# **Summary of Business Results for the First Three Quarters**

For the fiscal year ending March 2009

| AIFUL Corporation | Stock Listings: Tokyo and Osaka Stock Exchanges                |
|-------------------|--|
| Stock Code: 8515  | URL <u>http://www.aiful.co.jp</u>                              |
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Scheduled date of submission of this financial report: February 13, 2009

#### I. Consolidated Business Results for the First Three Quarters of Fiscal 2008 (April 1, 2008 – December 31, 2008)

#### 1. Consolidated Operating Results

Note: Amounts in financial statements and the supplementary data are rounded down.

|                                 | (In millions of y | /en, except w | here noted; perc | entage figure | s show year-on-yea | r change.) |            |   |
|---------------------------------|-------------------|---------------|------------------|---------------|--------------------|------------|------------|---|
|                                 | Operating I       | Revenue       | Operating Income |               | Ordinary Income    |            | Net Income |   |
| First three quarters,<br>FY2008 | 242,913           | -             | 9,585            | Ι             | 10,888             | -          | 9,222      | _ |
| First three quarters,<br>FY2007 | 314,672           | (18.2)%       | 31,609           | 34.9%         | 32,196             | 34.6%      | 30,591     | _ |

|                                 | Net Income per Share<br>(Yen) | Diluted Net Income per<br>Share (Yen) |
|---------------------------------|-------------------------------|---------------------------------------|
| First three quarters,<br>FY2008 | 55.22                         | 45.51                                 |
| First three quarters,<br>FY2007 | 216.07                        | _                                     |

#### 2. Consolidated Financial Position

|                                 |              |            | (In million                       | is of yen, except where noted) |
|---------------------------------|--------------|------------|-----------------------------------|--------------------------------|
|                                 | Total Assets | Net Assets | Shareholders' Equity<br>Ratio (%) | Net Assets per Share<br>(Yen)  |
| End of third quarter,<br>FY2008 | 1,753,682    | 328,738    | 18.4                              | 1,933.67                       |
| End of FY2007                   | 2,041,128    | 324,520    | 15.6                              | 1,909.46                       |

Reference: Shareholders' equity for: End of third quarter, FY2008: End of FY2007: 322,958 million yen 318,915 million yen

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### **II. Dividend Information**

|                   | Dividend per Share (Yen) |                      |                         |          |        |  |  |
|-------------------|--------------------------|----------------------|-------------------------|----------|--------|--|--|
| (Record date)     | End of<br>First quarter  | End of<br>First half | End of<br>Third quarter | Year-end | Annual |  |  |
| FY2007            | _                        | 20.00                | _                       | 20.00    | 40.00  |  |  |
| FY2008            | _                        | 10.00                | _                       | _        | _      |  |  |
| FY2008 (Forecast) | -                        | _                    | _                       | 10.00    | 20.00  |  |  |

Note: Revisions to quarterly dividend forecasts: None

# III. Consolidated Results Forecasts for Fiscal 2008 (April 1, 2008 – March 31, 2009):

|           |           | (  | -      | <u> </u>         |        |                 | 0 0   | 5               | , ,   |                 |  |       |                               |
|-----------|-----------|--|--------|------------------|--------|-----------------|-------|-----------------|-------|-----------------|--|-------|-------------------------------|
|           | Operating | Operating Revenue Operating Income Ordinary Income |        | Operating Income |        | Ordinary Income |       | Ordinary Income |       | Ordinary Income |  | ncome | Net Income per<br>Share (Yen) |
| Full year | 311,140   | (23.3)%  | 11,383 | (64.1)%          | 12,000 | (62.6)%         | 8,599 | (68.7)%         | 51.49 |                 |  |       |                               |

(In millions of yen, except where noted; Percentage figures show year-on-year change.)

Note: Revisions to consolidated earnings forecasts: None

#### **IV.** Other

- (1) Transfers of leading subsidiaries during the fiscal period (transfers of specified subsidiaries accompanied by changes in the scope of consolidation): None
- (2) Application of simplified accounting procedures and specific accounting procedures in preparing consolidated financial statements: None
- (3) Changes in accounting principles, procedures and methods of presentation relating to the preparation of quarterly consolidated financial statements (Recorded under Changes to Significant Matters Forming the Basis for the Preparation of Quarterly Consolidated Financial Statements)
  - (a) Changes accompanying amendments to accounting standards: Yes
  - (b) Changes other than those in (a): None

\* For details, please refer to "4. Other" in the "Qualitative Information, Financial Statements and Other Information" section (page 3).

- (4) Number of shares issued and outstanding (Ordinary shares)
  - (a) Number of shares issued and outstanding at end of fiscal period (including treasury stock)

End of third quarter, FY2008: 167,475,000 shares End of FY2007: 167,475,000 shares

- (b) Number of shares of treasury stock issued and outstanding at end of fiscal period End of third quarter, FY2008: 456,124 shares End of FY2007: 455,717 shares
- (c) Average number of shares during fiscal period: (year-to-date)

First three quarters, FY2008: 167,019,138 shares First three quarters, FY2007: 141,582,970 shares

#### \* Disclaimer concerning the proper use of business results forecasts

(1) The consolidated and non-consolidated forecasts above are based on information available as of the day of the publication of this material. Actual results may vary materially due to various unknown future factors. Please refer to "3. Qualitative Information on Consolidated Earnings Forecasts" in the "Qualitative Information, Financial Statements and Other Information" section (page 3).

