## Brief Statement for the <br> First Half of the Year Ended March 31, 2000

|  |  | November 4, 1999 |
| :--- | :--- | :--- |
| Listed Company Name: | Aiful Corporation <br> Code Number: | 8515 |
| Head Office: | 31, Higashikaigawa-cho, Saiin, Ukyo-ku, <br> Kyoto-city, Kyoto Prefecture |  |
| Contact: | Ken'ichi Kayama <br> General Manager of Public Relations Dept. |  |
| Telephone Number: | (03)-3274-3560 <br> Tokyo Stock Exchange (Second Section) |  |
| Listings: | Osaka Stock Exchange (Second Section) <br> Kyoto Stock Exchange |  |
| Date of Board of Directors' meeting to approve the half-yearly financial statements: |  |  |
| November 4, 1999 |  |  |

## 1. Financial Results for the Half-Year Ended September 30, 1999 (April 1~September 30, 1999)

(1) Operating results
(Amounts are rounded down to the nearest $¥ 1$ million in this half-yearly report and the attached documents)

| (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Operating Revenue | (A) \% | Operating Income | (A) \% | Ordinary Income | (A) \% |
| Half-year to Sept. 1999 | 115,689 | (16.5) | 41,405 | (35.4) | 40,232 | (44.6) |
| Half-year to Sept. 1998 | 99,299 | (14.2) | 30,575 | (4.8) | 27,831 | (0.7) |
| Year ended March 1999 | 204,957 |  | 71,897 |  | 68,843 |  |

(A): Increase or decrease compared with first half of previous year

|  | Net income | (A) \% | Net income per share ( $¥$ ) | Accounting standards |
| :---: | :---: | :---: | :---: | :---: |
| Half-year to Sept. 1999 | 20,491 | (60.9) | 365.25 | Half-yearly financial statement standards |
| Half-year to Sept. 1998 | 12,736 | (1.6) | 274.35 | Half-yearly financial statement standards |
| Year ended March 1999 | 28,448 |  | 610.63 | - - |

(A): Increase or decrease compared with first half of previous year

## Notes

1. Average number of shares issued and outstanding during the period

Half-year to September $199956,103,000$ shares
Half-year to September 1998 46,424,631 shares
Year ended March $1999 \quad 46,588,116$ shares
2. Changes in accounting policies

None
3. Tax-benefit accounting has been applied to the results for the half-year ended September 30, 1999.
4. Net income per share is calculated using the average of the total number of shares issued and outstanding during the period.
(2) Dividends

|  | Interim dividend <br> per share (¥) | Annual dividend <br> per share (¥) |
| :--- | :---: | :---: |
| Half-year to September 1999 | 30.00 | - |
| Half-year to September 1998 | 30.00 | - |
| Year ended March 1999 | - | 60.00 |

(3) Financial position

|  | Total assets <br> (¥ million) | Shareholders’ <br> equity <br> (¥ million) | Shareholders’ <br> equity to total <br> assets (\%) | Shareholders’ <br> equity per share <br> (in ¥) |
| :--- | ---: | :--- | :--- | ---: |
| Half-year to <br> September 1999 <br> Half-year to <br> September 1998 | $1,132,291$ | 230,973 | 20.4 | $4,116.95$ |
| Year ended March <br> 1999 | 941,139 | 189,439 | 20.1 | $4,051.97$ |

Notes:

1. Number of shares issued and outstanding shares at year-end

Half-year to September $1999 \quad 56,103,000$ shares
Half-year to September 1998 46,752,500 shares
Year ended March 1999 46,752,500 shares
(Units of par value shares: 50 shares)
2. Gain (loss) on valuation of marketable securities at the end of the half-year: $¥ 1,801$ million
3. Gain (loss) on valuation of derivatives at the end of the half-year: ( $¥ 2,070$ million)

## 2. Projected Financial Results for the Year Ending March 31, 2000 (April 1, 1999~March 31, 2000)

|  | Operating <br> Revenue <br> (¥ millions) | Ordinary income <br> (¥ millions) | Net income <br> (¥ millions) | Annual dividend <br> per share ( $¥$ ) |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  |  | Final |  |  |
| Year ended March 31, 2000 | 240,425 | 85,000 | 43,742 | 30.00 | 60.00 |

Reference:
Projected net income per share
$¥ 779.69$

## Attached Documents

## 1. Business Policies

## (1) The Environment for the Consumer Finance Industry

The recession affecting the Japanese economy has been accompanied by falling prices, creating a phenomenon known as a "deflationary spiral." Though economic trends remain confused, encouraging signs, including a recovery in the Nikkei stock price average and an improvement in the lending stance of financial institutions, have started to emerge since the government injected public funds and implemented additional stimulatory measures. Moreover, while there is still uncertainty about the economic outlook because of factors that include high unemployment and the yen's rapid rise, there is increasing evidence that the economy as a whole has started to turn the corner.

The consumer finance industry continues to feel the effects of economic stagnation. However, the level of bad loans appears to have peaked, and the current year has brought signs of a recovery in the number of new customers.

This business environment has encouraged major companies to seize a bigger share of the market. In addition, both major and smaller firms have been bought by foreign non-banks. The industry restructuring process is gradually accelerating, as evidenced by participation in consumer finance by companies from other industries, and the expansion of consumer finance companies into other markets. Individual companies are meanwhile working to differentiate their strategies.

