

## Contributing to Society through Our Businesses

ORIX is committed to contributing to society through its businesses. We consistently create new value and provide it to society with the goal of remaining a company that society needs. We will continue to proactively address social issues and needs to provide value that is unique to ORIX.

### ORIX Initiatives for Transition to a Carbon-free Society

We are committed to popularizing renewable energy including solar, biomass, geothermal and wind to support the transition to a carbon-free society now in progress in countries worldwide. Our solar power generation business in Japan had projects with a capacity of 990MW\* as of March 31, 2017, making us one of the largest solar power producers in Japan. We will leverage the expertise we have acquired to invest in the environment and energy businesses overseas, including renewable energy power generation.

\*Total of the mega-solar power generation business and the rooftop solar power generation business; 570MW of capacity is online.

#### Renewable Energy Business (Japan)

##### ● Mega-solar power generation business

We lease idle land throughout Japan that is owned by municipalities, companies and other organizations, on which we construct and operate large-scale solar power generation facilities. These mega-solar projects have a maximum output of over 1,000kW (1MW). Mega-solar facilities are long-term projects that generate power for 20 years after the period from construction to the start of operation, and involve numerous stakeholders along the way. As the business owner, ORIX focuses on safe and stable management of all aspects of the project. Operation and maintenance are key to stable power plant operations. ORIX outsources solar power plant maintenance and administration to highly reliable industry players, and keeps tabs on the status of each plant at all times using remote monitoring systems to maintain high quality of efficient power generation.



ORIX Awaji Mega-Solar Power Plant (Awaji, Hyogo Prefecture)

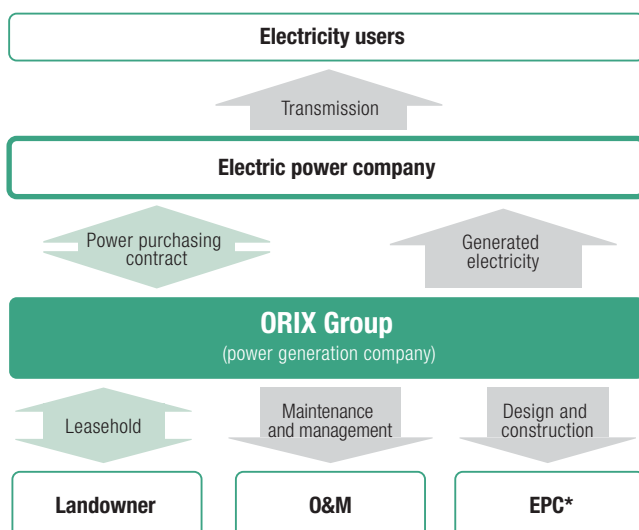
##### ● Biomass power generation business

We operate the Agatsuma Biomass Power Plant, a wood chip-fired thermal power station in Higashiagatsuma, Gunma Prefecture. Wood chips are a biomass substitute for fossil fuels that enable reduced CO<sub>2</sub> emissions, and the plant generates environmentally friendly electricity because it uses thermal recycling technology. The Agatsuma Biomass Power Plant has a power generation capacity of 13.6MW, and annual power transmission was 82 million kWh in FY2017.3.

Sourcing quality wood chips is crucial for stable power supply. The plant uses waste wood from construction and tree trimming, and also employs thinned timber that formerly went unused. We collaborate with Higashiagatsuma and the local forestry association to support local forest maintenance and increase the recycling rate for wood chips. Appropriate processing of ash from combustion is also important. The plant outsources this function to recycling companies so that ash from combustion is used effectively.



Agatsuma Biomass Power Plant



\* EPC: Engineering, procurement and construction

## Renewable Energy Business (Overseas)

### ● Wind power business in India

We are developing and operating a wind power business in India with generation capacity of 1,004MW in collaboration with an Indian infrastructure development and investment company, INFRASTRUCTURE LEASING & FINANCIAL SERVICES LIMITED. This business has developed a total of 26 wind power plants in seven southwestern Indian states that have good wind conditions. The generated power is mainly sold to state power companies under a feed-in tariff scheme, and also partially sold to commercial-scale utility customers.



Karnataka state



Madhya Pradesh state

### ● Hydropower business in Vietnam

ORIX has a stake in Bitexco Power Corporation (BPC), a hydropower generation company in Vietnam. BPC operates or is constructing 18 hydropower plants in Vietnam. The largest player in the hydropower generation business, BPC has a gross power capacity of 970MW.



The DakMi 4 power station, which is owned and operated by BPC

### ● Solar power generation business in the United States

We collaborate with IGS Solar to install solar panels on the roofs and land of properties including commercial facilities and schools, and then sell the electricity generated to the host property. Panels are installed or under construction at 13 properties in seven states throughout the United States, with total output projected at 20,000kW.

