For Immediate Press Release
Shinsei Bank, Limited
(Code: 8303, TSE First Section)

Shinsei Bank Reports Financial Results for First Nine Months of Fiscal Year 2006

Tokyo (Tuesday, January 30, 2007) - Shinsei Bank, Limited ("Shinsei Bank") today reported its financial results for the first nine months of fiscal year 2006 ended December 31, 2006.
"Our results for the first nine months of this fiscal year have been significantly impacted by the current situation affecting the consumer finance industry" said Mr. Thierry Porté, President and Chief Executive Officer of Shinsei Bank. "We have responded quickly and decisively to these changes through a number of major measures, including prudent provisioning and by accelerating the transformation process that ensures the viability and profitability of this business from fiscal year 2007 onwards."

Financial Overview: First Nine Months of Fiscal Year 2006
(All figures compared to the first nine months of Fiscal Year 2005)
■ Revenue grew 12.2 billion yen or $\mathbf{6 . 0} \%$ to 215.7 billion yen

- Ordinary business profit increased 1.1 billion yen or $1.1 \%$ to 103.2 billion yen
- Net income declined 12.5 billion yen to 47.1 billion yen ${ }^{1}$. Cash basis net income declined 17.8 billion yen to $\mathbf{6 0 . 1}$ billion yen
- Cash basis diluted EPS of $\mathbf{3 0 . 9 8}$ yen

■ Return on assets $0.6 \%$; on a cash basis $0.8 \%$
■ Return on equity (diluted) 7.8\%; on a cash basis 9.9\%

- Return on tangible equity $14.7 \%$

■ Expense-to-revenue ratio was $52.1 \%$ compared to 49.8\% a year ago

- Non-performing loans (non-consolidated) decreased 19.8 billion yen to 22.7 billion yen, representing 0.5\% of total claims outstanding

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## Key Highlights: First Nine Months of Fiscal Year 2006

■ On November 14, 2006, Shinsei Bank concluded an important partnership with UTI Asset Management Company Pvt., Ltd., ("UTI") for the management and distribution of off-shore funds invested in Indian securities. UTI is the oldest and largest mutual fund company in India with 375 billion Indian Rupees (approximately one-trillion yen) in assets under management and 12\% market share in India's fast-growing mutual fund industry.

■ On November 16, 2006, Shinsei Bank canceled 85 million Shinsei Bank common shares held as treasury stock. Canceling 85 million common shares reduced share count by $4.2 \%$ on a fully diluted basis.

■ On December 6, 2006, Shinsei successfully completed the issuance of GBP 400 million Upper Tier 2 GBP Callable Perpetual Subordinated Notes. The notes bear an interest rate of Gilts +107bps and are callable after seven years.

- On January 16, 2007, Shinsei Bank revised its financial forecast for fiscal year 2006 due primarily to increases in reserves for possible losses on reimbursements of excess interest payments, higher credit reserves and restructuring costs relating to its consumer finance business.


## 1. Income Statement:

For the nine months ended December 31, 2006, Shinsei Bank reported total revenue of 215.7 billion yen, an increase of 12.2 billion yen, or $6.0 \%$, as compared to the same period in the previous fiscal year.

Net interest income grew 13.6 billion yen, or $22.5 \%$, to 74.1 billion yen due partly to an increase in interest-earning assets in all three strategic pillars (Institutional Banking, Consumer and Commercial Finance and Retail Banking).

Non-interest income, consisting of net fees and commissions, net trading income and net other business income, declined 1.3 billion yen, or $1.0 \%$, to 141.6 billion yen. The primary factors causing a decline in non-interest income were lower upfront fees from retail banking's structured deposits and Shinsei Bank's equity in the non-consolidated net loss of equity-method affiliate, Shinki Co., Ltd.
("Shinki"). Shinki incurred a non-consolidated net loss of 17.1 billion yen, and Shinsei Bank's equity in such loss was 6.0 billion yen, net of consolidation adjustments, which is included in net other business income. Shinki's non-consolidated net loss was due primarily to provisions for potential losses from the reimbursement of excess interest payments and other related costs ("grey zone interest"). Declines in non-interest income caused by Shinsei Bank's equity in Shinki's net loss and other factors were largely offset by gains on the partial sale of Shinsei Bank's equity investment in an asset management company.

General and administrative expenses for the nine months ended December 31, 2006 were 112.5 billion yen, an increase of 11.0 billion yen, or $10.9 \%$, as compared to the same period in the previous fiscal year. The increase is due mainly to increased product and customer support required for business expansion in all three business pillars as well as to the addition of expenses related to the newly acquired consumer finance company, Zen-Nichi Shinpan Co., Ltd., ("Zen-Nichi Shinpan").

Net credit costs were 19.6 billion yen for the nine months ended December 31, 2006, as compared to 22.8 billion yen for the same period in the previous fiscal year. The decrease in net credit costs was mainly attributable to net credit recoveries in Shinsei Bank (non-consolidated) of 9.3 billion yen. The decrease in net credit costs for the first nine months of this fiscal year were offset in part by higher credit provisions in APLUS relating primarily to delays in collection and provisions for grey zone interest.

Shinsei Bank's financial results for the nine months ended December 31, 2006 were impacted by provisions made by APLUS and Shinki for future possible losses on reimbursements of excess interest payments and loan losses in response to the changes in legislation as promulgated on December 20, 2006. These changes stipulate that consumer finance companies make provisions for possible losses on reimbursements of excess interest payments and loan losses related to consumer finance loans extended at interest rates in excess of the maximum interest rate prescribed in the Interest Rate Restriction Law. In response to these changes, APLUS (including Zen-Nichi Shinpan) made an additional provision and incurred other related costs of 11.2 billion yen, of which 1.3 billion yen is included in net credit costs and 9.9 billion yen is included in taxes and others. Shinki also made substantial provisions and incurred other related costs, but since Shinki is an equity-method accounted affiliate its provision affects our consolidated income statement at the revenue level, as discussed above.

The acquisition of majority stakes in APLUS, Showa Leasing and other consumer and commercial finance (CCF) companies resulted in the creation of goodwill and other intangibles. The amortization
of goodwill and other intangibles declined 5.5 billion yen to 15.4 billion yen for the nine months ended December 31, 2006 compared with the same period in the previous fiscal year. The amortization of goodwill and other intangibles relating to APLUS (including Zen-Nichi Shinpan) and Showa Leasing was 12.8 billion yen and 2.6 billion yen, respectively.

Taxes and others for the first nine months of fiscal year 2006 totaled 20.9 billion yen and mainly include minority interests in net income of subsidiaries and provisions for grey zone interest. For the nine months ended December 31, 2006, minority interests in net income of subsidiaries amounted to 12.5 billion yen and provisions of grey zone interest totaled 9.9 billion yen.

As a result, net income for the nine months ended December 31, 2006 amounted to 47.1 billion yen, a decline of 12.5 billion yen, compared with the same period in the previous fiscal year.

## Cash Basis Net Income

Shinsei Bank also reports cash basis net income on a voluntary basis in order to provide greater transparency and understanding of its underlying performance. Cash basis net income is calculated by excluding amortization of goodwill and other intangibles, net of tax benefit, from net income under Japanese GAAP. The first nine months of this fiscal year included 12.9 billion yen of amortized goodwill and other intangibles, net of tax benefit, related to the acquisition of CCF companies. Consolidated cash basis net income for the period was 60.1 billion yen, compared to 77.9 billion yen a year ago. Cash basis diluted net income per share for the nine-month period of fiscal year 2006 was 30.98 yen, a decrease of $19.9 \%$, compared to the same period last year.

## 2. Business Line Results

Shinsei Bank's three strategic business lines: Institutional Banking, Consumer and Commercial Finance and Retail Banking cover a broad range of businesses and customer segments which provide diversified revenues.

