## Financial Results for the Second Quarter Ended Sept. 30, 2008

## AIFUL CORPORATION

## http://www.ir-aiful.com

## - 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 forwardlooking 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.

1. Financial Results Summary

## Financial Highlights for 2Q 2008

| ( $¥$ million ) | Consolidated ( a ) |  |  | Non- Consolidated ( b ) |  |  | a/b |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 07/9 | 08/9 | YOY \% | 07/9 | 08/9 | YOY \% |  |
| Operating revenue | 216,502 | 165,685 | -23.5\% | 125,211 | 94,122 | -24.8\% | 1.8 |
| Operating expenses | 195,433 | 157,723 | -19.3\% | 114,888 | 92,542 | -19.4\% | 1.7 |
| Operating income | 21,068 | 7,962 | -62.2\% | 10,323 | 1,579 | -84.7\% | 5.0 |
| Ordinary income | 21,504 | 9,054 | -57.9\% | 13,163 | 4,739 | -64.0\% | 1.9 |
| Net income | 21,475 | 7,171 | -66.6\% | 18,409 | 7,609 | -58.7\% | 0.9 |

## Estimate for the Fiscal Year March 2009

| ( $¥$ million ) | Consolidated ( a ) |  |  | Non- Consolidated ( b ) |  |  | a/b <br> (E) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/3 | 09/3 (E) | YOY\% | 08/3 | 09/3 (E) | YOY\% |  |
| Operating revenue | 405,784 | 311,140 | -23.3\% | 233,039 | 175,852 | -24.5\% | 1.8 |
| Operating expenses | 374,058 | 299,757 | -19.9\% | 216,081 | 173,275 | -19.8\% | 1.7 |
| Operating income | 31,725 | 11,383 | -64.1\% | 16,957 | 2,576 | -84.8\% | 4.4 |
| Ordinary income | 32,065 | 12,000 | -62.6\% | 22,191 | 8,000 | -64.0\% | 1.5 |
| Net income | 27,434 | 8,599 | -68.7\% | 27,069 | 11,914 | -56.0\% | 0.7 |

PL

| ( $\ddagger$ million ) | Consumer Finance Business |  |  | Credit <br> Card Business | Small Business Loan Business |  | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Aiful | Wide | Tryto | Life * | Businext | City's |  |
| Operating revenue | 94,122 | 3,760 | 2,660 | 52,663 | 5,497 | 4,377 | 165,685 |
| Operating expenses | 92,542 | 3,456 | 1,809 | 50,919 | 4,815 | 3,717 | 157,723 |
| Operating income | 1,579 | 304 | 851 | 1,744 | 682 | 660 | 7,962 |
| Ordinary income | 4,739 | 319 | 887 | 1,871 | 682 | 667 | 9,054 |
| Net income | 7,609 | 597 | 1,085 | 340 | 381 | 122 | 7,171 |

* Managed Asset Basis

BS

| ( ¥ billion ) | Aiful | Wide | Tryto | Life * | Businext | City’s | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Receivable outstanding | $1,042.4$ | 29.9 | 21.9 | 625.3 | 81.5 | 58.8 | $1,870.6$ |
| Asset | $1,393.2$ | 20.9 | 15.2 | 576.6 | $\mathbf{8 0 . 9}$ | 57.1 | $1,862.3$ |
| Liability | $1,066.2$ | 34.3 | 28.7 | 485.0 | 66.1 | 44.4 | $1,533.2$ |
| Shareholder’s equity | 326.9 | -13.4 | -13.5 | 91.5 | 14.7 | 12.7 | 329.1 |

*Receivables outstanding includes off-balance-sheet receivables.

## Financial Results - Summary of Group Company (2)

## Estimate for the Fiscal Year March 2009

| ( $¥$ million ) | Consumer Finance Business |  |  | Credit <br> Card Business | Small Business Loan Business |  | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Aiful | Wide | Tryto | Life * | Businext | City's |  |
| Receivable outstanding | 933,695 | 22,489 | 16,359 | 563,412 | 82,066 | 52,236 | 1,678,188 |
| YOY \% | -16.6\% | -45.0\% | -44.1\% | -13.7\% | -1.4\% | -13.2\% | -16.1\% |
| Operating revenue | 175,852 | 6,391 | 4,689 | 100,313 | 10,794 | 7,893 | 311,140 |
| YOY \% | -24.5\% | -54.6\% | -50.5\% | -16.9\% | -4.9\% | -19.2\% | -23.3\% |
| Operating income | 2,576 | 1,831 | 1,591 | 2,865 | 1,106 | 693 | 11,383 |
| YOY \% | -84.8\% | -70.9\% | 464.9\% | -43.9\% | 280.0\% | - | -64.1\% |
| Ordinary income | 8,000 | 1,846 | 1,627 | 3,000 | 1,106 | 706 | 12,000 |
| YOY \% | -64.0\% | -70.8\% | 433.1\% | -42.1\% | 319.5\% | - | -62.6\% |
| Net income | 11,914 | 1,789 | 1,644 | 980 | 628 | 127 | 8,599 |
| YOY \% | -56.0\% | -71.5\% | 265.9\% | -71.4\% | 693.4\% | - | -68.7\% |

