Year Ended March 31, 1999



OMC

**Annual Report 1999** 

Daiei OMC, Inc.

IC CAR

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# Profile

Building on its strong foundation in the credit card business, Daiei OMC has developed a complex of businesses extending to the travel and mail-order businesses. As a member of the Daiei Group, Japan's largest retail business group, we cooperate with other Group companies to provide carefully crafted services and products that reflect the real needs of our customers through business operations integrated into their daily lives.

Today, the number of Daiei OMC Cardholders has reached approximately six million, and our card usage rate is the highest in the Japanese credit card industry. We are committed to establishing a firm position as a "supplier of practical, convenient services" — and to becoming a financial retail company that makes a meaningful contribution to enriching the lives of the citizens of the 21st century.

### <u>Financial Highlights</u> (Five-year summary)

Daiei OMC, Inc. and Consolidated Subsidiaries. Years Ended February 28, 1998 and 1997, February 29, 1996, and February 28, 1995 and 1994

				Millions of Ye t per share ar			U. (e	ousands of S. Dollars except per share emounts)
	199	9	1998	1997	1996	1995		1999
For the year:								
Total operating revenues	¥104,	205	¥103,983	¥101,117	¥100,522	¥ 94,189	\$	868,375
Income (loss) before income taxes		612	327	(34,473)	843	(10,313)		5,100
Net income (loss)		225	(126)	(34,949)	282	(11,207)		1,875
Per share amounts:								
Net income (loss)	¥	1.06	¥ (0.60)	¥(187.13)	¥ 1.66	¥ (80.50)	\$	0.01
Cash dividends					6.00	8.00		
At year end:								
Total assets	¥721,	018	¥803,840	¥761,087	¥761,667	¥763,275	\$6	,008,483
Long-term debt	61,	878	95,888	83,163	134,141	212,375		515,650
Total stockholders' equity	57,	588	57,363	57,489	72,778	73,885		479,700

- Notes: 1. All dollar figures herein refer to U.S. currency. Yen amounts have been translated, for convenience only, at the rate of ¥120=\$1, the approximate rate of exchange as of February 28, 1999. Refer to Note 1 (a) of the Notes to Consolidated Financial Statements.
  - 2. The amount of net income (loss) per share is based on the weighted average number of shares of common stock outstanding during each year.



# MESSAGE FROM PRESIDENT

Hiromichi Funahashi President and Representative Director

#### TO OUR SHAREHOLDERS

#### Fiscal 1999 Business Results

Japan's economic environment remained extremely severe in fiscal year 1999, ended February 28, 1999, as the economic slump continued unabated. Consumer spending slipped further in a worsening employment environment, demand from the private sector weakened in response to pervasive uncertainty concerning the stability of the financial system, and plant-and-equipment investment fell off as businesses saw their revenues continue to decline. Competition in the credit card market intensified due to lower spending by Japanese consumers. Thus, the business climate surrounding Daiei OMC remained challenging as a result.

Operating under these difficult circumstances, the Company moved during the term under review to expand its operating base further through efforts centered on the OMC Card. One example was the introduction of a once-a-month five-percent discount at Daiei Group stores, where the 23rd of every month is now "The Hospitality Campaign Program for Daiei OMC customers." Initiated in September 1998, this service is made available through the cooperation of the other Daiei Group companies. At the same time, the Company enhanced its risk management with the adoption in January 1999 of the "Falcon" detection system for illegal credit card use.

In the area of financing, we worked to secure a stable supply of funds in a difficult financing environment, primarily through ongoing securitization of our card credit. We also directed efforts toward achieving a sound asset base by recording a larger allowance for doubtful accounts with the aim of promoting further credit management operations for the business sector.

As a result of these and other efforts, our consolidated operating revenues increased by 0.2 percent from the previous term to \\$104,205 million (US\\$868,375 thousand). A profit on investment securities sold, which was recorded as an extraordinary gain, was partially offset by an evaluation loss on securities and an allowance for doubtful accounts, both of which were recorded as extraordinary losses. Consolidated net income totaled \\$225 million (\\$US\\$1,875 thousand) as a consequence.

We intend to continue to expand the Company's operating base in the future by enrolling more OMC Cardholders and raising our card usage rate. We also plan to reinforce our management structure by (1) implementing low-cost management to raise productivity and (2) advancing our risk management, primarily through the practical application of the new "Falcon" system.

As concerns the year 2000 problem, we recognize this as one of the most important issues management is facing from the perspective of conducting ongoing business activities and maintaining the trust of society. The entire Company has been responding actively to this problem through our Y2K project.

We will also continue to reinforce our financing capabilities by enhancing our ability to maintain our current structures and developing new systems to diversify our financing sources. The future will also see us continuing to pursue stronger corporate debt collection capabilities and greater asset stability.

#### Implementing the Customer Value Chain

Daiei OMC's future vision includes developing a membership business targeting not only credit cardholders but other members, including ID members, as well. We will realize this goal by building on the member management skills we have cultivated through our experience in the credit business and by enhancing our customer analysis capabilities employing marketing methods.

As a means of implementing the Daiei Group's management principal, 'For the Customers,' we are developing the value we offer customers in both the real market, as represented by the Daiei Group, and the virtual market, including the Internet. The value we make available to our members comprises more than our individual business offerings, such as credit services, travel, insurance and mail-order sales. It also includes the products and services of the Daiei Group as a whole as well as the products and services created under strategic alliances with our business partners and member stores.

Realizing the Customer Value Chain of our future vision will mean enhancing our ability to suggest new ways of life appropriate to the 21st century. We will continue to grow and to thrive by expanding our financial retail business through activities that contribute to "supply of practical, convenient services."

We look forward to your continued support in all our future endeavors.

Hiromichi Funahashi **President and Representative Director** 

May 27 1000

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May 27, 1999

# Strengthening Services That Add Convenience to Life

**Enhancing Sales Capabilities** 

# Making the Most of a **Unique Distribution System**

aiei OMC's business fields encompass travel, direct marketing, services and consumer finance, centered on the card business. We constantly strive to respond to the multifaceted demands of daily life, with a strict customer focus that gives tangible expression to the Daiei Group motto, "For the Customers."

#### (1) Reinforcing Daiei Group Synergy

With a nationwide network of over 10,000 stores, the Daiei Group welcomes some 10 million customers every day. The scale and depth of the Daiei Group provide robust underpinning for our OMC Card operations. The Hospitality Campaign pro-

gram for Daiei OMC customers we conducted in September 1998, for example, lent a tremendous boost to both the number of card applicants and the rate of OMC Card use, which surged in terms of both absolute numbers and per-customer usage. Total card purchases climbed by 5 percent from the previous term in fiscal year 1999.

The Hospitality Campaign was also instrumental in stimulating sales and winning regular customers for the stores of the Daiei Group as a whole. The campaign proved such a success that it has been made an integral part of the Daiei Group's synergy. In the months and years ahead, we will continue to strengthen our customer relations programs such the Hospitality Campaign as part of our ongoing efforts to provide even better customer service.

#### (2) One-Stop Service, One-**Stop Financing**

The Company has opened 94 OMC Plazas offering services such as travel, insurance and financial products in Daiei stores throughout Japan. These OMC Plazas serve not only as places for communication, providing valuable products and services for customers' daily lives, but also as sources of valuable information, offering tips on ways to make life more comfortable and convenient. Our goal in managing OMC Plazas is to provide services and financing

> at the same place. As Japan continues to deregulate its financial industry in the future, we look forward to expanding our range of OMC Plaza products and services and to offering one-stop services and consulting.

#### (3) A Nationwide **Network of 24-Hour Access Points**

In November 1998, Daiei OMC introduced Japan's first 24-hour cashing service at convenience stores. After closely examining the chang-

ing lifestyles of our customers, we made use of our industry-leading cash dispenser (CD) network to respond to customers' clear need to



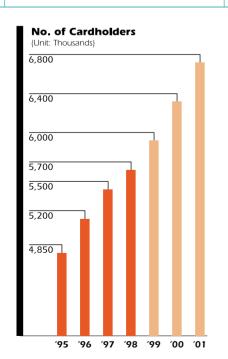
withdraw cash wherever and whenever they require it. We formed partnerships with Sanwa Bank, Fuji Bank and Ogaki Kyoritsu Bank to provide CD services for these three banks' customers in some 250 Lawson convenience stores and 370 Daiei stores in the Tokyo area. We have received numerous inquiries from other banks as well, and are currently engaged in negotiations aimed at enhancing the convenience of this network further.

