# 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.

## FY2002 (Ended March 31, 2002)

#### - Note : Forward Looking Statements -

The figures contained in this DATA BOOK 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 DATA BOOK does not constitute any offer of any securities for sale

## AIFUL Corporation (8515)

May 9, 2002

## Year-End Financial Statements (Non-Consolidated) For the year ended March 31, 2002

AIFUL Corporation (8515)	Stock Exchange:	Tokyo, Osaka
Stock Code: 7967	Head office:	Kyoto City
(URL http://www.aiful.co.jp)		
Inquiries:	Kenichi Kayama, Gene	ral Manager, Public Relations Department
	TEL (03) 3274 - 3560	
Date of the board of directors' meeting:	May 9, 2002	
Date of the annual shareholders' meeting:	June 26, 2002	
Commencement of the interim dividends payment:	Yes	
The Company adopted the credit unit "Tangen" system:	Yes (One Tangen of sto shares)	ock at Aiful Corporation. is equivalent to 50
	All data in millions of per share amounts an	of yen, rounded down, except dividends, d percents.

#### 1. Non-Consolidated Business Results for the Year Ended March 31, 2002 (April 1, 2001 – March 31, 2002)

(1) Non-Consolidated Operating Results (Note: Figures have been rounded down to the nearest unit.)

	Millions of Yen – Except Per Share Data				
	Fiscal Year Ended March 31,				
	20	002	200	1	
Operating Revenue	307,272	13.5%	270,827	13.5%	
Operating Income	110,442	6.9%	103,319	18.2%	
Ordinary Income	107,515	4.0%	103,372	21.6%	
Net Income	38,349	(20.9)%	48,512	10.0%	
Net Income per Share (yen)	426.5	54yen	572.38 yen		
Net Income to Shareholders' Equity Ratio	10.	.6%	17.5	%	
Diluted Net Income per Share (yen)		-	-		
Ordinary Income to Shareholders' Equity Ratio	6.5%		7.5%		
Operating Revenue to Ordinary Income Ratio	35.0	)%	38.2	%	
Notes: 1) Average number of shares during:					
Fiscal year ended March 31, 2002:	89,908,062 shares				
Fiscal year ended March 31, 2001:	84,755,312 shares				

2) Changes in accounting policies: None

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

#### (2) Dividend Information

	Dividends Distributed (in Yen)		
	Fiscal Year Ended	Fiscal Year Ended	
	March 31, 2002	March 31, 2001	
Annual Dividend per Share	50.00	50.00	
Interim Dividend per Share	25.00	30.00	
Year-End	25.00	30.00	
Total Dividends (Million yen)	4,663	4,243	
Dividend Payout Ratio (%)	12.2	8.7	
Year-End Dividend per Share (%)	1.1	1.4	

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

	Fiscal Year Ended	Fiscal Year Ended
	March 31, 2002	March 31, 2001
Total Assets	1,740,868	1,586,409
Shareholders' Equity	420,493	302,601
Shareholders' Equity Ratio (%)	24.2%	19.1%
Shareholders' Equity per Share(Yen)	4,513.89	3,565.21

2) :Total number of treasury stocks at the end of the fiscal period: Fiscal year ended March 31, 2002: 220,585 shares Fiscal year ended March 31, 2001: 45 shares

## 2. Fiscal Year 2002 Full Year Projections (April 1, 2002 - March 31, 2003) (In Millions of yen, rounded down)

	Millions of Yen –	Except Per Share Data
	Interim period ending	Fiscal year ending March 31,
	September 30	2003
Operating Revenue	163,360	331,372
Ordinary Income	60,313	119,000
Net Income	32,338	62,841
Annual Dividend per Share	-	50.00
Interim Dividend per Share	25.00	-
Year-End	-	25.00

Reference: Projected earnings per share for fiscal year 2002 (Fiscal year ending March 31, 2003):674.58 year "Caution Relating to Results Projections"

The above projections are based on the information available to management at the time they were made, and estimates involving uncertain factors thought likely to have an effect on future results. Actual results can differ materially from these projections for a variety of reasons.

