

Financial Results

for the 1st Quarter of Fiscal Year Ending March 31, 2024

Mitsubishi HC Capital Inc.

August 10, 2023

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Definitions of Terms and Figures Used in this Presentation

- MHC: Mitsubishi HC Capital
- MUL: Mitsubishi UFJ Lease & Finance
- HC: Hitachi Capital
- JSA: Jackson Square Aviation (Aircraft leasing company)
- ELF: Engine Lease Finance (Aircraft engine leasing company)
- CAI: CAI International (Marine container leasing company)
- BIL: Beacon Intermodal Leasing (Merger with CAI (surviving company) completed in January 2023)
- DAF: Diamond Asset Finance (Share transfer completed in March 2023)
- CPD: CenterPoint Development (Became a wholly-owned subsidiary in April 2023)
- CA: Mitsubishi HC Capital Auto Lease (Merger with Mitsubishi Auto Leasing (surviving company) completed in April 2023)
- Net Income: Net income (quarterly/annually) attributable to owners of the parent
- Segment Assets: “Operating assets” + “equity-method investments” + “goodwill” + “investment securities, etc.”

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I. Financial Summary

Financial Summary

- Progress against the financial forecast for FYE 3/2024 (net income: 120.0 billion yen) was 29.3%.
- Financial forecast for FYE 3/2024 remains unchanged.

Gross profit increased by 1.3 billion yen (1.5%) YoY to 94.6 billion yen.

- ✓ Gross profit for 1Q FYE 3/2024 increased by 1.3 billion yen (1.5%) YoY to 94.6 billion yen mainly thanks to the growth of the aviation business and the positive effects by adjusting fiscal period associated with the reorganization of subsidiaries* in the Americas, while lowered profitability caused by rising cost of funds in subsidiaries mainly in Europe and the Americas in the Global Business segment and the negative effects by the deconsolidation of DAF and CA in FYE 3/2023.

Recurring income decreased by 4.1 billion yen (10.0%) YoY to 37.7 billion yen.

- ✓ Recurring income for 1Q FYE 3/2024 decreased by 4.1 billion yen (10.0%) YoY to 37.7 billion yen mainly due to an increase in expenses associated with the promotion of business activities in subsidiaries mainly in Europe and the Americas, and an increase in credit costs in line with the worsening market condition in the Americas in the Global Business segment.

Net income increased by 3.0 billion yen (9.6%) YoY to 35.1 billion yen.

- ✓ Net income for 1Q FYE 3/2024 increased by 3.0 billion yen (9.6%) YoY to 35.1 billion yen mainly thanks to posting of extraordinary income in the real estate business as a result of making CPD our wholly-owned subsidiary.

* Refer to page 8 for details.

II. Financial Results for 1Q FYE 3/2024

Financial Results for 1Q FYE 3/2024

- Net income for 1Q FYE 3/2024 increased by 3.0 billion yen (9.6%) YoY to 35.1 billion yen thanks to the growth of the aviation business, posting of extraordinary income in the real estate business as a result of making CPD our wholly-owned subsidiary, etc., while the negative effects by the deconsolidation of DAF and CA in FYE 3/2023 and other factors.
- Progress against the financial forecast for FYE 3/2024 (net income: 120.0 billion yen) was 29.3%.

(Billion Yen)		(a)	(b)	(c)=(b)-(a)	(d)	(e)=(c)/(a)
		1Q FYE 3/2023	1Q FYE 3/2024	YoY Change	Impact of Fluctuation in Exchange Rates*2	YoY Change (%)
1	Revenues	460.3	476.8	+16.4	+15.2	+3.6%
2	Gross Profit	93.2	94.6	+1.3	+4.8	+1.5%
3	Operating Income	40.4	36.2	-4.1	+2.3	-10.3%
4	Recurring Income	41.9	37.7	-4.1	+2.3	-10.0%
5	Net Income	32.0	35.1	+3.0	+1.8 ^{*3}	+9.6%
6	New Transactions Volume	609.2	658.3	+49.0	+27.7	+8.1%
7	Total Segment Assets	9,632.9 ^{*4}	9,890.2	+257.3 ^{*5}	+275.1	+2.7% ^{*5}
8	ROA ^{*1}	1.2% ^{*6}	1.3% ^{*7}	+0.1pt		
9	ROE ^{*1}	9.4% ^{*6}	9.0% ^{*7}	-0.4pt		

*1 Based on net income

*2 Calculated by difference YoY in exchange rates when incorporating the financial statements in overseas subsidiaries (refer to page 29 for applied exchange rates)

*3 The impact was approx. +3.4 billion yen, including a decrease in exchange revaluation losses (approx. +1.6 billion yen) in relation to foreign currency-denominated borrowings for aircraft leasing transactions in MHC.

Note: As MHC denominates financial statements in JPY, foreign currency-denominated assets and liabilities are converted into JPY.

However, for accounting purposes, while assets (aircraft) use the exchange rate as of the lease start date, the liabilities (borrowing) use the exchange rate as of the final day of the fiscal period. Therefore, exchange revaluation losses or gains (weak yen: revaluation losses, strong yen: revaluation gains) may occur

*4 FYE 3/2023

*5 Comparison figures between FYE 3/2023 and this quarter-end

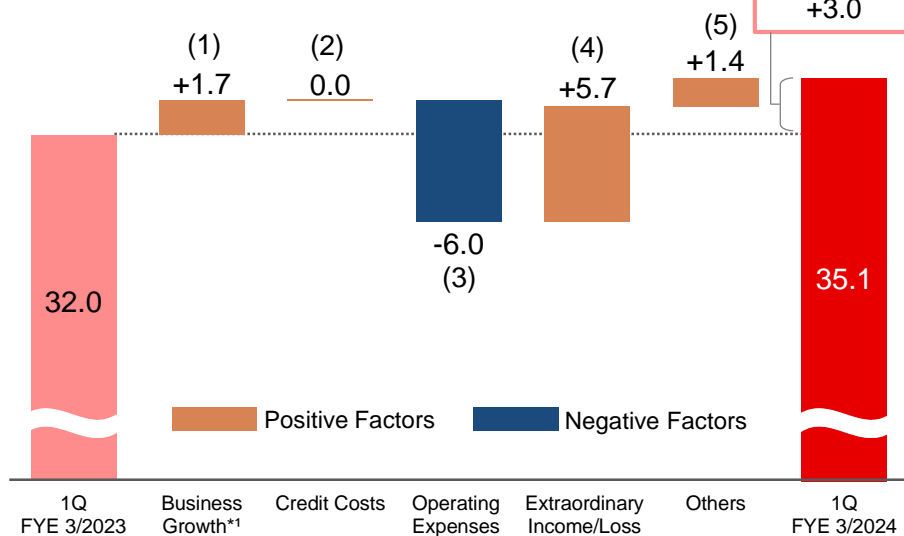
*6 Numerator: Annualized net income by quadrupling the quarterly net income for 1Q FYE 3/2023
Denominator: Average of FYE 3/2022 equity or total assets and end of 1Q FYE 3/2023 equity or total assets

