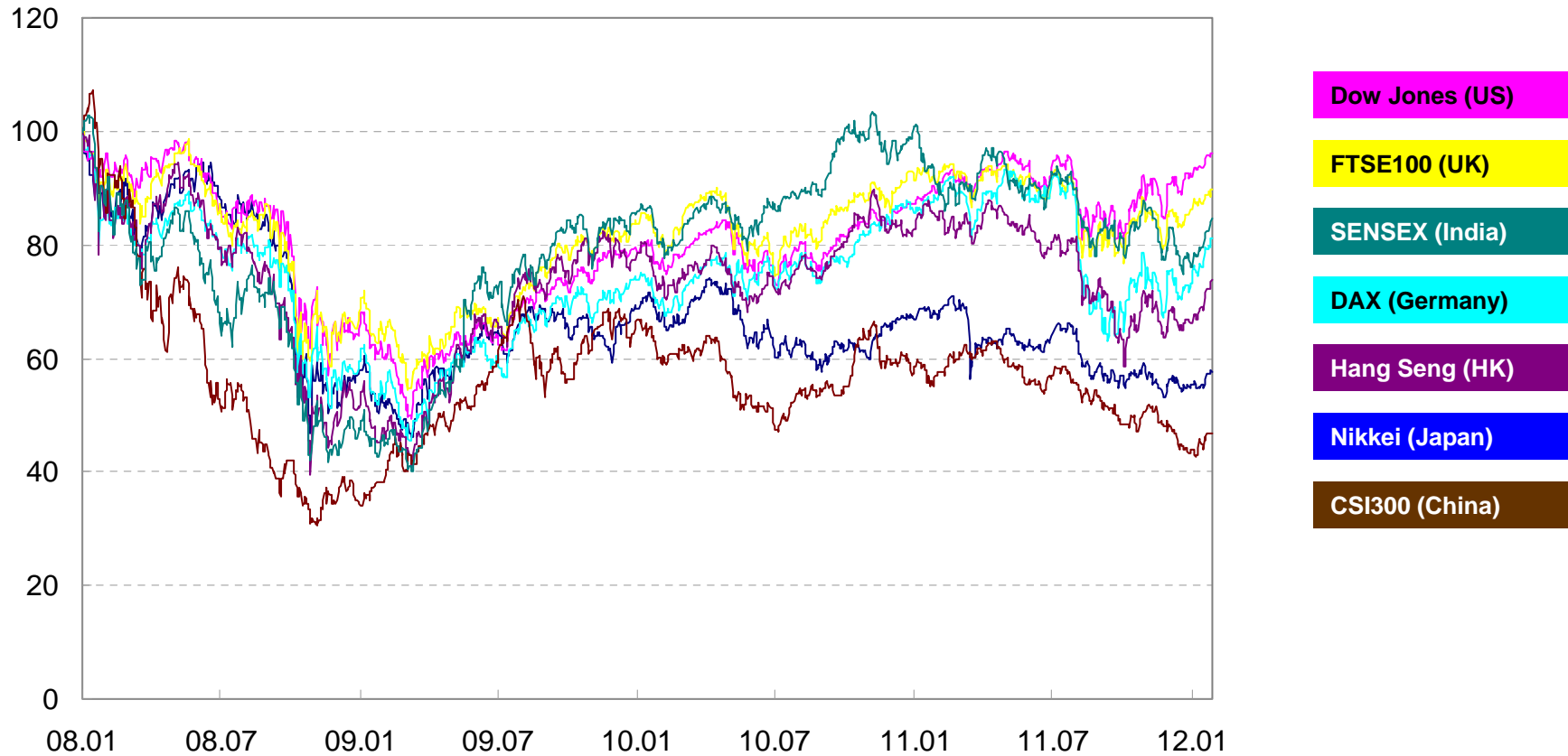
(*2) Deducted payable under securitized leases, loan receivables and investment in securities recorded in long-term debt of consolidated VIEs from long-term debt

(*3) Deducted the cumulative effect on retained earnings of applying the new accounting standards of the consolidation of VIEs under ASU 2009-16 and ASU 2009-17, effective April 1, 2010