## 1. Non-Consolidated Financial Statements

(1) Non-Consolidated Balance Sheets

	For the curi	ent	For the prev	ious		
	fiscal yea	r	fiscal yea	r	Increase (De	crease)
	As of March 31	2002	As of March 31	2002		
(Assets)	Amount	<u>, 2002 )</u> %	Amount	<u>, 2002 )</u> %	Amoun	%
Current Assets:	mount	70	milliouni	70	moun	/0
Cash and cash equivalents	93,392		95,768		(2,375)	
Loans	1,313,690		1,159,764		153,956	
Property for sale	668		818		(150)	
Property for sale in progress	-		1.622		(1,622)	
Stored goods	11		13		(1)	
Prepaid expenses	3,495		4,172		(677)	
Deferred tax assets	7,589		9,240		(1,650)	
Accrued income	12,246		10,372		1,873	
Short-term loans	7,183		236		6,947	
Short-term loans to affiliates	-		200		(200)	
Treasury stock	_		0		(200)	
Other	12,429		2,154		10,275	
Allowance for bad debts	(58,689)		(45,115)		(13,574)	
	,	<b>80 0</b>		70 1		10.0
Total current assets	1,392,017	80.0	1,239,217	78.1	152,800	12.3
Fixed Assets:						
Tangible Fixed Assets:	22.200	1.2	(7.290	4.2	(44.092)	
Buildings	23,306	1.3	67,389	4.2	(44,082)	
Structures	9,393		17,389		(7,945)	
Machinery	2,721		2,969		(248)	
Vehicles	12		89		(76)	
Equipment and fixtures	0		0		(0)	
Rental assets	5,894		5,753		141	
Land	5,283		41,212		(35,928)	
Construction in process account	-		25		(25)	
Tangible fixed assets	348,059	20.0	345,880	21.8	2,179	0.6
Intangible Fixed Assets:						
Software	2,353		2,365		(11)	
Telephone rights	596		598		(1)	
Other	2		3		(0)	
Total intangible fixed assets	2,952	0.2	2,966	0.2	(13)	
Investment and Other Fixed Assets:						
Investment in securities	6,539		4,888		1,651	
Stock in affiliated companies	105,724		109,745		(4,021)	
Investments in equity other than capital	3,054		3,308		(253)	
stock	5,054		5,508		(255)	
Long-term loans	8,640		8,675		(35)	
Long-term loans to shareholders and	31		30		0	
employees						
Long-term loans to affiliated companies	160,543		117,550		42,992	
Claims in bankruptcy	14,267		11,844		2,422	
Long-term prepaid expenses	1,565		2,172		(606)	
Deferred tax assets	4,347		1,644		2,702	
Lease deposits and guarantees	8,652		8,549		102	
Loss on deferred hedge	22,930		20,090		2,840	
Other	2,723		2,852		(128)	
Allowance for bad debts	(17,220)		(15,828)		(1,391)	
Total investment and other fixed assets	321,800	18.5	275,524	17.4	46,275	
Total fixed assets:	348,059	20.0	345,880	21.8	2,179	0.6
Deferred Assets:						
Bond issuing expenses	790		1,311		(521)	
Total deferred assets	790	0.0	1,311	0.1	(521)	(39.8)
Total Assets:	1,740,868	100.0	1,586,409	100.0	154,458	9.7