*7 Numerator: Annualized net income by quadrupling the quarterly net income for 1Q FYE 3/2024
Denominator: Average of FYE 3/2023 equity or total assets and end of 1Q FYE 3/2024 equity or total assets

Increase/Decrease Factors in Net Income Attributable to Owners of the Parent (YoY)

Increase/Decrease in Net Income Attributable to Owners of the Parent

(Billion Yen)



(1) Business growth*1 : Up 1.7 billion yen

- Aviation: +4.2 billion yen
An increase in leasing revenue, a decrease in exchange revaluation losses related to aircraft leasing transactions in MHC, etc.
- Global Business: +2.8 billion yen
Positive effects by the reorganization of subsidiaries in the Americas², etc.
- Real Estate: +1.9 billion yen
Posting of large gains on sales in investment business, etc.
- Customer Solutions: -4.7 billion yen
An absence of the large gains on sales and insurance claim income recorded in 1Q FYE 3/2023, etc.
- Environment & Energy³: -2.3 billion yen
Negative effects by the reorganization of subsidiaries², a decrease in gains on sales of owned assets, etc.

(2) Credit costs : 0.0 billion yen

- Global Business: -2.7 billion yen
An increase in credit costs in line with the worsening market condition in the Americas, etc.
- Real Estate: +2.1 billion yen
An absence of credit costs for a certain project in the U.S.A. recorded in 1Q FYE 3/2023

(3) Operating expenses : Up 6.0 billion yen

- Global Business: -5.6 billion yen
Negative effects by the reorganization of subsidiaries in the Americas², an increase in expenses associated with the promotion of the business activities in subsidiaries in Europe and the Americas, etc.

(4) Extraordinary income/loss : Up 5.7 billion yen

- Real Estate: +4.8 billion yen
Posting of extraordinary income as a result of making CPD our wholly-owned subsidiary
- Customer Solutions: +0.7 billion yen
Sales of strategic shareholdings

(Billion Yen)	1Q FYE 3/2023	1Q FYE 3/2024
(1) Business Growth*1	93.7	95.5
(2) Credit Costs	4.5	4.4
(3) Operating Expenses	47.2	53.3
(4) Extraordinary Income/Loss	0.3	6.0
(5) Others	10.1	8.7

(Note) Figures shown in (1) through (4) are pre-tax basis. Taxes are included in (5)

*1 Gross profit + non-operating income/expenses

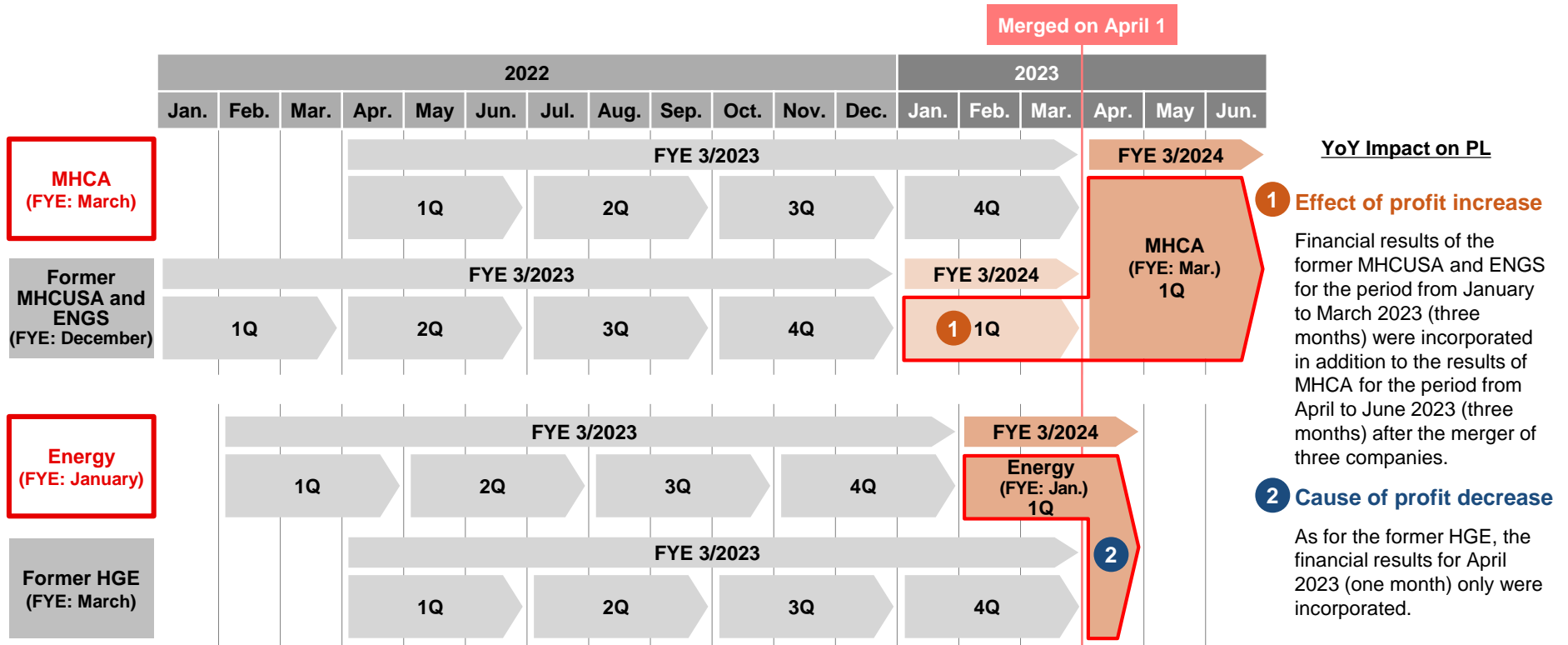
(however, non-operating income/expenses do not include gains on bad debts recovered)

