

First Quarter Financial Results for the FY2009 (2008 April June)

AIFUL CORPORATION

http://www.ir-aiful.com

1Q – Results Highlights (Consolidated)



| ¥ billion | 07/06 | 08/06 | yoy % | 09/3 (E) | yoy % |
|---|---------|---------|-------|-------------|-------|
| Operating revenue | 109.9 | 85.0 | -22.6 | 312.0 | -23.1 |
| Operating expenses | 98.1 | 71.7 | -26.9 | 279.1 | -25.4 |
| Operating income | 11.7 | 13.3 | 13.4 | 32.8 | 3.7 |
| Ordinary income | 11.9 | 14.3 | 19.7 | 33.0 | 2.9 |
| Net income | 7.2 | 18.2 | 152.4 | 31.7 | 15.7 |
| | | | | | |
| Total Outstanding * | 2,265.1 | 1,930.9 | -14.8 | 1,784.4 | -10.8 |
| Loans * | 1,891.2 | 1,599.1 | -15.4 | 1,441.5 | -13.5 |
| AIFUL | 1,225.8 | 1,012.1 | -17.4 | 902.5 | -14.8 |
| Shopping receivables of LIFE * | 222.4 | 190.4 | -14.4 | 190.4 | 0.0 |
| Number of loan accounts (thousand) | 3,412 | 2,951 | -13.5 | - | - |
| Number of credit card holders (thousand) | 14,313 | 14,945 | 4.4 | 15,294 | 3.2 |
| Number of new loan customers | 43,156 | 29,990 | -30.5 | 138,468 | 0.6 |

* "Loan" related figures include loan provided to AIFUL, LIFE, and other subsidiaries. "Shopping Receivables" include credit card, installment finance provided by LIFE. Receivables outstanding includes off-balance-sheet receivables



| ¥ billion | Aiful | Life * | Businext | City's | Wide | Tryto | Group |
|--------------------|---------------------|----------------|---------------------------|---------------------------|---------------------|---------------------|-------|
| Business | Consumer Finance | Credit card | Small Business Loan | Small Business Loan | Consumer Finance | Consumer Finance | - |
| Operating revenue | 48.2 | 26.8 | 2.7 | 2.2 | 2.0 | 1.4 | 85.0 |
| Operating expenses | 38.9 | 25.9 | 2.7 | 2.0 | 0.6 | 0.7 | 71.7 |
| Operating income | 9.2 | 0.8 | 0.01 | 0.1 | 1.3 | 0.6 | 13.3 |
| Ordinary income | 11.2 | 0.9 | 0.01 | 0.1 | 1.3 | 0.6 | 14.3 |
| Net income | 18.0 | 0.4 | 0.0 | 0.1 | 1.3 | 0.6 | 18.2 |

* Managed Asset Basis



| ¥ billion | Aiful | Life * | Businext | City's | Wide | Tryto | Group |
|------------------------------|---------------------|-------------|---------------------------|---------------------------|---------------------|---------------------|---------|
| Business | Consumer Finance | Credit card | Small Business Loan | Small Business Loan | Consumer Finance | Consumer Finance | - |
| Receivables Outstanding * | 968.6 | 618.9 | 84.8 | 66.1 | 22.0 | 15.9 | 1,784.4 |
| yoy% | -13.5% | -5.2% | 1.9% | 10.0% | -46.0% | -45.6% | -10.8% |
| Operating revenue | 176.6 | 100.0 | 10.9 | 8.7 | 6.5 | 4.6 | 312.0 |
| yoy% | -24.2% | -17.1% | -3.5% | -10.9% | -53.5% | -50.8% | -23.1% |
| Operating income | 20.8 | 2.9 | 0.08 | 1.4 | 2.8 | 1.3 | 32.8 |
| yoy% | 23.2% | -41.6% | -69.8% | - | -55.4% | 370.1% | 3.7% |
| Ordinary income | 26.0 | 3.0 | 0.08 | 1.4 | 2.8 | 1.3 | 33.0 |
| yoy% | 17.2% | -42.1% | -66.6% | - | -55.7% | 333.4% | 2.9% |
| Net income | 30.9 | 1.4 | 0.02 | 1.4 | 2.8 | 1.2 | 31.7 |
| yoy% | 14.3% | -57.6% | -72.3% | - | -55.4% | 183.5% | 15.7% |

