
Earnings Release Conference

1st Half of Fiscal Year Ending March 2002



ACOM CO., LTD.

<http://ir.acom.co.jp/>



November 9, 2001

Conference Schedule

1. Opening
2. Financial Results and Outlook
3. Overview of the First Half
4. Outline & Results of New Business
5. Business Plans for the Second Half
6. Report on Financial Results
7. Questions & Answer Session
8. Closing

This presentation contains statements that constitute forward-looking statements under the U.S. Securities Act of 1933 and the U.S. Securities Exchange Act of 1934. These statements appear in a number of places in this presentation and include statements regarding our intent, belief or current and future expectations or those of our management with respect to our non-consolidated and consolidated results of operations and financial condition.

Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors. The information contained in this presentation identifies important factors that could cause actual results to differ from those anticipated in such forward-looking statements.

2. Financial Results and Outlook

Shigeyoshi Kinoshita
President

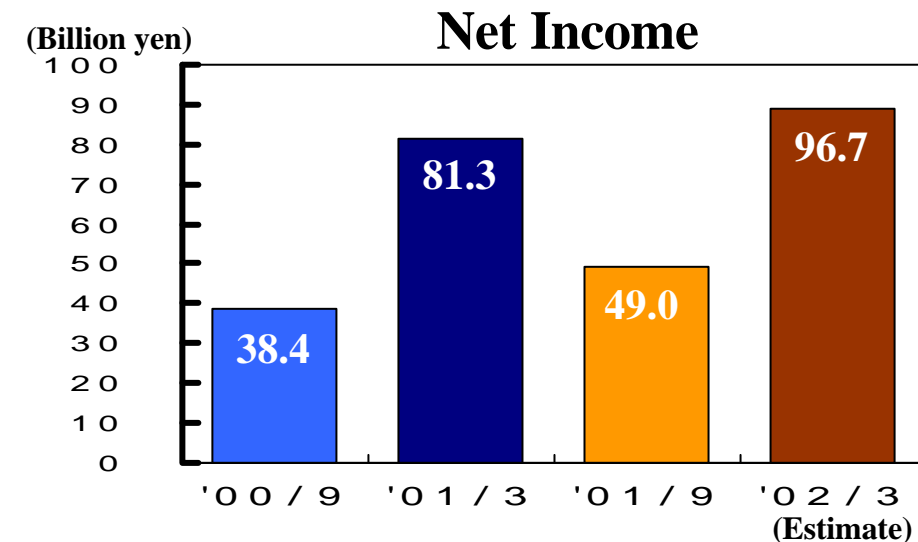
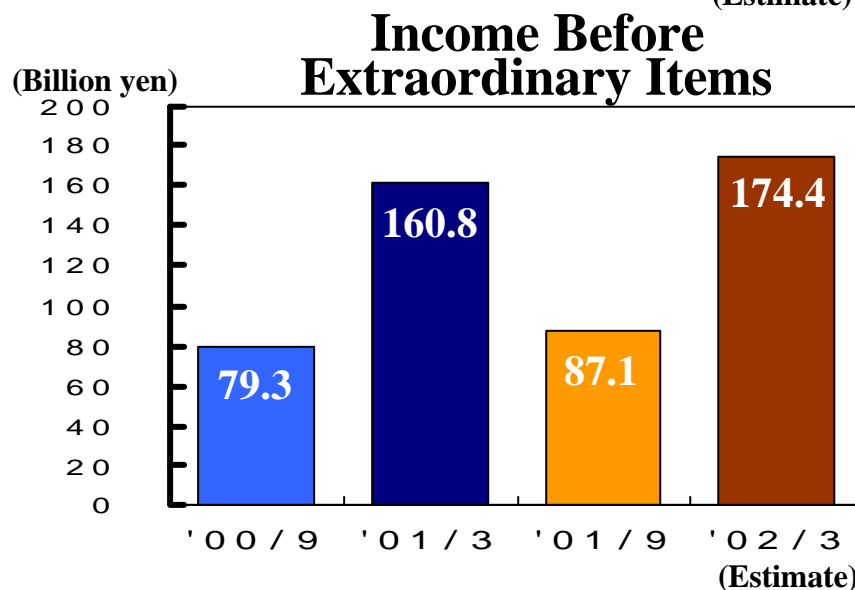
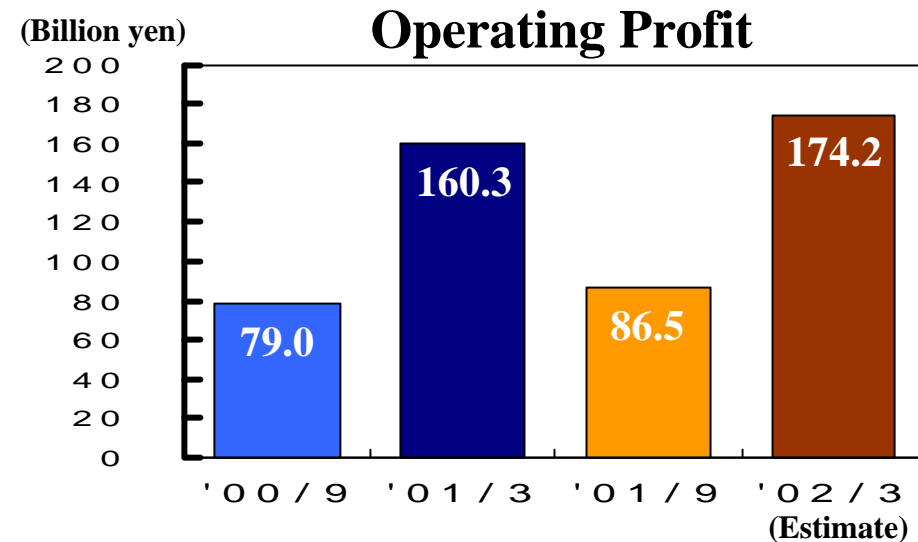
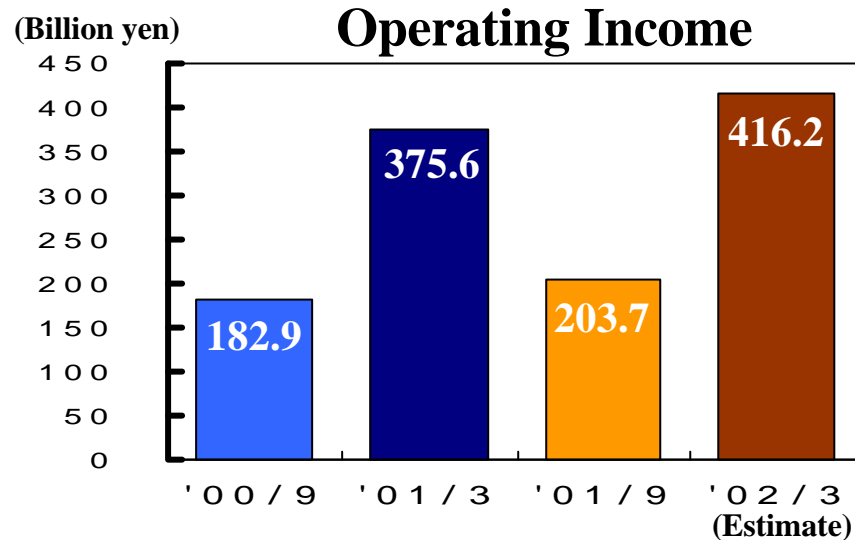
Consolidated Financial Results

	Actual	YOY	
	(Billions of yen)		
◆ Operating Income	203.7	20.7	11.3%
◆ Operating Profit	86.5	7.5	9.5%
◆ Income Before Extraordinary Items	87.1	7.7	9.8%
◆ Net Income	49.0	10.6	27.6%

Consolidated Financial Outlook

	Estimates	YOY	
	(Billions of yen)		
◆ Operating Income	416.2	40.5	10.8%
◆ Operating Profit	174.2	13.8	8.7%
◆ Income Before Extraordinary Items	174.4	13.5	8.5%
◆ Net Income	96.7	15.3	18.8%

Consolidated Financial Summary



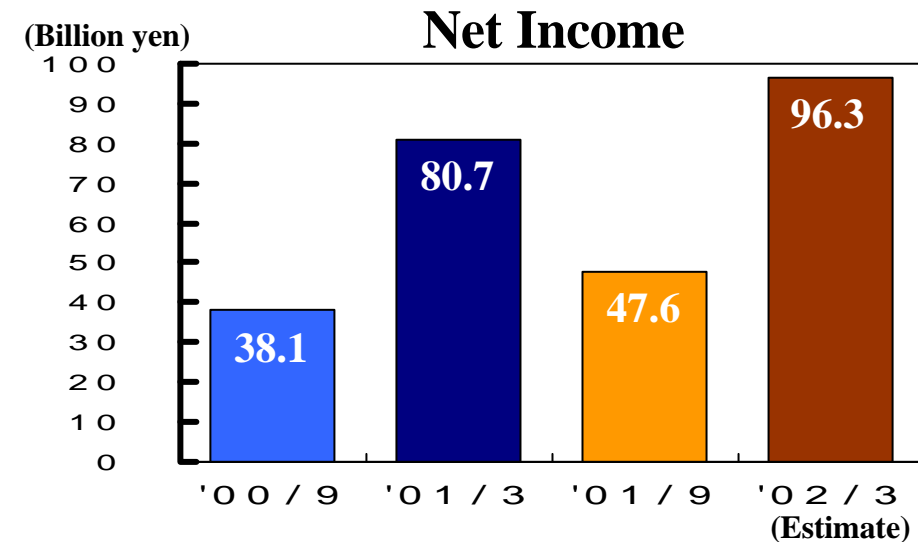
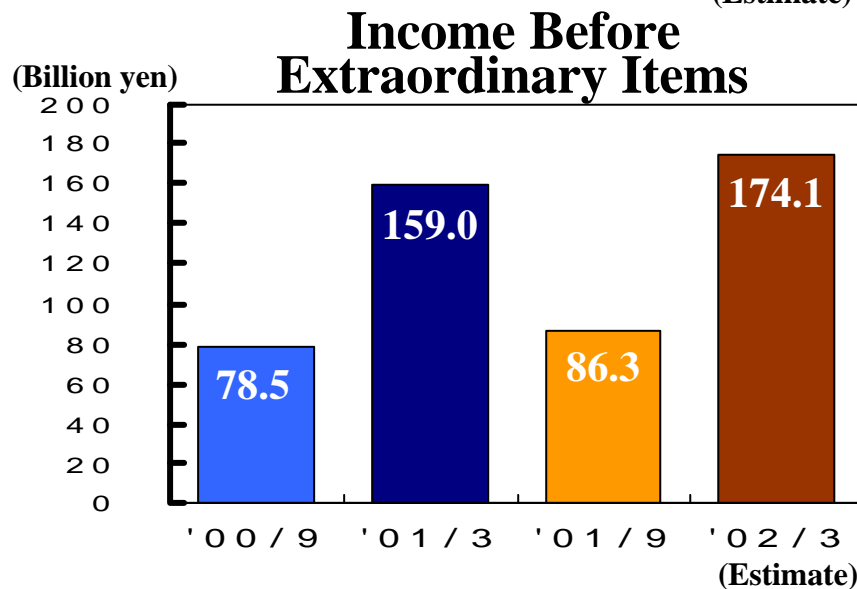
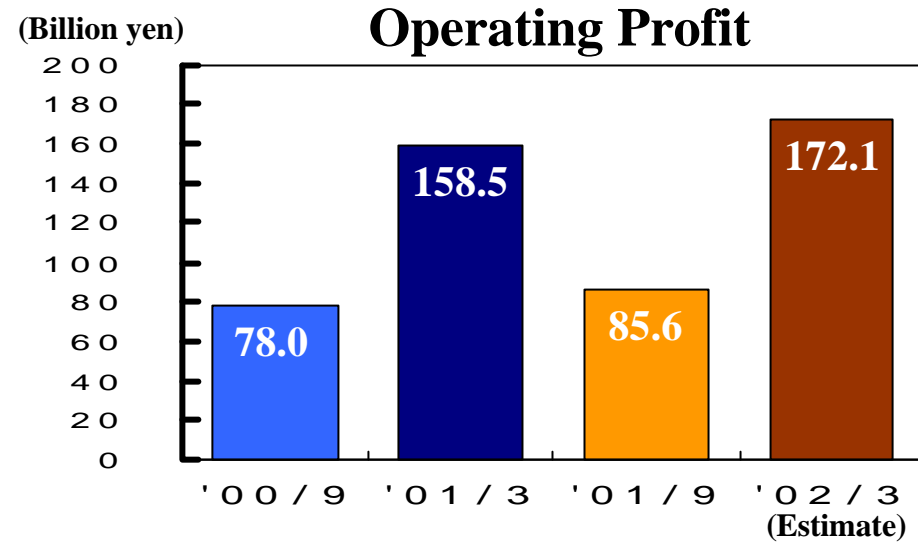
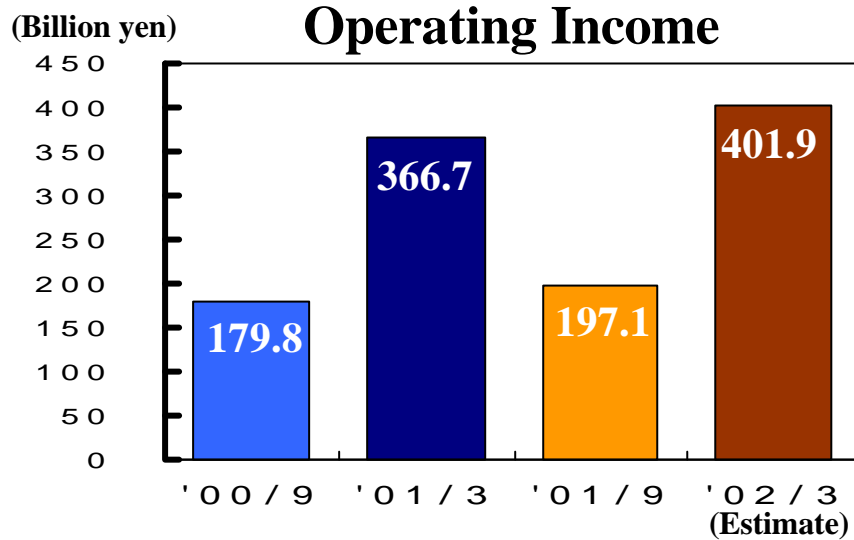
Non-Consolidated Financial Results

