



# **FY3-2012 1<sup>st</sup> Quarter Results**

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

**Results announcement date : August 4, 2011**

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*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 FY3/2012-1Q (Consolidated)

(Billion Yen)

	<b>FY3/2012 1Q</b>	YOY Change	FY3/2011 1Q
Operating Revenues	<b>179.5</b>	-1.7%	182.6
Gross Profit	<b>30.1</b>	+2.1%	29.5
Operating Profit	<b>16.6</b>	+12.1%	14.8
Recurring Profit	<b>18.1</b>	+19.7%	15.2
Net Profit	<b>10.4</b>	+32.0%	7.8
New Transactions Volume	<b>281.7</b>	-8.1%	306.5

(Billion Yen)

	<b>FY3/2012 1Q</b>	Change From FY3/2011	FY3/2011
Net Asset	<b>398.8</b>	+2.3%	389.8
Total Asset	<b>3,706.7</b>	-0.4%	3,721.1

In FY3/2012-1Q, Operating Revenues were decreased by 1.7% to 179.5bil yen.

As a result of continuous efforts for low cost and stable funding as well as concentration on efficient business operation, Gross Profit was increased by 2.1% to 30.1bil yen.

Mainly due to decreased amount of Expenses for non-performing assets (credit cost) by enhancing credit control, Operating Profit was increased by 12.1% to 16.6bil yen, Recurring Profit was increased by 19.7% to 18.1bil yen and Net Profit was increased by 32.0% to 10.4bil yen.

New transaction volume was decreased by 8.1% as a result of promoting business activity with profitability and efficiency.

○Breakdown of Expenses for Non-performing assets in SG&A Expenses

(bil yen)

	Specific Provision	General Provision	Total
MUL	1.3	0.0	1.3
Subsidiaries	0.5	-0.3	0.2
<b>Total</b>	<b>1.8</b>	<b>-0.3</b>	<b>1.5</b>

