# **Consolidated Financial Statements**

## NTT FINANCE CORPORATION AND CONSOLIDATED SUBSIDIARIES

For the Years ended March 31, 2019 and 2018 Together with Independent Auditor's Report

#### NTT FINANCE CORPORATION and Consolidated Subsidiaries **Consolidated Balance Sheets** March 31, 2019 and 2018

march 51, 2017 and 2010	Millions o	Thousands of U.S. Dollars (Note 1)	
ASSETS	2019	2018	2019
CURRENT ASSETS:	2017	2010	2017
Cash and cash equivalents (Note 11)	¥ 134,929	¥ 148,805	\$ 1,215,690
Lease receivables and investments in leases (Notes 10, 11, and 13)	601,519	529,612	5,419,581
Trade accounts receivable (Note 11):	001,019	525,012	5,119,001
Installment sales (Note 13)	129,337	98,026	1,165,305
Loans (Note 17)	1,759,168	1,474,956	15,849,794
Other loans	56,625	60,096	510,185
Rents	24,998	23,777	225,233
Credit cards	67,772	53,066	610,619
Billing (Note 17)	271,325	296,609	2,444,591
Allowance for doubtful receivables	(20,017)	(16,627)	(180,350)
Investments in venture businesses (Notes 3 and 11)	2,500	1,758	22,524
Securities (Notes 3 and 11)	9,125	11,532	82,221
Other	46,725	31,419	420,984
Total current assets	3,084,010	2,713,032	27,786,382
PROPERTY AND EQUIPMENT, NET (Note 4):			
Leased assets (Note 13)	30,256	27,500	272,608
Assets held for own use	4,185	4,510	37,710
Total property and equipment, net	34,442	32,010	310,318
INTANGIBLE ASSETS—Assets held for own use	5,152	2,753	46,426
INVESTMENTS AND OTHER ASSETS:			
Investment securities (Notes 3, 5 and 11)	119,410	110,107	1,075,863
Defined benefit asset (Note 7)	957	639	8,623
Deferred tax assets (Note 9)	10,339	10,705	93,153
Other (Notes 5 and 11)	15,422	12,261	138,957
Allowance for doubtful receivables (Note 11)	(3,039)	(3,451)	(27,383)
Total investments and other assets	143,089	130,261	1,289,214

LIABILITIES AND NET ASSETS CURRENT LIABILITIES: Short-term bank loans (Notes 6 and 11) Current portion of long-term borrowings (Notes 6, 11 and 13) Current portion of bonds (Notes 6 and 11) Commercial papers (Notes 6 and 11) Lease obligations (Notes 6 and 11) Trade notes and accounts payable (Note 11) Accounts payable - other (Notes 11 and 17) Accrued income taxes Unearned profit on installment sales Deposits received (Notes 11 and 17) Deposits received from shareholders, directors or employees (Notes 11 and 17) Provision for loss on system use agreements Asset retirement obligations Other Total current liabilities LONG-TERM LIABILITIES: Bonds Long-term borrowings (Notes 6, 11 and 13) Lease obligations (Notes 6 and 11) Provision for loss on system use agreements Defined benefit liability (Note 7) Deferred tax liabilities (Note 9) Asset retirement obligations Other Total long-term liabilities Total liabilities NET ASSETS: Shareholders' equity (Notes 8 and 18): Common stock—authorized, 80,000 shares; issued, 51,960 shares in 2019 and 2018 Capital surplus Retained earnings

Treasury stock; 595 shares in 2019 and 2018

Total shareholders' equity

Accumulated other comprehensive income/(loss):

Unrealized gain/(loss) on available-for-sale securities

Foreign currency translation adjustments Remeasurements of defined benefit plans

Total accumulated other comprehensive income/(loss)

Non-controlling interests

Total net assets

TOTAL ASSETS See notes to consolidated financial statements. ¥ 3,266,695

¥ 2,878,058 \$ 29,432,342 TOTAL LIABILITIES AND NET ASSETS

	Millions	of Ver	1		Thousands of U.S. Dollars (Note 1)
	2019		2018	-	2019
	2019		2018	-	2019
¥	143,767	¥	126,124		\$ 1,295,319
	88,430		116,656		796,742
	39,998		61,247		360,377
	263,000		39,000		2,369,584
	1,669		1,325		15,043
	32,978		24,334		297,134
	413,941		432,638		3,729,536
	1,916		6,458		17,269
	3,957		3,427		35,657
	350,929		112,992		3,161,815
	556,689		828,811		5,015,668
	946		-		8,523
	4		56		37
	16,157		15,927	-	145,574
	1,914,386		1,769,001	-	17,248,283
	244,119		269,836		2,199,471
	940,230		672,843		8,471,304
	5		10		46
	5		2,287		-0
	24,709		23,220		222,626
	212		154		1,910
	1,951		2,005		17,583
	16,137		13,480	-	145,392
	1,227,364		983,838	-	11,058,335
	3,141,751		2,752,839	-	28,306,618

16,770	16,770	151,103
15,950	15,950	143,710
91,938	92,992	828,353
(1,126)	(1,126)	(10,154)
123,533	124,586	1,113,014
2,031	966	18,307
172	10	1,550
(963)	(717)	(8,679)
1,240	258	11,178
169	373	1,531
124,944	125,218	1,125,724
¥ 3,266,695	¥ 2,878,058	\$ 29,432,342

## Consolidated Statements of Income Years Ended March 31, 2019 and 2018

	Millions	of Yen	Thousands of U.S. Dollars (Note 1)
	2019	2018	2019
REVENUE (Note 16):	¥ 424,310	¥ 404,476	\$ 3,822,961
COST OF SALES	288,050	265,359	2,595,287
Gross profit/(loss)	136,259	139,116	1,227,673
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	119,635	120,335	1,077,890
Operating income/(loss) (Note 16)	16,624	18,781	149,782
OTHER INCOME:			
Interest income	0	0	6
Dividend income	64	39	578
Equity in earnings of affiliates	209	171	1,887
Gain on bad debts recovered	560	516	5,054
Foreign exchange gain	431	-	3,884
Other	40	60	368
Total other income	1,307	788	11,778
OTHER EXPENSES:			
Interest expense	50	94	452
Bond issuance costs	35	226	316
Foreign exchange loss	-	462	-
Loss on retirement of assets held for own use	239	176	2,160
Other	9 334	<u> </u>	86
Total other expenses	334	970	3,015
EXTRAORDINARY LOSSES:			
Loss on valuation of investment securities	433	-	3,910
Total extraordinary losses	433		3,910
PROFIT/(LOSS) BEFORE INCOME TAXES	17,163	18,599	154,636
INCOME TAXES (Note 9):			
Current	5,341	6,709	48,124
Deferred	44	(988)	404
Total income taxes	¥ 5,386	¥ 5,721	\$ 48,528

## Consolidated Statements of Income Years Ended March 31, 2019 and 2018

		Millions		Thousands of U.S. Dollars (Note 1)		
	2	.019	2	018		2019
PROFIT/(LOSS)	¥	11,776	¥	12,877	\$	106,107
PROFIT/(LOSS) ATTRIBUTABLE TO NON-CONTROLLING INTERESTS		15		64		135
PROFIT/(LOSS) ATTRIBUTABLE TO OWNERS OF PARENT	¥	11,761	¥	12,813	\$	105,972
	Y 2019		Zen		()	. Dollars Note 1) 2019
PER SHARE OF COMMON STOCK: Weighted average number of shares outstanding Basic earnings per share Cash dividends applicable to the year (Note 18)	¥ 2	51,365 28,985.42 28,985.00	¥ 24	51,365 49,454.55 49,454.00	\$	2,063.11 2,063.11

## Consolidated Statements of Comprehensive Income Years Ended March 31, 2019 and 2018

	Millions of Yen				Thousands of U.S. Dollars (Note 1)		
	2	2019		2018	2019		
PROFIT/(LOSS)	¥	11,776	¥	12,877	\$	106,107	
OTHER COMPREHENSIVE INCOME/(LOSS) (Note 15): Unrealized gain/(loss) on available-for-sale securities Foreign currency translation adjustments Remeasurements of defined benefit plans Share of other comprehensive income (loss) of affiliates accounted for using equity method		1,065 298 (245) (136)		(56) (351) 748 <u>61</u>		9,602 2,687 (2,210) (1,232)	
Total other comprehensive income/(loss)		981		402		8,847	
COMPREHENSIVE INCOME/(LOSS)	¥	12,758	¥	13,279	\$	114,954	
Comprehensive income/(loss) attributable to: Owners of parent Non-controlling interests	¥	12,743 15	¥	13,215 64	\$	114,819 135	

## Consolidated Statements of Changes in Equity Years Ended March 31, 2019 and 2018

							Millions of	fYen					
					Shareholders' Equity Accumulated				lated Other Comprehensive Income/(Loss)				
	Number of Shares of Common Stock Outstanding	Common Stock	Capital Surplus	Retained Earnings	Treasury Stock	Total Shareholders' Equity	Unrealized Gain/(Loss) on Available-for- Sale Securities	Foreign Currency Translation Adjustments	Remeasurements of Defined Benefit Plans	Total Accumulated Other Comprehensive Income/(Loss)	Non- controlling Interests	Total Net Assets	
BALANCE, April 1, 2017	51,365	¥ 16,770	¥ 15,950	¥ 91,270	¥ (1,126)	¥ 122,865	¥ 1,022	¥ 300	¥ (1,466)	¥ (143)	¥ 308	¥ 123,030	
Cash dividends, ¥215,943.00 per share Profit attributable to owners of parent Net changes of items other than shareholders' equity				(11,091) 12,813		(11,091) 12,813	(56)	(289)	748	402	64	(11,091) 12,813 466	
BALANCE, March 31, 2018	51,365	16,770	15,950	92,992	(1,126)	124,586	966	10	(717)	258	373	125,218	
Cash dividends, ¥249,454.00 per share Profit attributable to owners of parent Effect from change in scope of consolidation - surplu Net changes of items other than shareholders' equity				(12,813) 11,761 (1)		(12,813) 11,761 (1)	1,065	161	(245)	981	(203)	(12,813) 11,761 (1) 778	
BALANCE, March 31, 2019	51,365	¥ 16,770	¥ 15,950	¥ 91,938	¥ (1,126)	¥ 123,533	¥ 2,031	¥ 172	¥ (963)	¥ 1,240	¥ 169	¥ 124,944	