* Managed Asset Basis

| ( $¥$ billion ) | 07/9 | 08/9 | YOY \% | 09/3 (E) | YOY \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Receivable outstanding * | 2,159.9 | 1,870.6 | -13.4\% | 1,678.1 | -16.1\% |
| Loans | 1,810.8 | 1,550.8 | -14.4\% | 1,366.9 | -17.9\% |
| Loans outstanding of Aiful | 1,166.7 | 980.9 | -15.9\% | 872.2 | -17.6\% |
| Shopping receivables of Life | 201.6 | 180.2 | -10.6\% | 174.4 | -8.4\% |
| Number of loan accounts ( thousands) | 3,291 | 2,866 | -12.9\% | - | - |
| Number of credit card holders ( thousands) | 14,541 | 15,016 | 3.3\% | 15,189 | 2.5\% |
| Number of new loan customers ( thousands) | 76 | 64 | -16.6\% | 113 | -17.8\% |

* Managed Asset Basis

| Operating revenue ( $¥$ million ) | 216,502 | 165,685 | $-23.5 \%$ | 311,140 | $-23.3 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating income | 21,068 | 7,962 | $-62.2 \%$ | 11,383 | $-64.1 \%$ |
| Ordinary income | 21,504 | 9,054 | $-57.9 \%$ | 12,000 | $-62.6 \%$ |
| Net income | 21,475 | 7,171 | $-66.6 \%$ | $\mathbf{8 , 5 9 9}$ | $-68.7 \%$ |
| EPS ( $¥$ ) | 151.68 | 42.94 | $-71.7 \%$ | 51.49 | $-73.0 \%$ |
| BPS ( $¥$ ) | $1,887.85$ | $1,936.07$ | $2.6 \%$ | $1,934.81$ | $1.3 \%$ |
| Equity ratio (\%) | $13.3 \%$ | $17.4 \%$ | $4.1 \%$ | $19.5 \%$ | $3.9 \%$ |

*On February 28, 2008, 25,440,000 new shares were issued through allocation of new shares to a third party Italic font: Increase or decrease

| (¥ billion) | 07/9 | 08/9 | YOY \% | 09/3 ( E ) | YOY \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loans outstanding | 1,166.7 | 980.9 | -15.9\% | 872.2 | -17.6\% |
| Unsecured | 894.9 | 764.1 | -14.6\% | 678.6 | -17.0\% |
| Home equity | 248.2 | 200.7 | -19.1\% | 180.0 | -18.8\% |
| Small business | 23.5 | 16.0 | -32.1\% | 13.6 | -30.1\% |
| Customer accounts (thousands) | 1,723 | 1,493 | -13.3\% | 1,379 | -13.4\% |
| New accounts of unsecured | 59,975 | 61,780 | 3.0\% | 109,734 | -4.8\% |
| Loan business branches | 1,019 | 1,005 | -14 | 941 | -69 |


| Operating revenue ( $¥$ million ) | 125,211 | $\mathbf{9 4 , 1 2 2}$ | $-24.8 \%$ | 175,852 | $-24.5 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating income | 10,323 | 1,579 | $-\mathbf{8 4 . 7 \%}$ | 2,576 | $-\mathbf{8 4 . 8 \%}$ |
| Ordinary income | 13,163 | 4,739 | $-64.0 \%$ | $\mathbf{8 , 0 0 0}$ | $-64.0 \%$ |
| Net income | 18,409 | 7,609 | $-58.7 \%$ | 11,914 | $-56.0 \%$ |
| EPS * | 130.03 | 45.56 | $-65.0 \%$ | 71.33 | $-62.1 \%$ |
| BPS * | $1,889.65$ | $1,957.57$ | $3.6 \%$ | $1,973.21$ | $2.3 \%$ |
| Equity ratio (\% ) | $\mathbf{1 7 . 9 \%}$ | $23.5 \%$ | $5.6 \%$ | $25.9 \%$ | $4.9 \%$ |
| Cash dividends per share (¥) | 20.00 | 10.00 | $-50.0 \%$ | 20.00 | $-50.0 \%$ |

