

FY3/2019 2nd Quarter Results

(Tokyo Stock Exchange / Nagoya Stock Exchange: 8593)

November 7, 2018

Mitsubishi UFJ Lease & Finance
Company Limited

I **FY3/2019 2nd Quarter Results**

II **Forecast for FY3/2019**

III **Medium-term Management
Plan and Topics**

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I **FY3/2019 2nd Quarter Results**

II Forecast for FY3/2019

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- ✓ 2Q consolidated net income contributed to a new all-time high for the first half
- ✓ We have attained 53.3% of our full-year net income forecast of 61.5 billion yen

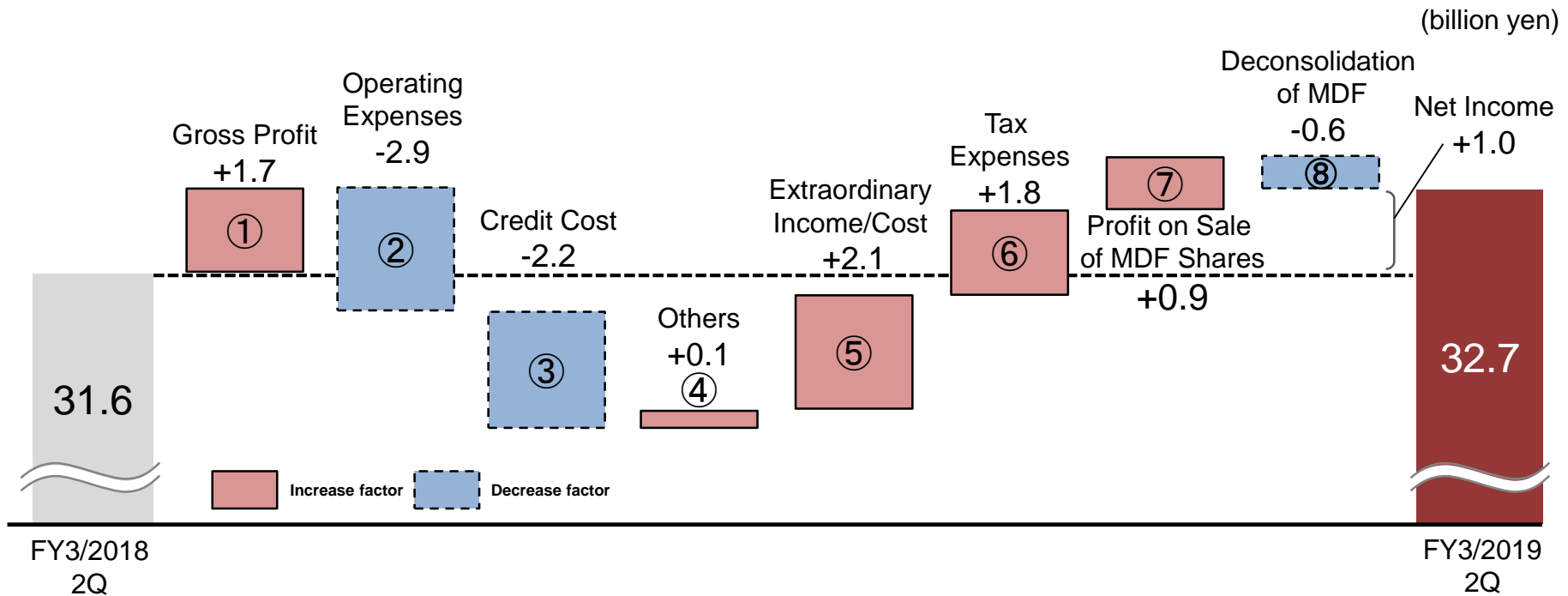
| | | | | | | | (billion yen) | | |
|---|-------------------------|----------------|--------------------------|-------------------|-------|----------------------|----------------|------------------|-------|
| | | FY3/2019 2Q | YOY Change | | | YOY Change (%) | FY3/2018 2Q | ※6 Progress Rate | |
| | | | exchange rate effects | ※5 MDF effects | | | | 1Q | 2Q |
| 1 | Total Revenue | 420.2 | -13.2 | -2.4 | -8.7 | -3.1% | 433.5 | 25.0% | 50.0% |
| 2 | Gross Profit | 76.2 | -2.9 | -0.7 | -4.7 | -3.7% | 79.1 | 24.2% | 48.7% |
| 3 | Operating Income | 39.0 | -3.9 | -0.5 | -1.5 | -9.2% | 43.0 | 24.1% | 48.9% |
| 4 | Recurring Income | 41.9 | -5.0 | -0.5 | -1.8 | -10.7% | 47.0 | 24.8% | 50.0% |
| 5 | ※1 Net Income | 32.7 | +1.0 | -0.3 | -0.6 | +3.4% | 31.6 | 26.4% | 53.3% |
| 6 | New Transactions Volume | 788.3 | +63.8 | -8.5 | -43.6 | +8.8% | 724.5 | | |
| 7 | ※2 Dividend per Share | 9.50 yen | +2.00 | - | - | - | 7.50 yen | | |
| 8 | USD Exchange Rate(*1) | \$1:¥108.68 | - | | | | \$1:¥112.37 | | |

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

| | | | | | | | |
|----|------------------------|-------------|-----------|-------|--------|----------|-------------|
| 9 | Total Operating Assets | 4,780.2 | ※3 -129.0 | -39.4 | -242.5 | ※3 -2.6% | ※4 4,909.2 |
| 10 | USD Exchange Rate (*2) | \$1:¥110.54 | - | | | | \$1:¥113.00 |

