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# **Earnings Release Conference**

## **The 2<sup>nd</sup> Quarter for the Fiscal Year Ending March 2011**

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**ACOM CO., LTD.**

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

**November 10, 2010**



# Conference Schedule

Title	Presenter	Approx. Duration	Page No.
1. Drastically Changing Business Environment	Shigeyoshi Kinoshita President & CEO	25 min.	4
2. Phased Enactment of Revised Money Lending Business Act and Measures Taken by ACOM			5
3. Financial Results Summary			6-
4. Forecast for the FY Ending March 2011			11
1. Financial Results Summary (Non-consolidated)	Takashi Kiribuchi Chief General Manager of Public Relations Department	20 min.	14
2. Major Figures (Non-consolidated)			15-
Question and Answer Session		30 min.	

The figures contained in this presentation material with respect to ACOM's plans and strategies and other statements that are not historical facts are forward-looking statements about the future performance of ACOM 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 due to various factors. Potential risks and uncertainties include, without limitation, general economic conditions in ACOM's market and changes in the size of the overall market for consumer loans, the rate of default by customers, the fluctuations in number of cases of claims from and the amount paid to customers who claim us to reimburse the portion of interest in excess of the interest ceiling as specified in the Interest-Rate Restriction Law, the level of interest rates paid on the ACOM's debt and legal limits on interest rates charged by ACOM.

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# **Financial Results Highlight**

## **The 2<sup>nd</sup> Quarter for the Fiscal Year Ending March 2011**

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- (1) Drastically Changing Business Environment
- (2) Phased Enactment of Revised Money Lending Business Act and Measures Taken by ACOM
- (3) Financial Results Summary
- (4) Business Results by Segment
- (5) Forecast for the Fiscal Year Ending March 2011
- (6) Management Vision

**Shigeyoshi Kinoshita**  
**President & CEO**

# Drastically Changing Business Environment

## Macro and Industrial Environment

- ✓ Increasing demand in developing nations and stimulative schemes for consumption lead to improved corporate income
- ✓ Deflation and high unemployment rate remains while production shifts to oversea domains due to rapidly rising yen



## Business Environment

- ✓ Direct impact on revenue continues by interest repayment remaining at high level
- ✓ Full enactment of Revised Money Lending Business Act accelerated the market shrinkage
- ✓ One of the largest consumer finance company petitioned for corporate reorganization



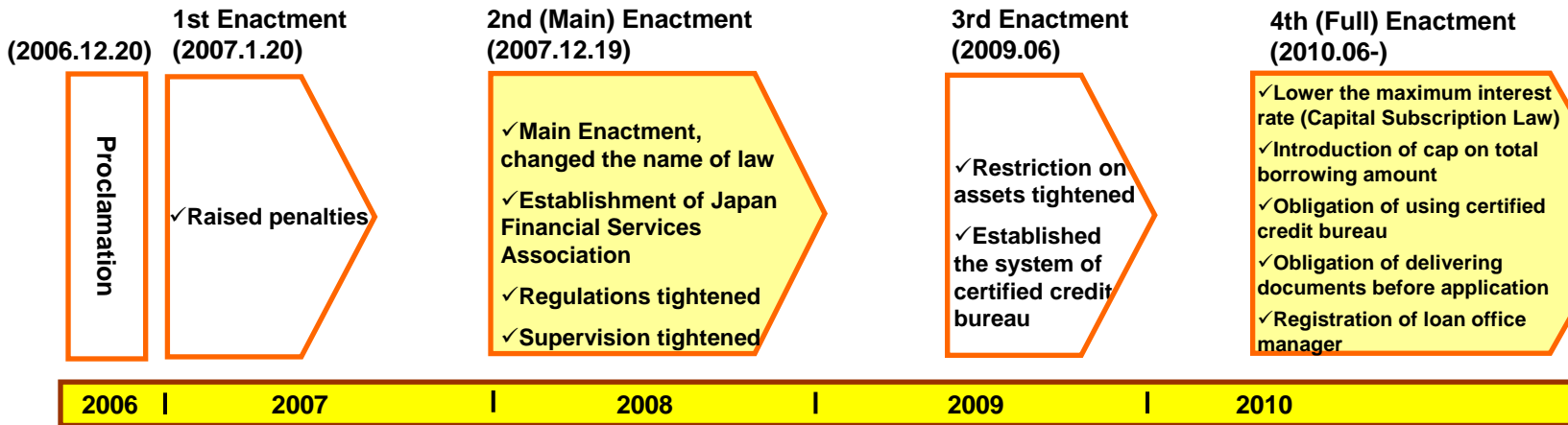
## Prime Objectives and Measures

- ✓ Accurate reaction to Revised Money Lending Business Act
- ✓ Promotion of business alliance with the MUFG Group
- ✓ Promotion of cost structure reform
- ✓ Securing customers of loan business and earning basis

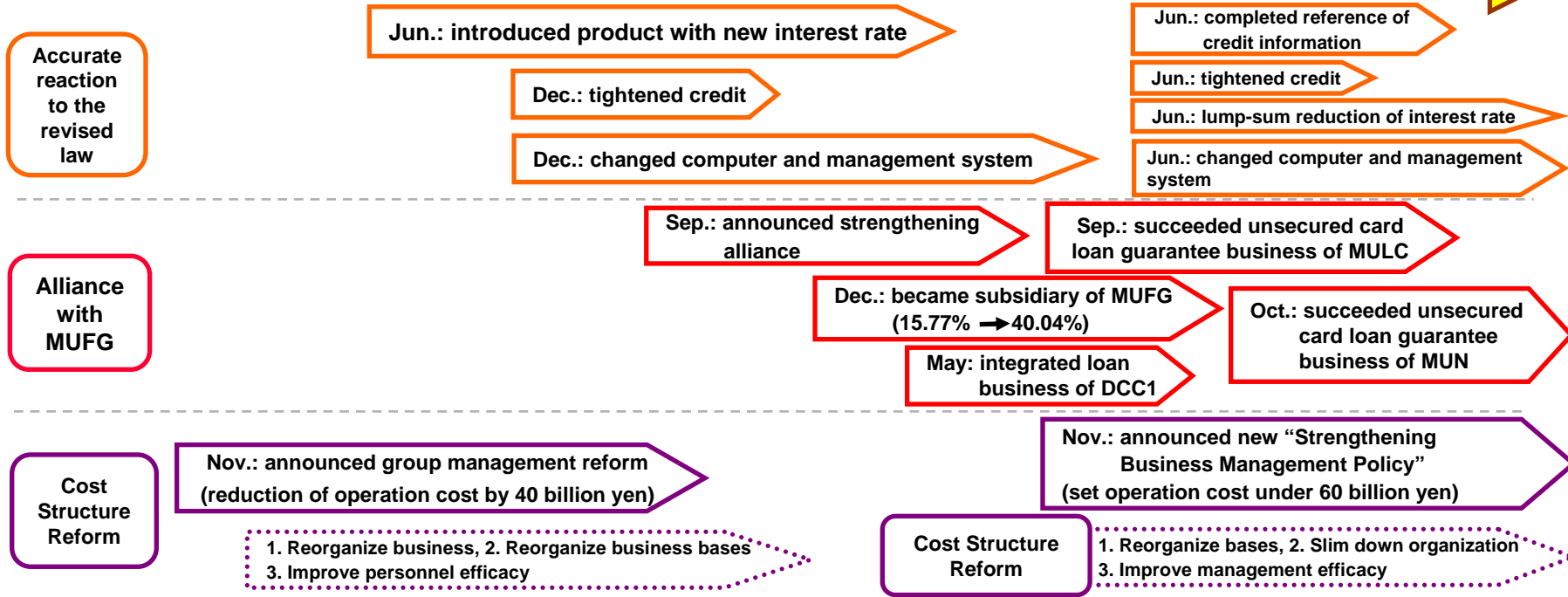
To restructure internal organization and strengthen business foundation for next growth

# Phased Enactment of Revised Money Lending Business Act and Measures Taken by ACOM

Revised Money Lending Business Act



Measures Taken by ACOM



Note: MUFG=Mitsubishi UFJ Financial Group, Inc., DCC1=DC Cash One Ltd., MULC=The Mitsubishi UFJ Home Loan Credit Co., Ltd., MUN=Mitsubishi UFJ NICOS Co., Ltd.