## Non-Consolidated Balance Sheet (cont.):

	Millions of Yen - Rounded Down, Except Where Noted					
	For the cur fiscal yea		For the prev fiscal yea		Increase (D	ecrease)
( <b>T</b> '- <b>L</b> ' <b>!</b> '4')	As of March 31	,	As of March 31		<b>.</b>	0/
(Liabilities)	Amount	%	Amount	%	Amoun	%
Current Liabilities: Notes payable - trade	3,572		2 772		(201)	
Accounts payable - trade	26		3,773 31		(201)	
Short -term loans debt	14,000		17,500		(3,500)	
Current portion of bonds	71,000		36,000		(3,500)	
Current portion of long-term debt	359,785		312,256		47,529	
Commercial paper	15,000		15,000		47,529	
Trade accounts payable	5,913		6,008		(94)	
Income taxes payable Accrued expenses payable	15,911 3,996		25,530 2,847		(9,618) 1,148	
	482		,		,	
Deposits			356		126	
Income in advance	4		25		(20)	
Accrued bonuses	2,452		2,192		259	
Other Total Current Liabilities	224 <b>492,369</b>	28.3	373 <b>421,894</b>	26.6	(149) <b>70,475</b>	16.7
Bonds Long term debts Allowance for retirement benefits for employees Allowance for retirement benefits for	351,500 451,693 1,338 1,056		341,500 496,917 2,115 945		10,000 (45,223) (776) 111	
directors						
Interest swaps	22,304		20,090		2,213	
Other	111	47 5	345	54.2	(233)	(2,0)
Total Long-term Liabilities	828,005	47.5	861,914	54.3	(33,908)	(3.9)
Shareholders equity:						
Common stock	83,317	4.8	39,788	2.5	43,528	109.4
Additional paid-in capital	89,830	5.2	46,310	2.9	43,520	94.0
Surplus reserve	1,566	0.1	1,301	0.1	265	20.4
Retained earnings	248,085	14.2	214,968	13.6	33,116	15.4
General reserve	207,422		164,422		43,000	
Unappropriated retained earnings for the period	40,663		50,546		(9,883)	
Differences in evaluation of other marketable securities	(260)	(0.0)	231	0.0	(492)	(212.3)
Treasury stock	(2,045)	(0.1)	-	0.0	(2,045)	-
Total Shareholders' Equity	420,493	24.2	302,601	19.1	117,892	39.0
Total Liabilities and Shareholders' Equity	1,740,868	100.0	1,586,409	100.0	154,458	9.7
iotal Liabilities and Shareholders Equily	1,740,000	100.0	1,500,707	100.0	107,700	

## (2) Non-Consolidated Statement of Income

	Million	s of Yen -	Rounded Down	, Except V	Where Noted	
-	For the cur fiscal yea		For the prev fiscal yea			
	Apr. 1, 2001 Mar. 31, 20	to	Apr. 1, 2000 Mar. 31, 20	) to	Increase (de	crease)
	Amount	%	Amount	%	Amount	%
Operating Revenue	307,272	100.0	270,827	100.0	36,445	13.5
Interest on loans to customers	296,034	96.3	262,580	97.0	33,453	
Financial revenue - other	230	0.1	338	0.1	(108)	
Interest on bank deposit	30		96		(66)	
Interest on marketable securities	0		0		(0)	
Interest on loans	199		240		(40)	
Other	0		1		(1)	
Operating Revenue - other	11,007		7,908	2.9	3,099	
Sales of property	2,823		40		2,783	
Revenue from service business	1,246		1,303		(56)	
Bad debts write-off recovery	3,779		3,325		454	
Other	3,157		3,239		(81)	
Operating Expenses	196,830	64.1	167,507	61.9	29,322	17.5
Financial expenses	33,377	10.9	28,682	10.6	4,695	
Interest expense	21,124		20,656		467	
Interest on bond	9,704		5,949		3,754	
Other	2,549		2,075		473	
Cost of sales	3,025	1.0	435	0.2	2,590	
Cost of sales of property	2,677	1.0	56	0.2	2,621	
Cost of sales of service business	348		378		(30)	
Operating Expenses - other	160,426	52.2	138,389	51.1	22,037	
Advertising expenses	19,274		17,042		2,231	
Commissions	9,769		10,462		(693)	
Loan losses	6,611		2,174		4,437	
Transfers to allowance for bad debts	58,689		45,115		13,574	
Director's salaries and remuneration	415		381		34	
Salaries for employees	17,877		16,693		1,184	
Bonus for employees	2,333		2,278		55	
Transfers to accrued bonuses	2,333		66		259	
Transfers allowance to directors' retirement	2,452		00		44	
	2,942		2,481		460	
Welfare expenses            Retirement benefits	368		1,981		(1,612)	
Rent fees	7,901 7,100		8,293 6 700		(391) 399	
Land rent	7,100		6,700			
Supplies	1,294		1,166		128	
Repairs	2,888		2,758		130	
Communication expenses	3,921		3,403		517	
Insurance premiums	3,431		3,358		73	
Depreciation expense	4,465		4,201		263	
Consumption tax	3,120		2,917		203	
Other	5,456		4,718		737	
Operating Income	110,442	35.9	103,319	38.1	7,122	6.9

