

Financial Results for FY2012 Presentation Materials

May 14, 2013

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

Inquiries:

Toshiyuki Nishii, Investor Relations Division

TEL:+81-3-5253-6540 Fax:+81-3-5253-6539

This document 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 statements due to various factors.

Contents

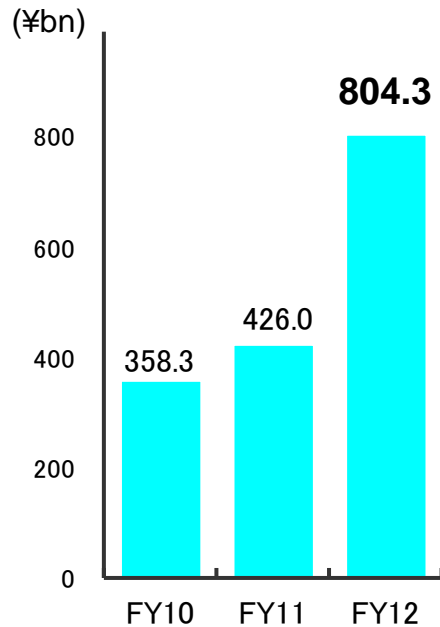
◆ FY2012 Financial Results Highlights	▪ 2
I. Business Performance Overview	▪ ▪ ▪ 3
II. Financial Results Overview	▪ ▪ ▪ ▪ ▪ 11
III. FY2013 Business Plan	▪ ▪ ▪ ▪ ▪ 16
(Appendix)	▪ ▪ ▪ ▪ ▪ ▪ ▪ ▪ 20

FY2012 Financial Results Highlights

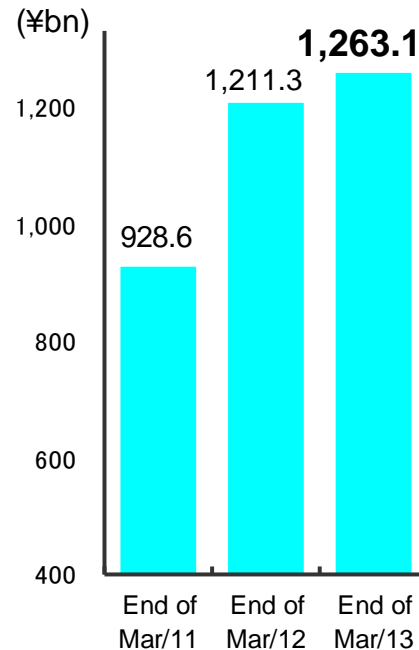
■ Steady progress on medium-term management plan and full contribution from acquisitions

- Surge in contract execution volume and steady rise in operating assets
- Strong rebound in results on improved core earnings power and lower credit costs

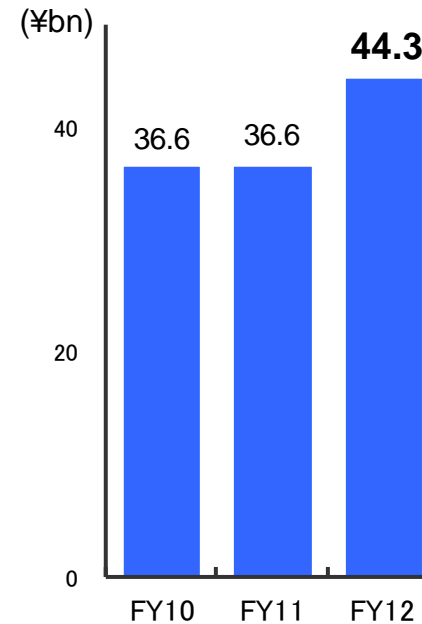
Contract Execution Volume



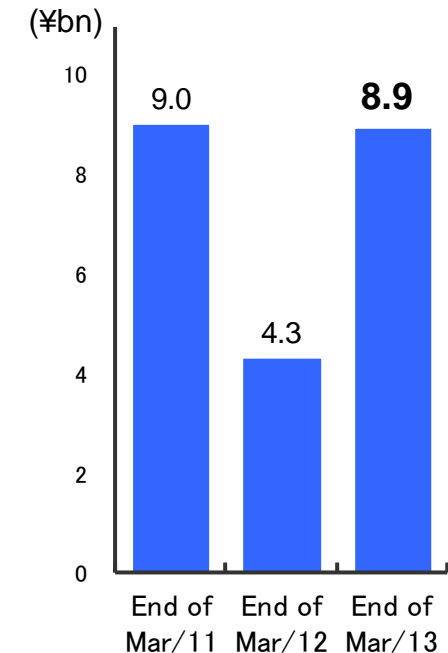
Operating Assets



Gross Profit before Write-offs and Funding Costs



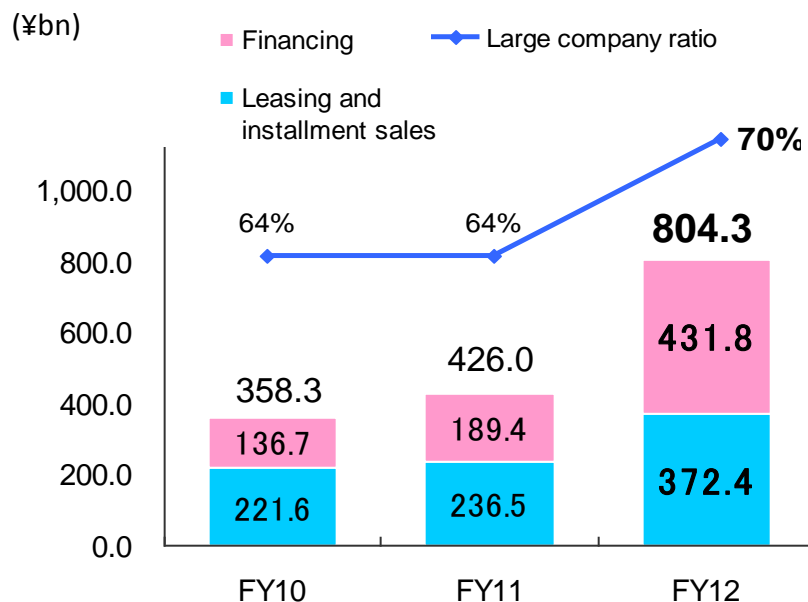
Net income



I. Business Performance overview

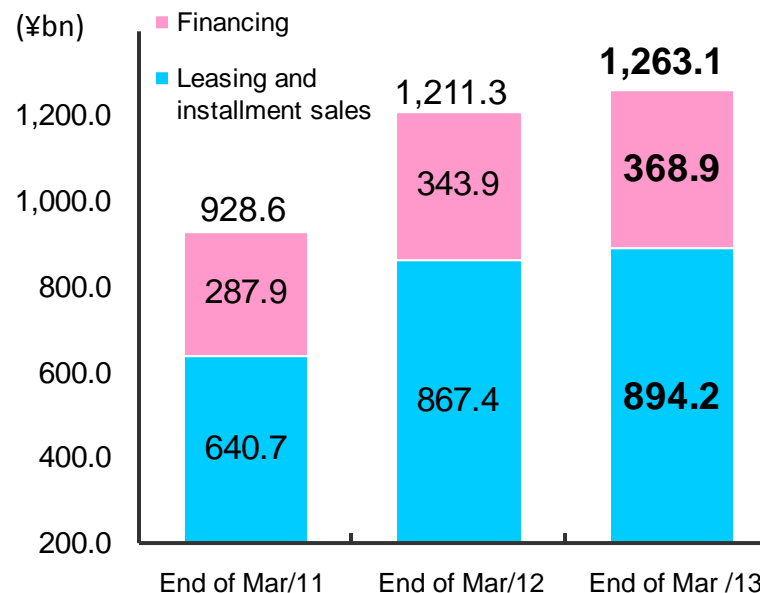
- **Contract execution volume increased on large rises in both leasing and installment sales and financing, with 2 company acquisitions boosting results**
 - Transactions with large companies rose ¥276.6bn YoY to ¥512.1bn
- **Operating assets rose steadily, up ¥51.8bn to ¥1,263.1bn**

Contract Execution Volume



* Large companies are companies with more than ¥1bn in capital
 * Large company ratio equals ratio of contract execution volume from large companies (excluding special purpose companies, etc.)

