

Answers, Custom Fit.

# **ORIX** Corporation

First Quarter Consolidated Financial Results For the Three-Month Period Ended June 30, 2017

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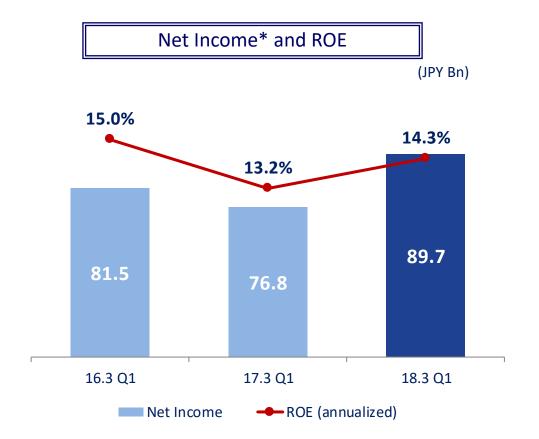
July 31, 2017

(TSE: 8591; NYSE: IX)

## Overview (1)



- ✓ 89.7bn yen in net income, up by 17% YoY
- ✓ Annualized ROE at 14.3%

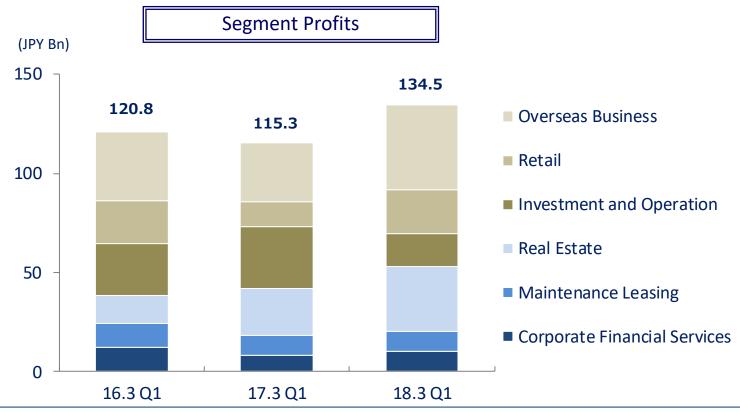


\*Net Income refers to Net Income Attributable to ORIX Corporation Shareholders

# Overview (2)



- ✓ Segment profits at 134.5bn yen, up by 17% YoY
- ✓ Significant growth in Overseas Business, Real Estate and Retail
- ✓ Corporate Financial Services and Maintenance Leasing performed steadily
- Decreased in Investment and Operation due to the absence of the capital gain from PE investment in this quarter

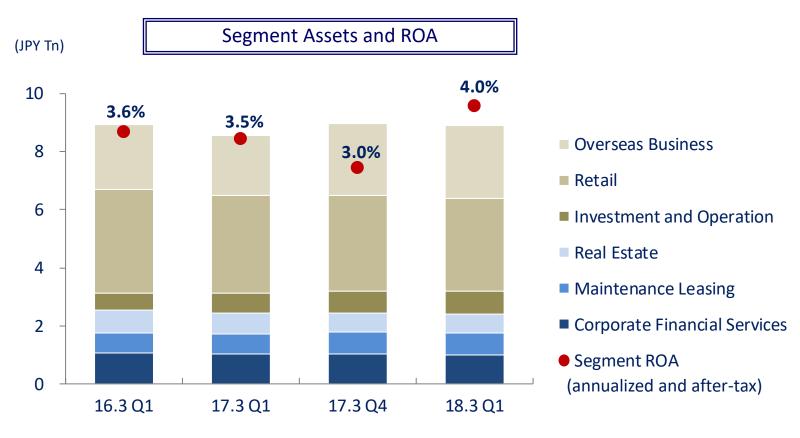


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## Overview (3)



- ✓ Segment assets at 8,901.3bn yen, down by 1% YTD
- ✓ Decreased in Retail assets due to the sale of investment securities by ORIX Life Insurance (OLI) and HLIKK's run-off business
- ✓ Segment Assets ROA rose to 4.0%

