

# **ORIX** Corporation

Third Quarter Consolidated Financial Results

For the Nine-Month Period Ended December 31, 2017

Kazuo Kojima Deputy President & CFO

Hitomaro Yano Executive Officer,

Head of Treasury and Accounting Headquarters

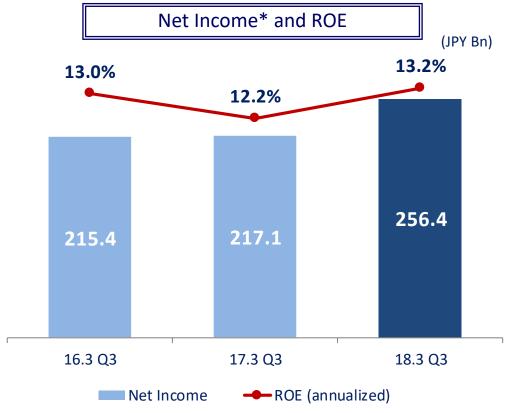
January 30, 2018

(TSE: 8591; NYSE: IX)

### Overview (1)



- ✓ 256.4bn yen in net income, up by 18% YoY, including the impact of US tax reform
- ✓ Annualized ROE at 13.2%
- ✓ No revision at the FY18.3 target of net income and dividend payout ratio (27%)

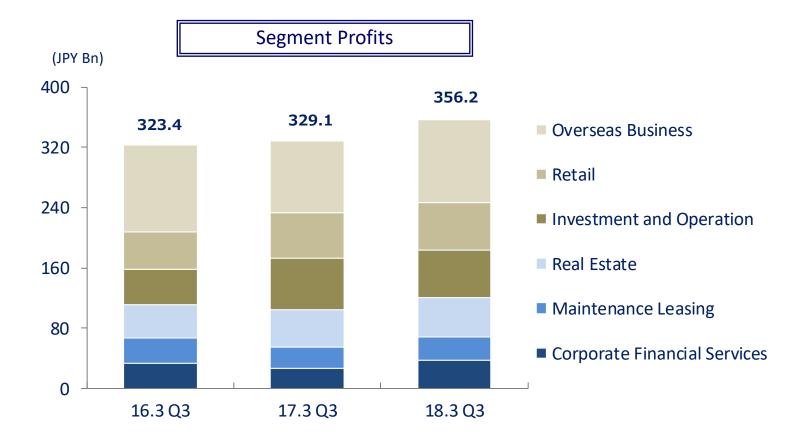


<sup>\*</sup>Net Income refers to Net Income Attributable to ORIX Corporation Shareholders

### Overview (2)



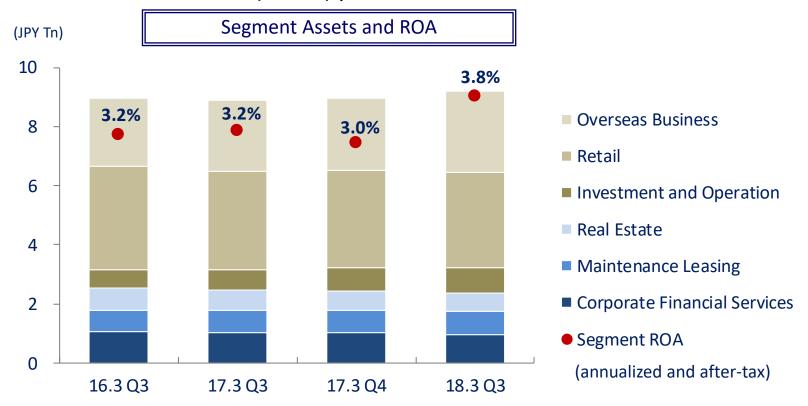
- ✓ Segment profits at 356.2bn yen, up by 8% YoY
- ✓ Profit increased in every segment except Investment and Operation
- ✓ Decreased in Investment and Operation due to the absence of the capital gain from PE investment



### Overview (3)



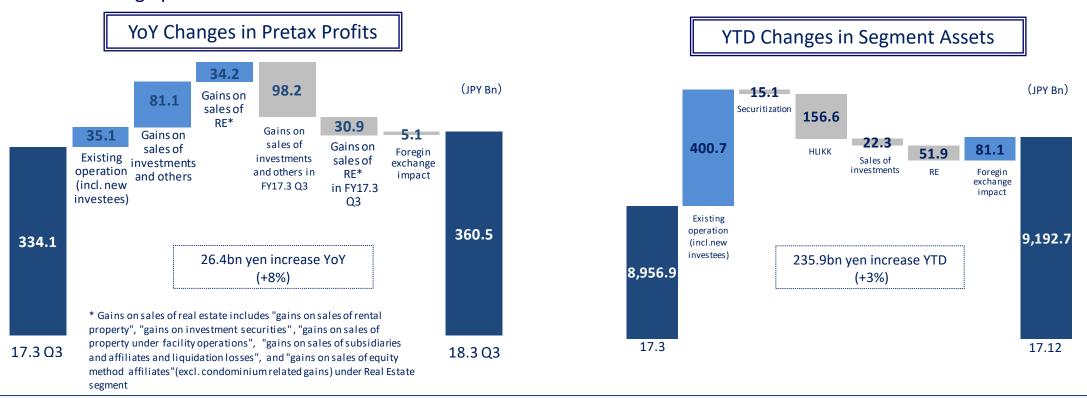
- ✓ Segment assets at 9,192.7bn yen, up by 3% YTD
- ✓ Increased in Overseas Business, Investment and Operation and Maintenance Leasing
- ✓ Decreased in Retail due to the sale of investment securities by ORIX Life Insurance (OLI) and run-off in Hartford Life Insurance K.K. (HLIKK) portfolio



### Overview (4)



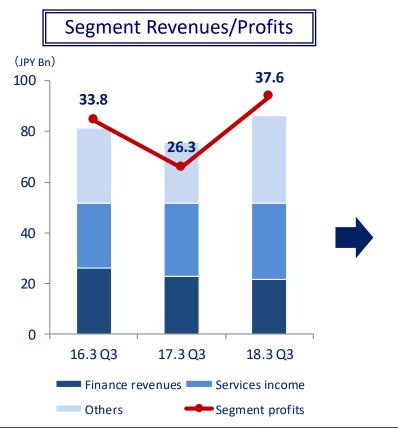
- Pretax profits: 26.4bn yen increase YoY (+8%)
  - ✓ Positive contribution from the existing operation such as aircraft and ship-related operations, the Americas, asset management, concession, life insurance, and banking business.
  - ✓ Gain on sales decreased YoY
- Segment assets: 235.9bn yen increase YTD (+3%)
  - ✓ Increased in aircraft and ship-related operations, the Americas, banking business, environment and energy, and PE investment in existing operation

