## [Appendix]

FY2006 Financial and Business Results Investors Meeting

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|  | As of or for the fiscal year ended March 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2005 | 2006 | 2007 |
| Income Statement ${ }^{1}$ |  |  |  |
| Net Interest Income | 66.8 | 82.2 | 95.4 |
| Non-Interest Income | 111.1 | 191.4 | 172.8 |
| Total Revenue | 178.0 | 273.7 | 268.3 |
| G\&A Expense | 96.0 | 135.9 | 149.9 |
| Ordinary Business Profit | 81.9 | 137.7 | 118.3 |
| Credit (recoveries) costs | (0.9) | 30.1 | 51.9 |
| Income taxes and Other | (15.4) | (31.4) | (127.4) |
| Net Income (Loss) | 67.4 | 76.0 | (60.9) |
| Cash basis net income ${ }^{2}$ | 74.7 | 101.9 | 35.3 |
| Per Share Data |  |  |  |
| Fully diluted shareholders' equity | 390.06 | 421.62 | 355.09 |
| Diluted net income | 34.98 | 37.75 | Note ${ }^{3}$ |
| Cash basis diluted net income | 38.76 | 50.55 | 18.41 |
| Financial Ratios |  |  |  |
| Tier 1 capital ratio | 7.0\% | 10.3\% | 8.1\% |
| Capital adequacy ratio | 11.8\% | 15.5\% | 13.1\% |
| Return on assets | 0.9\% | 0.8\% | (0.6)\% |
| Return on equity (fully diluted) | 8.9\% | 9.3\% | (8.1)\% |
| Cash basis return on assets | 1.0\% | 1.2\% | 0.4\% |
| Cash basis return on equity (fully diluted) | 9.8\% | 12.4\% | 4.7\% |
| Return on tangible equity (fully diluted) ${ }^{4}$ | 12.1\% | 18.8\% | 6.7\% |
| Ratio of non-interest income/ Total Revenue | 62.4\% | 69.9\% | 64.4\% |
| Expense to Revenue (overhead) ratio ${ }^{1}$ | 54.0\% | 49.7\% | 55.9\% |

[^0](billions of yen, except per share data and percentages)

|  |  | As of March 31, |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2005 | 2006 | 2007 |
| Balance Sheet Data |  |  |  |  |
| Securities <br> Loans and bills discounted <br> Lease and installment receivables ${ }^{5}$ <br> Intangible assets ${ }^{6}$ <br> Goodwill, net <br> Deferred tax assets (DTA) <br> Customer's liabilities for acceptance and guarantees <br> Other |  | 1,478.2 | 1,494.4 | 1,854.6 |
|  |  | 3,430.4 | 4,087.5 | 5,146.3 |
|  |  | 735.8 | 825.0 | 777.2 |
|  |  | 77.2 | 68.1 | 19.8 |
|  |  | 244.0 | 226.6 | 158.0 |
|  |  | 24.6 | 30.0 | 42.4 |
|  |  | 1,058.1 | 813.4 | 754.4 |
|  |  | 1,528.0 | 1,860.0 | 2,084.9 |
| Total Assets |  | 8,576.3 | 9,405.0 | 10,837.6 |
| Deposits (including NCD) <br> Debentures and corporate bonds <br> Borrowed money <br> Acceptance and guarantees <br> Others |  | 3,452.8 | 4,071.7 | 5,420.9 |
|  |  | 1,330.9 | 1,316.9 | 1,103.7 |
|  |  | 1,160.2 | 1,205.7 | 1,122.6 |
|  |  | 1,058.1 | 813.4 | 754.4 |
|  |  | 733.7 | 880.1 | 1,502.8 |
| Total Liabilities |  | 7,735.7 | 8,287.8 | 9,904.4 |
| Minority interests in subsidiaries |  | 53.8 | 261.8 | - |
| Total shareholders' equity |  | 786.6 | 855.3 | , |
| Total net assets |  |  |  | 933.2 |
|  |  |  |  |  |
| Problem Claims, Reserve and Coverage Ratio (Non-consolidated Financial Revitalization Law) |  |  |  |  |
| Total claims |  | 3,621.1 | 4,129.0 | 5,294.6 |
| Non-performing Claims |  | 51.8 | 42.5 | 27.9 |
| Amounts of coverage for non-performing claims | Reserve for loan losses | (33.0) | (25.4) | (14.6) |
|  | Collateral and guarantees | (15.7) | (7.4) | (7.5) |
| Ratio of non-performing claims to total claims |  | 1.4\% | 1.0\% | 0.5\% |
| Coverage ratio for non-performing claims |  | 94.3\% | 77.4\% | 79.3\% |

