Financial Results for 2Q FY2011
Presentation Materials

November 4, 2011

IBJ Leasing Co., Ltd. (TSE: 8425)

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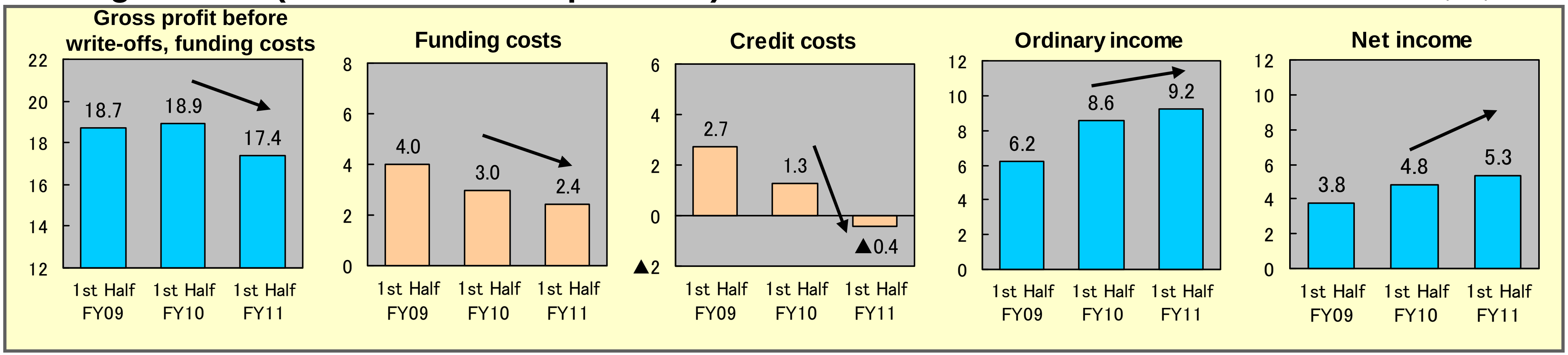
◆Highlights of 2Q FY2011

<Financial Results>
Ordinary income and net income rose, as lower funding and credit costs offset decline in gross profit

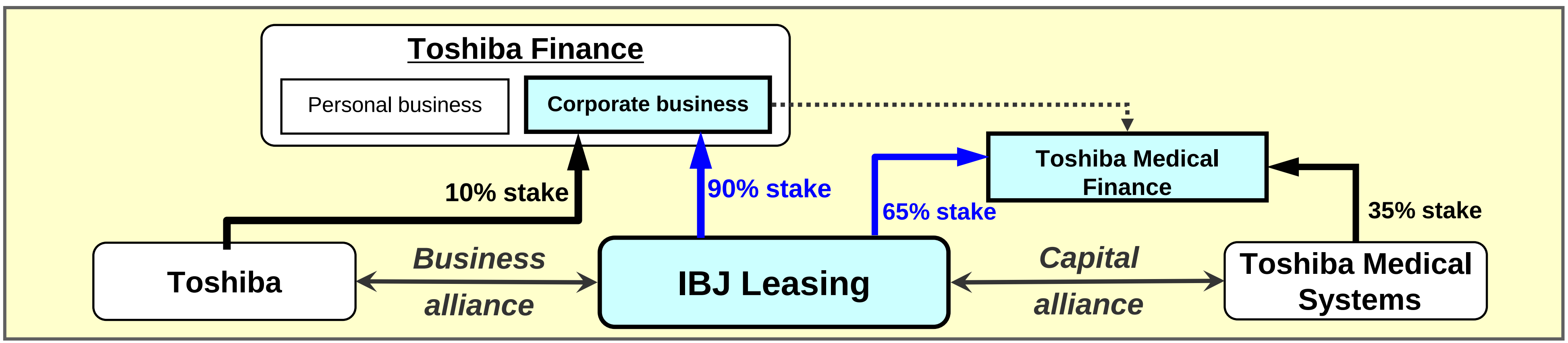
<M&A>
Acquired corporate financial services business of Toshiba Finance in order to bolster business foundation

Earnings trends (semi-annual comparisons)

(¥bn)



M&A Overview



Ⅰ. Review of 2Q FY2011 Results

1. Operating Performance

(1) Overview

〇Operating revenues declined ¥1.2bn YoY
- Decline in gross profit before write-offs and funding costs
- Increase in interest and dividend income partially offset decline

〇Operating expenses declined ¥1.9bn YoY
- Decline in funding costs
- Credit cost reversal
- Booked general expenses for renovation of former HQ bldg., etc.

⇒Ordinary and net income improved due to lower expenses

(¥bn)

	1st Half FY09	1st Half FY10 ①	1st Half FY11 ②	Change ②−①	% change
Operating revenues (a)	19.8	19.4	18.2	−1.2	−6.5%
Gross profit before write-offs and funding costs	18.7	18.9	17.4	−1.5	−8.0%
Interest, dividend income	0.6	0.1	0.2	+0.1	+15.7%
Equity in earnings of affiliates	0.2	0.2	0	−0.2	−93.4%
Investment gains	0.2	0.1	0.5	+0.4	+341.4%
Operating expenses (b)	13.6	10.8	8.9	−1.9	−17.5%
Funding costs	4.0	3.0	2.4	−0.6	−20.7%
Interest expenses	0.5	0.2	0.2	−0	−26.8%
General expenses	6.3	6.3	6.8	+0.5	+8.3%
Credit costs	2.7	1.3	−0.4	−1.7	—
Ordinary income (a−b)	6.2	8.6	9.2	+0.6	+7.2%
Ordinary income before write-offs	(9.0)	(9.9)	(8.8)	(−1.1)	(−11.1%)
Extraordinary loss	0	−0.3	−0	+0.3	+95.7%
Net income	3.8	4.8	5.3	+0.5	+10.9%

(2) Gross profit before write-offs and funding costs

Gross profit before write-offs and funding cost

○ Equipment financing income declined due to lower operating assets and return

Return

○ Decrease in returns on new contracts amid low interest rates and intensified competition

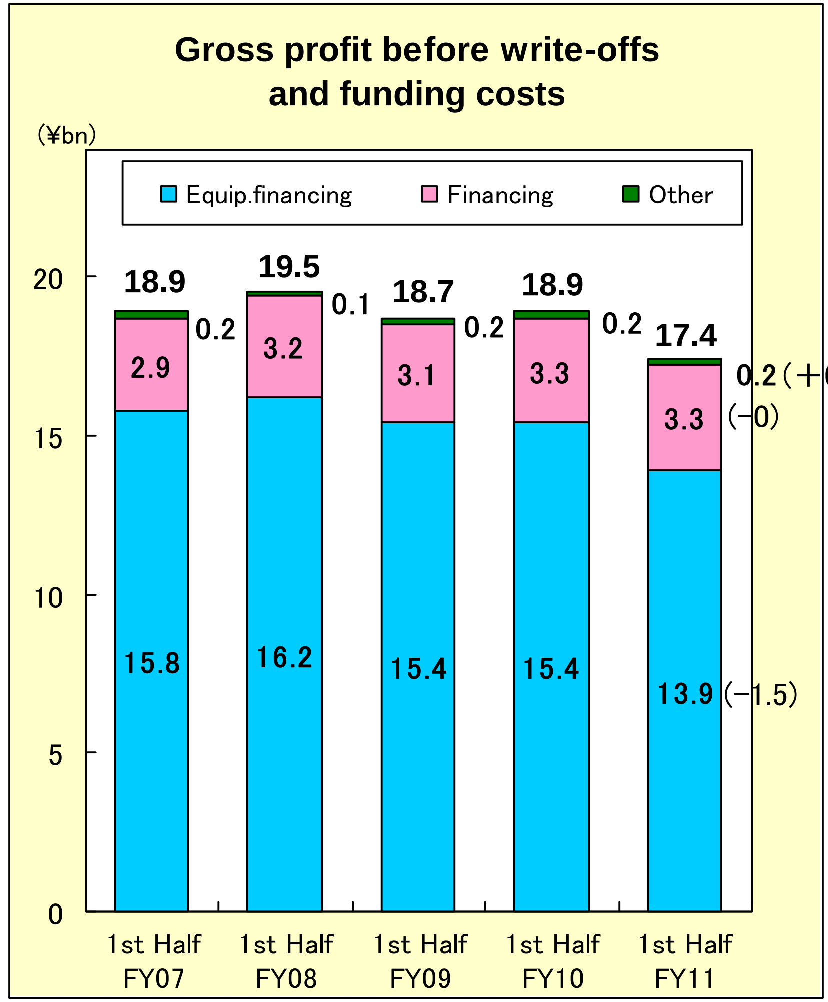
(¥bn)