# Financial Results

(Millions of yen)

	Consolidated			Non-consolidated		
	2009/9	2010/9		2009/9	2010/9	
	Results	Results	yoy (%)	Results	Results	yoy (%)
Operating Revenue (*1)	141,722	128,753	-9.2	121,409	109,839	-9.5
Loan Business	124,337	107,556	-13.5	110,302	93,209	-15.5
Guarantee Business	5,251	9,834	87.3	5,313	9,449	77.9
Loan Servicing Business	6,118	4,632	-24.3	-	-	-
Other Businesses	6,013	6,729	11.9	5,793	7,179	23.9
Operating Expenses (*2)	133,652	155,428	16.3	115,125	139,506	21.2
Financial Expenses	11,160	10,992	-1.5	8,347	8,502	1.9
Provision of Allowance for Doubtful Accounts	61,094	33,100	-45.8	55,721	27,563	-50.5
Provision for Loss on Interest Repayment	8,705	68,402	685.8	8,705	68,402	685.8
Other Operating Expenses	52,693	42,934	-18.5	42,351	34,338	-18.9
Operating Income	8,069	-26,674	-	6,283	-29,666	-
Ordinary Income	9,227	-25,985	-	7,214	-29,071	-
Extraordinary Income	1,790	318	-82.2	2,068	316	-84.7
Extraordinary Loss	490	14,994	-	393	14,868	-
Income Before Income Taxes	10,527	-40,661	-	8,889	-43,623	-
Income Taxes-deferred	6,890	1,476	-78.6	6,716	1,518	-77.4
Net Income	2,440	-43,880	-	2,122	-45,171	-

\*1 Numbers for non-consolidated are based on operating revenue by category

\*2 Operating expenses for non-consolidated include cost of goods sold



# Loan Business

## ◆ ACOM

● Receivables Outstanding, No. of Customer Accounts, No. of New Customers, Operating Revenue (Loan Business) (Millions of yen)

	2009/9 Results	2010/9		2011/3 (Forecast)		
		Results	yoy	(%)	yoy	(%)
Receivables Outstanding	1,176,080	1,008,799	-167,281	-14.2	896,500	-18.8
No. of Customer Accounts	2,170,800	1,837,716	-333,084	-15.3	1,713,800	-12.1
No. of New Customers	87,474	64,247	-23,227	-26.6	125,000	-22.2
Operating Revenue	113,718	97,156	-16,562	-14.6	177,000	-19.4

● Accounts Receivable-operating Loans by Interest Rate (Unsecured Loans) and Average Loan Yield

%	2009/9	2010/3	2010/9	2011/3 (Forecast)	%	2009/9	2010/3	2010/9	2011/3 (Forecast)
Over 18%	42.4	38.8	30.4	26.4	Average Yield of FY	18.67	18.41	17.53	16.92
18% or less	57.6	61.2	69.6	73.6	Average Yield for a Year	18.87	18.41	17.84	16.92

## ◆ EASY BUY (Kingdom of Thailand)

● Receivables Outstanding, No. of Customer Accounts, and Operating Revenue (Loan Business) (Millions of yen/baht)

		2009/9 Results	2010/9		2011/3 (Forecast)		
			Results	Yoy	(%)	yoy	(%)
Receivables Outstanding	¥	67,092	67,903	811	1.2	70,500	5.4
	Baht	23,791	(*1) 24,964	1,173	4.9	(*3) 25,543	5.4
No. of Customer Accounts		815,801	775,449	-40,352	-4.9	788,600	3.4
Operating Revenue	¥	9,555	10,399	844	8.8	21,100	9.0
	Baht	3,500	(*2) 3,714	214	6.1	(*4) 7,617	7.4

\*1 One baht=2.72 yen (spot exchange rates at the end of June 2010) \*2 One baht= 2.80 yen (average exchange rates from January to June 2010)

\*3 One baht=2.76 yen (spot exchange rates at the end of September 2010) \*4 One baht=2.77 yen (average exchange rates from January to September 2010)



# Guarantee and Loan Servicing Business

(Millions of yen)

		2009/9	2010/9		2011/3 (forecast)			
		Results	Results	yoy	(%)		yoy (%)	
Guarantee Business	ACOM(*1)	Guaranteed Receivables	313,536	324,941	11,404	3.6	437,600	37.9
		No. of Accounts with Outstanding Balance	667,158	683,939	16,781	2.5	884,100	31.9
		Operating Revenue	5,251	9,834	4,583	87.3	22,200	55.3
Loan Servicing Business	IR Loan Servicing	Receivable Outstanding	18,353	13,179	-5,173	-28.2	12,300	-19.7
		No. of Customer Accounts	289,896	300,016	10,120	3.5	-	-
		Total Principal	3,674,545	3,627,421	-47,124	-1.3	-	-
		Purchased Receivables	3,557,733	3,599,350	41,617	1.2	-	-
		Consignment Receivables	116,812	28,071	-88,741	-76.0	-	-
		Operating Revenue	6,118	4,632	-1,486	-24.3	8,500	-33.8
		Collection of Purchased Receivables	5,835	4,321	-1,514	-26.0	-	-

## Affiliates

- ✓ Hokkaido Bank, Hiroshima Bank, Suruga Bank, Juroku Bank, Aomori Bank, HACHIJUNI BANK, NISHI-NIPPON CITY BANK, NAGASAKI BANK, Nanto Bank, HOKURIKU BANK, JyoBank, Gunma Bank, Bank of Iwate, Bank of Tokyo-Mitsubishi UFJ, Yamagata Bank, JibunBank, Seven Bank, Iyo Bank, Daisan Bank (\*2) (19 banks in total)

\*1 Each amount is listed in consolidated basis (Excluding loan business of DC Cash One guaranteed by ACOM).

