

# **Introduction of JCM and Achievement of Tokyo Century Group**

**July 24, 2018**



Creating new values from  
Finance × Services × Business Expertise  
**Tokyo Century Corporation**

## Summary : Tokyo Century Group with JCM

- **Tokyo Century led a project and propose JCM scheme to our clients with Japanese manufactures.**  
⇒We can cooperate with various Japanese manufactures.
- **Tokyo Century undertook a representative participant and also applied for JCM model project.**  
⇒Representative participant must be a Japanese company.  
We can offer a chance to get subsidy for local companies which do not have relationship with Japanese companies.
- **Local subsidiary of Tokyo Century offered finance.**  
⇒It is easier for clients to install an equipment by our offer, subsidy and finance.

# **1. Company Background – Tokyo Century Corporation**

# Company Background- Tokyo Century

## Company Name

Tokyo Century Corporation

## Founded

July 1, 1969

## Paid-in Capital

¥ 34billion

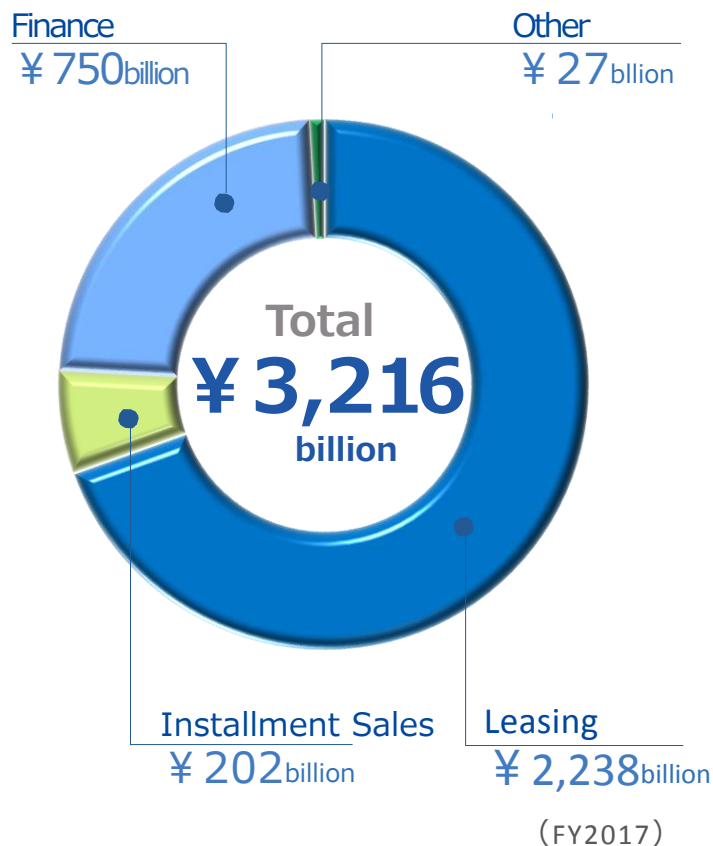
## Stock Listing

Tokyo Stock Exchange,  
First Section



**Tokyo Century**

## Operating Assets



## Employees (As of March 31, 2017)

**5,430**  
(Consolidated)

**1,032**  
(Non- Consolidated)

## Total Assets

¥ 3,580billion

## Revenues

¥ 976billion

## Operating Income

¥ 72billion

# Business Summary by Operating Segment



## Equipment Leasing

Take advantage of our network to provide financial services with wide range of property

- Structuring and providing diverse financing programs in cooperation with manufacturers and dealers in addition to the financing subsidiaries of Fujitsu and IHI
- Developing a marketing strategy incorporating a drastic differentiation approach, and also focusing on establishing joint ventures with prime business partners
- Promoting the reuse and recycle businesses to create an environmentally-sound, sustainable economy and society



## Specialty Financing

Provide financial services for shipping, aviation, environment and energy, real estate, structured finance and other sectors, by utilizing our highly specialized expertise