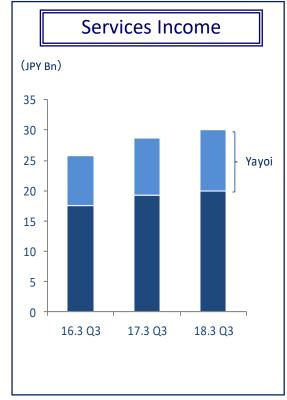


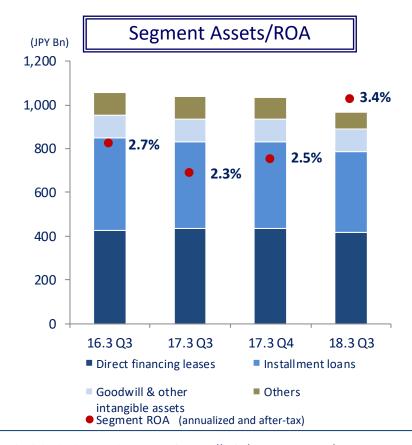
## Segment Performance (1) Corporate Financial Services



- Segment profits: 37.6bn yen, up by 11.2bn yen YoY (+43%)
  - ✓ Increase in services income YoY
  - ✓ Gains on sales of investment securities and shares of affiliates were recognized.
- Segment assets: 966.9bn yen, down by 65.2bn yen YTD (▲6%)
  - ✓ Installment loan balance decreased



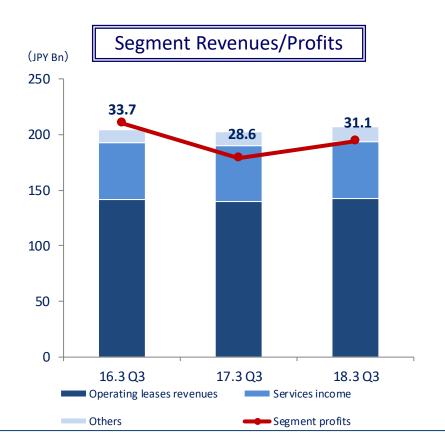


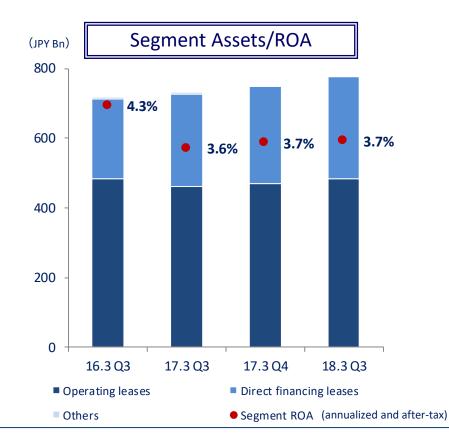


# Segment Performance (2) Maintenance Leasing



- Segment profits: 31.1bn yen, up by 2.4bn yen YoY (+9%)
  - ✓ Increase in revenue in line with asset growth while the lower gain on sales of used cars
- Segment assets: 780.5bn yen, up by 28.0bn yen YTD (+4%)
  - ✓ Increase in new auto leases

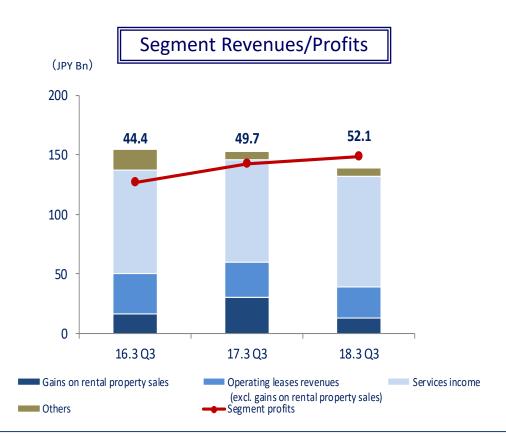


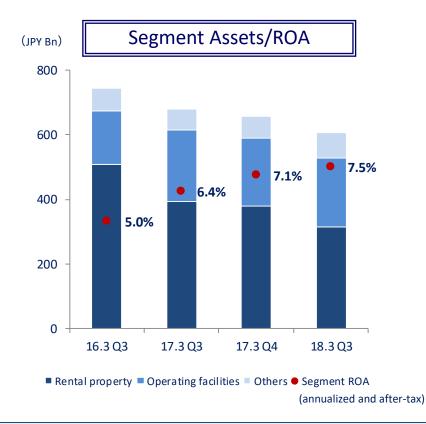


# Segment Performance (3) Real Estate



- Segment profits: 52.1bn yen, up by 2.4bn yen YoY (+5%)
  - ✓ Realized gains from well-timed sales of real estate assets, solid contribution from facility operation business
- Segment assets: 605.8bn yen, down by 51.9bn yen YTD (▲8%)
  - ✓ Assets decreased due to the sales of rental properties



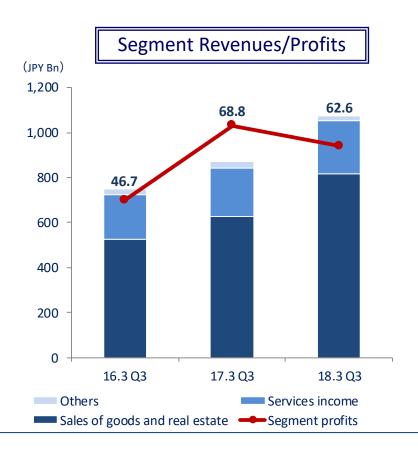


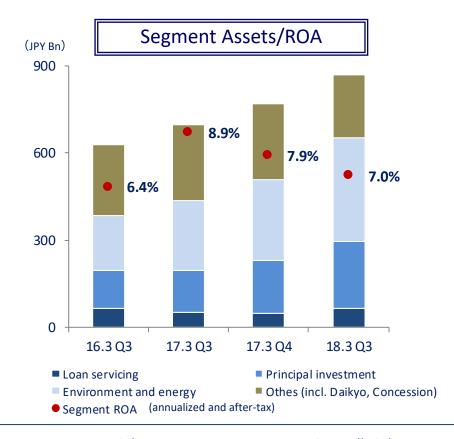
### **Segment Performance (4)**

#### **Investment and Operation**



- Segment profits: 62.6bn yen, down by 6.1bn yen YoY (▲9%)
  - ✓ Profit from environment and energy business and concession business increased steadily, while the profit in PE investment decreased due to the absence of the large capital gain
- Segment assets: 870.3bn yen, up by 101.6bn yen YTD (+13%)
  - ✓ New investments in environment and energy business and domestic PE business