\*2 ACOM plans to commence the guarantee business in tie-up with The Daisan Bank, Ltd. from November 22, 2010

# Credit Card and Installment Sales Finance Business

(Millions of yen)

		2009/9 Results	2010/9		2011/3 Forecast				
			Results	yoy	%		yoy (%)		
Credit Card Business	ACOM	Receivables Outstanding	29,341	24,149	-5,191	-17.7	21,200	-20.0	
		No. of Customer Accounts	465,956	277,832	-188,124	-40.4	187,700	-49.7	
		Operating Revenue	2,063	1,792	-271	-13.2	3,300	-16.4	
	AFC	Receivables Outstanding	127	33	-93	-73.6	-	-	
		No. of Customer Accounts	1,744	606	-1,138	-65.3	-	-	
		Operating Revenue	11	3	-8	-71.0	-	-	
Installment Sales Finance Business	AFC	Receivables Outstanding	32,834	27,731	-5,103	-15.5	25,400	-15.9	
		No. of Customer Accounts	150,009	133,785	-16,224	-10.8	120,200	-16.3	
		Operating Revenue	1,605	1,497	-108	-6.7	2,800	-12.1	
	EASY BUY	Receivables Outstanding	¥	2,215	1,276	-938	-42.4	1,100	-32.6
			Baht	785	(*1) 469	-316	-40.3	(*3) 399	-32.4
		No. of Customer Accounts	56,266	35,880	-20,386	-36.2	31,100	-31.5	
		Operating Revenue	¥	459	295	-164	-35.8	300	-63.2
Baht	168		(*2) 105	-63	-37.5	(*4) 108	-63.8		

\* AFC=AFRESH CREDIT CO., LTD.

\*1 One baht=2.72 yen (spot exchange rates at the end of June 2010) \*2 One baht= 2.80 yen (average exchange rates from January to June 2010)

\*3 One baht=2.76 yen (spot exchange rates at the end of September 2010) \*4 One baht=2.77 yen (average exchange rates from January to September 2010)



# Policy on Business Withdrawal by a Subsidiary

## Future Management Policy

**AFRESH CREDIT CO., LTD. will terminate accepting new application and entering new installment sales contract by the end of September, 2011, and prepare for business withdrawal**

### Reasons of Business Withdrawal

- ✓ Installment sales finance market is in shrinking trend
- ✓ Concern for increasing management cost due to full enactment of Revised Installment Sales Act



**Review of Business Strategy**



### ACOM Group's Basic Policy

**Concentrate management resources on three main businesses to improve management efficiency and profitability while keeping close relationship with MUFG Group**

- ✓ Loan Business
- ✓ Guarantee Business
- ✓ Loan Servicing Business

### Detail of Subsidiary

**Company Name: AFRESH CREDIT CO., LTD.**  
**Business Outline: Installment Sales Finance Business**  
**Paid-in Capital: 500 million yen**  
**Equity Ownership: Wholly owned by ACOM**

**Trend of Business Results (Receivables, No. of Customer Accounts, and Operating Revenue (Millions of yen)**

	2008/3	2009/3	2010/3	2010/9	2011/3 (Forecast)
Accounts Receivable	32,656	32,681	30,219	27,731	25,400
Customer Accounts	159,260	145,446	143,523	133,785	120,200
Operating Revenue	3,401	3,016	3,186	1,497	2,800



# Forecast for the FY Ending March 2011

(Millions of yen)

2011/3	Consolidated				Non-consolidated			
	Initial Plan	Forecast		Difference	Initial Plan	Forecast		Difference
		Yoy (%)				Yoy (%)		
Operating Revenue	243,900	240,700	-13.7	-3,200	206,000	203,400	-14.6	-2,600
Operating Expenses	211,700	272,600	-0.0	60,900	178,300	240,000	3.2	61,700
Financial Expenses	23,700	21,400	-3.6	-2,300	18,700	16,600	-0.2	-2,100
Provision of Allowance for Doubtful Accounts	96,800	161,400	-	64,600	84,300	149,700	-	65,400
Provision for Loss on Interest Repayment								
Operating Income	32,200	-31,900	-	-64,100	27,700	-36,600	-	-64,300
Ordinary Income	33,000	-31,100	-	-64,100	29,300	-35,400	-	-64,700
Net Income	26,200	-50,900	-	-77,100	25,000	-52,500	-	-77,500

		2007/3	2008/3	2009/3	2010/3	2011/3 Forecast
Consolidated	EPS (yen)	-2,786.19	225.24	86.91	-46.18	-324.90
	Shareholder's equity ratio(%)	22.2	24.9	27.7	29.3	-
Non-consolidated	EPS (yen)	-2,795.68	213.23	107.69	-64.15	-335.12
	Dividend (yen)	100	100	70	10	0
	Interim (2 <sup>nd</sup> Quarter)	70	50	50	5	0
	Year-end	30	50	20	5	0
	Shareholder's equity ratio (%)	23.8	27.9	30.9	31.2	32.3



# ACOM Group's Visions

ACOM is an acronym created from the following three words



Ideal of Foundation

## Sphere of Trust

### Corporate Philosophy

Based on our twin mottos of "respecting people" and "putting customers first," we will continue to pursue an innovative and creative style of corporate management aimed at helping our customers realize happier and more fulfilling personal lives

ACOM Group Code of Ethics

## Management Vision

We aim to become the "leading company" which provide prime satisfactions to as many customers as possible and trusted in the consumer finance industry.

### Mid-term target

Achieve the position of company with top share in personal loan market

### Mid-term objectives

- Strengthening compliance
- Enhance marketing capability to acquire customers
- Improve loan portfolio and fully practice risk control
- Nurture guarantee business to core business
- Expand group collectivity basis
- Realize proper cost structure
- Enhance nurturing our personnel for future growth

### Management Policy for this Fiscal Year

Respond accordingly to environmental changes while challenging to transform our business model to realize the company with the "top share"

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# **Financial Results Highlights**

**The 2<sup>nd</sup> Quarter for the Fiscal Year Ending March 2011**

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- (1) Financial Results (ACOM)
- (2) Influence of Full Enactment of Revised  
Money Lending Business Act
- (3) Major Figures (ACOM)

**Takashi Kiribuchi**  
**Chief General Manager of**  
**Public Relations Department**



# Financial Results (ACOM)

(Millions of yen)

	2010/3 Results	2010/9		2011/3 Forecast		Difference	
		Results	Yoy	%	Yoy (%)		
Operating Revenue (*1)	238,215	109,839	-11,569	-9.5	203,400	-14.6	-2,600
Loan Business	212,839	93,209	-17,093	-15.5	170,000	-20.1	-5,900
Guarantee Business	14,074	9,449	4,136	77.9	21,400	52.1	1,900
Other Businesses	11,301	7,179	1,386	23.9	12,000	6.2	1,400
Operating Expenses (*2)	232,526	139,506	24,381	21.2	240,000	3.2	61,700
Financial Expenses	16,639	8,502	155	1.9	16,600	-0.2	-2,100
Provision of Allowance for Doubtful Accounts	75,058	27,563	-28,158	-50.5	149,700	-	65,400
Provision for Loss on Interest Repayment	58,362	68,402	59,696	685.8			
Other Operating Expenses	82,466	34,338	-8,012	-18.9	73,000	-11.5	-2,300
Operating Income	5,689	-29,666	-	-	-36,600	-	-64,300
Ordinary Income	6,495	-29,071	-	-	-35,400	-	-64,700
Extraordinary Income	2,350	316	-1,752	-84.7	300	-87.2	300
Extraordinary Loss	10,800	14,868	14,474	-	15,800	46.3	11,600
Income Before Income Taxes	-1,954	-43,623	-	-	-50,900	-	-76,000
Income Taxes-deferred	8,002	1,518	-5,197	-77.4	1,500	-81.3	1,500
Net Income	-10,056	-45,171	-	-	-52,500	-	-77,500

