

***Breakthrough  
for the Next Decade***

Mitsubishi UFJ Lease & Finance

# FY3/2018 Results

(Tokyo Stock Exchange / Nagoya Stock Exchange: 8593)

May 15, 2018

Mitsubishi UFJ Lease & Finance Company Limited

***Value Integrator***



**FY3/2018 Results**



**Forecast for FY3/2019**



**Progress of  
Medium-Term Management Plan**



**Appendix**



## **FY3/2018 Results**



Forecast for FY3/2019



Progress of  
Medium-Term  
Management Plan



Appendix

		(billion yen)				
		FY3/2018	YOY Change		YOY Change (%)	FY3/2017
			exchange rate effects			
1	Total Revenue	869.9	+31.0	+4.9	+3.7%	838.8
2	Gross Profit	156.1	+5.9	+1.5	+4.0%	150.2
3	Operating Income	79.2	+0.1	+0.9	+0.2%	79.1
4	Recurring Income	86.1	+1.4	+1.1	+1.7%	84.7
5	※1 Net Income	63.6	+10.5	+0.8	+19.8%	53.1
6	※2 Dividend per Share	18.00 yen	+5.00 yen	-	-	13.00 yen
7	New Transactions Volume	1,545.6	-119.9	+12.3	-7.2%	1,665.6
8	USD Exchange Rate (*1)	\$1:¥112.19		-		\$1:¥108.84

(\*1): Exchange rate applied to profit and loss statement of overseas subsidiaries

9	Total Operating Assets	4,909.2	※3 +32.7	-43.0	※3 +0.7%	4,876.5
10	USD Exchange Rate (*2)	\$1:¥113.00		-		\$1:¥116.49

(\*2): Exchange rate applied to balance sheet of overseas subsidiaries

※1: Net income attributable to parent company shareholders

※2: Annual dividend per share for full year (interim dividend of 7.50 yen and final dividend of 10.50 yen)

※3: Change from FY3/2017

## Key points

### Recurring income

- ◆ In Japan, revenue grew as electricity sales revenue increased in the environment & energy business in addition to the real estate finance business performing strongly in the country. Recurring income grew 1.7% year on year as a result of higher profit mainly in the aircraft-related business although the container-related business was somewhat slow to recover overseas.

### Net income

- ◆ Net income grew 19.8% year on year. Net income was record high even when excluding the effect of a tax reform in the U.S.

### Dividend

- ◆ Annual dividend of 18.00 yen (payout ratio of 25.2%), a dividend hike of 5.00 from 13.00 yen of FY3/2017.

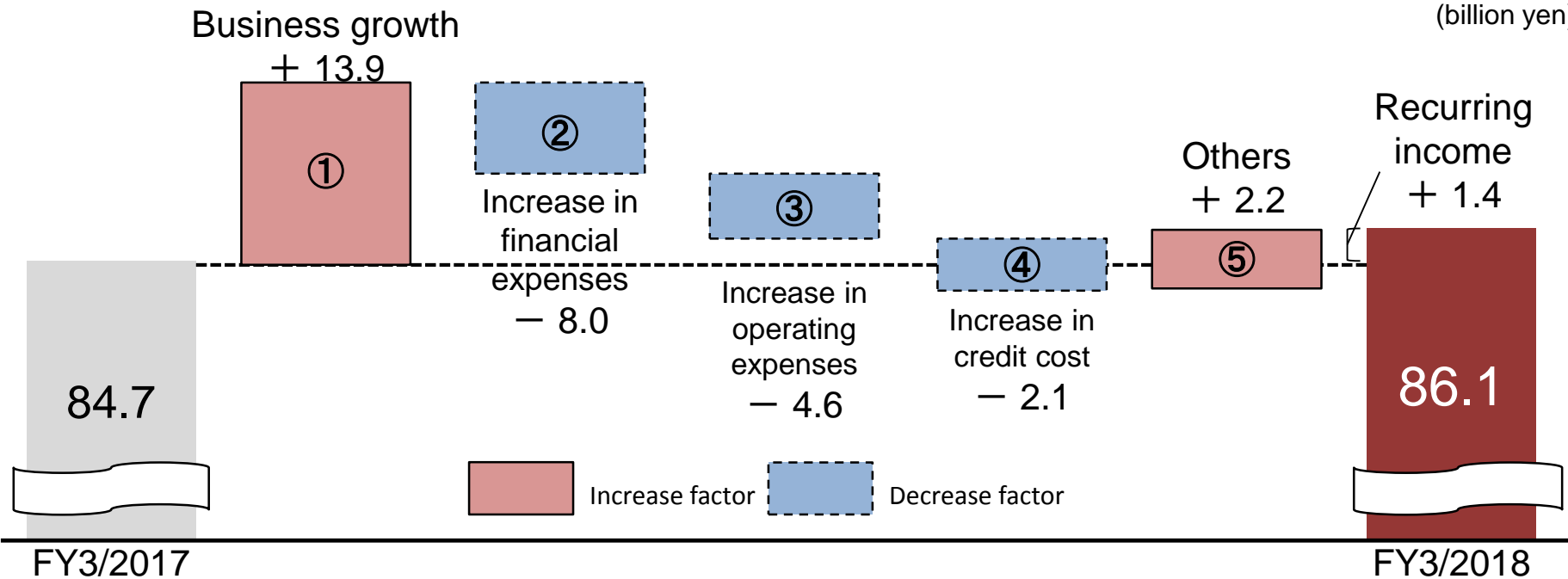
### New Transactions Volume

- ◆ Asset volume for which we entered into a contract with overseas customers grew in the U.S. and other countries. On the other hand, due to the large transactions for aircraft in the previous corresponding period as well as our profitability-focused efforts in Japan as a whole, the volume of new transactions declined 7.2% year on year.

### Operating assets

- ◆ Operating assets increased slightly year on year as portfolio turnover progressed smoothly.

(billion yen)



① Business Growth	✓ In Japan, the real estate finance business drove the growth. Overseas, the aircraft lease business performed strongly although the container-related business was somewhat slow to recover.
② Financial expenses	✓ Financial expenses increased mainly due to higher borrowings for foreign currency-based funding and rising interest rates.
③ Operating expenses	✓ Expenses grew owing to business engagement in the real estate, environment & energy and global assets areas.
④ Credit cost	✓ While credit cost increased partly due to reversals recorded for the previous fiscal year, the cost was lower than the initial plan.
⑤ Others	✓ Other revenue grew due to dividend income resulting from the absorption-type merger of Hirogin Auto Lease Co., Ltd. by Hirogin Lease Co., Ltd. and the recording of equity method income from business investees such as social infrastructure and solar power entities.