		1st Half FY07	1st Half FY08	1st Half FY09	1st Half FY10	1st Half FY11
＊1	Gross profit before write-offs and funding costs	18.9	19.5	18.7	18.9	17.4
	Equipment financing	15.8	16.2	15.4	15.4	13.9
	(Leasing)	(13.9)	(14.3)	(13.7)	(13.9)	(12.8)
	Financing	2.9	3.2	3.1	3.3	3.3
＊2	Gross profit margin	3.68%	3.82%	4.03%	4.10%	3.78%

	1st Half FY07	1st Half FY08	1st Half FY09	1st Half FY10	1st Half FY11
Long-term prime (9/30)	2.25%	2.30%	1.80%	1.45%	1.40%

(*1) Gross profit before write-offs and funding costs includes other income

(*2) Gross profit margin = Gross profit before write-offs and funding costs / Operating assets (average of beginning and ending balances)



(3) Funding costs

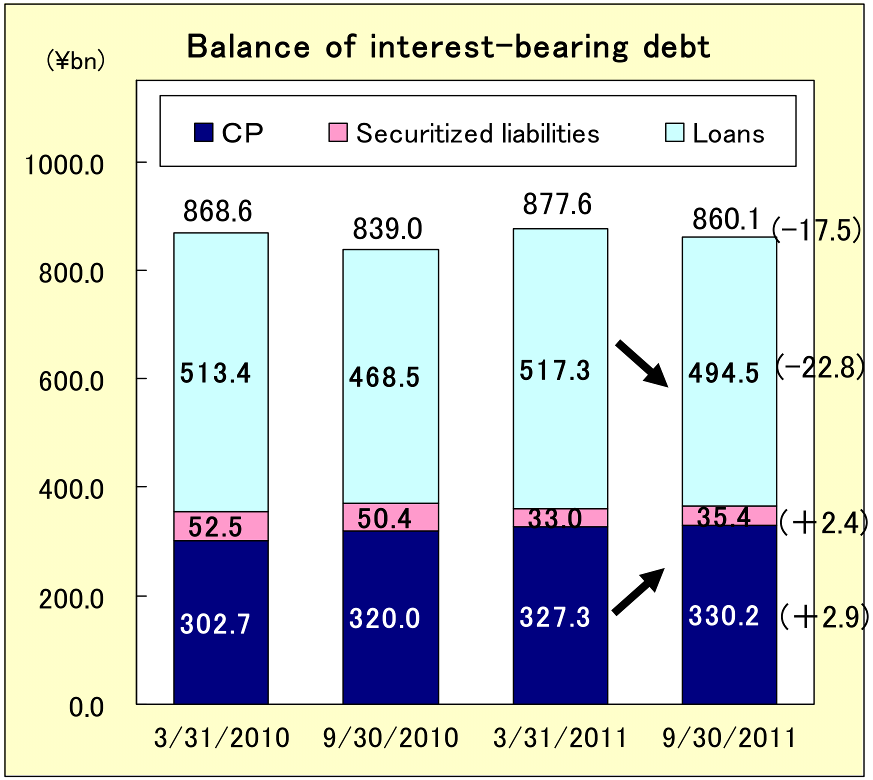
Funding overview

○Reduced indirect finance amid decline in operating assets; Continued to utilize CP issuance to raise funds in light of favorable market conditions

Funding costs

○Lowered funding costs (¥0.6bn YoY decline) by reducing interest-bearing debt and relying more on CP issuance

・Cost of funds (CoF) ratio continued to decline to 0.51%

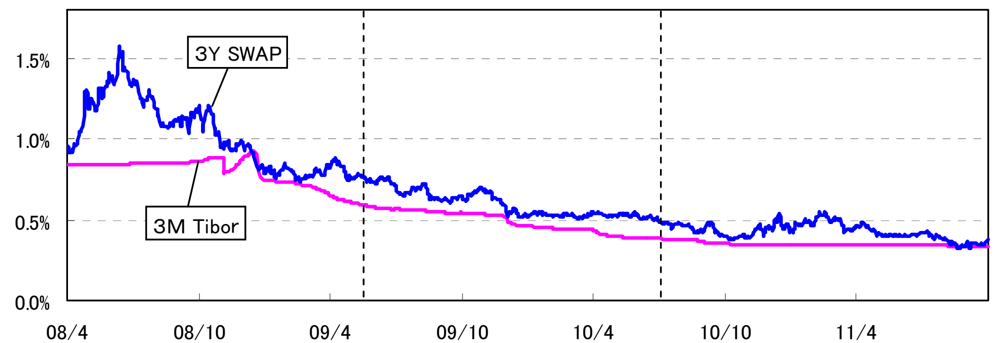


(¥bn)

	1st Half FY08	1st Half FY09	1st Half FY10 ①	1st Half FY11 ②	Change ②−①
Funding cost	4.6	4.0	3.0	2.4	−0.6
Interest paid	0.4	0.5	0.2	0.2	−0
CoF ratio	0.90%	0.86%	0.64%	0.51%	−0.13%

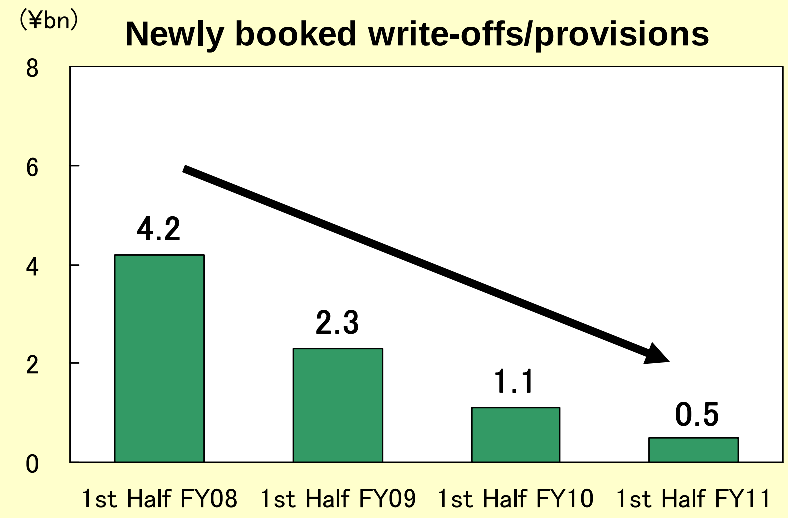
CoF ratio = Funding cost / Operating assets (average of beginning and ending balances)

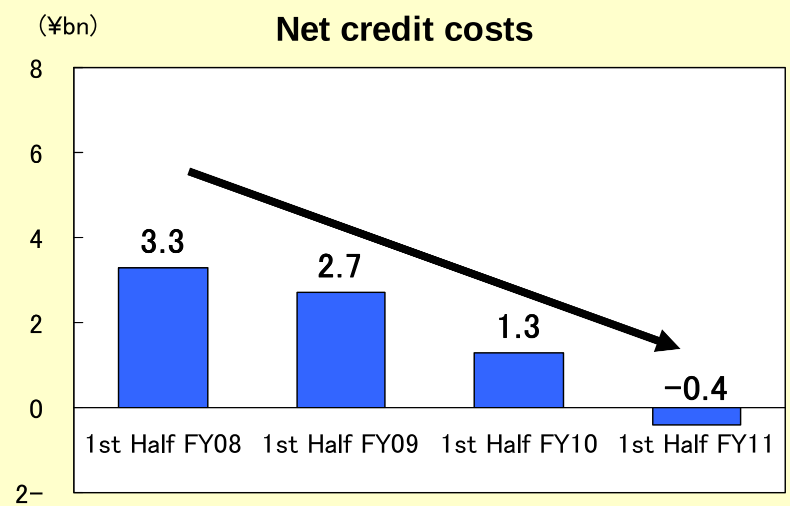
Interest Rate Trends



(4) Credit costs

- Newly booked write-offs/provisions declined substantially YoY due to lower bankruptcies
  - Earthquake-related provisions less than ¥100mn
- Net credit costs improved to negative (surplus) ¥0.4bn due to reversal of past years' provisions