## Investment in the Environment and Energy Business

### ● Asia Climate Partners: Managing a fund that invests in environment and energy in Asia

We are collaborating with Robeco Groep N.V., an asset management company in the ORIX Group, and the Asian Development Bank in joint venture Asia Climate Partners (ACP). ACP is one of the largest private equity funds in Asia that specializes in companies involved in environmental amelioration and carbon reduction. Government agencies, banks and insurance companies in Japan and overseas are also ACP investors. Based in Hong Kong, ACP is a team of experienced private equity investment professionals who explore opportunities to invest in renewable energy, clean technology, natural resource efficiency, water, agriculture and other environment-friendly businesses.

#### Target investment regions

China, India and Southeast Asia

#### Target investment sectors

Renewable energy, more efficient resource use, and environmental businesses

#### Investment performance (as of March 31, 2017)

- ColdEX Logistics, a cold chain logistics company in India
- Fluidic, a storage battery manufacturer operating throughout Asia
- Skeiron, a wind power generation company in India
- Panda Green Energy Group Limited, a solar power generation company in China

## ORIX Initiatives for More Efficient Use and Supply of Energy

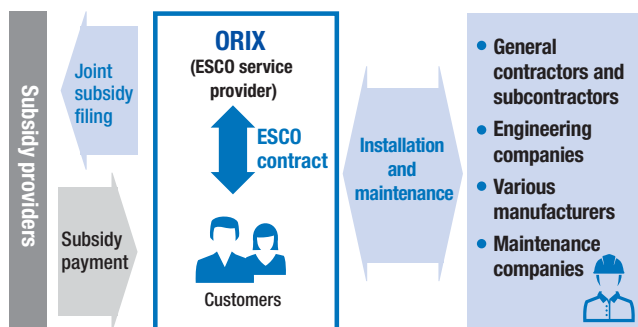
ORIX is involved in various businesses including energy-saving services, storage battery system rental services and electric power retailing. We contribute to efficient energy use and supply by providing products and services aligned with customer needs that save energy and reduce energy costs.

### Efficient Energy Use

#### ● Energy-saving services (ESCO services)

Energy service company (ESCO) services save energy and raise productivity. ESCOs charge a set amount for installation cost, maintenance cost and the cost of assessing the energy conservation benefits which pertain to equipment such as production facilities and power generation facilities in factories and buildings. Energy cost reductions cover the fees that ESCOs charge and eliminate the burden of up-front expenses. Many companies and municipalities have adopted our methods for simultaneously saving energy, raising productivity and reducing costs, and we had a track record of approximately 700 engagements as of March 31, 2017.

ORIX ascertains the status of customer energy use with energy diagnostics, and then provides comprehensive services that range from proposing to implementing energy-saving techniques. We address various property applications by selecting optimal equipment and items without specific manufacturer limitations, and we continue to provide support including operation and maintenance of equipment, energy conservation monitoring and verification, and operations consulting.

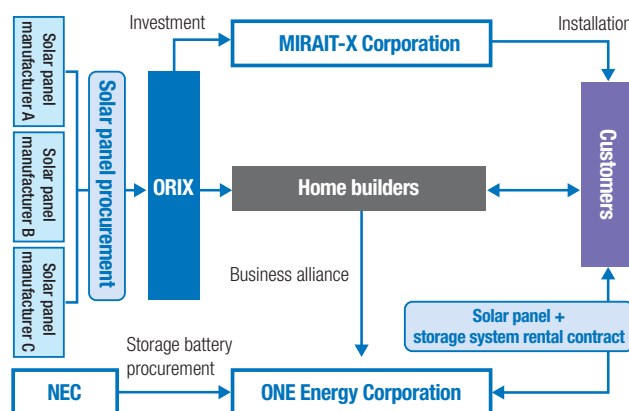


#### ● Storage battery system rental services

ONE Energy, the shares of which are owned by ORIX and NEC Corporation (NEC), provides rental services for small storage systems for general households. We cooperate with home builders and other partners to offer rental household storage systems for single-family homes.

Customers benefit from these systems because they can reduce their electricity bill by storing cheap electricity at night and using it during the day, thus helping to reduce peak power demand. The system also serves as an emergency power supply during power failures. ONE

Energy's services include combining power storage systems and solar power generation systems. This combined system lets customers save or sell the surplus solar power they generate.



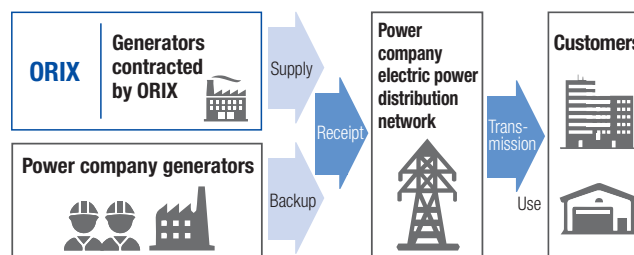
### Efficient Energy Supply

#### ● Electric power retailing

ORIX is a Power Producer and Supplier in Japan, which means we are an electric power retailer. ORIX primarily provides discounted power to corporate customers for their high-voltage and extra-high-voltage facilities. We operate in the service areas of Tohoku Electric Power, Tokyo Electric Power, Chubu Electric Power, Kansai Electric Power, and Chugoku Electric Power. Electricity sales for FY2017.3 totaled 2,296.4 million kWh, and we supplied electric power to about 10,000 facilities as of March 31, 2017.

