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**Consolidated Financial Results Summary  
for the Third Quarter ended December 31, 2018**

February 5, 2019

 **Hitachi Capital Corporation**

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for the Third Quarter of FY2018**
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# 1-1. Summary of Business Performance for the Third Quarter of FY2018(Y on Y)

(Millions of yen)

|   | FY2017/3Q<br>Results | FY2018/3Q<br>Results | Y on Y<br>Change | Foreign<br>exchange<br>effects | Y on Y<br>(excluding foreign<br>exchange effects) |
|---|----------------------|----------------------|------------------|--------------------------------|---|
| Volume of business                              | 1,779,933            | 2,055,028            | 115%             | ▲1,879                         | 116%  |
| Revenues  | 296,798              | 338,148              | 114%             | 94                             | 114%  |
| Cost of sales                                   | 197,798              | 233,644              | 118%             | 144                            | 118%  |
| Gross profit                                    | 98,999               | 104,504              | 106%             | ▲50                            | 106%  |
| Selling, general and administrative expenses    | 63,824               | 66,000               | 103%             | ▲57                            | 103%  |
| Profit before tax                               | 36,221               | 40,831               | 113%             | 2                              | 113%  |
| Net income attributable to owners of the parent | 26,461               | 29,866               | 113%             | 26                             | 113%  |
| Operating assets                                | 3,125,709            | 3,290,025            | 105%             | ▲94,733                        | 108%  |
| ROE   | 9.7%                 | 10.5%                | +0.8%            | —                              |   |
| ROA   | 1.6%                 | 1.7%                 | +0.1%            | —                              |   |
| OHR   | 60.2%                | 58.2%                | ▲2.0%            | —                              |   |
| Yearly average currency<br>exchange rate        | Yen / £              | 145yen               | 146yen           | +1yen                          | —   |
|   | Yen / US \$          | 111yen               | 111yen           | ▲0yen                          | —   |

## 2-1. Summary of Japan Business/Global Business

(Millions of yen)

|                                  |                 | FY2017/3Q<br>Results | FY2018/3Q<br>Results | Y on Y Change | Foreign<br>exchange<br>effects | Y on Y<br>(excluding foreign<br>exchange effects) |
|----------------------------------|-----------------|----------------------|----------------------|---------------|--------------------------------|---|
| Volume of<br>business            | Japan Business  | 715,937              | 696,660              | 97%           | —                              | —   |
|                                  | Global Business | 1,063,995            | 1,358,367            | 128%          | ▲1,879                         | 128%  |
| Gross profit                     | Japan Business  | 46,358               | 47,839               | 103%          | —                              | —   |
|                                  | Global Business | 51,844               | 56,342               | 109%          | ▲50                            | 109%  |
| Profit before<br>tax             | Japan Business  | 18,758               | 23,164               | 123%          | —                              | —   |
|                                  | Global Business | 22,842               | 24,768               | 108%          | 2                              | 108%  |
| Operating<br>assets              | Japan Business  | 1,564,889            | 1,570,786            | 100%          | —                              | —   |
|                                  | Global Business | 1,560,820            | 1,719,238            | 110%          | ▲94,733                        | 116%  |
| ROA                              | Japan Business  | 1.6%                 | 1.9%                 | +0.4%         | —                              | —   |
|                                  | Global Business | 2.1%                 | 2.0%                 | ▲0.1%         | —                              | —   |
| ROA<br>(Local currency<br>basis) | Global Business | 2.1%                 | 2.0%                 | ▲0.1%         | —                              | —   |

\*Adjustments (company-wide expense) are not allocated to gross profit and profit before tax of Japan Business and Global Business.

## 2-2. Breakdown of Japan Business

(Millions of yen)

|                                 | Volume of business |                   |               | Operating assets  |                   |               |
|---------------------------------|--------------------|-------------------|---------------|-------------------|-------------------|---------------|
|                                 | FY2017/3Q Results  | FY2018/3Q Results | Y on Y Change | FY2017/3Q Results | FY2018/3Q Results | Y on Y Change |
| Total of Japan Business         | 715,937            | 696,660           | 97%           | 1,564,889         | 1,570,786         | 100%          |
| Account Solution                | 565,734            | 553,558           | 98%           | 969,020           | 1,010,823         | 104%          |
| (of which, excluding factoring) | 519,950            | 522,517           | 100%          | 955,631           | 1,001,108         | 105%          |
| Vendor Solution                 | 134,343            | 136,789           | 102%          | 419,133           | 427,708           | 102%          |
| Total of reportable segments    | 700,078            | 690,347           | 99%           | 1,388,153         | 1,438,532         | 104%          |
| (of which, excluding factoring) | 654,294            | 659,306           | 101%          | 1,374,764         | 1,428,817         | 104%          |
| Other                           | 17,458             | 7,284             | 42%           | 176,735           | 132,254           | 75%           |