${ }^{5}$ Lease assets are included in tangible fixed assets and intangible fixed assets, and installment receivables are a part of
other assets in the consolidated balance sheets.
${ }^{6}$ Identified intangible assets are recorded through APLUS and Showa Leasing acquisitions.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (billions | s of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2004 |  |  |  |  |  |  |  | FY200 |  |  |  |  |  |  |  | FY2006 |  |  |  |  |  |  |  |
|  | 1HFY2004 6 months ended Sep. 30 | composition/growth |  |  | FY2004 12 months ended Mar. 31 | composition/growth |  |  | 1HFY2005 6 months ended Sep. 30 | composition/growth |  |  | FY2005 <br> 12 months ended Mar. 31 | composition/growth |  |  | 1HFY2006 6 months ended Sep. 30 | composition/growth |  |  | FY2006 ended Mar. 31 | composition/growth |  |  |
|  |  | \% of | \% of <br> Each Business Line Revenue | $\begin{aligned} & \text { yoy } \\ & \text { growth } \\ & \text { grate (\%) } \end{aligned}$ |  | $\begin{gathered} \% \\ \text { Totat } \end{gathered}$ | $\begin{gathered} \hline \% \text { of } \\ \text { Each } \\ \text { Eusiness } \\ \text { Line } \\ \text { Revenue } \end{gathered}$ | $\begin{gathered} \text { Yoy } \\ \text { growh } \\ \text { rate (\%) } \end{gathered}$ |  | \% of | \% of <br> Each Business Line Revenue | $\begin{aligned} & \text { YOY } \\ & \text { growth } \\ & \text { rate (\%) } \end{aligned}$ |  | $\begin{gathered} \% \\ \text { Total } \end{gathered}$ | $\begin{gathered} \% \text { of } \\ \text { Each } \\ \text { Eusiness } \\ \text { Line } \\ \text { Revenue } \end{gathered}$ | $\left.\begin{array}{c} \text { yoy } \\ \text { growth } \\ \text { rate (\%) } \end{array}\right)$ |  | $\begin{gathered} \% \\ \text { Tota } \end{gathered}$ | \% of <br> Each Business Line Revenue | $\left.\begin{array}{c} \text { Yoy } \\ \text { growth } \\ \text { rate (\%) } \end{array}\right)$ |  | \% of Total | $\begin{gathered} \text { \% of } \\ \text { Each } \\ \text { Business } \\ \text { Line } \\ \text { Revenue } \end{gathered}$ | $\left.\begin{array}{c} \text { Yoy } \\ \text { growth } \\ \text { rate (\%) } \end{array}\right)$ |
| Net Interest Income ${ }^{2}$ <br> Non-Interest Income ${ }^{2}$ | $\begin{aligned} & 17.2 \\ & 32.3 \end{aligned}$ | $\begin{array}{r} 23.6 \% \\ 44.4 \% \\ \hline \end{array}$ | $\begin{aligned} & 34.7 \% \\ & 65.3 \% \end{aligned}$ | n.a. | 35.3 61.7 | 19.8\% $34.7 \%$ | 36.4\% <br> 63.6\% | $\begin{gathered} (10.4) \% \\ 24.4 \% \end{gathered}$ | 16.9 35.9 | 13.0\% | 32.0\% <br> 68.0\% | $\begin{gathered} (1.7) \% \\ 11,1 \% \end{gathered}$ | 29.9 86.8 | 10.9\% $31.7 \%$ | 25.6\% | $(15.3) \%$ $40.7 \%$ | 16.6 38.6 | $\begin{aligned} & 12.0 \% \\ & 27.9 \% \end{aligned}$ | 30.1\% | $(1.8) \%$ <br> $7.5 \%$ | $\begin{aligned} & 29.3 \\ & 87.9 \end{aligned}$ | $\begin{aligned} & 10.9 \% \\ & 32.8 \% \end{aligned}$ | 25.0\% | $\begin{gathered} (2.0) \% \\ 130 \\ 1 \end{gathered}$ |
| Institutional Banking Total Revenue | 49.5 | 68.0\% | 100.0\% | n.a. | 97.0 | 54.5\% | 100.0\% | 8.9\% | 52.8 | 40.5\% | 100.0\% | 6.7\% | 116.7 | 42.6\% | 100.0\% | 20.3\% | 55.2 | 39.9\% | 100.0\% | 4.5\% | 117.3 | 43.7\% | 100.0\% | 0.5\% |
| Foreign exchange, derivatives, equity-related | 7.4 | 10.2\% | 14.9\% | n.a. | 16.7 | 9.4\% | 17.2\% | 7.7\% | 9.4 | 7.2\% | 17.8\% | 27.0\% | 31.4 | 11.5\% | 26.9\% | 88.0\% | 7.0 | 5.1\% | 12.7\% | (25.5)\% | 12.8 | 4.8\% | 10.9\% | (59.2)\% |
| Non-recourse real estate finance | 8.9 | 12.2\% | 18.0\% | n.a. | 18.9 | 10.6\% | 19.5\% | 32.2\% | 11.2 | 8.6\% | 21.2\% | 25.8\% | 20.2 | 7.4\% | 17.3\% | 6.9\% | 8.6 | 6.2\% | 15.6\% | (23.2)\% | 17.8 | 6.6\% | 15.2\% | (11.9)\% |
| Corporate loans ${ }^{3}$ | 7.1 | 9.8\% | 14.3\% | n.a. | 14.6 | 8.2\% | 15.1\% | (27.0)\% | 8.6 | 6.6\% | 16.3\% | 21.1\% | 17.9 | 6.5\% | 15.3\% | 22.6\% | 10.6 | 7.7\% | 19.2\% | 23.3\% | 20.1 | 7.5\% | 17.1\% | 12.3\% |
| Credit trading | 9.2 | 12.6\% | 18.6\% | n.a. | 15.8 | 8.9\% | 16.3\% | 81.6\% | 5.9 | 4.5\% | 11.2\% | (35.9)\% | 14.9 | 5.4\% | 12.8\% | (5.7)\% | 10.2 | 7.4\% | 18.5\% | 72.9\% | 17.1 | 6.4\% | 14.6\% | 14.8\% |
| Securitization | 8.2 | 11.3\% | 16.6\% | n.a. | 12.6 | 7.1\% | 13.0\% | (24.1)\% | 8.1 | 6.2\% | 15.3\% | (1.2)\% | 12.9 | 4.7\% | 11.1\% | 2.4\% | 3.7 | 2.7\% | 6.7\% | (54.3)\% | 11.2 | 4.2\% | 9.5\% | (13.2)\% |
| Principal investments | 3.7 | 5.1\% | 7.5\% | n.a. | 7.8 | 4.4 | 8.0\% | 50.0\% | 4.3 | 3.3\% | 8.1 | 16.2\% | 5.8 | 2.1\% | 5.0 | (25.6)\% | 6.6 | 4.8\% | 12.0\% | 53.5\% | 10.7 |  | 9.16 | 84.5\% |
| Other capital markets ${ }^{2}$ | 3.3 | 4.5\% | 6.7\% | n.a. | 7.7 | 4.3\% | 7.9\% | . $0 \%$ | 1.1 | 0.8\% | 2.1\% | (6.7)\% | 5.0 | 1.8\% | 4.3\% | (35.1)\% | 4.4 | 3.2\% | 8.0\% | 0.0\% | 6.3 | 2.3\% | 5.4\% | 26.0\% |
| Others ${ }^{2}$ | 1.3 | 1.8\% | 2.6\% | n.a. | 2.6 | 1.5\% | 2.7\% | (13.3)\% | 3.9 | 3.0\% | 7.4\% | 200.0\% | 8.3 | 3.0\% | 7.1\% | 219.2\% | 3.7 | 2.7\% | 6.7\% | (5.1)\% | 20.8 | 7.8\% | 17.7\% | 150.6\% |
| Net Interest Income | 1.9 | 2.6\% | 57.6\% | n.a. | 17.2 | 9.7\% | 39.8\% | 391.48 | 17.8 | 13.6\% | 30.9\% | 36.8\% | 38.0 | 13.9\% | 31.7\% | 120.9\% | 23.2 | 16.8\% | 38.2\% | 30.3\% | 43.0 | 16.0\% | 38.3\% | 3.2\% |
| Non-Interest Income | 1.3 | 1.8\% | 39.4\% | n.a. | 25.9 | 14.6\% | 60.0\% | 1195.0\% | 39.8 | 30.5\% | 69.1\% | 2961.5\% | 81.7 | 29.9\% | 68.3\% | 215.4\% | 37.4 | 27.0\% | 61.6\% | (6.0)\% | 69.1 | 25.8\% | 61.6\% | (15.4)\% |
| CCF Total Revenue | 3.3 | 4.5\% | 100.0\% | n.a. | 43.2 | 24.3\% | 100.0\% | 685.5\% | 57.6 | 44.1\% | 100.0\% | 1645.5\% | 119.7 | 43.7\% | 100.0\% | 177. | 60.7 | 43.8\% | 100.0\% | 4\% | 112.2 | 41.8\% | 100.0 | (6.3) |
| APLUS | - |  |  |  | 36.2 | 20.3\% | 83.9\% | n.m. | 40.4 | 31.0\% | 70.1\% | n.m. | 85.1 | 31.1\% | 71.1\% | 135.1\% | 48.2 | 34.8\% | 79.4\% | 19.3\% | 93.2 | 34.7\% | 83.1\% | 9.5\% |
| Showa Leasing | - |  |  |  |  |  |  |  | 12 | 9.3\% | 21.0\% | n.m. | 22 | 8.3\% | 19.0\% | n.m. | 13.4 | 9.7\% | 22.1\% | 10.7\% | 25.0 | 9.3\% | 22.3\% | 9.6\% |
| Other Subsidiaries ${ }^{1}$ | 3.3 | 4.5\% | 100.0\% | n.a. | 7.0 | 3.9\% | 16.2\% | 27.3\% | 5.0 | 3.8\% | 8.7\% | 51.5\% | 11. | 4.3\% | 9.8\% | 67.1\% | (0.9) | (0.6)\% | (1.5)\% | (118.0)\% | (6.0) | (2.2)\% | (5.3)\% | (151.3)\% |
| Net Interest Income | 7.1 | 9.8\% | 33.5\% | n.a. | 15.2 | 8.5\% | 40.5\% | 20.6 | 8.4 | 6.4\% | 39.1\% | 18.3\% | 16.8 | 6.1\% | 39.6\% | 10.5\% | 8.7 | 6.36 | 44.68 | 3.6\% | 17. | 6.5\% | 48.5\% | .2\% |
| Non-Interest Income | 14.0 | 19.2\% | 66.0\% | n.a. | 22.2 | 12.5\% | 59.2\% | 149.4 | 13.0 | 10.0\% | 60.5\% | (7.1)\% | 25.5 | 9.3\% | 60.1\% | 14.9\% | 10.8 | 7.8\% | 55.4\% | (16.9) | 18.5 | 6.9 | 51.2\% | (27.5)\% |
| Retail Banking Total Revenue | 21.2 | 29.1 | 100.0\% | n.a. | 37.5 | 21.1\% | 100.0\% | 74.4\% | 21.5 | 16.5\% | 100.0 | 1.4\% | 42.4 | 15.5\% | 100.0\% | 13.1\% | 19.5 | 14.19 | 100.0\% | (9.3)\% | 36.1 | 13.5\% | 100.00 | (14.9)\% |
| Deposit-related non-interest income | 11.4 | 15.7\% | 53.8\% | n.a. | 16.5 | 9.3\% | 44.0\% | 400.0\% | 9.8 | 7.5\% | 45.6\% | (14.0)\% | 18.3 | 6.7\% | 43.2\% | 10.9\% | 6.9 | 5.0\% | 35.4\% | (29.6)\% | 9.6 | 3.6\% | 26.6\% | (47.5)\% |
| Deposits and debentures net interest income | 6.1 | 8.4\% | 28.8\% | n.a. | 12.9 | 7.2\% | 34.4\% | ${ }^{9.3 \%}$ | 6.8 | 5.2\% | 31.6\% | 11.5\% | 13.3 | 4.9\% | 31.4\% | 3.1\% | 6.9 | 5.0\% | 35.4\% | 1.5\% | 14.6 | 5.4\% | 40.4\% | 9.8\% |
| Asset management | 2.7 | 3.7\% | 12.7\% | n.a. | 6.0 | 3.4\% | 16.0\% | 11.1\% | 3.2 | 2.5\% | 14.9\% | 18.5\% | 7.4 | 2.7\% | 17.5\% | 23.3\% | 3.8 | 2.7\% | 19.5\% | 18.8\% | 9.3 | 3.5\% | 25.8\% | 25.7\% |
| Loans | 0.9 | 2\% | 2\% | n.a. | 1.9 | .1\% | 5.1\% | 111.1\% | 1.5 | 1.1\% | 7.0\% | 66.7\% | 3.2 | 1.2\% | 7.5\% | 68.4\% | 1.8 | 1.3\% | 9.2\% | 20.0\% | 2.6 | 1.0\% | 7.2\% | (18.8)\% |
| (Ref) Revenue from structured deposits | 12.0 | 16.5\% | 56.6\% | n.a. | 17.3 | n.a. | n.a. | n.a. | 10.4 | 8.0\% | 48.4\% | (13.3)\% | 19.7 | 7.2\% | 46.5\% | 13.9\% | 8.0 | 5.8\% | 41.0\% | (23.1)\% | 11.3 | 4.2\% | 31.3\% | (42.6)\% |
| Net Interest Income ${ }^{2}$ | (1.0) |  |  |  | (0.9) | n.m. |  |  | (3.1) |  |  |  | (2.5) |  |  |  | 3.1 | n.m. |  | n.m. | 5.4 | . | n.m. | n.m. |
| Non-Interest Income ${ }^{2}$ | (0.3) | n.m. | n.m. | n.a. | 1.1 | n.m. | n.m. | n.m. | 1.5 | n.m. | n.m. | n.m. | (2.7) | n.m. | n.m. |  | (0.1) | n.m. | n.m. | n.m. | (2.8) | n.m. | n.m | n.m |
| ALM/Corporate/Other Total Revenue | (1.3) | n.m. | n.m. | n.a. | 0.1 | n.m. | n.m. | n.m. | (1.5) | n.m. | n.m. | n.m. | (5.2) | n.m. | n.m. | n.m | 2.9 | n.m. | n.m. | n.m. | 2.6 | n.m. | n.m. | n.m. |
| Net Interest Income | 25.3 | 34.8\% | n.m. | n.a. | 66.8 | 5\% | n.m. | 18.7\% | 40.1 | 7\% | .m. | 58.5\% | 82.2 | 30\% | n.m. | 23.1\% | 51.7 | 37.3\% | n.m. | 28.9\% | 95.4 | 35.6\% | n.m. | 16.1\% |
| Non-Interest Income | 47.4 | 65.1\% | n.m. | n.a. | 111.1 | 62.4\% | n.m. | 64.6\% | 90.4 | 69.3\% | n.m. | 90.7\% | 191.4 | 69.9\% | n.m. | 72.3\% | 86.8 | 62.7\% | n.m. | (4.0)\% | 172.8 | 64.4\% | n.m | (9.7)\% |
| Total Revenue | 72.8 | 100.0\% | n.m. | n.a. | 178.0 | 100.0\% | n.m. | 43.8\% | 130.5 | 100.0\% | n.m. | 79.3\% | 273.7 | 100.0\% | n.m. | 53.8\% | 138.5 | 100.0\% | n.m. | 6.1\% | 268.3 | 100.0\% | n.m. | (2.0)\% |