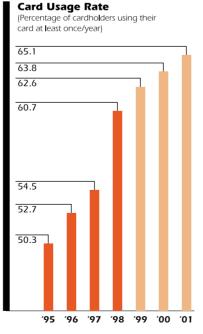
As customers become aware of the Daiei OMC cashing network's expansion, the CD usage rate is growing higher and higher, providing better service to customers by complementing the ATM networks operated by banks and other financial institutions. In our ongoing efforts to expand both the geoTun 59.1 )

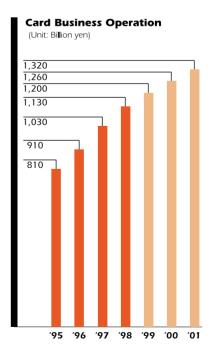
graphical area in which cashing services are available and the number of

partnerships formed with financial institutions, we are sparing no effort to enhance and upgrade this unique nationwide network.

OMC Plaza — A Lifestyle Center Offering Convenient Living Information Our OMC Plazas were established to provide products and services that help customers enjoy their leisure hours and to support them in various other aspects of their lives. The product offering covers a wide range, from travel and ticket services to mobile phones, insurance and loans. We are strengthening our product sales and consulting capabilities to make the OMC Plaza a lifestyle center on which more and more customers rely.







Note: Figures for fiscal years 1999, 2000 and 2001 are projections.

# Perfecting the Art of Database Marketing

very year we enroll a million → new OMC Card members, d most of whom are customers of Daiei Group stores. As a result, we currently boast some six million cardholders. This rapidly growing customer base far outstrips the industry average in terms of both the ratio of cardholders to store customers and the rate of card use. This immense, six-million strong membership is clearly powering the expansion of our operations, bringing us repeat business and creating a base of loyal regular customers.

The first step toward maximizing customer satisfaction is to treat

each customer as an individual. Rather than giving uniform treatment to all our customers, we differentiate among them and direct personal attention to each customer's special needs. This approach extends beyond OMC Card operations to all our areas of business, including travel, mailorder and finance businesses.

We deploy sophisticated database marketing techniques to achieve this purpose. Drawing on our extensive customer database, for example, we combine test-marketing activities with enthusiastic campaign promotions and the OMC Card "Waku-Waku Points" frequent-user program. We have partially implemented a frequent-shopper program at Daiei stores as well.

At Daiei OMC, the individual customer is always our first consideration. We gather customer information concerning requirements and expectations of Daiei OMC and make invaluable use of this database to secure customer loyalty through value-added customer relations management.

# Creating New Sales Channels and Markets

e continue to commit our resources to the Daiei Group that has enormous growth potential. Meanwhile, we are faced with the necessity of creating new sales channels and developing new markets.

We have established partnerships with a number of companies in connection with our card operations. In this respect, we have a long history of active cooperation with various large retail chains as well as with the Ministry of Posts and Telecommunications. We are currently developing a membership system to supplement our OMC Card operations.

One unique example of these efforts is the OMC Ecology Card we launched in 1991 in response to pressing social concerns. Ecology Cardholders provide support for activities aimed at preserving our global environment with every card purchase. Total contributions to these activities have surpassed \(\frac{1}{2}\)200 million, making the highly respected OMC Ecology Card the leading card of its type in the industry.

In addition to conducting these affinity card operations, we are

increasing the number of OMC affiliate stores and expanding our acquiring business as a means of improving revenues and extending the OMC brand outside the realm of Daiei Group store customers. These strategic measures are positioning Daiei OMC smartly as a "supplier of practical, convenient services" in preparation for intensifying competition in the approaching new century.



Next-Generation and Growth Businesses

Our IC card testing in the cities of Kobe (shown in the photo) and Omiya and our testing of an Internet mall employing SET technology have brought the IC card to the actual issuing stage and forwarded Internet business development. We also operate Japan's largest CD (cash dispenser) network and promote cash withdrawal services using them by bank and Postal Savings customers. These are among the ways we are working to expand our businesses that make life more convenient.

e are directing concerted efforts at Daiei OMC toward laying the groundwork for the card business of the 21st century. Drawing on resources acquired through assertive

# Responding to the Next Generation in Business

research in the fields of electronic commerce, IC cards and multimedia, we are building a foundation to provide firm support for tomorrow's digital society.

In 1997, we began testing the world's first electronic money IC card in Kobe, Hyogo Prefecture, in cooperation with Visa International, Toshiba and other partners. Transactions amounting to ¥107 million (US\$892 thousand) were carried out according to plan in the

test, which succeeded in garnering a large fund of valuable results.

This electronic money system was upgraded further in the second stage of the test initiated in June 1999, when we led the industry by taking the first steps toward commercialization. This test has verified that the system is equipped with the full range of sophisticated features required to satisfy the requirements of the 21st century.

# **Advancing into the Servicer Industry**

In June 1999, Daiei OMC entered the "servicer" industry in compliance with the provisions of the Law on Special Measures Regarding Loan Management and Recovery, often referred to as the Servicer Law. Our

subsidiary MCS Loan Management and Recovery Co., Ltd., is licensed to conduct this business. MCS serves the community by applying the wealth of expertise on card systems accumulated over the years by Daiei OMC and the Daiei Group

companies to the business of card shopping loans. In the future, it plans to expand the scope of its operations to take in financial institutions and other retailers, in this way growing into its role as a major pillar of our business operations.

# Launching Comprehensive Services in Pursuit of Synergy

aiei OMC aims to become a comprehensives services company that integrates the card business, travel services, financial products and mail-order sales. We are making every effort to increase customer satisfaction by strengthening the sales and consulting features of the OMC Plazas located in 94 Daiei stores throughout Japan and reinforcing the member services offered by our telephone information OMC Service

Centers. Making the most of our unique position as Japan's only

truly diversified retail enterprise, we are energetically pursuing synergy among our component businesses with the aim of distinguishing ourselves even more clearly from the competition.

OMC Service Center — Enhancing the Quality of Customer Services

The OMC Service Center is a telephone service center established to reinforce our ability to provide our approximately six million cardholders with even better services. With plans now under way to introduce CTI (computer telephony integration) technology and to construct a system that supports quick, accurate responses to customer inquiries 24 hours a day, the OMC Service Center is helping to foster Daiei OMC's image of reliability and to cement customer loyalty.



### Implementing Measures to Strengthen Risk Management

The need to reinforce our credit risk management capabilities is one issue we must face as we expand the scale of our business. Risk management involves a comprehensive infrastructure encompassing the entire series of processes, from recruitment and scoring of credit card applications to cardholder behavior scoring and debt collection. We are unstinting in our efforts to construct this type of total risk management system to

ensure a stable, secure management structure.

We take pains to ensure that credit is granted appropriately and responsibly, for example, making use of the "Application Scoring System" (ASS) before issuing cards, and then follow up the cardholders' behavior with the "Behavior Scoring System" (BSS) after they have been issued a card. We have introduced a "Falcon" illegal usage detection system to guard against illegal card

use and contain potential damage.

We consider the further reinforcement of risk management as essential to ensuring the Company's ability to survive and thrive in the financial field. In the coming months and years, we will press forward with measures to reinforce our risk management structure in a manner extending to every field of operation.

### **Diversification of Financing**

Faced with a difficult financial environment, we will continue to pursue structural maintenance and new systems development aimed at diversifying our sources of financing. The implementation in May 1999 of the Bond Law for Nonbanks deregulated financing from the financial markets. We intend to promote financing by raising our ratio of direct financing, while maintaining a healthy balance with indirect financing.