*2 Refer to page 8 for details

*3 The segment name was changed due to the reorganization on April 1, 2023

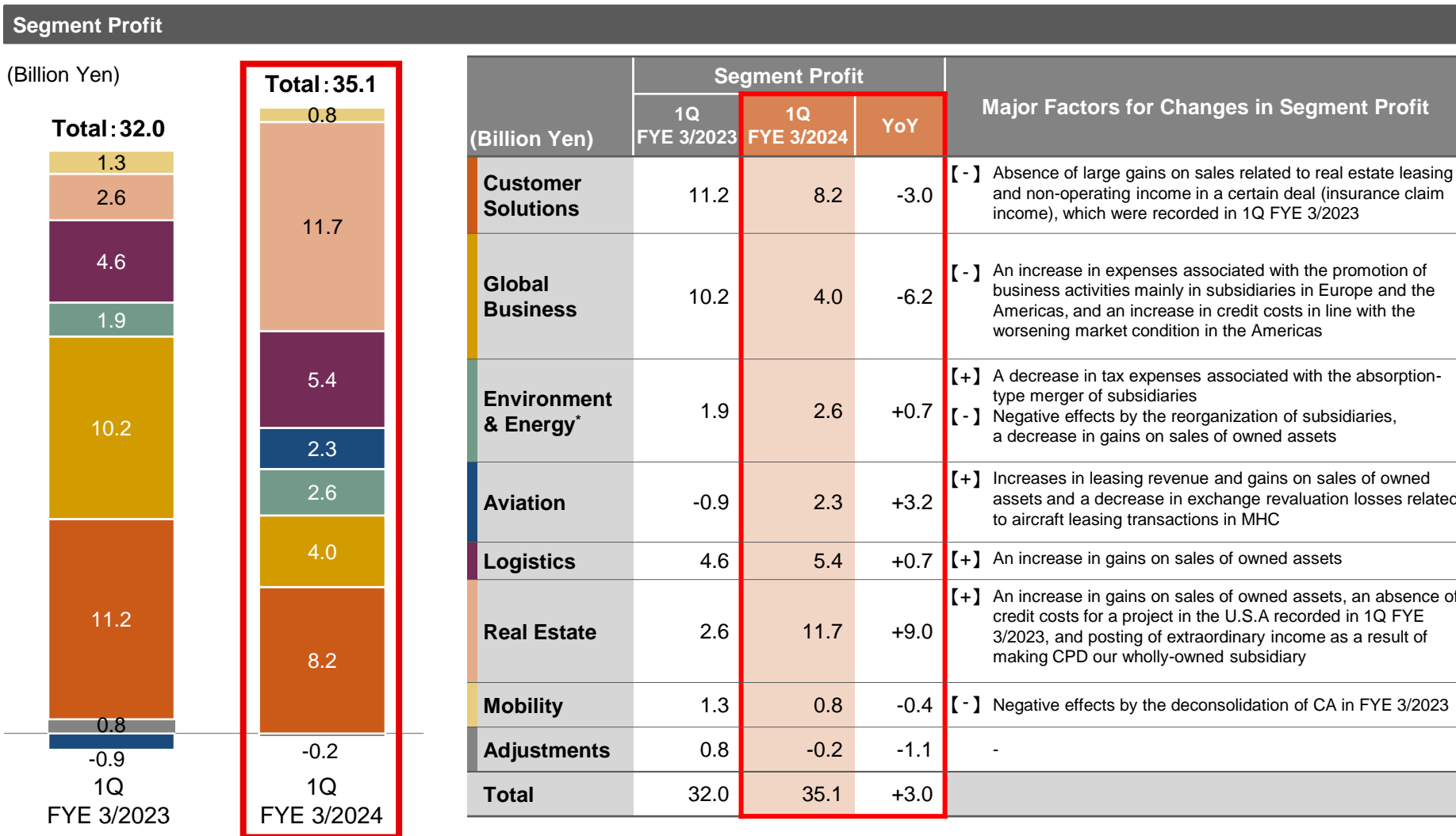
Effects by Adjusting Fiscal Period Associated with Reorganization of Subsidiaries

- On April 1, 2023, our Group companies in the U.S.A., Mitsubishi HC Capital America, Inc. (“MHCA”), Mitsubishi HC Capital (U.S.A.) Inc. (“MHCUSA”), and ENGS Commercial Finance Co. (“ENGS”), were integrated, with MHCA being the surviving company.
- On the same day, our Group companies engaged in the solar power generation business, etc., Mitsubishi HC Capital Energy Inc. (“Energy”) and HGE Ltd. (“HGE”), were integrated, with Energy being the surviving company.
- The effects of these mergers in 1Q FYE 3/2024 are as follows.



III. Segment Updates

Increase/Decrease Factors in Segment Profit (YoY)



* The segment name was changed due to the reorganization on April 1, 2023

Customer Solutions

Major Figures (Billion Yen)			
	1Q FYE 3/2023 ^{*1}	1Q FYE 3/2024	YoY ^{*2}
Gross Profit	31.2	27.8	-3.4
Recurring Income	16.7	11.3	-5.3
Segment Profit	11.2	8.2	-3.0
New Transactions Volume	211.2	232.9	+21.6
Customer Finance^{*3}	167.9	191.0	+23.0
Vendor Solution	43.3	41.8	-1.4
Segment Assets	3,227.7	3,205.8	-21.8
Customer Finance^{*3}	2,721.9	2,699.1	-22.7
Vendor Solution	505.8	506.6	+0.8

*1 Segment assets figures are for FYE 3/2023

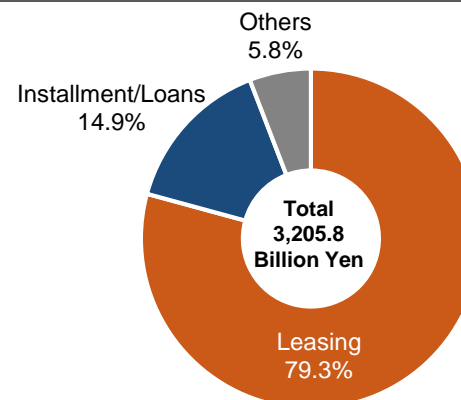
*2 Segment assets figures are a comparison between FYE 3/2023 and this quarter-end

*3 Strategic shareholdings, inventory of the used product purchasing and sales business, etc. are included

Comments

- Gross profit decreased YoY due to an absence of large gains on sales related to real estate leasing recorded in 1Q FYE 3/2023, etc.
- Segment profit decreased YoY due to an absence of non-operating income in a certain deal (insurance claim income) recorded in 1Q FYE 3/2023, etc., in addition to a decrease in gross profit.
- New transactions volume increased YoY thanks to the execution of multiple large transactions.

Segment Assets of Customer Solutions by Transaction Type (1Q FYE 3/2024)



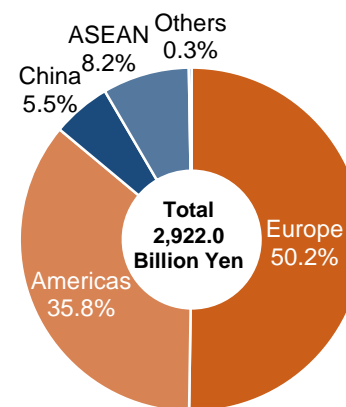
Global Business

Major Figures*1 (Billion Yen)			
	1Q FYE 3/2023*2	1Q FYE 3/2024	YoY*3
Gross Profit	31.2	33.9	+2.6
Recurring Income	12.6	7.0	-5.6
Segment Profit	10.2	4.0	-6.2
Europe	5.5	2.9	-2.5
Americas	3.8	1.4	-2.4
China	0.4	-1.1	-1.5
ASEAN	0.6	0.9	+0.3
Others	-0.1	-0.1	0.0
New Transactions Volume	322.3	355.5	+33.1
Europe	177.7	177.7	0.0
Americas	98.0	139.5	+41.4
China	22.7	13.4	-9.2
ASEAN	23.8	24.8	+1.0
Others	-	-	-
Segment Assets	2,644.2	2,922.0	+277.7
Europe	1,310.7	1,468.1	+157.3
Americas	934.8	1,046.6	+111.8
China	162.1	161.1	-0.9
ASEAN	234.5	238.3	+3.7
Others	2.0	7.6	+5.6