${ }^{1}$ Includes Shinki, an affiliate
Prior period amounts have been reclassified to conform to current period presentation
${ }^{3}$ Includes Specialty Finance business activities

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | (billions | of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY2004 |  |  |  |  |  |  |  | FY2005 |  |  |  |  |  |  |  | FY2006 |  |  |  |  |  |  |  |
|  | $\begin{aligned} & \text { 1HFY2004 } \\ & 6 \text { months } \\ & \text { ended } \\ & \text { Sep. } 30 \end{aligned}$ | composition/growth |  |  | $\begin{gathered} \text { FY2004 } \\ 12 \text { months } \\ \text { ended } \\ \text { Mar. } 31 \end{gathered}$ | composition/growth |  |  | 1HFY2005 <br> 6 months ended Sep. 30 | composition/growth |  |  | $\begin{gathered} \text { FY2005 } \\ 12 \text { months } \\ \text { ended } \\ \text { Mar. } 31 \end{gathered}$ | composition/growth |  |  | 1HFY2006 6 months ended Sep. 30 | composition/growth |  |  | FY2006 12 months ended Mar. 31 | composition/growth |  |  |
|  |  | $\begin{gathered} \% \\ \text { Tot of } \end{gathered}$ | $\begin{gathered} \hline \% \text { of } \\ \text { Each } \\ \text { Business } \\ \text { Line } \\ \text { Revenue } \end{gathered}$ | $\begin{gathered} \text { Yoy } \\ \text { growth } \\ \text { grat (\%) } \end{gathered}$ |  | $\begin{gathered} \% \\ \text { Total } \\ \text { Tof } \end{gathered}$ | \% of <br> Each Business Line Revenue | $\begin{gathered} \text { yoy } \\ \text { growth } \\ \text { rate }(\%) \end{gathered}$ |  | $\begin{gathered} \% \\ \text { Toto } \text { of } \end{gathered}$ | $\begin{gathered} \text { \% of } \\ \text { Each } \\ \text { Business } \\ \text { Line } \end{gathered}$ | $\begin{gathered} \text { Yoy } \\ \substack{\text { growth } \\ \text { rate (\%) }} \end{gathered}$ |  | $\begin{gathered} \% \\ \text { To of } \\ \text { Total } \end{gathered}$ | $\begin{gathered} \% \text { of } \\ \text { Each } \\ \text { Business } \\ \text { Line } \end{gathered}$ | $\begin{gathered} \text { yoy } \\ \text { growth } \\ \text { rate (\%) } \end{gathered}$ |  | $\begin{gathered} \% \\ \text { Tota } \\ \hline \text { of } \end{gathered}$ | $\begin{gathered} \% \text { of } \\ \text { Each } \\ \text { Eusiness } \\ \text { Line } \end{gathered}$ | $\begin{aligned} & \text { yoy } \\ & \text { growth } \\ & \text { rate (\%) } \end{aligned}$ |  | $\% \text { of } \begin{gathered} \text { Total } \end{gathered}$ | \% of Each Business Line | $\begin{gathered} \text { yoy } \\ \text { growth } \\ \text { rate (\%) } \end{gathered}$ |
| Net Interest Income | 25.3 | 34.8\% | n.m. | n.a. | 66.8 | 37.5\% | n.m. | 18.7\% | 40.1 | 30.7\% | n.m. | 58.5\% | 82.2 | 30.0\% | n.m. | 23.1\% | 51.7 | 37.3\% | n.m. | 28.9\% | 95.4 | 35.6\% | n.m. | 16.1\% |
| Non-Interest Income | 47.4 | 65.1\% | n.m. | n.a. | 111.1 | 62.4\% | n.m. | 64.6\% | 90.4 | 69.3\% | n.m. | 90.7\% | 191.4 | 69.9\% | n.m. | 72.3\% | 86.8 | 62.7\% | n.m. | (4.0)\% | 172.8 | 64.4\% | n.m. | (9.7) \% |
| Total Revenue | 72.8 | 100.0\% | n.m. | n.a. | 178.0 | 100.0\% | n.m. | 43.8\% | 130.5 | 100.0\% | n.m. | 79.3\% | 273.7 | 100.0\% | n.m. | 53.8\% | 138.5 | 100.0\% | n.m. | 6.1\% | 268.3 | 100.0\% | n.m. | (2.0) \% |
| Institutional Banking: ${ }^{2}$ | (19.0) | 49.4\% | n.m | n.a. | (37.8) | 39.4\% | n.m. | 0.3\% | (19.8) | 29.7\% | 100.0\% | 4.2\% | (39.6) | 29.1\% | 100.0\% | 4.8\% | (21.9) | (28.9)\% | 100.0\% | 10.6\% | (43.4) | 29.0\% | 100.0\% | 9.6\% |
| APLUS | - |  |  |  | (20.3) | n.m. | n.m. |  | (21.1) | 31.7\% | 70.8\% | n.m. | (43.0) | 31.6\% | 71.2\% | 111.8\% | (27.0) | (35.7)\% | 77.1\% | 28.0\% | (52.2) | 34.8\% | 76.7\% | 21.4\% |
| Showa Leasing | - | - | - |  |  | n.m. | n.m. |  | (5.3) | 8.0\% | 17.8\% | n.m. | (10.5) | 7.7\% | 17.4\% |  | (5.3) | (7.0)\% | 15.1\% | 0.0\% | (10.9) | 7.3\% | 16.0\% | n.m. |
| Other Subsidiaries | (2.9) | 7.5\% | n.m. | n.a. | (5.7) | 5.9\% | n.m. | 96.6\% | (3.3) | 5.0 | 1.19 | 13.8\% | (6.8) | 5.0\% | 11.3\% | 19.3\% | (2.6) | (3.4)\% | 7.4\% | (21.2)\% | (5.0) | 3.3\% | 7.3\% | (26.5)\% |
| Consumer and Commercial Finance: | (2.9) | 7.5\% | n.m. | n.a. | (26.1) | 27.2\% | n.m. | 800.0\% | (29.8) | 44.7\% | 100.0\% | 927.6\% | (60.4) | 44.4\% | 100.0\% | 131.4\% | (35.0) | (46.2)\% | 100.0\% | 17.4\% | (68.1) | 45.4\% | 100.0\% | 12.7\% |
| Retail Banking: | (15.9) | 41.3\% | n.m. | n.a. | (31.6) | 32.9\% | n.m. | 18.8\% | (17.5) | 26.3\% | 100.0\% | 10.1\% | (34.8) | 25.6\% | 100.0\% | 10.1\% | (19.4) | (25.6)\% | 100.0\% | 10.9\% | (37.7) | 25.2\% | 100.0\% | 8.3\% |
| ALM/Corporate/Other ${ }^{2}$ | (0.5) | 1.3\% | n.m. | n.a. | (0.4) | 0.4\% | n.m. | (71.4) $\%$ | 0.5 | (0.8)\% | 100.0\% | (200.0) | (1.0) | 0.7\% | 100.0\% | 150.0\% | 0.7 | 0.9\% | 100.0\% | 40.0\% | (0.6) | 0.4\% | 100.0\% | (40.0) \% |
| General and Administrative Expenses | (38.5) | 100.0\% | n.m. | n.a. | (96.0) | 100.0\% | n.m | 39.7\% | (66.6) | 100.0\% | n.m. | 73.0\% | (135.9) | 100.0\% | n.m. | 41.6\% | 75.7 | 100.0\% | n.m. | (213.7)\% | (149.9) | 100.0\% | n.m. | 10.3\% |
