



Answers,
Custom Fit.

ORIX Corporation

Second Quarter Consolidated Financial Results

For the Six-Month Period Ended September 30, 2022

Makoto Inoue

Member of the Board of Directors
Representative Executive Officer
President & CEO

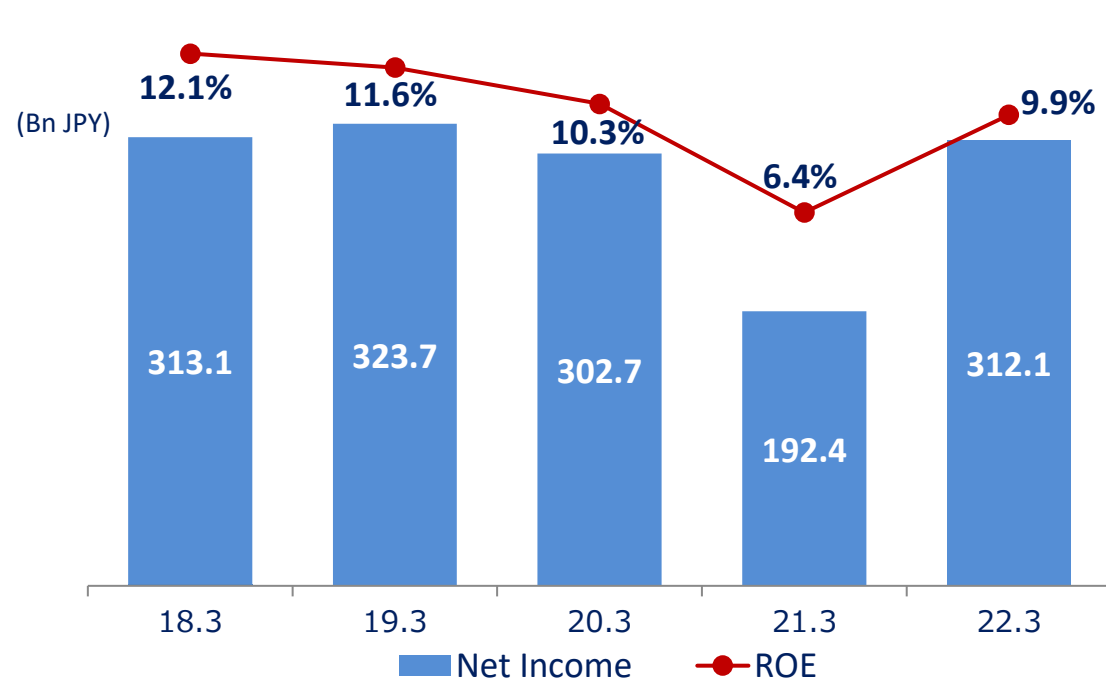
November 7, 2022

(TSE: 8591; NYSE: IX)

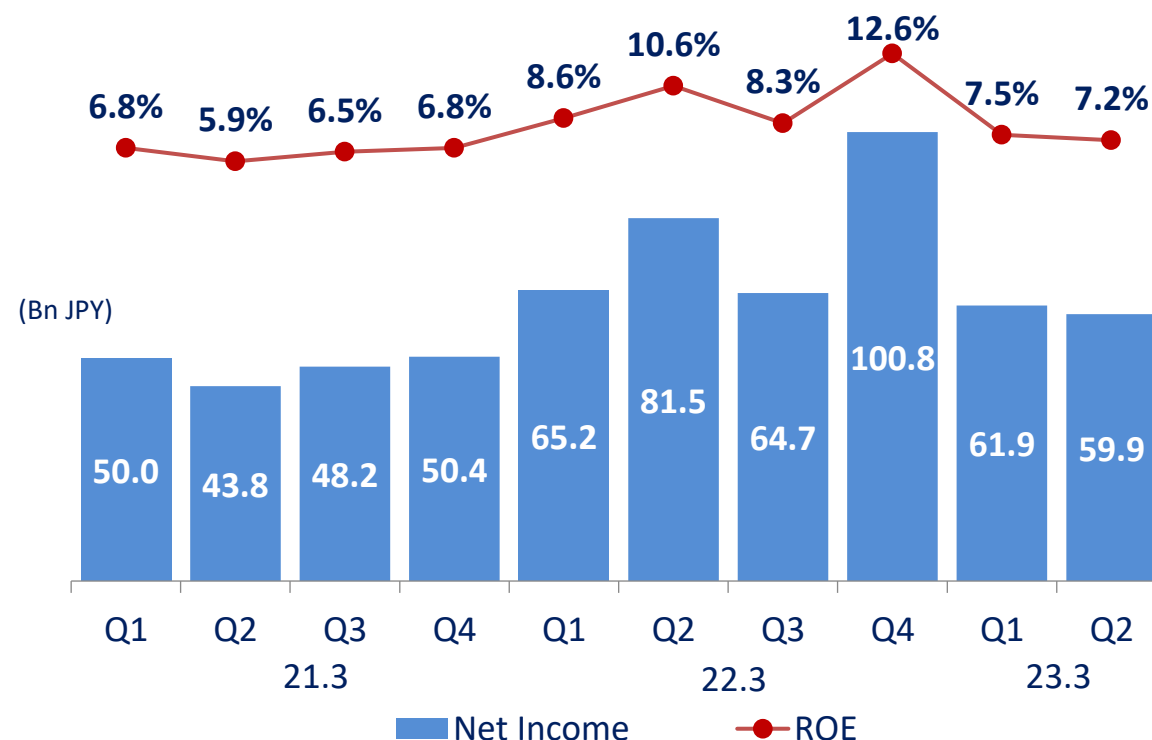
Net Income & ROE

- ✓ 121.8 Bn JPY in FY23.3 H1 net income* (down 17% YoY), annualized ROE of 7.4%
- ✓ 59.9 Bn JPY in 2Q net income, down 1.9 Bn JPY (down 3%) QoQ amidst a tough macro climate

Full-Fiscal Year



Quarterly



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

Breakdown of Segment Profits

FY23.3 H1
Segment Profits
170.0 Bn JPY
-26% YoY
(-59.6 Bn JPY)

Base Profits

144.8 Bn JPY, down by 18% YoY (-32.2 Bn JPY)

Profits relatively stable, as sharp gains in Aircraft and Ships and healthy earnings in Environment and Energy, Asia and Australia offset lower profits in Insurance, ORIX USA, ORIX Europe

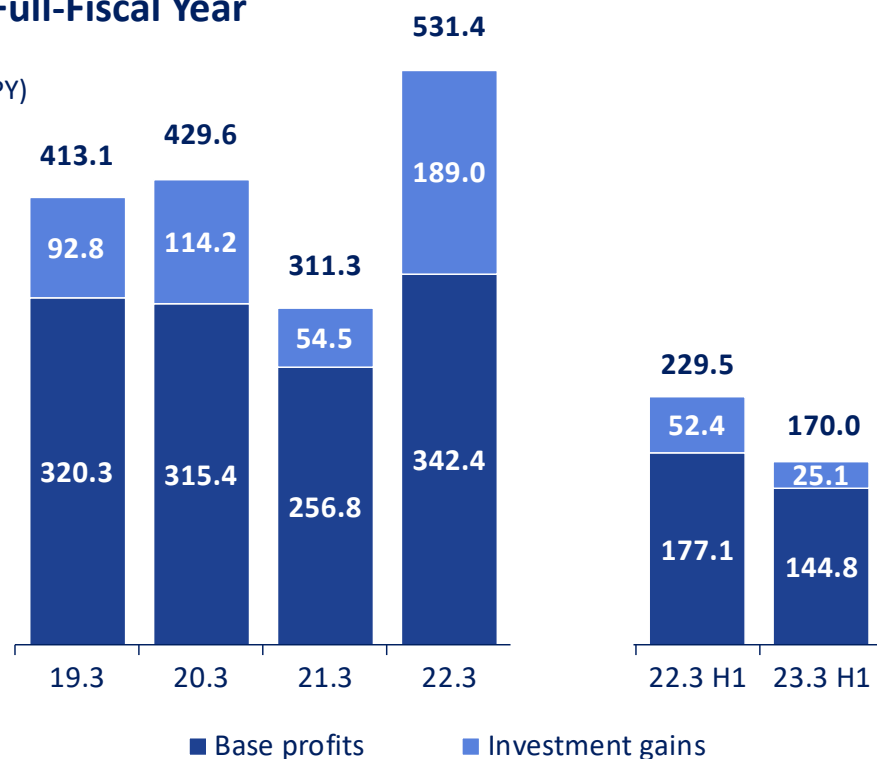
Investment Gains

25.1 Bn JPY, down by 52% YoY (-27.3 Bn JPY)

Profits lower as previous period saw Safie IPO, multiple PE exits in the US

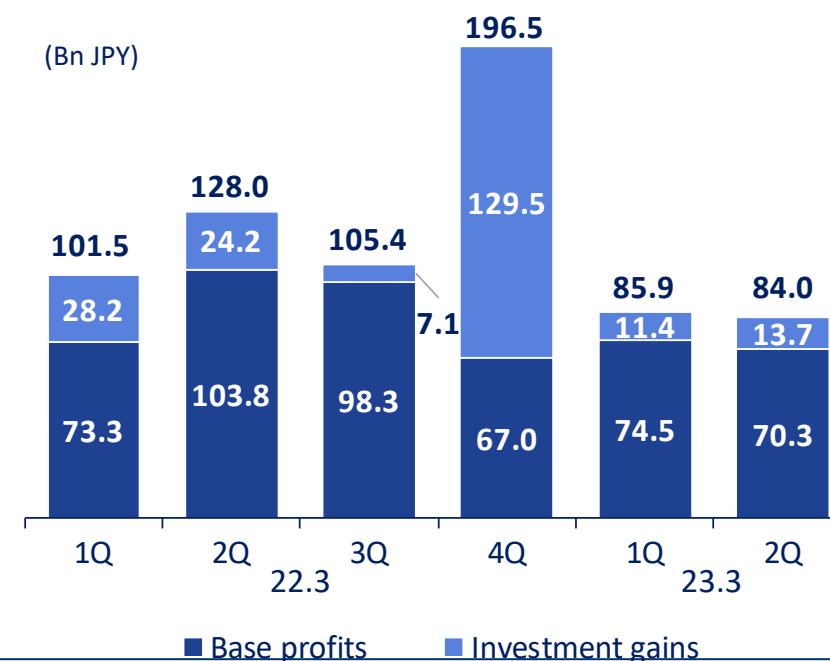
Full-Fiscal Year

(Bn JPY)



Quarterly

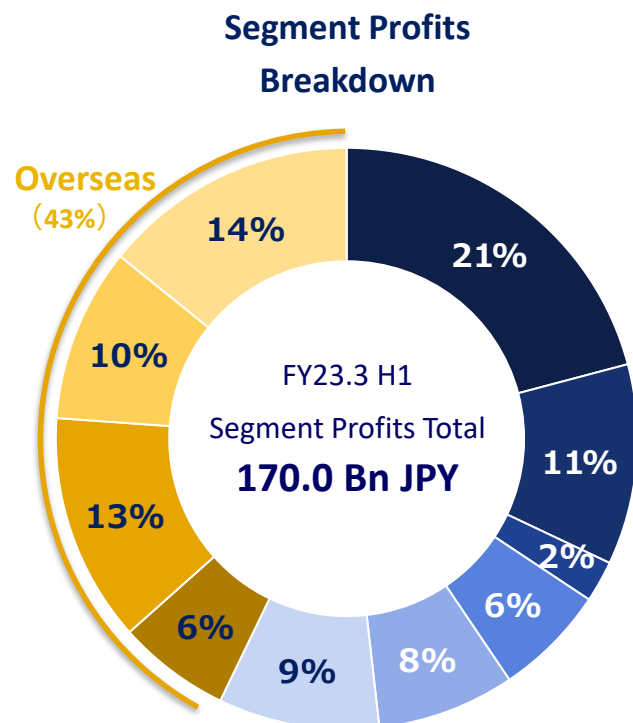
(Bn JPY)



Segment Profits

- ✓ 4 segments higher YoY, Aircraft and Ships in particular
- ✓ Profits were lower in Insurance, ORIX USA, ORIX Europe, but Aircraft and Ships, Asia and Australia ended higher. Overseas profit ratio was more than 40%

(Bn JPY)

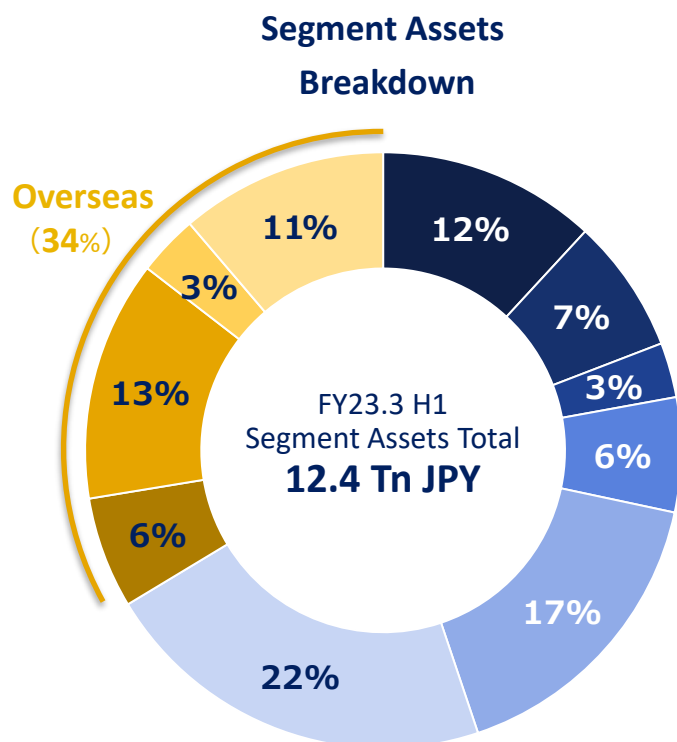


		22.3		23.3		H1	QoQ	YoY	Highlight
		H1	H2	Q1	Q2				
1	Corporate Financial Services and Maintenance Leasing (Ex. Yayoi)	43.1	28.5	15.7	19.8	35.5	+4.0	-7.6	Profits up QoQ but down YoY owing to absence of valuation gains from investee booked in FY22.3 H1
	Yayoi	3.2	165.0	0	0	0	0	-3.2	Exit completed in 4Q of FY22.3
2	Real Estate	23.0	9.0	11.9	7.0	18.9	-4.9	-4.1	Lower YoY as FY22.3 profits were skewed towards H1. Facilities operations recovering
3	PE Investment and Concession	1.6	-13.3	2.2	1.7	3.9	-0.5	+2.3	Profits up on robust earnings at investees, concession business earnings recovering
4	Environment and Energy	9.5	-6.5	4.6	6.0	10.6	+1.4	+1.1	Japan solar business strong, robust electric power selling revenues in overseas renewable energy business
5	Insurance	32.3	21.0	10.9	2.1	13.0	-8.8	-19.3	Investment income solid, but profits lower on increase in COVID-19 related payouts
6	Banking and Credit	20.9	20.6	7.2	8.0	15.2	+0.7	-5.7	Bank: lower from one-time profit in previous period, Credit: lower from higher advertising costs for new product
7	Aircraft and Ships	0.4	-2.7	5.4	5.2	10.6	-0.2	+10.3	Ships: Significantly higher, Aircraft: earnings improving due to market recovery
8	ORIX USA	47.1	28.1	6.0	15.6	21.6	+9.5	-25.5	Lower owing to sale in PE business in previous period and decrease in Lument earnings
9	ORIX Europe	28.5	20.9	9.3	7.1	16.4	-2.2	-12.0	Lower as fall in equity market led to decrease in AUM
10	Asia and Australia	19.9	31.2	12.6	11.5	24.1	-1.1	+4.2	New business deals recovering following COVID slump, also higher from sale of stake in an affiliate
Total		229.5	301.9	85.9	84.0	170.0*	-1.9	-59.6	-

*The 5.6 Bn JPY difference between the FY23.3 H1 segment profits total of 170.0 JPY and the pre-tax profits of 164.3 Bn JPY is Attributable to the Adjustment of Segment Profits to Consolidated Statement Amounts

Segment Assets

- ✓ Assets increased, mainly in overseas segments, due to changes in forex
- ✓ Corporate Financial Services assets shrink as continue to carefully select new business deals, Auto lower from new car supply constraints



(Bn JPY)

		23.3 H1	Vs. 22.3	ROA*	Highlight
1	Corporate Financial Services and Maintenance Leasing	1,476.2	-40.6	3.3%	Balance of leases lower owing to careful selection of new business deals in low interest rate environment
2	Real Estate	907.9	-2.2	2.9%	Flat overall, as asset recycling-related property sales offset increase in new investments
3	PE Investment and Concession	370.1	+16.5	0.7%	Higher from new investment in HEXEL Works
4	Environment and Energy	772.9	+69.3	2.0%	Assets increased, mainly due to changes in forex
5	Insurance	2,052.7	-19.5	0.9%	Excluding impact from forex changes and market slump, assets mostly flat
6	Banking and Credit	2,677.4	-9.8	0.8%	New loan originations were strong, but flat owing to asset securitization
7	Aircraft and Ships	752.6	+68.5	2.2%	Assets increased, mainly due to changes in forex
8	ORIX USA	1,624.3	+260.2	2.3%	
9	ORIX Europe	409.5	+7.6	6.1%	
10	Asia and Australia	1,399.1	+93.0	2.7%	
Total		12,442.6	+443.1	2.0%	

*Segment asset ROA is calculated using after-tax unit profits

FY23.3 H1 Results and Full-Year Outlook

	FY23.3 H1 Results	Full-Year Outlook ^{*1}	FY25.3 Target ^{*2}
Net income	121.8 Bn JPY	250.0 Bn JPY	440.0 Bn JPY
ROE	7.4%	7.5%	11.7%
Financial soundness	Maintained an A-rating equivalent financial base		
Shareholder returns	<ul style="list-style-type: none"> ✓ Dividends: Payout ratio of 33% or previous fiscal year's dividend, whichever is higher (FY22.3 dividend was 85.6 JPY per share) ✓ Share buybacks: To be carried out opportunistically (50 Bn JPY^{*3} for FY23.3) 		

*1 Calculated assuming FY23.3 H1 macro climate continues through H2 FY23.3

*2 No change from Medium-term Direction announced in May 2022

*3 Executed 38.7 JPY Bn JPY of buyback program as of October 31

Operating environment

Surging resource prices, inflation, higher interest rates, Yen depreciation

Global slump in equity markets

Heightened recession concerns

More prudent approach for lending, investment decisions

ORIX

Diversified portfolio, healthy base profits

Stable cash flows

Financial soundness, ample pipeline

Accelerating reopening



Maintain Medium-term Direction

Aim to achieve FY25.3 net income target of 440.0 Bn JPY, ROE of 11.7%

ORIX USA, Insurance, PE Investment and Concession Segments



- ✓ Amidst ongoing uncertainties in US business climate, promoting enhanced risk management and shift to third-party asset management model at ORIX USA
- ✓ In Insurance segment, H1 is bottom for COVID-related impact. In PE Investment, taking cautious stance on timing of exits

ORIX USA

FY23.3 Forecast (Segment profits): 45.0 Bn JPY

Current situation (FY23.3 H1)

- Origination volumes at Lument ^{*1} down
- PE exits down YoY
- Healthy balance sheet, centered on credit business
- BFIM ^{*2} earnings steady

Improvement initiatives

- Promoting shift to third-party asset management model, focus on increasing capital mandates
- Strengthening risk management function (personnel, operations)

Insurance

FY23.3 Forecast (Segment profits): 35.0 Bn JPY

Before eligibility change (Through Sept 25, 2022)

- COVID-19 related payout expenses hit 21.2 Bn JPY (H1)
- Investment income increasing
- Growth in new policies

After eligibility change (Post-Sept 26, 2022)

- Expect COVID-related payouts to decline
- Continued steady investment income
- Ongoing growth in new policies

PE Investment and Concession

FY23.3 Forecast (Segment profits): Break even

FY23.3

- Cautious on exit timing
- Recovery in international flights at Kansai Airports to boost profit contributions from Q4 on
- Strong pipeline, incl. large-scale projects

From FY24.3~

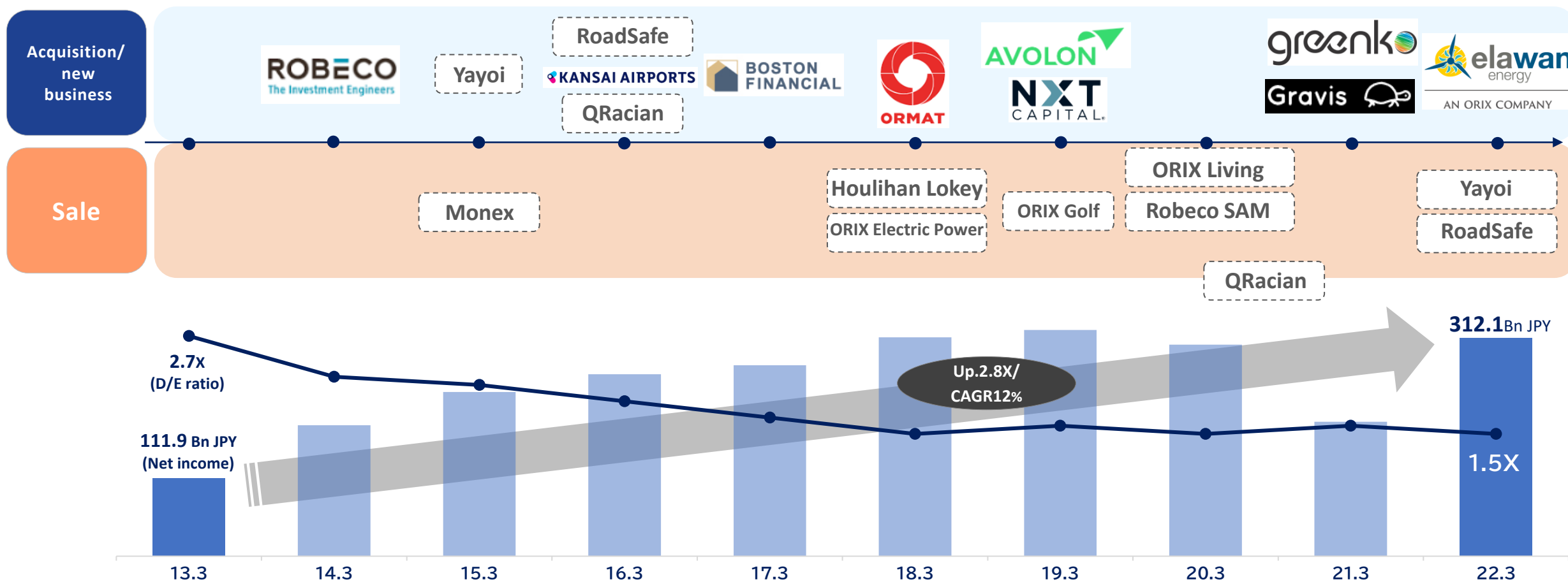
- Anticipate exits from investees
- New investees boosting base profits
- Kansai Airports to benefit from recovery in international flights

*1 Lument: Provides loans for multi-family housing, other property types. (Originates loans, then sells to GSEs after short holding period. Services loans post-sale, earning fees.)