[^0]| $\underset{\text { CARE }}{\text { Life }}$ ( $¥$ billion ) | 07/9 | 08/9 | YOY \% | 09/3 ( E ) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Transaction volume | 428.0 | 480.8 | 12.3\% | 983.8 | 10.7\% |
| Credit card shopping | 311.8 | 376.0 | 20.6\% | 792.3 | 19.2\% |
| Receivable outstanding ( Managed ) | 670.8 | 625.3 | -6.8\% | 563.4 | -13.7\% |
| Credit card shopping | 118.1 | 131.7 | 11.5\% | 140.3 | 9.9\% |
| Installment finance | 83.4 | 48.4 | -41.9\% | 34.1 | -45.7\% |
| Credit card | 227.2 | 220.0 | -3.2\% | 193.4 | -12.7\% |
| Loan card | 153.6 | 145.3 | -5.4\% | 118.6 | -24.3\% |
| Guarantee | 78.0 | 68.8 | -11.7\% | 67.0 | -8.7\% |
| Number of new issue ( thousands ) | 995 | 686 | -31.0\% | 1,629 | -11.9\% |
| Number of card holders ( thousands ) | 14,541 | 15,016 | 3.3\% | 15,189 | 2.5\% |

*Receivables outstanding includes off-balance-sheet receivables.

| Operating revenue ( $¥$ million ) | 60,930 | 51,731 | $-\mathbf{1 5 . 1 \%}$ | $\mathbf{9 8 , 3 1 4}$ | $-\mathbf{1 7 . 3 \%}$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating income | 5,021 | 1,744 | $-65.3 \%$ | 2,865 | $-43.9 \%$ |
| Ordinary income | 5,056 | 1,871 | $-63.0 \%$ | $\mathbf{3 , 0 0 0}$ | $-\mathbf{- 4 2 . 1 \%}$ |
| Net income | 5,184 | 340 | $-93.4 \%$ | $\mathbf{9 8 0}$ | $-\mathbf{7 1 . 4 \%}$ |


| Ejusinext ( $\ddagger$ million ) | 07/9 | 08/9 | YOY\% | 09/3 ( E ) | YOY \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loans outstanding | 83,078 | 81,565 | -1.8\% | 82,066 | -1.4\% |
| Customer accounts ( thousands ) | 44 | 42 | -6.0\% | 40 | -9.2\% |
| Average interest rate ( \% ) | 14.8 | 14.3 | -0.5 | 14.1 | -0.5 |
| Operating revenue | 5,694 | 5,497 | -3.5\% | 10,794 | -4.9\% |
| Ordinary income | -266 | 682 | - | 1,106 | 319.5\% |
| Net income | -155 | 381 | - | 628 | 693.4\% |


| City ${ }^{\text {c }}$ ( $\ddagger$ million ) | 07/9 | 08/9 | YOY \% | 09/3 ( E ) | YOY \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loans outstanding | 54,894 | 58,877 | 7.3\% | 52,236 | -13.2\% |
| Customer accounts ( thousands) | 28 | 24 | -12.9\% | 22 | -17.5\% |
| Average interest rate (\%) | 22.2 | 15.2 | -6.9 | 14.5 | -2.7 |
| Operating revenue | 5,022 | 4,377 | -12.8\% | 7,893 | -19.2\% |
| Ordinary income | -1,051 | 667 | - | 706 | - |
| Net income | -1,318 | 122 | - | 127 | - |

* Italic font: increase or decrease

| ¢TTRYTO ( $¥$ million ) | 07/9 | 08/9 | YOY \% | 09/3 ( E ) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loans outstanding | 45,666 | 21,943 | -51.9\% | 16,359 | -44.1\% |
| Customer accounts ( thousands) | 122 | 69 | -43.2\% | - | - |
| Operating revenue | 5,675 | 2,660 | -53.1\% | 4,689 | -50.5\% |
| Ordinary income | 338 | 887 | 162.4\% | 1,627 | 433.1\% |
| Net income | 518 | 1,085 | 109.4\% | 1,644 | 265.9\% |


| $\sqrt{\text { IVE }}$ ( $\ddagger$ million $)$ | 07/9 | 08/9 | YOY \% | 09/3 ( E ) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loans outstanding | 66,294 | 29,945 | -54.8\% | 22,489 | -45.0\% |
| Customer accounts ( thousands) | 161 | 91 | -43.4\% | - | - |
| Operating revenue | 8,539 | 3,760 | -56.0\% | 6,391 | -54.6\% |
| Ordinary income | 4,234 | 319 | -92.5\% | 1,846 | -70.8\% |
| Net income | 4,216 | 597 | -85.8\% | 1,789 | -71.5\% |

