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# **The First Quarter Financial Results for Fiscal Year Ending March 2009**

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**ACOM CO., LTD.**

**<http://www.acom.co.jp/ir/english/>**

**August 7, 2008**

# **Notes to Consolidated Statements of Income**

## **Addition to the Consolidated Subsidiary**

- ✓ **PT. BANK NUSANTARA PARAHYANGAN Tbk. (BANK BNP)**
  - **The First Quarter for FY March 2009: Consolidated Statements of Income**
  - **(FY March 2008: Consolidated Balance Sheets)**

## **Change the Translation Method into Yen**

- ✓ **By FY March 2008:**
  - **Translated into yen using the exchange rate as of the settlement date**
- ✓ **From the First Quarter for FY March 2009:**
  - **Changed to average exchange rate of the accounting period**
    - **Average the impact of temporary fluctuation of exchange rate**

# Financial Results Summary

(Millions of yen, %)

The First Quarter for FY March 2009	Consolidated			Non-consolidated		
	Results	YOY	2009/3 (Forecast)	Results	YOY	2009/3 (Forecast)
Operating Revenue	85,400	-13.8	325,000	69,332	-18.1	258,300
Operating Expenses	59,990	-23.6	270,400	44,970	-31.2	208,700
Operating Income	25,410	23.7	54,600	24,361	26.1	49,600
Ordinary Income	26,149	22.5	56,200	25,368	24.6	52,000
Net Income	20,029	51.0	43,300	19,853	35.7	41,800

## Primary Factors (Non-consolidated)

- ✓ Operating Revenue: Decrease in accounts receivable-operating loans and average loan yield
- ✓ Operating Expenses: Drastic decrease in provision of allowance for doubtful accounts
- ✓ Operating Income: Decrease in operating revenue over decrease in operating expenses
- ✓ Net Income: Income taxes-deferred increased, but income taxes for prior periods did not occur.

# Provision for Loss on Interest Repayment & Provision of Allowance for Doubtful Accounts (ACOM)



DATA BOOK Page 5 & 12

## ◆ Provision for Loss on Interest Repayment (Millions of yen, %)

	2008/3					2009/3	Compared to forecast	2009/3 (Forecast)
	1Q	2Q	3Q	4Q	Cumulative	1Q		
Provision for Loss on Interest Repayment	-	-	-	19,620	19,620	-	-	-
Interest Repayment	18,460	17,937	20,425	19,159	75,981	19,971	-	-
(Reference) Interest Repayment (Cash Out Basis)	18,100	19,250	20,995	19,593	77,938	19,702	-	-
Bad Debts Expenses (ACOM's Voluntary Waiver of Repayments)	15,745	13,824	15,177	14,092	58,838	14,792	-	-
Increase or Decrease in Provision for Loss on Interest Repayment	-34,205	-31,761	-35,602	-13,632	-115,200	-34,764	28.5	-121,800
Provision for Loss on Interest Repayment	455,794	424,033	388,431	374,800		340,035	-	253,000

## ◆ Provision of Allowance for Doubtful Accounts (Millions of yen, %)

	2007/6	2007/9	2007/12	2008/3	2008/6	Compared to forecast	2009/3 (Forecast)
Provision of Allowance for Doubtful Accounts	37,329	60,365	80,086	100,760	16,985	19.0	89,200
Bad Debts Expenses	31,672	57,949	85,922	111,667	24,144	25.0	96,400
Increase or Decrease in Allowance for Accounts Receivable-operating Loans	5,297	2,436	-5,636	-10,726	-7,179	-	-8,000
Increase or Decrease in Provision for Loss on Guarantees	360	-20	-200	-180	20	-	800