* Managed Asset Basis



| ジアイフル ¥ billion | 07/6 | 08/6 | yoy % | 09/3 (E) | yoy % |
|-----------------------------------|---------|---------|-------|-------------|-------|
| Loans outstanding | 1,225.8 | 1,012.1 | -17.4 | 902.5 | -14.8 |
| Unsecured loan | 940.4 | 785.6 | -16.5 | 708.5 | -13.4 |
| Home equity loan | 259.5 | 208.8 | -19.5 | 180.6 | -18.5 |
| Small business loan | 25.9 | 17.6 | -32.1 | 13.3 | -31.6 |
| Number of accounts (Thousands) | 1,800 | 1,533 | -14.8 | 1,416 | -11.1 |
| Number of new loan customers | 33,048 | 28,633 | -13.4 | 135,000 | 17.1 |
| Number of branches | 1,025 | 1,008 | -17 | 999 | -11 |

| Operating revenue | 64.5 | 48.2 | -25.3 | 176.6 | -24.2 |
|------------------------------|------|------|-------|-------|-------|
| Operating expenses | 60.0 | 38.9 | -35.0 | 155.7 | -27.9 |
| Operating income | 4.5 | 9.2 | 102.4 | 20.8 | 23.2 |
| Ordinary income | 5.9 | 11.2 | 89.4 | 26.0 | 17.2 |
| Net income | 2.3 | 18.0 | 666.1 | 30.9 | 14.3 |
| Cash dividends per share (¥) | - | - | - | 40 | 0.0 |

1Q – Credit Card Subsidiary " LIFE "



| Life CARD (¥billion) | 07/06 | 08/06 | yoy % | 09/3 (E) | yoy % |
|---------------------------------------|--------|--------|-------|-------------|-------|
| Transaction volume | 208.5 | 229.4 | 10.0 | 1,009.9 | 13.7 |
| Credit card purchase | 148.9 | 177.4 | 19.2 | 789.9 | 18.8 |
| Receivable outstanding (Managed) | 703.1 | 642.7 | -8.6 | 618.9 | -5.2 |
| Credit card purchases | 125.1 | 134.9 | 7.8 | 150.8 | 18.1 |
| Installment finance | 97.3 | 55.5 | -42.9 | 39.6 | -36.9 |
| Credit card-cash advance | 230.3 | 219.5 | -4.7 | 219.5 | -1.0 |
| LIFE Cash Plaza | 159.0 | 150.4 | -5.4 | 121.3 | -22.6 |
| Guarantee | 81.2 | 71.5 | -11.9 | 77.9 | 6.1 |
| Number of new issue (Thousands) | 504 | 369 | -26.7 | 1,854 | 0.3 |
| Number of card holders (Thousands) | 14,313 | 14,945 | 4.4 | 15,294 | 3.2 |
| Operating revenue | 30.6 | 26.8 | -12.2 | 100.0 | -17.1 |
| Operating expenses | 27.8 | 25.9 | -6.6 | 97.1 | -16.0 |
| Operating income | 2.7 | 0.8 | -68.5 | 2.9 | -41.6 |
| Ordinary income | 2.8 | 0.9 | -66.7 | 3.0 | -42.1 |
| Net income | 1.7 | 0.4 | -75.6 | 1.4 | -57.6 |

