## Financial Results for Fiscal 2009

## 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 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.

May 13, 2009
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1. Financial Results Summary

Financial Results I - Summary (1)

- Profit \& Loss

| ( $¥$ million ) | Consolidated |  |  | Non- Consolidated |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/3 | 09/3 | YOY\% | 08/3 | 09/3 | YOY\% |
| Operating revenue | 405,784 | 312,241 | -23.1\% | 233,039 | 177,216 | -24.0\% |
| Operating expenses | 374,058 | 304,799 | -18.5\% | 216,081 | 180,022 | -16.7\% |
| Operating income | 31,725 | 7,441 | -76.5\% | 16,957 | -2,805 | - |
| Ordinary income | 32,065 | 8,608 | -73.2\% | 22,191 | 2,807 | -87.3\% |
| Net income | 27,434 | 4,247 | -84.5\% | 27,069 | 9,657 | -64.3\% |

Business indicators for Fiscal year 2009

| ( $¥$ million ) | Consolidated |  |  | Non- Consolidated |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/3 | 09/3 | YOY\% | 08/3 | 09/3 | YOY\% |
| Total Receivable Outstanding | 1,999,414 | 1,636,320 | -18.2\% | 1,119,755 | 901,734 | -19.5\% |
| Loans Outstanding | 1,665,682 | 1,334,196 | -19.9\% | 1,058,879 | 842,786 | -20.4\% |
| Number of Loan Accounts | 3,067 | 2,629 | -14.3\% | 1,593 | 1,350 | -15.2\% |
| Unsecured Loan Accounts | 2,911 | 2,498 | -14.2\% | 1,508 | 1,280 | -15.1\% |
| New Unsecured Accounts | 137 | 89 | -34.7\% | 115 | 87 | -24.4\% |
| Non-Consolidated Average Yield \%) |  |  |  | 19.1\% | 17.6\% | -1.5\% |
| Unsecured loan leading rate (less 18\% share) |  |  |  | 31.1\% | 45.8\% | 14.7\% |

- Profit \& Loss (Group company)

| ( $¥$ million ) | Consumer Finance Business |  |  | Credit Card Business | Small Business Loan Business |  | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Aiful | Wide | Tryto | Life * | Businext | City's |  |
| Operating revenue | 177,216 | 6,486 | 4,677 | 100,355 | 10,528 | 7,939 | 312,241 |
| Operating expenses | 180,022 | 5,703 | 3,858 | 97,907 | 9,708 | 7,402 | 304,799 |
| Operating income | -2,805 | 783 | 819 | 2,448 | 820 | 537 | 7,441 |
| Ordinary income | 2,807 | 817 | 892 | 2,644 | 828 | 555 | 8,608 |
| Net income | 9,657 | 1,607 | 1,640 | 217 | 420 | -1,398 | 4,247 |

* Managed Asset Basis
- Balance Sheet (Group company)

| (¥billion ) | Aiful | Wide | Tryto | Life * | Businext | City's | Consolidated |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Receivable <br> outstanding | 901.7 | 21.6 | 16.5 | 570.6 | 74.7 | 46.4 | $1,636.3$ |
| Asset | $1,241.7$ | 16.1 | 12.5 | 520.3 | 74.9 | 45.9 | $1,644.7$ |
| Liability | 845.5 | 28.5 | 25.5 | 428.9 | 60.1 | 34.7 | $1,251.4$ |
| Shareholder's equity | 396.2 | -12.3 | -13.0 | 91.4 | 14.8 | 11.2 | 393.3 |

*Receivables outstanding includes off-balance-sheet receivables.

Operating Expenses

| ( $¥$ million ) | Consolidated |  |  | Non-Consolidated |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $08 / 3$ | $09 / 3$ | YOY\% | $08 / 3$ | $09 / 3$ | YOY\% |
| Operating Expenses | 374,058 | 304,799 | $-18.5 \%$ | 216,081 | 180,022 | $-16.7 \%$ |
| Financial Expenses | 33,292 | 26,917 | $-19.1 \%$ | 25,355 | 19,771 | $-22.0 \%$ |
| Credit Cost | 155,844 | 99,245 | $-36.3 \%$ | 103,071 | 65,310 | $-36.6 \%$ |
| Return of overpayment Cost | 49,818 | 58,315 | $17.1 \%$ | 26,935 | 39,877 | $48.0 \%$ |
| Other Operating Expenses | 135,102 | 120,321 | $-10.9 \%$ | 60,718 | 55,062 | $-9.3 \%$ |
| Advertising Expenses | 7,429 | 6,714 | $-9.6 \%$ | 4,142 | 3,815 | $-7.9 \%$ |
| Salaries | 44,470 | 39,424 | $-11.3 \%$ | 23,335 | 21,075 | $-9.7 \%$ |
| Other | 83,202 | 74,182 | $-10.8 \%$ | 33,241 | 30,171 | $-9.2 \%$ |