Comments

- Gross profit increased YoY thanks to the positive effects by adjusting fiscal period associated with the reorganization of subsidiaries in the Americas, etc., while the lowered profitability caused by the rising cost of funds mainly in subsidiaries in Europe and the Americas.
- Segment profit decreased YoY due to an increase in expenses associated with the promotion of business activities in subsidiaries mainly in Europe and the Americas, an increase in credit costs in line with the worsening market condition in the Americas, etc.
- Segment assets increased compared to FYE 3/2023 thanks to an increase in new transactions volume in the Americas, the impact of exchange rates, etc.

Segment Assets of Global Business*1 by Region (1Q FYE 3/2024)



*1 As the figures are results for the Global Business segment, figures for overseas business in the Aviation, Logistics, and other segments are not included

*2 Segment assets figures are for FYE 3/2023

*3 Segment assets figures are a comparison between FYE 3/2023 and this quarter-end

Environment & Energy

Major Figures (Billion Yen)			
	1Q FYE 3/2023 ^{*1}	1Q FYE 3/2024	YoY ^{*2}
Gross Profit	3.2	1.8	-1.4
Recurring Income	2.6	0.6	-2.0
Segment Profit	1.9	2.6	+0.7
New Transactions Volume	17.7	4.4	-13.3
Segment Assets	433.2	440.9	+7.6
Finance Business	92.9	90.3	-2.5
Renewable Energy Business	295.7	300.9	+5.2
Domestic	219.4	219.0	-0.4
Overseas	76.2	81.9	+5.6
Others	44.6	49.6	+4.9

*1 Segment assets figures are for FYE 3/2023

*2 Segment assets figures are a comparison between FYE 3/2023 and this quarter-end

Equity-owned Power Generation Capacity of Renewable Energy Generation Business ^{*3*4} (MW)			
	FYE 3/2023	1Q FYE 3/2024	Change from FYE 3/2023
Total	1,366	1,368	+2
Solar Power	1,020	1,023	+3
Domestic	990	992	+2
Overseas	30	30	0
Wind Power	340	339	-1
Domestic	193	192	-1
Overseas	147	147	-
Others	4	4	-

*3 Management figures

*4 Equity-owned power generation capacity in domestic and overseas renewable energy business. The output corresponds to the segment assets of the domestic renewable energy business and a part of the overseas renewable energy business

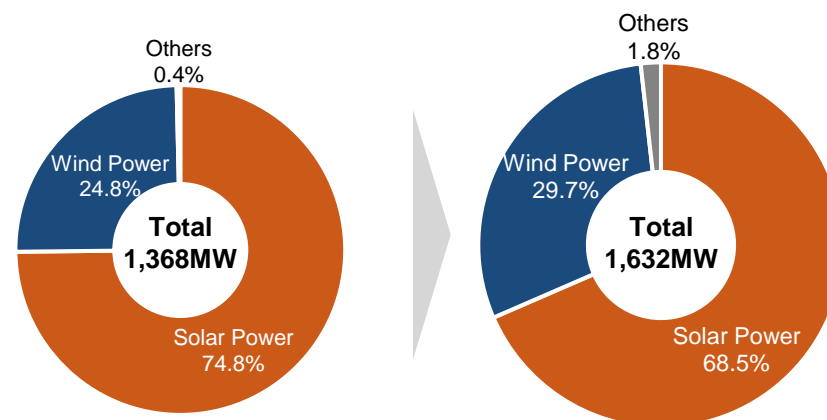
Comments

- Gross profit decreased YoY due to the negative effects by adjusting fiscal period associated with the reorganization of subsidiaries, a decrease in gains on sales of owned assets, etc.
- Segment profit increased YoY thanks to a decrease in tax expenses associated with the absorption-type merger of subsidiaries, while profit from equity-method investments decreased.

Equity-owned Power Generation Capacity of Renewable Energy Generation Business (1Q FYE 3/2024)

(1) Capacity in Operation

(2) Capacity Including Projects under Development



Aviation

Major Figures (Billion Yen)			
	1Q FYE 3/2023 ^{*1}	1Q FYE 3/2024	YoY ^{*2}
Gross Profit	6.7	9.0	+2.3
Recurring Income	-1.2	2.8	+4.1
Segment Profit	-0.9	2.3	+3.2
New Transactions Volume	13.5	41.8	+28.2
Segment Assets	1,640.2	1,654.4	+14.2
Aircraft Leasing (JSA)	1,203.6	1,223.7	+20.1
Engine Leasing (ELF)	366.5	368.8	+2.2
Aircraft Leasing, etc. (MHC)	70.0	61.8	-8.1

*1 Segment assets figures are for FYE 3/2023

*2 Segment assets figures are a comparison between FYE 3/2023 and this quarter-end

Owned Aviation-related Assets ^{*3*4}			
	FYE 3/2023	1Q FYE 3/2024	Change from FYE 3/2023
Number of Aircraft (JSA)	199	201	+2
Number of Aircraft Purchased	13 ^{*5}	4 ^{*6}	-
Number of Aircraft Sold	5 ^{*5}	2 ^{*6}	-
Average Age (JSA)	4.9 years	5.0 years	+0.1 years
Average Remaining Leasing Term (JSA)	7.1 years	7.0 years	-0.1 years
Number of Aircraft Engines (ELF)	347	347	-

*3 Management figures

*4 Figures before consolidation adjustments

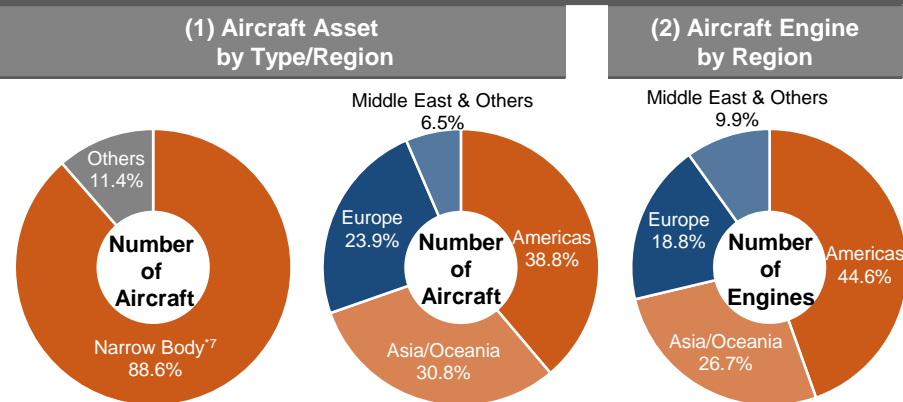
*5 Actual number for FYE 3/2023

*6 Actual number for 1Q FYE 3/2024

Comments

- Gross profit increased YoY thanks to an increase in leasing revenue and gains on sales of owned assets associated with the market recovery, etc.
- Segment profit increased YoY thanks to a decrease in exchange revaluation losses on foreign currency-denominated borrowings related to aircraft leasing transactions in MHC, etc., in addition to an increase in gross profit.
- Segment assets increased compared to FYE 3/2023 thanks to the execution of new aircraft leasing transactions, the impact of exchange rates, etc.