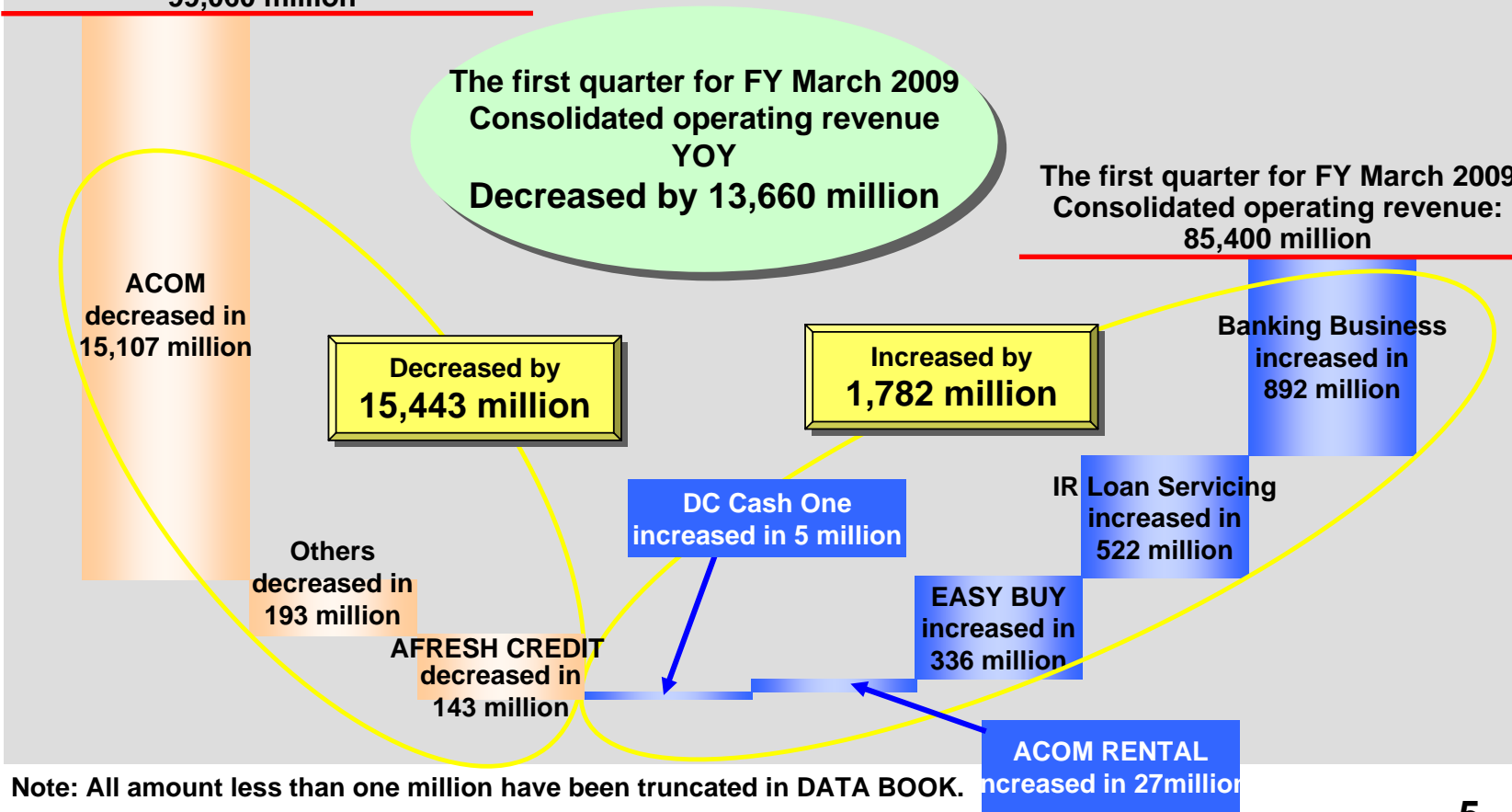
# Analysis of Revenue Decrease (Consolidated)

## ◆ Primary Factor: Decrease in revenue of ACOM

The first quarter for FY March 2008  
Consolidated operating revenue:  
99,060 million

The first quarter for FY March 2009  
Consolidated operating revenue  
YOY  
Decreased by 13,660 million