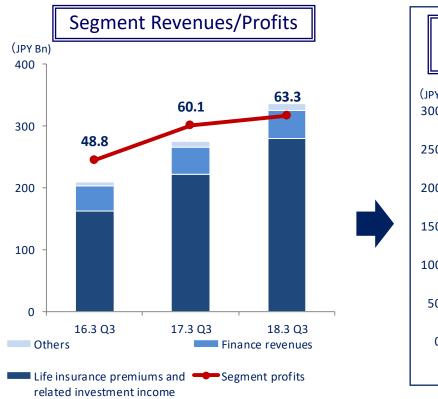


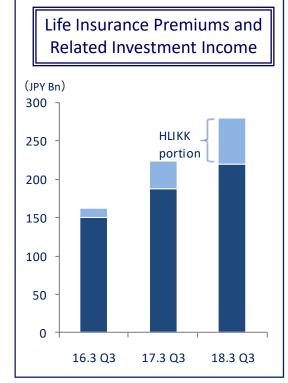


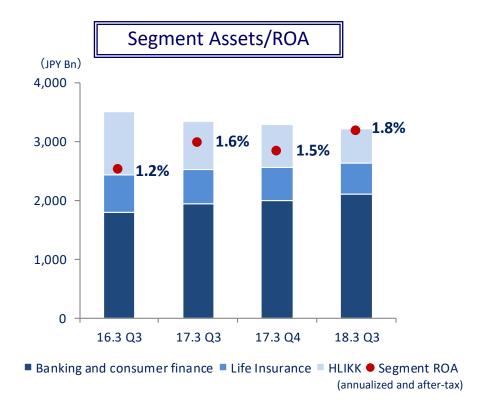
# Segment Performance (5) Retail



- Segment profits: 63.3bn yen, up by 3.2bn yen YoY (+5%)
  - ✓ Finance revenue in banking business and life insurance premiums increased
- Segment assets: 3,212.7bn yen, down by 78.9bn yen YTD (▲2%)
  - ✓ Assets decreased due to sales of investment securities in OLI and run-off in HLIKK portfolio
  - ✓ Increased in installment loans in banking business





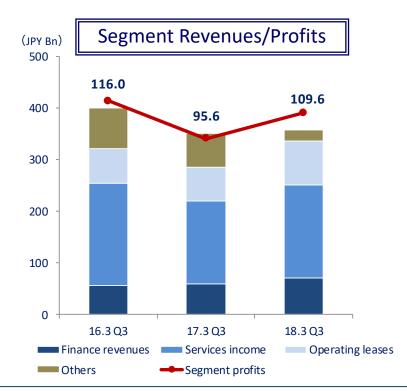


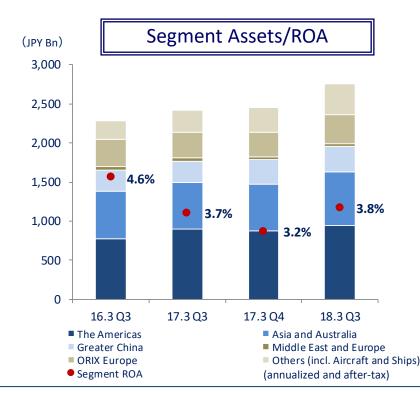
### **Segment Performance (6)**

#### **Overseas Business**



- Segment profits: 109.6bn yen, up by 14.0bn yen YoY (+15%)
  - √ 6.2bn yen increased due to FX rate fluctuation
  - ✓ Capital gain from PE investment in Asia, partial sales of Houlihan Lokey stocks
  - ✓ Profit growth in aircraft and ship-related operations as well as asset management business
- Segment assets: 2,756.5bn yen, up by 302.3bn yen YTD (+12%)
  - √ 81.1bn yen increased due to FX rate fluctuation
  - ✓ Assets of aircraft and ship-related operations increased, new investments in the Americas





<sup>\*</sup>Robeco Groep N.V. changed its name into ORIX Corporation Europe N.V. (ORIX Europe) on January 1, 2018

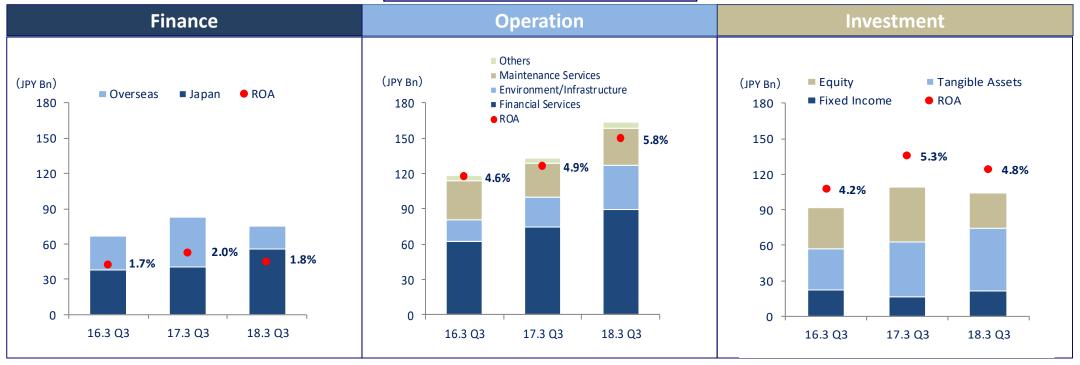
### **Performance in Three Categories**



- ✓ Operations: Financial Services, mainly asset management business, had steady profit growth Positive contribution by US subsidiaries such as BFIM and LP\* Steady progress in Environment/Infrastructure (environment and energy, and concession)
- ✓ Investment: Equity investment decreased YoY due to the absence of the large capital gain Profit growth in aircraft and ship-related operations and bond investment

\*BFIM: Boston Financial Investment Management LP: Lancaster Pollard





<sup>(\*1)</sup> FY16.3 Q3 Segment Profits in Operation excludes capital gains/valuation gains (c. 39.6bn yen) associated with the IPO of Houlihan Lokey and ordinary profit/loss contribution from HLIKK

<sup>(\*2)</sup> FY17.3 Q3 Segment Profits in Operation excludes ordinary profit/loss contribution from HLIKK

<sup>(\*3)</sup> FY18.3 Q3 Segment Profits in Operation excludes capital gain from the sale of Houlihan Lokey shares and ordinary profit/loss contribution from HLIKK

