



Mitsubishi UFJ Lease & Finance

FY3-2015 3rd Quarter Results

(Tokyo Stock Exchange / Nagoya Stock Exchange: 8593)

Results announcement date : February 5, 2015

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Value Integrator

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Mitsubishi UFJ Lease & Finance's statements contained in this material based on 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 FY3/2015-3Q (Consolidated)

(billion yen)

	FY3/15 3Q	YOY Change	FY3/14 3Q
Total Revenues	547.4	+3.1%	530.8
Gross Profit	98.0	+5.4%	93.0
Operating Profit	53.4	+16.1%	46.0
Recurring Profit	55.5	+13.0%	49.1
Net Profit	33.3	+16.1%	28.7
New Transactions Volume	963.7	-11.9%	1,093.9

(billion yen)

	FY3/15 3Q	Change from FY3/14	FY3/14
Total Equity	571.4	+7.0%	534.2
Total Assets	4,840.4	+7.6%	4,497.5

In FY3/2015-3Q, Total Revenues increased by 3.1% to 547.4bil yen.

Profit during these three quarters recorded all time high at each stage. Gross Profit increased by 5.4% to 98.0bil yen, Operating Profit increased by 16.1% to 53.4bil yen, Recurring Profit increased by 13.0% to 55.5bil yen and Net Profit increased by 16.1% to 33.3bil yen.

New Transactions Volume decreased by 11.9% to 963.7bil yen.

Total Equity increased by 7.0% to 571.4bil yen. Total Assets increased by 7.6% to 4,840.4bil yen.

2. Financial Performance (Consolidated)

(1) Profit & Loss Statement

		million yen				
		Consolidated				
		FY3/11-3Q	FY3/12-3Q	FY3/13-3Q	FY3/14-3Q	FY3/15-3Q
		10/4~10/12	11/4~11/12	12/4~12/12	13/4~13/12	14/4~14/12
1	Operating Revenues	546,669	541,735	522,165	530,867	547,443
	Changes	-2.1%	-0.9%	-3.6%	+1.7%	+3.1%
2	Leases	421,421	418,006	408,834	431,062	444,173
	Changes	+0.3%	-0.8%	-2.2%	+5.4%	+3.0%
3	Installment Sales	76,444	70,101	63,809	61,373	62,462
	Changes	-15.3%	-8.3%	-9.0%	-3.8%	+1.8%
4	Loans	28,056	26,728	26,101	25,922	25,253
	Changes	-4.3%	-4.7%	-2.3%	-0.7%	-2.6%
5	Others	20,747	26,898	23,419	12,510	15,554
	Changes	+10.9%	+29.6%	-12.9%	-46.6%	+24.3%
6	Cost of Revenues	456,834	454,597	430,258	437,776	449,361
	Changes	-4.2%	-0.5%	-5.4%	+1.7%	+2.6%
7	COR / Revenues	83.6%	83.9%	82.4%	82.5%	82.1%
	Changes	-1.8P	+0.3P	-1.5P	+0.1P	-0.4P
8	Leases, COR	359,941	358,961	349,490	356,170	364,781
	Changes	-1.2%	-0.3%	-2.6%	+1.9%	+2.4%
9	Installment Sales, COR	69,615	63,701	57,878	55,937	57,104
	Changes	-15.9%	-8.5%	-9.1%	-3.4%	+2.1%
10	Financial expenses	15,823	13,464	12,972	18,542	19,459
	Changes	-24.4%	-14.9%	-3.7%	+42.9%	+4.9%
11	Others, COR	11,453	18,469	9,916	7,126	8,015
	Changes	+30.4%	+61.3%	-46.3%	-28.1%	+12.5%
12	Gross Profit	89,835	87,138	91,906	93,091	98,081
	Changes	+9.9%	-3.0%	+5.5%	+1.3%	+5.4%
13	Gross Profit / Revenues	16.4%	16.1%	17.6%	17.5%	17.9%
	Changes	+1.8P	-0.3P	+1.5P	-0.1P	+0.4P
14	SG&A Expenses	49,949	41,156	44,653	47,027	44,604
	Changes	-12.1%	-17.6%	+8.5%	+5.3%	-5.2%
15	Personnel Expenses	16,672	17,241	17,580	19,787	20,535
	Changes	+3.9%	+3.4%	+2.0%	+12.6%	+3.8%
16	Non-Personnel Expenses	18,121	18,788	19,491	22,084	22,877
	Changes	+3.1%	+3.7%	+3.7%	+13.3%	+3.6%
17	Expenses for Non-performing assets	15,155	5,126	7,582	5,156	1,191
	Changes	-34.7%	-66.2%	+47.9%	-32.0%	-76.9%
18	Overhead Ratio (Overhead expenses divided by GP)	38.7%	41.3%	40.3%	45.0%	44.3%
	Changes	-2.4P	+2.6P	-1.0P	+4.7P	-0.7P
19	Operating Profit	39,886	45,981	47,253	46,063	53,477
	Changes	+60.1%	+15.3%	+2.8%	-2.5%	+16.1%
20	OP / Revenues	7.3%	8.5%	9.0%	8.7%	9.8%
	Changes	+2.8P	+1.2P	+0.5P	-0.3P	+1.1P
21	Recurring Profit	41,318	48,579	49,952	49,119	55,505
	Changes	+62.1%	+17.6%	+2.8%	-1.7%	+13.0%
22	Extraordinary Profit	2,936	571	250	83	820
	Changes	-64.5%	-80.5%	-56.2%	-66.6%	+880.3%
23	Extraordinary Cost	2,431	465	373	4	8
	Changes	+104.5%	-80.9%	-19.7%	-98.8%	+92.00%
24	Net Profit	22,826	26,157	29,374	28,754	33,384
	Changes	+34.1%	+14.6%	+12.3%	-2.1%	+16.1%

