# AIFUL CORPORATION Non-Consolidated Financial Summary

All financial information has been prepared in accordance with generally accepted accounting principles in Japan. Amounts shown in this accounting report and in the attached material have been rounded down to the nearest million yen. This document is an English translation of the Japanese-language original.

## FY2001 (Ended March 31, 2001)

- Note : Forward Looking Statements -

The figures contained in this Financial Summary with respect to AIFUL's plans and strategies and other statements that are not historical facts are forward-looking statements about the future Performance of AIFUL which are based on management's assumptions and belief in light of the information currently available to it and involve risks and uncertainties and actual results may differ from those in the forward-looking statements as a results of various facts. Potential risks and uncertainties include, without limitation, general economic conditions in AIFUL's market and changes in the size of the overall market for consumer loans, the rate of default by customers, the level of interest rates paid on the AIFUL's debt and legal limits on interest rates charged by AIFUL. This Financial Summary does not constitute any offer of any securities for sale.

## AIFUL Corporation (8515)

May 17, 2001

## Financial Statements (Non-Consolidated)

For the fiscal year ended March 31, 2001

## **AIFUL Corporation (8515)**

Head office:	Kyoto City
Inquires contact:	Kenichi Kayama, General Manager, Public Relations Department
	TEL (03) 3274 - 3560
Listing exchanges:	Tokyo, Osaka
Date of the Board of Directors' meeting:	May 17, 2001
Date of Shareholders' meeting:	June 27, 2001
Commencement of interim dividend:	Yes

## 1. Non-Consolidated Business Results for the Fiscal Year Ended March 31, 2001

#### (1) Non-Consolidated Operating Results Millions of Yen Fiscal Years Ended March 31 2001 % change 2000 % change 13.5 % 238,532 16.4 % Operating Income......103,319 18.2 % 87,437 21.6 % 21.6 % 85,009 23.5 % 10.0 % 44,104 55.0 % Net Income per Share (yen) ..... 572.38 786.13 Net Income per Share Diluted ..... Return on Equity (%) 17.5 19.3 Ordinary Income to Shareholders' Equity Ratio (%) ...... 7.8 7.5 Operating Revenue Ordinary Income Ratio (%) ..... 38.2 35.6 Notes: 1) Average number of shares issued and outstanding during the period: Fiscal year ended March 31, 2001: 84,755,420 shares

Fiscal year ended March 31, 2001: 56,103,000 shares

2) Changes in accounting policies: None

3) Percentages shown for operating revenue, operating income, ordinary income and net income show year-on-year change.

#### (2) Dividends

_	Y	en	
	Fiscal Ye	ars Ended	
	March 31		
	2001	2000	
Annual Dividend per Share	50.00	60.00	
Interim Dividend per Share	20.00	30.00	
Year-End Dividend per Share	30.00	30.00	
Total Dividends (Million yen)	4,243	3,366	
Dividend Payout Ratio (%)	8.7%	7.6%	
Year-End Dividend per Share (%)	1.4%	1.3%	

#### (3) Non-Consolidated Financial Position

	Millions	Millions of Yen				
	Fiscal Years Ended					
	Mar	ch 31				
	2001	2000				
Total Assets	1,586,409	1,182,468				
Shareholders' Equity	302,601	252,902				
Shareholders' Equity Ratio (%)	19.1%	21.4%				
Shareholders' Equity per Share of Common Stock (yen)	3,565.21	4,507.83				
Note: Number of shares issued and outstanding at year end:						

e: Number of shares issued and outstanding at year end: Fiscal year ended March 31, 2001: Fiscal year ended March 31, 2000:

84,876,000 shares 56,103,000 shares

## **Non-Consolidated Financial Statements**

### Non-Consolidated Balance Sheets

Non-Consolidated Balance Sheets			Millions of Ye	n		
(As of Mar	rch 31, 2	.001)	(As of March	31, 2000)	Diff	erences
Assets	,		× ×			
Current Assets:		%		%		%
Cash and cash equivalents 95	,768		80,281		15,487	
Loans 1,159			1,001,080		158,654	
Short-term investments in securities			1,600		(1,600)	
Property for sale	818		900		(82)	
Property for sale in progress 1			1,243		378	
Stored goods	. 13		13		(0)	
Prepaid expenses 4	,172		4,606		(434)	
Deferred tax assets	,240		9,006		233	
Accrued income10	,372		8,262		2,110	
Short-term loans	236		232		3	
Short-term loans to affiliates	200				200	
Investment in trusts			1,999		(1,999)	
Treasury stock			0		(0)	
Other current assets			841		1,312	
Allowance for bad debts	·		(37,625)		(7,489)	
Total current assets 1,239		78.1	1,072,443	90.7	166,773	15.6
· · ·	/		, ,		,	
Fixed Assets:						
Tangible Fixed Assets:						
Buildings 17	,339		14,859		2,479	
Structures 2	,969		2,772		197	
Machinery and equipment	. 89		90		(0)	
Vehicles	0		1		(0)	
Equipment and fixtures 5	,753		5,674		78	
Land 41	,212		42,974		(1,762)	
Construction in progress account			1,079		(1,054)	
Total tangible fixed assets67	,389	4.2	67,452	5.7	(62)	
Intangible Fixed Assets:						
Software	365		3,289		(924)	
Telephone rights	·		580		18	
Other intangible fixed assets			3		(0)	
Total intangible fixed assets		0.2	3,873	0.3	(906)	
	,		-,		(, , , ,	
<b>Investments and Other Fixed Assets:</b>						
Investment securities4	,888		6,001		(1,113)	
Stock in affiliated companies 109	,745		287		109,457	
Bonds of affiliated companies			96		(96)	
Investments in equity other than capital stock 3	,308		3,330		(21)	
Long-term loans			10,190		(1,515)	
Long-term loans to shareholders and employees			4,534		(4,503)	
Long-term loans to affiliated companies 117	,550		3,015		114,535	
Claims in bankruptcy 11	,844		16,011		(4,166)	
Long-term prepaid expenses 2	,172		1,616		555	
Deferred tax assets 1			997		647	
Lease deposits and guarantees	549		8,474		74	
Loss on deferred hedge 20	,090				20,090	
Other			2,717		134	
Allowance for bad debts (15,	828)		(19,094)		3,266	
Total investments and other fixed assets 275	,524	17.4	38,178	3.3	237,346	
Total fixed assets 345		21.8	109,503	9.3	236,377	215.9
			, -		,	

	AIFUL	Corpora	tion Non-	Consolid	ated FY 2	2001
Deferred Assets: Bond issue costs			521		790	
Total deferred assets	1,311	0.1	521	0.0	790	151.6
Total Assets 1	,586,409	100.0	1,182,468	100.0	403,941	34.2

				of Yen		
Liabilities and Shareholders' Equity	(As of March 31,	, 2001)	(As of Marcl	h 31, 2000	) Diffe	erences
Current Liabilities:		%		%		%
Trade notes payable			2,482		1,291	
Accounts payable			32		(1)	
Short-term debt	17,500		13,700		3,800	
Current portion of bonds			30,000		6,000	
Current portion of long-term debt			260,307		51,949	
Commercial paper			15,000		0	
Trade accounts payable	,		3,869		2,139	
Income taxes payable			25,141		389	
Accrued expenses payable	,		1,926		920	
Deposits			322		33	
Income in advance			16		8	
Accrued bonuses			1,981		210	
Other current liabilities		266	227	20	146	10.0
Total current liabilities	421,894	26.6	355,008	30.	.0 66,886	18.8
Long-Term Liabilities:						
Bonds			139,500		202,000	
Long-term debt			433,661		63,256	
Allowance for prior retirement benefits			126		(126)	
Allowance for retirement benefits for emplo	oyees 2,115				2,115	
Allowance for retirement benefits for direct	ors 945		909		35	
Interest swaps					20,090	
Other long-term liabilities			360		(15)	
Total long-term liabilities		54.3	574,557	48.6	287,357	50.0
Total Liabilities	1,283,808	80.9	929,565	79.6	354,242	38.1
Shareholders' Equity:						
Common stock		2.5	39,752	3.4	36	0.1
Additional paid-in capital		2.9	41,912	3.5	4,397	10.5
Surplus reserve		0.1	951	0.1	349	36.8
Retained earnings	214,968	13.6	170,285	14.4	44,682	26.2
General reserve			116,422		48,000	
Unappropriated retained earnings for the	he period <b>50,546</b>		53,863		(3,317)	
Valuation gain or loss on other marketable	e securities 231	0.0			231	
Total Shareholders' Equity	302,601	19.1	252,902	21.4	49,698	19.7
Total Liabilities and Shareholders' Equity	1,586,409	100.0	1,182,468	100.0	403,941	34.2