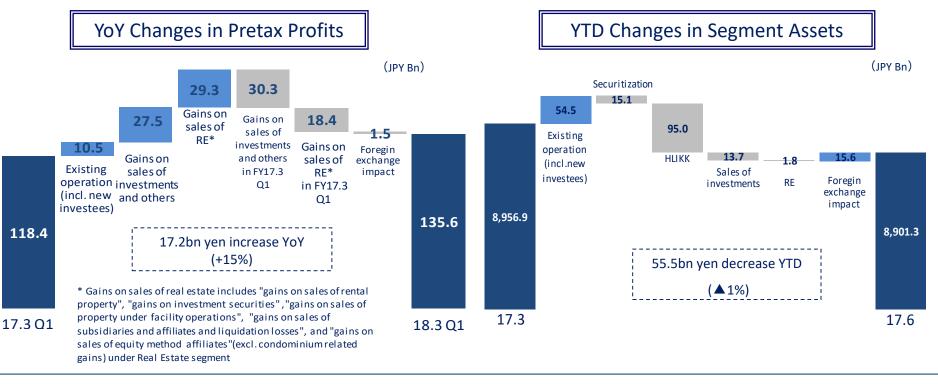


## **Overview (4)**



### Pretax profits: 17.2bn yen increase YoY (+15%)

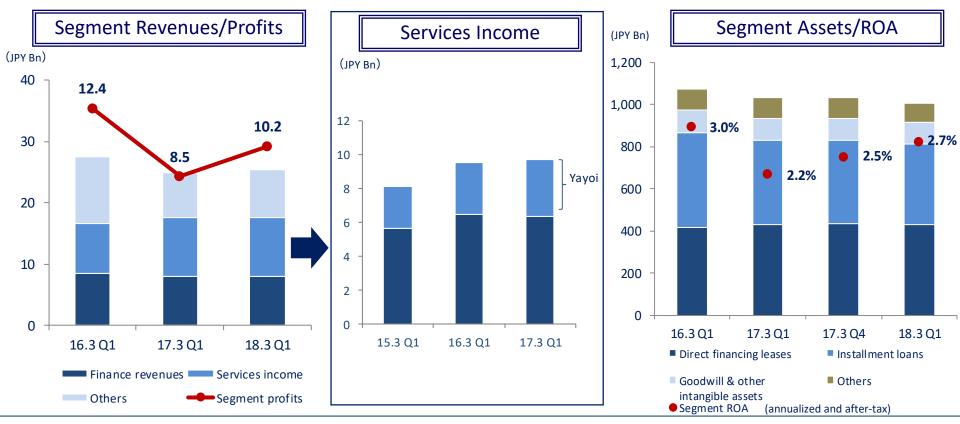
- Concession business, income from PE investment and Environment and energy business made positive contribution as part of the existing operation
- ✓ Profit of HLIKK decreased sharply due to the market fluctuation in the same period last FY
- Segment assets: 55.5bn yen decrease YTD (▲1%)
  - Increased in aircraft and ship-related business as well as auto-related business and banking business in existing operation



## **Segment Performance (1)** Corporate Financial Services



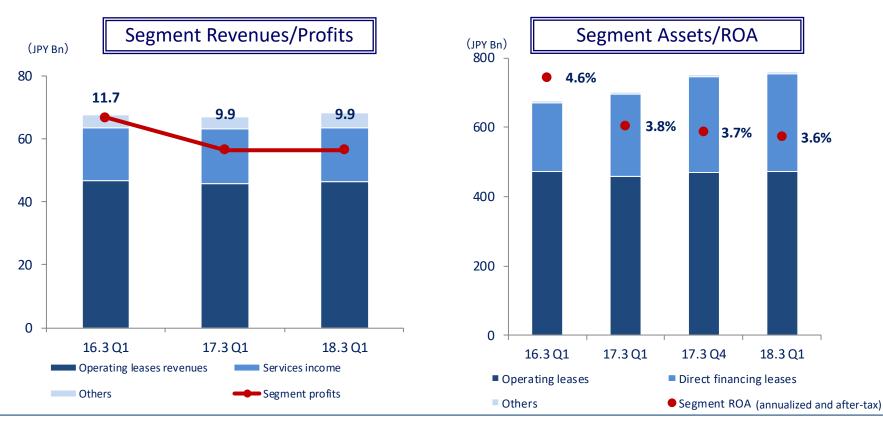
- Segment profits: 10.2bn yen, up by 1.7bn yen YoY (+20%)
  - ✓ Increased in services income YoY
  - ✓ Gains on sales of shares of affiliates were recognized (approximately 2.0bn yen)
- Segment assets: 1,007.4bn yen, down by 24.7bn yen YTD (▲2%)
  - ✓ Installment loan balance decreased