We provide a free website service that visualizes electric power use for customers under contract. An overview of the service is as follows.

- Confirm monthly electricity consumption, electricity charge, and usage records for every 30-minute increment. Data can be downloaded.
- Customers with multiple facilities under contract can compare each facility's data with the list.



## ORIX Initiatives for the Creation of a Society That Reuses and Recycles

ORIX provides an array of services to help create a society that emphasizes the extended use of things of value and a society that recycles, reuses resources, and effectively uses natural resources to reduce the generation of waste and environmental loading. We have businesses that recycle waste as resources, appropriately dispose of and recycle rubbish, reuse vehicles and equipment, and provide products and services with outstanding environmental performance.

### Recycling Waste as Resources and Appropriately Disposing of and Recycling Rubbish

#### ● Businesses that recycle waste as resources and support waste disposal

ORIX Environmental Resources Management operates a zero emissions<sup>1</sup> facility (Yorii Plant) that uses cutting-edge thermal decomposition, gasification and reforming methods in Yorii, Saitama Prefecture. It is a private finance initiative project with Saitama Prefecture. A key feature of the facility is that it achieves 100% recycling by gasification melting of waste products at a temperature of roughly 2,000°C. The plant can process 450 tons of waste per day, making it one of the largest private-sector incineration and melting facilities in Japan in terms of processing capacity. The waste passes through various processes to be reused as resources such as material for asphalt (slag) and road de-icing agent (industrial salts). The syngas produced during melting is refined and used to fuel a high-efficiency generator for power generation facilities at the site, and surplus electricity is sold to a power company. We set strict limits on emissions and minimize environmental loading to the greatest extent possible. We limit dioxins to one-tenth the legal limit and have voluntary restrictions on other emissions as well.

In addition to industrial waste from companies, the Yorii Plant is capable of accepting household waste that exceeds the processing capacity of local governments. We have enhanced our services to complement the municipal waste disposal operations of nearby local governments and have contracts with about 50 municipalities. In addition, the plant serves as a backup waste processor when municipal processing facilities are shut down due to major repairs, renovation or mechanical problems. Recently, we have taken on with increasing frequency waste consigned by local governments when a disaster has generated more waste than they can process, and we have concluded post-disaster waste disposal backup agreements with multiple municipalities.

Zeeklite Co., Ltd., a subsidiary of ORIX Environmental Resources Management, operates one of the largest controlled landfills in Japan. Our organization therefore provides final disposal as well as waste incineration and melting at the Yorii Plant, making us a single source that can address a wide range of corporate and local government waste requirements.



ORIX Environmental Resources Management's Yorii Plant



Zeeklite's Ecoport Landfill

1. Complete use of waste as resources or for other purposes to eliminate unnecessary waste emissions.

#### ● Rubbish reuse, recycling and proper processing support, and metal recycling

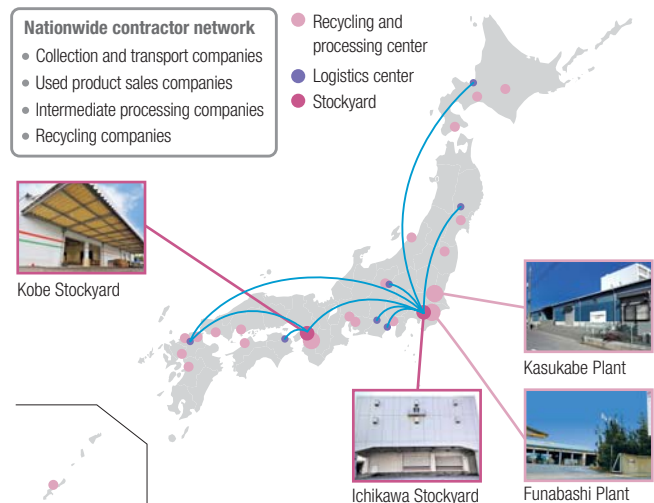
##### Rubbish reuse, recycling and proper processing support (nationwide recycling system)

ORIX Eco Services is building a network that collectively supports the collection, reuse, recycling, and proper disposal of rubbish throughout Japan. We support customer rubbish processing by centrally managing processing company selection and dispatch, sale price determination, cost reduction proposals, and administrative work related to proper disposal to ensure uniform collection and recycling quality and prevent improper processing nationwide. We deal with the diverse needs of our customers through an appropriate processing network in cooperation with collection and transportation companies, used product sales companies, intermediate processing companies, recycling companies and others.

