

# **ORIX Corporation**

First Quarter Consolidated Financial Results

For the Three-Month Period Ended June 30, 2016

Kazuo Kojima Deputy President & CFO

Shintaro Agata Corporate Executive Vice President,

Head of Treasury Headquarters

Takao Kato Corporate Senior Vice President,

Head of Accounting Headquarters

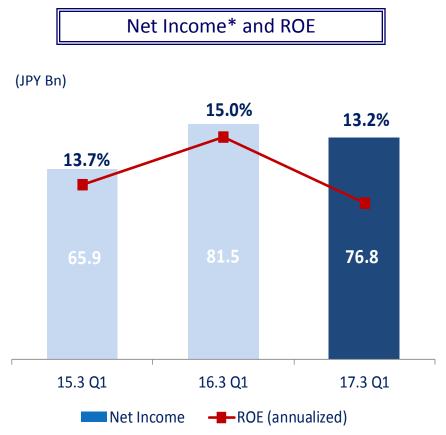
July 26, 2016

(TSE: 8591; NYSE: IX)

## Overview (1)



- √ 76.8bn yen in net income, down 6% YoY
- ✓ Achieved annualized ROE at 13.2%

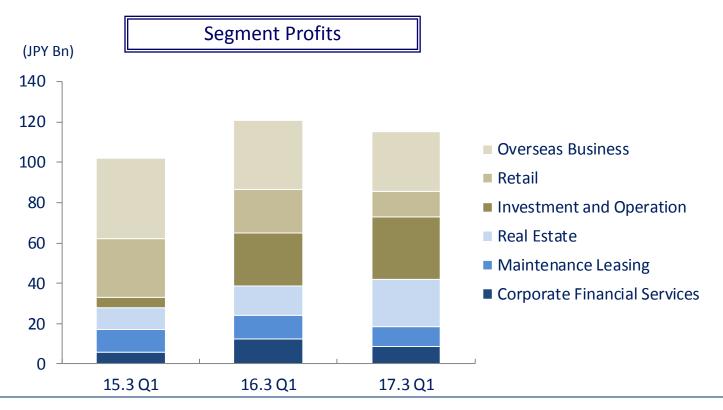


<sup>\*</sup>Net Income refers to Net Income Attributable to ORIX Corporation Shareholders

## Overview (2)



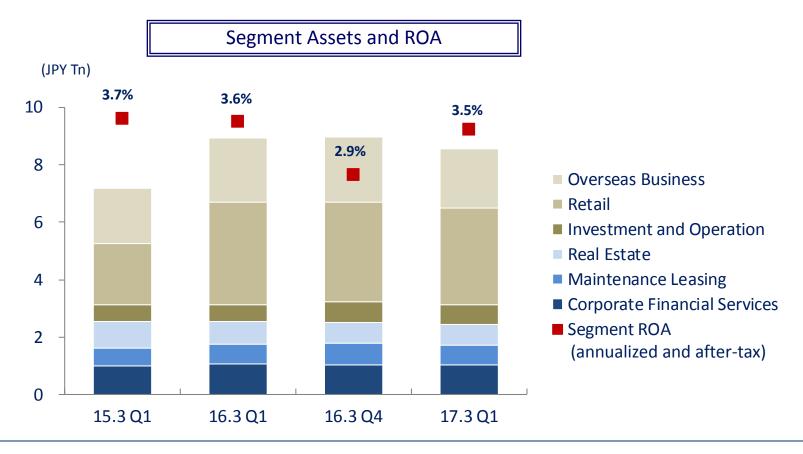
- ✓ Segment profits at 115.3 bn yen down 5% YoY
- ✓ Profits growth achieved in Real Estate, and Investment and Operation segments
- ✓ In Retail segment, HLIKK was negatively affected by unfavorable market condition; In Overseas Business segment, lower profits resulted from Robeco and strengthened yen



## Overview (3)



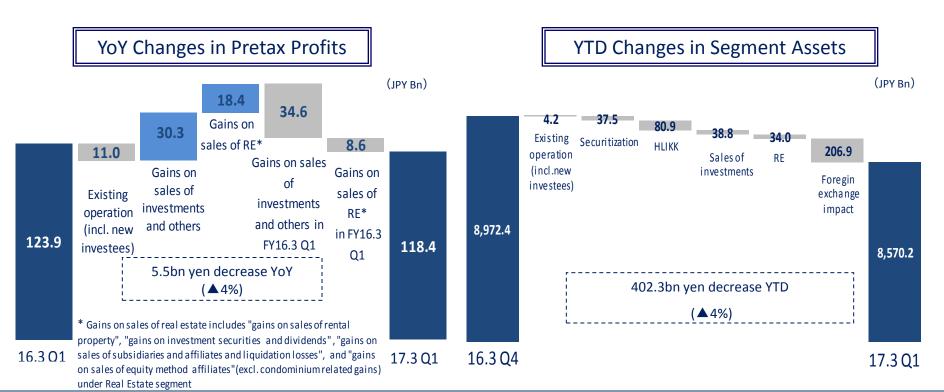
- ✓ Segment assets at 8,570.2bn yen, 4% decrease YTD
- ✓ Assets in Overseas Business segment decreased by 9% due to strengthened yen
- ✓ Segment Assets ROA maintained at 3% level



## Overview (4)



- Pretax profits: 5.5bn yen decrease YoY (▲4%)
  - ✓ Recognized gains on sales of PE investments; gains on sales of RE assets increased YoY
- Segment assets: 402.3bn yen decrease YTD (▲4%)
  - ✓ Half of the decrease was due to FX rate fluctuation.
  - ✓ Continued asset decrease in HLIKK's run-off business

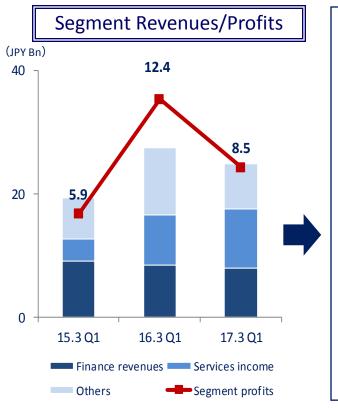


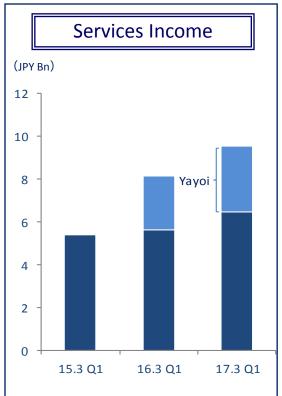
# **Segment Performance (1)**

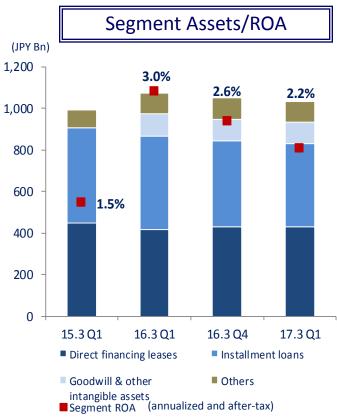
#### (Corporate Financial Services)



