For Immediate Press Release:

## Shinsei Bank announces Financial Results for Fiscal 2001 <br> ■ Gross Business Profit Up 26.6\% <br> - Net Business Profit Up 53.3\% <br> - Adjusted Net Income Up 72.6\% <br> ■ Capital Adequacy Ratio increased to 17.04\%

Tokyo (Friday, May 24, 2002) - Shinsei Bank, Limited ("Shinsei Bank") today announced its financial results for the fiscal year 2001 (FY2001), which ended on March 31, 2002.

## Profit \& Loss

For FY2001, Shinsei Bank posted Gross Business Profit (gyomu so-rieki) of 127.3 billion yen on a consolidated basis, consisting of Net Interest Income of 88.4 billion yen, representing an increase in profits by 2.5 billion yen, up $26.6 \%$ from FY2000. This was due to the continuing improvement of the funding environment and loan spread, and non-interest income of 38.9 billion yen. Non-interest income increased due to the contribution from activities in investment banking businesses including securitization, non-recourse loans, acquisition finance, loan trading and various types of derivatives, all aimed at providing solutions for our customers. Non-Interest Income represents 30.6\% of the total Gross Business Profit, exceeding our initial target of $30 \%$.

Expenses were 68.5 billion yen on a consolidated basis. This was an increase of 6.2 billion yen from fiscal 2000, due to active new business development including in the retail area.

Consolidated Net Business Profit before general reserves (jisshitsu gyomu jun-eki), including gains on money held in trust, was 58.8 billion yen. This increased by 20.4 billion yen, up 53.3\%, from FY2000.

After credit cost of 1 billion yen, corporate tax and others, consolidated Net

Operating Income was 39.4 billion yen. Consolidated Net Income was 61.2 billion yen, including a deferred tax benefit of 21.2 billion yen.

Consolidated Net Income of 90.4 billion yen in FY2000 included 55.0 billion yen gain from equity securities sold to the Deposit Insurance Corporation of Japan ("DIC"). If this gain were excluded from FY2000, FY2001 Net Income increased significantly, up 72.6\% from FY2000.

On a non-consolidated basis, Net Business Profit before general reserves (jisshitsu gyomu jun-eki), including gain on money held in trust, was 57.9 billion yen, and Net Income was 60.7 billion. Credit cost on a non-consolidated basis was 2.7 billion yen, including a net increase in the Reserve for Loan Losses of 2.4 billion yen.

## Balance Sheet

On the asset side, Loans decreased by 1,171.4 billion yen compared to March 31,2001 , to $5,012.1$ billion yen on a non-consolidated basis. This was partly caused by (1) our efforts to reduce problem loans by write-offs, loan transfer to the DIC, and other measures, and (2) generally weaker demand for borrowed fund.

As for loan volume targets for small- and medium-sized enterprises ("SME"), our calculation shows that the Bank exceeded the target as of March-end 2002.

Liabilities decreased along with assets. Debentures decreased by 748.7 billion yen compared to the March 2001 figure, to $2,735.2$ billion yen. Deposits (including NCDs) decreased by 918.7 billion yen to $2,384.0$ billion yen. Borrowed Money decreased by 258.3 billion yen to 515.0 billion yen mainly due to the prepayment of subordinated debts.

## Asset Quality

On a non-consolidated basis, the total claims classified at or below the "Need Caution" level decreased by about 400 billion yen compared to March 2001. The claims at or below the "Need Special Supervision" level (as defined by the disclosure of criteria of the Financial Reconstruction Law as of March 31, 2002)
was $1,113.6$ billion yen, or $20.0 \%$ of total loan asset, a decrease of 182.4 billion yen compared to March 2001. Total Loan Loss Reserves stood at 371.4 billion yen.

## Capital Adequacy

The consolidated Capital Adequacy Ratio at the end of FY2001 was $17.04 \%$.

## Performance Forecast for Fiscal Year 2002

For Fiscal Year 2002 ending March 31, 2003, the Bank expects consolidated Net Income of 63.0 billion yen. On a non-consolidated basis, the Bank expects Net Business Profit before general reserves (jisshitsu gyomu jun-eki) of 69.0 billion yen and Net Income of 62.0 billion yen, respectively.

## President Yashiro's comment

At a press conference for the results announcement, Masamoto Yashiro, the Chairman, President and CEO stated as follows:
"June 5 th, 2002 marks the second anniversary of Shinsei's name change. In March 2000, we announced our new business model. For the last two years, we implemented new organization, new infrastructure, asset quality improvements, new retail businesses, and investment banking businesses.

In the new retail business, we introduced the PowerFlex account based on IT system supported by open architectures, not by main-frame computers, as well as new housing loans, the Internet banking, ATM alliances, call centers, new branches in Roppongi and Meguro, and Shinsei Financial Centers. 130,000 customers have opened PowerFlex accounts in the 10 months ending March 2002, thanks partly to customer convenience-oriented alliances with IY Bank, Keikyu Railways, and some of our branches next to Starbucks coffee shops. We will continue our efforts to introduce products and services to meet our customers' needs.

In the investment banking businesses, we made significant progress in areas such as securitization, derivatives, trading, acquisition finance, non-recourse
lending, and loan trading.
Starting this January, we combined the financial product group and relationship management divisions into one group. This Institutional Group continues to provide solutions for our institutional customers in business restructuring, efficiency improvement, and other areas. A new team was recently established to focus on corporate revitalization business.

