

DATA BOOK

For The Fiscal Year Ended March,2003

ACOM CO.,LTD.

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Notes to DATA BOOK

Notes:1. Forward Looking Statements

The figures contained in this DATA BOOK 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 as a results of various facts. 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 level of interest rates paid on the ACOM's debt and legal limits on interest rates charged by ACOM.

- :2. All amounts less than one million have been truncated. Percentage figures have been as a result of rounding.
- :3. The average balance of unsecured loans for consumers per account in the amount of five hundred yen or more have been rounded upward to the nearest one thousand yen, and that the amounts of adjusted per share data have been as a result of rounding.
- :4. The total amounts shown in the tables may do not necessarily aggregate up with the sums of the individual amounts.
- :5. Estimated growth ratio from year to year have been calculated based on the amount in yen.
- :6. The term "non-interest-bearing balance" refers to fractional balances that arise when loan balances paid back by ATM remittance and other means are less than 1,000 yen. From October 2000, non-interest bearing balance and number of account are included in the receivables outstanding and number of customer accounts.
- :7. From the interim accounting period ended September 30, 2001, figures for financial expenses include bond issue expenses.
- :8. "(E)" indicates estimates.
- :9. "yoy p.p." indicates year on year percentage point.
- :10. "C.R." indicates composition ratio.

1. Consolidated Subsidiaries and Equity-Method Affiliates

Name of Company	Equity owned by ACOM	Summary of business
[Domestic] Consolidated subsidiaries: 10 Equity-method affiliates: 2		
JCK CREDIT CO., LTD.	100%	Installment sales finance and unsecured loan business
IR Loan Servicing, Inc.	80%	Servicing
[Equity-Method Affiliate] ASCOT CO., LTD.	38.25%	Fiduciary business to open up, on the internet, new customers with respect to consumer loans and credit card
[Equity-Method Affiliate] Tokyo-Mitsubishi Cash One Ltd.	35%	Unsecured loan business
ACOM RENTAL CO., LTD.	100%	Comprehensive rental
JLA INCORPORATED	100%	Advertising agency, interior design and construction of service outlets.
ACOM RESEARCH INSTITUTE, INC.	100%	Surveys and research on trend in household expenditures
AJAST Ltd.	25% (75%)	Insurance agency.
ACOM ESTATE CO., LTD.	100%	Management of real estates
ABS CO., LTD.	0% (100%)	Maintenance of buildings and other properties.
A B PARTNER CO., LTD.	100%	Clerical work and temporary personal services.
AVRS CO., LTD.	100%	—
[Overseas] Consolidated Subsidiaries: 6 Equity-Method Affiliate: 1		
SIAM A&C CO., LTD.	49%	Hire purchase and unsecured loan business in Thailand.
[Equity-Method Affiliate] CHAILEASE ACOM FINANCE CO., LTD.	40%	Hire purchase business in Taiwan.
ACOM CAPITAL CO., LTD.	100%	Financial services for ACOM (Special Purpose Company).
ACOM FUNDING CO., LTD.	100%	Financial services for ACOM (Special Purpose Company).
ACOM PACIFIC, INC.	100%	Lease of health resorts in Guam (U.S.A.)
ACOM (U.S.A.) INC.	100%	—
ACOM INTERNATIONAL, INC.	100%	—

Notes: 1. Figures in parentheses are indirect ownership by ACOM CO., LTD.
2. SIAM A&C CO., LTD. started unsecured loan business in July 2001.
3. Tokyo-Mitsubishi Cash One Ltd. started operation in March 4, 2002.
4. JUKI CREDIT CO., LTD. changed its company name to JCK CREDIT CO., LTD. on September 1, 2001.
5. E*NetCard CO., LTD. changed its company name to ASCOT CO., LTD. on August 1, 2001.
6. ACOM FUNDING CO., LTD. was established on July 10, 2002.
7. AVRS CO., LTD., ACOM (U.S.A.) INC., and ACOM INTERNATIONAL, INC. suspended their operation.

Trend in Actual Results and Estimates (Consolidated)

2. Income and Expenses (Consolidated)

(Millions of yen)

	2002/3			2003/3			Consolidated /Unconsolidated ratio	2004/3(E)			Consolidated /Unconsolidated ratio
	(ACOM)	yoy %	Consolidated /Unconsolidated ratio	(ACOM)	yoy %	yoy %		(ACOM)	yoy %	yoy %	
Operating Income	414,918 (400,818)	10.4	1.035	437,572 (419,258)	22,654	5.5	1.044	437,100 (414,400)	-454	-0.1	1.055
Operating Expenses	243,669 (231,857)	13.1	—	290,877 (276,677)	47,207	19.4	—	309,200 (291,900)	18,341	6.3	—
Provision for Bad Debts	72,100 (69,984)	30.1	—	115,671 (112,108)	43,571	60.4	—	131,240 (127,660)	15,578	13.5	—
Operating Profit	171,248 (168,961)	6.8	1.014	146,695 (142,581)	-24,553	-14.3	1.029	127,900 (122,500)	-18,795	-12.8	1.044
Non-operating Income	2,027 (2,126)	16.1	—	1,380 (2,118)	-646	-31.9	—	1,000 (1,900)	-345	-25.0	—
Non-operating Expenses	1,440 (407)	15.6	—	3,831 (197)	2,391	166.0	—	2,600 (100)	-1,211	-31.6	—
Income Before Extraordinary Items	171,836 (170,680)	6.9	1.007	144,244 (144,502)	-27,591	-16.1	0.998	126,300 (124,300)	-17,929	-12.4	1.016
Income Before Income Taxes	166,880 (163,767)	7.8	—	134,414 (134,582)	-32,466	-19.5	—	125,100 (123,100)	-9,278	-6.9	—
Net Income	95,637 (94,777)	17.5	1.009	75,096 (77,489)	-20,540	-21.5	0.969	70,200 (71,400)	-4,805	-6.4	0.983

3. Operating Income (Consolidated)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Operating Income	—	—	343,644	—	375,674	9.3	414,918	10.4	437,572	5.5	437,100	-0.1
Loan Business	—	—	323,306	—	348,295	7.7	380,553	9.3	398,057	4.6	394,400	-0.9
Credit Card Business	—	—	464	—	2,353	407.3	3,771	60.2	5,096	35.1	5,600	9.9
Installment Sales Finance Business	—	—	11,745	—	17,446	48.5	23,595	35.2	25,725	9.0	23,800	-7.5
Guarantee Business	—	—	—	—	—	—	319	—	1,866	483.8	5,100	173.2
Loan Servicing Business	—	—	—	—	—	—	191	—	925	383.9	1,600	72.9
Rental Business	—	—	6,719	—	5,569	-17.1	3,853	-30.8	3,629	-5.8	3,800	4.7
Others	—	—	1,407	—	2,009	42.8	2,634	31.1	2,271	-13.8	2,800	23.3

3-2 Composition Ratio of Operating Income (Consolidated)

(%)