- Segment profits: 8.5bn yen, 3.9bn yen decrease YoY (▲31%)
  - ✓ In FY16.3 Q1, gains on sales(c.3bn yen) of investment in securities was recognized
  - ✓ Services income continued to increase
- Segment assets: 1,033.2bn yen, 16.7bn yen decrease YTD (▲2%)
  - ✓ Assets of installment loans decreased





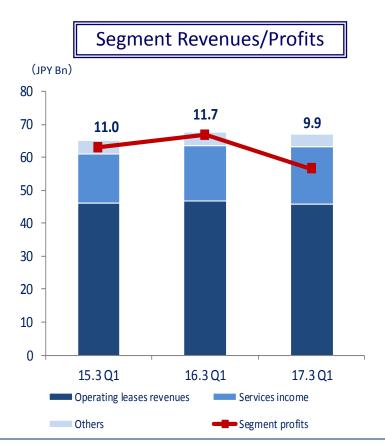


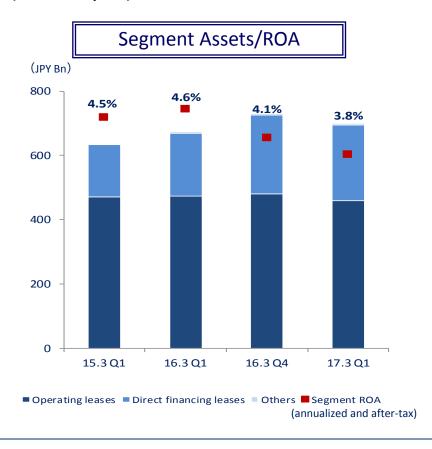
# **Segment Performance (2)**

#### (Maintenance Leasing)



- Segment profits: 9.9bn yen, 1.8bn yen decrease YoY (▲15%)
  - ✓ Services income increased despite decrease in gains on sales of used car YoY
- Segment assets: 700.4bn yen, 30.9bn yen decrease YTD (▲4%)
  - ✓ Assets decreased due to securitization(37.5bn yen)



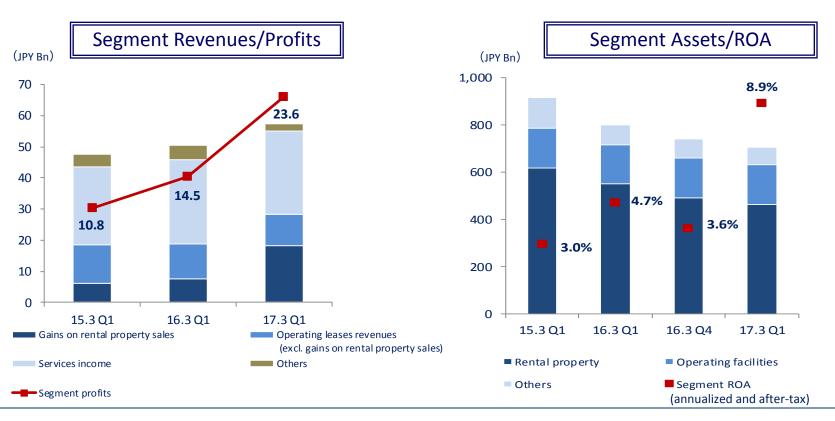


# **Segment Performance (3)**

#### (Real Estate)



- Segment profits: 23.6bn yen, 9.2bn yen increase YoY (+63%)
  - ✓ Realized capital gains from well-timed sales of assets
- Segment assets: 705.6bn yen: 34bn yen decrease YTD (▲5%)
  - ✓ Assets decreased due to rental property sales

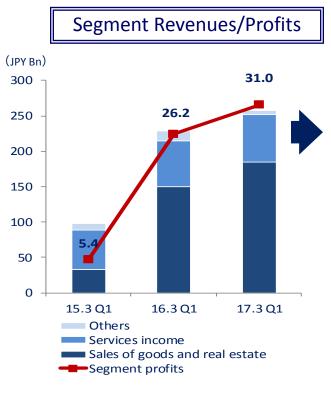


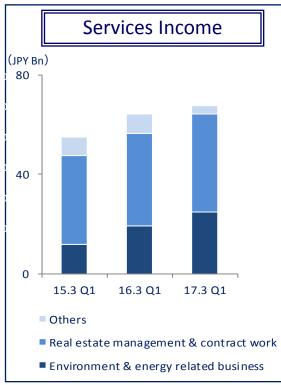
# **Segment Performance (4)**

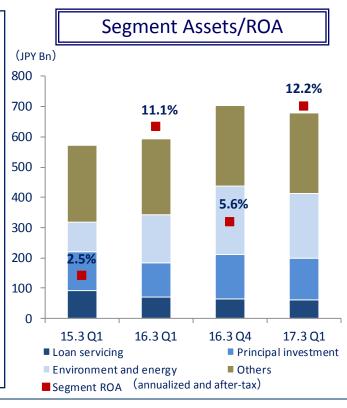
#### (Investment and Operation)



- Segment profits: 31bn yen, 4.8bn yen increase YoY (+18%)
  - ✓ Profit growth largely driven by exit of PE investments and increase in services income contributed by Environment and energy business
- Segment assets: 678.6bn yen, 25.6bn yen decrease YTD (▲4%)
  - ✓ While assets decreased due to sales of investments, assets in Environment and energy business grew primarily in mega solar





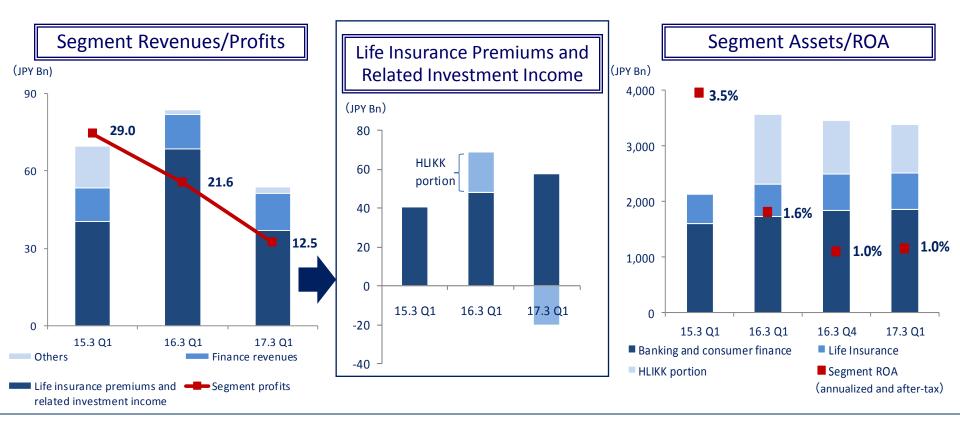


# **Segment Performance (5)**

#### (Retail)



- Segment profits: 12.5 bn yen, 9.1bn yen decrease YoY (▲42%)
  - ✓ Significant decrease on life insurance premiums and related investment income from HLIKK
- Segment assets: 3,384.5bn yen, 78.2bn yen decrease YTD (▲2%)
  - ✓ Increase in banking offset by decrease in HLIKK's run-off business

