# ORIX Corporation (TSE: 8591; NYSE: IX) Conference Call

### First Quarter Consolidated Financial Results For the Three Month Period Ended June 30, 2015

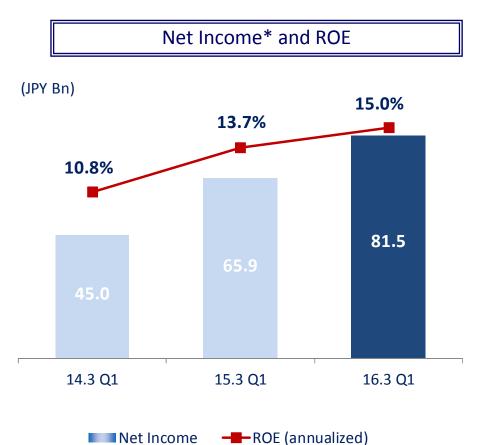
July 30, 2015



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# Overview (1)

- ✓ 81.5 bn yen in net income, up 24% YoY
- $\checkmark$  Achieved annualized ROE of 15.0%

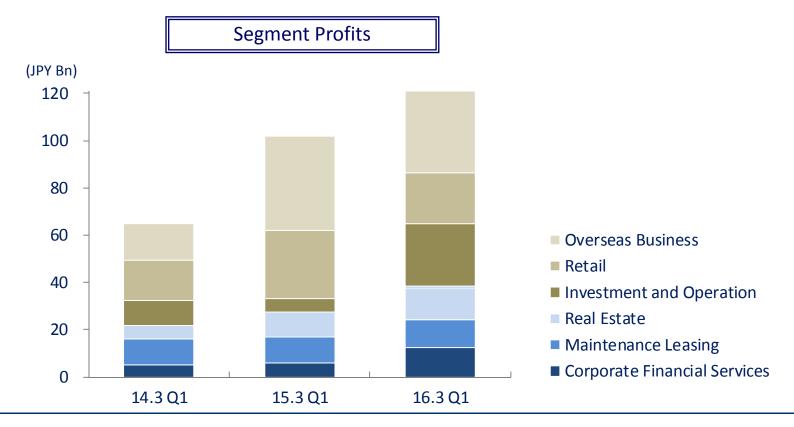


\* Net Income refers to Net Income Attributable to ORIX Corporation Shareholders



# Overview (2)

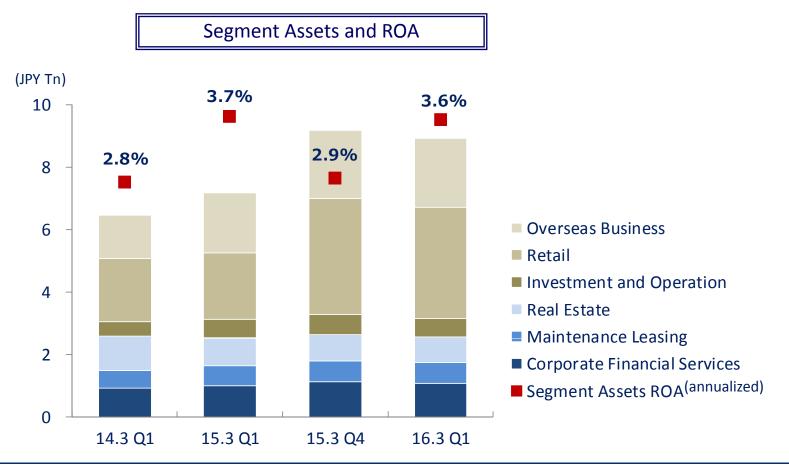
- ✓ Segment profits up 19% YoY
- Profits increase largely driven by Investment and Operation, Corporate Financial Services, and Real Estate segments
- ✓ Retail and Overseas Business segments had profit decrease YoY due to large capital gains recorded in Q1 FY2015.3





# Overview (3)

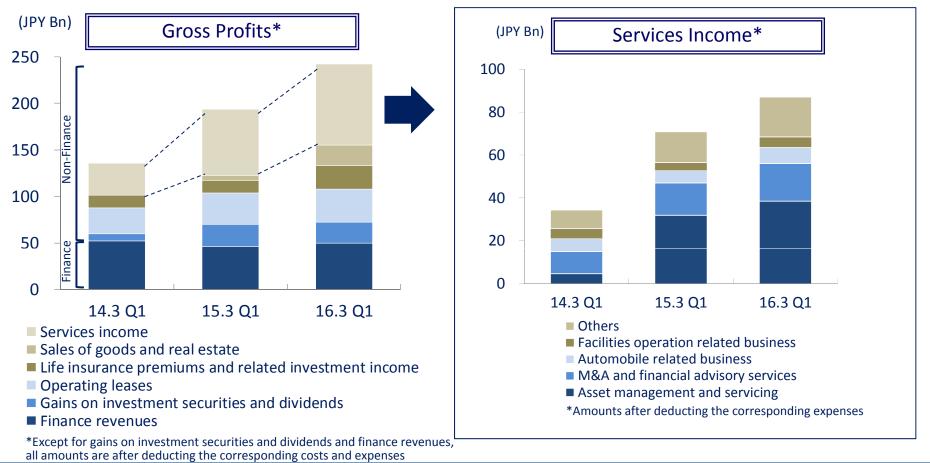
- ✓ Segment assets decreased 3% compared to the end of FY2015.3
- ✓ In Retail segment, HLIKK assets decreased, and Real Estate segment assets continued to downsize





# Overview (4)

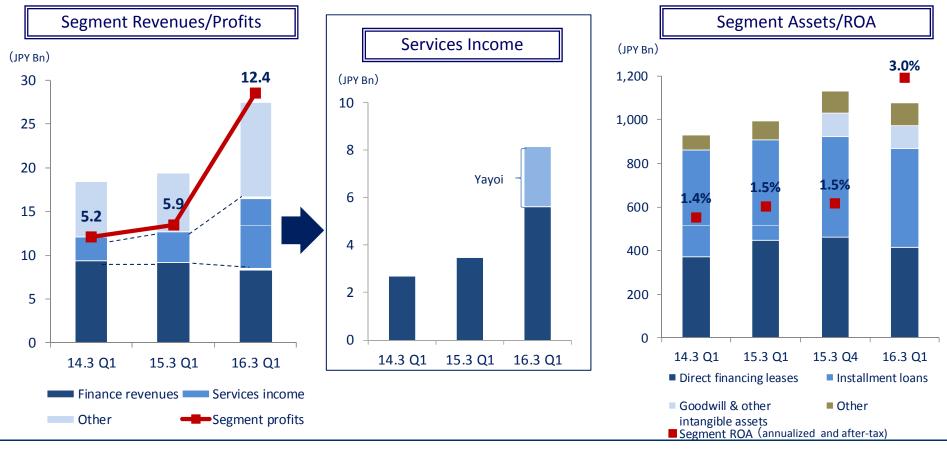
- Profits growth driven by expansion in non-finance businesses
- ✓ All components of services income have grown with asset management business contributing the largest share