※ Percentage ("%") and Point ("P") in the lower line represent yoy change.

(2) Balance Sheet

million yen

		Consolidated				
		FY3/2011	FY3/2012	FY3/2013	FY3/2014	FY3/2015 3Q
1	Total Equity	389,802	420,864	468,061	534,250	571,462
	Changes	+6.2%	+8.0%	+11.2%	+14.1%	+7.0%
2	Total Assets	3,721,136	3,682,299	4,177,784	4,497,502	4,840,490
	Changes	-4.2%	-1.0%	+13.5%	+7.7%	+7.6%
3	Operating Assets	3,393,547	3,335,620	3,713,972	4,017,419	4,331,449
	Changes	-3.5%	-1.7%	+11.3%	+8.2%	+7.8%
4	Lease	1,673,572	1,667,454	2,053,955	2,357,220	2,738,842
	Changes	-0.2%	-0.4%	+23.2%	+14.8%	+16.2%
5	Installment Sales	242,147	222,433	216,700	227,318	226,672
	Changes	-18.5%	-8.1%	-2.6%	+4.9%	-0.3%
6	Loans	1,174,661	1,193,607	1,256,032	1,288,819	1,239,417
	Changes	-3.9%	+1.6%	+5.2%	+2.6%	-3.8%
7	Others	303,167	252,124	187,285	144,061	126,516
	Changes	-5.6%	-16.8%	-25.7%	-23.1%	-12.2%
8	Impaired Assets	40,921	49,451	46,066	33,223	31,181
	Changes	-11.7%	+20.8%	-6.8%	-27.9%	-6.1%
9	Allowance	9,335	15,533	15,921	12,494	13,370
10	Net Balance of Impaired Assets	31,586	33,918	30,145	20,729	17,811
	Changes	-16.6%	+7.4%	-11.1%	-31.2%	-14.1%
11	Equity Ratio	10.0%	10.9%	10.7%	11.4%	11.3%
	Changes	+0.9P	+0.9P	-0.2P	+0.7P	-0.1P
12	Total Funding	2,961,470	2,893,504	3,315,294	3,484,480	3,807,721
	Changes	-6.0%	-2.3%	+14.6%	+5.1%	+9.3%
13	Indirect Funding	1,614,526	1,631,959	1,892,132	1,952,985	2,172,609
	Changes	-7.3%	+1.1%	+15.9%	+3.2%	+11.2%
14	Direct Funding	1,346,944	1,261,545	1,423,162	1,531,494	1,635,111
	Changes	-4.3%	-6.3%	+12.8%	+7.6%	+6.8%
15	CP	866,000	719,300	806,200	762,300	818,400
	Changes	-0.7%	-16.9%	+12.1%	-5.4%	+7.4%
16	Securitization (Lease Receivables)	101,944	104,215	139,644	164,413	151,848
	Changes	-33.0%	+2.2%	+34.0%	+17.7%	-7.6%
17	Corporate Bond	379,000	438,030	477,317	604,781	664,863
	Changes	-1.1%	+15.6%	+9.0%	+26.7%	+9.9%
18	Direct Funding Ratio	45.5%	43.6%	42.9%	44.0%	42.9%
	Changes	+0.8P	-1.9P	-0.7P	+1.1P	-1.1P