#### **FY18.3 Q3 YTD New Investments**



- ✓ New investments of approximately 600bn yen in the "Operation" and "Investment" (approx. 600bn yen in the last full fiscal year)
- ✓ Approximately 140bn yen new investments during this Q3 (Oct. Dec., 2017)

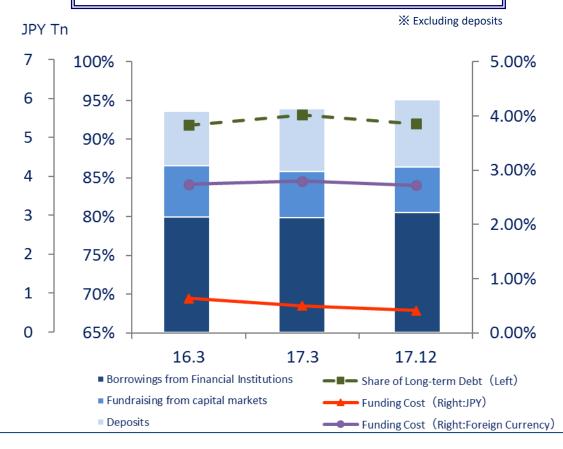
Operation	Environment/ Infrastructure 110bn yen	<ul> <li>Expansion of environment and energy business in Overseas and Japan Overseas: New investment in geothermal energy business (Ormat) Japan: Additional investment in mega solar, etc. Building power plants.</li> </ul>
Operation	Financial Services 90bn yen	New investments in the Americas (incl. acquiring a mortgage servicing company)
	Fixed Income 110bn yen	Municipal bond and CMBS mainly in the Americas
Investment	Tangible Assets 265bn yen	<ul> <li>Purchase 60 aircraft (incl. JV investment) and invest in shipping loan</li> <li>New investments in logistics centers, etc.</li> </ul>
	Equity 20bn yen	<ul> <li>Focus on business with growth potentials considering economic demand change</li> <li>Japan: Information processing service The Americas: Traffic control services and products</li> <li>Asia: Vehicle dispatch service</li> </ul>

## Financials (1) Funding Structure

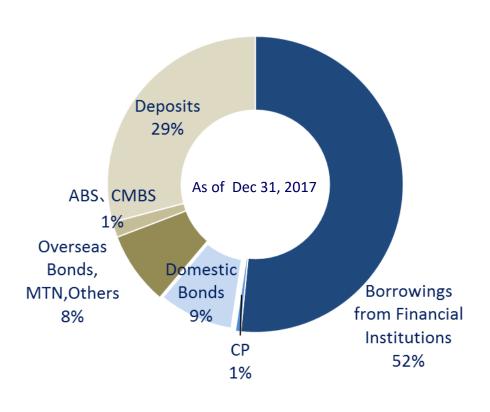


- ✓ Lengthening and stabilization of funding
- ✓ Funding cost control

Breakdown of Funding, Trend in Share of Long-term Debt (\*\*) and Funding Cost



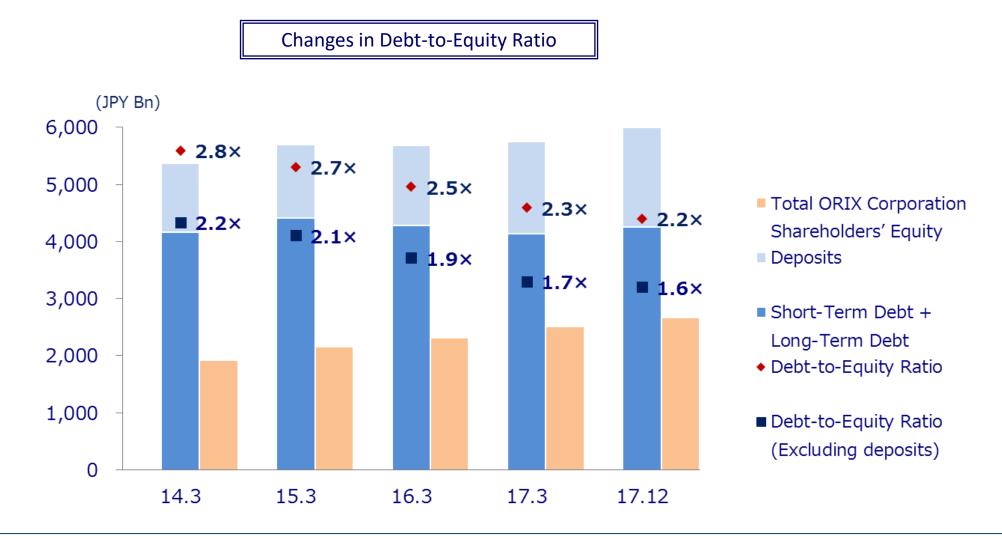




### Financials (2) Debt-to-Equity Ratio



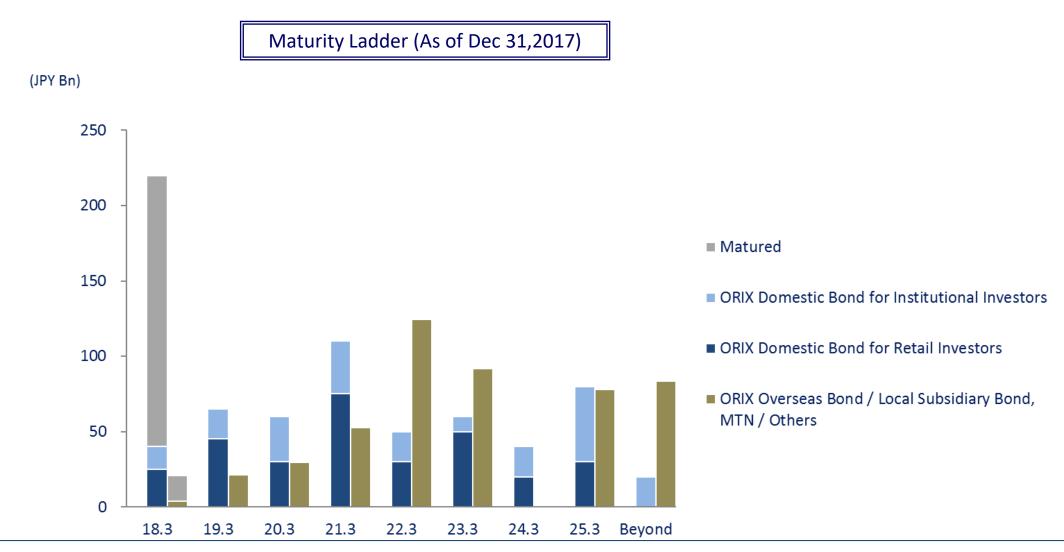
✓ Debt-to-Equity Ratio continues to decrease