### **Segment Performance** (Corporate Financial Services)

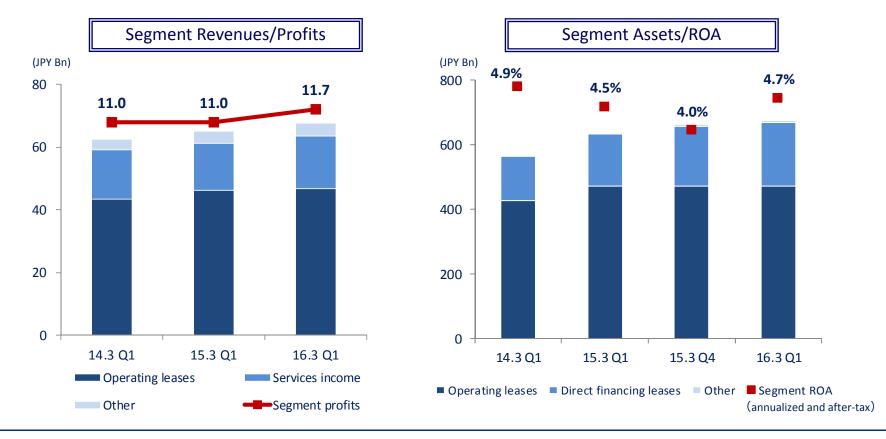
- ✓ Segment profits doubled YoY to 12.4 bn yen
- ✓ Non-finance revenues such services income expanded with contribution from Yayoi
- ✓ Transaction volume and variety increased, fee revenues increased steadily





# Segment Performance (Maintenance Leasing)

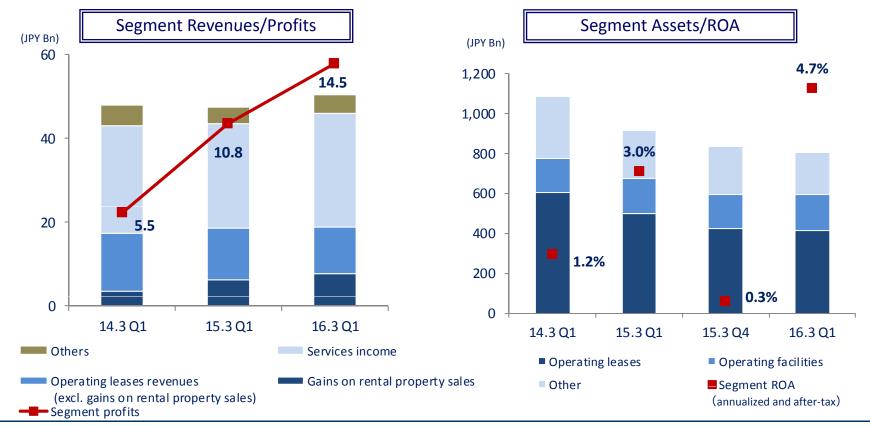
- ✓ Segment profits increased 6% YoY to 11.7bn yen
- ✓ Auto-related assets increased steadily
- ✓ Services income from value-added services contributed to stable and high ROA



ORIX

## Segment Performance (Real Estate)

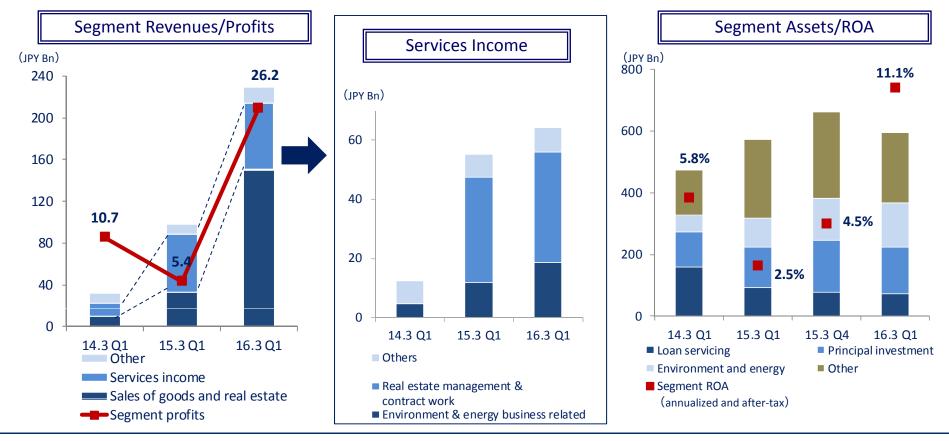
- ✓ Segment profits increased 33% YoY to 14.5 bn yen
- ✓ Stable contribution from services income including those from facility operation
- ✓ In line with reduction in assets, operating expenses such as interest expense, costs of operating leases, and write-downs all decreased year-on-year





# Segment Performance (Investment and Operation)

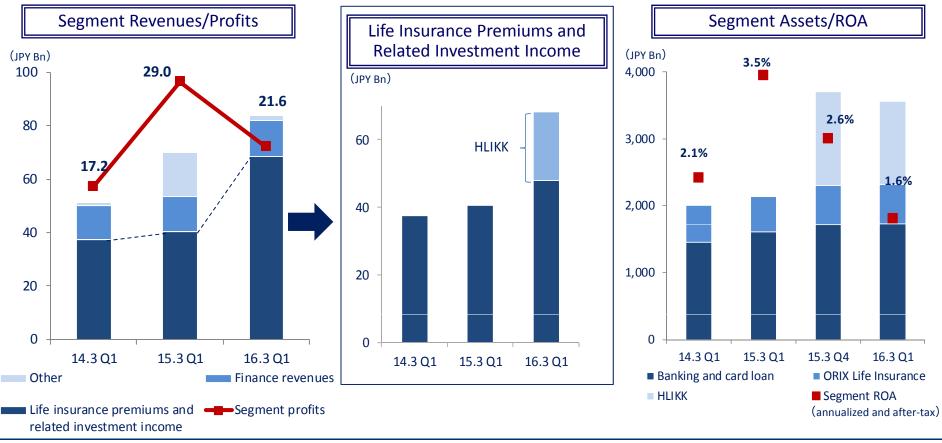
- ✓ Segment profits increased by 4.8 times YoY to 26.2 bn yen
- ✓ Recorded capital gains from sales of investees, and profit contributions from investees remain solid
- ✓ Expansion of environment and energy related assets





# Segment Performance (Retail)

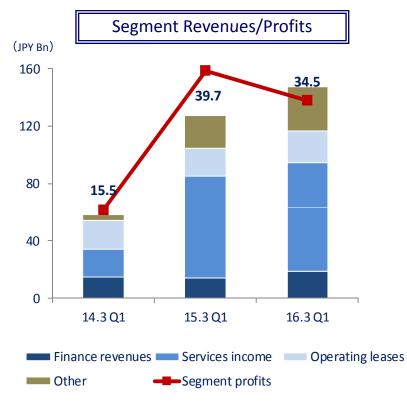
- ✓ Segment profits decreased 25% YoY to 21.6 bn yen
- ✓ Segment profits achieved positive growth YoY without considering the impact of gains on sale of Monex Group shares recorded in Q1 FY15.3
- ✓ Life insurance premiums and related investment income remain strong