## **Segment Performance** (2) Maintenance Leasing



- Segment profits: 9.9bn yen, remained flat YoY (+0%)
  - ✓ Revenue from auto-related business increased due to the increase of assets, despite of lower gains on sales of used cars
- Segment assets: 759.6bn yen, up by 7.1bn yen YTD (+1%)
  - ✓ Increased in new auto leases



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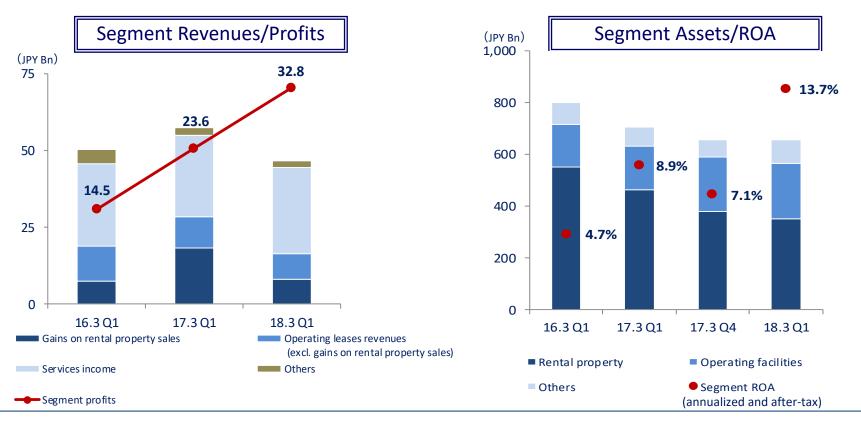
## **Segment Performance (3)** Real Estate

Segment profits: 32.8bn yen, up by 9.2bn yen YoY (+39%)

✓ Realized gains from well-timed sales of real estate assets

Segment assets: 655.9bn yen, down by 1.8bn yen YTD ( $\triangle 0\%$ )

✓ Assets decreased due to rental property sales

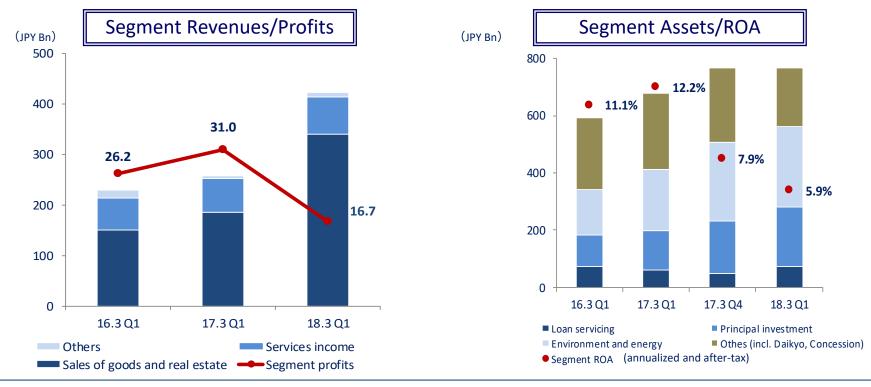


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## Segment Performance (4) Investment and Operation



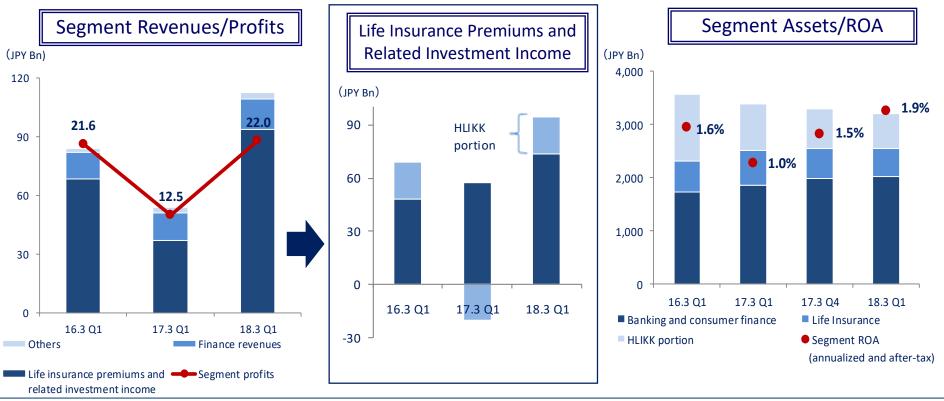
- Segment profits: 16.7bn yen, down by 14.3bn yen YoY (▲46%)
  - Profit from environment and energy business and concession business increased steadily, while the profit in PE investment decreased due to the absence of the large capital gain in this quarter
- Segment assets: 768.4bn yen, down by 0.3bn yen YTD (▲0%)
  - ✓ Assets in environment and energy business increased, while investment securities decreased