		Thousands of U.S. Dollars (Note 1)														
		Shareholders' Equity					Accumulated Other Comprehensive Income/(Loss)									
	Common Stock	Capital Surplus	Retained Earnings	Treasury Stock	Total Shareholders' Equity	Gain/(I Availa S	alized Loss) on ble-for- ale urities	Forei Curren Transla Adjustn	ncy ation	of D	urements efined it Plans	To Accum Oth Compre Income	ulated ner hensive	contr	on- rolling erests	Total Net Assets
BALANCE, April 1, 2018	\$ 151,103	\$ 143,710	\$ 837,842	\$ (10,154)	\$ 1,122,503	\$	8,705	\$	95	\$	(6,468)	\$	2,331	\$	3,365	\$ 1,128,200
Cash dividends, \$2,247.53 per share Profit attributable to owners of parent Effect from change in scope of consolidation - surplus Net changes of items other than shareholders' equity			(115,444) 105,972 (16)		(115,444) 105,972 (16)		9,602		1,455		(2,210)		8,847		(1,833)	(115,444) 105,972 (16) 7,013
BALANCE, March 31, 2019	\$ 151,103	\$ 143,710	\$ 828,353	\$ (10,154)	\$ 1,113,014	\$	18,307	\$	1,550	\$	(8,679)	\$	11,178	\$	1,531	\$ 1,125,724

## Consolidated Statements of Cash Flows Years Ended March 31, 2019 and 2018

		Millions	ofYen		U.S.	usands of Dollars lote 1)
	201			2018		2019
OPERATING ACTIVITIES:						
Profit before income taxes	¥	17,163	¥	18,599	\$	154,636
Adjustments to reconcile profit before income taxes to net cash						
provided/(used in) by operating activities:						
Depreciation of leased assets and assets held for own use		4,137		3,789		37,275
(Gain)/loss on retirement of leased assets and assets held for						
own use		338		993		3,052
(Increase)/decrease in defined benefit asset		(61)		(91)		(554)
Increase/(decrease) in defined benefit liability		879		452		7,924
Increase/(decrease) in accrued directors' retirement benefits		-		(45)		-
Increase/(decrease) in allowance for doubtful receivables		2,973		(2,914)		26,789
Increase/(decrease) in provision for loss on system use						
agreements		(1,341)		(893)		(12,082)
Interest and dividend income		(64)		(39)		(584)
Financing costs and interest expense		15,642		11,067		140,934
Foreign exchange (gain)/loss		7,251		(10,735)		65,335
Equity in (earnings)/losses of affiliates		(209)		(171)		(1,887)
(Gain)/loss on valuation of investment securities		433		-		3,910
(Gain)/loss on sales of investment securities		-		0		-
(Gain)/loss on sales of shares of affiliates		1		-		9
Bond issuance costs		35		226		316
(Increase)/decrease in trade accounts receivable - installment						
sales		(31,311)		(13,798)		(282,108)
(Increase)/decrease in lease receivables and investments in						
leases		(71,665)		(48,315)		(645,693)
(Increase)/decrease in trade accounts receivable - loans	(2	279,458)		(158,534)	(	2,517,870)
(Increase)/decrease in trade accounts receivable - other loans		3,659		(15,544)		32,970
(Increase)/decrease in trade accounts receivable - rents		(1, 221)		(1,617)		(11,001)
(Increase)/decrease in trade accounts receivable - credit cards	(	(14,706)		(4,037)		(132,500)
(Increase)/decrease in trade accounts receivable - billing		25,284		(182,983)		227,804
(Increase)/decrease in investments in venture businesses		462		117		4,171
(Increase)/decrease in other securities to earn financial income						
for operating purpose		(6,859)		(19,814)		(61,800)
Purchases of leased assets		(5,831)		(407)		(52,544)
Increase/(decrease) in trade notes and accounts payable		8,644		4,149		77,884
Increase/(decrease) in accounts payable - other		(18,780)		(4,635)		(169,209)
Increase/(decrease) in deposits received - billing		(14,900)		(58,998)		(134,247)
Other—net		(10,554)		11,880		(95,098)
Subtotal		370,059)		(472,301)	(	3,334,166)
Interest and dividend income received	(-	270		247	```	2,440
Interest expense paid		(15,050)		(10,150)		(135,606)
Income taxes refund/(paid)		(9,646)		722		(86,910)
(Parce)		(2,010)		,		(00,710)
Net cash provided by/(used in) operating activities	¥ (3	94,485)	¥	(481,482)	\$ (	3,554,242)

## Consolidated Statements of Cash Flows Years Ended March 31, 2019 and 2018

	Millions	of Yen	Thousands of U.S. Dollars (Note 1)
	2019	2018	2019
Net cash provided by/(used in) operating activities	¥ (394,485)	¥ (481,482)	\$ (3,554,242)
INVESTING ACTIVITIES:			
Payments into time deposits	-	(20,000)	-
Proceeds from withdrawal of time deposits	-	20,000	-
Proceeds from sales and redemption of investment securities	-	0 0	-
Proceeds from liquidating dividends of investment securities Payments for purchases of investments in affiliates	(6)	(67)	(57)
Proceeds from sales of shares of affiliates	(0)	(07)	35
Payments for purchases of assets held for own use	(4,096)	(2,495)	(36,907)
Payments for investments in capital	(3,000)	(_,.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(27,029)
Other—net	(719)	(204)	(6,485)
Net cash provided by/(used in) investing activities	(7,818)	(2,767)	(70,444)
FINANCING ACTIVITIES:			
Increase/(decrease) in short-term bank loans	13,292	(13,857)	119,760
Increase/(decrease) in commercial papers	224,000	24,000	2,018,199
Increase in long-term borrowings	354,307	305,262	3,192,242
Repayments of long-term borrowings	(121,621)	(36,696)	(1,095,783)
Proceeds from issuance of bonds	15,538	95,706	139,998
Redemption of bonds	(62,200)	(54,530)	(560,410)
Cash dividends paid Increase/(decrease) in deposits received	(12,813) (22,191)	(11,091) (52,319)	(115,444) (199,940)
Other—net	(224)	(10)	(199,940) (2,022)
Net cash provided by/(used in) financing activities	388,087	256,462	3,496,599
EFFECT OF EXCHANGE RATE CHANGE ON CASH AND CASH EQUIVALENTS	308	(42)	2,776
NET INCREASE/(DECREASE) IN CASH AND CASH			
EQUIVALENTS	(13,908)	(227,829)	(125,310)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	148,805	376,635	1,340,711
INCREASE IN CASH AND CASH EQUIVALENTS FROM NEWLY CONSOLIDATED SUBSIDIARY	32	<u> </u>	290
CASH AND CASH EQUIVALENTS, END OF YEAR	¥ 134,929	¥ 148,805	\$ 1,215,690

Notes to Consolidated Financial Statements Years Ended March 31, 2019 and 2018

#### 1. BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS

NTT FINANCE CORPORATION (the "Company") maintains its books of account in accordance with the provisions set forth in the Companies Act of Japan (the "Companies Act"), the Financial Instruments and Exchange Act of Japan, and in conformity with accounting principles generally accepted in Japan, which are different in certain respects as to application and disclosure requirements of International Financial Reporting Standards. The accompanying consolidated financial statements have been compiled from the consolidated financial statements that were filed with the Director of the Kanto Local Finance Bureau as required by the Financial Instruments and Financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form that is more familiar to readers outside Japan. In addition, certain reclassifications have been made to the prior year's consolidated financial statements to bring them into conformity with the current year's presentation.

The accompanying consolidated financial statements are stated in Japanese yen, the currency of the country in which the Company is incorporated and operates. As permitted by the regulations under the Financial Instruments and Exchange Act of Japan, amounts of less than one million yen have been omitted. As a result, the totals shown in the accompanying consolidated financial statements in yen do not necessarily agree with the sums of the individual amounts.

The translation of Japanese yen amounts into U.S. dollar amounts is included solely for the convenience of readers outside Japan, as a matter of arithmetic computation only, and has been made at the rate of ¥110.99 to \$1.00, the approximate rate of exchange at March 31, 2019, and then the translated amounts have been rounded down to the nearest thousand. As a result, the totals shown in the accompanying consolidated financial statements in U.S. dollar do not necessarily agree with the sums of the individual amounts. Such translation should not be construed as representations that the Japanese yen amounts have been, could have been, or could in the future be, converted into U.S. dollars at that or any other rate.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

*a. Consolidation*—Entities over which the Company has, directly or indirectly, a controlling financial interest are fully consolidated, and entities over which the Company has the ability to exercise significant influence are accounted for by the equity method.

The consolidated financial statements as of March 31, 2019 include the accounts of the Company and its 12 significant subsidiaries, such as NTTL Holdings, Inc. (together, the "Group"). NTT Finance Germany GmbH was included in the scope of consolidation due to the increased materiality. The silent partnership operated by Scoter Ltd. was excluded from the scope of consolidation due to the liquidation.

Investments in 2 affiliates are accounted for by the equity method.

Investment in 108 non-consolidated subsidiaries are stated at cost and are excluded from the scope of applying the equity method of accounting, including 89 operators under silent partnership agreements whose profit/loss and assets do not vest in operators, and 19 other non-consolidated subsidiaries due to their immaterial effect to the consolidated financial statements even if the equity method of accounting had been applied.

The fiscal year-end of 1 consolidated subsidiary is December 31. Pro forma financial statements as of March 31 are prepared in a manner that is substantially same as the fiscal year-end financial statements and used for consolidation.

All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from transactions within the Group is eliminated.

- **b.** Cash Equivalents—Cash equivalents are short-term investments that are readily convertible into cash and that are not exposed to significant risk of changes in value. All cash equivalents mature or become due within three months from the date of acquisition.
- c. Securities, Investment Securities and Investments in Venture Businesses—Securities, investment securities and investments in venture businesses are classified and accounted for, depending on management's intent, as follows: (i) held-to-maturity debt securities, which are expected to be held to maturity with the positive intent and ability to hold to maturity, are reported at amortized cost, (ii) available-for-sale securities with market values, which are not classified as held-to-maturity debt securities, are stated at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of net assets. Costs of securities are stated at cost determined by the moving-average method and (iii) non-marketable available-for-sale securities are stated at cost determined by the moving-average method.
- d. Property and Equipment—Property and equipment are stated at cost less accumulated depreciation. Depreciation of assets held for own use is computed using the straight-line method. The range of useful lives is principally from 8 to 18 years for buildings, and from 2 to 20 years for furniture and fixtures. Leased assets are depreciated using the straight-line method over the period based on the lease period or estimated useful lives of the lease assets with the residual value calculated as the estimated disposal value of the lease assets at the time of the lease termination.
- *e. Intangible Assets*—Assets held for own use are stated at cost less accumulated amortization, which is calculated by the straight-line method. Software for internal use is amortized using the straight-line method over an estimated useful life of 5 years.
- *f. Goodwill*—Goodwill is amortized using the straight-line method over the period where the respective goodwill is considered to be effective.
- **g.** Long-Lived Assets—The Group reviews its long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset or asset group may not be recoverable. An impairment loss is recognized if the carrying amount of an asset or asset group exceeds the sum of the undiscounted future cash flows expected to result from the continued use and eventual disposition of the asset or asset group. The impairment loss is measured at the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of the discounted cash flows from the continued use and eventual disposition of the asset or the net selling price at disposition.
- *h.* Bond Issuance Costs—Bond issuance costs are charged to expense as incurred.
- *i. Allowance for Doubtful Receivables*—Allowance for doubtful receivables is provided for at an amount sufficient to cover probable losses on collection. It consists of the estimated uncollectible amount with respect to certain identified doubtful receivables such as due from debtors likely to become bankrupt and/or from debtors in bankruptcy and reorganization based on the examination on their financial conditions and the amount calculated based on the historical rate of losses for the other regular receivables.
- *j. Provision for Loss on System Use Agreements*—Provision for loss on system use agreements is recognized based on the estimated loss amount as of the balance sheet date to provide for the loss associated with unavoidable expenses incurring for remaining periods of system use agreements related to the telephone fee combined services.
- k. Retirement Benefit Plans—The Company has funded and unfunded defined benefit plans. In determining retirement benefit obligations, the benefit formula basis is used for the method of attributing expected benefit to periods. Past service costs are amortized by the straight-line method over the average remaining years of service of the employees when such past service costs occur. Actuarial gains or losses are amortized by the straight-line method over the straight-line method over the average remaining years of service of the employees when such past service costs occur. Actuarial gains or losses are amortized by the straight-line method over periods based on the average remaining years of service of the employees in the fiscal year when such gains or losses occur, commencing from the following fiscal year.