Operating Assets



Leasing and Installment Sales ①

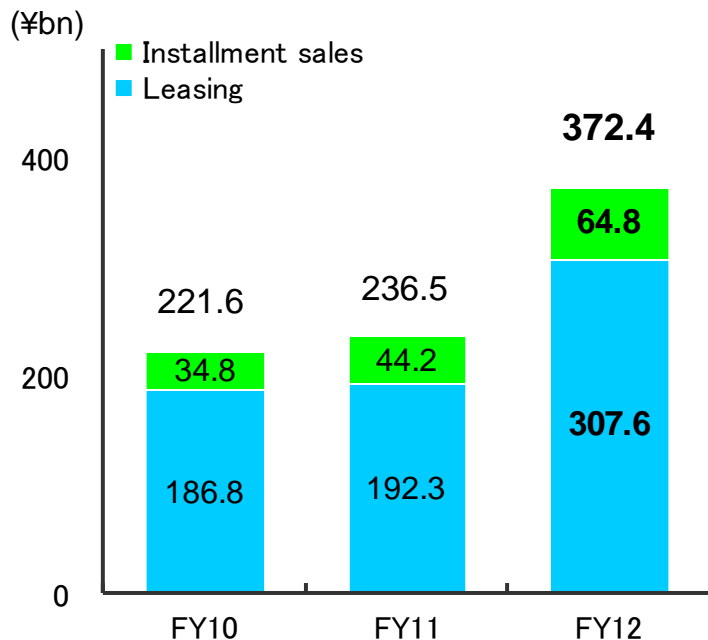
【Leasing Industry Overview】

- Industry rebounded from impact of the Lehman Brothers financial crisis and the earthquake, with transaction volume rising 6.6% (industry association data)

【IBJ Leasing Overview】

- Contract execution volume surged 58%; YoY increases for all types of equipment
 - Sharp rises in industrial/factory, information/communications, medical, and other sectors
 - Captured large projects for leasing of real estate and commercial facility electric equipment, etc.

Contract Execution Volume



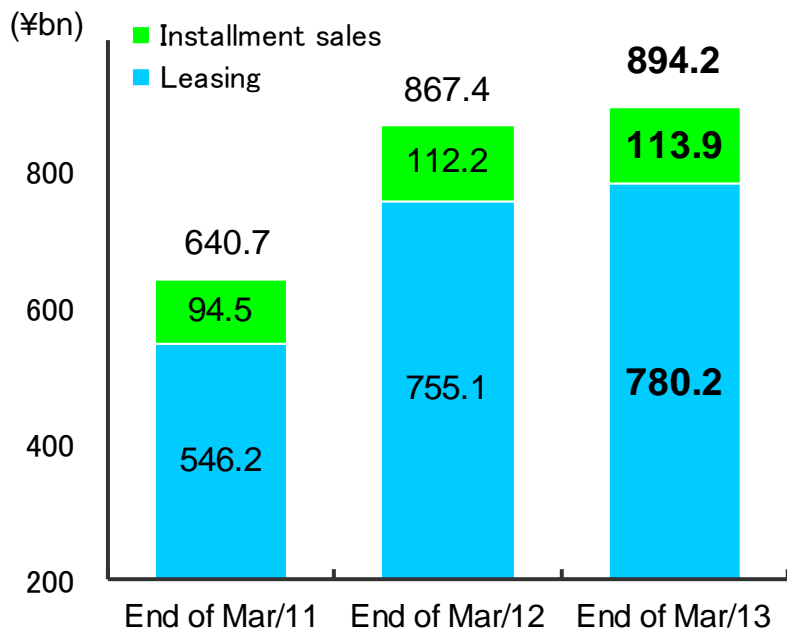
Contract Execution Volume by Equipment Type

	(¥bn)			
	FY10	FY11	FY12	Change (%)
Industrial and factory	62.1	38.4	109.2	+70.7 (+184%)
Information and communications	43.4	57.6	83.4	+25.8 (+45%)
Transport	29.0	33.5	41.8	+8.3 (+25%)
Construction	27.5	37.2	38.8	+1.6 (+4%)
Medical	9.2	19.7	33.5	+13.8 (+70%)
Commerce and services	24.1	21.7	24.1	+2.4 (+11%)
Clerical	8.8	8.6	12.2	+3.6 (+42%)
Other	17.5	19.7	29.7	+10.0 (+51%)
Total	221.6	236.5	372.4	+135.9 (+58%)

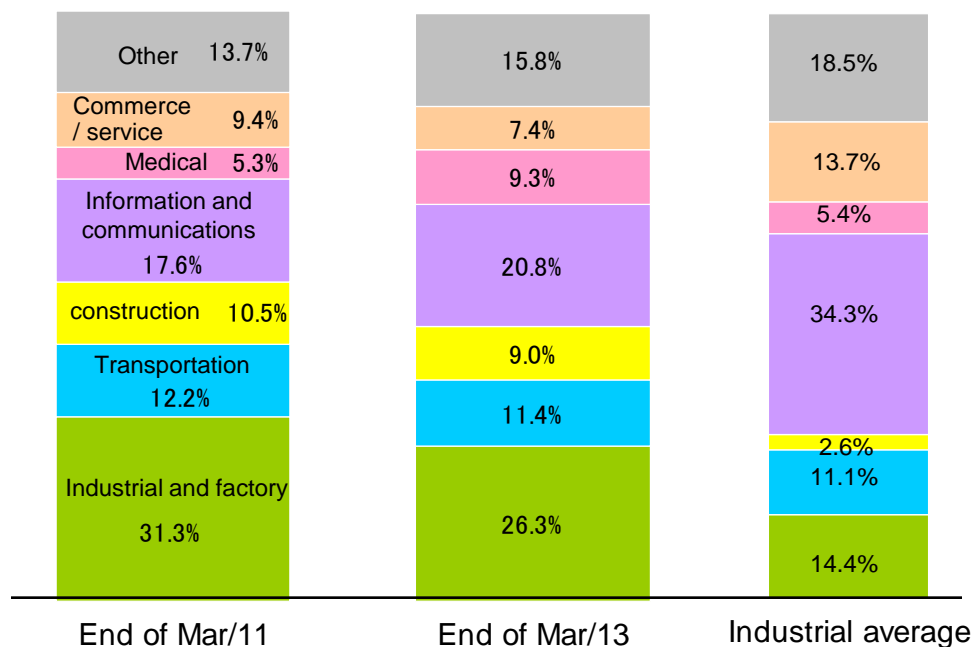
Leasing and Installment Sales ②

- Operating assets continued to climb after acquisitions, rising ¥26.8bn to ¥894.2bn
- Established a balanced portfolio across all types of equipment
 - Portfolio facilitates sales expansion responsive to economic and sector demand changes

Operating Assets



Operating Assets by Type of Equipment



(*) Industry averages are the average of 5 years of lease volume data from FY2008 through FY2012 as announced by the Japan Leasing Association