*2 BFIM: Largest LIHTC syndicator in the US. LIHTC (Low-Income Housing Tax Credits) are a tax incentive program designed to promote the supply of affordable housing.

Capital Recycling - Profit Growth

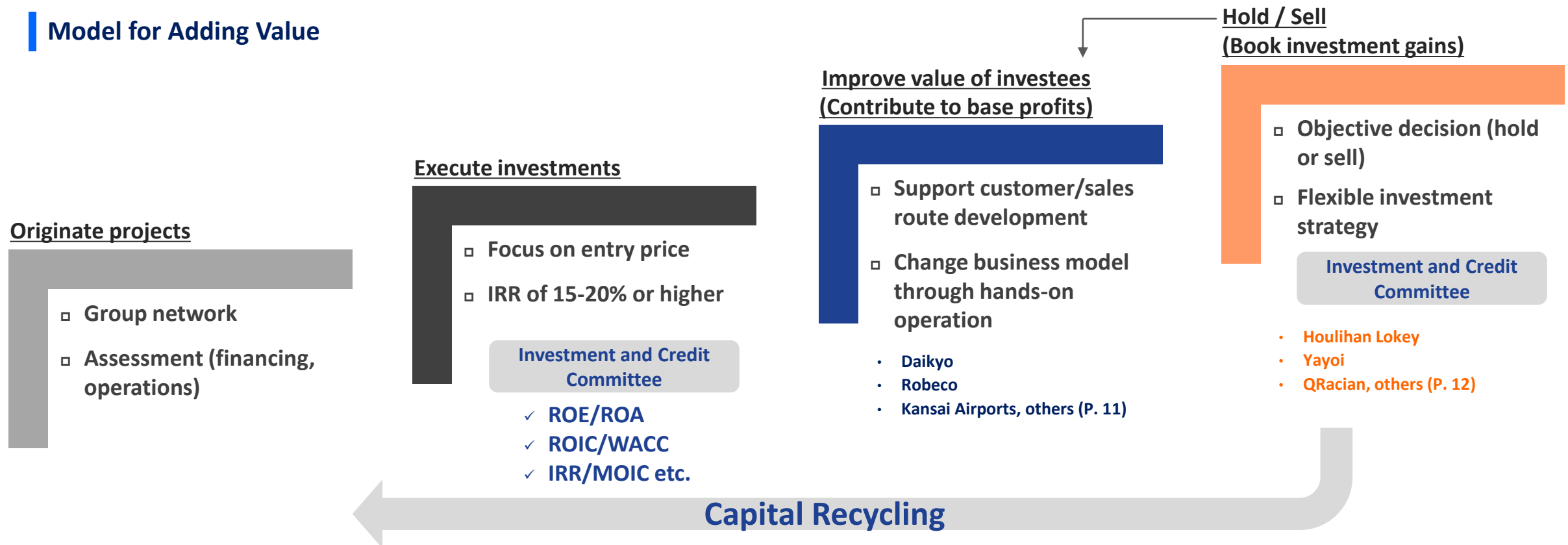
- ✓ Accelerated Capital Recycling model led to company-wide net income growth of 2.8X, CAGR of 12% (FY22.3 vs FY13.3)
- ✓ Also strengthened financial base, reducing D/E ratio from 2.7X to 1.5X over same period



Capital Recycling – Model for Adding Value

- ✓ Utilizing its finance and operational experience, ORIX originates projects, executes investments, improves the value of investees, and makes decisions to hold or sell
- ✓ Strengthens quality and number of new investments while recycling capital, leading to growth in base profits and investment gains

Model for Adding Value



Capital Recycling – Base Profits

- ✓ Many investees entering ORIX Group have seen profit expansion, contributing to Group's stable growth
- ✓ Provides ongoing boost to base profits, cash flows; realizes synergies

Daikyo

1. 2005
2. Growth in condo management, construction businesses
(made Anabuki Construction a subsidiary)
3. 20.0 Bn JPY in base profits each FY
4. Jointly developing commercial complexes with ORIX

Kansai Airports

1. 2016
2. Partnership with Vinci led to increase in airport passenger volume (FY19.3 volume grew to 1.26X FY16.3 level)
3. 19.5 Bn JPY in base profits (FY20.3)
4. Realizes synergies with ORIX's other Kansai area operations (real estate, MICE IR)

Robeco Group

1. 2013
2. Posted record high AUM of 339 Bn EUR on ESG investment wave in FY22.3
(FY22.3 AUM was 1.65X FY13.3 level)
3. 35-45 Bn JPY in base profits each FY
4. Contributes to Group sustainability promotion efforts

ORIX Bank

1. 1998
2. Boasts high profitability supported by unique business model (ROA 0.7% > 0.3% avg. for Japanese megabanks)
3. 20-30 Bn JPY in base profits each FY
4. Focusing on lending to renewable energy industry

※ 1. Year entered ORIX Group, 2. Growth following entry into ORIX Group, 3. Profit scale, 4. Examples of synergies

Capital Recycling – Investment Gains

- ✓ Developed exit strategies for both pure investments assuming an exit, and companies joining ORIX Group
- ✓ Strengthened financial base through large-scale exits while continuing new investments

Yayoi

1. Business software
2. 2014 (entered Group)
3. 2022 (trade sale)
4. Registered users doubled
5. 163.0 Bn JPY (MOIC 4.7X/IRR 24%)

Robeco SAM (partial sale)

1. ESG ratings agency
2. 2013 (entered Group)
3. 2019 (trade sale)
4. Pioneer in ESG ratings field
5. 115 Mn USD (MOIC/IRR not disclosed)

Houlihan Lokey

1. US investment bank
2. 2006 (entered Group)
3. 2015 (IPO)
4. IPO
5. 670 Mn USD (MOIC 3.1x/IRR 16%)

ORIX Electric Power

1. Electric power supply to condominiums
2. 2010 (established by ORIX Group)
3. 2017 (trade sale)
4. Grew to over 70,000 households
5. 12.0 Bn JPY (MOIC/IRR not disclosed)

QRacian

1. Emergency water-related repair services
2. 2016 (PE investment)
3. 2019 (trade sale)
4. EBITDA grew by 1.6X
5. 16.0 Bn JPY (MOIC 3.2X/IRR 36%)

RoadSafe

1. Traffic infrastructure safety services
2. 2016 (PE investment)
3. 2021 (trade sale)
4. US nationwide market share nearly doubled
5. 80 Mn USD (MOIC 2.7x/IRR 19%)

※ 1. Business overview, 2. Timing of acquisition/capital participation/founding, 3. Exit timing, 4. Growth post-acquisition/capital participation, 5. Investment gain (pre-tax)/investment return

Focus Areas and Pipeline

- ✓ Ample investment pipeline of more than 3 Tn JPY
- ✓ Near-term focus mainly on domestic PE investments (including large-scale projects), as well as overseas renewable energy, Real Estate

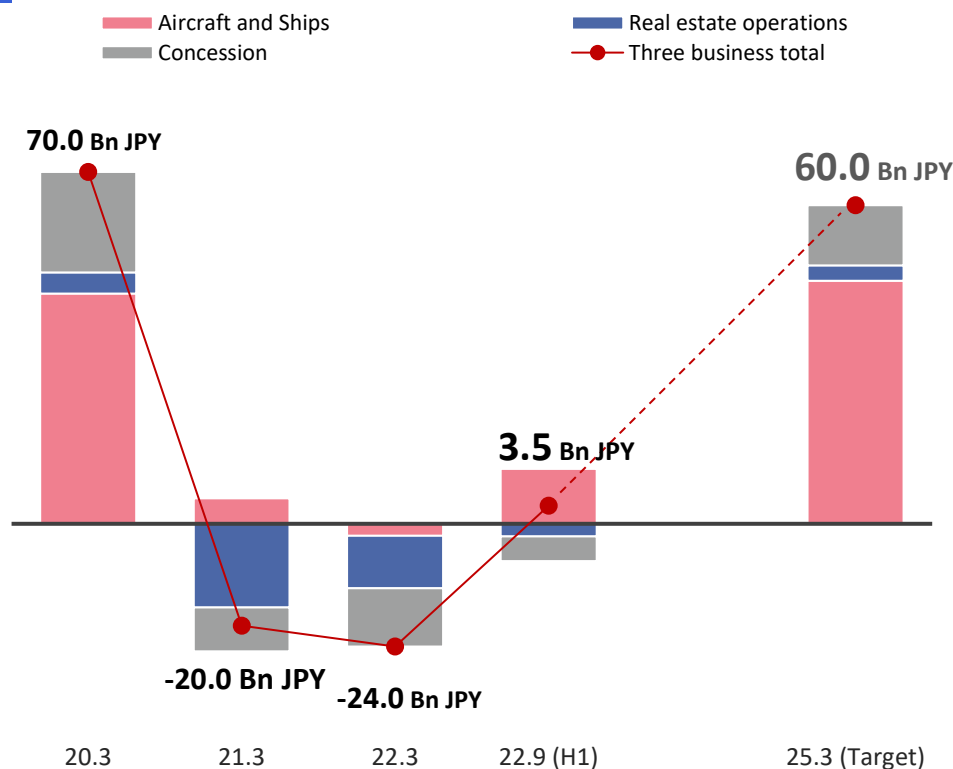
Business area	Major pipeline projects		
Domestic PE	■ Large-scale projects	FY23.3 H2 or FY24.3	400 Bn JPY
	■ Roll ups, business succession deals		
Overseas renewable energy	■ Pipeline: 19 GW* in generating capacity	Total project value	17,000 Mn USD*
	■ Additional equity investments in Elawan/Greenko	Additional investments	500 Mn USD
Real Estate	■ Logistics facility projects (Tokyo, Nagoya, Osaka metro areas)	Completion in FY23.3 H2 (total project value)	30 Bn JPY
		Completion in FY24.3 and beyond (total project value)	170 Bn JPY
Aircraft leasing	■ Mainly new narrow-body aircraft (20 aircraft)	FY24.3 delivery	1,200 Mn USD
Other	■ MICE-IR (Scheduled to open in fall/winter 2029 or later)	Planned investment	210 Bn JPY

*Gross amount of overseas renewable energy projects under construction or in development.

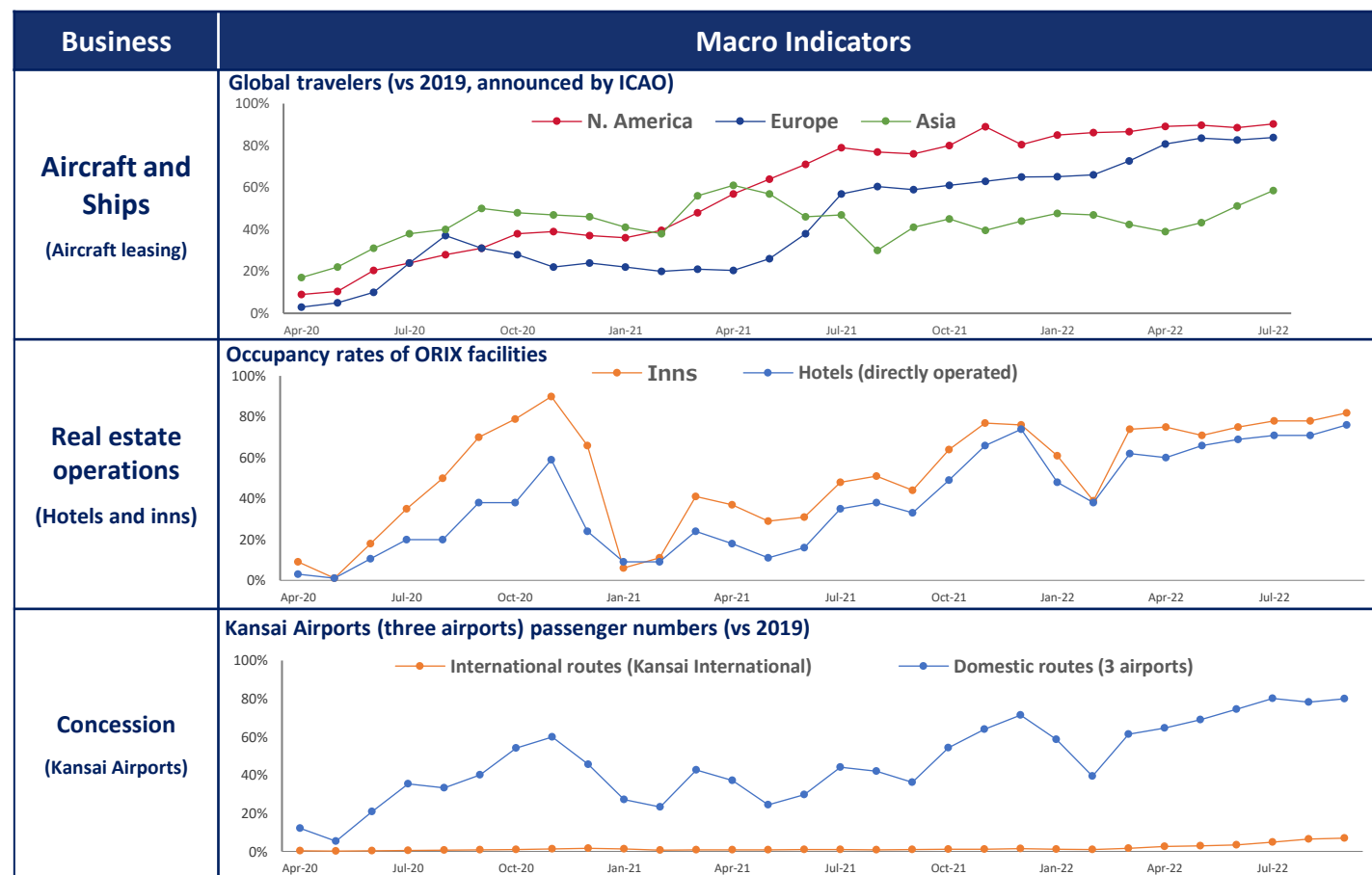
Reopening

- ✓ Aircraft leasing continues to recover worldwide
- ✓ Real estate operations, concession should head towards full-fledged recovery following relaxation of Japan's border restrictions

Segment profits* trends



*Real estate operations figure calculated by subtracting real estate segment investment gains from investment and operations unit segment profit. Reflects change in method of allocation interest expense and SG&A expenses to segment profits from FY23.3 Q1.

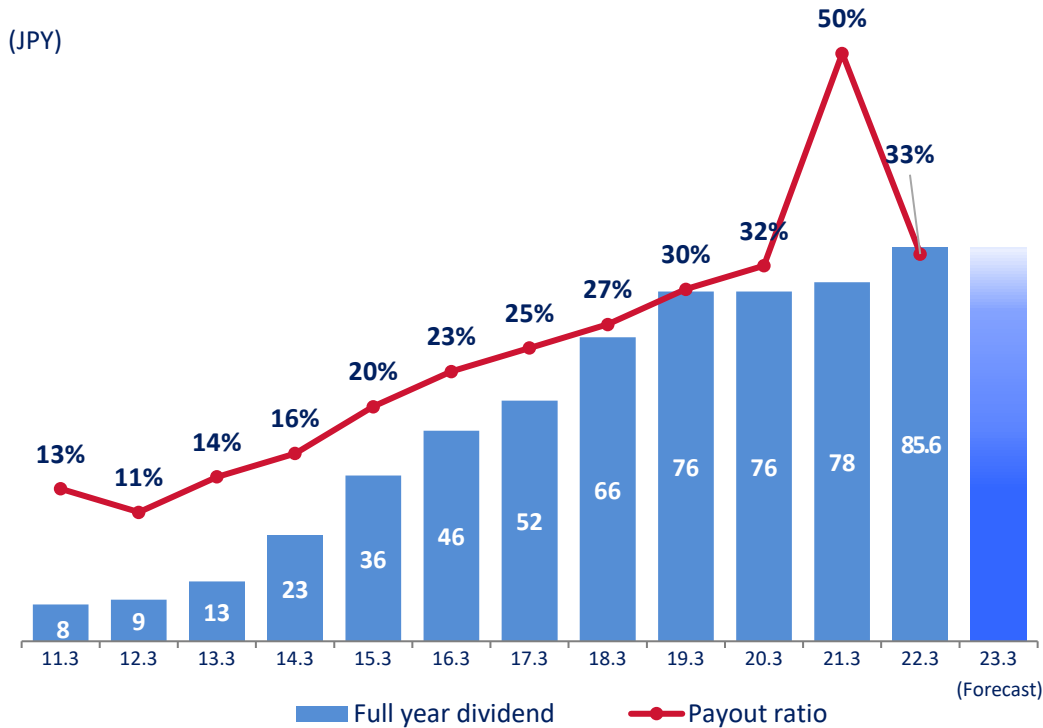


Shareholder Returns

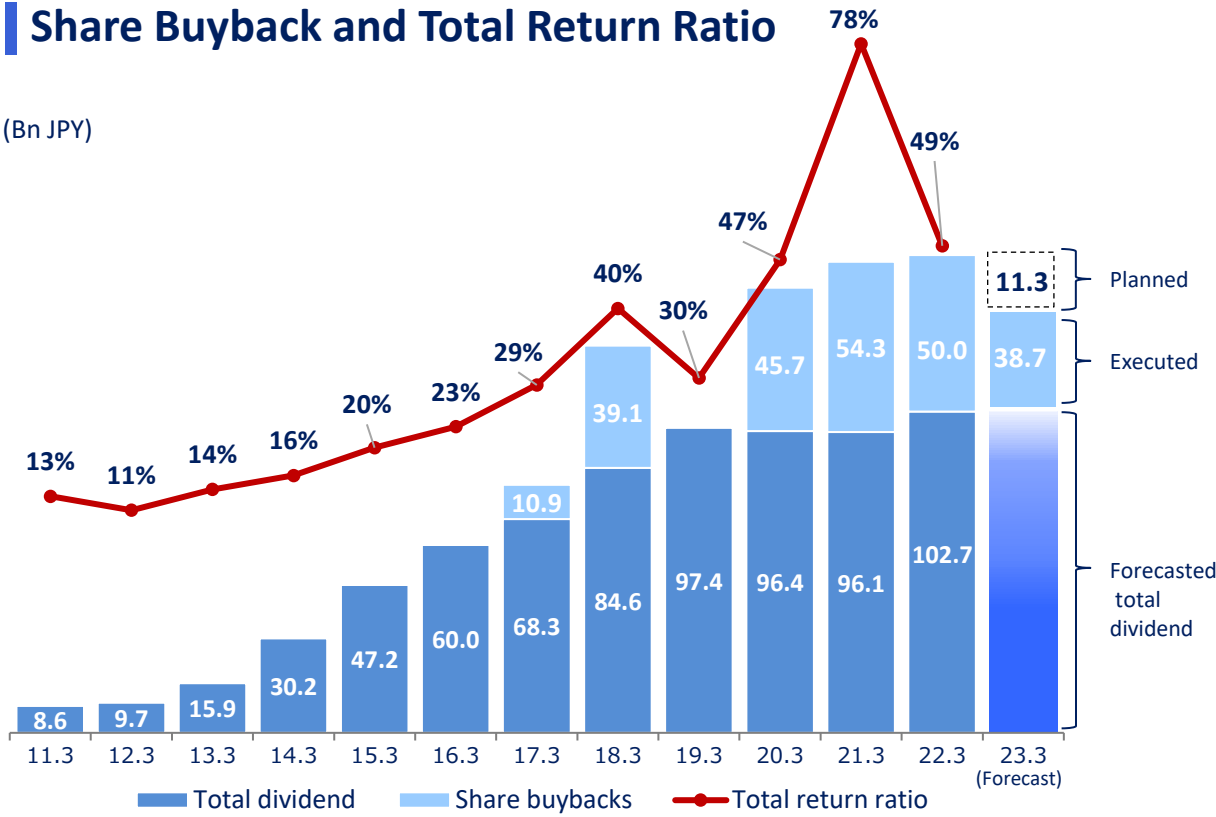


- ✓ FY23.3 full-year dividend: 85.6 JPY per share (previous fiscal year's dividend) or a dividend payout ratio of 33%, whichever is higher
- ✓ Share buybacks to be carried out opportunistically, 50 Bn JPY planned for FY23.3 (38.7 Bn JPY already executed as of end-Oct 2022)

Dividend per Share and Payout Ratio



Share Buyback and Total Return Ratio



- ✓ Setting ESG-related key goals and issues and strengthening disclosure have led to improved ratings/scores by ESG rating agencies, wider inclusion by ESG indices
ORIX now included in four of five ESG indices (for Japanese stocks) adopted by Government Pension Investment Fund (GPIF)
- ✓ ORIX's Board of Directors now comprised by a majority of outside directors. Making progress towards achievement of other key goals, including GHG emission reductions

*Link to **ORIX Sustainability Report 2022** [here](#)

Improved Ratings/Scores by ESG Rating Agencies

ESG Rating Agency	Rating/Scores changes (Timing of upgrade)
MSCI	A→ AA (Feb 2021) "Leader among 44 diversified financial industry peers"
FTSE	2.1→ 3.4 (Sept 2022) Selected as Sector Relative Index constituent
Sustainalytics	28.4→ 20.3 * (Oct 2022) Ranked 168 out of 899 in industry
DJSI	35→ 47 (Sept 2022) Industry avg. score: 21
CDP	D→ B- (Dec 2021) Progress in efforts to combat climate change recognized

* For Sustainalytics, a lower score indicates a lower risk (under 20.0 considered 'low risk.')