Since 1995, when we imple-

mented securitization of lease payment credit, we have made active efforts to secure financing through the securitization of credit. In March 1999, we securitized revolving loan credit from card shopping to bond securities in the amount of ¥23.5 billion (US\$196 million), the first case in Japan. Because the balance of revolving loan credit is constantly fluctuating, this has been considered the most difficult type of credit to securitize to bonds. Our success in executing this securitiza-

tion plan at Daiei OMC was due to the excellent groundwork we laid in advance.

This type of original securitization system development remains high on our list of priorities. We are pursuing more effective system structures in order to reinforce our financing capabilities by means of credit securitization.

# Establishing a Position As a "Supplier of Practical, Convenient Services"

At Daiei OMC, we have identified the following two customer expectations: that we will continue to offer them timely services and products that they really need, and that we will continue to provide valuable services and products through their lifetime.

Our greatest source of strength is our business development as a member of Japan's largest retail group, which supports us with its nationwide network of 10,000

stores, with more than 10 million customers visiting them every day. The number of OMC Cardholders today exceeds 10 percent of the total number of households in Japan, and the sales promotion activities conducted in our travel and mail-order businesses include mailings of some two million direct mail items every month.

In the years ahead, we will continue working to realize our corporate vision of becoming a full-

fledged "convenient life services business" that responds accurately to the genuine needs of its customers. We intend to accomplish this by drawing on our strengths as a retail credit company and developing products that reflect our customers' perspective and concerns.

# Management Discussion and Analysis

(For the year ended February 28, 1999)

#### **Revenues and Earnings**

Daiei OMC's main operating revenues for the year ended February 28, 1999, were as follows:

# Fees from Customers and Affiliated Stores

The Company expanded its "Convenient Life" OMC Card base by developing and issuing new cards. It issued two new cards exclusively for students, for example, the OMC CAMPAL Card and the Lawson CAMPAL Card. Another new card, the Warner Bros. Studio Store Card, was also issued in cooperation with Warner Bros. Studio Stores Japan Inc.

# Personal and Corporate Loan Credit Revenues

The expansion of the Company's cardcashing network continued through the addition of new affiliates at whose facilities customers can use its cards and an increase in its 24-hour cashing services employing both CDs and ATMs. The Company also strove to enhance and strengthen other services available through its CD network. These efforts were represented by the introduction in November 1998 of a new service that enables Sanwa Bank customers to withdraw cash from Daiei OMC's CDs with their bank cashing cards. This was followed in January 1999 by the implementation of similar withdrawal services for postal savings in cooperation with the Ministry of Posts and Telecommunications.

In the area of corporate debt management, the Company strove to stabilize its assets by recording an allowance for doubtful accounts as a basis for promoting ongoing management.

#### **Merchandize Sales Income**

Activities in the area of merchandize sales focused on offering products that

respond to the needs of its customers. One example was the addition by the Mail-Order Department of the environmentally friendly White Furniture Series to the product lines offered through its *Kurashi no Design* mailorder catalog. The Household Electronics Products Business Department promoted store and staff development with the highest priority placed on customer content, reexamined its product mix and adjusted store layouts and business hours.

Stimulated by these efforts, the Company's consolidated operating revenues rose by 0.2% from the previous term to ¥104,205 million (US\$868,375 thousand).

Efforts to decrease spending succeeded in lowering operating expenses by 2.4% from the year before to ¥94,845 million (US\$790,375 thousand).

Consolidated operating profit improved by 37.0% from the preceding year to ¥9,360 million (US\$78,000 thousand).

Despite a profit on investment securities recorded as an extraordinary gain, other consolidated net expenses rose from the previous term due to an evaluation loss on securities and an allowance for doubtful receivables, both recorded as extraordinary losses. Consolidated net income was ¥225 million (US\$1,875 thousand) as a consequence.

#### **Total Assets at Year-End**

As of February 28, 1999, the Company had total consolidated assets of \(\frac{\pmathbf{7721,018}}{721,018}\) million (US\(\frac{\pmathbf{6,008,483}}{6,008,483}\) thousand), down \(\frac{\pmathbf{82,822}}{822}\) million (US\(\frac{\pmathbf{690,183}}{6,008,483}\) thousand) from the preceding fiscal year-end. This decline was due to a decrease in operating receivables that offset an increase in installment accounts receivable achieved through higher card-related dealings.

#### **Cash Flows**

Consolidated net cash from operations grew by ¥63,127 million (US\$526,058 thousand) as compared with the previous year to ¥40,617 million (US\$338,475 thousand). This result reflected efforts to promote collection of operating credit and the fact that operating profit rose during the term due to an increase in card-related operations.

Profits recorded on securities sold and investment securities sold notwith-standing, consolidated net cash from investment activities fell by ¥9,419 million (US\$78,492 thousand) from the previous year to ¥14,830 million (US\$128,583 thousand). This result reflected a substantial decrease in profits on sales of fixed assets.

Consolidated net cash employed in financial activities reached a total of ¥87,285 thousand (US\$727,375 thousand), up ¥128,076 million (US\$1,067,300 thousand) from the previous year, as the Company appropriated net cash from operating and investment activities to repay loans.

As a result, consolidated net cash and cash equivalents at February 28, 1999, declined by ¥31,838 million (US\$265,317 thousand) from the year before to ¥69,912 million (US\$582,600 thousand).

# Consolidated Balance Sheets

Daiei OMC, Inc. and Consolidated Subsidiaries Years Ended February 28, 1999 and 1998

	Millio	ons of Yen	Thousands of U.S. Dollars (Note 1 (a))
ASSETS	1999	1998	1999
CURRENT ASSETS:			
Cash and cash equivalents	¥ 69,912	¥101,750	\$ 582,600
Marketable securities (Note 2)	9,239	13,060	76,992
Notes and accounts receivable	1,011	1,195	8,425
Installment sales receivable (Note 3)	187,078	130,046	1,558,983
Operating loans receivable (Notes 3, 5 and 14)	385,318	490,064	3,210,983
Mortgage loans receivable (Note 4)	35,600	34,100	296,667
Inventories	2,215	2,287	18,458
Prepaid expenses and other current assets (Note 8)	18,134	20,051	151,117
Allowance for doubtful accounts	(48,609)	(55,011)	(405,075)
Total current assets	659,898	737,542	5,499,150
PROPERTY AND EQUIPMENT:  Equipment for lease  Buildings and structures  Equipment  Land  Total	7,254 3,533 1,141 8,747 20,675	8,270 3,961 1,616 9,177 23,024	60,450 29,442 9,508 72,892 172,292
Accumulated depreciation	(10,300)	(11,765)	(85,834)
Net property and equipment  INVESTMENTS AND OTHER ASSETS:	10,375	11,259	86,458
Investments in securities (Notes 2 and 8)	19,722	22,672	164,350
Long-term operating loans receivable (Note 14)	65,017	65,128	541,808
Guarantee money deposited (Note 8)	8,664	5,401	72,200
Other	9,484	13,117	79,034
Allowance for doubtful accounts	(52,142)	(51,279)	(434,517)
Total investments and other assets	50,745	55,039	422,875
TOTAL	¥721,018	¥803,840	\$6,008,483
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	Millions	s of Yen	Thousands of U.S. Dollars (Note 1 (a))
LIABILITIES AND STOCKHOLDERS' EQUITY	1999	1998	1999
CURRENT LIABILITIES:			
Short-term borrowings (Note 5)	¥473,523	¥557,540	\$3,946,025
Current portion of long-term debt (Note 5)	43,223	10,486	360,192
Notes and accounts payable (Note 8)	25,475	20,308	212,292
Accrued expenses (Note 8)	6,489	7,284	54,075
Accrued income taxes	146	368	1,217
Mortgage-backed securities transferred (Note 4)	32,384	29,988	269,867
Unearned income (Note 3)	2,907	2,869	24,225
Other current liabilities	13,594	17,734	113,282
Total current liabilities	597,741	646,577	4,981,175
LONG-TERM LIABILITIES:			
Long-term debt (Note 5)	61,878	95,888	515,650
Liability for severance payments (Note 6)	1,068	1,135	8,900
Other long-term liabilities (Note 8)	2,509	2,529	20,908
Total long-term liabilities	65,455	99,552	545,458
MINORITY INTEREST	234	348	1,950