\*1 Numbers are based on operating revenue by category

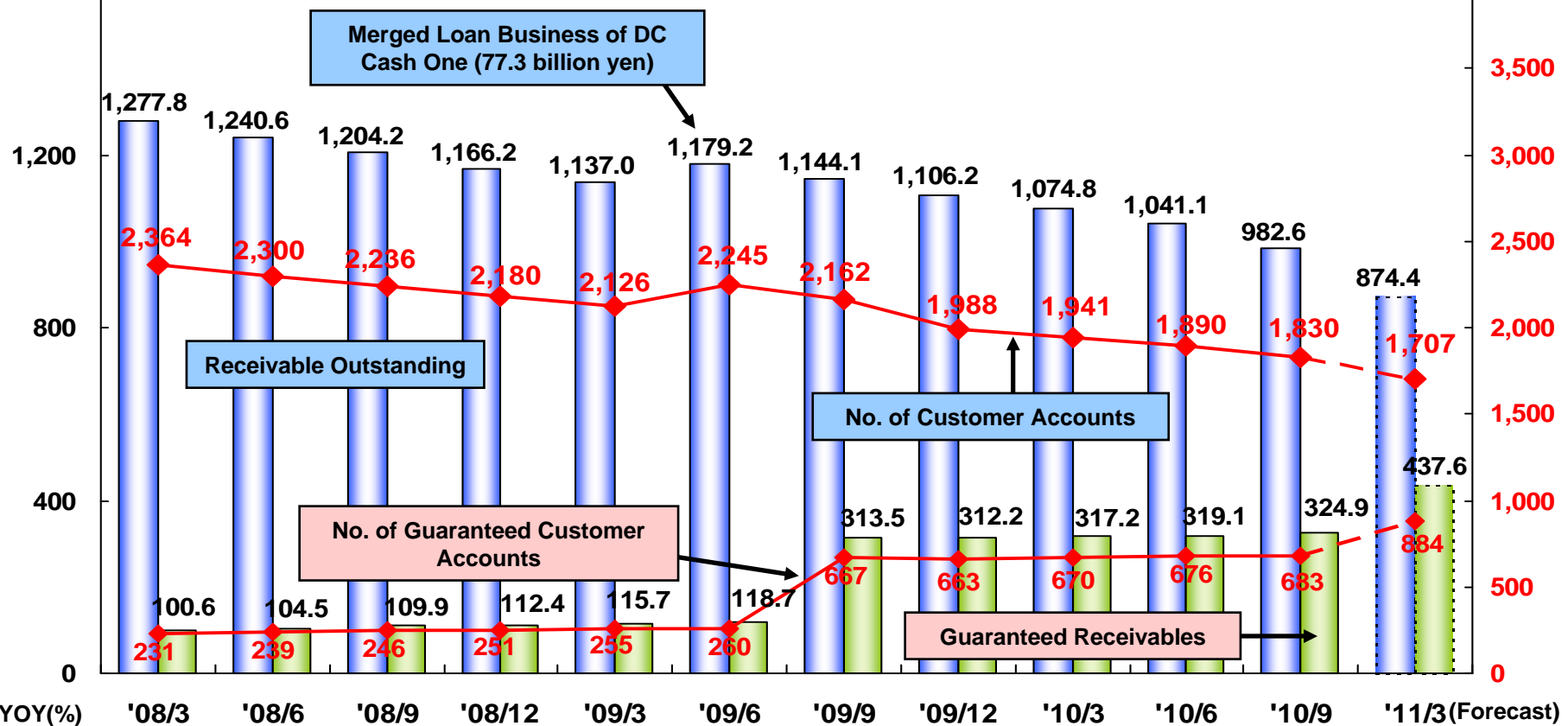
\*2 Operating expenses include cost of goods sold



# Loan and Guarantee Business (ACOM)

(Billions of yen)  
1,600

(Thousands)  
4,000



YOY(%)	'08/3	'08/6	'08/9	'08/12	'09/3	'09/6	'09/9	'09/12	'10/3	'10/6	'10/9	'11/3 (Forecast)
Loan business	-11.6	-11.3	-11.6	-11.2	-11.0	-4.9	-5.0	-5.1	-5.5	-11.7	-14.1	-18.7
Exclude DCC1						-11.0	-11.1	-11.3	-11.6			
Guarantee business	3.9	7.5	12.4	15.7	15.0	13.7	185.1	177.8	174.1	168.7	3.6	37.9

\*1 The numbers of loan business above is unsecured loans for consumers.

\*2 Guaranteed receivables are non-consolidated basis.

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

## ◆ Provision for Loss on Interest Repayment

(Millions of yen)

	2010/3					2011/3			2011/3
	1Q	2Q	3Q	4Q	Total	1Q	2Q	Total	(Forecast)
Provision for Loss on Interest Repayment	738	7,967	12,484	37,173	58,362	2,239	66,163	68,402	-
Interest Repayment	26,291	22,536	20,018	22,002	90,847	21,621	23,924	45,545	-
Interest Repayment (Cash Out Basis)	27,059	23,201	19,972	21,999	92,232	21,669	23,909	45,578	-
Bad Debt Expenses (ACOM's voluntary waiver of repayment)	12,947	12,130	10,066	11,271	46,414	11,318	13,738	25,056	-
Increase or Decrease in Provision for Loss on Interest Repayment	-38,500	-26,700	-17,600	3,900	-78,900	-30,700	28,500	-2,200	-
Provision for Loss on Interest Repayment	244,900	218,200	200,600	204,500		173,800	202,300		-

## ◆ Provision of Allowance for Doubtful Accounts

(Millions of yen)