### Non-Consolidated Balance Sheets (cont.)

### Non-Consolidated Statements of Income

	FY 2001		Millions FY 2		Diffe	erences
		%		%		%
Operating revenue	270.827		238,532	100.0	32,295	13.5
Interest on loans to customers		97.0	229,693	96.3	32,887	15.5
Other financial revenue		0.1	229,093	0.1	87	
Interest on bank deposits		0.1	94	0.1	2	
Interest on marketable securities			1		(0)	
Interest on loans			154		85	
Other			131		0	
Other operating revenue		2.9	8,587	3.6	(679)	
Sales of property		2.7	1,086	5.0	(1,046)	
Revenue from service business			1,473		(170)	
Bad debt write-off recovery	,		3,144		180	
Other	-		2,881		357	
Operating expenses	167,507	61.9	151,095	63.3	16,412	10.9
Financial expenses		10.6	25,590	10.7	3,091	
Interest on borrowings			20,925		(268)	
Other			4,665		3,359	
Cost of sales	,	0.2	1,634	0.7	(1,198)	
Cost of sales of property			1,208		(1,151)	
Cost of sales - restaurant business			426		(47)	
Other operating expenses	138,389	51.1	123,870	51.9	14,519	
Advertising expenses	17,042		13,303		3,739	
Commission	10,462		10,806		(344)	
Loan losses			1,293		880	
Transfer to allowance for bad debts	45,115		37,625		7,489	
Director's salaries and remuneration	381		369		11	
Salaries for employees	16,693		16,307		386	
Bonus for employees			3,159		(880)	
Provision for bonuses	,		1,981		210	
Provision for retirement benefits to director						
and corporate auditors			88		(21)	
Welfare expenses			3,176		(694)	
Retirement benefits	1,981				1,981	
Rental expenses			8,580		(286)	
Land rent	,		6,286		414	
Supplies			1,791		(624)	
Repair and maintenance			2,787		(29)	
Communication expenses			3,056		347	
Insurance premiums			3,013		344	
Depreciation and amortization			3,021		1,179	
Consumption tax	2,917		2,620		296	
Other	4,718		4,600		118	
Operating income	103,319	38.1	87,437	36.7	15,882	18.2
Non operating income	1 537	0.7	~~~	0.2	1.050	1500
Non-operating income	-	0.6	667 175	0.2	1,059	158.8
Interest on loans			175		634	
Cash dividends			71 198		17 276	
	4/4		198		//6	
Dividend on insurance Investment in anonymous association			31		35	

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AIFUL	Corporation	Non-(	Consolid	ated FY	2001
	<b>.</b>				
Non-operating expenses	0.6	3,095	1.3	(1,422)	(54.1)
Transfer allowance for bad debts 1,060		1,451		(391)	
Write-down of investment in securities		811		(811)	
Write-down of property for sale 102		327		(224)	
Amortization of bond issuance costs		254		(67)	
Miscellaneous 322		250		72	
Ordinary income 103,372	38.2	85,009	35.6	18,363	21.6
Extraordinary income	0.0	63	0.0	13	20.6
Reversal of allowance for loan losses		63		13	
Extraordinary losses	4.1	362	0.1	10,611	2,931.2
Loss on sale of fixed assets 1,551		83		1,468	
Loss on disposal of fixed assets		213		101	
Loss on valuation of real estate for sale		30		(30)	
Loss on cancellation of leases		34		26	
Transfer allowance for bad debts				998	
Loan losses 5,500				5,500	
Loss on valuation of investment securities 1,531				1,531	
Loss on valuation of golf club memberships				26	
retirement benefit accounting				991	
Income before income taxes	34.1	84,710	35.5	7,765	9.2
Corporate, resident and enterprise taxes 45,011	16.6	42,398	17.8	2,612	6.2
Corporate tax adjustment (1,048)	(0.4)	(1,793)	(0.8)	745	(41.6)
Net income	17.9	44,104	18.5	4,407	10.0
Retained earnings brought forward 3,901		3,399		502	
Prior year adjustment for tax effect		8,211		(8,211)	
Interim dividends 1,697		1,683		14	
Surplus reserve for interim period dividends 169 Unappropriated retained earnings		168		1	
for the period 50,546		53,863		(3,317)	

