

# **FY3-2013 3<sup>rd</sup> Quarter Results**

**(Tokyo Stock Exchange / Nagoya Stock Exchange : 8593)**

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# Index

1. Financial Summary FY3/2013-3Q (Consolidated)	3
2. Trend of Financial Performance (Consolidated)	4
(1) Profit and Loss Statement	4
(2) Balance Sheet	5
3. Overview of Principal Consolidated Companies	6
4. New Transactions	8
5. Funding	10
6. Net Credit Cost	10
7. Forecast for FY3/2013	11

*Mitsubishi UFJ Lease & Finance's statements contained in this material of their current expectations are forward-looking statements subject to significant risks and uncertainties, and actual results may differ materially. Factors that could cause actual results to differ materially include, but are not limited to, changes in overall economic conditions, changes in market rates of interest and the effect of new legislation or government directives.*

## 1. Financial Summary FY3/2013-3Q (Consolidated)

(billion yen)

	<b>FY3/2013 3Q</b>	YOY Change	FY3/2012 3Q
Operating Revenues	<b>522.1</b>	- 3.6%	541.7
Gross Profit	<b>91.9</b>	+ 5.5%	87.1
Operating Profit	<b>47.2</b>	+ 2.8%	45.9
Recurring Profit	<b>49.9</b>	+ 2.8%	48.5
Net Profit	<b>29.3</b>	+ 12.3%	26.1
New Transactions Volume	<b>934.0</b>	+ 2.1%	915.1

(billion yen)

	<b>FY3/2013 3Q</b>	Change From FY3/2012	FY3/2012
Net Asset	<b>451.2</b>	+ 7.2%	420.8
Total Asset	<b>3,735.0</b>	+ 1.4%	3,682.2

In FY3/2013-3Q, Operating Revenues were decreased by 3.6% to 522.1bil yen.

In FY3/2013-3Q, capital gain in relation to the private equity business was realized. Additionally, as a result of continuous effort for low cost and stable funding, Gross Profit was increased by 5.5% to 91.9bil yen, Operating Profit was increased by 2.8% to 47.2bil yen, Recurring Profit was increased by 2.8% to 49.9bil yen and Net Profit was increased by 12.3% to 29.3bil yen.

New transactions volume was increased by 2.1% by way of promoting business activity to meet various customers needs.

Net Asset was increased by 7.2 % to 451.2bil yen and Total Asset was increased by 1.4% to 3,735.0bil yen.