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

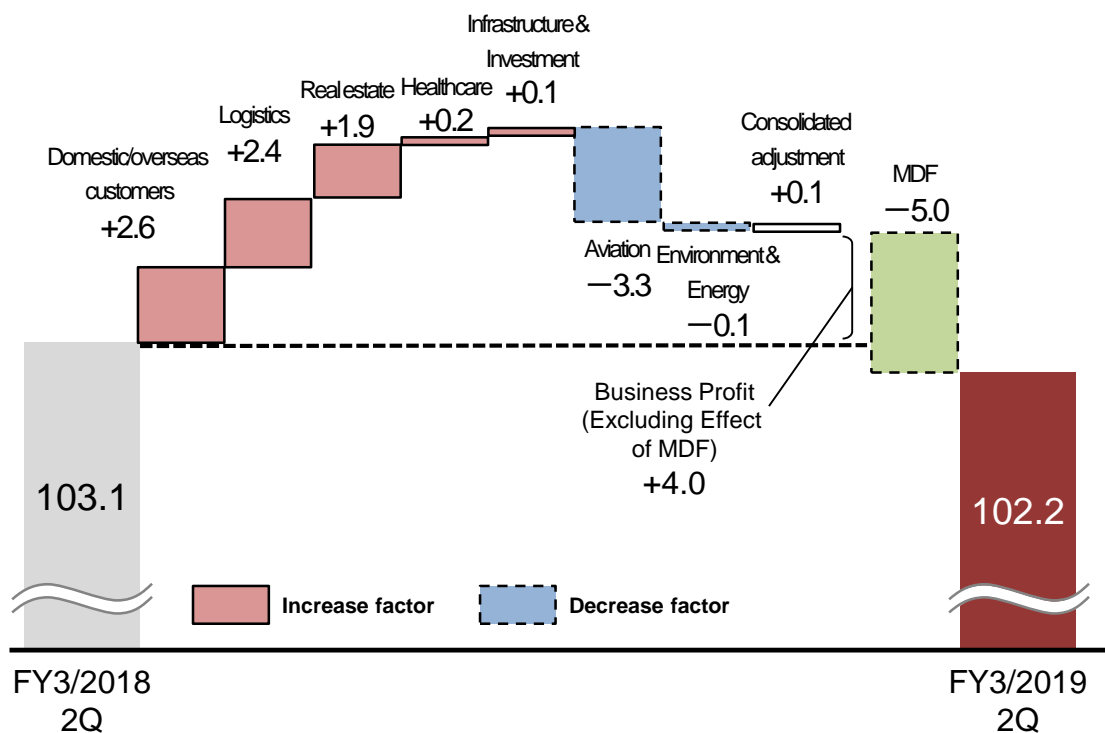
- ※1: Net income attributable to parent company shareholders
- ※2: Interim dividend per share
- ※3: Total operating assets is change from FY3/2018
- ※4: FY3/2018
- ※5: Due to the effects of the share transfer (deconsolidation) related to the MMC Diamond Finance Corporation (MDF), in April 2018
- ※6: Progress rate versus FY3/2019 published forecasts



| | |
|-----------------------------|--|
| ① Gross Profit | ✓ Growing real estate related earnings |
| ② Operating Expenses | ✓ Fortified growth foundation in priority focus industries (within the scope of the original plan) |
| ③ Credit Cost | ✓ Rebound for the reversal recorded in FY3/2018 2Q |
| ④ Others | ✓ Increase in equity method income from investments in infrastructure and other projects |
| ⑤ Extraordinary Income/Cost | ✓ Sales of strategic shareholdings |
| ⑥ Tax Expenses | ✓ Effects of tax reform in the U.S.(+1.6 billion yen) |
| ⑦ MDF Share Transfer | ✓ Gains on sales of MDF shares |
| ⑧ Deconsolidation of MDF | ✓ Effect of MDF deconsolidation |

Divisional Earnings : gross profit (prior to allocation of financial expenses) plus equity-method earnings and dividend income of each division

(billion yen)



| | Increase/decrease | Main factor | Divisions and Businesses Involved |
|-----------------------------|-------------------|--|---|
| Domestic/overseas customers | +2.6 | Domestic operations stressed profitability, while overseas, efforts in Asia & the U.S. focused on growth | Departments and subsidiaries in Japan responsible for domestic customers, and overseas bases responsible for overseas customers |
| Logistics | +2.4 | Increase in lease revenues from containers and freight cars | Logistics Business Department, Ship Finance Department, Automotive Business Department, BIL, MULR, MAL, other |
| Real estate | +1.9 | Increased revenue from sales and leases | Real Estate Business Department, MULP, MURI, DAF, Miyuki Building, other |
| Healthcare | +0.2 | Revenue growth from group companies | Healthcare Business Department, Japan Medical Lease, other |
| Infrastructure & Investment | +0.1 | Increase in equity-method earnings from submarine power transmission business in Germany, etc. | Infrastructure Business Department, Strategic Investment Department, JII, invested businesses |
| Aviation | -3.3 | Slippage of aircraft sales into another quarter | Aviation Business Department, JSA, ELF |
| Environment & Energy | -0.1 | Non-recurrence of assets sales in the same quarter last fiscal year | Environment & Energy Business Department, MEI, Solar Energy SPC, others |

| | | Domestic/overseas customers | Logistics | Real estate | Healthcare | Infrastructure & Investment | Aviation | Environment & Energy | Consolidated adjustment | MDF | Consolidated total |
|---|-------------|-----------------------------|-----------|-------------|------------|-----------------------------|----------|----------------------|-------------------------|-----|--------------------|
| 1 | FY3/2019 2Q | 39.8 | 7.7 | 16.3 | 2.2 | 1.3 | 31.6 | 3.0 | 0.1 | - | 102.2 |
| 2 | FY3/2018 2Q | 37.1 | 5.2 | 14.3 | 1.9 | 1.1 | 34.9 | 3.2 | 0.0 | 5.0 | 103.1 |