	1999/3	2000/3	2001/3	2002/3	2003/3	2004/3(E)
Operating Income	—	100.0	100.0	100.0	100.0	100.0
Loan Business	—	94.1	92.7	91.7	91.0	90.2
Credit Card Business	—	0.1	0.6	0.9	1.2	1.3
Installment Sales Finance Business	—	3.4	4.7	5.7	5.9	5.4
Guarantee Business	—	—	—	0.1	0.4	1.2
Loan Servicing Business	—	—	—	0.0	0.2	0.4
Rental Business	—	2.0	1.5	0.9	0.8	0.9
Others	—	0.4	0.5	0.7	0.5	0.6

4. Receivables Outstanding by Segment (Consolidated)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Receivables Outstanding (Millions of yen)	—		1,478,703	—	1,720,616	16.4	1,888,413	9.8	1,941,244	2.8	1,933,210	-0.4
Loans Business	—		1,347,757	—	1,497,045	11.1	1,618,660	8.1	1,660,256	2.6	1,664,570	0.3
ACOM CO., LTD.	—		1,347,757	—	1,496,237	11.0	1,616,837	8.1	1,652,890	2.2	1,652,100	0.0
JCK CREDIT CO., LTD.	—		—	—	808	—	327	-59.5	153	-53.1	70	-49.3
SIAM A&C CO., LTD.	—		—	—	—	—	1,495	—	7,212	382.3	12,400	71.9
Credit Card Business	—		6,359	—	19,735	210.3	32,102	62.7	41,850	30.4	43,340	3.6
ACOM MasterCard	—		6,167	—	19,157	210.6	31,388	63.8	41,114	31.0	42,730	3.9
JCK CREDIT CO., LTD.	—		—	—	405	—	624	54.1	684	9.6	590	-13.2
SIAM A&C CO., LTD.	—		—	—	—	—	—	—	—	—	—	—
Installment Sales Finance Business	—		124,586	—	203,834	63.6	237,502	16.5	237,948	0.2	223,500	-6.1
ACOM CO., LTD.	—		121,933	—	150,581	23.5	161,247	7.1	153,203	-5.0	141,250	-7.8
JCK CREDIT CO., LTD.	—		—	—	49,112	—	69,996	42.5	77,338	10.5	71,730	-7.2
SIAM A&C CO., LTD.	—		2,652	—	4,140	56.1	6,258	51.1	7,406	18.3	10,520	42.1
Loan Servicing Business	—		—	—	—	—	147	—	1,189	706.5	1,800	58.4

5. Number of Customer Accounts by Segment (Consolidated)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Loan Business	—	—	2,669,016	—	2,898,760	8.6	3,058,274	5.5	3,161,304	3.4	3,175,980	0.5
ACOM CO., LTD.	—	—	2,669,016	—	2,893,789	8.4	3,035,706	4.9	3,032,330	-0.1	2,980,400	-1.7
JCK CREDIT CO., LTD.	—	—	—	—	4,971	—	2,719	-45.3	1,122	-58.7	480	-56.7
SIAM A&C CO., LTD.	—	—	—	—	—	—	19,849	—	127,852	544.1	195,100	52.6
Credit Card Business	—	—	404,941	—	781,590	93.0	1,016,544	30.1	1,021,131	0.5	1,030,000	0.9
ACOM MasterCard	—	—	380,396	—	752,509	97.8	1,004,118	33.4	1,014,845	1.1	1,024,500	1.0
JCK CREDIT CO., LTD.	—	—	—	—	3,238	—	4,952	52.9	6,004	21.2	5,250	-12.5
SIAM A&C CO., LTD.	—	—	—	—	—	—	—	—	—	—	—	—
Installment Sales Finance	—	—	415,065	—	768,882	85.2	905,725	17.8	991,162	9.4	1,033,840	4.3
ACOM CO., LTD.	—	—	358,400	—	446,217	24.5	486,532	9.0	479,182	-1.5	445,000	-7.1
JCK CREDIT CO., LTD.	—	—	—	—	212,068	—	246,786	16.4	263,202	6.7	230,400	-12.5
SIAM A&C CO., LTD.	—	—	56,665	—	110,597	95.2	172,407	55.9	248,778	44.3	358,440	44.1
Loan Servicing Business	—	—	—	—	—	—	1,468	—	10,540	618.0	—	—

Notes :1.Loan Business: Number of customer accounts with outstanding that includes non-interest bearing balance.

:2.ACUM MasterCard: Cardholders.

:3.Installment Sales Finance Business: Number of contracts with receivables outstanding.

:4.Loan Servicing Business: Number of accounts for purchased loans.

6. Income and Expenses (ACOM)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Operating Income	310,521	9.1	341,767	10.1	366,712	7.3	400,818	9.3	419,258	4.6	414,400	-1.2
Loan Business	286,359	8.6	316,490	10.5	341,456	7.9	373,235	9.3	388,483	4.1	380,800	-2.0
Operating Expenses	183,412	7.9	197,392	7.6	208,205	5.5	231,857	11.4	276,677	19.3	291,900	5.5
Financial Expenses	28,777	-3.6	29,250	1.6	28,933	-1.1	28,622	-1.1	29,585	3.4	27,100	-8.4
Provision for Bad Debts	39,755	32.4	47,461	19.4	51,654	8.8	69,997	35.5	112,108	60.2	127,660	13.9
Other Operating Expenses	113,349	3.4	120,432	6.2	127,535	5.9	133,237	4.5	134,878	1.2	137,140	1.7
Operating Profit	127,109	10.9	144,374	13.6	158,507	9.8	168,961	6.6	142,581	-15.6	122,500	-14.1
Non-operating Income	1,324	-12.7	1,319	-0.4	1,670	26.6	2,126	27.3	2,118	-0.4	1,900	-9.4
Non-operating Expenses	993	-21.0	2,958	197.9	1,115	-62.3	407	-63.5	197	-51.6	100	-50.8
Income Before Extraordinary Items	127,440	10.9	142,735	12.0	159,062	11.4	170,680	7.3	144,502	-15.3	124,300	-14.0
Extraordinary Income	28	153.8	656	—	1,561	137.8	1	-99.9	5	202.6	—	—
Extraordinary Losses	4,418	-55.4	3,178	-28.1	7,708	142.6	6,914	-10.3	9,925	43.5	1,200	-87.1
Loss on Sales of Fixed Assets	2,027	-73.4	2,085	2.9	3,854	84.8	5,579	44.8	5,914	6.0	450	-92.3
Loss on Revaluation of Investments in Securities	549	-44.6	106	-80.7	1,340	—	411	-69.3	2,706	557.7	—	—
Income Before Income Taxes	123,049	17.2	140,213	13.9	152,915	9.1	163,767	7.1	134,582	-17.8	123,100	-8.5
Income Taxes, current	66,550	9.2	69,030	3.7	74,950	8.6	79,360	5.9	68,070	-14.2	58,300	-14.4
Enterprise Taxes	13,150	6.6	13,220	0.5	14,350	8.5	16,960	18.2	14,570	-14.1	12,500	-13.6
Income Taxes, deferred	—	—	-2,854	—	-2,791	-2.2	-10,370	271.4	-10,977	5.9	-6,600	-39.9
Net Income	56,499	28.3	74,038	31.0	80,757	9.1	94,777	17.4	77,489	-18.2	71,400	-7.9