	Actual	YOY	
	(Billions of yen)		
◆ Operating Income	197.1	17.3	9.6%
◆ Operating Profit	85.6	7.5	9.7%
◆ Income Before Extraordinary Items	86.3	7.8	10.1%
◆ Net Income	47.6	9.4	24.9%

Non-Consolidated Financial Outlook

	Estimates	YOY	
	(Billions of yen)		
◆ Operating Income	401.9	35.1	9.6%
◆ Operating Profit	172.1	13.5	8.6%
◆ Income Before Extraordinary Items	174.1	15.0	9.5%
◆ Net Income	96.3	15.5	19.2%
◆ Annual Dividend	80 yen		

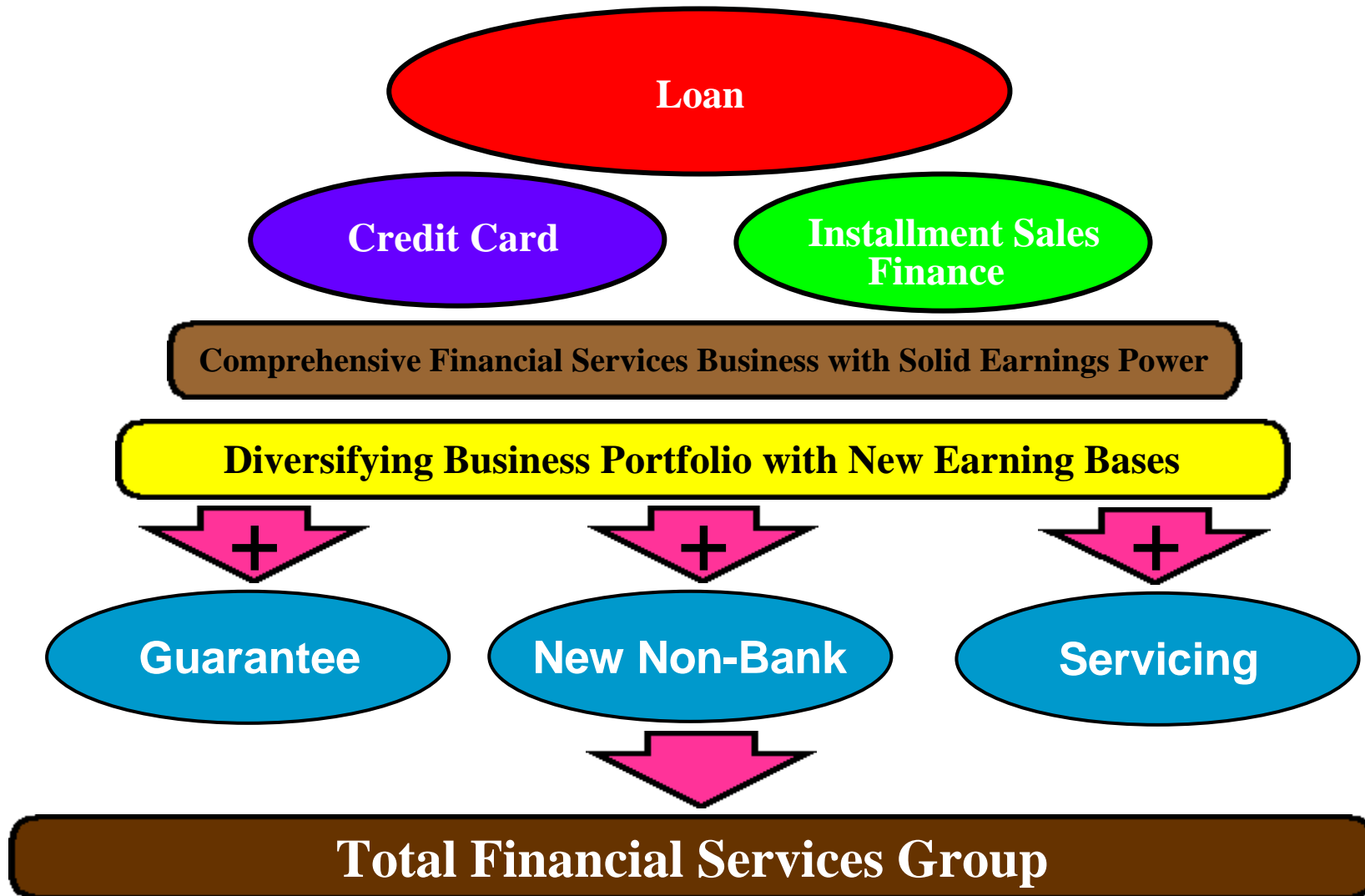
Non-Consolidated Financial Summary



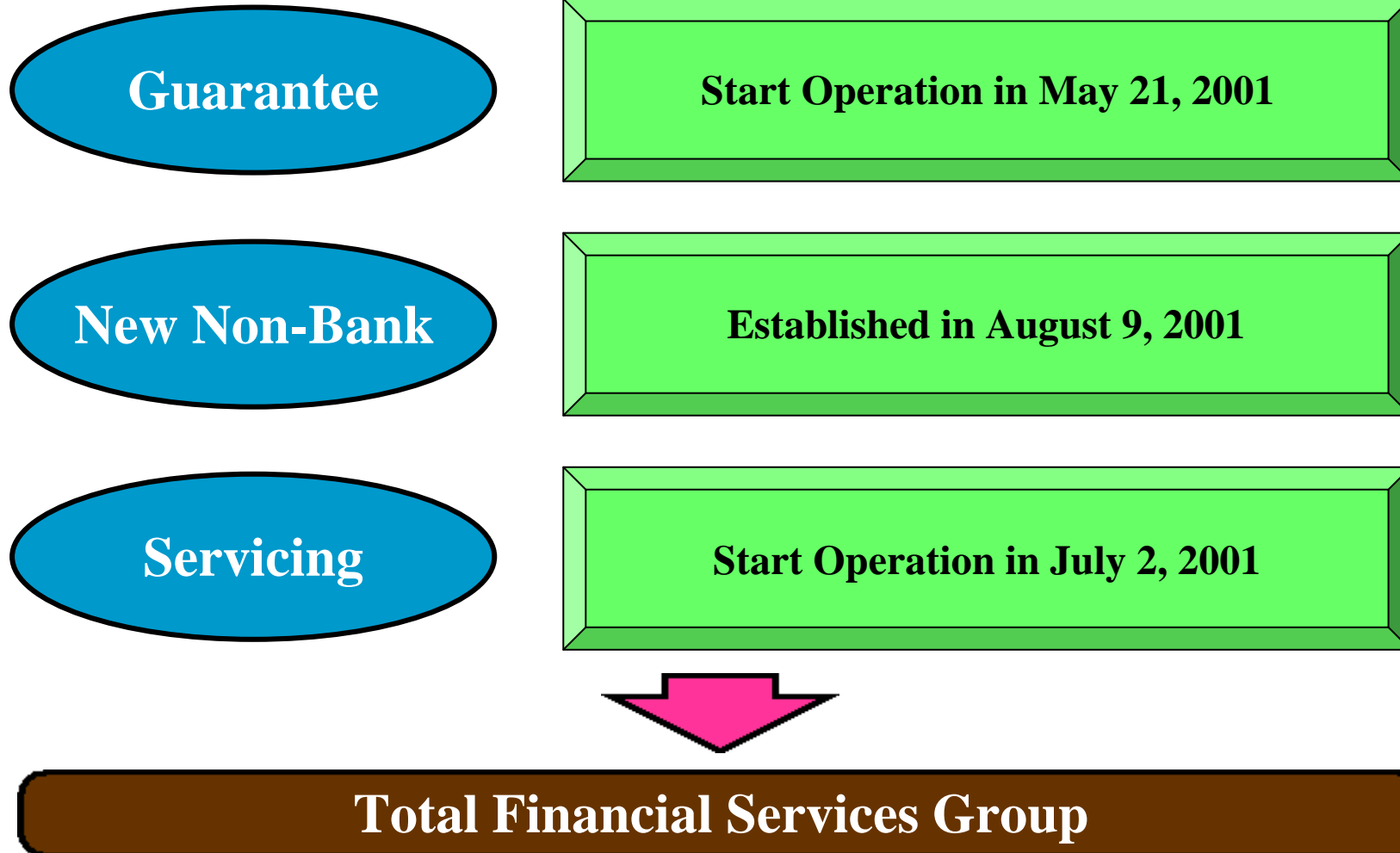
3. Overview of the First Half

4. Outline & Results of the New Business

Business Portfolio



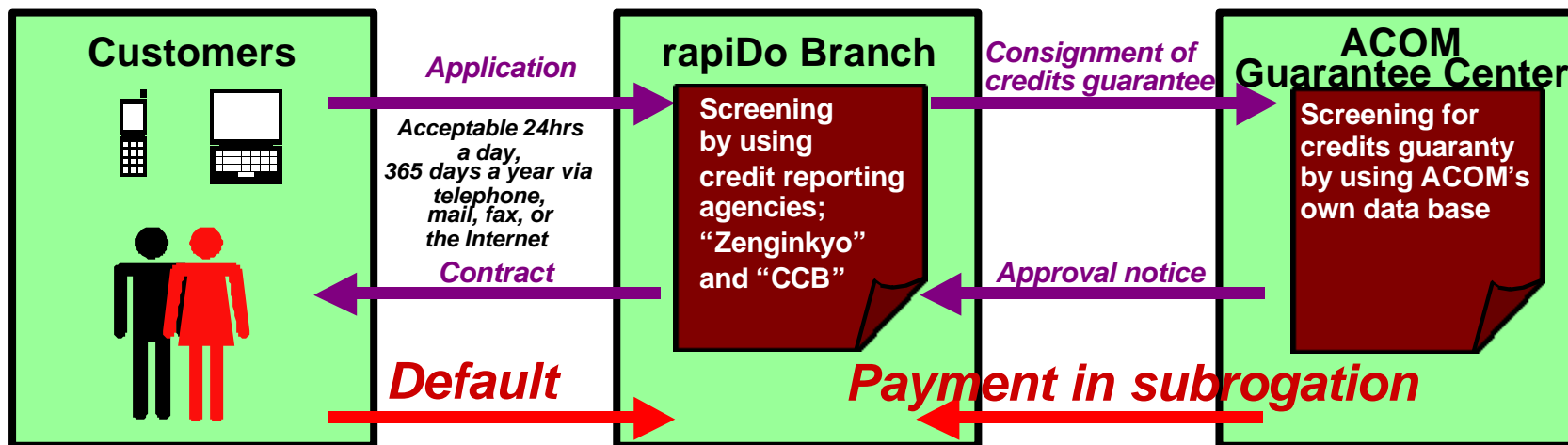
Building a Financial Service Group



New Business (Guarantee Business)

◆ *New fee business utilizing risk assessing capability*

(ex.) Hokkaido Bank “rapiDo Branch” (Launched May 2001)



■ Hokkaido Bank

- **Services; Acceptance of applications 24 hours a day, 365 days a year**
Instant card issuance
Borrowing or repaying by using Hokkaido Bank’s ATM
- **Products; Interest rate: 9% - 18%**
Loan amount: ¥10,000 - ¥3,000,000

■ ACOM

- **Guarantee Charge: 5% - 8%**

New Business (Guarantee Business)

◆ *Tie-up with major regional banks*

Partner	Commencement Date
➤ The Hokkaido Bank, Ltd.	May 21, 2001
➤ The Hiroshima Bank, Ltd.	August 20, 2001
➤ The Suruga Bank, Ltd.	September 10, 2001
➤ The Jyuuroku Bank, Ltd	October 22, 2001