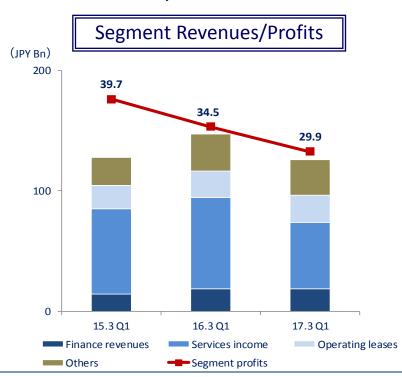


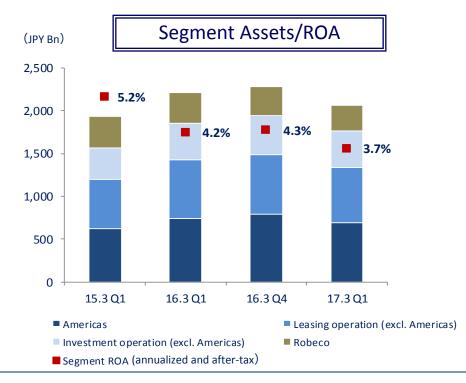
# **Segment Performance (6)**

#### (Overseas Business)



- Segment profits: 29.9bn yen, 4.6bn yen decrease YoY (▲13%)
  - √ 3.4bn yen decrease due to FX rate fluctuation; Robeco recognized an one-time gain in the same period last FY
  - ✓ Decrease in gains on sale of investment securities, and services income from Houlihan Lokey
- Segment assets: 2,067.8bn yen, 216.9bn yen decrease YTD (▲9%)
  - ✓ 206.9bn yen decrease due to FX rate fluctuation





#### Business in Three Categories Progress/Future Directions



- ✓ "Investment" and "Finance" achieved pretax profit growth in Q1
- Continue to make new investments in Japan and overseas to further expand "Operation" and "Investment" businesses

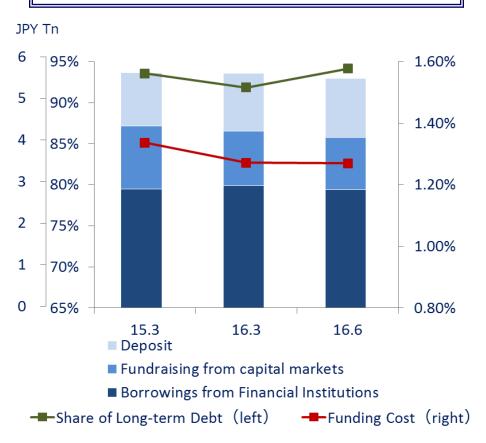
	Cottrictic busine.	
Finance	Japan	<ul> <li>Corporate financial services segment had profit decrease; Retail segment had profit increase YoY</li> </ul>
·····airee	Ex-Japan	<ul> <li>Enhance fee earning services, and avoid competition on interest rate</li> </ul>
Operation	Environment/ Infrastructure  Financial Services  Maintenance Services  Others	<ul> <li>Mega solar and electric power retailing have been major profit contributors in Environment and energy business</li> <li>Acquired the largest LIHTC Syndicator, Boston Financial, to further solidified U.S. business platform</li> <li>Further expansion of value-added services in areas such as autorelated business</li> </ul>
Investment	Fixed Income  Tangible Assets  Equity Investment	<ul> <li>Profits increase due to exit of PE investments and rental property sales</li> <li>Aircraft related business also contributed to profit increase</li> <li>For domestic PE investment, following the acquisition of Kyoto Biken, we newly acquired Fujita Pharmaceutical, a leading Japanese veterinary pharmaceutical company</li> </ul>

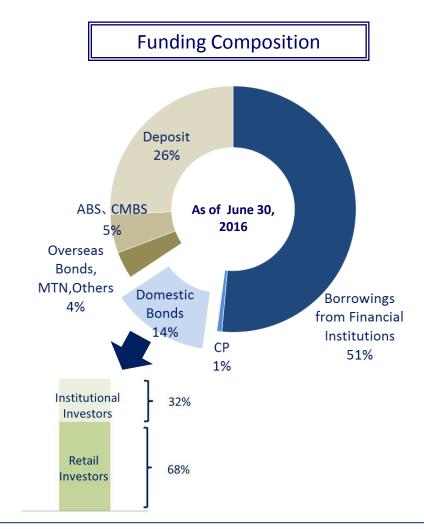
## Financials (1) Funding Structure



- ✓ Lengthening and stabilization of funding
- ✓ Funding cost control

Breakdown of Funding, Trend in Share of Longterm Debt and Funding Cost

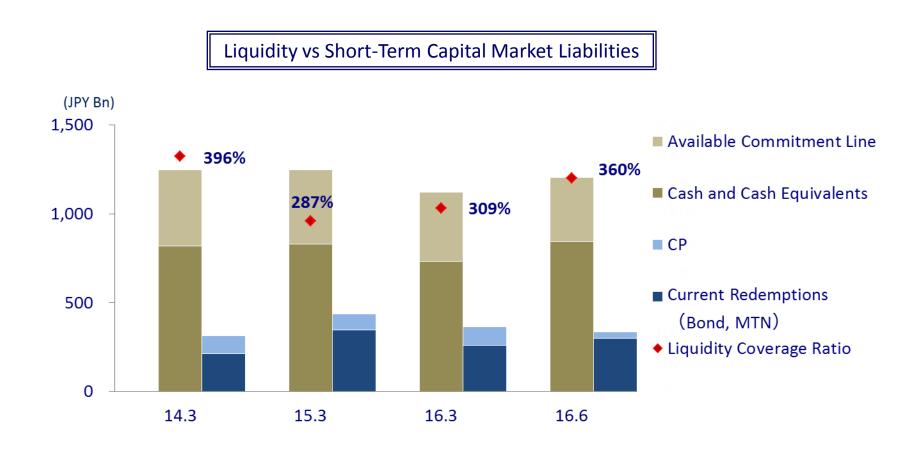




### Financials (2) Liquidity on hand



✓ Maintained high level of liquidity.