Macro Economy

Stock Market

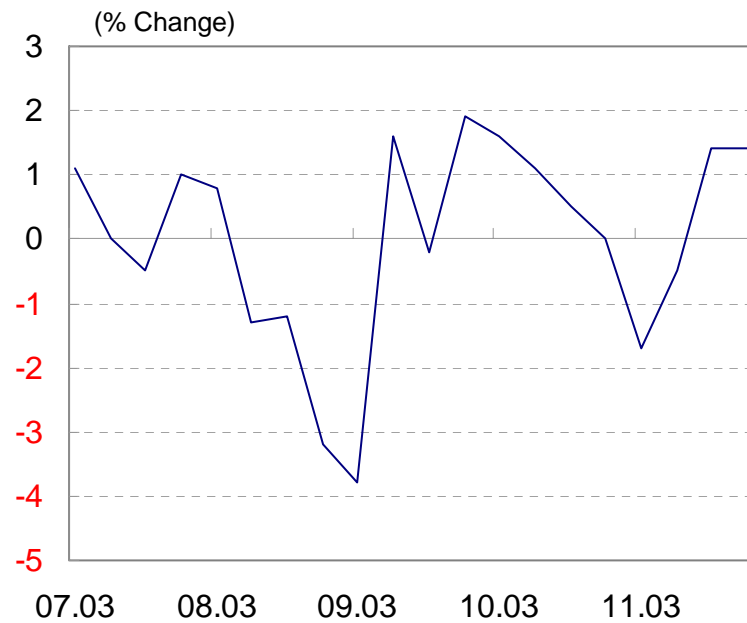
Performance of Major Stock Markets since January 2008



Source: Bloomberg

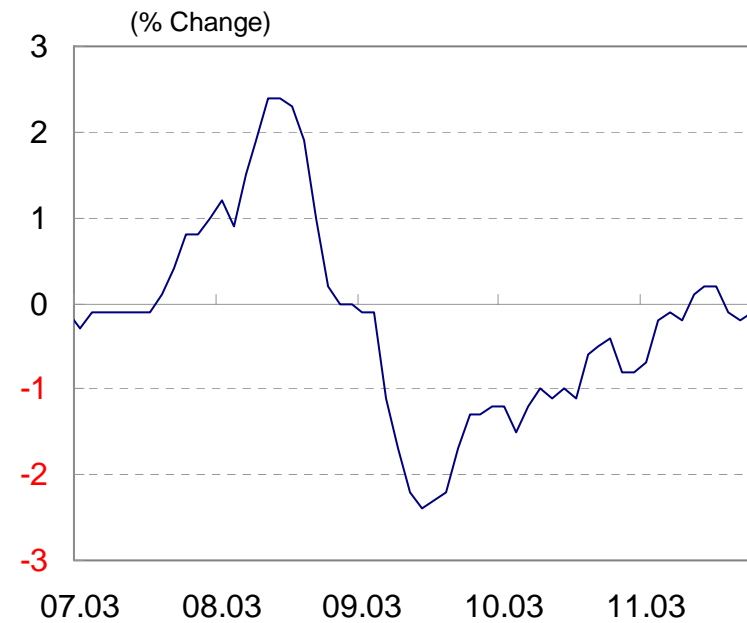
Macro Economic Indicators

Real GDP Growth in Japan (QoQ Change)



Source: Economic and Social Research Institute, Cabinet Office

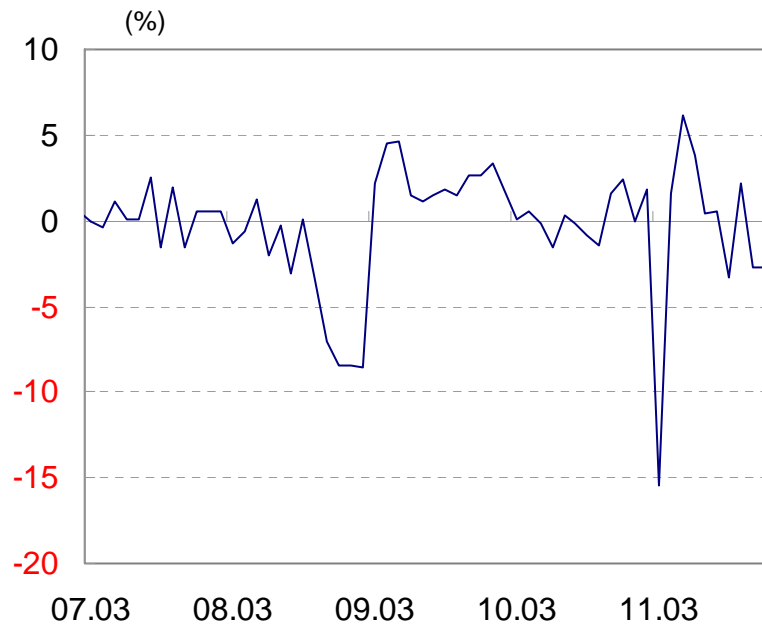
National CPI (Ex Fresh Food) (YoY Change)