ESG-related Key Goals (announced Nov 2021)

1. Outside directors to account for **over half of the composition of the ORIX Group Board of Directors** by the General Meeting of Shareholders set to be held in June 2023.
2. **Female directors to account for over 30% of the composition of the ORIX Group Board of Directors** by the end of the fiscal year ending March 31, 2030.
3. **Female employees to account for over 30% of management positions at ORIX Group** by the end of the fiscal year ending March 31, 2030.
4. **Reduce ORIX Group GHG (CO₂) emissions by 50%** compared to the fiscal year ended March 31, 2020 by the end of the fiscal year ending March 31, 2030.
5. ORIX Group to **achieve net zero GHG (CO₂) emissions by the end of the fiscal year ending March 31, 2050.**
6. Reduce **ORIX Group's investment and credit balance in GHG (CO₂) emitting industries* by 50%** compared to the fiscal year ended March 31, 2020 by the end of the fiscal year ending March 31, 2030.
7. **ORIX Group to achieve a zero investment and credit balance in GHG (CO₂) emitting industries* by the end of the fiscal year ending March 31, 2040.**

* Refers to the fossil fuel mining, palm oil plantations, and forestry financed by some ORIX Group overseas subsidiaries

Segment Performance

Corporate Financial Services and Maintenance Leasing

Segment Profits: 35.5 Bn JPY

YoY -10.8 Bn JPY (-23%)

- ✓ Profits healthy if investment gains from Yayoi and investee IPO, valuation gains on remaining IPO stake excluded
- ✓ Auto: Strong used car market, sales policy emphasizing profitability both helped maintain a high level of profits
- ✓ Rentec: Profits held steady at year-earlier level due to PC, other rental demand

Segment Assets: 1,476.2 Bn JPY

YTD -40.6 Bn JPY (-3%)

- ✓ Corporate Financial Services: Continued to be careful in selecting new business deals in low interest rate environment, leading to reduction in balance of leases and loans
- ✓ Auto: New executions decreased due to the shortage of new auto supply, leading to a reduction of assets

Segment Profits

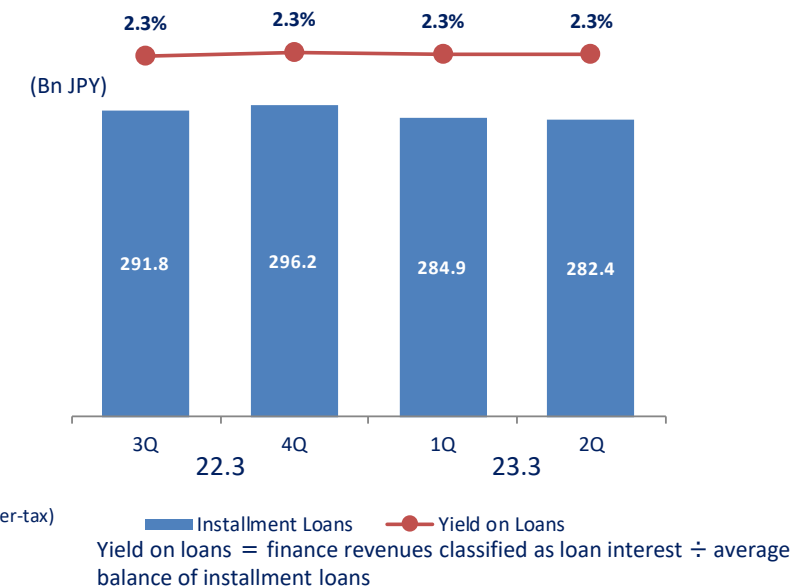
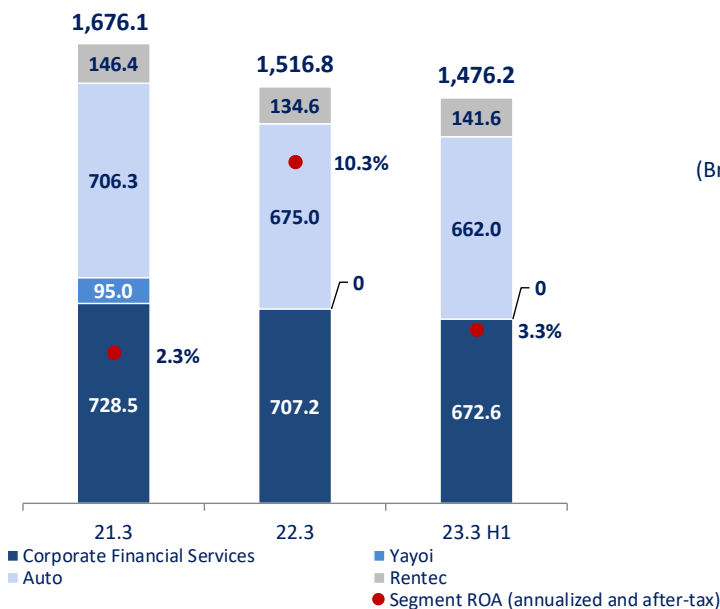
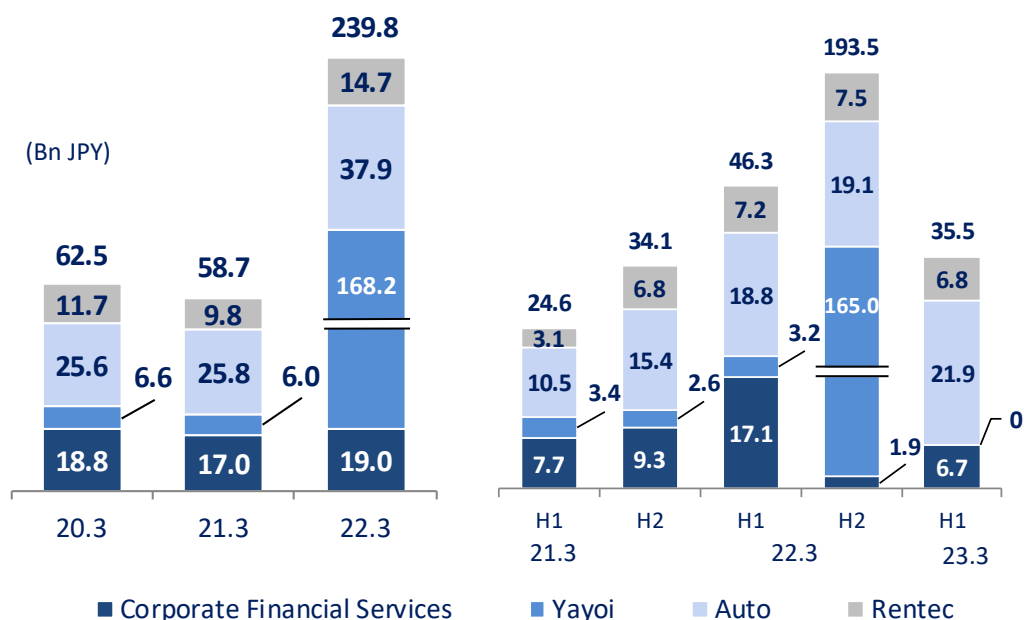
Segment Assets • ROA

Yield on Loans

Full-Fiscal Year

Six-month Basis

(Bn JPY)



Corporate Financial Services and Maintenance Leasing - About the Business



Main business: Finance and fee business; leasing and rental of automobiles, electronic measuring instruments and ICT-related equipment

Corporate Financial Services	Auto	Rentec
Core platform for cross-selling ORIX Group products & services	World leader in vehicles under management	Leading equipment rental company
<div>Nationwide sales network</div> <div>Partner with Group companies to offer solutions for SMEs, middle-market firms</div> <div><div>Real Estate</div><div>PE Investment</div><div>Environment and Energy</div><div>Aircraft and Ships</div></div>	<div>Vehicles under management: 1.423 Mn^{*1}</div> <div>Offers wide range of products and services, ability to make complex proposals an advantage^{*1}<div>• Leased vehicles (No. 1 in industry^{*1}) • Rental cars (No. 2 in industry^{*2}) • Car sharing vehicles (No. 3 in industry^{*2})</div></div>	<div>Units in inventory: 37,000 types, 2.5 million units^{*3}</div> <div>Japan's largest rental equipment company, offers specialized services</div> <div>• Electronic measuring instruments, ICT-related equipment rental • 3D printer, next-generation robot rental • 5G adoption support • Outsourced 3D printing services</div>

*1 As of end-September 2022

*2 Based on ORIX Auto data as of end-March 2022

*3 As of end-March 2022

Segment Profits: 18.9 Bn JPY

YoY -4.1 Bn JPY (-18%)

✓ Investment gains realized on sale of logistics facilities, rental condos

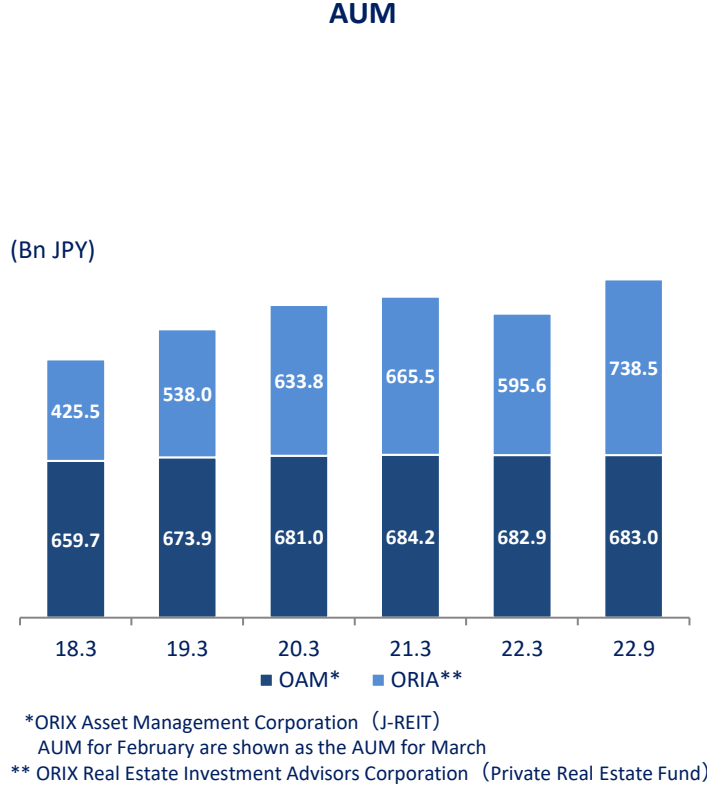
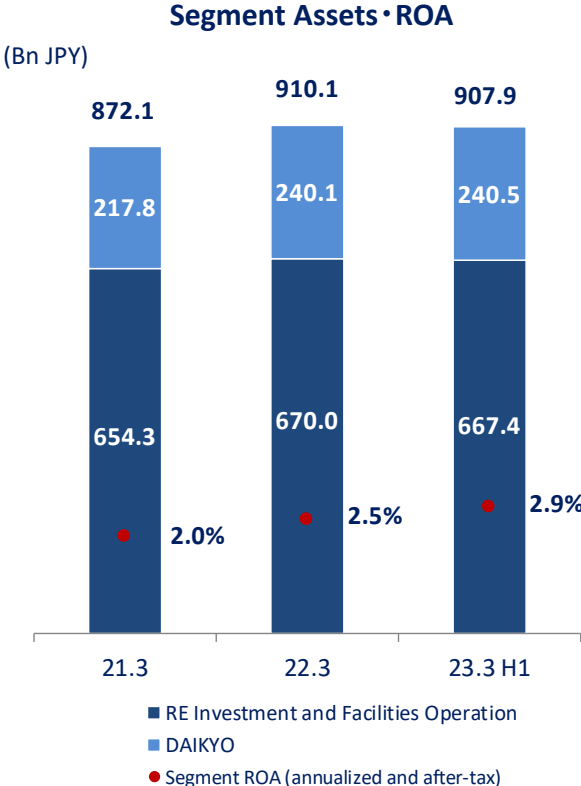
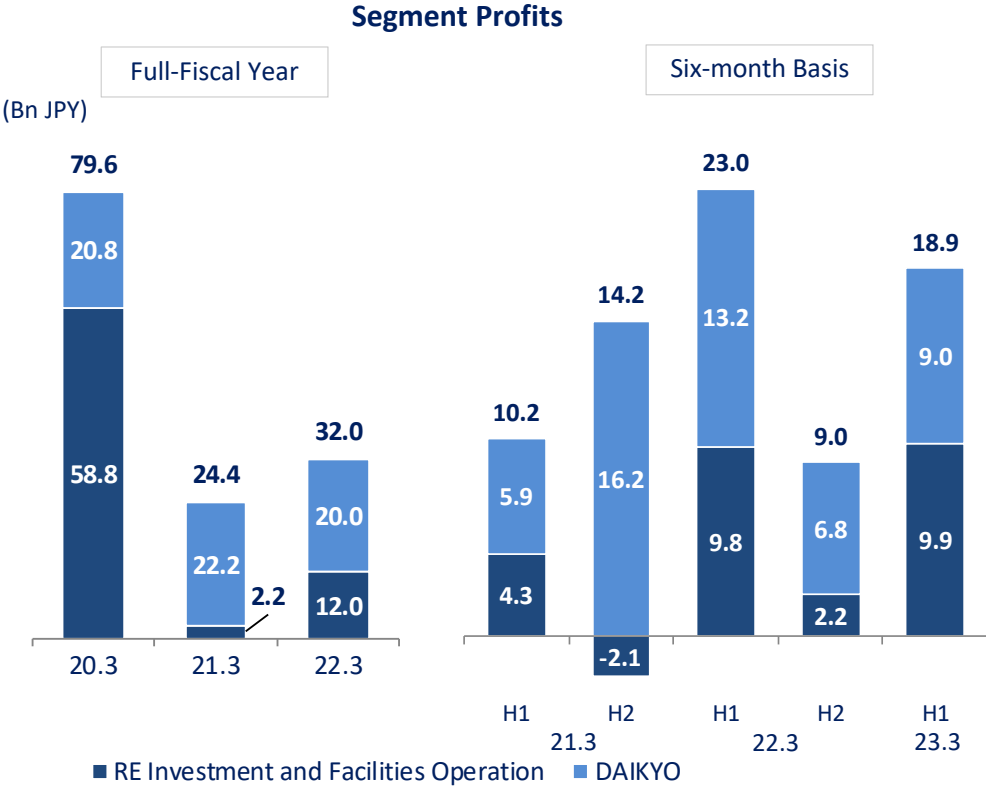
✓ Facilities operations: Occupancy rates improved at both hotels and inns, leading to earnings improvement

✓ Daikyo: Lower YoY as profits skewed towards H1 in FY22.3, but earnings solid in line with plan

Segment Assets: 907.9 Bn JPY

YTD -2.2 Bn JPY (flat)

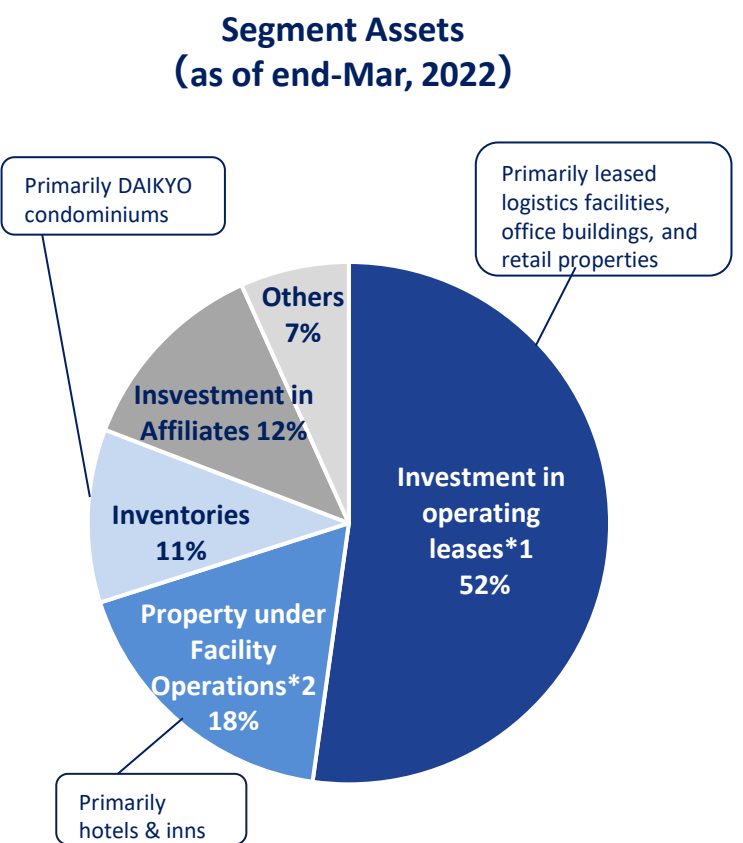
✓ Assets mostly flat YoY as asset recycling related-sales, mainly of logistics facilities, offset new investments