* Managed Asset Basis

1Q - Small Business Loan Subsidiaries "BUSINEXT " and " City s "



| | Middle risk (¥ billion) | 07/06 | 08/06 | yoy % | 09/3 (E) | yoy % |
|---------------|---|---------------------------|---------------------------|--------------------------------------|----------------------------------|--------------------------------|
| | Loans outstanding | 82.0 | 82.3 | 0.3 | 84.8 | 1.9 |
| | Number of accounts (Thousands) | 44 | 43 | -3.7 | 41 | -5.5 |
| | Average interest rate (%) | 14.8 | 14.5 | -0.3 | 14.5 | -0.1 |
| | Operating revenue | 2.8 | 2.7 | -2.6 | 10.9 | -3.5 |
| Eusinext | Ordinary income | -0.1 | 0.01 | - | 0.08 | -66.6 |
| | Net income | -0.09 | 0.0 | - | 0.02 | -72.3 |
| | Small business loan guarantees (AIFUL) | 20.4 | 21.6 | 6.3 | 26.5 | 24.1 |
| | | | | | | |
| | High risk (¥ billion) | 07/06 | 08/06 | yoy % | 09/3 (E) | yoy % |
| | High risk (¥ billion) Loans outstanding | 07/06 56.3 | 08/06 60.8 | yoy % 8.1 | | yoy % 10.0 |
| | | | | | (E) | |
| | Loans outstanding | 56.3 | 60.8 | 8.1 | (E) 66.1 | 10.0 |
| | Loans outstanding Number of accounts (Thousands) | 56.3 29 | 60.8 25 | 8.1 -11.8 | (E) 66.1 23 | 10.0 -10.0 |
| City's | Loans outstanding Number of accounts (Thousands) Average interest rate (%) | 56.3 29 22.9 | 60.8 25 15.8 | 8.1 -11.8 <i>-7.1</i> | (E) 66.1 23 15.5 | 10.0 -10.0 -1.7 |
| Citys | Loans outstanding Number of accounts (Thousands) Average interest rate (%) Operating revenue | 56.3 29 22.9 2.5 | 60.8 25 15.8 2.2 | 8.1 -11.8 <i>-7.1</i> -13.5 | (E) 66.1 23 15.5 8.7 | 10.0 -10.0 -1.7 -10.9 |

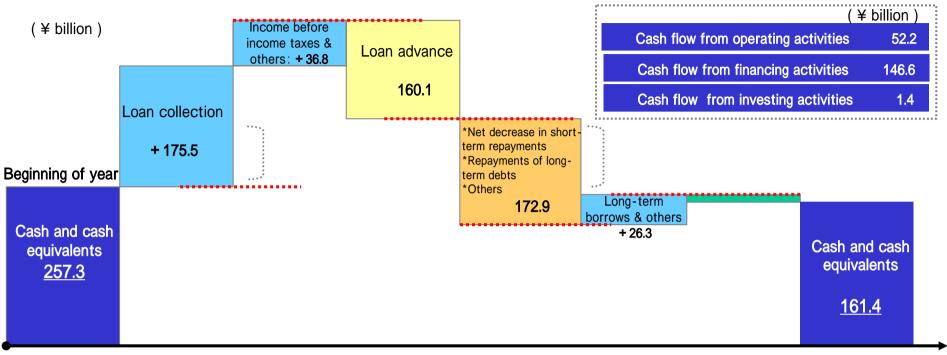


| EFTRYTO (¥billion) | 07/6 | 08/6 | yoy % | 09/3 (E) | yoy % |
|----------------------------------|------|------|-------|-------------|-------|
| Loans outstanding | 50.2 | 25.2 | -49.6 | 15.9 | -45.6 |
| Number of accounts (Thousands) | 133 | 76 | -42.5 | - | - |
| Operating revenue | 2.9 | 1.4 | -52.5 | 4.6 | -50.8 |
| Ordinary income | 0.2 | 0.6 | 149.3 | 1.3 | 333.4 |
| Net income | 0.2 | 0.6 | 133.3 | 1.2 | 183.5 |

| (¥ billion) | 07/6 | 08/6 | yoy % | 09/3 (E) | yoy % |
|--------------------------------|------|------|-------|-------------|-------|
| Loans outstanding | 73.2 | 34.9 | -52.3 | 22.0 | -46.0 |
| Number of accounts (Thousands) | 174 | 100 | -42.3 | - | - |
| Operating revenue | 4.5 | 2.0 | -55.6 | 6.5 | -53.5 |
| Ordinary income | 2.3 | 1.3 | -41.4 | 2.8 | -55.7 |
| Net income | 2.2 | 1.3 | -39.8 | 2.8 | -55.4 |

