Overview of
Financial Results

Overview Results for FY2013

May 9, 2014

IBJ Leasing Co., Ltd.

This document is contains forecasts and other forward-looking statements that are based on information available at the time of preparation of this document. Actual business results may differ materially from those expressed or implied by such forward-looking statement due to various factors.

Consolidated P/L

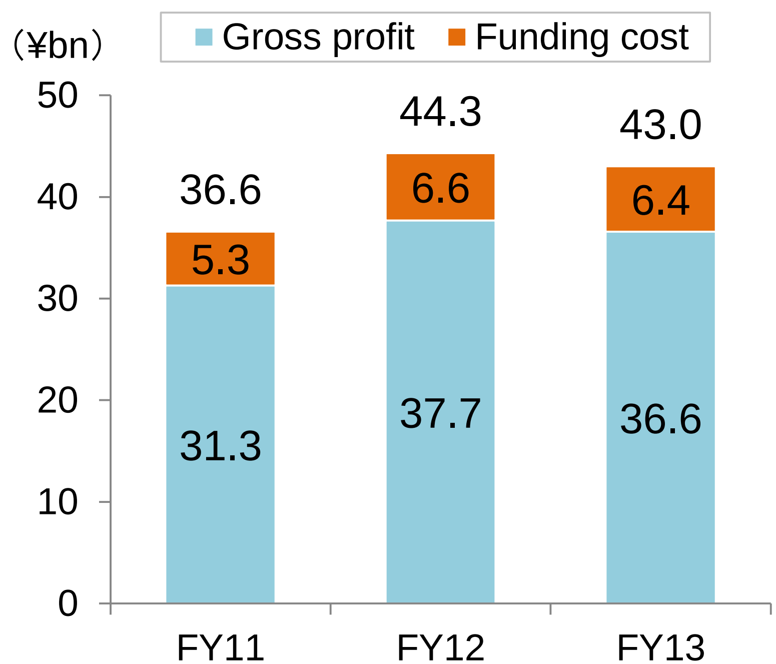
- In addition to minimizing the impact of the drop in interest rates by aggressively accumulating operating assets, cost improvements resulted in an increase in operating, ordinary and net income
- Achieved the targets for the final fiscal year of the previous Mid-term Management Plan (Year 2011-2013)

Consolidated P/L (¥bn)	FY11	FY12 (A)	**FY13 (B)**	Change (B)-(A)	Change (B)/(A)	Target value for the previous MT plan
Revenues	270.1	352.5	**354.8**	＋2.3	＋1%	—
Gross profit before write-offs, funding costs	36.6	44.3	**43.0**	-1.3	-3%	—
(Funding Costs)	(5.3)	(6.6)	**(6.4)**	(-0.2)	(-3%)	—
Gross profit	31.3	37.7	**36.6**	-1.1	-3%	—
(General Expenses)	(14.5)	(19.0)	**(19.0)**	(0.0)	(＋0%)	—
Operating income	10.7	14.7	**16.7**	＋2.0	＋14%	—
Ordinary income	11.1	15.4	**17.4**	＋2.0	＋13%	—
(Credit costs)	(6.0)	(3.9)	**(0.8)**	(-3.1)	(-80%)	—
Net income	4.3	8.9	**10.5**	＋1.6	＋18%	**10.0**
ROE	6.2%	11.8%	**11.4%**	—	—	**More than 10%**
Balance of operating assets	1,211.3	1,263.1	**1,343.0**	＋79.9	＋6%	**1,200.0**