| Institutional Banking: ${ }^{2}$ | 30.5 | 88.9\% | n.m. | n.a. | 59.1 | 72.2\% | n.m. | 15.0\% | 33.0 | 51.7\% | 100.0\% | 8.2\% | 77.0 | 55.9\% | 100.0\% | 30.3\% | 33.3 | 53.0\% | 100.0\% | 0.9\% | 73.8 | 62.4\% | 100.0\% | (4.2)\% |
| APLUS | - |  |  |  | 15.8 |  | n.m. |  | 19.2 | 30.19 | 69.1\% | n.m. | 42.0 | 30.5\% | 70.8\% | 165.8\% | 21.1 | 33.6\% | 82.1\% | 9.9\% | 41.0 | 34.7\% | 93.2\% | (2.4)\% |
| Showa Leasing | - | - | - |  |  |  |  |  | 6.7 | 10.5\% | 24.1\% | n.m. | 12.2 | 8.9\% | 20.6\% | n.m. | 8.0 | 12.7\% | 31.1\% | 19.4\% | 14.1 | 11.9\% | 32.0\% | n.m. |
| Other subsidiaries ${ }^{1}$ | 0.3 | 0.9\% | n.m. | n.a. | 1.2 |  | n.m. | n.m. | 1.7 | 2.7\% | 6.1\% | 466.7\% | 4.9 | 3.6\% | 8.3\% | 308.3\% | (3.5) | (5.6)\% | (13.6)\% | (305.9)\% | (11.1) | (9.4)\% | (25.2)\% | (326.5)\% |
| Consumer and Commercial Finance: | 0.3 | 0.9\% | n.m. | n.a. | 17.1 | 20.9\% | n.m. | 584.0\% | 27.8 | 43.6\% | 100.0\% | n.m. | 59.3 | 43.1\% | 100.0\% | 246.8\% | 25.7 | 40.9\% | 100.0\% | (7.6)\% | 44.0 | 37.2\% | 100.0\% | (25.8)\% |
| Retail Banking: | 5.3 | 15.5\% | n.m. | n.a. | 5.9 | 7.2\% | n.m. | (218.0)\% | 4.0 | 6.3\% | 100.0\% | (24.5)\% | 7.6 | 5.5\% | 100.0\% | 28.8\% | 0.1 | 0.2\% | 100.0\% | (97.5) $\%$ | (1.5) | (1.3)\% | 100.0\% | $(119.7) \%$ |
| ALM/Corporate/Other ${ }^{2}$ | (1.8) | (5.2)\% | n.m. | n.a. | (0.2) | (0.2)\% | n.m. | n.m. | (1.0) | ${ }^{(1.6) \%}$ | 100.0\% | n.m. | (6.2) | (4.5)\% | 100.0\% | n.m. | 3.6 | 5.7\% | 100.0\% | (460.0)\% | 2.0 | 1.7\% | 100.0\% |  |
| Ordinary business profit (loss) | 34.3 | 100.0\% | n.m. | n.a. | 81.9 | 100.0\% | n.m. | 48.9\% | 63.8 | 100.0\% | n.m. | 86.0\% | 137.7 | 100.0\% | n.m. | 68.1\% | 62.8 | 100.0\% | n.m | (1.6)\% | 118.3 | 100.0\% | n.m. | ${ }^{(14.1) \%}$ |
| Institutional Banking: | 1 | 1 | । |  | 1 | 1 | । |  | (2.4) | (16.6)\% | 100.0\% | n.a. | (4.9) | (16.3)\% | 100.0\% | n.a. | (17.2) | (330.8)\% | 100.0\% | 616.7\% | (4.0) | (7.7)\% | 100.0\% | (18.4)\% |
| APLUS | / | , | I |  | 1 | , | I |  | 13.7 | 94.5\% | 83.0\% | n.a. | 30.4 | 101.0\% | 87.9\% | n.a. | 17.5 | 336.5\% | 87.1\% | 27.7\% | 49.1 | 94.6\% | 91.3\% | 61.5\% |
| Showa Leasing | / | ' | I |  | / | , | I |  | 2.3 | 15.9\% | 13.9\% | n.a. | 3.1 | 10.3\% | 9.0\% | n.a. | 1.4 | 26.9\% | 7.0\% | (39.1)\% | 3.0 | 5.8\% | 5.6\% | (3.2)\% |
| Other subsidiaries | / | , | I |  | 1 | , | । |  | 0.4 | 2.8\% | 2.4\% | n.a. | 1.0 | 3.3\% | 2.9\% | n.a. | 1.2 | 23.1\% | 6.0\% | 200.0\% | 1.7 | 3.3\% | 3.2\% | 70.0\% |
| Consumer and Commercial Finance: | / | , | I |  | / | , | I |  | 16.5 | 113.8\% | 100.0\% | n.a. | 34.6 | 115.0\% | 100.0\% | n.a. | 20.1 | 386.5\% | 100.0\% | 21.8\% | 53.8 | 103.7\% | 100.0\% | 55.5\% |
| Retail Banking: | / | , | । |  | 1 | , | । |  | 0.2 | 1.4\% | 100.0\% | n.a. | 0.4 | 1.3\% | 100.0\% | n.a. | 0.0 | 0.0\% | 100.0\% | (100.0)\% | 0.1 | 0.2\% | 100.0\% | (75.0)\% |
| ALM/Corporate/Other | / | , | , |  | , | , | , |  | 0.2 | 1.4\% | 100.0\% | n.a. | 0.0 | 0.0\% | 100.0\% | n.a. | 2.1 | 40.4\% | 100.0\% | 950.0\% | 1.9 | 3.7\% | 100.0\% | m.m. |
| Net credit costs (recoveries) | 1 | 1 | 1 |  | 1 | 1 | 1 |  | 14.5 | 100.0\% | n.m. | n.a. | 30.1 | 100.0\% | n.m. | n.a. | 5.2 | 100.0\% | n.m. | (64.1)\% | 51.9 | 100.0\% | n.m. | 72.4\% |
| Institutional Banking: | 1 | 1 | 1 |  | 1 | 1 | 1 |  | 35.4 | 72.0\% | 100.0\% | n.a. | 82.0 | 76.3\% | 100.0\% | n.a. | 50.5 | 87.8\% | 100.0\% | 42.7\% | 77.8 | 117.2\% | 100.0\% | (5.1)\% |
| APLUS | 1 | 1 | I |  | 1 | , | I |  | 5.5 | 11.2\% | 49.1\% | n.a. | 11.6 | 10.8\% | 47.2\% | n.a. | 3.5 | 6.1\% | 63.6\% | (36.4)\% | (8.1) | (12.2)\% | 82.7\% | (169.8)\% |
| Showa Leasing | 1 | 1 | 1 |  | 1 | 1 | 1 |  | 4.4 | 8.9\% | 39.3\% | n.a. | 9.1 | 8.5\% | 37.0\% | n.a. | 6.6 | 11.5\% | 120.0\% | 50.0\% | 11.1 | 16.7\% | (113.3)\% | 22.0\% |
| Other subsidiaries ${ }^{1}$ | I | , | 1 | 1 | 1 | 1 | 1 |  | 1.2 | 2.4\% | 10.7\% | n.a. | 3.8 | 3.5\% | 15.4\% | n.a. | (4.7) | (8.2)\% | (85.5)\% | (491.7)\% | (12.8) | (19.3)\% | 130.6\% | $(436.8) \%$ |
| Consumer and Commercial Finance: | 1 | 1 | 1 |  | 1 | I | 1 |  | 11.2 | 22.8\% | 100.0\% | n.a. | 24.6 | 22.9\% | 100.0\% | n.a. | 5.5 | 9.6\% | 100.0\% | (50.9)\% | (9.8) | (14.8)\% | 100.0\% | (139.8)\% |
| Retail Banking: | 1 | , | 1 |  | 1 | 1 | 1 |  | 3.7 | 7.5\% | 100.0\% | n.a. | 7.2 | 6.7\% | 100.0\% | n.a. | 0.0 | 0.0\% | 100.0\% | (100.0)\% | (1.6) | (2.4)\% | 100.0\% | (122.2)\% |
| ALM/Corporate/Other | 1 | 1 | 1 |  | 1 | 1 | 1 |  | (1.2) | (2.4)\% | 100.0\% | n.a. | (6.3) | (5.9)\% | 100.0\% | n.a. | 1.4 | 2.4\% | 100.0\% | (216.7) \% | 0.0 | 0.0\% | n.m. | (100.0) \% |
| Ordinary business profit (loss) after net credit costs (recoveries) | 1 | 1 | । |  | 1 | 1 | 1 |  | 49.2 | 100.0\% | n.m. | n.a. | 107.5 | 100.0\% | n.m | n.a. | 57.5 | 100.0\% | n.m | 16.9\% | 66.4 | 100.0\% |  | (38.2)\% |