##### Metal recycling (ORIX processing facilities)

ORIX Eco Services operates intermediate processing facilities in Funabashi, Chiba Prefecture and Kasukabe, Saitama Prefecture that mainly handle metal waste such as machinery and office automation (OA) equipment. We provide comprehensive processing of machinery and other waste composed of multiple metals that ranges from collection and storage to primary processing and material recycling, and sort out high-quality metals. Our integrated operations disassemble, erase data, and collect materials from waste such as OA and information technology (IT) equipment that contains rare metals, then sort the materials for recycling.

##### Proper 3R<sup>2</sup> Disposal through a Nationwide Network



2. 3R stands for Reduce, Recycle and Reuse.



## Vehicle and Equipment Reuse

### ● Used vehicle leasing and sales, vehicle purchasing and sales agency

ORIX Auto provides comprehensive automobile services including automobile leasing, automobile rental, car sharing, and vehicle management services. It had 1.28 million vehicles under management as of March 31, 2017, among the largest in Japan. We also leverage our vehicle expertise in businesses that make use of used vehicles. We operate our own auctions to distribute used vehicles, and recycle used vehicles for parts.

In addition to used vehicles that we had offered through our leasing and rental car businesses, we distribute vehicles purchased from corporate and individual customers, and used vehicles from our sales agency service for corporate customers. Used vehicles from our leasing and rental businesses are of particularly good quality because we regularly maintain and inspect them.

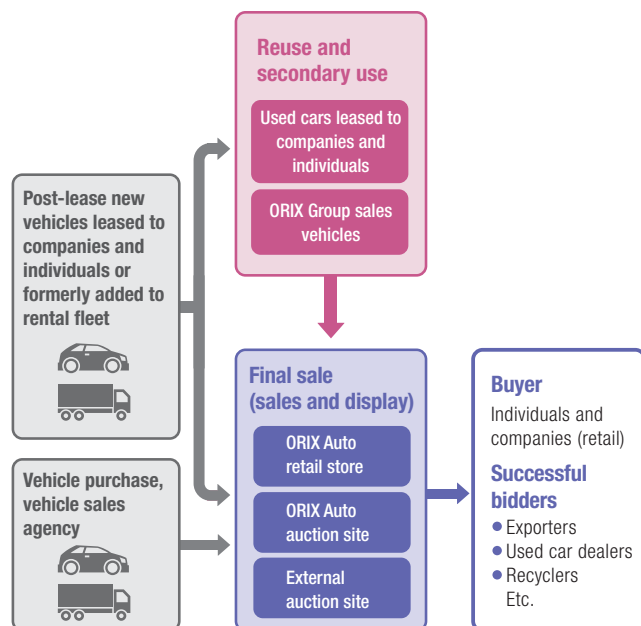
We rigorously and comprehensively inspect used vehicles. We only offer those that meet our standards for sale or lease at retail outlets. We hold auctions at our own sites nationwide for the remaining used vehicles to sell them to other companies. We disassemble vehicles that we cannot resell and recycle them for parts.



Auction site



Used product sales display



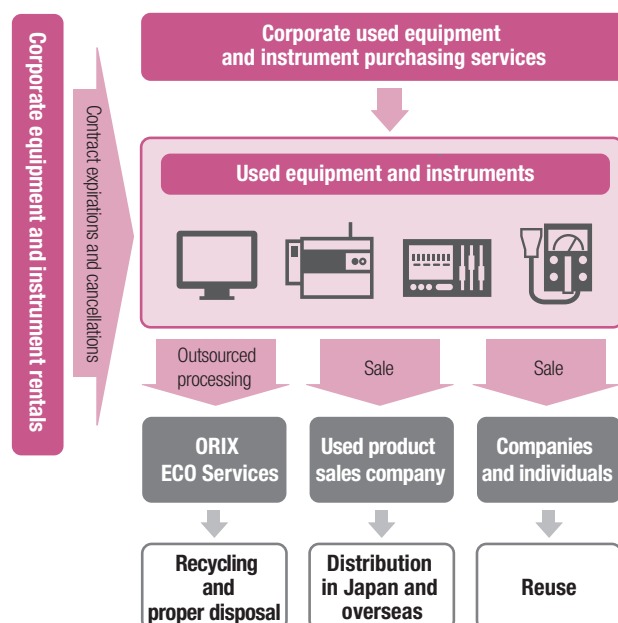
### ● Used equipment sales

ORIX Rentec offers rental services for high-tech equipment such as electronic measuring instruments, scientific and environmental analysis equipment, and IT equipment. Its rental lineup included 1.64 million units in 32 thousand categories as of March 31, 2017.

We rigorously control the quality of used equipment such as personal computers, servers, test and measurement instruments, and analysis equipment made available by the expiration or cancellation of lease contracts, with inspections to ensure the same level of operation and precision as the equipment we lease. We then sell the used equipment at reasonable prices directly to corporate and individual customers. We also periodically auction equipment to used equipment companies, and sell through websites.

In addition, we offer asset purchasing services for customer instruments, machinery and equipment. Leveraging our rental business pricing and purchasing expertise, we help customers reduce the trouble and costs of disposing of equipment rendered unnecessary by replacement, facility renewal, and plant consolidation or relocation.