## 2. Trend of Financial Performance (Consolidated)

### (1) Profit & Loss Statement

million yen

	Consolidated				
	FY3/08-1Q	FY3/09-1Q	FY3/10-1Q	FY3/11-1Q	FY3/12-1Q
	07/4~07/6	08/4~08/6	09/4~09/6	10/4~10/6	11/4~11/6
1 <b>Operating Revenues</b>	246,333	213,826	185,265	182,687	<b>179,567</b>
	+92.2%	-13.2%	-13.4%	-1.4%	<b>-1.7%</b>
2 Leases	190,080	160,461	138,845	140,693	<b>139,864</b>
	+112.5%	-15.6%	-13.5%	+1.3%	<b>-0.6%</b>
3 Installment Sales	42,770	38,327	31,511	26,475	<b>23,049</b>
	+41.2%	-10.4%	-17.8%	-16.0%	<b>-12.9%</b>
4 Loans	8,529	9,220	9,743	9,377	<b>8,752</b>
	+131.8%	+8.1%	+5.7%	-3.8%	<b>-6.7%</b>
5 Others	4,953	5,816	5,164	6,141	<b>7,900</b>
	+4.4%	+17.4%	-11.2%	+18.9%	<b>+28.6%</b>
6 <b>Cost of Revenues</b>	219,582	187,393	159,744	153,124	<b>149,372</b>
	+92.6%	-14.7%	-14.8%	-4.1%	<b>-2.5%</b>
7 <b>COR / Revenues</b>	89.1%	87.6%	86.2%	83.8%	<b>83.2%</b>
	+0.1P	-1.5P	-1.4P	-2.4P	<b>-0.6P</b>
8 Leases, COR	168,673	141,209	121,125	119,978	<b>119,090</b>
	+112.6%	-16.3%	-14.2%	-0.9%	<b>-0.7%</b>
9 Installment Sales, COR	39,707	35,658	28,793	24,093	<b>20,844</b>
	+39.3%	-10.2%	-19.3%	-16.3%	<b>-13.5%</b>
10 Financial expenses	8,162	8,117	7,679	5,643	<b>4,707</b>
	+202.6%	-0.6%	-5.4%	-26.5%	<b>-16.6%</b>
11 Others, COR	3,039	2,408	2,146	3,408	<b>4,730</b>
	-13.4%	-20.8%	-10.9%	+58.8%	<b>+38.8%</b>
12 <b>Gross Profit</b>	26,750	26,433	25,520	29,563	<b>30,194</b>
	+89.5%	-1.2%	-3.5%	+15.8%	<b>+2.1%</b>
13 <b>Gross Profit / Revenues</b>	10.9%	12.4%	13.8%	16.2%	<b>16.8%</b>
	-0.1P	+1.5P	+1.4P	+2.4P	<b>+0.6P</b>
14 <b>SG&amp;A Expenses</b>	12,859	14,478	16,673	14,691	<b>13,519</b>
	+148.7%	+12.6%	+15.2%	-11.9%	<b>-8.0%</b>
15 Personnel Expenses	5,455	5,433	5,244	5,535	<b>5,711</b>
	+112.2%	-0.5%	-3.5%	+5.5%	<b>+3.2%</b>
16 Non-Personnel Expenses	7,403	6,253	5,742	6,118	<b>6,222</b>
	+188.2%	-15.6%	-8.2%	+6.5%	<b>+1.7%</b>
17 Expenses for Non-performing assets	0	2,792	5,687	3,038	<b>1,584</b>
	-	-	+103.7%	-46.6%	<b>-47.9%</b>
18 <b>Overhead Ratio</b>	48.1%	44.2%	43.0%	39.4%	<b>39.5%</b>
(Overhead expenses divided by GP)	+11.7P	-3.9P	-1.2P	-3.6P	<b>+0.1P</b>
19 <b>Operating Profit</b>	13,891	11,955	8,846	14,871	<b>16,675</b>
	+55.3%	-13.9%	-26.0%	+68.1%	<b>+12.1%</b>
20 <b>OP / Revenues</b>	5.6%	5.6%	4.8%	8.1%	<b>9.3%</b>
	-1.4P	-0.0P	-0.8P	+3.3P	<b>+1.1P</b>
21 <b>Recurring Profit</b>	13,947	12,029	9,208	15,200	<b>18,195</b>
	+48.3%	-13.7%	-23.5%	+65.1%	<b>+19.7%</b>
22 <b>Extraordinary Profit</b>	786	465	379	436	<b>48</b>
	-34.3%	-40.7%	-18.6%	+15.1%	<b>-88.8%</b>
23 <b>Extraordinary Cost</b>	19	1,619	94	921	<b>464</b>
	-0.5%	+8,466%	-94.2%	+872.8%	<b>-49.6%</b>
24 <b>Net Profit</b>	8,085	5,886	4,618	7,894	<b>10,419</b>
	+24.7%	-27.2%	-21.5%	+70.9%	<b>+32.0%</b>