## (2) Basic Management Policies

AIFUL's main aim is to attain support of the general public. Its efforts to expand and diversify its activities are a reflection of its basic mission to respond to the needs of all customers.

To achieve this goal, AIFUL will continue to improve the convenience and accessibility of its services in terms of both time and location. It will also work to make its services available to everyone by functioning as a "loan advisor" and as a dependable and innovative consumer finance company.

Specific moves toward these goals include the expansion of the branch and ATM networks, and the extension of operating hours. AIFUL is also diversifying its product range, which now includes not only unsecured loans, but also small real estate-secured loans, and small business loans for self-employed people.

## (3) Medium- to Long-Range Business Strategies

The strategies that AIFUL will use to implement these basic policies are contained in its 7th Medium-Range Business Plan, which covers the period from the year ended March 2000 to the year ended March 2002. The basic themes identified in this plan are the reinforcement of product development capabilities, the expansion of market share and the improvement of operating efficiency. The focus of efforts to enhance product development capabilities will be the development and marketing of related products based primarily on three existing product categories: unsecured loans, small real estate-secured loans, and small business loans. Strategies to increase AIFUL's market share include the expansion of the branch network and the enhancement of the AIFUL brand image along with increased consumer support. The aim of efficiency improvements is to minimize the cost increases that tend to occur when a company is in its expansionary phase. Specific measures will include the centralization of "O-Jido-San" automatic loan application machines under 16 centralized management centers throughout

Japan, and the improvement of work-force efficiency. In addition, financing costs will be reduced through strategies that include the diversification of finance sources and the use of various interest rate hedging mechanisms.

Another focus will be the expansion of AIFUL's range of activities. This will be achieved through an aggressive program of mergers, acquisitions and business tie-ups. AIFUL is using its branch network and know-how to expand into other areas of activity within the field of financing.

## (4) Basic Policies on Profit Distribution

AIFUL's basic policy on dividends is to distribute profits to shareholders positively and consistently on the basis of a comprehensive assessment of the economic and financial situation, industry trends and its own business performance. AIFUL's goal is to maximize its value to shareholders by maintaining profit growth taking a medium- to long-term perspective. Retained earnings are reinvested in lending funds or used to fund the expansion of the branch network. By creating resources for future growth in this way, AIFUL aims to respond to investor expectations in the future.

## (5) Improving Corporate Governance

Weekly board meetings provide a forum for in-depth discussion of day-to-day issues, management priorities and strategies, and business opportunities. AIFUL's basic governance policy is to reach prompt management decisions after careful verification of the facts.

Management activities are subject to a system of checking functions. Compliance systems have been strengthened through audits by the Company's own auditors and an auditing firm, and through the establishment of a Legal Department. Shareholders also participate in the management of the checking process thanks to AIFUL's positive disclosure policy. The Public Relations Department and the Investor Relations Section of the Financial Planning Department were created as specialist units to provide information to the media, shareholders and investors. In addition to news releases, these units distribute detailed disclosure information in the form of data books. They also arrange briefings for journalists, investors and analysts and respond to media requests for information. AIFUL regards disclosure of corporate information as an important obligation for a listed company.

## (6) Challenges

As stated earlier in this report, while the economic outlook remains uncertain, signs of recovery are starting to emerge. This environment is reflected in various changes in the consumer finance industry, including increased market dominance by major companies, escalating competition, participation by companies in other sectors, and diversification of consumer finance companies into other markets. These trends are all expected to intensify. AIFUL is adapting to this environment through measures designed to improve its competitiveness. For example, it is enhancing its product development and marketing capabilities, expanding its branch network, improving the accuracy of its credit management, and expanding its range of activities. At the same time, AIFUL is working to maximize its operating efficiency by minimizing costs. More than ever before, it is working to ensure long-term success and growth by maintaining a prudent management stance.

## 2. Business Results

## (1) Overview of Half-Year Ended September 30, 1999

## Summary of Operations

In the half-year ended September 30, 1999, AIFUL's policy toward its loan business called for the expansion of services networks in response to the growth of the consumer finance market. This was reflected in the establishment of 1 manned branch and 163 unmanned branches. This brought the total network as of September 30, 1999 to 1,191 branches, including 552 manned branches, 635 unmanned branches, and 4 branches specializing in secured loans. The CD-ATM network was also expanded through the formation of a new alliance with three banks and one company. The number of machines accessible to AIFUL customers increased to 15,304 , including the Company's own units. These network improvements were accompanied by marketing measures. AIFUL's strategy calls for the development of a diverse line-up of unsecured loans and other products to meet a wide range of customer needs. At the same time, AIFUL responded to a continuing increase in personal bankruptcies by working to reduce bad loans through improvements in the accuracy of credit assessment procedures, including its scoring system. Efficiency improvements included the establishment of 16 centralized loan processing centers throughout Japan for automatic loan application machines. These centers will help to reduce costs by maximizing work-force efficiency.

These efforts were reflected in encouraging indications with regard to business performance. There was a positive shift in the number of new unsecured loan customers, which had been in decline from a peak recorded in fiscal 1996. In the half-year to September 30, 1999, the number of new unsecured loan customers increased by $3.3 \%$ year-on-year to 211 thousand. Moreover, the bad loan write off ratio, which had been tending to increase, remained at the previous year's level. The total balance of loans outstanding increased by $20.1 \%$ over the previous year's level to $¥ 915,755$ million. This breaks down into $¥ 744,404$ million ( $16.0 \%$ year-on-year increase) in unsecured loans, $¥ 160,084$ million ( $40.5 \%$ year-on-year increase) in secured loans, and $¥ 11,266$ million ( $58.9 \%$ year-on-year increase) in small business loans.