*I. Asset Retirement Obligations*—Asset retirement obligation is recognized as the sum of the discounted cash flows required for the future asset retirement and is recorded in the period in which the obligation is incurred if a reasonable estimate can be made. If a reasonable estimate of the asset retirement obligation cannot be made in the period the asset retirement obligation is incurred, the liability should be recognized in the period when a reasonable estimate of the asset retirement obligation can be made.

Upon initial recognition of liability for an asset retirement obligation, an asset retirement cost is capitalized by increasing the carrying amount of the related fixed asset by the amount of the liability. The asset retirement cost is subsequently allocated to expense through depreciation over the remaining useful life of the asset. Over time, the liability is accreted to its present value each period. Any subsequent revisions to the timing or the amount of the original estimate of undiscounted cash flows are reflected as an increase or a decrease in the carrying amount of the liability and the capitalized amount of the related asset retirement cost.

- *m. Revenue Recognition on Finance Lease Transactions*—Revenues from finance lease contracts and corresponding costs are recognized at the time of actual collection of the payments.
- **n. Income Taxes**—Provision for income taxes is computed based on taxable income and charged to income on an accrual basis. The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred taxes are measured by applying currently enacted tax laws to the temporary differences.
- **o. Foreign Currency Transactions**—All short-term and long-term monetary receivables and payables denominated in foreign currencies are translated into Japanese yen at the exchange rates at the balance sheet date. The foreign exchange gains and losses from translation are recognized in the consolidated statement of income to the extent that they are not hedged by foreign exchange forward contracts.
- p. Foreign Currency Financial Statements— All financial statement accounts of the consolidated foreign subsidiaries are translated into Japanese yen at the current exchange rate as of the balance sheet date except for equity which is translated at the historical rate. Differences arising from such translation are shown as foreign currency translation adjustments in a separate component of net assets.
- *q.* **Derivatives and Hedge Accounting**—All derivatives, except for certain contracts described below, are recognized as either assets or liabilities and measured at fair value, and gains or losses on derivative transactions are recognized in the consolidated statement of income. For derivatives which qualify for hedge accounting because of high correlation and effectiveness between the hedging instruments and the hedged items, gains or losses on derivatives are deferred until the gains or losses on the corresponding hedged items are recognized in income.

Assets and liabilities denominated in foreign currencies and hedged by foreign exchange forward contracts which meet specific matching criteria are translated at the foreign exchange rate stipulated in the contracts. Interest rate swaps that qualify for hedge accounting and meet specific matching criteria are not remeasured at fair value, but the net amount to be paid or received under the swap agreements are recognized and included in cost of sales.

*r. Per Share Information*—Basic earnings per share is computed by dividing profit attributable to owners of parent by the weighted-average number of common shares outstanding for the period.

Diluted earnings per share reflects the potential dilution that could occur if stock acquisition rights were exercised into common stock. Diluted earnings per share of common stock assumes full exercise of the outstanding stock acquisition rights at the beginning of the year (or at the time of grant).

Diluted earnings per share is not disclosed because no potentially dilutive securities are outstanding.

Cash dividends per share presented in the accompanying consolidated statements of income are dividends applicable to the respective years including dividends to be paid after the end of the respective year.

#### s. Accounting Standards Issued but not yet Applied

Accounting Standard for Revenue Recognition, etc.

- Accounting Standard for Revenue Recognition (Accounting Standards Board of Japan (ASBJ) Statement No. 29, March 30, 2018)
- Implementation Guidance on Accounting Standard for Revenue Recognition (ASBJ Guidance No. 30, March 30, 2018)

#### (a) Overview

The International Accounting Standards Board ("IASB") and the Financial Accounting Standards Board ("FASB") jointly developed a comprehensive accounting standard for revenue recognition and issued Revenue from Contracts with Customers in May 2014 as IFRS 15 (IASB) and Topic606 (FASB), respectively. To respond to both IFRS 15 and Topic606 applied from the fiscal years beginning on or after January 1, 2018 and December 15, 2017, respectively, ASBJ developed a comprehensive accounting standard for revenue recognition and issued it with the implementation guidance.

In developing the accounting standard for revenue recognition, ASBJ basically adopted the core principle of IFRS 15 from a comparability point of view of the financial statements, which is one of the benefits of ensuring consistency with IFRS 15. ASBJ, on the other side, considered additional alternative treatments where current practices under Japanese GAAP are to be reflected as far as such treatments would not significantly impair international comparability.

#### (b) Scheduled date of application

The above standard is scheduled to be applied from the beginning of the fiscal year ending March 31, 2022.

(c) Effects of application of the standards, etc.

The effects of the application on the consolidated financial statements are currently being assessed.

#### t. Changes in Presentation

Changes resulting from the application of "Partial Amendments to Accounting Standard for Tax Effect Accounting"

From the beginning of the fiscal year ended March 31, 2019, the Company has adopted the "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, February 16, 2018). Accordingly, deferred tax assets and deferred tax liabilities have been presented under investments and other assets and long-term liabilities of the consolidated balance sheets, respectively.

As a result, ¥1,587 million in deferred tax assets under current assets have been included in ¥10,705 million of deferred tax assets under investments and other assets in the consolidated balance sheet as of March 31, 2018.

## 3. SECURITIES, INVESTMENT SECURITIES AND INVESTMENTS IN VENTURE BUSINESSES

Acquisition cost and fair value of available-for-sale securities as of March 31, 2019 and 2018 are as follows:

	Millions of Yen 2019 Acquisition Cost/								
	Fair Value	Amortized Cost	Difference						
Securities with fair values exceeding acquisition costs or amortized costs:									
Equity securities	¥ 2,284	¥ 608	¥ 1,675						
Debt securities	97,155	95,811	1,344						
Sub-total	99,440	96,420	3,019						
Securities with fair values not exceeding acquisition costs or amortized costs:									
Debt securities	25,507	25,594	(86)						
Sub-total	25,507	25,594	(86)						
Total	¥ 124,947	¥ 122,014	¥ 2,933						
	Tho	usands of U.S. Dollars 2019	3						
		Acquisition							
		Cost/							
		Amortized							
	Fair Value	Cost	Difference						
Securities with fair values exceeding acquisition costs or amortized costs:									
Equity securities	\$ 20,582	\$ 5,486	\$ 15,096						
Debt securities	875,355	863,245	12,110						
Sub-total	895,937	868,731	27,206						
Securities with fair values not exceeding									
acquisition costs or amortized costs:	220.020	220 (01							
Debt securities	229,820 229,820	230,601 230,601	(780) (780)						
Sub-total	//ux/II								
Total	\$ 1,125,758	\$ 1,099,332	\$ 26,426						

Unlisted equity securities of \$1,464 million (\$13,193 thousand) and investments in partnerships of \$1,230 million (\$11,091 thousand) are excluded from the above table because they do not have readily determinable market values and their fair values are not practically estimable.

	Millions of Yen										
	2018 Acquisition										
			-	Cost/							
				ortized							
	Fair	r Value		Cost	Diffe	erence					
Securities with fair values exceeding acquisition											
costs or amortized costs:		60 <b>.</b>		2.4.5		1.10					
Equity securities	¥	685	¥	245	¥	440					
Debt securities		72,197		71,172		1,025					
Others		2,168		2,140		28					
Sub-total		75,051		73,557		1,493					
Securities with fair values not exceeding acquisition costs or amortized costs:						,					
Debt securities		41,143		41,254		(110)					
						<u> </u>					
Sub-total		41,143		41,254		(110)					
Total	¥	116,195	¥	114,812	¥	1,382					

Unlisted equity securities of  $\pm 2,450$  million and investments in partnerships of  $\pm 1,233$  million are excluded from the above table because they do not have readily determinable market values and their fair values are not practically estimable.

Securities sold during the years ended March 31, 2019 and 2018 are as follows:

	_	Millions of Yen				
			20	019		
	Sales	Amounts	Gain	on Sale	Loss	on Sale
Available-for-sale equity securities	¥	812	¥	629	¥	4
		Tho	usands o	f U.S. Doll	ars	
			20	019		
	Sales	Amounts	Gain	on Sale	Loss	on Sale
Available-for-sale equity securities	\$	7,317	\$	5,667	\$	42
			Millior	ns of Yen		
			20	018		
	Sales	Amounts	Gain	on Sale	Loss	on Sale
Available-for-sale equity securities	¥	514	¥	210	¥	0

If the fair value of a security as of a fiscal year-end declines 50% or more from its acquisition cost, the difference between the fair value and the acquisition cost is recognized as loss on impairment.

In addition, if the fair value of a security as of a fiscal year-end declines 30% to 50% from its acquisition cost, the necessary amount based on the consideration of the recoverability is recognized as loss on impairment.

Losses on impairment of available-for-sale securities for the years ended March 31, 2019 and 2018 were ¥433 million (\$3,910 thousand) and ¥257 million, respectively.

As of March 31, 2019, debt securities held by the Group to earn financial income for operating purpose are included in securities and investment securities in the amount of \$9,125 million (\$2,221 thousand) and \$113,537 million (\$1,022,954 thousand), respectively. As of March 31, 2018, debt securities held by the Group to earn financial income are included in securities and investment securities in the amount of \$11,532 million and \$103,977 million, respectively.

