

Business and Capital Alliance

May 13, 2016

Overview of Business and Capital Alliance

Business Alliance ①: Hitachi Capital and Mitsubishi UFJ Lease & Finance

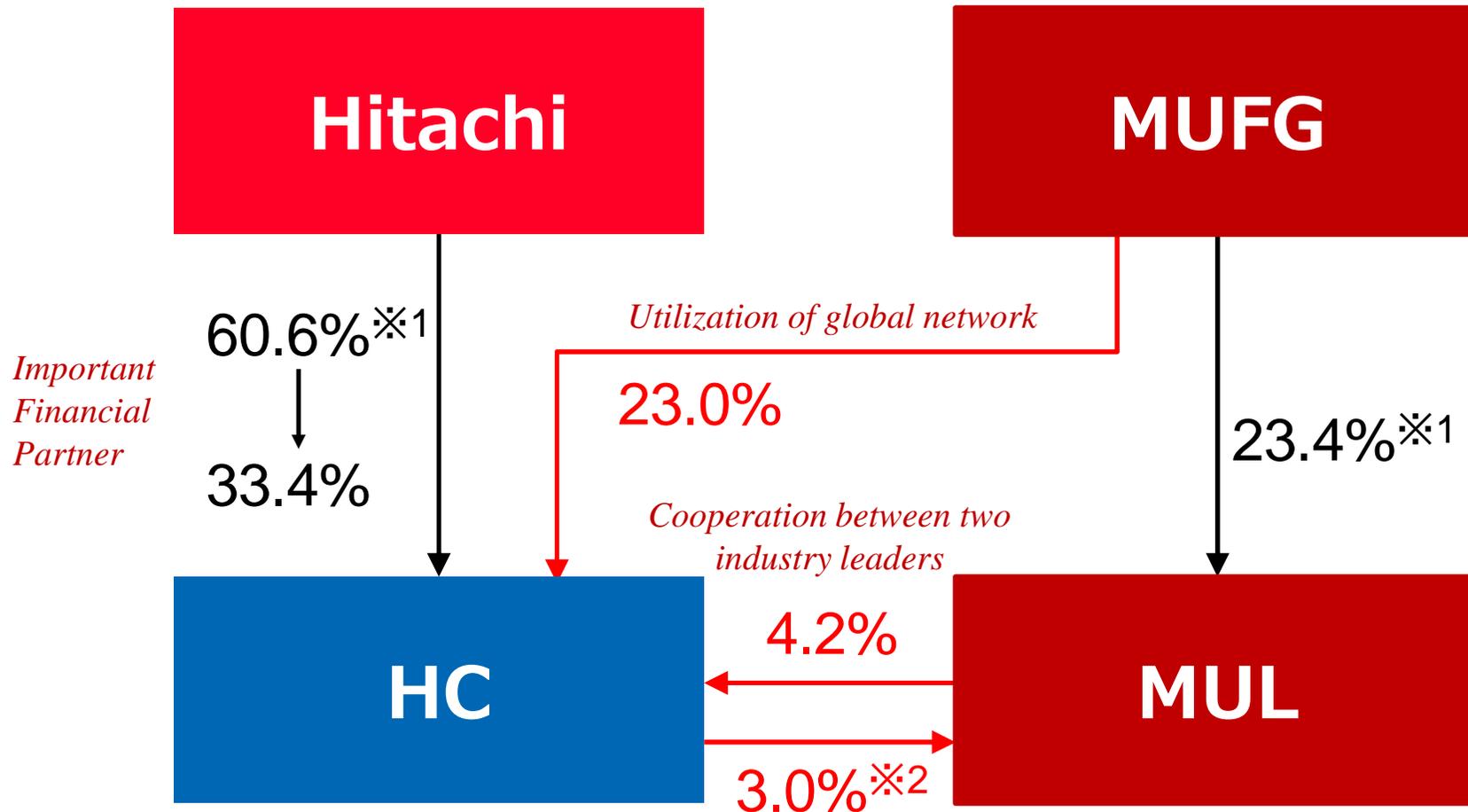
- Aim to strengthen both companies' financing and solutions capabilities