## M\&A Strategy

AIFUL makes active use of mergers and acquisitions as a business diversification tool. On July 22, 1999, it bought the loan portfolio and operating assets of The Nippon Benefit Co., Ltd., a middle-ranked consumer finance company. As of March 31, 1999, The Nippon Benefit Co., Ltd. had $¥ 8.2$ billion in loans to customers and a network of 19 branches throughout the Kanto region. AIFUL predicts that this kind of industry restructuring will accelerate due to market maturation and the growing dominance of major companies.

## Financing

The lending stances of financial institutions have changed since the government began to inject public money into the economy at the end of March 1999. Another important change was the passage of the Non-Bank Bond Law in May 1999. AIFUL has registered as a special finance company in accordance with the law, enabling it to secure funds for its lending activities directly from the market. The result is a major improvement in both the quality and quantity of funds available.

During the period under review AIFUL worked to achieve further improvements in its financial structure. It obtained long-term loans and fixed-interest funds to guard itself against future interest rate rises. It also worked to improve the percentage of funds procured from financial institutions.

## Performance Summary

Operating revenue of $¥ 115,689$ million increased by $16.5 \%$ when compared with the result for the first half of the previous year, while ordinary income was $44.6 \%$ higher at $¥ 40,232$ million. Net income for the first half amounted to $¥ 20,491$ million, an increase of $60.9 \%$. The interim dividend per share was set at $¥ 30$.

## (2) Outlook for Year Ended March 31, 2000

Based on current trends and issues, operating revenue can be expected to increase by $17.3 \%$ over the previous year's level to $¥ 240,425$ million, and ordinary income by $23.5 \%$ to $¥ 85,000$ million. Net income of $¥ 43,742$ million, an increase of $53.8 \%$, is predicted.

## 3. Y2K Compliance Measures

## (1) Organization

To coordinate activities relating to the Y2K computer problem, AIFUL has established the Y2K Compliance Project under the leadership of the managing director in charge of information systems. This organization is responsible for compliance measures affecting not only the computer system, but all aspects of the Company's activities. Its efforts to prepare AIFUL for every situation include reporting to the Board of Directors and ensuring that all staff are fully informed.

## (2) Progress

## (1) Computer Systems

Testing of host computer systems, including internal testing and connection testing with suppliers and customers, was completed on schedule by the end of September. Similar tests have also been completed for distributed systems, including subsidiaries' systems. It is possible that additional testing will be required because of issues affecting suppliers and clients.

Internal testing will continue as part of efforts to ensure the effectiveness of countermeasures in preparation for the end of the millennium.

## (2) Equipment

Various equipment, including elevators, telephone switchboards and security systems installed in offices and branches throughout Japan, are being inspected to determine whether or not these items will be affected by the Y2K problem. Where necessary, equipment is being modified.

## (3) Customer-Related Countermeasures

The Y2K preparedness of customers could have a direct or indirect impact on AIFUL's own operations. A questionnaire survey has already been completed in an effort to minimize such effects. Where customers have failed to respond to the survey or have indicated that they are not Y2K compliant, written requests for further confirmation have been sent.

## (3) Y2K Compliance Expenditure

Total expenditure on Y2K compliance will amount to approximately $¥ 100$ million. This sum has already been included in the plan for the current financial year.

## (4) Contingency Plan

AIFUL is continually checking its systems for Y2K compliance. At the same time, it has prepared a contingency plan defining countermeasures to be taken in the event of contingencies, including those affecting computer systems. Special organizational measures, including the establishment of a Y2K Command Center, will be implemented during the period around the turn of the century.

The Contingency Plan will be continually reviewed and amended to maximize its effectiveness. In addition, information will be distributed throughout the AIFUL organization.