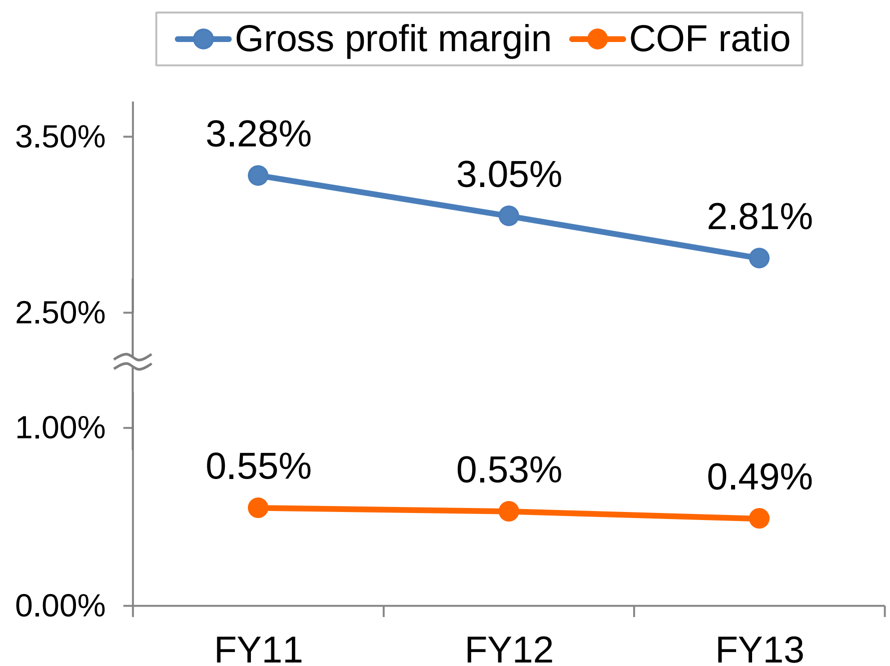
P/L Overview

- Gross profit before write-offs and funding costs declined as a result of a reshuffling into low-yield assets amid continued low interest rates
- Yields continued to improve, but this did not halt the decline in gross profit margin
- Funding costs declined as financing rates continued to improve

Gross profit before write-offs, funding costs



Yield

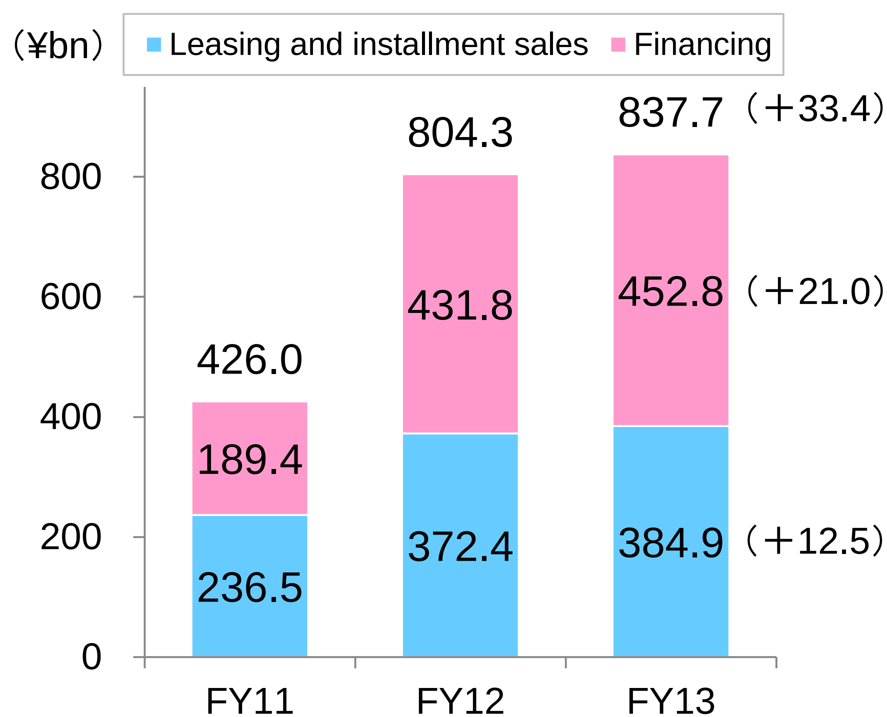


(Note) Gross profit margin = Gross profit / operating assets (average of beginning and end balances)
Funding cost ratio = Funding cost / operating assets (average of beginning and end balances)