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	342,079	+0.6%	27,033	+2.1%	13,517	+4.7%
Gross Profit	49,334	+3.0%	2,421	-7.1%	1,252	-3.1%
Operating Profit	26,327	+34.9%	923	-23.1%	704	-16.0%
Recurring Profit	27,125	+35.6%	997	-19.2%	754	-12.7%
Net Profit	17,823	+50.5%	622	-15.6%	489	-9.6%

	Amounts	Change from FY3/2014	Amounts	Change from FY3/2014	Amounts	Change from FY3/2014
Operating Assets	2,869,074	+2.1%	100,256	-1.9%	52,960	+7.8%
Total Assets	3,603,181	+8.8%	103,397	-2.4%	54,659	+7.9%
Total Equity	395,218	+1.4%	13,098	+5.0%	10,181	+5.0%

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	19,644	+4.6%	8,396	+4.7%	12,255	-6.2%
Gross Profit	1,714	+11.2%	824	-3.7%	1,389	-9.6%
Operating Profit	716	+47.8%	263	-9.9%	801	-17.6%
Recurring Profit	741	+41.0%	302	-10.4%	825	-33.0%
Net Profit	432	+40.9%	187	-10.0%	556	-33.8%

	Amounts	Change from FY3/2014	Amounts	Change from FY3/2014	Amounts	Change from FY3/2014
Operating Assets	104,293	-2.7%	30,701	-1.3%	55,835	-1.6%
Total Assets	108,510	-2.7%	31,698	-2.0%	58,721	-1.0%
Total Equity	7,712	+7.0%	11,568	+1.6%	10,636	+5.8%

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	20,152	+4.1%	4,906	-5.0%	16,876	+6.9%
Gross Profit	2,559	-0.9%	471	-13.6%	7,760	+7.6%
Operating Profit	1,333	+9.8%	187	-47.7%	2,683	+15.2%
Recurring Profit	1,383	-5.6%	222	-43.6%	3,044	+14.9%
Net Profit	891	+0.1%	142	-41.5%	1,934	+18.7%

	Amounts	Change from FY3/2014	Amounts	Change from FY3/2014	Amounts	Change from FY3/2014
Operating Assets	107,870	+0.2%	18,904	-2.2%	270,400	-0.6%
Total Assets	111,321	+0.3%	20,107	-1.6%	297,383	-0.1%
Total Equity	12,920	+7.5%	5,484	+2.9%	18,619	+11.6%