## 4. FINANCIAL STATEMENTS

## (1) Half-Yearly Balance Sheet

|  | Current Half-Year As of 9/30/99 |  | Prior Half-Year As of 9/30/98 |  | Prior Year <br> As of 3/31/1999 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| ASSETS |  | \% |  | \% |  | \% |
| Current Assets: | [1,022,432] | [90.3] | [845,855] | [89.9] | [898,800] | [90.2] |
| Cash and cash equivalents | 115,285 |  | 91,125 |  | 72,218 |  |
| Loans | 915,755 |  | 762,766 |  | 837,981 |  |
| Securities | - |  | 1,826 |  | 500 |  |
| Property for sale | 2,087 |  | 3,470 |  | 2,997 |  |
| Property for sale under construction | 5 |  | 372 |  | 132 |  |
| Stored goods | 14 |  | 12 |  | 13 |  |
| Prepaid expenses | 4,679 |  | 5,322 |  | 5,567 |  |
| Deferred tax assets | 8,399 |  | - |  | - |  |
| Accrued income | 7,346 |  | 6,022 |  | 6,728 |  |
| Short-term loans | 221 |  | 218 |  | 221 |  |
| Investment in trusts | 509 |  | - |  | 1,000 |  |
| Treasury stock | 1 |  | 0 |  | 0 |  |
| Other | 822 |  | 392 |  | 500 |  |
| Allowance for doubtful loans | -32,697 |  | -25,675 |  | -29,061 |  |
| Fixed assets | [109,344] | [9.7] | $[95,157]$ | [10.1] | [97,426] | [9.8] |
| Tangible fixed assets: | $(67,377)$ | (6.0) | $(66,840)$ | (7.1) | $(66,723)$ | (6.7) |
| Buildings | 15,264 |  | 15,591 |  | 15,313 |  |
| Structures | 2,548 |  | 1,944 |  | 2,217 |  |
| Machinery | 97 |  | 120 |  | 110 |  |
| Vehicles | 1 |  | - |  | - |  |
| Equipment and furniture | 5,824 |  | 5,970 |  | 5,873 |  |
| Land | 42,922 |  | 43,108 |  | 43,097 |  |
| Construction in progress | 717 |  | 105 |  | 109 |  |
| Intangible Fixed Assets: | $(4,514)$ | (0.4) | (581) | (0.1) | (581) | (0.1) |
| Operating rights | 328 |  | - |  | - |  |
| Software | 3,602 |  | - |  | - |  |
| Telephone rights | 580 |  | 577 |  | 577 |  |
| Other | 3 |  | 4 |  | 4 |  |
| Investments and Other Fixed Assets: | $(37,452)$ | (3.3) | $(27,735)$ | (2.9) | $(30,121)$ | (3.0) |
| Investments in marketable securities | 6,349 |  | 4,460 |  | 6,575 |  |
| Investments in and advances to subsidiaries | 71 |  | 71 |  | 71 |  |
| Investments in equity other than capital stock | 1,522 |  | 2,588 |  | 548 |  |
| Long-term loans |  |  |  |  |  |  |
| Claims in bankruptcy | 17,720 |  | 6,172 |  | 9,153 |  |
| Long-term prepaid expenses | 16,233 |  | 17,688 |  | 16,611 |  |
| Deferred tax assets | 2,074 |  | 5,395 |  | 5,071 |  |
| Lease deposits | 1,060 |  | - |  | - |  |
| Other | 8,336 |  | 7,766 |  | 8,038 |  |
| Allowance for doubtful loans | 3,036 |  | 2,965 |  | 3,000 |  |
| Deferred Assets: | -18,952 |  | -19,373 |  | -18,948 |  |
| Bond issue costs | [514] | [0.0] | [126] | [0.0] | [296] | [0.0] |
|  | 514 |  | 126 |  | 296 |  |
| Total Assets | 1,132,291 | 100.0 | 941,139 | 100.0 | 996.523 | 100.0 |


(2) Interim Income Statement

|  | Current Half-Year (from 4/1/99 to 9/30/99) |  | Prior Half-Year (from 4/1/98 to 9/30/98) |  | Prior Year (from 4/1/98 to 3/31/1999) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Ratio | Amount | Ratio | Amount | Ratio |
| Operating revenue: | $(115,689)$ | (100.0) | $(99,299)$ | (100.0) | $(204,957)$ | (100.0) |
| Interest on loans | 110,924 | 95.9 | 95,039 | 95.7 | 196,525 | 95.9 |
| Financial revenue - other | 131 | 0.1 | 238 | 0.2 | 435 | 0.2 |
| Operating revenue - other | 4,634 | 4.0 | 4,021 | 4.1 | 7,995 | 3.9 |
| Operating expenses: | $(74,284)$ | (64.2) | $(68,724)$ | (69.2) | $(133,059)$ | (64.9) |
| Financial expenses | 10,460 | 9.0 | 9,980 | 10.1 | 20,140 | 9.8 |
| Financial expenses - other | 1,996 | 1.7 | 916 | 0.9 | 2,305 | 1.1 |
| Operating expenses - other | 61,827 | 53.5 | 57,827 | 58.2 | 110,613 | 54.0 |
| Operating revenue | 41,405 | 35.8 | 30,575 | 30.8 | 71,897 | 35.1 |
| Non-operating revenue: | (259) | (0.2) | (210) | (0.2) | (579) | (0.3) |
| Interest on loans | 89 |  | 48 |  | 98 |  |
| Cash dividends | 55 |  | 25 |  | 35 |  |
| Insurance dividends | 31 |  | 38 |  | 181 |  |
| Gain from investments in leveraged lease partnership | 6 |  | 56 |  | 84 |  |
| Miscellaneous income | 76 |  | 42 |  | 179 |  |
| Non-operating expenses: | $(1,431)$ | (1.2) | $(2,955)$ | (3.0) | $(3,632)$ | (1.8) |
| Provision for doubtful loans | 557 |  | 64 |  | 572 |  |
| Loss on write-down of investments in marketable securities | 277 |  | 807 |  | 334 |  |
| Loss on write-down of property for sale | 394 |  | 129 |  | 561 |  |
| Stock issue costs | - |  | 1,863 |  | 1,863 |  |
| Amortization of bond issue costs | 127 |  | 25 |  | 182 |  |
| Miscellaneous loss | 75 |  | 65 |  | 118 |  |
| Ordinary income | 40,232 | 34.8 | 27,831 | 28.0 | 68,843 | 33.6 |
| Special income: | (21) | (0.0) | (160) | (0.2) | (196) | (0.1) |
| Reversal of allowance for doubtful loans | 21 |  | 160 |  | 196 |  |
| Special loss: | (246) | (0.2) | (595) | (0.6) | $(4,280)$ | (2.1) |
| Loss on the disposal of fixed assets | 121 |  | 126 |  | 248 |  |
| Loss on the sale of marketable securities | - |  | - |  | 1,335 |  |
| Loss on write-down of investments in securities | - |  | - |  | 80 |  |
| Loss on investments in leveraged lease partnership | - |  | - |  | 1,999 |  |
| Provision for doubtful loans | - |  | 468 |  | 615 |  |
| Prior year equivalent value on loss on write-down of real estate inventories | 121 |  | - |  | - |  |
| Lease cancellation loss | 3 |  | - |  | - |  |