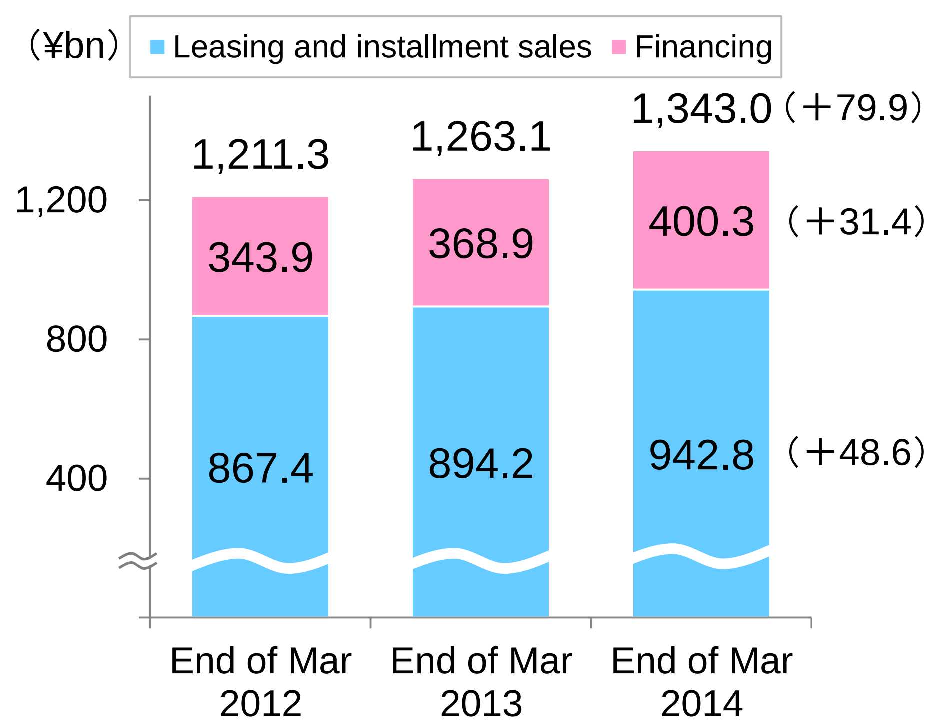
Sales

- Diverse needs were captured, resulting in an increase in contract execution volume for both leasing and installment sales and financing
- The balance of operating assets increased to ¥1.343 trillion, exceeding the fiscal year target of ¥1.3 trillion
  - In financing, superior assets were accumulated in areas such as aircraft finance and overseas project finance

Contract execution volume



Operating assets



Contract Execution Volume by Equipment Type

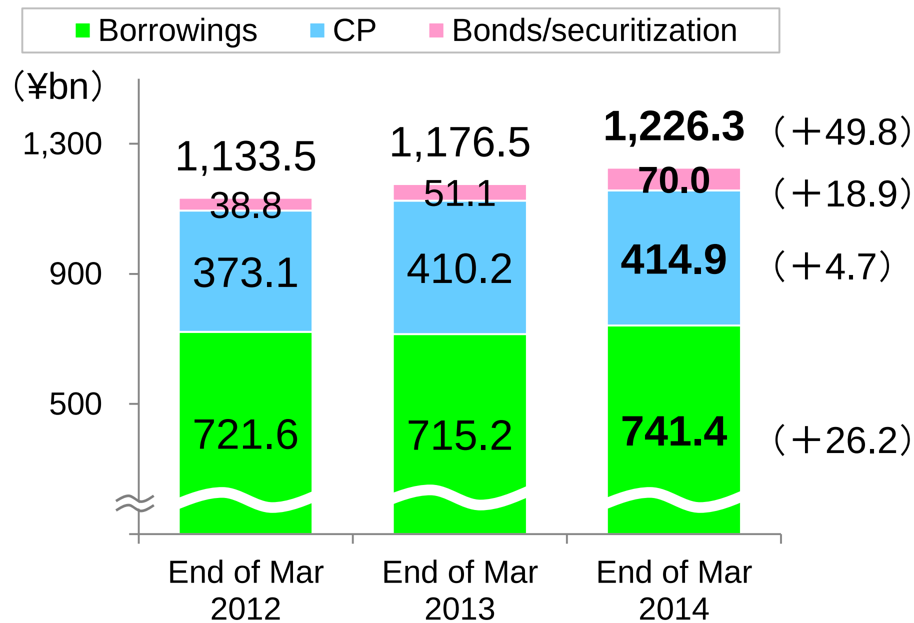
- Overall contract execution volume increased y-o-y as companies' capital investment needs were widely captured
  - The decline due to the fading of some large projects was absorbed by growth in other equipment types
- Initiatives targeting the growth sector of domestic demand oriented industries produced steady results
  - Growth in Medical, Commerce and services, and Other (real estate leases) continued