## Segment Performance (5) Retail

ORIX

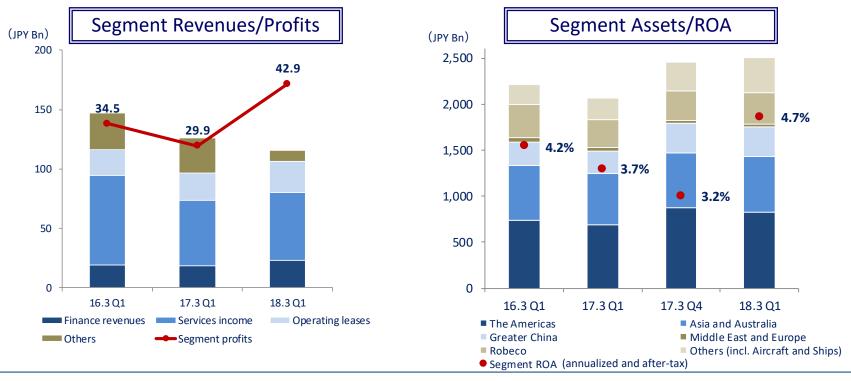
- Segment profits: 22.0bn yen, up by 9.5bn yen YoY (+76%)
  - Life insurance premiums increased
  - Profits of HLIKK also increased compared to previous fiscal year when its profits dropped sharply
- Segment assets: 3,201.7bn yen, down by 89.9bn yen YTD (▲3%)
  - ✓ Assets decreased due to sales of bonds in OLI and run-off in HLIKK portfolio
  - Increased in banking business



## Segment Performance (6) Overseas Business



- Segment profits: 42.9bn yen, up by 13.0bn yen YoY (+44%)
  - 0.5bn yen increased due to FX rate fluctuation
  - ✓ Gains on sales of Asian PE investment and Houlihan Lokey shares were recognized
- Segment assets: 2,508.3bn yen, up by 54.1bn yen YTD (+2%)
  - ✓ 15.6bn yen increased due to FX rate fluctuation
  - Assets of aircraft and ship-related operation increased, while assets of securities decreased due to sales of investment securities in the Americas

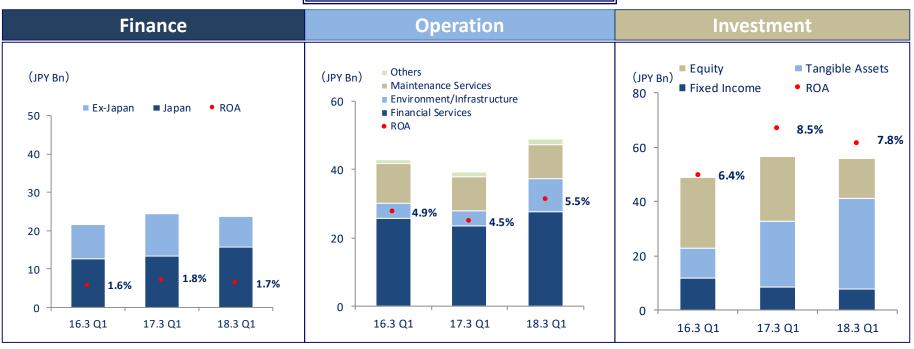


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## **Performance in Three Categories**



- ✓ Operation: Profit growth in environment and energy business, concession business, Life insurance and Robeco
- ✓ Investment: Strong profit growth in Tangible assets such as real estate and aircraft, while gain on sales of equity investment decreased YoY



Segment Profits (3 Categories)

(\*1) FY16.3 Q1 and FY17.3 Q1 Segment Profits in Operation excludes ordinary profit/loss contribution from HLIKK

(\*2) FY18.3 Q1 Segment Profits in Operation excludes capital gain from the sale of Houlihan Lokey shares and ordinary profit/loss contribution from HLIKK



