

# Overview Results for FY2021 Presentation Materials

May 12, 2022

Mizuho Leasing Co., Ltd.

**MIZUHO**

# 目次

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1. Financial Results and Business Performance Overview	• • •	P.2
2. Earnings Forecasts and Dividends	• • •	P.11
3. Sustainability	• • •	P.14
4. Overview of the Sixth Medium-Term Management Plan	• • •	P.19

# 1. Financial Results and Business Performance Overview

# Summary of Results for FY2021

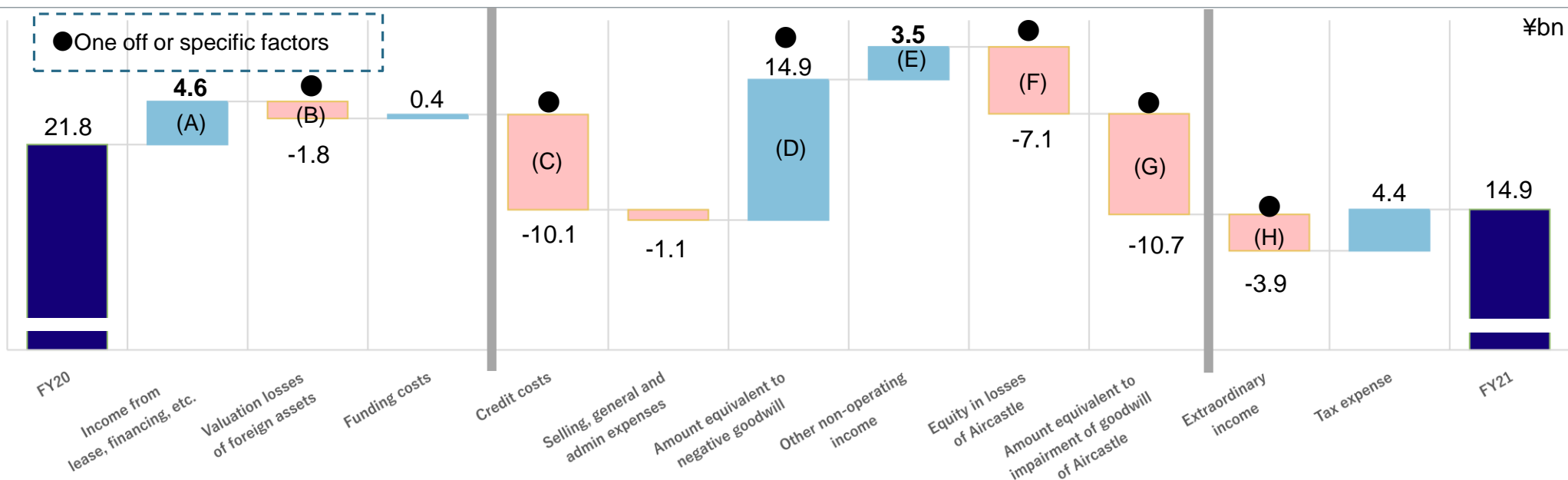
- Increase in revenues due to accumulation of assets from previous years and improved profitability. Underlying profitability has steadily grown.
- Proactively responded to potential downside risks (preparation of preventive measures, evaluation of impairment of goodwill etc.) by taking into consideration the impact of the COVID-19 pandemic, semiconductor shortage, downturn in the airline industry, Russian invasion of Ukraine, and other factors.
- Based on the current status above, a year-end dividend of ¥55/share (an annual dividend (FY21) of ¥110/share) is scheduled to be distributed as expected.

Income indicators (¥bn)	FY19	FY20	FY21	Change	% Change
Revenues	539.2	497.9	<b>554.8</b>	56.9	11.4%
Gross profit before funding costs	60.3	59.3	<b>62.1</b>	2.8	4.7%
(Credit costs)	-0.3	0.4	10.5	10.1	2,743.1%
Operating income	26.3	26.0	<b>17.9</b>	-8.1	-31.1%
(Equity in losses of Aircastle)	-	-1.1	<b>-8.2</b>	-7.1	663.7%
(Amount equivalent to impairment of goodwill of Aircastle)	-	-	<b>-10.7</b>	-10.7	-
(Amount equivalent to negative goodwill)	-	-	<b>14.9</b>	14.9	-
(Other non-operating income)	0.4	2.7	<b>6.2</b>	3.5	133.2%
Ordinary income	26.7	27.5	<b>20.1</b>	-7.4	-27.2%
(Extraordinary income)	0.5	4.1	<b>0.2</b>	-3.9	-95.8%
Net income attributable to owners of the parent	17.5	21.8	<b>14.9</b>	-6.9	-31.6%
Operating assets	2,090.3	2,322.4	<b>2,416.6</b>	94.2	4.1%
Gross profit margin before funding costs	2.93%	2.69%	<b>2.62%</b>	-0.07pts	
ROA	1.2%	1.1%	<b>0.7%</b>	-0.4pts	
ROE	9.8%	11.3%	<b>7.1%</b>	-4.2pts	