# Financials (3) Bond Maturity Ladder



✓ Leveled out annual redemption amounts by dispersing bond maturities



### Financials (4) Asset Quality



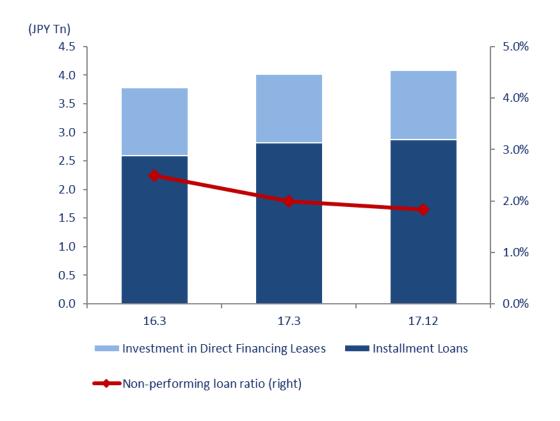
#### ✓ Non-performing loan ratio continues to improve

# Coverage Ratio of Loans Individually Evaluated for Impairment

(JPY Bn)	16.3	17.3	17.12
Loans individually evaluated for impairment (a)	73.6	59.0	51.0
Estimated collectable amount	51.1	39.0	* 36.3
Amount covered by collaterals such as real estate	40.6	31.6	29.9
Coverage (b)	63.1	51.7	44.5
Amount covered by collaterals such as real estate	40.6	31.6	29.9
Valuation Allowance (Provision)	22.5	20.1	14.7
Coverage ratio (b)/(a)	85.8%	87.5%	87.3%

 The amount consists of loans individually evaluated for impairment which is covered by collaterals such as real estate (JPY 29.9Bn), and receivable which cashflow is expected to be collected other than collateral disposal (JPY 6.4Bn).

# Changes in Non-Performing Loan Ratio



### **Summary**



Achieved 256.4bn yen in net income, up 18% YoY, annualized ROE at 13.2%

Aiming for steady achievement of FY18.3 full-year performance targets

Developing new business fields for future growth from FY19.3

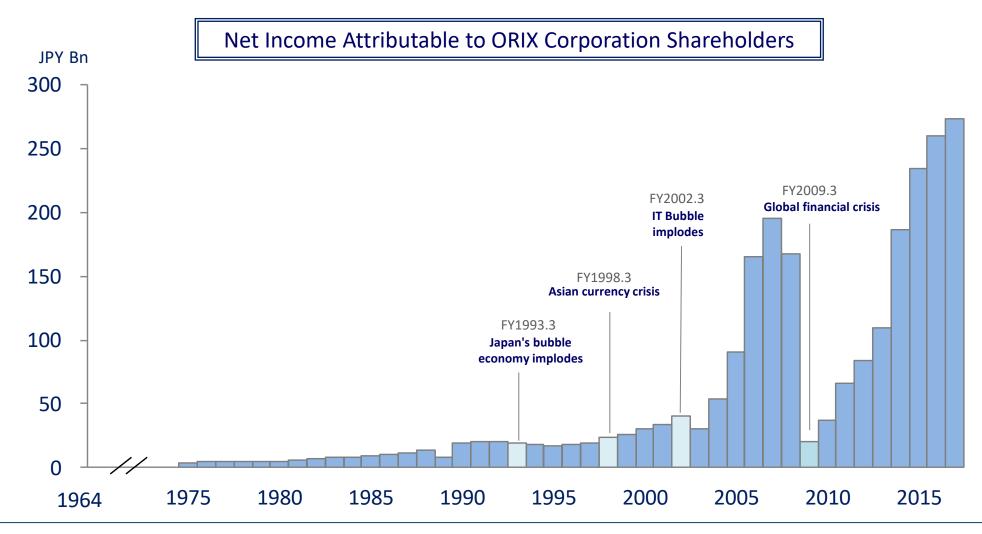


# **Appendix**

### **About ORIX** Proven Track Record of Profitability



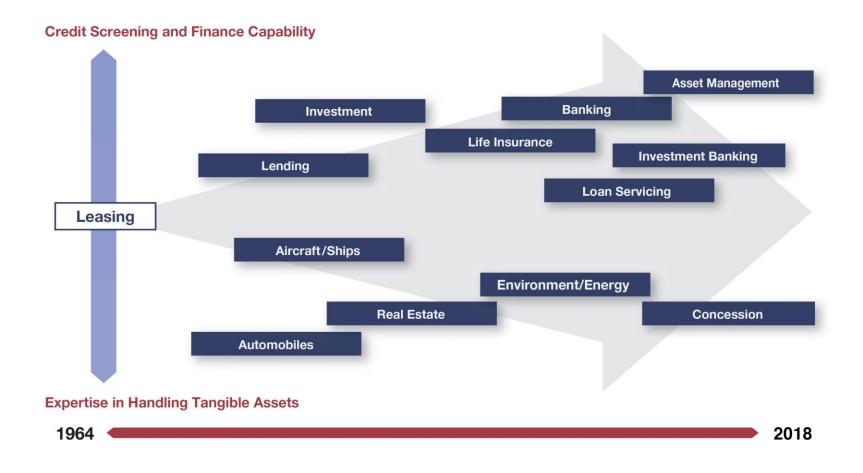
✓ ORIX has achieved 52 years of sustained, profitable growth



### **About ORIX** Evolving and Dynamic Portfolio



✓ ORIX will continue to enhance our experience in finance and tangible assets as we synergistically expand our businesses



