Mitsubishi UFJ Lease & Finance Company Limited (First Section, Tokyo and Nagoya Stock Exchange, Code: 8593)

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# Strategic Alliance of Mitsubishi UFJ Lease & Finance and Financial One Corp. toward business expansion in Asia

Mitsubishi UFJ Lease & Finance Company Limited (MUL) and Financial One Corp. (Financial One) have entered into an agreement to form a business alliance. The business alliance will further foster both companies' respective positions as leading financial institutions in Asia through exchange of know-how and expertise in a wide range of areas and cooperation of business development in Asia, especially China, Taiwan and Vietnam markets, where Financial One has operations.

## **Overview of MUL and Financial One**

#### Mitsubishi UFJ Lease & Finance

MUL is accelerating its global business through the expansion business opportunities as well as supporting the business activities for overseas Japanese enterprises. In 2008, MUL set up a subsidiary in Shanghai and in the same year, invested a Turkish auto lease company for entering into fleet leasing business in Turkey. In 2009, MUL signed a cooperation agreement with IFC (International Finance Corporation) to promote environmental-related financing activities for exploring market potential.

## Financial One Corp.

Financial One is the largest leasing and installment financing company in Taiwan with market share surpassing 50%. It has expanded into China, Thailand and Vietnam. In China, Financial One is the first foreign company to receive a national leasing license to operate nationwide and currently has nine branches and offices in major cities, Financial One has signed strategic alliance agreements with several major Chinese banks to expand business channels and extending product lines in response to the demands of clients and to further penetrate the market.

# **About Business Cooperation**

Under the agreement, MUL and Financial One will work closely to explore opportunities in project finance, vendor financing, used equipment trading and finance, environmental business, and transportation financial business. Both companies will provide more diversified financial services to clients by each other's expertise, existing product lines, sales force, and market network.

The cooperation will begin with providing financing services to Japanese companies which sell products in the respective areas to local customers, facilitating sales of used Japanese equipments to customers in China, Taiwan and Vietnam, and providing financial support to Chinese and Taiwanese companies in relation to their acquisitions of large scale equipments. MUL also intends to offer various existing products and financing services to Financial One's current and new clients and both companies will further discuss about the structures and conditions of such cooperation.