ROA: Ratio of ordinary income to total assets

ROE: Ratio of equity to net income

# Factors behind Change in Net Income Attributable to Owners of the Parent

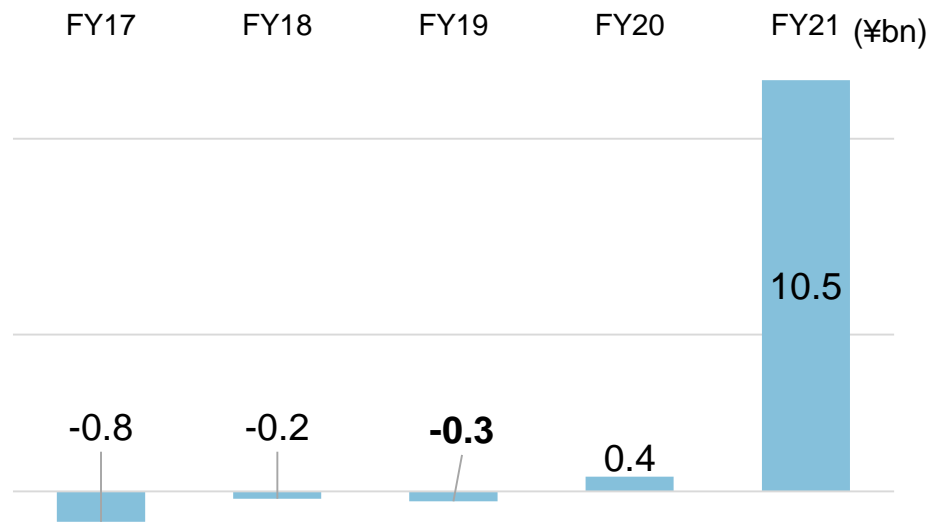


<b>(A) Income from lease, financing, etc.</b>	Operating income increased reflecting the accumulation of assets from a profitable financing business segment	
<b>(B) Valuation losses on foreign assets</b>	Valuation losses on overseas real estate assets due to the impact of COVID-19	●
<b>(C) Credit costs</b>	Proactively responded to the potential downside risks by taking into consideration the impact of semiconductor shortage, downturn in aircraft industry etc.	●
<b>(D) Amount equivalent to negative goodwill</b>	A negative goodwill (¥9.1 billion for Nippon Steel Kowa Real Estate and ¥5.8 billion for Mizuho Capital) was posted as a result of the share acquisition of these companies	●
<b>(E) Other non-operating income</b>	Driven by the robust business performance of associated companies other than Aircastle	
<b>(F) Equity in losses of Aircastle</b>	Impairment impacted by the downturn in the airline industry and Russian invasion of Ukraine was recorded	●
<b>(G) Amount equivalent to impairment of goodwill of Aircastle</b>	The goodwill recorded at the time of the share acquisition was impaired (-¥10.7 billion)	●
<b>(H) Extraordinary income</b>	Declined since extraordinary income (gain on sales of investment securities etc.) was posted in FY20	●

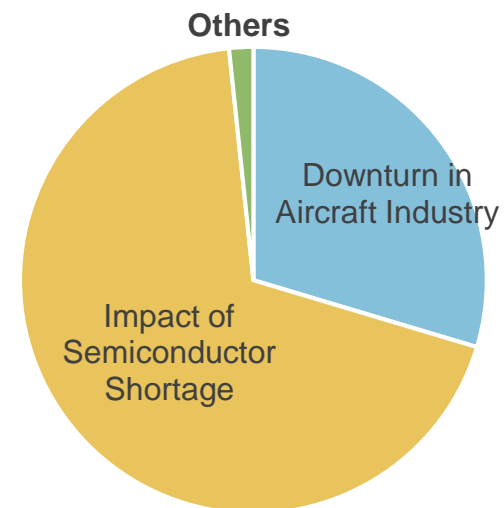
# Overview of Credit Costs

- COVID-19 pandemic, downturn in aircraft industry and semiconductor shortage have led to large credit costs
- Proactively responded to the potential downside risks - leading to focus on business promotion after FY22

## Credit Costs for the last 5 fiscal years



## Contributing factors for FY21 Credit Costs



# Overview of Aircastle

## 【Impact of Russian invasion of Ukraine on Aircastle business】 (Summary of the Aircastle's news release on April 28, 2022.)

- The leasing contract for all 12 aircraft leased to Russian airlines were terminated. 2 of the aircraft were repossessed, and the remaining 10 are being sought to be repossessed.
- Letters of credit relating to the aircraft leased to Russian airlines is US\$49.5 million. US\$25.4 million was received after the end of Aircastle's fiscal year (as of April 25, 2022).
- Claims against relevant insurance and reinsurance policies seeking an indemnity of approximately US\$350 million were filed.
- **FY21 includes US\$252 million net non-cash aircraft impairment charges (deducting a gain on reversal of withholding the reserve for repairs) for a total of 13 aircraft (Russia-based: 12 and Ukraine-based: 1) -> the book value for the Russia-based aircraft is from approximately 6% to 1%.**

## 【 Impact of Aircastle on Mizuho Leasing 】 In total, -¥18.9 billion of equity in losses of Aircastle (before tax, \*adjusted for consolidation)

- -¥2.8 billion of the performance in FY21, including the loss related to aircraft leased to Garuda Indonesia.
- In the third quarter, **an impairment of -¥10.7 billion (equivalent to the goodwill)** was recognized, where the recovery speed of the aircraft industry from the COVID-19 pandemic was conservatively evaluated.
  - No more amortization of goodwill after FY22
- **Russian invasion of Ukraine resulted in - ¥5.4 billion**
  - **As of March 2022, the book value of the Russia-based aircraft after adjustment with the equity held by Mizuho Leasing is ¥1.7 billion.**
  - After the coverage by the letter of credit, the net book value of the aircraft is equivalent to ¥ 0.3 billion.**

### Aircastle Profile

Investment ratio	Marubeni: 75%, Mizuho Leasing: 25%
Number of aircraft held (including aircraft managed by the company)	260
Average age of planes	10.2 years
Number of lessee airlines	81 (in 45 countries)
Rating	S&P:BBB- / Fitch:BBB Moody's:Baa3

### Aircastle Results

	(US\$M)		
	FY20	FY21	Change
Revenues	832	770	-62
Impairment	-426	-452	-26
Net income attributable to owners of the parent	-333	-278	55
<b>Mizuho Leasing Results</b>			(¥bn)
Investment gains and losses(*)	-1.1	-8.2	-7.1
Goodwill impairment	-	-10.7	-10.7
Equity in earnings and losses	-1.1	-18.9	-17.8

# Operating Assets and Gross Profit before Funding Costs by Business Segment

- In FY21, in spite of restrained domestic capital expenditures due to the COVID-19 pandemic, operating assets increased mainly in the growing segments of Real estate / Environment and Energy.
- By prioritizing profitability of assets, profit has increased in each segment.
- By further accumulating profitable assets that have future potential, **boost our earnings base after FY22.**

## Operating assets

(¥bn)	End of Mar. 21	End of Mar. 22	Change
<b>Domestic leasing</b>			
- Leases, construction machinery, auto leases etc.	1,531.9	1,508.8	-23.1
<b>Real Estate / Environment and Energy</b>	437.3	590.0	152.7
<b>Finance / Investment</b>			
- Fund, invest in startups etc.	165.1	154.2	-10.9
<b>Overseas / Aircraft</b>			
- Overseas affiliates, aircraft, vessel etc.	188.1	163.6	-24.5
<b>Total</b>	<b>2,322.4</b>	<b>2,416.6</b>	<b>94.2</b>

\* Business segment result is on a management accounting basis

## Gross profit before funding costs

FY20	FY21	Change
33.5	36.2	2.7
14.2	* 13.8	-0.4
2.5	2.8	0.3
9.1	9.4	0.3
<b>59.3</b>	<b>62.1</b>	<b>2.8</b>

\* Valuation losses from overseas assets due to the impact of COVID-19 (-¥1.8 billion)



## Equity in Earnings and Losses (Other non-operating Income)

- Since FY19, the strategy to develop alliances contributed to an increase in the number of the associated companies (3 at the beginning of FY19 -> 11 by the end of FY21).
- The equity in earnings and losses of associated companies for FY21 has reached ¥6.1 billion (excluding Aircastle).
- The equity in earnings and losses of Nippon Steel Kowa Real Estate is expected to grow, and Aircastle is anticipated to bottom out and recover, which can lead to further growth.
- These business alliances can generate more synergies, for example a fund was set up through a business alliance with Mizuho Capital Co., Ltd. in FY21.