${ }^{2}$ Prior period amounts have been reclassified to conform to current period presentation.


【Retail Banking】

| Total number of Retail accounts（thousands） | 1，131 | n．a． | 1，313 | 37．8\％ | 1，542 | 36．3\％ | 1，717 | 30．8\％ | 1，860 | 20．6\％ | 1，994 | 16．1\％ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset under management（AUM） | 2，981．4 | n．a． | 3，299．3 | 28．4\％ | 3，813．1 | 27．9\％ | 4，078．6 | 23．6\％ | 4，372．4 | 14．7\％ | 4，622．7 | 13．3\％ |
| Retail deposits ${ }^{1}$ | 1，986．8 | n．a． | 2，300．4 | 44．5\％ | 2，836．8 | 42．8\％ | 3，103．4 | 34．9\％ | 3，387．3 | 19．4\％ | 3，573．8 | 15．2\％ |
| Structured Deposits | 440.7 | n．a． | 666.8 | 686．3\％ | 1，030．1 | 133．7\％ | 1，199．6 | 79．9\％ | 1，383．3 | 34．3\％ | 1，457．9 | 21．5\％ |
| Retail debentures | 609.9 | n．a． | 559.3 | （13．3）\％ | 494.3 | （19．0）\％ | 435.3 | （22．2）\％ | 405.8 | （17．9）\％ | 381.9 | （12．3）\％ |
| Mutual Funds／Variable Annuities | 339.9 | n．a． | 398.4 | 41．0\％ | 443.2 | 30．4\％ | 503.6 | 26．4\％ | 5444.7 | 22．9\％ | 634.2 | 25．9\％ |
| Mutual Funds Variable Annuities | $\begin{array}{r} 277.4 \\ 62.4 \end{array}$ | n．a． <br> n．a． | $\begin{aligned} & 298.1 \\ & 100.2 \end{aligned}$ | $\begin{array}{r} 25.7 \% \\ 120.7 \% \end{array}$ | 316.6 126.6 | $\begin{array}{r} \text { 14.1\% } \\ \text { 102.9\% } \end{array}$ | $\begin{aligned} & 351.6 \\ & 151.9 \end{aligned}$ | $\begin{aligned} & 17.9 \% \\ & 51.6 \% \end{aligned}$ | $\begin{aligned} & 370.8 \\ & 173.8 \end{aligned}$ | $\begin{aligned} & 17.1 \% \\ & 37.3 \% \end{aligned}$ | 437.3 196.8 | $24.4 \%$ $29.6 \%$ |
| Retail loan outstanding ${ }^{1}$ | 264.3 | n．a． | 308.1 | 75．5\％ | 420.3 | 59．0\％ | 493.7 | 60．2\％ | 548.6 | 30．5\％ | 639.5 | 29．5\％ |
| Housing loan balance | 245.0 | n．a． | 289.2 | 71．6\％ | 385.9 | 57．5\％ | 454.5 | 57．2\％ | 497.2 | 28．8\％ | 562.2 | 23．7\％ |
| Total number of PowerSmart housing loan customers | 9，568 | n．a． | 11，906 | 97．9\％ | 16，595 | 73．4\％ | 20，077 | 68．6\％ | 22，543 | 35．8\％ | 25，842 | 28．7\％ |

【Institutional Banking】

| Corporate loans ${ }^{1}$ | 2，414．2 | n．a． | 2，451．1 | （1．6）\％ | 2，618．5 | 8．5\％ | 2，851．7 | 16．3\％ | 3，103．2 | 18．5\％ | 2，985．5 | 4．7\％ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance of Non－Recourse Lending（Loans＋Bonds） | 519.9 | n．a． | 744.5 | 33．9\％ | 851.8 | 63．8\％ | 673.8 | （9．5）\％ | 795.5 | （6．6）\％ | 922.2 | 36．9\％ |
| Balance of Non－Recourse Loans | 462.5 | n．a． | 575.6 | 18．0\％ | 636.5 | 37．6\％ | 461.4 | （19．8）\％ | 665.8 | 4．6\％ | 769.5 | 66．8\％ |

【Consumer and Commercial Finance】

| Loans to consumer and commercial finance customers ${ }^{1}$ | n．a． | n．a． | 272.6 | n．a． | 315.0 | n．a． | 373.3 | 36．9\％ | 416.1 | 32．1\％ | 424.9 | 13．8\％ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total number of available cardholders（APLUS）（thousands） | n．a． | n．a． | 5，734 | n．a． | 6，263 | n．a． | 6，841 | 19．3\％ | 7，359 | 17．5\％ | 7，612 | 11．3\％ |

## 【Other Key Data of the Bank】

| Total loans outstanding（consolidated basis） | 3，074．6 | n．a． | 3，430．4 | 12．6\％ | 3，828．0 | 24．5\％ | 4，087．5 | 19．2\％ | 4，781．4 | 24．9\％ | 5，146．3 | 25．9\％ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of ATMs | 210 | n．a． | 247 | 44．4\％ | 299 | 42．4\％ | 348 | 40．9\％ | 355 | 18．7\％ | 369 | 6．0\％ |
| Total outlets | 36 | n．a． | 37 | 5．7\％ | 40 | 11．1\％ | 41 | 10．8\％ | 42 | 5．0\％ | 42 | 2．4\％ |
| Shinsei Financial Centers and Platinum Centers BankSpots and others | $\begin{array}{r} 31 \\ 5 \\ \hline \end{array}$ | $\begin{aligned} & \text { n.a. } \\ & \text { n.a. } \end{aligned}$ |  | $\begin{array}{r} 3.3 \% \\ 20.0 \% \\ \hline \end{array}$ | $\begin{array}{r} 31 \\ 9 \\ \hline \end{array}$ | $\begin{array}{r} 0.0 \% \\ 80.0 \% \\ \hline \end{array}$ | 31 10 | $\begin{array}{r} 0.0 \% \\ 66.7 \% \\ \hline \end{array}$ | $\begin{array}{r} 35 \\ 7 \\ \hline \end{array}$ | $\begin{gathered} 12.9 \% \\ (22.2) \% \end{gathered}$ | 38 4 | $\begin{gathered} 22.6 \% \\ (60.0) \% \end{gathered}$ |
| Number of employees（consolidated basis） | 4，337 | n．a． | 5，013 | 110．6\％ | 5，120 | 18．1\％ | 5，407 | 7．9\％ | 5，281 | 3．1\％ | 5，364 | （0．8）\％ |
| Number of employees（non－consolidated basis） | 2，131 | n．a． | 2，041 | （3．8）\％ | 2，052 | （3．7）\％ | 2，094 | 2．6\％ | 2，196 | 7．0\％ | 2，248 | 7．4\％ |

