

Five-Year Summary (Non-Consolidated Basis)

Promise Co., Ltd.

Years ended March 31

	Millions of Yen				
	1994	1995	1996	1997	1998
Financial Position					
Consumer loans outstanding	¥536,395	¥591,362	¥682,066	¥784,201	¥866,634
Allowance for credit losses	20,360	20,970	20,850	23,750	27,790
Total current assets	669,427	693,103	791,195	883,571	1,005,394
Total investments and other assets	39,072	40,966	41,213	37,455	35,895
Property and equipment, net	48,096	49,700	51,888	57,877	58,323
Fixed leasehold deposits	8,859	9,651	10,420	10,767	12,273
Total assets	765,454	793,420	894,716	989,670	1,111,885
Short-term borrowings and current portion of long-term debt	196,837	212,089	223,909	226,975	258,198
Total current liabilities	218,627	237,905	255,617	260,411	295,195
Long-term debt	374,133	360,991	417,821	479,137	534,275
Total long-term liabilities	391,225	378,530	436,387	497,900	551,674
Total shareholders' equity	<u>155,602</u>	<u>176,985</u>	<u>202,712</u>	<u>231,359</u>	<u>265,016</u>
Income and Expenses					
Interest on consumer loans	¥138,099	¥154,051	¥171,809	¥191,401	¥212,314
Other operating income	9,104	7,890	7,429	7,496	8,016
Total operating income	147,203	161,941	179,238	198,897	220,330
Financial expenses	29,996	28,837	23,869	23,673	22,064
General and administrative expenses	57,354	62,623	70,972	78,005	86,529
Provision for uncollectible loans	14,948	14,084	17,042	20,305	25,597
Total operating expenses	102,298	105,544	111,883	121,983	134,190
Operating profit	44,905	56,397	67,355	76,914	86,140
Income before income taxes	43,399	55,434	66,620	73,876	82,423
Net income	<u>18,812</u>	<u>25,418</u>	<u>30,770</u>	<u>34,690</u>	<u>38,668</u>
Other Financial Data					
Depreciation and amortization	3,930	3,825	4,476	5,690	6,982
Credit losses written off	12,658	13,473	17,161	17,405	21,556
Purchases of property and equipment	<u>4,875</u>	<u>5,278</u>	<u>7,382</u>	<u>11,262</u>	<u>9,644</u>
Amount per Share (Yen)					
Net income, basic*	¥176.74	¥234.52	¥283.90	¥320.08	¥356.78
Cash dividends	35.00	50.00	55.00	60.00	63.00
Payout ratio (%)	<u>12.22</u>	<u>16.15</u>	<u>17.61</u>	<u>17.04</u>	<u>16.92</u>
Operations					
Number of customer accounts (thousands)	1,463	1,578	1,797	1,992	2,136
Number of branches	544	584	623	760	1,015
Number of automated credit providers	—	20	273	695	977
Number of ATMs and tie-up CDs	1,723	3,705	5,949	13,400	17,037
Weighted average number of shares, basic* (thousands)	106,440	108,381	108,381	108,381	108,381
Number of employees	<u>3,026</u>	<u>3,099</u>	<u>3,417</u>	<u>3,478</u>	<u>3,574</u>

*Net income, basic and weighted average number of shares, basic reflect retroactive adjustment for stock splits according to "APB 15."