- **Shipping:** Creating new business opportunities along with core partners and promoting ROA improvements
- **Aviation:** Expanding the aviation business along with ACG, a U.S.-based commercial aircraft lessor through the acquisition of interests in ACG
- **Environment and Energy:** Expanding the solar power generation business through Kyocera TCL Solar. Focus on new energy businesses.
- **Real Estate:** Building a portfolio of prime assets with strategic partners. Entered into the hotel development business



## Domestic Automobile Financing

Serve automobile leasing for corporate customers and individuals and car rental, which boast the leading lineup in the domestic market, to provide the best suited service depending on purpose

- **Nippon Car Solutions Co., Ltd. (mainly for corporate customers):**  
Focusing on promoting top solution business in the industry by improving its service quality
- **Nippon Rent-A-Car Service, Inc. (car rental):**  
Realigned its organization structure to make use of its brand power. Focusing on expanding branch network as well as enhancing corporate sales and capturing inbound demand from foreign visitors
- **Orico Auto Leasing Co., Ltd. (mainly for individuals):**  
Strengthening its Koala Club, an agency organization. Cultivating relationships with large alliance partners



## International Business

Provide specialized services to meet unique needs of each country by promoting alliance strategies with local blue-chip companies and financial institutions and others

- **Expanding overseas networks across 37 countries and regions worldwide, including East Asia and ASEAN, Americas, Europe and other countries**
- **Gaining a foothold by entering into the FinTech and rideshare businesses through partnerships with local blue-chip companies in Asia**  
Indonesia: Tapped into E-commerce business through strategic partnership with Lippo Group  
ASEAN: Strategic partnership with Grab, a ride-hailing platform giant  
China: Strategic business alliance with China UnionPay Merchant Services, the largest card payment service in China

<FY2017>  
13% of total operating assets  
belongs to International  
business (About 420 billion JPY)