1 Management accounting basis
Shinsel Bank

## Balance Sheet Impact by APLUS and Showa Leasing

|  |  |  |  |  | （billi | s of yen ） |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 31， 2007 |  |  | March 31， 2006 |  |  |
|  | Consolidated | APLUS | Showa Leasing | Consolidated | APLUS | Showa Leasing |
| Cash and due from banks | 448.5 | 217.8 | 7.8 | 488.6 | 138.1 | 4.9 |
| Other monetary claims purchased | 366.5 | － | 4.8 | 273.9 | － | 0.1 |
| Monetary assets held in trust | 502.3 | 82.5 |  | 456.1 | 93.2 | － |
| Securities | 1，854．6 | 2.8 | 8.2 | 1，494．4 | 4.5 | 13.1 |
| Loans and bills discounted | 5，146．3 | 234.0 | 17.1 | 4，087．5 | 227.4 | 2.4 |
| Installment sales credit | 440.8 | 269.0 | 171.7 | 472.9 | 277.1 | 156.3 |
| Premises and equipment |  |  | ／ | 415.5 | 14.2 | 312.3 |
| Tangible fixed Assets | 382.4 | 5.1 | 294.6 | 1 | 1 | 1 |
| Goodwill，net | 158.0 | 117.2 | 41.5 | 226.6 | 182.7 | 44.7 |
| Intangible assets | 19.8 | 12.2 | 7.6 | 68.1 | 59.4 | 8.7 |
| Customers＇liabilities for acceptances and guarantees | 754.4 | 738.7 |  | 813.4 | 797.7 |  |
| Reserve for credit losses | （147．2） | （37．2） | （3．5） | （144．8） | （27．0） | （1．3） |
| Deposit（including NCD） | 5，420．9 | － | － | 4，071．7 | － | － |
| Debentures | 703.2 | － | － | 1，018．9 | － | － |
| Commercial paper | 171.3 | 89.3 | 82.0 | 133.2 | 57.7 | 75.5 |
| Borrowed money | 1，122．6 | 458.2 | 376.4 | 1，205．7 | 517.0 | 379.8 |
| Acceptances and guarantees | 754.4 | 738.7 | － | 813.4 | 797.7 | － |
| Minority interests in subsidiaries | 289.6 | 82.9 | 1.7 | 261.8 | 80.0 | 1.3 |

Note：
1．Figures for APLUS and Showa Leasing shown in this table are different from their own financial statements because these figures shown are representative of consolidation adjustment and market value adjustment．
2．Goodwill（net）is recorded during consolidating process
3．Minority interests in subsidiaries are recorded during consolidating process．

## 【APLUS】

Installment sales credit and guarantees for installment sales credit represent most of APLUS＇ total assets．
（1）In the Bank＇s consolidated balance sheet，most of recorded＂Loans and bills discounted＂and ＂Installment sales credit＂associated with APLUS balance sheet are recorded as in APLUS＇balance sheet＂Installment sales credit＂
（2）The amounts that are included in＂Customers＇ liabilities for acceptances and guarantees＂in the Bank＇s consolidated balance sheet associated with APLUS＇assets recorded as＂Guarantees for installment sales credit＂is JPY 694．2billion

【Showa Leasing】
Installment sales credit and leasing assets represent most of Showa Leasing＇s total assets．
（1）In the Bank＇s consolidated balance sheet，most of recorded＂Installment sales credit＂associated with Showa Leasing＇s balance sheet are，in Showa Leasing＇s balance sheet，recorded as＂Installment sales credit＂
（2）In the Bank＇s consolidated balance sheet，most of recorded＂Tangible fixed assets＂associated with Showa Leasing＇s balance sheet are，in Showa Leasing＇s balance sheet，recorded as＂Tangible leasing assets＂
In the Bank＇s consolidated balance sheet as of March 31，2006，＂Tangible leasing assets＂was included in＂Premises and equipment＂

Interest-Earning Assets and Interest-Bearing Liabilities (Consolidated)

|  | Fiscal year endedMar. 31, 2007(FY2006) |  |  | Six months ended <br> Sep. 30, 2006 <br> (1H-FY2006) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Interest | Yield/rate (\%) | Average balance | Interest | Yield/rate (\%) |
| Interest-earning assets ${ }^{(1)}$ |  |  |  |  |  |  |
| Loans and bills discounted | 4,613.4 | 126.8 | 2.75 | 4,304.8 | 59.2 | 2.74 |
| Lease and installment receivables ${ }^{(1)}$ | 831.3 | 51.1 | 6.15 | 838.0 | 25.5 | 6.09 |
| Securities | 1,750.5 | 32.3 | 1.85 | 1,605.9 | 16.8 | 2.09 |
| Other interest-earning assets ${ }^{(2)}$ | 721.4 | 13.6 | n.m. ${ }^{(4)}$ | 672.7 | 6.8 | n.m. ${ }^{(4)}$ |
| Total interest-earning assets ${ }^{(1)}$ | 7,916.8 | 223.9 | 2.83 | 7,421.6 | 108.5 | 2.92 |
| Interest-bearing liabilities: |  |  |  |  |  |  |
| Deposits and negotiable certificates of deposit | 4,834.0 | 34.3 | 0.71 | 4,472.7 | 13.6 | 0.61 |
| Debentures | 795.6 | 3.0 | 0.38 | 871.0 | 1.5 | 0.36 |
| Subordinated debt | 399.5 | 9.8 | 2.47 | 360.9 | 3.5 | 1.99 |
| Borrowed money and corporate bonds | 1,118.1 | 11.8 | 1.06 | 1,127.2 | 5.3 | 0.94 |
| Other interest-bearing liabilities ${ }^{(2)}$ | 674.4 | 18.2 | n.m. ${ }^{(4)}$ | 387.5 |  | n.m. ${ }^{(4)}$ |
| Total interest-bearing liabilities | 7,821.8 | 77.3 | 0.99 | 7,219.6 | 31.2 | 0.86 |
| Non interest-bearing sources of funds: |  |  |  |  |  |  |
| Non interest-bearing (assets) liabilities, net | (655.9) | - | - | (598.7) | - | - |
| Shareholders' equity ${ }^{(3)}$ | 750.9 | - | - | 800.7 | - | - |
| Total interest-bearing liabilities and non interest-bearing sources of funds | 7,916.8 | - | - | 7,421.6 | - | - |
| Net interest margin ${ }^{(1)}$ | - | - | 1.84 | - | - | 2.05 |
| Impact of non interest-bearing sources | - | - | 0.01 | - | - | 0.02 |
| Net revenue/yield on interest-earning assets ${ }^{(1)}$ | - | 146.6 | 1.85 | - | 77.3 | 2.08 |
| Note: <br> Reconciliation of total revenue on interest-earning assets to total interest income. |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| Total revenue on interest-earning assets | 7,916.8 | 223.9 | 2.83 | 7,421.6 | 108.5 | 2.92 |
| Less: Income on lease and installment receivables | 831.3 | 51.1 | 6.15 | 838.0 | 25.5 | 6.09 |
| Total interest income | 7,085.5 | 172.8 | 2.44 | 6,583.5 | 82.9 | 2.51 |
| Total interest expense | - | 77.3 | - | - | 31.2 | - |
| Net interest income | - | 95.4 | - | - | 51.7 | - |


| Fiscal year ended Mar. 31, 2006 (FY2005) |  |  |
| :---: | :---: | :---: |
| Average balance | Interest | Yield/rate <br> (\%) |
| 3,730.7 | 104.4 | 2.80 |
| 793.7 | 46.0 | 5.80 |
| 1,721.4 | 16.8 | 0.98 |
| 503.7 | 3.7 | n.m. ${ }^{(4)}$ |
| 6,749.7 | 171.0 | 2.53 |
| 3,776.8 | 16.9 | 0.45 |
| 1,152.9 | 4.7 | 0.41 |
| 259.7 | 5.5 | 2.13 |
| 999.3 | 12.2 | 1.22 |
| 229.5 | 3.3 | n.m. ${ }^{(4)}$ |
| 6,418.4 | 42.7 | 0.67 |
| (489.6) | - | - |
| 821.0 | - | - |
| 6,749.7 | - | - |
| - | - | 1.87 |
| - | - | 0.03 |
| - | 128.3 | 1.90 |
| 6,749.7 | 171.0 | 2.53 |
| 793.7 | 46.0 | 5.80 |
| 5,955.9 | 125.0 | 2.10 |
| - | 42.7 | - |
| - | 82.2 | - |