#### **CONTINGENT LIABILITIES** (Note 12)

### **STOCKHOLDERS' EQUITY** (Note 7):

Common stock, ¥50 par value—authorized, 670,000,000 shares; issued and outstanding,

211,307,082 shares	42.807	42.807	356,725
	. ,	. ,	· ·
Additional paid-in capital	16,222	16,222	135,183
Deficit	(1,441)	(1,666)	(12,008)
Total stockholders' equity	57,588	57,363	479,900
TOTAL	¥721,018	¥803,840	\$6,008,483

# Consolidated Statements of Operations Daiei OMC, Inc. and Consolidated Subsidiaries Years Ended February 28, 1999 and 1998

	Millions of Yen		Thousands of U.S. Dollars (Note 1 (a))
	1999	1998	1999
OPERATING REVENUES (Note 3):			
Fees from customers and affiliated stores (Note 8)	¥ 24,017	¥ 22,450	\$200,142
Personal and corporate loan credit revenues	52,862	53,512	440,517
Profit of merchandise sales	10,310	10,554	85,917
Income from traveling business	2,726	2,810	22,717
Financial transactions (Notes 8 and 9)	715	709	5,958
Other revenues (Note 8)	13,575	13,948	113,124
Total operating revenues	104,205	103,983	868,375
OPERATING EXPENSES:			
Selling, general and administrative expenses (Notes 8 and 10)	78,177	78,232	651,475
Financial expenses (Note 9)	16,668	18,918	138,900
Total operating expenses	94,845	97,150	790,375
OPERATING INCOME	9,360	6,833	78,000
OTHER INCOME (EXPENSES):			
Gain (loss) on sales of property and equipment—net	(143)	6,041	(1,192)
Gain on sales of marketable and investments in securities—net	10,449	379	87,075
Loss on devaluation of marketable and investment securities	(3,236)	(4)	(26,967)
Gain on sales of a consolidated subsidiary	258		2,150
Provisions for doubtful accounts	(15,702)	(11,896)	(130,850)
Other—net	(374)	(1,026)	(3,116)
INCOME BEFORE INCOME TAXES AND			
MINORITY INTERESTS IN NET INCOME OF			
CONSOLIDATED SUBSIDIARIES	612	327	5,100
INCOME TAXES (Note 10)	379	421	3,158
MINORITY INTERESTS IN NET INCOME OF			
CONSOLIDATED SUBSIDIARIES	8	32	67
NET INCOME (LOSS)	¥ 225	¥ (126)	\$ 1,875

		Yen	U.S. Dollars
NET INCOME (LOSS) PER COMMON SHARE —			
Net income (loss)	¥1.06	¥(0.60)	\$0.01

# Consolidated Statements of Stockholders' Equity

Daiei OMC, Inc. and Consolidated Subsidiaries Years Ended February 28, 1999 and 1998

	Number of Shares		Mill	lions of Yen	
	of Common Stock (Thousands)		Additional Paid-in Capital	Legal Reserve	Deficit
BALANCE, MARCH 1, 1997	211,307	¥42,807	¥39,884	¥915	¥(26,117)
Net loss					(126)
Transfer to deficit (Note 7)			(23,662)	(915)	24,577
BALANCE, FEBRUARY 28, 1998	211,307	42,807	16,222		(1,666)
Net income					225
BALANCE, FEBRUARY 28, 1999	211,307	¥42,807	¥16,222	Nil	¥(1,441)

	Thousands of U.S. Dollars (Note 1 (a))		
	Common Stock	Additional Paid-in Capital	Deficit
BALANCE, FEBRUARY 28, 1998	\$356,725	\$135,183	\$(13,883)
Net income			1,875
BALANCE, FEBRUARY 28, 1999	\$356,725	\$135,183	\$(12,008)

## Consolidated Statements of Cash Flows

Daiei OMC, Inc. and Consolidated Subsidiaries Years Ended February 28, 1999 and 1998

	Milli	ons of Yen	Thousands of U.S. Dollars (Note 1 (a))
	1999	1998	1999
OPERATING ACTIVITIES:			
Net income (loss)	¥225	¥(126)	\$1,875
Adjustments to reconcile net income (loss) to net cash			
provided by (used in) operating activities:			
Depreciation and amortization	4,018	4,122	33,483
Provision for doubtful accounts	30,387	31,797	253,225
(Gain) loss on sales of property and equipment—net	143	(6,041)	1,192
Gain on sales of marketable and investments in securities—net	(10,363)	(256)	(86,358)
Loss on devaluation of marketable and investment	2 226		26.06
securities	3,236	4	26,967
Gain on sales of a consolidated subsidiary	(258)		(2,150)
Changes in assets and liabilities:	11.255	(52.450)	0.4.000
(Increase) decrease in receivables	11,377	(53,479)	94,808
(Increase) decrease in inventories	(246)	398	(2,050)
(Increase) decrease in other current assets	556	(788)	4,633
Increase in guarantee money deposited	(3,364)	(804)	(28,033)
Increase in notes and accounts payable	5,248	1,535	43,733
Increase in mortgage-backed securities transferred	2,396	752 ~ 41	19,967
Increase (decrease) in other current liabilities	(2,588)	541	(21,567)
Other—net	(150)	(165)	(1,250)
Total adjustments	40,392	(22,384)	336,600
Net cash provided by (used in) operating activities	40,617	(22,510)	338,475
INVESTING ACTIVITIES: Proceeds from sales of property and equipment	549	28,651	4,575
Purchases of property and equipment	(123)	(2,513)	(1,025)
Proceeds from sales of marketable and investments in securities	14,563	972	121,358
Purchases of marketable and investment securities	(653)	(1,663)	(5,442)
Proceeds from sales of a consolidated subsidiaries	1,092	(1,003)	9,100
Other—net	(598)	(1,198)	(4,983)
Net cash provided by investing activities	14,830	24,249	123,583
	,	,	,
FINANCING ACTIVITIES:	(a , a = ->		<b>/</b>
Increase (decrease) in short-term borrowings—net	(84,017)	61,177	(700,142)
Proceeds from issuance of long-term debt	9,588	23,270	79,900
Repayments of long-term debt	(10,861)	(47,756)	(90,508)
Other linancing activities—net	(1,995)	4,100	(16,625)
Net cash provided (used in) financing activities	(87,285)	40,791	(727,375)
NET INCREASE (DECREASE) IN CASH AND CASH			
EQUIVALENTS	(31,838)	42,530	(265,317)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	101,750	59,220	847,917
CASH AND CASH EQUIVALENTS, END OF YEAR	¥69,912	¥ 101,750	\$582,600
ADDITIONAL CASH FLOW INFORMATION: Interest paid	¥18,353	¥19,475	\$152,942
Income taxes paid	527	556	4,392
income taxes paid	321		1,372

# Notes to Consolidated Financial Statements

Daiei OMC, Inc. and Consolidated Subsidiaries Years Ended February 28, 1999 and 1998

#### 1. SIGNIFICANT ACCOUNTING AND REPORTING POLICIES

#### (a) Presentation of Consolidated Financial Statements

The accompanying consolidated financial statements of Daiei OMC, Inc. (the "Company") and its consolidated subsidiaries (collectively, the "Companies") have been prepared in accordance with the provisions set forth in the Japanese Securities and Exchange Law and its related accounting regulations, and in conformity with accounting principles and practices generally accepted in Japan, which are different in certain respects as to application and disclosure requirements of International Accounting Standards. The consolidated financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Japan. The consolidated statements of cash flows are not required as part of the basic financial statements in Japan but are presented herein as additional information.

In preparing the consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in Japan in order to present them in a form which is more familiar to readers of these statements outside Japan.

The consolidated financial statements are stated in Japanese yen, the currency of the country in which the Companies are incorporated and operate. The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥120 to \$1, the approximate rate of exchange as of February 28, 1999. Such translations should not be construed as representations that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate.