### Financials (3) Bond Issuances and Maturity Ladder

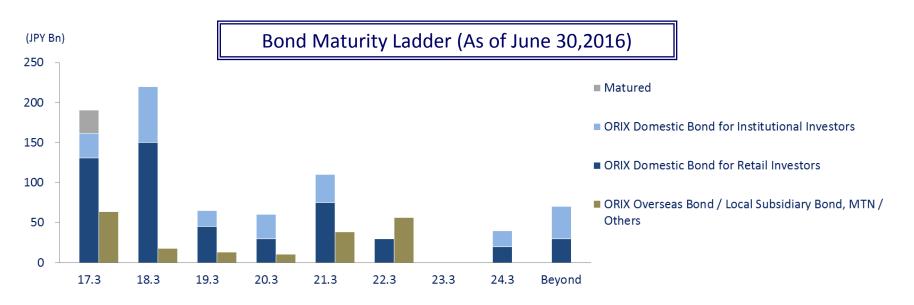


- ✓ Issued by best issuer and currency to support business development, and promote diversification on funding sources
- Bonds issued in FY2017.3

		Issued	Amount		Term (year)	Issued to	Coupon	T Spread
ORIX/Overseas Bond	U.S.Dollars MTN	April 13, 2016	USD 500mil	(JPY 51.5 bil)	5	Institutional Investors	2.650%	150bp
	Korea Won Bond	April 8, 2016	KRW 10,000mil	(JPY 0.9 bil)	4	Institutional Investors	2.090%	-
Local Subsidiary/	Korea Won Bond	April 28, 2016	KRW 30,000mil	(JPY 2.7 bil)	5	Institutional Investors	2.167%	-
Bond·MTN	Malaysia Ringgit MTN	April 29, 2016	MYR 50mil	(JPY 1.3 bil)	1	Institutional Investors	4.170%	-
	Korea Won Bond	May 26, 2016	KRW 20,000mil	(JPY 1.8 bil)	1yr9m	Institutional Investors	2.500%	-

#### Bond Issued After July 1,2016

20114 2004047 11 601 741 7	-/						
ORIX /Domestic Bond	#186	July 14, 2016	JPY 10.0 bil	5	Institutional Investors	0.080%	-
ORIA / Domestic Bond	#187	July 14, 2016	JPY 10.0 bil	10	Institutional Investors	0.280%	-



### Financials (4) Asset Quality



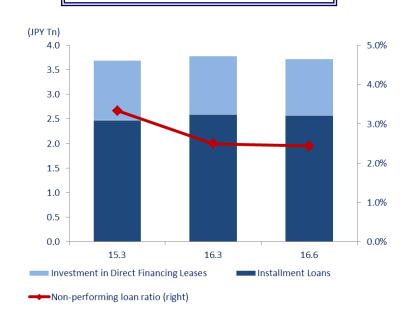
- ✓ Coverage ratio against loans individually evaluated for impairment is 85%
- ✓ Non-performing loan ratio continues to improve

#### Coverage Ratio of Loans Individually Evaluated for Impairment

(JPY Bn)	15.3	16.3	10	6.6
Loans individually evaluated for impairment (a)	101.0	73.6		70.5
Estimated collectable amount	66.7	51.1	*	49.4
Amount covered by collaterals such as real estate	57.1	40.6		39.0
Coverage (b)	91.5	63.1		60.2
Amount covered by collaterals such as real estate	57.1	40.6		39.0
Valuation Allowance (Provision)	34.4	22.5		21.2
Coverage ratio (b)/(a)	90.5%	85.8%		85.3%

Sum of amount expected to be collected by cashflow, etc. (other than collaterals)
from loans individually evaluated for impairment (JPY10.4Bn) and amount expected to be
collected through collaterals from impaired loans (JPY39.0Bn)

# Changes in Non-Performing Loan Ratio



#### **Summary**



Q1 Net income at 76.8bn yen, annualized ROE at 13.2%

Although net income decreased YoY, ROE maintained at above 13%

Given the uncertainties in the external environment, we will continue to focus on expanding our "Operation" and "Investment" businesses with caution



# **Appendix**

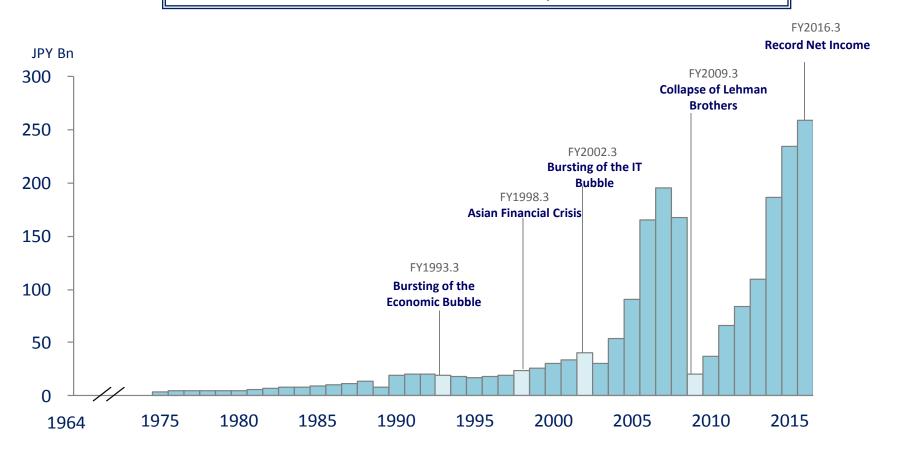
#### About ORIX

#### **Sustainable Growth**



✓ Maintaining profitable for the past 51 years and achieving sustainable profit growth

Net Income Attributable to ORIX Corporation Shareholders



#### **About ORIX**

#### **Business Expertise and Group-Wide Capability**



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



services

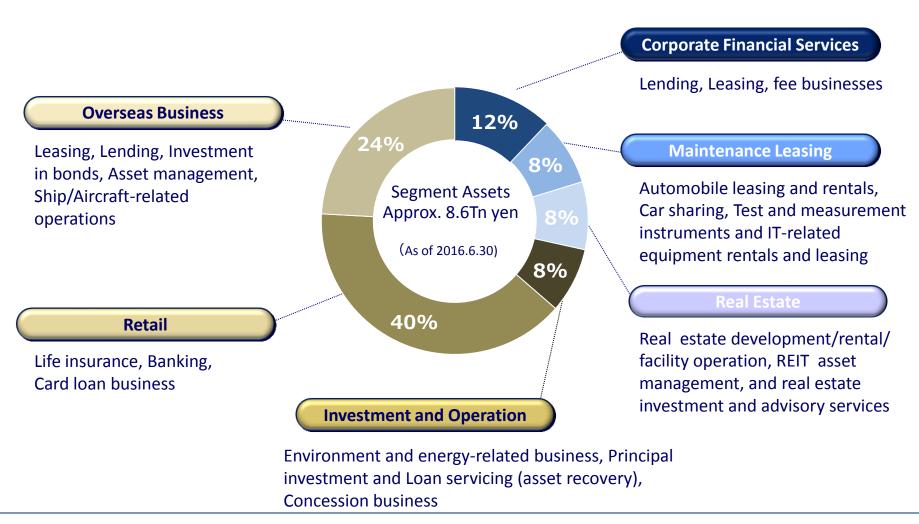
1964

2016

#### **About ORIX** Assets by Segment



✓ Maximizing core competencies of each segment while creating group synergy





✓ Expanded its global reach starting with Hong Kong in 1971, using knowhow developed in Japan