Consolidated statements of Cash flows



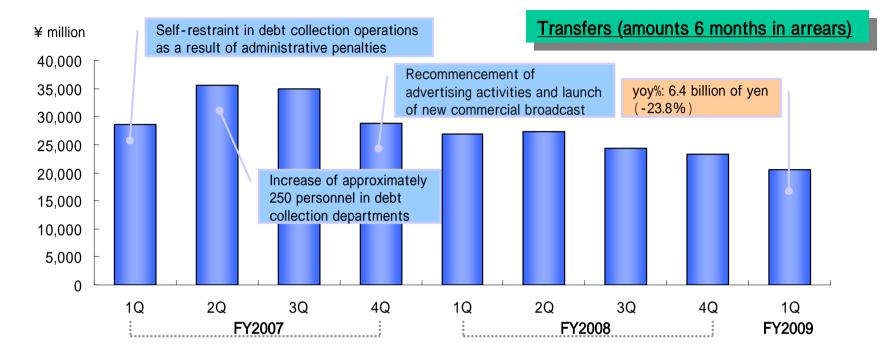


End of 1Q

| Commitment line (As of August, unused) ¥ 100 billion | | | | | | | | |
|--|---------------------|----------------------|-----------------|--|--|--|--|--|
| Long-term borrowings | 1,251.4 | Long-term borrowings | 90.5 | | | | | |
| Total | 1,341.9 | 100.0 | 1.79 | | | | | |
| Direct | 697.6 | 52.0 | 1.40 | | | | | |
| Indirect | 644.3 | 48.0 | 2.21 | | | | | |
| ¥ billion | Amount of borrowing | % | Funding Rate(%) | | | | | |
| Review of funding (Consolidated) | | | | | | | | |

Deview of funding (Concellidated)

1Q - NPL (Non Consolidated)



Bad debts

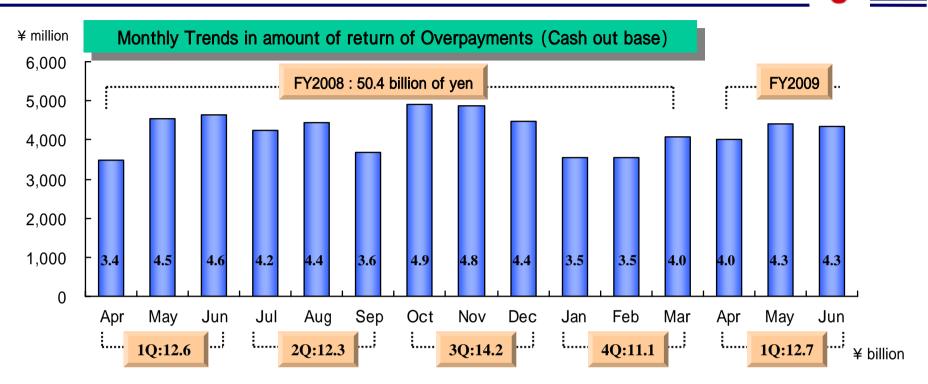
| ¥ billion | Un | secured Lo | ans | С | ther Loans | | ¥ million · % | 07/6 | 08/6 |
|--|-------|------------|--------|-------|------------|-------|------------------|--------|--------|
| ∓ billion | 07/6 | 08/6 | уоу | 07/6 | 08/6 | уоу | Transfer | 26,932 | 20,517 |
| Claims in bankruptcy | 3.9 | 2.7 | - 1. 1 | 34.6 | 42.0 | 7.3 | (5M+Arrearage) | | |
| Loans in arrears | 68.4 | 66.9 | - 1.4 | 70.7 | 75.4 | 4.6 | Transfer (5M + | 0.998 | 0.926 |
| Loans in arrears longer than 3 months | 15.9 | 11.6 | -4.3 | 4.3 | 2.3 | - 1.9 | Arrearage) Ratio | | |
| Loans with adjusted terms | 37.3 | 35.8 | - 1.5 | 1.5 | 1.6 | 0.05 | | | |
| Total | 125.6 | 117.1 | -8.5 | 111.3 | 121.5 | 10.1 | | | |