Our strategy was the key to our overall profitability, allowing us to exceed our initial plan. We are convinced that our new business model is the right model for the future.

We appreciate your continuous support."

## Financial Highlights - Consolidated

| Balance Sheet data at the end of | billions of yen |  | change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar. 2002 | Mar. 2001 |  |  |
|  | a | b | a-b | \% |
| Total Assets | 8,069.6 | 9,485.7 | -1,416.1 | -14.9\% |
| Loans and Bills Discounted | 4,801.9 | 6,187.3 | -1,385.4 | -22.4\% |
| Securities | 1,462.3 | 1,988.5 | -526.2 | -26.5\% |
| Deposits with Banks | 342.1 | 477.5 | -135.4 | -28.4\% |
| Debentures and Bonds | 2,786.4 | 3,670.4 | -884.0 | -24.1\% |
| Deposits (including CDs) | 2,260.8 | 3,218.8 | -958.0 | -29.8\% |
| Total Stockholders' Equity | 623.5 | 582.8 | 40.7 | 7.0\% |
| Capital Adequacy Ratios | 17.04\% | 16.99\% | - | - |
| Risk Assets | 5,759.2 | 6,586.0 | - | - |


| Profit for the Fiscal Years Ended | billions of yen |  | change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar. 2002 | Mar. 2001 |  |  |
|  | a | b | a-b | \% |
| Total Operating Income | 236.0 | 299.3 | -63.3 | -21.1\% |
| Net Business Profit (jisshitsu gyomu jun-eki)* | 58.8 | 38.4 | 20.4 | 53.1\% |
| Net Operating Income (keijo rieki) | 39.5 | 95.5 | -56.0 | -58.6\% |
| Net Income | 61.2 | 90.5 | -29.3 | -32.4\% |
| Net Income per Share (yen) | 21.11 | 31.87 | -10.8 | -0.3 |

* before general loan loss reserves, including gain/losses on money held in trust

| References | Mar. $\mathbf{2 0 0 2}$ | Mar. 2001 |
| :--- | ---: | ---: |
| Exchange Rate $(\nexists / \$)$ | $\mathbf{1 3 3 . 2 0}$ | 123.90 |
| Nikkei Average | $\mathbf{1 1 , 0 2 4 . 9 4}$ | $12,999.70$ |

## Consolidated Balance Sheet - Assets : FY'00-FY'01



## Consolidated Balance Sheet <br> - Liabilities and Shareholders' Equity : FY'00-FY'01

in millions of yen

|  | \# | Mar.31,2002 <br> a | Mar.31,2001 <br> b | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | a-b | \% |
| Debentures | 1 | 2,786,355 | 3,670,417 | -884,062 | -24.1\% |
| Deposits | 2 | 1,864,862 | 2,165,341 | -300,479 | -13.9\% |
| Negotiable Certificates of Deposits | 3 | 395,893 | 1,053,493 | -657,600 | -62.4\% |
| Borrowed Money | 4 | 459,272 | 550,835 | -91,563 | -16.6\% |
| Trading Liabilities | 5 | 173,580 | 253,684 | -80,104 | -31.6\% |
| Commercial Paper | 6 | 1,000 | 62,000 | -61,000 | -98.4\% |
| Call Money and Bills Sold | 7 | 329,900 | 255,200 | 74,700 | 29.3\% |
| Foreign Exchanges | 8 | 65 | 107 | -42 | -39.3\% |
| Other Liabilities | 9 | 1,289,241 | 685,929 | 603,312 | 88.0\% |
| Reserve for Bonus Payable | 10 | 8,584 | - | 8,584 |  |
| Reserve for Retirement Benefits | 11 | 22,766 | 19,612 | 3,154 | 16.1\% |
| Reserve for Loss on Disposition of Premises and Equipment | 12 | 53 | 3,921 | -3,868 | -98.6\% |
| Deferred Tax Liability | 13 | 0 | 10,084 | -10,084 | -100.0\% |
| Acceptances and Guarantees | 14 | 114,411 | 172,238 | -57,827 | -33.6\% |
| Total Liabilities | 15 | 7,445,987 | 8,902,865 | -1,456,878 | -16.4\% |


| Minority Interests | 16 | 33 | 33 |  |
| :---: | :---: | :---: | :---: | :---: |


| Capital Stock | 17 | $\mathbf{4 5 1 , 2 9 6}$ | 451,296 | 0 | $0.0 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Capital Reserve | 18 | $\mathbf{1 8 , 5 5 8}$ | 18,558 | 0 | $0.0 \%$ |
| Earned Surplus | 19 | $\mathbf{1 4 5 , 0 9 4}$ | 94,194 | 50,900 | $54.0 \%$ |
| Unrealized Gain or Loss on Securities Available-for-Sale | 20 | $\mathbf{5 , 7 9 0}$ | 16,341 | $-10,551$ | $-64.6 \%$ |
| Foreign Currency Translation Adjustments | 21 | $\mathbf{2 , 7 9 4}$ | 2,455 | 339 | $13.8 \%$ |
| Total Shareholders' Equity | 22 | $\mathbf{6 2 3 , 5 3 4}$ | 582,846 | 40,688 | $7.0 \%$ |


| Total Liabilities, Minority Interests and Shareholders' Equity | 23 | $\mathbf{8 , 0 6 9 , 5 5 4}$ | $9,485,711$ | $-1,416,157$ | $-14.9 \%$ |
| :--- | :--- | ---: | ---: | ---: | ---: |