Trend in Actual Results and Estimates (Non-Consolidated)

7. Operating Income (ACOM)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Operating Income	310,521	9.1	341,767	10.1	366,712	7.3	400,818	9.3	419,258	4.6	414,400	-1.2
Loan Business	286,359	8.6	316,490	10.5	341,456	7.9	373,235	9.3	388,483	4.1	380,800	-2.0
Unsecured Loans	278,684	8.6	308,205	10.6	333,349	8.2	365,091	9.5	380,090	4.1	372,200	-2.1
Consumers	278,452	8.5	307,697	10.5	332,936	8.2	364,814	9.6	379,923	4.1	372,100	-2.0
Commercials	232	—	508	118.8	413	-18.7	277	-32.9	167	-39.7	100	-40.3
Secured Loans	7,675	9.1	8,284	7.9	8,106	-2.2	8,143	0.5	8,393	3.1	8,600	2.5
Credit Card Business	15	99.8	451	—	2,323	414.8	3,692	58.9	4,986	35.0	5,500	10.4
ACOM MasterCard	—	—	428	—	2,298	436.1	3,676	59.9	4,952	34.7	5,500	11.1
Installment Sales Finance Business	8,364	41.1	11,136	33.1	14,287	28.3	16,278	13.9	16,166	-0.7	14,500	-10.5
Guarantee Business	—	—	—	—	—	—	319	—	1,866	483.8	5,100	173.2
Rental Business	7,507	-12.1	6,395	-14.8	1,591	-75.1	—	—	—	—	—	—
Audio-Visual Software	4,247	-18.3	3,007	-29.2	1,591	-47.1	—	—	—	—	—	—
Hardware	3,149	-0.8	3,388	7.6	—	—	—	—	—	—	—	—
Other	110	-33.6	—	—	—	—	—	—	—	—	—	—
Sales	1,755	142.7	320	-81.7	103	-67.7	—	—	105	—	—	—
Others	6,519	13.7	6,972	7.0	6,950	-0.3	7,292	4.9	7,651	4.9	8,500	11.1
Collection of Bad Debts Deducted	5,265	11.6	6,134	16.5	6,508	6.1	6,938	6.6	6,430	-7.3	7,300	13.6

7-2. Composition Ratio of Operating Income (ACOM)

(%)

	1999/3	2000/3	2001/3	2002/3	2003/3	2004/3(E)
Operating Income	100.0	100.0	100.0	100.0	100.0	100.0
Loan Business	92.2	92.6	93.1	93.1	92.7	91.9
Credit Card Business	0.0	0.1	0.6	0.9	1.2	1.3
Installment Sales Finance Business	2.7	3.3	3.9	4.1	3.9	3.5
Guarantee Business	—	—	—	0.1	0.4	1.2
Rental Business	2.4	1.9	0.5	—	—	—
Sales	0.6	0.1	0.0	—	0.0	—
Others	2.1	2.0	1.9	1.8	1.8	2.1

Trend in Actual Results and Estimates (Non-Consolidated)

8. Operating Expenses (ACOM)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Operating Expenses	183,412	7.9	197,392	7.6	208,205	5.5	231,857	11.4	276,677	19.3	291,900	5.5
Financial Expenses	28,777	-3.6	29,250	1.6	28,933	-1.1	28,622	-1.1	29,585	3.4	27,100	-8.4
Cost of Sales	1,529	167.1	247	-83.8	81	-67.1	—	—	104	—	—	—
Provision for Bad Debts	39,755	32.4	47,461	19.4	51,654	8.8	69,997	35.5	112,108	60.2	127,660	13.9
Bad Debt Write-offs	32,355	17.9	37,461	15.8	44,392	18.5	54,251	22.2	81,608	50.4	103,800	27.2
Additional Allowance for Bad Debts	7,400	184.6	10,000	35.1	7,261	-27.4	15,733	116.7	30,039	90.9	23,200	-22.8
Additional Allowance for Loss on Debt Guarantees	—	—	—	—	—	—	12	—	461	—	660	43.1
Other Operating Expenses	113,349	3.4	120,432	6.2	127,535	5.9	133,237	4.5	134,878	1.2	137,140	1.7
Personnel Costs	33,179	-5.4	35,200	6.1	34,125	-3.1	35,782	4.9	36,869	3.0	37,300	1.2
Advertising and Promotional Expenses	13,513	-6.3	15,693	16.1	20,216	28.8	19,304	-4.5	15,853	-17.9	14,900	-6.0
Administrative Expenses	14,857	6.2	15,770	6.1	15,242	-3.3	15,487	1.6	15,851	2.4	15,300	-3.5
Expenses for Computer Operation and Development	19,189	26.9	18,617	-3.0	20,070	7.8	23,336	16.3	23,311	-0.1	22,100	-5.2
Fees	8,782	37.0	9,515	8.3	9,761	2.6	11,241	15.2	12,119	7.8	13,150	8.5
Insurance Expenses	3,272	22.3	5,776	76.5	6,578	13.9	6,247	-5.0	8,782	40.6	9,700	10.1
Depreciation Expenses	5,112	5.1	4,741	-7.2	4,211	-11.2	3,829	-9.1	3,428	-10.5	3,050	-10.9
Taxes and Other Public Charges	5,633	7.2	5,737	1.8	6,568	14.5	6,851	4.3	6,625	-3.3	6,600	-0.5
Others	9,807	-16.8	9,380	-4.4	10,759	14.7	11,156	3.7	12,036	7.9	15,040	25.3
Market Development Expense	—	—	—	—	—	—	—	—	—	—	1,000	—
Primary Expense	—	—	—	—	—	—	—	—	—	—	1,000	—

8-2. Ratio of Operating Expenses to Operating Income (ACOM)