## Institutional Banking

Shinsei's institutional banking business model seeks to diversify sources of income. In particular, Shinsei Bank has developed investment banking businesses that generate not only loan income but also fees, commissions, capital gains and other types of non-interest income. In the first nine months of fiscal year 2006, the Institutional Banking business earned revenue of 94.2 billion yen, $9.9 \%$ or 8.5 billion yen higher than the same period a year ago. The business made good progress in real estate finance, corporate lending, equity investments and in both the domestic and international credit trading business. General and administrative expenses for the period increased 3.5 billion yen to 33.1
billion yen, relating to expansion of the business. Net credit recoveries for the period of 14.2 billion yen are in part attributable to an improvement in the credit ratings of several obligors. As a result, ordinary business profit after net credit recoveries totaled 75.3 billion yen, a 17.3 billion yen increase over the same period last fiscal year.

## Consumer and Commercial Finance

The Consumer and Commercial Finance business provides consumer finance, commercial finance and specialty property finance for both consumers and small businesses. This business has been built up through the acquisition of a number of subsidiaries which now form an integral part of the Shinsei Bank Group with a dedicated team providing operational and managerial direction to each subsidiary to leverage core competencies and intra-bank synergies. The business generated total revenue of 91.6 billion yen in the first nine months of fiscal year 2006. This is 2.4 billion yen higher than a year ago. General and administrative expenses increased 6.1 billion yen, partly due to expenses relating to Zen-Nichi Shinpan, a newly acquired subsidiary of APLUS.

The first nine months of fiscal year 2006 have been a challenging period for the Consumer and Commercial Finance business. Though Showa Leasing and the specialty property businesses posted good results during the period, the additional provision requirements following recent regulatory changes affecting the consumer finance industry have affected the financial performance of consumer finance related subsidiary APLUS and affiliate Shinki. APLUS made additional "Grey Zone" provisions and other related costs of 11.2 billion yen and Shinki also made substantial provisions, as discussed earlier.

Net credit costs during the first nine months of fiscal year 2006 increased 8.0 billion yen to 31.5 billion yen largely due to delays in portfolio collection and to 1.3 billion yen of provisions for reserves for possible losses on reimbursements of excess interest payments at APLUS. The remaining 9.9 billion yen of provisions for reserves for possible losses on reimbursements of excess interest payments at APLUS which totaled 11.2 billion yen, is included in taxes and others. Ordinary business profit after net credit costs was 8.8 billion yen which was 11.6 billion yen lower than the same period a year ago.

## Retail Banking

Shinsei's retail banking business provides a wide range of innovative financial products and services to a growing retail customer base. The Retail Banking customer base continues to grow at a significant rate, reaching over 1.9 million accounts as of the end of December 2006. In the first nine months of the fiscal year, Shinsei Bank added over 224,000 new Powerflex relationships. The Bank
continues to launch new products such as off-shore funds invested in Indian securities following the Bank's recent tie-up with UTI Asset Management.

During the period under review, savings and structured deposits continued to grow steadily but slower growth and spread compression on structured deposits impacted overall revenue growth. In the first nine months of fiscal year 2006, the business generated revenue of 27.3 billion yen, 5.3 billion yen lower than same period last year due to a decline in upfront income from structured deposits. The business earned 9.7 billion yen from structured deposits in the first nine months of this fiscal year, 5.6 billion yen lower than a year ago. Fees on asset management products and net-interest income continue to grow steadily. The ability to sell an increasingly diverse range of products is gradually contributing to more balanced and recurring revenue growth. The increase in general and administrative expenses of 2.4 billion yen to 28.5 billion yen relates to the full impact of retail banking facilities established in the prior year, increased investments in new technology systems and customer driven transaction activities. Ordinary business loss after net credit costs for the period was 1.2 billion yen as compared to an ordinary business profit of 6.2 billion yen a year ago.

## ALM/Corporate/Other

ALM, Corporate and Other primarily includes results of corporate treasury activities, inter-company adjustments, and corporate level expenses. In the first nine months of this fiscal year ordinary business profit after net credit costs was 0.5 billion yen.

## 3. Balance Sheet:

Total loans and bills discounted balance increased to 4,977.0 billion yen at December 31, 2006 as compared to $4,087.5$ billion yen as at March 31, 2006. In the nine months ended December 31, 2006, Shinsei achieved loan growth in all three business pillars. Corporate loans increased $3.6 \%$ to $2,955.6$ billion yen, non-recourse real estate finance loans increased $53.4 \%$ to 707.6 billion yen, loans to retail customers, including lending to high net worth individuals, grew $18.4 \%$ to 584.6 billion yen and loans to consumer and commercial finance customers increased $14.7 \%$ to 428.2 billion yen.

Total deposits, including negotiable certificates of deposit, increased 987.4 billion yen, or $24.3 \%$, to $5,059.2$ billion yen at December 31, 2006, compared with March 31, 2006. The retail deposit balance, including high net worth individuals, grew 426.4 billion yen, or $13.7 \%$, in the nine months ended December 31, 2006 as compared to March 31, 2006 and now exceeds 3.5 trillion yen. As a result, retail funding represented $68.0 \%$ of total customer deposits and debentures at December 31, 2006.

## 4. Non-performing Loans (non-consolidated):

Non-performing loans (NPLs) under the Financial Revitalization Law as of December 31, 2006, declined to 22.7 billion yen, a reduction of 19.8 billion yen, or $46.6 \%$, as compared to the NPLs balance at March 31, 2006. The NPLs balance now represents $0.5 \%$ of total non-consolidated claims outstanding.

## 5. Fiscal Year 2006 Net Income Forecast:

In the fourth quarter of fiscal year 2006, Shinsei Bank's consumer finance businesses ${ }^{1}$ plan to record incremental credit and restructuring expenses. In particular, as announced on January 16, 2007, APLUS plans to record costs associated with increases in loan losses of 8.3 billion yen, expenses related to voluntary retiring employees of 5.5 billion yen, costs of disposal of non-performing loans of 2.9 billion yen and other restructuring costs of 1.1 billion yen totaling 17.8 billion yen. As a result, Shinsei Bank's (consolidated basis) reported net income forecast for fiscal year 2006 is 40.0 billion yen.

Shinsei Bank is also currently assessing together with its external auditors the additional impact on the consolidated and non-consolidated financials of both Shinsei Bank and APLUS on account of impairment of investments in subsidiaries/affiliate and of goodwill and other intangibles. The Bank will release details of any such additional impact in a timely and appropriate manner.

[^1]
## Financial Highlights - Consolidated

Results of Operations ${ }^{(1)}$

| (Three months comparison) | Three months ended December 31, 2006 (3Q-FY2006) a | Three months ended December 31, 2005 (3Q-FY2005) <br> b | Change <br> a-b (\%) | Three months ended <br> September 30, 2006 <br> (2Q-FY2006) <br> c | Change <br> a-c (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net interest income | 22.3 | 20.3 | 9.8\% | 27.1 | (17.5)\% |
| Net fees and commissions | 13.2 | 12.7 | 4.5\% | 11.0 | 20.0\% |
| Net trading income | 3.3 | 8.3 | (59.5)\% | 4.2 | (20.1)\% |
| Net other business income | 38.1 | 31.5 | 21.1\% | 27.9 | 36.7\% |
| Non-interest income | 54.8 | 52.6 | 4.3\% | 43.2 | 26.9\% |
| Total revenue ${ }^{(2)}$ | 77.2 | 72.9 | 5.8\% | 70.3 | 9.7\% |
| General and administrative expenses ${ }^{(3)}$ | 36.7 | 34.7 | 5.9\% | 38.4 | (4.2)\% |
| Ordinary business profit (jisshitsu gyomu jun-eki) ${ }^{(2)}$ | 40.4 | 38.2 | 5.8\% | 31.9 | 26.5\% |
| Net credit costs | $14.4{ }^{(5)}$ | 8.2 | 74.1\% | 1.4 | 880.1\% |
| Amortization of goodwill and other intangibles | 4.9 | 6.2 | (21.6)\% | 4.3 | 13.4\% |
| Taxes and others | (12.8) ${ }^{(6)}$ | (1.7) | 650.4\% | (6.5) | 96.2\% |
| Net income | 8.2 | 21.9 | (62.3)\% | 19.6 | (57.8)\% |
| Cash basis net income ${ }^{(4)}$ | 12.4 | 27.3 | (54.4)\% | 23.1 | (46.0)\% |