Q1 net income achieved at 89.7bn yen, up 17% YoY, annualized ROE at 14.3%

Continuously focus on "Operation" and "Investment"

Establish a cycle for generating stable earnings while turning over assets

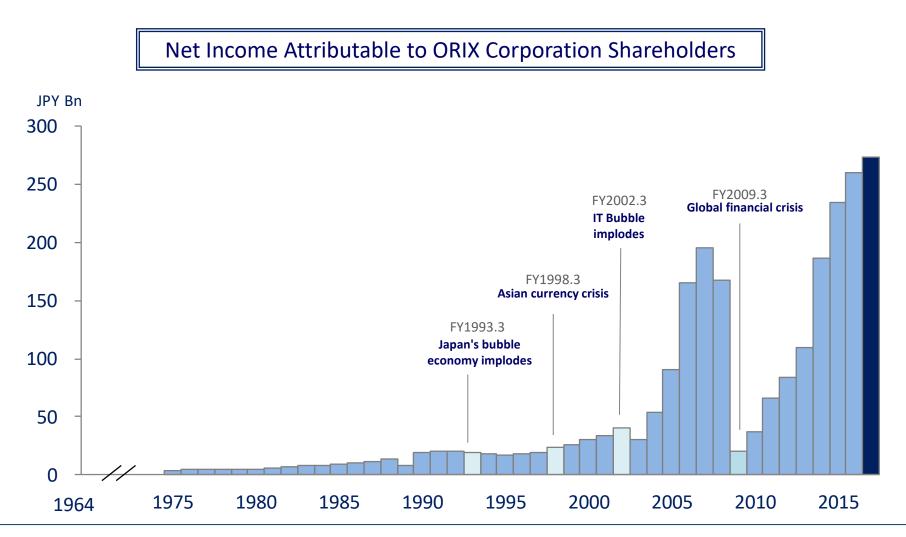


# Appendix

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

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✓ ORIX has achieved 52 years of sustained, profitable growth



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### About ORIX Evolving and Dynamic Portfolio

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

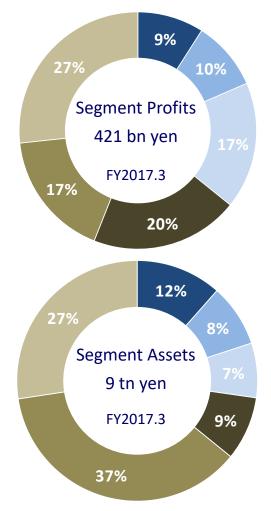


### **About ORIX** Business by Segment



 ✓ 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			



### About ORIX Global Network

 ✓ ORIX has spread its business globally by expanding operations in 36 countries and regions worldwide







	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Total Revenues	2,369.2	2,678.7	587.9	792.3	135%
Net Income *1	260.2	273.2	76.8	89.7	117%
Segment Assets	8,972.4	8,956.9	8,570.2	8,901.3	104%
Total Assets	10,992.9	11,231.9	10,762.9	11,317.9	105%
Shareholders' Equity	2,310.4	2,507.7	2,327.0	2,525.3	109%
Shareholders' Equity Ratio	21.0%	22.3%	21.6%	22.3%	+0.7%
ROE	11.7%	11.3%	13.2%	14.3%	1.1%
Return on Segment Assets (ROA)	2.87%	3.05%	3.50%	4.02%	0.52%
D/E Ratio	1.9x	1.7x	1.8x	1.7x	-0.1x

\*1 Net Income Attributable to ORIX Corporation Shareholders



	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Corporate Financial Services	42.4	38.0	8.5	10.2	120%
Maintenance Leasing	42.9	39.8	9.9	9.9	100%
Real Estate	42.9	72.8	23.6	32.8	139%
Investment and Operation	57.2	85.0	31.0	16.7	54%
Retail	51.8	72.9	12.5	22.0	176%
Overseas Business	142.9	112.3	29.9	42.9	144%
Total Segment Profits	380.1	420.8	115.3	134.5	117%



	16.3	17.3	16.6	17.6	Change (YTD)
Corporate Financial Services	1,049.9	1,032.2	1,033.2	1,007.4	98%
Maintenance Leasing	731.3	752.5	700.4	759.6	101%
Real Estate	739.6	657.7	705.6	655.9	100%
Investment and Operation	704.2	768.7	678.6	768.4	100%
Retail	3,462.8	3,291.6	3,384.5	3,201.7	97%
Overseas Business	2,284.7	2,454.2	2,067.8	2,508.3	102%
Total Segment Assets	8,972.4	8,956.9	8,570.2	8,901.3	99%