> 37 Countries and Regions worldwide (As of 2016.3.31)

1971 Hong Kong

**Business Network** 

1994 Oman 1972 Singapore 1995 Poland 1973 Malaysia 1997 Egypt 1975 Indonesia

2001 Saudi Arabia, South Korea 1977 Philippines

2002 United Arab Emirates 1978 Thailand

2004 China 1980 Sri Lanka

2005 Kazakhstan 1986 Pakistan, Australia 2010 Vietnam 1988 New Zealand

2013 Bahrain, Mongolia, Cambodia, 1991 Taiwan, Ireland

1993 India Netherlands (acquired Robeco)

Asia, Australia, and Europe

Japan

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

**Americas** 

# **Appendix(1)** Performance Overview



	FY15.3	FY16.3	15.3 Q1	16.3 Q1	17.3 Q1	Change (YoY)
Total Revenues	2,174.3	2,369.2	425.3	606.1	587.9	97%
Net Income *1	234.9	260.2	65.9	81.5	76.8	94%
Segment Assets	9,170.2	8,972.4	7,186.0	8,918.7	8,570.2	96%
Total Assets	11,439.9	10,992.9	8,951.2	11,248.0	10,762.9	96%
Shareholders' Equity	2,152.2	2,310.4	1,941.6	2,186.7	2,327.0	106%
Shareholders' Equity Ratio	18.8%	21.0%	21.7%	19.4%	21.6%	2.2%
ROE	11.5%	11.7%	13.7%	15.0%	13.2%	-1.8%
Return on Segment Assets (ROA)	2.86%	2.87%	3.65%	3.60%	3.50%	-0.10%
D/E Ratio	2.1x	1.9x	2.1x	2.0x	1.8x	-0.2x

<sup>\*1</sup> Net Income Attributable to ORIX Corporation Shareholders

### Appendix(2) Profits by Segment



(JPY Bn)

	FY15.3	FY16.3	15.3 Q1	16.3 Q1	17.3 Q1	Change (YoY)
Corporate Financial Services	25.5	42.4	5.9	12.4	8.5	69%
Maintenance Leasing	40.4	42.9	11.0	11.7	9.9	85%
Real Estate	3.5	42.9	10.8	14.5	23.6	163%
Investment and Operation	42.4	57.2	5.4	26.2	31.0	118%
Retail	120.6	51.8	29.0	21.6	12.5	58%
Overseas Business	104.1	142.9	39.7	34.5	29.9	87%
<b>Total Segment Profits</b>	336.5	380.1	101.8	120.8	115.3	95%

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.

# Appendix(3) Assets by Segment



	15.3	16.3	14.6	15.6	16.6	Change (YTD)
Corporate Financial Services	1,132.5	1,049.9	994.8	1,076.1	1,033.2	98%
Maintenance Leasing	662.9	731.3	637.1	675.0	700.4	96%
Real Estate	835.4	739.6	916.0	802.5	705.6	95%
Investment and Operation	660.0	704.2	572.4	593.1	678.6	96%
Retail	3,700.6	3,462.8	2,131.1	3,562.7	3,384.5	98%
Overseas Business	2,178.9	2,284.7	1,934.5	2,209.4	2,067.8	91%
<b>Total Segment Assets</b>	9,170.2	8,972.4	7,186.0	8,918.7	8,570.2	96%

## Appendix(4) Income Statement Data



	FY15.3	FY16.3	15.3 Q1	16.3 Q1	17.3 Q1	Change (YoY)
Finance revenues	186.9	200.9	46.1	49.6	48.1	97%
Gains on investment securities and dividends	56.4	35.8	23.9	22.9	4.0	17%
Operating leases	124.9	128.8	33.9	35.4	44.8	127%
Life insurance premiums and related investment income	79.5	68.1	13.1	25.3	16.5	65%
Sales of goods and real estate	48.8	85.8	5.6	21.8	23.5	108%
Services income	339.9	289.8	70.8	87.0	73.0	84%
Gross Profits*1	836.5	809.2	193.5	242.1	210.0	87%
Interest expense	72.6	72.8	18.7	18.0	18.1	100%
Selling, general and administrative expenses	427.8	422.7	93.3	114.4	102.6	90%
Provisions/Impairments	55.5	29.7	3.1	3.4	3.3	96%
Other (income) and expense, net	23.7	-3.7	-2.0	-2.2	-1.4	62%
Operating Income	256.8	287.7	80.4	108.5	87.4	81%
Equity in Net Income of Affiliates	30.5	45.7	4.2	6.2	6.2	101%
Gains on Sales of Subsidiaries and Affiliatesetc	56.7	57.9	19.8	9.2	24.8	269%
Income before Income Taxes and Discontinued Operations	344.0	391.3	104.5	123.9	118.4	96%
Net Income Attributable to ORIX Corporation Shareholders	234.9	260.2	65.9	81.5	76.8	94%

<sup>\*1</sup> Each revenue component deducted with corresponding costs and expenses

# Appendix(5) Funding



Funding	15.3	16.3	14.6	15.6	16.6	Change (YoY)
СР	89.6	102.4	162.0	90.7	35.9	-54.8
Borrowings from Financial Institutions	2,881.6	2,970.6	2,582.0	2,869.8	2,863.3	-6.5
Bonds / MTN	1,151.5	938.1	1,145.0	1,086.3	953.9	-132.4
Deposits	1,287.4	1,398.5	1,195.3	1,311.7	1,428.2	116.5
ABS, CMBS	291.3	275.5	225.4	364.5	283.1	-81.4
Short-term Debt, Long-term Debt and Deposits	5,701.4	5,685.0	5,309.8	5,723.1	5,564.5	-158.6
Share of Long-Term Debt	94%	92%	92%	94%	94%	0%