Corporate bankruptcies

	1st Half FY08	1st Half FY09	1st Half FY10	1st Half FY11
Number of bankruptcies	6,343	6,712	5,751	5,726
Liabilities (¥tn)	8.5	2.5	2.6	1.9

Source: Teikoku Databank

Breakdown of newly booked write-offs/provisions

(¥bn)

	1st Half FY08	1st Half FY09	1st Half FY10 ①	1st Half FY11 ②	Change ②−①
Equipment	2.1	1.6	1.0	0.4	−0.6
Financing	2.1	0.7	0.1	0.1	+0
Total	4.2	2.3	1.1	0.5	−0.6

2. Financial Position

(1) Overview

Assets

○Operating assets declined ¥14.5bn versus March 2011 to ¥914.1bn despite efforts to increase new contracts

Liabilities/Equity

○Lowered interest-bearing debt

○Net assets steadily increased on booking of quarterly net income

○Equity ratio increased to 7.2%

(¥bn)

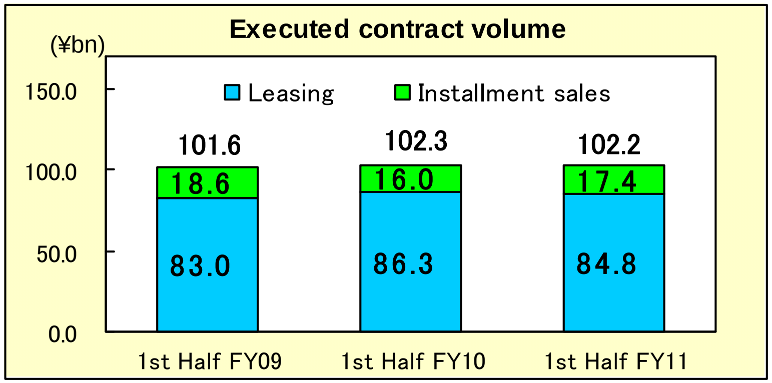
Consolidated B/S	Mar. 31, 2009	Mar. 31, 2010	Mar. 31, 2011 ①	Sep. 30, 2011 ②	Change ②−①
Assets					
Cash and cash equivalents	28.0	18.5	37.7	35.7	−2.0
Operating assets	985.0	935.2	928.6	914.1	−14.5
Investment securities *1	21.7	22.2	21.7	21.0	−0.7
Doubtful Operating Receivables	9.5	14.1	10.4	8.7	−1.7
Total assets	1,076.2	1,017.1	1,028.0	1,008.7	−19.3
Liabilities/Equity					
Interest-bearing debt	927.5	868.6	877.6	860.1	−17.5
Net assets (shareholders' equity)	56.0 (55.8)	63.3 (61.4)	69.4 (68.7)	73.7 (73.1)	+4.3 (+4.4)
Equity ratio	5.1%	6.1%	6.7%	7.2%	+0.5%

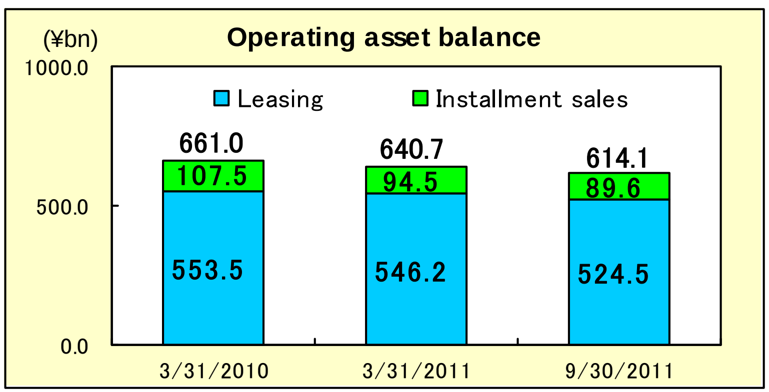
*1: Excluding items included in operating assets

(2) Operating assets

①Equipment Financing

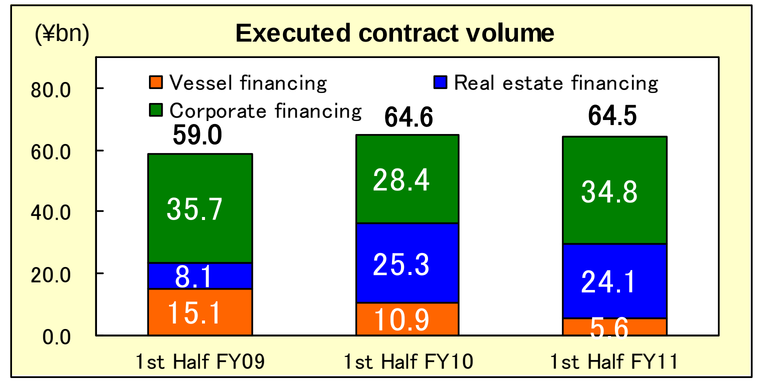
- Volume of executed contracts on par YoY at ¥102.2bn (overall leasing industry transaction volume declined 4.2% YoY)
- Equipment financing operating assets posted net decline under increased pressure for contract termination

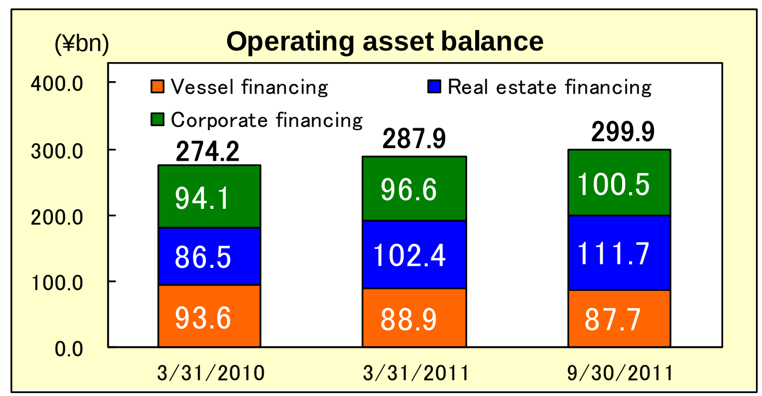




②Financing

- Volume of executed contracts level YoY at ¥64.5bn
  - Captured wide-ranging customer needs, mainly for large companies
- Continued net increase in balance of operating assets





(3) Credit risk management

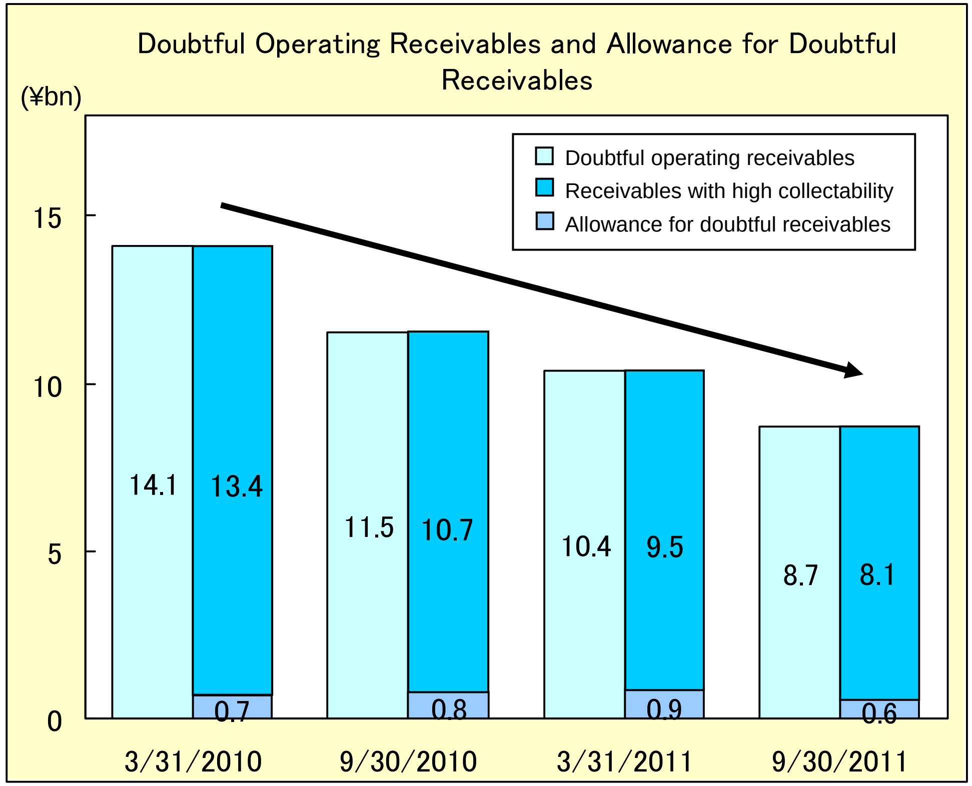
Credit risk management policy

- Conducted thorough credit risk management by meticulously verifying, for each individual project, how changes in the business environment will impact risk
- Enhanced collection of bad debt by leveraging know-how in used equipment sales

Doubtful Operating Receivables

- Perform rigorous review of assets quarterly to confirm status

  — Provision made for all assets except for maintained assets with very high probability of recovery
- Balance continued to decline at end of September 2011 due to progress in recovery, etc.