(Billions of yen)  
3,250

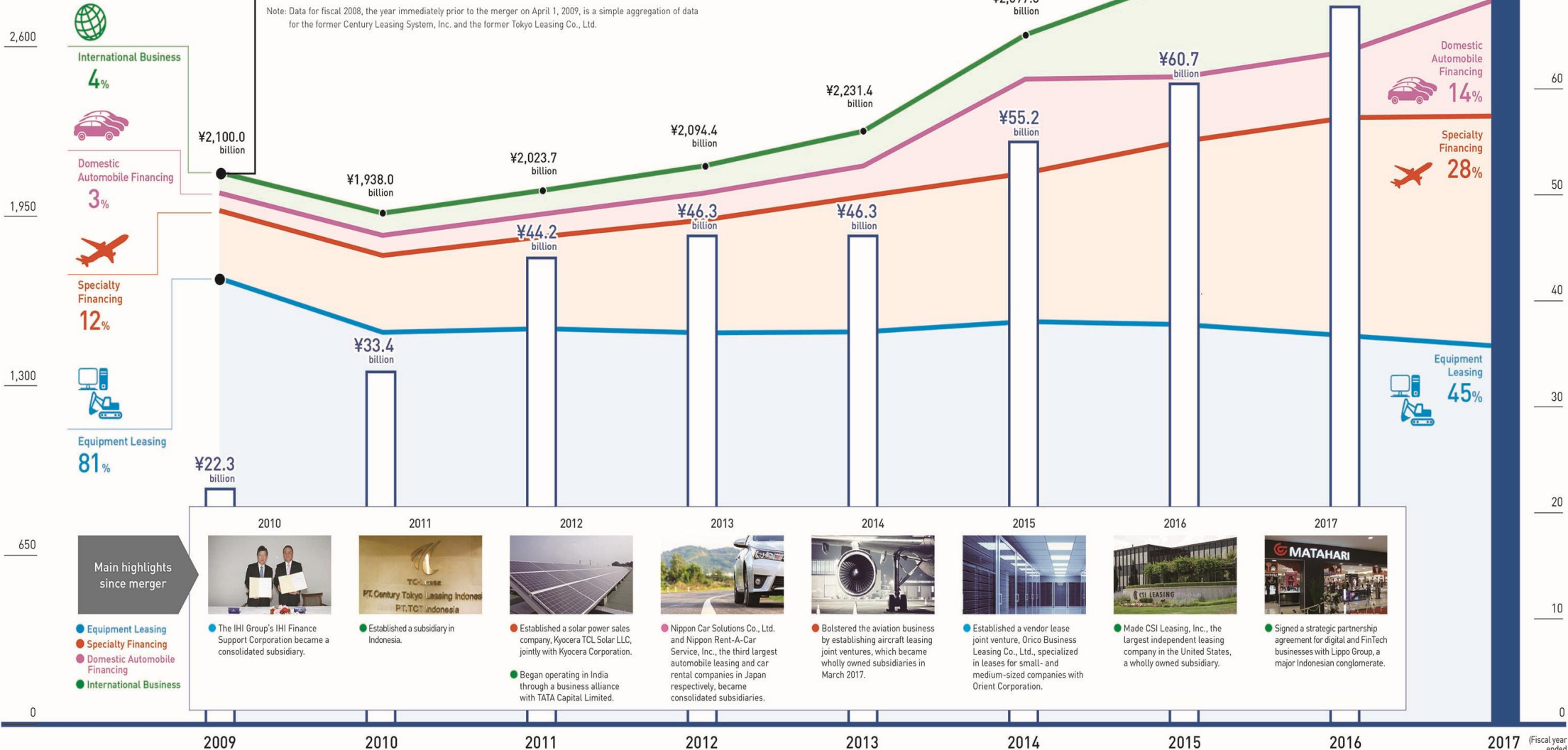
(Billions of yen)  
80

□ Ordinary Income (Right Scale)  
■ Operating Assets (Left Scale)

2009

Century Leasing System, Inc. and Tokyo Leasing Co., Ltd. merged to form Century Tokyo Leasing Corporation (currently Tokyo Century Corporation).

Note: Data for fiscal 2008, the year immediately prior to the merger on April 1, 2009, is a simple aggregation of data for the former Century Leasing System, Inc. and the former Tokyo Leasing Co., Ltd.