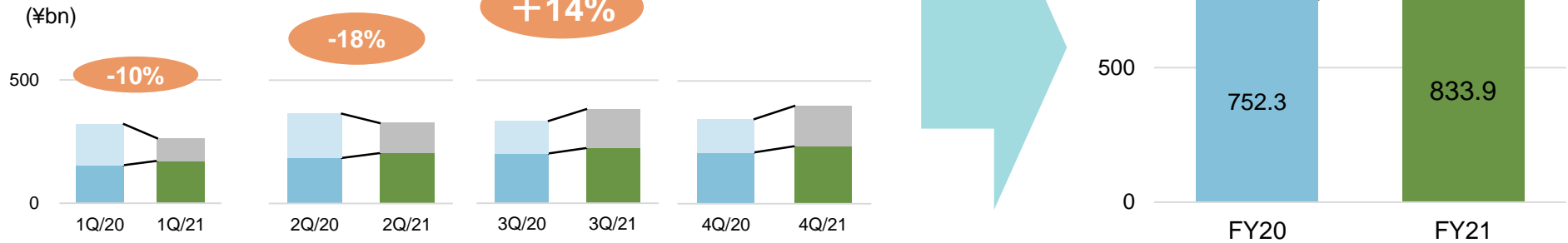
Equity in Earnings and Losses				
(¥bn)	FY19	FY20	FY21	Change
<b>Domestic Group Companies</b>	0.6	3.0	4.3	1.3
<b>Overseas Group Companies (excluding Aircastle)</b>	0.2	1.1	1.8	0.7
Total (A)	0.8	4.0	6.1	2.1
<b>Negative goodwill (B)</b>	-	-	14.9	14.9
<b>Aircastle (including impairment of goodwill) (C)</b>	-	-1.1	-18.9	-17.8
Total (equity in earnings and losses) (A+B+C)	0.8	3.0	2.0	-1.0

# Business Performance Overview

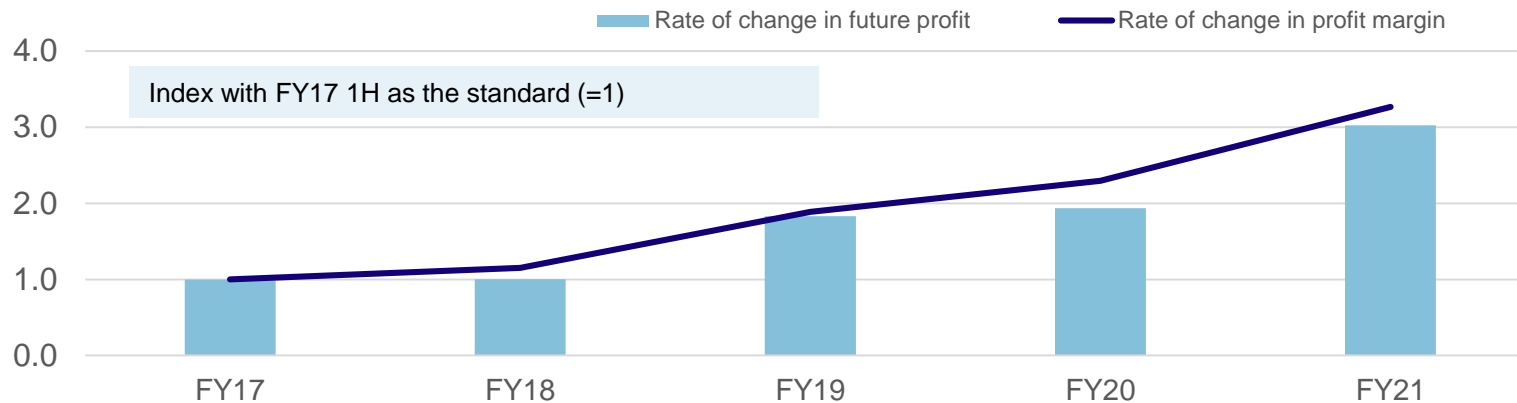
- The contract execution volume in the first half was sluggish compared to FY20, but it recovered in the second half thanks to some large projects. For the full year, the volume was at the level of FY20 (the volume from the profitable segment “Financing and others” has steadily grown throughout the year).
- The profitability of new business opportunities is growing, which can contribute to a future increase in income and profitability.

## Contract execution volume (Left: Quarterly trend, Right: Year-on-year)

Top: Leasing and installment sales  
Bottom: Financing and others



## Future profit\*1 and Profit Margin\*2

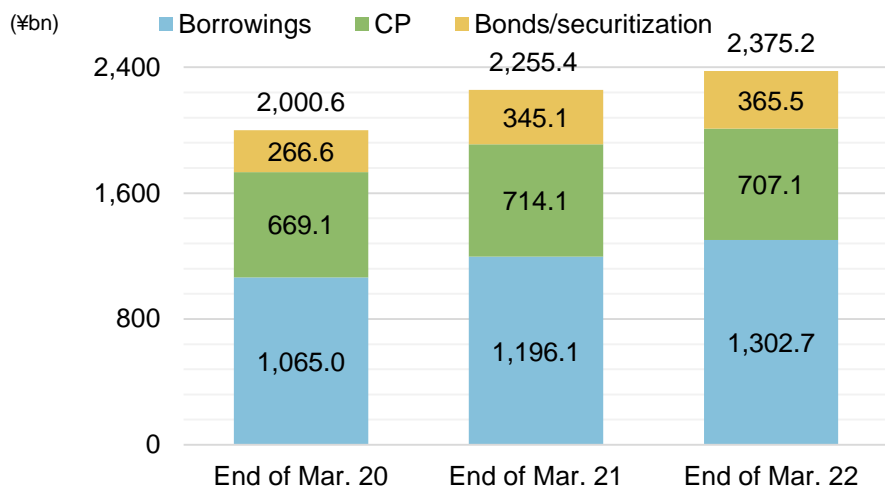


\*1 Estimated future profit to be recorded before new projects are completed \*2 Profit margin for new projects

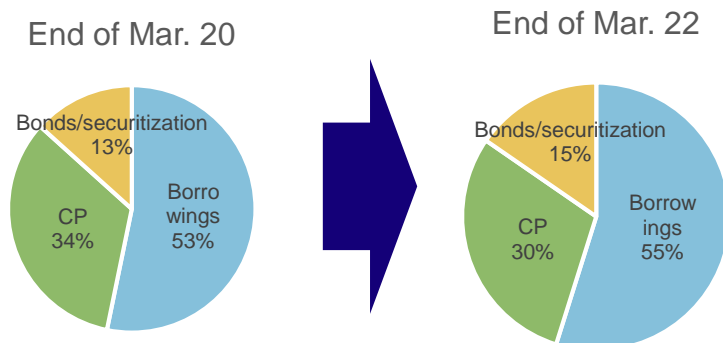
# Funding

- Interest-bearing debt increased in accordance with the increase in operating assets, and the funding structure was stabilized.
- Funding costs decreased due to lower interest rates for foreign currencies; however, current interest rates need to be carefully monitored.