| (Nine months comparison) | Nine months ended December 31, 2006 | Nine months ended December 31, 2005 | Change <br> \% | Six months ended September 30, 2006 <br> (1H-FY2006) |
| :---: | :---: | :---: | :---: | :---: |
| Net interest income | 74.1 | 60.5 | 22.5\% | 51.7 |
| Fees and commissions | 35.5 | 36.2 | (1.9)\% | 22.2 |
| Net trading income | 14.6 | 21.1 | (30.5)\% | 11.2 |
| Other business income | 91.4 | 85.6 | 6.7\% | 53.2 |
| Non-interest income | 141.6 | 143.0 | (1.0)\% | 86.8 |
| Total revenue ${ }^{(2)}$ | 215.7 | 203.5 | 6.0\% | 138.5 |
| General and administrative expenses ${ }^{(3)}$ | 112.5 | 101.4 | 10.9\% | 75.7 |
| Ordinary business profit (jisshitsu gyomu jun-eki) ${ }^{(2)}$ | 103.2 | 102.0 | 1.1\% | 62.8 |
| Net credit costs | $19.6{ }^{(7)}$ | 22.8 | (14.0)\% | 5.2 |
| Amortization of goodwill and other intangibles | 15.4 | 20.9 | (26.2)\% | 10.5 |
| Taxes and others | (20.9) ${ }^{(8)}$ | 1.4 | (1599.3)\% | (8.1) |
| Net income | 47.1 | 59.6 | (21.0)\% | 38.8 |
| Cash basis net income ${ }^{(4)}$ | 60.1 | 77.9 | (22.8)\% | 47.6 |

(1) Certain prior period amounts have been reclassified to conform to current period presentation.
(2) Represents results based on management accounting basis
(3) In our consolidated financial statements, amortization of goodwill and other intangibles is recorded in general and administrative expenses from fiscal year commenced on April 1, 2006.
4) Excludes amortization of goodwill and other intangibles, net of tax benefit, related to the acquisition of consumer and commercial finance companies.
(5) Includes grey zone related costs of 0.4 billion yen for three months ended December 31, 2006.
(6) Includes grey zone related costs of 8.5 billion yen for three months ended December 31, 2006
(6) Includes grey zone related costs of 8.5 billion yen for three months ended December 31, 2006
(7) Includes grey zone related costs of 1.3 biliion yen for nine months ended December 31, 2006.

## Selected Balance Sheet Data

|  | As ofDecember 31, 2006a | As ofSeptember 30, 2006 <br> b | Change |  | $\begin{gathered} \text { As of } \\ \text { Mar. } 31,2006 \\ \text { c } \\ \hline \end{gathered}$ | (billions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Change |  |
|  |  |  | Amount a-b | \% |  | Amount a-c | \% |
| Securities | 1,880.0 | 1,771.7 | 108.3 | 6.1\% |  | 1,494.4 | 385.6 | 25.8\% |
| Loans and bills discounted | 4,977.0 | 4,781.4 | 195.6 | 4.1\% | 4,087.5 | 889.5 | 21.8\% |
| Leased assets and installment receivables ${ }^{(9)}$ | 828.2 | 835.4 | (7.2) | (0.9)\% | 825.0 | 3.2 | 0.4\% |
| Other intangibles ${ }^{(10)}$ | 62.0 | 63.8 | (1.8) | (2.8)\% | 68.1 | (6.1) | (9.0)\% |
| Goodwill, net | 216.2 | 219.4 | (3.2) | (1.5)\% | 226.6 | (10.4) | (4.6)\% |
| Customers' liabilities for acceptances and guarantees | 773.8 | 789.4 | (15.6) | (2.0)\% | 813.4 | (39.6) | (4.9)\% |
| Total assets | 10,989.6 | 10,433.6 | 556.0 | 5.3\% | 9,405.0 | 1,584.6 | 16.8\% |
| Deposits (including Negotiable Certificates of Deposit) | 5,059.2 | 4,945.7 | 113.5 | 2.3\% | 4,071.7 | 987.5 | 24.3\% |
| Debentures and corporate bonds | 1,112.6 | 1,059.5 | 53.1 | 5.0\% | 1,316.9 | (204.3) | (15.5)\% |
| Borrowed money | 1,139.2 | 1,213.9 | (74.7) | (6.2)\% | 1,205.7 | (66.5) | (5.5)\% |
| Acceptances and guarantees | 773.8 | 789.4 | (15.6) | (2.0)\% | 813.4 | (39.6) | (4.9)\% |
| Total liabilities | 9,965.8 | 9,422.9 | 542.9 | 5.8\% | 8,287.8 | 1,678.0 | 20.2\% |
| Minority interests in subsidiaries | 1 | 1 | 1 | , | 261.8 | 1 | 1 |
| Total net assets ${ }^{(11)}$ | 1,023.8 | 1,010.7 | 13.1 | 1.3\% | 855.3 | 168.5 | 19.7\% |

(9) Leased assets are included in tangible/intangible fixed assets and installment receivables are a part of other assets in the consolidated balance sheet.
(10) Identified intangible assets recorded through acquisitions of consumer and commercial finance companies.
(11) 268.9 billions of yen and 264.6 billions of yen of minority interest in subsidiaries are included in total net assets as of the end of December 2006 and September 2006, respectively.

## References

| As of <br> December 31, 2006 | As of <br> September 30, 2006 | As of <br> March 31, 2006 |
| ---: | ---: | ---: |
| $\mathbf{1 1 8 . 9 8}$ | 117.91 | 117.47 |
| $\mathbf{1 7 , 2 2 5 . 8 3}$ | $16,127.58$ | $17,059.66$ |

## Per Share Data

|  | Nine months ended December 31, 2006 | Nine months ended December 31, 2005 | Six months ended September 30, 2006 <br> (1H-FY2006) | (yen) <br> Fiscal year ended March 31, 2006 (FY2005) |
| :---: | :---: | :---: | :---: | :---: |
| Common shareholders' equity ${ }^{(1)}$ | 390.37 | 369.84 | 383.20 | 380.20 |
| Fully diluted shareholders' equity ${ }^{(1)}$ | 416.47 | 413.81 | 411.58 | 421.62 |
| Basic net income | 33.24 | 42.51 | 27.19 | 53.16 |
| Diluted net income | 24.29 | 29.61 | 19.54 | 37.75 |

Note:
For calculation of per share data

| (net assets) | Number of common shares $^{(2)}$ | $\mathbf{1 , 3 7 7 , 1 4 0 , 2 5 3}$ | $1,358,520,605$ | $1,377,120,053$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  | Fully diluted number of shares $^{(2)}$ | $\mathbf{1 , 8 1 1 , 5 8 2 , 3 2 6}$ | $2,028,296,959$ | $1,812,055,674$ |
| (net income) | Number of common shares ${ }^{(3)}$ | $\mathbf{1 , 3 8 1 , 7 6 8 , 2 4 2}$ | $1,358,521,379$ | $1,384,101,577$ |
|  | Fully diluted number of shares ${ }^{(3)}$ | $\mathbf{1 , 9 4 1 , 0 8 0 , 7 4 6}$ | $2,015,452,740$ | $\mathbf{1 , 9 8 8 , 1 1 4 , 4 0 9}$ |

(1) Calculated by deducting stock acquisition rights, minority interests in subsidiaries, preferred shares and dividends related to preferred shares from the total net assets on the consolidated interim balance sheets as of September 30, 2006.
(2) Outstanding shares at the end of the respective period
(3) Weighted average number of outstanding shares during the respective period