#### 4. PROPERTY AND EQUIPMENT, NET

Accumulated depreciation of leased assets and assets held for own use as of March 31, 2019 and 2018 are as follows:

	Millions	of Yen	Thousands of U.S. Dollars
	2019	2018	2019
Leased assets	¥ 10,150	¥ 9,390	\$ 91,457
Assets held for own use	3,925	4,061	35,367

#### 5. INVESTMENTS IN NON-CONSOLIDATED SUBSIDIARIES AND AFFILIATES

Investments in non-consolidated subsidiaries and affiliates as of March 31, 2019 and 2018 are as follows:

	Millions	of Yen	Thousands of U.S. Dollars
	2019	2018	2019
Investment securities	¥ 3,393	¥ 3,518	\$ 30,571
Other under investments and other assets	2,085	2,124	18,793

Other under investments and other assets includes investments in silent partnerships. Silent partnerships are Japanese bilateral contracts governed by the Commercial Code of Japan between silent partners and an operator.

Under a silent partnership agreement, silent partners provide funds for partnership business and are entitled to be allocated all profits or losses arising from the business. However, the silent partners do not have any interest or right to the assets of the partnership business. Also, the silent partners shall have no authority, control over, or interest in the partnership business except participating in the allocated profits or losses.

The operator operates the partnership business for the benefit of the silent partners and makes distributions of profits and losses to the silent partners in accordance with the partnership agreement.

## 6. SHORT-TERM AND LONG-TERM DEBT

Short-term and long-term debts as of March 31, 2019 and 2018 consisted of the following:

	Interest Rate (%) (Notes a, b, c	Millions	ofVen	Thousands of U.S. Dollars
	and d)	2019	2018	2019
Short-term debt:		2017	2010	2017
Short-term bank loans	1.570	¥ 143,767	¥ 126,124	\$ 1,295,319
Commercial papers	(0.001)	263,000	39,000	2,369,584
Short-term borrowings		406,767	165,124	3,664,903
Lease obligations, current portion	-	618	489	5,575
Deposits received from NTT Group companies, including current portion of long-term deposits received from				- ,
NTT Group companies	0.065	823,962	843,254	7,423,754
Long-term debt:				
Long-term borrowings	1.110	1,028,660	789,499	9,268,046
Unsecured bonds	0.050 - 0.529	109,998	149,995	991,064
Bonds issued under Euro Medium Term				
Note Program	0.631 - 3.131	174,119	181,089	1,568,784
Sub-total		1,312,778	1,120,583	11,827,895
Less current portion	1.444	128,428	177,903	1,157,119
Long-term debt Lease obligations, excluding current		1,184,349	942,679	10,670,775
portion	-	1,056	845	9,514

Notes: a. Interest rate represents a weighted-average rate of interest on the outstanding balance of debt (excluding bonds and finance lease obligations) as of March 31, 2019.

b. Interest rate for unsecured bonds represents the range of annual coupon rates rounded down to the nearest hundredth percent.

c. Interest rate for bonds issued under Euro Medium Term Note Program represents the range of annual coupon rates rounded down to the nearest hundredth percent.

d. Interest rate for finance lease obligations is not disclosed since lease obligations are recorded on the consolidated balance sheets in the amount not deducting the amount equivalent to interest that is included in the total lease payment.

The annual maturities of long-term borrowings, bonds payable, and lease obligations over 1 year through 5 years as of March 31, 2019 are summarized as follows:

	Millions of Yen				
	Due after	Due after	Due after	Due after	
	1 Year	2 Years	3 Years	4 Years	
	through	through	through	through	
March 31, 2019	2 Years	3 Years	4 Years	5 Years	
Long-term borrowings	¥ 38,779	¥ 130,856	¥ 138,748	¥ 134,966	
Bonds payable	61,249	98,404	10,000	7,473	
Lease obligations	457	216	143	88	
		Thousands	of U.S. Dollars		
	Due after	Due after	Due after	Due after	
	1 Year	2 Years	3 Years	4 Years	
	through	through	through	through	
March 31, 2019	2 Years	3 Years	4 Years	5 Years	
Long-term borrowings	\$ 349,397	\$1,178,996	\$1,250,098	\$1,216,023	
Bonds payable	551,847	886,603	90,098	67,335	
Lease obligations	4,120	1,953	1,296	793	

## 7. RETIREMENT BENEFITS

#### (1) Overview of Retirement Benefit Plans

The Company has funded and unfunded defined benefit plans (mainly NTT corporate pension fund plan, contract-type corporate pension plan and lump-sum payment plan) and defined contribution plans. The defined benefit corporate pension plans, all of which are funded, provide lump-sum or pension benefits based on salaries and the length of service. The lump-sum payment plan, which is unfunded, provides lump-sum benefits based on salaries and the length of service.

Contribution to the contract-type corporate pension plan made on or after April 1, 2014 has been transferred to a defined contribution pension plan.

#### (2) Defined Benefit Plans

(a) Reconciliation between retirement benefit obligations at beginning and end of year

	Millions	of Yen	Thousands of U.S. Dollars
	2019	2018	2019
Retirement benefit obligations at beginning of year	¥ 44,206	¥ 44,647	\$ 398,290
Current service costs	1,476	1,557	13,303
Interest costs	257	244	2,316
Actuarial gains and losses arising during year	299	(518)	2,702
Retirement benefits paid	(1,269)	(1,256)	(11,434)
Succession due to transfer	479	(467)	4,323
Other	1	-	13
Retirement benefit obligations at end of year	¥ 45,452	¥ 44,206	\$ 409,516

## (b) Reconciliation between plan assets at beginning and end of year

	Millions	Thousands of U.S. Dollars	
	2019	2018	2019
Plan assets at beginning of year	¥ 21,625	¥ 21,351	\$ 194,838
Expected return on plan assets	368	361	3,322
Actuarial gains and losses arising during year	(226)	303	(2,045)
Contribution from employer	355	315	3,202
Retirement benefits paid	(568)	(471)	(5,124)
Succession due to transfer	157	(224)	1,417
Other	(10)	(10)	(98)
Plan assets at end of year	¥ 21,700	¥ 21,625	\$ 195,513

(c) Reconciliation between retirement benefit obligations and plan assets and defined benefit liability and defined benefit asset on the consolidated balance sheets

	Millions	Thousands of U.S. Dollars	
	2019	2019 2018	
Retirement benefit obligations of funded plans	¥ 30,284	¥ 29,963	\$ 272,859
Plan assets	(21,700)	(21,625)	(195,513)
	8,584	8,338	77,345
Retirement benefit obligations of unfunded plans	15,167	14,242	136,657
Net balance of liability and asset recorded on the consolidated balance sheet	23,752	22,581	214,003
Defined benefit liability	24,709	23,220	222,626
Defined benefit asset	(957)	(639)	(8,623)
Net balance of liability and asset recorded on the consolidated balance sheet	¥ 23,752	¥ 22,581	\$ 214,003

## (d) Profit and loss related to retirement benefits

	Millions of Yen			U.S. Dollars		
	2019		2018		2019	
Current service costs	¥	1,476	¥	1,557	\$	13,303
Interest costs		257		244		2,316
Expected return on plan assets		(368)		(361)		(3,322)
Amortization of actuarial gains and losses		238		318		2,145
Amortization of past service costs		(64)		(64)		(578)
Retirement benefit costs on defined benefit plans	¥	1,538	¥	1,694	\$	13,864

Thousands of

#### (e) Remeasurements of defined benefit plans recorded in other comprehensive income

Breakdown of items recorded as remeasurements of defined benefit plans, before tax, recorded in other comprehensive income is as follows:

		Millions	of Yen			sands of Dollars
	2	019	2	018	2	019
Past service costs	¥	(64)	¥	(64)	\$	(578)
Actuarial gains and losses		(288)		1,140		(2,602)
Total	¥	(353)	¥	1,076	\$	(3,180)

#### (f) Remeasurements of defined benefit plans recorded in accumulated other comprehensive income

Breakdown of items recorded as remeasurements of defined benefit plans, before tax, included in accumulated other comprehensive income is as follows:

	Millions	s of Yen	Thousands of U.S. Dollars
	2019	2018	2019
Unrecognized past service costs Unrecognized actuarial gains and losses	¥ 356 (1,742)	¥ 420 (1,453)	\$ 3,210 (15,698)
Total	$   \frac{(1,712)}{4} $ $   \frac{(1,386)}{4} $	¥ (1,033)	\$ (12,488)

#### (g) Breakdown of plan assets

Percentage to total plan assets by main category is as follows:

	2019	2018
Cash and cash equivalents	9.43%	6.72%
Debt securities	37.11	42.47
Equity securities	15.92	13.72
Beneficiary certificates of securities investment trust	15.58	15.67
Jointly managed money trust	5.95	7.78
General account of life insurance	14.47	13.57
Other	1.54	0.07
Total	100.00%	100.00%

#### (h) Determination of long-term expected rate of return

In determining long-term expected rate of return on plan assets, the Company considers current and future plan asset portfolio, and expected return and risks based on the analysis of past yields on various long-term investments.

## (i) Actuarial assumptions

	2019	2018
Actuarial assumptions at end of year:		
Discount rate	0.1 - 0.5%	0.1 - 0.6%
Long-term expected rate of return:		
NTT corporate pension fund	2.5%	2.5%
Contract-type corporate pension	1.0%	1.0%

#### (3) Defined Contribution Plans

The required contributions to the defined contribution plans of the Company amounted to ¥239 million (\$2,153 thousand) and ¥235 million, for the years ended March 31, 2019 and 2018, respectively.

#### 8. EQUITY

Japanese companies are subject to the Companies Act. The significant provisions in the Companies Act that affect financial and accounting matters are summarized below:

#### a. Dividends

Under the Companies Act, companies can pay dividends at any time during the fiscal year in addition to the year-end dividend upon resolution at the shareholders meeting. For companies that meet certain criteria such as: (1) having a Board of Directors, (2) having independent auditors, (3) having a Board of Corporate Auditors, and (4) the term of service of the directors is prescribed as one year rather than two years of normal term by its articles of incorporation, the Board of Directors may declare dividends (except for dividends in kind) at any time during the fiscal year if the company has prescribed so in its articles of incorporation.

Semiannual interim dividends may also be paid once a year upon resolution by the Board of Directors if the articles of incorporation of the company so stipulate. The Companies Act provides certain limitations on the amounts available for dividends or the purchase of treasury stock. The limitation is defined as the amount available for distribution to the shareholders, but the amount of net assets after dividends must be maintained at no less than \$3 million.

#### b. Increases/Decreases and Transfer of Common Stock, Reserve and Surplus

The Companies Act requires that an amount equal to 10% of dividends must be appropriated as a legal reserve (a component of retained earnings) or as additional paid-in capital (a component of capital surplus), depending on the equity account charged upon the payment of such dividends until the total of aggregate amount of legal reserve and additional paid-in capital equals 25% of the common stock. Under the Companies Act, the total amount of additional paid-in capital and legal reserve may be reversed without limitation. The Companies Act also provides that common stock, legal reserve, additional paid-in capital, other capital surplus and retained earnings can be transferred among the accounts under certain conditions upon resolution of the shareholders.