(¥bn)	FY11	FY12	**FY13**	Change (%)	
Industrial and factory	38.4	109.1	82.6	- 26.5	(- 24%)
Information and communications	57.6	83.4	93.2	＋ 9.8	(+ 12%)
Transport	33.5	41.8	34.4	- 7.4	(- 18%)
Construction	37.2	38.8	57.4	＋ 18.6	(+ 48%)
Medical	19.7	33.5	36.9	＋ 3.4	(+ 10%)
Commerce and services	21.7	24.1	31.2	＋ 7.1	(+ 30%)
Office equipment	8.6	12.2	15.2	＋ 3.0	(+ 25%)
Other	19.7	29.7	33.9	＋ 4.2	(+ 14%)
Total	236.5	372.4	384.9	＋ 12.5	(+ 3%)

Interest-bearing Debt and Net Assets

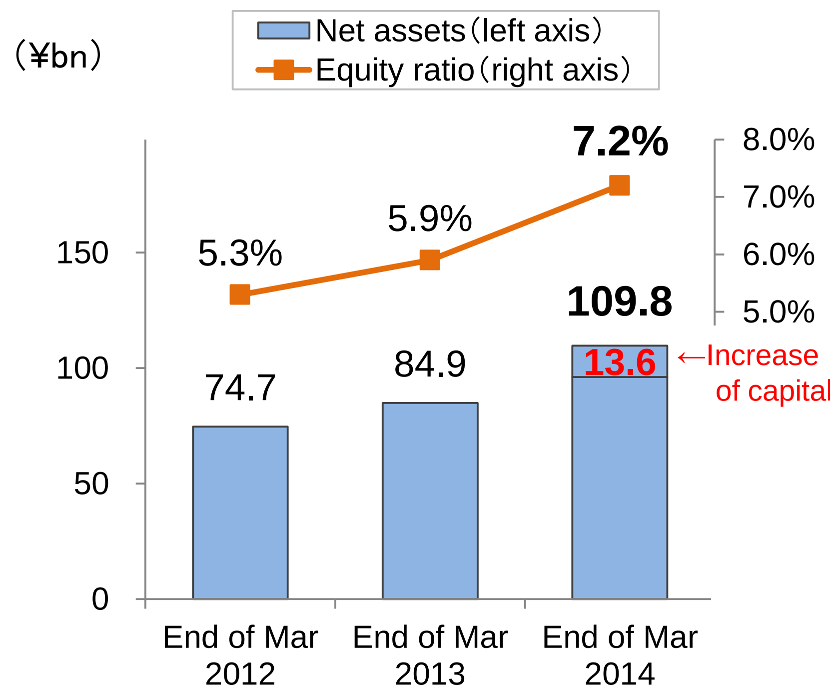
- Interest-bearing debt increased due to the growth in operating assets, but funding costs declined with efforts to secure high-quality funds
- Net assets increased ¥24.9 billion versus March 31, 2013, to ¥109.8 billion, due to the public offering, the accumulation of net income and other factors
  - Equity ratio rose 1.3% versus March 31, 2013, to 7.2%
  - Overview of Capital Increase: New shares ¥10.5bn (5,000,000 shares); Overallotment ¥1.7bn (800,000 shares); Treasury stock ¥1.4bn (650,000 shares)

Interest-bearing debt



(¥bn)	FY11	FY12	FY13
Funding Costs	5.3	6.6	6.4

Net assets / Equity ratio



The Fourth Mid-term Management Plan（Year 2014-2016）①

The Third Mid-term Management Plan
（Year 2011－2013）

＜Major Results＞
- Significant increases in operating assets through large scale M&A’s
- Successful business development in distribution/retail and medical sectors
- Sufficient funding secured for future growth and reinforced financial stability through successful completion of capital increase by public offering

Successful expansion of client base and business domains in tandem with changes in business environment and social structure

Business Opportunity

＜Domestic economy trend＞
- CAPEX needs among domestic demand oriented industries and other growth sectors

＜Market Trend＞
- Market fluctuations, financial globalization, diversification in corporate sourcing of funds

＜ Overseas ＞
- Increased funding requirements related to Japanese corporations’ expansion of offshore capital investments and global business