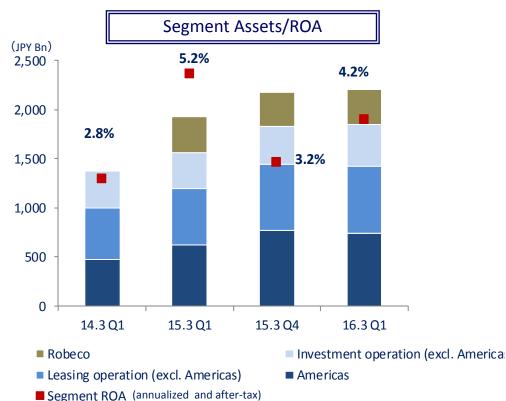




## Segment Performance (Overseas Business)

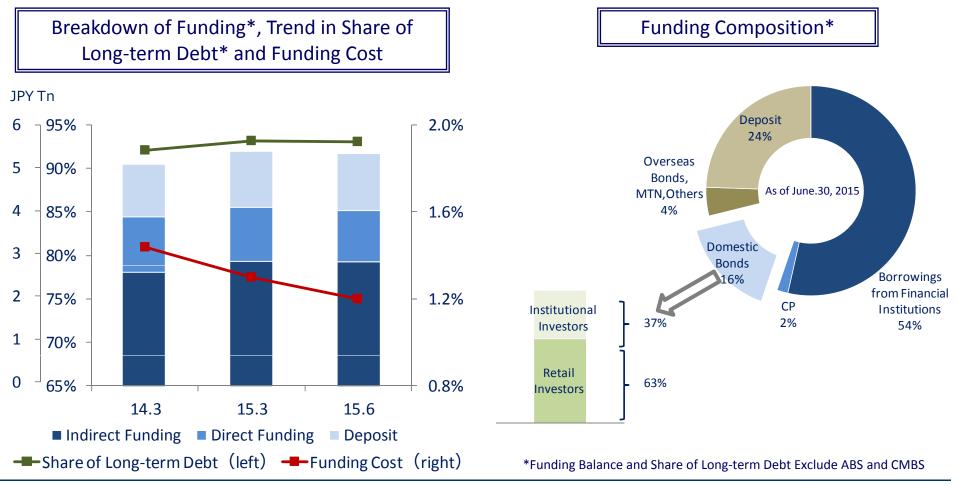
- ✓ Segment profits decreased 13% YoY to 34.5 bn yen
- Revenues from corporate loans and incomes from fund investment in the Americas increased
- ✓ Services income driven by Robeco continues to be in good shape





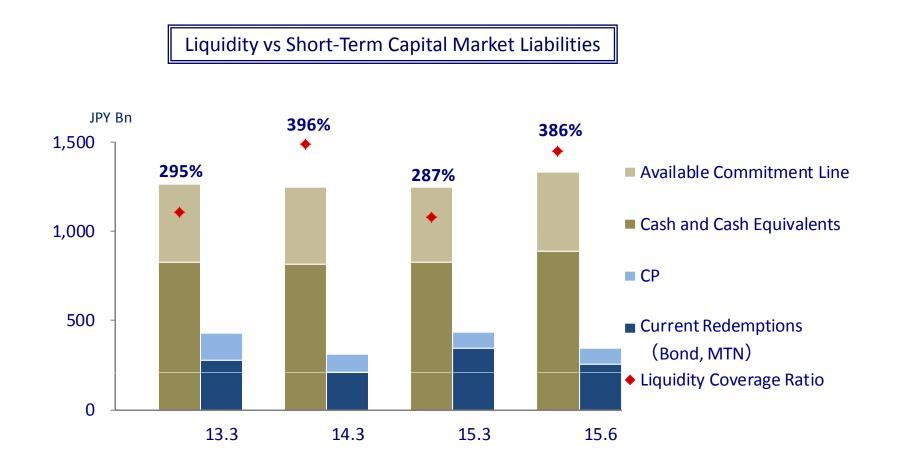
# Financials 1 Funding Structure

- ✓ Achieving both stabilization of funding and cost-control
- ✓ Pursue further lengthening and stabilization of funding



# Financials 2 Liquidity on hand

✓ Maintained high level of liquidity.





# **Financials 3** Bond Issuances and Maturity Ladder

#### ✓ Diversifying local funding sources to support business development in Asia

Publicly Issued Bonds -Issued in FY2016.3 (as of end of June, 2015)

	Issued	Αmoι	ınt	Term (year)	Issued to	Coupon	T Spread
[ORIX /Domestic Bond	]						
184	Apr 30,2015		JPY 35 bil	5	Retail Investors	0.337%	25bp
		Total:	JPY 35 bil	(Retail I	nvestors: JPY 35 bil )		
[Local Subsidiary /Bon	d•MTN】						
Thai Baht Bond	Apr 3,2015	THB 1,500mil	(JPY 5.4 bil)	3	Institutional Investors	2.790%	-
Thai Baht Bond	Apr 3,2015	THB 500mil	(JPY 1.8 bil)	5	Institutional Investors	3.250%	-
Malaysia Ringgit MTN	Apr 3,2015	MYR 50mil	(JPY 1.6 bil)	1.5	Institutional Investors	4.400%	-
Korea Won Bond	Apr 24,2015	KRW 20,000mil	(JPY 2.2 bil)	2	Institutional Investors	1.865%	-
Korea Won Bond	Apr 24,2015	KRW 30,000mil	(JPY 3.3 bil)	3	Institutional Investors	1.942%	-
Malaysia Ringgit MTN	Apr 30,2015	MYR 50mil	(JPY 1.6 bil)	2	Institutional Investors	4.400%	-
*Other than above, du [ORIX]	ring July 2015,	we have raised fur	nds as below				
U.S.Dollars MTN	July 23,2015	USD 300mil	(JPY 37.2 bil)	5	Institutional Investors	2.950%	130bp
[Local Subsidiary /Bon	d】						
Korea Won Bond	July 1,2015	KRW 30,000mil	(JPY 3.3 bil)	3	Institutional Investors	2.105%	-
	JPY Bn	Bond	Maturity L	adder	(As of June.30,	,2015)	
	200 -	1 A 1				Matured	
	150 -					Overseas Bond	/ MTN / Others

- Domestic Bond for Institutional Investors
- Domestic Bond for Retail Investors



100

50

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16.3

17.3

18.3

19.3

20.3

Beyond

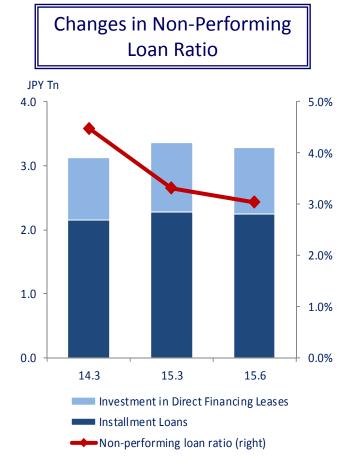
### **Financials 4** Asset Quality

- ✓ Coverage ratio against loans individually evaluated for impairment is 89%
- ✓ Non-performing loan ratio continues to improve

Coverage Ratio of Loans Individually Evaluated for Impairment

(JPY Bn)	14.3	15.3	15.6
Loans individually evaluated for impairment (a)	120	89	80
Estimated collectable amount	78	62	* 54
Amount covered by collaterals such as real estate	69	52	46
Coverage (b)	111	80	71
Amount covered by collaterals such as real estate	69	52	46
Valuation Allowance (Provision)	42	27	25
Coverage ratio (b)/(a)	92.8%	89.3%	89.3%

\* Sum of amount expected to be fully collected through collaterals from loans individually evaluated for impairment (JPY14.1Bn) and amount expected to be collected through collaterals from impaired loans requiring valuation allowance (JPY40.2Bn)



% The above exclude the effects of adopting the accounting standards regarding the consolidation of VIEs.