(billion yen)

<By Transaction Type>		FY3/2018	YOY Change (%)	FY3/2017	Comments
1	Leases	747.3	-17.3%	904.0	✓ Strong performance was shown by transactions in civil engineering and construction machines and commercial and service equipment .
2	Finance Leases	489.2	+1.0%	484.1	
3	Operating Leases	258.0	-38.5%	419.8	
4	Installment Sales	100.2	-2.7%	103.0	
5	Loans and Others	698.0	+6.0%	658.5	✓ Transactions grew year on year, affected by MUL Energy Investment Co., Ltd. that was converted into a consolidated subsidiary.
6	Factoring	220.2	+18.2%	186.4	
7	Real Estate Finance	120.7	+1.8%	118.6	
8	Others	357.0	+1.0%	353.4	
9	Volume of All New Transactions	1,545.6	-7.2%	1,665.6	
<Domestic/Overseas>					
10	Domestic	1,134.0	-5.3%	1,197.2	✓ Transactions decreased year on year as we were focused on profitability in Japan as a whole.
11	Leases	471.1	-6.9%	506.1	
12	Installment Sales	100.2	-2.7%	103.0	
13	Loan and Others	562.7	-4.3%	588.0	
14	Overseas	411.5	-12.1%	468.3	✓ Transactions decreased due to large lease transactions for aircraft that were conducted in the previous fiscal year ✓ On the other hand, transactions in overseas customers grew.
15	Customer Finance	218.5	+58.5%	137.8	
16	Global Assets	193.0	-41.6%	330.5	
17	Volume of All New Transactions	1,545.6	-7.2%	1,665.6	

(billion yen)

<By Transaction Type>		FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018	Change from FY3/2017 (%)
1	Leases	2,357.2	2,925.8	3,040.8	3,272.0	3,269.6	-0.1%
2	Finance Leases	1,405.7	1,447.6	1,480.3	1,514.7	1,543.9	+1.9%
3	Operating Leases	951.5	1,478.2	1,560.4	1,757.2	1,725.7	-1.8%
4	Installment Sales	227.3	234.0	245.8	252.9	255.5	+1.0%
5	Loans and Others	1,432.8	1,381.0	1,339.7	1,351.6	1,384.0	+2.4%
6	Total Operating Assets	4,017.4	4,540.9	4,626.4	4,876.5	4,909.2	+0.7%

<Domestic/Overseas>

7	Domestic	3,160.1	3,118.1	3,147.4	3,208.5	3,260.1	+1.6%
8	Leases	1,726.9	1,752.9	1,814.5	1,855.9	1,852.1	-0.2%
9	Installment Sales	227.3	234.0	245.8	252.9	255.5	+1.0%
10	Loans and Others	1,205.7	1,130.9	1,086.9	1,099.6	1,152.5	+4.8%
11	Overseas	857.3	1,422.8	1,479.0	1,668.0	1,649.0	-1.1%
12	Customer Finance	216.3	245.4	226.5	258.1	310.2	+20.2%
13	Global Assets	641.0	1,177.4	1,252.5	1,409.9	1,338.8	-5.0%
14	Total Operating Assets	4,017.4	4,540.9	4,626.4	4,876.5	4,909.2	+0.7%



✓ Credit cost stood at below our forecast though it increased by 2.8 billion yen year on year.

(billion yen)

<MUL/Subsidiaries>		FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018	YOY Change
1	MUL	4.3	-2.8	2.6	-2.9	-0.0	+2.8
2	Domestic Subsidiaries	1.1	0.1	2.3	0.4	1.5	+1.1
3	Overseas Subsidiaries	-0.6	1.9	4.5	2.1	0.9	-1.1
4	Total Net Credit Cost	4.8	-0.8	9.4	-0.4	2.4	+2.8

<Specific/General>

5	Specific Provision	7.5	1.7	9.5	0.0	2.1	+2.1
6	Real Estate Sector	5.1	-1.6	2.9	-0.6	0.7	+1.3
7	Manufacturing Sector	1.4	0.8	-0.1	-0.1	0.4	+0.5
8	Transportation Sector	-1.2	0.7	3.1	1.6	0.7	-0.9
9	Others	2.2	1.8	3.6	-0.9	0.3	+1.2
10	General Provision	-2.7	-2.5	-0.1	-0.4	0.2	+0.6
11	Total Net Credit Cost	4.8	-0.8	9.4	-0.4	2.4	+2.8

- ✓ Issued US dollar-denominated corporate bonds under Rule 144A/Regulation S for the first time.
- ✓ Resumed securitization backed by cash flow from lease receivables to promote funding diversity.

(billion yen)

		FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018	Change from FY3/2017 (%)
1	Borrowing	1,952.9	2,218.0	2,169.4	2,395.1	2,444.7	+2.1%
2	Yen	1,447.5	1,430.9	1,418.9	1,449.4	1,470.6	+1.5%
3	Foreign Currency	505.4	787.1	750.4	945.7	974.1	+3.0%
4	CP (Commercial Paper)	762.3	830.0	853.6	835.9	807.4	-3.4%
5	Securitization	164.4	173.5	168.8	137.4	165.8	+20.7%
6	Corporate Bonds	604.7	688.7	716.8	773.5	833.7	+7.8%
7	Yen	453.1	397.5	385.0	452.0	496.0	+9.7%
8	Foreign Currency	151.6	291.2	331.8	321.5	337.7	+5.0%
9	Total Funding	3,484.4	3,910.3	3,908.7	4,142.0	4,251.7	+2.6%
10	Direct Funding Ratio *1	44.0%	43.3%	44.5%	42.2%	42.5%	+0.3%
11	Foreign Currency Funding Ratio *2	18.9%	27.6%	27.7%	30.6%	30.9%	+0.3%