(%)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy p.p.		yoy p.p.		yoy p.p.		yoy p.p.		yoy p.p.		yoy p.p.
Operating Expenses	59.1	-0.6	57.8	-1.3	56.8	-1.0	57.8	1.0	66.0	8.2	70.4	4.4
Financial Expenses	9.3	-1.2	8.6	-0.7	7.9	-0.7	7.1	-0.8	7.1	0.0	6.5	-0.6
Cost of Sales	0.5	0.3	0.1	-0.4	0.0	-0.1	—	—	0.0	0.0	—	0.0
Provision for Bad Debts	12.8	2.2	13.9	1.1	14.1	0.2	17.5	3.4	26.7	9.2	30.8	4.1
Bad Debt Write-offs	10.4	0.7	11.0	0.6	12.1	1.1	13.6	1.5	19.5	5.9	25.0	5.5
Additional Allowance for Bad Debts	2.4	1.5	2.9	0.5	2.0	-0.9	3.9	1.9	7.1	3.2	5.6	-1.5
Additional Allowance for Loss on Debt Guarantees	—	—	—	—	—	—	0.0	0.0	0.1	0.1	0.2	0.1
Other Operating Expenses	36.5	-1.9	35.2	-1.3	34.8	-0.4	33.2	-1.6	32.2	-1.0	33.1	0.9
Personnel Costs	10.7	-1.6	10.3	-0.4	9.3	-1.0	8.9	-0.4	8.8	-0.1	9.0	0.2
Advertising and Promotional Expenses	4.3	-0.8	4.6	0.3	5.5	0.9	4.8	-0.7	3.8	-1.0	3.6	-0.2
Administrative Expenses	4.8	-0.1	4.6	-0.2	4.2	-0.4	3.9	-0.3	3.8	-0.1	3.7	-0.1
Expenses for Computer Operation and Development	6.2	0.9	5.4	-0.8	5.5	0.1	5.8	0.3	5.5	-0.3	5.3	-0.2
Fees	2.8	0.5	2.8	0.0	2.7	-0.1	2.8	0.1	2.9	0.1	3.2	0.3
Insurance Expenses	1.1	0.2	1.7	0.6	1.8	0.1	1.6	-0.2	2.1	0.5	2.3	0.2
Depreciation Expenses	1.6	-0.1	1.4	-0.2	1.1	-0.3	0.9	-0.2	0.8	-0.1	0.7	-0.1
Taxes and Other Public Charges	1.8	0.0	1.7	-0.1	1.8	0.1	1.7	-0.1	1.6	-0.1	1.6	0.0
Others	3.2	-0.9	2.7	-0.5	2.9	0.2	2.8	-0.1	2.9	0.1	3.7	0.8
Market Development Expense	—	—	—	—	—	—	—	—	—	—	0.2	0.2
Primary Expense	—	—	—	—	—	—	—	—	—	—	0.2	0.2

Note: Ratio of operating expenses to operating income = Operating expenses/Operating income

9. Receivables Outstanding (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Receivables Outstanding (Millions of yen)	1,297,689	13.1	1,476,050	13.7	1,666,149	12.9	1,809,564	8.6	1,847,259	2.1	1,836,100	-0.6
Loans Business	1,206,401	11.4	1,347,757	11.7	1,496,237	11.0	1,616,837	8.1	1,652,890	2.2	1,652,100	0.0
Unsecured Loans	1,133,197	11.6	1,273,899	12.4	1,428,196	12.1	1,548,894	8.5	1,582,751	2.2	1,579,800	-0.2
Consumers	1,131,255	11.4	1,271,865	12.4	1,426,696	12.2	1,547,850	8.5	1,582,125	2.2	1,579,400	-0.2
Commercials	1,941	—	2,034	4.8	1,499	-26.3	1,043	-30.4	625	-40.1	400	-36.1
Secured Loans	73,204	7.9	73,857	0.9	68,041	-7.9	67,942	-0.1	70,139	3.2	72,300	3.1
Real Estate Card Loan	42,744	15.1	45,454	6.3	49,663	9.3	53,509	7.7	56,852	6.2	—	—
Credit Card Business	135	42.5	6,359	—	19,330	204.0	31,478	62.8	41,166	30.8	42,750	3.8
ACOM MasterCard	—	—	6,167	—	19,157	210.6	31,388	63.8	41,114	31.0	42,730	3.9
Installment Sales Finance Business	91,152	42.9	121,933	33.8	150,581	23.5	161,247	7.1	153,203	-5.0	141,250	-7.8
Average Balance of Unsecured Loans for Consumers per Account (Thousands of yen)	442	6.5	479	8.4	496	3.5	512	3.2	524	2.3	533	1.7
					(513)	(7.1)	(541)	(5.5)				

(Reference)

Guaranteed loans receivable	—	—	—	—	—	—	9,539	—	57,926	—	110,000	89.9
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Note: The figures in brackets represent the amounts of loans exclusive of non-interest-bearing balance.

10. Number of Customer Accounts (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Loan Business	2,572,127	4.6	2,669,016	3.8	2,893,789	8.4	3,035,706	4.9	3,032,330	-0.1	2,980,400	-1.7
					(2,796,743)	(4.8)	(2,873,888)	(2.8)				
Unsecured Loans	2,559,255	4.6	2,655,803	3.8	2,880,304	8.5	3,021,780	4.9	3,017,837	-0.1	2,965,500	-1.7
					(2,783,290)	(4.8)	(2,860,021)	(2.8)				
Consumers	2,558,273	4.6	2,654,651	3.8	2,879,293	8.5	3,020,908	4.9	3,017,176	-0.1	2,965,000	-1.7
					(2,782,279)	(4.8)	(2,859,149)	(2.8)				
Commercials	982	—	1,152	17.3	1,011	-12.2	872	-13.7	661	-24.2	500	-24.4
Secured Loans	12,872	9.5	13,213	2.6	13,485	2.1	13,926	3.3	14,493	4.1	14,900	2.8
Credit Card Business	22,132	—	404,941	—	778,352	92.2	1,011,592	30.0	1,015,127	0.3	1,024,750	0.9
ACOM MasterCard	—	—	380,396	—	752,509	97.8	1,004,118	33.4	1,014,845	1.1	1,024,500	1.0
Installment Sales Finance	286,327	31.7	358,400	25.2	446,217	24.5	486,532	9.0	479,182	-1.5	445,000	-7.1

Notes :1.Loan Business: Number of customer accounts with outstanding balance.

:2.ACOM MasterCard: Cardholders.

:3.Others: "ACOSIS," a system for settling Internet shopping transaction and others.

:4.Installment Sales Finance Business: Number of contracts with receivables outstanding.

:5.The figures in brackets represent the number of loan customer accounts exclusive of non-interest-bearing balance.

Trend in Actual Results and Estimates (Non-Consolidated)

11. Number of New Loan Customers (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Number of New Loan Customers	453,123	-5.0	427,886	-5.6	443,100	3.6	443,538	0.1	408,146	-8.0	386,410	-5.3
Unsecured Loans	452,770	-5.0	427,367	-5.6	442,110	3.4	442,184	0.0	406,693	-8.0	385,010	-5.3
Consumers	452,747	-5.0	427,345	-5.6	442,092	3.5	442,165	0.0	406,685	-8.0	385,000	-5.3
Commercials	23	155.6	22	-4.3	18	-18.2	19	5.6	8	-57.9	10	25.0
Secured Loans	353	29.3	519	47.0	990	90.8	1,354	36.8	1,453	7.3	1,400	-3.6

12. Number of Loan Business Outlets (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy		yoy		yoy		yoy		yoy		yoy
Number of Loan Business Outlets	1,521	395	1,635	114	1,741	106	1,761	20	1,716	-45	1,723	7
Staffed	509	-7	512	3	521	9	521	0	468	-53	406	-62
Unstaffed	1,012	402	1,123	111	1,220	97	1,240	20	1,248	8	1,317	69

13. MUJINKUN (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy		yoy		yoy		yoy		yoy		yoy
Number of MUJINKUN Outlets	1,507	401	1,623	116	1,733	110	1,749	16	1,705	-44	1,715	10
Number of MUJINKUN Machines	1,509	401	1,625	116	1,735	110	1,751	16	1,706	-45	1,716	10

14. Cash Dispensers and ATMs (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy		yoy		yoy		yoy		yoy		yoy
Number of Cash Dispensers and ATMs	14,594	2,543	18,478	3,884	30,819	12,341	49,777	18,958	69,215	19,438	—	—
Proprietary	1,824	403	1,944	120	2,053	109	2,068	15	2,026	-42	2,028	2
Open 365 Days/Year	1,814	404	1,937	123	2,046	109	2,059	13	2,020	-39	—	—
Open 24 Hours/Day	1,507	405	1,633	126	1,755	122	1,773	18	1,749	-24	—	—
Tie-up	12,770	2,140	16,534	3,764	28,766	12,232	47,709	18,943	67,189	19,480	—	—
Others	—	—	—	—	7,611	7,611	7,611	0	7,621	10	—	—

Note: "Others" indicates receipt of payment by convenience stores under an agency agreement.