Q1 net income achieved at 81.5 bn yen, up 24% YoY and a new record Q1 result

Annualized segment asset ROA and ROE at 3.6% and 15.0% respectively

Steady expansion of non-finance businesses highlighted by services income growth

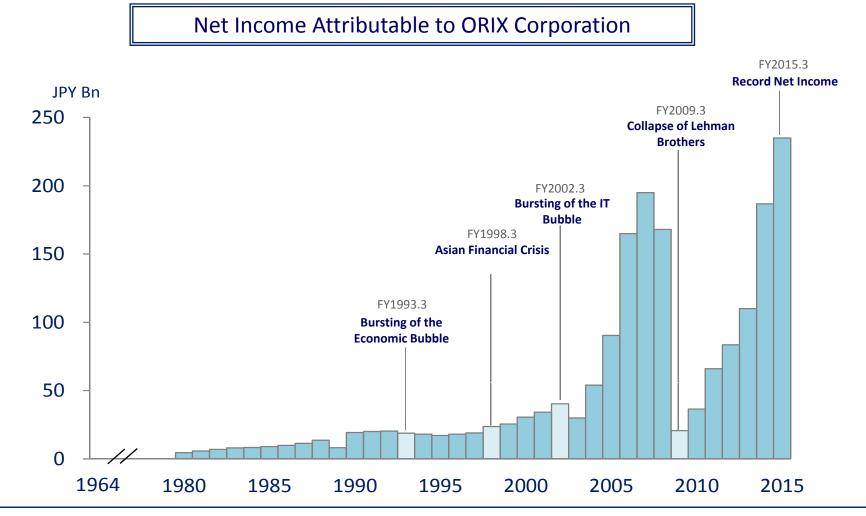


# Appendix



### About ORIX Sustainable Growth

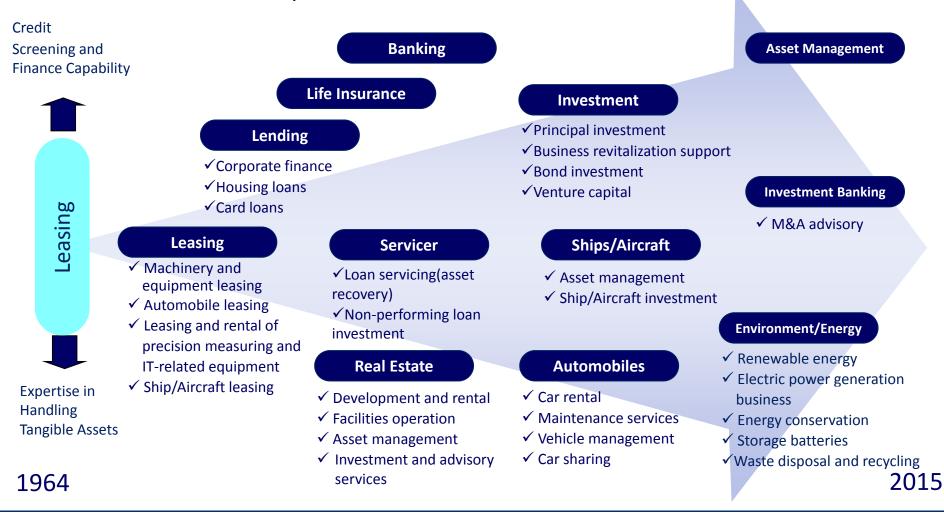
✓ Maintaining profitable for the past 50 years and achieving sustainable profit growth





# About ORIX Business expertise and Group-wide capability

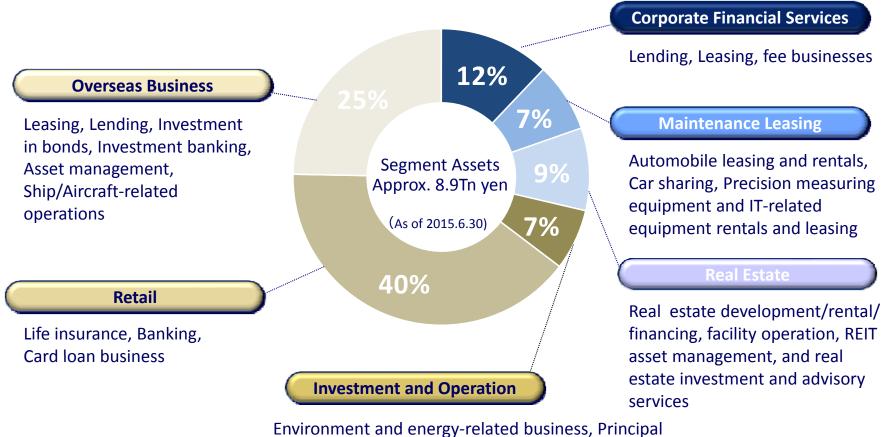
✓ORIX evolved by advancing into neighboring areas while increasing its finance and asset expertise





## About ORIX Assets by Segment

✓ Maximizing core competencies of each segment while creating group synergy



investment and Loan servicing (asset recovery)



### **About ORIX** Extensive Overseas Network

- ✓ Expanded its global reach starting with Hong Kong in 1971, using knowhow developed in Japan
- Not as ambitious as to call it a globalization, but rather it is a way of eliminating barriers that exist in Japan
   36 Countries and Regions worldwide

Japan

	1971 Hong Kong	
	1972 Singapore	1994 Oman
	1973 Malaysia	1995 Poland
÷	1975 Indonesia	1997 Egypt
Development	1977 Philippines	2001 Saudi Arabia, South Korea
udo	1978 Thailand	2002 United Arab Emirates
velo	1980 Sri Lanka	2004 China
De	1986 Pakistan, Australia	2005 Kazakhstan
	1988 New Zealand	2010 Vietnam
	1991 Taiwan, Ireland	2013 Bahrain, Mongolia, Cambodia,
	1993 India	Netherlands (acquired Robeco)

Asia, Australia, and Europe

1981 Established ORIX USA
1997 Launched Commercial Mortgage-Backed Securities (CMBS) servicing business
2006 Acquired investment bank (Houlihan Lokey)
2010 Acquired loan servicing business (RED Capital)
2010 Acquired fund management company (Mariner Investment)
2012 Established Brazilian Subsidiary

(As of 2015.3.31)