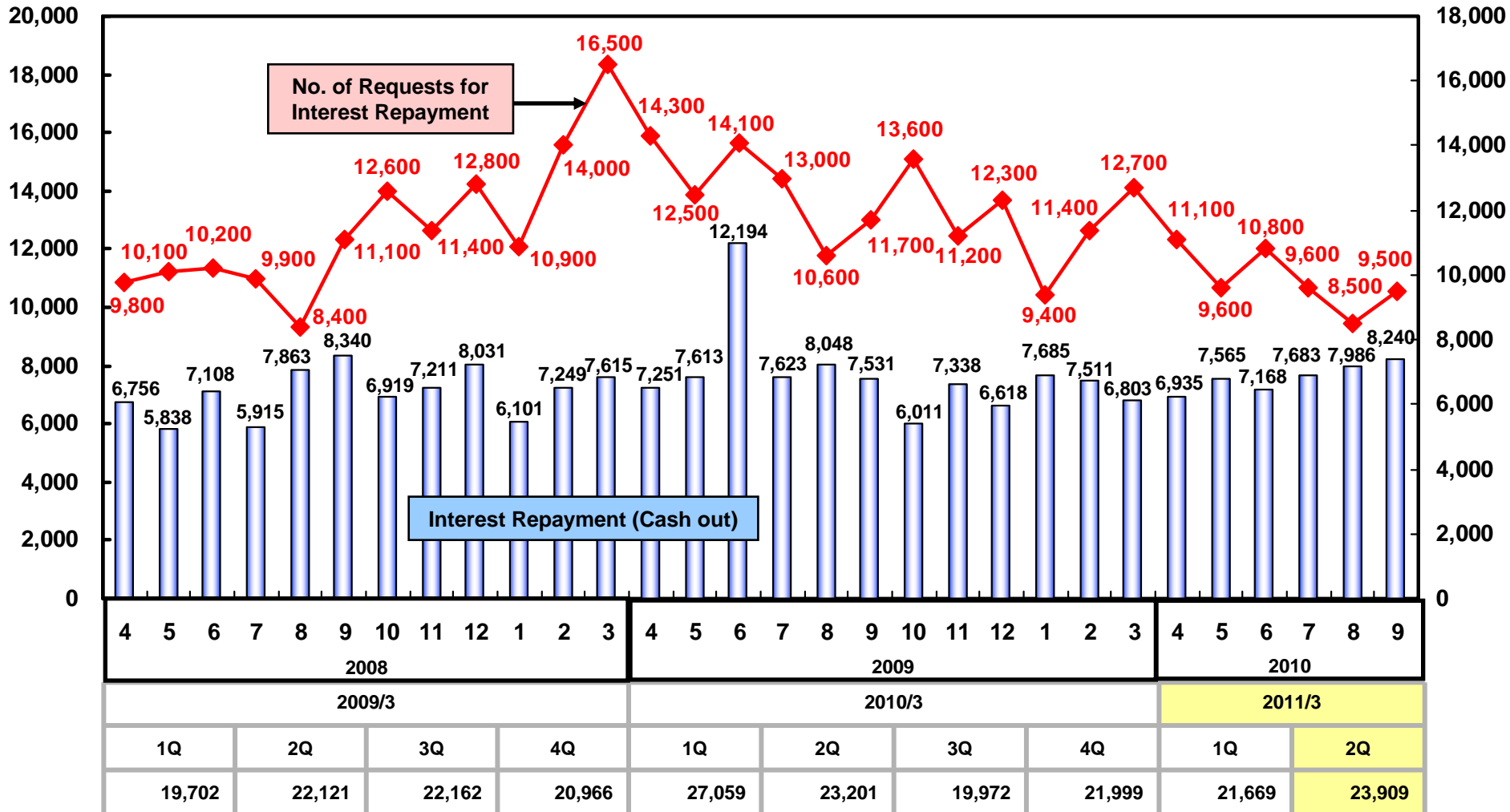
	2009/6	2009/9	2009/12	2010/3	2010/6	2010/9	2011/3
							(Forecast)
Provision of Allowance for Doubtful Accounts	26,713	55,721	77,432	75,058	12,269	27,563	-
Bad Debt Expenses	24,142	49,621	74,312	95,484	17,219	32,769	-
Loss on Sales of Accounts Receivable-operating loans	1,260	3,131	3,131	3,131	-	914	-
Increase or Decrease in Allowance for Doubtful Accounts	3,000	4,699	1,799	-22,276	-4,600	-5,700	-
Increase or Decrease in Provision for Loss on Guarantees	-1,690	-1,731	-1,811	-1,281	-350	-420	-
Allowance for doubtful accounts	87,000	88,700	85,800	61,700	57,100	56,000	-



# Trend of No. of Requests for Interest Repayment and Interest Repayment (Cash Out) (ACOM-1)

## ◆ No. of Requests for Interest Repayment and Interest Repayment (Cash Out Basis) by Month

(Millions of yen)



\* No. of requests which interest repayments occurs as a result of ACOM's recalculation based on the interest ceiling as specified in Interest Rate Restriction Act from claims which lawyers or judicial scriveners accept debt consolidation



# Trend of No. of Requests for Interest Repayment and Interest Repayment (Cash Out) (ACOM-2)

## ◆ No. of Requests for Interest Repayment and Interest Repayment (Cash Out Basis) by Month

(Millions of yen)									
	2009/3			2010/3			2011/3		
	No. of Requests for Interest Repayment	Yoy (%)	Interest Repayment	No. of Requests for Interest Repayment	Yoy (%)	Interest Repayment	No. of Requests for Interest Repayment	Yoy (%)	Interest Repayment
<b>Total</b>	<b>137,700</b>	<b>32.0</b>	<b>84,953</b>	<b>146,800</b>	<b>6.6</b>	<b>92,232</b>	-	-	-
April	9,800	32.4	6,756	14,300	45.9	7,251	11,100	-22.4	6,935
May	10,100	17.4	5,838	12,500	23.8	7,613	9,600	-23.2	7,565
June	10,200	14.6	7,108	14,100	38.2	12,194	10,800	-23.4	7,168
July	9,900	22.2	5,915	13,000	31.3	7,623	9,600	-26.2	7,683
August	8,400	10.5	7,863	10,600	26.2	8,048	8,500	-19.8	7,986
Sep.	11,100	40.5	8,340	11,700	5.4	7,531	9,500	-18.8	8,240
Oct.	12,600	20.0	6,919	13,600	7.9	6,011	-	-	-
Nov.	11,400	23.9	7,211	11,200	-1.8	7,338	-	-	-
Dec.	12,800	50.6	8,031	12,300	-3.9	6,618	-	-	-
Jan.	10,900	39.7	6,101	9,400	-13.8	7,685	-	-	-
Feb.	14,000	42.9	7,249	11,400	-18.6	7,511	-	-	-
March	16,500	65.0	7,615	12,700	-23.0	6,803	-	-	-

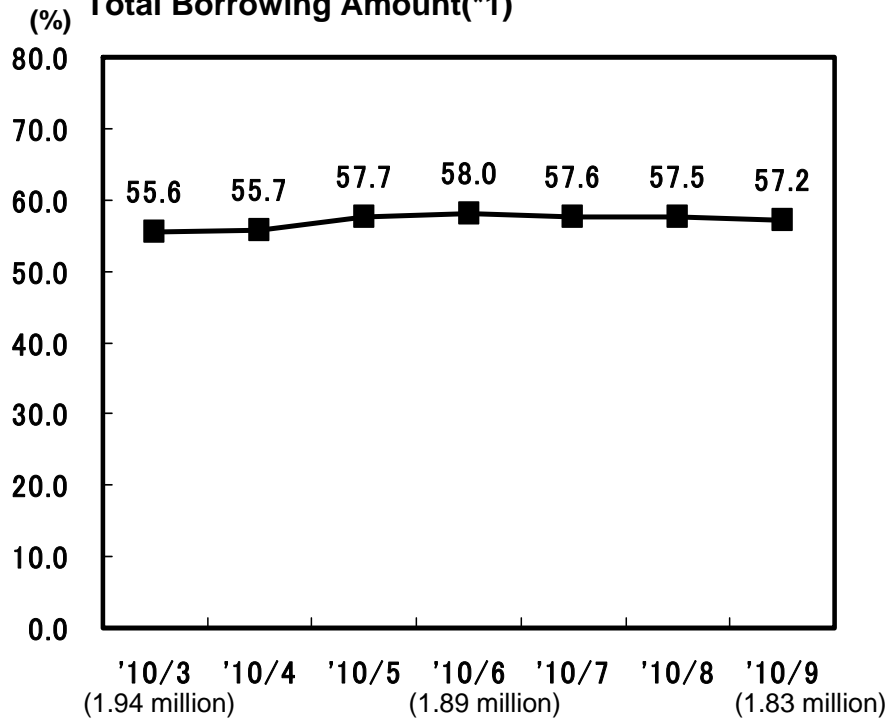
\* No. of requests which interest repayments occurs as a result of ACOM's recalculation based on the interest ceiling as specified in Interest Rate Restriction Act from claims which lawyers or judicial scriveners accept debt consolidation