#### c. Treasury Stock and Treasury Stock Acquisition Rights

The Companies Act also permits companies to purchase treasury stock and dispose of such treasury stock by resolution of the Board of Directors. The amount of treasury stock purchased cannot exceed the amount available for distribution to the shareholders, which is determined by specific formula. Under the Companies Act, stock acquisition rights are presented as a separate component of net assets. The Companies Act also provides that companies can purchase both treasury stock acquisition rights and treasury stock. Treasury stock acquisition rights are presented as a separate component of net assets or deducted directly from stock acquisition rights.

#### 9. INCOME TAXES

The Company and its domestic subsidiaries are subject to Japanese national and local income taxes. Foreign subsidiaries are subject to income taxes of the countries in which they operate.

The tax effects of significant temporary differences which resulted in net deferred tax assets as of March 31, 2019 and 2018 are as follows:

	Millions	Thousands of U.S. Dollars		
	2019	2018	2019	
Deferred tax assets:				
Accrued enterprise taxes	¥ 166	¥ 380	\$ 1,501	
Accrued bonuses	580	579	5,231	
Accounts payable - other	140	144	1,266	
Unearned profit on installment sales	362	298	3,262	
Allowance for doubtful receivables	129	106	1,163	
Accrued retirement benefits	7,251	6,893	65,332	
Loss on valuation of investment securities	377	298	3,405	
Assets for re-leasing	1,920	1,676	17,303	
Provision for loss on system use agreements	288	697	2,599	
Effect of change in finance lease accounting	129	150	1,162	
Others	1,366	1,274	12,308	
Sub-total	12,712	12,499	114,536	
Valuation allowance	(1,154)	(1,001)	(10,402)	
Total deferred tax assets	11,557	11,497	104,134	
Deferred tax liabilities:				
Unrealized gain on available-for-sale securities	(877)	(397)	(7,907)	
Others	(553)	(548)	(4,983)	
Total deferred tax liabilities	(1,430)	(946)	(12,891)	
Net deferred tax assets	¥ 10,127	¥ 10,550	\$ 91,242	

Reconciliation between the statutory tax rate and the actual effective tax rate reflected in the accompanying consolidated statements of income for the years ended March 31, 2019 and 2018 is not disclosed because the difference between the Japanese statutory tax rate and the effective income tax rate was less than 5% of the Japanese statutory tax rate.

#### **10. LEASES**

#### Lease transactions as lessor

Information relating to finance leases of the Group as lessor for the years ended March 31, 2019 and 2018 is summarized as follows:

	Millions	Thousands of U.S. Dollars	
	2019	2018	2019
Lease payments receivable	¥ 417,459	¥ 383,942	\$ 3,761,238
Estimated residual value	2,830	4,081	25,504
Unearned interest income	(42,598)	(41,550)	(383,800)
Investments in leases	¥ 377,692	¥ 346,472	\$ 3,402,942

			Million	is of Yen		
		Due	Due	Due	Due	
		after	after	after	after	
	Due in	1 Year	2 Years	3 Years	4 Years	Due
	1 Year	through	through	through	through	after
March 31, 2019	or Less	2 Years	3 Years	4 Years	5 Years	5 Years
Lease receivables	¥ 54,639	¥ 45,436	¥37,832	¥28,832	¥ 19,883	¥ 51,155
Investments in leases	113,937	93,509	79,759	53,408	34,889	41,954
			Thousands o	f U.S. Dollars		
		Due	Due	Due	Due	
		after	after	after	after	
	Due in	1 Year	2 Years	3 Years	4 Years	Due
	1 Year	through	through	through	through	after
March 31, 2019	or Less	2 Years	3 Years	4 Years	5 Years	5 Years
Lease receivables	\$ 492,288	\$ 409,372	\$ 340,866	\$ 259,777	\$ 179,148	\$ 460,900
Investments in leases	1,026,559	842,503	718,622	481,205	314,349	377,999

The aggregate annual maturities of lease receivables and investments in leases as of March 31, 2019 and 2018 are summarized as follows:

	Millions of Yen					
		Due	Due	Due	Due	
		after	after	after	after	
	Due in	1 Year	2 Years	3 Years	4 Years	Due
	1 Year	through	through	through	through	after
March 31, 2018	or Less	2 Years	3 Years	4 Years	5 Years	5 Years
Lease receivables	¥ 45,476	¥ 40,039	¥30,965	¥23,742	¥ 14,876	¥ 39,560
Investments in leases	109,668	85,419	67,531	53,316	28,760	39,244

Future minimum lease payments to be received under non-cancelable operating leases are as follows:

	Millions	Thousands of U.S. Dollars	
	2019	2018	2019
Due in 1 year or less	¥ 2,522	¥ 2,659	\$ 22,727
Due after 1 year	10,084	12,368	90,860
Total	¥ 12,607	¥ 15,028	\$ 113,587

#### Lease transactions as lessee

Future minimum lease payments under non-cancelable operating leases are as follows:

	Millions of Yen			Thousands of U.S. Dollars		
	20	19	2	018	20	19
Due in 1 year or less	¥	472	¥	893	\$	4,258
Due after 1 year		523		1,749		4,719
Total	¥	996	¥	2,643	\$	8,977

#### 11. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

#### (1) Group Policy for Financial Instruments

The Group mainly engages in financial businesses, such as leasing, installment sales and loan businesses, and works to diversify its credit risk exposure by avoiding a concentration of major operating receivables on certain industries or companies. In order to cover funds necessary for these businesses, the Group raises funds through bank borrowings, issuance of corporate bonds and commercial papers, and acceptance of excess funds from NTT Group companies. The Group periodically adjusts the balance between short-term and long-term products, taking market conditions into account, and intends to further diversify its financing methods and counterparties and obtains credit facilities from various financial institutions.

In order to quickly respond to changes in financial markets, the Group aims to optimize the relationship between sources and uses of funds, taking into account market trends in various interest rates and foreign exchange rates and implementing appropriate asset liability management ("ALM"). In line with this goal, the Group has various derivative transactions only for hedging purposes and not for trading purposes.

#### (2) Nature and Extent of Risks Arising from Financial Instruments

Installment sales receivable, lease receivables and investments in leases, loans receivable, rents receivable, and other receivables held by the Group are exposed to credit loss due to counterparties' default and fluctuations in interest rates.

Investments in venture businesses, and securities and investment securities mainly consist of equity securities, debt securities and investments in partnerships. These securities are held to maturity, for capital gain or to promote business relationships, which are exposed to credit risk of issuers, interest rate risk and market risk, respectively.

Bank borrowings, corporate bonds and commercial papers are exposed to liquidity risk, i.e., the risk the Group cannot meet its contractual obligations in full on maturity dates for such reasons as the Group would be unable to access financial markets under certain circumstances. Furthermore, the Group uses funds based on variable rates, which are exposed to risk resulting from fluctuations in interest rates. In order to avoid such risk, the Group uses interest rate swaps for certain financing transactions.

Assets and liabilities denominated in foreign currencies are exposed to foreign currency risk. The Group manages each transaction to mitigate such risk by matching the amount of cash flows attributed to these assets and liabilities or by using currency swap contracts.

The Group uses hedging derivatives such as interest rate swaps, currency swaps and foreign exchange forward contracts. Moreover, credit derivatives could be used to avoid credit risk of assets held by the Group, if appropriate. Hedging derivatives are exposed to risk associated with fluctuations in market prices and risk attributable to counterparties' default, but the Group considers that market risk and credit risk are extremely low because fair value of such derivatives is highly correlated with that of hedged item and the counterparty is limited to creditworthy financial institutions with limited risk of default.

#### (3) Risk Management for Financial Instruments

#### Credit risk management

The Group manages credit risk in accordance with internal rules for each business segment. For each credit transaction, the Group implements such procedures as performing ex-ante evaluation and ex-post monitoring and reevaluation of customer credit, securing collateral or guarantees, and addressing troubled receivables, if any. The Credit Analysis Division and the Credit Administration Division as well as relevant sales departments are responsible for such credit management. In addition, the Integrated Risk Management Office measures the credit risk as overall portfolio management of financial instruments, and regularly reports the results to the Integrated Risk Management Committee.

#### Liquidity risk management on financing

The Group manages its liquidity risk, taking market conditions into account, by adjusting the balance of financial products between long-term and short-term on a regular basis, using the ALM technique, by diversifying financing methods and counterparties and by obtaining credit facilities from various financial institutions.

#### Market risk management

#### Risks of interest rate fluctuations

The Finance Department comprehensively monitors interest rates and terms of financial assets and liabilities on a continual basis, using the ALM technique and performing gap analysis and sensitivity analysis, and reports the results to the Integrated Risk Management Committee on a regular basis.

#### Risk of exchange rate fluctuations

Each transaction denominated in foreign currency is managed to avoid foreign currency risk by matching the amount of cash flows attributed to these assets and liabilities or by using currency swap contracts.

#### **Risks of price fluctuations**

Securities and investment securities, which are exposed to risk of price fluctuations, are managed through periodic monitoring of their fair values and the financial positions of issuers.

#### Quantitative information on market risk

Installment sales receivable, lease receivables and investments in leases, loans receivable, long-term borrowings, corporate bonds and interest rate swaps are exposed to interest rate risk.

Effects of interest rate fluctuations on these financial instruments, which are measured based on the maximum interest rate change observed during a certain period after the zero-interest-rate policy ended, are used in quantitative analysis for managing interest rate risk. In measuring the effects, financial instruments subject to this analysis are classified into two kinds: those with fixed rates and with variable rates. Each of them is further broken down by maturity in order to apply relevant interest rate change corresponding to maturity. Increase in interest rate by one basis point (0.01%) as of March 31, 2019 and 2018 is estimated to decrease market value of the Group's net financial assets by ¥279 million (\$2,517 thousand) and ¥209 million, respectively, keeping all other parameters fixed. This analysis does not consider correlation between interest rate and other parameters.

#### Management of derivative transactions

The Group enters into derivative transactions in accordance with its internal "Derivative Transaction Rule," which stipulates purposes of use, authorization and management thereof in order to hedge risks such as fluctuation risks in interest rates and foreign currency exchange rates.

Moreover, the status of derivative transactions is reported to the Executive Committee periodically.

#### (4) Fair Values of Financial Instruments

Fair values of financial instruments are based on quoted prices in active markets. If a quoted price is not available, other rational valuation techniques are used instead. As the rational valuation techniques include certain assumptions, the results of valuation may differ if different assumptions are applied. Carrying amount of derivative transactions in the following table does not represent market risk.

#### (a) Fair value of financial instruments

The carrying amounts of financial instruments presented in the consolidated balance sheets, their fair values and the differences as of March 31, 2019 and 2018 are as follows. Financial instruments whose fair value cannot be reliably determined are not included in the following table; information on such instruments is presented in the table (b) below.