(billion yen)

| <By Transaction Type> | | FY3/2019 2Q | YOY Change (%) | FY3/2018 2Q |
|-----------------------|---------------------------------|----------------|-------------------|----------------|
| 1 | Leases | 413.0 | +15.0% | 359.1 |
| 2 | Finance Leases | 258.8 | +10.9% | 233.4 |
| 3 | Operating Leases | 154.1 | +22.6% | 125.6 |
| 4 | Installment Sales | 41.3 | -15.1% | 48.7 |
| 5 | Loans and Others | 334.0 | +5.5% | 316.6 |
| 6 | Factoring | 140.1 | +48.0% | 94.6 |
| 7 | Real Estate Finance | 47.4 | -5.9% | 50.4 |
| 8 | Others | 146.4 | -14.6% | 171.5 |
| 9 | Volumes of All New Transactions | 788.3 | +8.8% | 724.5 |

<Domestic/Overseas>

| | | | | |
|----|---------------------------------|-------|--------|-------|
| 10 | Domestic | 538.9 | +0.5% | 535.9 |
| 11 | Leases | 259.3 | +13.2% | 229.0 |
| 12 | Installment Sales | 41.3 | -15.1% | 48.7 |
| 13 | Loans and Others | 238.2 | -7.7% | 258.2 |
| 14 | Overseas | 249.4 | +32.3% | 188.5 |
| 15 | Customer Finance | 139.0 | +50.4% | 92.4 |
| 16 | Global Assets | 110.3 | +14.9% | 96.0 |
| 17 | Volume of All News Transactions | 788.3 | +8.8% | 724.5 |

(billion yen)

| <By Transaction Type> | | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q | Change from FY3/2018 (%) |
|-----------------------|------------------------|----------|----------|----------|----------|----------------|--------------------------------|
| 1 | Leases | 2,925.8 | 3,040.8 | 3,272.0 | 3,269.6 | 3,349.2 | +2.4% |
| 2 | Finance Leases | 1,447.6 | 1,480.3 | 1,514.7 | 1,543.9 | 1,562.9 | +1.2% |
| 3 | Operating Leases | 1,478.2 | 1,560.4 | 1,757.2 | 1,725.7 | 1,786.3 | +3.5% |
| 4 | Installment Sales | 234.0 | 245.8 | 252.9 | 255.5 | 249.5 | -2.4% |
| 5 | Loans and Others | 1,381.0 | 1,339.7 | 1,351.6 | 1,384.0 | 1,181.4 | -14.6% |
| 6 | Total Operating Assets | 4,540.9 | 4,626.4 | 4,876.5 | 4,909.2 | 4,780.2 | -2.6% |
| <Domestic/Overseas> | | | | | | | |
| 7 | Domestic | 3,118.1 | 3,147.4 | 3,208.5 | 3,260.1 | 3,084.2 | -5.4% |
| 8 | Leases | 1,752.9 | 1,814.5 | 1,855.9 | 1,852.1 | 1,893.3 | +2.2% |
| 9 | Installment Sales | 234.0 | 245.8 | 252.9 | 255.5 | 249.5 | -2.4% |
| 10 | Loans and Others | 1,130.9 | 1,086.9 | 1,099.6 | 1,152.5 | 941.3 | -18.3% |
| 11 | Overseas | 1,422.8 | 1,479.0 | 1,668.0 | 1,649.0 | 1,696.0 | +2.8% |
| 12 | Customer Finance | 245.4 | 226.5 | 258.1 | 310.2 | 322.9 | +4.1% |
| 13 | Global Assets | 1,177.4 | 1,252.5 | 1,409.9 | 1,338.8 | 1,373.1 | +2.6% |
| 14 | Total Operating Assets | 4,540.9 | 4,626.4 | 4,876.5 | 4,909.2 | 4,780.2 | -2.6% |

✓ Credit costs trended lower than initial forecast

| | | | | | | (billion yen) | | |
|--------------------|-----------------------|----------|----------|----------|----------|----------------|----------------|---------------|
| <MUL/Subsidiaries> | | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2018 2Q | FY3/2019 2Q | YOY Change |
| 1 | MUL | -2.8 | 2.6 | -2.9 | -0.0 | -1.1 | 0.1 | +1.3 |
| 2 | Domestic Subsidiaries | 0.1 | 2.3 | 0.4 | 1.5 | 0.4 | -0.0 | -0.4 |
| 3 | Overseas Subsidiaries | 1.9 | 4.5 | 2.1 | 0.9 | -0.6 | 0.5 | +1.2 |
| 4 | Total Net Credit Cost | -0.8 | 9.4 | -0.4 | 2.4 | -1.3 | 0.7 | (*) +2.0 |
| <Specific/General> | | | | | | | | |
| 5 | Specific Provision | 1.7 | 9.5 | 0.0 | 2.1 | -0.9 | 1.8 | +2.7 |
| 6 | Real Estate Sector | -1.6 | 2.9 | -0.6 | 0.7 | -0.3 | -0.3 | 0.0 |
| 7 | Manufacturing Sector | 0.8 | -0.1 | -0.1 | 0.4 | -0.4 | 0.4 | +0.8 |
| 8 | Transportation Sector | 0.7 | 3.1 | 1.6 | 0.7 | -0.4 | -0.4 | 0.0 |
| 9 | Others | 1.8 | 3.6 | -0.9 | 0.3 | 0.2 | 2.2 | +2.0 |
| 10 | General Provision | -2.5 | -0.1 | -0.4 | 0.2 | -0.4 | -1.1 | -0.7 |
| 11 | Total Net Credit Cost | -0.8 | 9.4 | -0.4 | 2.4 | -1.3 | 0.7 | (*) +2.0 |

*The difference with the credit item referred to on p. 4 (2.2 billion yen) is the amount of the MDF impact.

