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## iTSCOM and ONE Energy to Form a Business Alliance –First Communications Company to Begin Providing a Storage Battery Rental Service-

TOKYO, Japan - August 30, 2013 - its communications Inc. (here in after, "iTSCOM") and ONE Energy Corporation<sup>\*1</sup> (here in after, "ONE Energy "), today announced that they have formed a business alliance regarding the sale of ONE Energy 's home use storage battery system rental service.

From September 1, 2013, they will use iTSCOM's sales network to increase the use of storage batteries by providing ONE Energy 's service to iTSCOM customers living in single-family homes along the Tokyu railway Line. iTSCOM is the first telecommunications carrier to provide a storage battery rental service.

As a result of the increased awareness regarding energy since the Great East Japan Earthquake, iTSCOM has been actively involved in energy initiatives up until now including the sale of solar photovoltaic system (since January 2013).

The energy service business of ONE Energy is the first service in Japan that provides a complete system combining an app for navigating optimal power usage and storage batteries connected via a cloud data link on a rental basis. Since the launch of this service in June 2013, ONE Energy has already received approximately 1,000 applications on the back of an increase in awareness of energy use and power saving, as well as heightened interest in better preparing for emergency situation. The households that have had this service installed as part of an advance trial have achieved a cost reduction effect of between 3,000 and 6,000 yen a month compared with the electricity cost during the same month of the previous year<sup>\*2.</sup>

The cost of this rental service is 4,900 yen a month (pre-tax), however, if the service is installed within the Tokyo metropolitan area, this service can be used for 2,900 yen a month(pre-tax) as users are eligible for a Tokyo metropolitan government subsidy<sup>\*3</sup>. It allows for customers to install the service without the need to pay installation and maintenance costs<sup>\*4</sup>.

In addition, services including an application that allows for visualization of electricity use and improve energy saving awareness, a replacement guarantee (if the electricity storage volume falls below the guaranteed amount) and a maintenance checkup which remotely inspects the storage battery system via the cloud data link may also be used. Further, if this service is used in combination with the solar photovoltaic system which iTSCOM began selling in January this year, as a greater synergistic effect can be expected\*<sup>5</sup>, a new package plan is available.

Looking ahead, iTSCOM and ONE Energy will support a richer and more convenient lifestyle for customers by combining iTSCOM's community based sales network within the service area along the Tokyu railway Line, with ONE Energy 's high value added service including the home use storage battery.

\*1. ONE Energy Corporation was jointly established by ORIX Corporation, NEC Corporation and EPCO Incorporated in March 2013 and is developing the first home-use storage battery system rental service business in Japan.

\*2 The trial households are examples. The cost reduction amount will vary according to the season, each household's lifestyle, the content of the electricity contract and energy saving activities.

\*3. It is necessary to meet the conditions of the Tokyo Metropolitan Government Subsidy, such as those conditions relating to HEMS installation.

\*4. In the case that the installation work exceeds the fixed conditions, for example, in the case that the power distribution work becomes necessary due to the customer's request, then additional costs may be incurred.

\*5. There are additional related features when used with the solar power generation system. In "Eco Mode" customers can sell the excess electricity produced so none of it is wasted. Customers can also select "Green Mode" which stores the excess electricity and uses it in the home.

# **Overview of Home Use Storage Battery System Rental Service**

#### 1. Supplied Equipment

NEC Lithium Ion Storage Battery (5.53kWh) (Fig.1)

2. Cost

Basic PlanMonthly fee ¥4,900 (¥5,145 incl. tax)Tokyo Only PlanMonthly fee ¥2,900 (¥3,045 incl. tax)



Fig 1 .Outdoor Standing Lithium Ion Battery Size : 980x310x1065mm

\*There is no need for installation and maintenance costs but disposal costs are the customers' responsibility. (There is an upper limit to transportation costs. Exemption on costs upon entering into a new contract after the end of the current contract term)

\*To use the Tokyo only plan, it is necessary to meet the conditions of the Tokyo Metropolitan Government Subsidy for HEMS installation

### 3. Contract Period

10 Years (Non-Cancellable and Non-Extendable)

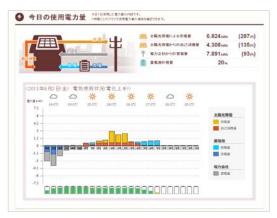
### 4. Installation Benefits

- Ensures power source in case of emergency (Can be used as a back-up power source during power outage)
- Saves electricity costs (Reduces daytime electricity cost by storing cheap off-peak electricity during the night and using it at peak times during the day)
- Promotes everyday energy saving by making electricity use visible

### 5. Included Services

- "Pipipa" application that allows for visualization of electricity use and improve energy saving awareness
- A replacement guarantee ( if the storage battery volume falls below the guaranteed amount)
- A maintenance checkup service which remotely inspects the storage battery system via the cloud data link

## **Images of Pipipa Application**



Tablet PC, PC and Smartphone Screen Image



Smartphone Screen Image

#### About ORIX

ORIX Corporation (TSE: 8591; NYSE: IX) is an integrated financial services group based in Tokyo, Japan, providing innovative value-added products and services to both corporate and retail customers. With operations in 34 countries and regions outside of Japan, ORIX's activities include corporate financial services, such as leases and loans, as well as automobile operations, rental operations, real estate, life For insurance, banking and loan servicing. more details, please visit our website: http://www.orix.co.jp/grp/en/

These documents may contain forward-looking statements about expected future events and financial results that involve risks and uncertainties. Such statements are based on our current expectations and are subject to uncertainties and risks that could cause actual results to differ materially from those described in the forward-looking statements. Factors that could cause such a difference include, but are not limited to, those described under "Risk Factors" in the Company's annual report on Form 20-F filed with the United States Securities and Exchange Commission and under "4. Risk Factors" of the "Summary of Consolidated Financial Results" of the "Consolidated Financial Results April 1, 2012 – March 31, 2013."