\*1: Proportion of CPs, securitization and corporate bonds among total funding

\*2: Proportion of foreign currency-based funding among total funding



FY3/2018 Results



**Forecast for FY3/2019**



Progress of  
Medium-Term  
Management Plan



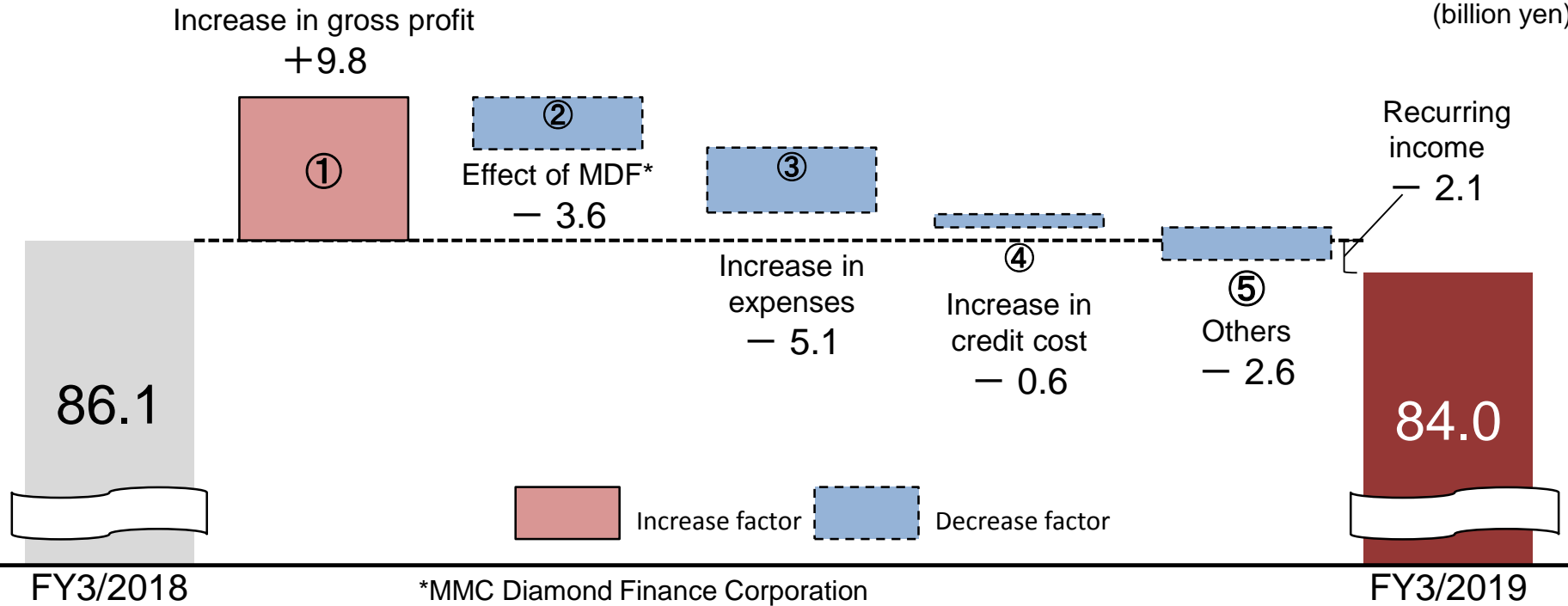
Appendix

(billion yen)

		FY3/2019	YOY Change	YOY Change (%)	FY3/2018
1	Total Revenue	840.0	-29.9	-3.4%	869.9
2	Gross Profit	156.5	+0.3	+0.2%	156.1
3	Operating Income	80.0	+0.7	+0.9%	79.2
4	Recurring Income	84.0	-2.1	-2.5%	86.1
5	Net Income Attributable to Parent Company Shareholders	61.5	-2.1	-3.4%	63.6
6	Dividend per Share	19.00yen	+ 1.00yen	-	18.00yen
7	Payout Ratio	27.5%	+2.3P	-	25.2%

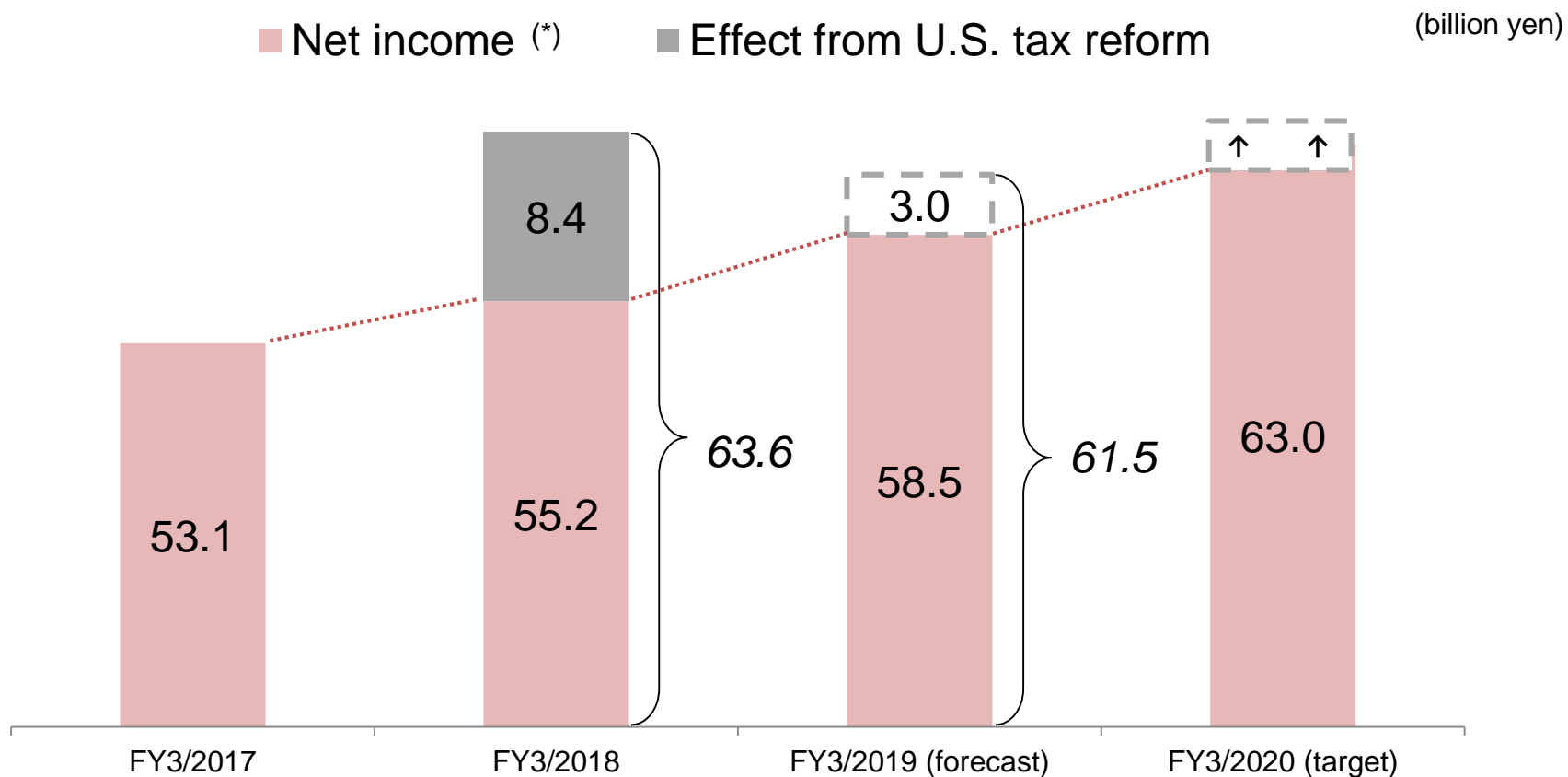
\* Exchange rate for the above forecast is set at \$1 = 107 yen.