Owned Aviation-related Assets (1Q FYE 3/2024)



*7 Single-aisle aircraft mainly used for domestic and short-distance flights (A320 series by Airbus, B737 series by Boeing, etc.)

Logistics

Major Figures (Billion Yen)			
	1Q FYE 3/2023 ^{*1}	1Q FYE 3/2024	YoY ^{*2}
Gross Profit	8.5	9.5	+1.0
Recurring Income	5.8	6.6	+0.8
Segment Profit	4.6	5.4	+0.7
New Transactions Volume	15.5	5.1	-10.4
Segment Assets	1,092.9	1,090.2	-2.6
Marine Containers	793.0	776.5	-16.4
Railway Freight Cars	256.8	277.4	+20.5
Shipping	43.0	36.2	-6.7

*1 Segment assets figures are for FYE 3/2023

*2 Segment assets figures are a comparison between FYE 3/2023 and this quarter-end

Owned Logistics-related Assets ^{*3}			
	FYE 3/2023	1Q FYE 3/2024	Change from FYE 3/2023
Marine Container Fleet (TEU 1,000^{*4})	3,412	3,330	-81
Marine Container Fleet (CEU 1,000^{*5})	3,610	3,501	-109
Number of Railway Freight Cars	22,654	22,608	-46

*3 Management figures

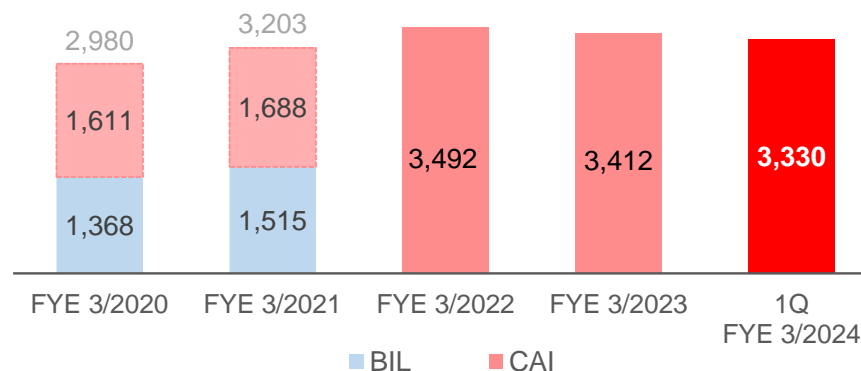
*4 TEU: Twenty-foot equivalent unit (unit equivalent to the capacity of a 20-foot long container)

*5 CEU: Cost equivalent unit (conversion unit for various container volumes, calculated on the basis of 1 CEU = average historical price of a newly built 20-foot dry container)

Comments

- Segment profit increased YoY thanks to an increase in gains on sales of owned assets (mainly shipping), etc.
- Segment assets decreased compared to FYE 3/2023 due to the sales of shipping assets, the execution of new transactions in the marine container business being temporarily suppressed considering that market conditions had entered a corrective phase, and other factors.

Trend of Marine Container Fleet (TEU 1,000)^{*6}



*6 The figures of CAI for FYE 3/2020 and FYE 3/2021 are pre-acquisition figures provided for reference

Real Estate

Major Figures (Billion Yen)			
	1Q FYE 3/2023 ^{*1}	1Q FYE 3/2024	YoY ^{*2}
Gross Profit	8.1	9.8	+1.7
Recurring Income	4.1	8.5	+4.3
Segment Profit	2.6	11.7	+9.0
New Transactions Volume	23.2	16.9	-6.2
Segment Assets	447.2	470.4	+23.1
Domestic	389.4	411.5	+22.0
Finance Business	159.2	148.0	-11.1
Investment Business	158.2	188.3	+30.0
Rental Business	71.9	75.1	+3.1
Overseas (Finance Business Only)	55.4	56.3	+0.9
Others	2.3	2.5	+0.1

*1 Segment assets figures are for FYE 3/2023

*2 Segment assets figures are a comparison between FYE 3/2023 and this quarter-end

Comments

- Gross profit increased YoY thanks to the posting of large gains on sales in investment business, etc., despite the negative effects by deconsolidation of DAF.
- Segment profit increased YoY thanks to an absence of credit costs for a project in the U.S.A recorded in 1Q FYE 3/2023, and posting of extraordinary income as a result of making CPD our wholly-owned subsidiary, etc.
- Segment assets increased compared to FYE 3/2023 thanks to making CPD our wholly-owned subsidiary, etc.

Mobility

Major Figures (Billion Yen)			
	1Q FYE 3/2023 ^{*1}	1Q FYE 3/2024	YoY ^{*2}
Gross Profit	2.5	0.3	-2.2
Recurring Income	1.6	0.8	-0.7
Segment Profit	1.3	0.8	-0.4
New Transactions Volume	5.4	1.4	-4.0
Segment Assets	41.4	40.9	-0.4

*1 Segment assets figures are for FYE 3/2023

*2 Segment assets figures are a comparison between FYE 3/2023 and this quarter-end

Number of Operational Vehicles ^{*3} (Unit: 1,000)			
	FYE 3/2023	1Q FYE 3/2024	Change from FYE 3/2023
Number of Operational Vehicles ^{*4}	355	354	-1

*3 Management figures

*4 Including the number of operational vehicles of equity-method affiliates

Comments

- Each profit item decreased YoY due to the negative effects by the deconsolidation of CA associated with the reorganization of subsidiaries, etc.
- New transactions volume decreased YoY due to the deconsolidation of CA, etc.

IV. Financial Forecast for FYE 3/2024

Financial Forecast for FYE 3/2024

- Progress against the financial forecast (net income of 120.0 billion yen) was 29.3%.
- Financial forecast for FYE 3/2024 remains unchanged.