	Millions	s of Yen -	Rounded Down,	Except V	Where Noted	
_	For the curr fiscal year Apr. 1, 2001 Mar. 31, 20	r to	For the prev fiscal yea Apr. 1, 2001 Mar. 31, 20	r to	Increase (de	ecrease)
	Amount	%	Amount	%	Amount	%
Non-operating income	4,570	1.5	1,726	0.0	2,844	164.8
Interest on loans	3.651		810		2,841	
Cash dividends	29		88		(59)	
Dividend on insurance	530		474		55	
Investment in anonymous association	-		66		(66)	
Miscellaneous	357		285		72	
Non-operating expenses	7,496	2.4	1,673	0.6	5,823	348.1
Transfer allowance for bad debts	2,371		1,060		1,310	
Write-down of property for sale	47		102		(54)	
New share issuing expenses	4,234		-		4,234	
Amortization of bond issuing expenses	72		187		(114)	
Miscellaneous	770		322		447	
Ordinary income	107,515	35.0	103,372	38.2	4,142	4.(
Extraordinary income	367		76	0.0	291	380.4
Sale of fixed assets	72		-		72	
Sale of investment securities	84		-		84	
Allowance for bad debts from previous year	210		76		133	
Extraordinary losses	35,229	11.5	10,973	4.1	24,255	221.0
Loss on sale of fixed assets	31,257		1,551		29,705	
Loss on disposal of fixed assets	711		314		396	
Amount equivalent to previous year loss on valuation of real estate for sale	2,147		-		2,147	
Loss on cancellation of leases	30		60		(29)	
Transfer allowance for bad debts	351		998		(647)	
Loan losses	118		5,500		(5,381)	
Loss on valuation of investment securities	549		1,531		(981)	
Loss on sale of subsidiaries' stocks	41		-		41	
Loss on valuation of golf club memberships	21		26		(4)	
Differences of change in retirement benefit accounting	-		991		(991)	
Income before income taxes	72,653	23.6	92,475	34.1	(19,821)	(21.4
Corporate tax, local and enterprise taxes	35,001	11.4	45,011	16.6	(10,010)	(22.2)
Adjustment on corporate tax, etc	(696)	(0.2)	(1,048)	(0.4)	351	33.5
Net Income	38,349	12.4	48,512	17.9	(10,162)	(20.9)
Retained earnings brought forward	4,648		3,901		746	
Interim dividends	2,334		1,697		636	
Surplus reserve for interim period dividends	-		169		(169)	
Unappropriated retained earnings	40,663		50,546		(9,883)	

## Non-Consolidated Income Statement (cont.):

## (3) Non-Consolidated Statement of Retained Earnings

	Millions of Yen - Rounded Down, Except Whe Noted		
	For the current fiscal year Ended March 31, 2002 June 26, 2002*	For the previous fiscal year Ended March 31, 2001 June 27, 2001*	
Present Term Unappropriated Profit	40,663	50,546	
Appropriation of profit	35,931	45,898	
Earned surplus reserve	-	265	
Distribution of profit	2,328	2,546	
Bonuses for directors	103	87	
(Bonuses for auditors)	3	3	
Other reserve	33,500	43,000	
Deferred profits	4,731	4,648	

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

## 2. Significant Accounting Policies Relating to the Financial Statements

Accounting principles used for standard accounting treatment

- 1.
- Appraisal standards and methods for principal assets Marketable securities Cost method, cost be (1) Cost method, cost being determined by the moving average method