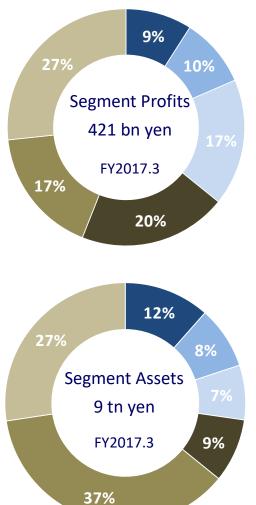
#### **About ORIX**

#### **Business by Segment**



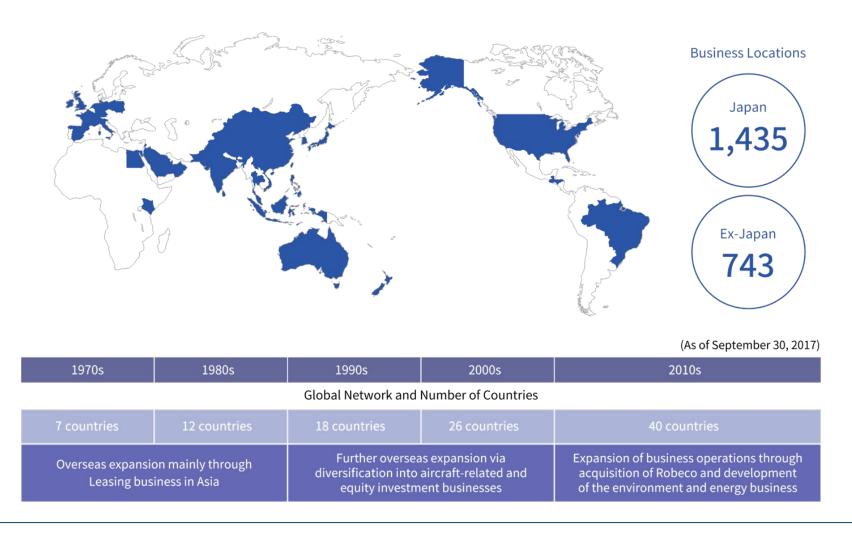
✓ Our highly diversified company contains many complementary businesses, providing ample opportunity for synergies and knowledge sharing

Corporate Financial Services	Loan, Leasing, Fee businesses
Maintenance Leasing	Automobile leasing and rentals, Car sharing, Test and measurement instruments and IT-related equipment rentals and leasing
Real Estate	Real estate development and rental, facility operation, REIT asset management, and real estate investment advisory services
Investment and Operation	Environment and energy business, Principal investment and Loan servicing, Concession
Retail	Life insurance, Banking, Card Ioan
Overseas Business	Leasing, Loan, Bond investment, Asset management, Aircraft and Ship-related operations





✓ ORIX has spread its business globally by expanding operations in 40 countries and regions worldwide

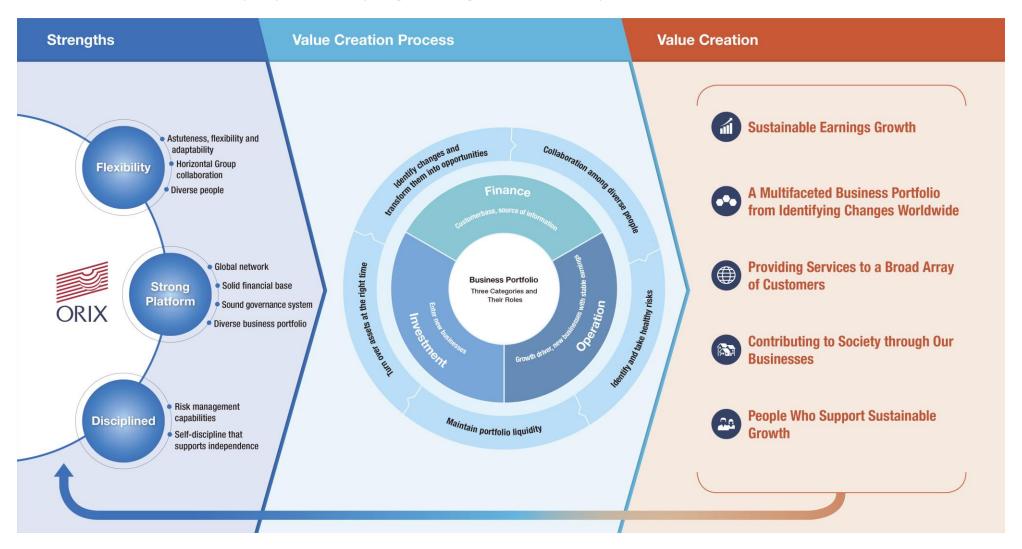


#### **About ORIX**

#### **Business Model**



✓ Contribute to society by identifying changes in society and markets to create new value.



# Appendix (1)

#### Performance Overview



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Total Revenues	2,369.2	2,678.7	1,925.8	2,194.9	114%
Net Income *1	260.2	273.2	217.1	256.4	118%
Segment Assets	8,972.4	8,956.9	8,896.7	9,192.7	103%
Total Assets	10,992.9	11,231.9	11,142.5	11,551.9	104%
Shareholders' Equity	2,310.4	2,507.7	2,437.0	2,667.9	109%
Shareholders' Equity Ratio	21.0%	22.3%	21.9%	23.1%	+1.2%
ROE	11.7%	11.3%	12.2%	13.2%	1.0%
Return on Segment Assets (ROA)	2.87%	3.05%	3.24%	3.77%	0.53%
D/E Ratio					
(Short and Long-Term Debt+Deposits)/Shareholders' Equity	2.5x	2.3x	2.3x	2.2x	-0.1x
(Short and Long-Term Debt)/Shareholders' Equity	1.9x	1.7x	1.7x	1.6x	-0.1x

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

# Appendix (2) Profits by Segment



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Corporate Financial Services	42.4	38.0	26.3	37.6	143%
Maintenance Leasing	42.9	39.8	28.6	31.1	109%
Real Estate	42.9	72.8	49.7	52.1	105%
Investment and Operation	57.2	85.0	68.8	62.6	91%
Retail	51.8	72.9	60.1	63.3	105%
Overseas Business	142.9	112.3	95.6	109.6	115%
<b>Total Segment Profits</b>	380.1	420.8	329.1	356.2	108%

# Appendix (3) Assets by Segment



	16.3	17.3	16.12	17.12	Change (YTD)
Corporate Financial Services	1,049.9	1,032.2	1,038.9	966.9	94%
Maintenance Leasing	731.3	752.5	731.5	780.5	104%
Real Estate	739.6	657.7	680.2	605.8	92%
Investment and Operation	704.2	768.7	697.6	870.3	113%
Retail	3,462.8	3,291.6	3,331.6	3,212.7	98%
Overseas Business	2,284.7	2,454.2	2,416.9	2,756.5	112%
<b>Total Segment Assets</b>	8,972.4	8,956.9	8,896.7	9,192.7	103%