■ Contract execution volume surged ¥242.4bn YoY to ¥431.8bn

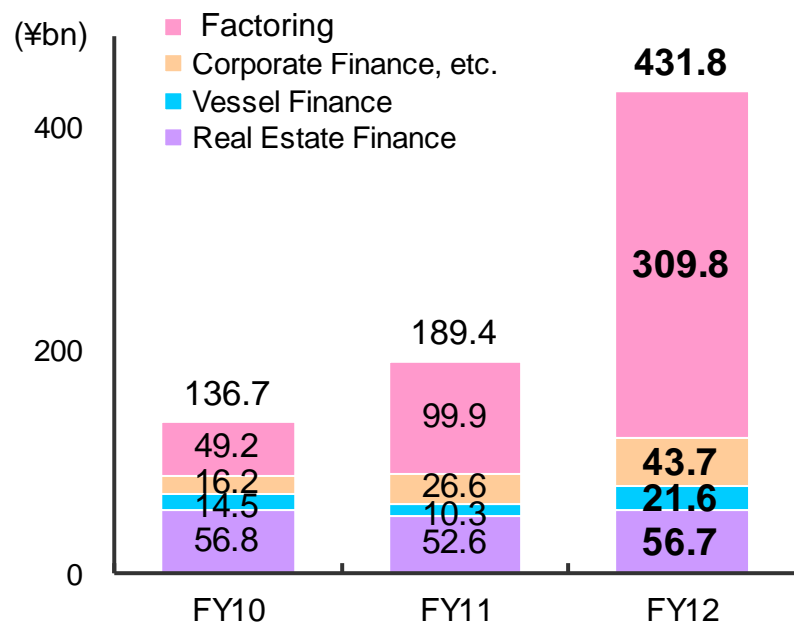
— Sharp rise in factoring: short-term factoring by IBJL-TOSHIBA Leasing(*)

(*) On February 1, 2012, IBJL-TOSHIBA Leasing was brought into the consolidated group.

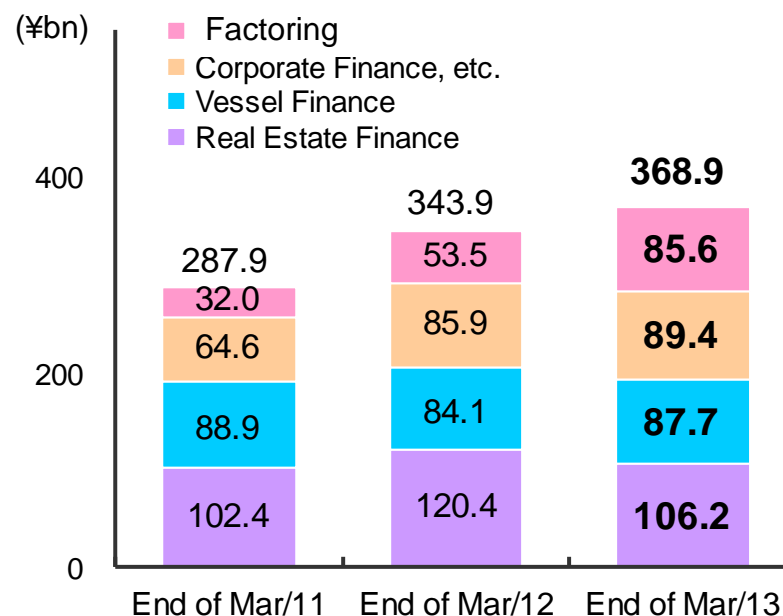
■ Operating assets rose steadily by ¥25.0bn YoY (+7.3%)

— Expanded into new areas by bolstering ability to serve wide range of financing needs

Contract Execution Volume

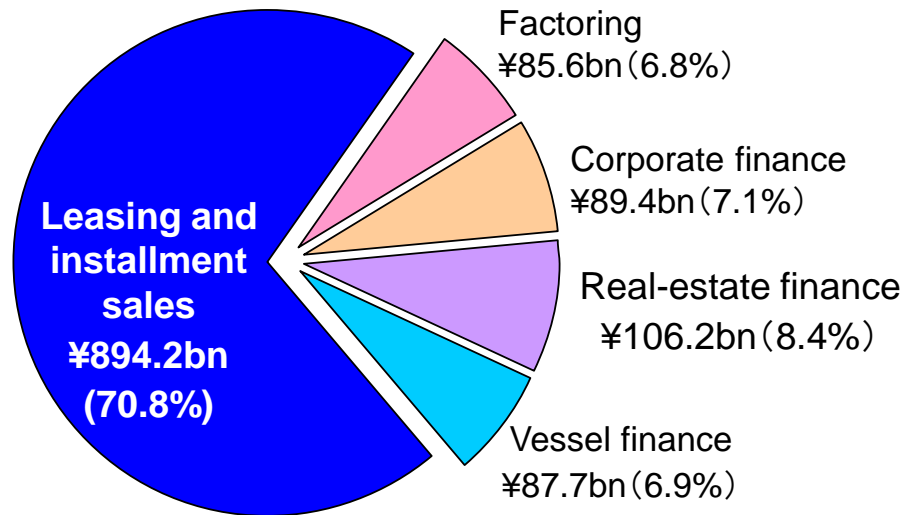


Operating Assets



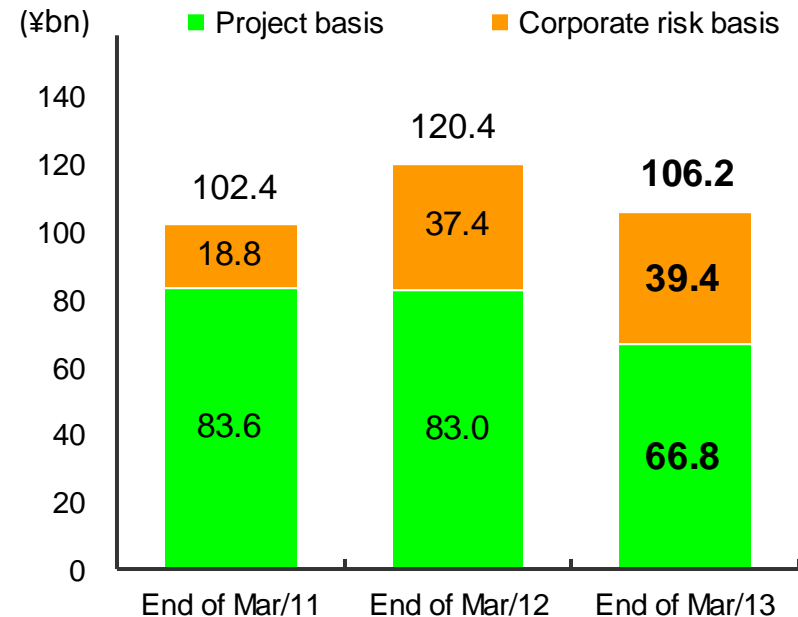
- Careful selection of real-estate and vessel finance projects while monitoring market trends and property features
- Carefully monitored risk for each type of real-estate financing amid market recovery
 - Corporate risk basis: Limited new projects to stable conglomerates and major real estate firms
 - Project basis: Carefully screened properties, schemes, and sponsors to select superior projects

Financing Share of Operating Assets



Operating assets as of Mar. 31, 2013:
¥1,263.1bn

Real-estate Finance Operating Assets



Prioritized Internal Demand Industries

Distribution/Retail and Logistics

- Supported large, superior companies' expansion through real-estate financing
 - Teamed up with store developers to expand projects
- Captured solar and other energy-saving equipment investment needs as well as store equipment needs

Medical/Welfare

- Leveraged sales networks of Siemens Group and Toshiba Medical Group
 - Expanded sales base for vendor finance and captured larger market share


Contract execution volume for medical equipment (¥bn)