## 2. Trend of Financial Performance (Consolidated)

### (1) Profit & Loss Statement

		million yen				
		Consolidated				
		FY3/09-3Q	FY3/10-3Q	FY3/11-3Q	FY3/12-3Q	FY3/13-3Q
		08/4~08/12	09/4~09/12	10/4~10/12	11/4~11/12	12/4~12/12
1	<b>Operating Revenues</b>	623,864	558,419	546,669	541,735	<b>522,165</b>
	Changes	+61.7%	-10.5%	-2.1%	-0.9%	<b>-3.6%</b>
2	Leases	467,232	420,102	421,421	418,006	<b>408,834</b>
	Changes	+73.6%	-10.1%	+0.3%	-0.8%	<b>-2.2%</b>
3	Installment Sales	107,520	90,286	76,444	70,101	<b>63,809</b>
	Changes	+19.2%	-16.0%	-15.3%	-8.3%	<b>-9.0%</b>
4	Loans	28,661	29,326	28,056	26,728	<b>26,101</b>
	Changes	+103.3%	+2.3%	-4.3%	-4.7%	<b>-2.3%</b>
5	Others	20,449	18,703	20,747	26,898	<b>23,419</b>
	Changes	+64.6%	-8.5%	+10.9%	+29.6%	<b>-12.9%</b>
6	<b>Cost of Revenues</b>	544,034	476,676	456,834	454,597	<b>430,258</b>
	Changes	+58.0%	-12.4%	-4.2%	-0.5%	<b>-5.4%</b>
7	<b>COR / Revenues</b>	87.2%	85.4%	83.6%	83.9%	<b>82.4%</b>
	Changes	-2.1P	-1.8P	-1.8P	+0.3P	<b>-1.5P</b>
8	Leases, COR	410,875	364,156	359,941	358,961	<b>349,490</b>
	Changes	+70.6%	-11.4%	-1.2%	-0.3%	<b>-2.6%</b>
9	Installment Sales, COR	99,796	82,816	69,615	63,701	<b>57,878</b>
	Changes	+17.5%	-17.0%	-15.9%	-8.5%	<b>-9.1%</b>
10	Financial expenses	25,780	20,921	15,823	13,464	<b>12,972</b>
	Changes	+162.9%	-18.8%	-24.4%	-14.9%	<b>-3.7%</b>
11	Others, COR	7,581	8,781	11,453	18,469	<b>9,916</b>
	Changes	-13.0%	+15.8%	+30.4%	+61.3%	<b>-46.3%</b>
12	<b>Gross Profit</b>	79,830	81,743	89,835	87,138	<b>91,906</b>
	Changes	+92.4%	+2.4%	+9.9%	-3.0%	<b>+5.5%</b>
13	<b>Gross Profit / Revenues</b>	12.8%	14.6%	16.4%	16.1%	<b>17.6%</b>
	Changes	+2.0P	+1.8P	+1.8P	-0.3P	<b>+1.5P</b>
14	<b>SG&amp;A Expenses</b>	50,389	56,835	49,949	41,156	<b>44,653</b>
	Changes	+198.7%	+12.8%	-12.1%	-17.6%	<b>+8.5%</b>
15	Personnel Expenses	16,368	16,043	16,672	17,241	<b>17,580</b>
	Changes	+109.6%	-2.0%	+3.9%	+3.4%	<b>+2.0%</b>
16	Non-Personnel Expenses	17,574	17,568	18,121	18,788	<b>19,491</b>
	Changes	+117.3%	-0.0%	+3.1%	+3.7%	<b>+3.7%</b>
17	Expenses for Non-performing assets	16,446	23,224	15,155	5,126	<b>7,582</b>
	Changes	+1,590.2%	+41.2%	-34.7%	-66.2%	<b>+47.9%</b>
18	<b>Overhead Ratio</b> (Overhead expenses divided by GP)	42.5%	41.1%	38.7%	41.3%	<b>40.3%</b>
	Changes	+4.2P	-1.4P	-2.4P	+2.6P	<b>-1.0P</b>
19	<b>Operating Profit</b>	29,440	24,907	39,886	45,981	<b>47,253</b>
	Changes	+19.6%	-15.4%	+60.1%	+15.3%	<b>+2.8%</b>
20	<b>OP / Revenues</b>	4.7%	4.5%	7.3%	8.5%	<b>9.0%</b>
	Changes	-1.7P	-0.2P	+2.8P	+1.2P	<b>+0.5P</b>
21	<b>Recurring Profit</b>	29,382	25,489	41,318	48,579	<b>49,952</b>
	Changes	+16.8%	-13.2%	+62.1%	+17.6%	<b>+2.8%</b>
22	<b>Extraordinary Profit</b>	1,045	8,265	2,936	571	<b>250</b>
	Changes	-37.4%	+690.7%	-64.5%	-80.5%	<b>-56.2%</b>
23	<b>Extraordinary Cost</b>	8,746	1,189	2,431	465	<b>373</b>
	Changes	+18,912.9%	-86.4%	+104.5%	-80.9%	<b>-19.7%</b>
24	<b>Net Profit</b>	11,624	17,023	22,826	26,157	<b>29,374</b>
	Changes	-26.9%	+46.4%	+34.1%	+14.6%	<b>+12.3%</b>