(billion yen)



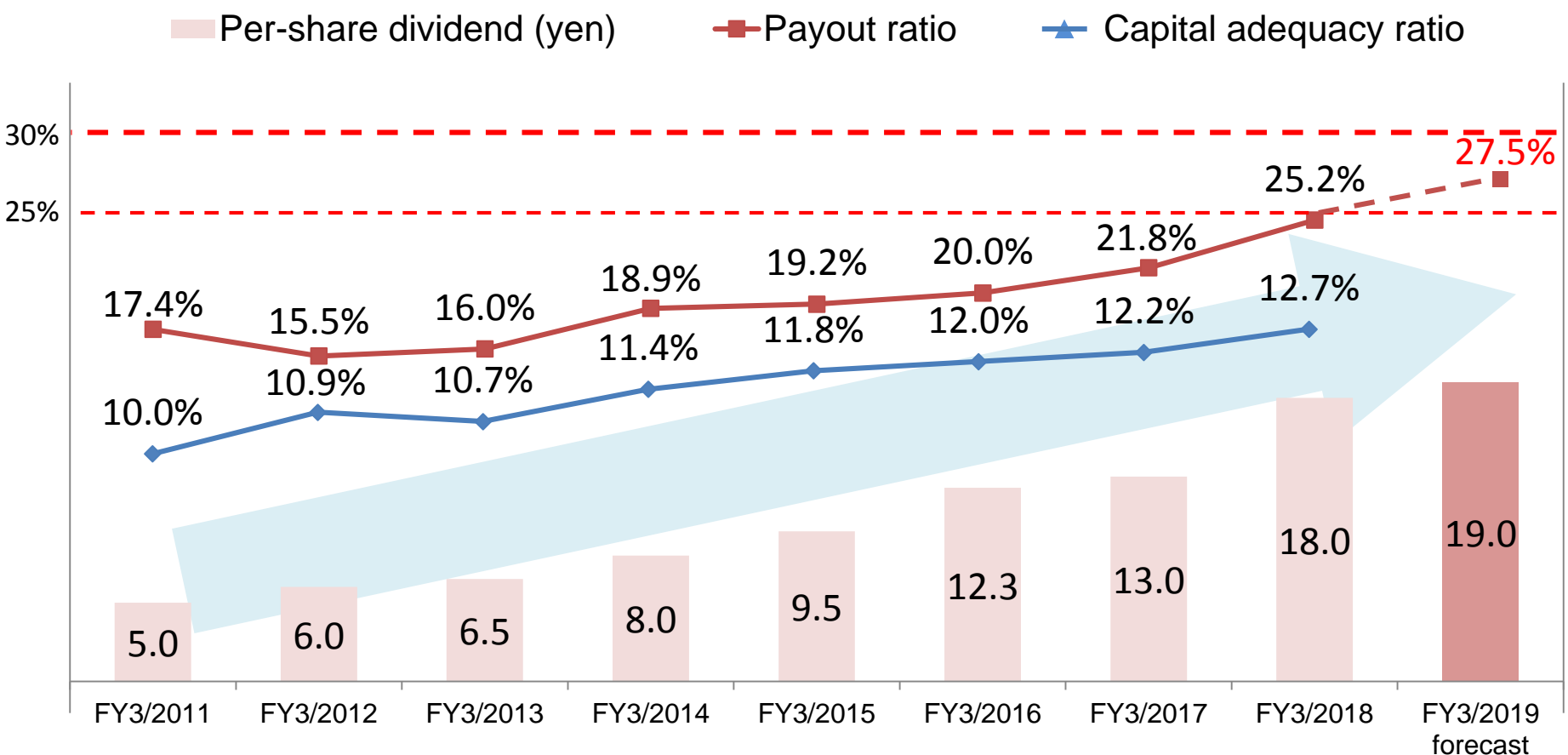
① Gross profit	✓ Global assets will likely continue to perform strongly, accompanied by rising income from the real estate, environment & energy and healthcare areas.
② Effect of MDF	✓ Effect of MMC Diamond Finance Corporation ceasing to be a consolidated subsidiary due to the sale in April 2018 of all shares held in the firm
③ Expenses	✓ Appropriately allocate corporate resources concentrating on key business segment.
④ Credit cost	✓ Credit cost is expected to remain low stably.
⑤ Others	✓ Termination of one-time non-operating income such as dividend income recorded for the previous fiscal year.

- ✓ Net income (\*) based on excluding effects of tax reform in the US: Increase of 3.3 billion yen over the previous term.
- ✓ Expect steady income growth, bringing the Company nearer to it's goal of at least 63.0 billion yen for the final fiscal year of the current mid-term management plan.



(\*) Net Income Attributable to Parent Company Shareholders

- ✓ The yearly dividend for the fiscal year ended March 31, 2018: 18.00 yen (a year-one-year increase of 5.00 yen). 19th consecutive year of dividend growth.
- ✓ Aim for a dividend ratio of around 30% during the current mid-term management plan while being conscious of the enhancement of Company capital and further increases in dividends.





FY3/2018 Results



Forecast for FY3/2019



**Progress of  
Medium-Term  
Management Plan**



Appendix



Target (FY3/2020)	Net income <small>* Net income attributable to parent company shareholders</small>	Consolidate ROA <small>* Net income basis</small>
	63.0 billion yen or more	1.1% or more

(Reference)

Term	Previous medium-term plan	<b>Breakthrough for the Next Decade</b>		
	FY3/2017 actual	FY3/2018 actual	FY3/2019 forecast	FY3/2020 target
Net income (Net income excluding effects from U.S. tax reform)	53.1 billion yen	63.6 billion yen (55.2 billion yen)	61.5 billion yen (58.5 billion yen)	63.0 billion yen
Consolidated ROA	1.0%	1.2%	—	1.1% or more

First year: Built and reinforced the growth foundation of business divisions that were newly established to achieve the goals of the medium-term management plan  
Second year: Pave the way to achieve the goals of the final year by thoroughly implementing measures of the medium-term management plan and making profits