US\$ / yen @133.20 @123.90

## Comparative Statement of Income : FY'00-FY'01 - Consolidated

|  | FY'01 | FY'00 | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | a | b | a-b | \% |
| Operating Income | 235,967 | 299,281 | -63,314 | -21.2\% |
| Interest Income | 155,481 | 211,468 | -55,987 | -26.5\% |
| Interest on Loans and Discounts | 116,397 | 168,468 | -52,071 | -30.9\% |
| Interest and Dividends on Securities | 24,213 | 16,141 | 8,072 | 50.0\% |
| Interest on Call Loans and Bills Discounted | 180 | 673 | -493 | -73.3\% |
| Interest on Deposits with Banks | 4,538 | 11,687 | -7,149 | -61.2\% |
| Other Interest Income | 10,151 | 14,496 | -4,345 | -30.0\% |
| Fees and Commissions | 11,277 | 12,819 | -1,542 | -12.0\% |
| Trading Revenue | 1,912 | 4,672 | -2,760 | -59.1\% |
| Other Business Income | 35,648 | 3,890 | 31,758 | 816.4\% |
| Other Operating Income | 31,647 | 66,430 | -34,783 | -52.4\% |
| Operating Expenses | 196,511 | 203,735 | -7,224 | -3.5\% |
| Interest Expenses | 67,072 | 125,624 | -58,552 | -46.6\% |
| Interest on Debentures | 41,976 | 81,110 | -39,134 | -48.2\% |
| Amortization of Discount on Debentures | 1,148 | 1,698 | -550 | -32.4\% |
| Interest on Deposits | 4,737 | 11,532 | -6,795 | -58.9\% |
| Interest on Negotiable C.D.s | 661 | 1,843 | -1,182 | -64.1\% |
| Interest on Borrowings | 13,151 | 20,317 | -7,166 | -35.3\% |
| Interest on Call Money and Bills Rediscounted | 15 | 276 | -261 | -94.6\% |
| Interest on Commercial Paper | 56 | 53 | 3 | 5.7\% |
| Other Interest Expenses | 5,325 | 8,791 | -3,466 | -39.4\% |
| Fees and Commissions | 3,474 | 2,278 | 1,196 | 52.5\% |
| Trading Expenses | 126 |  | 126 |  |
| Other Business Expenses | 21,452 | 4,697 | 16,755 | 356.7\% |
| General and Administrative Expenses | 69,514 | 63,899 | 5,615 | 8.8\% |
| Other Operating Expenses | 34,871 | 7,235 | 27,636 | 382.0\% |
| Net Operating Income | 39,455 | 95,546 | -56,091 | -58.7\% |
| Extraordinary Income | 10,593 | 8,737 | 1,856 | 21.2\% |
| Profit on Property Sold | 10,587 | 2,014 | 8,573 | 425.7\% |
| Bad Debt Recovered | 4 | 703 | -699 | -99.4\% |
| Other Extraordinary Income | 1 | 6,018 | -6,017 | -100.0\% |
| Extraordinary Expenses | 9,709 | 13,325 | -3,616 | -27.1\% |
| Loss on Property Sold | 9,419 | 4,604 | 4,815 | 104.6\% |
| Reserve for Loss on Disposition of Premises and Equipment | 53 | 3,844 | -3,791 | -98.6\% |
| Other Extraordinary Expenses | 237 | 4,876 | -4,639 | -95.1\% |
| Income before Income Taxes and Minority Interests | 40,339 | 90,958 | -50,619 | -55.7\% |
| Income Taxes (Current) | 314 | 442 | -128 | -29.0\% |
| Income Taxes (Deferred) | -21,227 | 56 | -21,283 | -38005.4\% |
| Minority Interest in Net Income of Consolidated Subsidiaries | 32 | -6 | 38 | -633.3\% |
| Net Income | 61,219 | 90,464 | -29,245 | -32.3\% |

US\$/yen
@133.20
@123.90

## Financial Data - Consolidated

1. Business Profit
in millions of yen

|  | $\begin{gathered} \text { FY'01 } \\ \text { a } \end{gathered}$ | $\begin{gathered} \text { FY'00 } \\ \text { b } \end{gathered}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | a-b | \% |
| Gross Business Profit | 127,328 | 100,591 | 26,737 | 26.6\% |
| Net Business Profit (jisshitsu gyomu jun-eki)* | 58,813 | 38,363 | 20,450 | 53.3\% |

* before general loan loss reserves, including gain/losses on money held in trust


## 2. Loan Loss Reserves

in billions of yen

|  | Mar.31, '02 <br> a | Mar.31, '01 <br> b | Change <br> a-b |
| :--- | ---: | ---: | ---: |
| Loan Loss Reserves |  |  |  |
| General | $\mathbf{1 9 1 . 8}$ | 220.7 | -28.9 |
| Specific | $\mathbf{1 7 8 . 1}$ | 342.9 | -164.8 |
| Country Risk | $\mathbf{0 . 2}$ | 0.3 | -0.1 |

4. Capital Adequacy Ratio (BIS)

|  | Mar.31, '02 | Mar.31, '01 |  | Change |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | a | b | a-b | $\%$ |  |
| Capital Ratio | $\mathbf{1 7 . 0 4 \%}$ | $16.99 \%$ | $0.05 \%$ |  |  |
| Tier I Capital | $\mathbf{6 1 4 . 3}$ | 559.6 | 54.7 |  |  |
| Tier II Capital | $\mathbf{3 6 8 . 1}$ | 559.6 | -191.5 |  |  |
| $\quad$ Subordinated Debt included in Tier II | $\mathbf{3 3 2 . 1}$ | 561.5 | -229.4 |  |  |
| Risk Assets | $\mathbf{5 , 7 5 9 . 2}$ | $6,586.0$ | -826.8 | $-12.6 \%$ |  |

