

# Business Summary

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Accretive Co., Ltd.

Tokyo Stock Exchange 1<sup>st</sup> Section  
Code : 8423

## Factoring Service ( “FPS” )

### ➤ Factoring of Accounts Receivables

Accretive allows for the factoring of accounts receivable so that we can meet the cash flow needs of the individual suppliers (many companies from variety of industries).

In addition to accounts receivable, factoring may likewise be made toward medical receivables, nursing care receivables, etc.



“ Flex Payment Service (” FPS”) ”

## Outsourcing Services

### ➤ Accounting and Payment Processing Services

Accretive takes care of all accounting and payment processing services, such as electronic slip entry, cross-referencing work, and other time-consuming accounting work, as well as cumbersome bank transfers handled by many of the suppliers.



Accretive offers a mixture of services with benefits that both the paying companies and the suppliers are able to enjoy.

## Tailored Financial Services

### ➤ Broad Array of Financial Services Offered

Accretive provides tailored financial services that match the needs of our individual clients.



### Paying Company Benefit

- **Reduction of Indirect Cost**  
Outsourcing allows large-scale cost reduction.
- **Support to Supplier**  
By providing financial support to the supplier, the paying company can bolster its ability to stock up.
- **Uniformity and Extension of Payment Period**  
This allows the paying company to secure new avenues of funding as well as bolster its financial standing.

### Suppliers Benefit

- **Improvement of Cash Flow**  
This enables the supplier to control its own cash flow.
- **Reduction in Stock Expenses**  
The supplier is able to use the funds received from factoring to purchase stock at more reasonable prices.
- **Sales Growth**  
This improves the efficiency of fund use and turnover rate.

### 3. Characteristics of Accretive's Services: Service Positioning

#### Service Characteristics

➤ **Accretive: Specializes in Small-Scale Credit**

Accretive is able to meet the needs of small and mid-sized companies who have suppliers receiving many small payments and have cumbersome accounting work.

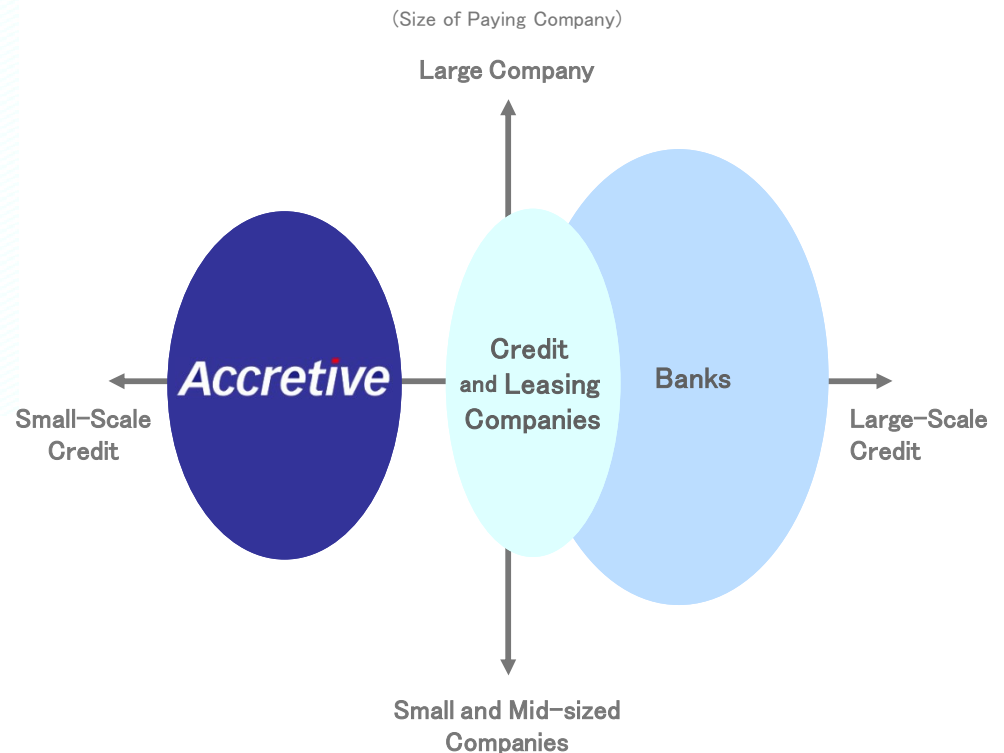
➤ **Banks, Credit Companies, and Leasing Companies: Specialize in Large-Scale Credit**

These institutions specialize in transactions with large companies, and shy away from factoring with suppliers receiving small payment transactions.