(2) Effective from the period under review, the Company has adopted the Accounting Standard for Quarterly Financial Reporting (ASBJ Statement No. 12) and the Guidance on Accounting Standards for Quarterly Financial Reporting (ASBJ Guidance No. 14). In addition, the quarterly consolidated financial report is prepared in accordance with the Regulation for Quarterly Consolidated Financial Statements.

### **Qualitative Information, Financial Statements and Other Information 1. Qualitative Information Regarding Consolidated Operating Results**

In the first three quarters of the fiscal year, the Japanese economy was affected by the sharp slowdown in the global economy due to the disruption of international financial markets originating in the U.S. Signs of an economic recession included a growing sense of uncertainty over the economic outlook, concerns over deteriorating corporate earnings, and a drop in consumer confidence due to the volatile employment situation.

The business environment for the AIFUL Group remained difficult, driven by factors such as the looming industry reorganization accompanying Japan's revised Money Lending Business Control and Regulation Law and the continued demand for interest repayments.

In this environment, the AIFUL Group continued to reform its cost structure, took steps to reinforce its internal management structure and worked to solidify its management foundation by establishing internal regulations, systems, employee training and organizational structures with the aim of boosting the compliance framework.

In the loan business, in addition to lowering its minimum lending rate from the previous 12.775% to 6.8% in June 2008 — one of the lowest rates in the industry — the AIFUL Group carried out systematic preparations for the lowering of the maximum interest rate and restrictions on total lending under the Money Lending Business Control and Regulation Law and related legislation, which will be fully enforced by June 2010. These preparations included a transition toward the interest rates stipulated by the Interest Rate Restriction Law and moves to tighten up on credit ahead of time.

In the credit card business, the AIFUL Group issued a new co-branded credit card with a major shopping complex and decided to issue the BANCO DO BRASIL LIFE Card in partnership with the Bank of Brazil. Aside from this, the Group has been working to improve convenience for customers by enabling more people to pay their public utilities with their credit card and further upgrading and enhancing the function of the LIFE-Web Desk online customer service center. Furthermore, existing co-branded cards, primarily the Aoyama (business suit company) and DEODEO cards, continued to perform well. As a result of the above, the number of cardholders stood at 15.13 million (up by 320,000 compared to the end of the previous fiscal year) with transaction volume of 586,274 million yen (up 19.4%).

In the credit guarantee business, the AIFUL Group has been making efforts to expand its new guarantee affiliations. This included the initiation of a guarantee partnership that uses Chambers of Commerce and Industry throughout Miyazaki Prefecture as points of application to support small and medium-sized businesses within the prefecture and make a contribution to the development and revitalization of the regional economy. As a result of these efforts, AIFUL has commenced new affiliations with 19 companies and LIFE with seven. This brings the number of the Group's credit guarantee partners to 180 for unsecured personal loans and 102 for unsecured business loans.

As a result of these measures, at the end of the third quarter the AIFUL Group had 1,454,658 million yen in loans outstanding, down 12.7% compared to the end of the previous fiscal year, 188,844 million yen in installment receivables, down 0.9%, 122,766 million yen in customers' liabilities for acceptances and guarantees, down 5.4% (these amounts include 72,364 million yen removed from the balance sheet due to securitization, consisting of 48,458 million yen in loans outstanding and 23,906 million yen in installment receivables).

Accordingly, the Group's consolidated operating revenue for the first three quarters stood at 242,913 million yen, down 22.8% year-on-year, operating income was 9,585 million yen, down 69.7%, ordinary income amounted to 10,888 million yen, down 66.2%, and net income was 9,222 million yen, down 69.9%. This was the result of conservative provision for the reserve for losses on interest repayments despite the decline in expenses related to bad debts and a fall in operating expenses due to the effect of cost reductions.

On a non-consolidated basis, operating revenue was 138,105 million yen, down 23.9% year-on-year, operating income amounted to 1,275 million yen, down 91.7%, ordinary income was 5,874 million yen, down 69.9%, and net income for the quarter totaled 9,105 million yen, down 67.8%. Comparisons with the same period last year are included for reference.

The AIFUL Group continues to push forward with cost structure reforms while also strengthening its internal management structure ahead of the full implementation of the Money Lending Business Control and Regulation Law. Moreover, adapting to the challenging business environment, the Group is pursuing selection and concentration, including the restructuring of duplicated business sectors, in order to build a business structure that can secure ROA of 1.5% through management appropriate for the changing times.