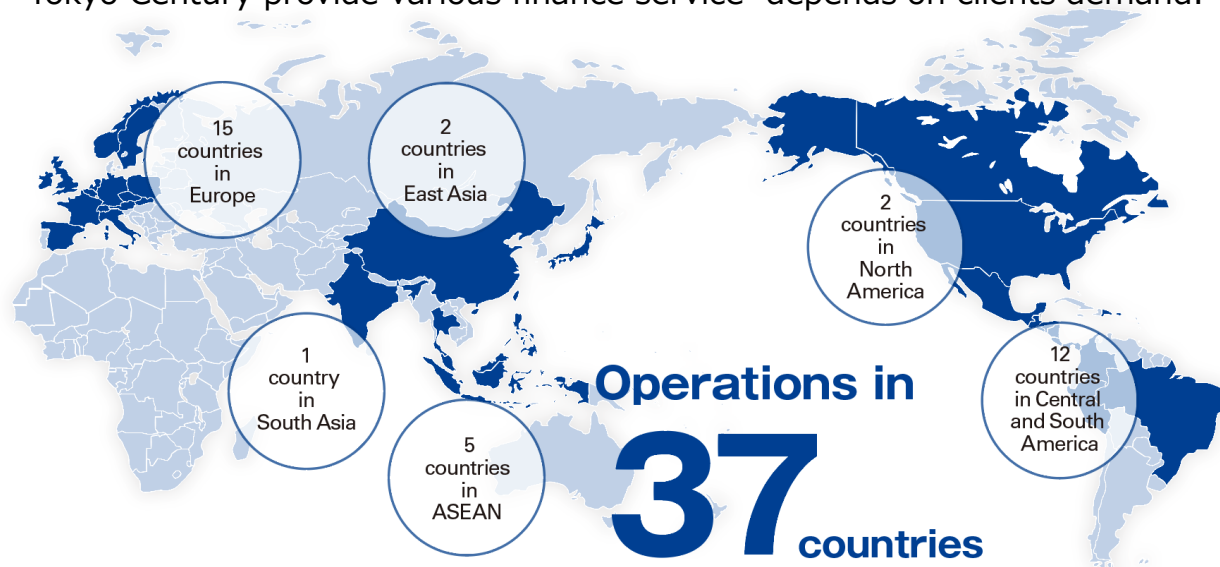




# Global Network

## Overseas Network

Tokyo Century has 37 subsidiaries and affiliates overseas. In South East Asia countries, Tokyo Century has 7 subsidiaries and affiliates. Tokyo Century provide various finance service depends on clients demand.



(As of October 1, 2016)

Note: Hong Kong is included in China. Taiwan is counted as a separate country.

## Equity-Method Affiliates

- ❑ President Tokyo Corporation
- ❑ Tong-Sheng Finance Leasing Co., Ltd.
- ❑ Dalian Bingshan Group
- ❑ Hua Hui Da Financial Leasing Co., Ltd.
- ❑ Suzhou New District Furui Leasing Co., Ltd.
- ❑ BPI Century Tokyo
- ❑ Lease & Finance Corporation
- ❑ PT. Hexa Finance Indonesia
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## Japan Desk

- ❑ TATA Capital Financial Services Limited

## Consolidated Subsidiaries

- ❑ Tokyo Century Leasing China Corporation
- ❑ Tokyo Century Factoring China Corporation
- ❑ Tokyo Century Leasing (Singapore) Pte. Ltd.
- ❑ Tokyo Century Capital (Malaysia) Sdn. Bhd.
- ❑ PT. Century Tokyo Leasing Indonesia
- ❑ PT. TCT Indonesia
- ❑ TISCO Tokyo Leasing Co., Ltd.
- ❑ TC Advanced Solutions Co., Ltd.
- ❑ TC Car Solutions (Thailand) Co., Ltd.
- ❑ HTC Leasing Co., Ltd.
- ❑ Tokyo Leasing (Hong Kong) Ltd.
- ❑ CSI Leasing, Inc.
- ❑ Tokyo Century (USA) Inc.
- ❑ TC Aviation Capital Ireland Ltd.
- ❑ TC Skyward Aviation U.S., Inc.
- ❑ TC Skyward Aviation Ireland Ltd. Tokyo Leasing (UK) Plc

# Partnership of Tokyo Century Group

## Edge of Tokyo Century

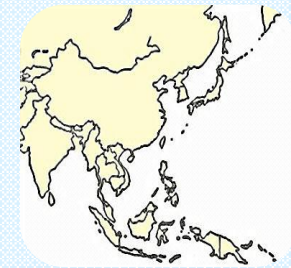
- ✓ Strong relationship with clients in Japan
- ✓ In alliance with Japanese suppliers/manufactures
- ✓ Extensive network in ASEAN countries



**Synergy**

## Edge of Conglomerates

- ✓ Strong relationship with local clients
- ✓ Offer various financial service to local clients





## **2. Case Study – JCM projects of Tokyo Century Group**

## Tokyo Century Group with JCM

**Under our management philosophy, Tokyo Century Group will work alongside customers in pursuit of their growth as a highly specialized and unique financial services company, and will contribute to the creation of an environmentally-sound, sustainable economy and society.**

**We have been in alliance with excellent corporate partners to accelerate initiatives that have a high social impact, specifically reducing greenhouse gases (GHG) and improving energy self-sufficiency.**

**Tokyo Century Group will continue contributing to development and promotion of low carbon technology to reduce GHG by utilizing the JCM and others in ASEAN countries, while leveraging extensive overseas network and financial services that we can offer.**