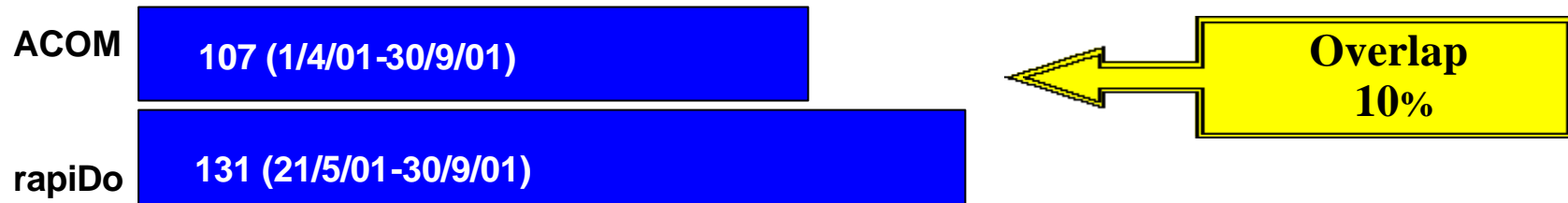
■ **Results (As of 2001/09/30)**

- Number of accounts with outstanding balance about 13,000
- Receivables outstanding about 3.9 billion yen

New Markets in Guarantee Business: (example) Hokkaido Bank

◆ Comparison of new ACOM customers in Hokkaido and at “rapiDo Branch”

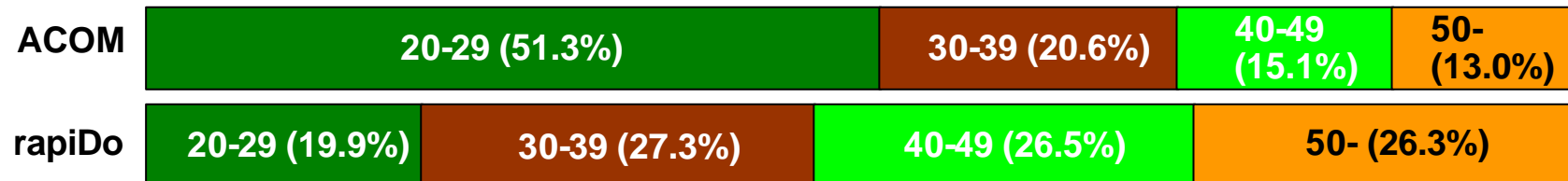
◆ Loan contracts (comparison taking ACOM’s contracts from 1/4/00 to 30/9/00 as 100)



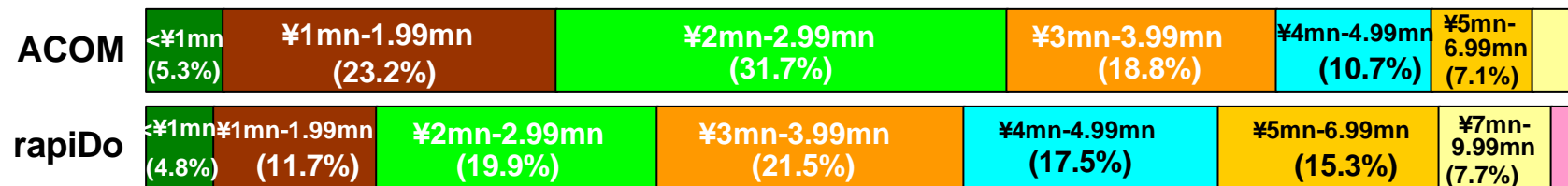
◆ Marital status



◆ Age



◆ Income



¥10mn- (1.6%) 16

New Business (New Non-Bank Business)

- ◆ ***Develop a larger customer base by combining ACOM's screening and industry know-how with banks' brand***

Tokyo-Mitsubishi Cash One Ltd.

- **Date of Establishment**
 - August 9, 2001
- **Commencement of Business**
 - Scheduled for February 2002
- **Paid-in Capital**
 - ¥20 billion
- **Shareholders**
 - ACOM CO., LTD. 35.0%
 - The Bank of Tokyo-Mitsubishi, Ltd.. 35.0%
 - The Mitsubishi Trust and Banking Corporation 17.5%
 - DC CARD CO., LTD. 11.0%
 - JACCS CO., LTD. 1.5%
- **Interest Rate**
 - 15% - 18%
- **Loan Amount**
 - ¥10,000 - ¥3,000,000
- **Sales Channel**
 - Internet, telephone, facsimile, mail
- **Borrowing and Payment Channel**
 - Shareholders' CD/ATMs
5,400 machines nation-wide
(as of August 2001)

New Business (Servicing Business)

- ◆ *New fee business utilizing know-how on the management of credit*

IR Loan Servicing, Inc.

■ Commencement of Business

- July 2, 2001

■ Paid-in Capital

- 500 million yen

■ Shareholders

- ACOM CO., LTD. 60%
- Lisa Partners, Inc. 40%

■ Number of Employees

- 12 (As of 2001/9/30)
- Osaka Branch Scheduled to open January 2001

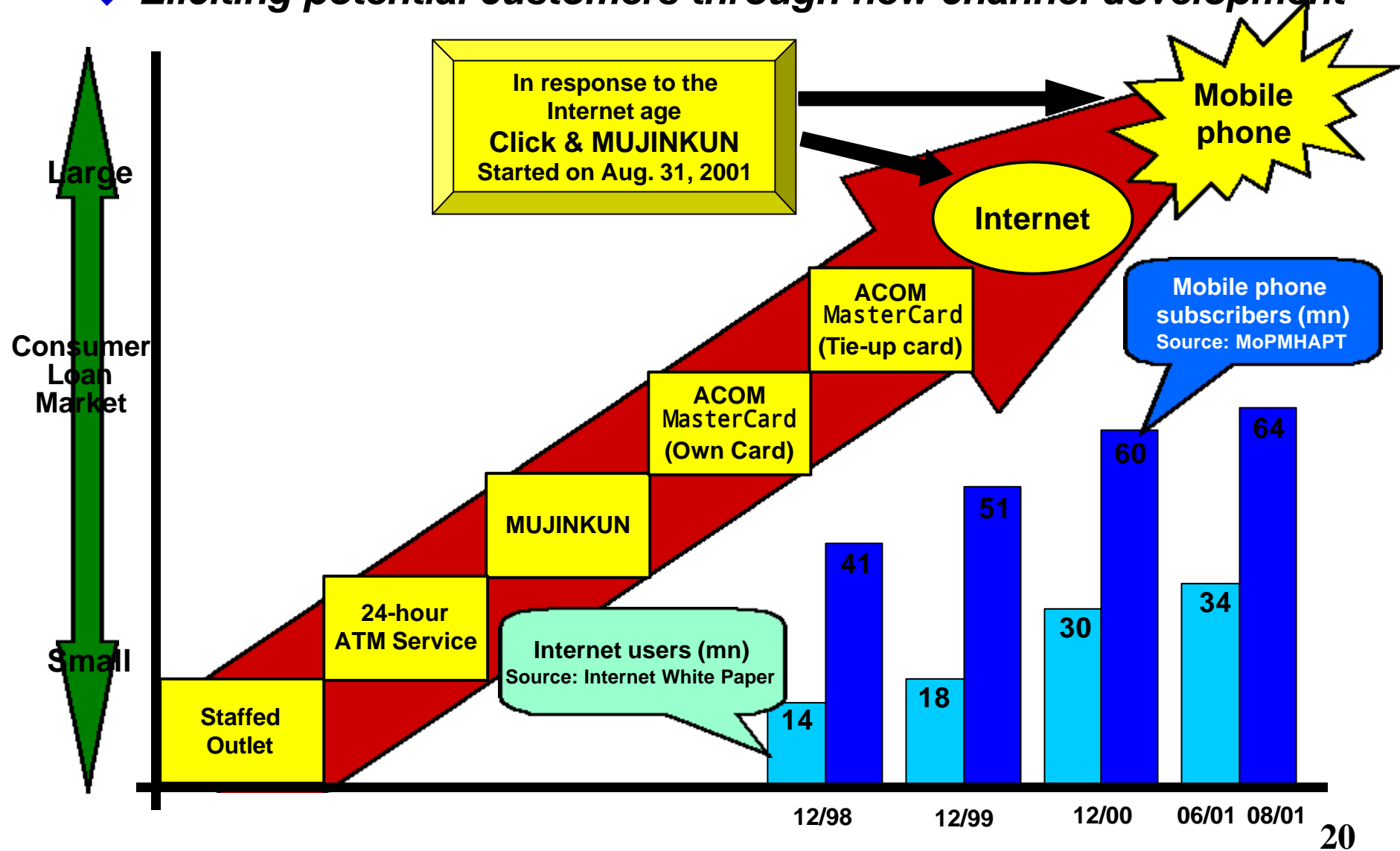
■ Results (As of 2001/9/30)

- Consignment loans 320 billion yen (Approximately)
- Purchased loans 5 billion yen (Approximately)
- Collection of loans receivables 20 million yen (Approximately)

5. Business Plans for the Second Half

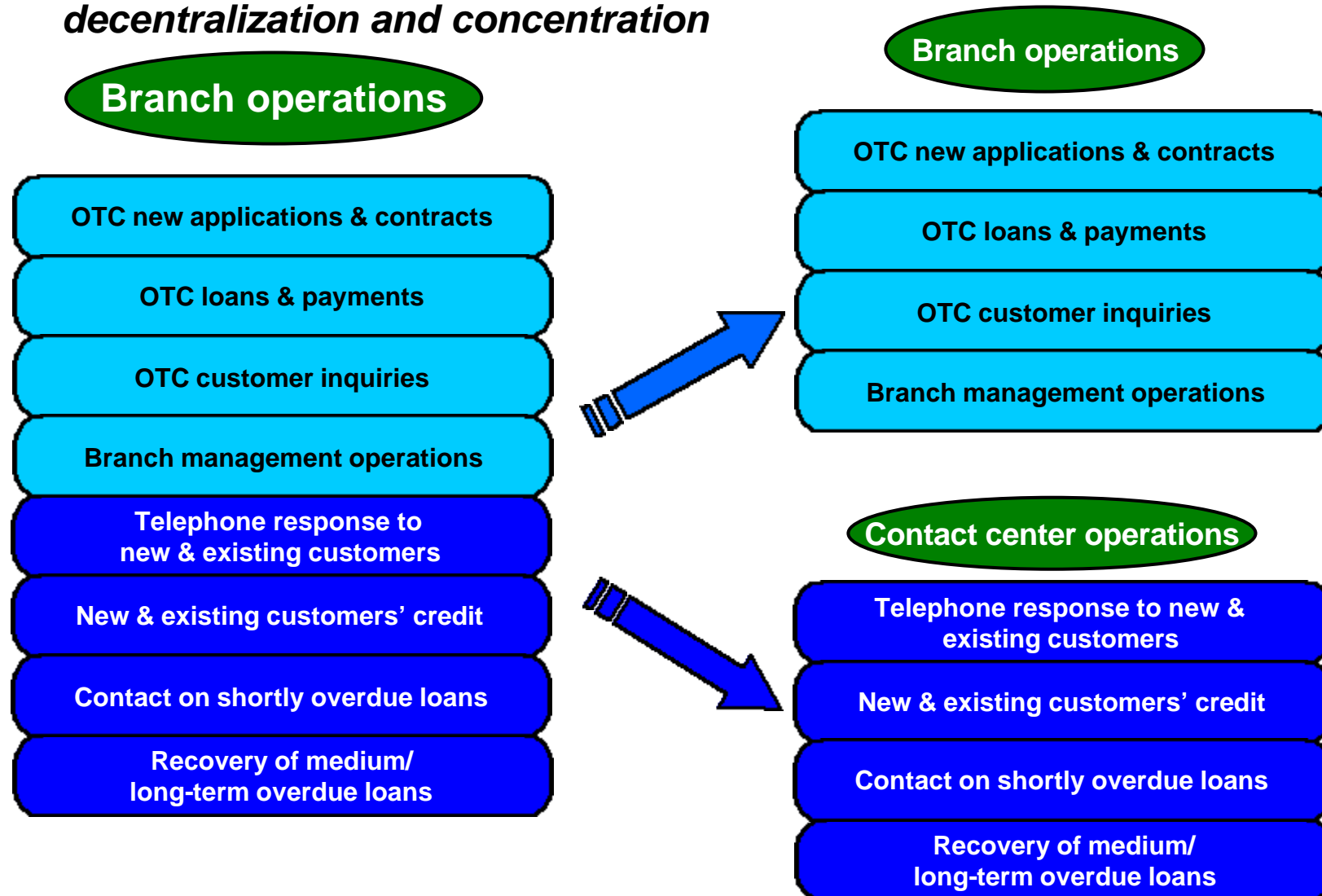
ACOM's New Customer Acquisition Channel Expansion