### 2. Qualitative Information Regarding Consolidated Financial Position

Total assets on a consolidated basis declined 287,445 million yen, or 14.1%, compared to the end of the previous fiscal year to 1,753,682 million yen at the end of the third quarter, This was primarily due to a decline of 104,525 million yen in cash and cash equivalents and a 192, 505 million yen decline in loans outstanding. Total liabilities fell 291,663 million yen, or 17.0%, compared to the end of the previous fiscal year to 1,424,943 million yen. This can be attributed to a 284,386 million yen decline in interest bearing debt. Net assets rose 4,218 million yen, or 1.3% compared to the end of the previous fiscal year because of the 9,222 million yen in net income recorded for the quarter despite a decline of 5,010 million yen from the distribution of retained earnings.

#### Cash Flows

Cash and cash equivalents ("funds") fell 134,640 million yen, or 52.3%, compared to the end of the previous fiscal year to 122,669 million yen. Net cash provided by operating activities recorded an increase of 154,487 million yen as the increase in funds caused by the decline in loans outstanding exceeded the decline in funds due to the fall in the allowance for bad debts. Net cash provided by investing activities rose by 146 million yen as the increase in funds from the repayment of term deposits and the sale of investment securities exceeded the decrease in funds from the acquisition of fixed assets. Net cash provided by financing activities fell 289,264 million yen due to the repayment of borrowings and the redemption of bonds.

#### 3. Qualitative Information on Consolidated Earnings Forecasts

Earnings for the third quarter have been moving steadily in line with the forecasts published previously on November 12, 2008, and there are no revisions to earnings forecasts.

### 4. Other

(1) Transfers of leading subsidiaries during the fiscal period (transfers of specified subsidiaries accompanied by changes in the scope of consolidation):

None

(2) Changes in accounting principles, procedures and methods of presentation relating to the preparation of quarterly financial statements

1. Effective from the period under review, the Company has adopted the Accounting Standard for Quarterly Financial Reporting (ASBJ Statement No. 12) and the Guidance on Accounting Standards for Quarterly Financial Reporting (ASBJ Guidance No. 14). In addition, the quarterly consolidated financial report is prepared in accordance with the Regulation for Quarterly Consolidated Financial Statements.

2. Non-ownership transfer (*shoyuken iten gai*) finance lease transactions have hitherto been accounted for in accordance with the method for lease transactions. However, the Accounting Standards for Lease Transactions Accounting Standard No. 13 (June 17, 1993, Accounting Standards Sub-committee No. 1) Revised March 2007) and the Implementation Guidance on the Accounting Standards for Lease Transactions (Accounting Standard Implementation Guidance No. 16 (January 18, 1994 (Japan Institute of Certified Public Accountants, Accounting System Committee) Revised March 30, 2007) are applicable to quarterly consolidated financial statements relating to consolidated fiscal years starting on or after April 1, 2008. Accordingly, the Company has adopted these accounting treatment relating to ordinary sale and purchase transactions. In addition, with regard to the method of depreciation of lease assets related to non-ownership transfer finance lease transactions, the Company employs the straight-line method over the residual period using the period of the lease as the service life.

The Company will continue to account fort non-ownership transfer finance lease transactions for which the date of commencement of the lease transaction falls prior to the commencement of the applicable fiscal year in accordance with the method used for ordinary lease transactions. This will have no major impact on the Company's earnings.

# V. **Consolidated Financial Statements for the First Three Quarters of Fiscal 2008** Consolidated Balance Sheets as of the End of the Third Quarter of Fiscal 2008

1.