## 5. Risk Monitored Loan

in billions of yen

|  | $\begin{gathered} \hline \text { Mar.31, '02 } \\ \text { a } \end{gathered}$ | $\begin{gathered} \hline \text { Mar.31, '01 } \\ \text { b } \end{gathered}$ | Change |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | a-b | \% |
| Loans under Bankruptcy | 200.7 | 358.7 | -158.0 | -44.0\% |
| (\% of loans) | (4.2\%) | (5.8\%) | -1.60\% |  |
| Loans Past Due (Six Months) | 475.2 | 402.9 | 72.3 | 17.9\% |
| (\% of loans) | (9.9\%) | (6.5\%) | 3.40\% |  |
| Loans Past Due Three Months or More | 93.6 | 12.9 | 80.7 | 625.6\% |
| (\% of loans) | (1.9\%) | (0.2\%) | 1.70\% |  |
| Restructured Loans | 274.0 | 440.3 | -166.2 | -37.7\% |
| (\% of loans) | (5.7\%) | (7.1\%) | -1.40\% |  |

## Financial Highlights - Non-Consolidated

| Balance Sheet data at the end of | billions of yen |  | change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar. 2002 | Mar. 2001 |  |  |
|  | a | b | $a-b$ | \% |
| Total Assets | 8,366.6 | 10,051.2 | -1,684.6 | -16.8\% |
| Loans and Bills Discounted | 5,012.2 | 6,183.6 | -1,171.4 | -18.9\% |
| Securities | 1,493.0 | 2,052.4 | -559.4 | -27.3\% |
| Corporate Equities | 20.1 | 25.0 | -4.9 | -19.6\% |
| Deposits with Banks | 376.3 | 558.9 | -182.6 | -32.7\% |
| Debentures | 2,735.3 | 3,484.0 | -748.7 | -21.5\% |
| Deposits (including CDs) | 2,384.0 | 3,302.8 | -918.8 | -27.8\% |
| Total Stockholders' Equity | 617.3 | 577.5 | 39.8 | 6.9\% |


| Profit for the Fiscal Years Ended | billions of yen |  | change |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Mar. 2002 | Mar. 2001 |  |  |
|  | a | b | $a-b$ | \% |
| Total Operating Income | 220.5 | 298.8 | -78.3 | -26.2\% |
| Net Business Profit (jisshitsu gyomu jun-eki)* | 57.9 | 38.9 | 19.0 | 48.8\% |
| Reference: (Bond Gains - net) | -3.1 | -1.9 | -1.2 | 63.2\% |
| Net Operating Income (keijo rieki) | 38.5 | 96.0 | -57.5 | -59.9\% |
| Reference: (Stock Gains - net) | -5.5 | 56.7 | -62.2 | -109.7\% |
| (Credit Cost) | 2.8 | -5.9 | 8.7 | -147.5\% |
| Net Income | 60.7 | 91.3 | -30.6 | -33.5\% |
| Net Income per Share (yen) | 20.93 | 32.17 | 11.2 | 0.3 |
| Dividend per Share (yen) Common | 1.11 | 1.11 |  |  |
| Preferred II | 13.00 | 13.00 |  |  |
| Preferred III | 4.84 | 4.84 |  |  |

* before general loan loss reserves, including gain/losses on money held in trust