# Influence of Full Enactment of Revised Money Lending Business Act

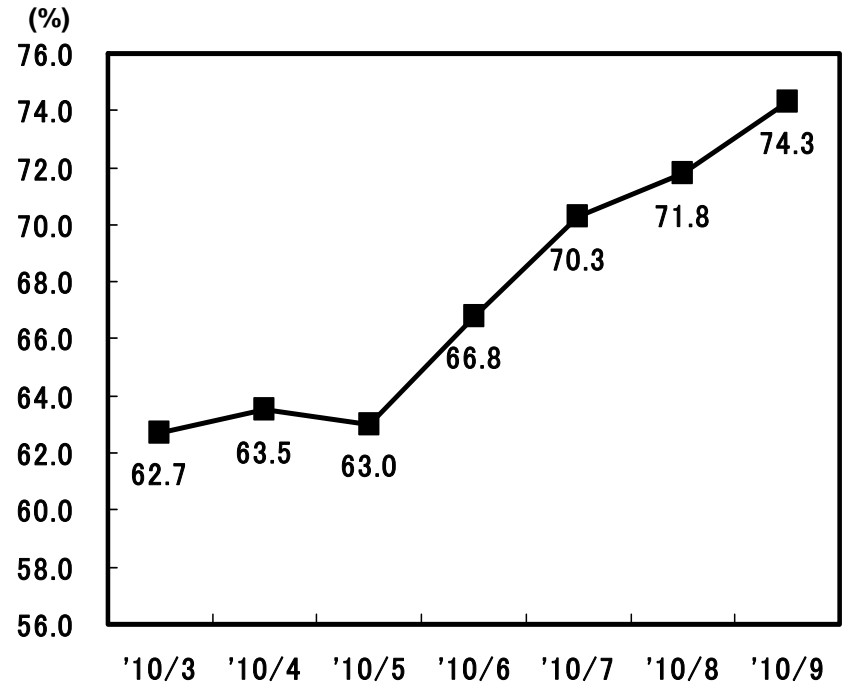
## Impact of Introducing Cap on Total Borrowing Amount

◆ Trend of Customers against the Regulation of Total Borrowing Amount(\*1)



(\*1) Percentage of customers against the revised act  
Population=All customer accounts

◆ Trend of Collection of Income Certificate(\*2)



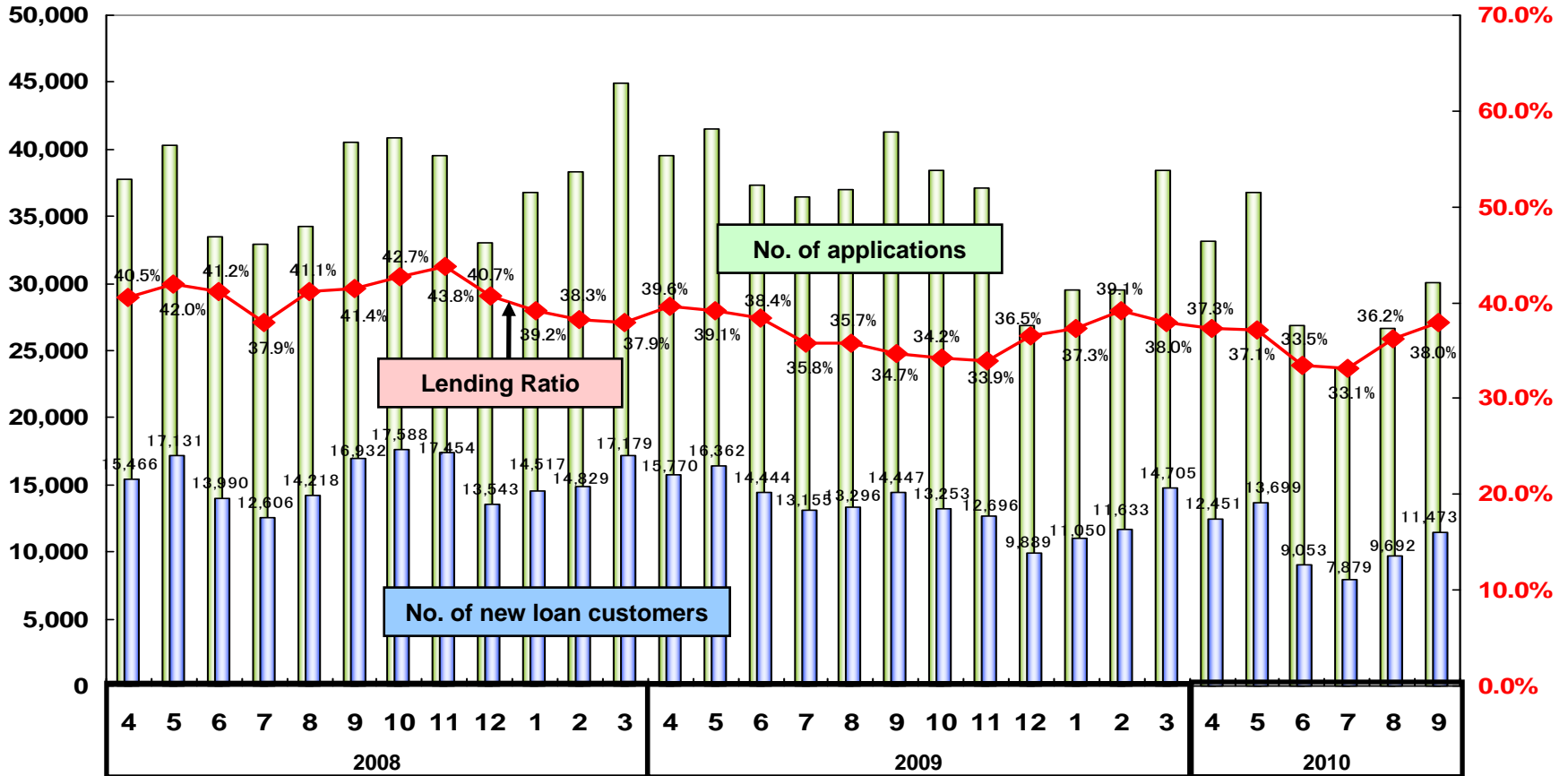
(\*2) Definition of percentage of income certificate collection  
(Meet all conditions listed below)

- 1: Customers capable of further transactions, excluding housewives and solo proprietor
- 2: Customers with balance over half million yen at ACOM, or over one million yen including other lenders
- 3: Customers with balance less than one third of their annual income



# Trend of Lending Ratio, No. of Applications, and New Loan Customers of Loan Business by Month (ACOM)

## ◆ Unsecured Loans for Consumers



Quarterly	2008/6	2008/9	2008/12	2009/3	2009/6	2009/9	2009/12	2010/3	2010/6	2010/9	2011/3 (Forecast)
New Loan Customers	46,587	43,756	48,585	46,525	46,576	40,898	35,838	37,388	35,203	29,044	125,000