Americas



**Business Network** 

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# **Appendix(1)** Performance overview

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	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Total Revenues	1,375.3	2,174.3	266.4	425.3	606.1	143%
Net Income *1	187.4	234.9	45.0	65.9	81.5	124%
Segment Assets	7,267.8	9,170.2	6,450.0	7,186.0	8,918.7	124%
Total Assets	9,067.0	11,443.6	8,218.9	8,954.8	11,252.0	126%
Shareholders' Equity	1,919.3	2,152.2	1,690.2	1,941.6	2,186.7	113%
Shareholders' Equity Ratio *2	21.8%	19.3%	22.0%	22.3%	20.1%	-2.2%
ROE	10.5%	11.5%	10.8%	13.7%	15.0%	1.3%
Return on Segment Assets (ROA)	2.7%	2.9%	2.8%	3.7%	3.6%	0.0%
D/E Ratio *2	2.0x	1.9x	2.2x	2.0x	1.8x	-0.2x

\*1 Net Income Attributable to ORIX Corporation Shareholders

\*2 Performance indicators shown are Non-GAAP financial measures. For a qualitative reconciliation of the most directly comparable financial measures calculated and presented in accordance with U.S. GAAP, please see page 35.



(JPY Bn)

	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Corporate Financial Services	24.9	25.5	5.2	5.9	12.4	212%
Maintenance Leasing	37.1	40.4	11.0	11.0	11.7	106%
Real Estate	18.0	3.5	5.5	10.8	14.5	133%
Investment and Operation	95.8	42.4	10.7	5.4	26.2	482%
Retail	49.9	120.6	17.2	29.0	21.6	75%
Overseas Business	69.7	104.1	15.5	39.7	34.5	87%
Total Segment Profits	295.2	336.5	65.3	101.8	120.8	119%

The Company evaluates the performance of segments based on income before income taxes and discontinued operations, adjusted for results of discontinued operations, net income attributable to the non-controlling interests and net income attributable to the redeemable non-controlling interests before applicable tax effect.



	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Corporate Financial Services	992.1	1,132.5	928.6	994.8	1,076.1	108%
Maintenance Leasing	622.0	662.9	567.1	637.1	675.0	106%
Real Estate	962.4	835.4	1,084.8	916.0	802.5	88%
Investment and Operation	552.2	660.0	472.1	572.4	593.1	104%
Retail	2,167.0	3,700.6	2,021.9	2,131.1	3,562.7	167%
Overseas Business	1,972.1	2,178.9	1,375.5	1,934.5	2,209.4	114%
Total Segment Assets	7,267.8	9,170.2	6,450.0	7,186.0	8,918.7	124%



# **Appendix(4)** Income Statement Data

						(JPY Bn)
	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Finance revenues	191.7	186.9	52.2	46.1	49.6	108%
Gains on investment securities and dividends	27.2	56.4	7.6	23.9	22.9	96%
Operating leases	114.0	124.9	28.2	33.9	35.4	105%
Life insurance premiums and related investment income	47.1	79.5	13.6	13.1	25.3	192%
Sales of goods and real estate	16.9	48.8	-1.5	5.6	21.8	386%
Services income	230.2	339.9	34.3	70.8	87.0	123%
Gross Profits*1	627.1	836.5	134.2	193.5	242.1	125%
Interest expense	83.0	72.6	22.8	18.7	18.0	96%
Selling, general and administrative expenses	316.9	427.8	60.3	93.3	114.4	123%
Provisions/Impairments	45.2	55.5	5.8	3.1	3.4	110%
Other (income) and expense, net	-21.0	23.7	-9.8	-2.0	-2.2	-
Operating Income	203.0	256.8	55.0	80.4	108.5	135%
Equity in Net Income of Affiliates	18.4	30.5	3.9	4.2	6.2	145%
Gains on Sales of Subsidiaries and Affiliatesetc	64.9	56.7	3.0	19.8	9.2	46%
Income before Income Taxes and Discontinued Operations	286.3	344.0	61.9	104.5	123.9	119%
Net Income Attributable to ORIX Corporation Shareholders	187.4	234.9	45.0	65.9	81.5	124%

\*1 Each revenue component deducted with corresponding costs and expenses



# Appendix(5) Funding

#### (JPY Bn)

Funding	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
СР	101.0	89.6	107.8	162.0	90.7	-71.3
Borrowings from Financial Institutions	2,631.4	2,882.6	2,290.8	2,583.0	2,870.8	287.8
Bonds / MTN	1,174.8	1,153.9	1,313.1	1,147.6	1,088.7	-58.9
Deposits	1,206.4	1,287.4	1,097.3	1,195.3	1,311.7	116.4
Short-term Debt, Long-term Debt and Deposits (excl.ABS,CMBS)	5,113.6	5,413.5	4,809.0	5,087.9	5,361.9	274.0
Share of Long-Term Debt (excl. ABS, CMBS) *1	92%	93%	92%	91%	93%	2%

Funding Costs (including Deposits)	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Domestic Currency	0.9%	0.7%	1.0%	0.8%	0.7%	-0.1%
Foreign Currency	3.1%	2.7%	3.3%	2.8%	2.6%	-0.2%

Liquidity	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Available Commitment Line (1)	427.2	419.4	433.8	412.0	441.9	29.9
Cash and Cash Equivalents (2)	818.0	827.5	731.7	796.4	887.3	91.0
Liquidity (1+2)	1,245.3	1,246.9	1,165.5	1,208.4	1,329.2	120.8
Marketable Short-term Debt (3) *2	314.2	434.3	384.2	428.8	344.1	-84.7
Liquidity Coverage Ratio (1+2)/(3)	396%	287%	303%	282%	386%	105%

\*1 Performance indicator is a Non-GAAP financial measure. For a qualitative reconciliation of the most directly comparable financial measures calculated and presented in accordance with U.S. GAAP, please see page 35.

\*2 Marketable Short-term Debt is the total of bonds and MTN expected to reach maturity within 1 year and the balance of CP.



# **Appendix(6)** Corporate Financial Services

	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Finance revenues	37.2	35.6	9.4	9.2	8.4	92%
Operating leases	25.6	24.5	6.1	6.1	6.2	102%
Services income	14.9	22.0	2.7	3.5	8.1	234%
Segment Revenues	78.8	85.5	18.4	19.4	27.6	142%
Segment Expenses	54.6	60.6	13.2	13.7	15.4	112%
Segment Profits	24.9	25.5	5.2	5.9	12.4	212%
Investment in Direct Financing Leases	450.3	461.7	373.9	446.9	414.6	
Installment Loans	470.7	461.3	485.9	460.8	453.0	
Segment Assets	992.1	1,132.5	928.6	994.8	1,076.1	
ROA	1.6%	1.5%	1.4%	1.5%	3.0%	