* Receivables with high collectability include those backed by credit insurance and high-quality collateral/guarantees as well as those deemed to be readily saleable in the used equipment market.

(4) ALM

April-September 2011 operating environment

○Long-term rates declined and yield curve flattened

→Kept matching ratio unchanged as short-term rates remained steadily low

→Conducted dynamic operations in response to interest rate changes, including procurement of variable long-term funding and conversion of variable to fixed

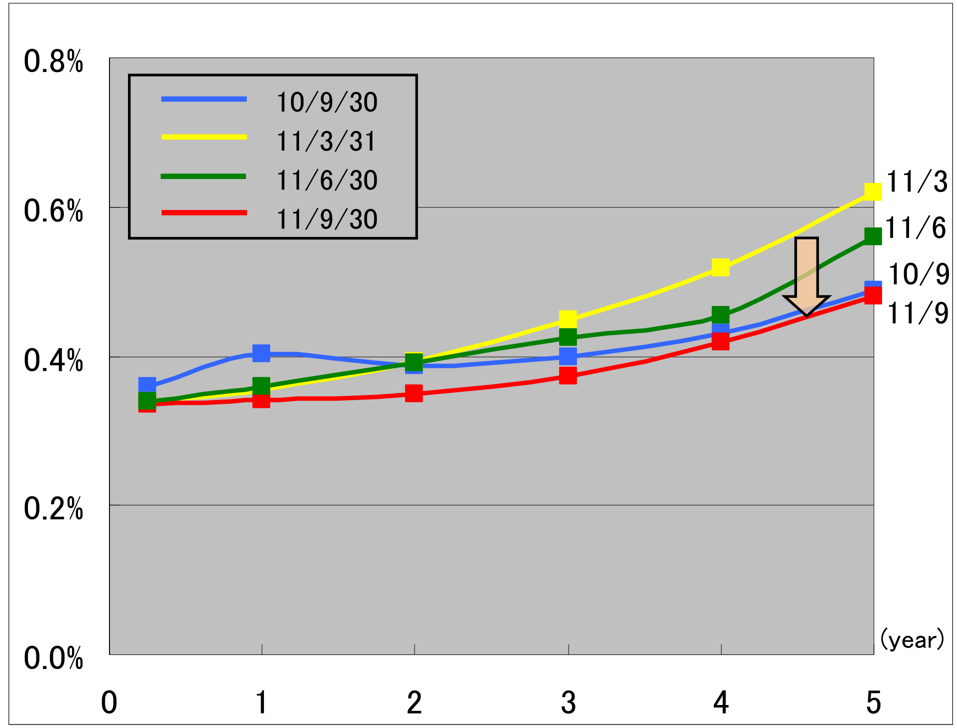
Current operating policy

○Short-term rates will remain low given monetary easing policies

→Maintain matching ratio at current level

	9/30/2010	3/31/2011	9/30/2011
Matching ratio	40%	38%	37%

Market rate yield curves



	3M-Tibor	1Y-Swap	3Y-Swap	5Y-Swap
10/9/30	0.36%	0.40%	0.40%	0.49%
11/3/31	0.34%	0.36%	0.45%	0.62%
11/6/30	0.34%	0.36%	0.43%	0.56%
11/9/30	0.34%	0.34%	0.37%	0.48%

Ⅱ. Progress on 3rd Medium-term Management Plan

1. 3rd Medium-term Management Plan

2nd MT Management Plan ~ Establishment of 3rd Plan → **3rd Medium-term Management Plan**

2nd MT Management Plan
Reassert IBJ Leasing Group's strengths and confirm issues in response to significantly changed environment following Lehman shock

Premise to 3rd MT Plan
- ○Weak domestic lease demand
- ○Acceleration of Japanese companies' overseas expansion
- ○Diversification of financing needs

Goals of 3rd MT Plan
Step up as a multimodal corporate financial services

5 Priority Initiatives

(1) Capitalize on customer base and solutions capabilities

(2) Expand specialty finance businesses

(3) Step up overseas operations

(4) Cultivate new business domains

(5) Utilize M&As

	FY2010 results	FY2013 targets
Consolidated operating assets	¥928.6bn	¥1,200bn
Consolidated net income	¥9.0bn	¥10.0bn
Consolidated ROE	13.9%	Over 10%

(1) Capitalize on customer base and solutions capabilities

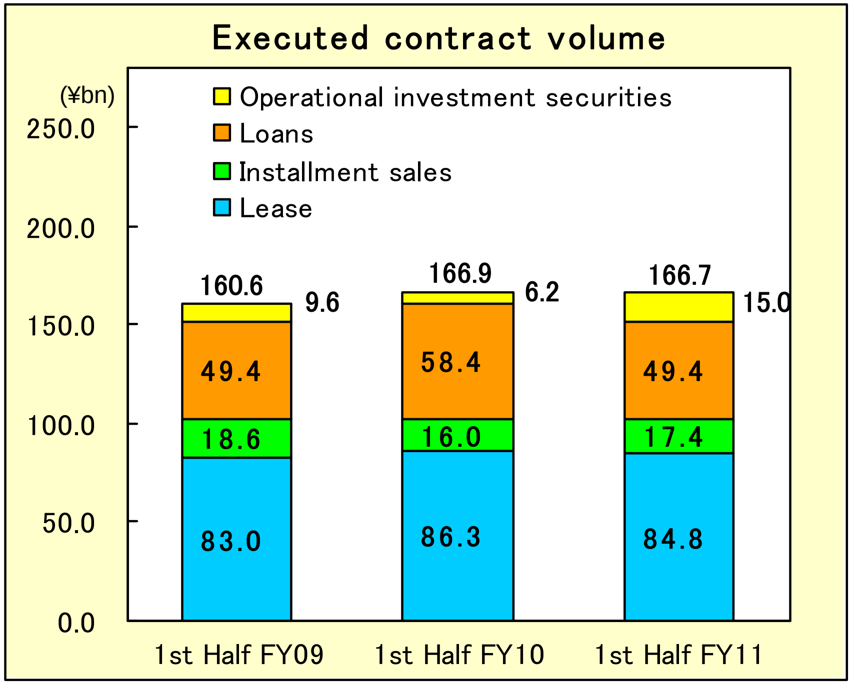
○Maintain level of executed contract volume amid severe business environment

