



Media Release

ORIX Australia Expands its Green Strategy through Investment in its Short-term Rental Fleet

Sydney, 2 December 2008 - ORIX Australia today announced the full replacement of its short-term rental fleet with a significant investment in lighter, more fuel efficient passenger and light commercial vehicles. This initiative will lead to a reduction in the company's indirect CO₂ emissions of more than 485 tonnes per annum, as well as delivering extensive fuel saving benefits to customers.

The initiative follows the Fleet Management and Leasing provider's appointment as member of the Government's Greenhouse Challenge Plus programme earlier this year, and supports its ongoing mission to lead the Fleet industry in reducing environmental impacts.

"We are incredibly proud of our environmental achievements," said John Carter, Managing Director at ORIX. "In September this year, ORIX achieved a 20% reduction in energy usage at our two major sites compared to the month prior. In August and September ORIX also captured more than 70,000 litres of water in rainwater tanks for vehicle washing, and recycled more than 3 tonnes of paper and cardboard."

After adding hybrid and diesel options to its staff car policy, installing timers and sensor powered lighting in the workplace and introducing a measurable recycling scheme, ORIX reviewed a major contributor to its indirect greenhouse gas emissions, the short-term rental fleet, and immediately acted to revamp the fleet across the country.

ORIX completed a comprehensive analysis to determine which vehicle type customers considered reliable and fuel efficient, while also meeting operational needs. The results of the study, along with analysis of CO₂ emissions and whole-of-life costs across a range of vehicle categories, guided vehicle selection. The new short-term rental fleet will include a range of vehicles from Hyundai, Nissan and Volkswagen offering customers increased fuel economy, reduced CO₂ emissions and enhanced vehicle performance, without compromising operational requirements.

"Nissan Motor Company is delighted to be affiliated with ORIX through the provision of Maxima, Tiida and X-Trail vehicles," said Jeffery Fisher, Manager Corporate Communications at Nissan. "Nissan's dedication to finding solutions to environmental challenges is reflected in its 2010 Green Program which is committed to the development of fuel efficient and CO₂ free transport. Meanwhile, Nissan's proven CVT transmission technology, included in the Maxima and X-Trail, currently provides fuel saving driving dynamics."



Volkswagen Group Australia's Managing Director, Jutta Dierks is also delighted with ORIX's decision to purchase Golfs as part of its short-term rental fleet. "The Golf 1.9 TDI offers exceptional fuel economy but is also fun to drive thanks to its impressive torque output. I am sure ORIX's short-term rental fleet clients will enjoy driving the Golf and will appreciate the benefits of such a safe, economical vehicle which is not only good for business but for the community."

Although requiring a substantial investment, ORIX is confident that maintaining a green approach in selecting vehicles for its short-term rental fleet will generate significant long term fuel savings for its customers and reduce impacts on the environment.

"The new short-term rental fleet not only complements ORIX's environmental objectives but also accommodates a growing need in the market to reduce fleet costs which are largely made up of fuel," said John Carter.

Kevin McCann, Hyundai's Director of Sales and Marketing, added that "At Hyundai we offer our customers a range of fuel efficient petrol and turbo-Diesel vehicles. We are thrilled that ORIX Australia has ordered Tucson City SX models, which are fitted with the life saving ESP Stability Control technology."

Along with forming a committee to identify and implement environmental initiatives internally, the ORIX EnviroMotion program includes tools to help ORIX customers reduce their carbon footprint and promote sustainability. ORIX offers effective environmental support services to all its customers including a suite of Fleet Management Reporting products that track and monitor a fleet's impact on the environment by way of CO₂ emissions. Reports can be issued highlighting the amount of fuel consumption and the level of carbon output of each vehicle in the fleet. These reports are made available through the online ORIX Customer Centre which customers can access anytime and from any location, at no additional cost.

The Carbon Footprint reporting tool allows customers to distinguish the vehicles within their fleet that have high levels of CO₂ output. Highly uneconomical vehicles can also be identified through the Fuel Exception Report which tracks fuel usage and vehicles with excessive running costs. Producing this information means Fleet Managers can compare inefficiencies between vehicle types and make cost-effective decisions when replacing and selecting vehicles.

Despite recent economic volatility, ORIX Australia is stable and well positioned to invest in projects aimed at improving its carbon footprint, capabilities and the customer experience.

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About ORIX Australia

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ORIX is one of Australia's most progressive non-bank lenders. It is part of the global ORIX group, an integrated financial services group with operations in 26 countries worldwide. ORIX Australia employs over 400 people throughout Australia and New Zealand and manages in excess of \$1.2 billion in assets locally. With a range of versatile options, ORIX provides the expertise and support that our clients need to take their business forward including commercial and passenger vehicle fleet services and truck and trailer rental. For further information visit www.orix.com.au

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