## References

Exchange Rate ( $¥ / \$$ )
Nikkei Average

Mar. 2002
133.20

11,024.94

Mar. 2001
123.90

12,999.70

| Mar.31,2002 ${ }^{\text {a }}$ Mar.31,2001 $\quad$ Chan |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# | a | b | a-b | \% |
| Loans | 1 | 5,012,174 | 6,183,585 | -1,171,411 | -18.9\% |
| Loans on Deeds | 2 | 3,153,592 | 3,706,254 | -552,662 | -14.9\% |
| Loans on Notes | 3 | 1,277,126 | 1,756,376 | -479,250 | -27.3\% |
| Overdraft | 4 | 579,417 | 712,512 | -133,095 | -18.7\% |
| Bills Discounted | 5 | 2,038 | 8,441 | -6,403 | -75.9\% |
| Foreign Exchanges | 6 | 149,251 | 10,771 | 138,480 | 1285.7\% |
| Foreign Bills Bought | 7 | 559 | 661 | -102 | -15.4\% |
| Foreign Bills Receivable | 8 | 3,128 | 4,205 | -1,077 | -25.6\% |
| Due from Foreign Banks | 9 | 145,563 | 5,904 | 139,659 | 2365.5\% |
| Securities | 10 | 1,493,048 | 2,052,403 | -559,355 | -27.3\% |
| Government Bonds | 11 | 938,413 | 1,329,367 | -390,954 | -29.4\% |
| Local Government Bonds | 12 | 29 | 124 | -95 | -76.6\% |
| Corporate Bonds | 13 | 49,683 | 82,270 | -32,587 | -39.6\% |
| Shares | 14 | 20,079 | 24,990 | -4,911 | -19.7\% |
| Other Securities | 15 | 484,841 | 615,650 | -130,809 | -21.2\% |
| Money Held in Trust | 16 | 130,328 | 154,638 | -24,310 | -15.7\% |
| Trading Assets | 17 | 591,014 | 596,450 | -5,436 | -0.9\% |
| Trading Securities | 18 | 247,637 | 1,086 | 246,551 | 22702.7\% |
| Derivatives of Trading Securities | 19 |  | 1 | -1 |  |
| Trading-Related Financial Derivatives | 20 | 343,376 | 486,913 | -143,537 | -29.5\% |
| Other Trading Assets | 21 |  | 108,449 | -108,449 |  |
| Account Receivable Purchased | 22 | 2,798 | 20 | 2,778 | 13890.0\% |
| Call Loans | 23 | 296,559 | 276,000 | 20,559 | 7.4\% |
| Cash and Due from Banks | 24 | 376,301 | 558,891 | -182,590 | -32.7\% |
| Cash | 25 | 28,114 | 25,783 | 2,331 | 9.0\% |
| Due from Banks | 26 | 348,186 | 533,107 | -184,921 | -34.7\% |
| Other Assets | 27 | 467,463 | 374,237 | 93,226 | 24.9\% |
| Prepaid Expenses | 28 | 861 | 961 | -100 | -10.4\% |
| Accrued Income | 29 | 42,419 | 49,158 | -6,739 | -13.7\% |
| Margin on Future Transactions | 30 | 69 | 50 | 19 | 38.0\% |
| Susupense Payment on Future Transactions | 31 | 30 |  | 30 |  |
| Derivatives | 32 | 36,065 | 66,283 | -30,218 | -45.6\% |
| Deferred Loss of Hedge Transactions | 33 | 13,326 |  | 13,326 |  |
| Collateral related Securities Lending | 34 | 122,394 |  | 122,394 |  |
| Others | 35 | 252,297 | 257,782 | -5,485 | -2.1\% |
| Premises and Equipment | 36 | 17,375 | 28,482 | -11,107 | -39.0\% |
| Land, Buildings and Others | 37 | 10,243 | 17,523 | -7,280 | -41.5\% |
| Susupense Payment for Construction in Progress | 38 | 1,104 | 167 | 937 | 561.1\% |
| Security Deposit and Others | 39 | 6,026 | 10,791 | -4,765 | -44.2\% |
| Deferred Discounts and Issuance Expenses on Debentures | 40 | 345 | 1,062 | -717 | -67.5\% |
| Deferred Discounts on Debentures | 41 | 176 | 883 | -707 | -80.1\% |
| Deferred Expenses for Issuance of Debentures | 42 | 169 | 178 | -9 | -5.1\% |
| Deferred Tax Assets | 43 | 17,644 |  | 17,644 |  |
| Customers' Liabilities for Acceptances and Guarantees | 44 | 183,783 | 378,993 | -195,210 | -51.5\% |
| Reserve for Possible Loan Losses | 45 | -371,461 | -564,290 | 192,829 | -34.2\% |
| Total Assets | 46 | 8,366,626 | 10,051,246 | -1,684,620 | -16.8\% |

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## Non-Consolidated Balance Sheet

## - Liabilities and Shareholders' Equity : FY'00-FY'01

|  | \# | Mar.31,2002 | Mar.31,2001 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | a | b | a-b | \% |
| Debentures | 1 | 2,735,251 | 3,483,957 | -748,706 | -21.5\% |
| Debentures | 2 | 2,735,251 | 3,483,957 | -748,706 | -21.5\% |
| Deposits | 3 | 1,988,139 | 2,240,115 | -251,976 | -11.2\% |
| Time Deposits | 4 | 1,239,561 | 1,621,283 | -381,722 | -23.5\% |
| Deposits at Notice | 5 | 71,565 | 140,355 | -68,790 | -49.0\% |
| Saving Deposits | 6 | 497,797 | 253,201 | 244,596 | 96.6\% |
| Current Account | 7 | 26,231 | 62,474 | -36,243 | -58.0\% |
| Others | 8 | 152,982 | 162,800 | -9,818 | -6.0\% |
| Negotiable Certificates of Deposits | 9 | 395,893 | 1,062,693 | -666,800 | -62.7\% |
| Borrowed Money | 10 | 515,061 | 773,458 | -258,397 | -33.4\% |
| Trading Liabilities | 11 | 347,667 | 491,856 | -144,189 | -29.3\% |
| Trading-related Financial Derivatives | 12 | 347,667 | 491,856 | -144,189 | -29.3\% |
| Bills Sold | 13 | 169,100 | 185,200 | -16,100 | -8.7\% |
| Commercial Paper | 14 | 1,000 | 62,000 | -61,000 | -98.4\% |
| Call Money | 15 | 160,800 | 70,000 | 90,800 | 129.7\% |
| Foreign Exchanges | 16 | 66 | 142 | -76 | -53.5\% |
| Foreign Bills Sold | 17 |  | 2 | -2 |  |
| Foreign Bills Payable | 18 | 0 |  | 0 |  |
| Advance from Foreign Banks | 19 |  | 3 | -3 |  |
| Due to Foreign Banks | 20 | 65 | 136 | -71 | -52.2\% |
| Other Liabilities | 21 | 1,221,949 | 692,113 | 529,836 | 76.6\% |
| Accrued Expenses | 22 | 57,867 | 86,002 | -28,135 | -32.7\% |
| Income Taxes Payable | 23 | 34 | 33 | 1 | 3.0\% |
| Unearned Revenue | 24 | 6,403 | 11,503 | -5,100 | -44.3\% |
| Borrowed Securities | 25 | 123,426 |  | 123,426 |  |
| Differences on Futures Transactions | 26 | 69 | 4 | 65 | 1625\% |
| Derivatives | 27 | 51,204 | 67,412 | -16,208 | -24.0\% |
| Deferred Gain of Hedge Transactions | 28 | - | 2,900 | -2,900 |  |
| Collateral related Securities Lending | 29 | 582,198 | 139,341 | 442,857 | 317.8\% |
| Payables on Trading Transactions | 30 | 95,863 | 108,374 | -12,511 | -11.5\% |
| Others | 31 | 304,880 | 276,540 | 28,340 | 10.2\% |
| Reserve for Bonus Payment | 32 | 7,802 |  | 7,802 |  |
| Reserve for Employee Retirement Benefit | 33 | 22,732 | 19,322 | 3,410 | 17.6\% |
| Reserve for Loss on Disposition of Premises and Equipment | 34 | 53 | 3,844 | -3,791 | -98.6\% |
| Deferred Tax Liability | 35 | - | 10,084 | -10,084 |  |
| Acceptances and Guarantees | 36 | 183,783 | 378,993 | -195,210 | -51.5\% |
| Total Liabilities | 37 | 7,749,299 | 9,473,781 | -1,724,482 | -18.2\% |


