# 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)

> 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)

## Financial Statements (Non-Consolidated)

For the fiscal year ended March 31, 2001

## AIFUL Corporation (8515)

Head office:
Inquires contact:
Listing exchanges:
Date of the Board of Directors' meeting:
Date of Shareholders' meeting:
Commencement of interim dividend:

Kyoto City
Kenichi Kayama, General Manager, Public Relations Department TEL (03) 3274-3560
Tokyo, Osaka
May 17, 2001
June 27, 2001
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 |
| Operating Revenue | 270,827 | 13.5 \% | 238,532 | 16.4 \% |
| Operating Income. | ..103,319 | 18.2 \% | 87,437 | 21.6 \% |
| Ordinary Income | ..103,372 | 21.6 \% | 85,009 | 23.5 \% |
| Net Income. | 48,512 | 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 (\%) | 7.5 |  | 7.8 |  |
| Operating Revenue Ordinary Income Ratio (\%) ....... | 38.2 |  | 35.6 |  |

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, 2000: 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

|  | Yen |  |
| :---: | :---: | :---: |
|  | Fiscal Years 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 of Yen |  |  |
| :--- | :--- | ---: | ---: | :---: |
|  |  | Fiscal Years Ended |  |  |
|  |  | March 31 |  |  |

## Non-Consolidated Financial Statements

## Non-Consolidated Balance Sheets



| 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 |

Total Assets
$\mathbf{1 , 5 8 6 , 4 0 9} \quad 100.0 \quad 1,182,468 \quad 100.0 \quad 403,941 \quad 34.2$

## Non-Consolidated Balance Sheets (cont.)

| Liabilities and Shareholders' Equity | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (As of March 31, 2001) | (As of March 31, 2000) |  | Differences |  |
| Current Liabilities: | \% |  | \% |  | \% |
| Trade notes payable .............................................. 3,773 |  | 2,482 |  | 1,291 |  |
| Accounts payable ..................................................... 31 |  | 32 |  | (1) |  |
| Short-term debt ................................................... 17,500 |  | 13,700 |  | 3,800 |  |
| Current portion of bonds ...................................... 36,000 |  | 30,000 |  | 6,000 |  |
| Current portion of long-term debt ........................ 312,256 |  | 260,307 |  | 51,949 |  |
| Commercial paper .............................................. 15,000 |  | 15,000 |  | 0 |  |
| Trade accounts payable ......................................... 6,008 |  | 3,869 |  | 2,139 |  |
| Income taxes payable ......................................... 25,530 |  | 25,141 |  | 389 |  |
| Accrued expenses payable .................................... 2,847 |  | 1,926 |  | 920 |  |
| Deposits ................................................................ 356 |  | 322 |  | 33 |  |
| Income in advance .................................................... 25 |  | 16 |  | 8 |  |
| Accrued bonuses ....................................................2,192 |  | 1,981 |  | 210 |  |
| Other current liabilities ............................................ 373 |  | 227 |  | 146 |  |
| Total current liabilities ......................... 421,894 | 26.6 | 355,008 | 30.0 | 66,886 | 18.8 |
| Long-Term Liabilities: |  |  |  |  |  |
| Bonds ............................................................... 341,500 |  | 139,500 |  | 202,000 |  |
| Long-term debt ................................................ 496,917 |  | 433,661 |  | 63,256 |  |
| Allowance for prior retirement benefits ...................... |  | 126 |  | (126) |  |
| Allowance for retirement benefits for employees ...... $\mathbf{2 , 1 1 5}$ |  | - |  | 2,115 |  |
| Allowance for retirement benefits for directors ........... 945 |  | 909 |  | 35 |  |
| Interest swaps ..................................................... 20,090 |  | - |  | 20,090 |  |
| Other long-term liabilities ........................................ 345 |  | 360 |  | (15) |  |
| Total long-term liabilities ..................... 861,914 | 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 ............................................... 39,788 | 2.5 | 39,752 | 3.4 | 36 | 0.1 |
| Additional paid-in capital ..................................... 46,310 | 2.9 | 41,912 | 3.5 | 4,397 | 10.5 |
| Surplus reserve .................................................... 1,301 | 0.1 | 951 | 0.1 | 349 | 36.8 |
| Retained earnings .......................................... 214,968 | 13.6 | 170,285 | 14.4 | 44,682 | 26.2 |
| General reserve ......................................... 164,422 |  | 116,422 |  | 48,000 |  |
| Unappropriated retained earnings for the period 50,546 |  | 53,863 |  | $(3,317)$ |  |
| Valuation gain or loss on other marketable 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 Statements of Income