	FY10	FY11	FY12
Leasing	7.6	11.9	19.6
(market share)	(3.0%)	(4.6%)	(7.6%)
Installment sales	1.6	7.8	13.9
Total	9.2	19.7	33.5

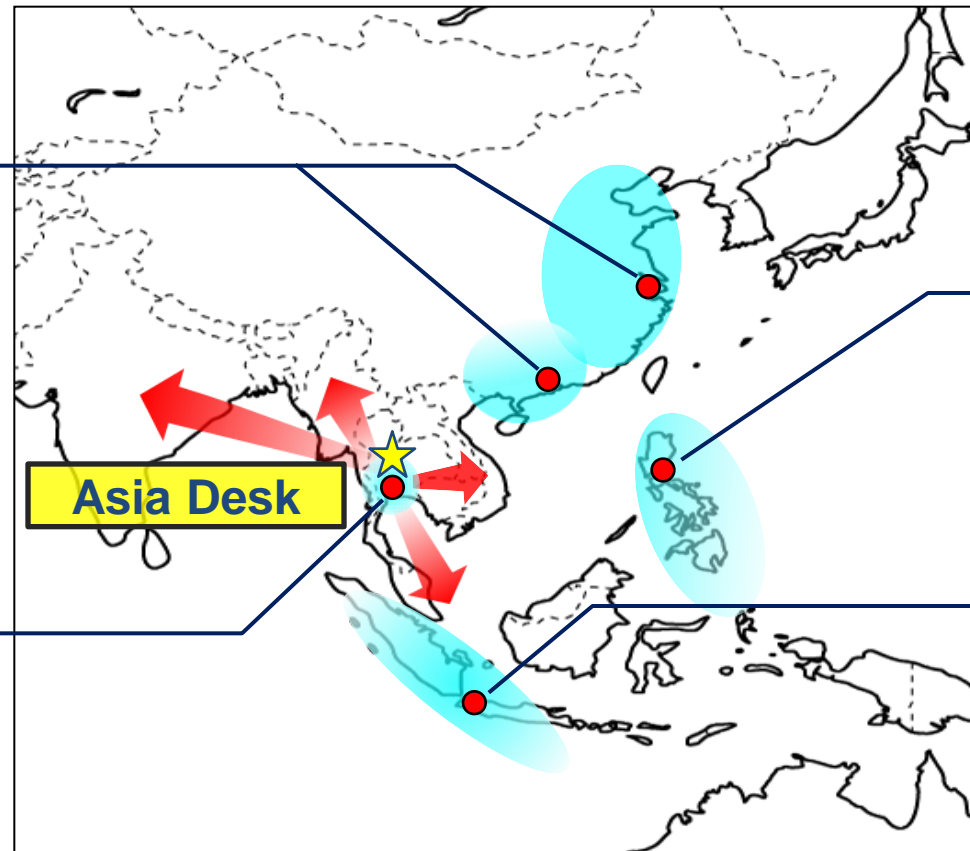
Sales Activities (Overseas)

- **Strengthened support for customers' overseas expansion, primarily in Asia**
 - Established Asia Desk; actively captured diverse financing needs in ASEAN countries
 - Bolstered overseas sites and increased number of staff in sales promotion departments
- **Steady rise in Toshiba Group projects due to collaboration with IBJL Toshiba Lease**


【Asia Site Expansion】

 China
(Shanghai, Guangzhou)

 Thailand
(Bangkok)



 Philippines
(Manila)

 Indonesia
(Jakarta)

II. Financial Results Overview

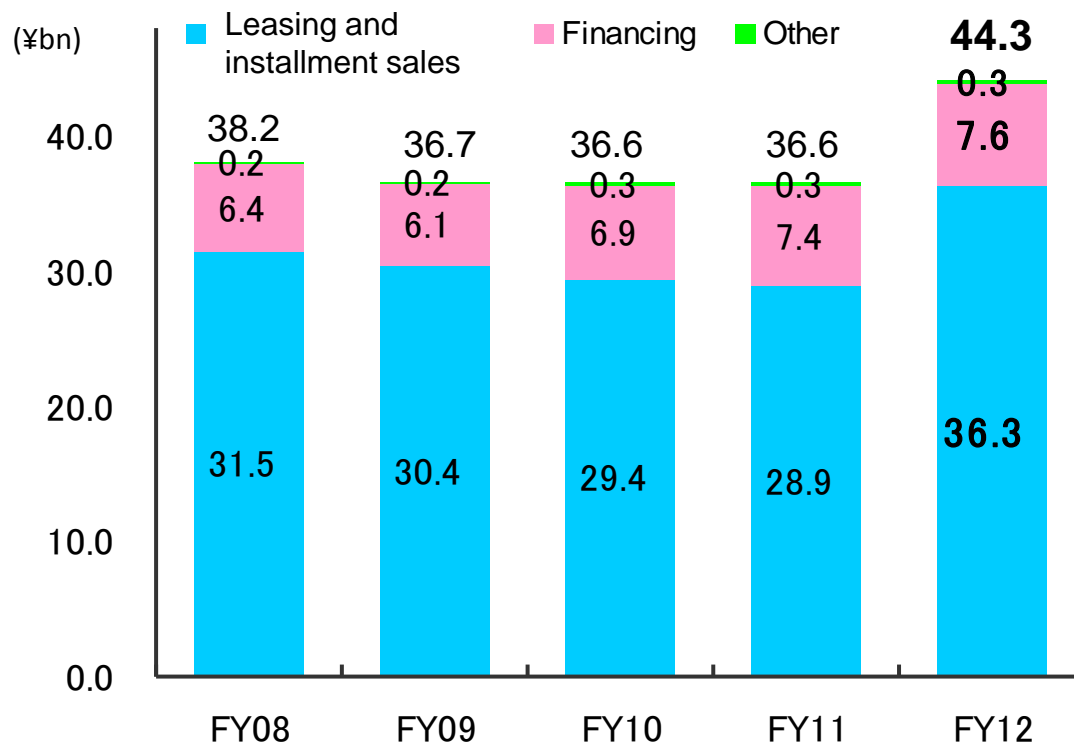
- **Steady rise in core earnings power, backed by stable profits of 2 acquired companies**
 - Gross profit before write-offs and funding costs: ¥44.3bn (+21.0%); Ordinary income before write-offs: ¥19.3bn (+12.6%)
- **Lower credit costs due to reduced bankruptcies; general expenses rose due to 2 acquisitions**
- **Steady rebound in results and increased profit at all levels versus previous fiscal year**

(¥bn)