- ✓ Issued corporate bonds for individual investors for the first time to further promote funding diversification
- ✓ Increase in US\$ denominated corporate bonds accompanying ongoing growth in overseas business

(billion yen)

| | | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q | Change from FY3/2018 (%) |
|----|-----------------------------------|----------|----------|----------|----------|----------------|-----------------------------|
| 1 | Borrowing | 2,218.0 | 2,169.4 | 2,395.1 | 2,444.7 | 2,388.9 | -2.3% |
| 2 | Yen | 1,430.9 | 1,418.9 | 1,449.4 | 1,470.6 | 1,371.9 | -6.7% |
| 3 | Foreign Currency | 787.1 | 750.4 | 945.7 | 974.1 | 1,017.0 | +4.4% |
| 4 | CP (Commercial Paper) | 830.0 | 853.6 | 835.9 | 807.4 | 756.7 | -6.3% |
| 5 | Securitization | 173.5 | 168.8 | 137.4 | 165.8 | 96.7 | -41.7% |
| 6 | Corporate Bonds | 688.7 | 716.8 | 773.5 | 833.7 | 964.2 | +15.7% |
| 7 | Yen | 397.5 | 385.0 | 452.0 | 496.0 | 547.8 | +10.4% |
| 8 | Foreign Currency | 291.2 | 331.8 | 321.5 | 337.7 | 416.4 | +23.3% |
| 9 | Total Funding | 3,910.3 | 3,908.7 | 4,142.0 | 4,251.7 | 4,206.5 | -1.1% |
| 10 | Direct Funding Ratio *1 | 43.3% | 44.5% | 42.2% | 42.5% | 43.2% | +0.7P |
| 11 | Foreign Currency Funding Ratio *2 | 27.6% | 27.7% | 30.6% | 30.9% | 34.1% | +3.2P |

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

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

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(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.

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| | | |
|----------------------|---|--|
| 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 | Breakthrough for the Next Decade | | |
|---|---------------------------------|---|--|--------------------|
| | 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 |

◆ Outstanding balance of solar-related projects (*1)

(billion yen)

| | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|-------------------|----------|----------|----------|----------|--------------|
| Total balance | 142.7 | 176.0 | 215.8 | 270.3 | 261.1 |
| Lease | 115.7 | 134.1 | 138.9 | 152.8 | 150.3 |
| Debt | 20.2 | 25.8 | 37.3 | 49.5 | 44.8 |
| Equity | 6.8 | 16.1 | 39.5 | 67.9 | 66.0 |
| Equity ratio (*2) | 4.8% | 9.1% | 18.3% | 25.1% | 25.3% |

*1: Management calculated combined total for MUL and MUL Energy Investment (MEI)

*2: Equity ratio means the ratio combined for MUL and MEI as a proportion of the total equity balance

◆ Breakdown of contracted investment projects

(balance in billion yen)

| | FY3/2018 | FY3/2019 2Q | FY3/2023(*1) |
|--|----------|-------------|--------------|
| Balance of investments | 49.0 | 54.7 | 104.0 |
| Number of projects that have come into operation | 88 | 93 | 119 |
| Power generation output wattage (*2) | 656MW | 771MW | 1,462MW |

Participating in woody biomass electric power plant project

The project is to build and operate a single fuel firing biomass power plant with a power output of 54,500 kW in Yonago-shi, Tottori Prefecture. Mitsubishi UFJ Lease and Tokyu Land Corporation, through a wholly-owned subsidiary, will jointly take charge of asset management.

*1: Balance of investments as of September 30, 2018 including contracts that have not been executed

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

◆ Outstanding balance of domestic projects (*1)

(billion yen)

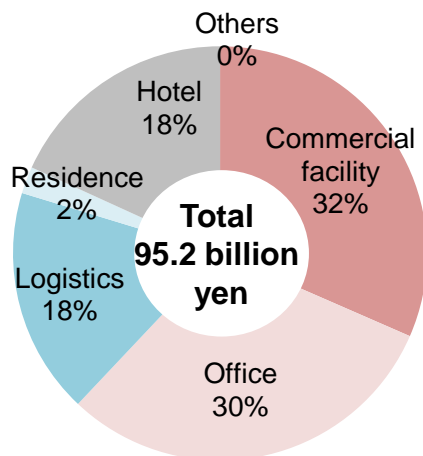
| | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|-------------------|----------|----------|----------|----------|--------------|
| Total balance | 176.1 | 129.0 | 156.6 | 167.1 | 175.3 |
| Debt | 125.0 | 92.6 | 90.5 | 81.7 | 80.1 |
| Equity | 51.1 | 36.3 | 66.1 | 85.4 | 95.2 |
| Equity ratio (*2) | 29.0% | 28.2% | 42.2% | 51.1% | 54.3% |

*1: Combined total of loans and investments for MUL and MUL Realty Investment (MURI) domestic projects