	Review of the First Year of the Medium-Term Management Plan	Leading measures for the second year of the Medium-Term Management Plan
Domestic and Overseas Customers	<ul style="list-style-type: none"> <li>■ Innovative changes entailing a move to sales styles focused on profitability.</li> <li>■ Overseas, transactions for local and multinational companies increased through reinforcement of cooperation between Japan and overseas.</li> </ul>	<ul style="list-style-type: none"> <li>■ For Domestic Customers: Further sophistication of knowledge via utilization of organizations in each reformed sector and the enhancement of risk-taking functions/areas.</li> <li>■ For Overseas Customers: Promotion of our company-wide strategy formulated with a view to expand our business domain, product and regional axes.</li> </ul>
Key Business Segment	<p>[Real Estate]</p> <ul style="list-style-type: none"> <li>■ Enhancement of initiatives relating to development stages of large logistics facilities and to real estate revitalization projects.</li> </ul> <p>[Aircraft]</p> <ul style="list-style-type: none"> <li>■ Achieved maintenance and improvement of the portfolio quality by incorporating prime assets and asset sell-off.</li> </ul> <p>[Logistics]</p> <ul style="list-style-type: none"> <li>■ Have people stationed at MUL Railcars, which serves as our platform for the freight-car lease business and commenced full-on development.</li> </ul> <p>[Societal Infrastructure]</p> <ul style="list-style-type: none"> <li>■ Participate in projects relating to submarine power transmission business for an offshore wind power generation station in Germany as well a wind power generation project in Ireland.</li> </ul>	<p>[Real Estate]</p> <ul style="list-style-type: none"> <li>■ Launching of private-placement REIT (MUL Realty Advisers).</li> </ul> <p>[Logistics]</p> <ul style="list-style-type: none"> <li>■ Enhancement of container lease business frameworks in preparation for the shift to the asset turnover stage.</li> </ul> <p>[Environment &amp; Energy]</p> <ul style="list-style-type: none"> <li>■ Launch a solar power fund and commence verification of the Virtual Power Plant (VPP) business.</li> </ul> <p>[Healthcare]</p> <ul style="list-style-type: none"> <li>■ Enhancement of alliances aimed at the expansion of business areas.</li> </ul>
Growth & Business infrastructure reinforcement strategies	<p>[Sophisticate finance strategies]</p> <ul style="list-style-type: none"> <li>■ Start diversification and stabilization of procurement, such as with respect to US bond issuance in the 144A/Regulation S format.</li> </ul> <p>[Promote work style reforms]</p> <ul style="list-style-type: none"> <li>■ Commence the Worker Friendly Workplace Creation Project including productivity reform and personnel system reform.</li> </ul>	<p>[Provision the values that customers choose]</p> <ul style="list-style-type: none"> <li>■ Consider a platform business leveraging IoT.</li> <li>■ Capture structural changes to the automotive industry resulting from the mobility revolution and create a new Automobile Department serving to facilitate the expansion of automobile-related business.</li> </ul> <p>[Promote work style reforms]</p> <ul style="list-style-type: none"> <li>■ Develop a new work style that is free from time and place constraints.</li> <li>■ Promote professionalism in various fields by reinforcing human resource development.</li> </ul>

◆ Cumulative total asset volume contracted for solar projects

(billion yen)

	FY3/2015	FY3/2016	FY3/2017	FY3/2018	YOY
Cumulative total asset volume contracted for solar projects *1	146.5	202.5	248.6	<b>328.1</b>	<b>+79.5</b>
Lease	101.7	124.3	139.8	<b>162.2</b>	<b>+22.4</b>
Debt	35.3	48.9	57.3	<b>66.1</b>	<b>+8.8</b>
Equity	9.5	29.3	51.4	<b>99.7</b>	<b>+48.3</b>
Equity ratio *2	6.5%	14.5%	20.7%	<b>30.4%</b>	<b>+9.7P</b>

\*1: Combined total of the non-consolidated MUL and MUL Energy Investment Co., Ltd. (MEI)

\*2: Equity ratio means the equity contribution ratio to the cumulative total asset volume contracted for solar projects

◆ Power generation output wattage of contracted investment projects

	FY3/2018	FY3/2023	Change
Balance of investments	49.0 billion yen	88.9 billion yen	<b>+39.9 billion yen</b>
Number of projects that have come into operation	88	114	<b>+26</b>
Power generation output wattage*	656MW	1,296MW	<b>+640MW</b>

\* Total wattage for project (not prorated according to contributed interest)

Plan to put mainly large power plants into operation over the next five years

◆ Outstanding balance of real estate-related finance

(billion yen)

	FY3/2015	FY3/2016	FY3/2017	FY3/2018	YOY
Total balance *1 and 2	176.1	129.0	156.6	<b>167.1</b>	<b>+10.5</b>
Debt	125.0	92.6	90.5	<b>81.7</b>	<b>-8.8</b>
Equity	51.1	36.3	66.1	<b>85.4</b>	<b>+19.3</b>
Equity ratio *3	29.0%	28.2%	42.2%	<b>51.1%</b>	<b>+8.9P</b>

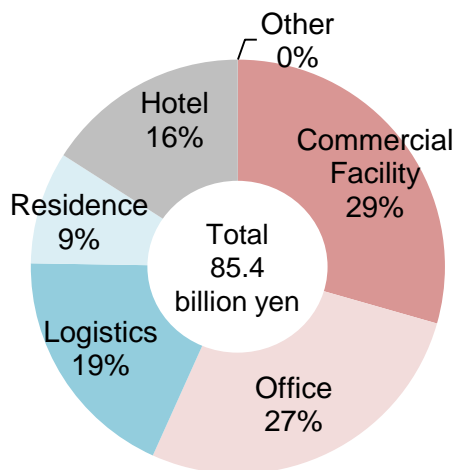
\*1: A combined total of MUL and MUL Realty Investment Co., Ltd. (MURI)

\*2: Excludes the real estate finance business in the U.S.

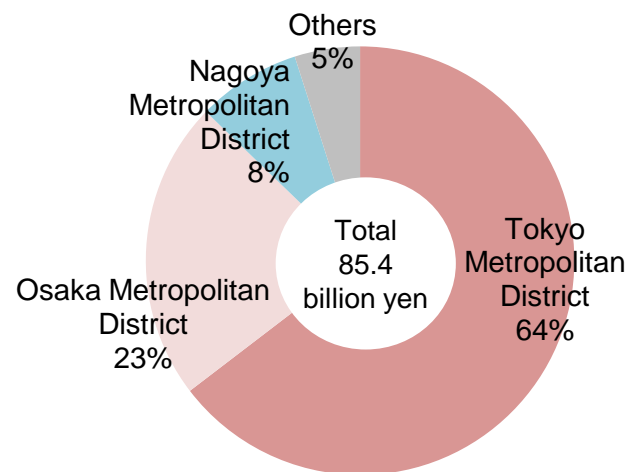
\*3: The ratio of equity to a combined total balance of MUL and MURI

◆ Equity balance ratios (as of March 31, 2018)

① Balance ratio by asset type



② Balance ratio by region



Initiatives in Real Estate  
Business Division

- ① Real estate equity investment business in the U.S.  
Enhance the initiative for real estate equity investment mainly in major cities with a population of 1 million or more in the U.S.
- ② Real estate lease business in Thailand  
Implement the initiative on real estate leasing in Thailand on a full-scale basis with a new company (\*3) being set up jointly by the Company, its local subsidiary in Thailand and a local subsidiary of Nishimatsu Construction Co., Ltd. (\*2)

\*1: Bangkok Mitsubishi UFJ Lease Co., Ltd.