Interest Repayments on Non-Consolidated Basis Cash out basis)


## -Allowances Regarding to Interest Repayments ( $¥$ million )

| Consolidated | Interest <br> repayment | Waiver of <br> principal | Total |
| :--- | ---: | ---: | ---: |
| Allowance at the end of the <br> previous fiscal year | 143,750 | 108,973 | 252,723 |
| Reversal ※1 | 39,088 | 29,350 | 68,438 |
| Provisions ※2 | 42,911 | 5,400 | 48,311 |
| Allowance at end of the <br> second quarter | 147,573 | 85,023 | 232,596 |
| Allowance at the end of the <br> fiscal year (E) | 109,341 | 56,138 | 165,480 |

※1 Reserve for losses on interest repayments at subsidiary LIFE Co., Ltd., includes reserve for waiver of claims accompanying demands for interest repayments. As a result, consolidated interest repayments includes 4.5 billion yen in waiver of claims from LIFE.

| Non-Consolidated | Interest <br> repayment | Waiver of <br> principal | Total |
| :--- | ---: | ---: | ---: |
| Allowance at the end of the <br> previous fiscal year | 99,467 | 93,504 | 192,971 |
| Reversal | 25,020 | 24,669 | 49,690 |
| Provisions ※2 | 30,745 | 1,589 | 32,334 |
| Allowance at end of the <br> second quarter | $\mathbf{1 0 5 , 1 9 1}$ | 70,423 | 175,615 |
| Allowance at the end of the <br> fiscal year (E) | 79,992 | 47,747 | 127,739 |

$※ 2$ Transfer to reserve for losses on interest repayments is the amount shown on the statement of income.


| Stock base | $07 / 3(6 \mathrm{M})$ | $07 / 9(6 \mathrm{M})$ | $08 / 3(6 \mathrm{M})$ | $08 / 9(6 \mathrm{M})$ | YOY\% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Transfer (5M+Arrearage) ratio | $1.092 \%$ | $1.033 \%$ | $1.007 \%$ | $0.923 \%$ | -0.110 |
| Transfer (5M+Arrearage) | 63,712 | 54,217 | 47,650 | 40,202 | $-25.8 \%$ |

* Transfer ratio $=$ Transfer (5M+Arrear) / Unsecured loans outstanding (Branch’s) Italic font = Increase or decrease
* $5 \mathrm{M}+$ Arrearage loans are transferred to loan collecting center.


## Trends of Credit Cost

## Change in Write-off Ratio

|  | $06 / 3$ | $07 / 3$ | $08 / 3$ | $08 / 9$ | $09 / 3(E)$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated $*$ | $5.89 \%$ | $9.05 \%$ | $12.26 \%$ | $5.02 \%$ | $11.77 \%$ |
| Non- consolidated | $6.50 \%$ | $10.67 \%$ | $15.13 \%$ | $6.65 \%$ | $14.19 \%$ |

* Included installment receivable and guarantee outstanding
- Trends of Credit Cost Quarter Basis)


| ( $¥$ million ) | $07 / 9$ | $08 / 3$ | $08 / 9$ | YOY | $09 / 3(\mathrm{E})$ | YOY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest repayments | 25,148 | 50,424 | 25,020 | -127 | 50,220 | -205 |
| Waiver of principal due to <br> interest repayments | 27,848 | 55,521 | 24,669 | $-3,179$ | 47,347 | $-8,174$ |
| Other bad debt charge-offs | 55,007 | 95,713 | 37,379 | $-17,628$ | 68,312 | $-27,401$ |

## Trends of NPL ( Non-consolidated)




Beginning of year
At the end of the second quarter
Review of funding ( Consolidated)

| $¥$ billion | Amount of borrowing | Share | Funding Rate |
| :---: | :---: | :---: | :---: |
| Indirect | 600.8 | $46.5 \%$ | $2.30 \%$ |
| Direct | 690.1 | $53.5 \%$ | $1.50 \%$ |
| Total | $1,291.0$ | $100.0 \%$ | $1.87 \%$ |
| Long-term | $1,169.6$ | Short-term | 121.3 |
| Commitment line etc. Unused) |  | 100 (70) |  |

## 3. Business strategy


*The amounts of the reductions in personnel expenses, advertising expenses and other operating expenses are calculated based on the comparison of projections for


Closure of 1,500 branches across the entire Group \$taffed outlets: 463, Unstaffed outlets1,037)

Closure of 841 branches across the entire Group \$taffed outlets: 247, Unstaffed outlets 594)
the year ended March 2007 (as of when the reform plan was announced) and projections for the current year.