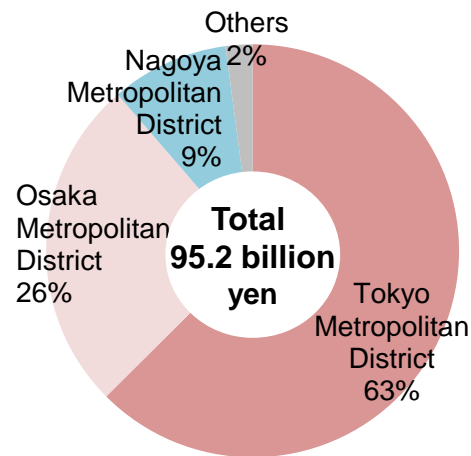
*2: Equity ratio means the ratio combined for MUL and MURI as a proportion of the total equity balance

◆ Equity balance ratios (as of September 30, 2018)

1. Balance ratio by asset type



2. Balance ratio by region



Took stake in logistics asset management company

We took a stake in Center Point Development (CPD), an asset management company specializing in logistics infrastructure, and will make it an equity-method affiliate. Together with a real estate investment company, CPD and MUL will structure an investment program focusing on logistics facilities.



MUL and CPD invested in this logistics warehouse (CPD Matsudo I)

◆ Outstanding balance of aircraft-related operating assets

(billion yen)

| | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|---------------|----------|----------|----------|----------|--------------|
| Total balance | 816.8 | 858.0 | 996.4 | 938.9 | 956.0 |

◆ Number of aircraft owned

| | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|--------------------|----------|----------|----------|----------|-------------|
| Number of aircraft | 126 | 125 | 143 | 143 | 148 |
| (+) *number | | 19 | 36 | 18 | 7 |
| (-) *number | | 20 | 18 | 18 | 2 |

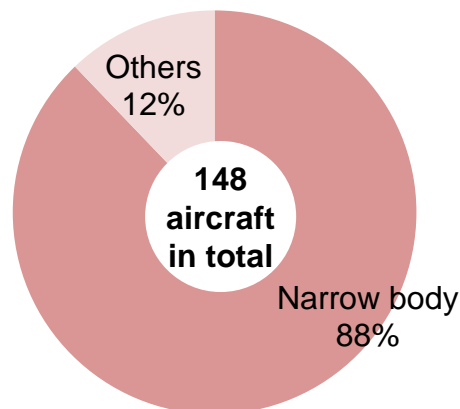
◆ Number of aircraft engines owned

* After adjusting for consolidation

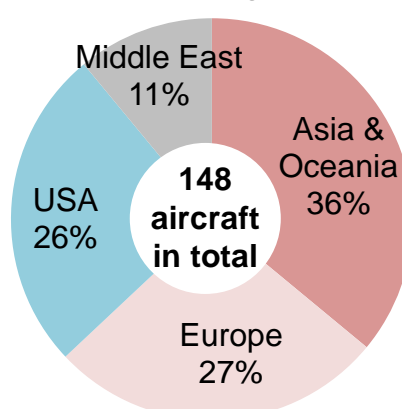
| | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|----------------------------|----------|----------|----------|----------|-------------|
| Number of aircraft engines | 259 | 286 | 286 | 276 | 282 |

◆ Breakdown of aircraft held (as of September 30, 2018)

1. Type of aircraft held



2. By region



Order for 30 of Boeing's
newest cutting-edge aircraft

Jackson Square Aviation places an order for 30 737 MAX8 airplanes in a direct purchase from Boeing. The planes are scheduled for delivery between 2023 and 2025.



© Boeing

Logistics

◆ Outstanding balance of
Logistics Business operating assets (billion yen)

| FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|----------|----------|----------|----------|----------------|
| 360.6 | 394.5 | 413.4 | 399.8 | 417.0 |

◆ Number of railway/freight cars owned

| FY3/2015 | FY3/2016 | FY3/2017 | FY/2018 | FY3/2019 2Q |
|----------|----------|----------|---------|----------------|
| 2,435 | 3,871 | 4,533 | 6,615 | 8,712 |

◆ Number of marine containers owned

| FY3/2015 | FY/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|----------|---------|----------|----------|----------------|
| 345,000 | 514,000 | 658,000 | 746,000 | 798,000 |

Logistics

Vessel, marine container and
railway/freight car

Acquired equity stake in UK water company (Infrastructure & Investment)

Acquired a 19.9% equity stake in South
Staffordshire Plc (SS below), a UK water
company.

Seedy Mill
water
purification
plant owned
and operated
by SS



Clinic mall opens in Daito, Osaka (Healthcare)

MUL's group company, Japan Medical Lease opened a
healthcare mall in Daito City's Minamitsunobe this
October, and is attracting tenants in internal medicine,
orthopedic surgery, dermatology, ophthalmology,
otorhinolaryngology, pediatrics, and urology.