million yen

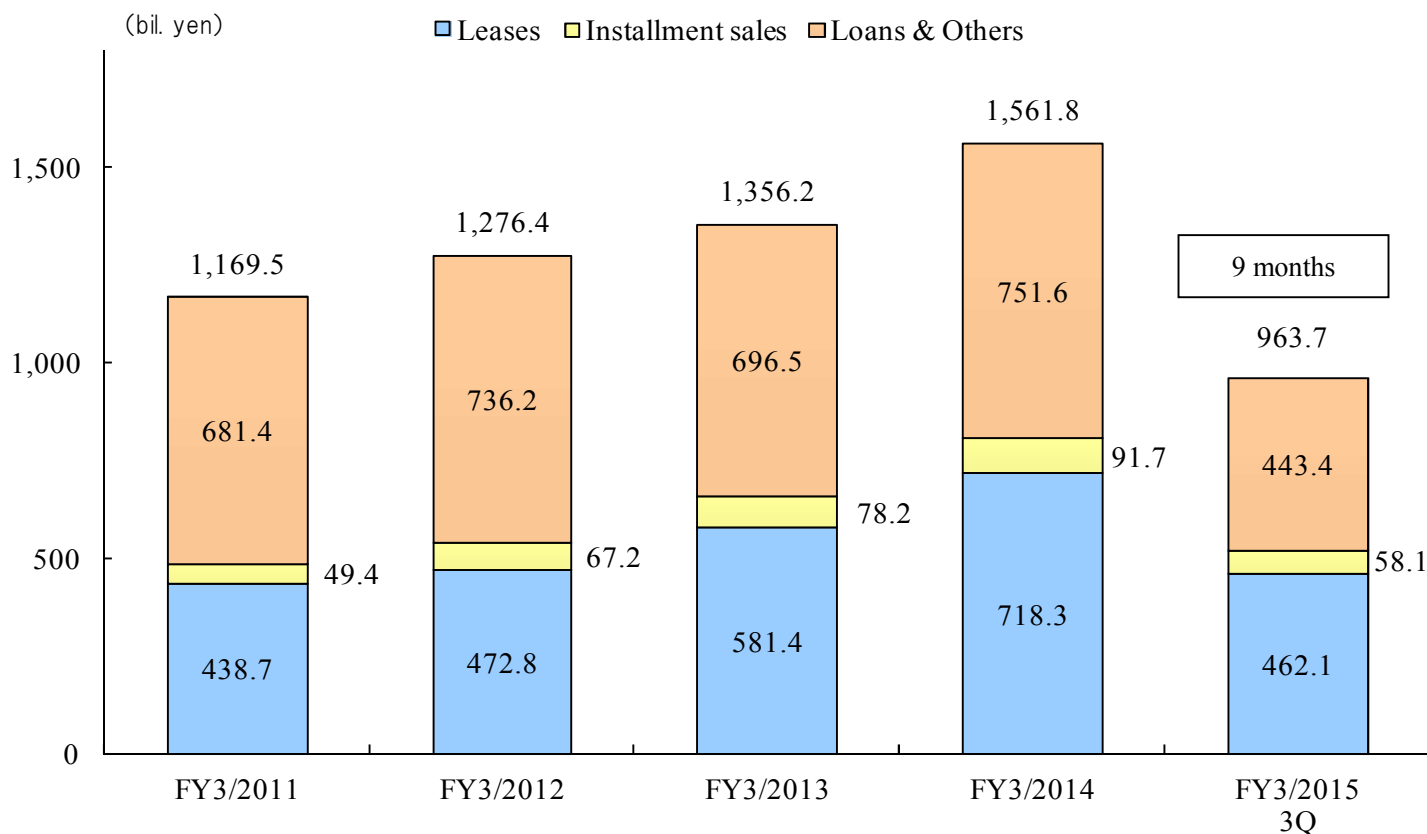
	Diamond Rental System MUL's Share : 100%		Diamond Asset Finance MUL's Share : 100%		Miyuki Building MUL's Share : 98%	
	Amounts	YOY Change	Amounts	YOY Change	Amounts	YOY Change
Revenues	20,119	+7.0%	7,304	+28.4%	4,687	-2.7%
Gross Profit	1,719	+18.0%	3,315	+1.2%	2,337	-7.1%
Operating Profit	490	+85.7%	2,531	+8.7%	1,948	-9.4%
Recurring Profit	488	+85.0%	3,175	+22.8%	1,623	-0.1%
Net Profit	310	+94.1%	2,036	-18.5%	1,025	+3.7%