## Cash Basis Per Share Data

## (yen)

|  | Nine months ended <br> December 31, 2006 | Nine months ended <br> December 31, 2005 | Six months ended <br> September 30, 2006 <br> (1H-FY2006) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{4 2 . 6 4}$ | 55.94 | 33.55  <br> Basic net income $\mathbf{3 0 . 9 8}$ | 38.67 |
| Diluted net income |  | 23.96 |  |  |

## Performance Ratios

|  | Nine months ended <br> December 31, 2006 | Nine months ended <br> December 31, 2005 | Six months ended <br> September 30, 2006 <br> $(1 \mathrm{H}-\mathrm{FY} 2006)$ |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{0 . 6 \%}$ | $0.9 \%$ | $0.8 \%$ |
| Return on assets | $\mathbf{7 . 8 \%}$ | $9.7 \%$ | $9.7 \%$ |
| Cash basis return on assets | $\mathbf{0 . 8 \%}$ | $1.2 \%$ | $1.0 \%$ |
| Cash basis return on equity (fully diluted) | $\mathbf{9 . 9 \%}$ | $12.7 \%$ | $11.9 \%$ |
| Expense to revenue (overhead) ratio ${ }^{(3)}$ | $\mathbf{5 2 . 1 \%}$ | $\mathbf{4 9 . 8 \%}$ | $54.7 \%$ |


| Fiscal year ended <br> March 31, 2006 <br> (FY2005) |
| ---: |
| $0.8 \%$ |
| $9.3 \%$ |
| $1.2 \%$ |
| $12.4 \%$ |
| $49.7 \%$ |

## Supplemental Financial Data and Reconciliation to Japanese GAAP Measures ${ }^{(1)}$

| 31, 2006 | (Billions of yen, except per share data and percentage) |
| :---: | :---: |
| Amortization of goodwill and other intangibles |  |
| Amortization of other intangibles | 6.0 |
| Associated deferred tax liability | (2.4) |
| Amortization of goodwill | 9.3 |
| Total amortization of goodwill and other intangibles, net of tax benefit | 12.9 |
| Reconciliation of net income to cash basis net income |  |
| Net income | 47.1 |
| Amortization of goodwill and other intangibles, net of tax benefit | 12.9 |
| Cash basis net income | 60.1 |
| Reconciliation of basic net income per share to cash basis basic net income per share |  |
| Basic net income per share | 33.24 |
| Effect of amortization of goodwill and other intangibles, net of tax benefit | 9.40 |
| Cash basis basic net income per share | 42.64 |
| Reconciliation of fully diluted net income per share to cash basis fully diluted net income per share |  |
| Fully diluted net income per share | 24.29 |
| Effect of amortization of goodwill and other intangibles, net of tax benefit | 6.69 |
| Cash basis fully diluted net income per share | 30.98 |
| Reconciliation of return on assets to cash basis return on assets |  |
| Return on assets | 0.6 |
| Effect of amortization of goodwill and other intangibles, net of tax benefit | 0.2 |
| Cash basis return on assets | 0.8 |
| Reconciliation of return on equity to cash basis return on equity |  |
| Return on equity (fully diluted) | 7.8 |
| Effect of amortization of goodwill and other intangibles, net of tax benefit | 2.1 |
| Cash basis return on equity (fully diluted) | 9.9 |
| Reconciliation of return on equity to return on tangible equity |  |
| Return on equity (fully diluted) | 7.8 |
| Effect of goodwill and other intangibles ${ }^{(2)}$ | 6.9 |
| Return on tangible equity (fully diluted) | 14.7 |

(1) Reflects adjustments of goodwill and other intangibles associated with the acquisition of consumer and commercial finance companies.
(2) Net income excludes amortization of goodwill and other intangibles, net of tax benefit. Average shareholders' equity excludes
goodwill and other intangibles, net of associated deferred tax liability.

|  | Nine months ended Dec. 31, 2006 |  |  | Nine months ended Dec. 31, 2005 |  |  | Fiscal year ended Mar. 31, 2006 (FY2005) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Interest | Yield/rate (\%) | Average balance | Interest | Yield/rate (\%) | Average balance | Interest | Yield/rate (\%) |
| Interest-earning assets ${ }^{(2)}$ : |  |  |  |  |  |  |  |  |  |
| Loans and bills discounted | 4,474.6 | 92.5 | 2.75 | 3,685.9 | 76.0 | 2.74 | 3,730.7 | 104.4 | 2.80 |
| Leased assets and installment receivables ${ }^{(2)}$ | 838.3 | 38.2 | 6.05 | 787.1 | 35.0 | 5.90 | 793.7 | 46.0 | 5.80 |
| Securities | 1,711.7 | 23.9 | 1.86 | 1,720.5 | 12.9 | 1.00 | 1,721.4 | 16.8 | 0.98 |
| Other interest-earning assets ${ }^{(3)(4)}$ | 705.7 | 9.9 | n.m. | 382.7 | 2.7 | n.m. | 503.7 | 3.7 | n.m. |
| Total revenue on interest-earning assets ${ }^{(2)}$ | 7,730.4 | 164.7 | 2.83 | 6,576.3 | 126.8 | 2.56 | 6,749.7 | 171.0 | 2.53 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |
| Deposits and negotiable certificates of deposit | 4,671.9 | 23.2 | 0.66 | 3,708.5 | 12.3 | 0.44 | 3,776.8 | 16.9 | 0.45 |
| Debentures | 824.5 | 2.2 | 0.37 | 1,180.6 | 3.7 | 0.42 | 1,152.9 | 4.7 | 0.41 |
| Subordinated debt | 377.7 | 6.0 | 2.14 | 245.9 | 4.0 | 2.17 | 259.7 | 5.5 | 2.13 |
| Borrowed money and corporate bonds | 1,125.1 | 8.2 | 0.97 | 976.8 | 9.3 | 1.28 | 999.3 | 12.2 | 1.22 |
| Other interest-bearing liabilities ${ }^{(4)}$ | 582.5 | 12.5 | n.m. | 245.2 | 1.8 | n.m. | 229.5 | 3.3 | n.m. |
| Total expense on interest-bearing liabilities | 7,581.9 | 52.4 | 0.92 | 6,357.2 | 31.3 | 0.65 | 6,418.4 | 42.7 | 0.67 |
| Non interest-bearing sources of funds: |  |  |  |  |  |  |  |  |  |
| Non interest-bearing (assets) liabilities, net | (656.6) | - | - | (593.9) | - | - | (489.7) | - | - |
| Total equity ${ }^{(5)}$ | 805.1 | - | - | 812.9 | - | - | 821.0 | - | - |
| Total interest-bearing liabilities and non interest-bearing sources of funds | 7,730.4 | - | - | 6,576.3 | - | - | 6,749.7 | - | - |
| Net interest margin ${ }^{(2)}$ | - | - | 1.91 | - | - | 1.91 | - | - | 1.87 |
| Impact of non interest-bearing sources | - | - | 0.02 | - | - | 0.02 | - | - | 0.03 |
| Net revenue on interest-earning assets/yielc on interest-earning assets ${ }^{(2)}$ | - | 112.3 | 1.93 | - | 95.5 | 1.93 | - | 128.3 | 1.90 |
| Note: |  |  |  |  |  |  |  |  |  |
| Reconciliation of total revenue on interest-earning assets to total interest income. |  |  |  |  |  |  |  |  |  |
| Total revenue on interest-earning assets | 7,730.4 | 164.7 | 2.83 | 6,576.3 | 126.8 | 2.56 | 6,749.7 | 171.0 | 2.53 |
| Less: Income on leased assets and installment receivables | 838.3 | 38.2 | 6.05 | 787.1 | 35.0 | 5.90 | 793.7 | 46.0 | 5.80 |
| Total interest income | 6,892.1 | 126.5 | 2.44 | 5,789.1 | 91.8 | 2.11 | 5,955.9 | 125.0 | 2.10 |
| Total interest expense | - | 52.4 | - | - | 31.3 | - | - | 42.7 | - |
| Net interest income | - | 74.1 | - | - | 60.5 | - | - | 82.2 | - |

(1) Certain prior period numbers have been reclassified to conform to current period presentation.
(2) Includes leased assets and installment receivables and related yields.
(3) Interest earning deposits have been restated, by excluding cash deposits, to be consistent with prior period reporting.
(4) Other interest-earning assets and other interest-bearing liabilities include interest swaps and funding swaps.
(5) Represents a simple average of the balance at the end of the current period and the balance at the end of the previous period (excludes minority interests).