(2)	Other marketable securities Securities valued at market Securities not valued at	Market value method based on the market prices on the settlement date. All valuation differences are reflected directly in shareholders' equity, the sale price being computed using the moving average method. ) Cost method, cost being determined by the moving average method			
	market				
2. (1)	Inventories Real estate for sale	Lower-of-cost-or-market method, cost being determined by the specific cost method Property currently being leased out is depreciated as a tangible fixed asset.			
(2)	Warehouse goods	Latest purchase cost method			
3. (1)	Depreciation methods for dep Tangible fixed assets:	reciable assets Decline balance depreciation method Major useful lives are as follows: Buildings and structures Machinery and vehicles Equipment and fittings	7 - 50 years 2 - 15 years 2 - 20 years		
(2)	Intangible fixed assets Software	Straight-line method based on the assumed useful life for internal use (5 years)			
(3)	Other Long-term prepaid expenses	Straight-line method Straight-line method			
4.	Deferred assets Bond issuing expense New share issuing expense	Depreciated evenly over the period until maturity or over the longest period allowed by the Commercial Code (3 years), whichever is shorter. New share issuing expenses are accounted for as expenses at the time of expenditure.			
5.	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.			
6. (1)	Accounting standards for allowa Allowance for bad debts	Provision for losses on bad debts is m on individual assessments and the act	nade up to the maximum allowable based ual percentage of bad loan write-offs, as ax Law. If that amount is deemed to be		
(2)	Reserve for accrued bonuses	Provision for accrued bonuses to emp amount based on the estimated total b			
(3)	Allowance for retirement benefits for employees	year. 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 consolidated accounting period, based on the projected amount of retirement allowance liabilities and pension assets at the end of the consolidated accounting fiscal year.			
(4)	Allowance for retirement benefits for directors	consolidated accounting fiscal year. The Company provides for retirement benefits for directors by determining the estimated amount that would be paid if all directors retired on the balance sheet date, based upon the pertinent rules of the Commercial Code.			

- 7. 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 rates prescribed in the Interest Rate Control Law and the contract interest rate provided by the Company.
- Accounting treatment for lease transactions
   In finance lease transactions, other than those in which the title of the leased asset is deemed to be transferred to the lessee, finance leases are treated according to the method used for ordinary loan transactions, mutatis mutandis.
- 9. Hedge accounting methods
- Hedge accounting methods The Company uses deferred hedge accounting. However, the Company uses (1)special accounting rules for interest swaps where appropriate. Hedging methods and hedged transactions (2)Interest caps and interest swaps Hedging methods 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). The Company uses hedge transactions to keep the percentage of fixed interest (3)Hedging policy rate capital below a specified percentage of total capital funds procured. (4)The Company determines the effectiveness of its hedging transactions based Evaluation of hedge effectiveness on a method of ratio analysis covering cumulative changes over the past ten-year period. 10. Other Significant Accounting Policies Relating to the Financial Statements
- Accounting treatment of interest on debt
   Accounting treatment of consumption taxes
   Accounting treatment of consumption taxes
   Interest on debt used to provide consumer loans is accounted for as financial expenses and included in operating expenses. All other interest expenses are accounted for as interest payments in non-operating expenses.
   Consumption taxes are taken out of all Statement of Income items and Balance Sheet items. Consumption taxes for fixed assets that are not subject to the exclusion, however, are included in "Other" under Investment and Other Assets and are written off using the straight-line method over a five-year period.

#### (Additional)

11. Treasury stock Treasury stocks (0 million year at fiscal 2001 year-end) previously indicated as "treasury stocks" under current assets until fiscal 2001 are now shown at the end of assets as a deduction as specified by revisions made to financial statements.

## Notes

#### Notes to the Non-Consolidated Balance Sheets

	Millions of Yen As of March 31, 2002	Millions of Yen As of March 31, 2001
1. Total accumulated depreciation for tangible fixed assets:	15,068	19,569

2. Assets pledged as collateral and corresponding liabilities:

(1) Assets pledged as collateral:

	Millions of Yen As of March 31, 2002	Millions of Yen As of March 31, 2001
Loans	559,239	522,867
Buildings	-	2,218
Structures	-	8
Machinery	-	74
Land	-	7,472
Real estate for sale	153	-
Investment securities	153	136
Total	559,546	532,777

#### (2) Corresponding liabilities:

	Millions of Yen As of March 31, 2002	Millions of Yen As of March 31, 2001
Short-term debt	-	500
Current portion of long-term debt	190,665	168,228
Long-term debt	277,100	287,737
Total	467,765	456,466

In addition to the above, the Company has contracted to offer loans as collateral in response to borrowers' requests to the sum of 2,000 million yen for short-term debt, 66,945 million yen for current portion of long-term debt, 127,185 million yen in total. The Company has also offered 6,764 million yen for cash and cash equivalents as collateral for swap transactions. The Company has taken Marutoh Co., Ltd.'s tangible fixed assets as a pledge for thier borrowings.

3. Number of shares	224,000,000	224,000,000
Number of issued shares	93,376,000	84,876,000
However, Company contracts stipulate that the number	of shares must be reduced by the number of new	w shares issued when shares
are eliminated.		