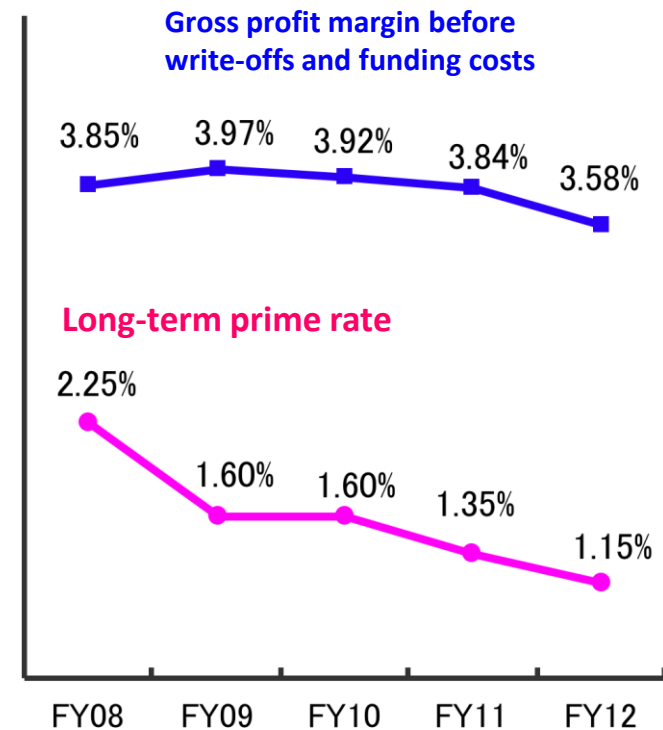
	FY10	FY11 (A)	FY12 (B)	Change (B)-(A)	% Change
Revenues	256.1	270.1	352.5	+82.4	+30.5%
Gross profit before write-offs and funding costs	36.6	36.6	44.3	+7.7	+21.0%
Funding costs	5.5	5.3	6.6	+1.3	+24.8%
Gross profit	31.1	31.3	37.7	+6.4	+20.4%
Credit costs (sales expenses)	2.3	6.0	4.0	-2.0	▲33.5%
General expenses (sales expenses)	13.3	14.5	19.0	+4.5	+30.4%
Operating income	15.4	10.7	14.7	+4.0	+37.2%
Ordinary income	15.9	11.1	15.4	+4.3	+38.1%
(Ordinary income before write-offs)	(18.2)	(17.1)	(19.3)	(+2.2)	(+12.6%)
(Credit costs)	(2.3)	(6.0)	(3.9)	(-2.1)	(-34.8%)
Net income	9.0	4.3	8.9	+4.6	+107.6%

- Leasing and installment profits surged (+¥7.4bn YoY)
- Lower yield due to operating asset replacement amid continued low interest rates

Gross Profit Before Write-offs and Funding Costs



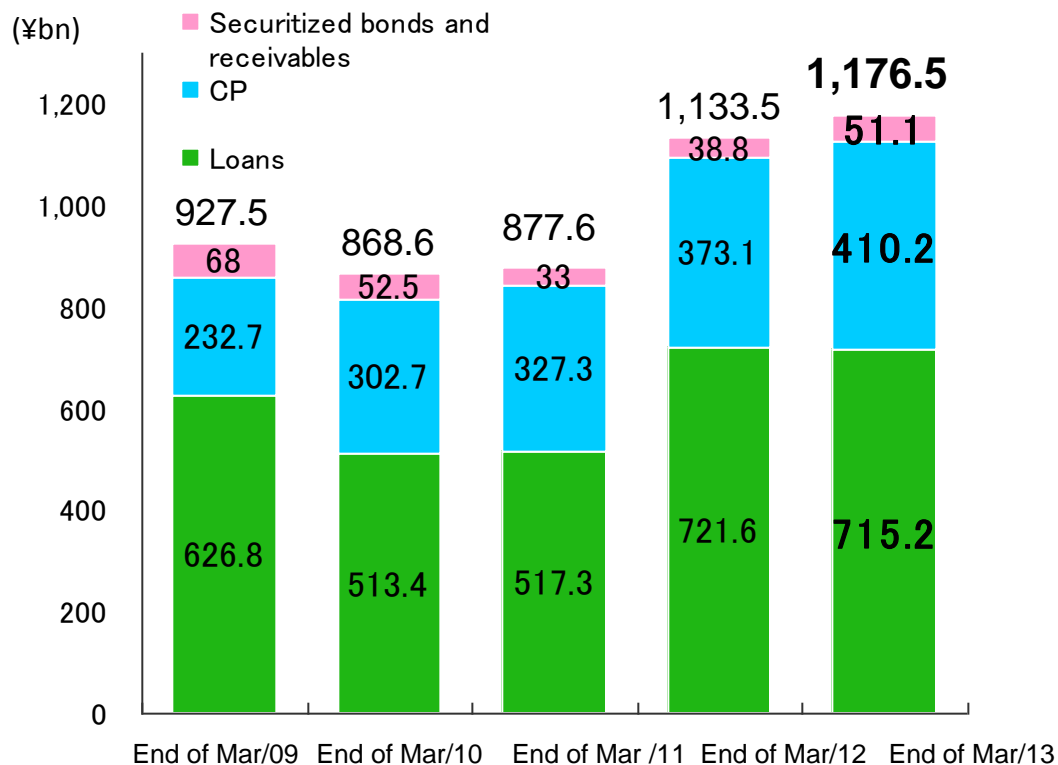
Yield



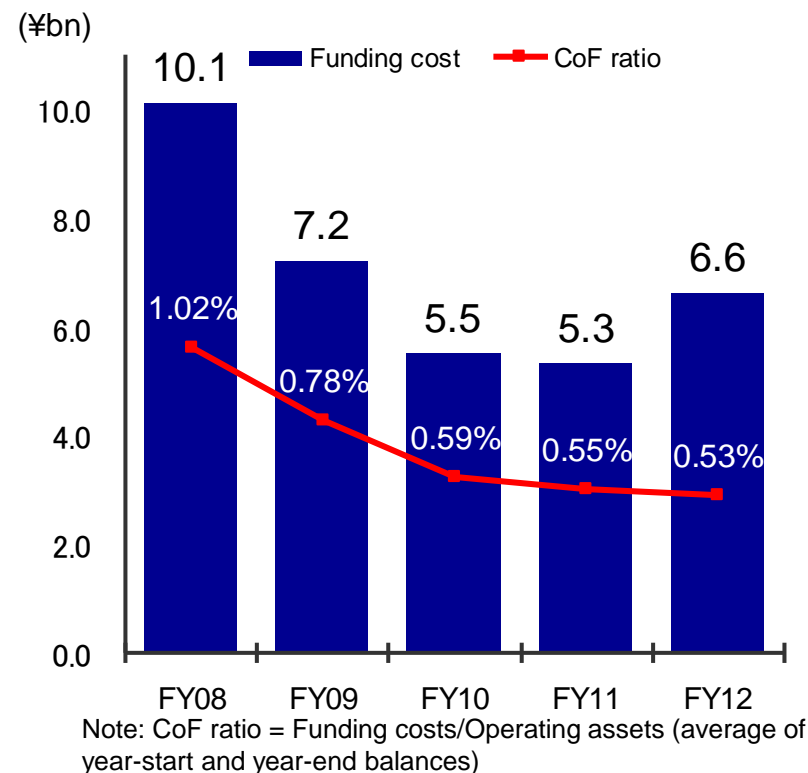
Note: Gross profit margin before write-offs and funding costs=Gross profit before write-offs and funding costs/Operating assets (average balance)

- Utilized CP and took advantage of low interest rates
- Issued corporate bonds to diversify borrowing sources (3-yr bonds; ¥10bn,0.34% coupon)
- Reviewed funding composition and unified Group operation led to lower CoF ratio