| Capital Stock | 38 | 451,296 | 451,296 | 0 | 0.0\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Legal Reserve | 39 | 20,622 | 18,558 | 2,064 | 11.1\% |
| Capital Reserve | 40 | 18,558 | 18,558 | 0 | 0.0\% |
| Profit Reserve | 41 | 2,064 |  | 2,064 |  |
| Earned Surplus (Deficit) | 42 | 139,622 | 91,267 | 48,355 | 53.0\% |
| Undivided Profit (Deficit) at Term End | 43 | 139,622 | 91,267 | 48,355 | 53.0\% |
| Net Income (Net Loss) | 44 | 60,738 | 91,267 | -30,529 | -33.5\% |
| Net Unrealized Gains on Securities Available-for-Sale, Net of Taxes | 45 | 5,785 | 16,342 | -10,557 | -64.6\% |
| Total Stockholders' Equity | 46 | 617,327 | 577,465 | 39,862 | 6.9\% |
|  |  |  |  |  |  |
| Total Liabilities and Stockholders' Equity | 47 | 8,366,626 | 10,051,246 | -1,684,620 | -16.8\% |

Comparative Statement of Income : FY'00-FY'01 - Non-Consolidated

| FY'01 ${ }^{\prime}$ FY'00 ${ }^{\text {a }}$ Change |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \# | a | b | a-b | \% |
| Operating Income | 1 | 220,531 | 298,774 | -78,243 | -26.2\% |
| Interest Income | 2 | 163,060 | 214,418 | -51,358 | -24.0\% |
| Interest on Loans and Discounts | 3 | 117,632 | 166,500 | -48,868 | -29.4\% |
| Interest and Dividends on Securities | 4 | 29,518 | 21,953 | 7,565 | 34.5\% |
| Interest on Bills Discounted | 5 | 5 | 135 | -130 | -96.3\% |
| Interest on Call Loans | 6 | 174 | 537 | -363 | -67.6\% |
| Interest on Deposits with Banks | 7 | 5,271 | 12,182 | -6,911 | -56.7\% |
| Interest on Swaps | 8 | 9,744 | 11,202 | -1,458 | -13.0\% |
| Other Interest Income | 9 | 712 | 1,906 | -1,194 | -62.6\% |
| Fees and Commissions | 10 | 10,908 | 12,222 | -1,314 | -10.8\% |
| Domestic and Foreign Exchange Commissions | 11 | 258 | 291 | -33 | -11.3\% |
| Others | 12 | 10,650 | 11,931 | -1,281 | -10.7\% |
| Trading Revenue | 13 | 561 | 2,340 | -1,779 | -76.0\% |
| Revenue from Trading Securities and Derivatives | 14 | 541 | 102 | 439 | 430.4\% |
| Revenue from Trading-Related Financial Derivatives Transactions | 15 |  | 1,695 | -1,695 |  |
| Other Trading Revenue | 16 | 19 | 542 | -523 | -96.5\% |
| Other Operating Income | 17 | 10,448 | 3,336 | 7,112 | 213.2\% |
| Gains on Foreign Exchange Transactions | 18 | 2,260 | 1,449 | 811 | 56.0\% |
| Gains on Sales of Bonds | 19 | 3,985 | 1,098 | 2,887 | 262.9\% |
| Others | 20 | 4,202 | 789 | 3,413 | 432.6\% |
| Other Income | 21 | 35,551 | 66,456 | -30,905 | -46.5\% |
| Gains on Sales of Stocks and Other Equity-Related Securities | 22 | 5,417 | 58,300 | -52,883 | -90.7\% |
| Gains on Money Held in Trust | 23 | 26,760 | 1,985 | 24,775 | 1248.1\% |
| Others | 24 | 3,373 | 6,169 | -2,796 | -45.3\% |
| Operating Expenses | 25 | 182,047 | 202,746 | -20,699 | -10.2\% |
| Interest Expenses | 26 | 70,508 | 126,599 | -56,091 | -44.3\% |
| Interest on Coupon Debentures | 27 | 37,227 | 70,547 | -33,320 | -47.2\% |
| Amortization of Discount on Debentures | 28 | 1,148 | 1,698 | -550 | -32.4\% |
| Interest on Deposits | 29 | 7,755 | 14,452 | -6,697 | -46.3\% |
| Interest on Negotiable C.D.s | 30 | 661 | 1,843 | -1,182 | -64.1\% |
| Interest on Borrowings | 31 | 18,313 | 28,935 | -10,622 | -36.7\% |
| Interest on Bills Rediscounted | 32 | 17 | 113 | -96 | -85.0\% |
| Interest on Commercial Paper | 33 | 15 | 53 | -38 | -71.7\% |
| Interest on Call Money | 34 | 38 | 162 | -124 | -76.5\% |
| Other Interest Expenses | 35 | 5,330 | 8,791 | -3,461 | -39.4\% |