Liquidity	15.3	16.3	14.6	15.6	16.6	Change (YoY)
Available Commitment Line (1)	419.4	389.9	412.0	441.9	361.5	-80.3
Cash and Cash Equivalents (2)	827.5	730.4	796.4	887.3	842.2	-45.2
Liquidity (1+2)	1,246.9	1,120.3	1,208.4	1,329.2	1,203.7	-125.5
Marketable Short-term Debt (3) *1	434.1	362.3	428.8	343.9	334.6	-9.2
Liquidity Coverage Ratio (1+2)/(3)	287%	309%	282%	387%	360%	-27%

Funding Costs (including Deposits)	FY15.3	FY16.3	15.3 Q1	16.3 Q1	17.3 Q1	Change (YoY)
Domestic Currency	0.76%	0.64%	0.80%	0.68%	0.55%	-0.13%
Foreign Currency	2.87%	2.74%	2.80%	2.67%	2.74%	0.07%

<sup>\*1</sup> 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



		FY15.3	FY16.3
	Finance revenues	35.6	34.2
	Operating leases	24.5	25.5
	Services income	22.0	35.7
	Sales of goods and real estate and others	3.4	11.7
Se	egment Revenues	85.5	107.2
Se	egment Expenses	60.6	65.5
Se	egment Profits	25.5	42.4

15.3 Q1	16.3 Q1	17.3 Q1
9.2	8.4	8.1
6.1	6.2	6.0
3.5	8.1	9.5
0.7	4.8	1.4
19.4	27.6	25.0
13.7	15.4	16.8
5.9	12.4	8.5

ange 'oY)
96%
97%
117%
28%
91%
109%
69%

	Investment in Direct Financing Leases	461.7	431.6
	Installment Loans	461.3	411.8
Se	egment Assets	1,132.5	1,049.9
R	OA	1.54%	2.59%

1.51%	2.98%	2.23%
994.8	1,076.1	1,033.2
460.8	453.0	400.3
446.9	414.6	430.0
446.9	414.6	430.0

## **Appendix(7)** Maintenance Leasing



		FY15.3	FY16.3
	Finance revenues	11.1	12.1
	Operating leases	185.7	188.8
	Services income	62.5	66.8
S	egment Revenues	263.5	271.7
Se	egment Expenses	223.0	228.7
S	egment Profits	40.4	42.9

15.3 Q1	16.3 Q1	17.3 Q1
2.9	3.0	3.1
46.2	46.7	45.8
14.9	16.8	17.3
65.1	67.5	67.2
54.0	55.9	57.3
11.0	11.7	9.9

	Change (YoY)
1	102%
8	98%
3	103%
2	100%
3	103%
9	85%

R	OA	4.03%	4.10%
Se	egment Assets	662.9	731.3
	Investment in Operating Leases	473.0	481.0
	Investment in Direct Financing Leases	184.9	245.3

4.49%	4.65%	3.78%
637.1	675.0	700.4
470.8	473.3	459.4
162.2	196.7	236.2

# Appendix(8) Real Estate (1)



		FY15.3	FY16.3
	Finance revenues	4.1	6.7
	Operating leases	63.8	60.3
	Gains on Rental Property Sales	14.9	16.1
	Services income	104.1	110.6
	Sales of goods and real estate and others	10.4	13.9
S	egment Revenues	182.3	191.5
Se	egment Expenses	188.1	154.6
S	egment Profits	3.5	42.9

15.3 Q1	16.3 Q1	17.3 Q1
1.2	0.7	0.4
18.6	18.8	28.4
6.2	7.6	18.2
24.9	27.0	26.6
2.8	3.9	1.9
47.5	50.3	57.3
39.0	36.6	34.4
10.8	14.5	23.6

(JPY Bn)
Change (YoY)
, ,
61%
151%
239%
99%
49%
114%
94%
163%

	Investment in Operating Leases	423.8	375.1
	Property under Facility Operations	172.2	177.5
	Advances for Investment in Operating Leases	44.7	38.5
	Investment in Affiliates	91.3	91.0
	Others	103.4	57.5
S	egment Assets	835.4	739.6
R	OA	0.25%	3.62%

2.96%	4.69%	8.92%
916.0	802.5	705.6
130.4	78.5	56.5
61.2	91.4	90.9
50.4	37.6	30.0
174.7	180.4	175.8
499.3	414.6	352.4

# Appendix(9) Real Estate (2)



#### ■ Breakdown of Real Estate Segment Assets

(JPY Bn)

		15.3	16.3	14.6	15.6	16.6	Change (YTD)
Rental Property		566.9	493.4	616.7	553.2	463.2	94%
	Under Lease	471.5	406.1	506.1	458.1	386.5	95%
	Under Development	95.4	87.3	110.6	95.1	76.7	88%
Со	ndo Assets	16.5	5.9	29.9	15.0	5.8	98%
NF	RL / Specified Bonds	27.9	6.6	43.3	17.5	6.4	97%
Op	perating Facilities	163.9	168.1	168.6	164.2	170.5	101%
Ot	hers	60.2	65.6	57.5	52.6	59.7	91%
То	tal	835.4	739.6	916.0	802.5	705.6	95%

#### ■ Rental Property Sales/Gains

	FY15.3	FY16.3	15.3 Q1	16.3 Q1	17.3 Q1	Change (YoY)
Amount of Rental Property Sales	129.3	96.4	52.4	28.9	40.2	139%
Gains on Rental Property Sales	14.9	16.1	6.2	7.6	18.2	239%

## Appendix(10) Investment and Operation



		FY15.3	FY16.3
	Finance revenues	15.7	12.6
	Gains on investment securities and dividends	9.3	10.3
	Sales of goods and real estate	371.4	718.9
	Services income	260.4	277.2
Se	egment Revenues	666.1	1,028.4
Se	egment Expenses	632.3	983.2
Ec	uity in Net Income of Affiliates and others	8.6	12.1
Se	egment Profits	42.4	57.2

15.3 Q1	16.3 Q1	17.3 Q1	Change (YoY)
4.7	3.7	2.7	72%
2.5	8.2	0.7	9%
33.3	150.3	184.9	123%
55.2	64.2	67.5	105%
97.8	229.2	258.0	113%
93.8	211.6	248.8	118%
1.4	8.6	21.7	254%
5.4	26.2	31.0	118%

ROA			
Segment Assets		660.0	704.2
In	nvestment in Affiliates	51.1	108.2
In	nventories	116.5	98.0
Pr	roperty under Facility Operations	90.9	130.6
In	nvestment in Securities	112.9	71.7
In	nstallment Loans	93.2	76.0

