



ORIX Hotel Management Signs an Agreement on Friendly Exchange for Industry-Academia Collaboration

Practical and Global Tourism Talent Development Utilizing Onsen Resorts/Hotels across Japan

TOKYO, Japan - September 14, 2023 - ORIX Hotel Management Corporation ("ORIX Hotel Management") announced today that it has signed an Agreement on Friendly Exchange ("the Agreement") with J. F. Oberlin University College of Business Management, with the aim of developing talent and regional revitalization. This will be accomplished with mutual collaboration in a wide range of fields including education, culture, town-planning and globalization, through mutual exchange and utilization of human and intellectual resources.

The Agreement aims to facilitate practical and global tourism talent development through friendly exchange between ORIX Hotel Management, which operates 22 facilities nationwide, including onsen resorts, hotels, and training accommodation facilities, and J. F. Oberlin University, which seeks to help students acquire a high level of expertise in the tourism and hospitality industry.

ORIX Hotel Management will provide opportunities for learning about regional issues and marketing strategies in tourism, as well as opportunities for project-based learning (PBL)* through planning and market analysis using the facilities it operates. J. F. Oberlin University will support ORIX Hotel Management's corporate activities by sharing findings and information gained through this collaboration and by providing new ideas created from the students' unique perspectives. The two parties aim to develop future leaders in the tourism industry and sustainable regional development with the knowledge and experience gained through the collaboration.

The first year's program will be implemented in the fall semester classes beginning in September 2023 at J. F. Oberlin University. At HUNDRED STAY Tokyo Shinjuku, a facility operated by ORIX Hotel Management near J. F. Oberlin University's Shinjuku Campus, students will learn about hotel marketing through activities such as field research and gain hands-on experience in hotel management through the planning and sales of accommodation plans.

From the next year onward, the program will be expanded to promote the revitalization of various regions through new tourism resources created through industry-academia collaboration, utilizing facilities operated by ORIX Hotel Management and other resources of the ORIX Group throughout the country.

ORIX Hotel Management and J. F. Oberlin University will contribute to the development of the domestic tourism industry by promoting regional attractions to domestic and international visitors through mutual collaboration to foster a diverse range of students.

* Project-based learning: A learning method that aims to foster the ability to discover and solve problems on one's own.

1. Overview of the Agreement on Friendly Exchange

(1) Signatories to this agreement

■ ORIX Hotel Management Corporation

Address: 2-3-1 Hamamatsu-cho, Minato-ku, Tokyo

Representative: Takaaki Nitani

■ J. F. Oberlin University College of Business Management

Address: 3-23-1 Hyakunin-cho, Shinjuku-ku, Tokyo

Representative: Yuji Yamaguchi

(2) Contents provided in the Agreement

ORIX Hotel Management Corporation

- Support for student activities by providing students with project-based learning opportunities at facilities operated by ORIX Hotel Management
- Provision of advice and support from the perspective of the ORIX Group, which operates a diverse business on a global scale, as well as from a practical corporate perspective

J. F. Oberlin University College of Business Management

- Support for business activities by sharing the findings and information obtained through this Agreement
- Provision of information and advice from an academic and global perspective

<Comment from ORIX Hotel Management Corporation President Takaaki Nitanaï>

The purpose of this collaboration with J. F. Oberlin University is to "work together to develop talent in the tourism industry with practical experience and a global perspective." The tourism industry, including our core business of onsen resort/hotel management, involves many changes and is easily affected by external factors. The industry requires individuals who can adapt flexibly to the ever-changing environment and create value through a global perspective. We hope that J. F. Oberlin University students will be able to use the facilities we operate as a place for practical learning and as an opportunity to create new value from their unique perspective.