Certain amounts in the 1998 consolidated financial statements have been restated to conform with classifications adopted in 1999.

#### (b) Consolidation

The consolidated financial statements include the accounts of the Company and all its significant subsidiaries. Intercompany balances and transactions are eliminated in consolidation. Unconsolidated subsidiaries are not accounted for using the equity method as they are not significant. Investments in such companies are stated at cost, and profits of these companies are reflected in the consolidated financial statements only to the extent dividends are received.

#### (c) Cash and Cash Equivalents

For purposes of the statements of cash flows, the Companies consider all time deposits to be cash equivalents. Time deposits have original maturities of one year or less and can be withdrawn on demand with no diminution of principal.

#### (d) Inventories

Merchandise inventories are primarily stated at cost determined by the first-in, first-out method. Real estate held for sale is stated at cost on the specific identification basis.

#### (e) Allowance for Doubtful Accounts

The Companies provide for possible losses on receivables at

the maximum amount that is deductible for tax purposes. In addition, the Companies provide for possible losses on receivables at the amount that would be required based on a review of each receivable.

#### (f) Marketable Securities and Investments in Securities

Marketable securities and investments in securities are stated at cost as determined by the moving-average method.

#### (g) Property and Equipment

Property and equipment, including significant renewals and improvements, are stated at cost. Depreciation of equipment for lease is computed by the straight-line method over the lease term of the asset. Depreciation of other property and equipment is principally computed using the declining-balance method (straight-line method for certain buildings and structures, which were sold during fiscal 1998) as described in the Japanese corporation tax laws and relevant regulations. The estimated useful lives are 3 to 65 years for buildings and 3 to 20 years for equipment. Ordinary maintenance and repairs are charged to income as incurred.

#### (h) Pension and Retirement Plans

The Company has a contributory funded pension plan covering all of employees. The amounts contributed to the fund, including prior service costs which are amortized over 20 years and 7 months, are charged to income when paid.

Effective October 1995, the Company's plan has been fully transferred to the funded pension plan. The excess accrual of liability for severance payments is being reversed over the same period with amortization of prior service costs of 20 years and 7 months as a deduction from pension expense.

The Company's subsidiaries have funded pension plans and unfunded pension plans for their employees. Liability for severance payments is calculated at 100% of the amount that would be required if all employees to whom unfunded pension plans are applied voluntarily terminated their employment at the end of the fiscal year.

#### (i) Leases

All leases are accounted for as operating leases. Under new Japanese accounting standards for leases, finance leases that deem to transfer ownership of the leased property to the lessee are to be capitalized, while other finance leases are permitted to be accounted for as operating lease transactions if certain "as if capitalized" information is disclosed in the notes to the lessee's consolidated financial statements. The disclosure requirements of these new standards are being applied on a step-by-step basis beginning with fiscal years starting on or after March 1, 1997, with full implementation expected for fiscal years starting on or after March 1, 1999.

#### (j) Recognition of Operating Revenues

The operations of the Companies are mainly comprised of the following areas, and the recognition of operating revenues differs for each business. See Note 3 for amounts of transactions and realized operating revenues by each business.

# (1) Credit Card Contracts and Personal Credit Contracts for Shopping

Fees from customers under credit card contracts are recorded when the Company bills customers the amount of fees charged at the contract rate on the outstanding balances of the credit cards, and fees from customers for personal credit contracts for shopping are recognized as profit on the installment plan computed using the sum-of-the-digits method

The Company also receives fees for collection and administrative services from the affiliated stores, and such fees are recognized as profit according to the respective installment plans over the lives of the relevant receivables. Installment sales receivable is recorded when the Company purchases these receivables from the affiliated stores.

#### (2) Loan Contracts

Personal loans and other operating loans receivable are recorded when loan contracts become effective. The interest on personal loans is recognized as profit according to the installment plan computed using the sum-of-the-digits method. The interest on certain other contracts, including corporate loans, is recognized as profit according to the declining-balance basis.

Operating loans receivable for cardholders are recorded when consumers receive cash from the Company. Monthly billings to borrowers include principal and interest, the total of which generally remains constant for the contract period. The interest is recognized as profit monthly on a declining-balance basis.

#### (3) Profit of Merchandise Sales and Income from Traveling Business

Revenues from sales of merchandise inventories such as electric appliances, furniture, household items, etc. and from traveling business are recorded to the extent of gross profits of those items when they are sold to consumers by means of direct marketing by the Companies, at the retail

#### 2. MARKETABLE SECURITIES AND INVESTMENTS IN SECURITIES

Marketable securities and investments in securities are comprised of marketable equity securities, debt securities and other investment securities. The aggregate costs (carrying

stores that are operated by certain consolidated subsidiaries, and by traveling business which are operated by the Company.

#### (4) Other

Other income is recognized as profit on the accrual basis.

#### (k) Income Taxes

The Companies provide for income taxes at the amounts currently payable for each year and deferred taxes are not recognized.

#### (l) Foreign Currency Transactions

Short-term receivables and payables denominated in foreign currencies are translated into Japanese yen at the current exchange rates as of each balance sheet date. Long-term receivables and payables denominated in foreign currencies are translated into Japanese yen at historical exchange rates. However, when there is a significant unrealized exchange loss related to long-term receivables and payables derived from foreign currency fluctuations, such receivables and payables are translated into Japanese yen at the exchange rates in effect at the balance sheet date. Assets and/or liabilities which are converted at the foreign exchange rate or swap rate are translated using the exchange rates set forth in the applicable exchange contract and relevant currency swap agreement.

#### (m) Per Share Information

The computation of net income (loss) per share is based on the weighted average number of shares of common stock outstanding during each year. The average number of common shares used in the computation was 211,306,391 shares and 211,306,551 shares for 1999 and 1998, respectively.

No cash dividends applicable to the years ended February 28, 1999 and 1998, were declared.

amounts) and market values as of February 28, 1999 and 1998, were as follows:

	λ	Millions of Yen		
	Carrying Amounts	Market Values	Unrealized Loss	
Year Ended February 28, 1999				
Current:				
Market quotations available:				
Marketable equity securities	¥ 8,427	¥5,670	¥(2,757)	
Debt securities	809	612	(197)	
Total	9,236	¥6,282	¥(2,954)	
Market quotations not available	3			
Total	¥ 9,239			
Non-current:				
Market quotations available:				
Marketable equity securities	¥ 9,756	¥2,047	¥(7,709)	
Debt securities	83	59	(24)	
Total	9,839	¥2,106	¥(7,733)	
Market quotations not available	9,883			
Total	¥19,722			

		Millions of Yen		
	Carrying Amounts	Market Values	Unrealized Loss	
Year Ended February 28, 1998				
Current:				
Market quotations available:				
Marketable equity securities	¥12,249	¥8,024	¥(4,225)	
Debt securities	809	651	(158)	
Total	13,058	¥8,675	¥(4,383)	
Market quotations not available	2			
Total	¥13,060			
Non-current:				
Market quotations available:	¥10,151	¥3,889	¥(6,262)	
Marketable equity securities	84	63	(21)	
Debt securities	1,999	1,564	(435)	
Other	12,234	¥5,516	¥(6,718)	
Total	10,438			
Market quotations not available	¥22,672			
Total				
	Thous	ands of U.S. Do Market	Ollars Unrealized	
	Carrying Amounts	Values	Loss	
Year Ended February 28, 1999				
Current:				
Market quotations available:				
Marketable equity securities	\$70,225	\$47,250	\$(22,975)	
Debt securities	6,742	5,100	(1,642)	
Total	76,967	\$52,350	\$(24,617)	
Market quotations not available	25			
Total	\$76,992			
Non-current:				
Market quotations available:				
Marketable equity securities	\$81,300	\$17,058	\$(64,242)	
Debt securities	692	492	(200)	
Total	81,992	\$17,550	\$(64,442)	
Market quotations not available	82,358			
Total	\$164,350			

Market quotations not available securities included in investments in securities mainly consists of unlisted equity securities for which there is no readily-available market from which to obtain or calculate the market value thereof.