## Interest-Earning Assets and Interest-Bearing Liabilities (Non-consolidated)

(billions of yen, except percentages)

|  | Nine months ended Dec. 31, 2006 |  |  | Nine months ended Dec. 31, 2005 |  |  | $\begin{aligned} & \text { Fiscal year ended } \\ & \text { Mar. 31, 2006 } \\ & \text { (FY2005) } \end{aligned}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average balance | Interest | Yield/rate (\%) | Average balance | Interest | Yield/rate (\%) | Average balance | Interest | Yield/rate (\%) |
| Interest-earning assets: |  |  |  |  |  |  |  |  |  |
| Cash and due from banks | 104.0 | 2.1 | 2.79 | 75.9 | 1.5 | 2.63 | 86.3 | 2.0 | 2.33 |
| Call loans | 68.4 | 0.1 | 0.23 | 76.7 | 0.0 | 0.01 | 100.9 | 0.0 | 0.02 |
| Receivables under resale agreements | - | - | - | - | - | - | - | - | - |
| Collateral related to securities borrowing transactions | 141.9 | 0.3 | 0.30 | 5.4 | 0.0 | 0.47 | 10.2 | 0.0 | 0.29 |
| Securities | 1,979.4 | 30.9 | 2.07 | 1,999.5 | 16.6 | 1.10 | 1,997.4 | 21.0 | 1.05 |
| Loans and bills discounted | 4,295.3 | 52.3 | 1.61 | 3,578.5 | 43.4 | 1.61 | 3,612.3 | 57.8 | 1.60 |
| Other interest-earning assets | 64.2 | 1.1 | 2.45 | 72.1 | 0.6 | 1.18 | 65.4 | 0.9 | 1.40 |
| Interest rate and funding swaps | - | 5.9 | - | - | 0.5 | - | - | 0.6 | - |
| Total interest-earning assets | 6,653.4 | 93.1 | 1.85 | 5,808.5 | 62.8 | 1.43 | 5,872.8 | 82.6 | 1.40 |
| Interest-bearing liabilities: |  |  |  |  |  |  |  |  |  |
| Deposits | 4,424.4 | 22.6 | 0.67 | 3,617.7 | 12.3 | 0.45 | 3,746.5 | 16.9 | 0.45 |
| Negotiable certificates of deposit | 301.3 | 0.6 | 0.28 | 222.0 | 0.0 | 0.02 | 199.7 | 0.0 | 0.03 |
| Debentures | 826.0 | 2.2 | 0.36 | 1,187.9 | 3.7 | 0.42 | 1,158.6 | 4.7 | 0.40 |
| Call money | 309.8 | 3.1 | 1.33 | 154.7 | 0.0 | 0.06 | 127.3 | 0.0 | 0.07 |
| Payable under repurchase agreements | - | - | - | 0.8 | 0.0 | 0.00 | 0.6 | 0.0 | 0.00 |
| Collateral related to securities lending transactions | 91.2 | 0.1 | 0.26 | 6.2 | 0.0 | 0.57 | 4.9 | 0.0 | 0.55 |
| Borrowed money | 285.8 | 1.5 | 0.70 | 311.1 | 4.6 | 1.97 | 308.4 | 5.8 | 1.88 |
| Corporate bonds | 462.7 | 14.5 | 4.18 | 65.6 | 0.3 | 0.72 | 105.3 | 1.7 | 1.64 |
| Other interest-bearing liabilities | 0.3 | 8.5 | n.m. | 1.4 | 1.6 | n.m. | 0.3 | 3.0 | n.m. |
| Interest rate and funding swaps | - | - | - | - | - | - | - | - | - |
| Total interest-bearing liabilities | 6,701.9 | 53.5 | 1.06 | 5,567.7 | 22.8 | 0.54 | 5,652.1 | 32.3 | 0.57 |
| Net interest income/yield on interest-earning assets | 6,653.4 | 39.5 | 0.78 | 5,808.5 | 39.9 | 0.91 | 5,872.8 | 50.2 | 0.85 |

n.m.: not meaningful

## Business Line Ordinary Business Profit (Loss) After Net Credit Costs (Recoveries) ${ }^{(1)(2)}$

| Nine months ended December 31, 2006 | (billions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Institutional Banking | Consumer and Commercial Finance (*) | Retail Banking | ALMI Corporate/ Other ${ }^{(3)}$ | Total |
| Total revenue | 94.2 | 91.6 | 27.3 | 2.5 | 215.7 |
| General and administrative expenses | 33.1 | 51.2 | 28.5 | (0.3) | 112.5 |
| Ordinary business profit (loss) | 61.1 | 40.3 | (1.1) | 2.9 | 103.2 |
| Net credit costs (recoveries) | (14.2) | 31.5 | 0.0 | 2.3 | 19.6 |
| Ordinary business profit (loss) after net credit costs (recoveries) | 75.3 | 8.8 | (1.2) | 0.5 | 83.6 |
| (*) breakdown of Consumer and Commercial Finance | APLUS | Showa Leasing | Other subsidiaries ${ }^{(4)}$ | Consumer and Commercial Finance |  |
| Total revenue | 71.5 | 19.4 | 0.7 | 91.6 |  |
| General and administrative expenses | 39.3 | 8.1 | 3.7 | 51.2 |  |
| Ordinary business profit (loss) | 32.1 | 11.2 | (3.0) | 40.3 |  |
| Net credit costs | 28.0 | 1.8 | 1.6 | 31.5 |  |
| Ordinary business profit (loss) after net credit costs | 4.0 | 9.4 | (4.7) | 8.8 |  |

Nine months ended December 31, 2005

| , | Institutional Banking | Consumer and Commercial Finance (*) | Retail Banking | ALMI Corporate/ Other ${ }^{(3)}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total revenue | 85.7 | 89.1 | 32.6 | (4.0) | 203.5 |
| General and administrative expenses | 29.6 | 45.1 | 26.1 | 0.5 | 101.4 |
| Ordinary business profit (loss) | 56.1 | 43.9 | 6.5 | (4.6) | 102.0 |
| Net credit costs (recoveries) | (1.8) | 23.4 | 0.2 | 0.9 | 22.8 |
| Ordinary business profit (loss) after net credit costs (recoveries) | 58.0 | 20.4 | 6.2 | (5.5) | 79.2 |
| (*) breakdown of Consumer and Commercial Finance | APLUS | Showa Leasing | Other subsidiaries ${ }^{(4)}$ | Consumer and Commercial Finance |  |
| Total revenue | 62.4 | 17.7 | 8.9 | 89.1 |  |
| General and administrative expenses | 32.2 | 8.0 | 4.9 | 45.1 |  |
| Ordinary business profit | 30.1 | 9.7 | 4.0 | 43.9 |  |
| Net credit costs | 20.2 | 2.2 | 1.0 | 23.4 |  |
| Ordinary business profit after net credit costs | 9.9 | 7.4 | 3.0 | 20.4 |  |

(1) Certain prior period amounts have been reclassified to conform to current period presentation.
(2) Represents results based on management accounting basis.
(3) ALM/Corporate/Other largely includes results of corporate treasury activities, income from proprietary investments, corporate level expenses and credit costs
(4) Includes net profit (loss) of Shinki, an affiliate, and other Consumer and Commercial Finance companies.