Evolutionary Succession

Business Infrastructure

＜ Sales infrastructure ＞
- Reinforced networking with friendly financial institutions and corporations
- Business expansion with domestic demand oriented industries
- Develop know-how for special finance services

＜ Financial base ＞
- High quality, secured source of funds
- Risk tolerance commensurate with increased risk assets

The Fourth Mid-term Management Plan
（Year 2014－2016）

『 Challenging for renewed growth 』

— Positively differentiate ourselves in our ability to support growth of our corporate clients

— Pursue further evolutionary growth off from the new stage of development

The Fourth Mid-term Management Plan（Year 2014-2016）②

Vision

General financial services group fully in tune with needs and trends of the time, uniquely positioned to grow with clients

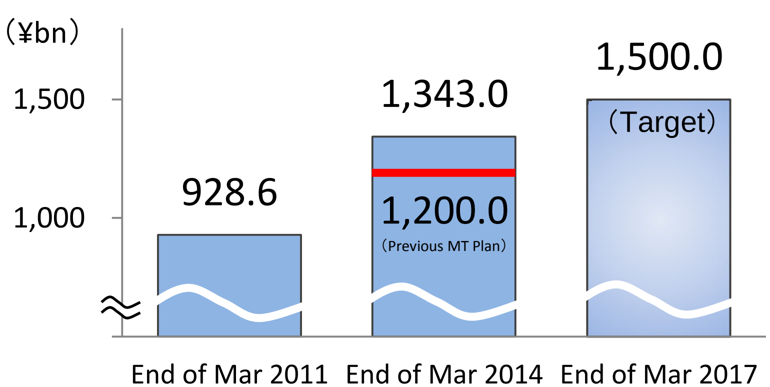
Basic strategies

- Further enhance core earnings and build robust business infrastructure
- Improve quality and volume of special finance portfolio
- Build robust infrastructure and expand business areas for offshore businesses
- Build business infrastructure reflecting changes in business environment

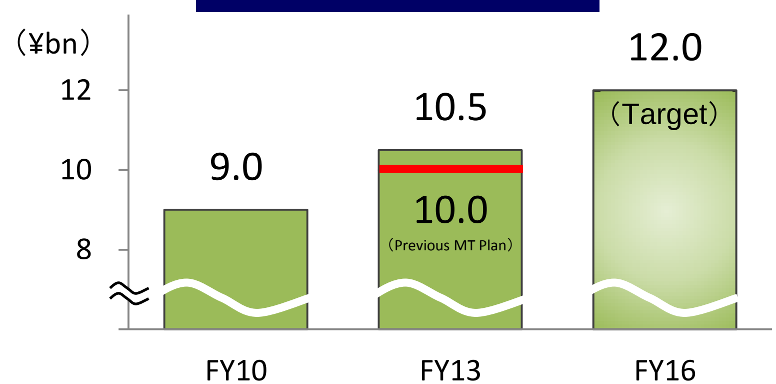
→ Sustainable growth based on further consolidation of asset/earnings base

Numerical targets

Operating Assets



Net income



Full Year Forecast

- Amid the ongoing fierce competitive environment, basic strategies aimed at taking a sure step towards realizing stable growth in the first fiscal year of the new Mid-term Management Plan will be steadily rolled out
  - Forecasting higher net income, as the increase in core earnings power will outweigh the expected growth in costs

- Per Share Dividend
  - The plan for the FY13 year-end dividend is a ¥2 upward revision to ¥28 from the initial forecast of ¥26
  - The plan for the FY14 annual dividend is a ¥2 increase, marking the 13th straight year of increase

(¥bn)	FY12 (Results)	FY13 (Results) (A)	**FY14 (Forecast) (B)**	Change (B)-(A)	Percentage change (B)/(A)
Revenues	352.5	354.8	**355.0**	+0.2	+0%
Operating income	14.7	16.7	**16.7**	0	+0%
Ordinary income	15.4	17.4	**17.4**	0	+0%
Net income	8.9	10.5	**11.0**	+0.5	+4%
Annual Dividend	¥50	¥54	¥56	+¥2	
Interim dividend	¥24	¥26	¥28	+¥2	
Year-end dividend	¥26	(Planned) ¥28	¥28	—	