## (2) Balance Sheet

million yen

		<b>Consolidated</b>				
		FY3/2009	FY3/2010	FY3/2011	FY3/2012	FY3/2013 3Q
1	<b>Net Assets</b>	342,633	366,891	389,802	420,864	<b>451,261</b>
	Changes	+122.1%	+7.1%	+6.2%	+8.0%	<b>+7.2%</b>
2	<b>Total Assets</b>	3,909,077	3,885,161	3,721,136	3,682,299	<b>3,735,065</b>
	Changes	+64.2%	-0.6%	-4.2%	-1.0%	<b>+1.4%</b>
3	<b>Operating Assets</b>	3,497,071	3,517,982	3,393,547	3,335,620	<b>3,334,362</b>
	Changes	+60.0%	+0.6%	-3.5%	-1.7%	<b>-0.0%</b>
4	Leases	1,565,325	1,677,155	1,673,572	1,667,454	<b>1,697,802</b>
	Changes	+90.8%	+7.1%	-0.2%	-0.4%	<b>+1.8%</b>
5	Installment Sales	368,467	297,051	242,147	222,433	<b>217,331</b>
	Changes	+27.9%	-19.4%	-18.5%	-8.1%	<b>-2.3%</b>
6	Loans	1,227,716	1,222,770	1,174,661	1,193,607	<b>1,205,952</b>
	Changes	+36.1%	-0.4%	-3.9%	+1.6%	<b>+1.0%</b>
7	Others	335,562	321,005	303,167	252,124	<b>213,275</b>
	Changes	+91.5%	-4.3%	-5.6%	-16.8%	<b>-15.4%</b>
8	<b>Impaired Assets</b>	47,983	46,351	40,921	49,451	<b>49,955</b>
	Changes	+972.5%	-3.4%	-11.7%	+20.8%	<b>+1.0%</b>
9	<b>Allowance</b>	3,694	8,487	9,335	15,533	<b>17,498</b>
10	<b>Net Balance of Impaired Assets</b>	44,288	37,863	31,586	33,918	<b>32,456</b>
	Changes	+1,190.8%	-14.5%	-16.6%	+7.4%	<b>-4.3%</b>
11	<b>Equity Ratio</b>	8.4%	9.1%	10.0%	10.9%	<b>11.6%</b>
	Changes	+2.2P	+0.7P	+0.9P	+0.8P	<b>+0.7P</b>
12	<b>Total Funding</b>	3,190,431	3,148,926	2,961,470	2,893,504	<b>2,935,821</b>
	Changes	+56.9%	-1.3%	-6.0%	-2.3%	<b>+1.5%</b>
13	Indirect Funding	1,842,291	1,740,993	1,614,526	1,631,959	<b>1,659,644</b>
	Changes	+56.5%	-5.5%	-7.3%	+1.1%	<b>+1.7%</b>
14	Direct Funding	1,348,139	1,407,932	1,346,944	1,261,545	<b>1,276,177</b>
	Changes	+57.4%	+4.4%	-4.3%	-6.3%	<b>+1.2%</b>
15	CP	892,900	872,400	866,000	719,300	<b>755,700</b>
	Changes	+61.7%	-2.3%	-0.7%	-16.9%	<b>+5.1%</b>
16	Securitization (Lease Receivables)	162,959	152,256	101,944	104,215	<b>114,622</b>
	Changes	+158.6%	-6.6%	-33.0%	+2.2%	<b>+10.0%</b>
17	Corporate Bond	292,280	383,276	379,000	438,030	<b>405,855</b>
	Changes	+21.2%	+31.1%	-1.1%	+15.6%	<b>-7.3%</b>
18	<b>Direct Funding Ratio</b>	42.3%	44.7%	45.5%	43.6%	<b>43.5%</b>
	Changes	+0.3P	+2.4P	+0.8P	-1.9P	<b>-0.1P</b>

### 3. Overview of Principal Consolidated Companies

million yen

	Mitsubishi UFJ Lease & Finance (Parent)		Japan Medical Lease MUL's Share: 100%		DFL Lease MUL's Share: 95%	
	Amounts	YOY Change	Amounts	YOY Change	Amounts	YOY Change
Revenues	346,994	-4.8%	26,915	+1.6%	13,286	-4.4%
Gross Profit	52,207	-8.6%	2,773	-3.6%	1,508	-6.6%
Operating Profit	25,655	-17.2%	1,389	-3.2%	952	-31.1%
Recurring Profit	26,605	-17.2%	1,548	+4.2%	985	-31.2%
Net Profit	15,648	-6.6%	926	+11.8%	624	-30.1%

	Amounts	Change from FY3/2012	Amounts	Change from FY3/2012	Amounts	Change from FY3/2012
Operating Asset	2,554,907	-1.5%	90,589	+0.4%	44,554	+0.7%
Total Asset	2,920,513	-0.2%	93,213	+0.3%	46,016	+0.8%
Net Asset	370,060	+4.4%	11,232	+9.0%	8,732	+7.7%

million yen

	Shinko Lease MUL's Share: 80%		Casio Lease MUL's Share: 80%		Hirogin Lease MUL's Share: 80%	
	Amounts	YOY Change	Amounts	YOY Change	Amounts	YOY Change
Revenues	19,357	-1.5%	9,291	-24.2%	14,078	-9.2%
Gross Profit	1,808	+1.9%	1,066	-18.4%	1,672	-7.9%
Operating Profit	801	+0.1%	561	-30.0%	1,177	-8.9%
Recurring Profit	841	-6.0%	603	-28.4%	1,273	-14.0%
Net Profit	491	+9.3%	366	-22.5%	760	-9.0%