|  | Millions of Yen |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY 2001 | FY 2000 |  | Differences |  |
|  | \% |  | \% |  | \% |
| Operating revenue ................................................ 270,827 | 100.0 | 238,532 | 100.0 | 32,295 | 13.5 |
| Interest on loans to customers ............................... 262,580 | 97.0 | 229,693 | 96.3 | 32,887 |  |
| Other financial revenue ............................................. 338 | 0.1 | 251 | 0.1 | 87 |  |
| Interest on bank deposits ........................................ 96 |  | 94 |  | 2 |  |
| Interest on marketable securities ............................... $\mathbf{0}$ |  | 1 |  | (0) |  |
| Interest on loans ................................................ 240 |  | 154 |  | 85 |  |
| Other ............................................................... 1 |  | 1 |  | 0 |  |
| Other operating revenue .......................................... 7,908 | 2.9 | 8,587 | 3.6 | (679) |  |
| Sales of property ................................................. 40 |  | 1,086 |  | $(1,046)$ |  |
| Revenue from service business .........................1,303 |  | 1,473 |  | (170) |  |
| Bad debt write-off recovery .......................... 3,325 |  | 3,144 |  | 180 |  |
| Other............................................................. 3,239 |  | 2,881 |  | 357 |  |
| Operating expenses .......................................... 167,507 | 61.9 | 151,095 | 63.3 | 16,412 | 10.9 |
| Financial expenses .................................................28,682 | 10.6 | 25,590 | 10.7 | 3,091 |  |
| Interest on borrowings .................................. 20,656 |  | 20,925 |  | (268) |  |
| Other ....................................................... 8,025 |  | 4,665 |  | 3,359 |  |
| Cost of sales ............................................................. 435 | 0.2 | 1,634 | 0.7 | $(1,198)$ |  |
| Cost of sales of property ..................................... 56 |  | 1,208 |  | $(1,151)$ |  |
| Cost of sales - restaurant business ....................... 378 |  | 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 .................................................. 2,174 |  | 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 ..................................... 2,278 |  | 3,159 |  | (880) |  |
| Provision for bonuses ..................................... 2,192 |  | 1,981 |  | 210 |  |
| Provision for retirement benefits to directors and corporate auditors $\qquad$ |  | 88 |  | (21) |  |
| Welfare expenses ........................................... 2,481 |  | 3,176 |  | (694) |  |
| Retirement benefits .........................................1,981 |  | - |  | 1,981 |  |
| Rental expenses ............................................. 8,293 |  | 8,580 |  | (286) |  |
| Land rent ..................................................... 6,700 |  | 6,286 |  | 414 |  |
| Supplies ...................................................... 1,166 |  | 1,791 |  | (624) |  |
| Repair and maintenance ................................... 2,758 |  | 2,787 |  | (29) |  |
| Communication expenses ............................... 3,403 |  | 3,056 |  | 347 |  |
| Insurance premiums ....................................... 3,358 |  | 3,013 |  | 344 |  |
| Depreciation and amortization ........................ 4,201 |  | 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 .............................................. 1,726 | 0.6 | 667 | 0.2 | 1,059 | 158.8 |
| Interest on loans ................................................ 810 |  | 175 |  | 634 |  |
| Cash dividends ................................................... 88 |  | 71 |  | 17 |  |
| Dividend on insurance ....................................... 474 |  | 198 |  | 276 |  |
| Investment in anonymous association ................... 66 |  | 31 |  | 35 |  |
| Miscellaneous ................................................. 285 |  | 191 |  | 94 |  |


| Non-operating expenses ........................................... 1,673 | 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 ................. 187 |  | 254 |  | (67) |  |
| Miscellaneous................................................... 322 |  | 250 |  | 72 |  |
| Ordinary income ................................................. 103,372 | 38.2 | 85,009 | 35.6 | 18,363 | 21.6 |
| Extraordinary income .................................................. 76 | 0.0 | 63 | 0.0 | 13 | 20.6 |
| Reversal of allowance for loan losses ................. 76 |  | 63 |  | 13 |  |
| Extraordinary losses ............................................... 10,973 | 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 ......................... 314 |  | 213 |  | 101 |  |
| Loss on valuation of real estate for sale ................. - |  | 30 |  | (30) |  |
| Loss on cancellation of leases .............................. 60 |  | 34 |  | 26 |  |
| Transfer allowance for bad debts ........................ 998 |  | - |  | 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 |  | - |  | 26 |  |
| Differences in change of retirement benefit accounting $\qquad$ 991 |  | - |  | 991 |  |
| Income before income taxes .................................. 92,475 | 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 ............................................................. 48,512 | 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 |  | 168 |  | 1 |  |
| Unappropriated retained earnings <br> for the period $\qquad$ 50,546 |  | 53,863 |  | $(3,317)$ |  |