Interest-bearing Debt

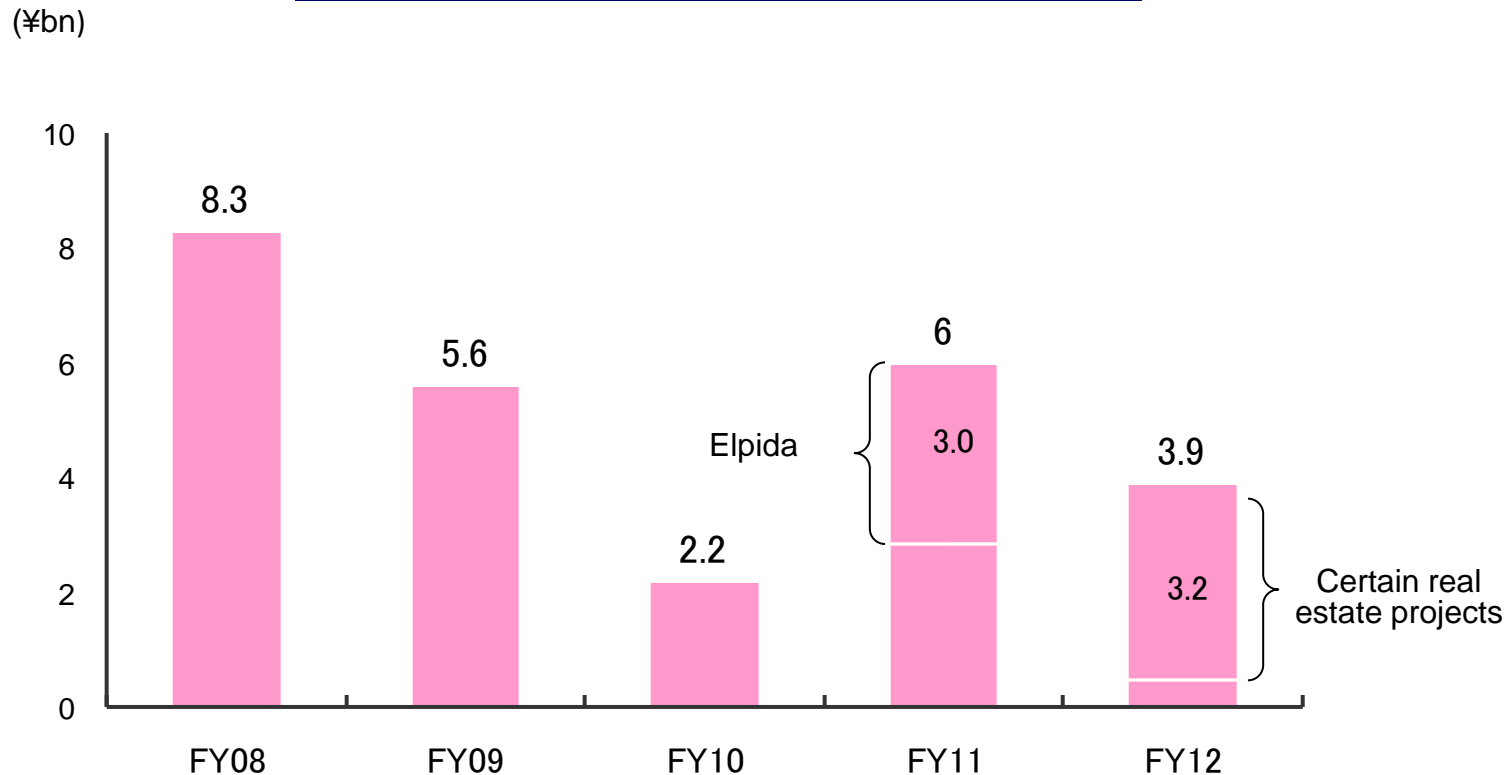


Cost of Funds Ratio



- Large real-estate-related credit costs posted in 1Q (¥3.2bn)
- New costs kept at a low level from 2Q, and actual credit costs declined ¥2.1bn YoY

Actual Credit Costs



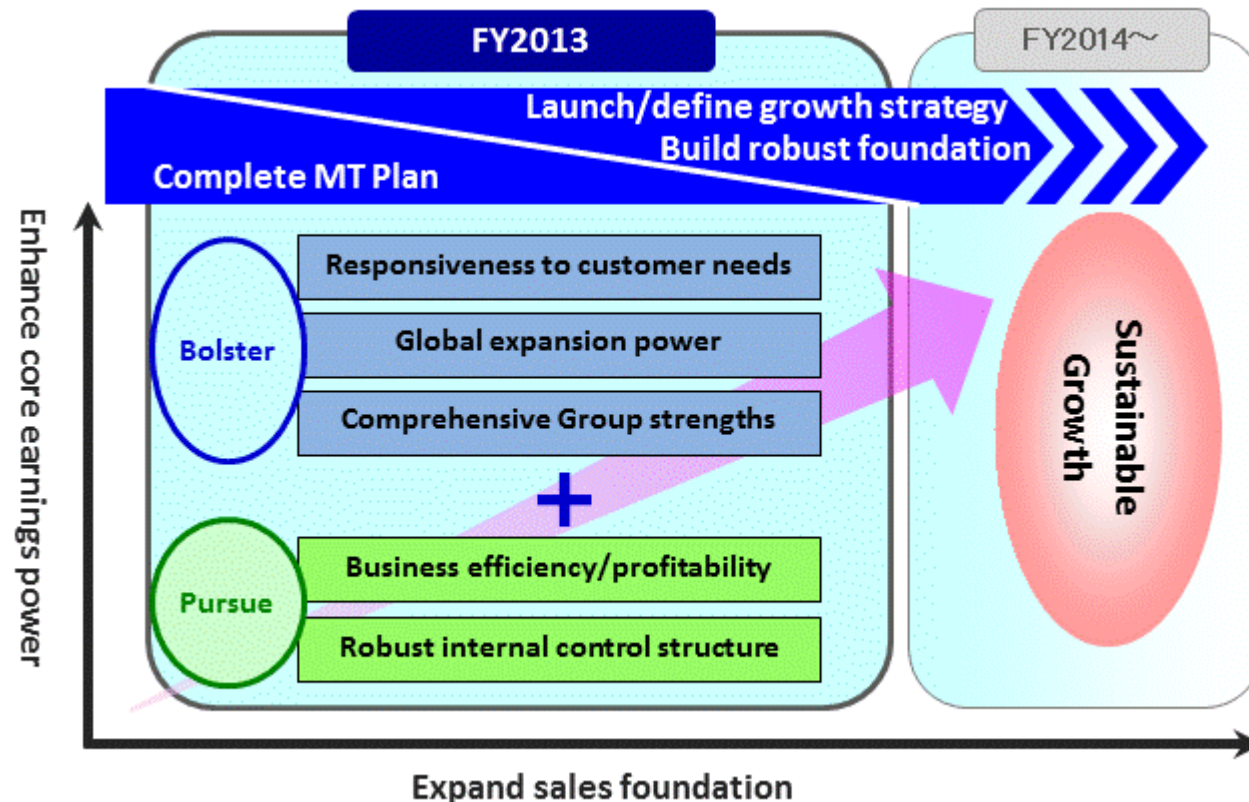
III. FY2013 Business Plan

【FY2013 Positioning】

- Final stage of medium-term plan and year to solidify foundation for future growth