# Appendix (4) Income Statement Data



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Finance revenues	200.9	200.6	147.9	160.9	109%
Gains on investment securities and dividends	35.8	30.3	24.4	33.9	139%
Operating leases	128.8	155.1	108.4	101.2	93%
Life insurance premiums and related investment income	68.1	95.8	73.9	73.5	99%
Sales of goods and real estate	85.8	86.5	64.1	54.4	85%
Services income	289.8	286.6	214.4	236.1	110%
Gross Profits*1	809.2	854.9	633.0	660.1	104%
Interest expense	72.8	72.9	54.0	56.8	105%
Selling, general and administrative expenses	422.7	418.7	307.3	315.3	103%
Provisions/Impairments	29.7	38.4	23.5	15.8	67%
Other (income) and expense, net	-3.7	-4.4	0.7	-1.1	_
Operating Income	287.7	329.2	247.6	273.3	110%
Equity in Net Income of Affiliates	45.7	26.5	25.8	46.3	179%
Gains on Sales of Subsidiaries and Affiliatesetc	57.9	69.2	60.7	40.9	67%
Income before Income Taxes	391.3	425.0	334.1	360.5	108%
Net Income Attributable to ORIX Corporation Shareholders	260.2	273.2	217.1	256.4	118%

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

# Appendix (5) Funding



Funding	16.3	17.3	16.12	17.12	Change (YoY)
СР	102.4	50.1	42.0	49.5	7.5
Borrowings from Financial Institutions	2,970.6	2,958.2	2,938.7	3,092.5	153.8
Bonds / MTN	938.1	885.1	906.1	1,006.5	100.4
Deposits	1,398.5	1,614.6	1,526.3	1,745.1	218.8
ABS, CMBS	275.5	245.1	285.9	101.1	-184.8
Short-term Debt, Long-term Debt and Deposits	5,685.0	5,753.1	5,699.1	5,994.6	295.5
Share of Long-Term Debt	92%	93%	93%	92%	-1%

Liquidity (excl. ORIX Bank, ORIX Life Insurance)	16.3	17.3	16.12	17.12	Change (YoY)
Cash and Cash Equivalents (1)	588.7	586.6	539.1	578.2	39.1
Available Commitment Line (2)	389.9	394.0	341.4	271.0	-70.4
Liquidity (1+2)	978.6	980.6	880.5	849.2	-31.3
Marketable Short-term Debt (3) *1	362.3	290.9	365.7	133.2	-232.5
Liquidity Coverage Ratio (1+2)/(3)	270%	337%	241%	637%	396%

Funding Costs (including Deposits)	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Domestic Currency	0.64%	0.50%	0.52%	0.42%	-0.10%
Foreign Currency	2.74%	2.80%	2.80%	2.71%	-0.09%

<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.

# Segment Performance (1) Corporate Financial Services



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Finance revenues	34.2	30.2	22.9	21.6	94%
Operating leases	25.5	25.6	18.6	17.4	94%
Services income	35.7	40.6	28.8	30.1	105%
Gains on investment securities and dividends and others	11.7	6.6	5.3	17.0	320%
Segment Revenues	107.2	103.0	75.5	86.1	114%
Segment Expenses	65.5	68.0	51.3	50.8	99%
Segment Profits	42.4	38.0	26.3	37.6	143%
Investment in Direct Financing Leases	431.6	433.9	433.7	415.1	
Installment Loans	411.8	398.6	399.3	369.4	
Segment Assets	1,049.9	1,032.2	1,038.9	966.9	
ROA	2.59%	2.50%	2.29%	3.42%	

# Segment Performance (2) Maintenance Leasing



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Finance revenues	12.1	13.0	9.7	10.5	108%
Operating leases	188.8	187.2	140.0	142.1	102%
Services income	66.8	66.3	50.1	51.6	103%
Segment Revenues	271.7	270.6	202.7	207.1	102%
Segment Expenses	228.7	230.8	174.0	175.8	101%
Segment Profits	42.9	39.8	28.6	31.1	109%
Investment in Direct Financing Leases	245.3	277.5	265.0	293.7	
Investment in Operating Leases	481.0	469.8	461.3	482.3	
Segment Assets	731.3	752.5	731.5	780.5	
ROA	4.10%	3.66%	3.57%	3.69%	

# Segment Performance (3) Real Estate



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Finance revenues	6.7	2.3	1.8	1.5	84%
Operating leases	60.3	88.2	59.6	39.3	66%
Gains on Rental Property Sales	16.1	49.7	30.3	13.3	44%
Services income	110.6	112.6	86.0	92.9	108%
Sales of goods and real estate and others	13.9	9.0	5.8	4.9	85%
Segment Revenues	191.5	212.1	153.2	138.6	90%
Segment Expenses	154.6	143.1	105.5	107.9	102%
Segment Profits	42.9	72.8	49.7	52.1	105%
Investment in Operating Leases	375.1	298.2	320.9	246.4	
Property under Facility Operations	177.5	185.0	181.7	190.3	
Advances for Investment in Operating Leases	38.5	18.6	21.3	19.4	
Investment in Affiliates	91.0	99.3	94.1	81.5	
Segment Assets	739.6	657.7	680.2	605.8	
ROA	3.62%	7.12%	6.38%	7.51%	

# Segment Performance (4) Investment and Operation



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Finance revenues	12.6	10.7	7.9	7.3	92%
Gains on investment securities and dividends	10.3	13.0	11.5	5.7	50%
Sales of goods and real estate	718.9	938.4	627.0	816.6	130%
Services income	277.2	299.7	217.1	236.2	109%
Segment Revenues	1,028.4	1,272.0	870.4	1,073.7	123%
Segment Expenses	983.2	1,224.3	837.4	1,038.4	124%
Equity in Net Income of Affiliates and others	12.1	37.3	35.8	27.4	77%
Segment Profits	57.2	85.0	68.8	62.6	91%
Installment Loans	76.0	56.4	60.2	51.4	
Investment in Securities	71.7	51.5	49.9	37.2	
Property under Facility Operations	130.6	187.7	162.3	185.7	
Inventories	98.0	112.8	114.3	128.4	
Investment in Affiliates	108.2	71.5	69.5	150.6	
Segment Assets	704.2	768.7	697.6	870.3	
ROA	5.58%	7.88%	8.94%	6.96%	

# Segment Performance (5) Retail



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Finance revenues	55.3	59.2	43.7	46.2	106%
Life insurance premiums and related investment income	190.8	297.9	222.5	279.6	126%
Services income and others	8.2	11.6	8.6	10.6	124%
Segment Revenues	254.3	368.7	274.7	336.4	122%
Segment Expenses	203.3	295.8	214.7	273.1	127%
Segment Profits	51.8	72.9	60.1	63.3	105%
Installment Loans	1,496.4	1,718.7	1,665.5	1,835.3	
Investment in Securities	1,893.6	1,509.2	1,596.0	1,315.2	
Segment Assets	3,462.8	3,291.6	3,331.6	3,212.7	
ROA	0.96%	1.47%	1.61%	1.77%	