		FYE 3/2023	FYE 3/2024 ^{*2*3}	YoY Change (%)
1	Net Income (Billion Yen)	116.2	120.0	+3.7 (+3.2%)
2	ROA ^{*1}	1.1%	1.1%	-
3	ROE ^{*1}	8.2%	7.8%	-0.4pt
4	Dividend per Share 〈Payout Ratio〉	¥33 〈40.8%〉	¥37 〈44.3%〉	+¥4 〈+3.5pt〉

*1 Based on net income

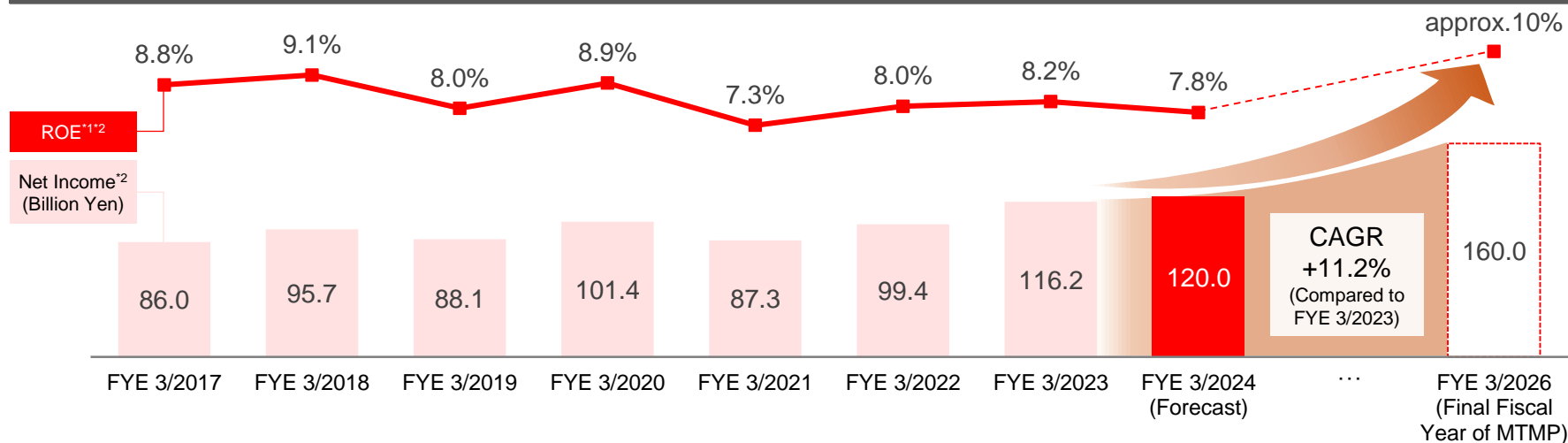
*2 Financial forecast as of August 10, 2023

*3 The assumed foreign exchange rates are \$1=¥130, £1=¥160

Transition of Major Figures

- The Medium-term Management Plan (“2025 MTMP”) covering the three-year period from FYE 3/2024 was formulated and announced in May 2023.
- Financial targets for the final fiscal year of the 2025 MTMP (FYE 3/2026) are net income of 160.0 billion yen, ROA*¹ of approx. 1.5%, and ROE*¹ of approx. 10%.

Transition of Net Income*² and ROE*^{1,2}



	FYE 3/2017	FYE 3/2018	FYE 3/2019	FYE 3/2020	FYE 3/2021	FYE 3/2022	FYE 3/2023	FYE 3/2024* ⁴	YoY (Change)	FYE 3/2026 (Final Fiscal Year of MTMP)
1 Net Income*² (Bn Yen)	86.0	95.7	88.1	101.4	87.3	99.4	116.2	120.0	+3.7	160.0
2 ROA*^{1,2}	1.0%	1.1%	1.0%	1.0%	0.9%	1.0%	1.1%	1.1%	-	Approx. 1.5%
3 ROE*^{1,2}	8.8%	9.1%	8.0%	8.9%	7.3%	8.0%	8.2%	7.8%	-0.4pt	Approx. 10%
4 Dividend per Share*³	¥13.0	¥18.0	¥23.5	¥25.0	¥25.5	¥28.0	¥33.0	¥37.0	+¥4.0	-
5 Payout Ratio*³	21.8%	25.2%	30.4%	31.5%	41.1%	40.4%	40.8%	44.3%	+3.5pt	40% or More

*1 Based on net income

*2 Figures from FYE 3/2017 to FYE 3/2021 are simple sums of MUL's (net income attributable to owners of the parent under J-GAAP) and HC's (net income attributable to owners of the parent under IFRS)

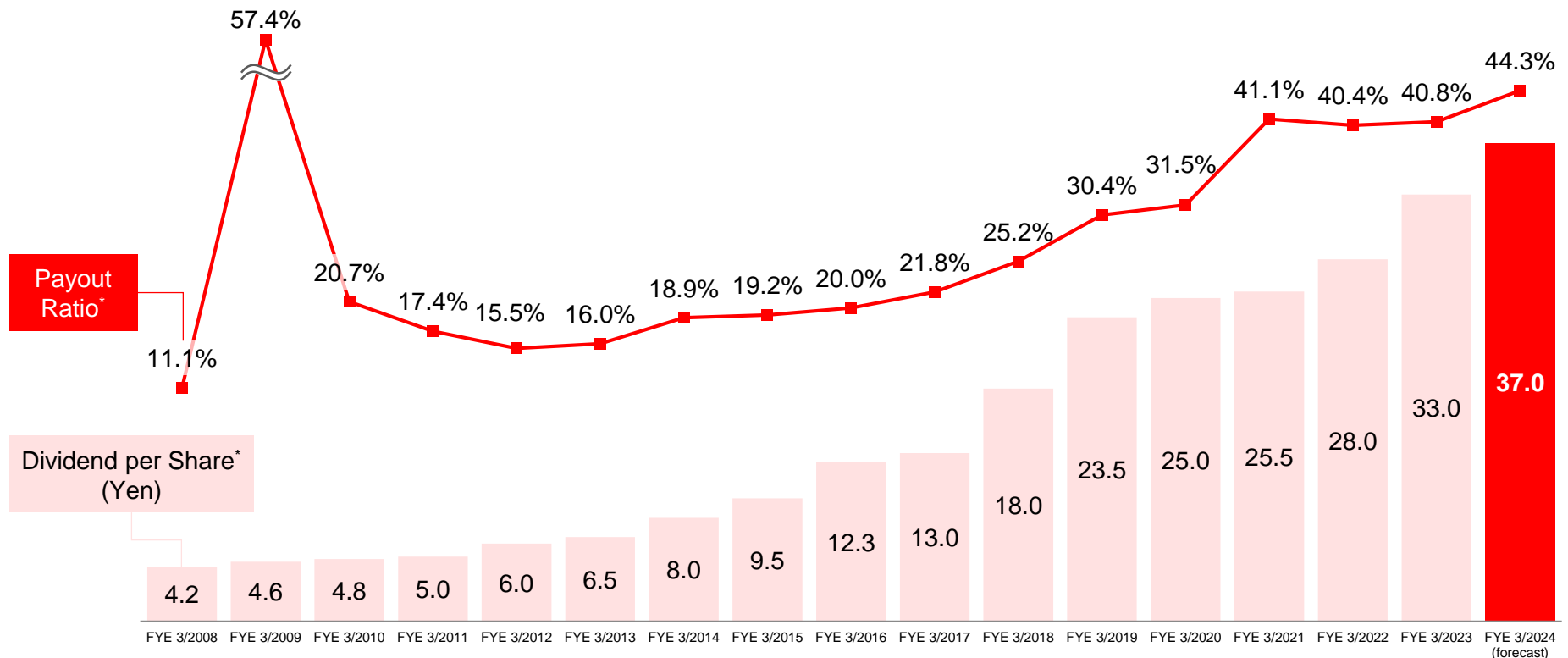
*3 MUL's results from FYE 3/2017 to FYE 3/2021