15. Employees (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy		yoy		yoy		yoy		yoy		yoy
Number of Employees	4,258	-29	4,314	56	4,321	7	4,366	45	4,405	39	4,232	-173
Head Office	664	39	658	-6	653	-5	756	103	825	69	830	5
Credit Supervision related	191	23	184	-7	219	35	241	22	302	61	348	46
Financial Service Business Division	3,468	95	3,552	84	3,668	116	3,610	-58	3,580	-30	3,402	-178
Contact Center	—	—	—	—	—	—	335	335	1,059	724	—	—
Installment Sales Finance	180	46	200	20	216	16	231	15	228	-3	227	-1

Note: The number of employees for head office at March 2002 is indicated based on organization as of March 2003.

16. Average Loan yield (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy p.p.		yoy p.p.		yoy p.p.		yoy p.p.		yoy p.p.		yoy p.p.
Average yield	25.08	-0.43	24.86	-0.22	24.08	-0.78	23.80	-0.28	23.47	-0.33	23.02	-0.45
Unsecured Loans	26.02	-0.50	25.70	-0.32	24.75	-0.95	24.32	-0.43	23.96	-0.36	23.52	-0.44
Consumers	26.02	-0.50	25.70	-0.32	24.76	-0.94	24.32	-0.44	23.96	-0.36	23.52	-0.44
Commercials	24.43	8.98	24.08	-0.35	22.88	-1.20	21.59	-1.29	20.04	-1.55	18.88	-1.16
Secured Loans	10.88	0.20	11.20	0.32	11.33	0.13	12.13	0.80	12.15	0.02	12.06	-0.09

Note: Average Yield = Interest on Loans Receivable / Term Average of Receivables Outstanding at the Beginning of the Year

17. Unsecured Loans Receivable Outstanding for Consumers by Interest Rate (ACOM)

	1999/3				2000/3				2001/3				2002/3				2003/3				2004/3(E)			
	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)
Loans Receivable Outstanding	2,558,273	100.0	1,131,255	100.0	2,654,651	100.0	1,271,865	100.0	2,879,293	100.0	1,426,696	100.0	3,020,908	100.0	1,547,850	100.0	3,017,176	100.0	1,582,125	100.0	—	—	1,579,400	100.0
28.470% and Higher	480,296	18.8	173,549	15.3	318,704	12.0	119,221	9.4	222,747	7.7	82,965	5.8	167,997	5.6	62,372	4.0	129,643	4.3	49,475	3.1	—	—	35,800	2.3
27.375%	1,279,140	50.0	454,270	40.2	1,459,659	55.0	536,453	42.2	1,541,140	53.5	554,181	38.8	1,665,353	55.1	597,408	38.6	1,747,741	57.9	639,356	40.4	—	—	580,900	36.8
25.000% - 26.500%	551,932	21.6	297,550	26.3	550,454	20.7	304,112	23.9	641,763	22.3	332,986	23.3	644,128	21.3	349,436	22.6	595,372	19.7	345,529	21.9	—	—	375,800	23.8
20.000% - 24.820%	177,486	6.9	159,279	14.1	223,033	8.4	204,425	16.1	330,606	11.4	282,329	19.9	376,548	12.5	332,221	21.5	360,906	12.0	332,760	21.0	—	—	344,800	21.8
18.250% - 19.000%	2,108	0.1	2,189	0.2	19,216	0.7	37,612	2.9	37,623	1.3	71,366	5.0	49,736	1.7	93,180	6.0	51,353	1.7	96,294	6.1	—	—	108,700	6.9
15.000% - 18.000%	22,643	0.9	33,176	2.9	33,481	1.3	57,751	4.5	52,370	1.9	90,123	6.3	58,501	1.9	98,799	6.4	57,918	1.9	99,223	6.3	—	—	109,000	6.9
Less than 15.000%	44,668	1.7	11,241	1.0	50,104	1.9	12,288	1.0	53,044	1.9	12,744	0.9	58,645	1.9	14,431	0.9	74,243	2.5	19,485	1.2	—	—	24,400	1.5

18. Unsecured Loans Receivable Outstanding by Classified Receivable Outstanding (ACOM)

	1999/3				2000/3				2001/3				2002/3				2003/3				2004/3(E)			
	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)	Number of Accounts	C.R. (%)	Receivables Outstanding	C.R. (%)
Under 100	295,297	11.5	20,481	1.8	288,843	10.9	20,133	1.6	372,972	13.0	19,576	1.4	438,426	14.5	20,039	1.3	446,625	14.8	20,603	1.3	—	—	21,000	1.3
100 to 300	583,877	22.8	131,855	11.7	568,346	21.4	128,577	10.1	570,692	19.8	129,995	9.1	558,095	18.5	127,094	8.2	550,290	18.2	125,037	7.9	—	—	120,700	7.6
300 to 500	1,282,495	50.1	586,541	51.8	1,327,624	50.0	609,559	47.9	1,385,383	48.1	637,882	44.7	1,396,722	46.2	643,286	41.6	1,367,116	45.4	631,290	39.9	—	—	603,600	38.2
500 to 1,000	344,039	13.5	303,527	26.8	372,173	14.0	329,124	25.9	386,856	13.4	338,669	23.7	387,674	12.9	333,173	21.5	380,548	12.6	326,476	20.6	—	—	329,000	20.8
1,000 Over	52,565	2.1	88,850	7.9	97,665	3.7	184,470	14.5	163,390	5.7	300,571	21.1	239,991	7.9	424,257	27.4	272,597	9.0	478,716	30.3	—	—	505,100	32.0
Total	2,558,273	100.0	1,131,255	100.0	2,654,651	100.0	1,271,865	100.0	2,879,293	100.0	1,426,696	100.0	3,020,908	100.0	1,547,850	100.0	3,017,176	100.0	1,582,125	100.0	—	—	1,579,400	100.0

19. Number of New Customers by Annual Income [Unsecured Loans](ACOM)

(Thousands of yen)