\*2: Thai Nishimatsu Construction Co., Ltd.

\*3: MUL Nishimatsu Property (Thailand) Co., Ltd

**Initiative in the Healthcare Business**



**Medical mall opened by nichii-lease at a shopping center**

**Outline**

A clinic mall was opened in April 2018 at Yokohama-City, Kanagawa Prefecture. This mall is composed of a dispensing pharmacy as well as clinics for internal medicine, pediatric allergy and clinical immunology and obstetrics and gynecology

**Reference: Outlook on the healthcare market**

◆ The healthcare market in Japan will expand to the 100 trillion yen mark in 2025

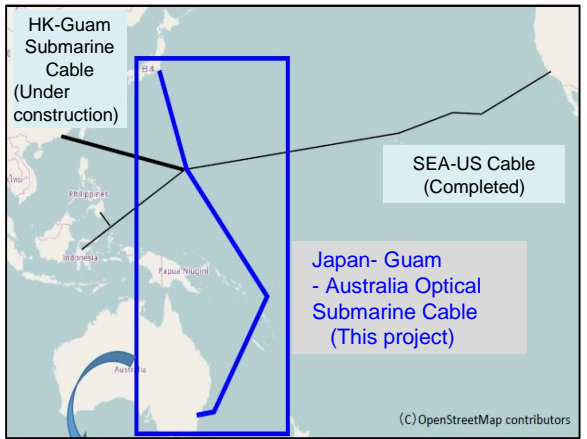
	2016	2025
Healthcare market size	67.5 trillion yen	102.6 trillion yen
Medical care	41.3 trillion yen	61.0 trillion yen (47%↑)
Nursing care	10.4 trillion yen	21.0 trillion yen (101%↑)
Health promotion (disease prevention)	15.8 trillion yen	20.6 trillion yen (30%↑)

Reference: Data from the Ministry of Health, Labour and Welfare and the Ministry of Economy, Trade and Industry

**Initiatives in the Infrastructure & Investment Business**

**JII\*1 number 2 project**

**Investment in a submarine optical cable project\*2 (cable installation slated for completion at end-2019)**



**Investee**

SPC (the project run by RTI-C\*3)  
Install submarine optical cables of approx. 9,500 kilometers in length between Japan, Guam and Australia to sell and lease out communication line usage rights

**JII investment value**

US\$20 million (approx. 2,200 million yen [at 110 yen to the U.S. dollar])

**Timing**

First installation done in March 2018 (installment installations over the course of the construction period)

**Assist Japanese companies' infrastructure project implementation in earnest**

\* 1: Japan Infrastructure Initiative  
\* 2: A project designed to support international communication in the Asia Pacific region  
\* 3: U.S.-capital specialist business operator for submarine optical cables

◆ Operating assets

(billion yen)

	FY3/2015	FY3/2016	FY3/2017	FY3/2018	YOY
Total	1,177.4	1,252.5	1,409.9	<b>1,338.8</b>	<b>-71.0</b>
Aircraft business	816.8	858.0	996.4	<b>938.9</b>	<b>-57.4</b>
Logistics business	360.6	394.5	413.4	<b>399.8</b>	<b>-13.6</b>

◆ Owned Global Asset

	FY3/2015	FY3/2016	FY3/2017	FY3/2018	YOY
Number of aircraft	126	125	143	<b>143</b>	—
Number of aircraft engines	259	286	286	<b>276</b>	<b>-10</b>
Number of railway/freight cars	2,435	3,871	4,533	<b>6,615</b>	<b>+2,082</b>
Number of containers	345,000	514,000	658,000	<b>746,000</b>	<b>+88,000</b>

Aircraft business	Aircraft and aircraft engine
Logistics business	Vessel, marine container and railway/freight car



FY3/2018 Results



Forecast for FY3/2019



Progress of  
Medium-Term  
Management Plan



**Appendix**

(billion yen)

<By Transaction Type>		FY3/2018	YOY Change (%)	FY3/2017
1	Leases	747.3	-17.3%	904.0
2	IT / Office Equipment	124.0	-5.6%	131.3
3	Industrial Machinery	115.5	-6.1%	123.0
4	Civil Eng. & Construction Machinery	43.6	+12.7%	38.7
5	Transportation Equipment	216.6	-37.4%	345.8
6	Medical Equipment	55.4	+4.3%	53.1
7	Commercial & Service Equipment	71.1	+5.5%	67.4
8	Others	120.8	-16.3%	144.3
9	Installment Sales	100.2	-2.7%	103.0
10	IT / Office Equipment	2.2	+16.1%	1.9
11	Industrial Machinery	12.7	-6.2%	13.6
12	Civil Eng. & Construction Machinery	32.0	-5.0%	33.7
13	Transportation Equipment	4.9	-8.7%	5.4
14	Medical Equipment	8.5	+0.5%	8.5
15	Commercial & Service Equipment	21.4	+13.8%	18.8
16	Others	18.2	-13.2%	21.0
17	Loans and Others	698.0	+6.0%	658.5
18	Factoring	220.2	+18.2%	186.4
19	Real Estate Finance	120.7	+1.8%	118.6
20	Others	357.0	+1.0%	353.4
21	Volume of All New Transactions	1,545.6	-7.2%	1,665.6



(million yen)

		FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018
		13/4 – 14/3	14/4 – 15/3	15/4 – 16/3	16/4 – 17/3	17/4 – 18/3
1	<b>Total Revenue</b>	717,760	742,452	825,845	838,886	<b>869,948</b>
		+2.8%	+3.4%	+11.2%	+1.6%	<b>+3.7%</b>
2	Leases	579,753	604,062	674,118	692,125	<b>706,615</b>
		+6.1%	+4.2%	+11.6%	+2.7%	<b>+2.1%</b>
3	Installment Sales	83,270	83,408	85,673	92,232	<b>94,668</b>
		-2.1%	+0.2%	+2.7%	+7.7%	<b>+2.6%</b>
4	Loans	35,068	33,892	34,162	33,655	<b>35,018</b>
		-1.5%	-3.4%	+0.8%	-1.5%	<b>+4.1%</b>
5	Others	19,667	21,089	31,890	20,872	<b>33,646</b>
		-36.4%	+7.2%	+51.2%	-34.5%	<b>+61.2%</b>
6	<b>Cost of Revenue</b>	589,086	609,172	659,846	688,655	<b>713,779</b>
		+1.5%	+3.4%	+8.3%	+4.4%	<b>+3.6%</b>
7	<b>COR /Revenue</b>	82.1%	82.0%	79.9%	82.1%	<b>82.0%</b>
		-1.0P	-0.1P	-2.1P	+2.2P	<b>-0.0P</b>
8	Leases, COR	477,271	493,797	532,530	555,521	<b>563,429</b>
		+1.7%	+3.5%	+7.8%	+4.3%	<b>+1.4%</b>
9	Installment Sales, COR	75,866	76,195	78,931	85,766	<b>88,132</b>
		-1.7%	+0.4%	+3.6%	+8.7%	<b>+2.8%</b>
10	Financial Expenses	25,887	28,254	38,991	35,703	<b>43,722</b>
		+44.2%	+9.1%	+38.0%	-8.4%	<b>+22.5%</b>
11	Others, COR	10,061	10,924	9,392	11,663	<b>18,494</b>
		-36.4%	+8.6%	-14.0%	+24.2%	<b>+58.6%</b>
12	<b>Gross Profit</b>	128,673	133,279	165,998	150,231	<b>156,169</b>
		+9.0%	+3.6%	+24.5%	-9.5%	<b>+4.0%</b>
13	<b>Gross Profit / Revenue</b>	17.9%	18.0%	20.1%	17.9%	<b>18.0%</b>
		+1.0P	+0.1P	+2.1P	-2.2P	<b>+0.0P</b>