Promotion of further cost structure reforms across the Group to achieve cost cuts of 54.1 billion yen on the consolidated basis and 31.3 billion yen on the non-consolidated basis this fiscal year (fiscal year base) with the aim of creating a structure that can ensure ROA of at least $1.5 \%$ in the future


## Maintain <br> 1.5\% or greater ROA

## 4. Financial Results of LIFE

| ( ¥ million ) | 07/9 | 08/3 | 08/9 |  | 09/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | YOY \% | (E) | YOY \% |
| Number of cardholders *1 | 14,541 | 14,819 | 15,016 | 3.3\% | 15,189 | 2.5\% |
| Life proper card | 2,009 | 2,071 | 2,134 | 6.2\% | 2,206 | 6.5\% |
| Affinity cards | 12,532 | 12,748 | 12,881 | 2.8\% | 12,983 | 1.8\% |
| Number of new issue *1 | 995 | 1,849 | 686 | -31.1\% | 1,629 | -11.9\% |
| Life proper card | 102 | 217 | 112 | 9.8\% | 256 | 18.0\% |
| Affinity cards | 892 | 1,631 | 573 | -35.8\% | 1,373 | -15.8\% |
| Total receivable outstanding *2 | 670,800 | 653,045 | 625,355 | -6.8\% | 563,412 | -13.7\% |
| Installment receivable | 201,634 | 190,485 | 180,244 | -10.6\% | 174,411 | -8.4\% |
| Loans | 382,634 | 380,191 | 367,013 | -4.1\% | 313,604 | -17.5\% |
| Guarantee | 78,037 | 73,486 | 68,880 | -11.7\% | 67,056 | -8.7\% |
| Other | 8,493 | 8,882 | 9,217 | 8.5\% | 8,341 | -6.1\% |
| Credit card purchase results | 421,863 | 877,126 | 475,834 | 12.8\% | 976,114 | 11.3\% |
| Credit card shopping | 311,820 | 664,791 | 376,048 | 20.6\% | 792,316 | 19.2\% |
| Credit card cashing | 110,043 | 212,335 | 99,786 | -9.3\% | 183,797 | -13.4\% |
| Installment finance purchase results | 6,213 | 11,341 | 5,034 | -19.0\% | 7,729 | -31.8\% |
| Member stores | 103,790 | 104,884 | 105,908 | 2.0\% | - | - |

$\qquad$


Monthly activity rate

| (\%) | $07 / 3$ | $07 / 9$ | $08 / 3$ | $08 / 9$ | YOY | $09 / 3(\mathrm{E})$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Credit card shopping | 11.13 | 11.35 | 12.08 | 12.67 | +1.32 | 13.53 |
| Credit card cashing | 2.30 | 2.08 | 1.84 | 1.82 | -0.26 | 1.49 |
| All | 12.81 | 12.84 | 13.37 | 13.92 | +1.07 | 14.93 |

* Italic font: Increase or decrease

| ( $\ddagger$ million ) | 07/9 | 08/3 | 08/9 | YOY \% | 09/3 F) | YOY \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 61,867 | 120,667 | 52,663 | -14.9\% | 100,313 | -16.9\% |
| Credit card shopping | 7,326 | 15,547 | 8,794 | 20.0\% | 18,591 | 19.6\% |
| Installment finance | 4,011 | 6,962 | 2,197 | -45.2\% | 4,083 | -41.4\% |
| Credit card cashing | 27,031 | 51,191 | 21,165 | -21.7\% | 38,641 | -24.5\% |
| Life cash plaza | 17,869 | 35,077 | 14,622 | -18.2\% | 27,095 | -22.8\% |
| Loan guarantees | 1,949 | 3,809 | 1,753 | -10.0\% | 3,424 | -10.1\% |
| Bad debt recovery | 694 | 1,267 | 1,074 | 54.8\% | 3,026 | 138.8\% |
| Other | 2,984 | 6,811 | 3,054 | 2.3\% | 5,454 | -19.9\% |
| Operating expenses | 56,846 | 115,561 | 50,919 | -10.4\% | 97,448 | -15.7\% |
| Financial expenses | 4,591 | 9,108 | 4,570 | -0.5\% | 9,402 | 3.2\% |
| Credit costs | 22,959 | 44,512 | 15,763 | -31.3\% | 29,004 | -34.8\% |
| Return of overpayment cost | 2,142 | 8,125 | 5,230 | 144.1\% | 4,599 | -43.4\% |
| Advertising expenses | 1,023 | 1,703 | 764 | -25.3\% | 1,244 | -27.0\% |
| Salaries | 7,356 | 14,322 | 6,925 | -5.9\% | 13,423 | -6.3\% |
| Other | 18,771 | 37,788 | 17,664 | -5.9\% | 39,775 | 5.3\% |
| Operating income | 5,021 | 5,106 | 1,744 | -65.3\% | 2,865 | -43.9\% |
| Ordinary income | 5,056 | 5,183 | 1,871 | -63.0\% | 3,000 | -42.1\% |
| Net income | 5,184 | 3,427 | 340 | -93.4\% | 980 | -71.4\% |