We sell the reusable equipment we purchase to used equipment dealers. We outsource the disposal of unsaleable equipment to Group company ORIX Eco Services, which handles recycling and proper disposal.



## Providing Products and Services with Outstanding Environmental Performance

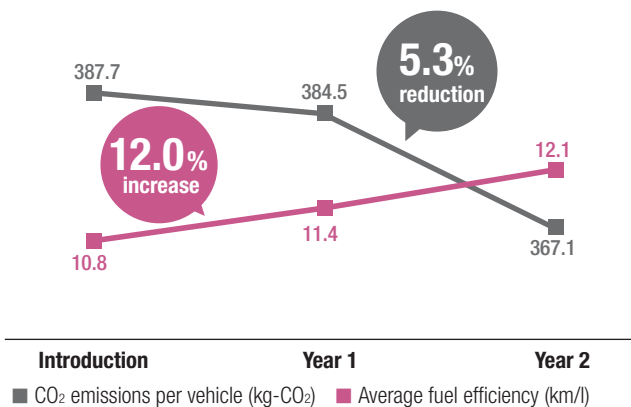
### ● Telematics services

ORIX Auto provides telematics services (e-Telematics) that visualize the operating status of customer vehicles equipped with an onboard communication and GPS device. We acquire information such as driving speed, driver behavior including sudden acceleration and deceleration, fuel consumption, and CO<sub>2</sub> emissions in real time, and analyze these driving data to reduce the environmental load of vehicle use.

Specifically, a designated recipient receives an e-mail when unsafe driving behavior occurs, such as excessive speed or rapid acceleration or deceleration. Drivers want to preclude the transmission of these e-mails, leading to safe, environmentally sound driving that reduces fuel costs, improves fuel economy and reduces CO<sub>2</sub> emissions.

As of March 31, 2017, we provided telematics services for 145 thousand vehicles.

#### Examples of e-Telematics Environmental Benefits



### ● Automobile maintenance services

ORIX Auto offers maintenance lease service packages covering most of the administrative work related to vehicles, such as vehicle procurement, periodic check-ups, mandatory vehicle inspections, payment of various taxes, and accident assistance.

During inspections, we improve fuel economy and reduce exhaust gas in ways such as properly changing or replenishing the oil, checking tire pressure, and replacing worn or deteriorated parts. We also conserve resources by promoting the use of recycled parts when replacing parts during repairs.

ORIX Auto outsourced maintenance to approximately 9,100 garages as of March 31, 2017. We also established ORIX Maintenance Club in 1984 to improve the quality of maintenance, and the major garages we outsource to have joined. Other supporting members include tire and battery manufacturers, property and casualty insurance companies, and oil and parts manufacturers. The club holds national conventions once a year and regional conventions twice a

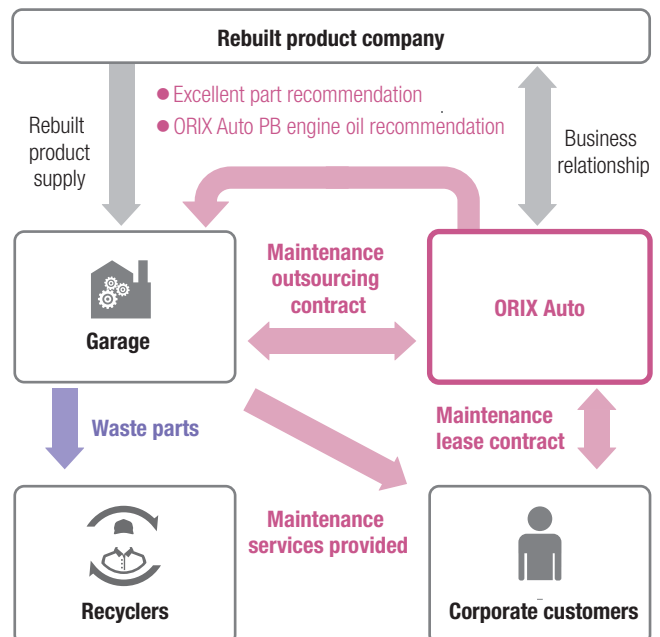
year to share information, and also holds workshops to improve the level of maintenance technology and service. ORIX Auto periodically conducts surveys on the operations of maintenance contractors to confirm that they are providing maintenance necessary for safe driving without providing excessive maintenance.

ORIX Auto supplies garages with rebuilt components for some parts used for vehicle maintenance and repair. Rebuilt components are produced by disassembling and cleaning used components and refurbishing worn and deteriorated parts for reuse, and help reduce CO<sub>2</sub> emissions generated in the process of manufacturing new parts. We have rigorous inspection standards for finished products, which are equivalent to new in performance because of our quality checks. ORIX Auto has relationships with numerous suppliers of rebuilt parts to ensure the availability of high-quality parts when needed. We also select suppliers by conducting annual quality checks, and only work with highly reliable suppliers.