Real Estate – About the Business

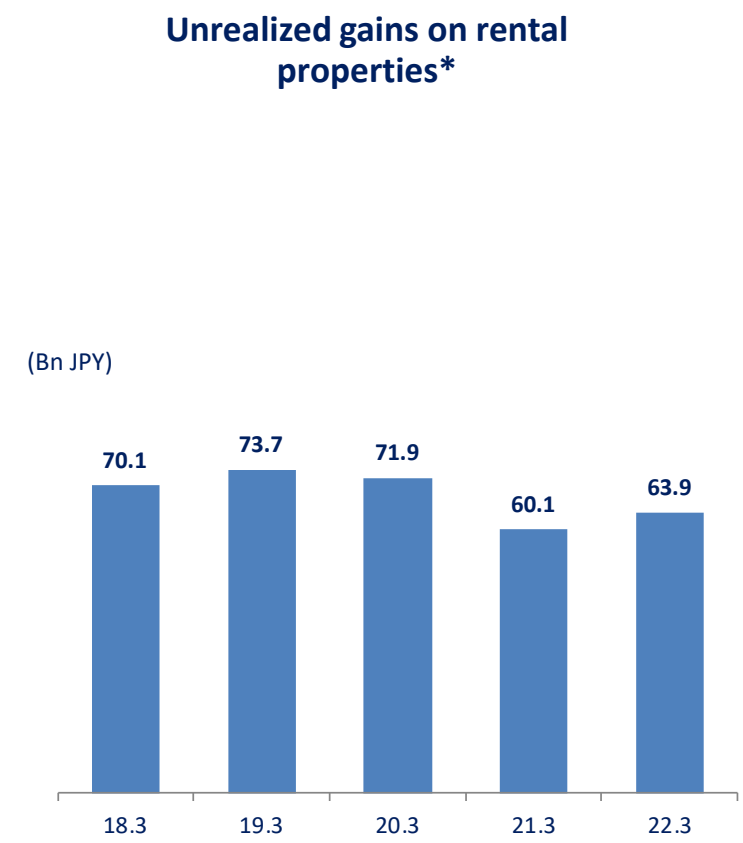
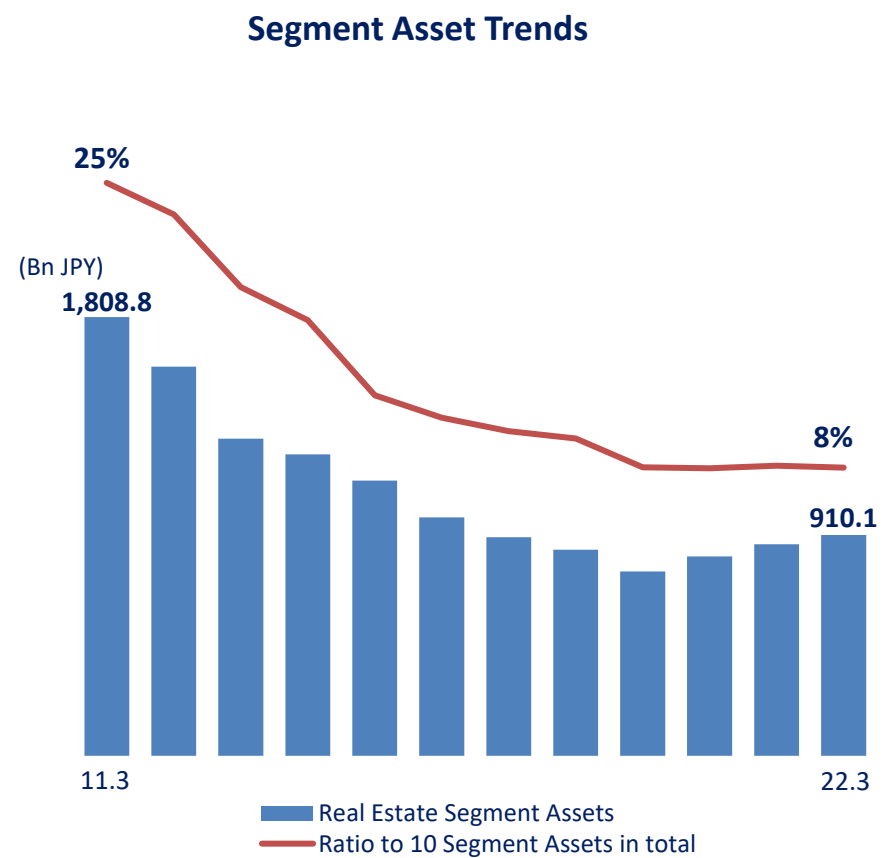


Main Business: Real estate development, rental and management; facilities operation; real estate asset management



*1: Includes net investment in leases and advances for finance lease and operating lease

*2: Includes advances for property under facilities operations



*Includes rental properties in segments other than Real Estate segment.
Does not include properties in facilities operation

PE Investment and Concession

Segment Profits: 3.9 Bn JPY

YoY +2.3 Bn JPY (+142%)

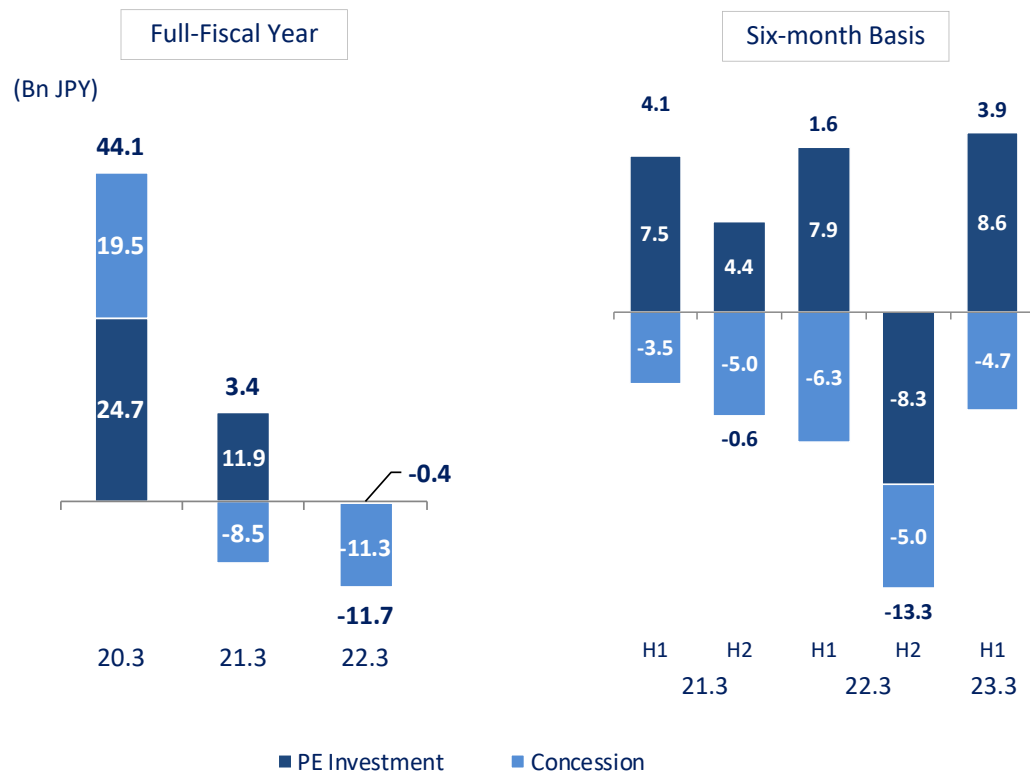
- ✓ PE Investment: Profits increased due to steady performance of investees
- ✓ Concession: Earnings on recovery track thanks to increase in passengers

Segment Assets: 370.1Bn JPY

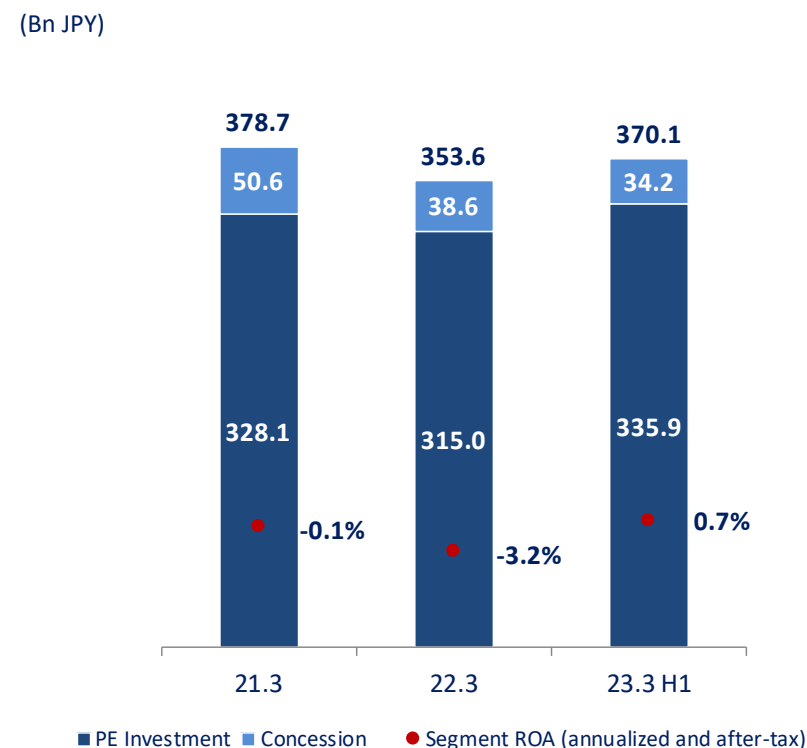
YTD +16.5 Bn JPY (+5%)

- ✓ Increased due to new investment in HEXEL Works

Segment Profits



Segment Assets • ROA



PE Investment and Concession – About the Business

- ✓ Currently invested in 17 companies (as of end-March 2022); aim to develop new business segments for ORIX

Investment Track Record

Leveraging our broad network and experience we have established a superior investment track record

Target companies

Small-mid cap
focus
(EV: Tens of Bn JPY)

Investment span

3 – 5 years or
longer
(per project)

Total investments since 2012

26 companies

Track record

30% IRR
Average achieved in 8 exits
since 2012^{*1}

^{*1} Excludes sale of Kobayashi Kako assets in March 2022.

Investee Companies

Management oversight/support

Hands-on involvement

M&A, Tie-up Strategy

Expansion via M&As &
tie ups with peer,
adjacent industry firms

Marketing support

Customer, sales
channel expansion
using ORIX network

Professional human resources

Support from
specialized staff

IT Services

Koike Co., Ltd.	2017	Manufacturer of electronic materials
Primagest, Inc.	2017	Information processing service
APRESIA Systems, Ltd.	2020	Development, manufacture of networking equipment
HC Networks, Ltd.	2020	Design, configuration of information network systems
Informatix Inc	2020	Development of geographic information systems

Logistics/Rental Services, Dairy

Cornes AG CORPORATION	2018	Total engineering service for dairy, agriculture-related equipment
Wako Pallet Co., Ltd.	2019	Seller and lessor of logistics equipment
SUGIKO Co.,Ltd	2020	Scaffolding and temporary construction materials rental company

Healthcare

INNOMEDICS Medical Instruments, Inc.	2015	Sales of medical equipment and devices
Sasaeah Pharmaceutical Co., Ltd. *2	2016	Veterinary pharmaceuticals

^{*2} Formed via a merger of veterinary pharmaceutical maker (2016 ORIX investee) Fujita Pharm and veterinary vaccine manufacturer Kyoto Biken, began combined operations as Sasaeah holdings in 2022.

Segment Profits: 10.6 Bn JPY

YoY +1.1 Bn JPY (+11%)

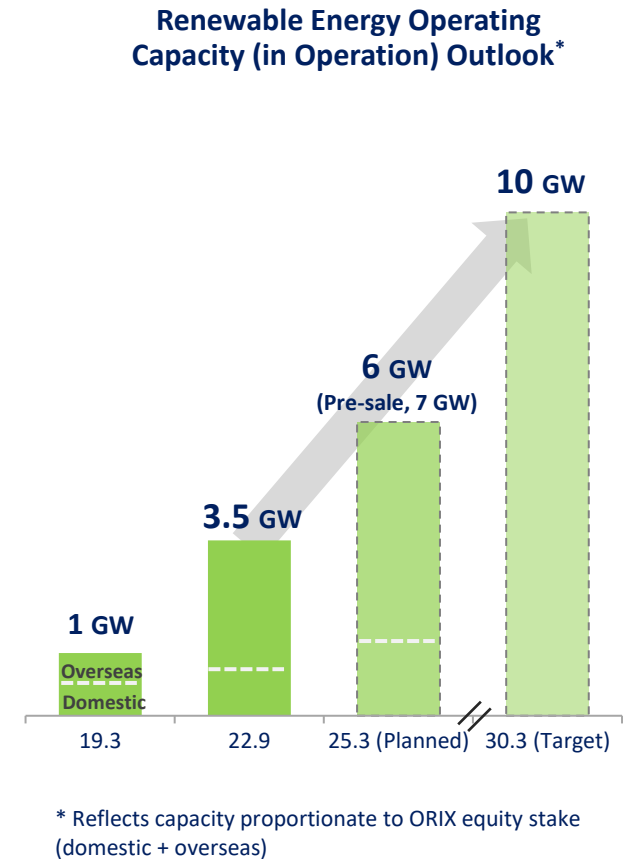
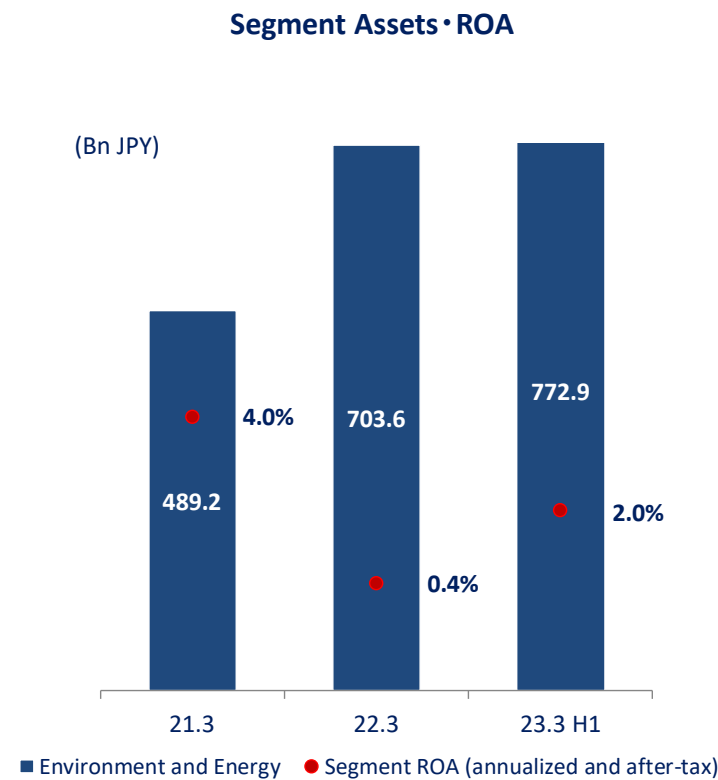
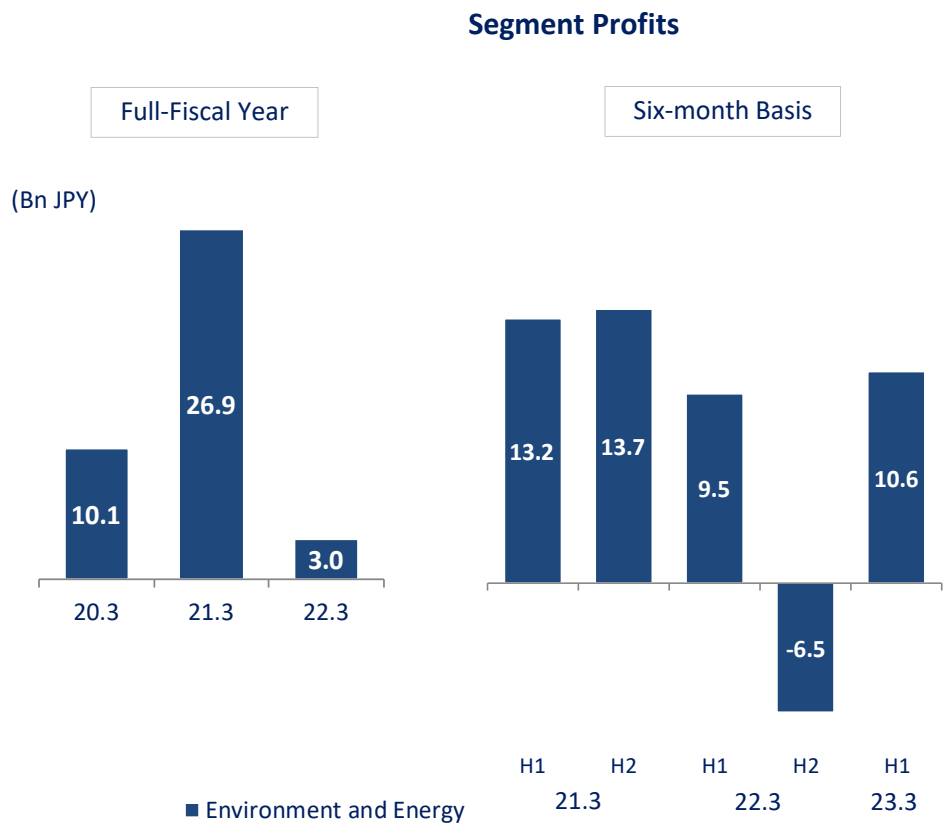
✓ In Japan, solar business performed well due to higher power generation from good weather

✓ Overseas, revenues from retail power sales were strong thanks to higher prices in electricity spot market

Segment Assets: 772.9 Bn JPY

YTD +69.3 Bn JPY(+¥55.6 Bn JPY from forex)

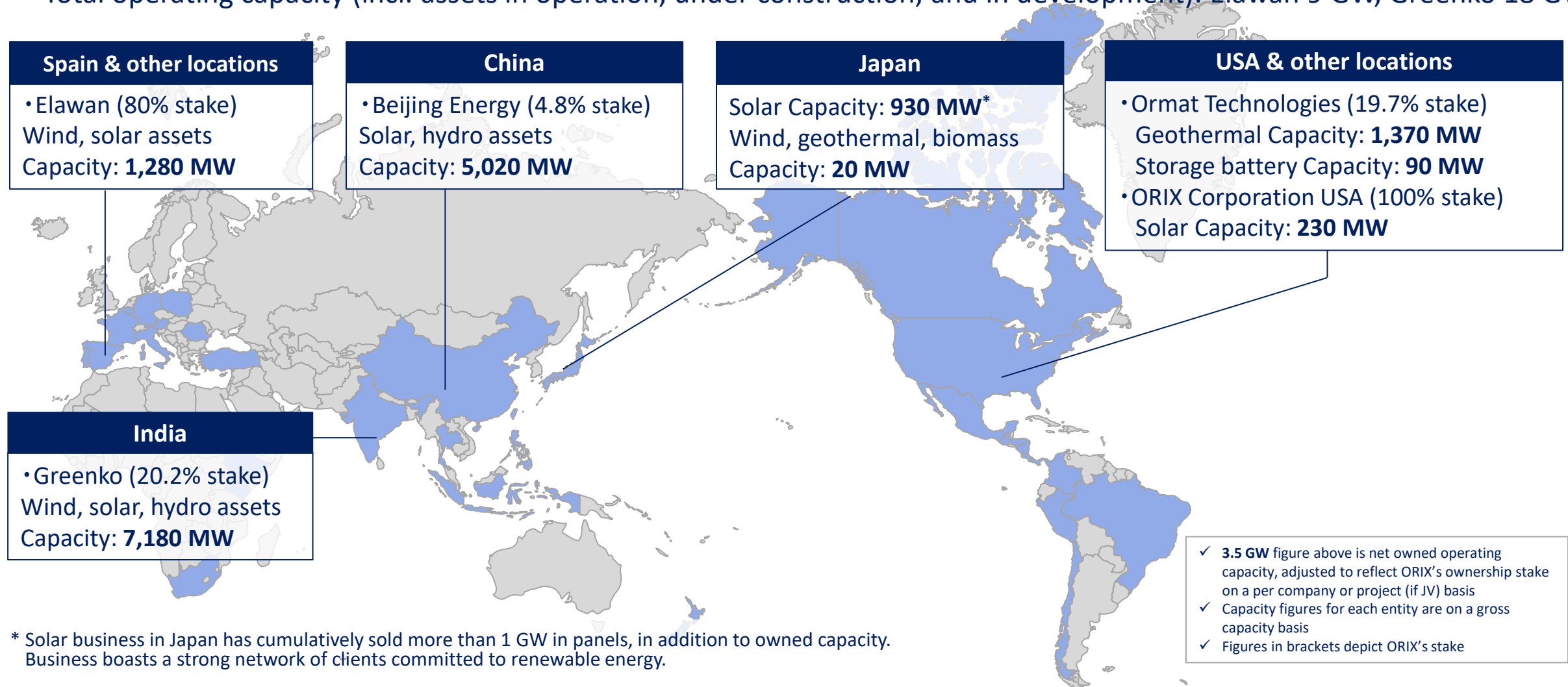
✓ Assets increased due to changes in forex



Global Renewable Energy Portfolio

- ✓ Total net owned operating capacity of **3.5 GW** worldwide
- ✓ Total operating capacity (incl. assets in operation, under construction, and in development): Elawan 9 GW, Greenko 18 GW

(as of end-September 2022)



Segment Profits: 13.0 Bn JPY

YoY -19.3 Bn JPY (-60%)

✓ Rising COVID-19 infections led to an increase in payout-related expenses, and profits declined (total 1H payout-related expenses: 21.2 Bn JPY)