Annual Income (Millions of yen)	1999/3			2000/3			2001/3			2002/3			2003/3		
	Number of Accounts	C.R. (%)	Initial Average Lending Amount	Number of Accounts	C.R. (%)	Initial Average Lending Amount	Number of Accounts	C.R. (%)	Initial Average Lending Amount	Number of Accounts	C.R. (%)	Initial Average Lending Amount	Number of Accounts	C.R. (%)	Initial Average Lending Amount
Under 2	77,325	17.1	112	74,541	17.5	114	89,006	20.1	134	101,134	22.9	133	96,455	23.7	136
2 to 5	294,800	65.1	146	278,576	65.2	152	281,654	63.7	160	276,288	62.5	158	255,555	62.9	161
5 to 7	52,611	11.6	196	48,037	11.2	208	46,232	10.5	211	42,720	9.6	204	36,465	8.9	204
7 to 10	22,778	5.0	222	21,371	5.0	233	20,531	4.7	237	18,054	4.1	227	15,014	3.7	225
10 Over	5,233	1.2	258	4,820	1.1	259	4,669	1.0	255	3,969	0.9	246	3,196	0.8	239
Total	452,747	100.0	152	427,345	100.0	157	442,092	100.0	165	442,165	100.0	161	406,685	100.0	162

20. Composition Ratio of Customer Accounts by Age [Unsecured Loans](ACOM)

(%)

	1999/3		2000/3		2001/3		2002/3		2003/3	
	Existing Accounts (%)	Write-offs Account (%)	Existing Accounts (%)	Write-offs Account (%)	Existing Accounts (%)	Write-offs Account (%)	Existing Accounts (%)	Write-offs Account (%)	Existing Accounts (%)	Write-offs Account (%)
Under 29	28.8	25.5	27.9	21.9	27.2	22.1	26.3	22.9	25.3	21.8
Age 30 - 39	26.4	25.3	26.9	26.9	27.4	26.8	28.1	27.3	28.7	28.0
Age 40 - 49	22.5	23.7	21.8	23.4	21.2	22.4	20.7	21.7	20.5	21.7
Age 50 - 59	16.0	17.8	16.9	19.7	17.4	19.8	17.7	21.0	17.9	19.7
Over 60	6.3	7.7	6.5	8.1	6.8	8.9	7.2	7.1	7.6	8.8
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0

21. Composition Ratio of Customer Accounts by Gender [Unsecured Loans] (ACOM)

(%)

	1999/3		2000/3		2001/3		2002/3		2003/3	
	Existing Accounts (%)	Write-offs Account (%)	Existing Accounts (%)	Write-offs Account (%)	Existing Accounts (%)	Write-offs Account (%)	Existing Accounts (%)	Write-offs Account (%)	Existing Accounts (%)	Write-offs Account (%)
Male (%)	72.4	70.6	72.8	70.3	73.2	70.7	73.3	70.0	73.3	69.2
Female (%)	27.6	29.4	27.2	29.7	26.8	29.3	26.7	30.0	26.7	30.8

22. Bad Debt Write-offs (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Bad Debt Write-offs (Millions of yen)	32,355	17.9	37,461	15.8	44,392	18.5	54,251	22.2	81,608	50.4	103,800	27.2
Loans Receivable	31,778	17.5	36,739	15.6	42,847	16.6	51,003	19.0	75,428	47.9	95,300	26.5
Unsecured Loans	31,042	18.5	35,958	15.8	39,839	10.8	49,713	24.8	75,039	50.9	93,500	24.6
Secured Loans	736	-13.0	781	6.1	3,007	284.9	1,290	-57.1	388	-69.9	1,800	384.9
ACOM MasterCard	—	—	19	—	511	—	1,767	245.8	3,344	89.2	4,600	37.8
Installment Sales Finance	568	44.8	682	20.2	1,018	49.2	1,475	44.9	2,457	66.6	2,700	12.6
Guarantee	—	—	—	—	—	—	12	—	306	—	1,100	268.7
Average Bad Debt Write-off Amounts per Account for Unsecured Loans (Thousands of yen)	298	1.7	324	8.7	319	-1.5	332	4.1	363	9.3	—	—
(Reference)												
Average Balance of Unsecured Loans for Consumers per Account (Thousands of yen)	442	—	479	—	496	—	512	—	524	—	533	—

[Ratio of Bad Debt Write-offs]

Loans Receivable (%)	2.63	(0.13)	2.72	(0.09)	2.86	(0.14)	3.15	(0.29)	4.56	(1.41)	5.77	(1.21)
Unsecured Loans	2.74	(0.16)	2.82	(0.08)	2.79	(-0.03)	3.21	(0.42)	4.74	(1.53)	5.91	(1.17)
Secured Loans	1.00	(-0.24)	1.04	(0.04)	4.35	(3.31)	1.84	(-2.51)	0.54	(-1.30)	2.58	(2.04)
ACOM MasterCard	—	—	0.32	(0.32)	2.67	(2.35)	5.63	(2.96)	8.13	(2.50)	10.77	(2.64)
Installment Sales Finance	0.62	(0.00)	0.57	(-0.05)	0.68	(0.11)	0.91	(0.23)	1.60	(0.69)	1.96	(0.36)
(Reference)												
Guarantee	—	—	—	—	—	—	0.13	—	0.52	(0.39)	1.02	(0.49)

Note:1. Ratio of bad debt write-offs

Loan Business = Bad Debt Write-off of Loan Business / (Receivables Outstanding plus Loans to Borrowers in Bankruptcy or Under Reorganization)

ACOM MasterCard = Bad Debt Write-off of ACOM MasterCard / Card Shopping Receivables

Installment Sales Finance Business = Bad Debt Write-off of Installment Sales Finance / Installment Receivables

Guarantee = Bad Debt write-off of Guarantee / (Guaranteed Loan Receivables plus Payments in Subrogation)

Note:2. Figures in brackets indicate year-on-year change in percentage points.

22-2. Unsecured Loans Write-offs by Reasons (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3	
	C.R. (%)	Average Balance	C.R. (%)	Average Balance	C.R. (%)	Average Balance	C.R. (%)	Average Balance	C.R. (%)	Average Balance
Based on Receivables Outstanding										
Amount of Bad Debt Write-offs (Thousands of yen)	100.0	298	100.0	324	100.0	319	100.0	332	100.0	363
Personal Bankruptcy	28.3	393	40.6	411	38.6	390	40.7	398	40.6	421
Failure to Locate Borrowers	7.6	308	6.7	319	6.3	322	5.4	339	4.2	366
Borrowers' Inability of Making Repayments, etc.	53.5	306	41.5	338	41.6	326	36.9	341	35.7	372
ACOM's Voluntary Waiver of Repayments	10.6	165	11.2	169	13.5	199	17.0	227	19.5	272

23. Bad Debts (ACOM)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3	
		%		%		%		%		%
Total Amount of Bad Debts	—	—	34,077	2.53	34,596	2.31	43,691	2.70	60,491	3.65
Loans to Borrowers in Bankruptcy or Under Reorganization	—	—	3,776	0.28	3,650	0.24	7,204	0.45	9,227	0.56
Applications for Bankruptcy are Proceeded	—	—	2,440	0.18	2,549	0.17	3,292	0.20	3,540	0.21
Applications for The Civil Rehabilitation are proceeded	—	—	—	—	—	—	1,659	0.10	2,853	0.17
Applications for The Civil Rehabilitation are determined	—	—	—	—	—	—	131	0.01	815	0.05
Loans in Arrears	—	—	13,408	0.99	16,866	1.13	20,972	1.30	31,128	1.88
Loans Past Due for Three Months or More	—	—	498	0.04	518	0.03	497	0.03	1,036	0.06
Restructured Loans	—	—	16,394	1.22	13,561	0.91	15,016	0.93	19,099	1.15