|   | End of third quarter<br>(As of December 31, 2008) | (In millions of yen<br>Condensed consolidated balance<br>sheets for previous fiscal year<br>(As of March 31, 2008) |
|---|---|--|
| Assets  |   |  |
| Current assets  |   |  |
| Cash and cash equivalents                                     | 123,897   | 228,422  |
| Loans   | 1,406,200   | 1,598,705  |
| Installment receivables                                       | 164,938   | 148,490  |
| Operational investment securities                             | 1,019   | 1,174  |
| Customers' liabilities for acceptances and guarantees         | 122,766   | 129,712  |
| Marketable securities   | _   | 2,000  |
| Purchased claims  | 11,935  | 12,847   |
| Other current assets  | 63,245  | 105,232  |
| Allowance for bad debts                                       | (239,499)   | (297,383)  |
| Total current assets  | 1,654,504   | 1,929,201  |
| Fixed assets  |   |  |
| Tangible fixed assets   | 39,618  | 42,413   |
| Intangible fixed assets                                       | 21,903  | 25,400   |
| Investment and other fixed assets                             | 37,359  | 43,718   |
| Total fixed assets  | 98,881  | 111,532  |
| Deferred assets   | 296   | 393  |
| Total assets  | 1,753,682   | 2,041,128  |
| Liabilities   |   |  |
| Current liabilities   |   |  |
| Notes & accounts payable - trade                              | 30,287  | 24,892   |
| Acceptances and guarantees                                    | 122,766   | 129,712  |
| Short-term debts  | 103,010   | 158,930  |
| Commercial paper  | 3,000   | 5,000  |
| Current portion of bonds                                      | 65,500  | 55,000   |
| Current portion of long-term debts                            | 256,119   | 303,818  |
| Income taxes payable  | 1,406   | 2,204  |
| Reserves  | 2,169   | 3,851  |
| Other current liabilities                                     | 58,698  | 48,420   |
| Total current liabilities                                     | 642,957   | 731,830  |
| Long-term liabilities   | 012,907   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,  |
| Bonds   | 321,100   | 369,100  |
| Bonds with warrants   | 70,000  | 70,000   |
| Long term debts   | 250,973   | 392,240  |
| Reserve for losses on interest repayments                     | 131,938   | 143,750  |
| Allowance for retirement benefits for directors               |   | 1,063  |
| Other long-term liabilities                                   | 7,975   | 8,623  |
| Total long-term liabilities                                   | 781,986   | 984,777  |
| Total liabilities   | 1,424,943   | 1,716,607  |
| Net Assets  | -,,-  | 1,710,007  |
| Shareholders' equity  |   |  |
| Common stock  | 108,324   | 108,324  |
|   | 129,133   | 129,133  |
| Capital surplus   |   |  |
| Retained earnings   | 91,031  | 86,819   |
| Treasury stock  | (3,110)   | (3,110)  |
| Total shareholders' equity                                    | 325,378   | 321,167  |
| Evaluation and foreign currency translation adjustments       |   |  |
| Differences in evaluation of other marketable securities      | 300   | 2,080  |
| Gain (loss) on deferred hedge                                 | (2,720)   | (4,332)  |
| Total evaluation and foreign currency translation adjustments | (2,420)   | (2,251)  |
| Minority interests  | 5,779   | 5,604  |
| Total net assets  | 328,738   | 324,520  |
| Total net assets and liabilities                              | 1,753,682   | 2,041,128  |
| ו טומו ווכו מספרוג מווע וומטוווווכא                           | 1,/33,082   | 2,041,128  |

|   | (In millions of yen)           |
|---|--------------------------------|
|   | First three quarters           |
|   | (April 1 to December 31, 2008) |
| Operating revenue                                     |                                |
| Interest on loans to customers                        | 206,371                        |
| Credit card revenue                                   | 12,519                         |
| Per-item credit revenue                               | 3,113                          |
| Credit guarantee revenue                              | 6,093                          |
| Financial revenue - other                             | 430                            |
| Operating revenue - other                             | 14,386                         |
| Total operating revenue                               | 242,913                        |
| Operating expenses                                    |                                |
| Financial expenses                                    | 20,827                         |
| Cost of sales   | 2,822                          |
| Operating expenses - other                            | 209,677                        |
| Total operating expenses                              | 233,327                        |
| Operating income                                      | 9,585                          |
| Non-operating income                                  |                                |
| Dividends received                                    | 684                            |
| Interest on refund of corporate taxes and other taxes | 452                            |
| Non-operating income - other                          | 319                            |
| Total non-operating income                            | 1,457                          |
| Non-operating expenses                                |                                |
| Loss on investment association fund management        | 96                             |
| Non-operating expenses – other                        | 57                             |
| Total non-operating expenses                          | 154                            |
| Ordinary income                                       | 10,888                         |
| Extraordinary income                                  |                                |
| Gain on sales of investment securities                | 966                            |
| Other   | 151                            |
| Total extraordinary income                            | 1,118                          |
| Extraordinary losses                                  |                                |
| Losses on disposal of fixed assets                    | 762                            |
| Other   | 1,753                          |
| Total extraordinary losses                            | 2,515                          |
| Net income before taxes                               | 9,491                          |
| Corporate tax, local and enterprise taxes             | 1,242                          |
| Refunds on corporate and other taxes                  | (7,122)                        |
| Adjustment on corporate tax, etc.                     | 5,972                          |
| Total corporate and other taxes                       | 93                             |
| Gain on minority interests                            | 175                            |
| Net income  | 9,222                          |

### 2. Consolidated Statements of Income for the First Three Quarters of Fiscal 2008 (In millions of yen)

|   | Third quarter                    |
|---|----------------------------------|
|   | (October 1 to December 31, 2008) |
| Operating revenue                                     | (1.005                           |
| Interest on loans to customers                        | 64,995                           |
| Credit card revenue                                   | 4,407                            |
| Per-item credit revenue                               | 894                              |
| Credit guarantee revenue                              | 2,005                            |
| Financial revenue - other                             | 61                               |
| Operating revenue - other                             | 4,866                            |
| Total operating revenue                               | 77,230                           |
| Operating expenses                                    |                                  |
| Financial expenses                                    | 6,820                            |
| Cost of sales   | 901                              |
| Operating expenses - other                            | 67,885                           |
| Total operating expenses                              | 75,607                           |
| Operating income                                      | 1,623                            |
| Non-operating income                                  |                                  |
| Insurance bonus                                       | 102                              |
| Interest on refund of corporate taxes and other taxes | 75                               |
| Non-operating income - other                          | 101                              |
| Total non-operating income                            | 279                              |
| Non-operating expenses                                |                                  |
| Loss on exchange rate                                 | 49                               |
| Non-operating expenses - other                        | 19                               |
| Total non-operating expenses                          | 69                               |
| Ordinary income                                       | 1,833                            |
| Extraordinary income                                  |                                  |
| Gain on sales of investment securities                | 966                              |
| Reversal of allowance for business reorganization     | 97                               |
| Other   | 42                               |
| Total extraordinary income                            | 1,106                            |
| Extraordinary losses                                  |                                  |
| Appraisal loss on investment securities               | 259                              |
| Other   | 450                              |
| Total extraordinary losses                            | 710                              |
| Net income before taxes                               | 2,229                            |
| Corporate tax, local and enterprise taxes             | 692                              |
| Refunds on corporate and other taxes                  | (2)                              |
| Adjustment on corporate tax, etc.                     | (530)                            |
| Total corporate and other taxes                       | 159                              |
| Gain on minority interests                            | 19                               |
| Net income  | 2,051                            |