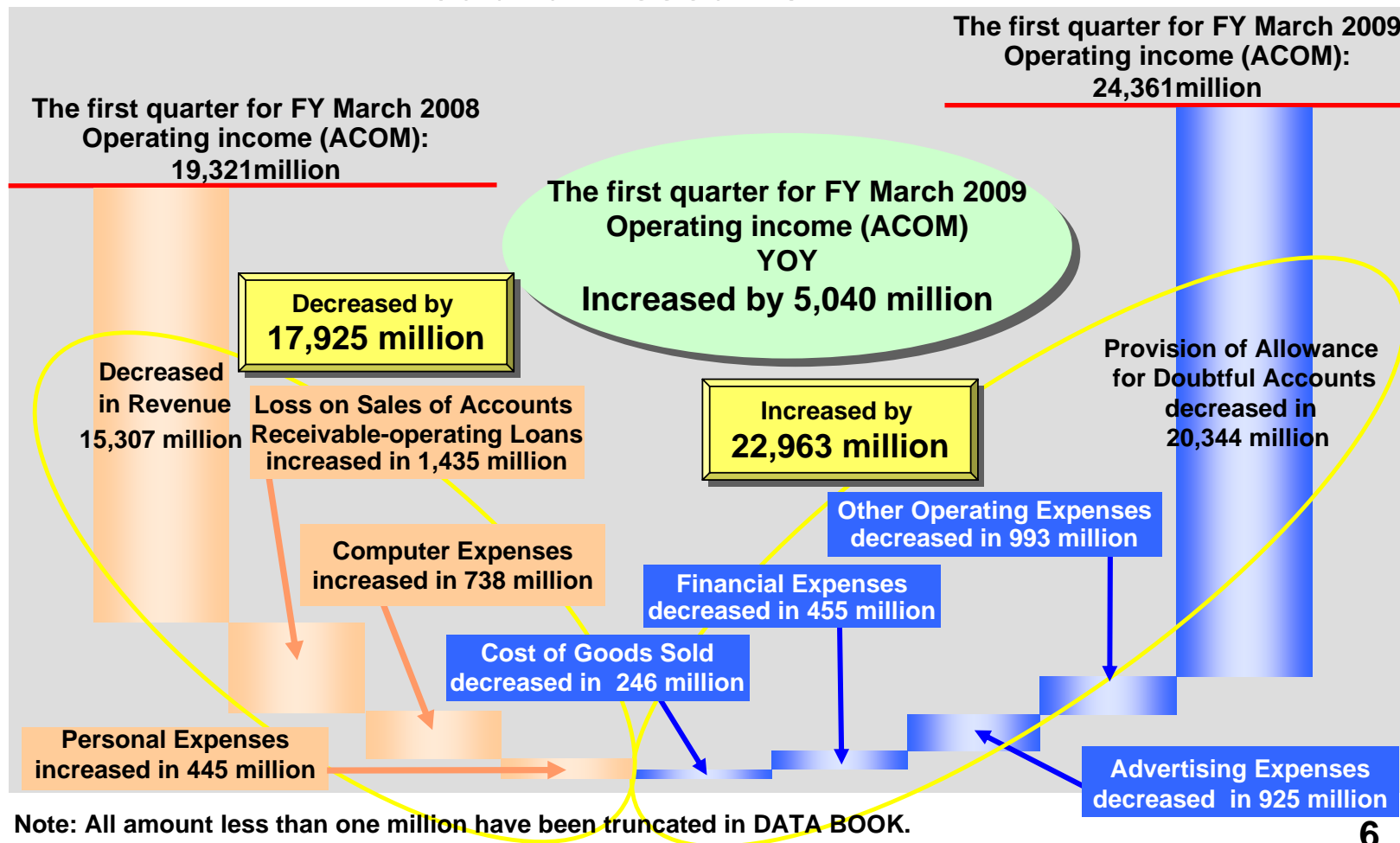
The first quarter for FY March 2009  
Consolidated operating revenue:  
85,400 million



Note: All amount less than one million have been truncated in DATA BOOK.