◆ Eliciting potential customers through new channel development

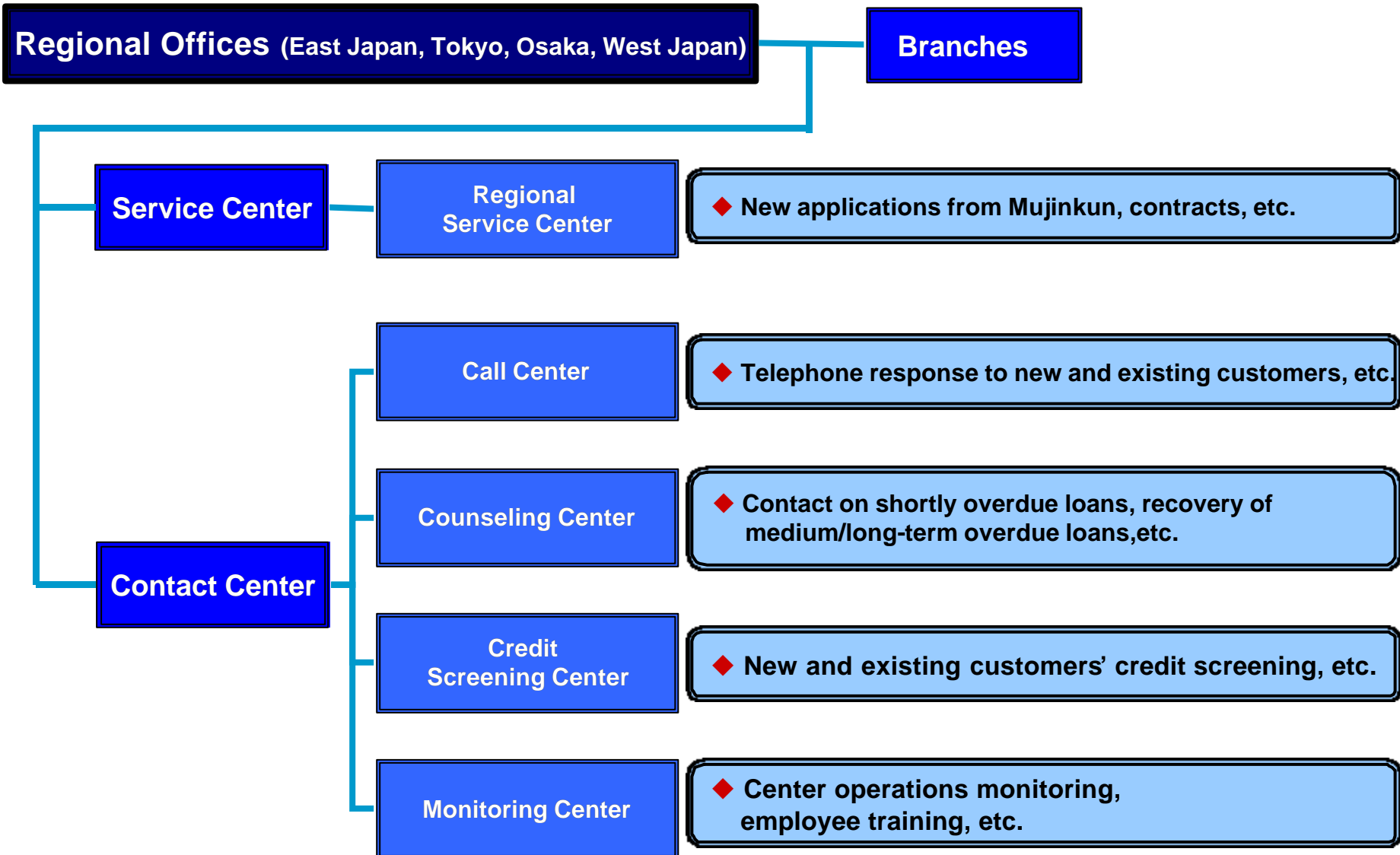


Loan Business Structure Reform (Orientation)

◆ *Increasing marketing strength and efficiency through branch operations decentralization and concentration*



Contact Center Format (Orientation)





<http://ir.acom.co.jp/>

7. Report on Financial Results

Satoru Tomimatsu
Chief IR Officer

Key Financial Data

	2001/9	2002/3 (Estimate)
	(Millions of yen)	(Millions of yen)
◆ Other Income	916	2,200
● <i>Gains on investment in anonymous association agreement</i>	<i>217</i>	<i>529</i>
◆ Other Expenses	136	200
● <i>Bond issue expense</i>	Included in operating expenses	-
◆ Extraordinary Income	1	1
◆ Extraordinary Losses	3,929	6,700
● <i>Loss on sales of fixed assets</i>	<i>3,473</i>	<i>5,700</i>
● <i>Loss on disposal of fixed assets</i>	<i>309</i>	<i>800</i>
● <i>Loss on revaluation of investment in marketable securities</i>	<i>103</i>	-

Operating Income

Financial Services Business	2001/9		2002/3	
	Actual (Millions of yen)	YOY (%)	Estimate (Millions of yen)	YOY (%)
◆ Loan Business	183,905	9.7	373,600	9.4
● Unsecured Loans	179,848	10.0	365,500	9.7
● Secured Loans	4,056	-0.7	8,100	0.8
◆ Credit Card Business	1,696	84.8	3,800	62.3
◆ Installment Sales	7,999	18.6	16,500	15.7
◆ Guarantee Business	62	-	300	-

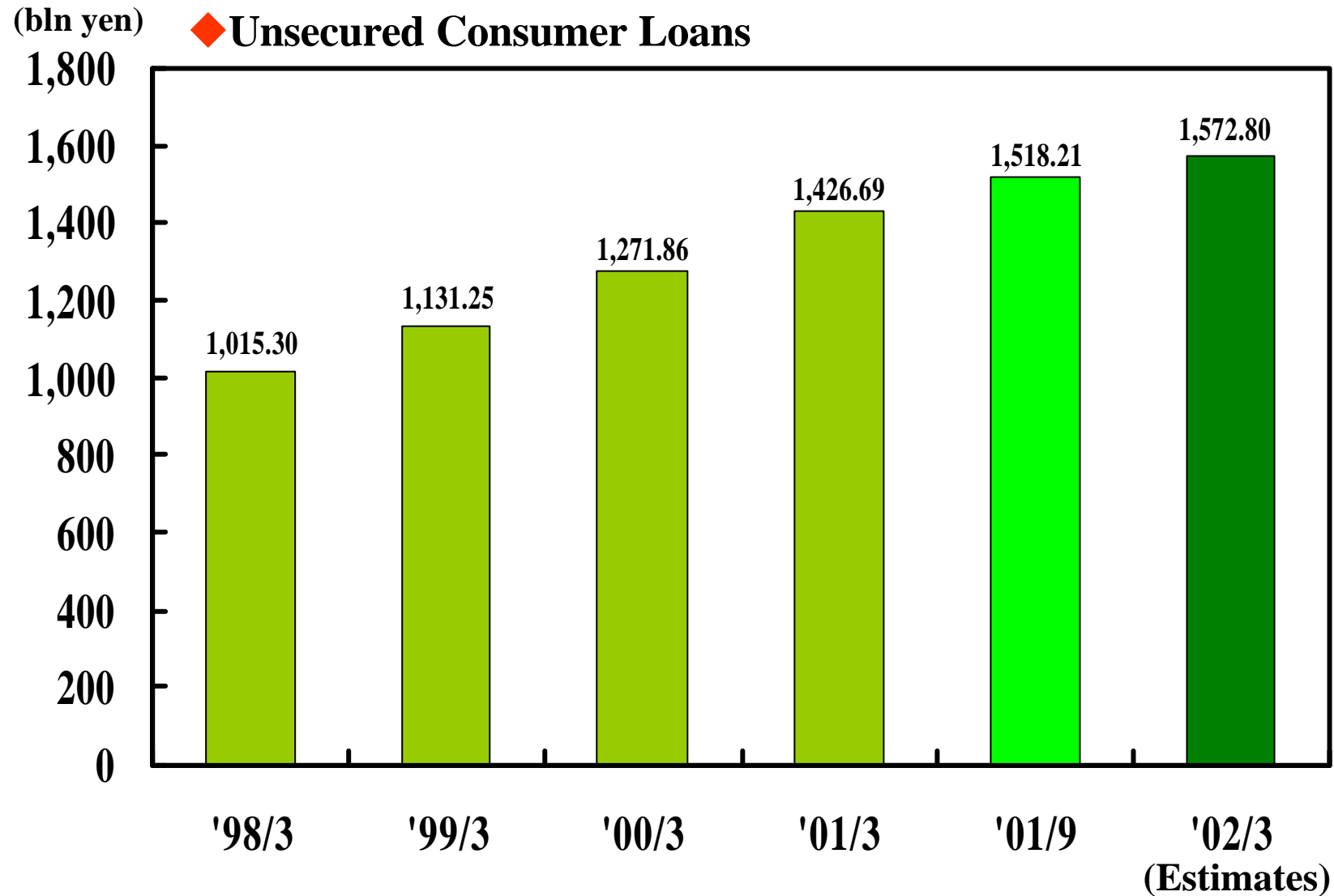
Operating Expenses

Other Operating Expenses	2001/9		2002/3	
	Actual (Millions of yen)	YOY (%)	Estimate (Millions of yen)	YOY (%)
◆ Personnel Costs	17,931	6.7	36,100	5.8
◆ Advertising and Promotional Expenses	9,315	-13.1	20,000	-1.1
◆ Expenses for Computer	10,093	14.2	23,900	19.1
● <i>System development fee</i>	3,576	133.0	10,900	100.4
● <i>Lease</i>	2,089	-23.0	4,000	-21.1
◆ Fees	5,595	17.9	11,600	18.8

Operating Expenses

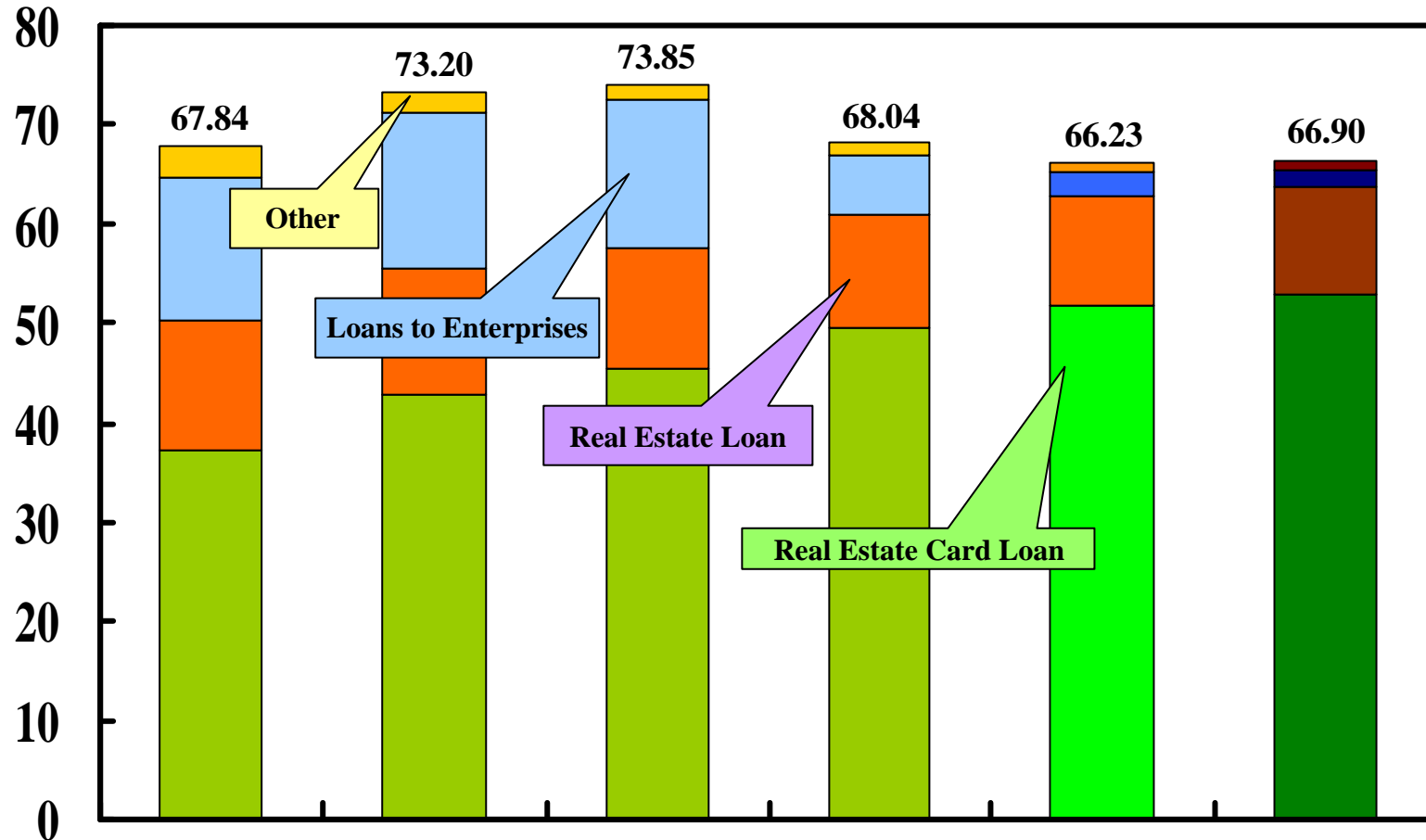
Other Operating Expenses	2001/9		2002/3	
	Actual (Millions of yen)	YOY (%)	Estimate (Millions of yen)	YOY (%)
◆ Insurance Expenses	2,453	24.0	6,300	-5.2
◆ Depreciation Expenses	1,873	-8.6	3,900	-8.0
◆ Tax and Other Public Charge	3,497	3.9	6,900	4.5
◆ Other	5,758	2.6	12,800	18.5
● <i>Communication Fees</i>	1,412	6.2	3,200	16.1
● <i>Transportation expenses</i>	617	22.3	1,200	20.1
● <i>Primary expenses</i>	-	-	1,000	-