	Millions of Yen					
	Carrying					
March 31, 2019	Amount	Fair Value	Difference			
		000 H 104 000				
Cash and cash equivalents	¥ 134	-	¥ -			
Installment sales receivable	125					
Less: allowance for doubtful receivables (Note a)		(553)	1.744			
T 11 11 1	124		1,544			
Lease receivables and investments in leases	601					
Less: allowance for doubtful receivables (Note a)		,548)				
	598		3,967			
Loans receivable	1,759					
Less: allowance for doubtful receivables (Note a)		(795)				
	1,758		2,019			
Other loans receivable	56	,625				
Less: allowance for doubtful receivables (Note a)		(30)				
		595 56,803	208			
Rents receivable		,998				
Less: allowance for doubtful receivables (Note a)		(315)				
		.683 24,814	130			
Credit card receivables	67	,772				
Less: allowance for doubtful receivables (Note a)	(1	,346)				
	66	,425 66,425	-			
Billing receivables	271	,325				
Less: allowance for doubtful receivables (Note a)	(14	,426)				
	256	,898 256,898	-			
Investments in venture businesses, securities and investment securities:						
Available-for-sale securities	124	,947 124,947	-			
Other under investments and other assets (receivables from companies in bankruptcy						
and reorganization)		.054				
Less: allowance for doubtful receivables (Note a)	(3	,036)	<u></u>			
		17 17				
Total assets	¥ 3,146	<u>487 ¥ 3,154,358</u>	¥ 7,871			

Millions of Yen						
	. 0	Fa	air Value	Difference		
¥	32,978	¥	32,978	¥		
	143,767		143,767		-	
	263,000		263,000		-	
	1,674		1,598		(76)	
	413,941		413,942		1	
	350,929		350,929		-	
	556 689		556 689		_	
	,		,		4,608	
	,		,		553	
¥		¥	3,080,845	¥	5,085	
¥	-	¥	-	¥	-	
	972		972		-	
¥	972	¥	972	¥	-	
	Aı ¥ ¥	143,767         263,000         1,674         413,941         350,929         556,689         284,117         1,028,660         ¥         972	$\begin{array}{c c} Carrying & Fa \\ \hline Amount & Fa \\ \hline & & 32,978 & \\ 143,767 & \\ 263,000 & \\ 1,674 & \\ 413,941 & \\ 350,929 & \\ \hline & & 556,689 & \\ 284,117 & \\ 1,028,660 & \\ \hline & & & 3,075,759 & \\ \hline & & & &$	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	

	Thousands of U.S. Dollars						
	Carrying						
March 31, 2019	Amount	Fair Value	Difference				
Cash and cash equivalents	\$ 1,215,690	\$ 1,215,690	\$ -				
Installment sales receivable	1,129,647						
Less: allowance for doubtful receivables (Note a)	(4,989)						
	1,124,658	1,138,575	13,917				
Lease receivables and investments in leases	5,417,969						
Less: allowance for doubtful receivables (Note a)	(22,963)						
	5,395,005	5,430,754	35,748				
Loans receivable	15,849,794						
Less: allowance for doubtful receivables (Note a)	(7,167)						
	15,842,626	15,860,826	18,199				
Other loans receivable	510,185						
Less: allowance for doubtful receivables (Note a)	(270)						
	509,914	511,789	1,874				
Rents receivable	225,233						
Less: allowance for doubtful receivables (Note a)	(2,840)						
	222,393	223,570	1,176				
Credit card receivables	610,619						
Less: allowance for doubtful receivables (Note a)	(12,134)						
	598,485	598,485	-				
Billing receivables	2,444,591						
Less: allowance for doubtful receivables (Note a)	(129,983)						
	2,314,607	2,314,607					
Investments in venture businesses, securities and investment securities:							
Available-for-sale securities	1,125,750	1,125,750	-				
Other under investments and other assets (receivables from companies in bankruptcy and							
reorganization)	27,519						
Less: allowance for doubtful receivables (Note a)	(27,362)						
	157	157					
Total assets	\$ 28,349,288	\$ 28,420,205	\$ 70,916				

	Thousands of U.S. Dollars						
March 31, 2019		rying 10unt	Fa	ir Value	Dif	ference	
Trade notes and accounts payable	\$	297,134	\$	297,134	\$	-	
Short-term bank loans		1,295,319		1,295,319		-	
Commercial papers		2,369,584		2,369,584		-	
Lease obligations		15,090		14,397		(692)	
Accounts payable - other		3,729,536		3,729,547		10	
Deposits received		3,161,815		3,161,815		-	
Deposits received from shareholders, directors or							
employees		5,015,668		5,015,668		-	
Bonds payable		2,559,849		2,601,370		41,521	
Long-term borrowings		9,268,046		9,273,029		4,983	
Total liabilities	\$ 2	7,712,043	\$ 2	27,757,865	\$	45,821	
Derivative transactions (Note b):							
Not qualifying for hedge accounting	\$	-	\$	-	\$	-	
Qualifying for hedge accounting		8,763		8,763		-	
Total derivative transactions	\$	8,763	\$	8,763	\$	-	

Notes: a. General allowance for doubtful receivables and special allowance for specific receivables corresponding to respective operating receivables are deducted.

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b. Receivables and payables arising from derivative transactions are presented on a net basis.

	Millions of Yen						
	Carrying						
March 31, 2018	Amount	Fair Value	Difference				
Cash and cash equivalents	¥ 148,805	¥ 148,805	¥ -				
Installment sales receivable	94,598	- )					
Less: allowance for doubtful receivables (Note a)	(284)						
	94,314	95,898	1,583				
Lease receivables and investments in leases	529,416	<u>.</u>					
Less: allowance for doubtful receivables (Note a)	(1,457)						
	527,958	530,133	2,174				
Loans receivable	1,474,956						
Less: allowance for doubtful receivables (Note a)	(150)						
	1,474,805	1,471,754	(3,051)				
Other loans receivable	60,096						
Less: allowance for doubtful receivables (Note a)	(5)						
	60,090	60,164	74				
Rents receivable	23,777						
Less: allowance for doubtful receivables (Note a)	(69)						
	23,707	23,894	186				
Credit card receivables	53,066						
Less: allowance for doubtful receivables (Note a)	(1,291)						
	51,775	51,775					
Billing receivables	296,609						
Less: allowance for doubtful receivables (Note a)	(13,368)						
	283,240	283,240					
Investments in venture businesses, securities and investment securities:							
Available-for-sale securities	116,195	116,195					
Other under investments and other assets (receivables from companies in bankruptcy and	2 452						
reorganization)	3,472						
Less: allowance for doubtful receivables (Note a)	(3,449)						
	22	22	-				
Total assets	¥ 2,780,917	¥ 2,781,885	¥ 968				

	Millions of Yen								
March 31, 2018		rrying nount	Fa	ir Value	Difference				
Trade notes and accounts payable	¥	24,334	¥	24,334	¥	-			
Short-term bank loans		126,124		126,124		-			
Commercial papers		39,000		39,000		-			
Lease obligations		1,335		1,253		(82)			
Accounts payable - other		432,638		432,640		1			
Deposits received		112,992		112,992		-			
Deposits received from shareholders, directors or									
employees		828,811		828,811		-			
Bonds payable		331,084		326,969		(4,114)			
Long-term borrowings		789,499		786,734		(2,765)			
Total liabilities	¥	2,685,821	¥	2,678,860	¥	(6,960)			
Derivative transactions (Note b):									
Not qualifying for hedge accounting	¥	(40)	¥	(40)	¥	-			
Qualifying for hedge accounting		(8,838)		(8,838)		-			
Total derivative transactions	¥	(8,878)	¥	(8,878)	¥	-			

Notes: a. General allowance for doubtful receivables and special allowance for specific receivables corresponding to respective operating receivables are deducted.

b. Receivables and payables arising from derivative transactions are presented on a net basis.

#### <u>Assets</u>

#### Cash and Cash Equivalents, Credit Card Receivables, and Billing Receivables

The carrying amounts of these items approximate their fair values because of their short maturities.

#### Installment Sales Receivable, and Lease receivables and Investments in Leases

The fair values of these items are calculated by discounting contractual cash flows using interest rates currently available to the Group for similar transactions. The carrying amount of installment sales receivable is presented net of unearned profit included in liabilities in the accompanying consolidated balance sheets. Similarly, the carrying amounts of lease receivables and investments in leases are presented net of lease payments received in advance.

The carrying amounts of doubtful receivables net of allowance for such accounts approximate their fair values because allowance for such accounts is estimated based on collectible amounts through liquidation of collateral and/or realization of guarantees.

#### Loans Receivable and Other Receivables

The carrying amounts of loans with variable interest rates approximate their fair values because such loans reflect market rates in the short term and credit conditions of counterparties do not significantly change after the loan executions. The fair value of loans with fixed interest rates is calculated by discounting contractual cash flows using interest rates currently available to the Group for similar transactions.

The carrying amounts of doubtful receivables net of allowance for such accounts approximate their fair values due to the same reason as described above.

#### <u>Rents Receivable</u>

The fair value of this item is calculated by discounting contractual cash flows using interest rates currently available to the Group for similar transactions.

The carrying amounts of doubtful receivables net of allowance for such accounts approximate their fair

values due to the same reason as described above.

#### Investments in Venture Businesses, Securities, and Investment Securities

The fair values of listed stocks are determined based on quoted market prices, and the fair values of debt securities are generally valued at the market quotes obtained from financial institutions, which are estimated taking into account relevant factors such as fluctuations in interest rates, credit rating, remaining maturity and the fair value of underlying assets in case of asset-backed securities. If market quotes from financial institutions are not available, the fair value is calculated by discounting estimated future cash flows using interest rates currently available to the Group for similar transactions.

The information on securities classified by holding purpose is presented in Note 3 on securities, investment securities and investments in venture businesses.

# <u>Other under Investments and Other Assets (Receivables from Companies in Bankruptcy and Reorganization)</u>

The carrying amount of this item, net of the related allowance, approximates its fair value because the allowance for this item is estimated based on collectible amounts through liquidation of collateral and/or realization of guarantees.

#### <u>Liabilities</u>

#### Trade Notes and Accounts Payable, Short-term Bank Loans, Commercial Papers and Deposits Received

The carrying amounts of these items approximate their fair values because of their short maturities.

#### Lease Obligations and Accounts Payable - Other

Of lease obligations and accounts payable - other, the fair values of sub-lease obligations and subinstallments payable are calculated by discounting contractual cash flows using interest rates currently available to the Group for similar transactions. The carrying amounts of these items other than above approximate their fair values because of their short maturities.

#### Deposits Received from Shareholders, Directors or Employees

The carrying amount of this item other than long-term deposits described below approximates its fair value because of its short maturities.