| Fees and Commissions | 36 | 3,441 | 2,231 | 1,210 | 54.2\% |
| Domestic and Foreign Exchange Transactions | 37 | 121 | 86 | 35 | 40.7\% |
| Others | 38 | 3,319 | 2,145 | 1,174 | 54.7\% |
| Trading Expenses | 39 | 300 |  | 300 |  |
| Expenses on Trading Securities and Derivatives | 40 | 174 |  | 174 |  |
| Expenses on Trading-related Financial Derivatives Transactions | 41 | 126 |  | 126 |  |
| Other Operating Expenses | 42 | 8,210 | 3,695 | 4,515 | 122.2\% |
| Amortization of Expenses on Debenture Issuance | 43 | 334 | 467 | -133 | -28.5\% |
| Loss on Investment Bonds Sold | 44 | 5,485 | 2,825 | 2,660 | 94.2\% |
| Devaluation of Investment Bonds | 45 | 1,618 | 192 | 1,426 | 742.7\% |
| Expenses on Derivatives | 46 | 771 | 167 | 604 | 361.7\% |
| Others | 47 |  | 42 | -42 |  |
| General and Administrative Expenses | 48 | 66,867 | 63,163 | 3,704 | 5.9\% |
| Other Expenses | 49 | 32,717 | 7,056 | 25,661 | 363.7\% |
| Provision for Loan Losses | 50 | 2,450 |  | 2,450 |  |
| Write-Off of Bad Loans | 51 | 159 | 29 | 130 | 448.3\% |
| Losse on Sales of Stocks and Other Equity-Related Securities | 52 | 866 | 182 | 684 | 375.8\% |
| Losse on Devaluation of Stocks and Other Securities | 53 | 10,033 | 1,394 | 8,639 | 619.7\% |
| Losse on Money Held in Trust | 54 | 6,766 | 1,888 | 4,878 | 258.4\% |
| Others | 55 | 12,442 | 3,560 | 8,882 | 249.5\% |
| Net Operating Income | 56 | 38,484 | 96,027 | -57,543 | -59.9\% |
| Extraordinary Income | 57 | 10,591 | 8,779 | 1,812 | 20.6\% |
| Profit on Property Sold | 58 | 10,587 | 2,014 | 8,573 | 425.7\% |
| Bad Debt Recovered | 59 | 4 | 703 | -699 | -99.4\% |
| Others | 60 |  | 6,061 | -6,061 |  |
| Extraordinary Expenses | 61 | 9,403 | 13,317 | -3,914 | -29.4\% |
| Loss on Property Sold | 62 | 9,350 | 4,604 | 4,746 | 103.1\% |
| Others | 63 | 53 | 8,712 | -8,659 | -99.4\% |
| Income before Income Taxes | 64 | 39,672 | 91,490 | -51,818 | -56.6\% |
| Income Taxes (current) | 65 | 137 | 222 | -85 | -38.3\% |
| Income Taxes (deferred) | 66 | -21,204 |  | -21,204 |  |
| Net Income | 67 | 60,738 | 91,267 | -30,529 | -33.5\% |
| Profit Brought Forward from Previous Term | 68 | 83,001 |  | 83,001 |  |
| Interim Dividends Paid | 69 | 3,430 |  | 3,430 |  |
| Provision for Earned Surplus Reserve | 70 | 686 |  | 686 |  |
| Undivided Profit at Term End | 71 | 139,622 | 91,267 | 48,355 | 53.0\% |
|  |  | @133.20 | @123.90 |  |  |

## Financial Data - Non-Consolidated

## 1. Business Profit

in millions of yen

|  | FY'01 | FY'00 |  | Change |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
|  | a | b | a-b | $\%$ |  |
| Gross Business Profit | $\mathbf{1 0 3 , 7 9 4}$ | 100,256 | 3,538 | $3.5 \%$ |  |
| Net Business Profit (jisshitsu gyomu jun-eki)* |  | 57,920 | 38,861 | 19,059 |  |

* before general loan loss reserves, including gain/losses on money held in trust

2. Profitability (Domestic Business)

|  | FY'01 | FY'00 | Change |
| :---: | ---: | ---: | ---: |
| Average Yield on Earning Assets (a) | $\mathbf{1 . 9 0 \%}$ | $1.81 \%$ | $0.09 \%$ |
| Loans | $\mathbf{2 . 0 1 \%}$ | $2.16 \%$ | $-0.15 \%$ |
| Securities | $\mathbf{0 . 2 9 \%}$ | $0.35 \%$ | $-0.06 \%$ |
| Average Funding Cost (b) | $\mathbf{1 . 8 4 \%}$ | $1.77 \%$ | $0.07 \%$ |
| Debentures | $\mathbf{1 . 1 0 \%}$ | $1.44 \%$ | $-0.34 \%$ |
| Deposits and Negotiable CDs | $\mathbf{0 . 1 6 \%}$ | $0.32 \%$ | $-0.16 \%$ |
|  |  |  |  |
| Spread (a-b) | $\mathbf{0 . 0 6 \%}$ | $0.04 \%$ | $0.02 \%$ |