4. Liabilities on guarantees		(Millions of yen)
(1) Balance of liabilities for affiliates' individual customers.	2,746	394
(2) Balance of liabilities for guarantees for debts of affiliates Marutoh Co., Ltd.	9,500	-

#### 5. Bad Debts

The bad debts included in Loans and Claims in Bankruptcy are shown below:

	End of current fiscal year			End of previous fiscal year		
	Unsecured loans	Other loans	Total	Unsecured loans	Other loans	Total
Claims in bankruptcy	1,410	15,046	16,456	-	13,058	13,058
Loans in arrears	10,240	13,093	23,333	9,305	10,831	20,136
Loans in arrears longer than 3 months	6,561	2,369	8,931	5,205	1,669	6,874
Loans with adjusted terms	29,287	18	29,305	23,777	36	23,814
Total	47,499	30,527	78,027	38,287	25,595	63,883

Explanations each 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 debts 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 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.

6. Issuance of New Stock During the Current Non-Consolidated Fiscal Year.

No. of shares issued	8,500,000	shares
Increase in common stock	43,528	million yen
Increase in capital reserve	43,520	million yen

7. Change in purpose for holding tangible fixed assets
During the current consolidated accounting period, 21 million yen worth of buildings, 3 million yen worth of structures, 1 million yen worth of equipment and fittings, and 2,502 million yen worth of land recorded as real estate for sale due to changes in holding objectives. The valuation loss accompanying the adoption of the lower-of-cost-or-market method for the real estate for sale in question included a previous year portion of 2,147 million yen, which has been recorded under extraordinary losses.

### Notes to the Non-Consolidated Income Statement

2. Loss on sale of fixed assets

	Millions of Yen As of March 31, 2002	Millions of Yen As of March 31, 2001
Buildings	3,178	0
Structures	6	0
Machinery	32	2
Land	4	-
Total	28,036	1,547

#### 3. Write-off of fixed assets

	Millions of Yen As of March 31, 2002	Millions of Yen As of March 31, 2001
Buildings	347	234
Structures	84	38
Machinery	-	-
Vehicles	-	0
Equipment	71	31
Construction in progress	-	-
Other Investment	207	10
Total	711	314

## **Notes to Lease Transactions**

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

(1) Acquisition cost, accumulated depreciation and period ending balance of lease assets

(1)	requisition cost, accumula	ted depreention d	ind period ending	, buildinge of louse	ussets	(M	illions of Yen)
		C	Current fiscal year			Previous fiscal yea	ar
		Acquisition cost	Accumulated depreciation	Period ending balance	Acquisition cost	Accumulated depreciation	Period ending balance
	Vehicles	261	154	106	211	98	113
	Equipment and fittings	26,309	18,431	7,877	25,516	18,835	6,680
	Total	26,570	18,586	7,983	25,727	18,933	6,793
(2)	Outstanding balance of futu	ire lease payment	s at the end of th	e period:		(M	illions of yen)
	Within one year			4,810			4,390
	Over one year			5,792			5,138
	Total			10,602			9,528
(3)	Amount of lease fee payme	ents, depreciation	expense and inte	rest expense:		(Mi	llions of yen)
	Lease fee payments			5,738			6,117
	Depreciation expenses			5,474			5,359
	Interest expenses			339			387

(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 sum-of-the-years-digits method.

Accounting method for the amount equivalent to interest expenses (5) Interest expense 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.

## Tax effect accounting:

(1) Principal cause of deferred tax assets and deferred tax liabilities:

	End of current fiscal year	(Millions of Yen) End of previous fiscal year
Deferred tax assets(Current):		
Excess amount transferred to allowance for bad	4,896	6,163
debts accounts		
Accrued income tax	888	1,839
Denied amount of bad debts depreciation	861	516
Excess amount transferred to accrued bonus	716	501
Other deferred tax assets	226	219
Total deferred tax assets	7,589	9,240
Deferred liabilities(Fixed):		
Excess amount transferred to allowance for bad debts accounts	1,995	-
Excess amount of depreciation and amortization	816	272
Transfer allowance for retirement benefits	543	851
Transfer allowance for retirement benefit for directors' bonuses	443	395
Differences in evaluation of other marketable securities	188	-
Other deferred tax liabilities	361	292
Total deferred tax assets(Fixed)	4,347	1,812
Offsetting of deferred tax liabilities(Fixed)	-	(167)
Net deferred tax assets(Fixed)	-	1,644
Deferred tax liabilities(Fixed)	-	-
Differences in evaluation of other marketable securities	-	-
Total deferred tax liabilities(Fixed)	-	
Offsetting of deferred tax assets(Fixed)	-	-
Net deferred tax liabilities(Fixed)	-	-