Business Alliance ②: Establishment of a Financing Platform

- Target the establishment of an open Financing Platform that can support the Japanese infrastructure industry from a finance perspective
- Mitsubishi UFJ Financial Group (MUFG), The Bank of Tokyo-Mitsubishi UFJ (BTMU), Mitsubishi UFJ Lease & Finance (MUL), Hitachi Capital (HC), and Hitachi have agreed to start detailed discussions

Shareholding Structure After Transfer of Shares

- Hitachi will transfer part of its stake (27.2%) in HC to MUFG and MUL



※1 Includes shares held by group companies. Voting rights basis

※2 Purchase from market

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Business Alliance Between HC and MUL

Aim

- Strengthen existing businesses by utilizing each others' business foundations
- Creation of new business opportunities through each companies' know-hows and networks
- Develop new solutions leveraging the different strengths of each

Areas of Alliance

Envisaged regions / sectors are as follows:
(continue to discuss on a wide variety of themes)

Domestic

- Environment / Energy, Urban infrastructure and Public facilities, Real estate, joint development in the IoT sector, etc.

Overseas

- United States, ASEAN, China, etc.

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Provide new solutions leveraging strengths

Sectors	HC's strengths	MUL's strengths
Environment / Energy sector	<ul style="list-style-type: none"> • Collaboration with Hitachi Group (solar / wind energy) 	<ul style="list-style-type: none"> • Solar energy • Asset management
Urban infrastructure / Public facilities	<ul style="list-style-type: none"> • Ample deal experience with public office projects / Client base 	<ul style="list-style-type: none"> • Education facilities, water and environmental facilities, satellites, etc.
Real estate	<ul style="list-style-type: none"> • Logistics facilities, etc. 	<ul style="list-style-type: none"> • Commercial facilities • Redevelopment of old property



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Expansion overseas through complimentary expertise