## Reference - Non-Consolidated

## 1. Risk Monitored Loans

|  |  | Mar.31,'02 | Mar.31,'01 | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | a | b | a-b | \% |
| Loans under Bankruptcy | A | 200,693 | 358,651 | -157,958 | -44.0\% |
| Loans Past Due (Six Months) | B | 476,377 | 403,317 | 73,060 | 18.1\% |
| A+B |  | $\begin{array}{r} \hline 677,070 \\ (13.50 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 761,968 \\ (12.30 \%) \\ \hline \end{array}$ | -84,898 | -11.1\% |


| <ref.> |
| :--- |
| Mar.31,'02 <br> Consolidated |
| 200,697 |
| 475,200 |
| 675,897 |
| $(14.10 \%)$ |


| Loans Past Due Three Months or More | C | $\mathbf{9 3 , 0 7 5}$ | 12,853 | 80,222 | $624.2 \%$ |
| :--- | :--- | ---: | ---: | ---: | ---: |
| Restructured Loans | D | $\mathbf{2 7 3 , 9 0 9}$ | 440,097 | $-166,188$ | $-37.8 \%$ |


| 93,568 |
| ---: |
| $\mathbf{2 7 4 , 0 4 9}$ |


| A+B+C+D | $\mathbf{1 , 0 4 4 , 0 5 6}$ <br> $(\mathbf{2 0 . 8 \%})$ | $1,214,919$ <br> $(19.6 \%)$ | $-170,863$ | $-14.1 \%$ |
| :--- | ---: | ---: | ---: | ---: |
| $\mathbf{1 , 0 4 3 , 5 1 6}$ <br> $(21.7 \%)$ |  |  |  |  |
| ref. Total Loan Balance | $\mathbf{5 , 0 1 2 , 1 7 4}$ | $6,183,585$ | $-1,171,411$ | $-18.9 \%$ |
| $\mathbf{4 , 8 0 1 , 9 0 4}$ |  |  |  |  |

## Loan Loss Reserves

|  | $\begin{gathered} \hline \text { Mar.31, '02 } \\ \text { a } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { Mar.31, '01 } \\ \text { b } \end{gathered}$ | change a-b |
| :---: | :---: | :---: | :---: |
| General | 192,350 | 220,455 | -28,105 |
| Specific | 178,954 | 343,537 | -164,583 |
| Country Risk | 156 | 296 | -140 |
| Total | 371,461 | 564,290 | -192,829 |

## Credit Cost

|  | in millions of yen |  |
| :--- | ---: | ---: |
|  | FY'01 | FY'00 |
| Written-off Claims | a | b |
| Specific Reserve Provisioning | $\mathbf{1 5 9}$ | 29 |
| Loss on Sale of Other Loans | $\mathbf{2 8 , 7 6 1}$ | - |
| Sub Total | $\mathbf{1 7 9}$ | 83 |
| Transfer to General Loan Loss Reserve | $\mathbf{2 9 , 1 0 0}$ | 113 |
| Transafer to Country Risk Reserve | $\mathbf{- 2 6 , 1 5 6}$ | $-39,688$ |
| Total | $\mathbf{- 1 5 5}$ | -55 |

## Problem Loans (Based on Financial Reconstruction Law)

|  | Mar.31,'02 | Mar.31,'01 | Change billions of yen |  |
| :--- | ---: | ---: | ---: | ---: |
|  | a-b |  |  |  |
| Bankruptcy |  |  | \% |  |
| Doubtful | $\mathbf{3 0 6 . 6}$ | 472.9 | -166.3 | $-35.2 \%$ |
| Special Supervision | $\mathbf{4 4 0 . 1}$ | 370.1 | 70.0 | $18.9 \%$ |
| Total | $\mathbf{3 6 7 . 0}$ | 453.0 | -86.0 | $-19.0 \%$ |
| Reference: At or below "Need Caution" level | $\mathbf{1 , 1 1 3 . 6}$ | $1,296.0$ | -182.4 | $-14.1 \%$ |

## 2. Net Business Profit ( gyomu jun-eki )

|  | in millions of yen |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | :---: |
| Net Business Profit (gyomu jun-eki)* | FY '01 | FY '00 |  | Change |  |
| Gain (Loss) on Money Held in Trust | a | b | a-b | ( |  |
| Net Business Profit (jisshitsu gyomu jun-eki)* | $\mathbf{3 7 , 9 2 6}$ | 38,764 | -838 | $-2.2 \%$ |  |

* before general loan loss reserve
** before general loan loss reserves, including gain/losses on money held in trust


## 3. Average Balance of Assets and Liabilities

| in billions of yen |  |  |  |  |
| :--- | :---: | :---: | ---: | ---: |
|  | FY'01 | FY'00 | Change |  |
|  | a | b | a-b | \% |
| Deposits | $\mathbf{a r 7 7 4 . 6}$ | $3,163.5$ | -388.9 | $-12.3 \%$ |
| Debentures | $\mathbf{3 , 4 6 8 . 3}$ | $4,999.4$ | $-1,531.1$ | $-30.6 \%$ |
| Loans \& Bills Discounted | $\mathbf{5 , 5 6 2 . 0}$ | $7,257.3$ | $-1,695.3$ | $-23.4 \%$ |