Source: Ministry of Internal Affairs and Communications

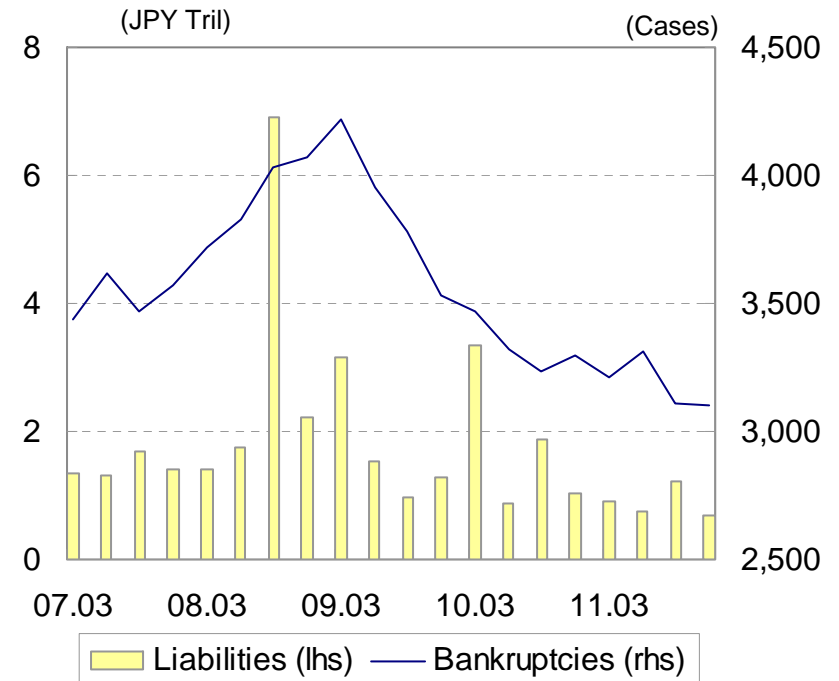
Corporate Indices

Industrial Production (MoM Change)



Source: Ministry of Economy, Trade and Industry

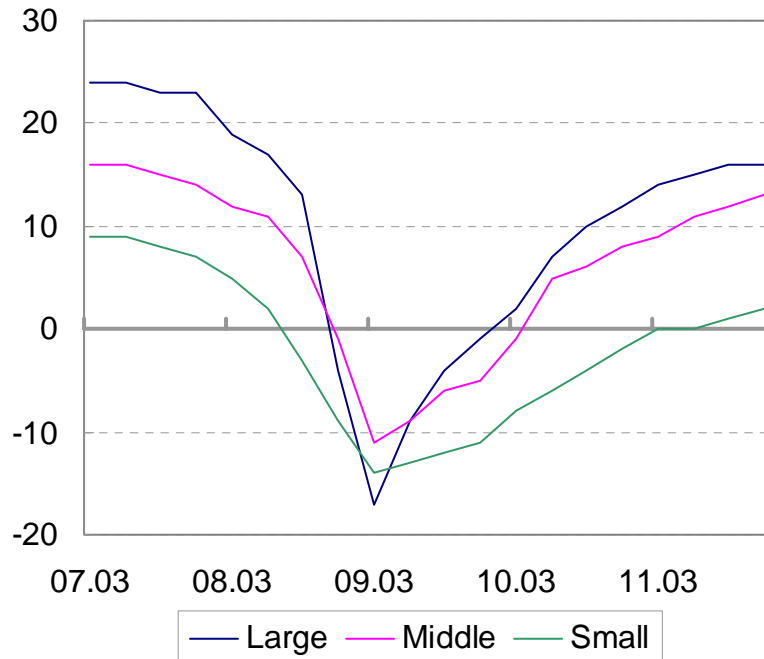
Corporate Bankruptcies (Quarter)