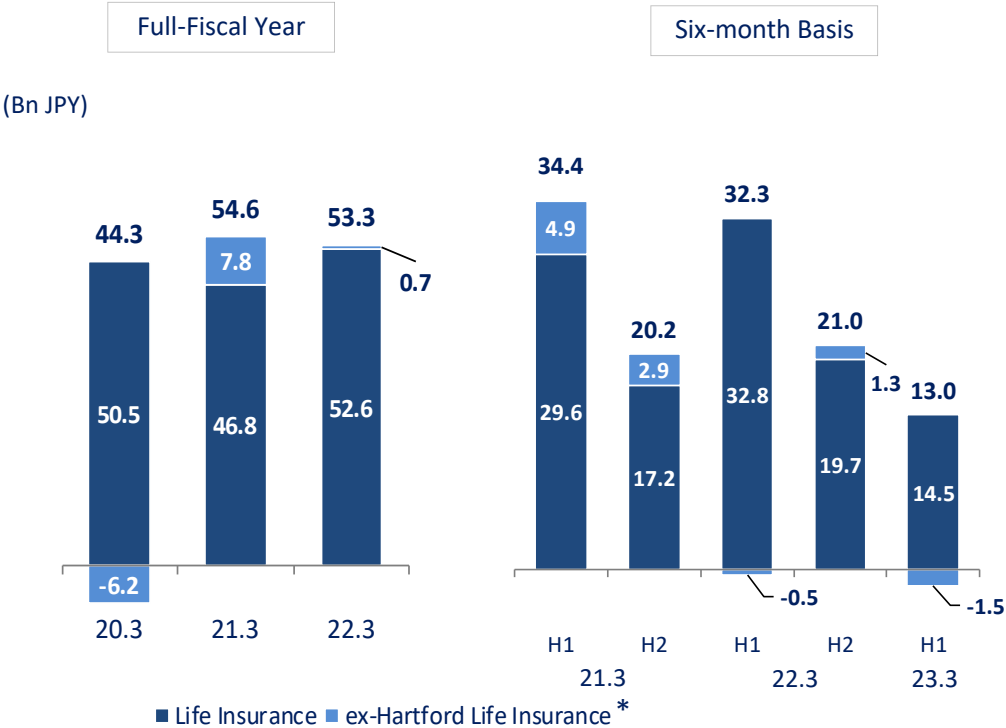
✓ Growth in policies led to increase in investment income

Segment Assets: 2,052.7 Bn JPY

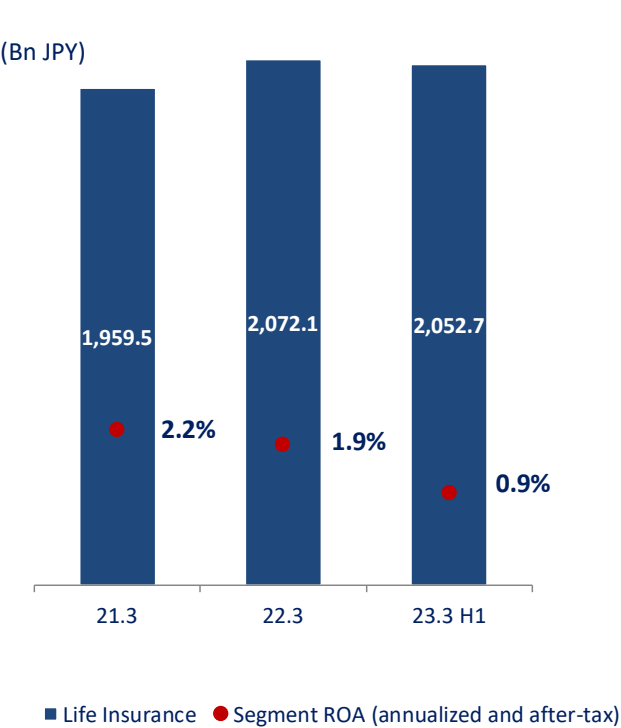
YTD -19.5 Bn JPY (+74.6 Bn JPY from forex)

✓ Excluding impact from forex changes, market slump, assets mostly flat

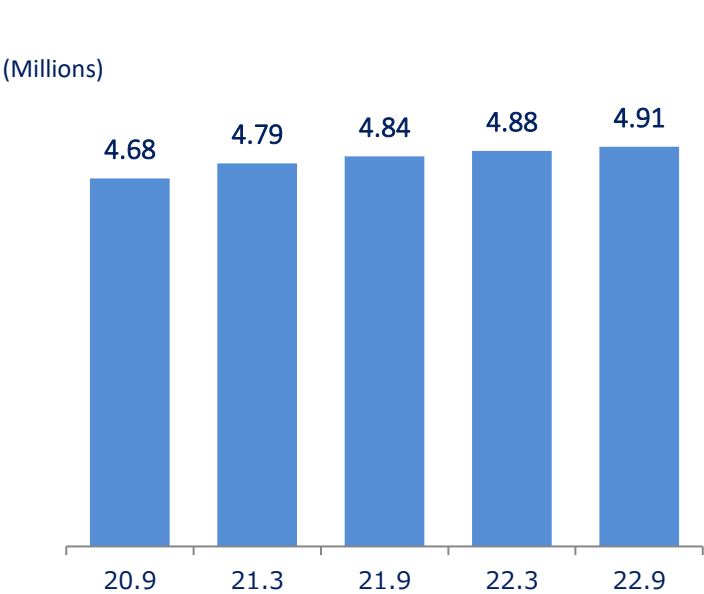
Segment Profits



Segment Assets • ROA



Number of ORIX Life Insurance Policies in Force



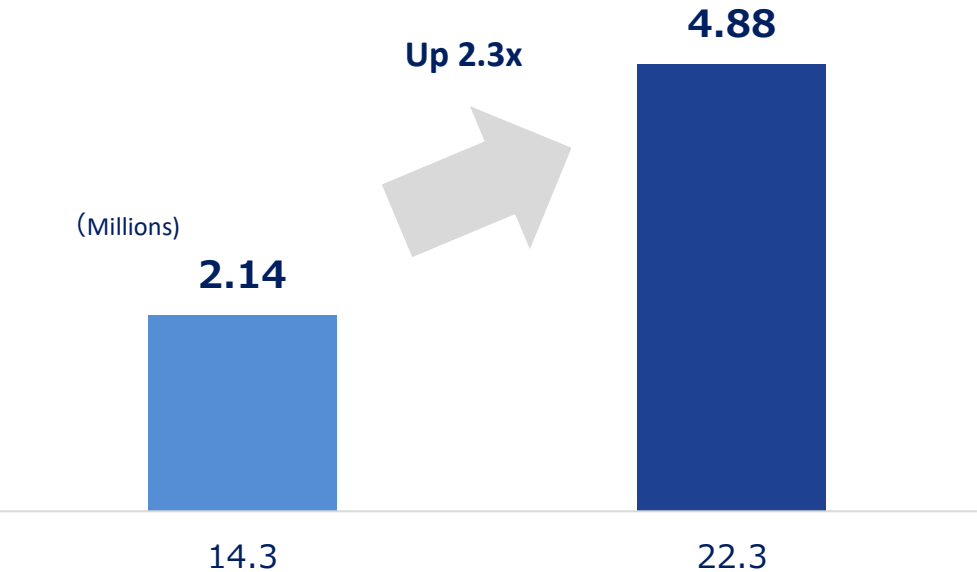
*Hartford Life Insurance was acquired by ORIX Life in 2014, with the merger completed in 2015

Life Insurance – About the Business

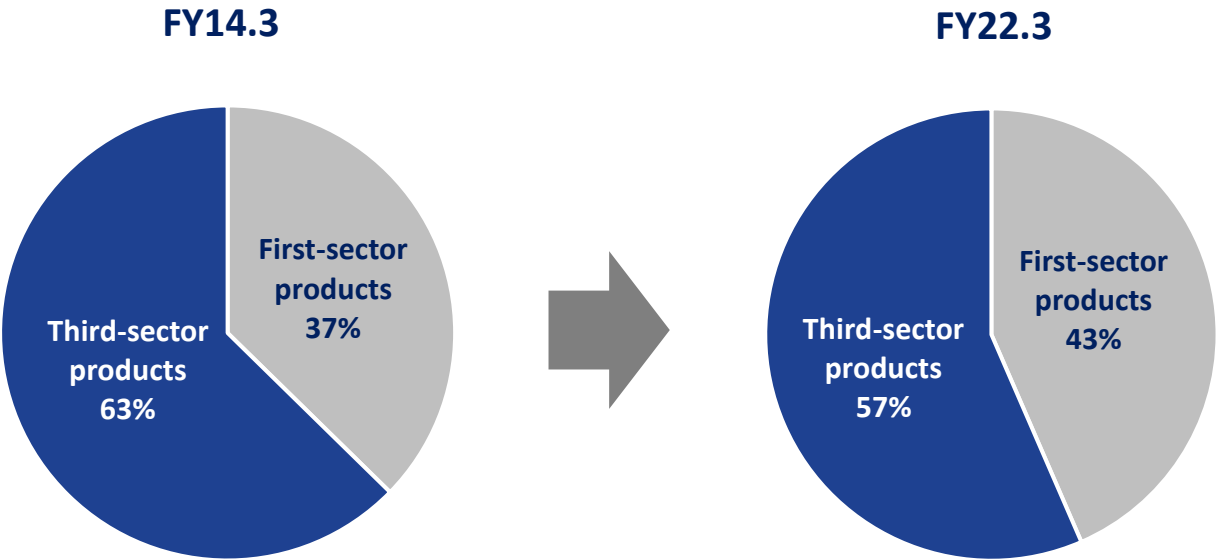


- ✓ Omni-channel strategy (including online/mail order) has allowed ORIX Life to post growth in policies well above industry average
- ✓ Shift from mix dominated by third-sector products (such as medical insurance *CURE*) to a more well-balanced portfolio with introduction of first-sector products (including whole life insurance *RISE*, US dollar-denominated whole-life insurance *Candle*)

Trends in Policies in Force*



Product Portfolio Mix Trends
(Annualized premiums for policies in force)



*Industry-wide, policies in force grew 1.3x during the same period.
Data taken from Japan Institute for Insurance Research statistics and information from individual companies' reporting, compiled by ORIX.

• First-sector products (Death protection, etc.)
• Third-sector products (Heath insurance, Cancer insurance, etc.)

Banking and Credit

Segment Profits: 15.2 Bn JPY

YoY -5.7 Bn JPY (-27%)

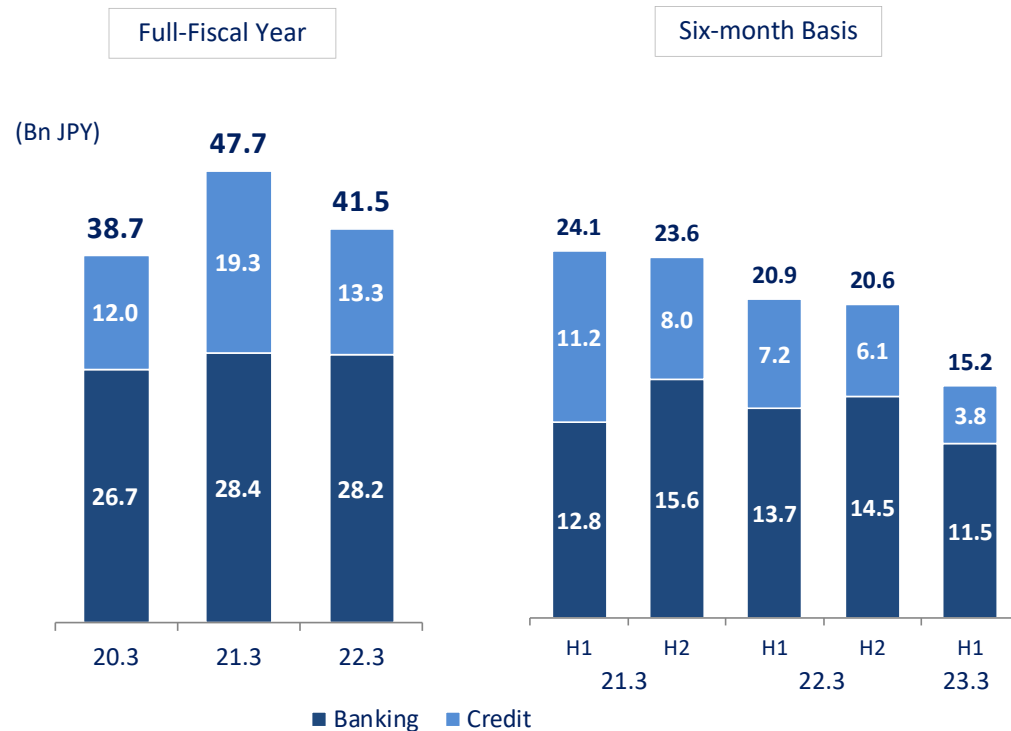
- ✓ Banking: Financial revenues remained steady YoY, but profits fell as there were one-time profits recorded in the previous period
- ✓ Credit: Profits decreased due to aggressive advertising spending associated with a new product release

Segment Assets: 2,677.4 Bn JPY

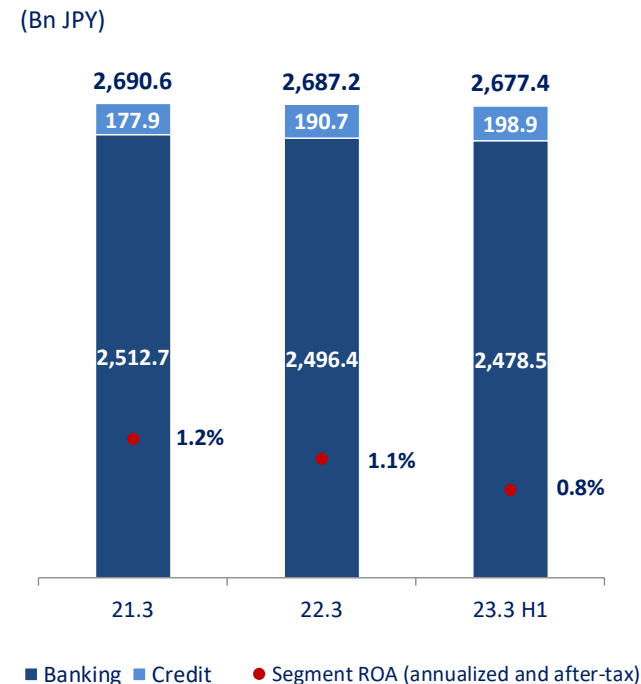
YTD -9.8 Bn JPY (flat)

- ✓ Assets mostly flat

Segment Profits



Segment Assets • ROA



FY22.3 ROE/ROA*1

	ROE	ROA
ORIX Bank	8.6%	0.7%
Megabanks Avg.	7.3%	0.3%
RBAJ Avg. *2	3.9%	0.2%
SARB Avg. *3	2.8%	0.1%

*1 ROE/ROA figures calculated by ORIX, based on data from Japanese Banker's Association FY2021 Financial Statements of All Banks.

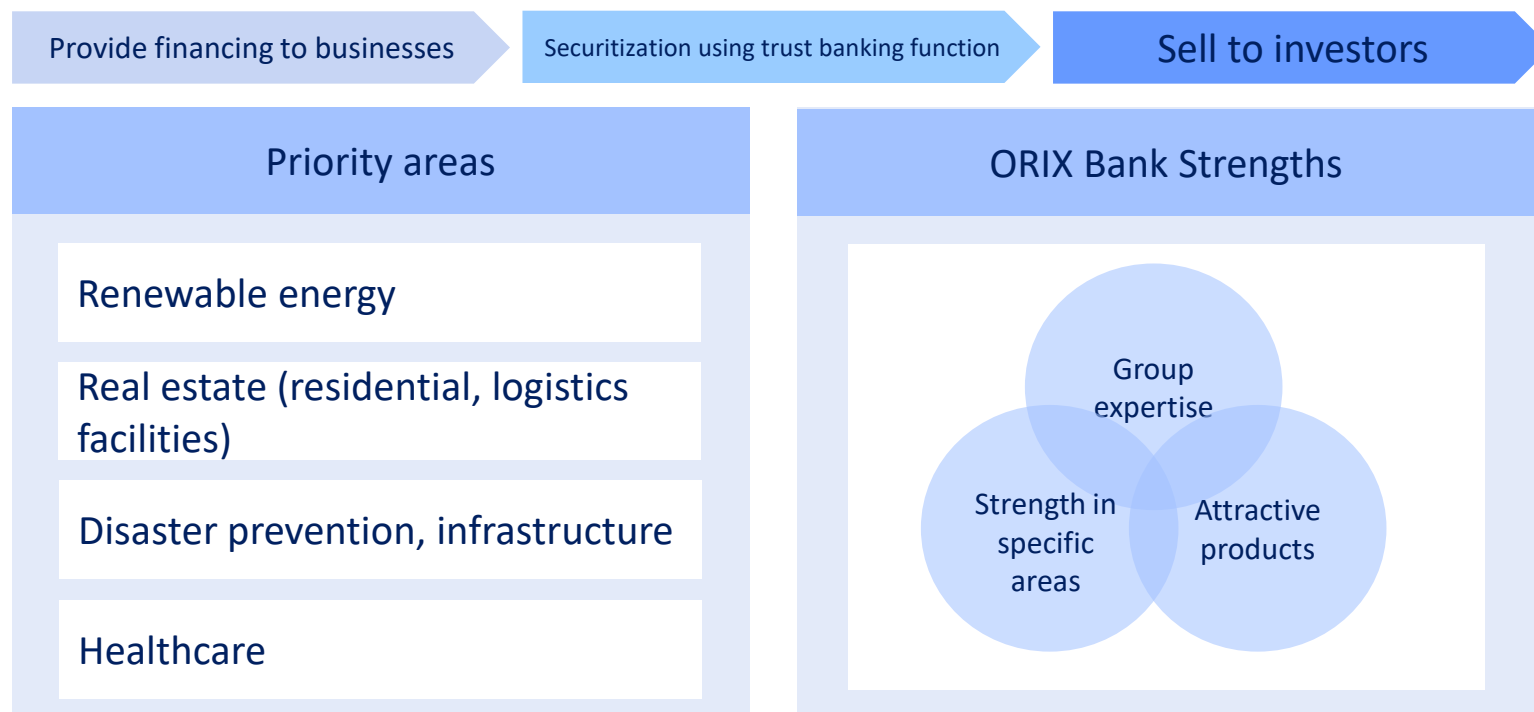
*2 Regional Bank Association of Japan average

*3 Second Association of Regional Banks average

Banking – About the Business

- ✓ In addition to its mainstay real-estate investment loan business, ORIX Bank is strengthening its financing business to industries which support a sustainable society
- ✓ By utilizing its trust banking license, will develop and sell financial products, such as securitized loan products
- ✓ Aim to improve ROA and secure sustainable growth while controlling quality, size of asset base

■ ORIX Bank – A more robust business model



■ Case study

Supplying green loans to mega-solar projects

- ✓ Provided third-party assessed* green loan to fund large solar projects in Niigata Prefecture
- ✓ Utilizing trust banking license, securitized this loan
- ✓ Helped meet regional financial institutions' needs for ESG investing products

* Green loan was assessed with the highest GA1 rating by Ratings and Investment Information, Inc. (R&I)

Aircraft and Ships

Segment Profits: 10.6 Bn JPY

YoY +10.3 Bn JPY (+2,786%)

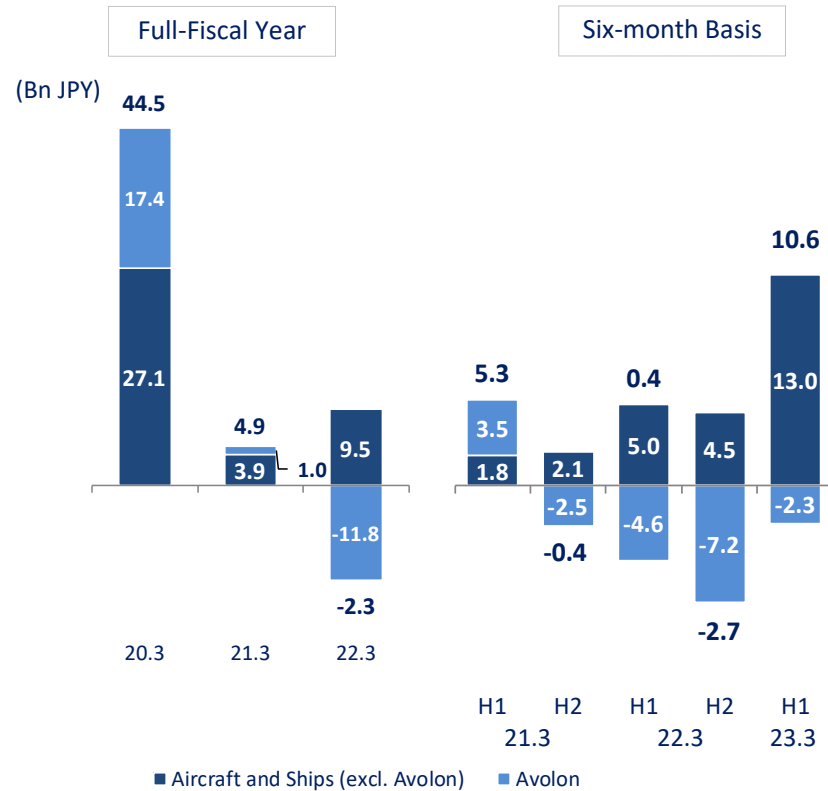
- ✓ Ships: Profits increased significantly due to well-timed sales of owned ships
- ✓ Aircraft: Improved performance due to recovery in air travel market
- ✓ Avolon: Improved performance led to reduction of loss