	Amounts	Change from FY3/2014	Amounts	Change from FY3/2014	Amounts	Change from FY3/2014
Operating Assets	61,908	-8.2%	198,883	+4.0%	59,588	-0.8%
Total Assets	63,670	-8.9%	202,216	+4.0%	63,868	-0.5%
Total Equity	5,155	+6.4%	23,524	+9.5%	22,503	+4.6%

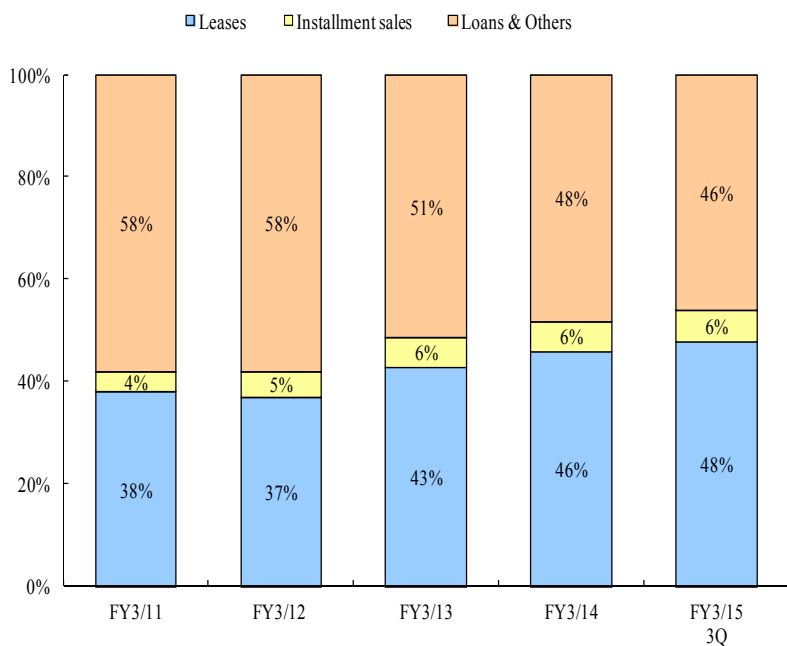
4. New Transactions

New transactions volume on a consolidated basis for FY3/15-3Q decreased by 11.9% (year-on-year) to 963.7 billion Yen. By segment, lease volume decreased by 4.7%, installment sales decreased by 10.8%, and loans and other business decreased by 18.4%. Breakdown by transaction type: Leases 48%, Installment sales 6%, Loans and Others 46%.

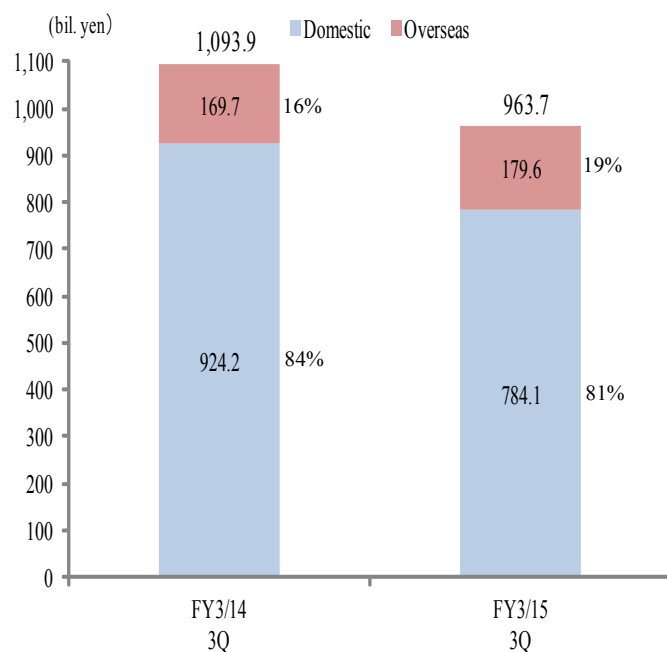
Trends of New Transactions Volume by Type