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

## (2) Balance Sheet

million yen

		<b>Consolidated</b>				
		FY3/2008	FY3/2009	FY3/2010	FY3/2011	FY3/2012 1Q
1	<b>Net Assets</b>	312,352	342,633	366,891	389,802	<b>398,856</b>
		+102.5%	+9.7%	+7.1%	+6.2%	+2.3%
2	<b>Total Assets</b>	3,965,891	3,909,077	3,885,161	3,721,136	<b>3,706,741</b>
		+66.6%	-1.4%	-0.6%	-4.2%	-0.4%
3	<b>Operating Assets</b>	3,630,737	3,497,071	3,517,982	3,393,547	<b>3,382,223</b>
		+66.1%	-3.7%	+0.6%	-3.5%	-0.3%
4	Leases	1,794,936	1,565,325	1,677,155	1,673,572	<b>1,669,628</b>
		+118.8%	-12.8%	+7.1%	-0.2%	-0.2%
5	Installment Sales	431,143	368,467	297,051	242,147	<b>230,803</b>
		+49.6%	-14.5%	-19.4%	-18.5%	-4.7%
6	Loans	1,145,939	1,227,716	1,222,770	1,174,661	<b>1,187,970</b>
		+27.1%	+7.1%	-0.4%	-3.9%	+1.1%
7	Others	258,719	335,562	321,005	303,167	<b>293,821</b>
		+47.6%	+29.7%	-4.3%	-5.6%	-3.1%
8	<b>Impaired Assets</b>	6,382	47,983	46,351	40,921	<b>37,000</b>
		+42.6%	+651.8%	-3.4%	-11.7%	-9.6%
9	<b>Allowance</b>	2,014	3,694	8,487	9,335	<b>10,448</b>
10	<b>Net Balance of Impaired Assets</b>	4,368	44,288	37,863	31,586	<b>26,552</b>
		+27.3%	+913.9%	-14.5%	-16.6%	-15.9%
11	<b>Equity Ratio</b>	7.5%	8.4%	9.1%	10.0%	<b>10.3%</b>
		+1.3P	+0.9P	+0.7P	+0.9P	+0.3P
12	<b>Total Funding</b>	3,314,673	3,190,431	3,148,926	2,961,470	<b>2,962,370</b>
		+63.0%	-3.7%	-1.3%	-6.0%	+0.0%
13	Indirect Funding	1,765,716	1,842,291	1,740,993	1,614,526	<b>1,600,093</b>
		+50.0%	+4.3%	-5.5%	-7.3%	-0.9%
14	Direct Funding	1,548,957	1,348,139	1,407,932	1,346,944	<b>1,362,277</b>
		+80.9%	-13.0%	+4.4%	-4.3%	+1.1%
15	CP	900,800	892,900	872,400	866,000	<b>876,800</b>
		+63.1%	-0.9%	-2.3%	-0.7%	+1.2%
16	Securitization (Lease Receivables)	288,108	162,959	152,256	101,944	<b>97,483</b>
		+357.3%	-43.4%	-6.6%	-33.0%	-4.4%
17	Corporate Bond	360,049	292,280	383,276	379,000	<b>387,994</b>
		+49.3%	-18.8%	+31.1%	-1.1%	+2.4%
18	<b>Direct Funding Ratio</b>	46.7%	42.3%	44.7%	45.5%	<b>46.0%</b>
		+4.6P	-4.4P	+2.4P	+0.8P	+0.5P

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

### 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	121,638	-3.9%	8,692	+9.5%	4,511	-8.4%
Gross Profit	19,296	-5.1%	947	+8.3%	524	-7.8%
Operating Profit	10,685	+8.6%	458	+36.7%	675	+112.7%
Recurring Profit	11,440	+5.5%	483	+38.5%	710	+119.7%
Net Profit	6,297	+16.2%	278	+39.6%	435	+42.0%

	Amounts	Change from FY3/2011	Amounts	Change from FY3/2011	Amounts	Change from FY3/2011
Operating Asset	2,725,421	-0.3%	89,171	+0.2%	43,970	-3.1%
Total Asset	3,036,789	-0.4%	92,014	+0.6%	45,640	-2.3%
Net Asset	344,196	+1.2%	9,206	+3.1%	7,158	+6.5%

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	7,432	-1.1%	4,497	-1.3%	5,222	-9.7%
Gross Profit	636	+8.1%	442	-0.3%	644	-0.4%
Operating Profit	247	+12.8%	294	-12.2%	428	+1.2%
Recurring Profit	269	+14.3%	308	-8.2%	478	+13.0%
Net Profit	139	+7.9%	181	-13.9%	284	+0.4%

	Amounts	Change from FY3/2011	Amounts	Change from FY3/2011	Amounts	Change from FY3/2011
Operating Asset	100,168	-1.8%	33,907	-3.5%	56,554	-3.4%
Total Asset	104,419	-2.0%	34,862	-2.9%	59,430	-3.2%
Net Asset	5,699	+1.8%	10,098	+1.8%	7,361	+4.0%

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	5,916	-2.2%	1,786	-3.4%	4,424	+9.4%
Gross Profit	858	-7.0%	212	-1.0%	1,978	+19.1%
Operating Profit	361	-28.0%	41	-	437	+29.8%
Recurring Profit	406	-22.1%	68	-	555	+63.1%
Net Profit	238	-30.0%	40	-	374	+49.0%