# Consolidated Statements of Income for the Third Quarter of Fiscal 2008

### 3. Consolidated Statements of Cash Flows for the First Three Quarters of Fiscal 2008

(In millions of yen)

|  | First three quarters<br>(April 1 to December 31, 2008) |
|--|--|
| Cash flow from operating activities                              |  |
| Net income before taxes  | 9,491  |
| Depreciation expenses  | 8,353  |
| Goodwill write-offs  | 641  |
| Increase (decrease) in allowance for bad debts                   | (60,456)   |
| Increase (decrease) in reserve for losses on interest repayments | (11,811)   |
| Interest on loans and cash dividends                             | (703)  |
| Losses on disposal of fixed assets                               | 762  |
| Loss (gain) on sales of investment securities                    | (960)  |
| Decrease (increase) in loans to customers                        | 192,505  |
| Decrease (increase) in installment receivables                   | (16,449)   |
| Decrease (increase) in operational investment securities         | 137  |
| Decrease (increase) in operating receivables                     | 682  |
| Decrease (increase) in claims in bankruptcy                      | 4,225  |
| Decrease (increase) in other current assets                      | 6,170  |
| Increase (decrease) in other current liabilities                 | 16,190   |
| Increase (decrease) due to other operating activities            | (23)   |
| Subtotal   | 148,754  |
| Interest on loans and cash dividends                             | 703  |
| Payments for corporate and other taxes                           | (2,063)  |
| Refunds on corporate and other taxes                             | 7,091  |
| Cash flow from operating activities                              | 154,487  |
| Cash flow from investing activities                              |  |
| Funds used for fixed term deposits                               | (1,150)  |
| Income from repayment of fixed term deposits                     | 3,010  |
| Funds used for purchase of tangible fixed assets                 | (753)  |
| Funds used for purchase of intangible fixed assets               | (3,233)  |
| Funds used for purchase of investment securities                 | (1,035)  |
| Funds provided by sales of investment securities                 | 2,273  |
| Funds used for long-term loan receivables                        | (205)  |
| Increase (decrease) due to other investment activities           | 1,239  |
| Cash flow from investing activities                              | 146  |
| Cash flow from financing activities                              |  |
| Proceeds from short-term debts                                   | 378,490  |
| Repayment of short-term debts                                    | (434,410)  |
| Increase (decrease) in commercial paper                          | (2,000)  |
| Proceeds from long-term debts                                    | 59,635   |
| Repayments of long-term debts                                    | (248,601)  |
| Redemption of bonds  | (37,358)   |
| Proceeds from disposal of treasury stock                         | 0  |
| Payment for acquisition of treasury stock                        | (0)  |
| Payment for finance lease obligation                             | (8)  |
| Cash dividends paid  | (5,010)  |
| Cash flow from financing activities                              | (289,264)  |
| Effect of exchange rate changes on cash and cash equivalents     | (9)  |
| Increase (decrease) in cash and cash equivalents                 | (134,640)  |
| Balance of cash and cash equivalents at the beginning of period  | 257,310  |
| Balance of cash and cash equivalents at the end of period        | 122,669  |

Effective from the fiscal period under review, the Company has adopted the Accounting Standard for Quarterly Financial Reporting (ASBJ Statement No. 12) and the Guidance on Accounting Standards for Quarterly Financial Reporting (ASBJ Guidance No. 14). In addition, the quarterly consolidated financial report is prepared in accordance with the Regulation for

Quarterly Consolidated Financial Statements.