Receivables Outstanding



Receivables Outstanding

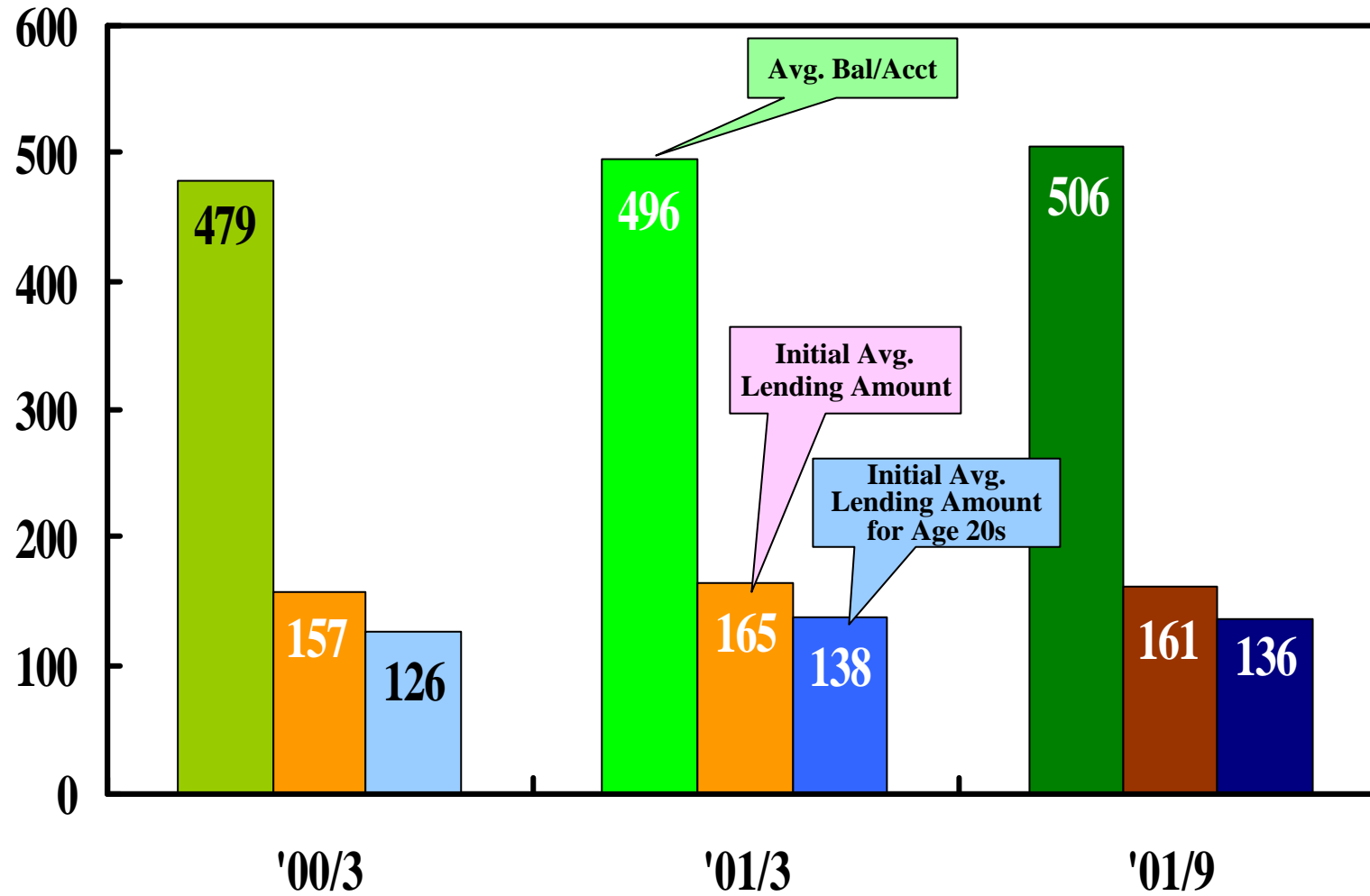
(bln yen) ◆ Secured Loans



(Estimates)