	Amounts	Change from FY3/2011	Amounts	Change from FY3/2011	Amounts	Change from FY3/2011
Operating Asset	88,860	-2.4%	15,670	-3.6%	212,580	+2.3%
Total Asset	91,551	-2.6%	16,965	-2.5%	225,166	+2.2%
Net Asset	9,423	+1.7%	4,652	+0.8%	11,789	+3.3%

million yen

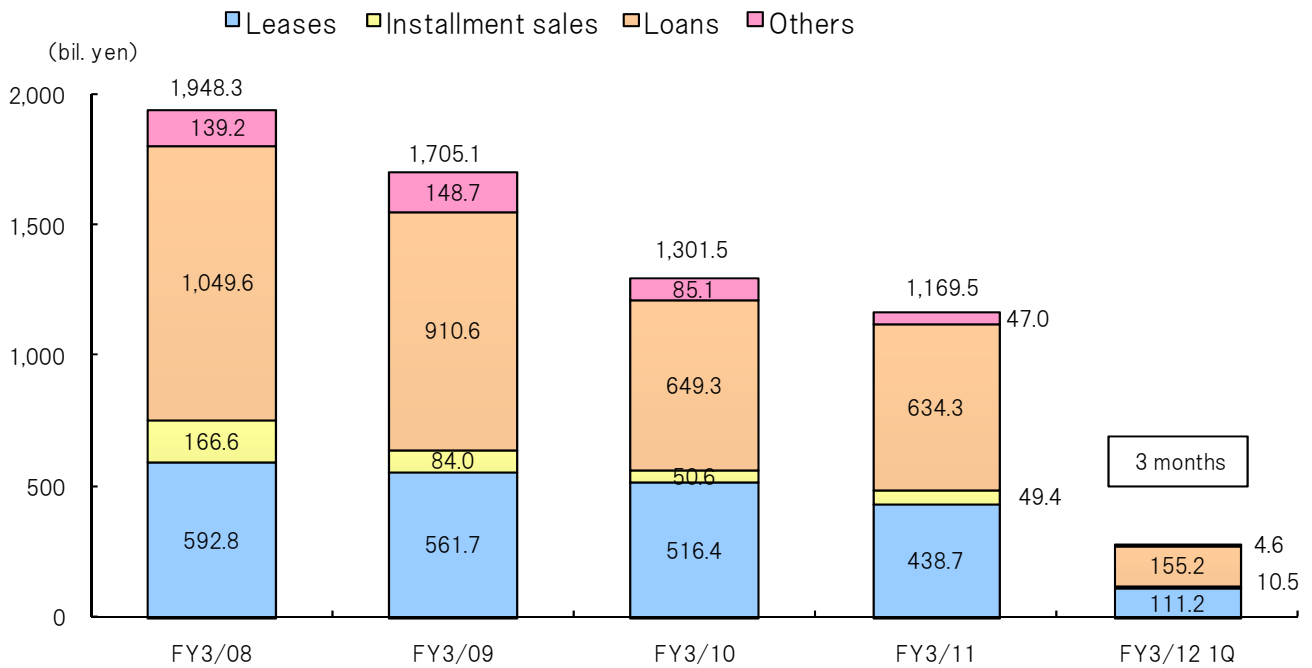
	Diamond Rental System MUL's Share: 100%		Diamond Asset Finance MUL's Share: 100%		Miyuki Building MUL's Share: 98%	
	Amounts	YOY Change	Amounts	YOY Change	Amounts	YOY Change
Revenues	6,058	-2.1%	4,592	+40.0%	1,506	-2.4%
Gross Profit	578	-7.6%	1,372	+13.7%	896	-0.9%
Operating Profit	119	-18.3%	1,017	+24.2%	768	-2.7%
Recurring Profit	109	-24.6%	1,086	+32.0%	604	-3.6%
Net Profit	51	-36.1%	1,084	+23.6%	349	+3.3%

	Amounts	Change from FY3/2011	Amounts	Change from FY3/2011	Amounts	Change from FY3/2011
Operating Asset	48,985	+0.1%	170,738	-0.9%	52,093	-0.3%
Total Asset	51,202	-1.0%	177,817	-1.7%	59,620	+0.1%
Net Asset	3,655	+1.4%	13,650	+8.6%	18,015	+1.8%