Marketable securities include equity securities that are borrowed by the outside party for the financing purpose in an amount of \$6,296 million (\$52,467 thousand) and \$11,738 million as of February 28, 1999 and 1998, respectively.

#### 3. INSTALLMENT SALES RECEIVABLE, OPERATING LOANS RECEIVABLE AND UNEARNED INCOME

Installment sales receivable, operating loans receivable and unearned income as of February 28, 1999 and 1998, consisted of

the following:

Millions o	of Yen
------------	--------

Thousands of U.S. Dollars

					U.S. Do	ilars
	1999		19	1998		9
	Receivable	Receivable Unearned Income		Unearned Income	Receivable	Unearned Income
Installment sales receivable:						
Credit card contracts	¥174,229	¥1,704	¥117,834	¥1,627	\$1,451,908	\$14,200
Personal credit contracts	12,849	865	12,212	807	107,075	7,208
	¥187,078		¥130,046		\$1,558,983	
Operating loans receivable	¥385,318	338	¥490,064	435	\$3,210,983	2,817
		¥2,907		¥2,869		\$24,225

Amounts of transaction volume and realized operating revenue by type of contract for the years ended February 28, 1999

and 1998, consisted of the following:

Millions of Yen

Thousands of U.S. Dollars

Transaction Volume         Operating Revenue         Transaction Volume         Transaction Revenue         Transaction Revenue <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th>							
Transaction Volume         Operating Revenue         Transaction Revenue </th <th></th> <th>199</th> <th colspan="2">1999</th> <th>98</th> <th colspan="2">1999</th>		199	1999		98	1999	
Personal credit contracts         10,885         931         12,018         1,021         90,708           Loan contracts         521,644         52,862         525,000         53,512         4,347,033         44           Merchandise sales         24,154         10,310         26,004         10,554         201,283         8           Traveling business         27,823         2,726         29,704         2,810         231,858         2           Other         138,165         13,575         139,356         13,948         1,151,376         11           1,365,504         103,490         ¥1,302,934         103,274         \$11,379,200         86           Financial transactions         715         709         709         709		Transaction	Operating	Transaction	Operating	Transaction	Realized Operating Revenue
Loan contracts         521,644         52,862         525,000         53,512         4,347,033         44           Merchandise sales         24,154         10,310         26,004         10,554         201,283         8           Traveling business         27,823         2,726         29,704         2,810         231,858         2           Other         138,165         13,575         139,356         13,948         1,151,376         11           1,365,504         103,490         ¥1,302,934         103,274         \$11,379,200         86           Financial transactions         715         709         709         709	Credit card contracts	¥ 642,833	¥ 23,086	¥ 570,852	¥ 21,429	\$ 5,356,942	\$192,384
Merchandise sales         24,154         10,310         26,004         10,554         201,283         8           Traveling business         27,823         2,726         29,704         2,810         231,858         2           Other         138,165         13,575         139,356         13,948         1,151,376         11           1,365,504         103,490         ¥1,302,934         103,274         \$11,379,200         86           Financial transactions         715         709         709         709	Personal credit contracts	10,885	931	12,018	1,021	90,708	7,758
Traveling business         27,823         2,726         29,704         2,810         231,858         2           Other         138,165         13,575         139,356         13,948         1,151,376         11           1,365,504         103,490         ¥1,302,934         103,274         \$11,379,200         86           Financial transactions         715         709         709	Loan contracts	521,644	52,862	525,000	53,512	4,347,033	440,517
Other         138,165         13,575         139,356         13,948         1,151,376         11           1,365,504         103,490         ¥1,302,934         103,274         \$11,379,200         86           Financial transactions         715         709         709	Merchandise sales	24,154	10,310	26,004	10,554	201,283	85,971
1,365,504         103,490         ¥1,302,934         103,274         \$11,379,200         86.7           Financial transactions         715         709         70	Traveling business	27,823	2,726	29,704	2,810	231,858	22,717
Financial transactions 715 709	Other	138,165	13,575	139,356	13,948	1,151,376	113,124
		1,365,504	103,490	¥1,302,934	103,274	\$11,379,200	862,417
Total operating revenues 104,205 ¥103,983 \$86	Financial transactions		715		709		5,958
	Total operating revenues		104,205		¥103,983		\$868,375

Major effective annual rates for fees and interest from customers were as follows:

	1999	1998
Shopping credit contracts	11.66%-14.32%	11.66%-14.32%
Loan contracts	3.70 -28.80	3.125 -28.80

#### 4. MORTGAGE LOANS RECEIVABLE AND MORTGAGE-BACKED SECURITIES TRANSFERRED

#### (a) Mortgage Loans Receivable

The Company provides financing to a borrower on condition of mortgaging with the special agreement that mortgage-backed securities are issuable. The Company then has mortgage-backed securities issued by the registry office.

#### (b) Mortgage-backed Securities Transferred

Mortgage-backed securities transferred on the basis of the original mortgage-backed securities are subdivided and sold to customers on condition of repurchase, usually within one year. The Company earns the difference between interest financing and interest on subdivided securities transferred with deduction of the necessary costs.

#### 5. SHORT-TERM BORROWINGS AND LONG-TERM DEBT

Short-term borrowings as of February 28, 1999 and 1998, consisted of notes to banks, bank overdrafts and loans from financing institutions. The annual interest rates applicable to short-term borrowings ranged from 0.5% to 3.5% and

from 0.8% to 4.2% as of February 28, 1999 and 1998, respectively.

Long-term debt as of February 28, 1999 and 1998, consisted of the following:

Thomas do of

	Million	U.S. Dollars	
	1999	1998	1999
Loans from banks, insurance companies and other financing			
institutions, maturing serially through 2005,			
principally 1.0% to 7.0%	¥105,101	¥106,374	\$875,842
Current portion included in current liabilities	(43,223)	(10,486)	(360,192)
Total	¥ 61,878	¥ 95,888	\$515,650

The annual maturities of long-term debt outstanding as of February 28, 1999, were as follows:

Year Ending February 28 or 29	Millions of Yen	Thousands of U.S. Dollars
2000	¥ 43,223	\$360,192
2001	39,806	331,717
2002	10,518	87,650
2003 and thereafter	11,554	96,283
Total	¥105,101	\$875,842

As of February 28, 1999, operating loans receivable of ¥14,000 million (\$116,667 thousand) are pledged as collateral for short-term borrowings of ¥10,000 million (\$83,333 thousand). As is customary in Japan, substantially all of the Companies' bank borrowings are subject to general agreements with each bank which provide, among other things,

#### 6. Employees' Retirement Benefits

Under the pension plan, employees terminating their employment are, in most circumstances, entitled to retirement and pension benefits determined by reference to basic rates of pay at the time of termination, length of service and conditions under which the termination occurs.

As of February 28, 1999, the assets of the fund amount-

#### 7. STOCKHOLDERS' EQUITY

The Japanese Commercial Code (the "Code") requires at least 50% of the issue price of new shares, with a minimum of the par value, to be designated as stated capital as determined by resolution of the Board of Directors. Proceeds in excess of amounts designated as stated capital are credited to additional paid-in capital.

The Code also requires companies to appropriate from retained earnings to legal reserve an amount equal to at least 10% of all cash payments made as an appropriation of retained earnings until the reserve equals 25% of stated capital. This reserve is not available for dividends but may be used to reduce a deficit by resolution of stockholders.

that the relevant bank may, when the bank deems it necessary, request security for the loans. Also, these agreements allow the banks, if necessary, to treat any security furnished to the bank, as well as cash deposited with it, as security which may be used to offset present and future indebtedness.

ed to ¥1,795 million (\$14,958 thousand).

The expense related to the employees' retirement and pension plans was ¥412 million (\$3,433 thousand) and ¥503 million for the years ended February 28, 1999 and 1998, respectively.

The Company may transfer portions of additional paidin capital and legal reserve to stated capital by resolution of the Board of Directors. The Company may also transfer portions of unappropriated retained earnings, available for dividends, to stated capital by resolution of stockholders.