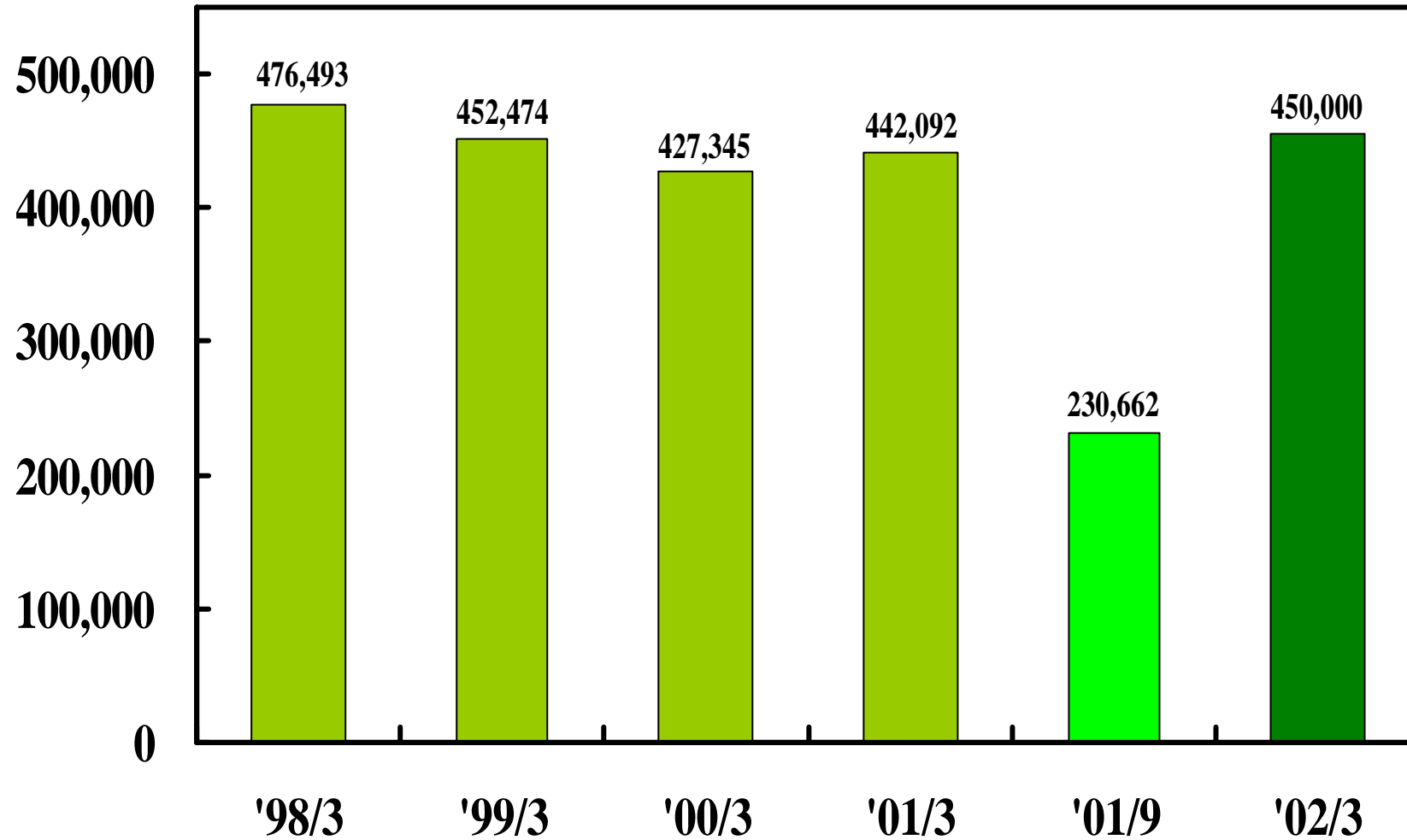
Average Balance per Account

(Thousand yen) ◆ Unsecured Consumer Loans



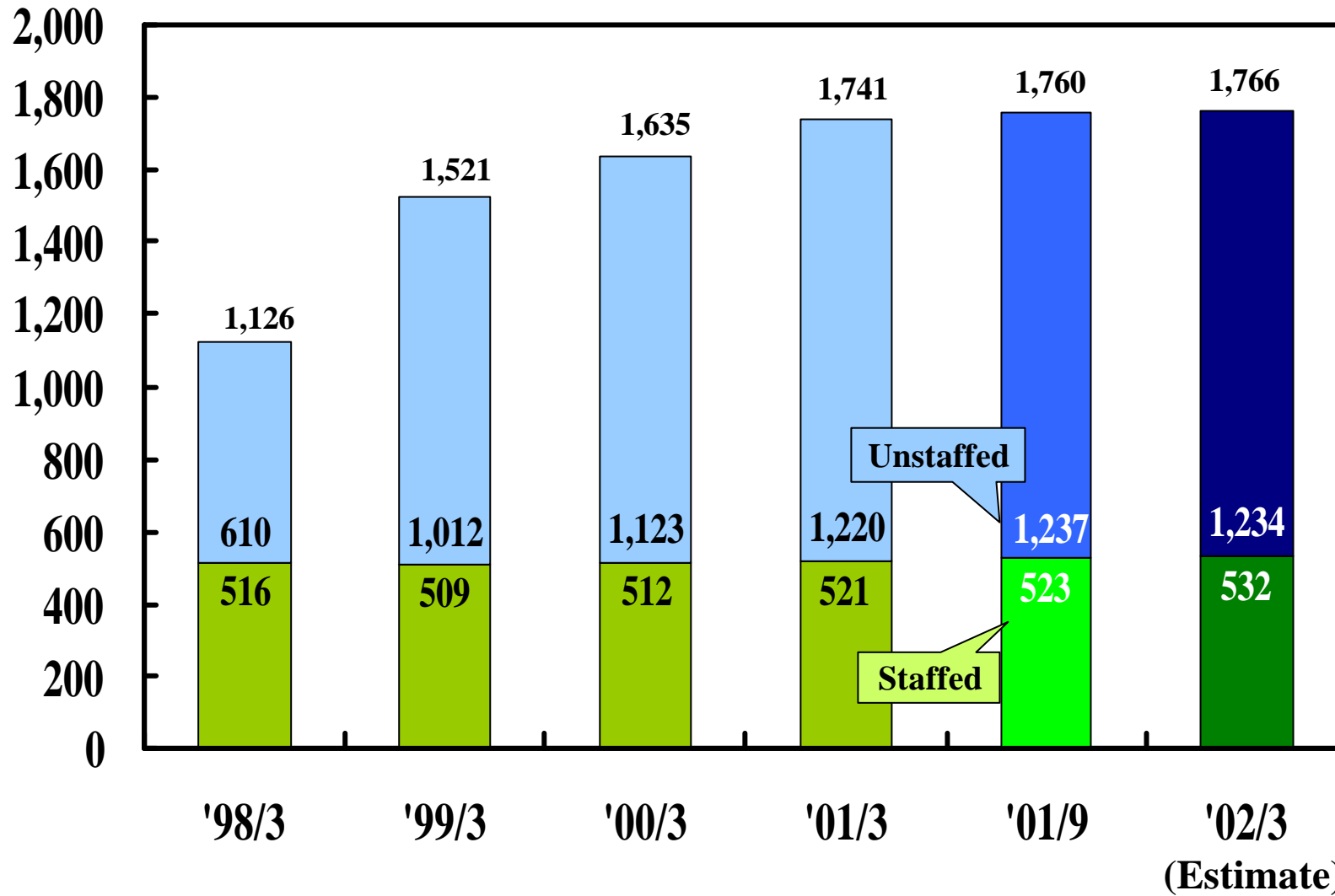
Number of New Loan Customers

◆ Unsecured Consumer Loans

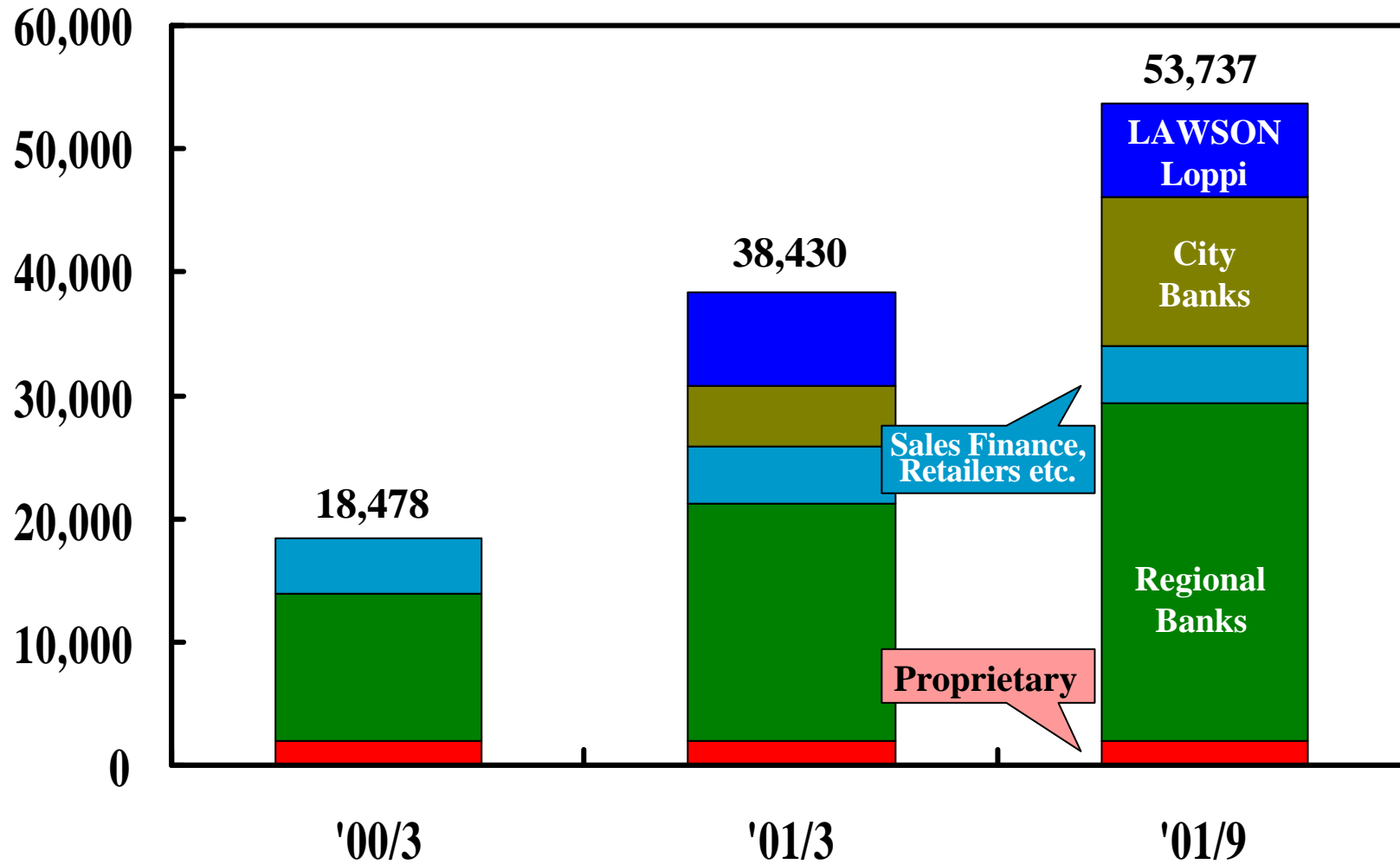


(Estimate)