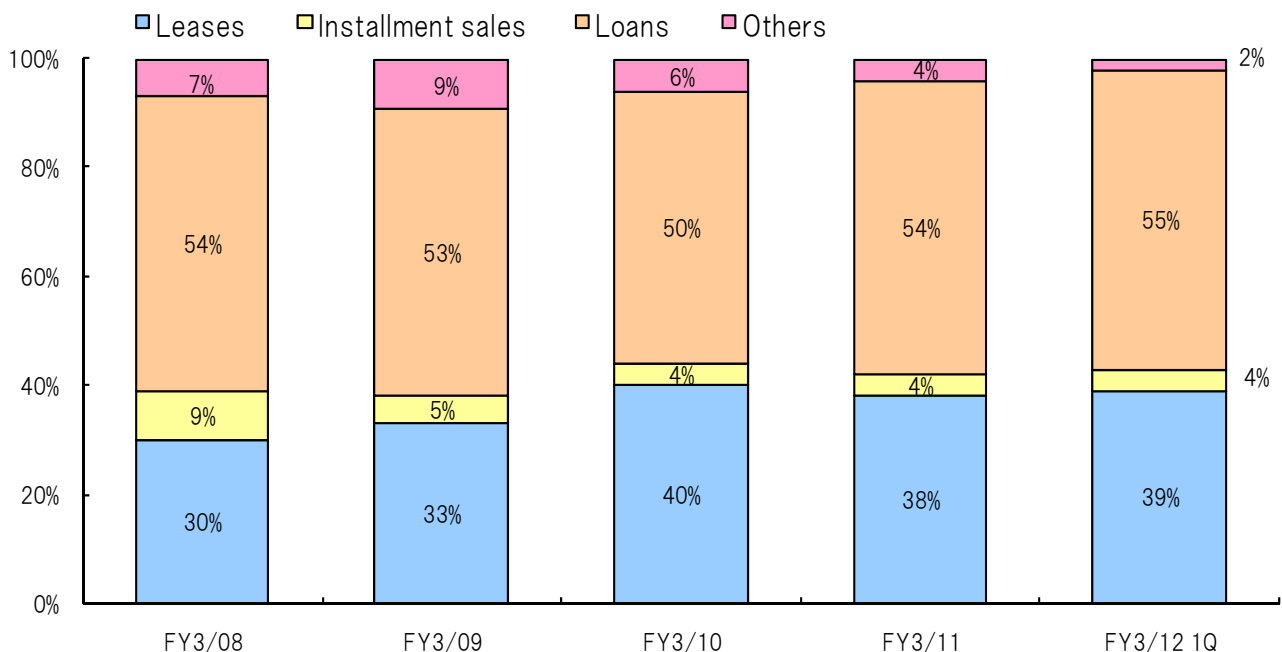
## 4. New Transactions

New transactions volume (consolidated) entered in FY3/2012-1Q was decreased by 8.1% (year-on-year) to 281.7 billion Yen. By segment, leases were decreased by 10.3%, installment sales were increased by 1.4%, and loans and other business were decreased by 7.1%.

### Trends of New Transactions Volume by Type



### Trends of New Transactions Component by Type





## Leases

(bil.yen)

	FY3/11 1Q	FY3/12 1Q	yoy change
IT / Office Equip.	27.9	31.2	+11.7%
Industrial Machinery	43.7	27.6	-36.8%
Civil Eng. & Construction Machinery	2.3	2.2	-3.7%
Transport Equip.	5.6	7.6	+35.4%
Medical Equip.	10.6	10.6	+0.5%
Commercial & Service Equip.	12.3	14.3	+16.3%
Others	21.2	17.4	-18.2%
<b>Total</b>	<b>123.9</b>	<b>111.2</b>	<b>-10.3%</b>

## Installment Sales

(bil.yen)

	FY3/11 1Q	FY3/12 1Q	yoy change
IT / Office Equip.	1.4	0.5	-62.5%
Industrial Machinery	0.9	1.1	15.6%
Civil Eng. & Construction Machinery	1.1	1.5	37.7%
Transport Equip.	0.7	0.5	-27.6%
Medical Equip.	1.3	1.4	+8.8%
Commercial & Service Equip.	2.7	3.1	+14.4%
Others	1.9	2.1	+9.3%
<b>Total</b>	<b>10.4</b>	<b>10.5</b>	<b>+1.4%</b>