## Comparative Appropriation of Profit Statement

|  | Millions of Yen |  |
| :---: | :---: | :---: |
|  | Fiscal year ended (March 31, 2001) June 27, 2001* | Fiscal year ended (March 31, 2000) June 29, 2000* |
| Present Term Unappropriated Profit | .. 50,546 | 53,863 |
| Appropriation of profit.. | ...45,898 | 49,962 |
| Earned surplus reserve | 265 | 180 |
| Distribution of profit | .... 2,546 | 1,683 |
| Bonuses for directors | .......... 87 | 99 |
| (Bonuses for auditors) | ........... 3 | 5 |
| Other reserve | .... 43,000 | 48,000 |
| Deferred profits | .... 4,648 | 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 accouting 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



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 ..........................................................24,000,000 | $224,000,000$ |  |
| Number of issued shares ...................................... $84,876,000$ | $56,103,000$ |  |

4. Assets in foreign currency:

|  | Millions of Yen (Millions of USD / JPY) |  |  |
| :---: | :---: | :---: | :---: |
|  | (As of March 31, 2001) | (As of M | 31, 2 |
| Stock of affiliated company |  | 0 | 0 |
| Long-term loans | .....- |  | 2,971 |
| Investments and other fixed assets ........ (Uncollected income for long-term) | - | 4 | 432 |

5. Contingent liabilities:

|  | Millions of Yen |  |
| :---: | :---: | :---: | :---: |
|  | (As of March 31, 2001) | (As of March 31, 2000) |
| Dai-san Bank, Ltd. ................................................................... 394 | -- |  |

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

|  |  | Millions of Yen <br> (As of March 31, 2001) |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Unsecured Loans | Assets Other Than <br> 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) |  |  |
|  | Ussets Other Than |  |  |
| Claims in bankruptcy | - | Unsecured Loans | Total |
| Loans in arrears | 8,297 | 16,299 | 16,299 |
| Loans in arrears longer than 3 months | 4,013 | 7,500 | 15,797 |
| Loans with adjusted terms | 20,290 | 1,237 | 5,250 |
| Total | 32,600 | 30 | 20,320 |

(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
28,051,500 shares
(2) Exchange of stock (issued under the simplified stock exchange method) based on the provisions of Article 358 of the Commercial Code)

$$
\begin{array}{lr}
\text { Number of shares issued: } & 721,500 \text { shares } \\
\text { Increase in common stock: } & 36 \text { million yen } \\
\text { Increase in additional paid-in capital: } & 4,397 \text { million yen }
\end{array}
$$

## 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 (March 31, 2001) | Prior fiscal year ended (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:

|  | Fiscal year ended (March 31,2001) | Prior fiscal year ended (March 31,2000) |
| :---: | :---: | :---: |
| Buildings | ........... 234 | 70 |
| Structures | ................ 38 | 9 |
| Machinery and equipment | .............- | 5 |
| Vehicles ....... | ................. 0 | - |
| Equipment \& fixtures | ............ 31 | 11 |
| Construction in process | ......... | 53 |
| Land | ............. 10 | 63 |
| Total. | 314 | 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 <br> (March 31, 2001) |  |  |  |  |
|  | Acquisition Cost | Accumulated <br> 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 ended <br> (March 31, 2001) | Prior fiscal year ended <br> (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 <br> (March 31, 2000) |  |  |  |
| Category | As on Balance <br> Sheet | Market <br> Value | Revaluation <br> Gain (loss) |  |
| Securities included in current assets | 0 | 0 | 0 |  |
| Stocks | - | - | - |  |
| Bonds | - | - | - |  |
| Other | 0 | 0 | 0 |  |
| Sub-total | 3,955 | 5,244 | 1,289 |  |
| Securities included in fixed assets | 10 | 10 | 0 |  |
| Stocks | - | - | - |  |
| Bonds | 3,965 | 5,255 | 1,289 |  |
| Other | 3,966 | 5,255 | 1,289 |  |
| Sub-total |  |  |  |  |
| Total |  |  |  |  |

(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 end <br> (March 31, 2000) |  |
| Securities included in current assets |  |
| $\quad$ MMF...................................................................................... 1,600 |  |

## 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 <br> (March 31, 2000) |  |  |  |
|  | Contract Amount, Etc. | (Over 1 Year) | Market Value | Unrealized 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.

## Notes Regarding Tax Effect Accounting Matters



## Business Results

(1) Operating Revenue

|  | Millions of Yen |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Fiscal year ended <br> (March 31, 2001) |  |  |  |
| Prior fiscal year ended <br> (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.

Other Operating Indicators

(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.
2) 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.)