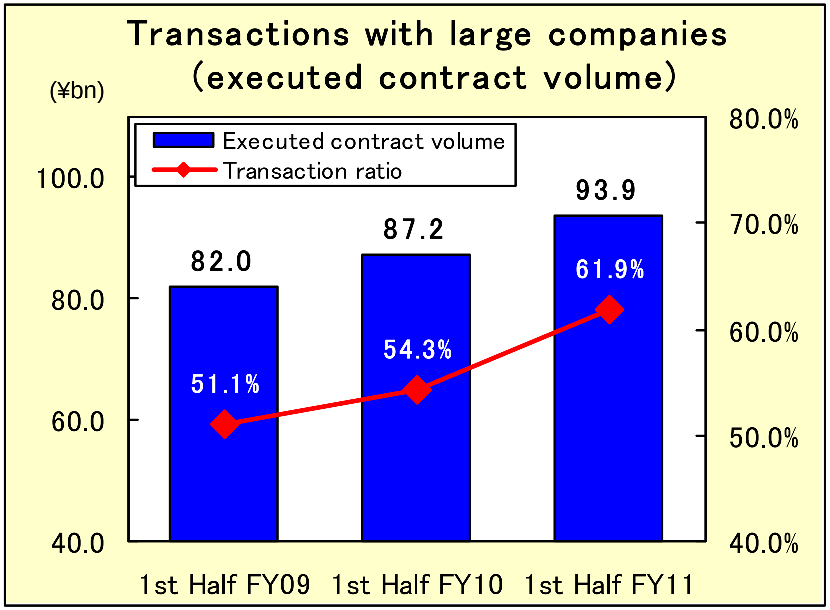
・Executed contract volume in equipment financing and financing areas on par YoY

○Service customers' diversifying finance needs by leveraging customer base, solutions capabilities

・Actively employ consultative sales to large companies amid cautious capex sentiment

・In equipment financing, employ agile sales approach for each industry, equipment type to respond to irregular demand patterns driven by business environment changes, such as post-earthquake demand





*Large companies: Paid-in capital of ¥1bn or more
*Transaction ratio: (Executed contract volume with large companies)/(Total executed contract volume)

Breakdown of equipment financing

Industrial machinery and machine tools

- Semiconductor- and auto-related capex slumped as companies postponed spending after earthquake

Construction machinery

- Our Chinese subsidiary captured the demand for construction machinery
- Robust consummation of contracts with large Japanese rental companies in domestic market

Information and Communications

- Demand driven by corporate IT investments, communications facility upgrades

Support for disaster-stricken areas

- In addition to meeting demand for construction equipment for recovery, dynamically supported demand for urgent transport equipment and other alternative needs

Executed contract volume by equipment type

(¥bn)

	1st Half FY10	1st Half FY11	Change
Industrial machinery	23.4	15.0	−8.4
Transport	14.2	15.8	+1.6
Construction	11.7	15.3	+3.6
Information, communications	21.6	25.6	+4.0
Commerce, services	13.6	12.3	−1.3
Office	3.9	4.2	+0.3
Medical	5.1	5.6	+0.5
Other	8.9	8.5	−0.4
Total	102.3	102.2	−0.1

Major initiatives

Contract	Use
Semitrailer for sea shipping	Ground shipping alternate
News-gathering helicopter	Replacement of damaged helicopters
Passenger jet	Regular flights to disaster region

(2) Expand specialty finance businesses

①Real estate finance

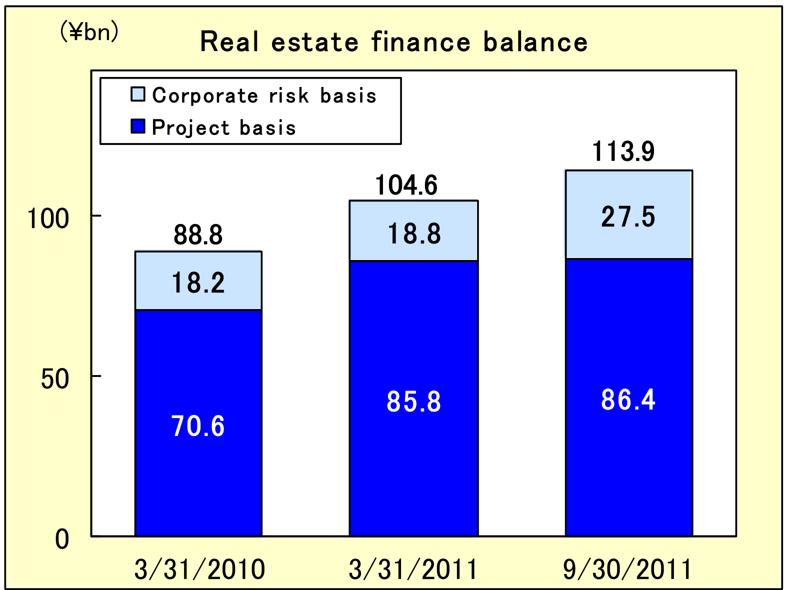
<Project basis>

〇Real estate market stalled since earthquake

・ Balance level due to decline in new projects

<Corporate risk basis>

〇Employed selective approach focusing on companies with stable operations such as Zaibatsu group companies and major real estate companies



②Vessel finance

<Current business environment>

〇Newbuild orders falling due to yen appreciation

<IBJ Leasing business>

〇Rigorous selection process for new contracts based on strict financing standards

〇Risk minimization measures already taken on existing contracts

(¥bn)

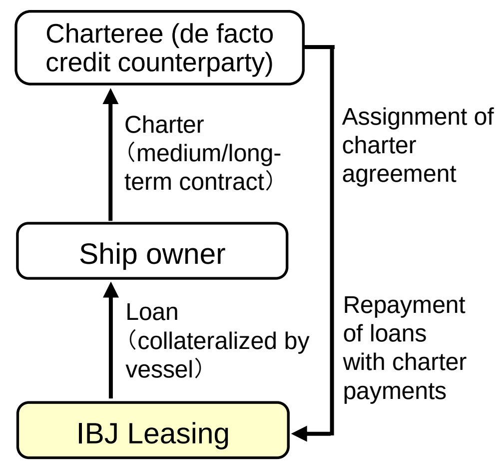
	3/31/2010	3/31/2011	9/30/2011
Outstanding balance	93.6	88.9	87.7

Our vessel finance model

・Charter rates fixed for loan period at contract time

・Vessel pledged as collateral

・Vessel's residual value at expiration capped at lowest historical price



(3) Step up overseas operations

○Capture Japanese companies' overseas capex financing demand with coordinated sales activities in Japan and overseas

〈 China 〉

- Favorable trends in construction machinery equipment leasing, helped by alliance with Japanese construction machinery maker
- Equipment finance also growing due to tax revisions
- Prospective expansion of China business with scheduled opening of new Guangzhou Branch (Dec. 2011) and additional equity financing

〈 Thailand 〉

- Solid demand for equipment financing from Japanese companies in auto & electrical machinery industries
- Monitoring damage from flooding

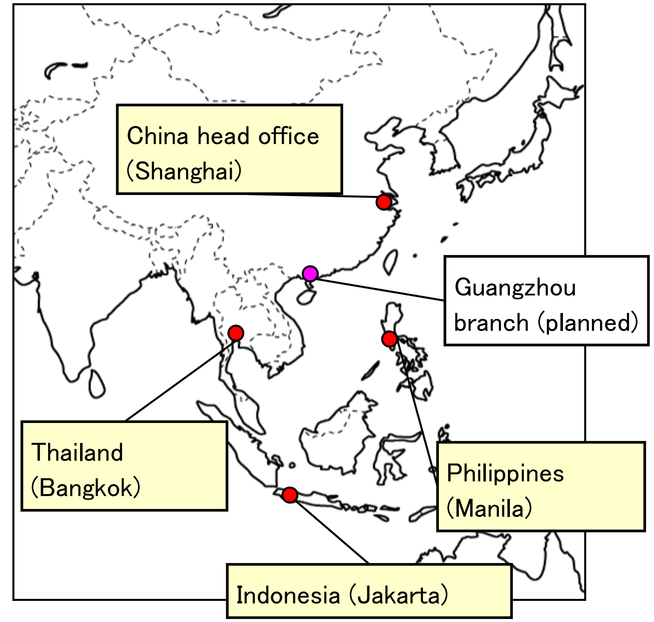
〈 Indonesia 〉

- Since launch of operations at end of 2010, developing business with Japanese companies in coordination with domestic sales units

〈 Other 〉

- Creative approaches to meeting demand in regions without office

Asian subsidiaries



(4) Cultivate new business domains

Healthcare/Welfare

〇Expand customer base through Siemens Group sales network

- Established customer-dedicated sales organization ("SIE-LEASE Division") to expand vendor finance

〇Expand sales nationwide through coordinated approach between Medical & Welfare Department and local offices

- Capture large accounts for CT scan systems, electronic medical records

〇Strengthen financing business with particular focus on Tokyo region

- Capture opportunities presented by diverse financing needs for hospital, welfare facility operation

CT scanning system

Environment/Energy

〇Serve diverse corporate needs related to environment/energy conservation

- Utilization of solar and other renewable energies, power conservation with LED lighting, enhanced energy efficiency for thermal boilers and other heat source equipment.