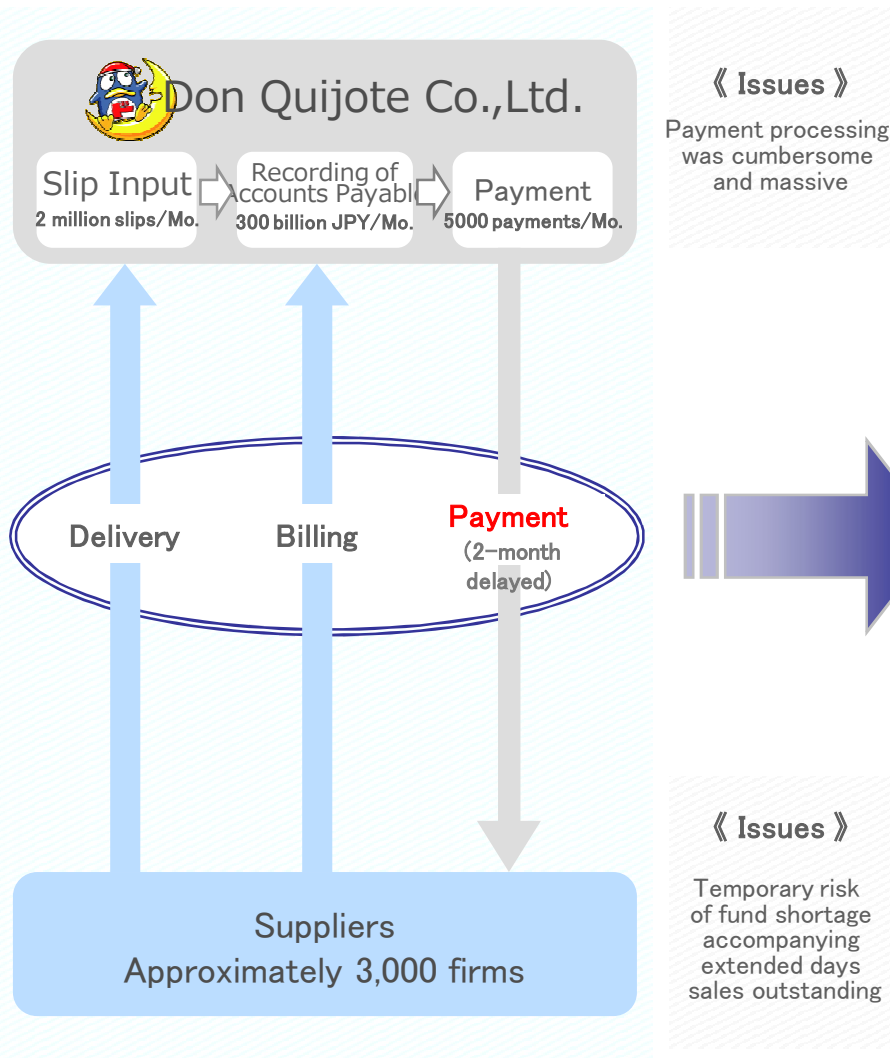


Consequently, there are no companies like Accretive offering mixed services that including small-scale credit and outsourcing services.