|                                 | Gross profit      |                   |               | Profit before tax |                   |               |
|---------------------------------|-------------------|-------------------|---------------|-------------------|-------------------|---------------|
|                                 | FY2017/3Q Results | FY2018/3Q Results | Y on Y Change | FY2017/3Q Results | FY2018/3Q Results | Y on Y Change |
| Total of Japan Business         | 46,358            | 47,839            | 103%          | 18,758            | 23,164            | 123%          |
| Account Solution                | 26,575            | 28,799            | 108%          | 13,630            | 17,595            | 129%          |
| (of which, excluding factoring) | 26,529            | 28,759            | 108%          | 13,659            | 17,576            | 129%          |
| Vendor Solution                 | 12,106            | 12,003            | 99%           | 4,178             | 4,537             | 109%          |
| Total of reportable segments    | 38,682            | 40,802            | 105%          | 17,809            | 22,132            | 124%          |
| (of which, excluding factoring) | 38,635            | 40,762            | 106%          | 17,837            | 22,114            | 124%          |
| Other                           | 7,676             | 7,036             | 92%           | 949               | 1,031             | 109%          |

\*Adjustments (company-wide expense) are not allocated to total of Japan Business.

## 2-3. Breakdown of Global Business(1): Europe, The Americas

### ■ Europe (UK, Poland, the Netherlands)

(Millions of yen)

|                            | FY2017/3Q<br>Results | FY2018/3Q<br>Results | Y on Y<br>Change | Foreign<br>exchange<br>effects | Y on Y<br>(excluding foreign<br>exchange effects) |
|----------------------------|----------------------|----------------------|------------------|--------------------------------|---|
| Volume of business         | 418,445              | 500,027              | 119%             | 2,321                          | 119%  |
| Gross profit               | 28,993               | 32,467               | 112%             | 117                            | 112%  |
| Profit before tax          | 13,261               | 13,820               | 104%             | 37                             | 104%  |
| Operating assets           | 736,227              | 812,460              | 110%             | ▲ 66,084                       | 119%  |
| ROA (Local currency basis) | 2.7%                 | 2.3%                 | ▲0.4%            | —                              | —   |

### ■ The Americas (US, Canada)

(Millions of yen)

|                            | FY2017/3Q<br>Results | FY2018/3Q<br>Results | Y on Y<br>Change | Foreign<br>exchange<br>effects | Y on Y<br>(excluding foreign<br>exchange effects) |
|----------------------------|----------------------|----------------------|------------------|--------------------------------|---|
| Volume of business         | 395,580              | 564,227              | 143%             | ▲ 2,726                        | 143%  |
| Gross profit               | 10,853               | 12,176               | 112%             | ▲ 57                           | 113%  |
| Profit before tax          | 2,978                | 3,862                | 130%             | ▲ 17                           | 130%  |
| Operating assets           | 354,768              | 417,928              | 118%             | ▲ 7,530                        | 120%  |
| ROA (Local currency basis) | 1.2%                 | 1.3%                 | +0.1%            | —                              | —   |

## 2-3. Breakdown of Global Business(2): China, ASEAN

### ■ China (Hong Kong, Mainland China)

(Millions of yen)

|                            | FY2017/3Q<br>Results | FY2018/3Q<br>Results | Y on Y<br>Change | Foreign<br>exchange<br>effects | Y on Y<br>(excluding foreign<br>exchange effects) |
|----------------------------|----------------------|----------------------|------------------|--------------------------------|---|
| Volume of business         | 172,983              | 206,444              | 119%             | ▲ 1,793                        | 120%  |
| Gross profit               | 7,666                | 6,974                | 91%              | ▲ 48                           | 92%   |
| Profit before tax          | 5,869                | 5,762                | 98%              | ▲ 34                           | 99%   |
| Operating assets           | 332,361              | 343,978              | 103%             | ▲ 14,883                       | 108%  |
| ROA (Local currency basis) | 2.4%                 | 2.3%                 | ▲0.1%            | —                              | —   |

### ■ ASEAN (Singapore, Thailand, Malaysia, Indonesia)

(Millions of yen)

|                            | FY2017/3Q<br>Results | FY2018/3Q<br>Results | Y on Y<br>Change | Foreign<br>exchange<br>effects | Y on Y<br>(excluding foreign<br>exchange effects) |
|----------------------------|----------------------|----------------------|------------------|--------------------------------|---|
| Volume of business         | 76,985               | 87,667               | 114%             | 318                            | 113%  |
| Gross profit               | 4,330                | 4,723                | 109%             | ▲ 62                           | 110%  |
| Profit before tax          | 733                  | 1,321                | 180%             | 16                             | 178%  |
| Operating assets           | 137,462              | 144,871              | 105%             | ▲ 6,235                        | 110%  |
| ROA (Local currency basis) | 0.7%                 | 1.3%                 | +0.5%            | —                              | —   |

