

# 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 (not rounded off to the nearest unit) to the nearest unit. This document is an English translation of the Japanese-language original.*

Interim FY 2004  
(Ended September 30)

- Note : Forward Looking Statements -

The figures contained in this EARNINGS REPORT 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 beliefs in light of the information currently available to it and involve risks and uncertainties. Actual results may differ from those in the forward-looking statements as a result of various factors. Potential risks and uncertainties include, without limitation, general economic conditions in AIFUL's market, changes in the size of the overall market for consumer loans, the rate of default by customers, the level of interest rates paid on AIFUL's debt, and legal limits on interest rates charged by AIFUL. This EARNINGS REPORT does not constitute any offer of any securities for sale.

AIFUL Corporation (8515)

November 6, 2003

# Financial Statements (Non-Consolidated)

For the interim period ended September 30, 2003

## AIFUL Corporation (8515)

Head office: Kyoto City

Company representative: Yoshitaka Fukuda

President and Chief Executive Officer

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Listing exchanges: Tokyo, Osaka

Date of the Board of Directors' meeting to approve financial statements: November 6, 2003

Commencement date of the interim dividend payment: December 12, 2003

Interim dividend: Yes

### 1. Consolidated Business Results for the Interim Period Ended September 30, 2003 (April 1, 2003 – September 30, 2003)

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

	In millions of yen - except per share data					
	Interim period ended September 30				FY-ended March 31,	
	2003		2002		2003	
Operating Revenue	166,869	2.7%	162,460	7.4%	324,671	5.7%
Operating Income	41,190	(30.1)%	58,918	5.8%	106,944	(3.2)%
Ordinary Income	42,622	(27.1)%	58,465	13.4%	107,100	(0.4)%
Net Income	21,262	(30.0)%	30,396	11.5%	55,317	44.2%
Net Income per Share (yen)	225.08 yen		326.30 yen		588.63 yen	

Notes:

- Average number of outstanding shares during the period (Consolidated):
 

Interim period ended September 30, 2003:	94,468,199 shares
Interim period ended September 30, 2002:	93,155,174 shares
Fiscal year ended March 31, 2003:	93,810,102 shares
- Changes in accounting procedure: none
- All percentages represent changes compared to the prior period.

#### (2) Dividend Information

	Dividends Distributed (in Yen)		
	Interim period ended September 30		FY-ended March 31,
	2003	2002	2003
Interim Dividends per Share of Common Stock	30.00	30.00	-
Year-End	-	-	60.00

**(3) Financial Position**

	In millions of yen - except per share data		
	Interim period ended September 30		FY-ended March 31,
	2003	2002	2003
Total Assets	1,910,490	1,853,841	1,906,211
Shareholders' Equity	491,373	448,583	470,834
Shareholders Equity Ratio (%)	25.7%	24.2%	24.7%
Shareholders' Equity Per Share (yen)	5,201.48	4,815.46	4,983.00

**Notes:**
**1) Number of shares issued and outstanding at end of period:**

Interim period ended September 30, 2003:	94,468,001 shares
Interim period ended September 30, 2002:	93,154,922, shares
Fiscal year ended March 31, 2003:	94,468,362 shares

**2) Number of common stocks at the end of period:**

Interim period ended September 30, 2003:	221,999 shares
Interim period ended September 30, 2002:	221,078 shares
Fiscal year ended March 31, 2003:	221,638 shares

**(4) Forecast for Fiscal Year Ending March 31, 2004**

	In millions of yen
	Fiscal year ending March 31, 2004
Operating Revenue .....	338,814
Ordinary Income .....	101,000
Net Income .....	52,154
Annual Dividends per Share of Common Stock .....	60.00
Interim Dividends per Share of Common Stock .....	30.00
Year-End Dividends per Share of Common Stock .....	30.00

Note: Net income per share for the fiscal year ending March 31, 2004 is expected to amount to 552.08. yen.