[^1]| ( ( million ) | 07/9 | 08/3 | 08/9 |  | 09/3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | YOY \% | (E) | YOY\% |
| Bad debt charge-offs | 28,048 | 48,275 | 12,617 | -55.0\% | 45,048 | -6.7\% |
| Main business *1 | 27,667 | 47,219 | 12,190 | -55.9\% | 44,046 | -6.7\% |
| Credit card | 12,574 | 22,480 | 6,172 | -50.9\% | 21,098 | -6.1\% |
| Installment sales finance | 3,129 | 4,026 | 344 | -89.0\% | 2,632 | -34.6\% |
| Loan card *2 | 10,741 | 18,814 | 5,172 | -51.8\% | 18,121 | -3.7\% |
| Other | 381 | 1,055 | 426 | 11.8\% | 1,002 | -5.0\% |
| Ratio of bad debt charge-offs \% )*3 | 4.18 | 7.39 | 2.02 | -2.16 | 8.00 | 0.60 |
| Credit card | 3.64 | 6.43 | 1.75 | -1.89 | 6.32 | -0.11 |
| Installment sales finance | 3.75 | 6.41 | 0.71 | -3.04 | 7.72 | 1.31 |
| LCP | 6.99 | 12.01 | 3.56 | -3.43 | 15.27 | 3.26 |
| Ratio of allowance for bad debts (\%) | 7.06 | 7.26 | 8.21 | 1.15 | 6.46 | -0.81 |

*1 Main business: Credit card shopping, Installment finance, Loan guarantees and Life cash plaza (Unsecured consumer loans).
*2 Unsecured consumer loans
*3 Effective from the fiscal year ending March 2009, the company has changed the method of calculating deemed write-offs and the allowance for bad debts. As a result, only receivables that fulfil the criteria for bad debt write-offs will be recorded as the amount written off, and an amount equivalent to receivables that are expected to be collected by the end of the period will be recorded.

* Italic font: Increase or decrease


## 5. Explanation of Figures

| ( ${ }_{\text {m }}$ million ) | 08/9 | YOY | YOY \% | Reason for increase / decrease ( $¥$ billion ) | 09/3 E) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 165,685 | -50,816 | -23.5\% | Tightening of credit results in receivables outstanding and marketing of low-interest products. | 311,140 |
| Interest income | 141,375 | -49,970 | -26.1\% |  | 262,259 |
| [AIFUL | 89,302 | -31,607 | -26.1\% | Unsecured: ¥75.8 billion (down $¥ 26.3$ billion), Secured: $¥ 11.8$ billion (down $¥ 4.2$ billion), Small business: $¥ 1.5$ (lown $¥ 1.0$ ) | 166,737 |
| [LIFE | 35,660 | -8,722 | -19.7\% | Credit card cash advances: $¥ 20.9$ billion (down $¥ 5.7$ billion), Loan card: $¥ 14.5$ billion (down $¥ 3.0$ billion) | 65,519 |
| [BUSINEXT | 5,450 | -217 | -3.8\% | Balance of loans down $1.8 \%$. Lending curbed in view of recent business sentiment at small and medium-size enterprises. | 10,704 |
| [City's | 4,168 | -785 | -15.8\% | The balance of loans grew by $7.3 \%$ but the average nominal interest rate declined. | 7,578 |
| -WIDE | 3,568 | -4,840 | -57.5\% | Balance of loans contracting with scheduled reorganization within Group. | 6,046 |
| [TRYTO | 2,531 | -3,042 | -54.5\% |  | 4,479 |
| [Others | 691 | -757 | -52.2\% |  | 1,198 |
| Credit card purchases | 8,112 | +1,001 | +14.1\% | LIFE credit card shopping purchases up 20\%. | 17,216 |
| Installment finance | 2,219 | -1,715 | -43.6\% | Ongoing implementation of tightened member store screening. | 3,869 |
| Loan guarantees | 4,087 | -261 | -6.0\% | AIFUL: $¥ 2.3$ billion (lown $¥ 0.06$ billion) LIFE $¥ 1.7$ billion down $¥ 1.9$ billion) | 8,099 |
| Other income | 9,519 | -4 | -0.0\% |  | 19,175 |
| Bad debt recovery | 3,447 | +1,073 | +45.2\% | AIFUL: $¥ 1.9$ billion 4 (p $¥ 0.5$ billion ), LIFE: $¥ 1.0$ billion $4(p ¥ 0.3$ billion) | 7,368 |
| Revenue from debt collection | 2,543 | -855 | -25.2\% | Due to increase in claims purchased at AsTry Loan Services | 5,762 |