### Appendix(4) Income Statement Data



#### (JPY Bn)

	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Finance revenues	200.9	200.6	48.1	54.0	112%
Gains on investment securities and dividends	35.8	30.3	4.0	10.3	257%
Operating leases	128.8	155.1	44.8	34.9	78%
Life insurance premiums and related investment income	68.1	95.8	16.5	25.9	157%
Sales of goods and real estate	85.8	86.5	23.5	20.1	85%
Services income	289.8	286.6	73.0	78.1	107%
Gross Profits*1	809.2	854.9	210.0	223.3	106%
Interest expense	72.8	72.9	18.1	19.1	106%
Selling, general and administrative expenses	422.7	418.7	102.6	106.0	103%
Provisions/Impairments	29.7	38.4	3.3	5.9	181%
Other (income) and expense, net	-3.7	-4.4	-1.4	0.3	-23%
Operating Income	287.7	329.2	87.4	92.0	105%
Equity in Net Income of Affiliates	45.7	26.5	6.2	29.1	467%
Gains on Sales of Subsidiaries and Affiliatesetc	57.9	69.2	24.8	14.5	59%
Income before Income Taxes	391.3	425.0	118.4	135.6	115%
Net Income Attributable to ORIX Corporation Shareholders	260.2	273.2	76.8	89.7	117%

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

### Appendix(5) Funding



#### (JPY Bn)

Funding	16.3	17.3	16.6	17.6	Change (YoY)
СР	102.4	50.1	35.9	132.1	96.2
Borrowings from Financial Institutions	2,970.6	2,958.2	2,863.3	3,002.5	139.2
Bonds / MTN	938.1	885.1	953.9	881.4	-72.5
Deposits	1,398.5	1,614.6	1,428.2	1,655.2	227.0
ABS, CMBS	275.5	245.1	283.1	241.3	-41.8
Short-term Debt, Long-term Debt and Deposits	5,685.0	5,753.1	5,564.5	5,912.6	348.1
Share of Long-Term Debt	92%	93%	94%	91%	-3%

Liquidity (excl. ORIX Bank, ORIX Life Insurance)	16.3	17.3	16.6	17.6	Change (YoY)
Cash and Cash Equivalents (1)	588.7	586.6	666.5	610.9	-55.6
Available Commitment Line (2)	389.9	394.0	361.5	389.5	28.0
Liquidity (1+2)	978.6	980.6	1,028.1	1,000.3	-27.8
Marketable Short-term Debt (3) *1	362.3	290.9	334.6	331.2	-3.4
Liquidity Coverage Ratio (1+2)/(3)	270%	337%	307%	302%	-5%

Funding Costs (including Deposits)	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Domestic Currency	0.64%	0.50%	0.55%	0.42%	-0.13%
Foreign Currency	2.74%	2.80%	2.74%	2.74%	0.00%

\*1 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



	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Finance revenues	34.2	30.2	8.1	7.9	98%
Operating leases	25.5	25.6	6.0	5.7	95%
Services income	35.7	40.6	9.5	9.7	102%
Sales of goods and real estate and others	11.7	6.6	1.4	2.0	149%
Segment Revenues	107.2	103.0	25.0	25.4	102%
Segment Expenses	65.5	68.0	16.8	17.3	103%
Segment Profits	42.4	38.0	8.5	10.2	120%
Investment in Direct Financing Leases	431.6	433.9	430.0	429.9	
Installment Loans	411.8	398.6	400.3	383.7	
Segment Assets	1,049.9	1,032.2	1,033.2	1,007.4	
ROA	2.59%	2.50%	2.23%	2.74%	



	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Finance revenues	12.1	13.0	3.1	3.5	114%
Operating leases	188.8	187.2	45.8	46.4	101%
Services income	66.8	66.3	17.3	17.3	100%
Segment Revenues	271.7	270.6	67.2	68.3	102%
Segment Expenses	228.7	230.8	57.3	58.2	101%
Segment Profits	42.9	39.8	9.9	9.9	100%
Investment in Direct Financing Leases	245.3	277.5	236.2	282.9	
Investment in Operating Leases	481.0	469.8	459.4	471.8	
Segment Assets	731.3	752.5	700.4	759.6	
ROA	4.10%	3.66%	3.78%	3.58%	