Segment Assets: 752.6 Bn JPY

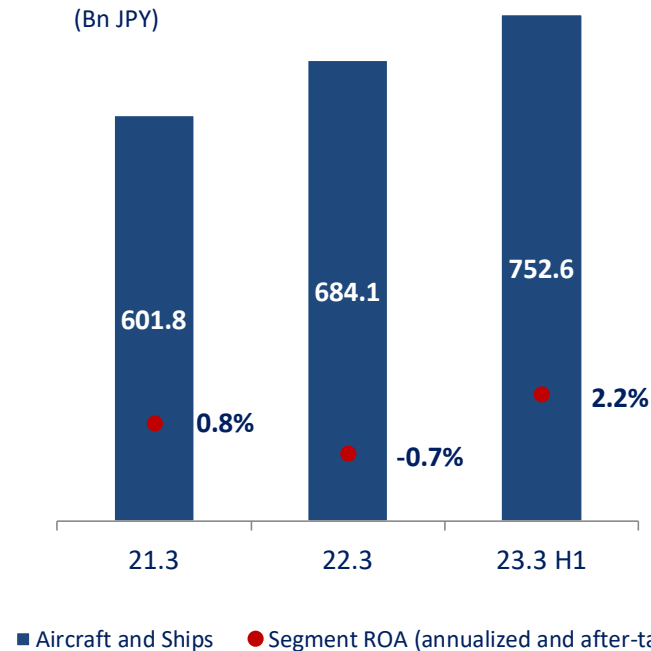
YTD +68.5 Bn JPY (+120.1 Bn JPY from forex)

- ✓ Assets increased overall, as forex effects offset sales of owned ships

Segment Profits

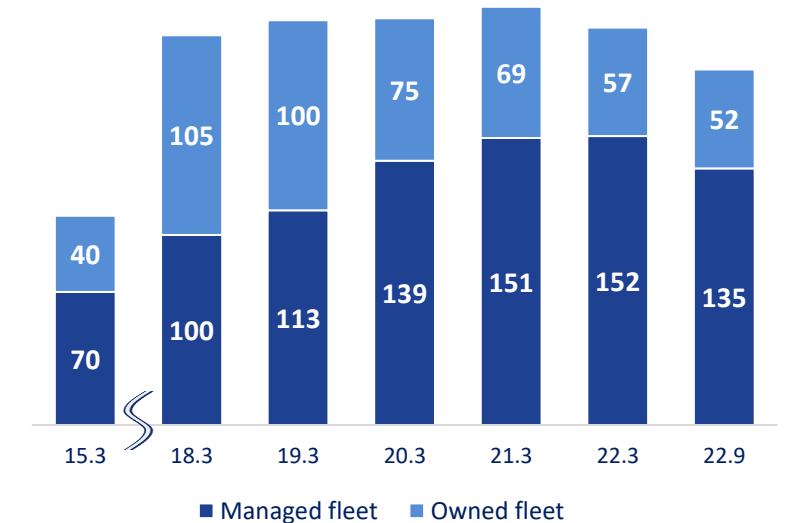


Segment Assets • ROA



ORIX Aircraft Leasing Business

Owned and Managed Fleet*



*Excluding Avolon

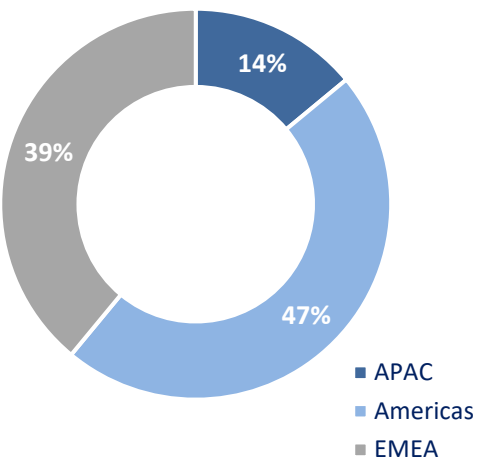
Aircraft and Ships – About the Business



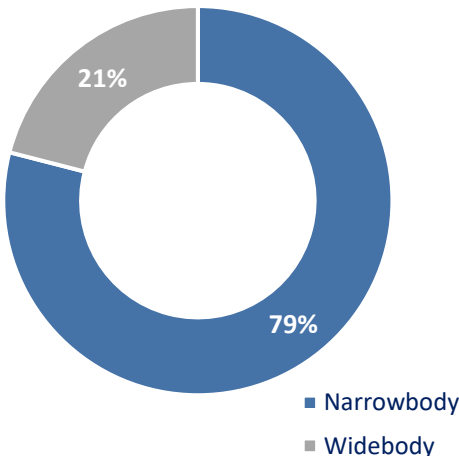
ORIX Aviation

- ✓ Fully-owned subsidiary
- ✓ Mainly trading in second-hand market
- ✓ Arrangement of aircraft purchases to third parties, asset management services
- ✓ S&P servicer rating: Top ranking (Strong)

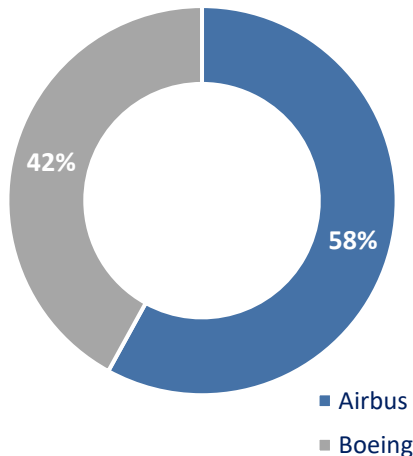
GLOBALLY DIVERSE (NBV)



NARROWBODY WEIGHTING (number of aircraft)



OEM BREAKDOWN (number of aircraft)



Owned fleet
52

Committed fleet
0

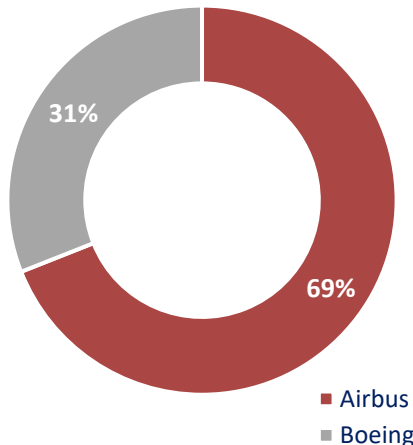
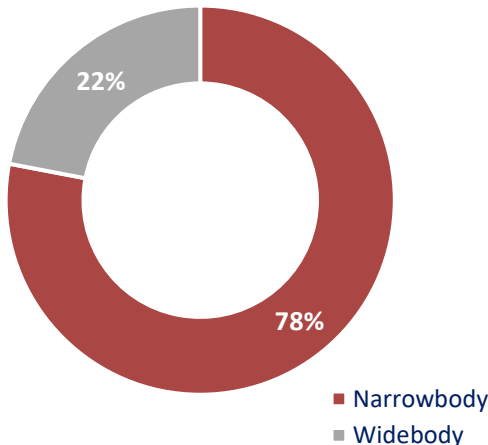
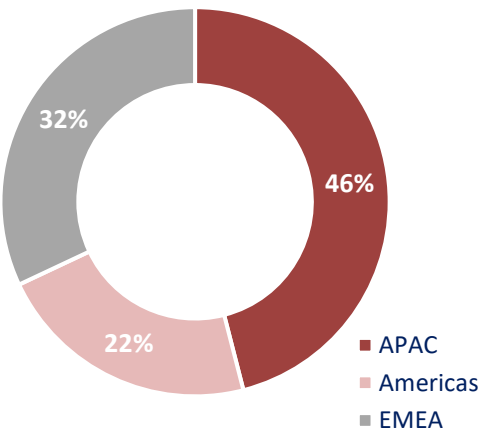
Average age
6.6 years

Remaining lease term
6.3 years

Managed fleet
135

Avolon

- ✓ 30% stake (acquired in November 2018)
- ✓ Sizable direct orders to aircraft manufacturers
- ✓ Direct leasing of fleet
- ✓ S&P: BBB-
Moody's: Baa3
Fitch: BBB-



Owned fleet
518

Committed fleet
265

Average age
6.4 years

Remaining lease term
6.8 years

(as of September 30, 2022)

Segment Profits : 21.6 Bn JPY

YoY -25.5 Bn JPY (-54%)

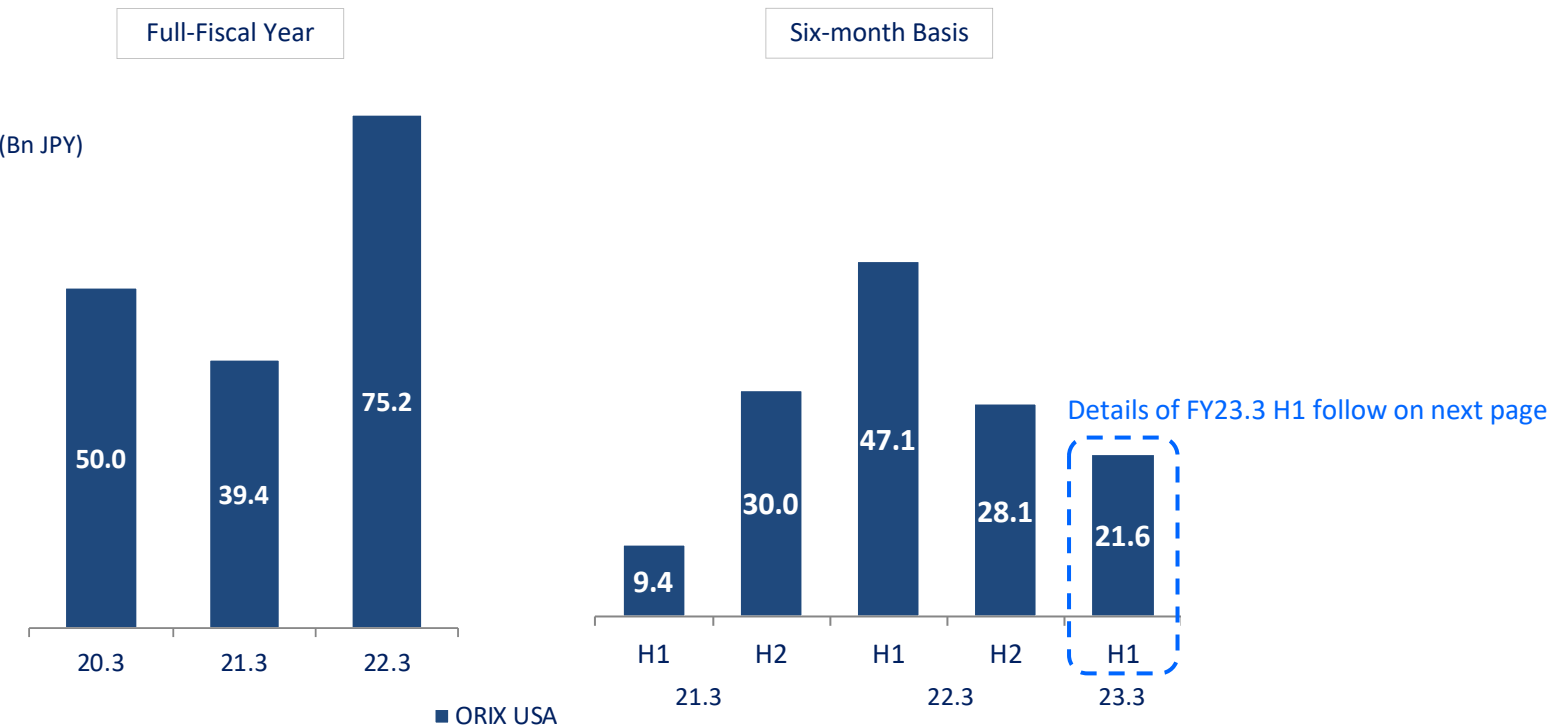
- ✓ Private Equity: Multiple exits in the previous period led to reduction in capital gains
- ✓ Lument: Reduction in real estate loan income led to lower base profits

Segment Assets : 1,624.3 Bn JPY

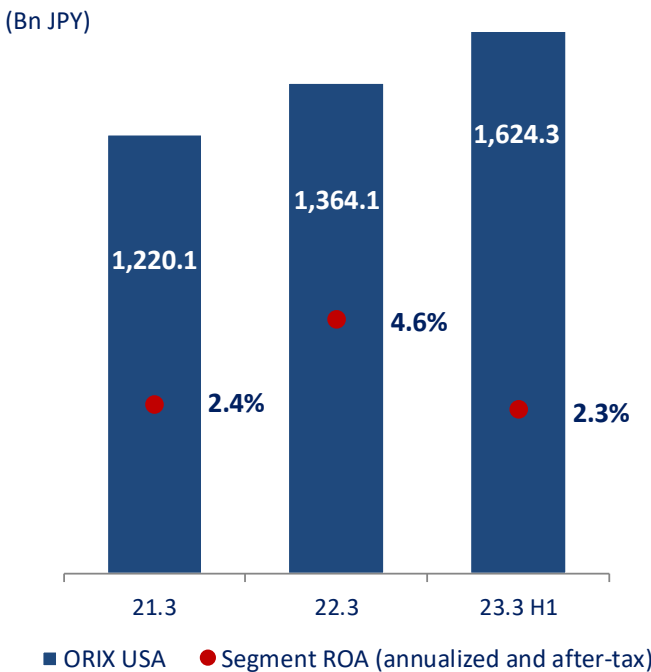
YTD +260.2 Bn JPY (+250.3 Bn JPY from forex)

- ✓ Assets increased due to changes in forex
- ✓ Maintained a low non-performing ratio

Segment Profits



Segment Assets • ROA



- ✓ Profits higher on exit completed in 2Q

Segment Profits Breakdown

(USD Mil)

Business line	Capital gains			Base profits			Factors behind change
	23.3 1Q	23.3 2Q	Change	23.3 1Q	23.3 2Q	Change	
Private Equity	-4	42	+46	-5	-11	-6	<ul style="list-style-type: none"> Capital gains: Realized exit
Credit	6	35	+28	43	56	+14	<ul style="list-style-type: none"> Capital gains: Sold several small equity investments taken when past syndicated loans were originated Base profits: Spread earnings increased as a result of rising interest rates
Real Estate	3	3	±0	35	24	-11	<ul style="list-style-type: none"> Base profits: BFIM fee income was skewed towards 1Q, leading to QoQ decline. Lument origination fees held steady at 1Q level.
Total*	6	79	+73	72	69	-4	

* Figures don't include HQ expenses associated with managerial accounting

ORIX USA – About the Business



- ✓ A provider of capital and financing solutions to middle market companies in USA, targets growth in asset management for three key verticals (total AUM / AUA \$74.3 Bn)
- ✓ Operates a hybrid strategy, investing own principal capital while providing capital market and asset management solutions to external investors

Segment profits and assets don't include HQ expenses associated with managerial accounting

(as of end-September 2022)

Credit	Real Estate	Private Equity
Segment Profits _(H1) : \$140 Mn Segment Assets: \$6.360 Bn	Segment Profits _(H1) : \$64 Mn Segment Assets: \$3.505 Bn	Segment Profits _(H1) : \$22 Mn Segment Assets: \$1.039 Bn
<ul style="list-style-type: none"> ✓ Provides variety of debt services, using own principal capital and external capital ✓ Products include leveraged loans, structured finance products, growth capital, CLOs, syndicate loans, municipal/infrastructure project financing <p>Businesses:</p> <ul style="list-style-type: none"> ✓ NXT Capital ✓ Growth Capital 	<ul style="list-style-type: none"> ✓ Loan origination, primarily for US government mortgage agency loans (multifamily, seniors & healthcare, commercial real estate) ✓ LIHTC (low-income housing tax credit)* syndication <p>Businesses:</p> <ul style="list-style-type: none"> ✓ Lument ✓ Boston Financial Investment Management 	<ul style="list-style-type: none"> ✓ Two companies focused on middle-market firms – one fund investing principal and third-party capital, one principal-only strategy ✓ Fund: 25 transactions since 2016 (avg. \$75-250 Mn deal size) ✓ Principal investment strategy: 50 platform transactions since 2012 (\$10-\$20 Mn deal size) <p>Businesses:</p> <ul style="list-style-type: none"> ✓ ORIX Capital Partners (fund) ✓ ORIX Private Equity Solutions (principal investment strategy)

* US federal tax credit program designed to promote supply of affordable housing, a market resilient to economic trends.

Segment Profits: 16.4 Bn JPY

YoY -12.0 Bn JPY (-42%)

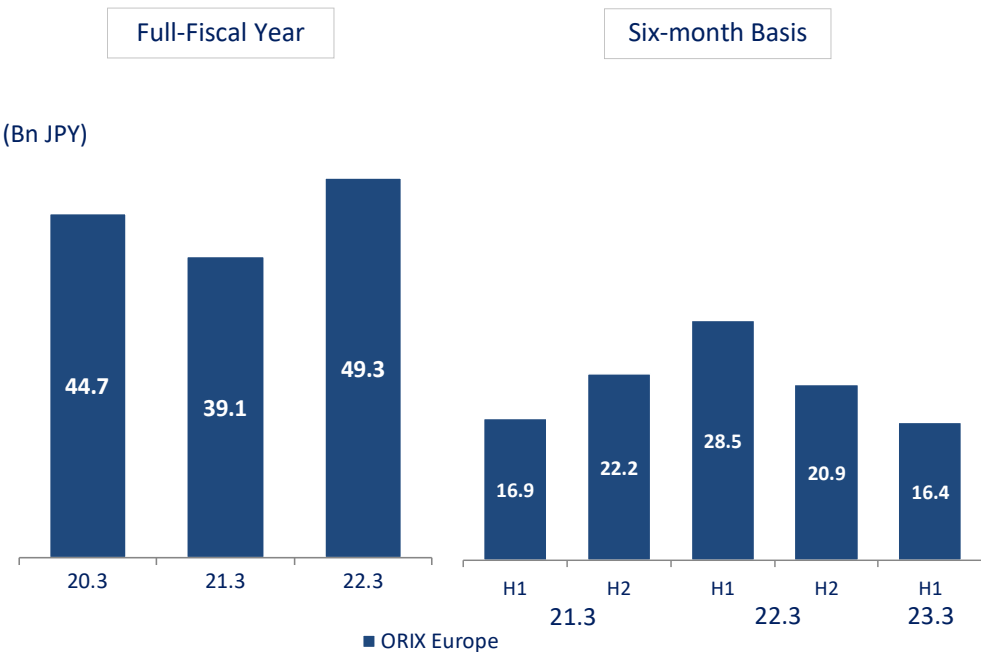
- ✓ Fall in stock market resulted in reduced AUM which led to lower profits
- ✓ Transtrend performance upbeat

Segment Assets: 409.5 Bn JPY

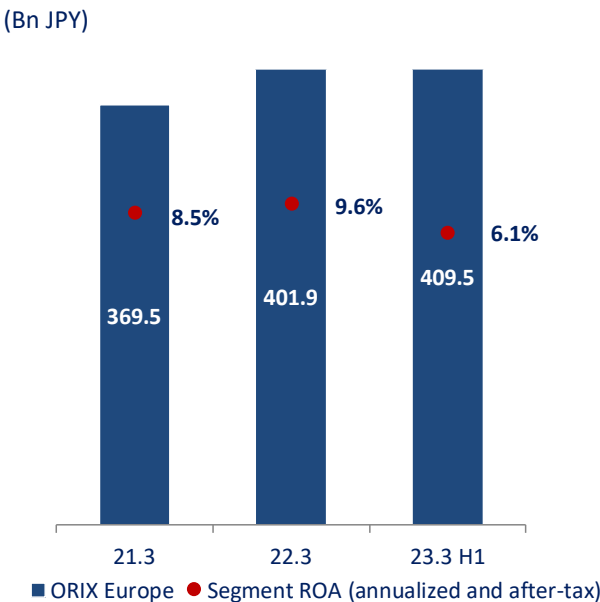
YTD +7.6 Bn JPY (+16.5 Bn JPY from forex)

- ✓ Assets increased due to changes in forex

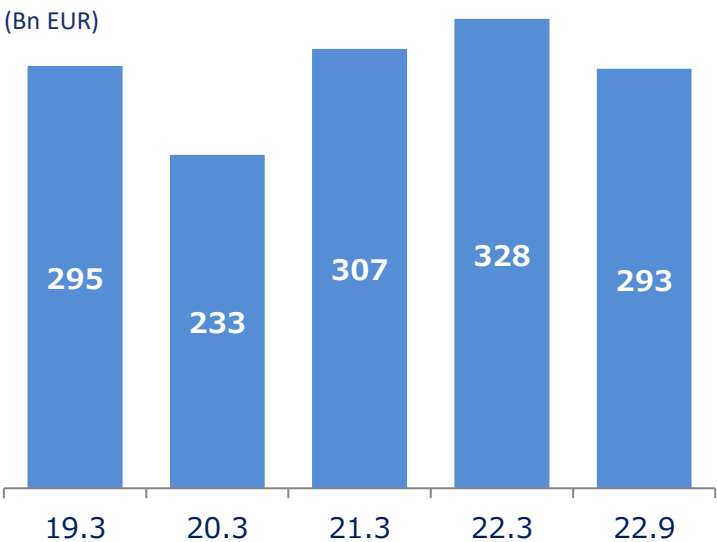
Segment Profits



Segment Assets • ROA



AUM



ORIX Europe – About the Business

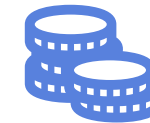
- ✓ Main Business: Equities, fixed income, renewable energy and other fund management
- ✓ Actively promoting ESG investing, especially through Robeco and Gravis Capital Management