Under the Code, the Company may issue new common shares to existing stockholders without consideration as a stock split pursuant to resolution of the Board of Directors. The Company may make such a stock split to the extent that the aggregate par value of the shares outstanding after the issuance does not exceed the stated capital. However, the amount calculated by dividing the total amount of

stockholders' equity by the number of outstanding shares after the issuance shall not be less than ¥50.

On May 22, 1997, the stockholders of the Company approved reduction of deficit by transferring legal reserve of ¥915 million and additional paid-in capital of ¥23,662 million to deficit.

Dividends are approved by stockholders at a meeting to be held subsequent to the fiscal year to which the dividends are applicable. However, a semiannual interim dividend may be paid upon resolution of the Board of Directors subject to limitations imposed by the Code.

Under the Code, the amount available for dividends is based on retained earnings as recorded on the Company's books. As of February 28, 1999, retained earnings recorded on the Company's books were ¥327 million (\$2,725 thousand) which is available for future dividends subject to the approval of the stockholders and legal reserve requirements.

#### 8. BALANCES AND TRANSACTIONS WITH UNCONSOLIDATED SUBSIDIARIES, AFFILIATES AND OTHER RELATED PARTIES

Receivables from and payables to unconsolidated subsidiaries and affiliates as of February 28, 1999 and 1998, and

transactions with them for the years ended February 28, 1999 and 1998, were primarily as follows:

	Millions	Thousands of U.S. Dollars	
	1999	1998	1999
Prepaid expenses and other current assets	¥211	¥210	\$1,758
Investments in securities	7,768	8,163	64,733
Guarantee money deposited	1,202	1,202	10,017
Notes and accounts payable	8,931	6,111	74,425
Accrued expenses	213	315	1,775
Other long-term liabilities	1,601	1,642	13,342
Fees from customers and affiliated stores	7,820	7,392	65,167
Financial transactions—Interest income	252	338	2,100
Other revenues	1,734	1,860	14,450
Selling, general and administrative expenses	4,505	3,196	37,542
Other transactions:			
Sales of property, equipment and other assets		28,768	
Purchases of investment securities	73	1,661	608
Sales of investment securities	971	455	8,092

#### 9. FINANCIAL TRANSACTIONS AND EXPENSES

Financial transactions and expenses for the years ended February 28, 1999 and 1998, consisted of the following:

			Millions of Yen			Thousands of U.S. Dollars	
		]	1999	1998		1999	
Financial transactions	s: Interest income	¥	536	¥ 463	\$	4,467	
	Other		179	246		1,491	
Total		¥	715	¥0,709	\$	5,958	
Financial expenses:	Interest expense	¥1	6,580	¥18,753	\$ 1	38,167	
	Other		88	165		733	
Total		¥1	6,668	¥18,918	\$ 1	38,900	

#### 10. INCOME TAXES

The Companies were subject to Japanese corporation and inhabitants taxes based on income at a combined statutory tax rate of approximately 45.2% both in 1999 and 1998. They were also subject to enterprise taxes imposed by local prefectures at rates, varying from 12.0% to 13.2%, based on income, which were charged to

selling, general and administrative expenses in the accompanying consolidated statements of operations.

As of February 28, 1999, the Company has net operating loss carryforwards of approximately ¥10,100 million (\$84,167 thousand) for tax purposes, which are available to offset future taxable income. This tax loss carryforward, if not utilized, will expire as follows:

Year Ending February 28 or 29	Millions of Yen	Thousands of U.S. Dollars
2000	¥ 2,800	\$ 23,334
2002	3,000	25,000
2004	4,300	358,833
Total	¥10,100	\$ 84,167

#### 11. LEASES

#### (a) Finance Lease Transactions

(1) *Lessee*—The Companies lease certain computer equipment, office space (including subleased properties) and other assets. Total rental expenses were ¥6,690 million (\$55,750 thousand) and ¥5,416 million for the years ended February 28, 1999 and 1998, respectively. Such rental expenses included total lease payments of ¥530 million

(\$4,417 thousand) and ¥482 million for the years ended February 28, 1999 and 1998, in connection with finance leases as described in Note 1 (i), respectively.

Pro forma information of leased property as obligations under finance leases that do not transfer ownership of the leased property to the lessee on an "as if capitalized" basis for the year ended February 28, 1999, was as follows:

	Millions of Yen	Thousands of U.S. Dollars
Due within one year	¥332	\$2,767
Due after one year	600	5,000
Total	¥932	\$7,767

The imputed interest expense portion which is computed using the interest method is excluded from the above obligations under finance leases.

(2) Lessor—The Companies also have a number of lease agreements, as lessor, primarily for certain industrial equipment and other assets, which are cancelable and renewable upon expiration. Rental income on such leases in connection with finance leases as described in Note 1 (i) were ¥92 million (\$767 thousand) and ¥198 million for the years ended February 28, 1999 and 1998, respectively.

Pro forma information of leased property as receivables under finance leases that do not transfer ownership of the leased property to the lessee on an "as if capitalized" basis

#### 12. CONTINGENT LIABILITIES

As of February 28, 1999, the Companies were contingently liable as a guarantor for borrowings of customers in an

for the year ended February 28, 1999, was ¥17 million (\$142 thousand) due within one year.

Receivables under finance leases include the imputed interest income portion.

#### (b) Operating Lease Transactions

Lessee—The minimum rental commitments under noncancellable operating leases at February 28, 1999, were ¥4 million (\$33 thousand) due within one year.

amount of ¥7,341 million (\$61,175 thousand).

#### 13. DERIVATIVES

The Companies enter into interest rate swap and currency swap agreements as a means of managing its interest rate exposures on short-term borrowings and long-term debt. The Companies also enter into foreign exchange forward contracts to hedge market risk from the changes in foreign exchange rates associated with currency swap agreements.

It is the Companies' policy not to hold or issue derivatives for speculative or trading purposes.

Derivatives are subject to market risk and credit risk. Market risk is the exposure created by potential fluctuations in market conditions, including interest or foreign exchange rates. Credit risk is the possibility that a loss may result

from a counterparty's failure to perform according to the terms and conditions of the contract.

Because the counterparties to those derivatives are limited to major international financial institutions, the Companies do not anticipate any losses arising from credit risk.

Derivative transactions entered into by the Companies have been made in accordance with internal policies which regulate the authorization and credit limit amount.

The Companies had the following derivatives contracts outstanding at February 28, 1999 and 1998.

#### (1) Over-the-counter Contracts for Foreign Exchange

i) Over the counter contrac	15 101 1 0101	gii Liteilunge		Millions o	f Yen			
-		1999				1998		
		ract or l Amount				ract or l Amount		
	Total	Portion After One Year	Fair Value	Unrealized Loss	Total	Portion After One Year	Fair Value	Unrealized Gain
Exchange contracts buying— U.S.\$ forward					¥14		¥	16 ¥2
Currency swap: Pay–U.S.\$/receive–yen Pay–yen/receive–A\$	¥2,000		¥(5)	¥(5)	5,600 2,000	¥2,000		
		Thousands of	U.S. Dollar	rs				
_		19	99					
		ract or l Amount						
	Total	Portion After One Year	Fair Value	Unrealized Loss				
Currency swap: Pay–U.S.\$/receive–yen								
Pay–yen/receive–A\$	\$16,667		\$(42)	\$(42)				

- Notes: 1. The contract or notional amounts of derivatives which are assigned to associated assets or liabilities and are reflected on the balance sheet at year end are not subject to the disclosure of market value information.
  - 2. Fair value and unrealized gain or loss of currency swap are not shown in the above table because they are not required to be disclosed in 1998 under new Japanese accounting regulations.