	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Finance revenues	6.7	2.3	0.4	0.5	122%
Operating leases	60.3	88.2	28.4	16.5	58%
Gains on Rental Property Sales	16.1	49.7	18.2	8.2	45%
Services income	110.6	112.6	26.6	27.9	105%
Sales of goods and real estate and others	13.9	9.0	1.9	1.6	84%
Segment Revenues	191.5	212.1	57.3	46.5	81%
Segment Expenses	154.6	143.1	34.4	35.1	102%
Segment Profits	42.9	72.8	23.6	32.8	139%
Investment in Operating Leases	375.1	298.2	352.4	280.7	
Property under Facility Operations	177.5	185.0	175.8	185.6	
Advances for Investment in Operating Leases	38.5	18.6	30.0	17.2	
Investment in Affiliates	91.0	99.3	90.9	114.1	
Segment Assets	739.6	657.7	705.6	655.9	
ROA	3.62%	7.12%	8.92%	13.66%	



#### Breakdown of Real Estate Segment Assets

(JPY Bn)

		16.3	17.3	16.6	17.6	Change (YTD)
Re	ntal Property	493.4	378.8	463.2	352.3	93%
	Under Lease	406.1	322.1	386.5	308.3	96%
	Under Development	87.3	56.7	76.7	44.0	78%
Op	erating Facilities	168.1	211.2	170.5	213.1	101%
	Hotels and Inns	75.3	73.4	76.7	74.4	101%
	Golf Courses	53.7	53.9	54.2	54.6	101%
	Others	39.1	83.9	39.6	84.1	100%
Ot	hers	78.1	67.7	71.9	90.5	134%
То	tal	739.6	657.7	705.6	655.9	100%

#### Rental Property Sales/Gains

	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Amount of Rental Property Sales	96.4	106.5	40.2	22.8	57%
Gains on Rental Property Sales	16.1	49.7	18.2	8.2	45%

### Appendix(10) Investment and Operation



	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Finance revenues	12.6	10.7	2.7	2.2	82%
Gains on investment securities and dividends	10.3	13.0	0.7	3.1	416%
Sales of goods and real estate	718.9	938.4	184.9	339.7	184%
Services income	277.2	299.7	67.5	75.4	112%
Segment Revenues	1,028.4	1,272.0	258.0	422.5	164%
Segment Expenses	983.2	1,224.3	248.8	407.7	164%
Equity in Net Income of Affiliates and others	12.1	37.3	21.7	1.8	8%
Segment Profits	57.2	85.0	31.0	16.7	54%
Installment Loans	76.0	56.4	68.7	58.0	
Investment in Securities	71.7	51.5	67.7	40.2	
Property under Facility Operations	130.6	187.7	153.7	189.3	
Inventories	98.0	112.8	107.0	118.2	
Investment in Affiliates	108.2	71.5	67.5	70.2	
Segment Assets	704.2	768.7	678.6	768.4	
ROA	5.58%	7.88%	12.23%	5.92%	



	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Finance revenues	55.3	59.2	14.1	15.3	108%
Life insurance premiums and related investment income	190.8	297.9	37.1	94.0	253%
Services income and others	8.2	11.6	2.8	3.3	119%
Segment Revenues	254.3	368.7	54.0	112.6	208%
Segment Expenses	203.3	295.8	41.5	90.6	218%
Equity in Net Income of Affiliates and others	0.8	0.0	0.0	0.0	-
Segment Profits	51.8	72.9	12.5	22.0	176%
Installment Loans	1,496.4	1,718.7	1,545.8	1,764.7	
Investment in Securities	1,893.6	1,509.2	1,767.0	1,374.0	
Segment Assets	3,462.8	3,291.6	3,384.5	3,201.7	
ROA	0.96%	1.47%	1.00%	1.85%	