## **Comparative Appropriation of Profit Statement**

	Millions of Yen		
	Fiscal year ended	Fiscal year ended	
	(March 31, 2001)	(March 31, 2000)	
	June 27, 2001*	June 29, 2000*	
Present Term Unappropriated Profit	50,546	53,863	
Appropriation of profit		49,962	
Earned surplus reserve		180	
Distribution of profit		1,683	
Bonuses for directors	-	99	
(Bonuses for auditors)	3	5	
Other reserve		48,000	
Deferred profits		3,901	

Note: \* The date with asterisks indicate Shareholders' meetings (scheduled).

#### Significant Accounting Policies for the Current Accounting Period

## 1. Valuation standards and methods for short-term investments in securities

(1) Stock in subsidiaries and affiliates:

Cost method, cost being determined by the moving average method

- (2) Other securities:
  - Securities valued at market:

Market value method based on the market prices on the settlement date (all valuation differences are reflected directly in shareholder equity, the sale price being computed using the moving average method.)

- Securities not valued at market:

Cost method, cost being determined by the moving average method

## 2. Valuation standards and methods for derivatives:

Market value method

#### 3. Valuation standards and methods for property and stored goods

- (1) Property for sale:
  - Lower of cost or market, cost being determined based on the specific identification method
  - Property leased under a land lease contract is depreciated according to the method used for tangible fixed assets.
- (2) Property for sale in the process:
  - Cost method, cost being determined by the specific identification method
- (3) Stored goods:
  - The latest purchase cost method

#### 4. Depreciation methods for depreciable assets

- (1) Tangible fixed assets:
  - Declining-balance method based on the useful life provisions of the Corporate Income Tax Law
  - Furthermore, principal useful lives are:

Buildings and structures: 3 to 50 years Machinery equipment and vehicles: 2 to 15 years Equipment & fixtures: 2 to 20 years

- (2) Intangible fixed assets:
  - Software: Straight-line method based on the assumed useful life for internal use (5 years)
  - Other: Straight-line method based on the useful life provisions of the Corporate Income Tax Law
- (3) Long-term prepaid expenses:
  - Straight-line depreciation method based upon standards equivalent to those prescribed by the Corporate Income Tax Law

#### 5. Treatment methods for deferred assets:

Bond issue costs: Bond issue costs are depreciated using the straight-line depreciation method over the length of the bond redemption period or the maximum period (3 years) prescribed by the provisions of Japan's Commercial Code, whichever is shorter.

## 6. Conversion methods for assets and liabilities in foreign currency:

Credits and debts in foreign currency are converted into Japanese yen at the spot exchange rate on the settlement day, and differences in the conversion are treated as profits and losses.

## 7. Accounting standards for allowances and reserves

(1) Allowance for bad debts:

- Provision for losses on bad debts is made up to the maximum based on individual assessments and the actual percentage of bad debts write-offs, as prescribed in the Corporate Income Tax Law. If that amount is deemed to be insufficient, additional provision is made.
- (2) Allowance for accrued bonuses:
  - Provision for accrued bonuses to employees is made by appropriating an amount to the accounting period based on estimated total bonuses that will be paid during the year.
- (3) Retirement benefits for employees:
  - In order to provide for retirement allowances the company accrues an amount equivalent to the amount that would be paid if the payment occurred at the end of the current accounting period, based on the projected amount of retirement allowance liabilities and pension assets at the end of the fiscal year.
  - Furthermore, the Company will treat the entire variance at the time the accounting standards were changed as a single expenses for the accounting period.
- (4) Retirement benefits for directors:
  - The Company provides for retirement benefits for officers by determining the estimated amount that would be paid if all officers retired on the period balance sheet date, based upon the pertinent rules of Retirement Benefits for Officers.

#### 8. Accounting methods for income and expenses:

Interest on loans to customers is recorded on an accrual basis. Accrued interest included in loans is recorded at the lower of the interest rate prescribed in the Interest Rate Control Law and the contract interest rate provided by the Company.