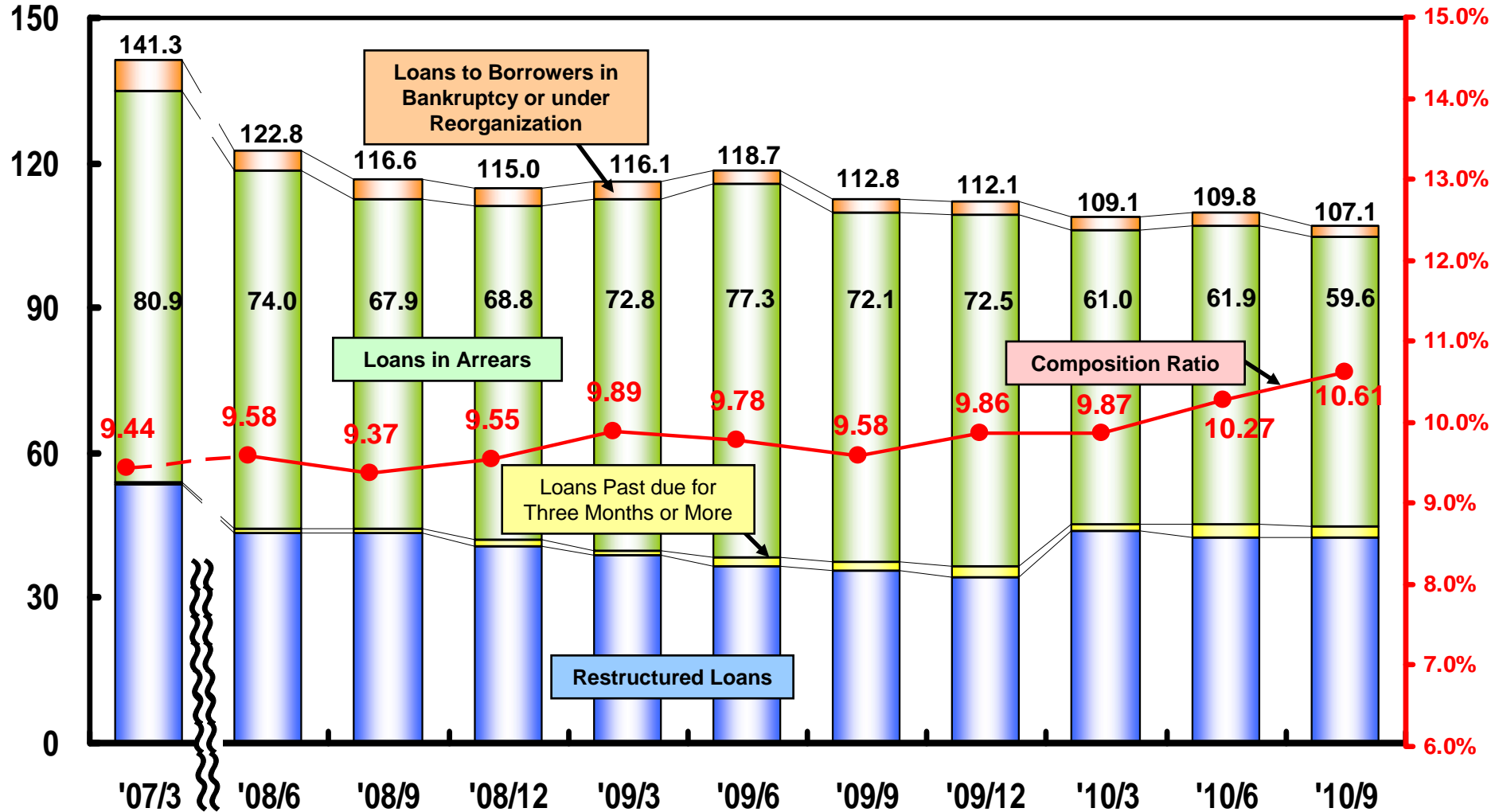
\* No. of applications and new loan customers for tie-up cards are excluded from “No. of Applications” and “Lending Ratio” above.



# Non-performing Loans (ACOM)

## ◆ Non-performing Loans

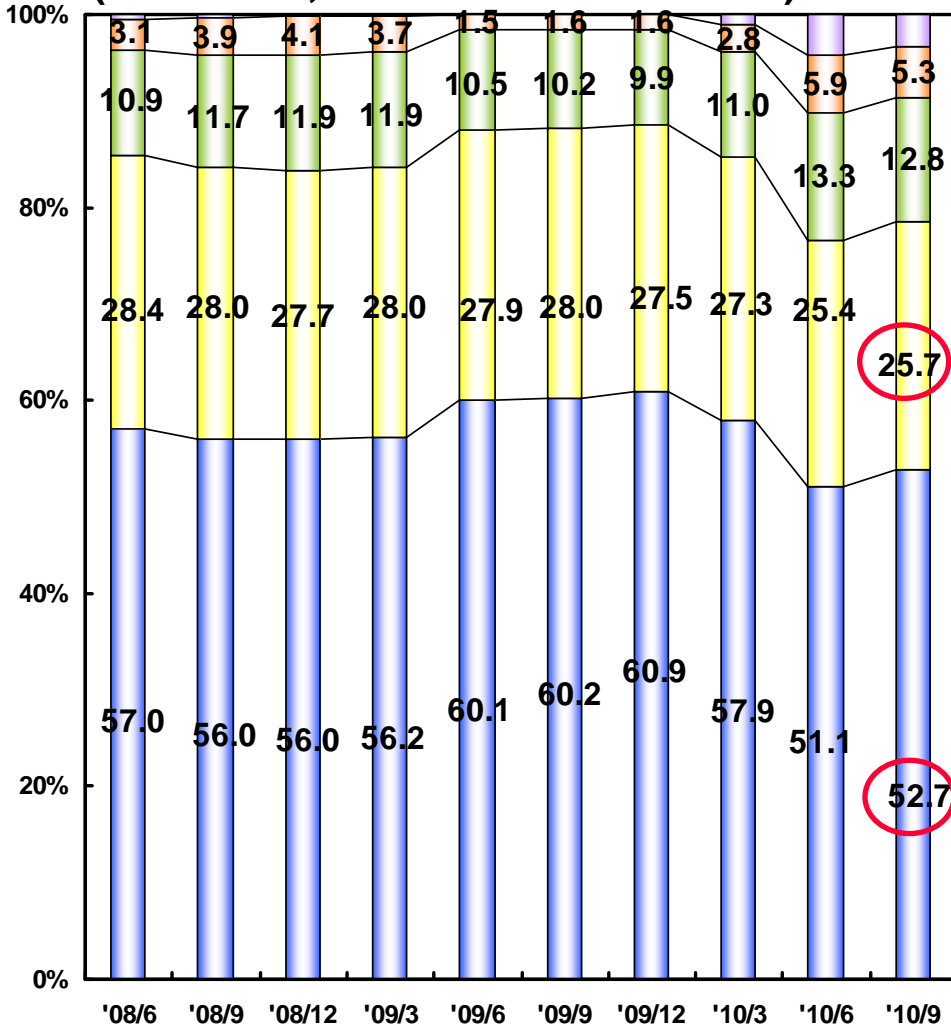
(Billions of yen)