## 1. Non-Consolidated Financial Statements

### (1) Non-Consolidated Balance Sheet

(Millions of Yen)

Assets	Interim Ended September 30, 2003		Interim Ended September 30, 2002		Fiscal Year Ended March 31, 2003	
	[ As of September 30, 2003 ]		[ As of September 30, 2002 ]		[ As of March 31, 2003 ]	
	Amount	%	Amount	%	Amount	%
<b>Current Assets:</b>						
Cash and cash equivalents	128,728		114,429		84,485	
Loans	1,435,770		1,372,928		1,413,340	
Marketable securities	2,009		2,599		10	
Real estate for sale	213		354		335	
Warehouse goods	-		8		-	
Deferred tax assets	15,763		10,722		12,437	
Short-term loans	2,188		187		30,183	
Other	34,017		38,064		43,542	
Allowance for bad debts	(82,748)		(65,197)		(70,479)	
<b>Total Current Assets</b>	<b>1,535,942</b>	<b>80.4</b>	<b>1,474,097</b>	<b>79.5</b>	<b>1,513,856</b>	<b>79.4</b>
<b>Fixed Assets:</b>						
<b>Tangible Fixed Assets:</b>						
Land	5,612		5,283		5,612	
Other	23,408		18,311		20,072	
<b>Total Tangible Fixed Assets</b>	<b>29,021</b>		<b>23,594</b>		<b>25,685</b>	
<b>Total Intangible Fixed Assets:</b>	<b>9,972</b>		<b>3,187</b>		<b>8,200</b>	
<b>Other Investment Assets:</b>						
Stock held in affiliated companies	114,264		113,107		114,264	
Claims in bankruptcy	20,260		16,674		16,905	
Long-term loans to affiliated companies	167,488		175,248		165,380	
Deferred tax assets	3,735		4,259		5,166	
Loss on deferred hedges	19,683		27,804		33,674	
Other	29,127		33,156		40,890	
Allowance for bad debts	(19,600)		(17,964)		(18,348)	
<b>Other Investment Assets</b>	<b>334,959</b>		<b>352,288</b>		<b>357,934</b>	
<b>Deferred Assets:</b>						
Bond issuing expenses	593		672		535	0.0
<b>Total Fixed Assets</b>	<b>373,953</b>	<b>19.6</b>	<b>379,070</b>	<b>20.5</b>	<b>391,820</b>	<b>20.6</b>
<b>Total Assets</b>	<b>1,910,490</b>	<b>100.0</b>	<b>1,853,841</b>	<b>100.0</b>	<b>1,906,211</b>	<b>100.0</b>

(Millions of Yen)

<b>Liabilities and Shareholders' Equity</b>	<b>End of Current Non-Consolidated Interim Period (As of September 30,2003)</b>		<b>End of Previous Non-Consolidated Interim Period (As of September 30,2002)</b>		<b>End of Previous Non-Consolidated Accounting Period (As of March 31,2003)</b>	
	<b>Amount</b>	<b>%</b>	<b>Amount</b>	<b>%</b>	<b>Amount</b>	<b>%</b>
	<b>Liabilities</b>					
<b>Current Liabilities:</b>						
Notes payable	4,659		5,974		4,286	
Accounts payable	-		19		2	
Short-term debt	19,806		15,200		14,000	
Current portion of bonds	85,000		80,500		74,500	
Current portion of long-term debt	326,730		370,929		373,376	
Commercial paper	-		15,000		13,000	
Income taxes payable	24,359		31,222		37,127	
Reserve for accrued bonuses	2,540		2,343		2,266	
Other	13,440		10,718		10,696	
<b>Total Current Liabilities</b>	<b>476,535</b>	<b>25.0</b>	<b>531,908</b>	<b>28.7</b>	<b>529,254</b>	<b>27.8</b>
<b>Long-Term Liabilities:</b>						
Bonds	395,000		375,000		377,500	
Long-term debt	524,983		468,796		492,949	
Allowance for retirement benefits for employees	1,440		1,142		2,331	
Transfers to allowance for retirement benefits for directors	1,179		1,071		1,109	
Interest swaps	19,861		27,226		32,119	
Other	115		111		112	
<b>Total Long-Term Liabilities</b>	<b>942,581</b>	<b>49.3</b>	<b>873,349</b>	<b>47.1</b>	<b>906,122</b>	<b>47.5</b>
<b>Total Liabilities</b>	<b>1,419,117</b>	<b>74.3</b>	<b>1,405,257</b>	<b>75.8</b>	<b>1,435,377</b>	<b>75.3</b>
<b>Shareholders' Equity:</b>						
Common stock	83,317	4.4	83,317	4.5	83,317	4.4
Additional paid-in capital						
Additional paid-in capital	90,225	4.7	89,830	4.8	90,225	4.7
Earned surplus	318,073	16.6	277,616	15.0	299,743	15.7
Legal reserve	1,566		1,566		1,566	
Voluntary reserve	292,322		240,922		240,922	
Unappropriated retained earnings	24,184		35,127		57,254	
Total Earned surplus:	318,073	16.6	277,616	15.0	299,743	15.7
Differences in evaluation of other marketable securities	1,812	0.1	(129)	(0.0)	(398)	(0.0)
Treasury stock	(2,054)	(0.1)	(2,049)	(0.1)	(2,052)	(0.1)
<b>Total Shareholders' Equity</b>	<b>491,373</b>	<b>25.7</b>	<b>448,583</b>	<b>24.2</b>	<b>470,834</b>	<b>24.7</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>1,910,490</b>	<b>100.0</b>	<b>1,853,841</b>	<b>100.0</b>	<b>1,906,211</b>	<b>100.0</b>