# **Appendix(7)** Maintenance Leasing

Change 14.3 Q1 15.3 Q1 16.3 Q1 **FY14.3** FY15.3 (YoY) 9.5 11.1 2.3 2.9 3.0 105% Finance revenues 185.7 43.4 46.2 46.7 101% **Operating** leases 177.1 Services income 60.3 62.5 15.7 14.9 16.8 112% **Segment Revenues** 251.3 263.5 62.4 65.1 67.5 104% 214.3 223.0 51.4 54.0 55.9 103% Segment Expenses **Segment Profits** 37.1 40.4 11.0 11.0 11.7 106% 135.6 162.2 Investment in Direct Financing Leases 150.0 184.9 196.7 468.0 473.0 470.8 Investment in Operating Leases 427.4 473.3 662.9 **Segment Assets** 622.0 567.1 637.1 675.0 ROA 3.9% 4.0% 4.9% 4.5% 4.6%



# Appendix(8) Real Estate (1)

	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Operating leases	66.6	63.8	17.4	18.6	18.8	101%
Gains on Rental Property Sales	13.8	14.9	3.5	6.2	7.6	124%
Services income	101.8	104.1	25.6	24.9	27.0	109%
Sales of goods and real estate and other	28.8	10.4	2.9	2.8	3.9	136%
Segment Revenues	203.4	182.3	48.0	47.5	50.3	106%
Segment Expenses	190.3	188.1	43.5	39.0	36.6	94%
Segment Profits	18.0	3.5	5.5	10.8	14.5	133%
Investment in Operating Leases	527.1	423.8	601.7	499.3	414.6	
Property under Facility Operations	166.6	172.2	172.5	174.7	180.4	
Advances for Investment in Operating Leases	61.6	44.7	56.2	50.4	37.6	
Investment in Affiliates	62.5	91.3	66.4	61.2	91.4	
Other	144.6	103.4	188.0	130.4	78.5	
Segment Assets	962.4	835.4	1,084.8	916.0	802.5	
ROA	1.1%	0.2%	1.2%	3.0%	4.7%	



# Appendix(9) Real Estate (2)

#### Breakdown of Real Estate Segment Assets

(JPY Bn)

	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Rental Property	665.8	566.9	733.1	616.7	553.2	90%
Under Lease	536.9	471.5	607.0	506.1	458.1	91%
Under Development	128.9	95.4	126.1	110.6	95.1	86%
Condo Assets	31.1	16.5	52.6	29.9	15.0	50%
NRL / Specified Bonds	48.8	27.9	86.2	43.3	17.5	40%
Operating Facilities	159.8	163.9	160.7	168.6	164.2	97%
Other	56.9	60.2	52.2	57.5	52.6	91%
Total	962.4	835.4	1,084.8	916.0	802.5	88%

#### ■ Rental Property Sales/Gains

	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Amount of Rental Property Sales	101.0	129.3	33.5	52.4	28.9	55%
Gains on Rental Property Sales	13.8	14.9	3.5	6.2	7.6	124%



# **Appendix(10)** Investment and Operation

	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Finance revenues	18.4	15.7	5.2	4.7	3.7	80%
Gains on investment securities and dividends	9.7	9.3	4.4	2.5	8.2	336%
Sales of goods and real estate	120.6	371.4	9.7	33.3	150.3	451%
Services income	86.1	260.4	12.5	55.2	64.2	116%
Segment Revenues	236.9	666.1	32.2	97.8	229.2	234%
Segment Expenses	208.9	632.3	24.2	93.8	211.6	226%
Equity in Net Income of Affiliates and others	67.8	8.6	2.8	1.4	8.6	632%
Segment Profits	95.8	42.4	10.7	5.4	26.2	482%
Installment Loans	118.8	93.2	141.1	107.6	93.1	
Investment in Securities	95.1	112.9	111.4	81.2	83.7	
Property under Facility Operations	53.6	90.9	39.1	53.9	78.2	
Inventories	81.7	116.5	3.8	97.4	109.1	
Investment in Affiliates	59.8	51.1	94.8	65.0	54.1	
Segment Assets	552.2	660.0	472.1	572.4	593.1	
ROA	11.9%	4.5%	5.8%	2.5%	11.1%	



# Appendix(11) Retail

Change FY14.3 FY15.3 14.3 Q1 15.3 Q1 16.3 Q1 (YoY) 50.4 52.5 12.5 12.8 13.5 105% Finance revenues Life insurance premiums and 155.8 352.5 37.6 40.5 68.6 170% related investment income Gains on investment securities and 5.4 20.9 1.2 16.5 1.8 11% dividends and other 211.6 426.0 51.3 69.8 83.8 120% **Segment Revenues** Segment Expenses 165.7 342.1 37.6 41.0 62.7 153% Equity in Net Income of Affiliates and others 3.9 36.7 3.6 0.2 0.5 270% **Segment Profits** 120.6 17.2 21.6 75% 49.9 29.0 Installment Loans 1,280.4 1,390.2 1,276.8 1,376.7 1,214.4 Investment in Securities 776.1 672.4 739.0 2,097.1 2,246.9 **Segment Assets** 2,167.0 3,700.6 2,021.9 3,562.7 2,131.1 ROA 2.6% 3.5% 1.5% 2.1% 1.6%



# **Appendix(12)** Overseas Business (1)

	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Finance revenues	57.3	63.3	15.0	14.2	19.0	134%
Gain on investment securities and dividends	15.8	30.5	4.0	5.6	9.6	173%
Operating leases	76.6	82.1	20.6	19.4	21.7	112%
Services income	228.8	321.5	19.0	70.8	75.9	107%
Segment Revenues	412.2	561.9	58.6	127.6	147.2	115%
Segment Expenses	337.9	463.1	41.7	104.8	113.2	108%
Equity in Net Income(Loss) of Affiliates and others	-4.6	5.3	-1.4	16.9	0.5	3%
Net Income Attributable to Redeemable Noncontrolling Interests	-9.1	-23.1	-1.5	-4.4	-3.6	-
Segment Profits	69.7	104.1	15.5	39.7	34.5	87%
Investment in Direct Financing Leases	332.6	386.6	312.3	334.2	385.5	
Installment Loans	246.8	344.1	211.8	310.2	300.6	
Investment in Operating Leases	264.0	278.7	248.7	251.8	326.6	
Investment in Securities	323.3	404.3	287.0	348.8	399.6	
Investment in Affiliates	143.5	209.0	164.0	156.9	217.2	
Segment Assets	1,972.1	2,178.9	1,375.5	1,934.5	2,209.4	
ROA	2.6%	3.2%	2.8%	5.2%	4.2%	



# **Appendix(13)** Overseas Business (2)

#### Overseas Business segment assets breakdown

By Region	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	(JPY Bn) Change (YoY)
Americas	518.1	776.2	474.2	621.4	738.1	119%
Asia / Australia	655.6	591.5	501.3	543.6	597.8	110%
Greater China	196.6	249.2	188.4	198.7	256.5	129%
Middle East / Europe	41.9	43.1	38.7	40.1	46.0	115%
Robeco	375.1	346.3	-	368.5	358.6	97%
Other	184.9	172.5	173.0	162.2	212.3	131%
Total	1,972.1	2,178.9	1,375.5	1,934.5	2,209.4	114%

By Operation	FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1	Change (YoY)
Americas	518.1	776.2	474.2	621.4	738.1	119%
Leasing Operation (excl. Americas)	567.5	672.1	521.4	575.5	686.5	119%
Investment Operation (excl. Americas)	511.5	384.2	379.9	369.1	426.1	115%
Robeco	375.1	346.3	_	368.5	358.6	97%
Total	1,972.1	2,178.9	1,375.5	1,934.5	2,209.4	114%



# **Appendix(14)** 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 total assets and long-term liabilities excluding liabilities in line with securitized transactions (ABS, CMBS), 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 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 March 31, 2015, 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 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 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 35.