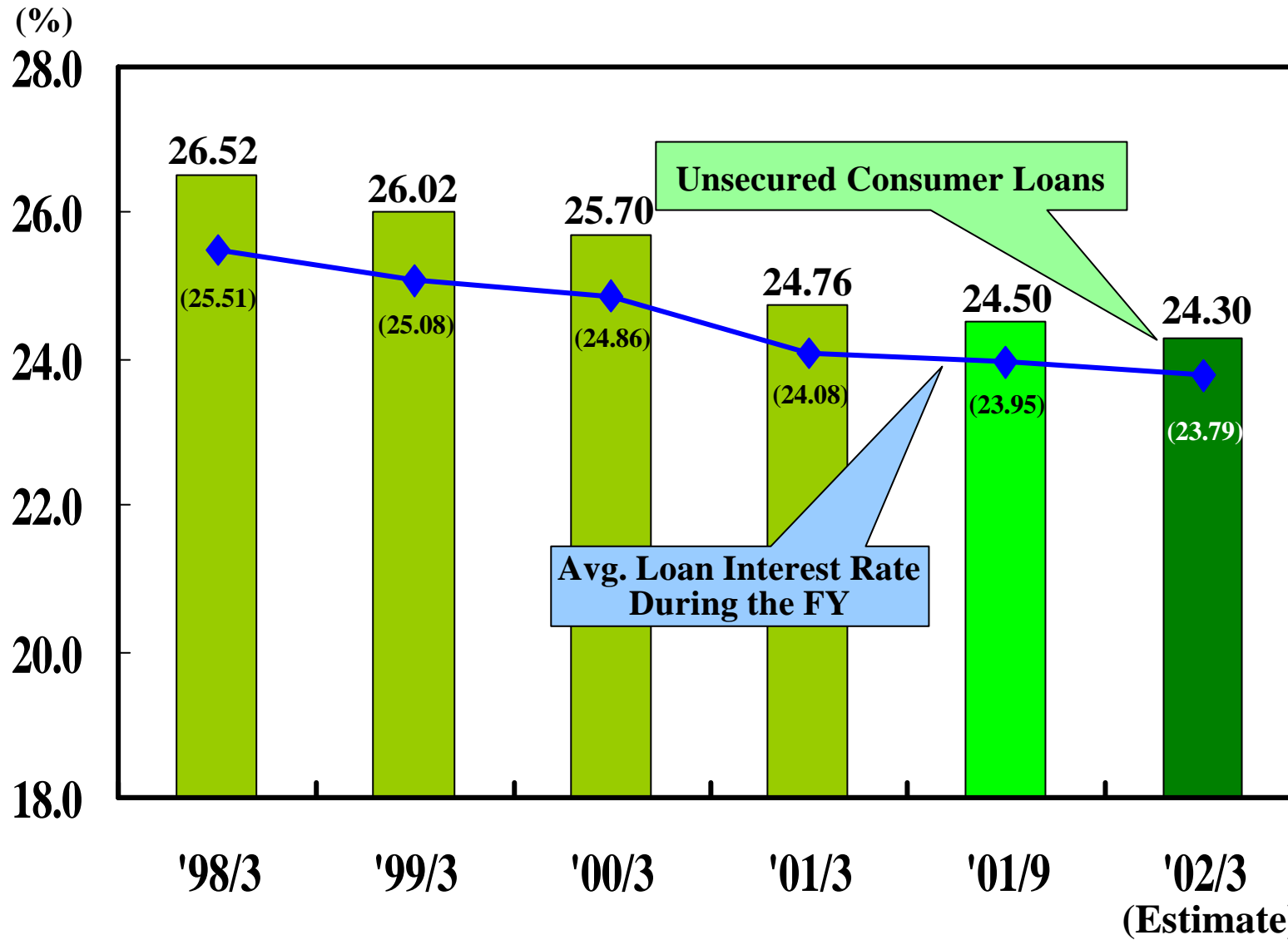
Number of Loan Business Outlets



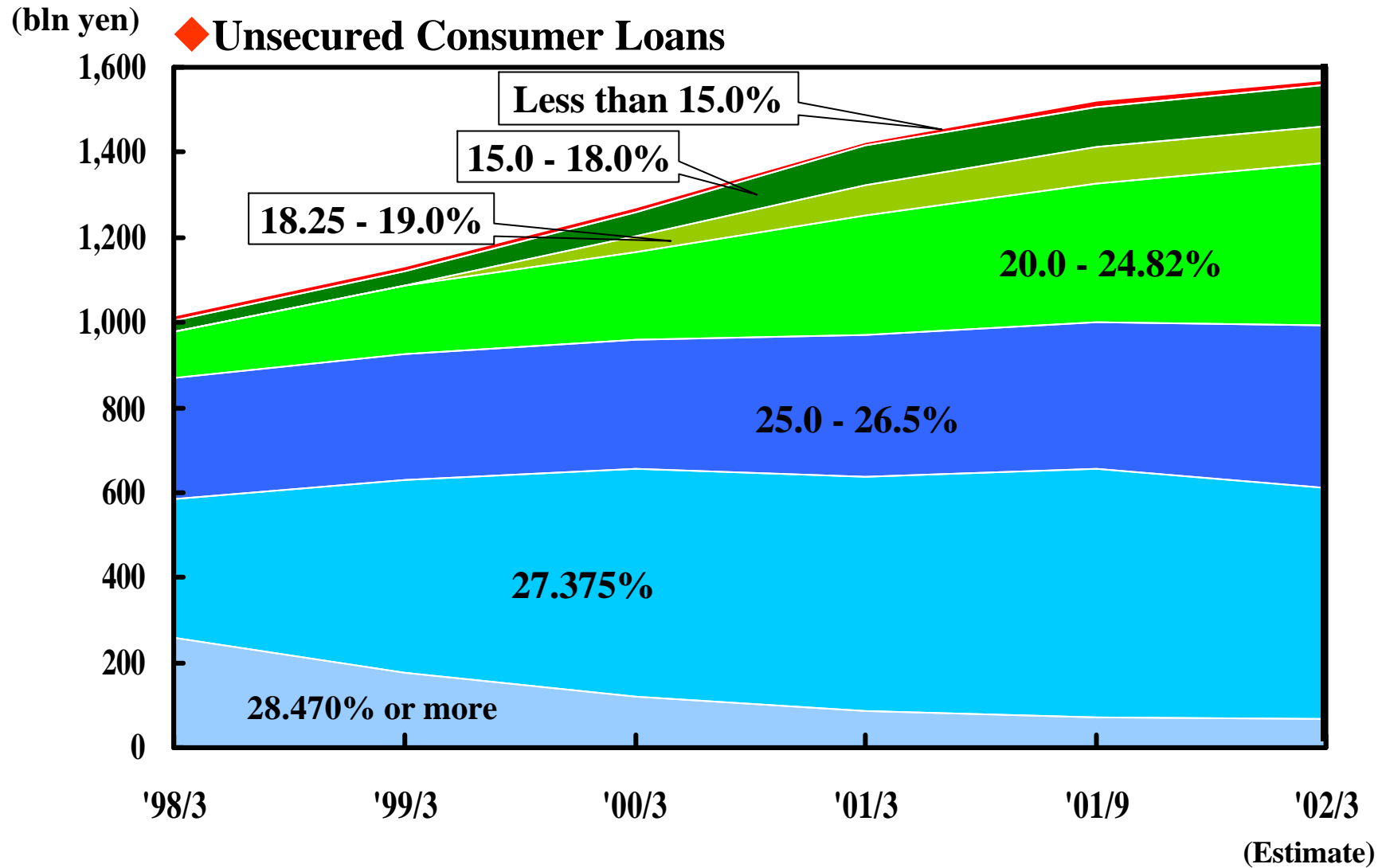
CD and ATMs



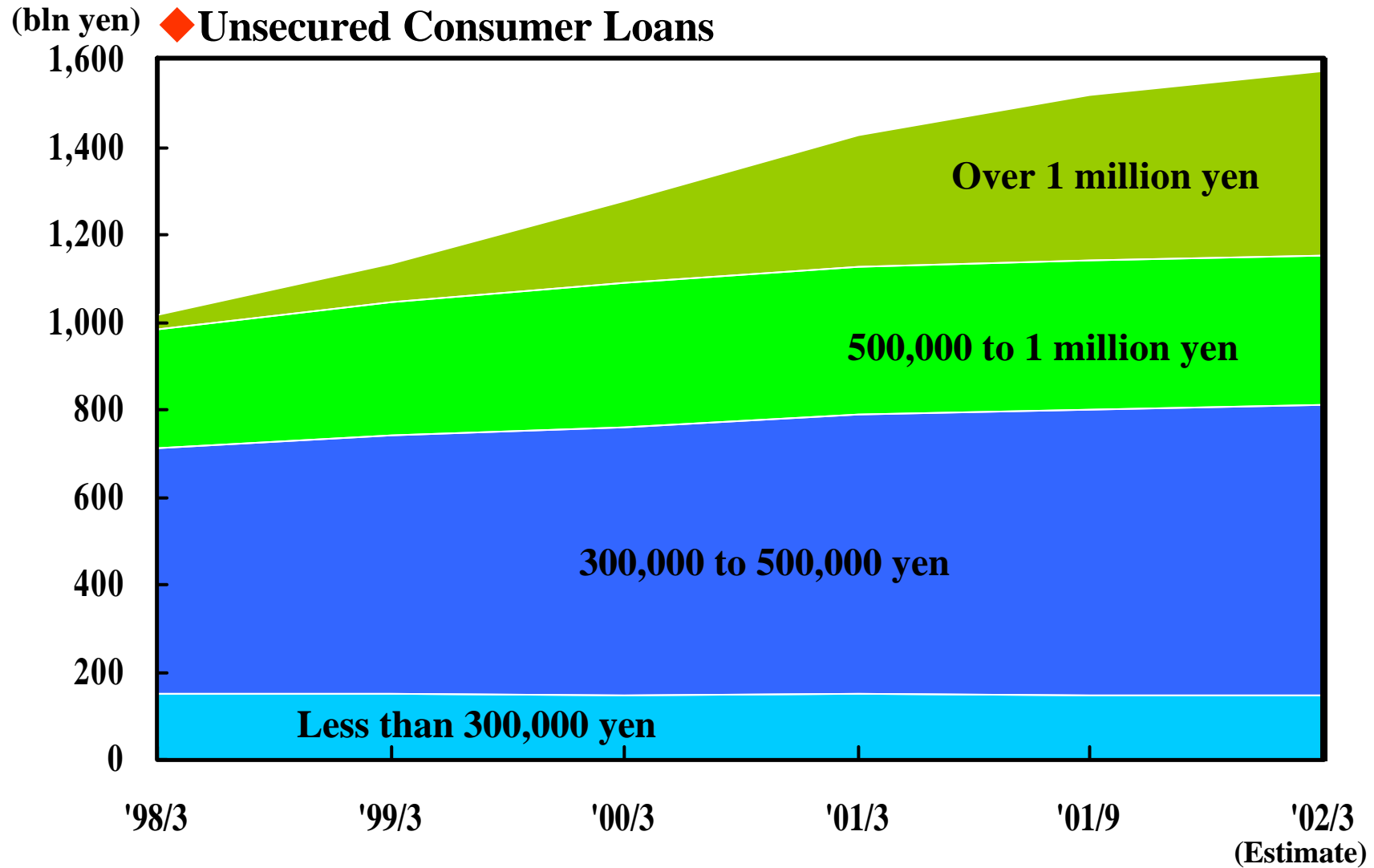
Loan Interest Rate



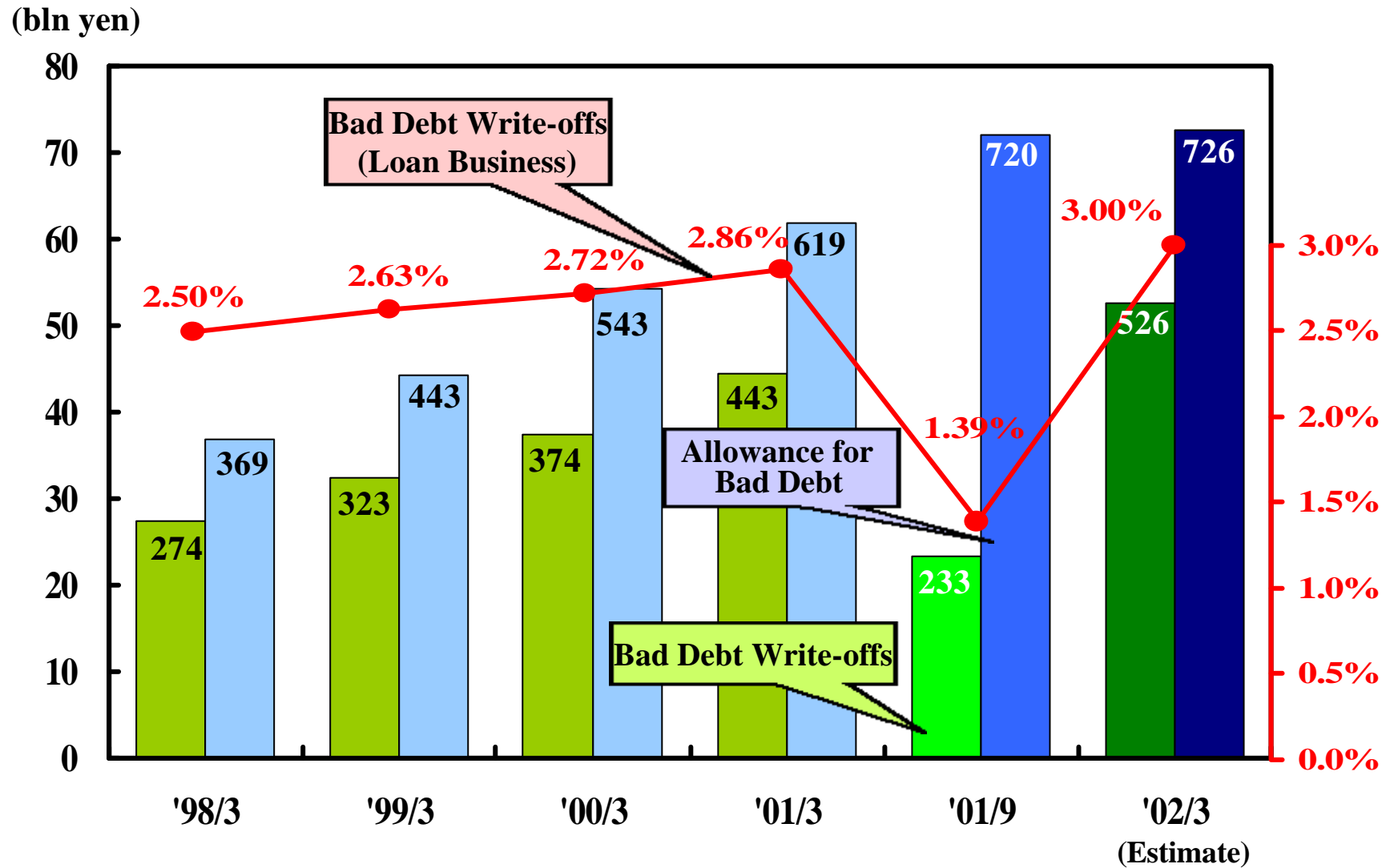
Receivables Outstanding by Interest Rate



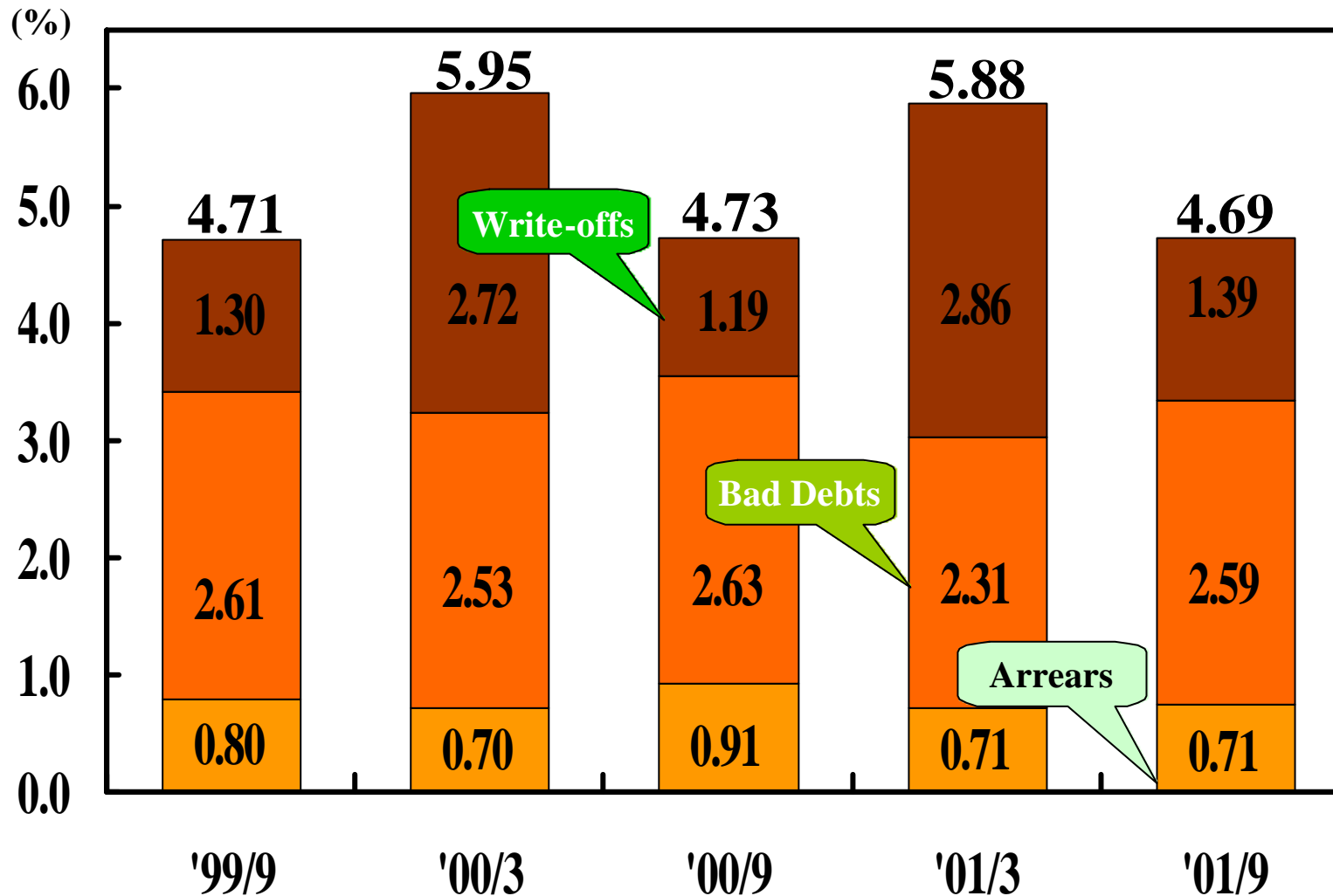
Classified Receivables Outstanding



Bad Debt Write-offs



Bad Debts



Note: Loans in arrears refers to loans past due for less than three months, excluding balance held by headquarters' collection department.

Bad Debts

(%)

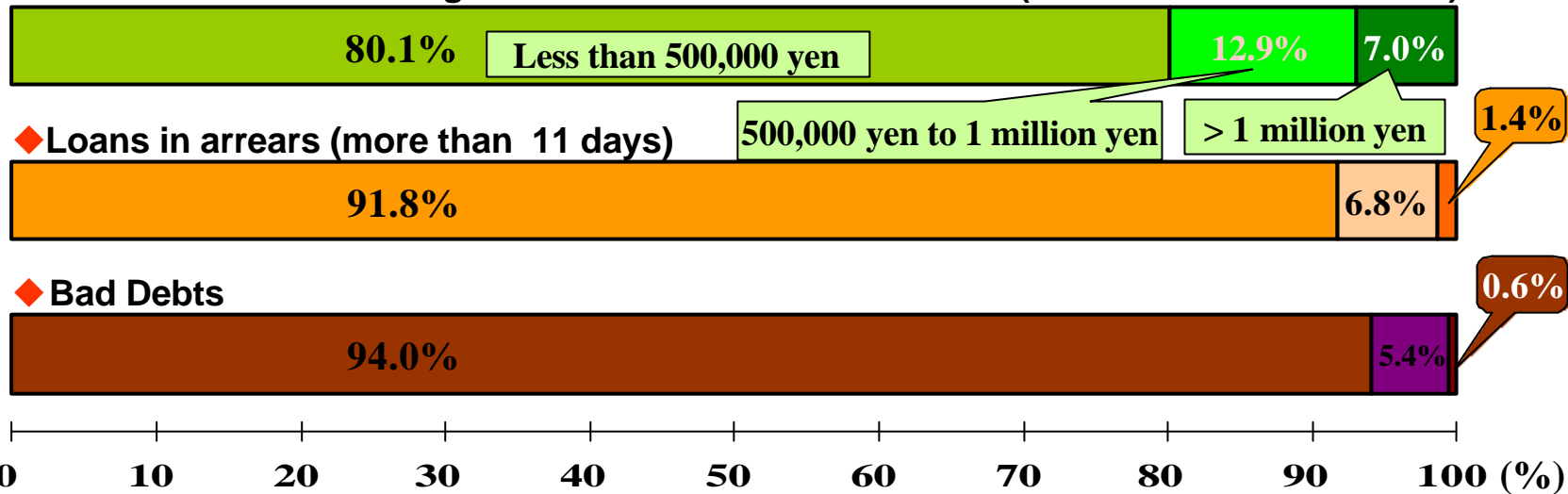
	99/9	00/3	00/9	01/3	01/9
Write-offs	1.30	2.72	1.19	2.86	1.39
Loans to bankrupt parties	0.34	0.28	0.27	0.24	0.33
Loans in arrears	0.95	0.99	1.19	1.13	1.35
Loans overdue by 3 month or more	0.09	0.04	0.16	0.03	0.03
Restructured loans	1.23	1.22	1.01	0.91	0.88
Bad Debts	2.61	2.53	2.63	2.31	2.59
31 days to 3 months	0.50	0.43	0.58	0.42	0.30
11 days to 31 days	0.30	0.27	0.33	0.30	0.41
Arrears for less than 3 months	0.80	0.70	0.91	0.71	0.71
Total	4.71	5.95	4.73	5.88	4.69