[^1]|  | Fiscal year endedMar. 31, 2007(FY2006) |  |  | Six months endedSep. 30, 2006(1H-FY2006) |  |  | $\begin{gathered} \text { Fiscal year ended } \\ \text { Mar. 31, 2006 } \\ \text { (FY2005) } \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Interest | Yield/rate (\%) | Average balance | Interest | Yield/rate (\%) | Average balance | Interest | Yield/rate <br> (\%) |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 123.5 | 3.6 | 2.96 | 92.2 | 1.2 | 2.77 | 86.3 | 2.0 | 2.33 |
| Call loans | 70.8 | 0.2 | 0.29 | 87.1 | 0.1 | 0.23 | 100.9 | 0.0 | 0.02 |
| Receivables under resale agreements | - | - | - | - | - | - | - | - | - |
| Collateral related to securities borrowing transactions | 127.4 | 0.4 | 0.37 | 149.7 | 0.2 | 0.27 | 10.2 | 0.0 | 0.29 |
| Securities | 2,023.1 | 40.4 | 1.99 | 1,900.3 | 20.7 | 2.17 | 1,997.4 | 21.0 | 1.05 |
| Loans and bills discounted | 4,443.4 | 75.3 | 1.69 | 4,124.7 | 31.7 | 1.53 | 3,612.3 | 57.8 | 1.60 |
| Other interest-earning assets | 67.7 | 1.7 | 2.51 | 58.4 | 0.6 | 2.31 | 65.4 | 0.9 | 1.40 |
| Interest rate and fund swaps | - | 7.1 | - | - | 4.5 | - | - | 0.6 | - |
| Total interest-earning assets | 6,856.2 | 129.0 | 1.88 | 6,412.6 | 59.2 | 1.84 | 5,872.8 | 82.6 | 1.40 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |
| Deposits | 4,561.5 | 33.2 | 0.72 | 4,278.0 | 13.4 | 0.62 | 3,746.5 | 16.9 | 0.45 |
| Negotiable certificates of deposit | 332.0 | 1.1 | 0.35 | 256.0 | 0.2 | 0.21 | 199.7 | 0.0 | 0.03 |
| Debentures | 797.0 | 3.0 | 0.37 | 872.9 | 1.5 | 0.35 | 1,158.6 | 4.7 | 0.40 |
| Call money | 403.5 | 5.6 | 1.40 | 157.1 | 1.0 | 1.27 | 127.3 | 0.0 | 0.07 |
| Payable under repurchase agreements | - | - | - | - | - | - | 0.6 | 0.0 | 0.00 |
| Collateral related to securities lending transactions | 84.0 | 0.2 | 0.29 | 70.1 | 0.0 | 0.20 | 4.9 | 0.0 | 0.55 |
| Borrowed money | 283.4 | 2.1 | 0.75 | 279.6 | 0.9 | 0.67 | 308.4 | 5.8 | 1.88 |
| Corporate bonds | 487.3 | 20.7 | 4.26 | 450.1 | 9.2 | 4.08 | 105.3 | 1.7 | 1.64 |
| Other interest-bearing liabilities | 0.3 | 11.2 | n.m. ${ }^{(1)}$ | 0.3 | 5.6 | n.m. ${ }^{(1)}$ | 0.3 | 3.0 | n.m. ${ }^{(1)}$ |
| Interest rate and fund swaps | - | - | - | - | - | - | - | - | - |
| Total interest-bearing liabilities | 6,949.3 | 77.5 | 1.11 | 6,364.5 | 32.1 | 1.00 | 5,652.1 | 32.3 | 0.57 |
| Net interest income/yield on interest-earning assets | 6,856.2 | 51.5 | 0.75 | 6,412.6 | 27.1 | 0.84 | 5,872.8 | 50.2 | 0.85 |

[^2]
## Tax Loss Carryforwards

The bank had JPY 150.0 billion of tax loss carryforwards related to corporation tax as of March 31, 2007.

|  | Amount |  |
| :--- | :---: | :---: |
|  | (billions of yen) | Date of expiry |
| Fiscal year ended March 31, 2003 | 150.0 | March 31, 2010 |

■In addition, other important tax loss carryforwards of major subsidiaries are as follows; The Bank is not permitted to add the tax loss carryforwards of APLUS and Showa Leasing to its own tax loss carryforwards as they are not wholly owned subsidiaries, and not included in the Bank's consolidated corporate tax system.

| APLUS | (billions of yen) | Date of expiry |
| :--- | :---: | :---: |
| Fiscal period ended March 31, 2005 | 157.7 | March 31, 2012 |
| Fiscal period ended September 30, 2005 | 2.9 | March 31, 2013 |
| Fiscal period ended March 31, 2006 | 4.6 | March 31, 2013 |
| Fiscal period ended March 31, 2007 | 30.2 | March 31, 2014 |
| Total | 195.6 |  |
|  | (billions of yen) | Date of expiry |
| Showa Leasing | 32.2 | March 31, 2012 |
| Fiscal period ended March 31, 2005 | 8.9 | March 31, 2014 |
| Fiscal period ended March 31, 2007 | 41.1 |  |
| Total |  |  |

For the fiscal year 2006, Shinsei Bank recorded JPY 67.6 billion of consolidated taxable income.

All figures presented in the following tables are based on APLUS＇disclosed financials and before consolidation to Shinsei＇s financials．
（billions of yen）

## 【Key Financial Data】

| Summary of Income Statement （Consolidated） | Mar．31， 2007 |
| :---: | :---: |
| Operating Revenue | 111.4 |
| Credit card shopping（Sogo） | 8.9 |
| Installment shopping credit（Kohin） | 20.5 |
| Credit guarantee | 26.4 |
| Loan | 44.9 |
| Consumer loan | 44.6 |
| Cashing by credit card | 20.3 |
| Loan card | 20.9 |
| Other consumer loan | 3.4 |
| Other loan | 0.2 |
| Financial income | 2.3 |
| Others | 8.2 |
| Operating Expenses | 126.3 |
| SG\＆A | 120.6 |
| Net provision of allowance for bad debts | 47.8 |
| Others | 72.8 |
| Financial expenses | 5.6 |
| Operating Income（Loss） | （14．9） |
| Ordinary Income（Loss） | （14．9） |
| Net Extraordinary Profit（Loss） | （8．7） |
| Net Income（Loss）before Tax | （23．7） |
| Net Income（Loss） | （29．3） |


|  | as of the end of |
| :---: | :---: |
| Summary of Financials and Other Major Business Information <br> （Consolidated） | Mar． 2007 |
| Total Assets | 1，550．7 |
| Total Liabilities | 1，491．2 |
| Total Net Assets | 59.5 |


| （billions of yen） <br> as of the end of |  |  |
| :---: | :---: | :---: |
| Sep． 2006 | Mar． 2006 | Sep． 2005 |
| 1，608．2 | 1，593．1 | 1，542．9 |
| 1，534．2 | 1，516．1 | 1，469．4 |
| 74.0 | 76.9 | 73.4 |

## Grey－zone related：

In the fiscal year ended Mar 31，2007，APLUS recorded costs of 11.5 billion yen for future possible losses on reimbursements of excess interest payments．
As of the end of Mar．2007，reserve for losses on interest repayments stood at 10.3 billion yen．


## 【Key Business Data】

as of the end of
Summary of Financials and Other Major
 Business Information
（Consolidated）


| （non－c |
| :--- | :--- |
| $\begin{array}{l}\text { Loan R } \\ \text {（non－c }\end{array}$ |

## （non

| $\sim 15.0 \%$ | $\mathbf{0 . 9}$ |
| :--- | ---: |
| $\sim 18.0 \%$ | $\mathbf{3 0 . 6}$ |
| $\sim 20.0 \%$ | $\mathbf{1 5 . 2}$ |
| $\sim 25.0 \%$ | $\mathbf{5 0 . 6}$ |
| $\sim 29.2 \%$ | $\mathbf{9 3 . 5}$ |
| Cashing by credit card | $\mathbf{7 1 . 2}$ |
| Loan card | $\mathbf{1 1 9 . 9}$ |
| Credit Outstanding Per Account（thousand yen） | $\mathbf{3 6 7}$ |
| Cashing by credit card | $\mathbf{2 3 3}$ |
| Loan card | $\mathbf{5 5 5}$ |


| Sep． 2006 | Mar． 2006 | Sep． 2005 |
| :---: | :---: | :---: |
| 1，329．1 | 1，315．0 | 1，358．3 |
| 604.7 | 568.7 | 541.6 |
| 39.4 | 36.9 | 28.5 |
| 296.8 | 253.8 | 243.6 |
| 268.2 | 277.7 | 266.7 |
| 253.3 | 234.0 | 222.8 |
| 70.0 | 66.3 | 64.5 |
| 133.7 | 131.9 | 104.0 |
| 49.5 | 35.7 | 54.3 |
| 14.9 | 43.6 | 43.8 |
| 0.1 | 0.1 | 2.7 |
| 724.3 | 746.3 | 816.7 |
| 897 | 648 | 634 |
| 7，359 | 6，841 | 6，263 |
| 905 | 891 | 887 |
| 204.3 | 1 | 1 |
| 0.9 | 1 | ／ |
| 32.9 | 1 | 1 |
| 15.2 | 1 | 1 |
| 52.7 | 1 | 1 |
| 102.4 | 1 | 1 |
| 75.7 | 1 | I |
| 128.5 | 1 | 1 |
| 371 | 1 | 1 |
| 242 | ／ | 1 |
| 541 | 1 | 1 |