	Amounts	Change from FY3/2012	Amounts	Change from FY3/2012	Amounts	Change from FY3/2012
Operating Asset	104,067	+3.0%	26,933	-10.1%	53,131	-0.3%
Total Asset	108,255	+3.2%	27,787	-10.2%	55,540	-0.8%
Net Asset	6,604	+7.1%	10,981	+3.5%	8,846	+9.7%

million yen

	Shutoken Leasing MUL's Share:76%		Chukyo General Lease MUL's Share:70%		MMC Diamond Finance MUL's Share:50%	
	Amounts	YOY Change	Amounts	YOY Change	Amounts	YOY Change
Revenues	18,612	+3.6%	5,401	-2.6%	14,930	+8.9%
Gross Profit	2,617	+0.3%	586	-9.7%	6,679	+11.5%
Operating Profit	1,156	-18.0%	408	+237.4%	1,911	+28.6%
Recurring Profit	1,282	-16.6%	445	+165.1%	2,144	+29.4%
Net Profit	783	-8.1%	274	+382.3%	1,277	+45.5%

	Amounts	Change from FY3/2012	Amounts	Change from FY3/2012	Amounts	Change from FY3/2012
Operating Asset	94,828	+0.5%	20,098	-1.1%	247,679	+5.9%
Total Asset	98,119	+0.9%	21,325	-1.7%	269,312	+7.2%
Net Asset	10,706	+7.5%	4,976	+5.7%	14,060	+10.0%

million yen

	Diamond Rental System MUL's Share:100%		Diamond Asset Finance MUL's Share:100%		Miyuki Building MUL's Share:98%	
	Amounts	YOY Change	Amounts	YOY Change	Amounts	YOY Change
Revenues	18,139	-1.3%	12,456	-37.7%	4,721	+1.1%
Gross Profit	1,784	-2.8%	3,744	+16.4%	2,641	+3.0%
Operating Profit	551	+3.4%	2,310	-18.9%	2,275	+4.8%
Recurring Profit	552	+5.8%	2,467	-17.9%	1,861	+5.7%
Net Profit	336	+13.2%	2,468	-16.2%	1,111	+10.3%

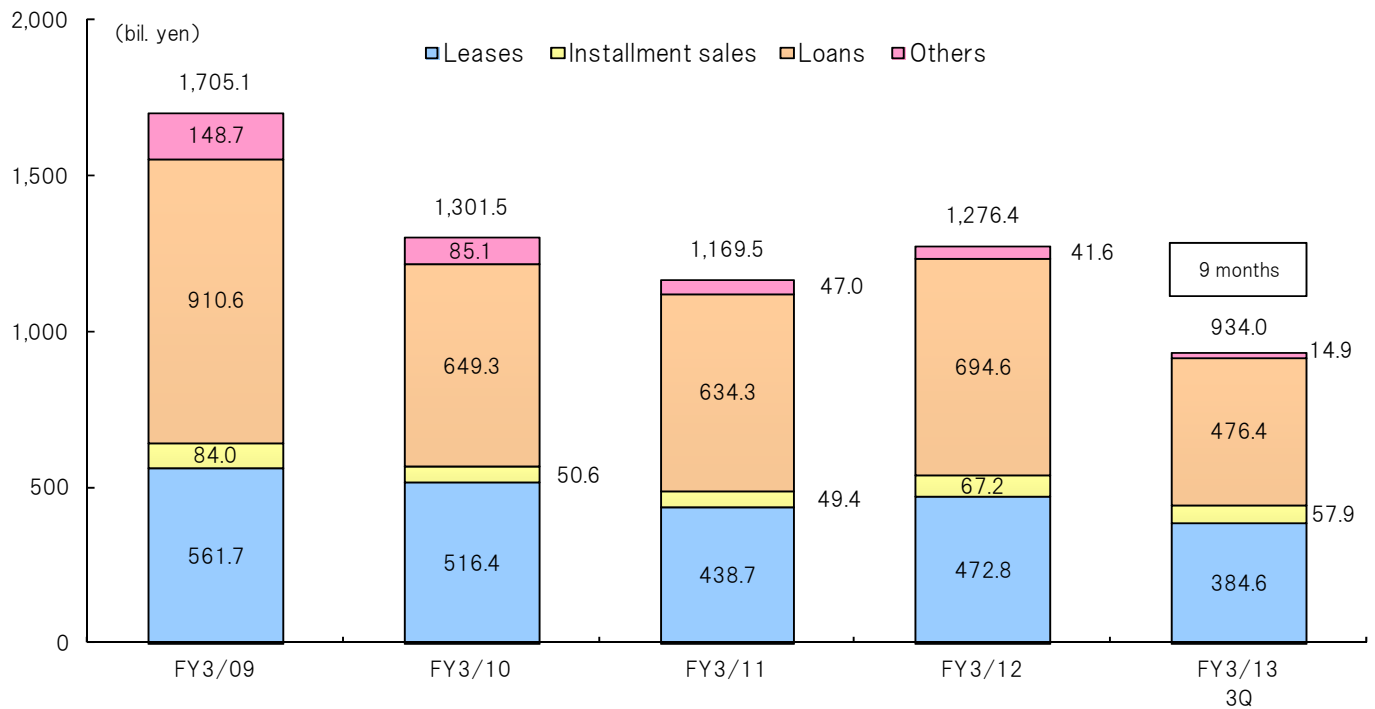
	Amounts	Change from FY3/2012	Amounts	Change from FY3/2012	Amounts	Change from FY3/2012
Operating Asset	54,879	+8.8%	185,559	+10.1%	53,039	-1.1%
Total Asset	57,108	+8.8%	192,303	+9.0%	57,690	+0.8%
Net Asset	4,383	+8.3%	18,871	+15.1%	20,059	+5.8%