23-2. Loans in Arrears for Less Than 3 Months [excluding balance held by headquarters' collection department] (ACOM)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3	
		%		%		%		%		%
Loans Past Due for 11days to 3 months	—	—	9,504	0.70	10,703	0.71	13,605	0.84	18,971	1.15
Loans Past Due for 31days to 3 months	—	—	5,798	0.43	6,269	0.42	7,468	0.46	9,761	0.59
Loans Past Due for 11days to 31 days	—	—	3,706	0.27	4,434	0.30	6,136	0.38	9,210	0.56

24. Allowance for Bad Debts (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Allowance for Bad Debts (Millions of yen)	44,300	20.1	54,300	22.6	61,900	14.0	77,700	25.5	107,700	38.6	130,900	21.5
Ratio of Allowance for Bad Debts	3.46	—	3.73	—	3.78	—	4.36	—	5.91	—	7.22	—
General Allowance for Bad Debts	—	—	—	—	—	—	—	—	67,127	—	74,100	10.4
Unsecured Consumer Loans	—	—	—	—	—	—	—	—	59,980	—	67,100	11.9
Specific Allowance for Bad Debts	—	—	—	—	—	—	—	—	40,184	—	50,500	25.7
Additional Allowance for Bad Debts	7,400	184.6	10,000	35.1	7,600	-24.0	15,800	107.9	30,000	89.9	23,200	-22.7
Allowance for Loss on Debt Guarantees	—	—	—	—	—	—	12	—	474	—	1,134	—
Additional Allowance	—	—	—	—	—	—	12	—	461	—	660	—

Note: $\text{Ratio of allowance for bad debts} = \frac{\text{Allowance for bad debts}}{\text{Loans receivable outstanding at the fiscal year-end plus Installment receivables(excluding deferred income on installment sales finance)}} \times 100$

25. Funds Procurement (ACOM)

(Millions of ven)

	1999/3		2000/3		2001/3		2002/3		2003/3			2004/3(E)		
		C.R. (%)		C.R. (%)		C.R. (%)		C.R. (%)		yoy %	C.R. (%)		yoy %	C.R. (%)
Borrowings	1,191,700	100.0	1,192,926	100.0	1,283,167	100.0	1,417,966	100.0	1,384,848	-2.3	100.0	1,276,000	-7.9	100.0
Indirect	1,059,300	88.9	976,926	81.9	971,367	75.7	1,035,186	73.0	1,053,068	1.7	76.0	944,200	-10.3	74.0
City Banks	16,987	1.4	20,423	1.7	28,798	2.3	37,017	2.6	35,065	-5.3	2.5	—	—	—
Regional Banks	61,618	5.2	49,427	4.1	47,576	3.7	56,634	4.0	58,300	2.9	4.2	—	—	—
Long-term Credit Banks	110,762	9.3	75,810	6.4	67,638	5.3	85,608	6.0	93,880	9.7	6.8	—	—	—
Trust Banks	452,698	38.0	437,622	36.7	457,598	35.7	433,001	30.5	409,257	-5.5	29.6	—	—	—
Foreign Banks	65,000	5.5	49,000	4.1	17,000	1.3	46,000	3.3	63,000	37.0	4.5	—	—	—
Life Insurance Companies	253,177	21.2	256,893	21.5	270,883	21.1	268,215	18.9	263,779	-1.7	19.0	—	—	—
Non-Life Insurance Companies	64,224	5.4	61,845	5.2	55,711	4.3	51,434	3.6	50,043	-2.7	3.6	—	—	—
Others	34,834	2.9	25,906	2.2	26,163	2.0	57,277	4.1	79,744	39.2	5.8	—	—	—
Direct	132,400	11.1	216,000	18.1	311,800	24.3	382,780	27.0	331,780	-13.3	24.0	331,800	0.0	26.0
Straight Bonds	99,900	8.4	160,000	13.4	245,000	19.1	295,000	20.8	295,000	0.0	21.3	—	—	—
Convertible Bonds	—	—	50,000	4.2	50,000	3.9	50,000	3.5	—	-100.0	0.0	—	—	—
Commercial Paper	27,500	2.3	1,000	0.1	12,000	0.9	10,000	0.7	10,000	0.0	0.7	—	—	—
Securitization of Installment Sales Finance Receivable	5,000	0.4	5,000	0.4	4,800	0.4	3,900	0.3	2,900	-25.6	0.2	—	—	—
Others	—	—	—	—	—	—	23,880	1.7	23,880	0.0	1.7	—	—	—
Short-term	142,297	11.9	19,668	1.6	19,188	1.5	13,562	1.0	16,400	20.9	1.2	16,400	0.0	1.3
Long-term	1,049,403	88.1	1,173,258	98.4	1,263,980	98.5	1,404,403	99.0	1,368,448	-2.6	98.8	1,259,600	-8.0	98.7
Fixed	761,465	63.9	847,114	71.0	978,647	76.3	1,154,619	81.4	1,171,837	1.5	84.6	1,034,800	-11.7	81.1
Interest Rate Swaps (Notional)	158,162	13.3	161,398	13.5	88,577	6.9	96,648	6.8	142,310	47.2	10.3	—	—	—
Interest Cap (Notional)	35,000	2.9	35,000	2.9	110,000	8.6	117,000	8.3	117,000	0.0	8.4	—	—	—
Average Interest Rate on Funds Procured During the Year	2.57	—	2.46	—	2.37	—	2.13	—	2.10	—	—	2.05	—	—
Average Nominal Interest Rate on Funds Procured During the Year	2.39	—	2.25	—	2.17	—	1.88	—	1.85	—	—	1.79	—	—
Floating Interest Rate	2.01	—	2.20	—	2.20	—	1.77	—	1.89	—	—	1.68	—	—
Fixed Interest Rate	2.96	—	2.65	—	2.38	—	2.21	—	2.14	—	—	2.14	—	—
Short-term	1.48	—	1.35	—	1.21	—	1.07	—	0.56	—	—	0.78	—	—
Long-term	2.82	—	2.55	—	2.43	—	2.19	—	2.11	—	—	2.07	—	—
Direct	1.71	—	1.72	—	1.76	—	1.88	—	1.86	—	—	1.84	—	—
Indirect	2.63	—	2.58	—	2.52	—	2.21	—	2.18	—	—	2.13	—	—
(Reference)														
Term Average of Long-term Prime Rate	2.49	—	2.18	—	2.17	—	1.80	—	1.79	—	—	—	—	—

Notes: 1. From the interim accounting period ended September 30, 2001, average interest rate on funds procured during the year include bond issue expenses.
2. Financial expenses pertaining to derivatives have been excluded from the calculation of average nominal interest rate on funds procured during the year.