## Balance of Interest-bearing debt



## Sources of Interest-bearing debt



## Funding costs (ratio)

(¥bn)	FY19	FY20	FY21
<b>Funding costs</b>	9.7	8.0	7.6
<b>Funding costs ratio</b>	0.47%	0.36%	0.32%

(Note) Funding costs ratio = Funding costs / Operating assets (average of the beginning and ending balances)

## External ratings

Rating agency	Rating	
R&I	Long-term	A
	Short-term	a-1
JCR	Long-term	A+
	Short-term	-

## 2. Earnings Forecasts and Dividends

## Earnings Forecasts for FY2022

- Although the uncertainty in the business environment is expected to continue, owing to the “strategies” and “preparation” for downside risks implemented in the previous financial year, we aim for a V-shape recovery ¥26 billion of net income attributable to owners of the parent and in FY22.
- Dividend for FY21 (plan): same as original plan -> Dividend for FY22: raise annual dividend to ¥130.

(¥bn)	FY2020 (Results)	FY2021 (Results)(A)	FY2022 (Forecast) (B)	Change (B)-(A)	% Change (B)/(A)
Revenues	497.9	554.8	570.0	15.2	3%
(Credit Costs)	0.4	10.5	3.0	-7.5	-71%
Operating income	26.0	17.9	28.0	10.1	56%
(Equity in earnings /losses)	3.0	2.0	8.0	6.0	293%
Ordinary income	27.5	20.1	35.0	14.9	74%
Net income attributable to owners of the parent	21.8	14.9	26.0	11.1	74%
Annual dividend	¥92	(planned) ¥110	¥130	¥20	
Interim dividend	¥40	¥55	¥65	¥10	
Year-end dividend	¥52	(planned) ¥55	¥65	¥10	
Dividend payout ratio	20.4%	35.7%	24.2%	-11.5pts	

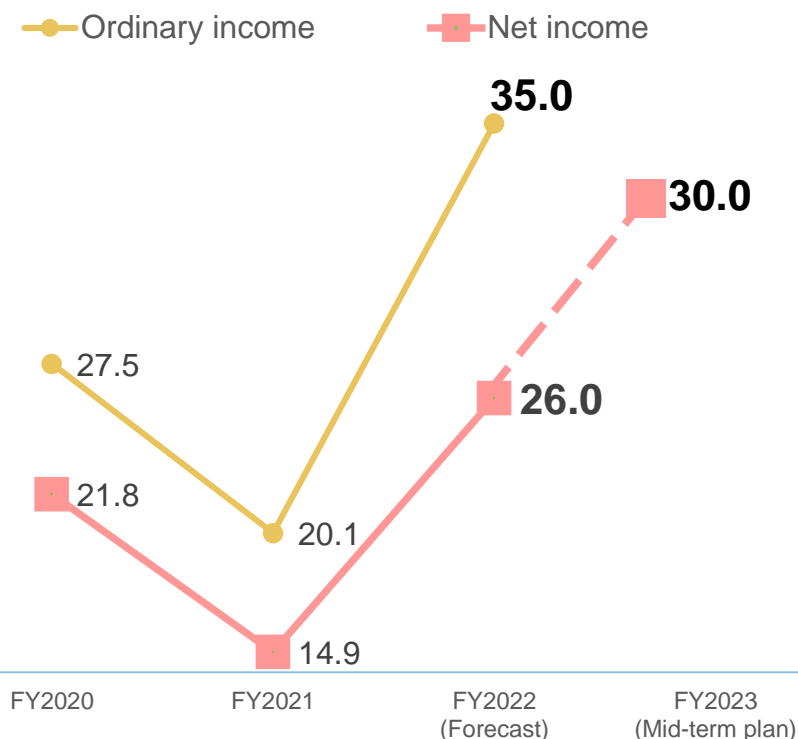
# Strategic Policies for FY2022

- Pursue growth strategies focusing on growing business segments, “Real Estate / Environment and Energy”, and potentially profitable in the future; “Finance / Investment”.
- Aim to achieve the FY22 target of ¥26 billion in net income, which is a “clear path” to achieve the ¥30 billion final year (FY23) target in the Mid-term Management Plan.

## Forecast by Business Segment

<b>Domestic leasing</b>	As part of our core business, aim to further increase profitability by leveraging Mizuho Group synergies.	➔
<b>Real Estate / Environment and Energy</b>	We have focused on this business segment and seek more growth by allocating human resources strategically to accumulate high quality assets by leveraging Mizuho Group synergies.	➔
<b>Finance / Investment</b>	Aim to achieve higher profitability and make more investments for future growth (e.g., new business in collaboration with Mizuho Capital).	➔
<b>Overseas / Aircraft</b>	Promote new investments to accumulate high-grade assets while keeping a close eye on the external environment.	➔