- 4. Notes on premise of going concern None
- 5. Notes in event of significant changes in shareholders' equity None
- 6. Results of Operations (Consolidated) Operating Revenue

| _   | Period                         | First three<br>FY2 | 007   | First three<br>FY2 | 008   | Reference:<br>(Apr. 1, 2 | 2007 to |
|-----|--------------------------------|--------------------|-------|--------------------|-------|--------------------------|---------|
| Ite | m                              | (Apr. 1 to De      |       | (Apr. 1 to De      |       | Mar. 31,                 | *       |
|     |                                | Amount             | %     | Amount             | %     | Amount                   | %       |
| Int | erest on loans to customers    | 277,309            | 88.1  | 206,371            | 85.0  | 356,435                  | 87.9    |
|     | Unsecured loans                | 234,367            | 74.5  | 172,231            | 70.9  | 300,886                  | 74.2    |
|     | Secured loans                  | 24,805             | 7.9   | 19,626             | 8.1   | 31,958                   | 7.9     |
|     | Small business loans           | 18,135             | 5.8   | 14,513             | 6.0   | 23,590                   | 5.8     |
| Cr  | edit card revenue              | 11,090             | 3.5   | 12,519             | 5.1   | 14,948                   | 3.7     |
| Pe  | r-item credit revenue          | 5,559              | 1.8   | 3,113              | 1.3   | 6,912                    | 1.7     |
| Cr  | edit guarantee revenue         | 6,473              | 2.1   | 6,093              | 2.5   | 8,547                    | 2.1     |
| Ot  | ner financial revenue          | 305                | 0.1   | 430                | 0.2   | 561                      | 0.1     |
| Ot  | ner operating revenue          | 13,933             | 4.4   | 14,386             | 5.9   | 18,378                   | 4.5     |
|     | Collection of purchased claims | 4,934              | 1.6   | 3,947              | 1.6   | 6,633                    | 1.6     |
|     | Bad debt write-off recovery    | 3,463              | 1.1   | 5,270              | 2.2   | 4,394                    | 1.1     |
|     | Other                          | 5,535              | 1.7   | 5,168              | 2.1   | 7,350                    | 1.8     |
|     | Total                          | 314,672            | 100.0 | 242,913            | 100.0 | 405,784                  | 100.0   |

Note: 1."Other" included in other operating revenue includes card membership fees.

2. The figures in the above table do not include consumption tax.

#### Other Operating Indicators

| Item  | End of third quarter,<br>FY2007<br>(As of Dec. 31, 2007) | End of third quarter<br>FY2008<br>(As of Dec. 31, 2008) | Reference:<br>End of FY2007<br>(As of Mar. 31, 2008) |
|---|--|---|--|
| Total amount of loans outstanding (millions of yen) | 1,730,135  | 1,454,658   | 1,665,682  |
| Unsecured loans                                     | 1,329,441  | 1,116,815   | 1,278,001  |
| Secured loans                                       | 255,755  | 217,214   | 246,519  |
| Small business loans                                | 144,939  | 120,628   | 141,161  |
| Number of customer accounts                         | 3,165,518  | 2,748,544   | 3,067,440  |
| Unsecured loans                                     | 3,002,372  | 2,611,313   | 2,911,227  |
| Secured loans                                       | 77,378   | 64,513  | 73,039   |
| Small business loans                                | 85,768   | 72,718  | 83,174   |
| Number of branches                                  | 1,217  | 1,052   | 1,205  |
| Staffed branches                                    | 229  | 181   | 223  |
| Unstaffed branches                                  | 988  | 871   | 982  |
| Number of automatic loan-contracting machines       | 1,101  | 975   | 1,096  |
| Number of loan application processing machines      | 39   | -   | 38   |
| Number of ATMs                                      | 164,727  | 153,282   | 151,392  |
| Company-owned                                       | 1,204  | 1,058   | 1,174  |
| Partner-owned                                       | 163,523  | 152,224   | 150,218  |
| Number of employees                                 | 5,233  | 4,995   | 5,138  |

Notes: Total amount of loans outstanding and the number of customer accounts do not include loans and customer accounts related to claims in bankruptcy. Furthermore, off-balance sheet operating loans from the securitization of receivables (73,392 million yen at the end of the third quarter of the previous fiscal year, 48,458 million yen at the end of the third quarter, this fiscal year, and 66,976 million yen at the end of the previous fiscal year) have been included.

### Reference:

Summary of Consolidated Statements of Income for the First Three Quarters of Fiscal 2007 (In millions of yen, except where noted)

| -    | (In mill                            | ions of yen, except whe         |
|------|-------------------------------------|---------------------------------|
|      |                                     | First three quarters,<br>FY2007 |
|      |                                     | (Apr. 1 to Dec. 31, 2007)       |
|      | Category                            |                                 |
| I.   | Operating revenue                   |                                 |
|      | Interest on loans to customers      | 277,309                         |
|      | Credit card revenue                 | 11,090                          |
|      | Per-item credit revenue             | 5,559                           |
|      | Credit guarantee revenue            | 6,473                           |
|      | Other                               | 14,239                          |
|      | Total operating revenue             | 314,672                         |
| Π    | Operating expenses                  |                                 |
|      | Financial expenses                  | 25,233                          |
|      | Cost of sales                       | 4,092                           |
|      | Other                               | 253,737                         |
|      | Total operating expenses            | 283,063                         |
|      | Operating income                    | 31,609                          |
| III. | Non-operating income                | 708                             |
| IV   | Non-operating expenses              | 120                             |
|      | Ordinary income                     | 32,196                          |
| V.   | Extraordinary income                | 972                             |
| VI   | Extraordinary losses                |                                 |
|      | Transfer to allowance for bad debts | 0                               |
|      | Other                               | 923                             |
|      | Total extraordinary losses          | 923                             |
|      | Net income before taxes             | 32,246                          |
|      | Tax expenses                        | 1,542                           |
|      | Gain on minority interests          | 111                             |
|      | Net income                          | 30,591                          |
|      |                                     |                                 |