Trend in Actual Results and Estimates (Non-Consolidated)

26. Credit Card Business [ACOM MasterCard] (ACOM)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Number of Cardholders	—	—	380,396	—	752,509	97.8	1,004,118	33.4	1,014,845	1.1	1,024,500	1.0
Number of Accounts with Shopping Receivables	—	—	40,650	—	115,612	184.4	215,733	86.6	287,999	33.5	—	—
Card Shopping Receivables	—	—	6,167	—	19,157	210.6	31,388	63.8	41,114	31.0	42,730	3.9
Revolving Receivables	—	—	4,025	—	16,123	300.6	27,731	72.0	36,885	33.0	37,700	2.3
Operating Income	—	—	428	—	2,298	436.1	3,676	59.9	4,952	34.7	5,500	11.1
Number of Card Issuance Machines	—	—	354	—	773	—	1,200	—	1,180	—	1,200	—
MUJINKUN	—	—	354	—	582	—	894	—	877	—	894	—
Loan Business Outlets	—	—	0	—	191	—	306	—	303	—	306	—

27. Installment Sales Finance Business (ACOM)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Number of Customer Accounts	286,327	31.7	358,400	25.2	446,217	24.5	486,532	9.0	479,182	-1.5	445,000	-7.1
Installment Receivables	91,152	42.9	121,933	33.8	150,581	23.5	161,247	7.1	153,203	-5.0	141,250	-7.8
Adjusted Receivables	75,272	41.8	100,300	33.2	124,046	23.7	133,409	7.5	127,820	-4.2	117,800	-7.8
Operating Income	8,364	41.1	11,136	33.1	14,287	28.3	16,278	13.9	16,166	-0.7	14,500	-10.5
Ratio of Bad Debt Write-offs	0.62	—	0.57	—	0.68	—	0.91	—	1.60	—	1.96	—
Number of Merchant Venders	4,668	—	5,007	—	5,337	—	5,784	—	6,066	—	—	—

Notes : Number of customer accounts are contracts with receivables outstanding

28. Guarantee Business (ACOM)

(Millions of yen)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy %		yoy %		yoy %		yoy %		yoy %		yoy %
Number of Accounts with Outstanding Balance	—	—	—	—	—	—	32,432	—	156,256	—	275,100	76.1
Loan Guarantee receivables	—	—	—	—	—	—	9,539	—	57,926	—	110,000	89.9
Income from Guarantee Business	—	—	—	—	—	—	319	—	1,866	—	5,100	173.2

29. Financial Ratios (ACOM)

	1999/3		2000/3		2001/3		2002/3		2003/3		2004/3(E)	
		yoy P.P.		yoy P.P.		yoy P.P.		yoy P.P.		yoy P.P.		yoy P.P.
Dividend Pay-out Ratio	11.7	-1.6	10.9	-0.8	11.8	0.9	12.3	0.5	15.1	2.8	16.4	1.3
Shareholders' Equity Ratio	21.4	1.0	25.2	3.8	26.8	1.6	27.7	0.9	30.6	2.9	34.3	3.7
Dividend on Equity	1.9	-0.1	1.9	0.0	1.9	0.0	2.0	0.1	1.8	-0.2	1.7	-0.1
Return on Equity (ROE)	17.8	1.7	19.2	1.4	17.4	-1.8	17.5	0.1	12.6	-4.9	10.6	-2.0
Operating Profit to Total Assets	8.4	-0.1	8.7	0.3	8.9	0.2	8.5	-0.4	6.8	-1.7	5.9	-0.9
Income Before Extraordinary Items to Total Assets	8.4	-0.1	8.6	0.2	8.9	0.3	8.6	-0.3	6.9	-1.7	6.0	-0.9
Return on Assets (ROA)	3.7	0.4	4.5	0.8	4.5	0.0	4.8	0.3	3.7	-1.1	3.4	-0.3
Operating Margin	40.9	0.6	42.2	1.3	43.2	1.0	42.2	-1.0	34.0	-8.2	29.6	-4.4
Income Before Extraordinary Items to Operating Income	41.0	0.6	41.8	0.8	43.4	1.6	42.6	-0.8	34.5	-8.1	30.0	-4.5
Net Income Margin	18.2	2.7	21.7	3.5	22.0	0.3	23.6	1.6	18.5	-5.1	17.2	-1.3
Current Ratio	294.5	55.4	368.5	74.0	395.2	26.7	386.1	-9.1	448.6	62.5	463.0	14.4
Fixed Assets Ratio	36.8	-4.8	28.4	-8.4	26.1	-2.3	25.4	-0.7	22.9	-2.5	24.3	1.4
Interest Coverage (times)	5.4	0.6	5.9	0.5	6.5	0.6	6.9	0.4	5.8	-1.1	5.5	-0.3

Trend in Actual Results and Estimates (Non-Consolidated)

30. Per Share Data [Adjusted] (ACOM)

(Yen)

	1999/3	2000/3	2001/3	2002/3	2003/3	2004/3(E)
Net Income	385.32	504.93	550.75	647.31	529.45	487.82
Dividends	45.00	55.00	65.00	80.00	80.00	—
Shareholders' Equity	2,341.59	2,916.96	3,429.24	3,969.80	4,411.62	4,819.83

Note: The figures have been adjusted based on Fiscal Year March 2003.

[Ratio of Increase or Decrease from the Previous Fiscal Year]

(%)

	1999/3	2000/3	2001/3	2002/3	2003/3	2004/3(E)
Net Income	28.3	31.0	9.1	17.5	-18.2	-7.9
Dividends	12.5	22.2	18.2	23.1	0.0	—
Shareholders' Equity	17.1	24.6	17.6	15.8	11.1	9.3

31. Shares Issued (ACOM)

(thousands)

	1999/3	2000/3	2001/3	2002/3	2003/3	2004/3(E)
Average Number of Shares Issued During the Year	146,631	146,631	146,631	146,417	146,283	—
Number of Shares Issued at Year-end	146,631	146,631	146,631	146,283	146,283	—

Notes: 1. From the fiscal year ended March 31, 2002, average number of treasury stocks during the year are excluded from the average number of shares issued during the year.

2. From the fiscal year ended March 31, 2002, number of treasury stocks at the year-end are excluded from the number of shares issued at year-end

Category criteria of concerning situations of bad debts are as follow;

Loans to borrowers in bankruptcy or under reorganization

Loans to borrowers declared bankrupt, to borrowers under rehabilitation, to borrowers under reorganization, or other similar circumstances, which are part of loans exclusive of accrued interest that are past due for over 121 days and held by headquarters' collection department.

Loans in arrears

Other delinquent loans exclusive of accrued interest.

This category excludes loans on which interest is being waived in support of business restructuring.

Loans past due for three months or more.

Loans past due for three months or more that do not fall into the above two categories.

Restructured loans

Loans, other than those in the above three categories, in which favorable terms, such as the reduction of interest, have been granted with a view to promoting recovery of the loans.