# Analysis of Income Increase (ACOM)

## ◆ Primary Factor: Decrease in Provision of Allowance for Doubtful Accounts



# Loan Business (ACOM)

The First Quarter for FY March 2009	Results	YOY (%)	YTD (%)	2009/3 (Forecast)
<b>Unsecured Loans for Consumers</b>				
Receivables Outstanding (millions of yen)	1,240,604	-11.3	-2.9	1,179,700
Number of Customer Accounts	2,300,425	-10.9	-2.7	2,168,300
Number of New Loan Customers	46,587	13.7	-	205,000
Lending Ratio (%)	41.3	8.5p.p.	-	-
Number of Loan Business Outlets	1,689	-9 places	-	1,653

# Unsecured Accounts Receivable-operating Loans by Interest Rate (ACOM)



## ◆ Unsecured Loans for Consumers

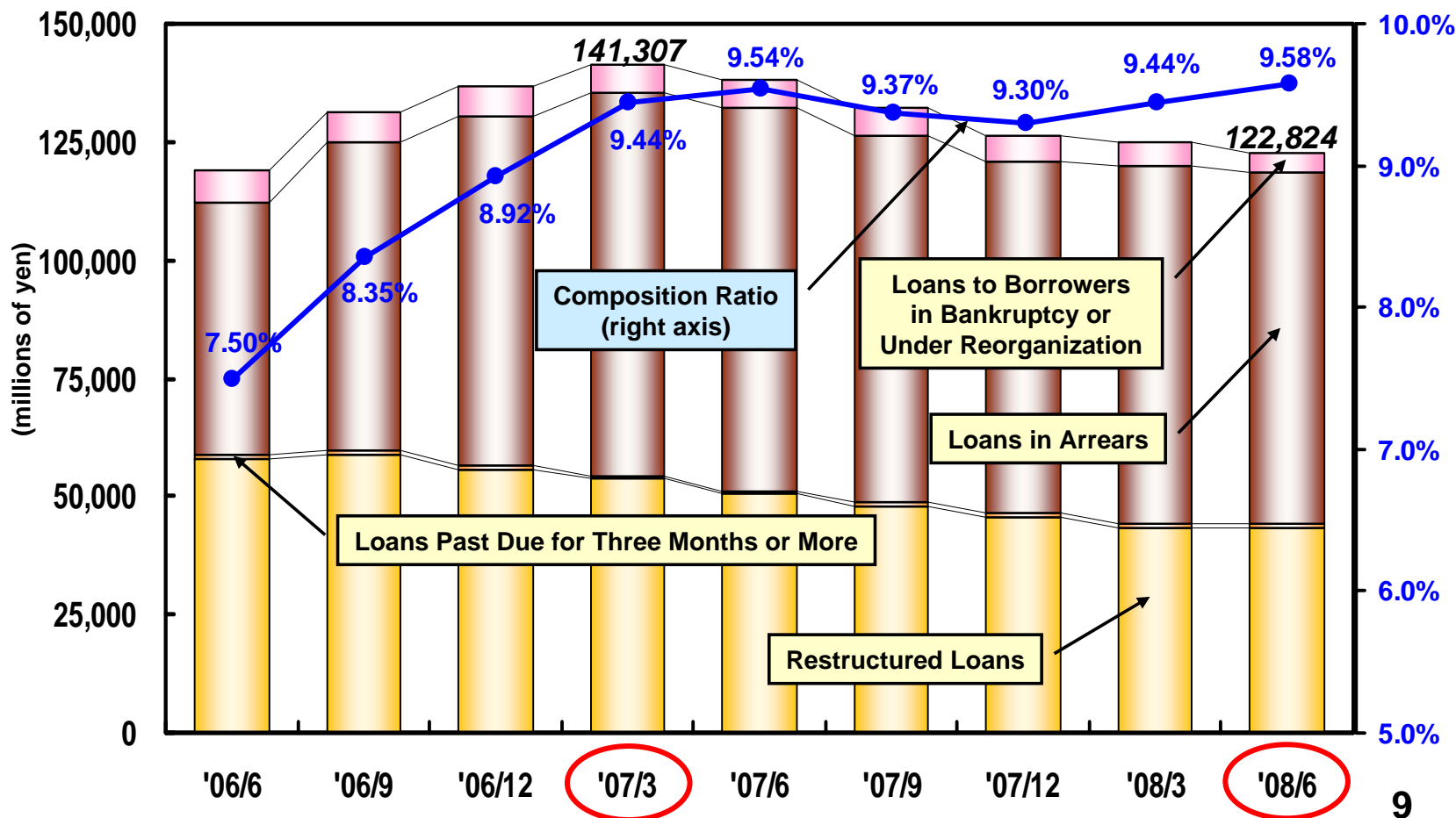
(millions of yen, %)