678.6
67.5
107.0
153.7
67.7
68.7

# Appendix(11) Retail



52.5	55.3	42.0			
	22.0	12.8	13.5	14.1	105%
352.5	190.8	40.5	68.6	37.1	54%
20.9	8.2	16.5	1.8	2.8	157%
426.0	254.3	69.8	83.8	54.0	64%
342.1	203.3	41.0	62.7	41.5	66%
36.7	0.8	0.2	0.5	0.0	0%
120.6	51.8	29.0	21.6	12.5	58%
	20.9 <b>426.0</b> 342.1 36.7	20.9 8.2  426.0 254.3  342.1 203.3  36.7 0.8	20.9 8.2 16.5 426.0 254.3 69.8 342.1 203.3 41.0 36.7 0.8 0.2	20.9       8.2         426.0       254.3         342.1       203.3         36.7       0.8         0.2       0.5	20.9       8.2         426.0       254.3         342.1       203.3         36.7       0.8         0.2       0.5         0.0

Installment Loans	1,376.7	1,496.4
Investment in Securities	2,246.9	1,893.6
Segment Assets	3,700.6	3,462.8
ROA	2.64%	0.96%

3.45%	1.58%	1.00%
2,131.1	3,562.7	3,384.5
739.0	2,097.1	1,767.0
1,280.4	1,390.2	1,545.8

## Appendix(12) Overseas Business (1)



(JPY Bn)

Change (YoY)

		FY15.3	FY16.3
	Finance revenues	63.3	75.0
	Gain on investment securities and dividends	30.5	16.1
	Operating leases	82.1	92.0
	Services income	321.5	250.1
Se	egment Revenues	561.9	526.0
Se	egment Expenses	463.1	452.2
Eq	uity in Net Income (Loss) of Affiliates and others	5.3	69.0
	Net Income Attributable to Redeemable Noncontrolling Interests	-23.1	-7.8
Se	egment Profits	104.1	142.9

15.3 Q1	16.3 Q1	17.3 Q1
14.2	19.0	18.8
5.6	9.6	2.3
19.4	21.7	22.7
70.8	75.9	55.1
127.6	147.2	125.8
104.8	113.2	100.6
16.9	0.5	4.7
-4.4	-3.6	-2.0
39.7	34.5	29.9

)	18.8	99%
5	2.3	23%
7	22.7	105%
9	55.1	73%
2	125.8	85%
2	100.6	89%
5	4.7	-
,	-2.0	-
5	29.9	87%
5	313.0	

R	DA	3.22%	4.26%
Se	egment Assets	2,178.9	2,284.7
	Investment in Affiliates	209.0	305.7
	Investment in Securities	404.3	383.2
	Investment in Operating Leases	278.7	375.4
	Installment Loans	344.1	407.9
	Investment in Direct Financing Leases	386.6	351.0

5.20%	4.18%	3.75%
1,934.5	2,209.4	2,067.8
156.9	217.2	296.0
348.8	399.6	318.3
251.8	326.6	329.4
310.2	300.6	386.0
334.2	385.5	313.0

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



#### Overseas Business segment assets breakdown

By Region	15.3	16.3	14.6 15.6		16.6	Change (YTD)
Americas	776.2	787.2	621.4	738.1	693.9	88%
Asia / Australia	591.5	592.3	543.6	596.9	553.4	93%
Greater China	249.2	260.3	198.7	256.5	239.3	92%
Middle East / Europe	43.1	49.3	40.1	46.0	45.1	91%
Robeco	346.3	340.9	368.5	358.6	304.3	89%
Others	172.5	254.7	162.2	213.2	231.8	91%
Total	2,178.9	2,284.7	1,934.5	2,209.4	2,067.8	91%

By Operation	15.3	16.3	14.6	15.6	16.6	Change (YTD)
Americas	776.2	787.2	621.4	738.1	693.9	88%
Finance Operation (excl. Americas)	672.1	697.1	575.5	686.5	641.7	92%
Investment Operation (excl. Americas)	384.2	459.5	369.1	426.1	427.9	93%
Robeco	346.3	340.9	368.5	358.6	304.3	89%
Total	2,178.9	2,284.7	1,934.5	2,209.4	2,067.8	91%

## **Appendix(14)** Business Portfolio in Three Categories



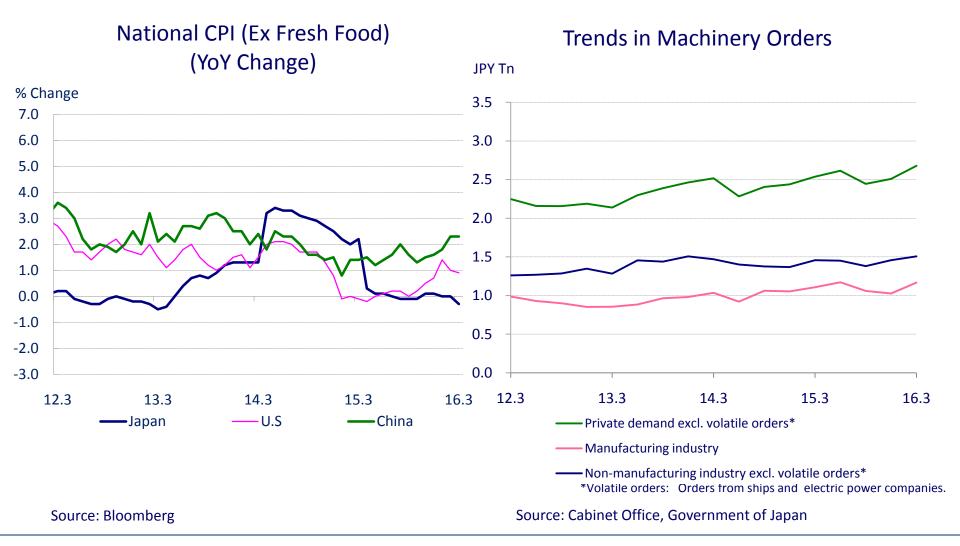
		Finar	nce		Opera	tion			Investment	
	Main Risk	Credit risk		Operation/Business risk				Market risk		
Categories	Capital Requirement	Lov	v	Medium				High		
		Japan	Ex-Japan	Environment/ Infrastructure	Financial Services	Maintenance Services	Others	Fixed Income	Tangible Assets	Equity
	Corporate Financial Services	Lease, Loan, Fee business					Yayoi, New business development			
	Maintenance Leasing					ORIX Auto, ORIX Rentec				
Segments	Real Estate			RE facility operation	RE investment advisory	Refitee			RE investment	
	Investment and Operation			Environment and energy, Concession				Loan servicing		PE investment Daikyo
	Retail	Banking, Consumer finance		35.13633.311	Life insurance, HLIKK					Zamyo
	Overseas Business		Lease, Loan		Robeco, Houlihan Lokey			Bond investment	Aircraft, Shipping	PE investmen