	FY16.3	FY17.3	17.3 Q1	18.3 Q1	Change (YoY)
Finance revenues	75.0	81.3	18.8	23.4	124%
Gain on investment securities and dividends	16.1	13.3	2.3	6.0	268%
Operating leases	92.0	88.5	22.7	26.2	115%
Services income	250.1	216.7	55.1	56.6	103%
Segment Revenues	526.0	458.9	125.8	115.8	92%
Segment Expenses	452.2	386.8	100.6	89.9	89%
Equity in Net Income of Affiliates and others	69.0	40.2	4.7	17.0	362%
Net Income Attributable to Redeemable Noncontrolling Interests	-7.8	-2.3	-2.0	-0.3	-
Segment Profits	142.9	112.3	29.9	42.9	144%
Investment in Direct Financing Leases	351.0	357.7	313.0	363.3	
Installment Loans	407.9	457.4	386.0	480.2	
Investment in Operating Leases	375.4	420.2	329.4	456.2	
Investment in Securities	383.2	465.9	318.3	433.6	
Investment in Affiliates	305.7	332.2	296.0	332.0	
Segment Assets	2,284.7	2,454.2	2,067.8	2,508.3	
ROA	4.26%	3.24%	3.75%	4.72%	

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#### Overseas Business segment assets breakdown

By Region	16.3	17.3	16.6	17.6	Change (YTD)
The Americas	787.2	879.3	693.9	825.1	94%
Asia and Australia	592.3	593.6	553.4	609.1	103%
Greater China	260.3	315.6	239.3	318.5	101%
Middle East and Europe	49.3	36.5	45.1	35.1	96%
Robeco	340.9	317.3	304.3	339.3	107%
Aircraft and Ships	242.9	296.8	219.8	371.4	125%
Others	11.8	15.0	12.0	9.8	66%
Total	2,284.7	2,454.2	2,067.8	2,508.3	102%

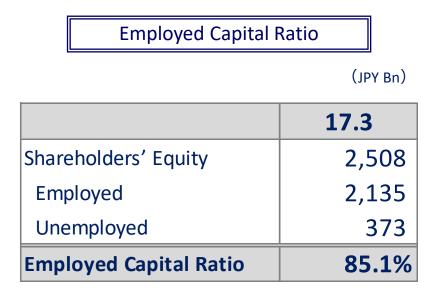
### **Appendix(14)** Business Portfolio in Three Categories



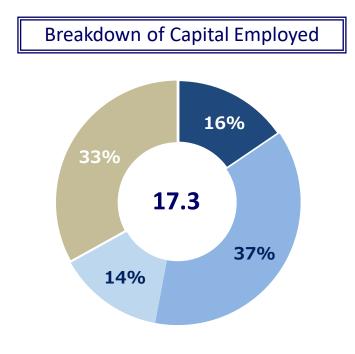
		Financ	ce	Operation			Investment			
	Main Risk	Credit r	isk	Operation/Business risk				Market risk		
Categories	Capital Requirement	Low		Medium-High				High		
		Japan	Overseas	Environment/ Infrastructure	Financial Services	Maintenance Services	Others	Fixed Income	Tangible Assets	Equity
	Corporate Financial Services	Leasing, Loan, Fee business					Yayoi			New business development
	Maintenance Leasing					ORIX Auto, ORIX Rentec				
Commente	Real Estate			Facilities operation	REIT, RE investment advisory				RE investment	
Segments	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

### Appendix (15) Usage of Shareholders' Equity

- Employed capital ratio\* is controlled within the range meeting single A rating requirement
- ✓ Secure c.20% as a capital buffer for financial soundness and flexibility



\*ORIX calculation (Risk Capital/Shareholders' Equity)



Finance Operation(Ex-Robeco) Robeco Investment



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- These materials contain forward-looking statements that reflect the Company's intent, belief and current expectations about future events and financial results. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," "projects," "intends," or words of similar meaning. These forward-looking statements are not guarantees of future performance. They are based on a number of assumptions about the Company's operations and are subject to risks, uncertainties and other factors beyond the Company's control. Accordingly, actual results may differ materially from these forward-looking statements. Factors that could cause such differences include, but are not limited to, those described under "Risk Factors" in the Company's most recent annual report on Form 20-F filed with the U.S. Securities and Exchange Commission and under "Business Risk" of the securities report (*yukashouken houkokusho*) filed with the Director of the Kanto Local Finance Bureau.
- 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.
- Nothing in this document shall be considered as an offer to sell or solicitation of an offer to buy any security, commodity or other instrument, including securities issued by the Company or any affiliate thereof.

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For the current IR materials and archives of past financial data please access our website

ORIX Website http://www.orix.co.jp/grp/en/ IR Section http://www.orix.co.jp/grp/en/ir/

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