Minamitsunobe Clinic
Mall (on site of
Bandai Supermarket)



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(billion yen)

| <By Transaction Type> | | FY3/2019 2Q | YOY Change | YOY Change (%) | FY3/2018 2Q |
|-----------------------|-------------------------------------|----------------|------------|-------------------|----------------|
| 1 | Leases | 413.0 | +53.8 | +15.0% | 359.1 |
| 2 | IT / Office Equipment | 70.4 | +11.4 | +19.3% | 59.0 |
| 3 | Industrial Machinery | 51.7 | -5.4 | -9.5% | 57.2 |
| 4 | Civil Eng. & Construction Machinery | 18.7 | -0.6 | -3.3% | 19.4 |
| 5 | Transportation Equipment | 122.2 | +21.7 | +21.6% | 100.4 |
| 6 | Medical Equipment | 26.4 | -0.1 | -0.6% | 26.6 |
| 7 | Commercial & Service Equipment | 35.8 | +1.7 | +5.2% | 34.1 |
| 8 | Others | 87.4 | +25.1 | +40.4% | 62.2 |
| 9 | Installment Sales | 41.3 | -7.3 | -15.1% | 48.7 |
| 10 | IT / Office Equipment | 1.2 | +0.2 | +20.1% | 1.0 |
| 11 | Industrial Machinery | 5.1 | -0.2 | -4.8% | 5.4 |
| 12 | Civil Eng. & Construction Machinery | 16.1 | +0.5 | +3.4% | 15.6 |
| 13 | Transportation Equipment | 2.5 | +0.0 | +0.9% | 2.5 |
| 14 | Medical Equipment | 4.4 | +0.2 | +6.2% | 4.1 |
| 15 | Commercial & Service Equipment | 4.8 | -6.2 | -56.4% | 11.1 |
| 16 | Others | 6.8 | -1.8 | -20.9% | 8.7 |
| 17 | Loans and Others | 334.0 | +17.3 | +5.5% | 316.6 |
| 18 | Factoring | 140.1 | +45.4 | +48.0% | 94.6 |
| 19 | Real Estate Finance | 47.4 | -2.9 | -5.9% | 50.4 |
| 20 | Others | 146.4 | -25.0 | -14.6% | 171.5 |
| 21 | Volume of All New Transactions | 788.3 | +63.8 | +8.8% | 724.5 |

(million yen)

| | | FY3/2015 2Q | FY3/2016 2Q | FY3/2017 2Q | FY3/2018 2Q | FY3/2019 2Q |
|----|-------------------------------|-------------|-------------|-------------|-------------|----------------|
| | | 14/4–14/9 | 15/4–15/9 | 16/4–16/9 | 17/4–17/9 | 18/4–18/9 |
| 1 | Total Revenue | 368,040 | 403,832 | 403,766 | 433,510 | 420,254 |
| | | +3.5% | +9.7% | -0.0% | +7.4% | -3.1% |
| 2 | Leases | 298,749 | 332,186 | 331,537 | 354,996 | 343,376 |
| | | +3.4% | +11.2% | -0.2% | +7.1% | -3.3% |
| 3 | Installment Sales | 42,276 | 42,060 | 46,017 | 47,185 | 45,462 |
| | | +3.3% | -0.5% | +9.4% | +2.5% | -3.7% |
| 4 | Loans | 17,382 | 17,249 | 16,699 | 17,282 | 14,128 |
| | | +0.1% | -0.8% | -3.2% | +3.5% | -18.2% |
| 5 | Others | 9,630 | 12,335 | 9,513 | 14,047 | 17,287 |
| | | +12.4% | +28.1% | -22.9% | +47.7% | +23.1% |
| 6 | Cost of Revenue | 303,307 | 323,759 | 328,257 | 354,339 | 344,032 |
| | | +3.7% | +6.7% | +1.4% | +7.9% | -2.9% |
| 7 | COR / Revenue | 82.4% | 80.2% | 81.3% | 81.7% | 81.9% |
| | | +0.2P | -2.2P | +1.1P | +0.4P | +0.2P |
| 8 | Leases, COR | 245,812 | 261,306 | 264,033 | 283,255 | 270,057 |
| | | +3.3% | +6.3% | +1.0% | +7.3% | -4.7% |
| 9 | Installment Sales, COR | 38,674 | 38,732 | 42,775 | 44,000 | 42,304 |
| | | +3.8% | +0.2% | +10.4% | +2.9% | -3.9% |
| 10 | Financial Expenses | 13,224 | 19,199 | 17,146 | 21,071 | 22,553 |
| | | +7.1% | +45.2% | -10.7% | +22.9% | +7.0% |
| 11 | Others, COR | 5,595 | 4,520 | 4,302 | 6,011 | 9,117 |
| | | +12.4% | -19.2% | -4.8% | +39.7% | +51.7% |
| 12 | Gross Profit | 64,732 | 80,072 | 75,508 | 79,171 | 76,221 |
| | | +2.5% | +23.7% | -5.7% | +4.9% | -3.7% |
| 13 | Gross Profit / Revenue | 17.6% | 19.8% | 18.7% | 18.3% | 18.1% |
| | | -0.2P | +2.2P | -1.1P | -0.4P | -0.2P |

* The bottom percentage figures with P (point) show year-on-year percentage change

(million yen)

