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**Consolidated Financial Results Summary  
for the Third Quarter ended December 31, 2017**

February 2, 2018

 **Hitachi Capital Corporation**

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for the Third Quarter of FY2017**
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# 1. Summary of Business Performance for FY2017

(Millions of yen)

	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change	Foreign exchange effects	Y on Y (excluding foreign exchange effects)
Volume of business	1,697,699	1,779,933	105%	42,283	102%
Revenues	269,102	296,798	110%	4,465	109%
Cost of sales	175,824	197,798	112%	2,512	111%
Gross profit	93,277	98,999	106%	1,952	104%
Selling, general and administrative expenses	60,994	63,824	105%	1,112	103%
Profit before tax	34,244	36,221	106%	847	103%
Net income attributable to owners of the parent	24,106	26,461	110%	681	107%
Operating assets	2,961,900	3,125,709	106%	34,071	104%
ROE	9.4%	9.7%	+0.3%	—	
ROA	1.5%	1.6%	+0.0%	—	
OHR	60.2%	60.2%	▲0.1%	—	
Yearly average currency exchange rate	Yen / £	141yen	145yen	+4yen	—
	Yen / US \$	106yen	111yen	+5yen	—

## 2-1. Summary of Japan Business/Global Business

(Millions of yen)

		FY2016/3Q Results	FY2017/3Q Results	Y on Y Change	Foreign exchange effects	Y on Y (excluding foreign exchange effects)
Volume of business	Japan Business	759,475	715,937	94%	—	—
	Global Business	938,223	1,063,995	113%	42,283	109%
Gross profit	Japan Business	45,089	46,358	103%	—	—
	Global Business	47,484	51,844	109%	1,952	105%
Profit before tax	Japan Business	18,072	18,758	104%	—	—
	Global Business	20,949	22,842	109%	847	105%
Operating assets	Japan Business	1,606,286	1,564,889	97%	—	—
	Global Business	1,355,613	1,560,820	115%	34,071	113%
ROA	Japan Business	1.5%	1.6%	+0.1%	—	—
	Global Business	2.1%	2.1%	▲0.0%	—	—
ROA (Local currency basis)	Global Business	2.3%	2.1%	▲0.2%	—	—

\*Adjustments (company-wide expense) are not allocated to gross profit and profit before tax of Japan Business and Global Business.

## 2-2. Breakdown of Japan Business

(Millions of yen)

	Volume of business			Operating assets		
	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change
Total of Japan Business	759,475	715,937	94%	1,606,286	1,564,889	97%
Account Solution	604,267	565,734	94%	966,667	969,020	100%
(of which, excluding factoring)	492,449	519,950	106%	869,614	955,631	110%
Vendor Solution	134,462	134,343	100%	421,196	419,133	100%
Total of reportable segments	738,730	700,078	95%	1,387,863	1,388,153	100%
(of which, excluding factoring)	626,912	654,294	104%	1,290,810	1,374,764	107%
Other	21,951	17,458	80%	218,422	176,735	81%

  

	Gross profit			Profit before tax		
	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change
Total of Japan Business	45,089	46,358	103%	18,072	18,758	104%
Account Solution	24,785	26,575	107%	12,934	13,630	105%
(of which, excluding factoring)	24,474	26,529	108%	12,827	13,659	106%
Vendor Solution	12,515	12,106	97%	4,154	4,178	101%
Total of reportable segments	37,300	38,682	104%	17,088	17,809	104%
(of which, excluding factoring)	36,989	38,635	104%	16,981	17,837	105%
Other	7,788	7,676	99%	983	949	96%

\*Adjustments (company-wide expense) are not allocated to total of Japan Business.

\*Effective October 1, 2017, part of healthcare business and agriculture business were transferred to vendor solution business, and accordingly the segments were revised mainly in Account Solution and Vendor Solution. The figures by segment are presented based on the new segments.