Loans in Arrears & Bad Debt Write-offs Classified Receivable Outstanding



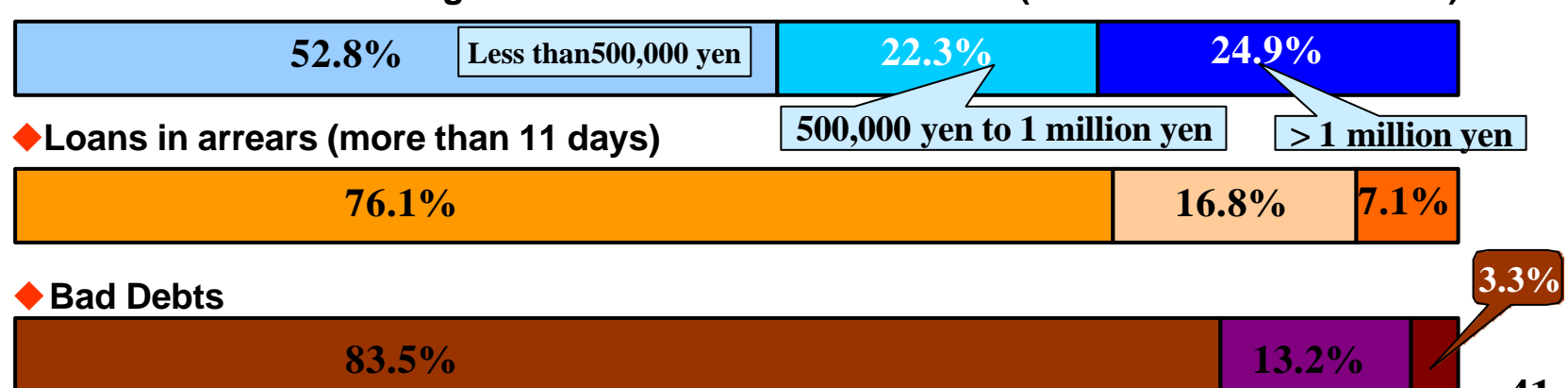
◆ Customer Accounts Comparison (2001/9)

◆ Receivables outstanding of unsecured loan for consumer (loans in arrears included)



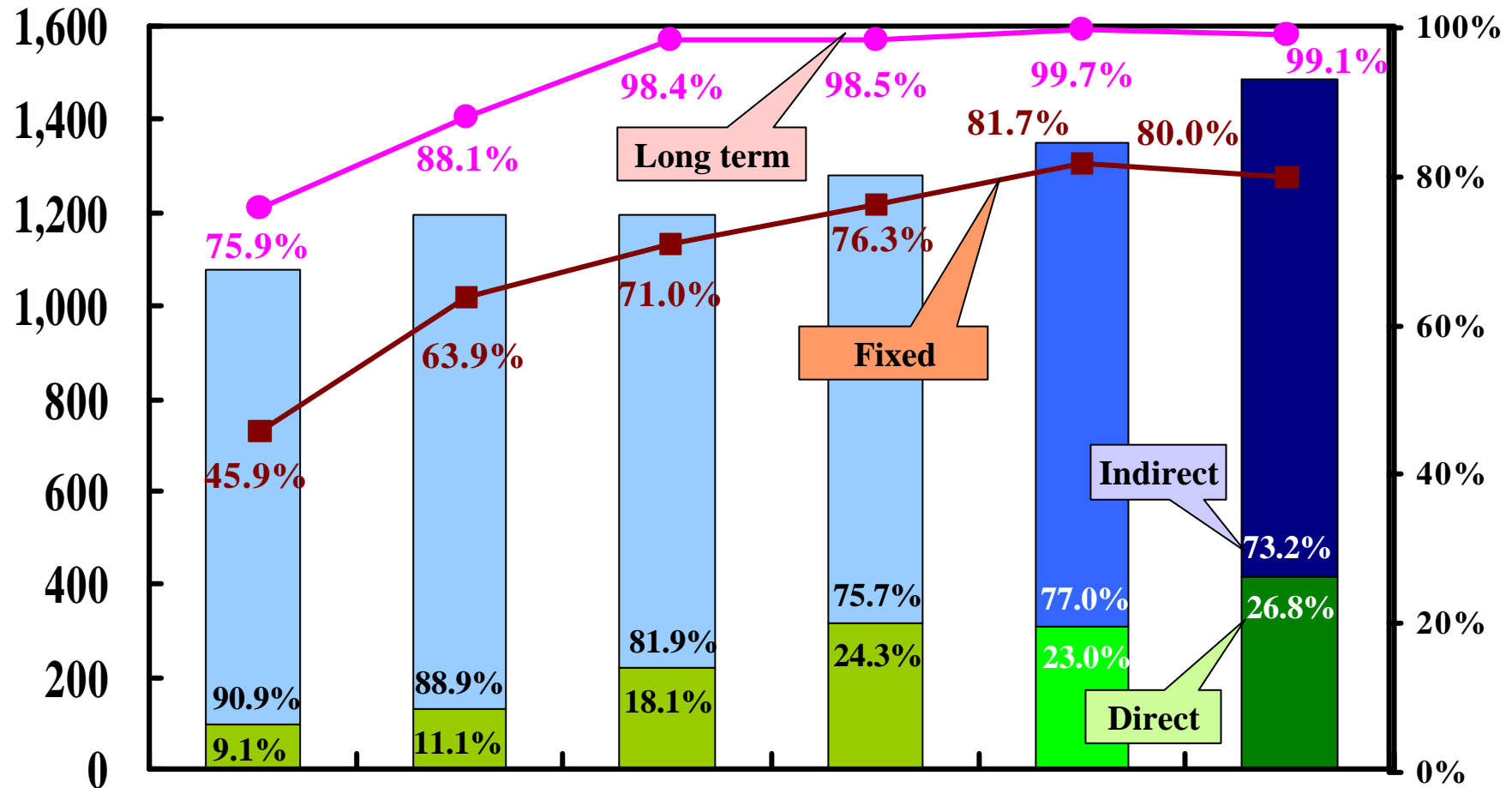
◆ Receivables Outstanding Comparison (2001/9)

◆ Receivables outstanding of unsecured loan for consumer (loans in arrears included)



Funds Procurement

(bln yen)



Average interest rate on funds procured during the year

Year	'98/3	'99/3	'00/3	'01/3	'01/9	'02/3 (Estimate)
Average interest rate (%)	3.00%	2.57%	2.46%	2.37%	2.13%	2.16%

Credit Card Business

	2001/3	2001/9	2002/3
	Actual	Actual	Estimate
◆ No. of Contracts	752,509	905,386	1,100,000
◆ Card Shopping Receivables (Millions of yen)	19,157	25,591	32,600
◆ Revolving Receivables (Millions of yen)	16,123	21,665	26,900
◆ Operating Income (Millions of yen)	2,298	1,688	3,800
◆ Card Issue Machines	773	804	1,200

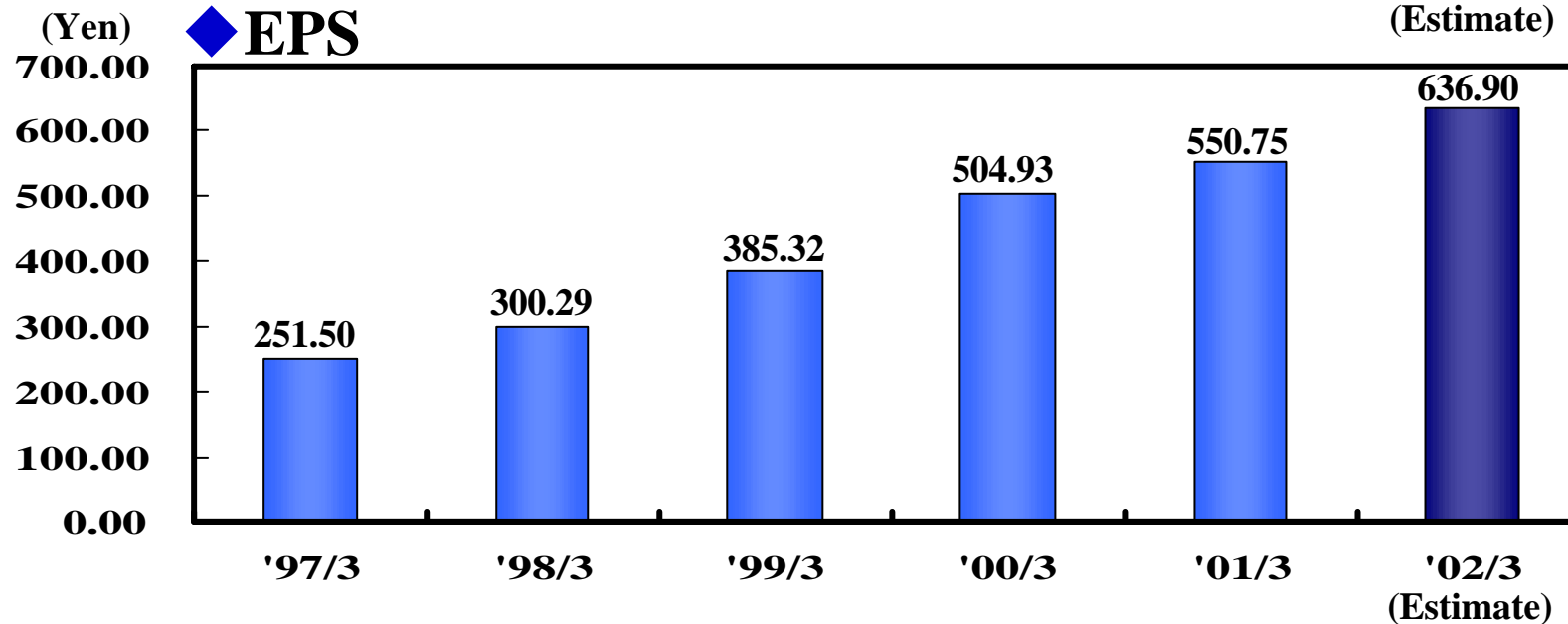
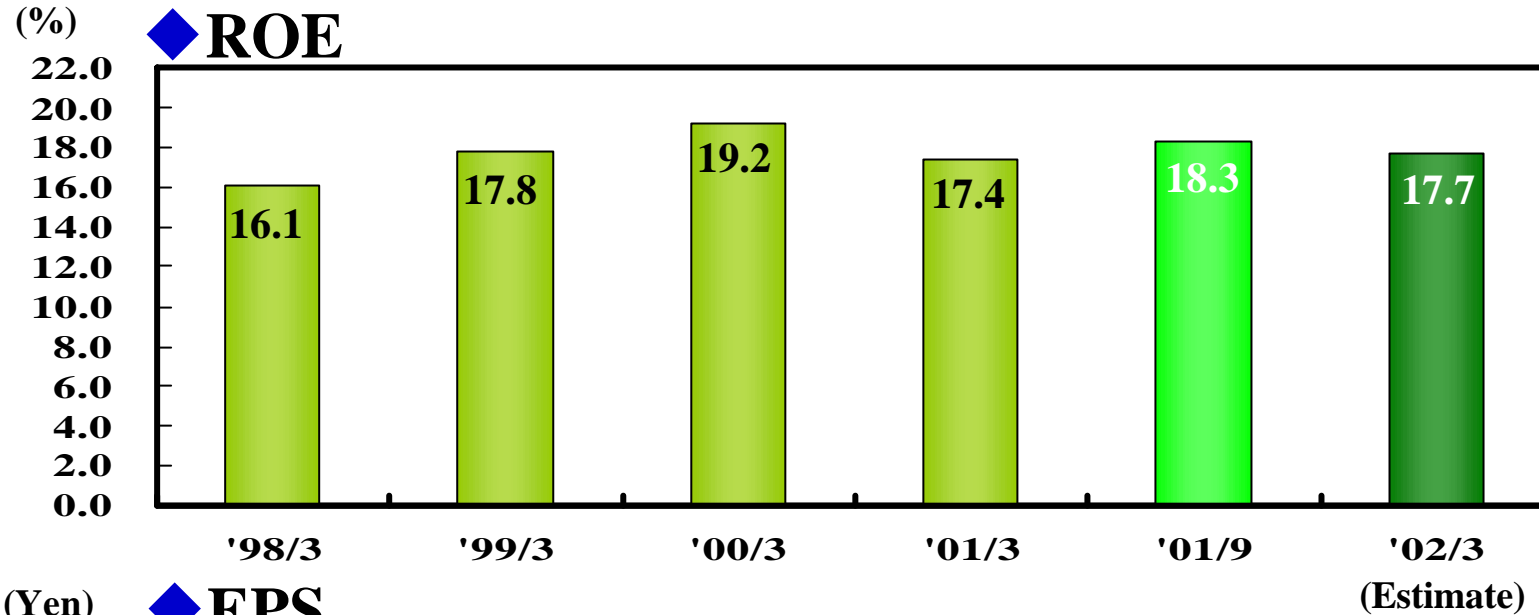
Installment Sales Finance

	2001/3	2001/9	2002/3
	Actual	Actual	Estimate
◆ No. of Customer	446,217	477,918	507,000
◆ Installment Receivables (Millions of yen)	150,581	161,154	174,800
◆ Adjusted Receivables (Millions of yen)	124,046	132,923	144,000
◆ Operating Income (Millions of yen)	14,287	7,999	16,500

Loan Guarantee

	2001/9	2002/3
	Actual	Estimate
◆ Number of Accounts	13,378	68,700
◆ Receivables Outstanding (Millions of yen)	3,924	22,700
◆ Operating Income (Millions of yen)	62	300

Financial Ratios



7. Questions & Answer Session

Earnings Release Conference
1st Half of Fiscal Year Ending March 2002



ACOM CO., LTD.
<http://ir.acom.co.jp/>