\* Percentage (%) and point (P) in the lower lines represent change from last FY

(million yen)

		FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018
		13/4 – 14/3	14/4 – 15/3	15/4 – 16/3	16/4 – 17/3	17/4 – 18/3
14	<b>Number of Employees</b>	2,511	2,729	2,828	2,969	<b>3,126</b>
15	<b>GP per Employee</b>	51.2	48.8	58.7	50.6	<b>49.9</b>
		+4.3%	-4.7%	+20.2%	-13.8%	<b>-1.3%</b>
16	<b>SG&amp;A Expenses</b>	63,395	63,042	77,726	71,119	<b>76,883</b>
		+9.2%	-0.6%	+23.3%	-8.5%	<b>+8.1%</b>
17	Personnel Expenses	26,499	27,881	32,232	33,790	<b>36,453</b>
		+11.2%	+5.2%	+15.6%	+4.8%	<b>+7.9%</b>
18	Non-Personnel Expense	30,157	31,692	34,873	33,461	<b>35,482</b>
		+15.3%	+5.1%	+10.0%	-4.1%	<b>+6.0%</b>
19	Expenses for Non-Performing Assets	6,738	3,468	10,619	3,867	<b>4,946</b>
		-16.3%	-48.5%	+206.2%	-63.6%	<b>+27.9%</b>
20	<b>Overhead Ratio</b> (Overhead expenses divided by GP)	44.0%	44.7%	40.4%	44.8%	<b>46.1%</b>
		+1.7P	+0.7P	-4.3P	+4.3P	<b>+1.3P</b>
21	<b>Operating Income</b>	65,278	70,237	88,272	79,112	<b>79,285</b>
		+8.8%	+7.6%	+25.7%	-10.4%	<b>+0.2%</b>
22	<b>Operating Income/Revenue</b> (Operating Income Margin)	9.1%	9.5%	10.7%	9.4%	<b>9.1%</b>
		+0.5P	+0.4P	+1.2P	-1.3P	<b>-0.3P</b>
23	<b>Recurring Income</b>	69,821	75,380	92,672	84,731	<b>86,177</b>
		+10.9%	+8.0%	+22.9%	-8.6%	<b>+1.7%</b>
24	<b>Extraordinary Income</b>	85	1,129	663	4,257	<b>2,926</b>
		-66.7%	+1,213.3%	-41.2%	+541.6%	<b>-31.3%</b>
25	<b>Extraordinary Cost</b>	3,011	64	3,236	2,517	<b>836</b>
		+287.6%	-97.9%	+4,921.1%	-22.2%	<b>-66.8%</b>
26	<b>Net Income</b> <b>Attributable to Parent</b> <b>Company Shareholders</b>	37,675	44,068	54,631	53,157	<b>63,679</b>
		+4.5%	+17.0%	+24.0%	-2.7%	<b>+19.8%</b>

\* Percentage (%) and point (P) in the lower lines represent change from last FY

(million yen)

		FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018
1	<b>Total Equity</b>	534,250	621,344	642,366	686,378	<b>731,124</b>
		+14.1%	+16.3%	+3.4%	+6.9%	<b>+6.5%</b>
2	<b>Total Assets</b>	4,497,502	5,035,676	5,121,253	5,388,844	<b>5,563,515</b>
		+7.7%	+12.0%	+1.7%	+5.2%	<b>+3.2%</b>
3	<b>Operating Assets</b>	4,017,419	4,540,920	4,626,455	4,876,553	<b>4,909,279</b>
		+8.2%	+13.0%	+1.9%	+5.4%	<b>+0.7%</b>
4	Leases	2,357,220	2,925,880	3,040,849	3,272,018	<b>3,269,679</b>
		+14.8%	+24.1%	+3.9%	+7.6%	<b>-0.1%</b>
5	Installment Sales	227,318	234,023	245,882	252,907	<b>255,553</b>
		+4.9%	+2.9%	+5.1%	+2.9%	<b>+1.0%</b>
6	Loans	1,288,819	1,257,593	1,241,831	1,245,555	<b>1,233,218</b>
		+2.6%	-2.4%	-1.3%	+0.3%	<b>-1.0%</b>
7	Others	144,061	123,423	97,892	106,072	<b>150,827</b>
		-23.1%	-14.3%	-20.7%	+8.4%	<b>+42.2%</b>
8	<b>Impaired Assets</b>	33,223	33,434	27,921	34,144	<b>34,892</b>
		-27.9%	+0.6%	-16.5%	+22.3%	<b>+2.2%</b>
9	<b>Allowance</b>	12,494	14,134	16,302	16,365	<b>15,658</b>
10	<b>Net Balance of Impaired Assets</b>	20,729	19,300	11,618	17,779	<b>19,234</b>
		-31.2%	-6.9%	-39.8%	+53.0%	<b>+8.2%</b>

\* The bottom percentage figures with P (point) show year-on-year percentage change from the end of the previous fiscal year

(million yen)