## Breakdown of consolidated operating expenses

| Item <br> (※ million ) | 08/9 | YOY | $\begin{gathered} \text { YOY } \\ \% \end{gathered}$ | Reason for increase / decrease ( $¥$ billion ) | $09 / 3$ <br> (E) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Expenses | 157,723 | -37,710 | -19.3\% | Decline in credit costs as a result of tightening up on credit | 299,757 |
| Financial Expenses | 14,010 | -2,975 | -17.5\% | Decline due to fall in balance of fund procurement accompanying drop in balance of operating receivables. | 27,526 |
| Cost of Claims Purchasing | 1,850 | -751 | -28.8\% | Accompanying fall in collection of purchased receivables. | 4,060 |
| Credit Costs | 37,521 | -35,671 | -48.7\% | AIFUL: down ¥21.2 billion, LIFE: down ¥9.8 billion | 96,056 |
| Return of interest repayments | 42,911 | +6,950 | +19.3\% | AIFUL: up $¥ 3.8$ billion, LIFE: up $¥ 5.7$ billion, Tryto: down $¥ 2.9$ billion | 41,321 |
| Advertising Expenses | 4,374 | +449 | +11.4\% | AIFUL: up $¥ 0.4$ billion | 7,473 |
| Personnel Expenses | 21,387 | -1,598 | -7.0\% | Due to personnel cuts accompanying cost structure reforms. | 42,165 |
| Other expenses | 35,168 | -4,059 | -10.3\% | Chiefly reductions in various costs accompanying progress of cost structure reforms. | 80,187 |
| Communications | 10,479 | -1,384 | -11.6\% | AIFUL: down $¥ 0.4$ billion, LIFE: down $¥ 0.8$ billion. <br> Reductions include security fees and system-related expenses. | - |
|  <br> Land Rent | 5,052 | -1,420 | -21.9\% | AIFUL: down $¥ 0.7$ billion, LIFW: down $¥ 0.3$ billion, WIDE: down $¥ 0.1$ billion. Reduction in rents fees due to outlet closures accompanying cost structure reforms. | - |
| Supplies, Repair and Maintenance | 3,384 | -362 | -9.6\% | AIFUL: down $¥ 0.1$ billion, LIFE: down $¥ 0.1$ billion. Reduction resulted from a cut in the number of branches and measures to reduce costs. | - |
| Communications | 3,624 | -398 | -9.9\% | AIFUL: down $¥ 0.1$ billion, LIFE: down $¥ 0.1$ billion | - |
| Depreciation | 5,652 | -60 | -1.0\% |  | - |
| Operating Income | 7,962 | -13,106 | -62.2\% | For the reasons outlined above. | 11,383 |


| Item ( ( million) | 08/9 | 09/3 <br> ( E ) | Reason for increase / decrease ( ¥ billion ) |
| :---: | :---: | :---: | :---: |
| Ordinary Income | 9,054 | 12,000 |  |
| Extraordinary Income | 109 | 215 |  |
| Extraordinary Losses | 1,902 | 2,749 | Results were due to losses on disposal of fixed assets and a transfer to an allowance for business reorganization. |
| Pre-tax Net Income | 7,261 | 9,465 |  |
| Corporate Income Tax, Inhabitant Tax, Enterprise Tax | -6,569 | -6,646 | AIFUL(2Q): Corporation tax refunds in the previous fiscal year $¥ 7.1$ billion. |
| Adjustment for Corporate Income Tax, etc. | 6,503 | 7,216 | A portion of deferred tax assets are liquidated $¥ 5.4$ billion |
| Minority interests in net income | 156 | 296 |  |
| Net Income | 7,171 | 8,599 | For the reasons outlined above. |