〇Support equipment investments for Business Continuity Plan addressing power shortages, disaster prevention and recovery

- Private electric generators, lithium-ion batteries, etc.

Solar power generation system on top of factory roof

(5) Utilize M&As

Acquisition of Toshiba Finance's Corporate Financial Services Business

Overview: ・ Acquire successor company after Corporate Financial Services Business split off

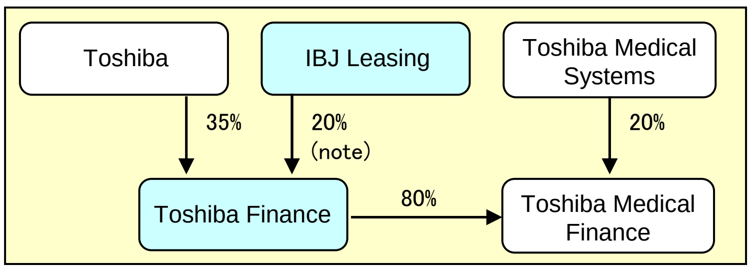
— IBJ Leasing: 90%; Toshiba: 10% (Acquisition price: ¥13.0bn)

— Plan to change name to IBJL Toshiba Lease

・ Also acquire 65% stake in Toshiba Medical Finance (Acquisition price: ¥2.6bn)

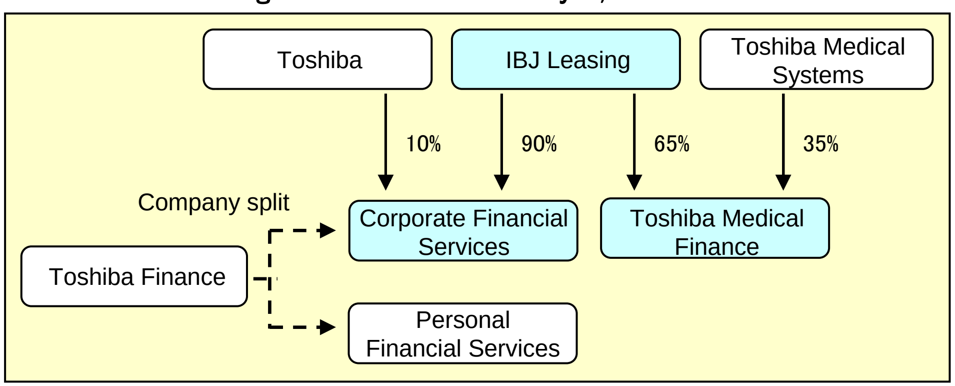
Acquisition Scheme

Current shareholding



(Note): IBJ Leasing plans to sell its 20% stake in Toshiba Finance to Toshiba on February 1, 2012

Planned shareholding on and after February 1, 2012



Financials of target companies

Toshiba Finance, Corporate Business

(¥bn)

	2010/3	2011/3
Op. income	16.7	14.9
Ord. income	2.3	3.1
Net assets	—	15.1
Total assets	—	354.6

Note: The above chart is based on figures for the entire corporate finance division of Toshiba Finance created for internal management purposes. The figures have not been audited by an independent accountant.

Toshiba Medical Finance

(¥bn)

	2010/3	2011/3
Net sales	28.5	26.6
Ord. income	0.4	0.3
Net income	0.2	0.1
Net assets	4.1	4.1
Total assets	62.5	55.0

Business development following acquisition

〇Utilize wide customer base and business domains of Toshiba Group to expand IBJ Leasing Group's business foundation

①Toshiba Group capital investment financing

②Factoring service for business partners

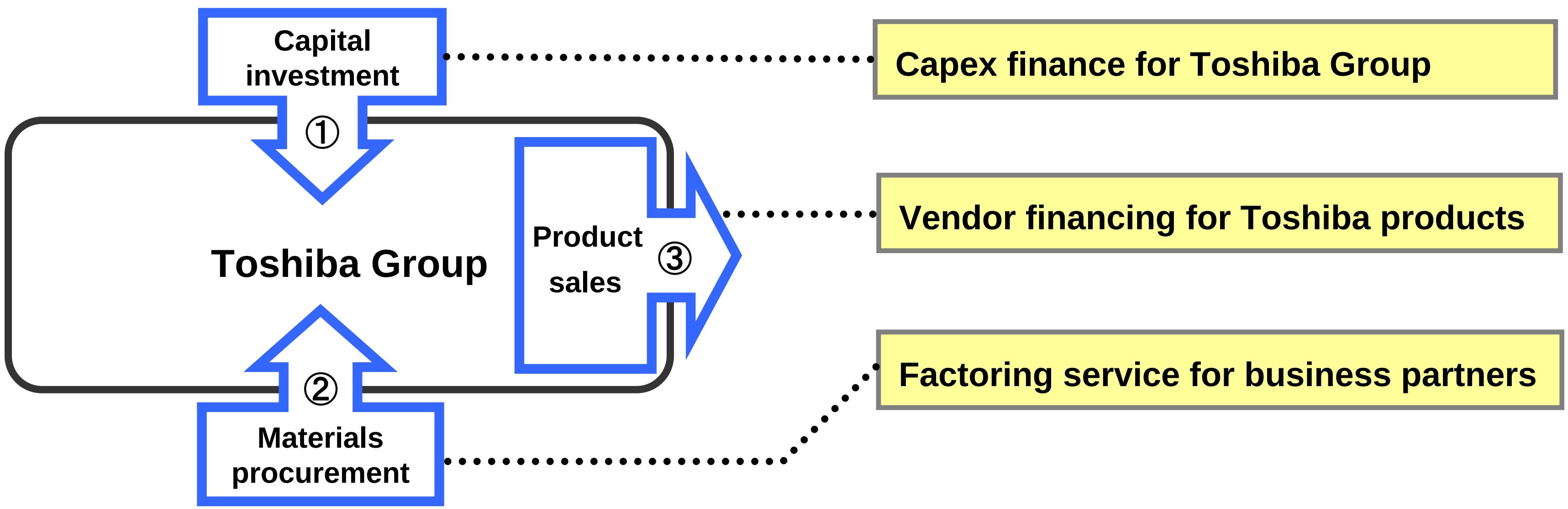
③Vendor finance for Toshiba products

→Expand corporate financial services business with Toshiba based on business alliance agreement

〇Promote sales expansion through wide global network

〇Capitalize on synergies through tie-up between financial leasing company and manufacturing leasing company

New company following acquisition



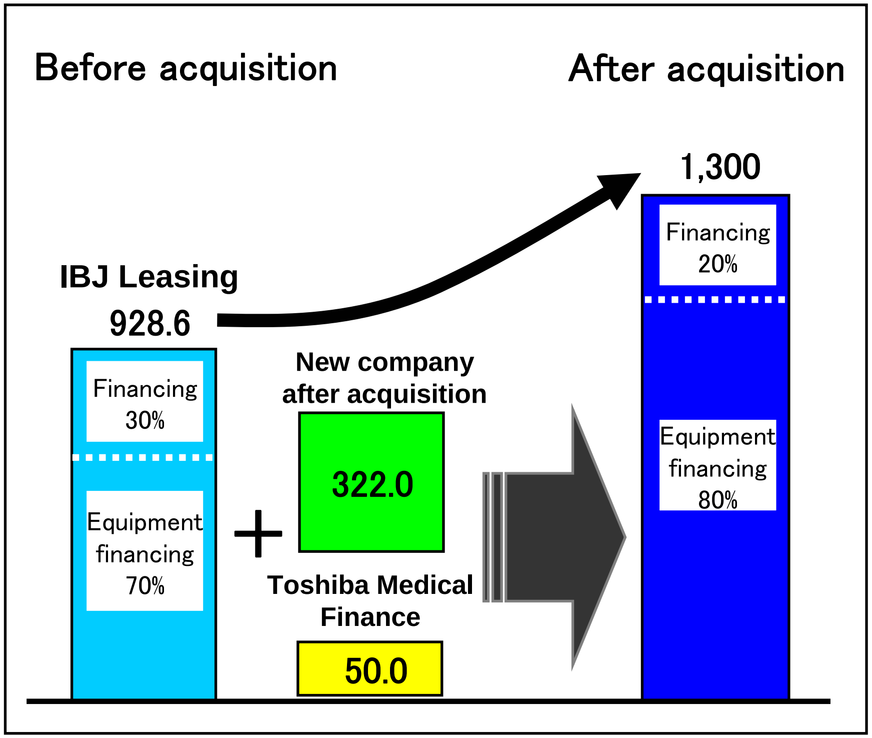
IBJ Leasing Group formation after acquisition