## Loan and other business

(bil.yen)

	FY3/11 1Q	FY3/12 1Q	yoy change
Factoring	76.3	63.2	-17.2%
Real estate financing	31.5	16.1	-48.9%
Others	64.2	80.6	+25.5%
<b>Total</b>	<b>172.1</b>	<b>159.9</b>	<b>-7.1%</b>

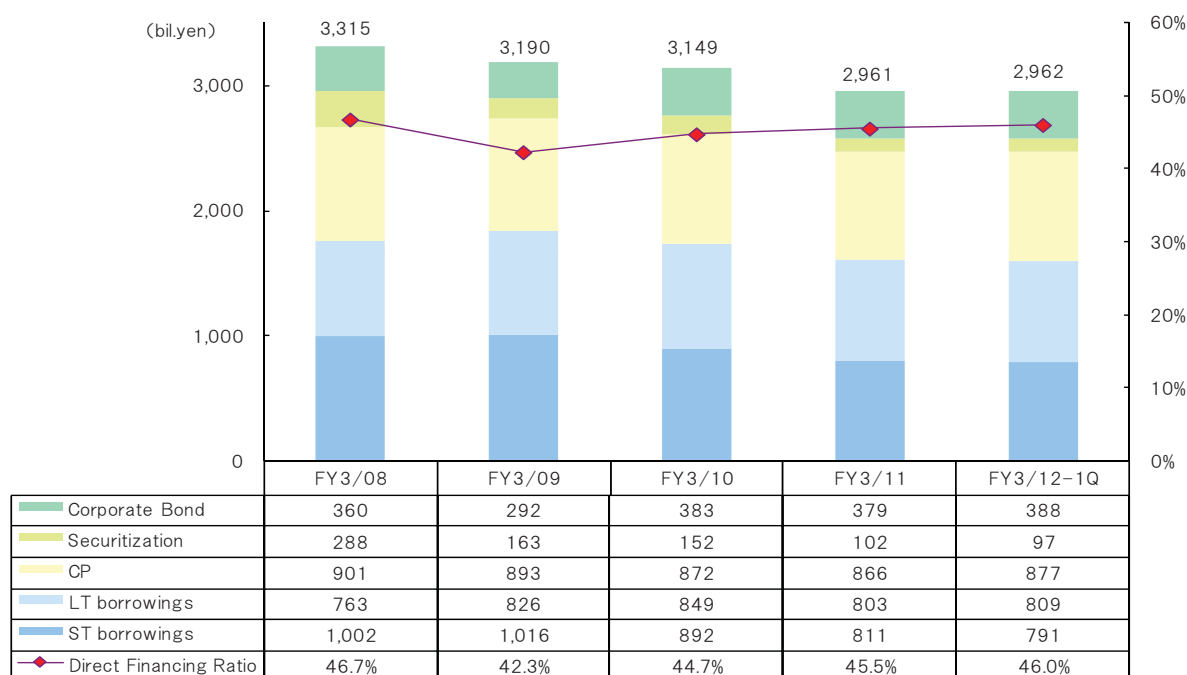
## All New Transactions

(bil.yen)

	FY3/11 1Q	FY3/12 1Q	yoy change
<b>Total</b>	<b>306.5</b>	<b>281.7</b>	<b>-8.1%</b>