|      |  | (In millions of yen)     |
|------|--|--------------------------|
|      |  | First three quarters,    |
|      |  | FY2007                   |
|      |  | (Apr. 1, 2007 to Dec 31, |
|      | ~  | 2007)                    |
| -    | Category   | Amount                   |
| I.   | Cash flow from operating activities                                  |                          |
|      | Net income before taxes  | 32,246                   |
|      | Depreciation expenses  | 8,414                    |
|      | Increase (decrease) in allowance for bad debts                       | (73,557)                 |
|      | Increase (decrease) in reserve for losses on interest repayments     | (13,170)                 |
|      | Decrease (increase) in loans to customers                            | 255,946                  |
|      | Decrease (increase) in installment receivables                       | 8,896                    |
|      | Other  | (1,241)                  |
|      | Subtotal   | 217,533                  |
|      | Payments for corporate and other taxes                               | (12,416)                 |
|      | Other  | 369                      |
|      | Cash flow from operating activities                                  | 205,486                  |
| II.  | Cash flow from investing activities                                  |                          |
|      | Funds used for purchase of fixed assets                              | (9,781)                  |
|      | Decrease (increase) in short-term loans                              | 29,990                   |
|      | Other  | 739                      |
|      | Cash flow from investing activities                                  | 20,949                   |
| III. | Cash flow from financing activities                                  |                          |
|      | Increase in short-term debts   | 493,580                  |
|      | Repayment of short-term debts  | (413,680)                |
|      | Proceeds from long-term debts  | 64,8000                  |
|      | Repayments of long-term debts  | (267,783)                |
|      | Redemption of bonds  | (43,000)                 |
|      | Other  | (5,222)                  |
|      | Cash flow from financing activities                                  | (171,305)                |
| IV.  | Effect of exchange rate changes on cash and cash equivalents         | 42                       |
| V.   | Increase (decrease) in cash and cash equivalents                     | 55,172                   |
| VI.  | Balance of cash and cash equivalents at the beginning of the year    | 127,089                  |
| VII  | Balance of cash and cash equivalents at the end of the third quarter | 182,262                  |

### Summary of Consolidated Statements of Cash Flows for the First Three Quarters of Fiscal 2007 (In millions of yen)

#### Reference

# Non-Consolidated Financial Statements for the First Three Quarters of Fiscal 2008

1. Non-Consolidated Balance Sheets as of the End of the Third Quarter of Fiscal 2008

| 1. Non-Consolidated Balance Sheets as of the End of th  |   | (In millions of yen)  |
|---|---|---|
|   | End of third quarter                    | Condensed non-consolidated balance<br>sheets for previous fiscal year |
|   | (As of December 31, 2008)               | (As of March 31, 2008)  |
| Assets  |   |   |
| Current assets  |   | 171.5(2)  |
| Cash and cash equivalents   | 69,762                                  | 171,563   |
| Loans   | 917,324                                 | 1,058,879   |
| Customers' liabilities for acceptances and guarantees   | 55,633                                  | 56,224  |
| Marketable securities   |   | 2,000   |
| Other current assets  | 23,747                                  | 65,331  |
| Allowance for bad debts   | (151,485)                               | (201,897)   |
| Total current assets  | 914,982                                 | 1,152,101   |
| Fixed assets  |   |   |
| Tangible fixed assets   | 24,800                                  | 26,963  |
| Intangible fixed assets   | 11,442                                  | 13,633  |
| Investment and other fixed assets   | 358,109                                 | 342,864   |
| Total fixed assets  | 394,352                                 | 383,462   |
| Deferred assets   | 296                                     | 393   |
| Total assets  | 1,309,632                               | 1,535,957   |
| Liabilities   |   |   |
| Current liabilities   |   |   |
| Acceptances and guarantees  | 55,633                                  | 56,224  |
| Short-term debts  | 35,000                                  | 90,000  |
| Current portion of bonds  | 55,500                                  | 45,000  |
| Current portion of long-term debts  | 168,949                                 | 195,207   |
| Income taxes payable  | 154                                     | 236   |
| Reserves  | 1,147                                   | 2,069   |
| Other current liabilities   | 10,026                                  | 9,999   |
| Total current liabilities   | 326,410                                 | 398,736   |
| Long-term liabilities   |   |   |
| Bonds   | 321,100                                 | 369,100   |
| Bonds with warrants   | 70,000                                  | 70,000  |
| Long term debts   | 169,180                                 | 268,984   |
| Reserve for losses on interest repayments   | 91,199                                  | 99,467  |
| Allowance for retirement benefits for directors   |   | 969   |
| Other long-term liabilities   | 5,755                                   | 6,684   |
| Total long-term liabilities   | 657,234                                 | 815,205   |
| Total liabilities   | 983,645                                 | 1,213,942   |
| Net Assets  | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | 1,210,712   |
| Shareholders' equity  |   |   |
| Common stock  | 108,324                                 | 108,324   |
| Capital surplus   | 115,232                                 | 115,232   |
| Retained earnings   | 107,891                                 | 103,796   |
| Treasury stock  | (3,110)                                 | (3,110)   |
| -   | 328,338                                 | 324,243   |
| Total shareholders' equity  | 528,538                                 | 524,245   |
| Evaluation and foreign currency translation adjustments<br>Differences in evaluation of other marketable securities | 270                                     | 2 104   |
|   | 368                                     | 2,104   |
| Gain (loss) on deferred hedge   | (2,720)                                 | (4,332)   |
| Total evaluation and foreign currency translation adjustments   | (2,351)                                 | (2,227)   |
| Total net assets  | 325,986                                 | 322,015   |
| Total net assets and liabilities  | 1,309,632                               | 1,535,957   |