## Earnings Forecast for Fiscal Year 2006 Results



[^2]Consolidated Statements of Income (Unaudited)

(1) Management accounting basis

## Consolidated Balance Sheets (Unaudited)

-- Assets


## Consolidated Balance Sheets (Unaudited)

## -- Liabilities and Net assets



[^3]
## Reference Material

(The tables below represent translations of the original disclosure in the Japanese language.)

1. Non-Consolidated Financial Results

| (billions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine months ended December 31, 2006 | Nine months ended December 31, 2005 | Three months ended December 31, 2006 (3Q-FY2006) | Three months ended December 31, 2005 (3Q-FY2005) | Three months ended September 30, 2006 (2Q-FY2006) | Six months ended September 30, 2006 (1H-FY2006) |
| Gross business profit (gyomu sorieki) ${ }^{(1)}$ | 101.4 | 109.5 | 34.1 | 39.1 | 36.1 | 67.3 |
| Net interest income | 45.1 | 42.0 | 14.7 | 13.3 | 16.7 | 30.4 |
| Net fees and commissions ${ }^{(1)}$ | 35.4 | 36.9 | 13.8 | 19.2 | 12.4 | 21.6 |
| Net trading income | 12.2 | 15.5 | 3.1 | 5.5 | 3.9 | 9.0 |
| Net other business income | 8.6 | 14.9 | 2.4 | 1.0 | 2.9 | 6.1 |
| General \& administrative expenses | 58.9 | 55.1 | 19.2 | 18.9 | 19.5 | 39.6 |
| Net business profit (jisshitsu gyomu jun-eki) ${ }^{(1)}$ | 42.5 | 54.4 | 14.8 | 20.2 | 16.6 | 27.6 |
| Net operating income (Keijou-rieki) | 39.2 | 52.2 | 12.8 | 19.3 | 16.3 | 26.3 |
| Net income | 63.8 | 59.1 | 22.2 | 19.9 | 25.4 | 41.5 |
| Credit recoveries | (9.3) | (1.0) | 2.6 | 1.3 | (7.0) | (11.9) |
| Reversal (provision) of reserve for credit losses | (10.1) | (1.5) | 2.6 | 1.3 | (7.8) | (12.8) |

(1) Includes income from monetary assets held in trust of 23.5 billion yen for nine months ended December 31, 2006, 27.1 billion yen for nine months ended December 31, 2005 and
15.4 billion yen for six months ended September 30, 2006.
2. Problem Claims
(i) Claims Classified Under the Financial Revitalization Law ( Non-Consolidated)

| (billions of yen, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of December 31, 2006 (Unaudited) a | As of September 30, 2006 b | Change <br> $a-b$ | As of March 31, 2006 C | Change <br> a-c |
| Claims against bankrupt and quasi-bankrupt obligors | 0.9 | 0.3 | 0.6 | 0.7 | 0.2 |
| Doubtful claims | 6.0 | 8.3 | (2.4) | 20.7 | (14.8) |
| Substandard claims | 15.8 | 17.3 | (1.5) | 21.1 | (5.3) |
| Total (A) | 22.7 | 26.0 | (3.3) | 42.5 | (19.8) |
| Total claims (B) | 4,974.4 | 4,806.5 | 167.9 | 4,129.0 | 845.3 |
| (A) / (B) $\times 100$ | 0.46 | 0.54 | (0.08) | 1.03 | (0.57) |
| (ref.) Amount of partial write-off | 3.4 | 3.4 |  | 2.4 |  |

(ii) Risk Monitored Loans (Non-Consolidated)

| (billions of yen, \%) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of December 31, 2006 (Unaudited) a | As of September 30, 2006 b | Change <br> a-b | As of March 31, 2006 <br> c | Change <br> a-c |
| Loans to bankrupt obligors | 0.8 | 0.2 | 0.6 | 0.5 | 0.3 |
| Non-accrual delinquent loans | 5.7 | 8.1 | (2.4) | 20.4 | (14.7) |
| Loans past due three months or more | 0.0 | 0.0 | (0.0) | 0.0 | 0.0 |
| Restructured loans | 15.7 | 17.2 | (1.5) | 21.0 | (5.3) |
| Total (A) | 22.3 | 25.6 | (3.3) | 42.1 | (19.8) |
|  |  |  |  |  |  |
| Loans and bills discounted (B) | 4,847.0 | 4,683.7 | 163.3 | 3,961.2 | 885.8 |
| (A) / (B) $\times 100$ | 0.46 | 0.55 | (0.09) | 1.06 | (0.60) |
|  |  |  |  |  |  |
| Reserve for credit losses (C) | 101.1 | 98.4 | 2.7 | 111.4 | (10.3) |
| Reserve ratios (C) / (A) $\times 100$ | 452.24 | 384.16 | 68.08 | 264.51 | 187.73 |

3. Securities (Non-Consolidated)


As of September 30, 2006 (billions of yen)

|  | Fair value | Net unrealized gain (loss) |  |  |
| :--- | ---: | ---: | ---: | :---: |
|  |  | Gross unrealized <br> gains |  |  |
| Equity securities (domestic) | 4.5 | 0.2 | 0.6 |  |
| Bonds (domestic) | 646.7 | $(3.0)$ | 0.3 |  |
| Other ${ }^{(1)}$ | 275.2 | 1.2 | 1.6 |  |
| Total | 926.4 | $(1.6)$ | 2.6 |  |

As of March 31, 2006
(billions of yen)

|  | Fair value | Net unrealized gain (loss) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Gross unrealized gains | Gross unrealized losses |
| Equity securities (domestic) | 11.1 | 1.5 | 1.5 | 0.0 |
| Bonds (domestic) | 671.4 | (4.7) | 0.0 | 4.7 |
| Other ${ }^{(1)}$ | 149.6 | 2.6 | 3.3 | 0.7 |
| Total | 832.2 | (0.4) | 5.0 | 5.4 |

(1) "Other" mainly consists of foreign securities.
4. Balance of Deposits (Non-Consolidated)

|  | As of <br> December 31, <br> $\mathbf{2 0 0 6}$ <br> (Unaudited) | As of <br> September 30, <br> 2006 | Change | As of March 31, <br> 2006 | Change |
| :---: | ---: | ---: | ---: | ---: | ---: |
| Balance of deposits (including NCDs) | $5,123.1$ | $5,014.0$ | 109.1 | $4,158.1$ | 965.0 |
| Balance of deposits from individuals | $3,504.3$ | $3,363.9$ | 140.4 | $3,081.6$ | 422.7 |

## Non-Consolidated Statements of Income (Unaudited)

|  | Nine months ended December 31, 2006 <br> a | Nine months ended December 31, 2005 <br> b | Change |  | Fiscal year ended March 31, 2006 <br> (FY2005) <br> C |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | a-b | \% |  |
| Interest on loans and bills | 52,386 | 43,411 | 8,975 | 20.7\% | 57,895 |
| Interest and dividends on securities | 30,971 | 16,669 | 14,302 | 85.8\% | 21,036 |
| Other interest income | 9,792 | 2,764 | 7,028 | 254.3\% | 3,689 |
| Interest income | 93,151 | 62,844 | 30,307 | 48.2\% | 82,620 |
| Fees and commissions income | 21,054 | 17,160 | 3,894 | 22.7\% | 22,065 |
| Trading profits | 12,584 | 15,905 | $(3,321)$ | (20.9)\% | 20,740 |
| Other business income | 14,588 | 19,264 | $(4,676)$ | (24.3)\% | 23,523 |
| Other ordinary income | 33,449 | 33,939 | (490) | (1.4)\% | 48,334 |
| Ordinary income | 174,827 | 149,114 | 25,713 | 17.2\% | 197,284 |
| Interest on deposits | 22,645 | 12,347 | 10,298 | 83.4\% | 16,932 |
| Interest on debentures | 2,283 | 3,765 | $(1,482)$ | (39.4)\% | 4,720 |
| Other interest expenses | 28,634 | 6,744 | 21,890 | 324.6\% | 10,746 |
| Interest expenses | 53,562 | 22,856 | 30,706 | 134.3\% | 32,398 |
| Fees and commissions expenses | 9,231 | 7,362 | 1,869 | 25.4\% | 10,659 |
| Trading losses | 382 | 322 | 60 | 18.6\% | 463 |
| Other business expenses | 5,938 | 4,311 | 1,627 | 37.7\% | 5,415 |
| General and administrative expenses | 59,210 | 55,616 | 3,594 | 6.5\% | 73,860 |
| Other ordinary expenses | 7,250 | 6,369 | 881 | 13.8\% | 13,990 |
| Ordinary expenses | 135,576 | 96,838 | 38,738 | 40.0\% | 136,787 |
| Net ordinary income | 39,250 | 52,276 | $(13,026)$ | (24.9)\% | 60,497 |
| Special gains | 21,719 | 2,051 | 19,668 | 958.9\% | 6,261 |
| Special losses | 505 | 95 | 410 | 431.6\% | 119 |
| Income before income taxes | 60,465 | 54,232 | 6,233 | 11.5\% | 66,639 |
| Income taxes (current) | $(2,234)$ | $(4,589)$ | 2,355 | (51.3)\% | $(5,991)$ |
| Income taxes (deferred) |  | (310) | (840) | 271.0\% | $(2,260)$ |
| Net income | 63,849 | 59,131 | 4,718 | 8.0\% | 74,890 |
|  | @118.98 | @118.07 |  |  | @117.47 |