Since long-term deposits received from shareholders, directors or employees are at variable interest rates and reflect market rates in the short term and credit condition of the Company does not significantly change after acceptance of the deposits, the carrying amount approximates its fair value.

#### <u>Bonds Payable</u>

The fair value of bonds is estimated based on the Reference Statistical Prices for OTC Bond Transactions.

#### Long-term Borrowings

The carrying amounts of borrowings with variable interest rates approximate their fair values because such borrowings reflect market rates in the short term and credit condition of the Company does not significantly change after the borrowing executions. The fair values of borrowings with fixed interest rates are calculated by discounting contractual cash flows using interest rates currently available to the Group for similar transactions.

## **Derivative Transactions**

The information on derivative transactions is presented in Note 12 on derivatives.

#### (b) Financial instruments whose fair value cannot be reliably determined

Carrying amounts of financial instruments whose fair values cannot be reliably determined as of March 31, 2019 and 2018 are summarized as follows. These instruments are excluded from investments in venture businesses, securities and investment securities in the above tables.

		Carrying Amount						
		Million	Thousands of U.S. Dollars					
Classification	Туре	2019	2018	2019				
Investments in affiliates	Unlisted equity securities	¥ 3,393	¥ 3,518	\$ 30,571				
Available-for-sale securities	Unlisted equity securities Investments in partnerships Total available-for-sale securities	1,464 1,230 ¥ 2,695	2,450 1,233 ¥ 3,684	13,193 11,091 \$ 24,284				

## (5) Maturity Analysis for Monetary Claims and Securities with Contractual Maturities

	Millions of Yen									
		Due after	Due after	Due after	Due after					
	Due in	1 Year	2 Years	3 Years	4 Years					
	1 Year	through	through	through	through	Due after				
March 31, 2019	or Less	2 Years	3 Years	4 Years	5 Years	5 Years				
Cash and cash equivalents	¥ 134,929	¥ -	¥ -	¥ -	¥ -	¥ -				
Installment sales receivable	22.050	26 592	21 200	15 220	11 501	22 (02				
(Note a)	32,050	26,582	21,209	15,220	11,581	22,692				
Lease receivables and investments in leases										
(Notes a and b)	168,576	138,945	117,592	82,241	54,773	93,109				
Loans receivable (Note a)	365,527	160,827	280,505	170,336	178,259	603,712				
Other receivables (Note a)	29,064	3,166	2,357	10,470	4,773	6,793				
Rents receivable (Note a)	8,576	4,820	4,218	3,369	2,346	1,666				
Credit card receivables										
(Note a)	67,772	-	-	-	-	-				
Billing receivables (Note a)	271,325	-	-	-	-	-				
Investments in venture businesses, securities and investment securities: Available-for-sale										
securities with contractual maturities (Note a)	9,125	14,228	6,763	1,972	6,516	48,635				

	Thousands of U.S. Dollars									
		Due after	Due after	Due after	Due after					
	Due in	1 Year	2 Years	3 Years	4 Years					
	1 Year	through	through	through	through	Due after				
March 31, 2019	or Less	2 Years	3 Years	4 Years	5 Years	5 Years				
	¢ 1 015 (00	¢	¢	¢	¢	¢				
Cash and cash equivalents	\$ 1,215,690	\$ -	\$ -	\$ -	\$ -	\$ -				
Installment sales receivable	200 770	220 501	101 001	127 122	104.251	204 456				
(Note a)	288,770	239,501	191,091	137,133	104,351	204,456				
Lease receivables and										
investments in leases	1 510 0 45	1 0 5 1 0 7 5	1 0 5 0 4 0 0	740.000	402 407	020.000				
(Notes a and b)	1,518,847	1,251,875	1,059,489	740,982	493,497	838,899				
Loans receivable (Note a)	3,293,333	1,449,024	2,527,303	1,534,705	1,606,086	5,439,340				
Other receivables (Note a)	261,863	28,529	21,239	94,336	43,007	61,209				
Rents receivable (Note a)	77,276	43,432	38,010	30,358	21,139	15,016				
Credit card receivables										
(Note a)	610,619	-	-	-	-	-				
Billing receivables (Note a)	2,444,591	-	-	-	-	-				
Investments in venture										
businesses, securities and										
investment securities:										
Available-for-sale										
securities with										
contractual maturities										
(Note a)	82,221	128,191	60,935	17,771	58,708	438,198				

Notes: a. The amount does not include receivables from companies in bankruptcy and reorganization and receivables deemed to be uncollectible.

b. Lease payments to be received including interest are presented as lease receivables and investments in leases.

	Millions of Yen									
		Due after	Due after	Due after	Due after					
	Due in	1 Year	2 Years	3 Years	4 Years					
	1 Year	through	through	through	through	Due after				
March 31, 2018	or Less	2 Years	3 Years	4 Years	5 Years	5 Years				
Cash and cash equivalents	¥ 148,805	¥ -	¥ -	¥ -	¥ -	¥ -				
Installment sales receivable										
(Note a)	23,791	19,842	14,543	10,343	6,494	23,011				
Lease receivables and investments in leases										
(Notes a and b)	155,145	125,458	98,497	77,059	43,637	78,805				
Loans receivable (Note a)	339,891	182,012	151,162	211,827	115,327	474,735				
Other receivables (Note a)	30,009	6,900	2,940	2,172	10,467	7,605				
Rents receivable (Note a)	3,415	649	1,753	3,423	4,617	9,917				
Credit card receivables										
(Note a)	53,066	-	-	-	-	-				
Billing receivables (Note a)	296,609	-	-	-	-	-				
Investments in venture										
businesses, securities and										
investment securities:										
Available-for-sale										
securities with										
contractual maturities										
(Note a)	11,532	9,273	14,436	3,911	1,358	43,532				

Notes: a. The amount does not include receivables from companies in bankruptcy and reorganization and receivables deemed to be uncollectible.

b. Lease payments to be received including interest are presented as lease receivables and investments in leases.

#### (6) Maturity Analysis for Bonds Payable, Long-term Borrowings and Other Debts

The information on maturity analysis for bonds payable, long-term borrowings and other debts is presented in Note 6 on short-term and long-term debt.

#### **12. DERIVATIVES**

The aggregate contract amount, fair value and unrealized gains or losses of derivative transactions other than market trades as of March 31, 2018 (excluding hedging transactions) are as follows. The fair value of interest rate swaps and foreign exchange forward contracts is measured by discounting future cash flows to the present value using observable market condition such as London Interbank Offered Rate (LIBOR), swap rates and exchange rates.

There are no respective contract amount of derivative transactions other than market trades as of March 31, 2019.

		Millions of Yen									
		Contract	Amount								
	Total		Due after 1 Year		Fair Value		Unrea Gain/(				
<u>March 31, 2018</u> Interest rate swaps (Pay fixed rate, receive variable rate) Foreign exchange forward contracts selling position,	¥	741	¥	-	¥	(1)	¥	2			
U.S. Dollars		483		-		(38)		18			
Total	¥	1,225	¥	-	¥	(40)	¥	20			

Derivative instruments which qualify as hedging instruments as of March 31, 2019 and 2018 are summarized as follows. The fair value of interest rate swaps and currency swaps is measured by discounting future cash flows to the present value using observable market condition such as London Interbank Offered Rate (LIBOR), swap rates and exchange rates.

rates and exchange rates.										
			Millions of Yen							
		Contrac	t Amount							
	Hedged	<b>T</b> 1	Due after	Fair						
	Item	Total	1 Year	Value						
March 31, 2019	_									
Interest rate swaps (Note a) (Pay fixed rate, receive variable rate) (Pay variable rate, receive fixed rate)	Long-term borrowings Bonds payable	¥ 70,658 5,549	¥ 70,044 5,549	¥ (1,702) (75)						
	Long-term	5,549	5,549	(73)						
Currency swaps (Note b) (Pay fixed rate, receive variable rate) (Pay fixed rate, receive fixed rate)	borrowings Bonds	120,414	84,558	(3,370)						
(Tay fixed fale, fecerve fixed fale)	payable	125,885	125,885	6,120						
Total		¥ 322,507	¥ 286,037	¥ 972						
		Thou	sands of U.S. Dol	lars						
March 31, 2019										
Interest rate swaps (Note a) (Pay fixed rate, receive variable rate)	Long-term borrowings	\$ 636,621	\$ 631,086	\$ (15,337)						
(Pay variable rate, receive fixed rate)	Bonds payable	50,000	50,000	(678)						
Currency swaps (Note b) (Pay fixed rate, receive variable rate)	Long-term borrowings Bonds	1,084,915	761,859	(30,364)						
(Pay fixed rate, receive fixed rate)	payable	1,134,201	1,134,201	55,144						
Total	Pulluoio	\$2,905,738	\$ 2,577,147	\$ 8,763						
		<i><i><i></i></i></i>	<i> </i>	\$ 0,700						
			Millions of Yen							
March 31, 2018	-									
Interest rate swaps (Note a) (Pay fixed rate, receive variable rate)	Long-term borrowings Bonds	¥ 94,471	¥ 75,331	¥ (311)						
(Pay variable rate, receive fixed rate)	payable	5,312	5,312	(126)						
Currency swaps (Note b) (Pay fixed rate, receive variable rate) (Pay fixed rate, receive fixed rate)	Long-term borrowings Bonds	120,414	120,414	(8,058)						
(1 ay fixed fate, feeelve fixed fate)	payable	125,885	125,885	(341)						
Total		¥ 346,083	¥ 326,943	¥ (8,838)						

Notes:

a. These contracts are not remeasured at market value, but the net amount to be paid or received under the swap agreements are recognized and included in cost of sales.

b. Hedged items are translated at the foreign exchange rates stipulated in the contracts, and gains or losses on swap transactions are deferred until the gains or losses on the corresponding hedged items are recognized in income.

## 13. PLEDGED ASSETS AND COLLATERAL

As of March 31, 2019 and 2018 are summarized as follows:

	Millions	of Yen	Thousands of U.S. Dollars
	2019	2018	2019
Assets pledged as collateral:			
Lease receivables and investments in leases	¥ -	¥ 3,849	\$ -
Leased assets	13,904	15,935	\$ 125,274
Total	¥ 13,904	¥ 19,785	\$ 125,274
Corresponding debt:			
Current portion of long-term borrowings	¥ 876	¥ 4,189	\$ 7,900
Long-term borrowings	10,336	11,213	93,130
Total	¥ 11,213	¥ 15,403	\$ 101,031

As of March 31, 2019, the Group had ¥83 million (\$752 thousand) and ¥1,618 million (\$14,582 thousand) of notes receivable which was obtained for lease and installment sales, respectively.