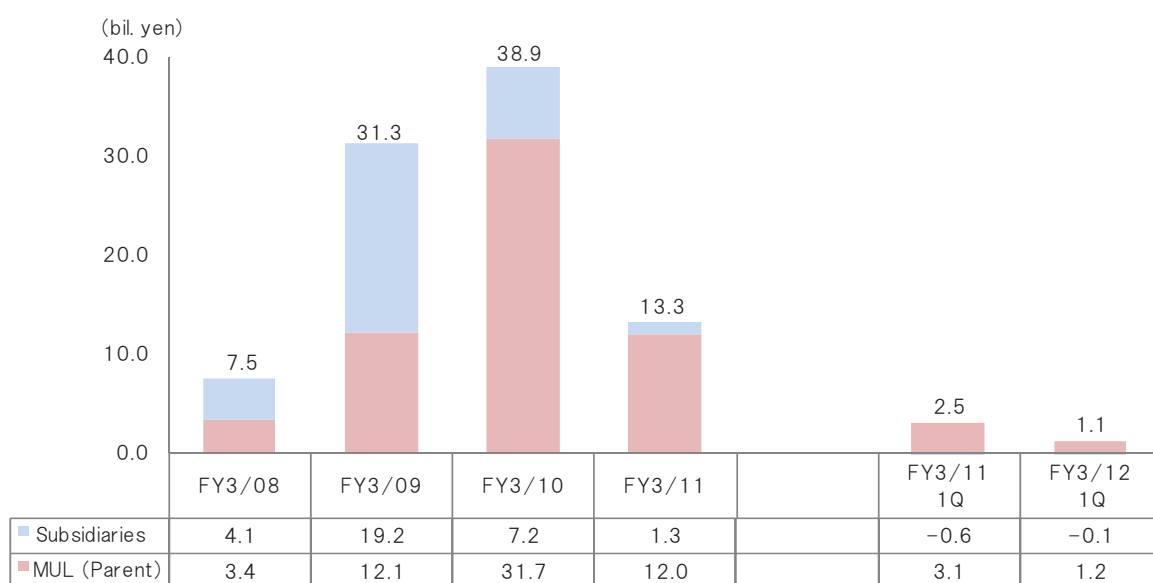
## 5. Funding

### 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 and Extraordinary items.

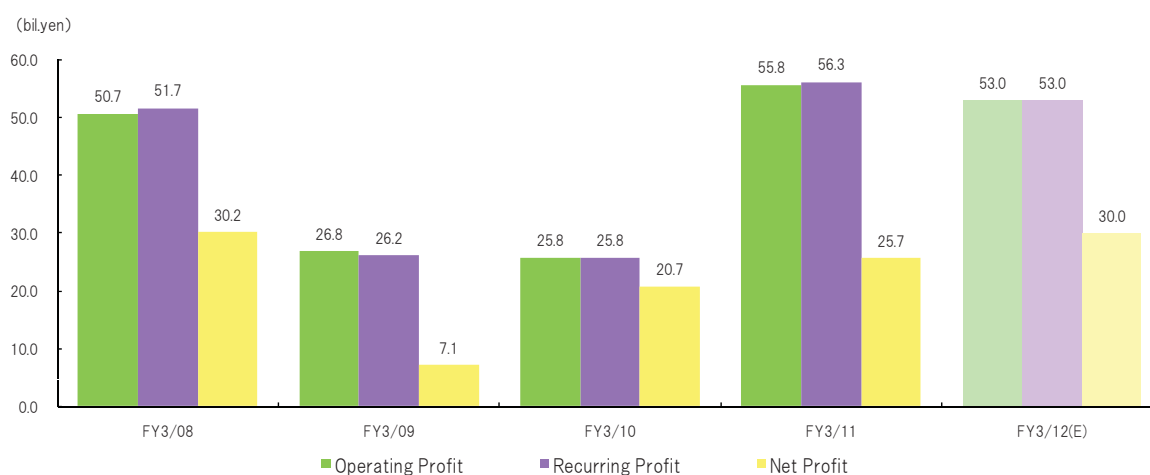
## 7. Forecast for FY3/2012

### Forecast for FY3/2012

	Consolidated	
	Amount (bil. Yen)	Change
Revenues	720.0	-0.7%
Gross Profit	113.0	-4.8%
Operating Profit	53.0	-5.2%
Recurring Profit	53.0	-5.9%
Net Profit	30.0	+16.5%
Dividend per Share	52yen	+2yen

The above figures are our forecast for FY3/2012 as of August 4, 2011 (Announced on May 16, 2011).

### Consolidated Financial Performance



### Cash Dividends

	FY3/08	FY3/09	FY3/10	FY3/11	FY3/12(E)
DPS (yen)	42	46	48	50	52
EPS (yen)	377	80	231	287	334



*Value Integrator*