〇Consolidated operating assets anticipated to grow rapidly to the order of ¥1.3tr

・Enhanced operating assets in equipment financing business, mainly for corporate leasing

〇Business domains and customer base will expand through this acquisition

Consolidated operating assets (¥bn)



* Based on data as of March 31, 2011

Mergers and acquisitions in the past

Investee	Market Served by Investee
Nissan Leasing	Nissan Motor Group and its customers
Universal Leasing	Sankyu Group and its customers
Dai-ichi Leasing	Dai-ichi Life Group and its customers
Higashi-Nippon Leasing	Higashi-Nippon Bank customers in the Tokyo region customer base
Toho Lease *	Toho Bank customers in the Tohoku region base
Juhachi Sogo Lease *	Juhachi Bank customers in the Kyushu region
IS Leasing	Medical equipment vendor financing

* Affiliate accounted for under the equity method

Ⅲ. FY2011 Earnings Forecast

FY2011 Earnings Forecast

Business environment

○Economic recovery will take time amid sluggish progress towards full-fledged disaster recovery

- Japan: Power shortages, yen appreciation, postponement of capital investment
- Overseas: Fiscal problems in US/Europe, slower growth in China, Asia, newly emerging economies

New Priority initiatives

○Make every effort to establish a structure for stable business management of the acquiring company

FY2011 full-year earnings forecast

○Maintaining original full-year forecast despite strong first-half results, due to expected booking of losses in second half, including loss on sale of Toshiba Finance stock (loss of ¥1.7bn)

Per share dividend forecast

○Interim dividend of ¥24 per share as planned, and planned year-end dividend of ¥24 per share, for annual dividend of ¥48 per share for 10th straight year of annual dividend increases

(¥bn)

	FY10 (actual) ①	FY11 (planned) ②	1st half results	Progress	Change ②−①	% change
Net sales	256.1	150.0	128.9	51.5%	−6.1	−2.4%
Op. income	15.4	15.0	8.6	57.6%	−0.4	−2.9%
Ord. income	15.9	15.0	9.2	61.6%	−0.9	−5.5%
Net income	9.0	8.5	5.3	62.7%	−0.5	−5.8%

	FY10	FY11	Change
Interim dividend	¥22	¥24	+¥2
Year-end dividend	¥24	¥24	—
Annual dividend	¥46	¥48	+¥2

Appendix

(1) Company Overview

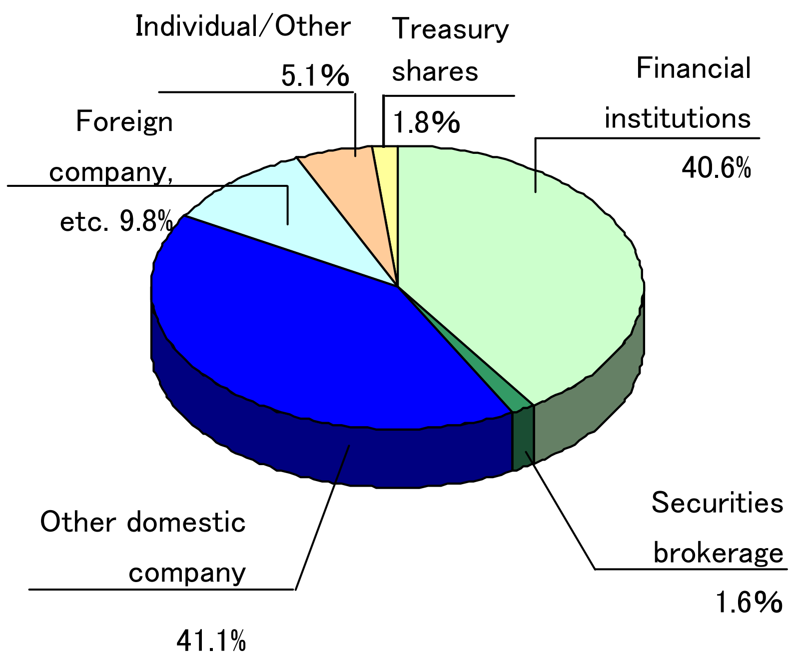
Company name:	**IBJ Leasing Company, Limited**
Address:	**1-2-6 Toranomon, Minato-ku, Tokyo 105-0001**
Business description:	**Multimodal Financial Services**
Representative:	**Tsutomu Abe, President and CEO**
Establishment:	**December 1, 1969**
Listing:	**Tokyo Stock Exchange, 1st Section (Code: 8425)**
Paid-in capital:	**¥11,760 million (outstanding shares: 36,849 thousand)**
No. of employees:	**783 (as of September 30, 2011)**

(2) Shareholders
(as of September 30, 2011)

○Outstanding shares: 36,849 thousand

○Shareholders: 8,397

○Shareholder composition (shareholding ratio)



(Note) Ratios represent percentage of total outstanding shares

○20 largest shareholders

Shareholder	Shares held (thousand)	Ratio (%)
The Dai-ichi Life Insurance Company, Limited	2,930	7.95
Mizuho Trust & Banking (Nissan Motor. Co., Ltd. Retirement Benefit Trust Account)	1,750	4.74
Mizuho Corporate Bank, Ltd.	1,635	4.43
Jowa Holdings Co., Ltd.	1,546	4.19
Meiji Yasuda Life Insurance Company	1,251	3.39
Dowa Holdings Co., Ltd.	1,120	3.03
Kowa Real Estate Co., Ltd.	975	2.64
The Kyoritsu Co., Ltd.	949	2.57
Toshiba Corporation	900	2.44
Japan Trustee Services Bank, Ltd. (Trust Account)	877	2.38
Nippon Life Insurance Company	720	1.95
Nippon Steel Corporation	720	1.95
Tosoh Corporation	720	1.95
Fuji Heavy Industries Ltd.	720	1.95
The Shiga Bank, Ltd.	670	1.81
Credit Saison Co., Ltd.	670	1.81
Iino Kaiun Kaisha, Ltd.	666	1.80
Sompo Japan Insurance Inc.	600	1.62
The Master Trust Bank of Japan, Ltd. (Trust Account)	551	1.49
Rakuten Card Co., Ltd.	531	1.44

Besides the above, the Company owns 650 thousand Treasury shares

IBJ Leasing Group

Percentages in parentheses are IBJ Leasing's ownership interest

IBJ Leasing

14 domestic offices in Tokyo, Osaka, Nagoya, Fukuoka, Sapporo, etc.

Building a consolidated group of nonfinancial & financial subsidiaries: Leveraging customer bases to expand market footprint

Subsidiaries

Dai-ichi Leasing (90%)
Main customer: Dai-ichi Life Group & its customers

Nissan Leasing (100%)
Main customer: Nissan Motor Group & its customers

Universal Leasing (90%)
Main customer: Sankyu Group & its customers

Higashi-Nippon Leasing (95%)
Main customer: Higashi-Nippon Bank customers

IS Leasing* (100%)
Serving healthcare institutions (vendor financing for Siemens medical equipment)

*Formally Siemens Financial Services K.K.

Affiliates

Toshiba Finance (20%)
Main customer: Toshiba Group et al.