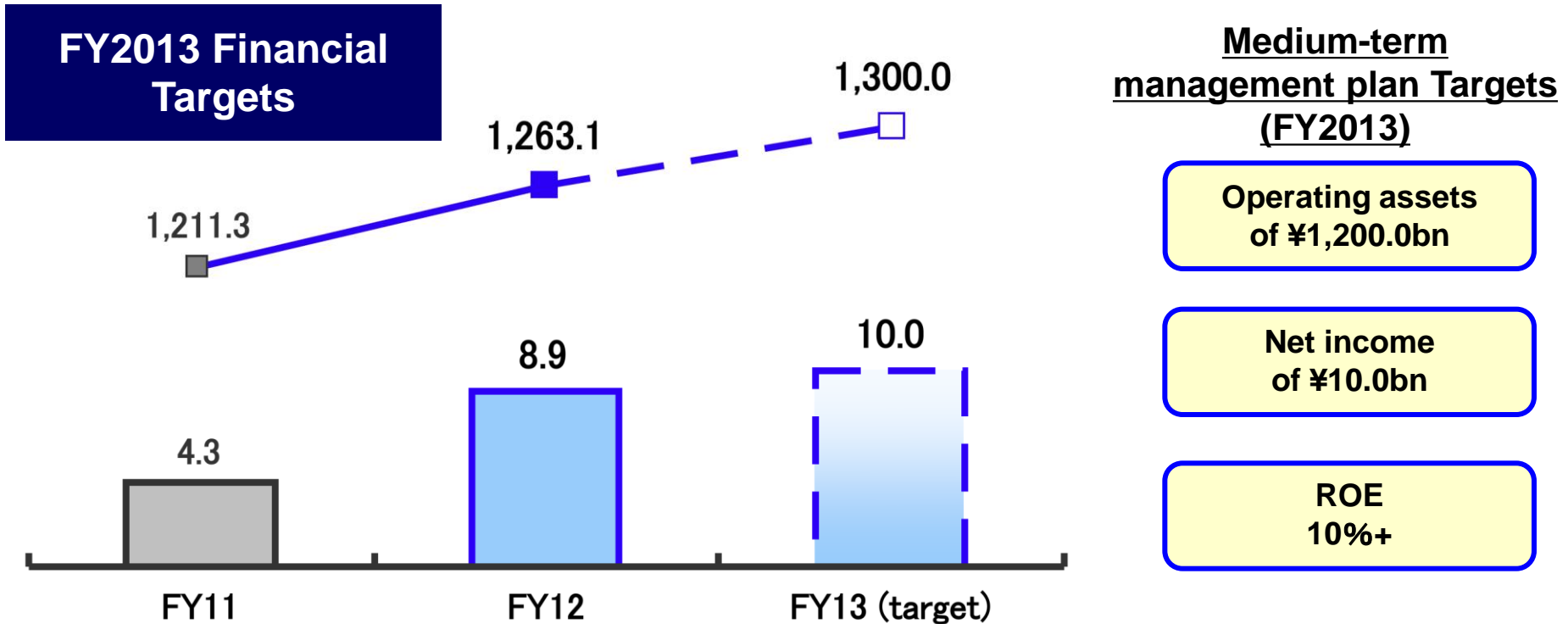
【Operation Policy】

- Further expand the sales foundation and enhance core earnings power by adapting to the market environment
 - ⇒ Bolster responsiveness to customer needs, global expansion power, and comprehensive Group strengths
 - ⇒ Pursue business efficiency/profitability and robust internal control structure



FY2013 Financial Targets

- Operating asset target set at ¥1,300bn, greatly exceeding medium-term management plan target
 - Prioritizing expansion of business foundation for sustainable growth
- Aim to achieve net income of ¥10bn in final stage of the plan



Full-year Forecast

【Business Environment】

- Economic conditions in Japan are improving owing to an upturn in overseas economies and the correction of yen appreciation, but the prospect of sustained recovery in the real economy remains uncertain

【Full-year Earnings Forecast】

- Achieve targets under medium-term management plan and build stronger foundation for growth

【Dividend Forecast】

- Planned dividend of ¥52 per share (¥26 interim, ¥26 year-end); 12th straight YoY increase

(¥bn)

	FY12 (Results)	FY13 (Target)	Change	% Change
Revenues	352.5	330.0	-22.5	-6.4%
Operating income	14.7	15.5	+0.8	+5.7%
Ordinary income	15.4	16.6	+1.2	-8.0%
Net income	8.9	10.0	+1.1	+12.1%
Annual dividend	¥50	¥52	+¥2	

Appendix

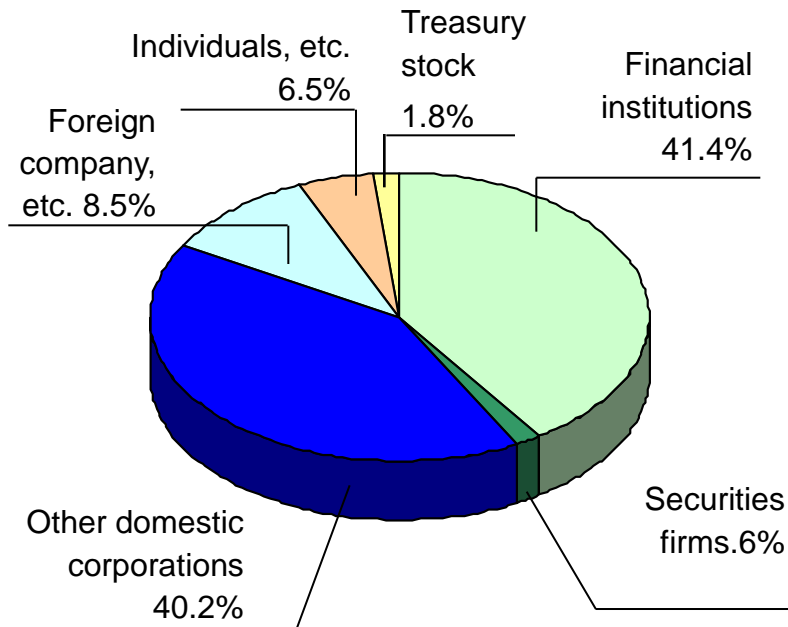
Company name:	IBJ Leasing Company, Limited
Address:	1-2-6 Toranomom, Minato-ku, Tokyo 105-0001
Business:	Multimodal financial services
Representative:	Setsu Onishi, President and CEO
Establishment:	December 1, 1969
Listing:	Tokyo Stock Exchange, 1st Section (Code: 8425)
Capital stock:	¥11.76 billion (outstanding shares: 36,849 thousand)
Employees:	1,050 (as of March 31, 2013)

Shareholders (as of March 31, 2013)

○ Outstanding shares: 36,849 thousand

○ Shareholders: 14,990

○ Shareholder Distribution
(shareholding ratio)



○ 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.	1,626	4.41
Jowa Holdings Co., Ltd.	1,546	4.19
Japan Trustee Services Bank, Ltd. (Trust Account)	1,297	3.52
Meiji Yasuda Life Insurance Company	1,251	3.39
Dowa Holdings Co., Ltd.	1,120	3.03
NIPPON STEEL KOWA REAL ESTATE CO., LTD	975	2.64
The Kyoritsu Co., Ltd.	949	2.57
Toshiba Corporation	900	2.44

(Note) Shareholding ratio is the percentage of total outstanding shares ※ Treasury shares of 650 thousand are excluded from the table

**IBJ
Leasing**

**Expansion of Market Footprint:
Utilize client base held by operating companies and financial institutions**

**IBJL-TOSHIBA
Leasing**

Main customer: Toshiba Group and its customers

Dai-ichi Leasing

Main clients: Dai-ichi Life Insurance corporate customers

Nissan Leasing

Main clients: Nissan Motor Group & its business associates

Toshiba Medical Finance

Universal Leasing

Higashi-Nippon Leasing

<Affiliates>

Toho Lease

Juhachi Sogo Lease

**Specialized function and services:
Diversifying service offerings to complement IBJ Leasing's functions**

IBJ Auto Lease

Auto leasing

KL Lease & Estate

Real estate leasing

KL & Co.

Used asset sales

KL Insurance & Co.

KL Office Service Company

**Overseas subsidiaries:
Active player in dynamically expanding Asian markets**

Asia

China

HQ: Shanghai
Office: Guangzhou

Indonesia

Thailand

The Philippines

Europe

U.K.