		FY3/2014	FY3/2015	FY3/2016	FY3/2017	FY3/2018
11	<b>Equity Ratio</b>	11.4%	11.8%	12.0%	12.2%	<b>12.7%</b>
		+0.7P	+0.4P	+0.2P	+0.2P	<b>+0.5P</b>
12	<b>ROE</b>	7.9%	8.0%	9.0%	8.4%	<b>9.3%</b>
		-0.6P	+0.1P	+1.0P	-0.7P	<b>+1.0P</b>
13	<b>ROA</b>	0.9%	0.9%	1.1%	1.0%	<b>1.2%</b>
		-0.0P	+0.0P	+0.2P	-0.1P	<b>+0.2%</b>
14	<b>Total Funding</b>	3,484,480	3,910,324	3,908,736	4,142,073	<b>4,251,769</b>
		+5.1%	+12.2%	-0.0%	+6.0%	<b>+2.6%</b>
15	Indirect Funding	1,952,985	2,218,009	2,169,456	2,395,158	<b>2,444,766</b>
		+3.2%	+13.6%	-2.2%	+10.4%	<b>+2.1%</b>
16	Direct Funding	1,531,494	1,692,314	1,739,279	1,746,914	<b>1,807,002</b>
		+7.6%	+10.5%	+2.8%	+0.4%	<b>+3.4%</b>
17	CP	762,300	830,000	853,600	835,900	<b>807,400</b>
		-5.4%	+8.9%	+2.8%	-2.1%	<b>-3.4%</b>
18	Securitization (Lease Receivables)	164,413	173,539	168,869	137,484	<b>165,897</b>
		+17.7%	+5.6%	-2.7%	-18.6%	<b>+20.7%</b>
19	Corporate Bonds	604,781	688,774	716,809	773,530	<b>833,705</b>
		+26.7%	+13.9%	+4.1%	+7.9%	<b>+7.8%</b>
20	<b>Direct Funding Ratio</b>	44.0%	43.3%	44.5%	42.2%	<b>42.5%</b>
		+1.1P	-0.7P	+1.2P	-2.3P	<b>+0.3P</b>

\* The bottom percentage figures with P (point) show year-on-year percentage change from the end of the previous fiscal year

(million yen)

FY3/2018	Mitsubishi UFJ Lease & Finance (Parent)		Japan Medical Lease MUL's Share : 100%		DFL Lease MUL's Share : 95%	
	Amount	YOY Change	Amount	YOY Change	Amount	YOY Change
Revenue	469,586	-3.2%	36,769	+0.7%	21,595	+7.3%
Gross Profit	61,983	-2.7%	2,954	+2.8%	1,734	-2.1%
Operating Income	27,193	-8.5%	806	+10.2%	363	-59.1%
Recurring Income	38,431	+1.7%	876	+7.4%	404	-55.3%
Net Income	29,899	+7.0%	569	+7.2%	275	-55.7%
FY3/2018	Amount	Change from FY3/2017	Amount	Change from FY3/2017	Amount	Change from FY3/2017
Operating Assets	2,959,282	+0.1%	98,348	-0.9%	67,325	+3.2%
Total Assets	3,951,111	+2.3%	100,506	-1.4%	69,300	+2.9%
Total Equity	481,561	+9.0%	14,469	+4.1%	11,827	+2.4%

(million yen)

FY3/2018	Shinko Lease MUL's Share : 80%		Casio Lease MUL's Share : 80%		Hirogin Lease MUL's Share : 80%	
	Amount	YOY Change	Amount	YOY Change	Amount	YOY Change
Revenue	29,379	+0.3%	11,500	+2.4%	16,958	+1.0%
Gross Profit	2,140	+5.7%	963	+1.4%	1,864	+5.1%
Operating Income	753	+7.9%	234	+24.6%	839	-5.7%
Recurring Income	788	+4.7%	269	+17.7%	1,925	+110.8%
Net Income	529	-0.1%	177	+18.6%	1,649	+165.1%
FY3/2018	Amount	Change from FY3/2017	Amount	Change from FY3/2017	Amount	Change from FY3/2017
Operating Assets	90,741	+1.4%	31,349	-4.5%	62,804	+7.0%
Total Assets	96,508	+1.2%	32,348	-4.6%	65,151	+6.3%
Total Equity	9,224	+5.4%	12,148	+1.5%	13,335	+14.3%

(million yen)

FY3/2018	Shutoken Leasing MUL's Share : 76%		Chukyo General Lease MUL's Share : 70%		MMC Diamond Finance MUL's Share : 50%	
	Amount	YOY Change	Amount	YOY Change	Amount	YOY Change
Revenue	33,418	+14.6%	7,162	+0.8%	17,577	-12.9%
Gross Profit	3,810	+9.5%	549	-6.3%	9,414	-5.2%
Operating Income	1,665	-11.9%	165	-13.0%	2,996	-21.2%
Recurring Income	1,742	-11.6%	191	-8.6%	3,550	-18.5%
Net Income	1,195	-14.1%	124	-10.1%	2,437	-19.2%
FY3/2018	Amount	Change from FY3/2017	Amount	Change from FY3/2017	Amount	Change from FY3/2017
Operating Assets	142,154	+5.1%	17,014	-9.1%	242,548	-0.8%
Total Assets	150,270	+7.5%	17,972	-8.7%	263,672	-0.9%
Total Equity	16,701	+7.8%	5,903	+2.1%	10,668	-57.3%

(million yen)

FY3/2018	DRS MUL's Share : 100%		Diamond Asset Finance MUL's Share : 100%		Miyuki Building MUL's Share : 98%		MUL Property MUL's Share : 100%	
	Amount	YOY Change	Amount	YOY Change	Amount	YOY Change	Amount	YOY Change
Revenue	25,944	-12.4%	7,001	-40.6%	7,266	+5.5%	36,043	+119.9%
Gross Profit	2,359	-0.1%	4,367	-20.8%	3,877	+12.6%	4,097	+18.5%
Operating Income	645	+3.5%	2,780	-30.5%	3,315	+14.4%	2,903	+6.8%
Recurring Income	645	+2.0%	2,921	-29.5%	3,035	+17.5%	2,932	+6.9%
Net Income	440	+1.9%	2,014	-29.1%	1,974	+17.2%	2,083	+9.3%
FY3/2018	Amount	Change from FY3/2017	Amount	Change from FY3/2017	Amount	Change from FY3/2017	Amount	Change from FY3/2017
Operating Assets	48,803	-1.3%	217,613	+6.7%	66,179	+5.4%	115,455	+0.3%
Total Assets	51,540	+0.1%	219,861	+6.7%	68,639	+2.8%	172,674	+4.6%
Total Equity	6,658	+7.1%	32,381	+6.6%	27,724	+7.5%	13,165	+18.8%



**Inquiries:  
Corporate Communications Department  
Tel: +81 3-6865-3002**



**Website**

**<http://www.lf.mufg.jp/english/>**



# Mitsubishi UFJ Lease & Finance

This document contains forward-looking statements that are based on our opinions and information available to us at the time of publication. Mitsubishi UFJ Lease & Finance does not guarantee the accuracy or completeness of the information. The information is subject to change without notice. Actual results may differ significantly from those in the forward-looking statements due to various factors. This translation is prepared and provided for reference only. In the event of any discrepancy between this translated document and the original Japanese document, the original document shall prevail.