Each garage recycles waste parts from vehicle maintenance and repair as resources through recycling contractors.



Auto garage



## ORIX Initiatives for the Aging Society

Initiatives to create a society in which the elderly can live with peace of mind have become an important issue in the ongoing aging of society. ORIX is resolving such issues through services including senior housing management that provides a secure and comfortable life for seniors, and monitoring services to reduce the accident risk of senior drivers.

### Senior Housing Management

Japan is aging faster than any other country in the world. ORIX Living aims to change nursing care norms and create a completely new standard for senior living and nursing care. As of March 31, 2017, we operate 30 nursing homes and senior residences nationwide that combine living with nursing care and healthcare services. We provide secure and comfortable living with measures such as care lifts at all facilities to reduce the physical and mental burden of residents who are receiving nursing care and the physical burden of nursing care staff. We are introducing nursing robots and IT to further reduce labor and the burden on nursing staff. This allows the staff to spend more time communicating with residents and supports further service improvements.

In addition, we have established the ORIX Living Innovation Center as a research, development and creation base for frontline nursing care. Its objective is to find innovative answers for contemporary frontline nursing care issues. Currently, about 80% of frontline nursing care professionals complain of back pain, and a shortage of 380,000 workers is forecast in 2025. Relying on manual nursing care alone has already reached its limits. Rectifying this situation requires immediate reductions in frontline nursing care labor through the development of new technologies. We are smoothly communicating actual frontline nursing care requirements to organizations including manufacturers and research institutes to contribute to the development of support equipment that is truly useful and easy to use for both those who provide nursing care and those who receive it.

#### Development Outcomes

- Neos + Care®, an infrared range sensor for nursing care providers to monitor seniors in nursing home rooms; jointly developed with Noritsu Precision Co., Ltd.
- Swing Lift CoCoRo, a drop-down in-wall nursing care lift for in-room transfers; jointly developed with Moritoh Corporation
- frasse care plusmotion, an elevating washbasin that adjusts to accommodate a wide range of variables from gender-based differences in physique to wheelchair users; jointly developed with Shibutani Co., Ltd.
- poem, a shoe for senior women that offers good design along with functionality that compensates for declining physical capabilities; jointly developed with Pansy Corporation
- Supervision of a universal mug design that allows seniors to relax when enjoying drinks; manufactured by Nikko Company

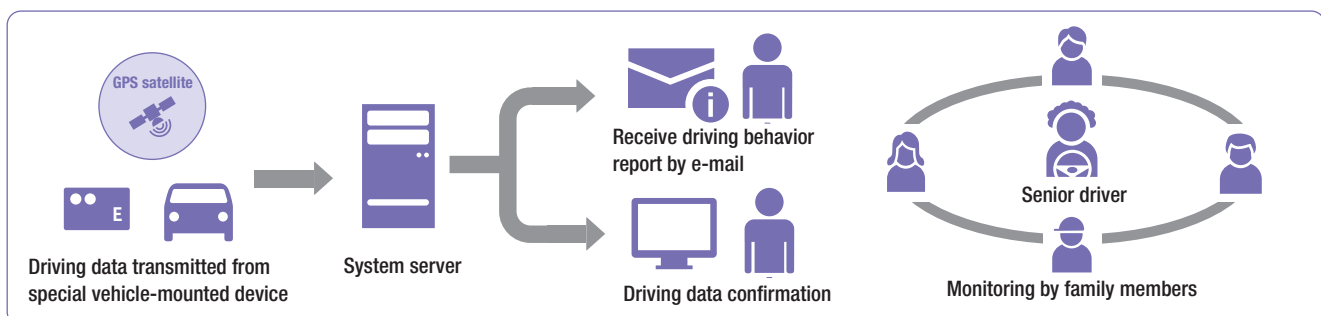
### Telematics Services: Monitoring Services for Elderly Drivers

ORIX Auto launched the Ever Drive monitoring service for the families of senior drivers in February 2017. It reduces accident risk using telematics technology. The proportion of seniors involved in fatal accidents has been rising year by year. The objective of this service is to visualize driving to quickly identify the signs of risky driving.

The service uses a specialized device mounted in the vehicle of the driver the family wishes to monitor, which provides the family with real-time information on driving behavior, including excessive speed and sudden acceleration and deceleration. ORIX Auto began offering the e-Telematics

service to corporate customers in 2006, and leveraged this expertise in developing Ever Drive. Other ancillary driver support services include health consultations with doctors and nurses, a test to check cognitive function, and on-site support in the event of an emergency while on the road. In addition, visualizing senior driver behavior makes noticing changes in behavior due to dementia or other issues easier. ORIX Auto will also analyze the data it collects to develop support services for senior drivers.

Moreover, we will help to work toward a society free of automobile accidents by sharing big data collected via e-Telematics and Ever Drive with municipalities, police, universities and research institutes, hospitals and nursing care facilities.