Consolidated B/S (Assets)

(¥bn)

	Mar. 31, 2009	Mar. 31, 2010	Mar. 31, 2011	Mar. 31, 2012 (A)	Mar. 31, 2013 (B)	Change (B)-(A)	Change (B)/(A)
Current Assets	989.7	904.9	947.9	1,229.1	1,265.6	+36.5	+3.0%
Cash and cash equivalents	28.0	18.5	37.7	41.3	30.5	-10.8	-26.0%
Lease receivables	575.4	522.3	511.7	704.2	728.9	+24.7	+3.5%
Installment sales receivables	122.1	108.9	95.1	112.6	114.3	+1.7	+1.6%
Operational loans	233.7	237.4	241.9	295.0	320.1	+25.1	+8.5%
Operational investment securities	—	—	46.0	48.9	48.8	-0.1	-0.2%
Marketable securities	14.2	4.0	0.7	0.1	-	-0.1	-%
Allowance for doubtful receivables	-3.6	-3.9	-4.6	-7.7	-4.4	-3.3	-43.5%
Property & Equipment	86.4	112.2	80.1	103.9	106.7	+2.8	+2.7%
Leased assets	21.5	31.2	34.5	50.9	51.3	+0.4	+0.7%
Investment securities	41.6	54.9	20.9	16.8	20.7	+3.9	+23.7%
Doubtful operating receivables	9.5	14.1	10.4	19.2	18.5	-0.7	-3.4%
Allowance for doubtful receivables	-0.5	-0.7	-0.9	-3.3	-3.2	-0.1	-5.3%
Total Assets	1,076.2	1,017.1	1,028.0	1,333.0	1,372.2	+39.2	+2.9%
Operating Assets	985.0	935.2	9,286	1,211.3	1,263.1	+51.8	+4.3%

Consolidated B/S (Liabilities and Net Worth)

(¥bn)

	Mar. 31, 2009	Mar. 31, 2010	Mar. 31, 2011	Mar. 31, 2012 (A)	Mar. 31, 2013 (B)	Change (B)-(A)	Change (B)/(A)
Current Liabilities	649.4	701.6	705.9	900.9	979.9	+79.0	+8.8%
Short-term borrowings	126.2	92.6	137.5	172.9	233.5	+60.6	+35.1%
Current portion of long-term debt	160.1	186.4	138.9	203.0	195.5	-7.5	- 3.7%
Commercial paper	232.7	302.7	327.3	373.1	410.2	+37.1	+9.9%
Lease payables	26.7	21.6	15.4	19.2	14.1	-5.1	-26.9%
Long-term Liabilities	370.8	252.1	252.7	357.3	307.5	-49.8	-14.0%
Long-term debt	340.4	234.4	241.0	345.7	286.1	-59.6	-17.2%
Corporate bond	-	-	-	-	10.0	+10.0	-%
Total liabilities	1,020.2	953.8	958.6	1,258.2	1,287.3	+29.1	+2.3%
Net assets	56.0	63.3	69.4	74.7	84.9	+10.2	+13.6%
Shareholders' equity	55.8	61.4	68.7	71.2	78.4	+7.2	+10.1%
Accumulated Other Comprehensive income	-1.2	0.5	-0.3	-0.5	1.9	+2.4	-%
Minority interests	1.4	1.4	1.0	4.0	4.6	+0.6	+15.8%
Total	1,076.2	1,017.1	1,028.0	1,333.0	1,372.2	+39.2	+2.9%

Interest-bearing debt	927.5	868.6	877.6	1,133.5	1,176.5	+43.0	+3.8%
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Equity ratio	5.1%	6.1%	6.7%	5.3%	5.9%	+0.6%	
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Consolidated statements of income

(¥bn)

	FY2008	FY2009	FY2010	FY2011 (A)	FY2012 (B)	Change (B)-(A)	Change (B)/(A)
Revenues	298.7	263.6	256.1	270.1	352.5	+82.4	+30.5%
Gross profit before write-offs and funding costs	38.2	36.7	36.5	36.6	44.3	+7.7	+21.0%
Funding costs	10.1	7.2	5.5	5.3	6.6	+1.3	+24.8%
Gross profit	28.1	29.5	31.1	31.3	37.7	+6.4	+20.4%
SGA expenses	21.3	18.2	15.6	20.6	23.0	+2.4	+11.7%
Personnel, facilities costs	12.8	12.6	13.3	14.5	19.0	+4.5	+30.4%
Operating income	6.8	11.3	15.4	10.7	14.7	+4.0	+37.2%
Other income	1.8	2.0	0.9	0.9	1.3	+0.4	+39.2%
Other expenses	1.8	1.1	0.5	0.5	0.6	+0.1	+18.8%
Ordinary income	6.8	12.1	15.9	11.1	15.4	+4.3	+38.1%
Extraordinary income	0.5	0.1	0.1	0.0	0.0	-0.0	-86.9%
Extraordinary loss	1.6	0.2	0.5	1.6	0.0	-1.6	-99.2%
Income before income taxes	5.6	12.1	15.4	9.5	15.4	+5.9	+61.4%
Income taxes	2.2	5.0	6.3	5.1	5.8	+0.7	+14.5%
Net income	3.3	7.0	9.0	4.3	8.9	+4.6	+107.6%
Actual credit costs	8.3	5.6	2.2	6.0	3.9	-2.1	-34.8%

Consolidated statements of comprehensive income

(¥bn)

	FY2009	FY2010	FY2011 (A)	FY2012 (B)	Change (B)-(A)	Change (B)/(A)
Net income before minority interests	7.1	9.1	4.4	9.6	+5.2	+114.8%
Unrealized gain on available-for-sale securities	1.4	-0.5	-0.0	1.6	+1.6	-%
Deferred loss on derivatives under hedge accounting	-0.0	-0.0	-0.0	-0.1	-0.1	-%
Foreign currency translation adjustments	0.1	-0.4	-0.1	0.7	+0.8	-%
Share of other comprehensive income of associated companies	0.2	0.1	-0.0	0.1	+0.1	-%
Total other comprehensive income	1.7	-0.9	-0.2	2.4	+2.6	-%
Total comprehensive income	8.8	8.3	4.2	11.9	+7.7	+181.6%

Gross profit before write-offs and funding costs by segment

(¥bn)

	FY2008	FY2009	FY2010	FY2011 (A)	FY2012 (B)	Change (B)-(A)	Change (B)/(A)
Revenues	298.7	263.6	256.1	270.1	352.5	+82.4	+30.5%
Leasing	273.7	242.0	233.8	249.6	327.5	+77.9	+31.2%
Installment sales	16.9	14.5	14.2	11.6	15.4	+3.8	+32.9%
Loans	7.0	6.5	6.1	6.5	7.2	+0.7	+11.8%
Other	1.7	1.1	2.3	2.8	3.2	+0.4	+10.7%
Elimination/Corporate	-0.6	-0.4	-0.4	-0.5	-0.8	+0.3	+69.4%
Cost of sales	260.5	226.9	219.5	233.5	308.2	+74.7	+32.0%
Leasing	246.0	215.1	207.2	223.2	294.0	+70.8	+31.7%
Installment sales	13.1	11.0	11.4	9.2	12.6	+3.4	+37.9%
Loans	0.5	0.4	0.3	0.3	0.3	-0.0	-8.2%
Other	1.1	0.5	0.6	1.0	1.6	+0.6	+60.4%
Elimination/Corporate	-0.2	-0.1	-0.0	-0.2	-0.3	+0.1	+59.3%
Gross profit before write-offs and funding costs	38.2	36.7	36.5	36.6	44.3	+7.7	+21.0%
Leasing	27.7	26.9	26.6	26.4	33.5	+7.1	+26.8%
Installment sales	3.8	3.5	2.8	2.5	2.8	+0.3	+14.1%
Loans	6.4	6.1	5.8	6.1	6.9	+0.8	+12.9%
Other	0.6	0.6	1.7	1.9	1.6	-0.3	-15.6%
Elimination/Corporate	-0.4	-0.4	-0.4	-0.3	-0.5	+0.2	+75.0%
Funding costs	10.1	7.2	5.5	5.3	6.6	+1.3	+24.8%
Gross profit	28.1	29.5	31.1	31.3	37.7	+6.4	+20.4%