#### 9. Accounting treatment of lease transactions:

Finance lease transactions, except those under which the title of the leased asset is deemed to be transferred to the

lessee, are treated according to the method used for ordinary loan transactions, mutatis mutandis.

#### 10. Hedge accounting methods

(1) Hedge accounting method:

The Company uses deferred hedge accounting. The Company uses the special accounting rules, however, for interest swaps to which interest swap special accounting rules apply.

- (2) Hedging methods and hedged transactions:
  - Hedging methods:

Interest caps and interest swaps

- Hedged transactions:

Borrowing that will change the Company's cash flow depending upon changes in market interest rates (floating rate bank borrowing and corporate bonds)

(3) Hedging policy:

The Company uses hedge transactions to keep the percentage of fixed interest rate capital below a specified percentage of total capital funds procured.

(4) Evaluation of hedge effectiveness:

The Company determines the effectiveness of its hedging transactions based on a method of ratio analysis of cumulative changes over the past ten-year period.

(5) Risk management:

#### **11.** Accounting treatment of interest on debt:

Interest on debt used to provide consumer loans is accounted for as financial expenses included in operating expenses. All other interest expenses are accounted for as interest payments in non-operating expenses.

#### 12. Accounting treatment of consumption taxes:

Consumption taxes are taken out of all Statement of Income items and Balance Sheet items. Consumption taxes payable of 33 million yen are included in "Other" in Current Liabilities. Consumption taxes for fixed assets that are not subject to the exclusion, however, are included in "Other" under Investment and Other Assets and are being written off using the straight-line method over a five-year period. (Supplemental information)

#### **13. Accounting for retirement benefits:**

The Company has been applying the accounting standards for retirement benefits in the "Opinion Concerning the Establishment of Accounting Standards to be used for Retirement Benefits" (Corporate Accounting Policy Council, June 16, 1998) since the fiscal year ended March 31, 2001. As a result, operating income and ordinary income decreased 1,039 million yen, and net income before taxes decreased 2,031 million yen respectively, compared to what they would have been under previous accounting standards. The reserve for retirement benefits is included in retirement benefit for employees.

#### (Supplemental information)

#### 14. Accounting for financial products:

The Company has been applying the accounting standards for financial products in the "Opinion Concerning the Establishment of Accounting Standards to be Used for Financial Products" (Corporate Accounting Policy Council, January 22, 1999) since the fiscal year ended March 31, 2001. As a result, the Company changed the valuation standards and methods for investments in securities. Other marketable securities with market price changed to market value method based upon market price at the end of the fiscal year, from lower of cost or market, cost being determined based on the specific identification method (treating all the differences in valuation based upon direct accounting into capital method and cost of sales with the moving average method.) The Company also wrote off of a significant portion of the value of golf membership rights. As a result, ordinary income decreased 387 million yen, and net income before taxes decreased 258 million yen compared to them calculated on previous method.

(Supplemental information)

## **15. Accounting standards for transactions in foreign currency etc.:**

The Company adopted the revised Accounting Treatment Standards of Transactions in Foreign Currency, Etc. (Opinion Concerning the Revision of Accounting Treatment Standards of Transactions in Foreign Currency, Etc. submitted by Corporate Accounting Policy Council, October 22, 1999) in the current accounting period. As a result, influences on the financial statements are less than what they would have been under previous methods when employing former standards.

### Notes to the Non-Consolidated Balance Sheets

	Millions of Yen		
-	(As of March 31, 2001)	(As of March 31, 2000	
. Total accumulated depreciation for tangible fixed assets	s: 19,569	17,447	
. Assets pledged as collateral and the corresponding liab	ilities:		
(1) Assets pledged as collateral			
Deposits		820	
Loans	522,867	370,897	
Buildings	2,218	3,963	
Structures		22	
Machinery and equipment		86	
Land	7,472	12,312	
Investment securities	136	147	
Total	532,777	388,250	
(2) Corresponding liabilities to (1)			
Short-term debt	500	1,200	
Current portion of long-term debt	168,228	113,890	
Long-term debt		228,450	
Total		343,540	

In addition to above, the Company has contracted to offer loans as collateral in response to borrowers' requests, to the sum of 7,000 million yen for short-term debt, 55,298 million yen for current portion of long-term debt and 72,358 million yen for long-term debt. The Company has also offered 3,730 million yen for cash and cash equivalents as collateral for swap transactions.