## ORIX Initiatives for Regional Revitalization

We contribute to regional revitalization through means including the concession business, agriculture business, and Japanese inn operation business. The concession business, which involves managing airports, collaborates with regional companies and governments to increase demand for businesses and tourism. The highly competitive, high-value-added agriculture business and the Japanese inn operation business, which involves the revitalization of traditional Japanese inns to attract more tourists, contribute to the development of regional economies and the creation and expansion of regional employment.

### Concession Business

In the concession business, private enterprises are responsible for the operation of public facilities such as airports, roads, water supply and sewerage, while public entities retain ownership of the facilities. The Japanese government is promoting concessions to revitalize the economy and enhance fiscal soundness, and ORIX is energetically addressing Japan's social issues of aging infrastructure and population decline.

Our first concession project was the operation of Kansai International Airport and Osaka International Airport (Itami Airport), which was the first full-fledged airport management project by the private sector in Japan. Kansai Airports, established by a consortium led by ORIX and VINCI Airports of France, took over the operation of both Kansai International Airport and Osaka International Airport from New Kansai International Airport Company on April 1, 2016. We will continue to operate the airports for a long period of 44 years, and will aim for continuous development of both airports while balancing creativity and dynamism as a private company with our social responsibility as an entity responsible for public infrastructure.

Adding more routes and passengers requires enhancing the attractiveness not only of the airports, but also of the surrounding areas. Kansai Airports is constantly enhancing its airport facilities and is collaborating with local businesses and governments to increase business and tourism demand.



Kansai International Airport

### Agriculture Business

ORIX expects that regulatory reform and changes in the operating environment will make agriculture a growth business over the long term. We intend to contribute to the development of regional economies through a highly competitive, high-value-added agriculture business.

#### Kada Green Farm (Established in October 2004)

We operate a tomato farm in Wakayama Prefecture that is a joint venture with KAGOME CO., LTD. It uses sophisticated technology from the Netherlands to grow fresh tomatoes. This high-tech farm has computers that automatically control temperature, humidity and moisture to create the optimum environment for growing safe and reliable high-quality tomatoes. Kada Green Farm, which began production in 2005 and is now in its thirteenth year, is rooted in the community and has created approximately 200 full- and part-time jobs.

#### ORIX Agriculture (Established in February 2014)

In Hyogo Prefecture, we effectively use a closed school building to operate a plant factory that grows lettuce and other vegetables using completely artificial light. The interior of the factory is sealed off from the outside atmosphere, which enables cultivation without agricultural chemicals due to the reduced risk of contamination and makes the factory resilient to the effects of the seasons and weather. Moreover, the small number of viable bacteria enables vegetables with nutritional value with lower washing costs and environmental loading. Production is stable and highly efficient because replant failure is not an issue. We have created employment in a depopulated area by making effective use of a closed school, and we are producing and consistently supplying safe, reliable and delicious vegetables using rigorous sanitation management.





### ORIX Yatsugatake Farm (Established in April 2015)

In Nagano Prefecture, we established an agricultural corporation in cooperation with Honda Engei Co., Ltd. to produce leafy vegetables such as spinach in hydroponic cultivation facilities using natural light. We control the environment and manage nutrient solutions in the greenhouse to enable 19 efficient harvests throughout the year regardless of the season while creating stable jobs for the community. We employ the ORIX Group's sales network to sell the vegetables produced directly to customers such as retailers, restaurants, and food manufacturers. We intend to establish a more stable production system and an efficient direct distribution and sales model without going through the market, thereby contributing to the local community and expanding regional employment through the revitalization of agriculture.



### Yabu Farm (Established in June 2015)

We established Yabu Farm Corporation, an agricultural production corporation, with Yabu Partners Corporation, a wholly owned corporation of Yabu City, Japan Agricultural Cooperatives Tajima, and local agricultural producers in Yabu City, Hyogo Prefecture, a national strategic special zone known as a mountainous and intermountain agricultural reform district. Yabu Farm has a cooperative system that integrates production, sales and logistics in Yabu City, and is building a new agricultural business model in a disadvantaged mountainous and intermountain area.

Approximately 73% of Japan's land area and 40% of the land under cultivation is located in agriculturally disadvantaged mountainous and intermountain areas. Yabu Farm has become a model agricultural business for such areas throughout Japan, which face issues similar to those of Yabu City. Yabu Farm produces safe, reliable and delicious vegetables through new supply chains and makes agriculture more profitable while promoting further revitalization of communities.

### Smart Agriculture IWATA (Established in April 2016)

A joint venture with Fujitsu Limited and Masuda Seed Co., Ltd. in Shizuoka Prefecture, Smart Agriculture IWATA Co., Ltd. has the goal of agriculture-based regional revitalization. It produces tomatoes, bell peppers, kale and other vegetables in a large-scale, controlled environment facility that uses information and communication technology. The project employs sensors, big data, AI and other technologies to increase the productivity and quality of agricultural products and create a new food and agricultural value chain business model that ranges from seedlings, production and processing to shipping, sales and more. Our goal is to collaborate intensively with the local city of Iwata to contribute to the regional economy through regional branding and the creation of stable employment.