| Income before taxes | 40,007 | 34.6 | 27,396 | 27.6 | 64,759 | 31.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Corporate income, local and enterprise taxes | 20,765 | 18.0 | 14,659 | 14.8 | 36,311 | 17.7 |
| Adjustment on corporation tax etc. | 1,249 | 1.1 | - | - |  |  |
| Net income | 20,491 | 17.7 | 12,736 | 12.8 | 28,448 | 13.9 |
| Retained earnings brought forward from the prior year Past year adjustment amount on tax effect | 3,399 8,211 |  | 2,920 |  | 2,920 |  |
| Interim dividends | - |  | - |  | 1,402 |  |
| Reserve for legal reserve due to interim dividends | - |  | - |  | 140 |  |
| Unappropriated retained earnings at end of half-year | 32,102 |  | 15,657 |  | 29,826 |  |

## Accounting Policies for Interim Financial Statements

Accounting Standards that Differ from Policies and Procedures Applied to Yearly Financial Statements
(1) Depreciation

Estimated annual depreciation of fixed assets as of September 30, 1999 was apportioned proportionately to the half-year.
(2) Directors' Retirement Benefits

Directors' retirement benefits were apportioned proportionately to the half-year on the basis of the estimated total for the year as calculated under the Directors' Retirement Benefit Regulations.
(3) Provision for Doubtful Loans

Provision for losses on doubtful loans is made up to the maximum based on individual assessments and the actual percentage of bad loan write off, as prescribed in the Corporate Income Tax Law of Japan. If that amount is deemed to be insufficient, additional provision is made. For the half-yearly period, the amount provided is based on the average of the maximum provision based on the bad loan ratio stipulated in the Corporate Income Tax Law of Japan and the actual bad loan ratios for the current and previous business years.
(4) Accounting Standards for Corporate Income Tax, Residential Tax and Enterprise Tax The amounts are calculated by treating the half-year period as a single business year. For the purpose of calculating taxes, the maximum amount provided for doubtful loans is determined using the average actual bad loan ratio as stated in (3).
2. Valuation Standards and Methods for Inventory Assets
(1) Property for sale is stated at the lower of cost or market, cost being based on the specific identification method.
(2) Property for sale in process is stated at the cost determined by the specific identification method.
(3) Stored goods are stated using the most recent purchase method.
3. Valuation Standards when Standards Other than Cost are Applied for Assets Other than Inventory Assets
Negotiable securities quoted on an exchange are stated at the lower of cost or market value, cost being determined by the moving-average method.
4. Depreciation Method for Tangible Fixed Assets

Tangible fixed assets are depreciated by the declining balance method according to the useful life provisions of the Japanese Corporate Income Tax Law.

## 5. Treatment of Leases

Except for financing leases under which the title of the leased assets is deemed to be transferred to the lessee, financing leases are treated according to the method used for normal loan transactions, mutatis mutandis.

## 6. Other Significant Policies Affecting the Interim Financial Statements

(1) Accounting Standards for Income and Expenditure

Interest income on loans is recorded on an accrual basis. Accrued interest is recorded at the lower of the interest rate prescribed in the Interest Rate Restriction Law (the "IRRL") and the contract interest rate provided by the Company.
(2) Interest on borrowings

Interest on borrowings that relate to financial claims is included in operating expenses under financial expenses. Other interest expenses are included in financial expenses under nonoperating expenses.
(3) Treatment of Consumption Tax, etc.

The accounts are prepared on an ex-tax basis, and accrued consumption tax, etc., amounting to $¥ 39$ million is included in current liabilities under accrued expenses. Where consumption taxes, etc., pertaining to fixed assets are not refundable, the amount is included in "other" under investments and other fixed assets, and amortized to income over a five-year period on a straight-line basis.
(Additional information)
7. Accounting for enterprise taxes

These taxes were previously included in other operating expenses. Because of changes to the rules for interim financial statements, they are now included under corporate income, local and enterprise taxes, starting with these interim accounts. As a result of this change, other operating expenses are reduced by $¥ 4,362$ million in these interim accounts, while operating income, ordinary income and net income before tax each increased by $¥ 4,362$, compared with the results for the previous interim accounting period.
(Additional information)
8. Software Used by the Company

Until the previous interim accounting period, software was recorded in current assets under prepaid expenses and in investments and other fixed assets under long-term prepaid expenses. Under the transitional measures stipulated in the Accounting Guidelines for Research and Development Expenses and Software (Report No. 12 of Japanese Institute of Certified Public Accountants, March 31, 1999), the Company has maintained its existing accounting method. Under the provisions of the aforementioned report, however, software has been redefined from current assets (prepaid expenses) and investments and other fixed assets (long-term prepaid expenses) and is now an intangible fixed assets and depreciated on a straight-line basis over the useful life of such items within the Company (five years).

## (Additional information)

9. Tax-Benefit Accounting

As a result of changes to the rules for the presentation of interim financial statements, taxbenefit accounting has been applied to these interim accounts. Because of this change, net income for the half-year has increased by $¥ 1,249$ million and unappropriated retained earnings for the half-year by $¥ 9,460$ million, compared with figures calculated without tax-benefit accounting.