（1）Revised figures from Shinsei Bank＇s press release on May 9， 2007
（2）This is a total of cashing by credit card／loan card outstanding（161．1 billion yen as of the end of Mar． 2007 and 177.2 billion yen as of the end of Sep．2006，non－consolidated basis）based on managed assets basis，which include securitized receivables and uncollectible estimated amounts，etc．

Latest figures are based on Shinki＇s ${ }^{1}$ disclosed financials announced on May 9， 2007

| 【Key Financial Data】 | for the fiscal year ended |  | （billions of yen） <br> （Reference） <br> for the six months ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Summary of Income Statement （non－consolidated） | $\begin{gathered} \hline \text { Mar. 31, } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { Mar. 31, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { Sep. 30, } \\ 2006 \end{gathered}$ | $\begin{gathered} \text { Sep. } 30, \\ 2005 \end{gathered}$ |
| Operating Income | 44.4 | 50.5 | 23.0 | 25.5 |
| Interest income | 23.7 | 27.9 | 12.5 | 13.6 |
| Interest on subordinated investor certificate | 19.4 | 21.1 | 9.8 | 11.0 |
| Others | 1.3 | 1.3 | 0.6 | 0.7 |
| Operating Expenses | 66.1 | 43.7 | 22.2 | 20.6 |
| Financial expenses | 1.7 | 1.9 | 0.8 | 1.0 |
| Other operating expenses | 64.5 | 41.7 | 21.4 | 19.5 |
| Allowance for bad debts and write offs | 46.9 | 20.0 | 12.3 | 8.9 |
| Others | 17.5 | 21.7 | 9.0 | 10.6 |
| Operating Profit（Loss） | （21．7） | 6.7 | 0.7 | 4.8 |
| Ordinary Profit（Loss） | （21．6） | 6.8 | 0.8 | 4.9 |
| Net Extraordinary Profit（Loss） | （13．7） | 0.2 | （13．3） | 0.2 |
| Net Income（Loss）before Tax | （35．2） | 7.0 | （12．4） | 5.1 |
| Net Income（Loss） | （39．9） | 4.1 | （15．4） | 2.9 |

（billions of yen）
as of the end of


## 【Key Business Data】

| Summary of Financials and Other Major Business Information （non－consolidated） | as of the end of |  | as of the end of |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar． 2007 | Mar． 2006 | Sep． 2006 | Sep． 2005 |
| Loan Receivables Outstanding ${ }^{(2)}$ | 176.4 | 199.4 | 187.5 | 211.9 |
| Consumer loans | 125.8 | 136.8 | 130.0 | 144.8 |
| Unsecured loans | 125.0 | 136.3 | 129.6 | 144.2 |
| Secured loans | 0.7 | 0.4 | 0.4 | 0.5 |
| Business loans | 50.6 | 62.6 | 57.5 | 67.0 |
| Loans on deeds | 0.3 | 0.6 | 0.4 | 0.9 |
| NoLoan business | 50.1 | 61.8 | 56.9 | 65.7 |
| Secured loans | 0.0 | 0.1 | 0.0 | 0.3 |
|  |  |  |  |  |
| Number of Branch Offices | 544 | 610 | 572 | 568 |
| Weighted Average Rate of Loan Interest Rate（\％） | 27.11 | 26.60 | 27.18 | 27.23 |
| Consumer loans | 27.50 | 26.91 | 27.59 | 27.60 |
| Unsecured loans | 27.58 | 26.97 | 27.65 | 27.67 |
| Secured loans | 13.96 | 11.15 | 11.07 | 11.61 |
| Business loans | 26.14 | 25.93 | 26.24 | 26.42 |
| Loans on deeds | 21.66 | 21.26 | 21.29 | 22.21 |
| NoLoan business | 26.19 | 26.02 | 26.30 | 26.57 |
| Secured loans | 11.32 | 9.68 | 11.54 | 9.19 |
| Weighted Average Rate of Funding Rate（\％） |  |  |  |  |
| During the fiscal year | 1.66 | 1.82 | 1.64 | 1.96 |
| As of the end of the fiscal year | 1.69 | 1.63 | 1.68 | 1.80 |

（1）Shinsei owns $36.4 \%$ of Shinki Co．，Ltd．，an equity－method affiliate
（2）Balance of loans include off－balance sheet items through securitization program

## Key Financials of Major Subsidiaries and Affiliate

【Non-Consolidated Financial Figures of Major Subsidiaries and Affiliate】

|  |  |  |  |  |  | As of the | end of Ma | ch 2007 |  | FY2 | 006 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name of Company | Consolidation (Cons.) or Equity Method | Established Date | Main Business | Recent Financial Closing | Total Assets | Borrowed Money | from Shinsei <br> (Note1) | Capital Accounts | from Shinsei | Net Operating Income | Net Income (after tax) |
| [Institutional Banking] |  |  |  |  |  |  |  |  |  |  |  |
| Shinsei Securities | Cons. | 1997/8 | Securities | 2007/3 | 45.4 | 14.0 | 10.0 | 12.3 | 12.3 | 0.2 | 0.1 |
| Shinsei Trust \& Banking | Cons. | 1996/11 | Trust banking | 2007/3 | 26.1 | - | - | 8.4 | 8.4 | 1.6 | 0.9 |
| Shinsei Investment Management | Cons. | 2001/12 | Investment trust and discretionary investment advising | 2007/3 | 0.4 | - | - | 0.3 | 0.3 | 0.0 | 0.0 |
| Shinseigin Finance | Cons. | 1993/1 | Finance | 2007/3 | 25.2 | 0.5 | - | 1.0 | 1.0 | 2.0 | 0.7 |
| Shinsei Servicing Company | Cons. | 2001/10 | Servicing business | 2007/3 | 2.5 | - | - | 1.1 | 1.1 | 1.0 | 0.5 |
| [Consumer and Commercial Finance] |  |  |  |  |  |  |  |  |  |  |  |
| APLUS | Cons. | 1956/10 | Consumer sales finance | 2007/3 | 1,490.7 | 458.3 | - | 60.9 | 41.9 | (13.9) | (27.9) |
| Shinki | Equity | 1954/12 | Consumer finance | 2007/3 | 151.9 | 69.4 | 13.0 | 27.0 | 9.8 | (21.5) | (39.9) |
| Showa Leasing | Cons. | 1969/4 | Leasing | 2007/3 | 558.2 | 369.4 | - | 43.4 | 41.7 | 7.7 | 11.5 |
| Shinsei Property Finance (SPF) | Cons. | 1959/5 | Real estate collateral finance | 2007/3 | 64.7 | 59.0 | 59.0 | 3.9 | 3.9 | 2.7 | 1.3 |

(Note 1) Borrowed money from Shinsei includes guarantees.

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[^0]:    ${ }^{1}$ Management accounting basis
    ${ }^{2}$ FY2004 and FY2005: Excludes amortization of consolidation goodwill and intangible assets, net of tax benefits associated with consumer and commercial finance companies. FY2006: In addition, FY2006 excludes impairment of consolidation goodwill and intangible assets, net of tax benefit, associated with APLUS.
    ${ }^{3}$ Reference information: Computational diluted net loss as of March 31, 2007 is (31.79) yen per share
    ${ }^{4}$ Net income excludes amortization of consolidation goodwill and other intangible assets, net of tax benefit. Average shareholders' equity excludes consolidation goodwill and intangible assets

[^1]:    (1) Includes leased assets and installment receivables and related yields.
    (2) Other interest-earning assets and other interest-bearing liabilities include interest swaps and funding swaps.
    (3) Represents a simple average of the balance at the end of the current period and the balance at the end of the previous period.
    (4) n.m. is not meaningful.

[^2]:    (1) n.m. is not meaningful.