## Operation of Japanese Inns

Since entering the Japanese inn business in 2002, ORIX Real Estate has been involved in the operation of eight hot spring resorts. Our business of rehabilitating long-established Japanese inns in various locations has emphasized protecting the jobs of local employees. Moreover, the increased number of guests drawn by investment in new facilities and improved service levels has also helped to vitalize local economies by increasing the number of tourists.

### Seven Japanese Inns with Hot Springs Operated by ORIX Real Estate

Name	Location	Start of Operation	Rooms	Guest Capacity
Beppu Suginoi Hotel	Beppu Oita Prefecture	September 2002	647	2,914
Onyado Toho	Aizuwakamatsu, Fukushima Prefecture	June 2004	160	860
Otsuki Hotel Wafuukan	Atami, Shizuoka Prefecture	November 2005	28	120
HOTEL MICURAS	Atami, Shizuoka Prefecture	January 2007	62	176
Tateshina Grand Hotel Takinoyu	Chino, Nagano Prefecture	September 2011	145	600
Unazuki Suginoi Hotel	Kurobe, Toyama Prefecture	June 2014	129	726
Hotel Banzo	Hakodate, Hokkaido Prefecture	October 2015	86	286

ORIX began supporting Naruko Hotel from December 2006. The former management team reacquired hotel business rights and assets as of October 31, 2011, and completed the rehabilitation.

Naruko Hotel	Osaki, Miyagi Prefecture	December 2006	128	550
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### Beppu Suginoi Hotel after ORIX Investment

	Occupancy Rate	Guests	Initiatives
2003	52%	251,000	"Tanayu" bath with panoramic view
2008	68%	345,000	Buffet restaurant
2015	100%	628,000	Direct marketing
2016	100%	670,000	Theater style buffet restaurant
2017*	91%	641,000	Open-air buffet restaurant

\* Decrease from previous year due to the effect of the Kumamoto earthquakes in April 2016.



## ORIX Initiatives for a Smart and Resilient Society

We contribute to the realization of a smart, resilient society through the products and services of our rental, auto-related and other businesses. Our rental business supports corporate R&D with an extensive equipment lineup, and also offers leading-edge robot rental services. Our auto-related business is developing special vehicles that address customer needs such as disaster response and operational efficiency.

### Rental Business (Corporate R&D Support)

ORIX Rentec offers rental services for high-tech equipment such as electronic measuring instruments, scientific and environmental analysis equipment, IT equipment and medical devices. Its rental lineup included 1.64 million units in 32 thousand categories as of March 31, 2017. We support R&D and asset optimization with rental terms tailored to customer needs, from short-term leases of less than a month to mid-to-long-term leases of more than one year. We also offer measurement services to support customer outsourcing and IT services to support optimum operation of customer IT assets.

#### ● Robot rental (Support for the smooth introduction of leading-edge robots)

We offer our RoboRen robot rental service to corporate customers. We began with cooperative robot rentals with anticipated uses in industries ranging widely from food and pharmaceuticals to cosmetics. We will expand this lineup with leading-edge robots for the fields of manufacturing, services, nursing and health care, infrastructure, disaster response and construction, where high demand is expected. Companies in a wide range of industries including manufacturing are examining the effective use of robots with increasing urgency due to intensifying competition resulting from technological innovations and labor force contraction caused by the declining birthrate and aging population. At the same time, introducing robots entails high initial costs and requires expertise in areas including operating methods, which is in short supply. ORIX Rentec offers education by expert engineers and phone support, and provides opportunities to check and compare robot motion and operability at Tokyo Robot Lab., a robot showroom.



Robot showroom Tokyo Robot Lab.

### Development and Sale of Special Vehicles

ORIX Auto uses the knowledge it has gained from truck and specialty vehicle leasing to plan and develop mobile bank branch vehicles and mobile office vehicles that are equipped according to customer requirements.

Mobile bank branch vehicles can provide financial services without opening a branch of a financial institution. We began developing them in response to a request from a regional bank whose branches had been damaged in the Great East Japan Earthquake. Financial institutions that are introducing business continuity plans are using these vehicles for disaster preparedness, and they are also increasingly popular as a means to raise operating efficiency in regions where financial institutions are consolidating branches.

We developed the mobile office vehicle to meet customer requirements for reduced working hours and other ways to increase operating efficiency. Our mobile office vehicles are modified work vans equipped with a desk, a chair with storage capabilities, an inverter, an air conditioner and an LED lamp that serve as simple offices and enable office work as time permits. They can improve labor efficiency, reduce employee fatigue, and reduce office rental costs at construction sites and other locations where temporary offices are difficult to install. They can also store power and so are likely to find use in areas affected by disasters.

Data (As of March 31, 2017)

- Mobile bank branch vehicle sales: 62 units
- Mobile office vehicle rental units in inventory: 100 units nationwide



Mobile office vehicle