## Breakdown of consolidated forecast Previous vs Revised (On-balance)

| (\# million ) | 09/3 (E) <br> Previous | 09/3 (E) <br> Revised | YOY | Reason for increase / decrease |
| :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 312,039 | 311,140 | -899 | Tightening of credit results in receivables outstanding and marketing of low-interest products. |
| Interest income | 261,140 | 262,259 | +1,119 | Revised forecast: AIFUL $¥ 166.7$ billion down $¥ 0.7$ billion), LIFE $¥ 65.5$ billion (ip $¥ 2.6$ billion), Other subsidiaries $¥ 30.0$ billion down $¥ 0.8$ billion) |
| Credit card purchases | 17,653 | 17,216 | -437 | Credit card shopping purchases reviewed conservatively. |
| Installment finance | 3,738 | 3,869 | +131 | The impact from more stringent screening of member stores is reviewed on a current basis. |
| Loan guarantees | 8,594 | 8,099 | -495 | AIFUL: down ¥0.1 billion, LIFE: down ¥0.3 billion |
| Other income | 19,721 | 19,175 | -546 |  |
| Revenue from debt collection | 6,635 | 5,762 | -873 | Due to revised forecast |
| Bad debt recovery | 5,753 | 7,368 | +1,615 | AIFUL: up $¥ 0.2$ billion, LIFE: up $¥ 1.2$ billion |
| Operating expenses | 279,147 | 299,757 | +20,610 |  |
| Financial expenses | 31,538 | 27,526 | -4,012 | Decline due to fall in borrowings accompanying falling balance of operating loans, despite anticipated rising interest rates |
| Other Operating expenses | 242,225 | 268,057 | +25,832 |  |
| Credit costs | 110,176 | 96,056 | -14,120 | AIFUL: down $¥ 6.8$ billion, LIFE: down $¥ 6.1$ billion. Due to decline in write-offs of bad debt. |
| Return of interest repayments expenses | 99 | 41,321 | +41,222 | Transfers to an interest repayment reserve were increased in view of the current peak level of interest repayments. Revised forecast AIFUL: ¥30.7 billion, LIFE: $¥ 7.4$ billion. |
| Advertising Expenses | 8,067 | 7,473 | -594 | AIFUL: down ¥0.4 billion |
| Personnel Expenses | 43,583 | 42,165 | -1,418 | Due to personnel cuts accompanying cost structure reforms. |
| Amortization of Goodwill | 855 | 855 | 0 | LIFE: $¥ 0.8$ billion, City’s: $¥ 0.2$ billion, NFP: down $¥ 0.2$ billion |
| Others | 79,445 | 80,187 | +742 |  |

## Breakdown of consolidated forecast Previous vs Revised (On- balance)

| Item ( $¥$ million ) | $09 / 3 \text { (E) }$ <br> Previous | 09/3 (E) <br> Revised | YOY | Reason for increase / decrease ( $¥$ billion ) |
| :---: | :---: | :---: | :---: | :---: |
| Operating income | 32,892 | 11,383 | -21,509 |  |
| Non-operating income | 150 | 1,220 | +1,070 | Results were due to corporation tax refunds in the previous fiscal year and an increase in dividends received. |
| Non-operating expenses | 41 | 603 | +562 | Due to loss on investment association fund management. |
| Ordinary Income | 33,000 | 12,000 | -21,000 |  |
| Extraordinary Income | 7 | 215 | +208 | Results were due to the purchase and retirement of bonds. |
| Extraordinary Losses | 872 | 2,749 | +1,877 | Loss on disposal of fixed assets, Transfer to business structure improvement reserve. |
| Pre-tax Net Income | 32,135 | 9,465 | -22,670 |  |
| Corporate Income Tax, Inhabitant Tax, Enterprise Tax | 626 | -6,646 | -6,020 | Primarily due to refund of prior-year corporation tax |
| Adjustment for Corporate Income Tax, etc. | -307 | 7,216 | +7,523 | Due to a portion of deferred tax assets are liquidated |
| Net Income | 31,730 | 8,599 | -23,131 | For the reasons outlined above |


[^0]:    *On February $28,2008,25,440,000$ new shares were issued through allocation of new shares to a third party. Italic font: Increase or decrease

[^1]:    * Managed asset basis