## Income Forecast

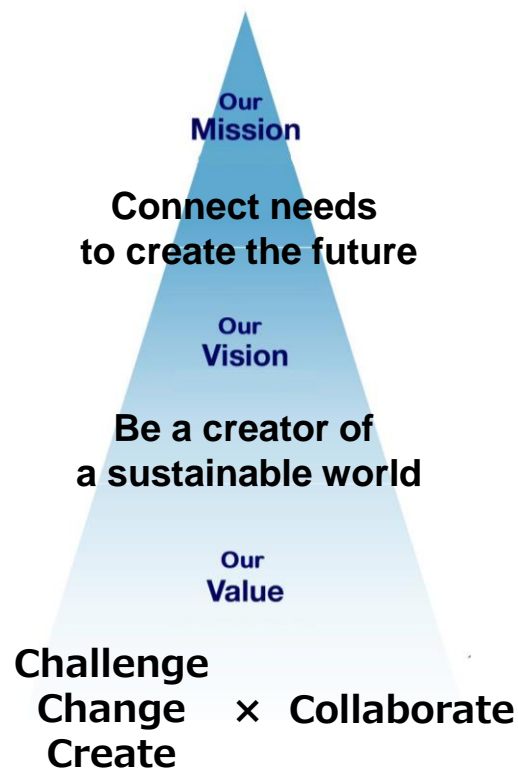


## 3. Sustainability

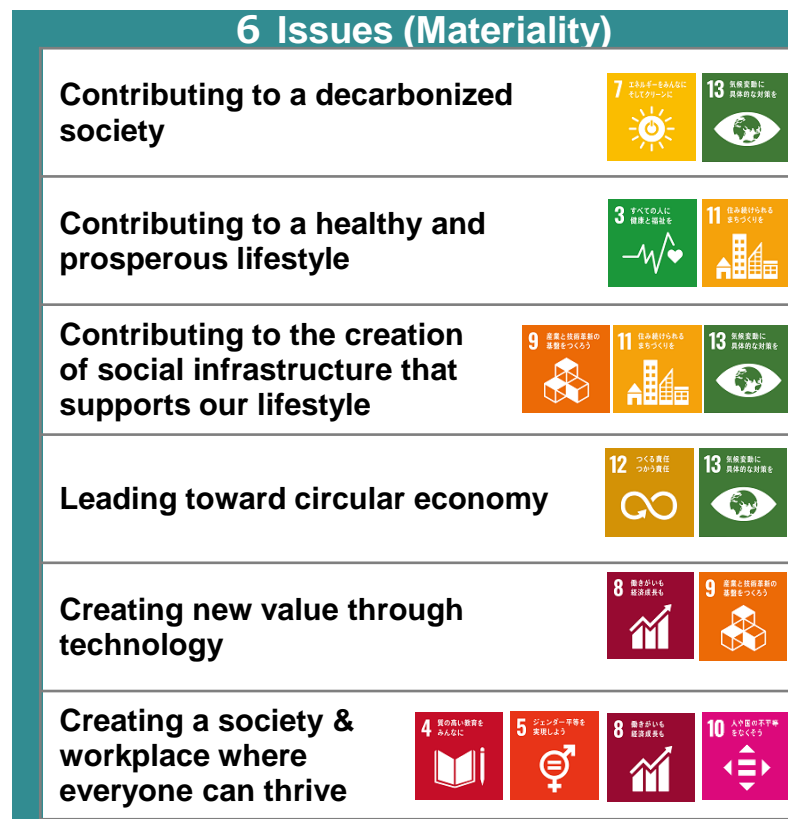
# “Identification of Issues” and “Realization of Solutions” Based on Management Philosophy

- Amid drastic changes in the management environment, we will broadly resolve these material issues through the Group’s wide-ranging business activities.

## Revised Management Philosophy



## Key initiatives for Sustainability



## Solving issues through business activities





# Major Projects Through Business Activities



## Joint investment in the solar power generation business

- In March 2022, Mizuho Leasing, together with **ENEOS Corporation**, invested in four **solar power plants** in Japan.
- The combined capacity of these four plants is 57MW.
- **The knowhow of ENEOS as an energy company and Mizuho Leasing as a financing and investment company will be leveraged to actively promote the development and operation of the renewable energy business in the future.**

## Acquisition of equity interest in rooftop solar power generation business

- **Acquired equity interest in the rooftop solar power generation business (235 sites, total of 31MW) operated by Dairoku Nihon Solar Denryoku Godo Kaisha** (hereafter referred to as “Dairoku Nihon Solar”).
- The rooftop solar power generation plants **do not require land development and can be established in a relatively short period of time.**
- This business can contribute to the creation of a zero-carbon society to help realize a sustainable world.

## Investment in CCReB Advisors Inc.

- Invested in **CCReB Advisors Inc.** through ML Estate Company, Limited, one of our consolidated subsidiaries.
- The advanced AI technology and knowhow possessed by CCReB Advisors Inc. can help us promote digital transformation, further improve business efficiency, and find more potential real estate opportunities. We will **further collaborate to deepen our business partnership.**

## Investment in Rapyuta Robotics Co. Ltd.

- Invested in the venture, **Rapyuta Robotics Co. Ltd.**, which develops a Cloud robotics platform for the next generation. The company also provides development, installation, and operational support for robotic solution.
- The company’s cutting-edge control technology, AI solutions, and the Pick Assist Solution for distribution warehouses can be leveraged to promote our collaborative business. We will **further collaborate to deepen our business partnership.**

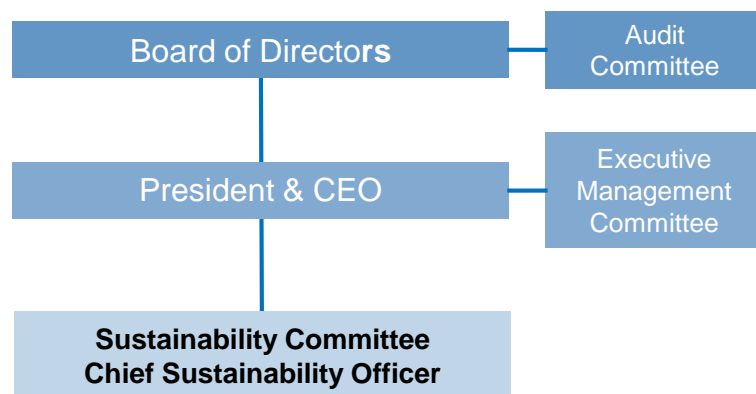
# Reinforcement of Sustainability Structure and Setting up Environmental Targets

■ **Sustainability Committee** was established so that the sustainability issues can be discussed throughout the company

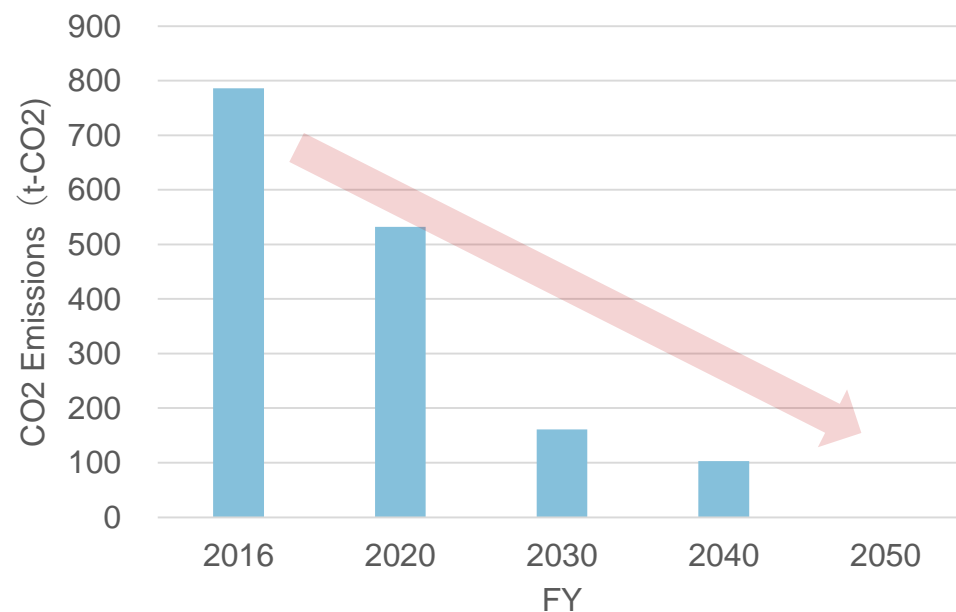
Sustainability issues including climate change adaption will be discussed by the management and reported regularly to the Board of Directors

■ **Medium- to long-term target for CO2 emissions** until 2050 was set up

FY2030	FY2040	FY2050
Reduce CO2 emissions <b>by 70%</b> (Compared with FY2016)	<b>100%</b> Renewable energy	<b>Net-Zero</b> CO2 emissions



CO2 Emissions in SCOPE1 and 2 (t-CO2)



# Sustainable Finance

- Issued Mizuho Leasing's first green bonds (unsecured straight bonds) through a public offering in the domestic market in December 2021
- Aim to contribute to the realization of a sustainable society by implementing further environmental improvement businesses with the funds raised by the green bond.