yoy

-23.8%

-0.072

1Q – Trend of return of overpayment



Reserve for losses on interest repayments (¥ billion)

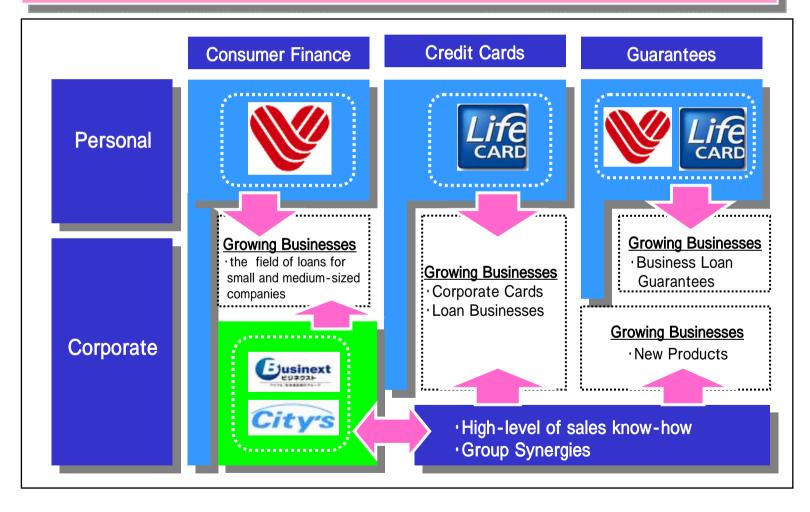
| Consolidated | Return of overpayment | Waiver of principal | Total | Non - Consolidated | Return of overpayment | Waiver of principal | Total |
|---------------------------------------|-----------------------|---------------------|-------|------------------------------------|-----------------------|---------------------|-------|
| Allowance for bad debt (Beginning) | 143.7 | 108.9 | 252.7 | Allowance for bad debt (Beginning) | 99.4 | 93.5 | 192.9 |
| Reversal | 21.5 | 14.1 | 35.6 | Reversal | 13.9 | 11.7 | 25.7 |
| Provisions | 10.0 | 1.9 | 8.1 | Provisions | 4.5 | -4.5 | 0.0 |
| Allowance for bad debt (End) | 132.2 | 92.8 | 225.1 | Allowance for bad debt (End) | 90.0 | 77.1 | 167.2 |

Comprehensive Financial Services Strategy



Group s Business Strategy

Consumer finance business: Seek greater efficiency while emphasizing "selection and concentration".
Expend the small business loan and credit card business and the guarantee business segment, which are growth areas. The future growth sector among these fields will be the corporate finance segment.





- Forward Looking Statements -

The figures contained in this presentation with respect to the plans, strategies and other statements that are not historical facts of AIFUL and the AIFUL Group are forward-looking statements about the future performance of AIFUL and the AIFUL Group which are based on management's assumptions and beliefs in light of the information currently available to it and involve risks and uncertainties. Actual results may differ from those in the forward-looking statements as a result of various facts. Potential risks and uncertainties include, without limitation, general economic conditions in the market in which AIFUL and the AIFUL Group operate business, and changes in the size of the overall market for consumer loans, the rate of default by customers, and the level of interest rates charged by AIFUL and the AIFUL Group. This presentation does not constitute any offer of any securities for sale.