Dividend per share

|  | Half-year ended <br> $9 / 30 / 99$ | Half-year ended <br> $9 / 30 / 98$ | Year ended 3/31/99 |
| :--- | :---: | :---: | :---: |
|  | Interim | Interim | Annual |
| Common stock | $¥ 30.00$ | $¥ 30.00$ | $¥ 60.00$ |

## Notes

|  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: |
|  | Half-year ended 9/30/99 | Half-year ended 9/30/98 | Year ended 3/31/99 |
| 1. Accumulated depreciation of tangible fixed assets | 15,897 | 13,191 | 14,587 |
| 2. Secured Assets |  |  |  |
| Cash equivalents | 820 | 820 | 820 |
| Loans | 383,933 | 324,456 | 304,572 |
| Property for sale | - | 608 | 392 |
| Tangible fixed assets | 17,062 | 20,408 | 20,050 |
| Investments in marketable securities | 153 | 410 | 156 |
| 3. Treasury Stock and Book Value at Year-End | 59 stocks 1 | 40 stocks | 20 stocks |
| 4. Foreign Currency Assets |  |  |  |
| Investments in a subsidiary | US\$0 | US\$0 | US\$0 |
|  | $¥ 0$ | ¥0 | ¥0 |
| Long-term loans | US\$28mill. | US\$28mill. | US\$28mill. |
|  | US\$4mill. | US\$4mill. | US\$4mill. |
| [Long-term receivables] | $¥ 432 \mathrm{mill}$. | $¥ 432 \mathrm{mill}$. | $¥ 432 \mathrm{mill}$. |

## 5. Leases

Except where leased assets are deemed to be transferred to the lessee, financing leases are accounted for as operating leases.
(1) Acquisition cost, accumulated depreciation, and interim (year-end) balance of leased assets
(Millions of yen)
Current Half-Year

|  | Vehicles | Appliances and <br> furniture | Total |
| :--- | :---: | :--- | :--- |
| Costs | 177 | 26,330 | 26,508 |
| Depreciation | 99 | 17,636 | 17,735 |
| Balance as of $9 / 30 / 1999$ | 77 | 8,694 | 8,772 |

Previous Half-Year

|  | Vehicles | Appliances and <br> furniture | Total |
| :--- | ---: | :---: | ---: |
| Costs | 118 | 21,885 | 22,004 |
| Depreciation | 42 | 13,361 | 13,404 |
| Balance as of $9 / 30 / 1998$ | 76 | 8,523 | 8,600 |

Previous Year

|  | Vehicles | Appliances and <br> furniture | Total |
| :--- | ---: | :--- | :--- |
| Costs | 141 | 23,297 | 23,439 |
| Depreciation | 69 | 15,570 | 15,640 |
| Balance as of 3/31/1999 | 71 | 7,727 | 7,798 |

(2) Balance of outstanding lease obligations as of September 30, 1999 (March 31, 1999)
(Millions of yen)

|  |  |  | 5,187 |
| :--- | ---: | ---: | ---: |
| Within a year | 5,405 | 5,069 | 5,809 |
| Over a year | 6,449 | 6,626 | 10,997 |
| Total | 11,855 | 11,695 |  |

(3) Lease fee payments, depreciation and interest payments
(Millions of yen)

|  |  |  |  |
| :--- | :---: | :---: | :---: |
| Lease fee payment | 3,204 | 2,847 | 5,820 |
| Depreciation | 2,892 | 2,994 | 5,656 |
| Interest payment | 233 | 253 | 487 |

(4) Computation of depreciation

Depreciation of leased tangible fixed assets is computed by the declining balance method over the related lease term using a residual value of zero.

## (5) Computation of interest

Differences between the total lease fee and the acquisition cost of leased assets are deemed to be interest expenses. Such interest is allocated to each accounting period using the interest method.

## 6. Change in Purpose of Ownership of Tangible Fixed Assets

During the current half-yearly accounting period, buildings ( $¥ 65$ million), structures ( $¥ 2$ million), equipment and fittings ( $¥ 0$ million) and land ( $¥ 224$ million) were transferred to property for sale because of a change in the purpose of ownership. Of the valuation loss on property for sale resulting from valuation at the lower of cost or market value, the amount from the previous year ( $¥ 121$ million) was shown as a special loss.

## 7. Change in Presentation Method

Accrued enterprise taxes and accrued business premises taxes were previously included in accrued enterprise taxes, etc. Starting with the current half-year accounting period, accrued enterprise taxes ( $¥ 4,362$ million) are included in accrued corporate income taxes, etc., while accrued business premises taxes ( $¥ 23$ million) are included in accounts payable.