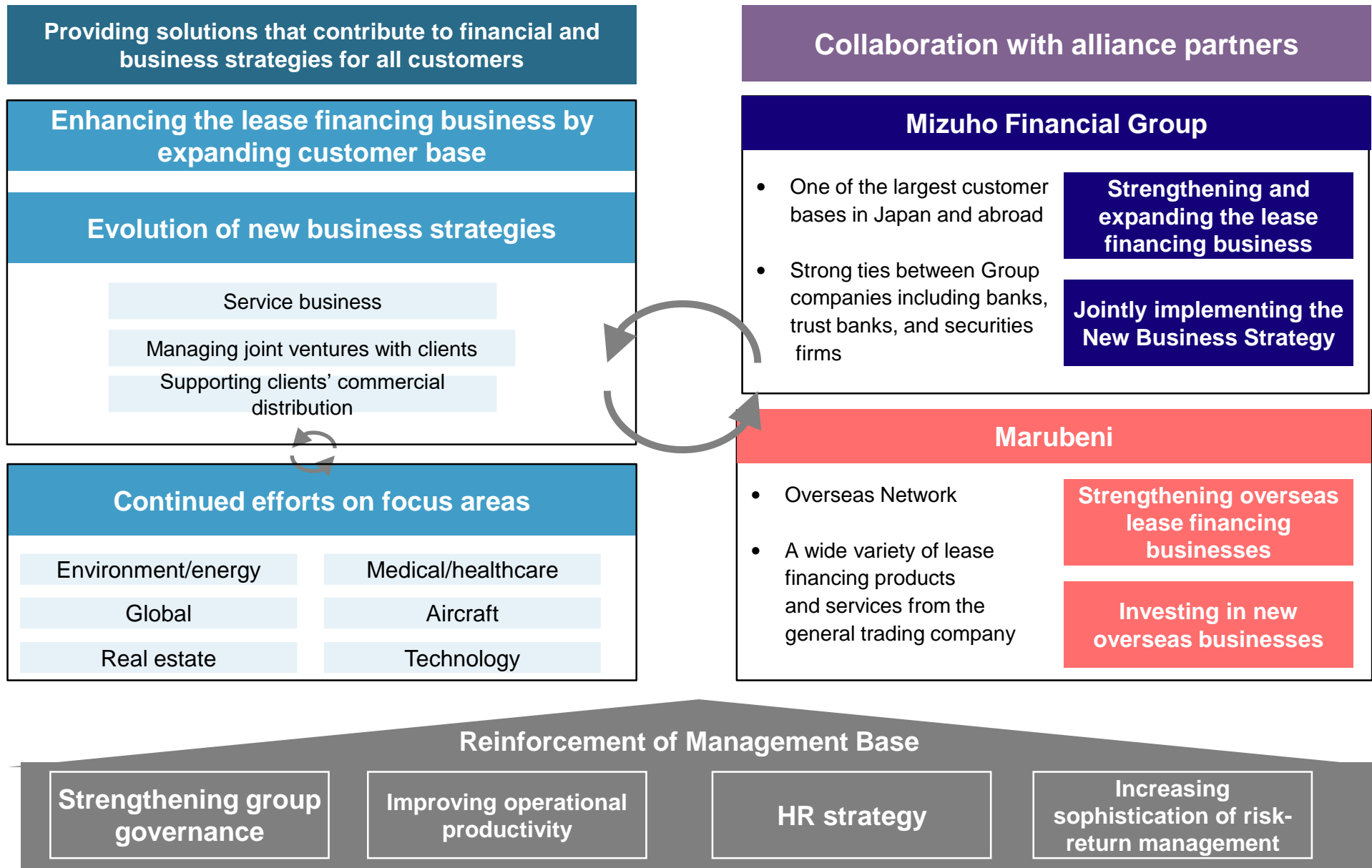
## Summary

<b>Maturity</b>	5 years
<b>Issue amount</b>	¥10B
<b>Interest rate</b>	0.200% per annum
<b>Credit rating</b>	A (R&I)
<b>Use of proceeds</b>	Refinancing for the acquisition cost of JNC Shirakawa Hydraulic Power Station