### **Appendix(15)** Reconciliation Table of Non-GAAP Financial Measurement

Key Ratio		FY14.3	FY15.3	14.3 Q1	15.3 Q1	16.3 Q1
Total Assets	(a)	9,067.0	11,443.6	8,218.9	8,954.8	11,252.0
Deduct: Payables under Securitized Leases, Loan Receivables and		253.8	291.6	497.5	225.4	365.2
Investment in Securities		255.0	251.0	457.5	223.4	
Adjusted Total Assets	(b)	8,813.1	11,152.0	7,721.5	8,729.3	10,886.9
Short-Term Debt		308.3	284.8	300.6	334.5	282.5
Long-Term Debt	(c)	3,852.7	4,132.9	3,908.5	3,783.5	4,132.8
Deduct: Payables under Securitized Leases, Loan Receivables and Investment in Securities		253.8	291.6	497.5	225.4	365.2
Adjusted Long-Term Debt	(d)	3,598.8	3,841.3	3,411.1	3,558.1	3,767.7
Long- and Short-Term Debt (excluding deposit)	(e)	4,161.0	4,417.7	4,209.1	4,118.0	4,415.4
Adjusted Long- and Short-Term Debt (excluding deposit)	(f)	3,907.2	4,126.1	3,711.7	3,892.6	4,050.2
ORIX Corporation Shareholders' Equity	(g)	1,919.3	2,152.2	1,690.2	1,941.6	2,186.7
Deduct: The Cumulative Effect on Retained Earnings of Applying the Accounting Standards for the Consolidation of VIEs under ASU 2009-16 and ASU 2009-17 Effective April 1, 2010		-5.2	-3.1	-10.2	-3.4	-2.9
Adjusted ORIX Corporation Shareholders' Equity	(h)	1,924.5	2,155.3	1,700.4	1,945.0	2,189.6
ORIX Corporation Shareholders' Equity Ratio	(g)/(a)	21.2%	18.8%	20.6%	21.7%	19.4%
Adjusted ORIX Corporation Shareholders' Equity Ratio	(h)/(b)	21.8%	19.3%	22.0%	22.3%	20.1%
D/E Ratio (times)	(a) l(a)	2.2	2.1x	2.5%	2.1	2.0x
(Long- and Short-Term Debt/ORIX Corporation Shareholders' Equity)	(e)/(g)	2.2x	2.1X	2.5x	2.1x	2.0x
Adjusted D/E Ratio (times)	(f)/(h)	2.04	1.0	2.24	2.04	1.0
(Adjusted Long- and Short-Term Debt/ORIX Corporation Shareholders' Equity)	(1)7(11)	2.0x	1.9x	2.2x	2.0x	1.8x
Long-Term Debt Ratio (including ABS, CMBS)	(c)/(e)	93%	94%	93%	92%	94%
Adjusted Long-Term Debt Ratio (excluding ABS, CMBS)	(d)/(f)	92%	93%	92%	91%	93%

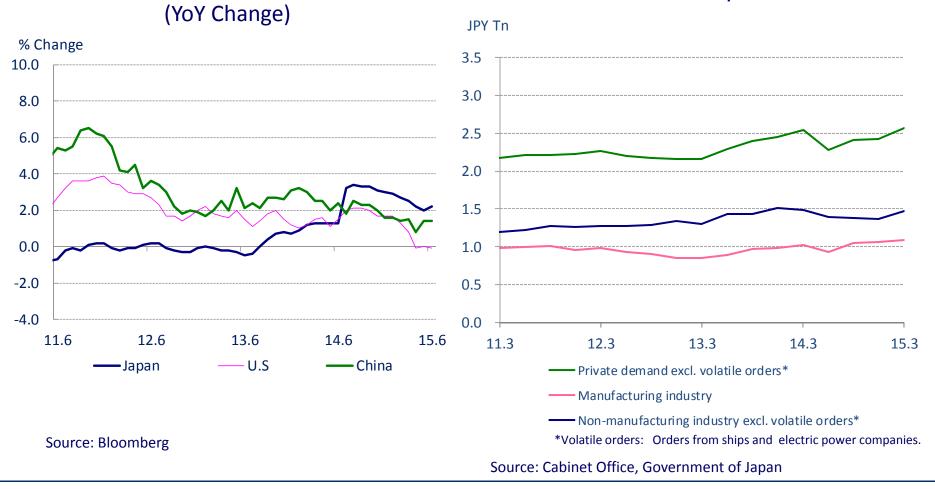


# **Reference Data**



### **Macro Economic Indicators**

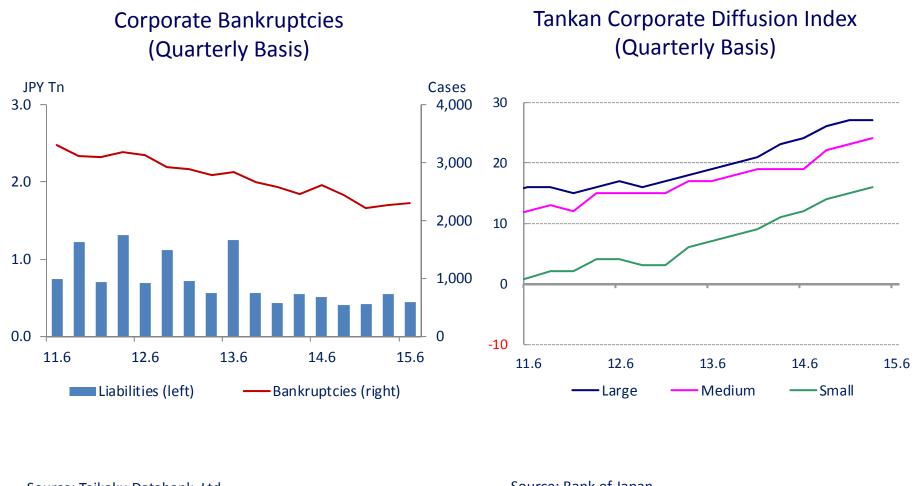
National CPI (Ex Fresh Food)