## 14. COMMITMENTS AND CONTINGENCIES

As of March 31, 2019 and 2018, the Group had the following contingent liabilities:

	Millions	Thousands of U.S. Dollars	
	2019	2019 2018	
Guarantees in the ordinary course of business	¥ 22,822	¥ 16,000	\$ 205,625
Unexecuted loan commitments (Note)	1,805,058	1,709,542	16,263,250

Note: The Group enters into loan commitment agreements with customers. As of March 31, 2019 and 2018, loan commitments given to customers were ¥2,019,300 million (\$18,193,536 thousand) and ¥1,955,457 million, of which ¥214,242 million (\$1,930,285 thousand) and ¥245,914 million had been executed, respectively.

These credit lines are not necessarily executed to the maximum amount, because these agreements contain a clause to reject the loans or to lower the credit lines if there are reasonable grounds.

#### **15. COMPREHENSIVE INCOME**

Reclassification adjustments and related income tax effect on other comprehensive income for the years ended March 31, 2019 and 2018 are as follows:

	Millions of	Thousands of U.S. Dollars	
	2019	2018	2019
Unrealized gain/(loss) on available-for-sale securities:			
Gains/(losses) arising during the year	¥ 1,871	¥ 84	\$ 16,861
Reclassification adjustments	(326)	(191)	(2,937)
Amount before income tax effect	1,545	(106)	13,923
Income tax effect	(479)	50	(4,321)
Unrealized gain/(loss) on available-for-sale securities	1,065	(56)	9,602
Foreign currency translation adjustments:			
Gains/(losses) arising during the year	298	(351)	2,687
Foreign currency translation adjustments	298	(351)	2,687
Remeasurements of defined benefit plans:		i	
Gains/(losses) arising during the year	(526)	822	(4,747)
Reclassification adjustments	173	254	1,566
Amount before income tax effect	(353)	1,076	(3,180)
Income tax effect	107	(327)	970
Remeasurements of defined benefit plans	(245)	748	(2,210)
Share of other comprehensive income (loss) of affiliates			
accounted for using equity method:	(120)	(1	(1.222)
Gains/(losses) arising during the year	(136)	<u>61</u>	(1,232)
Total other comprehensive income/(loss)	¥ 981	¥ 402	\$ 8,847

#### **16. SEGMENT INFORMATION**

#### Description of reportable segments

Reportable segments of the Group are defined as components of the Group whose financial information is separately available and evaluated periodically by the Board of Directors in order to determine the allocation of resources and assess business performance.

The Group is engaged in financial service businesses mainly comprised of lease activities. The reportable segments of the Group are composed of five segments: "Lease business," "Loan business," "Investment business," "Credit card business" and "Billing business."

"Lease business" leases and sells on installment information and office equipment, industrial machine tools as well as commercial, manufacturing and hospital facilities. "Loan business" provides loans and factoring operations. "Investment business" consists of investments in venture business, debt securities and silent partnerships, and provides related services. "Credit card business" collects fees on credit cards from member stores and cardholders, and provides sales financing and consumer loans. "Billing business" provides services for billing and collection of communication service charges.

# Method of measurement for the amounts of revenue, profit (loss), assets, and other items for each reportable segment

The accounting policies of the reportable segments are consistent to the description of the summary of significant accounting policies (see Note 2). The segment profit is based on the operating income of each reportable segment. The amounts of intersegment revenue and transfers are determined based on terms and conditions of general business practice reflecting the market prices.

## Information about revenue, profit (loss), assets and other items by reportable segment

The following tables represent information about revenue and profit by reportable segment for the years ended March 31, 2019 and 2018. Assets are not allocated to reportable segments.

_	Millions of Yen											
		2019										
				Rep	oortab	le Segmer	nt					
-	Ι	Lease	]	Loan		Investment		Credit Card		Billing		Total
Revenue from external customers	¥	227,928	¥	20,644	¥	4,532	¥	5,399	¥	165,805	¥	424,310
Intersegment revenue or transfers		-		-		-		35,658		232		35,891
Total	¥	227,928	¥	20,644	¥	4,532	¥	41,058	¥	166,037	¥	460,202
Segment profit	¥	9,818	¥	4,534	¥	2,414	¥	3,243	¥	5,167	¥	25,178

	Thousands of U.S. Dollars									
	2019									
		Re	eporta	ble Segme	nt					
	Lease	Loan	Inv	Investment Credit		edit Card	dit Card Billing			Total
Revenue from external customers	\$ 2,053,592	\$ 186,005	\$	40,839	\$	48,647	\$	1,493,875	\$	3,822,961
Intersegment revenue or transfers	-	-		-		321,280		2,096		323,377
Total	\$ 2,053,592	\$ 186,005	\$	40,839	\$	369,928	\$	1,495,972	\$	4,146,338
Segment profit	\$ 88,461	\$ 40,859	\$	21,757	\$	29,222	\$	46,554	\$	226,854

	Millions of Yen											
	2018											
				Rep	oortab	le Segmer	nt					
	Ι	Lease	I	Loan	Inve	estment	Cree	dit Card	Billing		Total	
Revenue from external customers Intersegment revenue	¥	207,022	¥	16,018	¥	3,365	¥	5,394	¥	172,675	¥	404,476
or transfers		-		-		-		34,178		242		34,420
Total	¥	207,022	¥	16,018	¥	3,365	¥	39,573	¥	172,917	¥	438,896
Segment profit	¥	10,854	¥	4,531	¥	1,465	¥	3,033	¥	7,248	¥	27,134

Differences between total amounts for reportable segments and amounts in the consolidated statements of
income and main details of these differences

	Million	Thousands of U.S. Dollars	
	2019	2018	2019
Revenue:			
Reportable segments total	¥ 460,202	¥ 438,896	\$ 4,146,338
Intersegment eliminations	(35,891)	(34,420)	(323,377)
Revenue in the consolidated statements of income	¥ 424,310	¥ 404,476	\$ 3,822,961
Segment profit:			
Reportable segments total	¥ 25,178	¥ 27,134	\$ 226,854
Corporate expenses (Note)	(8,554)	(8,353)	(77,071)
Operating income in the consolidated statements of			
income	¥ 16,624	¥ 18,781	\$ 149,782

Note: Corporate expenses mainly represent general and administrative expenses not attributable to reportable segments.

#### **Related information**

Disclosures on information by product and service are omitted, as the information is equivalent to the above information by reportable segment.

Disclosures on information about revenue by geographical area for the years ended March 31, 2019 and 2018 are omitted, as revenue from external customers in Japan exceeds 90% of consolidated revenue.

Information about property and equipment by geographical area as of March 31, 2019 and 2018 is as follows:

	Millions	Thousands of U.S. Dollars	
	2019	2018	2019
Property and equipment:			
Japan	¥ 20,600	¥ 23,516	\$ 185,607
Asia	13,841	8,493	124,711
Total	¥ 34,442	¥ 32,010	\$ 310,318
Japan Asia	13,841	8,493	124

Information about revenue by major customer for the year ended March 31, 2019 is as follows: Revenue

		Reve		
	Millic	ons of Yen	 usands of . Dollars	Related Segments
NTT DOCOMO, INC.	¥	86,090	\$ 775,658	Lease and Billing
NIPPON TELEGRAPH AND TELEPHONE WEST CORPORATION NIPPON TELEGRAPH AND		34,997	315,325	Lease and Billing
TELEPHONE EAST CORPORATION		34,387	309,823	Lease and Billing

Information about revenue by major customer for the year ended March 31, 2018 is as follows:

		Revenue	
	Millio	ons of Yen	Related Segments
NTT DOCOMO, INC.	¥	83,957	Lease and Billing
NIPPON TELEGRAPH AND TELEPHONE WEST CORPORATION		39,586	Lease and Billing
NIPPON TELEGRAPH AND TELEPHONE EAST CORPORATION		38,315	Lease and Billing

#### Loss on impairment of long-lived assets by reportable segment

Disclosures on information about loss on impairment of long-lived assets by reportable segment are omitted, as there is no applicable information to disclose.

#### Goodwill by reportable segment

Disclosures on information about goodwill by reportable segment are omitted, as there is no applicable information to disclose.

## **17. RELATED PARTY TRANSACTIONS**

Transactions and account balances of the Group with Nippon Telegraph and Telephone Corporation ("NTT"), which has 92.17% (direct) and 7.83% (indirect) ownership share in the Company as of and for the years ended March 31, 2019 and 2018 are as follows:

	Millions of Yen					Thousands of U.S. Dollars		
	2019		2018			2019		
Transactions:								
Acceptance of excess funds	¥	10,597	¥	-	\$	95,480		
Execution of loans		465,797		227,829		4,196,751		
Account balances:								
Loans receivable		370,000		366,088		3,333,633		
Deposits received from shareholders, directors or employees		42,985		-		387,292		

In addition to the above, the Group enters into several other transactions with related parties that are companies under common control. Specifically, significant transactions and related account balances with 11 other NTT Group companies as of and for the years ended March 31, 2019 and 2018 are summarized as follows:

	Millions of Yen					nousands of .S. Dollars
	2019 2018			2019		
Transactions:						
Acceptance of excess funds	¥	776,072	¥	817,831	\$	6,992,270
Execution of loans		759,954		709,148		6,847,049
Transactions related to transferred receivables		5,879,714	4	5,958,870		52,975,171
Billing-related revenue		154,516		160,959		1,392,162
Account balances:						
Billing receivables		16,612		17,998		149,678
Accounts payable - other		375,067		396,218		3,379,292
Deposits received		12,152		12,932		109,492
Deposits received from shareholders, directors or employees		484,165		810,999		4,362,241
Loans receivable		875,135		651,340		7,884,815

#### **18. SUBSEQUENT EVENTS**

#### Appropriations of Retained Earnings

The following appropriation of retained earnings at March 31, 2019 was approved at the Company's shareholders meeting held on June 13, 2019:

	Milli	ons of Yen	Thousands o U.S. Dollars				
Year-end cash dividends, ¥228,985.00 (\$2,063.11) per share	¥	11,761	\$	105,971			

\* \* \* \* \*

## **Independent Auditor's Report**

## To the Board of Directors of NTT FINANCE CORPORATION :

We have audited the accompanying consolidated financial statements of NTT FINANCE CORPORATION and its consolidated subsidiaries, which comprise the consolidated balance sheets as at March 31, 2019 and 2018, and the consolidated statements of income, comprehensive income, changes in equity and cash flows for the years then ended, and a summary of significant accounting policies and other explanatory information.

## Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

## Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in Japan. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, while the objective of the financial statement audit is not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of NTT FINANCE CORPORATION and its consolidated subsidiaries as at March 31, 2019 and 2018, and their financial performance and cash flows for the years then ended in accordance with accounting principles generally accepted in Japan.

#### **Convenience Translation**

The U.S. dollar amounts in the accompanying consolidated financial statements with respect to the year ended March 31, 2019 are presented solely for convenience. Our audit also included the translation of yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made on the basis described in Note 1 to the consolidated financial statements.

*KPMG AZSA LLC* June 12, 2019 Tokyo, Japan