## 4. Overview of the Sixth Medium-Term Management Plan

# Overview of the Sixth Medium-Term Management Plan (FY2019-FY2023)



# Consolidated Targets for the Final Fiscal Year of the 6th Medium-term Management Plan (FY2019-2023)

Net income attributable to owners of the parent

**¥30.0 billion**

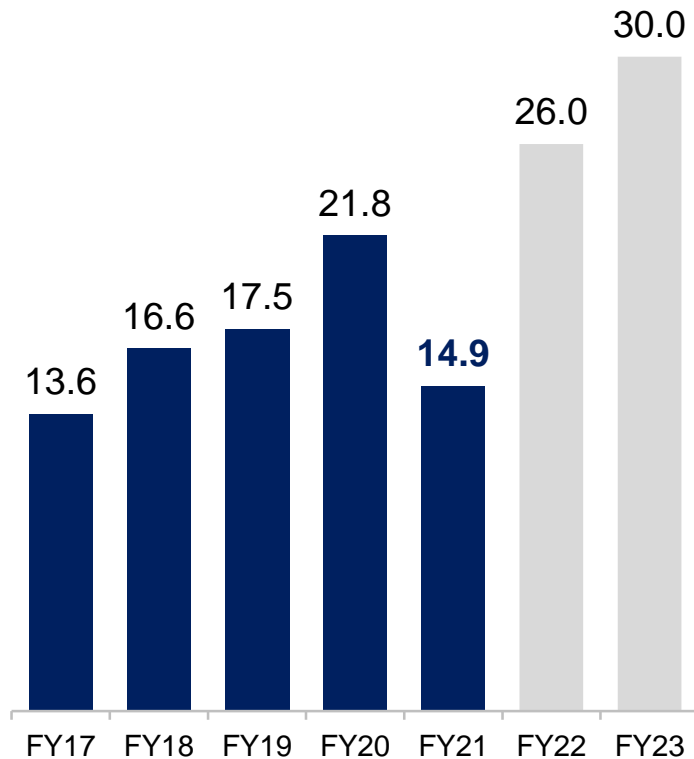
Balance in the global area

**Triple compared to end-March 2019**

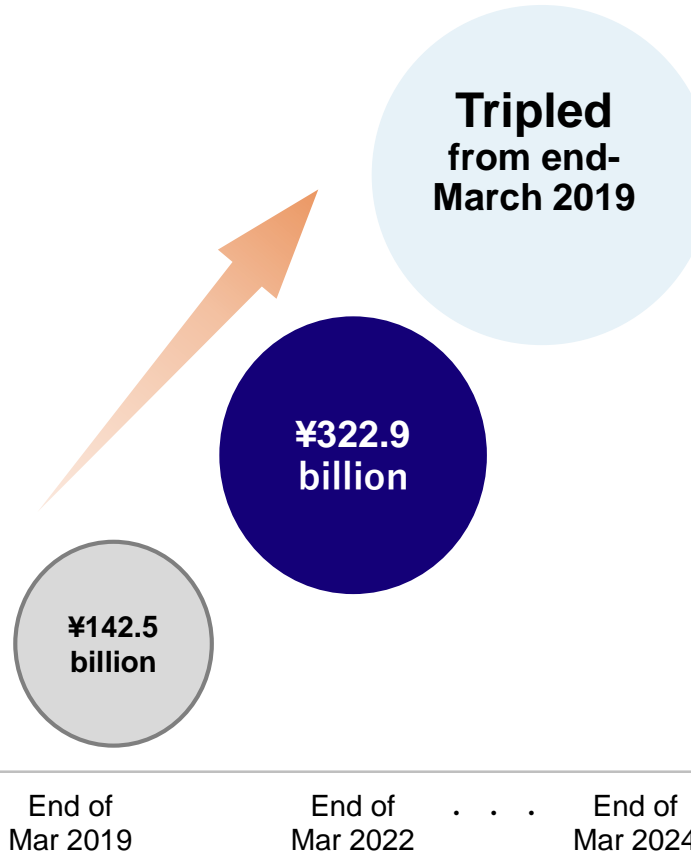
Dividend payout ratio

**Aim for 25% or more**

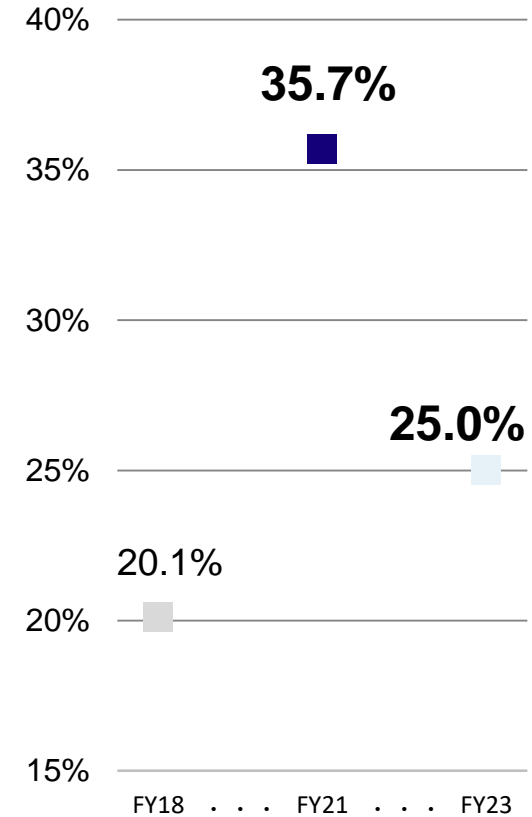
(¥bn)



**FY21 result:  
¥14.9 billion**



**Balance as of the end of March 2022:  
¥322.9 billion**



**FY21 dividend payout ratio:  
35.7% (planned)**

# Appendix

# Consolidated B/S (Assets)

(¥bn)	End-Mar 2018	End-Mar 2019	End-Mar 2020	End-Mar 2021 (1)	End-Mar 2022 (2)	Change (2)-(1)	Percentage change (2)/(1)
<b>Current assets</b>	1,602.4	1,866.6	1,947.3	2,085.1	2,166.7	81.6	3.9%
Cash and deposits	30.3	25.9	22.8	21.1	25.3	4.2	20.4%
Investment in lease	823.4	930.3	1,082.1	1,174.1	1,172.6	-1.5	-0.1%
Installment sales receivable	138.9	148.0	141.8	127.1	109.4	-17.7	-13.9%
Operational loans	360.1	469.1	401.0	500.7	582.5	81.8	16.3%
Operational investment securities	196.9	239.8	221.9	221.0	239.8	18.8	8.5%
Marketable securities	0.5	-	-	-	-	-	-
Allowance for doubtful receivables	-2.3	-1.6	-1.8	-2.2	-1.2	1.0	-
<b>Property &amp; equipment</b>	218.8	295.3	401.1	518.1	582.1	64.0	12.4%
Leased assets	160.2	229.9	245.6	302.3	315.0	12.7	4.2%
Investment securities	30.0	32.0	119.1	172.0	203.7	31.7	18.4%
Doubtful operating receivables	2.4	3.4	5.4	11.5	32.7	21.2	184.8%
Allowance for doubtful receivables	-0.2	-0.2	-0.5	-0.5	-8.5	-8.0	-
<b>Total assets</b>	1,821.3	2,161.9	2,348.4	2,603.2	2,748.8	145.6	5.6%
<b>Total operating assets</b>	1,683.0	2,021.4	2,090.3	2,322.4	2,416.6	94.2	4.1%

Partial Amendments to Accounting Standard for Tax Effect Accounting (ASBJ Statement No. 28, February 16, 2018), etc. are applied from FY2018, and the figures for the end of March, FY2018, are calculated by retroactively applying the said accounting standards, etc.



# Consolidated B/S (Liabilities and Equity)

(¥bn)	End-Mar 18	End-Mar 19	End-Mar 20	End-Mar 21 ①	End-Mar 22 ②	Change ② - ①	Percentage change ② / ①
<b>Current liabilities</b>	1,082.1	1,294.2	1,314.1	1,492.9	1,548.4	55.5	3.7%
Short-term borrowings	270.7	302.2	256.7	317.8	380.3	62.5	19.7%
Current portion of corporate bonds	20.0	20.8	-	40.0	30.0	-10.0	-25.0%
Current portion of long-term debt	182.1	177.2	185.4	228.4	240.5	12.1	5.3%
Commercial paper	453.8	609.8	669.1	714.1	707.1	-7.0	-1.0%
Payables under the securitized lease receivables	63.6	82.4	105.2	101.5	92.9	-8.6	-8.5%
<b>Long-term liabilities</b>	584.5	685.5	838.5	899.5	969.6	70.1	7.8%
Long-term debt	466.8	524.2	622.9	649.9	681.9	32.0	4.9%
Corporate bond	38.0	85.0	135.3	170.4	221.0	50.6	29.7%
Payable under securitized lease receivables	41.2	33.2	26.0	33.3	21.6	-11.7	-35.0%
<b>Total liabilities</b>	1,666.6	1,979.7	2,152.6	2,392.3	2,518.0	125.7	5.3%
<b>Net assets</b>	154.6	182.2	195.8	210.9	230.8	19.9	9.5%
Shareholders' equity	139.1	167.8	179.9	197.5	207.3	9.8	5.0%
<b>Total liabilities and net assets</b>	1,821.3	2,161.9	2,348.4	2,603.2	2,748.8	145.6	5.6%
<b>Total interest-bearing debts</b>	1,536.2	1,834.8	2,000.6	2,255.4	2,375.2	119.8	5.3%
<b>Equity ratio</b>	8.2%	8.0%	7.9%	7.7%	8.0%	0.3pts	

Partial Amendments to Accounting Standard for Tax Effect Accounting (ASBJ Statement No. 28, February 16, 2018), etc. are applied from FY2018, and the figures for the end of March, FY2018, are calculated by retroactively applying the said accounting standards, etc.