## 5. BUSINESS RESULTS

(1)Operating Revenue
(Millions of yen)

\begin{tabular}{|c|c|c|c|c|c|c|c|}
\hline \& Year \& \multicolumn{2}{|l|}{$$
\begin{aligned}
& \text { Current Half-Year } \\
& \text { (from 4/1/99 to } \\
& 9 / 30 / 99 \text { ) } \\
& \hline
\end{aligned}
$$} \& \multicolumn{2}{|l|}{Previous Half-Year (from 4/1/98 to 9/30/98)} \& \multicolumn{2}{|l|}{Year ended (from 4/1/98 to 3/31/99)} <br>
\hline Item \& \& Amount \& $$
\begin{array}{|l}
\hline \text { Ratio } \\
(\%)
\end{array}
$$ \& Amount \& $$
\begin{array}{|l}
\hline \text { Ratio } \\
(\%)
\end{array}
$$ \& Amount \& $$
\begin{aligned}
& \text { Ratio } \\
& (\%) \\
& \hline
\end{aligned}
$$ <br>
\hline Interest on loans to customers \& Unsecured loans Secured loans Small business loans \& $$
\begin{array}{r}
\hline 96,610 \\
12,838 \\
1,474
\end{array}
$$ \& $$
\begin{array}{r}
83.5 \\
\\
11.1 \\
1.3
\end{array}
$$ \& $$
\begin{array}{r}
\hline 85,303 \\
9,009 \\
726
\end{array}
$$ \& 85.9

9.1

0.7 \& $$
\begin{array}{r}
\hline 174,846 \\
19,815 \\
1,864
\end{array}
$$ \& 85.3

9.7
0.9 <br>
\hline \& Subtotal \& 110,924 \& 95.9 \& 95,039 \& 95.7 \& 196,525 \& 95.9 <br>
\hline Other financial revenue \& Interest on deposits Interest on marketable securities Interest on loans \& 43
1
86 \& 0.0
0.0
0.1 \& 219
0

5 \& 0.2
0.0
0.0 \& 408
4

9 \& 0.2
0.0
0.0 <br>
\hline \& Other \& 0 \& 0.0 \& 13 \& 0.0 \& 13 \& 0.0 <br>
\hline \& Subtotal \& 131 \& 0.1 \& 238 \& 0.2 \& 435 \& 0.2 <br>
\hline Other operating revenue \& Sales of property \& 793 \& 0.7 \& 630 \& 0.7 \& 1,030 \& 0.5 <br>
\hline \& Revenue from service business \& 760 \& 0.6 \& 904 \& 0.9 \& 1,749 \& 0.8 <br>
\hline \& Bad debt recovery \& 1,596 \& 1.4 \& 1,278 \& 1.3 \& 2,620 \& 1.3 <br>
\hline \& Other \& 1,483 \& 1.3 \& 1,208 \& 1.2 \& 2,594 \& 1.3 <br>
\hline \& Subtotal \& 4,634 \& 4.0 \& 4,021 \& 4.1 \& 7,995 \& 3.9 <br>
\hline \& \& \& \& \& \& \& <br>
\hline \multicolumn{2}{|l|}{Total} \& 115,689 \& 100.0 \& 99,299 \& 100.0 \& 204,957 \& 100.0 <br>
\hline
\end{tabular}

Note: "Other" under "Other operating revenue" consists of clerical fees and property rent.

| Year <br> Item | Current Half-Year <br> (as of 9/30/99) | Previous Half-Year <br> (as of 9/30/98) | Year Ended <br> $3 / 31 / 1999$ |
| :--- | :--- | :--- | :--- |


| Total Amount of Loans Outstanding | (915,755) | $(762,766)$ | (837,981) |
| :---: | :---: | :---: | :---: |
| Unsecured loans | 744,404 | 641,705 | 690,704 |
| Secured loans | 160,084 | 113,971 | 137,755 |
| Small business loans | 11,266 | 7,089 | 9,522 |
| Number of Customer Accounts | 1,913,926 | 1,769,836 | 1,822,261 |
| Unsecured loans | 1,860,867 | 1,730,805 | 1,776,319 |
| Secured loans | 44,511 | 33,906 | 38,877 |
| Small business loans | 8,548 | 5,125 | 7,065 |
| Number of Branches | $(1,204)$ | 912 | 1,025 |
| Staffed branches | 552 | 505 | 540 |
| Unstaffed branches | 635 | 387 | 465 |
| Branches for secured loans | 4 | 4 | 4 |
| Restaurants | 10 | 11 | 11 |
| Karaoke parlors | 3 | 5 | 5 |
| Number of "Ojidosan" loan-contracting machines | $(1,166)$ | (890) | $(1,002)$ |
| Number of AIFUL ATMs and Partner CDs | $(15,304)$ | $(12,057)$ | $(14,118)$ |
| AIFUL ATMs | 1,294 | 1,004 | 1,132 |
| Partner CDs | 14,010 | 11,053 | 12,986 |
| Number of employees | 3,477 | 3,164 | 3,141 |
| Loss on write-off of loans | 14,512 | 11,988 | 26,028 |
| Allowance for doubtful loans | 51,650 | 45,049 | 48,009 |
| Net income per share | 365.25 | 274.35 | 610.63 |
| Net assets per share | 4,116.95 | 4,051.97 | 4,358.03 |

Notes:

1. "Total Amount of Loans Outstanding" and "Number of Customer Accounts" do not include loans and customer accounts related to claims in bankruptcy, etc.
2. "Loss on write-off of loans" does not include loan losses related to claims in bankruptcy, etc. (¥531 million for the current half-year, $¥ 212$ million for the previous half-year, and $¥ 1,257$ million at the end of the previous business year).