*4 The assumed foreign exchange rates for FYE 3/2024 are \$1=¥130, £1=¥160

Dividend Forecast for FYE 3/2024

- We will return profits to shareholders by distributing dividends and sustainably increase the total amount of dividend payments through profit growth.
The payout ratio during the 2025 MTMP is targeted to be 40% or more. The annual dividend per share for FYE 3/2024 is forecast to be 37 yen, up 4 yen YoY.
Assuming a net income of 120.0 billion yen and dividend per share of 37 yen, the payout ratio is estimated to be 44.3%.

Transition of Dividend



* MUL's results from FYE 3/2008 to FYE 3/2021

V. Appendix

Segment Profit (by Quarter)

(Billion Yen)	FYE 3/2023		FYE 3/2024	
		1Q	1Q	YoY
1	Customer Solutions	11.2	8.2	-3.0
2	Global Business	10.2	4.0	-6.2
3	Environment & Energy	1.9	2.6	+0.7
4	Aviation	-0.9	2.3	+3.2
5	Logistics	4.6	5.4	+0.7
6	Real Estate	2.6	11.7	+9.0
7	Mobility	1.3	0.8	-0.4
8	Adjustments	0.8	-0.2	-1.1
9	Total Segment Profit	32.0	35.1	+3.0

		Notes (Pre-tax Basis)	
		1Q FYE 3/2023	1Q FYE 3/2024
1	Customer Solutions	[+] Large gains on sales related to real estate leasing: approx. JPY2.0Bn Non-operating income in a certain deal (insurance claim income): approx. JPY1.0Bn	-
2	Global Business	-	[+] Positive effects by reorganization of subsidiaries in the Americas: approx. JPY1.0Bn [-] Credit costs in line with the worsening market conditions in the Americas: approx. JPY2.0Bn
3	Environment & Energy	[+] Increases in profit from equity-method investment in a wind power generation project in Europe: approx. JPY1.0Bn	[+] A decrease in tax expenses associated with the absorption-type merger of subsidiaries: approx. JPY2.0Bn
4	Aviation	[-] Exchange revaluation losses related to aircraft leasing transactions in MHC: approx. JPY3.5Bn	[+] Gains on sales of owned assets: approx. JPY1.0Bn [-] Exchange revaluation losses related to aircraft leasing transactions in MHC: approx. JPY1.5Bn
5	Logistics	[+] Gains on sales of owned assets: approx. JPY1.0Bn	[+] Gains on sales of owned assets: approx. JPY2.0Bn
6	Real Estate	[+] Gains on sales of owned assets: approx. JPY4.0Bn [-] Large credit costs: approx. JPY2.0Bn	[+] Gains on sales of owned assets: approx. JPY7.0Bn Posting of extraordinary income as a result of making CPD our wholly-owned subsidiary: approx. JPY4.8Bn
7	Mobility	-	-
8	Adjustments	-	[+] Positive effects by reorganization of subsidiaries in the Americas: approx. JPY1.5Bn

* Based on figures after tax

Segment Assets by Segment

(Billion Yen)		FYE 3/2022	FYE 3/2023	1Q FYE 3/2024	Change from FYE 3/2023
1	Customer Solutions	3,337.6	3,227.7	3,205.8	-21.8
2	Percentage of Total	35.7%	33.5%	32.4%	-1.1pt
3	Global Business	2,316.3	2,644.2	2,922.0	+277.7
4	Percentage of Total	24.8%	27.5%	29.5%	+2.0pt
5	Environment & Energy	419.3	433.2	440.9	+7.6
6	Percentage of Total	4.5%	4.5%	4.5%	0.0pt
7	Aviation	1,365.1	1,640.2	1,654.4	+14.2
8	Percentage of Total	14.6%	17.0%	16.7%	-0.3pt
9	Logistics	1,026.7	1,092.9	1,090.2	-2.6
10	Percentage of Total	11.0%	11.4%	11.0%	-0.4pt
11	Real Estate	712.7	447.2	470.4	+23.1
12	Percentage of Total	7.6%	4.6%	4.8%	+0.2pt
13	Mobility	129.4	41.4	40.9	-0.4
14	Percentage of Total	1.4%	0.4%	0.4%	0.0pt
15	Adjustments	37.9	105.8	65.3	-40.5
16	Percentage of Total	0.4%	1.1%	0.7%	-0.4pt
17	Total Segment Assets	9,345.3	9,632.9	9,890.2	+257.3

New Transactions Volume by Segment

(Billion Yen)		1Q FYE 3/2023	1Q FYE 3/2024	YoY Change	YoY Change (%)
1	Customer Solutions	211.2	232.9	+21.6	+10.2%
2	Global Business	322.3	355.5	+33.1	+10.3%
3	Environment & Energy	17.7	4.4	-13.3	-74.9%
4	Aviation	13.5	41.8	+28.2	+208.6%
5	Logistics	15.5	5.1	-10.4	-67.0%
6	Real Estate	23.2	16.9	-6.2	-27.0%
7	Mobility	5.4	1.4	-4.0	-73.3%
8	Total New Transactions Volume	609.2	658.3	+49.0	+8.1%

Credit Costs by Segment

(Billion Yen)		1Q FYE 3/2023	1Q FYE 3/2024	YoY Change
1	Customer Solutions	0.2	0.2	0.0
2	Global Business	0.6	3.4	+2.7
3	Environment & Energy	0.6	0.3	-0.3
4	Aviation	0.7	0.4	-0.3
5	Logistics	0.0	0.0	0.0
6	Real Estate	2.1	0.0	-2.1
7	Mobility	0.0	0.0	0.0
8	Adjustments	0.0	0.0	0.0
9	Total Credit Costs	4.5	4.4	0.0