3. Value amount of treasury stock and non-consolidated balance sheet as at year-end:

	(As of March 31, 2001)	(As of March 31, 2000)
Number of shares		224,000,000
Number of issued shares		56,103,000

4. Assets in foreign currency:

	Millions of	f Yen (Milli	ons	of USD / JI
	(As of March 31, 2001)	(As of N	Iarch	n 31, 2000)
Stock of affiliated company		0	/	0
Long-term loans		28	/	2,971
Investments and other fixed assets		4	/	432

5. Contingent liabilities:

	Millions of Yen		
	(As of March 31, 2001) (As of March 31, 20		
Dai-san Bank, Ltd.			

6. Bad Loans:

(1) The Bad loans included in Loans and Claims in Bankruptcy are shown below.

		Millions of Yen (As of March 31, 2001) Assets Other Than	
	Unsecured Loans	Unsecured Loans	Total
Claims in bankruptcy		13,058	13,058
Loans in arrears	9,305	10,831	20,136
Loans in arrears longer than 3 months	5,205	1,669	6,874
Loans with adjusted terms	23,777	36	23,814
Total	38,287	25,595	63,883

		Millions of Yen (As of March 31, 2000)	
	Unsecured loans	Assets Other Than Unsecured Loans	Total
Claims in bankruptcy		16,299	16,299
Loans in arrears	8,297	7,500	15,797
Loans in arrears longer than 3 months	4,013	1,237	5,250
Loans with adjusted terms	20,290	30	20,320
Total	32,600	25,066	57,667

(2) Explanations of the above items follow.

#### Claims in bankruptcy

"Claims in bankruptcy" refers to loans that are included in loans on which principal or interest payments have been continuously late for a considerable period of time for the reasons cited in Article 96, Paragraph 1, Number 3, Items B through E of the Corporate Income Tax Law Execution Ordinance (1965, Ordinance No. 97) or for the reasons set forth in Number 4 of the same paragraph. The Company sets aside a reserve for bad loans that is equivalent to the amount the Company believes it will be unable to recover based on an evaluation of each loan.

#### Loans in arrears

"Loans in arrears" refers to loans other than claims in bankruptcy for which unpaid interest is not being accrued. This excludes loans, however, that are included in loans for which the Company has made arrangements convenient to the borrower for the purpose of reorganization or support of the borrower such as reduction or exemption of interest or extension of the repayment period, on which the Company is periodically receiving payments.

#### Loans in arrears longer than 3 months

"Loans in arrears longer than 3 months" refers to loans for which the principal or interest payment is three or months overdue from the day following the scheduled payment date and that are not regarded as claims in bankruptcy or loans in arrears.

#### Loans with adjusted terms

" Loans with adjusted terms" refers to loans for which the Company has made arrangements convenient to the borrower for the purpose of reorganization or support of the borrower such as reduction or exemption of interest or extension of the repayment period, on which the Company is periodically receiving payments and that are not regarded as claims in bankruptcy, loans in arrears or loans in arrears longer than 3 months.

- 7. Issue of new common stock during the current accounting period
  - (1) Stock split (1.5 shares for each share) Number of shares issued
  - (2) Exchange of stock (issued under the simplified stock exchange method) based on the provisions of Article 358 of the Commercial Code)

28,051,500 shares

Number of shares issued:	721,500 shares
Increase in common stock:	36 million yen
Increase in additional paid-in capital:	4,397 million yen

### Notes to the Non-Consolidated Statements of Income

- 1. Income from investment in anonymous association includes commodity funds and dividends.
- 2. Breakdown of loss on sale of fixed assets:

	Millions of Yen		
	Fiscal year ended	Prior fiscal year ended	
	(March 31, 2001)	(March 31, 2000)	
Buildings	0	16	
Structures	0		
Machinery and equipment	2		
Equipment & fixtures		0	
Land	1,547	66	
Total	1,551	83	

3. Breakdown of loss on disposal of property, plant and equipment are shown below:

Millions of Yen

AIFUL Corporation Non-Consolidated FY 2001

	Fiscal year ended	Prior fiscal year ended
	(March 31,2001)	(March 31,2000)
Buildings		70
Structures		9
Machinery and equipment		5
Vehicles	0	
Equipment & fixtures		11
Construction in process		53
Land		63
Total		213

#### **Notes Regarding Lease Transactions**

Finance lease transactions except those under which the title of the leased asset is deemed to be transferred to the lessee.