United States

HC

- Commercial trucks
- Healthcare
- Factoring

MUL

- Aircrafts
- Railways / Containers
- Equipment financing

China

HC

- Public sector financing
- Healthcare
- Factoring

MUL

- Energy conservation
- Enterprise financing
- Machinery

Europe

HC

- Consumer financing
- Vehicle solutions

MUL

- Aircrafts
- Aircraft engines

ASEAN

HC

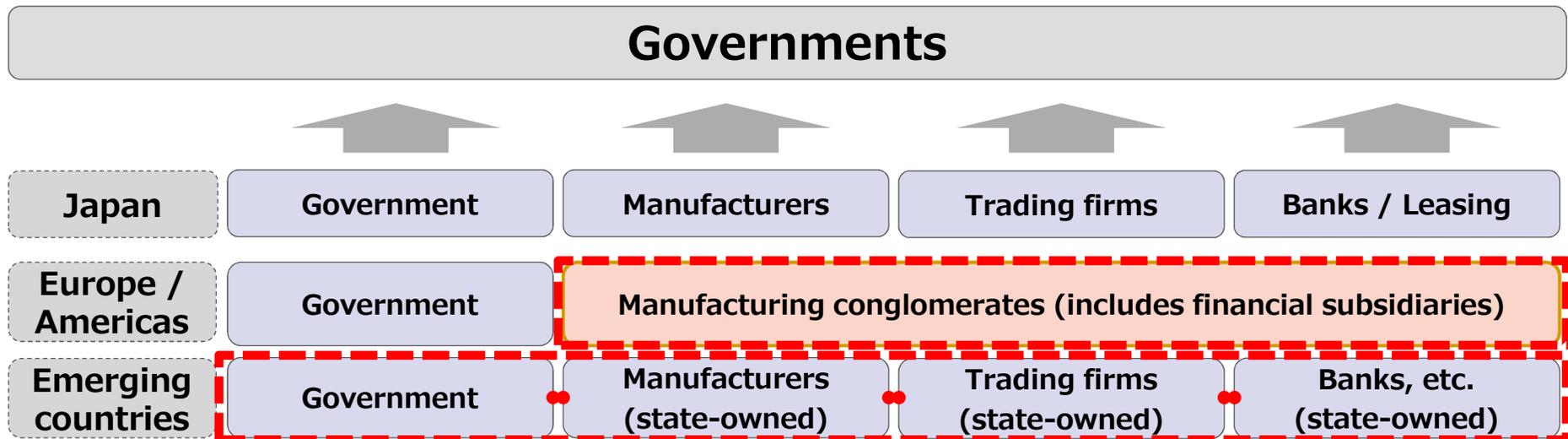
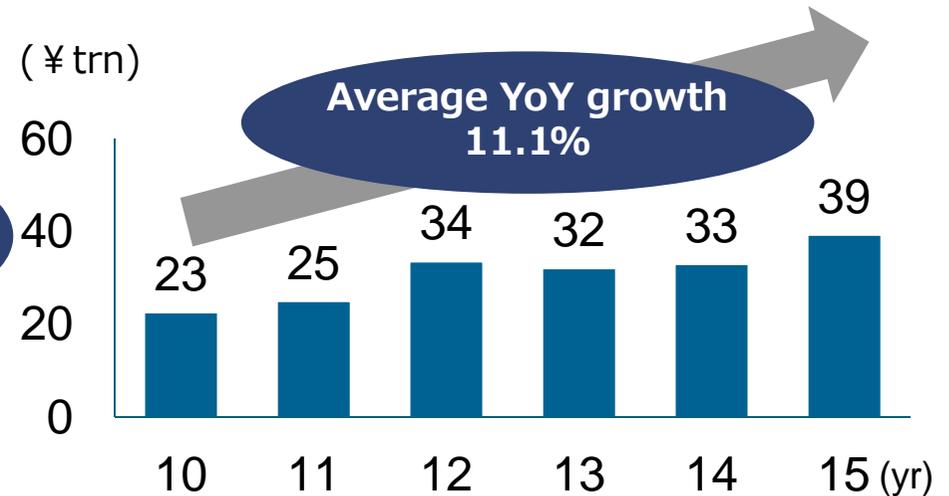
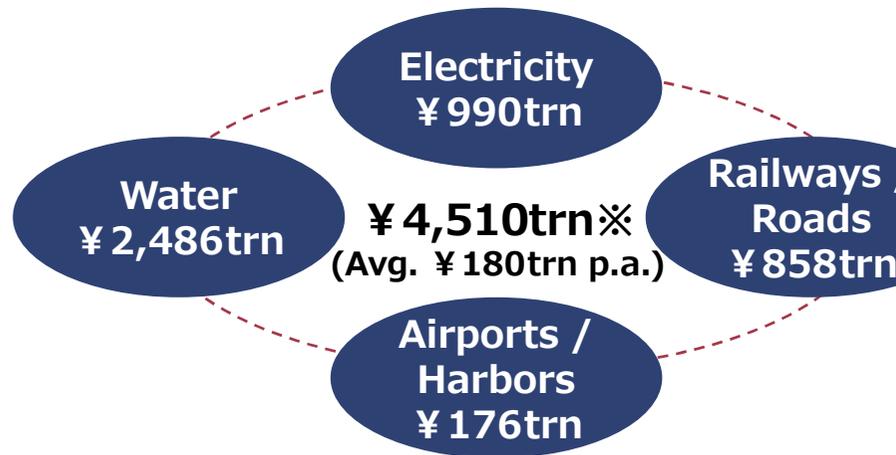
- Industrial machinery
- Vehicles