Financial Performance: Profit & Loss Statement

(Million Yen)		1Q FYE 3/2021*	1Q FYE 3/2022	1Q FYE 3/2023	1Q FYE 3/2024
1	Revenues	419,756	407,735	460,347	476,814
		-	-2.9%	+12.9%	+3.6%
2	Cost of Revenues	341,892	336,428	367,078	382,175
		-	-1.6%	+9.1%	+4.1%
3	Cost of Funds	25,169	18,538	25,801	45,298
		-	-26.3%	+39.2%	+75.6%
4	Gross Profit	77,864	71,306	93,269	94,639
		-	-8.4%	+30.8%	+1.5%
5	SG&A Expenses	49,177	50,573	52,797	58,349
		-	+2.8%	+4.4%	+10.5%
6	Personnel Expenses	22,555	23,964	26,724	30,090
		-	+6.2%	+11.5%	+12.6%
7	Non-personnel Expenses	19,991	20,716	20,564	23,231
		-	+3.6%	-0.7%	+13.0%
8	Allowance	6,631	5,892	5,507	5,028
		-	-11.1%	-6.5%	-8.7%
9	Operating Income	28,687	20,733	40,471	36,289
		-	-27.7%	+95.2%	-10.3%
10	Recurring Income	30,627	20,622	41,931	37,754
		-	-32.7%	+103.3%	-10.0%
11	Extraordinary Income	384	27,186	300	6,201
		-	+6,978.4%	-98.9%	+1,962.8%
12	Extraordinary Loss	0	229	0	138
		-	-	-	-
13	Net Income Attributable to Owners of the Parent	20,641	33,169	32,046	35,108
		-	+60.7%	-3.4%	+9.6%

(Note) Percentage figures (%) in the lower column are YoY

* Figures for FYE 3/2021 are the sum of consolidated results of MUL and those of HC (IFRS basis) converted into J-GAAP basis in a simplified manner, and are presented as reference values

Financial Performance: Balance Sheet, etc.

(Million Yen)		FYE 3/2021*1 (end-Mar. 2021)	FYE 3/2022 (end-Mar. 2022)	FYE 3/2023 (end-Mar. 2023)	1Q FYE 3/2024 (end-Jun. 2023)
1	Cash and Cash Equivalents	603,321	540,942	589,688	569,664
		-	-10.3%	+9.0%	-3.4%
2	Total Equity	1,250,216	1,333,467	1,551,029	1,615,972
		-	+6.7%	+16.3%	+4.2%
3	Total Assets	9,730,027	10,328,872	10,726,196	11,146,942
		-	+6.2%	+3.8%	+3.9%
4	Segment Assets	8,604,876	9,345,376	9,632,966	9,890,288
		-	+8.6%	+3.1%	+2.7%
5	Operating Assets	8,259,624	9,058,273	9,311,185	9,549,913
		-	+9.7%	+2.8%	+2.6%
6	Equity-Method Investments	140,291	142,469	163,109	174,677
		-	+1.6%	+14.5%	+7.1%
7	Goodwill, Investment Securities, etc.	204,960	144,633	158,670	165,697
		-	-29.4%	+9.7%	+4.4%
8	Impaired Assets	95,543	108,188	99,912	107,385
		-	+13.2%	-7.6%	+7.5%
9	Allowance	58,066	76,791	68,806	66,893
		-	+32.2%	-10.4%	-2.8%
10	Net Balance of Impaired Assets	37,476	31,397	31,106	40,491
		-	-16.2%	-0.9%	+30.2%
11	Equity Ratio	12.5%	12.7%	14.3%	14.3%
		-	+0.2pt	+1.6pt	0.0pt
12	ROE*2	-	8.0%	8.2%	9.0%*3
		-	-	+0.2pt	+0.8pt
13	ROA*2	-	1.0%	1.1%	1.3%*3
		-	-	+0.1pt	+0.2pt

(Note) Percentage figures (%) in the lower column are vs. end of the previous fiscal year

*1 Figures for FYE 3/2021 are the sum of consolidated results of MUL and those of HC (IFRS basis) converted into J-GAAP basis in a simplified manner, and are presented as reference values

*2 Based on net income

*3 Annualized net income by quadrupling the net income for 1Q FYE 3/2024

Financial Performance: Balance Sheet, etc. (Cont'd)

(Million Yen)		FYE 3/2021*1 (end-Mar. 2021)	FYE 3/2022 (end-Mar. 2022)	FYE 3/2023 (end-Mar. 2023)	1Q FYE 3/2024 (end-Jun. 2023)
14	Total Funding	7,633,836	8,066,082	8,236,106	8,589,640
		-	+5.7%	+2.1%	+4.3%
15	Indirect Funding	4,193,928	4,515,103	4,846,586	4,992,759
		-	+7.7%	+7.3%	+3.0%
16	Direct Funding	3,439,908	3,550,978	3,389,520	3,596,880
		-	+3.2%	-4.5%	+6.1%
17	CP	643,812	682,593	559,485	736,878
		-	+6.0%	-18.0%	+31.7%
18	Securitization	584,565	604,493	604,302	578,415
		-	+3.4%	0.0%	-4.3%
19	Corporate Bonds	2,211,530	2,263,891	2,225,731	2,281,586
		-	+2.4%	-1.7%	+2.5%
20	Direct Funding Ratio	45.1%	44.0%	41.2%	41.9%
		-	-1.1pt	-2.8pt	+0.7pt
21	Long-Term Funding Ratio	81.5%	81.1%	82.5%	82.4%
		-	-0.4pt	+1.4pt	-0.1pt
22	Foreign Currency Funding Ratio	43.1%	49.4%	56.3%	57.9%
		-	+6.3pt	+6.9pt	+1.6pt

(Note) Percentage figures (%) in the lower column are vs. end of the previous fiscal year

*1 Figures for FYE 3/2021 are the sum of consolidated results of MUL and those of HC (IFRS basis) converted into J-GAAP basis in a simplified manner, and are presented as reference values

Exchange Rate Applied to Financial Results of Major Overseas Subsidiaries*2							
		Major Overseas Subsidiaries with FY Ending in December		Major Overseas Subsidiaries with FY Ending in March			
		1Q FYE 3/2023*3	1Q FYE 3/2024	1Q FYE 3/2023*3		1Q FYE 3/2024	
23	Exchange Rate Applied to PL	\$1=JPY116.20	\$1=JPY132.34	£1=JPY162.96	\$1=JPY129.57	£1=JPY171.91	\$1=JPY137.37
24	Exchange Rate Applied to BS	\$1=JPY132.70	\$1=JPY133.53	£1=JPY165.56	\$1=JPY133.53	£1=JPY182.95	\$1=JPY144.99

*2 Major overseas subsidiaries with ⇒ Average exchange rates from Jan. through Mar. applied to PL
FY ending in December FYE 3/2023 BS: exchange rate as of end-Dec. 2022 is applied
1Q FYE 3/2024 BS: exchange rate as of end-Mar. 2023 is applied

Major overseas subsidiaries with ⇒ Average exchange rates from Apr. through Jun. applied to PL
FY ending in March FYE 3/2023 BS: exchange rate as of end-Mar. 2023 is applied
1Q FYE 3/2024 BS: exchange rate as of end-Jun. 2023 is applied

*3 Exchange rates applied to BS are as of FYE 3/2023

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