## 4. New Transactions

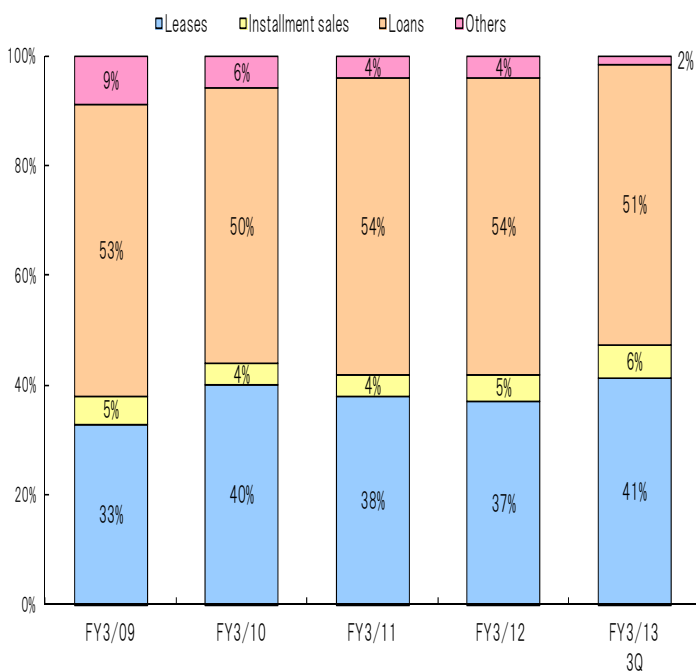
New transactions volume (consolidated) entered in FY3/2013-3Q increased by 2.1% (year-on-year) to 934.0 billion yen. By segment, lease volume increased by 10.1%, installment sales increased by 22.5%, and loans and other business decreased by 5.2%.

Composition of transaction type: Lease 41%, Installment sales 6%, Loan and Others 53%.

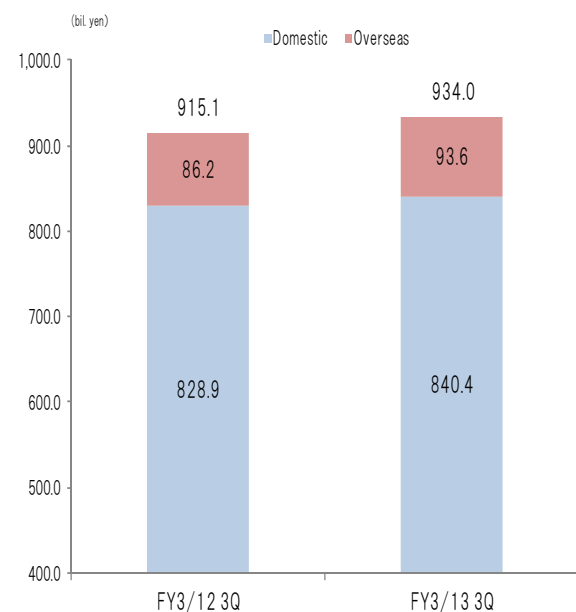
### Trends of New Transactions Volume by Type