# **Reference Data**

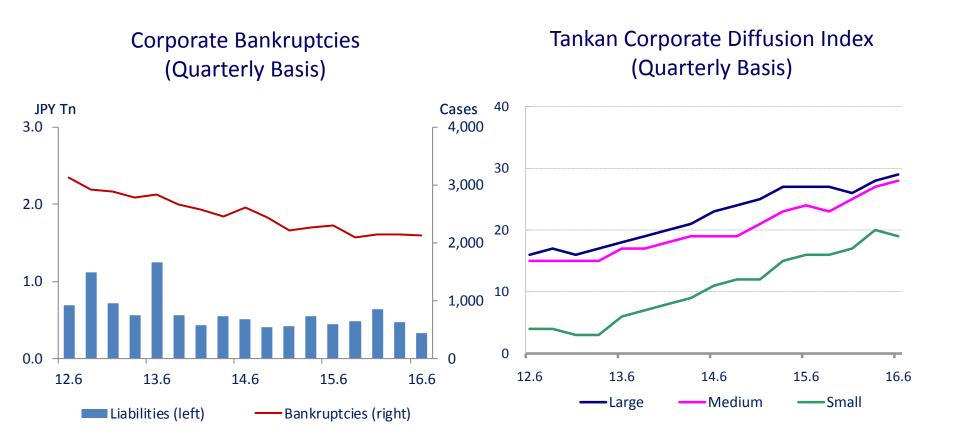
#### **Macro Economic Indicators**





### **Japanese Corporate Indices**





Source: Teikoku Databank, Ltd.

Source: Bank of Japan

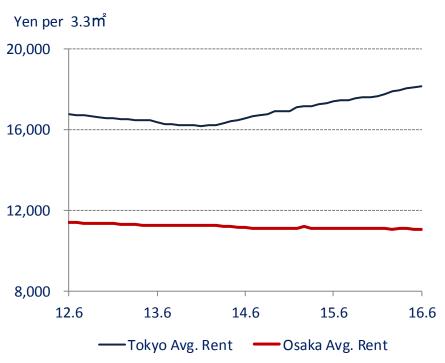
### **Japanese Real Estate Indicators**



Japan TSE REIT Index



Office Rental Rates



Source: Tokyo Stock Exchange

Source: Miki Shoji

#### **Domestic Lease Business Indicators**





#### JPY Tn 1,000 Units 12.0% 7,000 100 14.0% 10.0% 6,000 12.0% 80 5,000 10.0% 8.0% 60 4,000 8.0% 6.0% 40 3,000 6.0% 4.0% 2,000 4.0% 20 2.0% 1,000 2.0% 0.0% 06.3 08.3 10.3 16.3 04.3 12.3 14.3 05.12 07.12 09.12 15.12 11.12 13.12 ■ Private Equipment Inv (left) Share of Lease (right)

Source: Japan Leasing Association

Source: Japan Automotive Leasing Association

──Share of Lease (right)

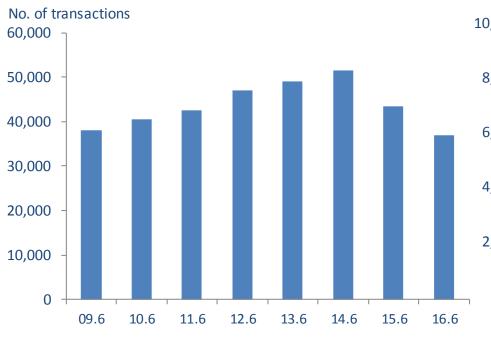
Sales of New Car (left)

**New Car Sales** 

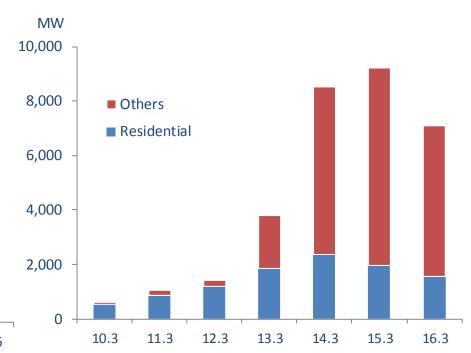
#### **Other Domestic Indicators**



# Number of condominium sold in the Tokyo metropolitan area



#### **Domestic Shipping Amount of Solar Cell**



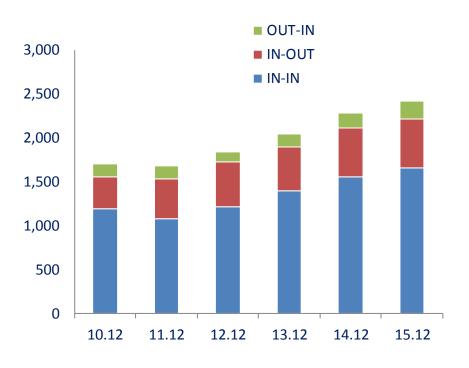
Source: Real Estate Economy Research Institute

Source: Japan Photovoltaic Energy Association

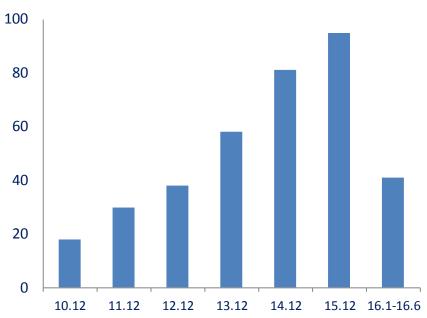
#### **Other Domestic Indicators**



The number of M&A deals



The number of the New Listed Companies



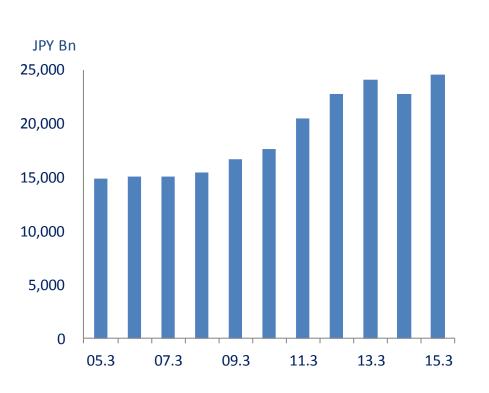
Source: RECOF Corporation

Source: Tokyo Stock Exchange

#### **Other Domestic Indicators**

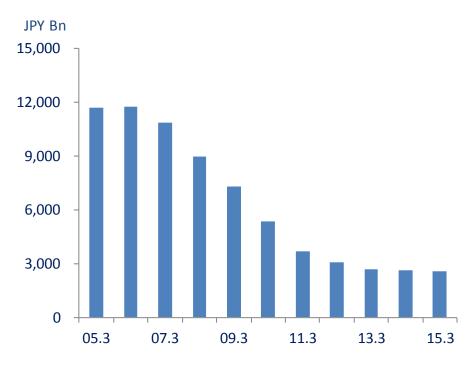


#### Premium Income for Individual Insurance



Source: Japan Statistics Bureau

#### Consumer Finance Loan Balance



Source: Japan Financial Services Agency

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