Trends of New Transactions Component by Type



Trends of New Transactions by Region (Domestic / Overseas)



Breakdown of New Lease Transactions

(bil.yen)

	FY3/14 3Q	FY3/15 3Q	yoy change
IT / Office Equip.	95.9	81.8	-14.7%
Industrial Machinery	85.9	87.5	+1.9%
Civil Eng. & Construction Machinery	31.4	23.5	-25.1%
Transport Equip.	103.5	107.1	+3.4%
Medical Equip.	41.2	31.7	-23.1%
Commercial & Service Equip.	57.8	51.1	-11.6%
Others	69.0	79.2	+14.7%
Total	485.0	462.1	-4.7%

Breakdown of New Installment Sales Transactions

(bil.yen)

	FY3/14 3Q	FY3/15 3Q	yoy change
IT / Office Equip.	3.0	3.2	+5.9%
Industrial Machinery	8.1	6.7	-17.4%
Civil Eng. & Construction Machinery	18.7	16.5	-12.0%
Transport Equip.	2.7	2.8	+1.4%
Medical Equip.	5.6	4.4	-20.5%
Commercial & Service Equip.	14.3	13.6	-5.1%
Others	12.3	10.6	-13.6%
Total	65.1	58.1	-10.8%

Breakdown of New Loan and other business Transactions

(bil.yen)

	FY3/14 3Q	FY3/15 3Q	yoy change
Factoring	150.2	157.2	+4.7%
Real estate financing	112.7	82.2	-27.1%
Others	280.7	203.9	-27.4%
Total	543.7	443.4	-18.4%