# Segment Performance (6) Overseas Business



	FY16.3	FY17.3	17.3 Q3	18.3 Q3	Change (YoY)
Finance revenues	75.0	81.3	59.2	71.9	122%
Gain on investment securities and dividends	16.1	13.3	9.1	13.7	150%
Operating leases	92.0	88.5	65.9	84.8	129%
Services income	250.1	216.7	161.1	179.5	111%
Segment Revenues	526.0	458.9	351.7	358.3	102%
Segment Expenses	452.2	386.8	293.4	279.5	95%
Equity in Net Income of Affiliates and others	69.0	40.2	37.2	30.7	82%
Net Income Attributable to Redeemable Noncontrolling Interests	-7.8	-2.3	-3.6	-1.4	-
Segment Profits	142.9	112.3	95.6	109.6	115%
Investment in Direct Financing Leases	351.0	357.7	343.8	386.5	
Installment Loans	407.9	457.4	462.7	571.3	
Investment in Operating Leases	375.4	420.2	399.3	496.3	
Investment in Securities	383.2	465.9	462.8	457.2	
Investment in Affiliates	305.7	332.2	299.7	337.0	
Segment Assets	2,284.7	2,454.2	2,416.9	2,756.5	
ROA	4.26%	3.24%	3.70%	3.83%	

# Segment Performance (6) Overseas Business





#### Overseas Business segment assets breakdown

By Region	16.3	17.3	16.12 17.12		Change (YTD)	
The Americas	787.2	879.3	894.0	944.0	107%	
Asia and Australia	592.3	593.6	597.9	680.2	115%	
Greater China	260.3	315.6	273.4	334.6	106%	
Middle East and Europe	49.3	36.5	41.2	32.5	89%	
ORIX Europe*	340.9	317.3	325.9	367.2	116%	
Aircraft and Ships	242.9	296.8	274.8	388.0	131%	
Others	11.8	15.0	9.5	9.9	66%	
Total	2,284.7	2,454.2	2,416.9	2,756.5	112%	

<sup>\*</sup>Robeco Groep N.V. changed its name into ORIX Corporation Europe N.V. (ORIX Europe) on January 1, 2018

### **Business Portfolio in Three Categories**



		Financ	ce	Operation			Investment			
	Main Risk	Credit r	isk	Operation/Business risk				Market risk		
Categories	Capital Requirement	Low		Medium-High				High		
		Japan	Overseas	Environment/ Infrastructure	Financial Services	Maintenance Services	Others	Fixed Income	Tangible Assets	Equity
Segments	Corporate Financial Services	Leasing, Loan, Fee business					Yayoi			New business development
	Maintenance Leasing					ORIX Auto, ORIX Rentec				
	Real Estate			Facilities operation	REIT, RE investment advisory				RE investment	
	Investment and Operation			Environment and energy, Concession				Loan servicing		PE investment, Daikyo
	Retail	Banking, Consumer finance, Gurantee			Life insurance, HLIKK					
	Overseas Business		Leasing, Loan		Asset Management, Houlihan Lokey			Bond investment	Aircraft, Ships	PE investment



#### **Management Targets from FY2019.3 to FY2021.3**

**Profit Growth** 

Annual net income growth at between 4-8%

**Capital Efficiency** 

**ROE above 11%** 

**Financial Soundness** 

Maintain single A credit rating

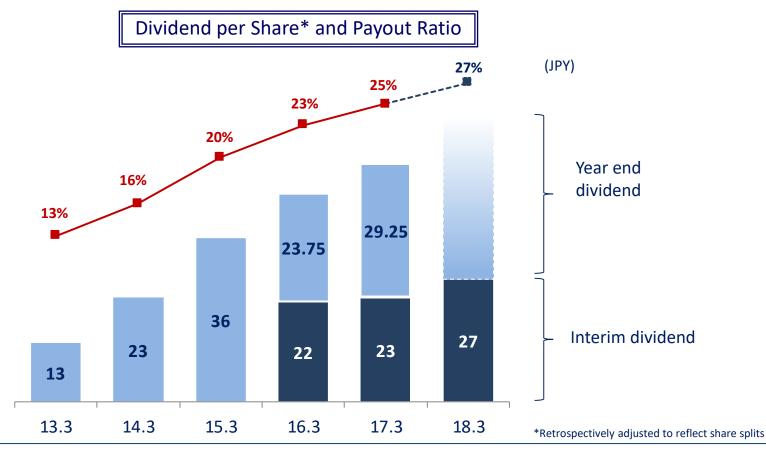
**ERM** with global best practice

#### **Shareholders returns policy**

- Dividend payout ratio target at 27%
- Share buyback as proactive capital management



- ✓ Interim dividend at 27 yen per share, up by 17% YoY
- ✓ Dividend payout ratio at 27% for FY18.3
- ✓ Maintain the optimal balance between investment opportunities for sustainable future profit growth and stable dividend growth

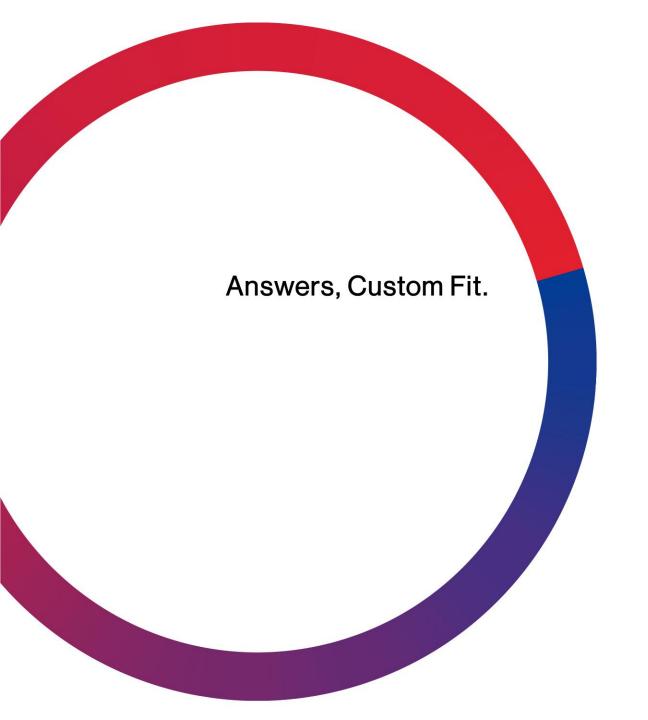


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- Some of the financial information in these materials is unaudited.
- The Company believes that it will be considered a "passive foreign investment company" for United States Federal income tax purpose in the year to which these consolidated financial 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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