| | | FY3/2015 2Q | FY3/2016 2Q | FY3/2017 2Q | FY3/2018 2Q | FY3/2019 2Q |
|----|---|-------------|-------------|-------------|-------------|------------------|
| | | 14/4–14/9 | 15/4–15/9 | 16/4–16/9 | 17/4–17/9 | 18/4–18/9 |
| 14 | Number of Employees | 2,628 | 2,825 | 2,938 | 3,102 | 3,010 |
| 15 | GP per Employee (Annualized... × 2) | 49.3 | 56.7 | 51.4 | 51.0 | 50.6 |
| | | -4.9% | +15.1% | -9.3% | -0.7% | -0.8% |
| 16 | SG&A Expenses | 30,204 | 34,649 | 33,304 | 36,092 | 37,125 |
| | | -4.0% | +14.7% | -3.9% | +8.4% | +2.9% |
| 17 | Personnel Expenses | 13,589 | 15,867 | 16,436 | 17,843 | 18,089 |
| | | +4.1% | +16.8% | +3.6% | +8.6% | +1.4% |
| 18 | Non-Personnel Expense | 15,380 | 17,405 | 16,313 | 17,567 | 17,467 |
| | | +4.5% | +13.2% | -6.3% | +7.7% | -0.6% |
| 19 | Allowance | 1,234 | 1,375 | 554 | 681 | 1,567 |
| | | -66.4% | +11.5% | -59.7% | +22.7% | +130.2% |
| 20 | Overhead Ratio (Overhead expenses divided by GP) | 44.8% | 41.6% | 43.4% | 44.7% | 46.7% |
| | | +0.8P | -3.2P | +1.8P | +1.4P | +2.0P |
| 21 | Operating Income | 34,528 | 45,423 | 42,204 | 43,078 | 39,096 |
| | | +8.8% | +31.6% | -7.1% | +2.1% | -9.2% |
| 22 | Operating Income/Revenue | 9.4% | 11.2% | 10.5% | 9.9% | 9.3% |
| | | +0.5P | +1.8P | -0.7P | -0.6P | -0.6P |
| 23 | Recurring Income | 37,357 | 47,961 | 44,327 | 47,012 | 41,963 |
| | | +5.7% | +28.4% | -7.6% | +6.1% | -10.7% |
| 24 | Extraordinary Income | 805 | 98 | 3,122 | 2,673 | 6,937 |
| | | +861.6% | -87.8% | +3,068.9% | -14.4% | +159.5% |
| 25 | Extraordinary Cost | 4 | - | 10 | 20 | 855 |
| | | +1.6% | - | - | +106.3% | +3,983.3% |
| 26 | Net Income Attributable to Parent Company Shareholders | 22,523 | 28,930 | 29,173 | 31,682 | 32,757 |
| | | +7.8% | +28.4% | +0.8% | +8.6% | +3.4% |

* The bottom percentage figures with P (point) show year-on-year percentage change

(million yen)

| | | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|----|---------------------------------------|-----------|-----------|-----------|-----------|------------------|
| 1 | Total Equity | 621,344 | 642,366 | 686,378 | 731,124 | 762,184 |
| | | +16.3% | +3.4% | +6.9% | +6.5% | +4.2% |
| 2 | Total Assets | 5,035,676 | 5,121,253 | 5,388,844 | 5,552,712 | 5,495,100 |
| | | +12.0% | +1.7% | +5.2% | +3.0% | -1.0% |
| 3 | Operating Assets | 4,540,920 | 4,626,455 | 4,876,553 | 4,909,279 | 4,780,248 |
| | | +13.0% | +1.9% | +5.4% | +0.7% | -2.6% |
| 4 | Leases | 2,925,880 | 3,040,849 | 3,272,018 | 3,269,679 | 3,349,264 |
| | | +24.1% | +3.9% | +7.6% | -0.1% | +2.4% |
| 5 | Installment Sales | 234,023 | 245,882 | 252,907 | 255,553 | 249,512 |
| | | +2.9% | +5.1% | +2.9% | +1.0% | -2.4% |
| 6 | Loans | 1,257,593 | 1,241,831 | 1,245,555 | 1,233,218 | 1,006,340 |
| | | -2.4% | -1.3% | +0.3% | -1.0% | -18.4% |
| 7 | Others | 123,423 | 97,892 | 106,072 | 150,827 | 175,131 |
| | | -14.3% | -20.7% | +8.4% | +42.2% | +16.1% |
| 8 | Impaired Assets | 33,434 | 27,921 | 34,144 | 34,892 | 35,389 |
| | | +0.6% | -16.5% | +22.3% | +2.2% | +1.4% |
| 9 | Allowance | 14,134 | 16,302 | 16,365 | 15,658 | 16,337 |
| 10 | Net Balance of Impaired Assets | 19,300 | 11,618 | 17,779 | 19,234 | 19,051 |
| | | -6.9% | -39.8% | +53.0% | +8.2% | -1.0% |

* The bottom percentage figures with P (point) show percentage change from end-FY3/2018

(million yen)

| | | FY3/2015 | FY3/2016 | FY3/2017 | FY3/2018 | FY3/2019 2Q |
|----|---------------------------------------|-----------|-----------|-----------|-----------|------------------|
| 11 | Equity Ratio | 11.8% | 12.0% | 12.2% | 12.7% | 13.4% |
| | | +0.4P | +0.2P | +0.2P | +0.5P | +0.7P |
| 12 | ROE | 8.0% | 9.0% | 8.4% | 9.3% | - |
| | | +0.1P | +1.0P | -0.6P | +0.9P | - |
| 13 | ROA | 0.9% | 1.1% | 1.0% | 1.2% | - |
| | | +0.0P | +0.2P | -0.1P | +0.2P | - |
| 14 | Total Funding | 3,910,324 | 3,908,736 | 4,142,073 | 4,251,769 | 4,206,593 |
| | | +12.2% | -0.0% | +6.0% | +2.6% | -1.1% |
| 15 | Indirect Funding | 2,218,009 | 2,169,456 | 2,395,158 | 2,444,766 | 2,388,906 |
| | | +13.6% | -2.2% | +10.4% | +2.1% | -2.3% |
| 16 | Direct Funding | 1,692,314 | 1,739,279 | 1,746,914 | 1,807,002 | 1,817,687 |
| | | +10.5% | +2.8% | +0.4% | +3.4% | +0.6% |
| 17 | CP | 830,000 | 853,600 | 835,900 | 807,400 | 756,700 |
| | | +8.9% | +2.8% | -2.1% | -3.4% | -6.3% |
| 18 | Securitization (Lease Receivables) | 173,539 | 168,869 | 137,484 | 165,897 | 96,779 |
| | | +5.6% | -2.7% | -18.6% | +20.7% | -41.7% |
| 19 | Corporate Bonds | 688,774 | 716,809 | 773,530 | 833,705 | 964,207 |
| | | +13.9% | +4.1% | +7.9% | +7.8% | +15.7% |
| 20 | Direct Funding Ratio | 43.3% | 44.5% | 42.2% | 42.5% | 43.2% |
| | | -0.7P | +1.2P | -2.3P | +0.3P | +0.7P |