MUL

- Auto leasing
- Second-hand equipment

※Areas of strength

Increasing Needs for Financing Within the Infrastructure Industry



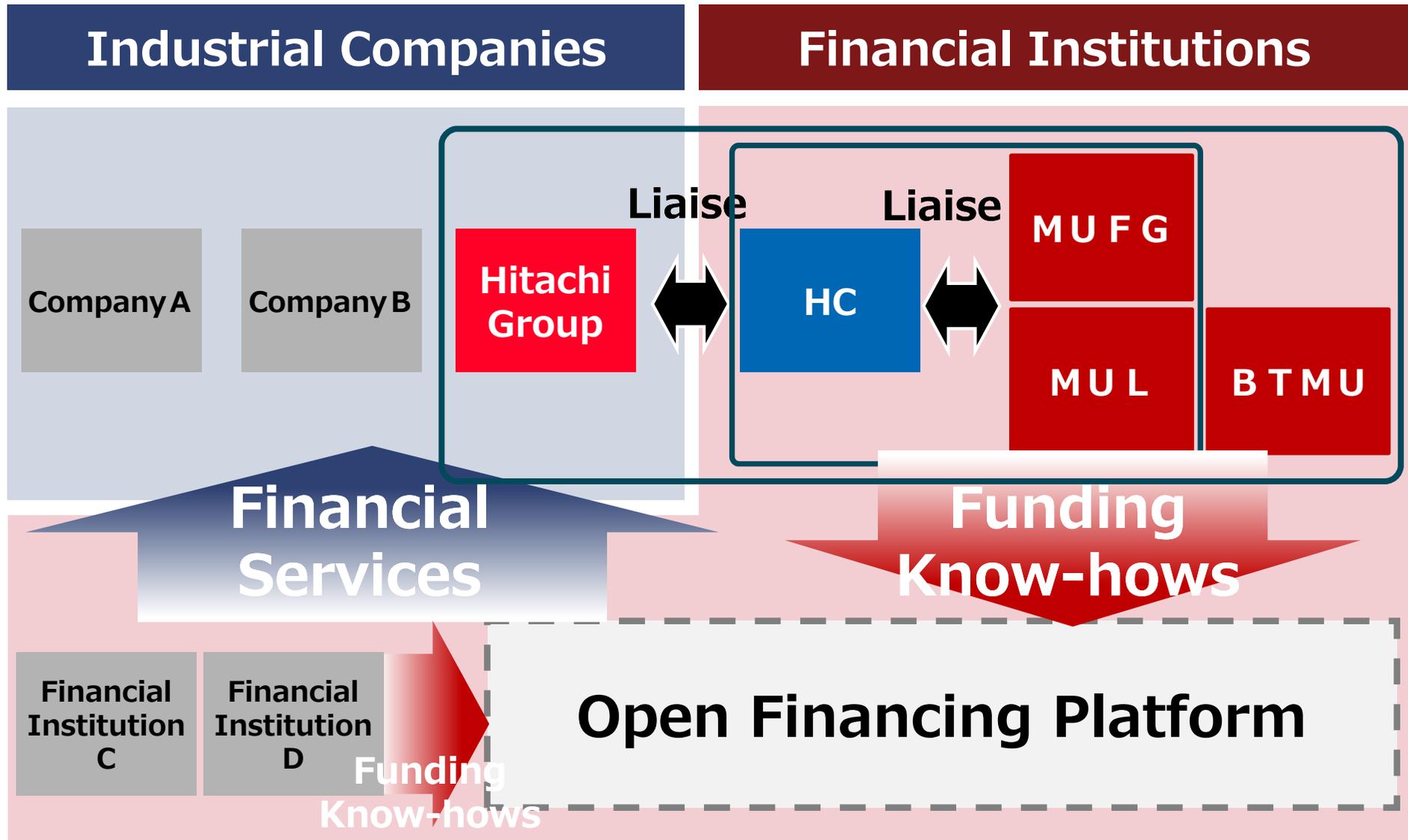
➔ **Packaged deals as source of competitiveness**

※Source: MUMSS

※Total global investment in infrastructure
(2005~2030)

Image of Business Alliance ②

Open Financing Platform to support infrastructure industry



Schedule

①: Today

- Signing of MoU on Business Alliance
- Signing of Share Purchase Agreement

②: Around
August 2016

- Relevant regulatory approvals
- Closing of share transfer

③: After
completion of ②

- Establishment of Open Financing Platform
- Will begin deliberations at an appropriate time in the future with a view toward further strengthening the relationship, taking into account the possibility of a corporate merger

Thank you