## (2) Non-Consolidated Statements of Income

(Millions of Yen)

	End of Current Non-Consolidated Interim Period		End of Previous Non-Consolidated Interim Period		End of Previous Non-Consolidated Accounting Period	
	From April 1, 2003 to September 30,2003		From April 1, 2002 to September 30,2002		From April 1, 2002 to March 31,2003	
	Amount	%	Amount	%	Amount	%
<b>Operating Revenue:</b>						
Interest on loans to customers	162,930	97.7	157,870	97.2	315,600	97.2
Other financial revenue	41	0.0	119	0.1	280	0.1
Other operating revenue	3,897	2.3	4,470	2.7	8,791	2.7
Sales of property	25		306		306	
Service business sales	-		527		935	
Other	3,871		3,636		7,549	
<b>Total Operating Revenue</b>	<b>166,869</b>	<b>100.0</b>	<b>162,460</b>	<b>100.0</b>	<b>324,671</b>	<b>100.0</b>
<b>Operating Expenses:</b>						
Financial expenses	17,055	10.2	17,388	10.7	35,178	10.8
Cost of sales	36	0.0	444	0.3	562	0.2
Cost of sales of property	36		296		296	
Cost of sales of service business	-		148		266	
Other Operating Expenses	108,585	65.1	85,709	52.7	181,986	56.1
<b>Total Operating Expenses</b>	<b>125,678</b>	<b>75.3</b>	<b>103,541</b>	<b>63.7</b>	<b>217,727</b>	<b>67.1</b>
Total Operating Income	41,190	24.7	58,918	36.3	106,944	32.9
<b>Non-Operating Revenue:</b>						
Total non-operating revenue	2,281	1.3	2,597	1.6	5,262	1.6
<b>Non-operating expenses:</b>						
Total non-operating expenses	849	0.5	3,049	1.9	5,106	1.6
<b>Ordinary Income:</b>	<b>42,622</b>	<b>25.5</b>	<b>58,465</b>	<b>36.0</b>	<b>107,100</b>	<b>32.9</b>
<b>Extraordinary Income:</b>	<b>430</b>	<b>0.3</b>	<b>261</b>	<b>0.2</b>	<b>250</b>	<b>0.1</b>
<b>Extraordinary Losses:</b>						
Total extraordinary losses	811	0.5	140	0.1	793	0.2
<b>Net Income Before Taxes</b>	<b>42,242</b>	<b>25.3</b>	<b>58,586</b>	<b>36.1</b>	<b>106,558</b>	<b>32.8</b>
Corporate, local and enterprise taxes	24,373		31,330		56,824	
Adjustment on corporate tax, etc.	(3,393)		(3,139)	(1.9)	(5,584)	
<b>Net Income</b>	<b>21,262</b>	<b>12.7</b>	<b>30,396</b>	<b>18.7</b>	<b>55,317</b>	<b>17.0</b>
Income carried over from previous year	2,922		4,731		4,731	
Interim dividend payments	-		-		2,794	
<b>Unappropriated retained earnings</b>	<b>24,184</b>		<b>35,127</b>		<b>57,254</b>	