	2007/6		2007/9		2007/12		2008/3		2008/6		2009/3	
		%		%		%		%		%	(Forecast)	%
Accounts Receivable-operating Loans	1,398,806	100.0	1,362,440	100.0	1,313,956	100.0	1,277,879	100.0	1,240,604	100.0	1,179,700	100.0
18.000% <	1,149,703	82.2	1,028,081	75.5	896,418	68.2	786,517	61.6	713,596	57.5	517,300	43.8
18.000%	249,103	17.8	334,359	24.5	417,538	31.8	491,362	38.4	527,008	42.5	662,400	56.2
15.000% < 18.000%	128,230	9.2	156,289	11.5	179,319	13.7	208,603	16.3	229,749	18.5	281,600	23.9
12.000% < 15.000%	57,521	4.1	117,614	8.6	180,069	13.7	226,250	17.7	240,344	19.4	333,800	28.3
12.000%	63,351	4.5	60,455	4.4	58,148	4.4	56,508	4.4	56,914	4.6	47,000	4.0
Average Loan Yield for Fiscal Year (%)	21.68		21.54		21.28		21.05		19.71		19.09	
Average Loan Yield for the year (%)	21.94		21.69		21.36		21.05		20.58		19.09	

Note: All amount less than one million have been truncated in DATA BOOK.

# Non-performing Loans (ACOM)

## ◆ Quarterly Changes in Non-performing Loans & Composition Ratio to Receivables Outstanding



# Guarantee / Credit Card Businesses (ACOM)

The First Quarter for FY March 2009	Results	YOY (%)	YTD (%)	2009/3 (Forecast)
<b>Guarantee Business</b>				
Guaranteed Receivables (millions of yen)	184,359	2.3	1.4	217,300
Number of Customer Accounts with Outstanding Balance	418,006	2.2	1.6	430,400
<b>Credit Card Business</b>				
Card Shopping Receivables (millions of yen)	36,267	-15.5	-3.8	30,000
Revolving Receivables	34,263	-12.7	-3.6	-
Number of Cardholders	787,597	-28.6	-9.2	616,000
Tie-up Card	433,703	-35.4	-12.2	-

The First Quarter for FY March 2009	Results	YOY (%)	YTD (%)	2009/3 (Forecast)
Receivables Outstanding (Millions of yen)	79,858	-3.7	-1.6	81,600
Number of Customer Accounts	178,435	-2.7	-0.9	177,900
Average Balance of Loans per Account (Thousands of yen)	447	-5 (Thousands of yen)	-3 (Thousands of yen)	458
Number of New Loan Customers	5,521	-29.4	-	27,700
Guaranteed Receivables (Millions of yen)	23,141	82.3	15.7	37,100

# Overseas Business (EASY BUY & BANK BNP)

The First Quarter for FY March 2009	Results	YOY (%)	YTD (%)	2009/3 (Forecast)
<b>EASY BUY Public Company Limited</b>				
<b>Loan Business</b>				
Receivables Outstanding (millions of yen)	63,588	11.7 (28.9)	-14.9 (2.5)	72,300
Number of Customer Accounts	650,749	12.7	2.0	839,000
<b>Installment Sales Finance Business</b>				
Installment Receivables (millions of yen)	6,551	-56.5 (-49.8)	-35.4 (-22.2)	5,900
Number of Customer Accounts	122,421	-43.8	-20.7	129,000
<b>PT. BANK NUSANTARA PARAHYANGAN Tbk.</b>				
Receivables Outstanding (millions of yen)	18,610	-	-7.3	21,500
Number of Customer Accounts	3,843	-	-3.9	-

Note: The amounts in ( ) are ratio of increase or decrease due to baht.

# ***ACOM will become brand new ACOM***

***ACOM will become a corporate group which will pay further attention to sociality such as consumer protection. Through provision of financial service which is less expensive, yet provide relief and confidence, ACOM will attempt to make significant contribution to healthy development of consumer credit industry. Please look forward to witnessing brand new ACOM in the future.***



## **Reference**

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- ◆ **For further information and questions regarding this presentation, please contact:**

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- ◆ **For updated company information, please refer to our website:**

**<http://www.acom.co.jp/ir/english/>**

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# Question and Answer

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