Major Subsidiaries	Head Office	Primary Business	Established (Acquired)
Robeco	Rotterdam	Equities, fixed income, and sustainability-focused asset management	1929 (2013)
Boston Partners	Boston	Value-focused boutique asset management firm	1995 (2013)
Harbor Capital Advisors	Chicago	Manager selection model	1983 (2013)
Transtrend	Rotterdam	Commodity Trading Advisor	1991 (2013)
Gravis Capital Management	London	Alternative asset manager	2008 (2021)

An ESG pioneer since the mid-1990s, Robeco is recognized as a global leader in sustainable investing

Robeco Parent AUM

(as of 30 June 2022)



178 Bn EUR

ESG-Integrated AUM



171 Bn EUR

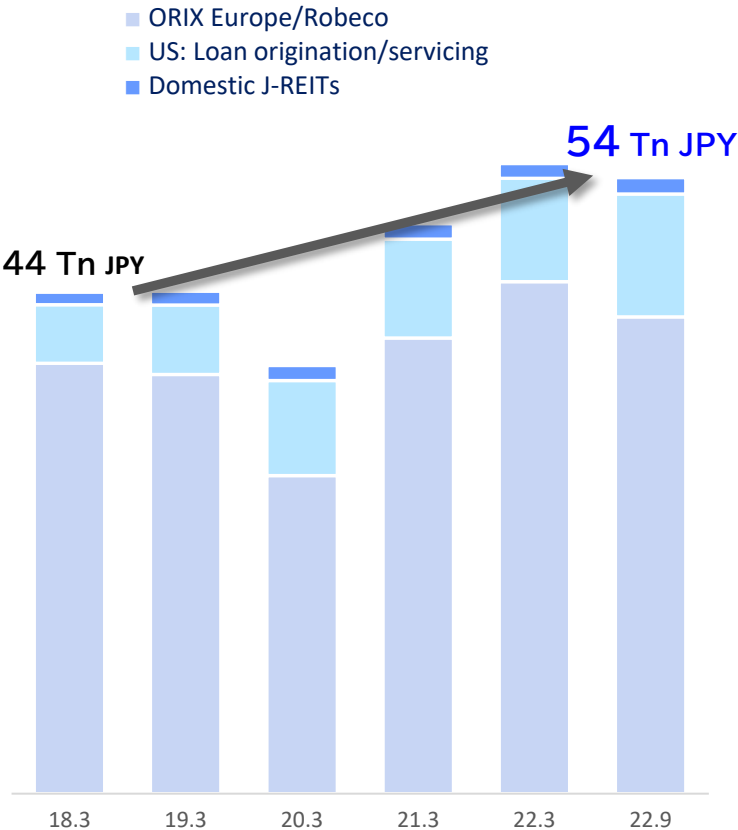
Announced support of Net Zero Asset Managers Initiative in Dec 2020, aims to achieve net zero GHG emissions across all assets under management by 2050

ORIX Group – Asset Management Business

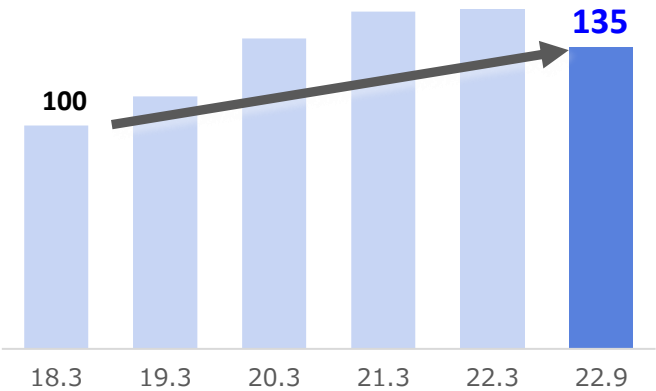


- ✓ Expansion in asset management business centered on Europe, US supports base profit growth
- ✓ Focus on management of diversified asset base, in addition to equities, fixed income, and alternative assets (Top domestic manager of renewable energy, aircraft, condominium property management, auto fleet assets)

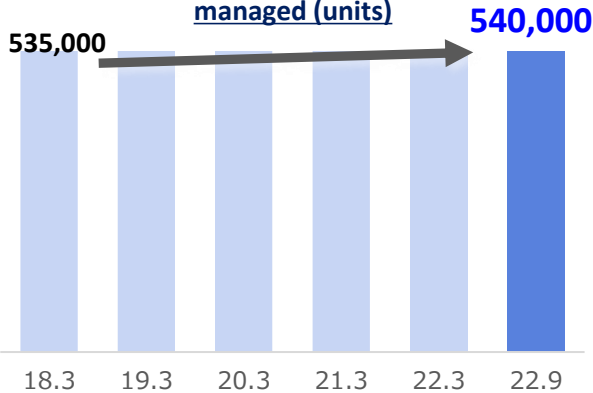
Equity, Fixed Income, Alternative Assets AUM *1



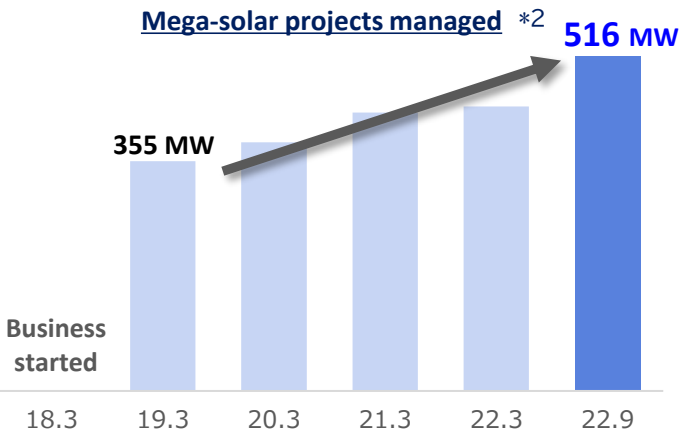
Aircraft fleet management



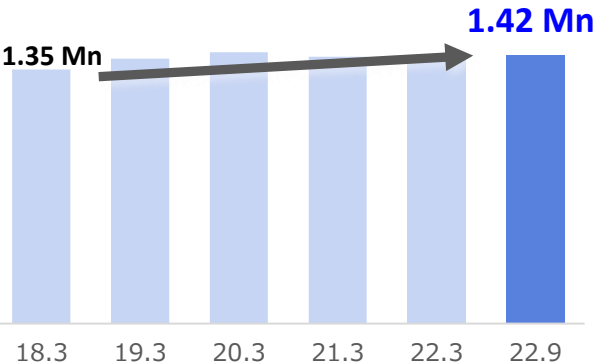
DAIKYO unit – Condominium managed (units)



Mega-solar projects managed *2



Auto / Fleet maintenance



*1 End-period forex rates used. *2 Established mega-solar project management firm in June 2018

Asia and Australia

Segment Profits : 24.1 Bn JPY

YoY +4.2 Bn JPY (+21%)

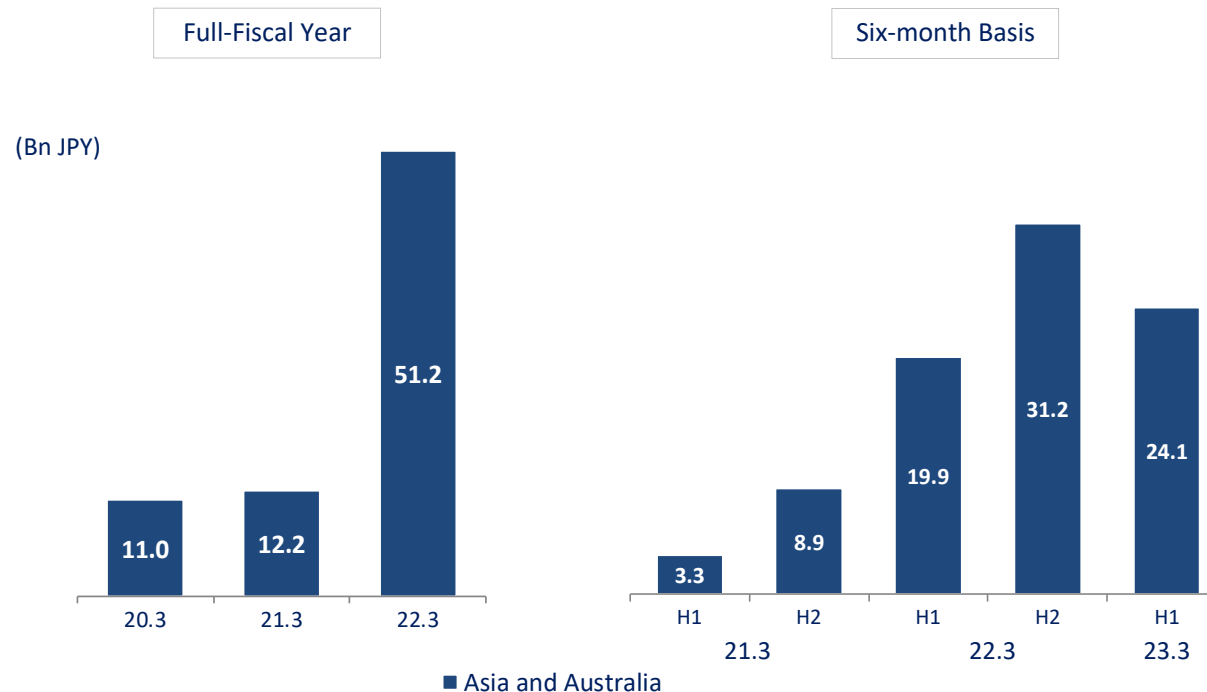
- ✓ New business deals execution increased as COVID-related impacts waned from latter half of previous period, contributing to higher profits
- ✓ Robust used car market in Australia, South Korea
- ✓ Sold stake in an affiliate in Southeast Asia, pushed profits higher

Segment Assets : 1,399.1 Bn JPY

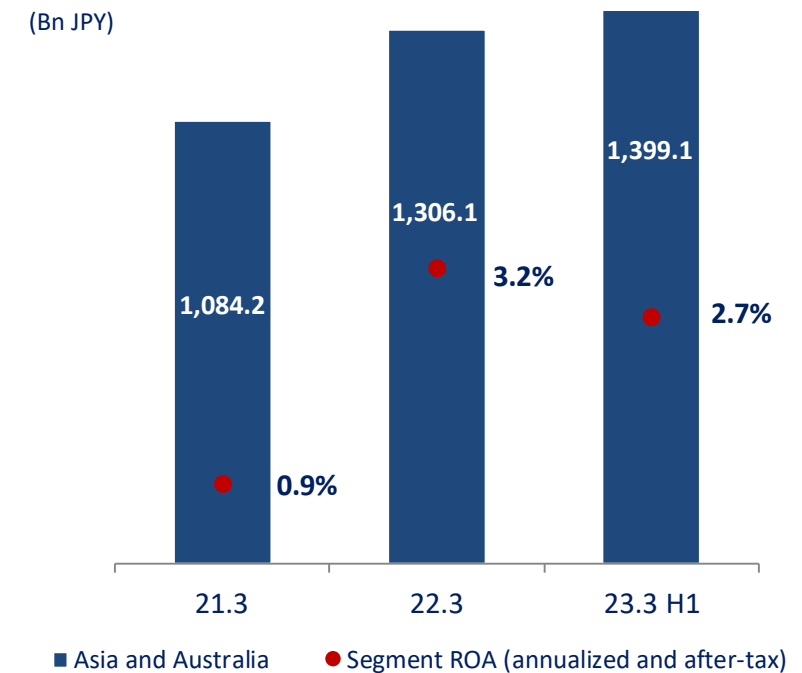
YTD +93.0 Bn JPY (+99.8 Bn JPY from forex)

- ✓ Assets increased due to changes in forex

Segment Profits



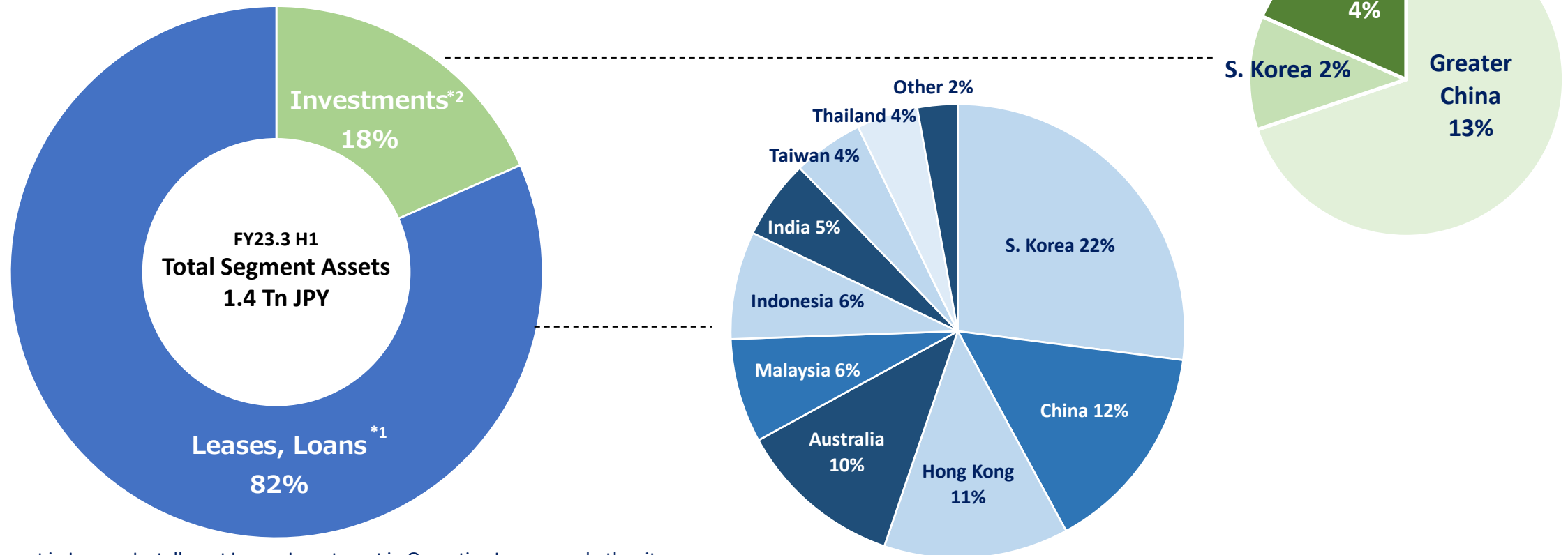
Segment Assets • ROA



Asia and Australia – About the Business

- ✓ Main Business: Leasing, lending, and investment businesses in Asia and Australia
- ✓ Leasing, loans: Primarily industrial equipment and auto leasing across Asia and Australia.
Investments: PE investments mainly in Greater China and South Korea

Segment Assets by Business / Region



*1 Net Investment in Leases, Installment Loans, Investment in Operating Leases, and other items

*2 Investment in Securities, Investment in Affiliates, and other items (Within Investment in Affiliates, equity stakes owned by leasing-focused Group companies have been included in 'Leases, Loans', above)

Appendix

Strong profitability

Net income

312.1Bn JPY

ROE

9.9%



High growth

10-year net income CAGR
(FY13.3-FY22.3)

12%



Leading renewable energy provider in Japan

Renewable energy generating capacity*2

3.5GW



Enhanced shareholder returns

DPS (FY11.3-FY22.3)

Increased by 10X+



Well-balanced earnings*1

Base profit

73%

Investment gains

27%



Top-class investment track record

Domestic private equity investment IRR*3

30%



Financial soundness

Credit rating

Single A or higher



Global network

Employees

32,235

Regions

28 countries/regions



Asset management business growth

Asset management business
Assets under management*4

54 Tn JPY



*All figures based on FY22.3 or end-FY22.3 data unless otherwise indicated.

*1 Calculated using average for past five years (FY18.3-FY22.3).

*2 Calculated reflecting ORIX ownership ratio on a per project basis (as of end-Sept 2022).

*3 Average for 8 exits since 2012, excludes sale of Kobayashi Kako assets at end-March 2022.

*4 Total AUM for asset management businesses at ORIX Europe, ORIX USA, Real Estate segments (end-Sept 2022).