Note: These balance sheets were prepared in accordance with the Regulation for Quarterly Financial Statements but are not reviewed as part of legally mandated disclosure.

|  | First three quarters           |
|--|--------------------------------|
|  | (April 1 to December 31, 2008) |
| Operating revenue                              |                                |
| Interest on loans to customers                 | 130,891                        |
| Financial revenue - other                      | 322                            |
| Operating revenue - other                      | 6,891                          |
| Total operating revenue                        | 138,105                        |
| Operating expenses                             |                                |
| Financial expenses                             | 15,211                         |
| Operating expenses - other                     | 121,619                        |
| Total operating expenses                       | 136,830                        |
| Operating income                               | 1,275                          |
| Non-operating income                           |                                |
| Interest on loans                              | 3,061                          |
| Non-operating income - other                   | 1,660                          |
| Total non-operating income                     | 4,722                          |
| Non-operating expenses                         |                                |
| Loss on investment association fund management | 96                             |
| Non-operating expenses - other                 | 25                             |
| Total non-operating expenses                   | 122                            |
| Ordinary income                                | 5,874                          |
| Extraordinary income                           |                                |
| Allowance for bad debts from previous year     | 1,800                          |
| Gain on sales of investment securities         | 867                            |
| Gain on bond redemption                        | 144                            |
| Total extraordinary income                     | 2,811                          |
| Extraordinary losses                           |                                |
| Losses on disposal of fixed assets             | 699                            |
| Non-recurrent losses                           | 295                            |
| Other  | 183                            |
| Total extraordinary losses                     | 1,179                          |
| Net income before taxes                        | 7,506                          |
| Corporate tax, local and enterprise taxes      | 74                             |
| Refunds on corporate and other taxes           | (7,111)                        |
| Income tax adjustments                         | 5,437                          |
| Total corporate and other taxes                | (1,599)                        |
| Net income                                     | 9,105                          |

2. Non-Consolidated Statements of Income for the First Three Quarters of Fiscal 2008
(In millions of yen)

Note: These statements of income were prepared in accordance with the Regulation for Quarterly Financial Statements but are not reviewed as part of legally mandated disclosure.

|   | (In millions of yen)             |
|---|----------------------------------|
|   | Third quarter                    |
|   | (October 1 to December 31, 2008) |
| Operating revenue                         |                                  |
| Interest on loans to customers            | 41,589                           |
| Financial revenue - other                 | 35                               |
| Operating revenue - other                 | 2,362                            |
| Total operating revenue                   | 43,986                           |
| Operating expenses                        |                                  |
| Financial expenses                        | 5,058                            |
| Operating expenses - other                | 39,232                           |
| Total operating expenses                  | 44,291                           |
| Operating loss                            | (304)                            |
| Non-operating income                      |                                  |
| Interest on loans                         | 1,089                            |
| Non-operating income - other              | 357                              |
| Total non-operating income                | 1,446                            |
| Non-operating expenses                    |                                  |
| Loss on exchange rate                     | 1                                |
| Non-operating expenses - other            | 6                                |
| Total non-operating expenses              | 7                                |
| Ordinary income                           | (1,134)                          |
| Extraordinary income                      |                                  |
| Gain on sales of investment securities    | 867                              |
| Otherその他                                  | 136                              |
| Total extraordinary income                | 1,003                            |
| Extraordinary losses                      |                                  |
| Loss on disposal of fixed assets          | 203                              |
| Transfer to allowance for bad debts       | 304                              |
| Other                                     | 108                              |
| Total extraordinary losses                | 616                              |
| Net income before taxes                   | 1,521                            |
| Corporate tax, local and enterprise taxes | 24                               |
| Total corporate and other taxes           | 24                               |
| Net income                                | 1,494                            |
| ive meome                                 | 1,494                            |

# Non-Consolidated Statements of Income for the Third Quarter of Fiscal 2008

Note: These quarterly statements of income were prepared in accordance with the Regulation for Quarterly Financial Statements but are not reviewed as part of legally mandated disclosure.