#### (2) Over-the-counter Contracts for Interest Rate

			Million	s of Yen		
		19	99		19	98
		act or				act or
	Notiona	l Amount		Unrealized	Notional	Amount
		Portion After	Fair	Gain or		Portion After
	Total	One Year	Value	(Loss)	Total	One Year
Swap:						
Pay–fix/receive–float	¥529,350	¥429,500	¥(21,659)	¥(21,659)	¥570,950	¥529,350
Pay-float/receive-fix	14,150		860	860	14,150	14,150
Total	¥543,500	¥429,500	¥(20,799)	¥(20,799)	¥585,100	¥543,500
Forward interest rate swap included in						
the above table-Pay-fix/receive-float	¥200,000	¥200,000	¥(9,166)	¥(9,166)	¥200,000	¥200,000
		Thousands o	f U.S. Dollars			
			999			
	Con	tract or				
	Notion	al Amount	_	Unrealized		
		Portion After	Fair	Gain or		
	Total	One Year	Value	(Loss)		
Swap:						
Pay-fix/receive-float	\$4,411,250	\$3,579,167	\$(180,492)	\$(180,492)		
Pay-float/receive-fix	117,917		7,167_	7,167_		
Total	\$4,529,167	\$3,579,167	\$(173,325)	\$(173,325)		
Forward interest rate swap included in						
the above table-Pay-fix/receive-float	\$1,666,667	\$1,666,667	\$(76,383)	\$(76,383)		

Notes: 1. "Forward interest rate swap" contracts will come into force at the year of 2000.

2. The contract or notional amounts of derivatives which are shown in the above table do not represent the amounts exchanged by the parties and do not measure the Companies' exposure to credit or market risk.

#### 14. RESTRUCTURED LOANS

Operating loans receivable and long-term operating loans receivable include restructured loans. Under the restructuring agreements, the Companies provide customers, with which the Companies have nominal shareholdings, with financial support, as disclaiming or reducing the original

interest rate to below the official discount rate at the time of renegotiation.

The balance of restructured loans were \$189,737 million (\$1,581,142 thousand) and \$271,386 million as of February 28, 1999 and 1998, respectively.

#### 15. SEGMENT INFORMATION

Information about operations in different industry segments, foreign operations and sales to foreign customers of

(1) Operations in Different Industries

the Companies for the years ended February 28, 1999 and 1998, are as follows:

Operations in Different Industries	Millions of Yen						
	Financial Services	Retail Business	Other Business	General Corporate/ Eliminations, Etc.	Consolidated		
Year Ended February 28, 1999							
(a) Sales and Operating Income							
Operating revenues for customers	¥85,102	¥11,307	¥7,796		¥104,205		
Intersegment operating revenues	340	46	410	¥(796)			
Total operating revenues	85,442	11,353	8,206	(796)	104,205		
Operating expenses	73,820	10,296	7,586	3,143	94,845		
Operating income	¥11,622	¥1,057	¥620	¥(3,939)	¥9,360		
(b) Assets, Depreciation and Capital Expenditures							
Assets	¥682,214	¥5,789	¥15,476	¥17,539	¥721,018		
Depreciation	3,270	151	137	288	3,846		
Capital expenditures	954	58	65	174	1,251		
		Λ	Iillions of Ye	n			
	Financial Services	Retail Business	Other Business	General Corporate/ Eliminations, Etc.	Consolidated		
Year Ended February 28, 1998							
(a) Sales and Operating Income							
Operating revenues for customers	¥ 84,239	¥11,557	¥8,187		¥103,983		
Intersegment operating revenues	191	67	542	¥(800)			
Total operating revenues	84,430	11,624	8,729	(800)	103,983		
Operating expenses	75,878	10,848	7,253	3,171	97,150		
Operating income	¥8,552	¥776	¥1,476	¥(3,971)	¥6,833		
(b) Assets, Depreciation and Capital Expenditures							
Assets	¥760,508	¥8,048	¥16,826	¥18,458	¥803,840		
Depreciation	3,255	148	205		3,946		
Capital expenditures	943	2,112	457	265	3,777		

		Thousands of U.S. Dollars				
	Financial Services	Retail Business	Other Business	General Corporate/ Eliminations, Etc.	Consolidated	
Year Ended February 28, 1999						
(a) Sales and Operating Income						
Operating revenues for customers	\$709,183	\$94,225	\$64,967		\$868,375	
Intersegment operating revenues	2,834	383	3,416	\$(6,633)		
Total operating revenues	712,017	94,608	68,383	(6,633)	868,375	
Operating expenses	615,167	85,800	63,216	26,192	790,375	
Operating income	\$96,850	\$8,808	\$5,167	\$(32,825)	\$78,000	
(b) Assets, Depreciation and Capital Expenditures						
Assets	\$5,685,117	\$48,242	\$128,966	\$146,158	\$6,008,483	
Depreciation	27,250	1,258	1,142	2,400	32,050	
Capital expenditures	7,950	483	542	1,450	10,425	

### (2) Foreign Operations

There are no overseas consolidated subsidiaries.

#### (3) Sales to Foreign Customers

Sales (operating revenues) to foreign customers are less than 10% of consolidated sales (operating revenues).

# Deloitte Touche Tohmatsu

Tohmatsu & Co.

MS Shibaura Building 13-23, Shibaura 4-chome Minato-ku, Tokyo 108-8530 Telephone : (03) 3457-7321 Facsimile : (03) 3769-8508

To the Board of Directors and Stockholders of Daiei OMC, Inc.:

We have examined the consolidated balance sheets of Daiei OMC, Inc. and consolidated subsidiaries as of February 28, 1999 and 1998, and the related consolidated statements of operations, stockholders' equity, and cash flows for the years then ended, all expressed in Japanese yen. Our examinations were made in accordance with auditing standards, procedures and practices generally accepted and applied in Japan and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the consolidated financial statements referred to above present fairly the financial position of Daiei OMC, Inc. and consolidated subsidiaries as of February 28, 1999 and 1998, and the results of their operations and their cash flows for the years then ended in conformity with accounting principles and practices generally accepted in Japan applied on a consistent basis.

Our examinations also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in conformity with the basis stated in Note 1.(a) to the consolidated financial statements. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.

May 27, 1999

Delaite Touche Tolemater

### **Board of Directors**

(As of May 27, 1999)

XXXXXXXXXXXXXXXXX

HIROMICHI FUNAHASHI

XXXXXXXXXXXXX

HIROYUKI FUKUMOTO

Managing Directors
HISAO TSUZAK

HISAO TSUZAKI YUJI YAMASAKI Directors

KENJI YOSHIDA AKIRA NAKAO

YOSHIAKI HAYASHIDA TOSHIHARU NARIAI

SYUNJI MATSUNO NORIYOSHI WADA

TADASHI NAKAUCHI

Corporate Auditors
TAKESHI OMOTE
YOUICHI KANAI
External Corporate Auditors
SHINJI HIGUCHI

EISUKE NAGAI

### Corporate Data

(As of May 27, 1999)

#### **HEAD OFFICE**

6-2-1, Ginza, Chuo-ku, Tokyo 104-0061, Japan

#### **GOTANDA OFFICE**

21-1, Nishi-Gotanda 7-chome, Shinagawa-

ku, Tokyo 141-8511, Japan Telephone: (03) 3495-8568 Facsimile: (03) 3495-8440

#### **DATE OF ESTABLISHMENT**

September 1950

#### MAIN CONSOLIDATED SUBSIDIARIES

Asahi Credit Co., Ltd.

Main business: Corporate finance

Orange Finance Co., Ltd.

Main business: Corporate finance Maruko Denkiland Co., Ltd.

Main business: Sale of electric appliances

### Investor Information

(As of May 27, 1999)

#### Paid-in Capital

¥42,806,910,026 (211,307,082 shares)

#### **Common Stock Price**

(Tokyo Stock Exchange)

	1999		19	98
	Ніgн	Low	High	Low
1st quarter	220	140	315	185
2nd quarter	180	119	307	252
3rd quarter	141	092	269	164
4th quarter	139	111	246	121

#### **Number of Stockholders**

7,535

#### **Independent Auditors**

Tohmatsu & Co.

(A member firm of Deloitte Touche Tohmatsu International)

#### **Transfer Agent**

The Sumitomo Trust & Banking Co., Ltd.

5-33, Kitahama 4-chome,

Chuo-ku, Osaka 541-0041, Japan