Trends in Machinery Orders



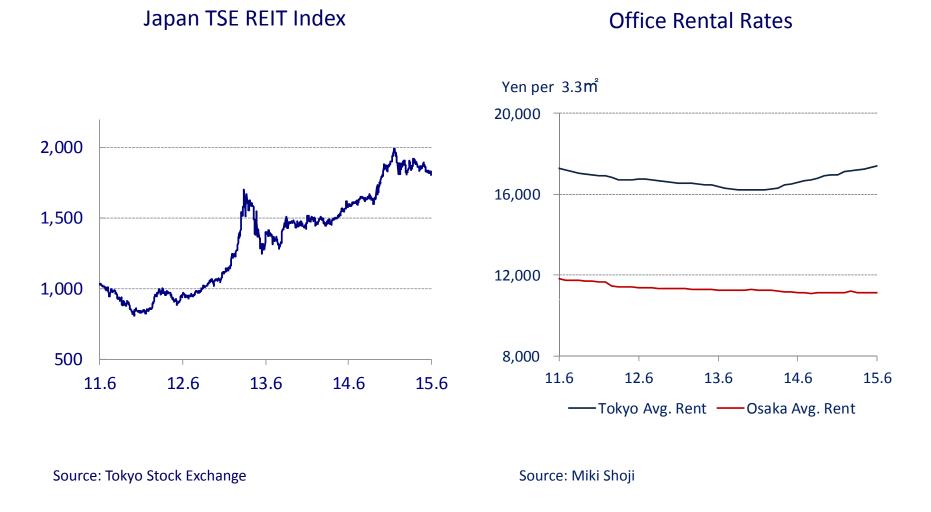
### **Japanese Corporate Indices**



Source: Bank of Japan

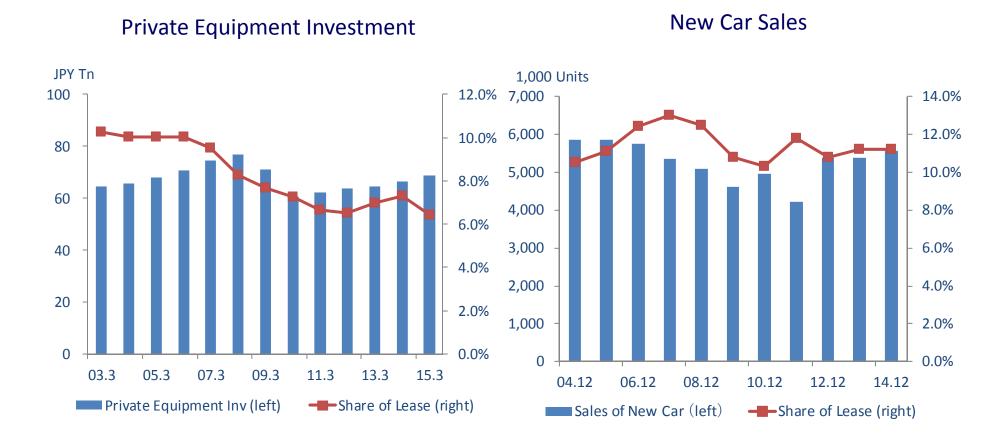


### **Japanese Real Estate Indicators**





### **Domestic Lease Business Indicators**



Source: Japan Leasing Association

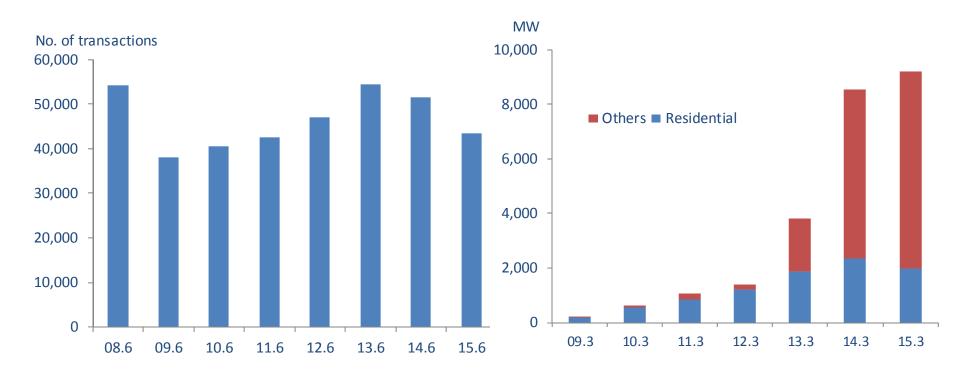
Source: Japan Automotive Leasing Association



## **Other Domestic Indicators**

#### Number of condominium sold in the Tokyo metropolitan area

#### Domestic Shipping Amount of Solar Cell

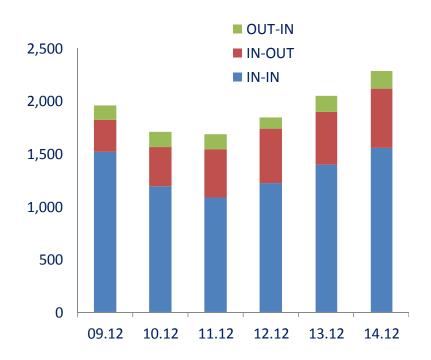


Source: Real Estate Economy Research Institute

Source: Japan Photovoltaic Energy Association

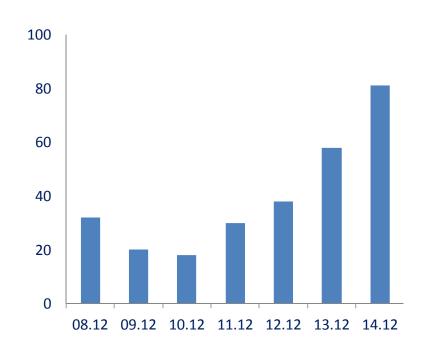


### **Other Domestic Indicators**



#### The number of M&A deals

#### The number of the New Listed Companies



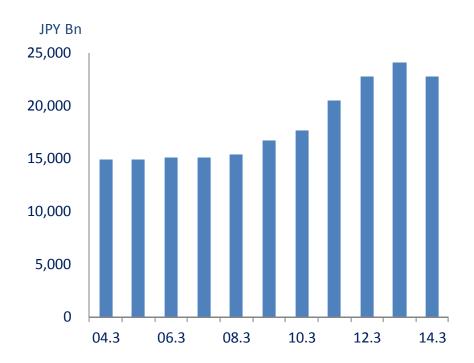
Source: RECOF Corporation

Source: Tokyo Stock Exchange

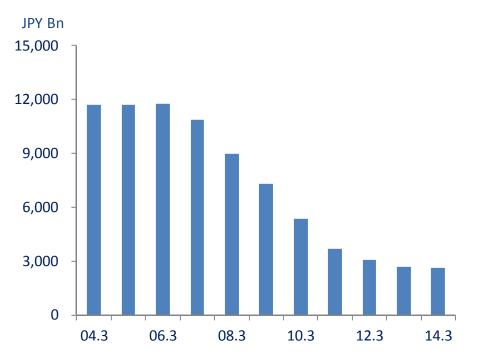


### **Other Domestic Indicators**

#### Premium Income for Individual Insurance



#### Consumer Finance Loan Balance



Source: Japan Statistics Bureau

Source: Japan Financial Services Agency



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- Some of the financial information in these materials is unaudited.
- 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.
- ORIX Life Insurance has completed merger proceeding on its subsidiary Hartford Life Insurance K.K. on July 1, 2015 and is committed to continue serving its policy holders. ORIX Life insurance has no affiliation with The Hartford Financial Services Group, Inc. or its affiliates.
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# **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/
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