1. Acquisition cost, accumulated depreciation and ending balance of lease assets:

		Millions of Yen			
		Fiscal year ended			
		(March 31, 2001)			
	Accumulated				
	Acquisition Cost	Depreciation	Ending Balance		
Vehicles	211	98	113		
Equipment & fixtures	25,516	18,835	6,680		
Total	25,727	18,933	6,793		
		Prior year ended			
		(March 31, 2000)			
Vehicles	148	50	98		
Equipment & fixtures	27,348	18,659	8,689		
Total	27,497	18,709	8,787		

2. Outstanding balance of future lease payments at the end of the period:

	Millions of Yen		
	Fiscal year endedPrior fiscal year ended(March 31, 2001)(March 31, 2000)		
Within one year	4,390	5,309	
Over one year	5,138	6,378	
Total	9,528	11,688	

3. Amount of lease fee payments, depreciation expenses and interest expenses for the period:

Lease fee payments	6,117	6,351
Depreciation expenses	5,359	5,604
Interest expenses	387	492

4. Accounting method for the amount equivalent to depreciation expenses:

Calculated by assuming the lease term is the depreciable life and depreciating the remaining amount to zero using the straight-line method.

5. Accounting method for the amount equivalent to interest expenses

Interest expenses for lease assets is calculated as the difference between the total lease payments and the acquisition price of the leased assets, with the amount allocated to each accounting period using the interest method.

#### **Notes Regarding Marketable Securities**

Marketable securities (excluding stocks insubsidiaries and affiliates) for the current fiscal year are included as per the notes to the non-consolidated financial statements. Stocks in subsidiary and affiliates do not include stock with market value.

#### **Current Market Value of Marketable Securities**

	Millions of Yen Prior fiscal year ended (March 31, 2000)			
	As on Balance	Market	Revaluation	
Category	Sheet	Value	Gain (loss)	
Securities included in current assets	5			
Stocks	0	0	0	
Bonds				
Other				
Sub-total	0	0	0	
Securities included in fixed assets				
Stocks	3,955	5,244	1,289	
Bonds	10	10	0	
Other				
Sub-total	3,965	5,255	1,289	
Total	3,966	5,255	1,289	

(Note) 1) Market values (including equivalent market value) have been determined as follows:

Listed securities: Valued mainly on the basis of closing prices on the Tokyo Stock Exchange Over-the-counter securities: As quoted by the Japan Securities Dealers Association

2) Stocks included in current assets represent treasury stock.

3) The accounting period balance sheets include the following marketable securities that are not subject to disclosure.

	Millions of Yen
	Prior fiscal year ended (March 31, 2000)
Securities included in current assets MMF Securities included in fixed assets Stocks excluding OTC securities / affiliated com Non-publicly offered domestic bonds / affiliated	npany's 1,323 / 287

#### **Notes Regarding Derivative Transactions**

Derivative transactions for the current fiscal year accounting period are included as the Notes to the non-consolidated financial statements.

#### Market value of derivative transactions

#### Contract value, market value and unrealized gain/(loss) for derivative transactions

	Millions of Yen Prior fiscal year ended			
		(March 31,	2000)	
	Contract	(Over 1 Year)	Market	Unrealized
	Amount, Etc.		Value	Gain/(Loss)
Outside of market transactions				
Interest swaps				
Fixed payment, floating rate receipt	207,880	204,800	(7,351)	(7,351)
Interest caps				
Interest caps purchased	240,000	160,000	330	(1,254)
	*(1,584)	*(1,009)		
Total				(8,605)

(Notes) 1) The Company pays the applicable premiums for interest caps. Asterisks(\*) represent amounts presented in the fiscal year balance sheets.

2) The notional principal amount of interest swaps and interest caps do not represent the amounts actually paid by the Company 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) Method of calculating market values: Market values are based on prices indicated by the related financial institutions as contract parties.