## 2-3. Breakdown of Global Business(1): Europe, The Americas

### ■ Europe (UK, Poland, the Netherlands)

(Millions of yen)

	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change	Foreign exchange effects	Y on Y (excluding foreign exchange effects)
Volume of business	348,389	418,445	120%	11,846	117%
Gross profit	26,407	28,993	110%	903	106%
Profit before tax	12,133	13,261	109%	403	106%
Operating assets	568,265	736,227	130%	44,837	122%
ROA (Local currency basis)	2.9%	2.7%	▲0.3%	—	—

### ■ The Americas (US, Canada)

(Millions of yen)

	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change	Foreign exchange effects	Y on Y (excluding foreign exchange effects)
Volume of business	354,395	395,580	112%	17,603	107%
Gross profit	9,276	10,853	117%	497	112%
Profit before tax	2,919	2,978	102%	138	97%
Operating assets	319,702	354,768	111%	▲10,957	114%
ROA (Local currency basis)	1.5%	1.2%	▲0.3%	—	—

## 2-3. Breakdown of Global Business(2): China, ASEAN

### ■ China (Hong Kong, Mainland China)

(Millions of yen)

	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change	Foreign exchange effects	Y on Y (excluding foreign exchange effects)
Volume of business	168,753	172,983	103%	8,121	98%
Gross profit	8,065	7,666	95%	323	91%
Profit before tax	5,715	5,869	103%	254	98%
Operating assets	345,059	332,361	96%	▲5,314	98%
ROA (Local currency basis)	2.5%	2.4%	▲0.1%	—	—

### ■ ASEAN (Singapore, Thailand, Malaysia, Indonesia)

(Millions of yen)

	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change	Foreign exchange effects	Y on Y (excluding foreign exchange effects)
Volume of business	66,685	76,985	115%	4,712	108%
Gross profit	3,735	4,330	116%	228	110%
Profit before tax	181	733	404%	50	376%
Operating assets	122,586	137,462	112%	5,505	108%
ROA (Local currency basis)	0.2%	0.7%	+0.5%	—	—

### 3. Consolidated Financial Forecast for FY2017

(Millions of yen)

	FY2016 Results	FY2017 Forecasts	Y on Y Change	
Volume of business	2,334,252	2,300,000	99%	
Revenues	370,860	400,600	108%	
Cost of sales	245,100	268,000	109%	
(of which, cost of capital)	25,982	31,000	119%	
Gross profit	125,759	132,600	105%	
Selling, general and administrative expenses	81,902	88,300	108%	
Profit before tax	46,033	43,000	93%	
Net income attributable to owners of the parent	32,926	30,500	93%	
Dividend per share (yen)	86.00yen	86.00yen	—	
Payout ratio	30.5%	33.0%	+2.4%	
ROE	9.6%	8.6%	▲1.0%	
ROA	1.5%	1.4%	▲0.1%	
OHR	60.7%	61.9%	+1.3%	
Yearly average currency exchange rate	Yen / £	141yen	140yen(*1)	Exchange sensitivity (*2) : Approx. 110 million yen
	Yen / US \$	108yen	110yen(*1)	Exchange sensitivity (*2) : Approx. 40 million yen

※Consolidated Financial Forecast for FY2017 has not changed from the forecast announced on October 31, 2017.

(\*1) Second half of FY2017 forecast (\*2) The impact on Profit before tax in case JPY vs £/\$ changed 1 yen (FY2017 forecast)



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Note:

This document contains forward - looking statements with respect to future results, performance and achievements that are subject to risk and uncertainties and reflect management's views and assumptions formed using information available at the time. Accordingly, forecasts may differ from actual results due to a variety of factors.

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# Appendix

# Breakdown of Cost of Sales/SG&A

## ■ Breakdown of cost of sales

(Millions of yen)

	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change
Cost of sales	175,824	197,798	112%
(of which, cost of capital)	19,206	22,162	115%

## ■ Breakdown of SG&A

(Millions of yen)

	FY2016/3Q Results	FY2017/3Q Results	Y on Y Change
Selling, general and administrative expenses	60,994	63,824	105%
(of which, personnel costs)	33,285	35,532	107%
(of which, business management expenses, etc.)	22,894	24,048	105%
(of which, bad debt-related expenses)	4,813	4,244	88%

# Quarterly Credit Trends by Region

	Credit loss ratio				Credit loss(Millions of yen)			
	Annually Accumulated			3Q Accumulated	Annually Accumulated			3Q Accumulated
	FY2014 Results	FY2015 Results	FY2016 Results	FY2017/3Q Results	FY2014 Results	FY2015 Results	FY2016 Results	FY2017/3Q Results
Total	0.12%	0.16%	0.15%	0.19%	3,949	5,327	5,103	4,368
Japan	0.05%	0.06%	0.04%	0.05%	954	1,125	823	618
Europe	0.15%	0.28%	0.26%	0.21%	956	1,797	1,613	1,136
The Americas	0.16%	0.30%	0.41%	0.71%	297	739	1,357	1,883
Asia	0.40%	0.36%	0.27%	0.21%	1,741	1,667	1,309	730