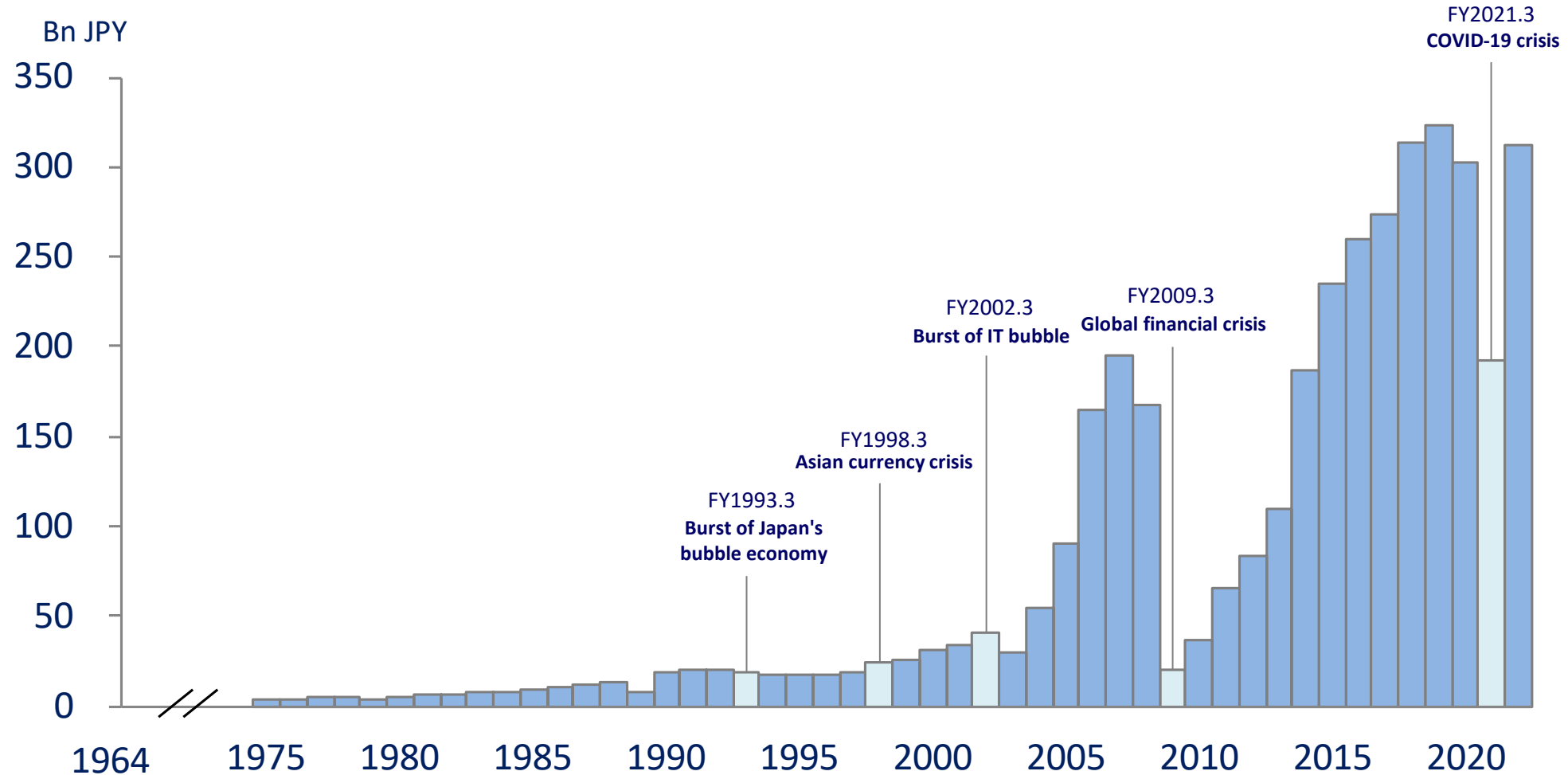
About ORIX

Proven Track Record of Profitability

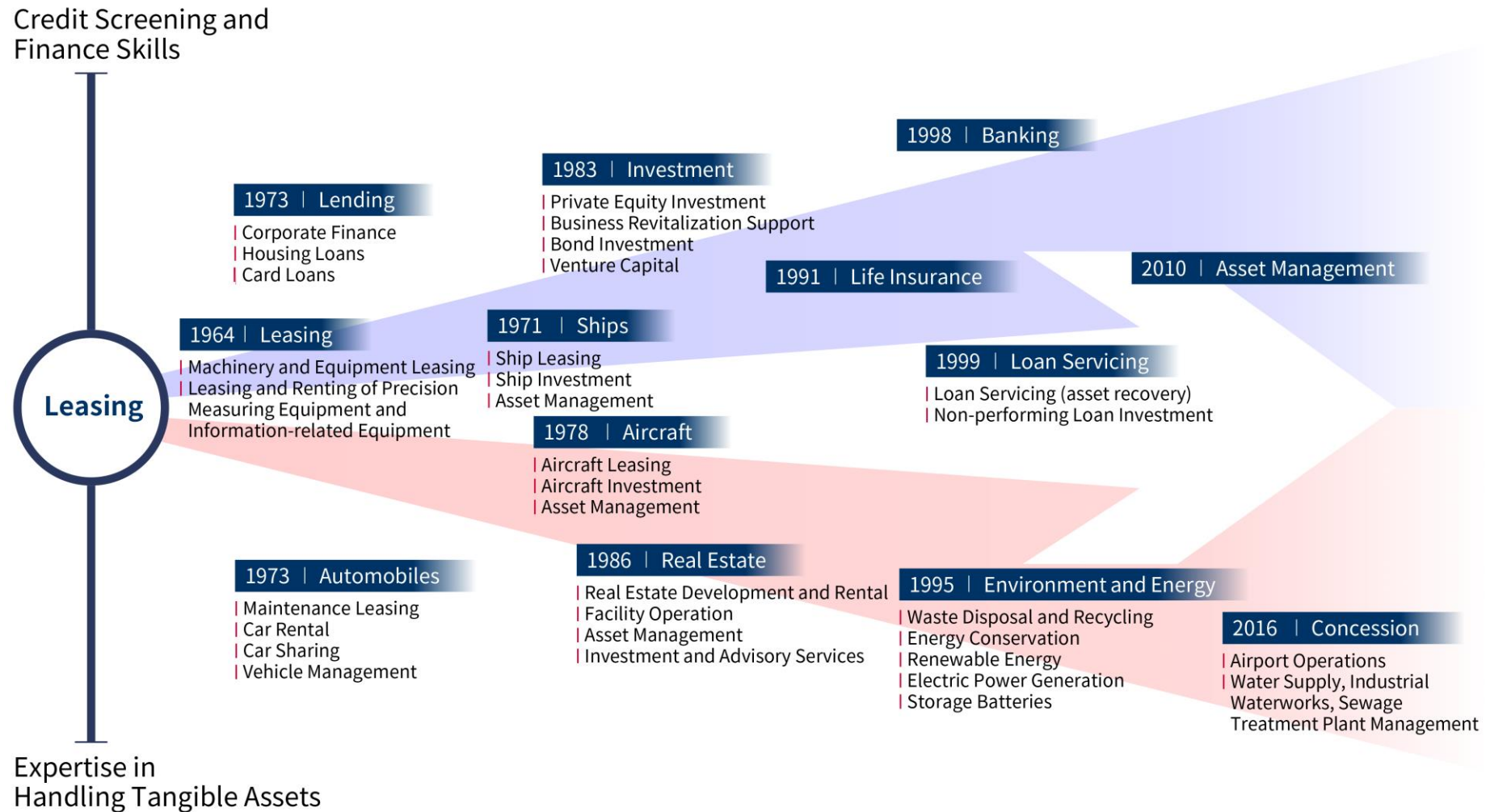


- ✓ Excluding founding year, ORIX has been profitable for 57 straight years

Net Income Attributable to ORIX Corporation Shareholders



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



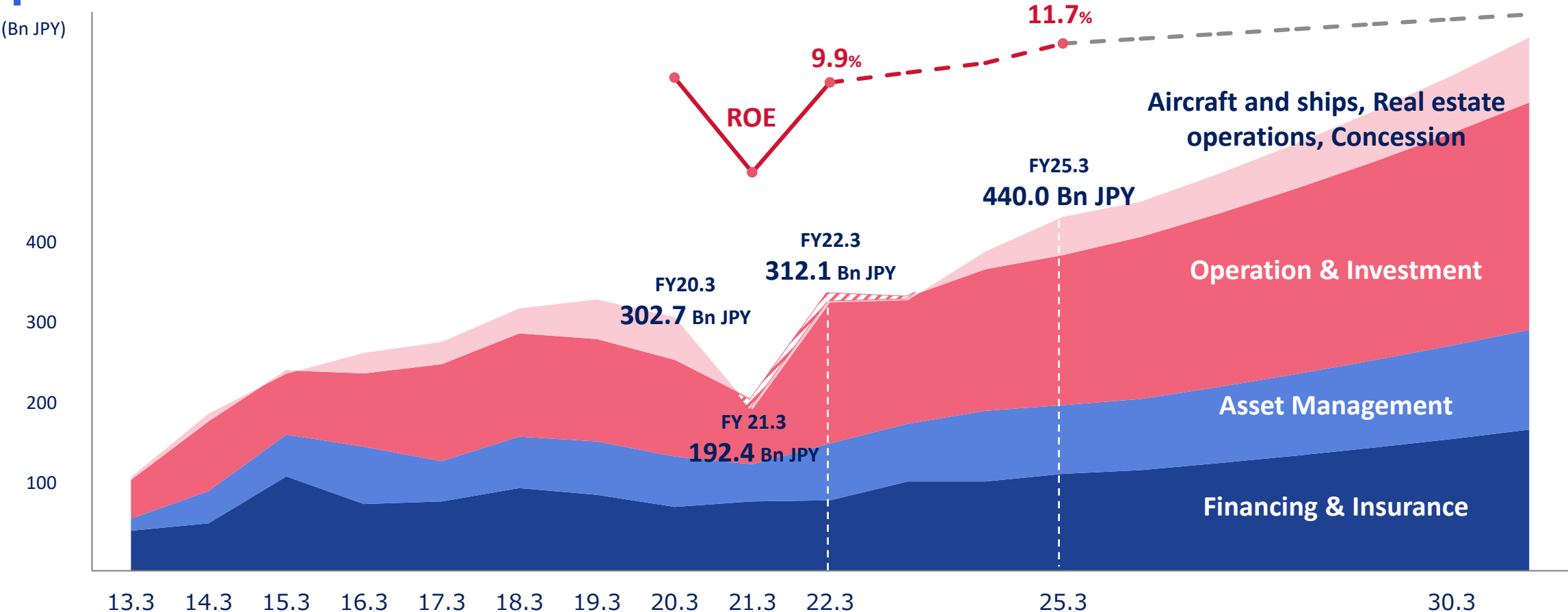
Medium- to Long-term Growth

(From FY22.3 full-year results presentation announced in May 2022)



- ✓ Operation & Investment and Asset Management positioned as growth drivers, aim to achieve 440.0 Bn JPY in net income by FY25.3
- ✓ After FY25.3, will sustain growth into FY30.3 supported by new investments in environment and energy, overseas businesses

Net Income: Trends & Breakdown



Three Portfolio Categories

(Breakdown of Financing & Insurance, Asset Management, Operation and Investment)

Three Category and Segment Matrix

		Three Categories			
		Financing & Insurance	Asset Management	Operation & Investment	
Segment	Corporate Financial Services and Maintenance Leasing	Corporate financial services		Auto, rental equipment, servicing	
	Real Estate		Asset management	Real estate investment, DAIKYO	Real estate operations
	PE Investment and Concession			PE investment	Concession
	Environment and Energy			Environment and Energy	
	Insurance	Life insurance			
	Banking and Credit	Banking, credit			
	Aircraft and Ships			Ships	Aircraft
	ORIX USA		Asset management, loans, fixed-income investment	PE investment	
	ORIX Europe		Asset management		
	Asia and Australia	Leasing, loans		PE investment	

Minor COVID-19 impact

Major COVID-19 impact

Breakdown of Investment Gains

Investment Gains*

(Bn JPY)

Segment	FY18.3	FY19.3	FY20.3	FY21.3	FY22.3
Real Estate	42.9	② 56.5	③ 53.6	16.9	21.4
PE Investment and Concession	26.9	0.3	16.4	-0.7	-19.1
ORIX USA	21.6	33.7	37.6	17.7	45.9
Other	① 27.6	2.3	④ 6.7	20.6	⑥ 140.8
Total	119.1	92.8	114.2	54.5	189.0

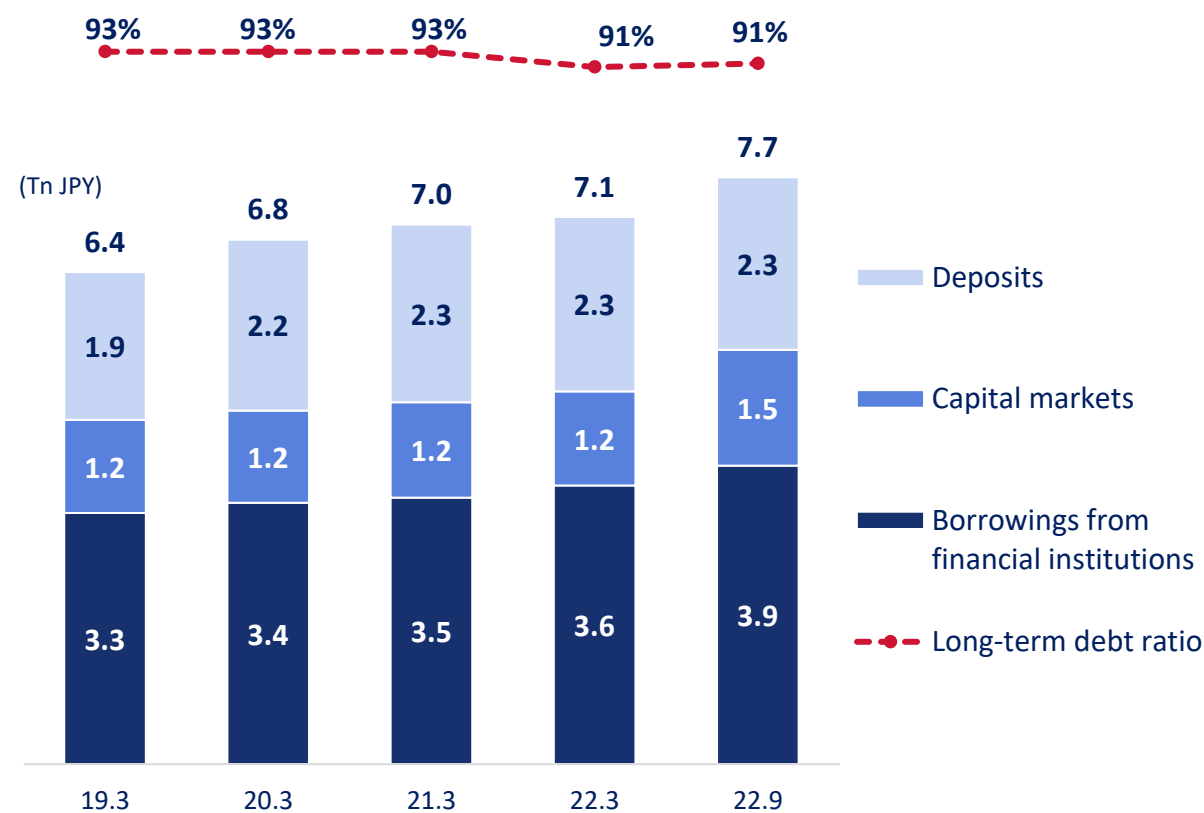
*Investment gains figures are net of impairments. Investment gains include operating leases, gains on sales of subsidiaries and affiliates, gains on investment securities, etc.

Major Business Sales

No.	Company	Timing of sale
①	ORIX Electric Power Corporation	FY18.3
②	ORIX Golf Management	FY19.3
③	ORIX Living	FY20.3
④	RobecoSAM's ESG Ratings Division	FY20.3
⑤	Houlihan Lokey	FY18.3, FY19.3, FY20.3
⑥	Yayoi	FY22.3

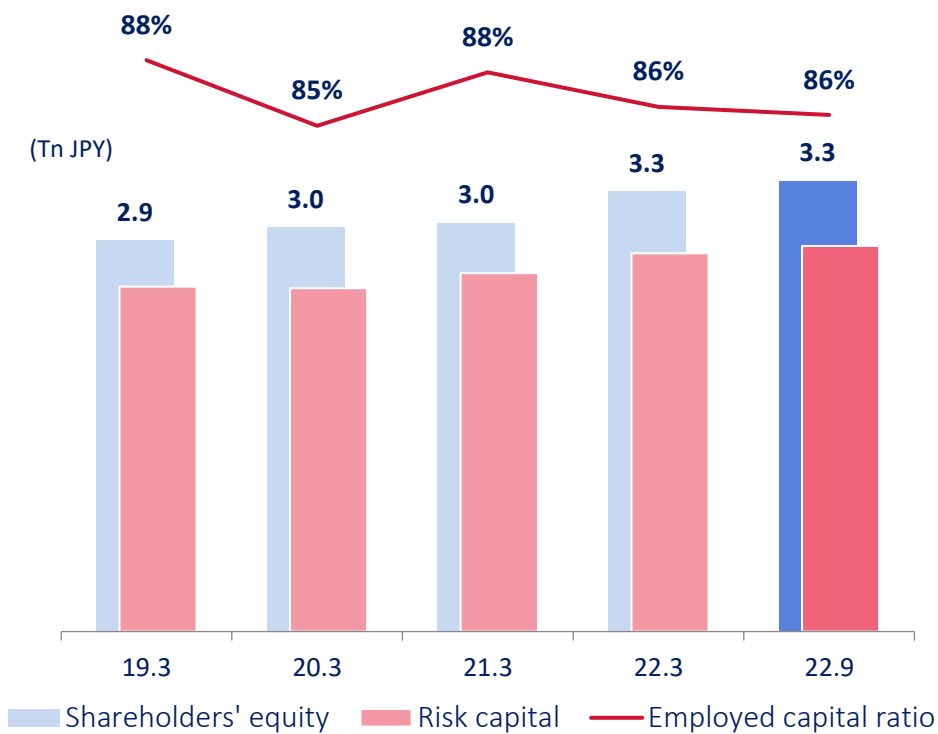
- ✓ Diversified funding methods and maintained a high long-term debt ratio

Funding Structure and Long-term Debt Ratio^{*1}



*1 Excluding deposits

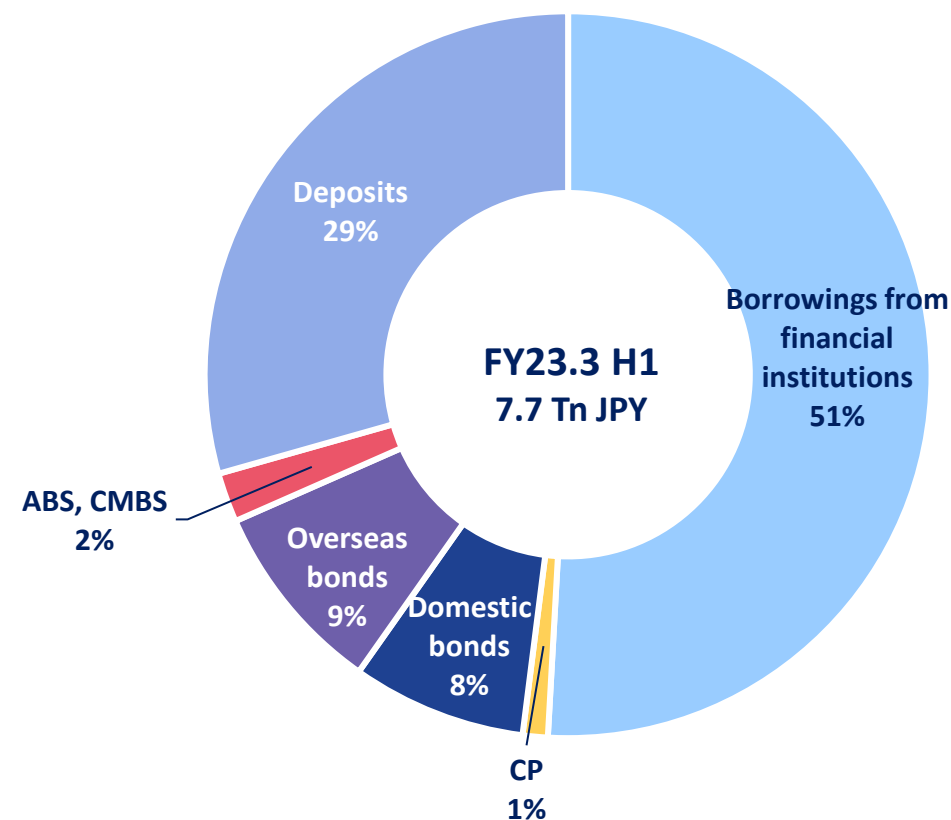
Shareholders' Equity / Employed Capital Ratio^{*2}



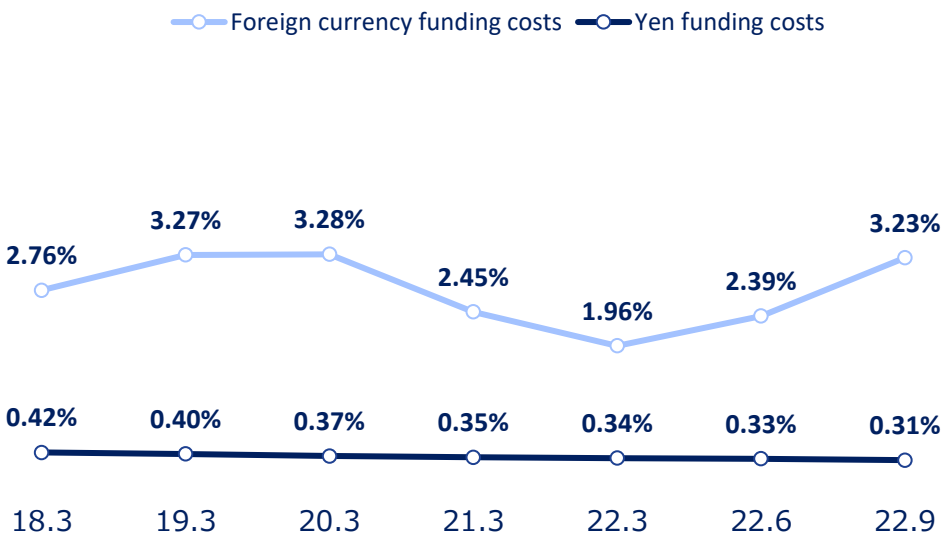
*2 Employed capital ratio is the ratio of risk capital to shareholders' equity. ORIX calculates risk capital based on historical maximum decrease for all assets.

- ✓ Diversified funding. Controlled funding costs while maintaining a high long-term debt ratio

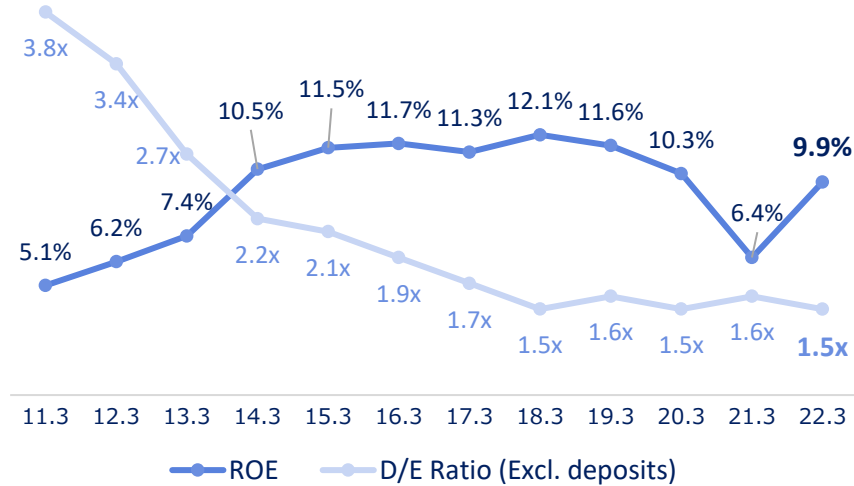
Breakdown of Funding



Trends in Fundings Costs



D/E Ratio • ROE



Credit Ratings

	End-Sept 2022
S&P	A- (Stable)
Moody's	A3 (Stable)
Fitch	A- (Stable)
R&I	AA- (Stable)
JCR	AA (Stable)

Interest Rate & Forex Sensitivity

Interest rates

- Japanese Yen & US Dollar = Negligible
- Euro = -2 to -3 Bn JPY

*Sensitivity of pre-tax profits assuming a 1% increase in interest rates lasting for 12 months

Forex

- Forex sensitivity: +1.5 Bn JPY

*Sensitivity of pre-tax profits assuming 1 JPY depreciation lasting for 12 months

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A large circular graphic on the left side of the slide, composed of a thick ring. The ring is divided into three segments: a red segment at the top, a dark blue segment on the right, and a purple segment at the bottom.

Answers, Custom Fit.

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