## 6. MARKETABLE SECURITIES AND DERIVATIVES

(1) Fair Value of Marketable Securities

| Year | As of 9/30/1999 |  |  | As of 9/30/1998 |  |  | As of 3/31/1999 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Type | $\begin{aligned} & \text { Carying } \\ & \text { Carlye } \\ & \text { Valie } \end{aligned}$ | Fair Value | Unrealized Gain (Loss) | $\begin{aligned} & \text { Carying } \\ & \text { Value } \\ & \hline \text { Val } \end{aligned}$ | Fair Value | Unrealized Gain (Loss) | $\begin{aligned} & \text { Carrying } \\ & \text { Value } \\ & \hline \end{aligned}$ | Fair Value | $\begin{aligned} & \text { Unrealized } \\ & \text { Gain (Loss) } \end{aligned}$ |
| (1) Current Assets <br> Stocks <br> Bonds <br> Other securities | 1 - - | 1 - - | $\triangle 0$ - - | 0 | 0 | $\triangle$ - | 0 | 0 | 0 |
| Sub-total | 1 | 1 | $\triangle 0$ | 0 | 0 | $\triangle 0$ | 0 | 0 | 0 |
| (2) Fixed Assets <br> Stocks <br> Bonds <br> Other securities | $\begin{array}{r} 4,464 \\ 10 \end{array}$ | $\begin{array}{r} 6,265 \\ 10 \end{array}$ | $\begin{array}{r} 1,801 \\ 0 \end{array}$ | 2,856 | 2,895 | 39 | $\begin{array}{r} 4,742 \\ 10 \end{array}$ | 5,297 10 | 554 0 |
| Sub-total | 4,474 | 6,276 | 1,801 | 2,856 | 2,895 | 39 | 4,752 | 5,307 | 554 |
| Total | 4,475 | 6,277 | 1,801 | 2,856 | 2,895 | 39 | 4,752 | 5,307 | 555 |

Notes:

1. Fair Values have been determined as follows:
(1) Listed securities:

Mainly Tokyo Stock Exchange closing prices
As quoted by the Securities Dealers Association of Japan
2. Stocks included in "Current Assets" represent treasury stock.
3. The half-yearly balance sheet includes the following marketable securities that are not subject to disclosure.

As of 9/30/1999 As of 9/30/1998 | (Millions of yen) |
| :---: |
| As of $3 / 31 / 1999$ |

## Current assets

| Money Management Funds | - | - | 500 |
| :--- | :---: | :---: | :---: |
| Commercial paper | - | 1,826 | - |

Fixed assets

| Unlisted stocks (excluding 946 806 893 <br> OTC marketable securities) 1,000 - 1,000 <br> Non publicly offered <br> domestic bonds - 750 - <br> Unlisted warrants <br> Beneficiary certificates for <br> closed investment trust <br> funds <br> Government bonds within <br> one year of maturity - 110 - | - | 8 | - |
| :--- | :---: | :---: | :---: |

(2) Contract Amount, Fair Value and Unrealized Gain/Loss for Derivative Transactions
(1) Currency derivatives

None.

|  | As of $9 / 30 / 99$ | As of $9 / 30 / 98$ | As of $3 / 31 / 99$ |
| :--- | :--- | :--- | :--- |


| Outside Markets: <br> Interest Rate <br> Swaps: <br> Fixed rate payment, floating rate receipt |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Contract amount, etc. |  | $\begin{aligned} & \text { Fair } \\ & \text { Value } \end{aligned}$ | $\begin{aligned} & \text { Unireaized } \\ & \text { Gain (LLoss) } \end{aligned}$ | Contract amount, ect. | $\frac{\text { ecle }^{2}}{\text { Over I yarr }}$ | $\begin{aligned} & \hline \text { Fair } \\ & \text { Value } \end{aligned}$ | $\begin{aligned} & \hline \text { Uneraireced } \\ & \hline \text { Giain (Lases) } \end{aligned}$ | Contract amoun | $\begin{aligned} & \text { elc. } \\ & \hline \text { Over I year } \end{aligned}$ | $\begin{array}{\|l\|} \hline \text { Fair } \\ \text { Vallue } \end{array}$ | $\begin{aligned} & \text { Unrealized } \\ & \text { Gain (Loss) } \end{aligned}$ |
|  | 188,276 | 182,000 | $\triangle 674$ | $\triangle 674$ | 62,754 | 62,644 | $\triangle 4,549$ | $\triangle 4,549$ | 109,460 | 109,240 | $\triangle 607$ | $\triangle 607$ |
| Interest Rate Caps: <br> Purchased interest rate caps | $\begin{aligned} & 260,000 \\ & (1,881) \end{aligned}$ | $\begin{aligned} & 190,000 \\ & (1,293) \end{aligned}$ | 485 | $\triangle 1,396$ | $\begin{aligned} & 225,000 \\ & (1,876) \end{aligned}$ | $\begin{aligned} & 225,000 \\ & (1,290) \end{aligned}$ | 319 | $\triangle 1,557$ | $\begin{aligned} & 260,000 \\ & (2,174) \end{aligned}$ | $\begin{aligned} & 240,000 \\ & (1,584) \end{aligned}$ | 849 | $\triangle 1,324$ |
| Total | - | - | - | $\triangle 2,070$ | - | - | - | $\triangle 6,106$ | - | - | - | $\triangle 1,932$ |

Note:

1. The Company pays the applicable premiums for interest rate caps. The figures in parentheses are the amounts presented in the half-yearly balance sheets.
2. The notional principal amounts of interest swaps and interest caps do not represent the amounts actually paid and are simply used as the basis for calculating interest payments. The figures accordingly do not indicate the Company's exposure to market or credit risk.
3. Fair Values are based on prices indicated by the related financial institutions as contract parties.

## 7. Changes to Board Positions

None.