Toho Lease (28.3%)
Main customer: Toho Bank customers

Juhachi Sogo Lease (17.3%)
Main customer: Juhachi Bank customers

Specialized functions/services: diversifying service offerings in coordination with IBJ Leasing's functions

IBJ Auto Lease (100%)
Auto leasing

KL Lease & Estate (100%)
Real estate leasing

KL & Co. (100%)
Buy/sell used assets

KL Insurance & Co. (100%)
Life/nonlife insurance agency

KL Office Service (100%)
Clerical outsourcing

Overseas subsidiaries: active players in dynamically growing Asia

Asia: China (100%), Indonesia (80%), Thailand (49%)

Europe: UK (100%)

(4)-1 Consolidated B/S (assets)

(¥bn)

	3/31/2008	3/31/2009	3/31/2010	3/31/2011 ①	9/30/2011 ②	Change ②−①	% change ②/①
Current assets	440.1	989.7	904.9	947.9	**928.1**	−19.8	−2.1%
Cash, cash equivalents	16.7	28.0	18.5	37.7	**35.7**	−2.0	−5.3%
Lease receivables	—	5,5.4	522.3	511.7	**487.4**	−24.3	−4.7%
Installment sales receivables	124.1	122.1	108.9	95.1	**90.1**	−5.0	−5.2%
Operational loans	243.3	233.7	237.4	241.9	**245.0**	+3.1	+1.3%
Operational investment securities	—	—	—	46.0	**54.9**	+8.9	+19.4%
Investment securities	11.9	14.2	4.0	0.7	**0.1**	−0.6	−90.9%
Allowance for doubtful receivables	−2.0	−3.6	−3.9	−4.6	−4.9	−0.3	−4.9%
Property & Equipment	755.2	86.4	112.2	80.1	**80.6**	+0.5	+0.7%
Leased assets	698.9	21.5	31.2	34.5	**37.1**	+2.6	+7.6%
Investment securities	38.8	41.6	54.9	20.9	**20.9**	+0	+0.1%
Doubtful operating receivables	2.9	9.5	14.1	10.4	**8.7**	−1.7	−16.5%
Allowance for doubtful receivables	−0.8	−0.5	−0.7	−0.9	−0.6	+0.3	+26.4%
Total assets	1,195.3	1,076.2	1,017.1	1,028.0	**1,008.7**	−19.3	−1.9%
Operating assets	1,092.2	985.0	935.2	**928.6**	**914.1**	−14.5	−1.6%

(4)-2 Consolidated B/S (Liabilities, Equity)

(¥bn)

	3/31/2008	3/31/2009	3/31/2010	3/31/2011 ①	9/30/2011 ②	Change ②−①	% change ②/①
Current liabilities	806.8	649.4	701.6	705.9	**674.6**	−31.3	−4.4%
Short-term borrowings	102.3	126.2	92.6	137.5	**124.0**	−13.5	−9.8%
Current portion of long-term debt	211.7	160.1	186.4	138.9	**120.3**	−18.6	−13.3%
Commercial paper	329.5	232.7	302.7	327.3	**330.2**	+2.9	+0.9%
Current portion of accounts payable on the transferred specified claims	90.7	45.4	43.0	30.4	**33.8**	+3.4	+11.1%
Lease payable	—	26.7	21.6	15.4	**12.8**	−2.6	−17.0%
Long-term liabilities	331.1	370.8	252.1	252.7	**260.5**	+7.8	+3.1%
Long-term debt	261.4	340.4	234.4	241.0	**250.2**	+9.2	+3.8%
Accounts payable on the transferred specified claims	61.7	22.5	9.5	2.6	**1.6**	−1.0	−39.0%
Total liabilities	1,137.9	1,020.2	953.8	958.6	**935.0**	−23.6	−2.5%
Net assets	57.4	56.0	63.3	69.4	**73.7**	+4.3	+6.2%
Shareholders' equity	54.4	55.8	61.4	68.7	**73.1**	+4.4	+6.5%
Adjustments	1.7	−1.2	0.5	−0.3	**−0.5**	−0.2	−70.5%
Minority interests	1.3	1.4	1.4	1.0	**1.0**	+0	+3.1%
Total	1,195.3	1,076.2	1,017.1	1,028.0	**1,008.7**	−19.3	−1.9%
Interest-bearing debt	1,057.3	927.5	868.6	877.6	**860.1**	−17.5	−2.0%
Equity ratio	4.7%	5.1%	6.1%	6.7%	**7.2%**	+0.5%	

(5) Consolidated statements of income

(¥bn)

	07/4–9	08/4–9	09/4–9	10/4–9 ①	11/4–9 ②	Change ②−①	% change ②/①
Revenues	167.4	150.8	134.2	128.6	128.9	+0.3	+0.2%
Gross profit before funding costs	18.4	19.5	18.7	18.9	17.4	−1.5	−8.0%
Funding costs	4.6	4.6	4.0	3.0	2.4	−0.6	−20.7%
Gross profit	13.9	14.9	14.7	15.9	15.0	−0.9	−5.6%
SGA expenses	7.0	9.9	9.0	7.6	6.4	−1.2	−15.7%
Personnel, facilities, etc.	6.3	6.4	6.3	6.3	6.8	+0.5	+8.3%
Operating income	6.9	5.0	5.7	8.3	8.6	+0.3	+3.7%
Other income	1.1	0.9	1.1	0.5	0.8	+0.3	+47.2%
Other expenses	0.3	0.5	0.6	0.2	0.2	−0	−29.6%
Ordinary income	7.6	5.5	6.2	8.6	9.2	+0.6	+7.2%
Extraordinary income	0.1	0.3	0.1	0	—	−0	—
Extraordinary loss	0.5	(Note) 1.1	0.1	0.3	0	−0.3	−96.1%
Income before income taxes	7.3	4.7	6.3	8.3	9.2	+0.9	+11.1%
Income taxes	2.6	1.6	2.4	3.4	3.9	+0.5	+12.8%
Net income	4.7	3.0	3.8	4.8	5.3	+0.5	+10.9%

Actual credit cost	1.1	3.3	2.7	1.2	−0.4	−1.6	—

(Note) Includes −¥1.0bn impact from change to accounting standards for lease (¥0.3bn in lease securitization, −¥1.3bn provision of allowance for doubtful accounts)

(6) Consolidated statement of comprehensive income

(¥bn)

	10/4-9	11/4-9	Change	% change
Net income before minority interests	4.9	5.4	+0.5	+9.9%
Unrealized gain on available-for-sale securities	-0.6	-0.2	+0.4	+65.9%
Deferred loss on derivatives under hedge accounting	-0.1	-0	+0.1	+76.0%
Foreign currency translation adjustments	-0.2	0	+0.2	–
Share of other comprehensive income of associated companies	0	-0	-0	–
Total other comprehensive income	-0.9	-0.2	+0.7	+78.1%
Total comprehensive income	4.0	5.2	+1.2	+28.8%

(7) Gross profit before write-offs and funding costs by segment (first half)

(¥bn)

	07/4-9	08/4-9	09/4-9	10/4-9 ①	11/4-9 ②	Change ②−①	% change ②/①
Revenues	167.4	150.8	134.2	128.6	128.9	+0.3	+0.2%
Leasing	154.6	137.7	124.5	118.0	119.2	+1.2	+1.1%
Installment sales	8.9	8.8	6.1	6.8	5.7	−1.1	−16.2%
Loans	3.3	3.4	3.3	3.0	3.0	−0	−1.2%
Other	0.9	1.2	0.6	1.1	1.2	+0.1	+11.7%
Elimination/Corporate	−0.3	−0.4	−0.2	−0.2	−0.3	−0.1	−10.8%
Costs and expenses	149.0	131.3	115.6	109.7	111.5	+1.8	+1.6%
Leasing	141.1	123.4	110.8	104.0	106.5	+2.5	+2.3%
Installment sales	7.1	6.9	4.3	5.3	4.5	−0.8	−14.5%
Loans	0.4	0.3	0.2	0.1	0.2	+0.1	+13.4%
Other	0.5	0.9	0.3	0.3	0.4	+0.1	+66.6%
Elimination/Corporate	−0.1	−0.2	−0	−0	−0.1	−0.1	−
Gross profit before write-offs, funding costs	18.4	19.5	18.7	18.9	17.4	−1.5	−8.0%
Leasing	13.5	14.3	13.7	13.9	12.8	−1.1	−8.3%
Installment sales	1.8	1.9	1.8	1.5	1.2	−0.3	−22.3%
Loans	2.9	3.2	3.1	2.9	2.9	−0	−1.8%
Other	0.4	0.3	0.3	0.8	0.8	−0	−5.6%
Elimination/Corporate	−0.2	−0.2	−0.2	−0.2	−0.1	+0.1	+36.6%
Funding costs	4.6	4.6	4.0	3.0	2.4	−0.6	−20.7%
Gross profit	13.9	14.9	14.7	15.9	15.0	−0.9	−5.6%