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### **Notes Regarding Tax Effect Accounting Matters**

	Millions of Yen		
	Fiscal year ended	Prior fiscal year ended	
	(March 31, 2001)	(March 31, 2000)	
1. Deferred tax assets and liabilities			
(1) Deferred tax assets (current)			
Excessive amount of transferred allowance for ba	ad debts6,163	6,328	
Income tax payable		1,764	
Non-admitted amount of bad debt loss		430	
Excessive amount of limit to accrued bonuses		276	
Other		205	
Total deferred tax assets (current)		9,006	
(2) Deferred tax assets (fixed)			
Excessive amount of provisions for retirement be	enefits851		
Provisions for retirement benefits for directors .		381	
Excessive amount of limit to depreciation and an	nortization272	171	
Other		444	
Total deferred tax assets (fixed)		997	
Offsetting total deferred tax assets (fixed)	(167)		
Net deferred tax assets (fixed)			
(3) Deferred tax liabilities (fixed)			
Differences in valuation of other investments in s	securities (167)		
Total deferred tax liabilities (fixed)	(167)		
Offsetting total deferred tax assets (fixed)			
Net deferred tax liabilities (fixed)	0		
2. Breakdown of items with differences between statuto	ry effective tax rate and inco	me tax applied to tax effect	
Statutory effective tax rate (%)		41.9	
Tax imposed on retention money (%)	4.4	4.7	
Other (%)		1.3	

### **Changes in Directors and Officers**

Name:	Taichi Kawakita
Position:	Representative Director
Duties:	Senior Managing Director, Service Business Department
Name:	Yasuo Yanagibashi
Position:	Director
Duties:	Director of Sales Department, Credit Business Department
Name:	Hiroshi Abe
Position:	Director

Income tax change rate after adoption of tax effect accounting.....47.5

Position:DirectorNew duties:Duputy General Manager

### **Business Results**

(1) Operating Revenue

	Millions of Yen			
-	Fiscal	year ended	Prior fiscal	year ended
	(Marcl	n 31, 2001)	(March 31,	2000)
Category	Amount	Ratio (%)	Amount	Ratio (%)
Interest on loans to customers				
Unsecured loans	224,718	83.0	199,162	83.5
Secured loans	34,974	12.9	27,503	11.5
Small business loans	2,888	1.1	3,027	1.3
Sub-total	262,580	97.0	229,693	96.3
Other financial revenue				
Interest on deposits	96	0.0	94	0.0
Interest on marketable securities	0	0.0	1	0.0
Interest on loans	240	0.1	154	0.1
Other	1	0.0	1	0.0
Sub-total	338	0.1	251	0.1
Other operating revenue				
Sales of property	40	0.0	1,086	0.5
Revenue from service business	1,303	0.5	1,473	0.6
Bad debt recovery	3,325	1.2	3,144	1.3
Other	3,239	1.2	2,881	1.2
Sub-total	7,908	2.9	8,587	3.6
Total	270,827	100.0	238,532	100.0

(Note) "Other" included in "Other operating revenue" consists of clerical fees and property rents.

#### (2) Other Operating Indicators

-	Millions of Yen – Except Per Share Data		
-	Fiscal year ended	Prior fiscal year ended	
	(March 31, 2001)	(March 31, 2000)	
Total amount of loans outstanding	1,159,734	1,001,080	
Unsecured loans	921,891	809,361	
Secured loans	225,644	181,428	
Small business loans	12,198	10,289	
Number of customer accounts	2,121,446	1,957,068	
Unsecured loans	2,050,299	1,917,016	
Secured loans	60,976	49,968	
Small business loans	10,171	8,084	
Number of branches	1,542	1,324	
Staffed branches	538	534	
Unstaffed branches	987	773	
Branches for secured loans	4	4	
Restaurants	10	10	
Karaoke parlors	3	3	
Number of "Ojidosan" loan-contracting machines 1,522		1,305	
Number of ATM units	22,021	16,631	
Company-owned	1,646	1,437	
Owned by business affiliates	20,375	15,194	
Number of employees		3,263	
Loss on write-off of loans		30,354	
Amount of llowance for bad debts		56,720	
Net income per share (yen)		786.13	
Net assets per share (yen)		4,507.83	

(Notes) 1) Total amount of loans outstanding and the number of customer accounts do not include loans and customer accounts related to claims in bankruptcy.

 Loss on write-off of loans does not include loan losses related to claims in bankruptcy, etc. (Current fiscal year accounting period 5,347 million yen, prior fiscal year accounting period 1,241million yen.)