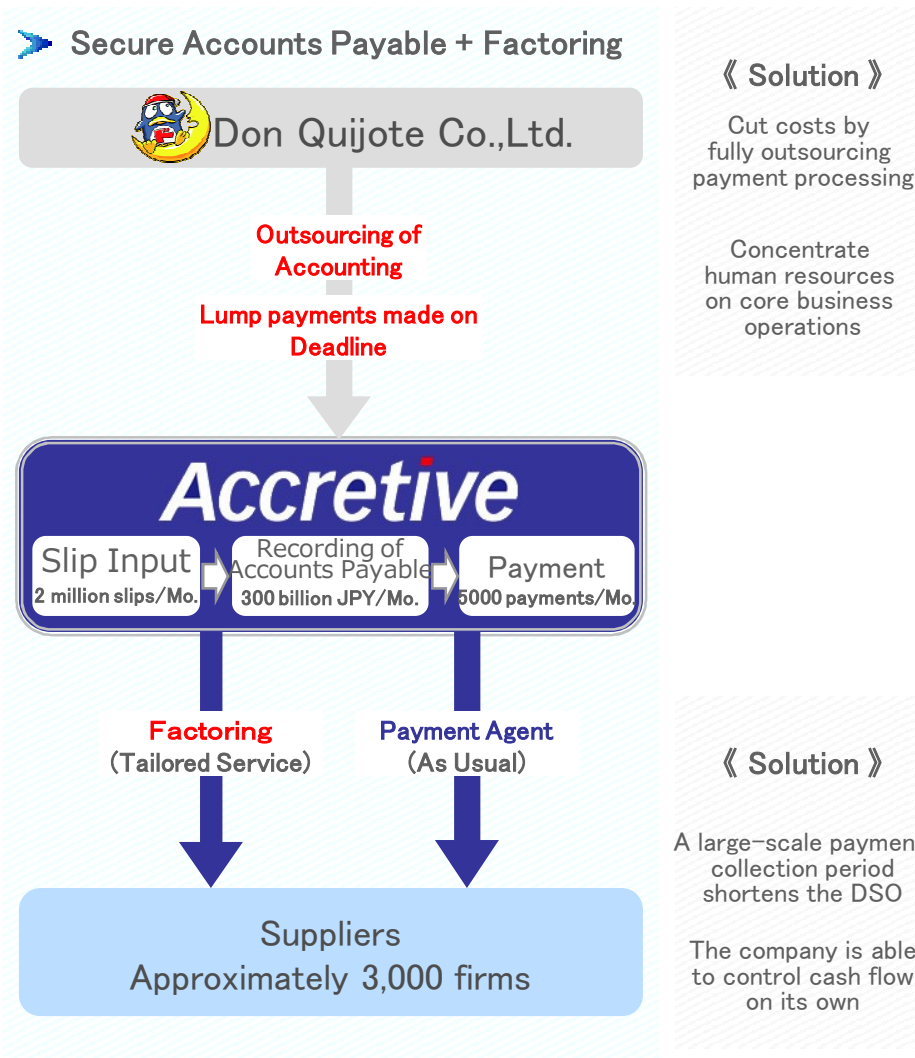
#### Service Positioning



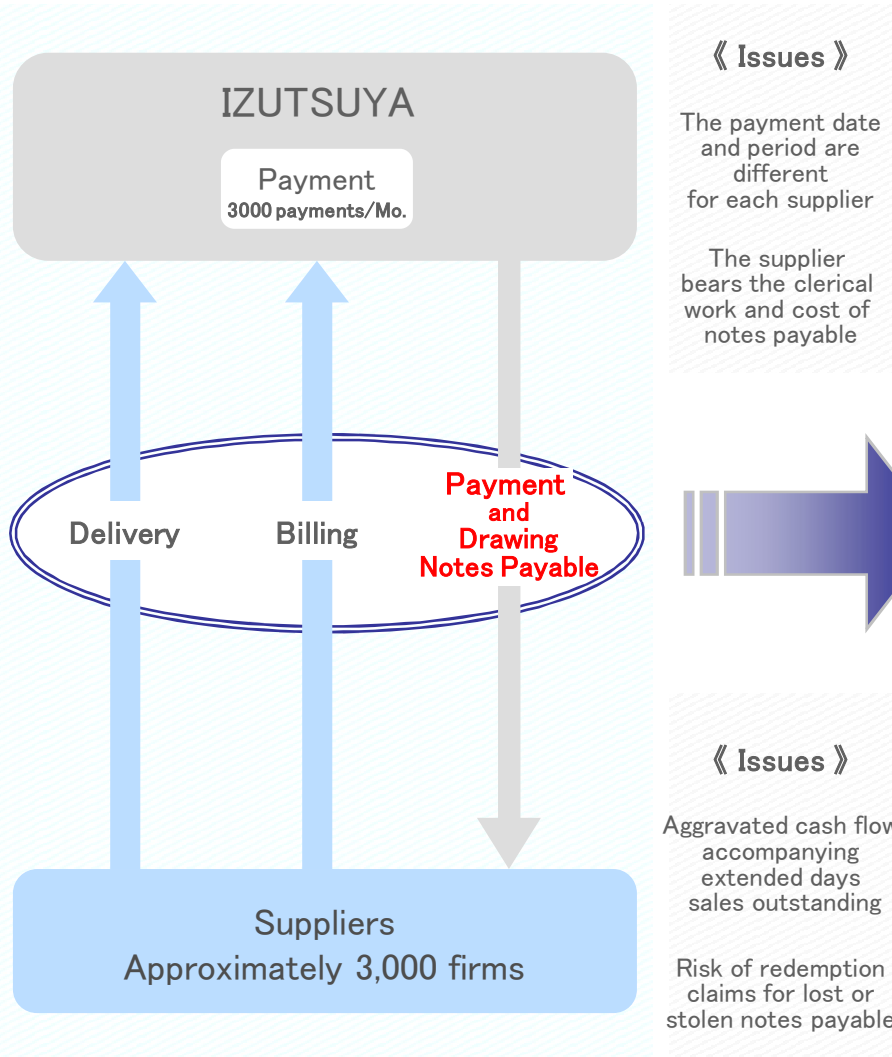
Prior to Service Implementation



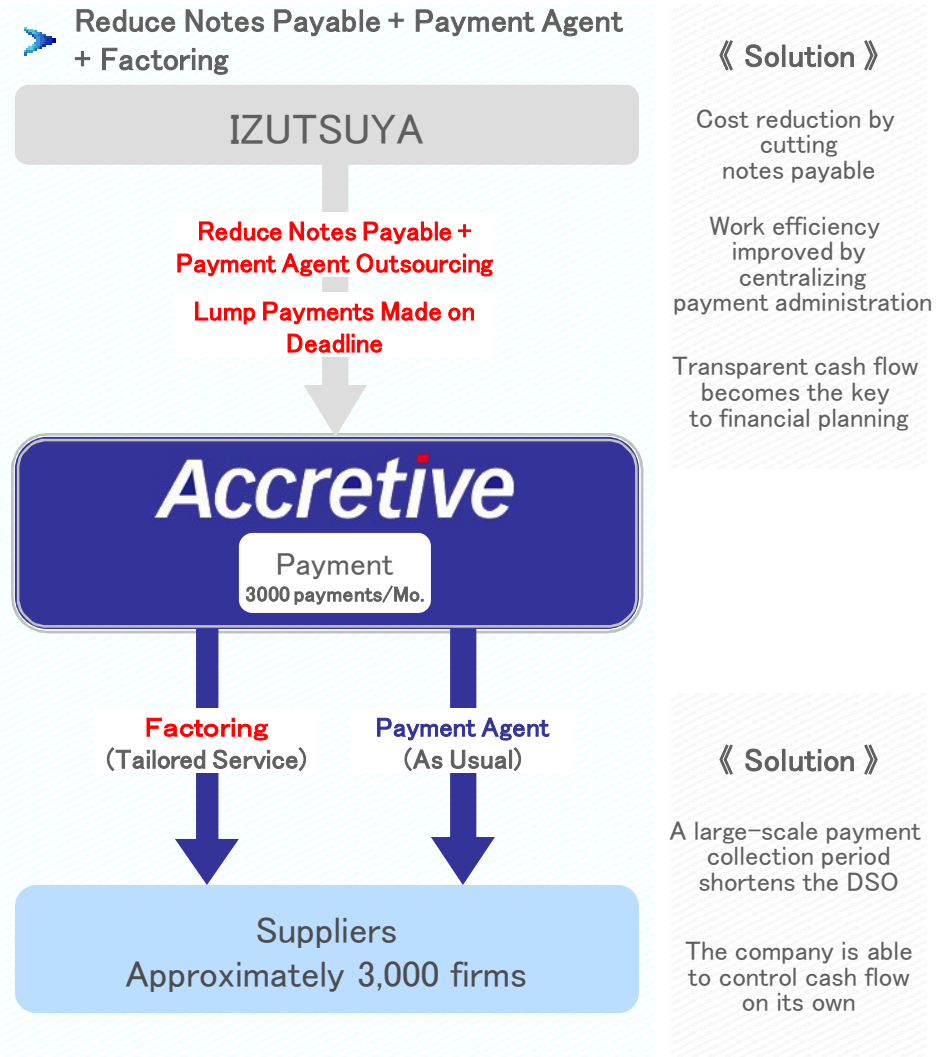
Post Service Implementation



Prior to Service Implementation



Post Service Implementation





## 6. Accretive's Profile

Company Name	Accretive Co., Ltd.
Headquarter	1-28-44 1-28-44 Shinkawa Chuo-ku Tokyo 104-0033 Japan
Established	May 17,1999
Paid-in Capital	1,224 million JPY (as of February 1, 2014)
Number of Shares Issued	43,427,500 (as of February 1, 2014)
Settlement Date	March 31
President & CEO	Takeshi Sugahara
Employees	83 (Part-timers 154)
Main Bank	Mizuho Bank, Sumitomo Mitsui Banking Corporation, Resona Bank etc.
Main Clients	Discount Store, Department Store, Mail Order Sales Company, Supermarket, Manufacturers etc.
Factoring Volume	157,696 million JPY (as of FY ended March, 2014)
Operating Revenue	2,932 million JPY (as of FY ended March, 2014)
Branch	Osaka Office 1-24 Uenomiy-cho, Tennoji-ku, Osaka City, Osaka 543-0037 Japan Motoyawata Office 4-9-1 Minamiyawata Ichikawa City Chiba 272-0023 Japan
Subsidiaries	Medical Payment Corporation Accretive Medical Service Co., Ltd. Store Crews Co., Ltd. Sun Assort Co., Ltd. Accretive (Thailand) Co., Ltd. Accretive Holdings (Thailand) Co., Ltd. Accretive Service (Cambodia) Co., Ltd.



➤ Contact

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