<Comment from the J. F. Oberlin University College of Business Management Dean Yuji Yamaguchi>

The J. F. Oberlin University College of Business Management aims to provide students with a combination of theoretical and practical education, focusing on the acquisition of wisdom, the cultivation of refined sensitivity and the enhancement of communication skills. We also provide students with opportunities to experience how theory is applied in the field through off-campus training and practical work, and we believe that this Agreement will lead to deeper learning opportunities based on real-life experience and practical work in the tourism business. Through collaboration with the ORIX Group, which operates a wide range of businesses, we expect to gain an understanding of the tourism business from a management perspective, including business strategies and profitability assessments. Through these activities, we aim to actively contribute to the development of professionals with practical skills in tourism and to the revitalization of the local community.

2. Corporate Overview

ORIX Hotel Management Corporation

ORIX Hotel Management is an operating company for the ORIX Group, and operates 22 facilities in Japan, such as a wide variety of onsen resorts, hotels, and training accommodation facilities (excluding facilities outsourced to third parties for operation). Fourteen of these facilities fall under the ORIX HOTELS & RESORTS business brand, which is based on the brand concept of "a location to which customers wish to return," and are designed to provide visiting guests with experiences to match their various life stages.

Address: 2-3-1 Hamamatsu-cho, Minato-ku, Tokyo

Representative: Takaaki Nitanaï

Description of Business: Operation of onsen resorts, hotels and training accommodation facilities

Website: <https://www.orix-realestate.co.jp/hotelmanagement/en/>

J. F. Oberlin University

The founder Yasuzo Shimizu, who went to China as a Christian missionary, returned to Japan after the war and established Oberlin Gakuen in Tokyo in 1946. He later established Oberlin University in 1966. With its roots in the Chongzhen Vocational and Grammar School for Girls founded by Shimizu in 1921 in Beijing, China to provide poor children with educational opportunities for self-reliance, the school's educational motto has remained unchanged since its founding: "Learning and Labor." With the founding principle of "developing global citizens based on the spirit of Christianity," J. F. Oberlin University's mission is to foster individuals who always have hope in any environment, understand the pain of people across national and racial boundaries, and are able to accommodate diverse values. Celebrating its 100th anniversary in 2021, the university will create new learning opportunities for the next 100 years to foster talent to lead a transforming society with its one and only unique education.

Address: 3758 Tokiwa-machi, Machida-shi, Tokyo

President: Hiroaki Hatayama

Website: <https://www.obirin.ac.jp/en/>

College of Business Management

The College of Business Management aims to raise the standard of learning through theoretical and practical education. The College of Business Management offers students the opportunity to acquire wisdom, develop a refined sensitivity, and enhance their communication skills, as well as to experience how theory can be applied in the workplace through off-campus training and practical work, while at the same time cultivating the ability to adapt to a rapidly diversifying and evolving society.

Address: 3-23-1 Hyakunin-cho, Shinjuku-ku, Tokyo

Dean, College of Business Management: Yuji Yamaguchi

Contact Information:

Investor Relations and Sustainability Department

ORIX Corporation

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About ORIX:

ORIX Corporation (TSE: 8591; NYSE: IX) is a financial services group which provides innovative products and services to its customers by constantly pursuing new businesses.

Established in 1964, from its start in the leasing business, ORIX has advanced into neighboring fields and at present has expanded into lending, investment, life insurance, banking, asset management, automobile related, real estate and environment and energy related businesses. Since entering Hong Kong in 1971, ORIX has spread its businesses globally by establishing locations in 28 countries and regions across the world.

Going forward, ORIX intends to utilize its strengths and expertise, which generate new value, to establish an independent ORIX business model that continues to evolve perpetually. In this way, ORIX will engage in business activities that instill vitality in its companies and workforce, and thereby contribute to society. For more details, please visit our website: <https://www.orix.co.jp/grp/en/>

(As of March 31, 2023)

Caution Concerning Forward Looking Statements:

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 that 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 "1. Summary of Consolidated Financial Results" of the "Consolidated Financial Results April 1, 2022 – March 31, 2023" furnished on Form 6-K.