

Business Strategy by Headquarters



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Global Headquarters

Our overseas business continues to expand, leveraging alliances forged in 2019 with Marubeni Corporation and within Mizuho Bank. In 2020, we took equity stakes in air-craft leasing and refrigerated trailer leasing companies in the United States and a finance company in Vietnam. In 2022, we invested in a used car finance company in Australia. In 2023, we made an initial foray into India—a country with high growth potential—with our acquisition of equipment leasing company Rent Alpha Pvt. Ltd. Under its Medium-term Management Plan 2025, the company aims to expand its business domain through inorganic strategies, such as M&A.

Strengths

Strong collaborative system of alliance partners (Mizuho Financial Group, Marubeni Group)

Network of Mizuho Leasing offices in Asia and Oceania

Proven track record and solution sales capabilities in Japan and overseas

Growth Strategy and Progress of the Medium-term Management Plan 2025

Deepen and Expand Partnership with Marubeni

- Establish a companywide integrated sales system with Marubeni Corporation
- Utilize Marubeni Corporation's global partner and customer networks, staff, and business development capabilities

Strengthen Inorganic Growth Strategy

- Research new markets and capitalize on growth opportunities
- Reevaluate investment strategies in countries where we already have a presence
- Strengthen collaboration with other business headquarters within Mizuho Leasing

Expand Customer Base of Existing Overseas Group Companies

- Strengthen initiatives for new markets and products
- Strengthen collaboration with Mizuho and Marubeni and promote vendor finance

Enhancing our capability to deliver solutions to domestic clients

- Enhance and expand differentiated service capabilities – including Vendors financing in India and Vietnam and cross-border lending – to strengthen our competitive positioning

Develop Global Talent

- Discover and develop human resources through internal recruitment and midcareer hiring
- Globalize human resources by promoting domestic employees to overseas positions

Fiscal 2024 review

- Rent Alpha completed post-merger integration (PMI) following its acquisition in June 2023, has been performing well, and in August 2024, we increased our ownership ratio from 54.7% to 87.6%.
- Existing overseas subsidiaries steadily increased new contract volume by expanding their customer bases, accumulating operating assets, and leveraging their partnerships with the Mizuho Group and Marubeni Corporation.

Business Risk and Mitigation

- Heightened credit risk arising from deteriorating economic conditions in countries where we operate, due to geopolitical risks such as conflicts in Ukraine and the Middle East that have disrupted global logistics.
→ Amid ongoing uncertainty in the global economic outlook, we are thoroughly avoiding and diversifying large credit risks and strengthening monitoring.
- As commodity prices stabilize, interest rates in major overseas markets are entering a decline phase, raising expectations for economic recovery through increased capital investment in leasing equipment and consumption growth. However, customers remain highly cautious due to concerns over potential performance deterioration from weakened exports to the U.S. caused by renewed Trump-era tariffs.
→ We continue to work closely with customers, listening carefully to their challenges and sales trends to support effective problem-solving.

Business Topics

Marubeni alliance

Following the announcement of our capital and business alliance with Marubeni Corporation in May 2024, we established the Marubeni Collaboration Division, marking the start of full-scale collaboration. Major collaborations over the past year have resulted in a total transaction value of 68.2 billion yen, including the joint acquisition of a 50% stake in a renewable energy portfolio business in Portugal held by Total Energies, a bridge deal for a large domestic real estate project, and the execution of leases for Marubeni group companies both in Japan and overseas. Personnel exchanges between the two companies have also become more active, and we will continue strengthening collaboration to further drive business development.

Mizuho RA Leasing / Mizuho Capsave Finance

In March 2025, Rent Alpha was renamed Mizuho RA Leasing, and in April 2025, its wholly owned subsidiary Capsave Finance was renamed Mizuho Capsave Finance. By adopting the Mizuho name, these companies aim to strengthen their presence in India as members of both the Mizuho Financial Group and the Mizuho Leasing Group, better serving the needs of clients engaged in business in India. As a result of the renaming, Capsave's local credit rating was upgraded to the highest (AAA) rating by the local credit rating agency.



Krungthai Mizuho Leasing

We are strengthening cooperation in Thailand between Krungthai Bank, our joint venture partner in Krungthai Mizuho Leasing Co., Ltd. (49% owned by Mizuho Leasing), the Krungthai Group, and the Mizuho Financial Group. During Chairman Tsuhara's visit to Thailand, we held the "Krungthai-One Mizuho Luncheon Meeting," attended by Krungthai Bank President Payong and senior management, members of Mizuho Leasing, and Mizuho Bank Bangkok Branch Manager Taketani.