(2) Principal items which caused differences between statutory effective tax rate and income tax charge rate after adoption of tax effect accounting:

Statutory effective tariff	41.9%	41.9%
(Adjusted)		
Tax on reserves	4.7%	4.4%
Other	0.6%	1.1%
Charge rate of income tax after adoption	47.2%	47.5%

of tax effect accounting

## **2** . Changes in Directors and Officers

(Effective April 1, 2002)

Name:	Takashi Noda
Position:	Senior Managing Director,
Duties:	Director, Guarantee Business Department
Name:	Yuji Katayama
Position:	Managing Director
Duties:	General Manager of Human Resource Department
Name:	Hiroharu Imada
Position:	Director
New duties:	Administration, Credit and Business Operation Department
Name:	Masami Munetake
Position:	Director
Duties:	General Manager of Business Planning Department
Name: Position: Duties:	Hiroshi Abe Director General Manager of Business Administration, Director of Corporate Business Department, Chief of President Office, and Head of Business Development Department.

## 3. Business Results

### (1) Operating Revenue

(I) Operatin	8			(M	fillions of Y
		Current fiscal year From April 1,2001 to March 31, 2002		Previous fiscal year From April 1,2000 to March 31,2001	
		Amount	%	Amount	%
Interest on loans to customers	Unsecured loans	249,088	81.1	224,718	83.0
	Secured loans	43,054	14.0	34,974	12.9
	Small business loans	3,891	1.2	2,888	1.1
	Sub-total	296,034	96.3	262,580	97.0
Other financial revenue	Interest on deposits	30	0.0	96	0.0
	Interest on marketable securities	0	0.0	0	0.0
	Interest on loans	199	0.1	240	0.1
	Other	0	0.0	1	0.0
	Sub-total	230	0.1	338	0.1
Other operating revenue	Sales of property	2,823	0.9	40	0.0
	Cost of sales of service business	1,246	0.4	1,303	0.5
	Bad debt write-off recovery	3,779	1.3	3,325	1.2
	Other	3,157	1.0	3,239	1.2
	Sub-total	11,007	3.6	7,908	2.9
Total		307,272	100.0	270,827	100.0

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

#### (2) Other Operating Indicators

2) Other Operating Indicators				
	(Millions of Yen • except per share			
	End of current fiscal year	End of previous fiscal year		
	(As of March 31, 2002)	(As of March 31, 2001)		
Total amount of loans outstanding	1,303,690	1,159,734		
Unsecured loans	1,019,292	921,891		
Secured loans	277,671	225,644		
Small business loans	16,726	12,198		
Number of customer accounts	2,244,283	2,121,446		
Unsecured loans	2,155,235	2,050,299		
Secured loans	75,057	60,976		
Small business loans	13,991	10,171		
Number of branches	1,603	1,542		
Staffed branches	538	538		
Unstaffed branches	1,050	987		
Branches for secured loans	4	4		
Restaurants	9	10		
Karaoke parlors	2	3		
Number of "Ojidosan" loan-contracting machines	1,585	1,522		
Number of ATMs	28,170	22,021		
Company-owned	1,688	1,646		
Partner-owned	26,482	20,375		
Number of employees	3,576	3,477		
Bad debt write-off	51,726	39,799		
Allowance for bad debts	75,909	60,943		
Net income per share (yen)	426.54	572.38		
Net assets per share (yen)	4513.89	3,565.21		

Notes1. Total amount of loans outstanding and the number of customer accounts do not include loans and customer accounts related to claims in bankruptcy.

2. Furthermore, Bad debt write-off, which came to 1,422 million yen at the end of the current fiscal year and 5,347 million yen at the end of the previous fiscal year, has not been included.