Source: Ministry of Finance

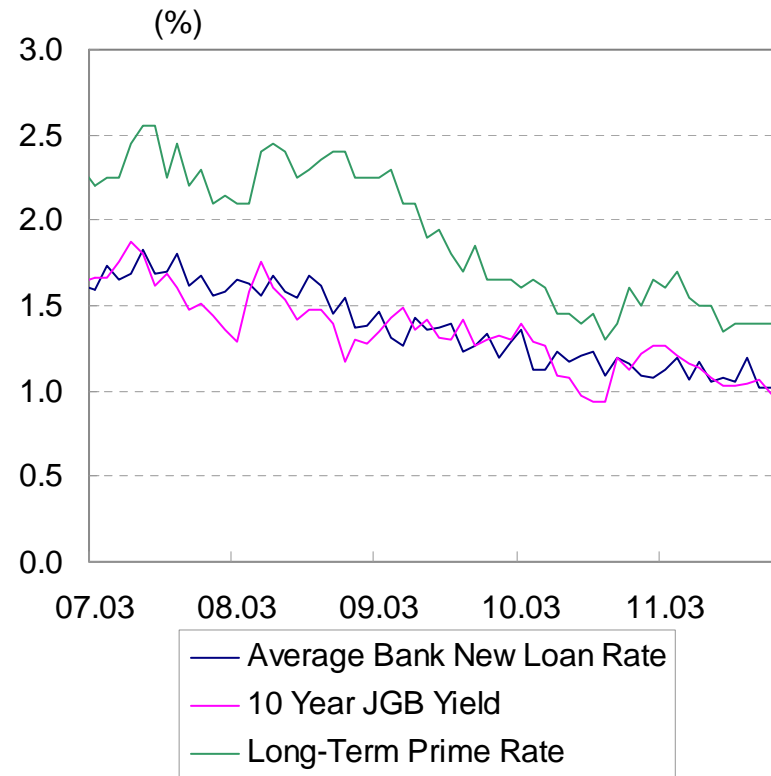
Bank Lending in Japan

Tankan Corporate Diffusion Index



Source: Bank of Japan

Average Bank New Loan Rate, 10-year JGB Yield and Long-term Prime Rate



Sources: Bank of Japan, Bloomberg, Mizuho Corporate Bank

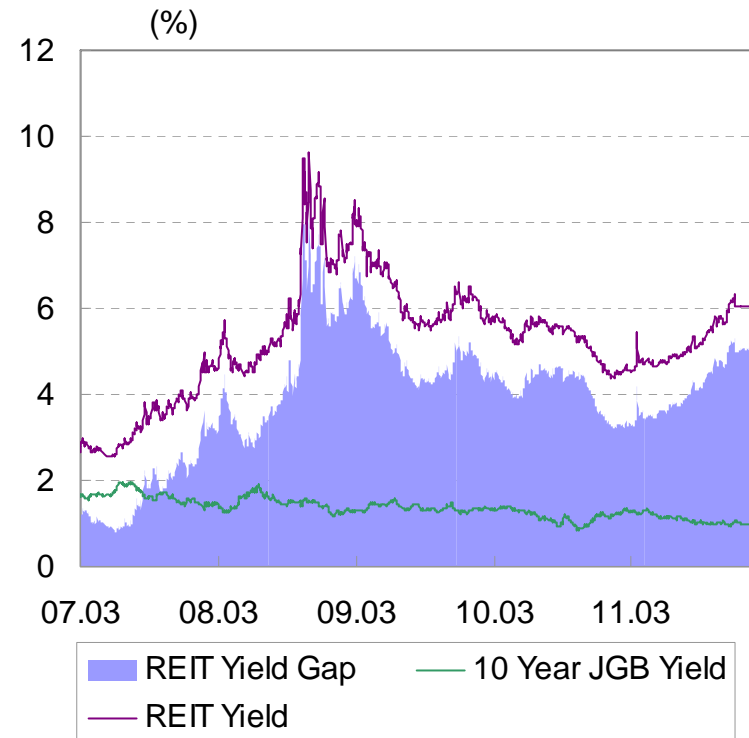
REIT Performance

Japan TSE REIT Index



Source: Tokyo Stock Exchange

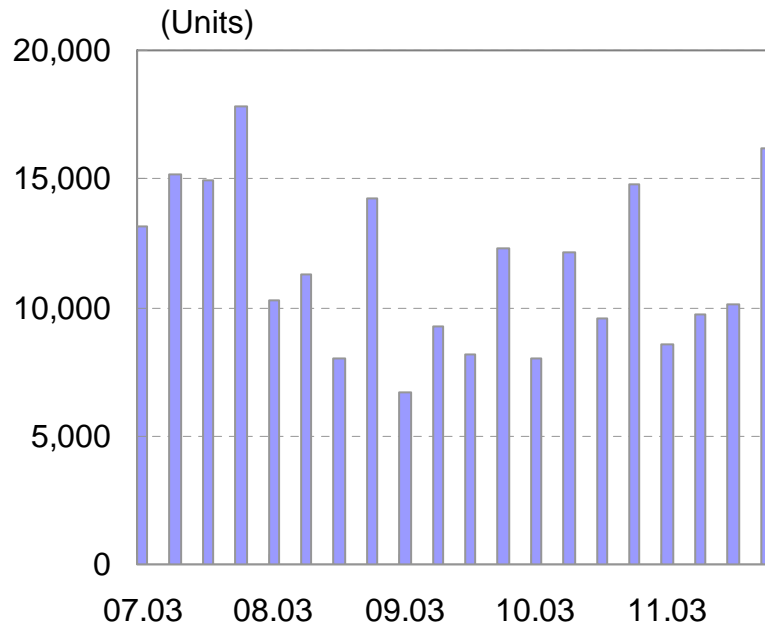
Yield Gap between J-REIT and JGB10Y



Source: STB Research Institute, Bloomberg

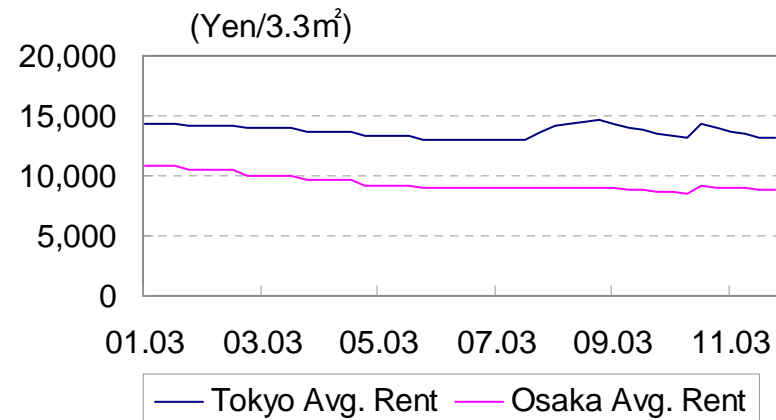
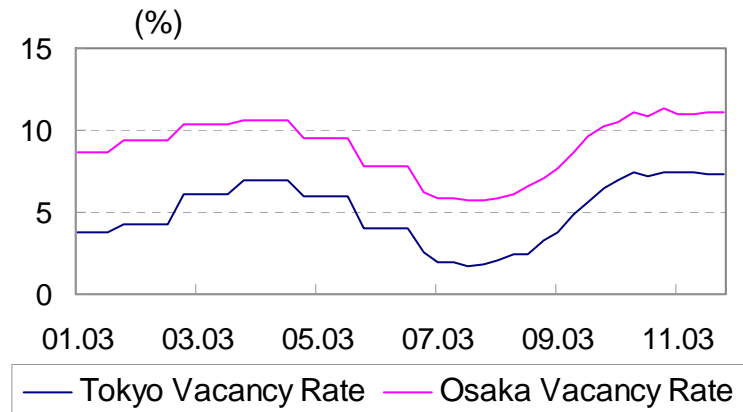
Condo Sales & Office Rent/Vacancy

Tokyo Condo Sales
(Quarter)



Source: Ministry of Land, Infrastructure and Transport

Office Rent/Vacancy
(Quarter)



Source: CBRE

Additional Information

For annual and more historical data please access our website. A list of major disclosure materials is given below.

ORIX Website: URL: <http://www.orix.co.jp/grp/en/>

IR Website: URL: <http://www.orix.co.jp/grp/en/ir/>

Financial Reports: URL: <http://www.orix.co.jp/grp/en/ir/library/>

Five Year Financial Data: URL: http://www.orix.co.jp/grp/en/ir/financial_highlight/

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