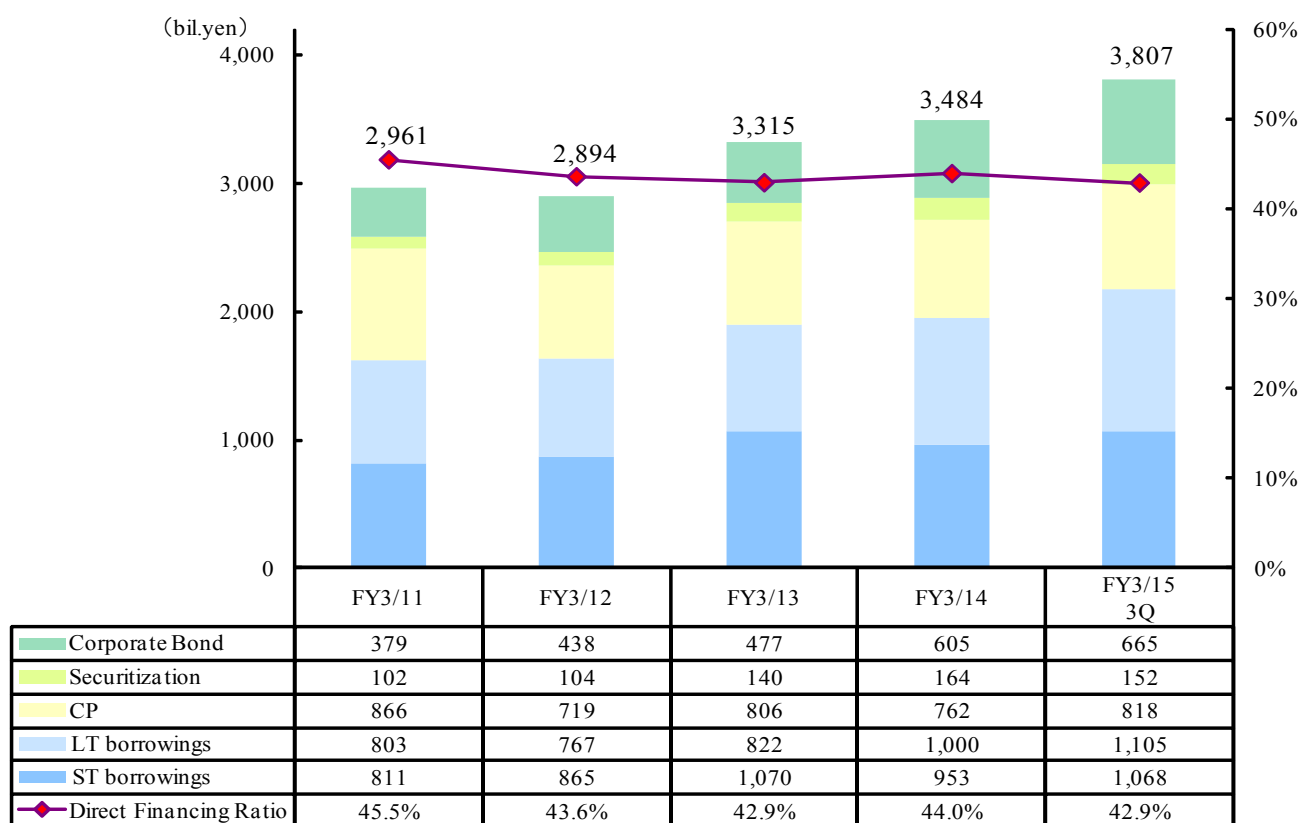
Volume of All New Transactions

(bil.yen)

	FY3/14 3Q	FY3/15 3Q	yoy change
Total	1,093.9	963.7	-11.9%

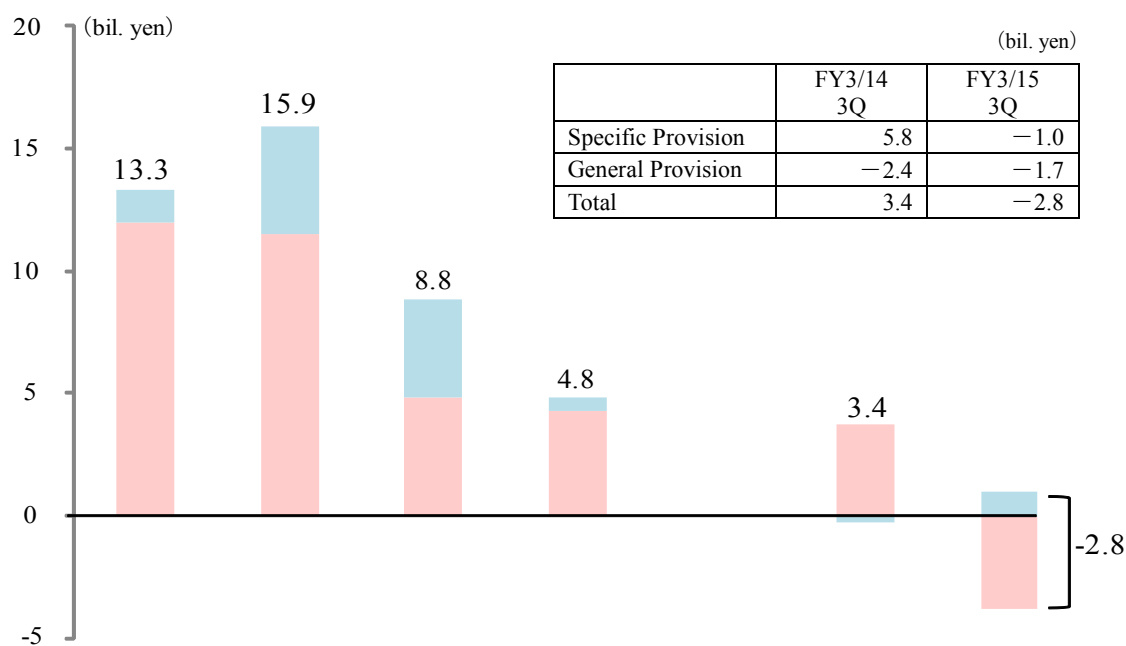
5. Funding

Funding Structure



6. Net Credit Cost

Net Credit Cost Historical Chart



	FY3/11	FY3/12	FY3/13	FY3/14	FY3/14 3Q	FY3/15 3Q
Subsidiaries	1.3	4.4	4.0	0.5	-0.3	1.0
MUL(Parent)	12.0	11.5	4.8	4.3	3.7	-3.8

The above figures represent consolidated total net credit cost on a consolidated basis. It consists of all related cost, including Cost of Revenue, SG&A expenses, Other income and Extraordinary items.