## Non-Consolidated Balance Sheets (Unaudited)

-- Assets


## Non-Consolidated Balance Sheets (Unaudited)

-- Liabilities and Net assets

|  | As of December 31, 2006 a | As of December 31, 2005 b | Change $a-b$ | As of March 31, 2006 C | Change a-c |
| :---: | :---: | :---: | :---: | :---: | :---: |
| <<Liabilities>> |  |  |  |  |  |
| Deposits | 4,807,982 | 4,355,007 | 452,975 | 4,000,819 | 807,163 |
| Negotiable certificates of deposit | 315,177 | 230,802 | 84,375 | 157,373 | 157,804 |
| Debentures | 713,207 | 1,113,854 | $(400,647)$ | 1,021,419 | $(308,212)$ |
| Call money | 808,124 | 140,000 | 668,124 | 30,000 | 778,124 |
| Collateral related to securities lending transactions | 180,818 | 9,420 | 171,398 | - | 180,818 |
| Trading liabilities | 94,759 | 71,142 | 23,617 | 129,059 | $(34,300)$ |
| Borrowed money | 287,398 | 285,699 | 1,699 | 314,789 | $(27,391)$ |
| Foreign exchanges | 664 | 405 | 259 | 325 | 339 |
| Corporate bonds | 561,238 | 122,789 | 438,449 | 447,024 | 114,214 |
| Other liabilities | 226,558 | 142,618 | 83,940 | 213,567 | 12,991 |
| Accrued employees bonuses | 8,027 | 7,558 | 469 | 10,040 | $(2,013)$ |
| Reserve for retirement benefits | 154 | 811 | (657) | 200 | (46) |
| Acceptances and guarantees | 19,575 | 46,243 | $(26,668)$ | 30,985 | $(11,410)$ |
| Total liabilities | 8,023,690 | 6,526,352 | 1,497,338 | 6,355,605 | 1,668,085 |
| <<Net assets>> |  | <<Shareholders' Equity>> |  | <<Shareholders' Equity>> |  |
| Shareholders' equity |  |  |  |  |  |
| Capital stock | 451,296 | 451,296 | - | 451,296 | - |
| Capital surplus | 18,558 | 18,558 | - | 18,558 | - |
| Additional paid-in capital | 18,558 | 18,558 | - | 18,558 | - |
| Retained earnings | 372,954 | 364,767 | 8,187 | 380,526 | $(7,572)$ |
| Appropriated for legal reserve | 9,266 | 7,777 | 1,489 | 7,777 | 1,489 |
| Other retained earnings | 363,688 | 356,990 | 6,698 | 372,749 | $(9,061)$ |
| Earned surplus brought forward | 363,688 | 356,990 | 6,698 | 372,749 | $(9,061)$ |
| Treasury stock, at cost | $(72,559)$ | (6) | $(72,553)$ | (6) | $(72,553)$ |
| Total shareholders' equity | 770,250 | 1 | 1 | 1 | 1 |
| Net unrealized gain / loss and translation adjustments |  |  |  |  |  |
| Net unrealized gain / loss on securities available-for-sale, net of taxes | 3,699 | 3,128 | 571 | 2,670 | 1,029 |
| Net deferred gain / loss on hedge, net of taxes | $(9,418)$ | 1 | 1 | 1 | 1 |
| Total net unrealized gain / loss and translation adjustments | $(5,718)$ | 1 | 1 | 1 | 1 |
| Stock acquisition rights | 417 | 1 | 1 | 1 | 1 |
| Total net assets | 764,948 | 837,745 | $(72,797)$ | 853,046 | $(88,098)$ |
| Total liabilities and net assets | 8,788,639 | 7,364,098 | 1,424,541 | 7,208,651 | 1,579,988 |
| yen / US\$ | @118.98 | @118.07 |  | @117.47 |  |

Certain account titles of the balance sheets as of December 31,2005 (b) and March 31,2006 (c) are realigned in line with the balance sheet as of December31,2006 (a)

| (Reference) APLUS Key Data | for the nine months ended |  |
| :---: | :---: | :---: |
| Summary of Income Statement (Consolidated) |  |  |
|  | Dec. 31, 2006 | Dec. 31, 2005 |
| Operating Revenue | 84.9 | 73.4 |
| Credit card shopping (Sogo) | 6.5 | 4.7 |
| Installment shopping credit (Kohin) | 15.0 | 10.0 |
| Credit guarantee | 20.3 | 22.9 |
| Loan | 35.1 | 29.0 |
| Consumer loan | 34.9 | 28.7 |
| Cashing by credit card | 15.9 | 12.2 |
| Loan card | 16.4 | 14.7 |
| Other consumer loan | 2.5 | 1.7 |
| Other loan | 0.1 | 0.2 |
| Financial income | 1.7 | 1.4 |
| Others | 6.1 | 5.1 |
| Operating Expenses | 89.1 | 64.0 |
| SG\&A | 85.0 | 60.3 |
| Net provision of allowance for bad debts | 28.0 | 19.6 |
| Others | 57.0 | 40.6 |
| Financial expenses | 4.0 | 3.7 |
| Operating Income | (4.2) | 9.3 |
| Ordinary Income | (4.2) | 9.5 |
| Net Extraordinary Profit (Loss) | (1.4) | 1.7 |
| Net Income before Tax | (5.6) | 11.2 |
| Net Income | (7.3) | 13.0 |