### Trends of New Transactions Component by Type



### Trends of New Transactions by Domestic /Overseas





## Leases

(bil.yen)

	FY3/12 3Q	FY3/13 3Q	yoy change
IT / Office Equip.	96.6	99.1	+2.5%
Industrial Machinery	78.7	94.3	+19.9%
Civil Eng. & Construction Machinery	12.3	22.6	+83.1%
Transport Equip.	32.7	21.2	-35.2%
Medical Equip.	32.5	34.9	+7.3%
Commercial & Service Equip.	44.3	52.5	+18.6%
Others	51.9	59.7	+15.1%
<b>Total</b>	<b>349.3</b>	<b>384.6</b>	<b>+10.1%</b>

## Installment Sales

(bil.yen)

	FY3/12 3Q	FY3/13 3Q	yoy change
IT / Office Equip.	1.5	2.0	+30.4%
Industrial Machinery	5.4	6.2	+14.3%
Civil Eng. & Construction Machinery	10.4	13.6	+31.5%
Transport Equip.	1.9	2.8	+49.7%
Medical Equip.	4.5	5.2	+15.8%
Commercial & Service Equip.	11.4	15.7	+37.2%
Others	11.9	12.1	+1.4%
<b>Total</b>	<b>47.3</b>	<b>57.9</b>	<b>+22.5%</b>

## Loan and other business

(bil.yen)

	FY3/12 3Q	FY3/13 3Q	yoy change
Factoring	208.7	180.2	-13.7%
Real estate financing	121.9	110.7	-9.1%
Others	187.7	200.4	+6.8%
<b>Total</b>	<b>518.4</b>	<b>491.4</b>	<b>-5.2%</b>

## All New Transactions

(bil.yen)

	FY3/12 3Q	FY3/13 3Q	yoy change
<b>Total</b>	<b>915.1</b>	<b>934.0</b>	<b>+2.1%</b>

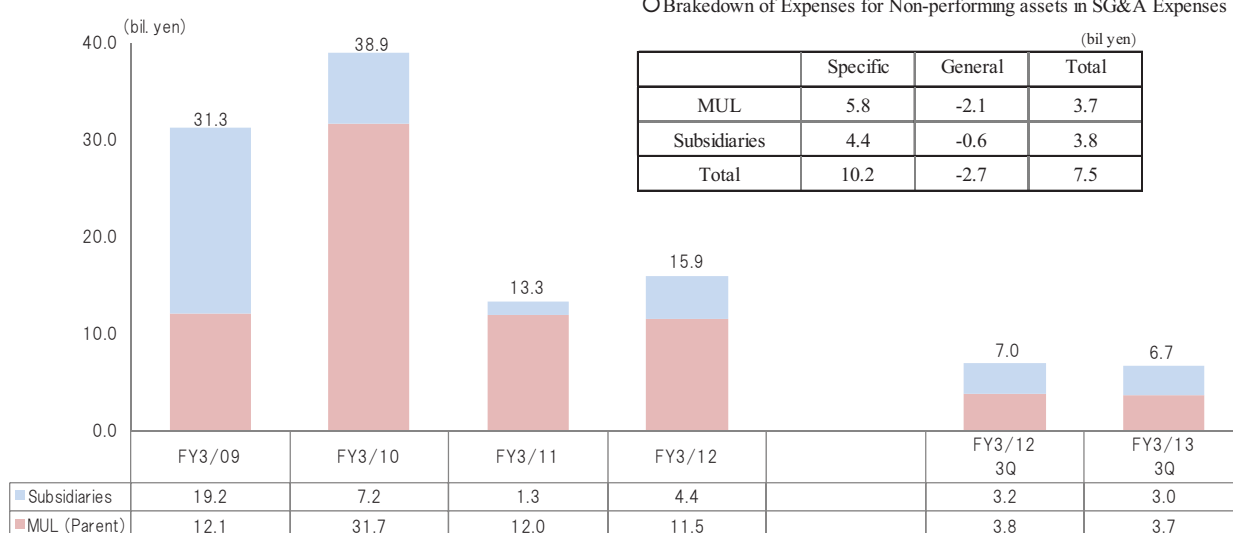
## 5. Funding

### Funding Structure



## 6. Net Credit Cost

### Net Credit Cost Historical Chart



The above figures represent consolidated net credit cost, which includes all related credit costs such as Cost of Revenue, SG&A expenses, Other income and Extraordinary items.