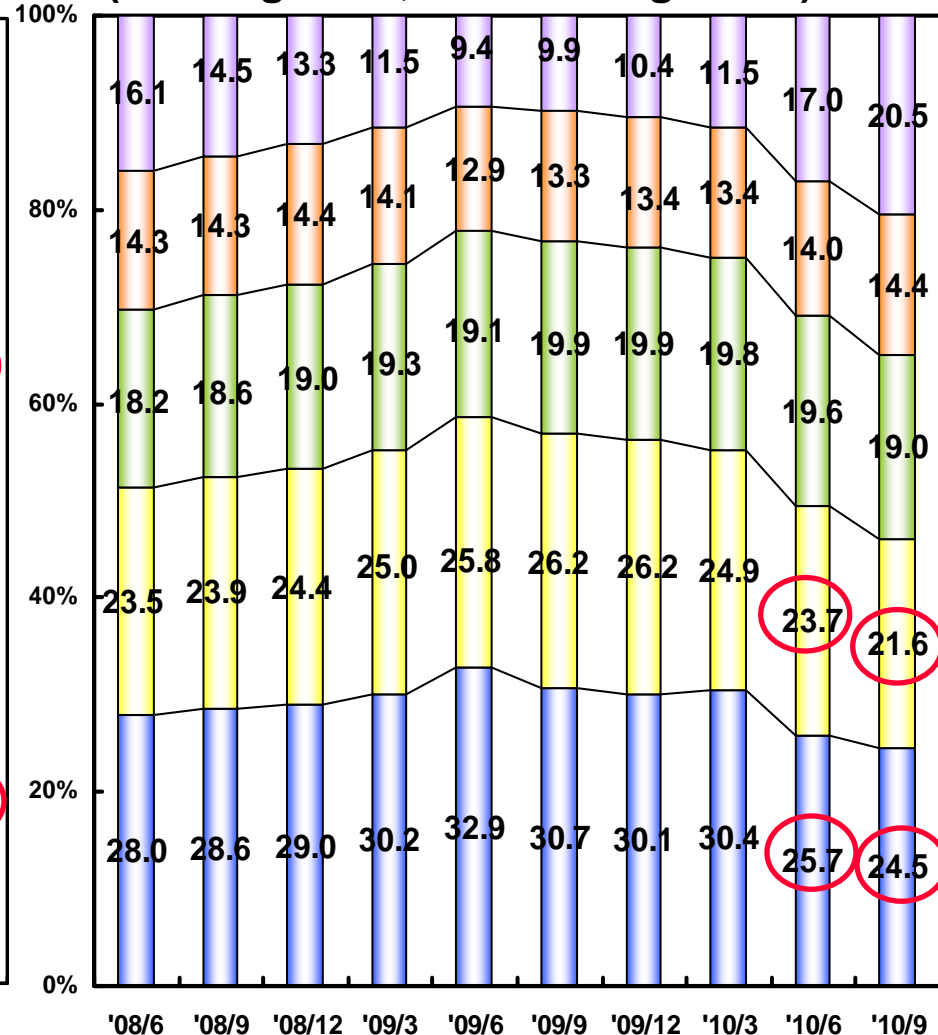


# Trend of Composition Ratio of Loans Receivable Outstanding by Number of Other Lenders (ACOM)

◆ Unsecured Loans for Consumers (New Loan, No. of Accounts Basis)



◆ Unsecured Loans for Consumers (Existing Loan, Outstanding Basis)



No other lenders  
Three other lenders

One other lender  
4 or more lenders

Two other lenders



# Funds Procurements (ACOM)

(Millions of yen)

	2010/3			2010/9			2011/3 (Forecast)		
	Results	C.R. (%)	Yoy (%)	Results	C.R. (%)	Yoy (%)		C.R. (%)	yoy (%)
<b>Borrowings</b>	705,387	100.0	3.6	677,527	100.0	-11.1	622,800	100.0	-11.7
Indirect	463,887	65.8	4.1	436,524	64.4	-14.0	404,700	65.0	-12.8
Direct	241,500	34.2	2.8	241,002	35.6	-5.5	218,100	35.0	-9.7
Straight Bonds	221,500	31.4	-5.7	222,252	32.8	-5.4	-	-	-
Asset Based Lending	20,000	2.8	-	18,750	2.8	-6.3	-	-	-
<b>Fixed</b>	630,422	89.4	2.9	606,209	89.5	-10.8	571,100	91.7	-9.4
<b>Average Nominal Interest Rate on Funds Procured during the Year (%)</b>	1.74			1.82			1.82		
<b>Term Average of Long-term Prime Rate (%)</b>	1.87			1.51			-		
<b>Amount to be paid within one year</b>	221,738			202,033			-		
<b>Cash and Cash Equivalents and Commitment Facilities</b>	217,661			249,154			-		
Cash and Deposits	66,768			78,666			-		
Short-term Loans Receivable	29,992			49,988			-		
Certificate of Deposits	20,900			20,500			-		
Commitment Facilities (Unused amount)	100,000			100,000			-		



## Assumptions on the Forecast for the Fiscal Year Ending March 2011

1. Average Nominal Interest Rate	1.82%
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2. Average Loan Yield	16.76%
(Unsecured Loans for Consumers	16.92%)

3. Financial Expenses	16,600 million yen
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4. Provision of Allowance for Doubtful Accounts and Provision for Loss on Interest Repayments	149,700 million yen
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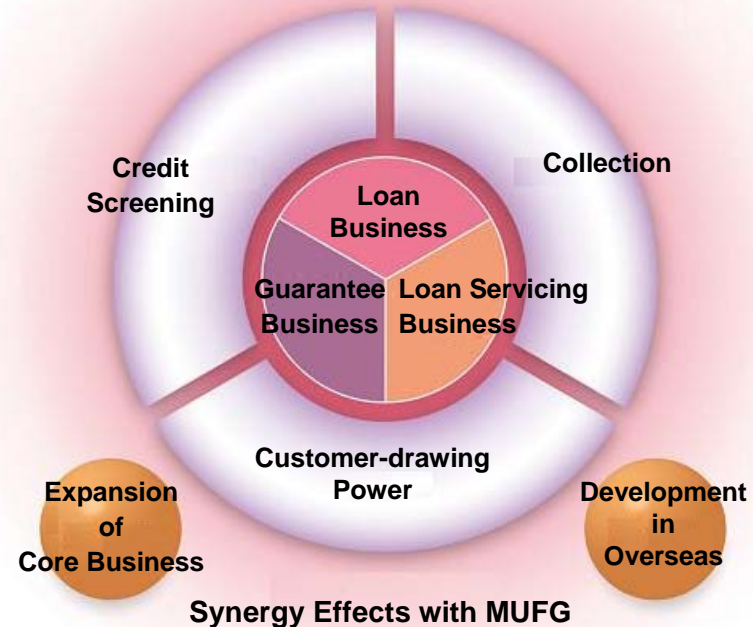
5. Other Operating Expenses	73,000 million yen
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# Moving toward an Entirely New ACOM

## ◆ Restructuring Internal Organization and Strengthening Business Foundation for Next Growth

ACOM is concentrating its management resources in three areas – its mainstay unsecured loan business and its other core guarantee and loan servicing businesses – and will commit to build the stable earning base by further strengthening the business management, restructure internal organization and strengthen business foundation for next growth





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

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