* The bottom percentage figures with P (point) show percentage change from end-FY3/2018

(million yen)

| FY3/2019 2Q | Mitsubishi UFJ Lease & Finance (Parent) | | Japan Medical Lease MUL's Share : 100% | | DFL Lease MUL's Share : 80% | |
|------------------|--|-------------------------|---|-------------------------|--------------------------------|-------------------------|
| | Amount | YOY Change | Amount | YOY Change | Amount | YOY Change |
| Revenue | 232,521 | -1.1% | 18,502 | +0.5% | 11,065 | +5.0% |
| Gross Profit | 32,111 | -1.8% | 1,541 | +4.5% | 926 | +6.7% |
| Operating Income | 13,996 | -14.5% | 656 | +73.3% | 426 | +6.0% |
| Recurring Income | 18,367 | +27.5% | 717 | +76.0% | 441 | +7.7% |
| Net Income | 18,136 | +64.7% | 464 | +77.9% | 314 | +11.2% |
| | | | | | | |
| FY3/2019 2Q | Amount | Change from FY3/2018 | Amount | Change from FY3/2018 | Amount | Change from FY3/2018 |
| Operating Assets | 2,998,355 | +1.3% | 98,955 | +0.6% | 68,955 | +2.4% |
| Total Assets | 4,071,852 | +3.1% | 101,675 | +1.2% | 70,810 | +2.2% |
| Total Equity | 475,503 | -1.3% | 14,934 | +3.2% | 14,360 | +21.4% |

(million yen)

| FY3/2019 2Q | 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 | 14,245 | -5.3% | 5,730 | +0.1% | 10,829 | +28.6% |
| Gross Profit | 1,043 | -2.1% | 423 | -14.2% | 1,229 | +46.2% |
| Operating Income | 369 | -7.6% | 41 | -70.7% | 609 | +65.3% |
| Recurring Income | 386 | -5.5% | 64 | -61.1% | 716 | +88.8% |
| Net Income | 230 | -10.1% | 40 | -63.4% | 523 | +102.1% |
| | | | | | | |
| FY3/2019 2Q | Amount | Change from FY3/2018 | Amount | Change from FY3/2018 | Amount | Change from FY3/2018 |
| Operating Assets | 89,175 | -1.7% | 30,124 | -3.9% | 66,413 | +5.7% |
| Total Assets | 94,658 | -1.9% | 31,067 | -4.0% | 69,337 | +6.4% |
| Total Equity | 9,447 | +2.4% | 12,188 | +0.3% | 13,863 | +4.0% |

(million yen)

| FY3/2019 2Q | Shutoken Leasing MUL's Share : 71% | | Chukyo General Lease MUL's Share : 70% | | DRS MUL's Share : 100% | |
|------------------|---------------------------------------|-------------------------|---|-------------------------|---------------------------|-------------------------|
| | Amount | YOY Change | Amount | YOY Change | Amount | YOY Change |
| Revenue | 16,108 | +6.6% | 3,350 | -4.1% | 12,949 | -0.9% |
| Gross Profit | 1,900 | +0.6% | 249 | -10.5% | 1,393 | +23.2% |
| Operating Income | 907 | -1.3% | 92 | +151.5% | 523 | +105.7% |
| Recurring Income | 972 | +1.3% | 115 | +134.6% | 526 | +107.7% |
| Net Income | 670 | +1.8% | 76 | +135.4% | 362 | +111.3% |
| | | | | | | |
| FY3/2019 2Q | Amount | Change from FY3/2018 | Amount | Change from FY3/2018 | Amount | Change from FY3/2018 |
| Operating Assets | 143,104 | +0.7% | 16,423 | -3.5% | 48,887 | +0.2% |
| Total Assets | 151,040 | +0.5% | 17,236 | -4.1% | 51,524 | -0.0% |
| Total Equity | 18,492 | +10.7% | 5,971 | +1.1% | 7,020 | +5.4% |

(million yen)

| FY3/2019 2Q | 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 |
| Revenue | 4,107 | +9.6% | 3,797 | +10.3% | 11,482 | -49.7% |
| Gross Profit | 2,445 | +6.6% | 2,142 | +16.3% | 2,476 | +56.2% |
| Operating Income | 1,543 | +3.9% | 1,856 | +18.0% | 1,803 | +76.2% |
| Recurring Income | 1,595 | +4.4% | 1,696 | +18.4% | 1,833 | +73.6% |
| Net Income | 1,102 | +4.8% | 1,114 | +18.8% | 1,259 | +72.2% |
| | | | | | | |
| FY3/2019 2Q | Amount | Change from FY3/2018 | Amount | Change from FY3/2018 | Amount | Change from FY3/2018 |
| Operating Assets | 225,385 | +3.6% | 65,715 | -0.7% | 133,945 | +16.0% |
| Total Assets | 227,848 | +3.6% | 69,188 | +0.8% | 195,750 | +13.4% |
| Total Equity | 33,484 | +3.4% | 28,799 | +3.9% | 14,424 | +9.6% |

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Mitsubishi UFJ Lease & Finance

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