> as of the end of

| Summary of Financials and Other Major Business Information (Consolidated) | as of the end of |  | as of the end of |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Dec. 2006 | Dec. 2005 | Sep. 2006 | Mar. 2006 |
| Total Assets | 1,601.1 | 1,497.1 | 1,608.2 | 1,593.1 |
| Total Liabilities | 1,537.8 | 1,423.3 | 1,534.2 | 1,516.1 |
| Total Net Assets | 63.2 | 73.7 | 74.0 | 76.9 |
| Total Account Receivables | 1,314.8 | $/$ | 1,329.1 | 1,315.0 |
| Total installment receivables | 603.3 | $/$ | 604.7 | 568.7 |
| Credit card shopping (Sogo) | 44.0 | $/$ | 39.4 | 36.9 |
| Installment shopping credit (Kohin) | 290.8 | $/$ | 296.8 | 253.8 |
| Loan | 268.3 | $/$ | 268.2 | 277.7 |
| Consumer loan | 252.7 | $/$ | 253.3 | 234.0 |
| Cashing by credit card | 67.3 | $/$ | 70.0 | 66.3 |
| Loan card | 133.5 | $/$ | 133.7 | 131.9 |
| Other consumer loan | 51.8 | $/$ | 49.5 | 35.7 |
| Other loan | 15.6 | $/$ | 14.9 | 43.6 |
| Others | 0.1 | $/$ | 0.1 | 0.1 |
| Credit guarantee receivables | 711.4 | $/$ | 724.3 | 746.3 |
| Number of Merchants (thousands) | 1 | 1 | 897 | 648 |
| Total Available Cardholders (thousands) (non-consolidated) | 1 | 1 | 7,359 | 6,841 |
| Number of New Card Issuance (thousands) (non-consolidated) | $/$ | $/$ | 905 | 891 |
| Loan Receivables Outstanding by Interest Rate Zone (non-consolidated) * | $/$ | 1 | 204.3 | 1 |
| $\sim 15.0 \%$ | 1 | $/$ | 0.9 | $/$ |
| $\sim 18.0 \%$ | $/$ | $/$ | 32.9 | $/$ |
| $\sim 20.0 \%$ | $/$ | $/$ | 15.2 | $/$ |
| $\sim 25.0 \%$ | $/$ | / | 52.7 | $/$ |
| $\sim 29.2 \%$ | $/$ | $/$ | 102.4 | 1 |
| Cashing by credit card | $/$ | $/$ | 75.7 | $/$ |
| Loan card | $/$ | $/$ | 128.5 | $/$ |
| Credit Outstanding Per Account (thousand yen) | $/$ | $/$ | 371 | $/$ |
| Cashing by credit card | $/$ | $/$ | 242 | $/$ |
| Loan card | $/$ | / | 541 | 1 |

* This is a total of cashing by credit card / loan card outstanding (177.2 billion yen, non-consolidated, as of the end of Sep. 2006) based on managed assets basis, which include securitized receivables and uncollectible estimated amounts, etc.


## ■Grey zone related:

In the nine months ended Dec 31, 2006, APLUS made an additional provision of 11.2 billion yen for future possible losses on reimbursements of excess interest payments.
As of the end of Dec. 2006, reserve for losses on interest repayments stood at 10.8 billion yen.
(billions of yen)
(Reference)

| Summary of Income Statement (non-consolidated) | for the nine months ended |  |
| :---: | :---: | :---: |
|  | Dec. 31, 2006 | Dec. 31, 2005 |
| Operating Income | 34.0 | 38.1 |
| Interest income | 18.4 | 20.9 |
| Interest on subordinated investor certificate | 14.7 | 16.1 |
| Others | 0.8 | 1.0 |
| Operating Expenses | 35.7 | 30.7 |
| Financial expenses | 1.2 | 1.5 |
| Other operating expenses | 34.4 | 29.1 |
| Allowance for bad debts and write offs | 21.1 | 13.2 |
| Others | 13.3 | 15.9 |
| Operating Profit | (1.6) | 7.3 |
| Ordinary Profit | (1.4) | 7.5 |
| Net Extraordinary Profit (Loss) | (13.3) | 0.2 |
| Net Income before Tax | (14.8) | 7.7 |
| Net Income | (17.1) | 4.4 |


| Summary of Financials and Other Major Business Information (non-consolidated) | as of the end of |  |
| :---: | :---: | :---: |
|  | Dec. 2006 | Dec. 2005 |
| Total Assets | 161.9 | 193.2 |
| Total Liabilities | 111.9 | 124.3 |
| Total Net Assets | 49.9 | 68.8 |
| Loan Receivables Outstanding ${ }^{(1)}$ | 181.6 | 205.7 |
| Consumer loans | 128.0 | 141.4 |
| Unsecured loans | 127.2 | 140.9 |
| Secured loans | 0.7 | 0.5 |
| Business loans | 53.6 | 64.3 |
| Loans on deeds | 0.4 | 0.8 |
| Noloan business | 53.1 | 63.2 |
| Secured loans | 0.0 | 0.2 |
| Number of Branch Offices | 57 | 60 |
| Weighted Average Rate of Loan Interest Rate (\%) | 27.06 | 27.20 |
| Consumer loans | 27.42 | 27.58 |
| Unsecured loans | 27.50 | 27.64 |
| Secured loans | 14.27 | 11.31 |
| Business loans | 26.19 | 26.37 |
| Loans on deeds | 21.50 | 22.12 |
| Noloan business | 26.25 | 26.49 |
| Secured loans | 11.33 | 9.54 |
| Weighted Average Rate of Funding Rate (\%) |  |  |
| During the fiscal year | 1.65 | 1.87 |
| As of the end of the fiscal year | 1.68 | 1.67 |


| for the six months ended | for the fiscal year ended |
| :---: | :---: |
| Sep. 30, 2006 | Mar. 31, 2006 |
| 23.0 | 50.5 |
| 12.5 | 27.9 |
| 9.8 | 21.1 |
| 0.6 | 1.3 |
| 22.2 | 43.7 |
| 0.8 | 1.9 |
| 21.4 | 41.7 |
| 12.3 | 20.0 |
| 9.0 | 21.7 |
| 0.7 | 6.7 |
| 0.8 | 6.8 |
| (13.3) | 0.2 |
| (12.4) | 7.0 |
| (15.4) | 4.1 |

(billions of yen)
as of the end of

| Sep. 2006 | Mar. 2006 |
| :---: | :---: |
| 171.9 | 189.7 |
| 120.1 | 121.1 |
| 51.8 | 68.5 |
| 187.5 | 199.4 |
| 130.0 | 136.8 |
| 129.6 | 136.3 |
| 0.4 | 0.4 |
| 57.5 | 62.6 |
| 0.4 | 0.6 |
| 56.9 | 61.8 |
| 0.0 | 0.1 |
| 572 | 610 |
| 27.18 | 26.60 |
| 27.59 | 26.91 |
| 27.65 | 26.97 |
| 11.07 | 11.15 |
| 26.24 | 25.93 |
| 21.29 | 21.26 |
| 26.30 | 26.02 |
| 11.54 | 9.68 |
| 1.64 | 1.82 |
| 1.68 | 1.63 |

(1) Balance of loans include ones off-balanced through securitization program

## ■Grey zone related:

In the nine months ended Dec. 2006, Shinki (non-consolidated basis) made an additional provision of 18.1 billion yen for future possible losses on reimbursements of excess interest payments. ( 6.7 billion yen was recorded in operating expenses and 11.4 billion yen was recorded in extraordinary losses.) As of the end of Dec. 2006, the reserve amount stood at 18.8 billion yen.


[^0]:    ${ }^{1}$ Net income (excluding non-recurring costs in consumer finance businesses) increased 4.8 billion yen or $8.1 \%$ to 64.5 billion yen. The non-recurring costs refer to impact of costs for possible losses on reimbursements of excess payments in APLUS Co., Ltd. (11.2 billion yen) and Shinsei Bank's equity in the non-consolidated net loss of Shinki Co., Ltd., an equity-method affiliate, net of consolidation adjustments ( 6.0 billion yen). Excluding these non-recurring costs, return on assets was $0.8 \%$ and return on equity was 9.6\% for the nine months ended December 31, 2006.

[^1]:    ${ }^{1}$ Shinsei Bank's consumer finance business encompasses it's $68.9 \%$ owned subsidiary APLUS Co. Ltd which, in turn owns $97.3 \%$ of Zen-Nichi Shinpan, and its $36.4 \%$ stake in equity-method affiliate Shinki Co., Ltd.

[^2]:    (5) Revitalization plan basis

    Above forecasts are based on current assumptions of future events and trends, which may be incorrect.
    Actual results may differ materially from those in the statements of various factors.

[^3]:    *1: Certain account titles of the balance sheets as of Dec.31,2005 (b) and Mar.31,2006 (c) are realigned in line with the balance sheet as of Dec.31,2006 (a).
    *2: "Total liabilities and net assets " balances as of Dec.31,2005 (b) and Mar.31,2006 (c) include "Minority interests in subsidiaries".