### 3-1. Consolidated Financial Forecast for FY2018

(Millions of yen)

|   | FY2017 Results | FY2018 Forecasts | Y on Y Change |  |
|---|----------------|------------------|---------------|--|
| Volume of business                              | 2,509,327      | 2,620,000        | 104%          |  |
| Revenues  | 404,124        | 460,500          | 114%          |  |
| Cost of sales                                   | 272,425        | 320,100          | 117%          |  |
| (of which, cost of capital)                     | 30,,288        | 40,700           | 134%          |  |
| Gross profit                                    | 131,698        | 140,400          | 107%          |  |
| Selling, general and administrative expenses    | 86,274         | 91,200           | 106%          |  |
| Profit before tax                               | 44,295         | 52,000           | 117%          |  |
| Net income attributable to owners of the parent | 32,057         | 37,000           | 115%          |  |
| Dividend per share (yen)                        | 86.00yen       | 92.00yen         | —             |  |
| Payout ratio                                    | 31.4%          | 29.1%            | ▲2.3%         |  |
| ROE   | 8.8%           | 9.5%             | +0.7%         |  |
| ROA   | 1.4%           | 1.6%             | +0.2%         |  |
| OHR   | 60.9%          | 59.3%            | ▲1.5%         |  |
| Yearly average currency exchange rate           | Yen / £        | 147yen           | 140yen(*1)    | Exchange sensitivity (*2)<br>: Approx. 120 million yen |
|   | Yen / US \$    | 110yen           | 108yen(*1)    | Exchange sensitivity (*2)<br>: Approx. 50 million yen  |

※ Consolidated Financial Forecast for FY2018 has not changed from the forecast announced on November 5, 2018

(\*1) Second half of FY2018 forecasts (\*2) The impact on Profit before tax in case JPY vs £/\$ changed 1 yen (FY2018 forecasts)

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Note:

This document contains forward - looking statements with respect to future results, performance and achievements that are subject to risk and uncertainties and reflect management's views and assumptions formed using information available at the time. Accordingly, forecasts may differ from actual results due to a variety of factors.

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# Appendix

# Breakdown of Cost of Sales/SG&A

## ■ Breakdown of cost of sales

(Millions of yen)

|                             | FY2017/3Q<br>Results | FY2018/3Q<br>Results | Y on Y Change |
|-----------------------------|----------------------|----------------------|---------------|
| Cost of sales               | 197,798              | 233,644              | 118%          |
| (of which, cost of capital) | 22,162               | 28,238               | 127%          |

## ■ Breakdown of SG&A

(Millions of yen)

|  | FY2017/3Q<br>Results | FY2018/3Q<br>Results | Y on Y Change |
|--|----------------------|----------------------|---------------|
| Selling, general and administrative expenses   | 63,824               | 66,000               | 103%          |
| (of which, personnel costs)                    | 35,532               | 36,564               | 103%          |
| (of which, business management expenses, etc.) | 24,048               | 24,219               | 101%          |
| (of which, bad debt-related expenses)          | 4,244                | 5,215                | 123%          |

# Quarterly Credit Trends by Region

|              | Credit loss ratio |                |                |                   | Credit loss(Millions of yen) |                |                |                   |
|--------------|-------------------|----------------|----------------|-------------------|------------------------------|----------------|----------------|-------------------|
|              | FY2015 Results    | FY2016 Results | FY2017 Results | FY2018/3Q Results | FY2015 Results               | FY2016 Results | FY2017 Results | FY2018/3Q Results |
| Total        | 0.16%             | 0.15%          | 0.20%          | 0.17%             | 5,327                        | 5,103          | 6,452          | 4,117             |
| Japan        | 0.06%             | 0.04%          | 0.05%          | 0.06%             | 1,125                        | 823            | 812            | 664               |
| Europe       | 0.28%             | 0.26%          | 0.22%          | 0.18%             | 1,797                        | 1,613          | 1,705          | 1,099             |
| The Americas | 0.30%             | 0.41%          | 0.79%          | 0.49%             | 739                          | 1,357          | 2,652          | 1,531             |
| Asia         | 0.36%             | 0.27%          | 0.28%          | 0.22%             | 1,667                        | 1,309          | 1,281          | 821               |