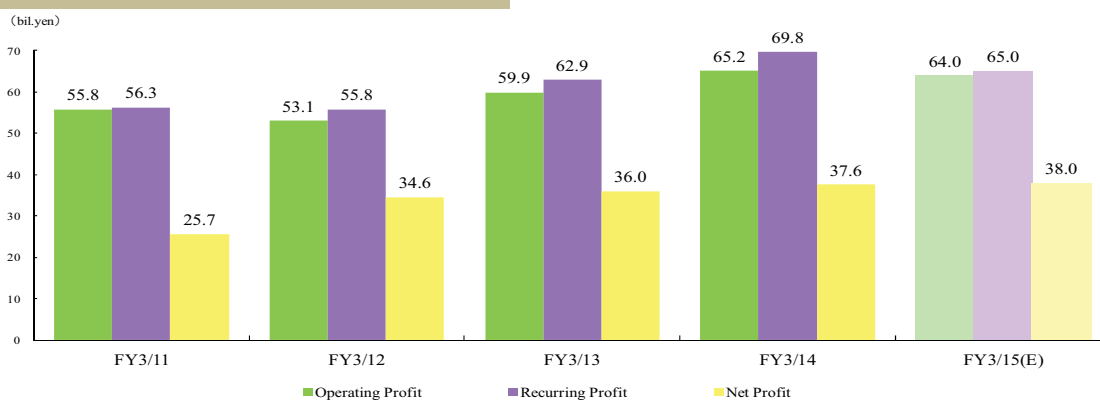
7. Forecast for FY3/2015

Forecast for FY3/2015

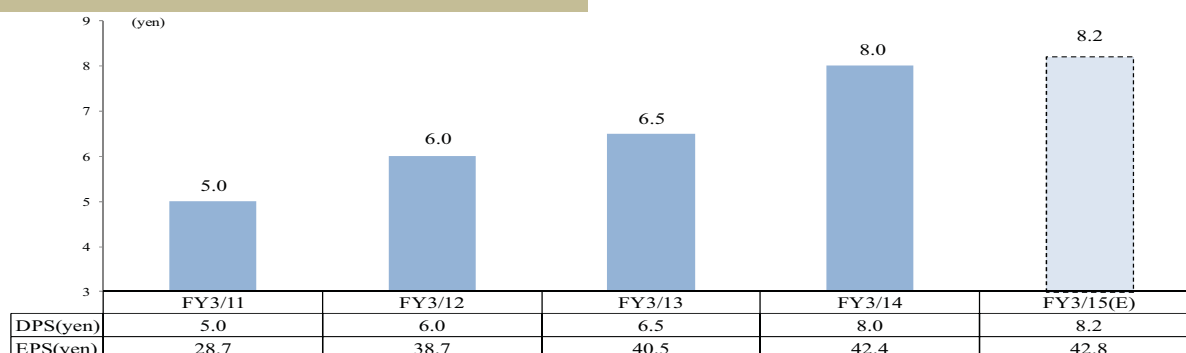
	Consolidated	
	Amount (bil. yen)	Year on Year Change
Revenues	740.0	+3.1%
Gross Profit	130.0	+1.0%
Operating Profit	64.0	-2.0%
Recurring Profit	65.0	-6.9%
Net Profit	38.0	+0.9%
Dividend per Share	8.20 yen	+0.2 yen

Consolidated Forecast for FY3/2015 as of February 5, 2015.

Consolidated Financial Performance



Dividend



On April 1, 2013, MUL split each share of its common stock, which were held by shareholders stated or recorded in the register of shareholders as of March 31, 2013, into ten (10) shares. "DPS" and "EPS" have been retrospectively adjusted to reflect the stock split for all periods presented.



Value Integrator