# Consolidated P/L

(¥bn)	Fiscal year ended Mar 18	Fiscal year ended Mar 19	Fiscal year ended Mar 20	Fiscal year ended Mar 21 ①	Fiscal year ended Mar 22 ②	Change ②-①	Percentage change ②-①/①
<b>Revenues</b>	399.7	384.9	539.2	497.9	554.8	56.9	11.4%
Gross profit before funding costs	45.2	52.6	60.3	59.3	62.1	2.8	4.7%
Funding costs	7.0	8.5	9.7	8.0	7.6	-0.4	-5.1%
<b>Gross profit</b>	38.2	44.1	50.5	51.3	54.5	3.2	6.2%
Selling, general and administrative expenses	19.0	21.2	24.2	25.4	36.6	11.2	44.3%
Personnel and property expenses	19.8	21.4	24.4	25.0	26.1	1.1	4.4%
Credit cost	-0.8	-0.2	-0.3	0.4	10.5	10.1	2,743.1%
<b>Operating income</b>	19.2	22.9	26.3	26.0	17.9	-8.1	-31.1%
Other income	1.2	2.4	1.5	3.5	3.6	0.1	2.3%
Other expenses	0.4	1.1	1.1	1.9	1.4	-0.5	-26.1%
<b>Ordinary income</b>	20.0	24.2	26.7	27.5	20.1	-7.4	-27.2%
Extraordinary income	0.6	1.0	0.5	4.1	0.2	-3.9	-95.8%
Extraordinary loss	0.0	0.1	0.7	0.1	0.0	-0.1	-89.8%
<b>Income before taxes</b>	20.5	25.1	26.5	31.6	20.2	-11.4	-35.9%
Total income taxes	6.4	7.9	8.5	9.1	4.7	-4.4	-48.4%
<b>Net income attributable to owners of the parent</b>	13.6	16.6	17.5	21.8	14.9	-6.9	-31.6%
<b>Gross profit margin before funding costs</b>	2.74%	2.84%	2.93%	2.69%	2.62%	-0.07pts	
<b>Funding cost ratio</b>	0.42%	0.46%	0.47%	0.36%	0.32%	-0.04 pts	
<b>ROE</b>	9.6%	10.3%	9.8%	11.3%	7.1%	-4.2pts	

# Consolidated Statements of Comprehensive Income

(¥bn)	Fiscal year ended Mar 18	Fiscal year ended Mar 19	Fiscal year ended Mar 20	Fiscal year ended Mar 21 ①	Fiscal year ended Mar 22 ②	Change ①-②	Percentage change ②/①
<b>Net income</b>	14.2	17.2	18.1	22.5	15.5	-7.0	-30.9%
Unrealized gain on available-for-sale securities	1.0	-2.3	0.7	-1.0	0.9	1.9	-
Deferred gain/loss on derivatives under hedge accounting	0.1	-0.6	-0.6	-0.2	-0.7	-0.5	-
Foreign currency translation adjustments	0.1	-1.2	-0.6	-2.8	10.0	12.8	-
Remeasurements of defined benefit plans	0.2	0.1	-0.2	0.7	0.1	-0.6	-89.2%
Share of other comprehensive income of associated companies	0.1	-0.0	0.1	0.9	-0.7	-1.6	-
<b>Total other comprehensive income</b>	1.5	-4.1	-0.5	-2.4	9.6	12.0	-
<b>Comprehensive income</b>	15.7	13.1	17.6	20.1	25.1	5.0	24.8%

# Gross Profit before Write-offs and Funding Costs by Segment

(¥bn)	Fiscal year ended Mar 18	Fiscal year ended Mar 19	Fiscal year ended Mar 20	Fiscal year ended Mar 21 ①	Fiscal year ended Mar 22 ②	Change ②-①	Percentage change ②/①
<b>Revenues</b>	399.7	384.9	539.2	497.9	554.8	56.9	11.4%
Leasing and installment sales	386.4	366.4	512.1	482.9	537.8	54.9	11.4%
finance	12.8	17.4	19.6	15.4	17.4	2.0	13.0%
Other	1.3	2.2	8.8	0.9	1.0	0.1	5.6%
Elimination / corporate	-0.8	-1.2	-1.2	-1.3	-1.4	-0.1	-
<b>Cost of revenues</b>	354.6	332.3	479.0	438.5	492.7	54.2	12.4%
Leasing and installment sales	353.9	331.0	471.1	438.0	492.2	54.2	12.4%
Finance	0.2	0.3	0.3	0.3	0.3	-0.0	-1.4%
Other	0.7	1.2	7.9	0.5	0.4	-0.1	-16.3%
Elimination / corporate	-0.3	-0.3	-0.3	-0.2	-0.2	0.0	-
<b>Gross profit before funding costs</b>	45.2	52.6	60.3	59.3	62.1	2.8	4.7%
Leasing and installment sales	32.5	35.4	41.0	44.9	45.7	0.8	1.8%
finance	12.6	17.1	19.3	15.1	17.1	2.0	13.3%
Other	0.6	1.0	0.9	0.4	0.6	0.2	33.1%
Elimination or corporate	-0.5	-0.9	-1.0	-1.1	-1.3	-0.2	-

# Contract execution volume by segment

## Leasing and Installment Sales Segment

(¥bn)	FY19	FY20 ①	FY21 ②	Change ②-①	Percentage change ②/①
Information and communications	152.9	176.1	158.9	-17.2	-10%
Real estate	180.6	154.3	151.7	-2.6	-2%
Industry and factory	145.0	130.8	75.5	-55.3	-42%
Transport	76.2	37.2	35.4	-1.8	-5%
Construction	40.1	33.6	23.6	-10.0	-30%
Commerce and services	30.1	22.1	18.7	-3.4	-15%
Medical	15.6	11.2	9.4	-1.8	-16%
Other	51.8	47.4	63.2	15.8	33%
<b>Total</b>	692.4	612.7	536.3	-76.4	-12%

## Financing Segment

(¥bn)	FY19	FY20 ①	FY21 ②	Change ②-①	Percentage change ②/①
Commercial distribution finance/loan, etc.	492.3	627.0	652.7	25.7	4%
Real estate	57.8	105.2	178.3	73.1	69%
Vessel	20.0	17.0	2.5	-14.5	-85%
Aircraft	20.0	3.0	0.4	-2.6	-87%
<b>Total</b>	590.1	752.3	833.9	81.6	11%

# Connect needs to create the future

## Inquiries

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**MIZUHO**