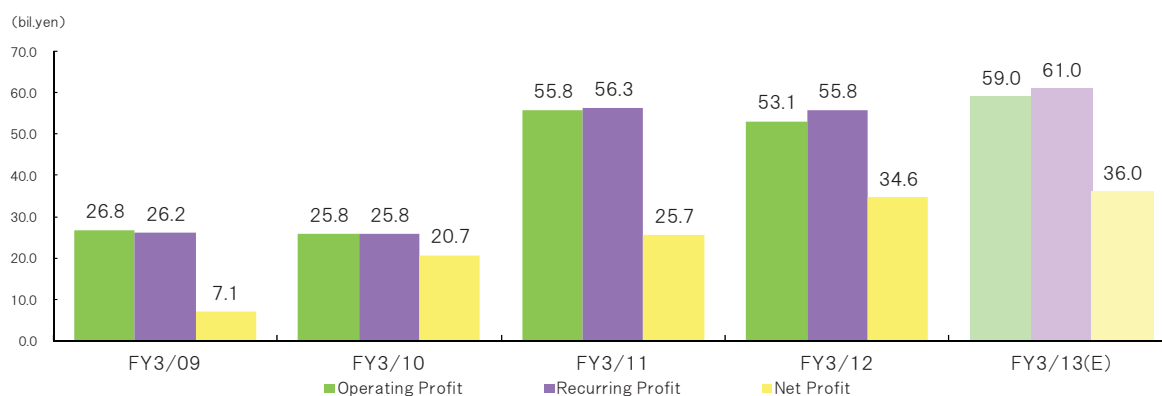
## 7. Forecast for FY3/2013

### Forecast for FY3/2013

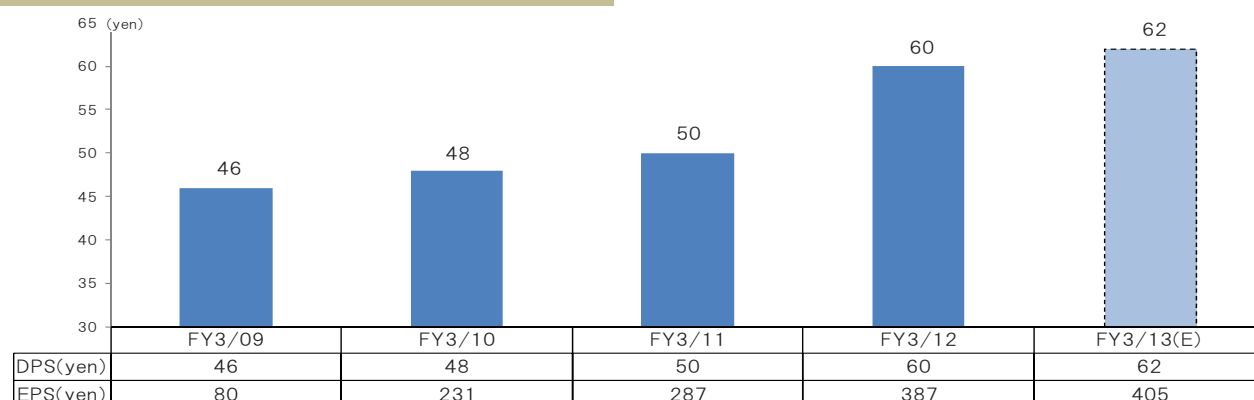
	Consolidated	
	Amount (bil. Yen)	Change
Revenues	700.0	-3.4%
Gross Profit	118.0	+2.5%
Operating Profit	59.0	+11.0%
Recurring Profit	61.0	+9.2%
Net Profit	36.0	+3.9%
Dividend per Share	62yen	+2yen

The above figures are our forecast for FY3/2013 as of February 6, 2013 .

### Consolidated Financial Performance



### Cash Dividends





*Value Integrator*