Allowances Related to Interest Repayments Consolidated

| ( $¥$ million ) | Interest <br> repayment | Waiver of <br> principal | Total |
| :--- | ---: | ---: | ---: |
| Allowance at the end of the <br> previous fiscal year | 146,479 | 107,596 | 254,075 |
| Reversal | 80,629 | 60,912 | 141,541 |
| Provisions | 58,315 | 41,805 | 100,120 |
| Allowance at end of the fiscal <br> year | 124,164 | 88,490 | 212,654 |

Non-Consolidated

| Interest <br> repayment | Waiver of <br> principal | Total |
| ---: | ---: | ---: |
| 99,467 | 93,504 | 192,971 |
| 55,025 | 52,906 | 107,932 |
| 39,877 | 38,554 | 78,431 |
| 84,318 | 79,151 | 163,470 |

※ 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 7.7 billion yen in waiver of claims from LIFE.

| ¥ Million | Consolidated |  |  | Non-Conslidated |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 09/3 | 10/3 F) | YOY\% | 09/3 | 10/3 F) | YOY\% |
| Operating Revenue | 312,241 | 226,382 | -27.5\% | 177,216 | 125,928 | -28.9\% |
| Interest Income | 263,797 | 178,939 | -32.2\% | 167,415 | 114,431 | -31.6\% |
| Operating Expenses | 304,799 | 215,749 | -29.2\% | 180,022 | 122,912 | -31.7\% |
| Financial Expenses | 26,917 | 22,526 | -16.3\% | 19,771 | 17,150 | -13.3\% |
| Credit Cost | 99,245 | 82,586 | -16.8\% | 65,310 | 57,049 | -12.6\% |
| Return of Overpayment Cost | 58,315 | 7,598 | -87.0\% | 39,877 | - | - |
| Other Operating Expenses | 120,321 | 103,039 | -14.4\% | 55,062 | 48,714 | -11.5\% |
| Operating Income | 7,441 | 10,633 | 42.9\% | -2,805 | 3,015 | - |
| Ordinary Income | 8,608 | 10,677 | 24.0\% | 2,807 | 8,200 | 192.1\% |
| Net Income | 4,247 | 8,115 | 91.1\% | 9,657 | 8,033 | -16.8\% |
|  |  |  |  |  |  |  |
| Loans Outstanding | $\begin{array}{r} 1,334,19 \\ 6 \end{array}$ | 977,119 | -26.8\% | 842,786 | 582,168 | -30.9\% |
| EPS | 24.77 | 34.07 | 37.5\% | 56.31 | 33.72 | -40.1\% |
| BPS | 1,626.89 | 1,650.96 | 1.5\% | 1,663.24 | 1,687.70 | 1.5\% |
| Equity Ratio \%) | 23.6\% | 29.6\% | 6.0\% | 31.9\% | 41.1\% | 9.2\% |

Italic font: Increase or decrease

| ( $¥$ million ) | Consumer Finance Business |  |  | Credit <br> Card Business | Small Business Loan Business |  | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Aiful | Wide | Tryto | Life * | Busine xt | City's |  |
| Receivable outstanding | 639,120 | 11,008 | 8,953 | 502,385 | 69,719 | 30,275 | 1,264,260 |
| YOY\% | -29.1\% | -49.1\% | -46.0\% | -12.0\% | -6.7\% | -34.8\% | -22.7\% |
| Operating revenue | 125,928 | 3,275 | 2,801 | 77,985 | 9,251 | 4,022 | 226,382 |
| YOY\% | -28.9\% | -49.5\% | -40.1\% | -22.3\% | -12.1\% | -49.3\% | -27.5\% |
| Operating income | 3,015 | 1,524 | 1,080 | 1,917 | 446 | 406 | 10,633 |
| YOY\% | - | 94.4\% | 31.8\% | -21.7\% | -45.6\% | -24.5\% | 42.9\% |
| Ordinary income | 8,200 | 1,524 | 1,081 | 2,000 | 446 | 412 | 10,677 |
| YOY\% | 192.1\% | 86.5\% | 21.2\% | -24.4\% | -46.1\% | -25.9\% | 24.0\% |
| Net income | 8,033 | 1,518 | 1,081 | 740 | 225 | 406 | 8,115 |
| YOY\% | -16.8\% | -5.5\% | -37.4\% | 241.0\% | -46.4\% | - | 91.1\% |

* Managed Asset Basis

| ( $¥$ million ) | 08/3 | 09/3 | YOY\% | 10/3 (E) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loans outstanding | 1,058,879 | 842,786 | -20.4\% | 582,168 | -30.9\% |
| Unsecured | 817,824 | 648,122 | -20.8\% | 428,090 | -33.9\% |
| Home equity | 221,577 | 181,394 | -18.1\% | 145,110 | -20.0\% |
| Small business | 19,477 | 13,269 | -31.9\% | 8,968 | -32.4\% |
| Customer accounts (thousands ) | 1,593 | 1,350 | -15.2\% | 1,021 | -24.4\% |
| New accounts of unsecured | 115,298 | 87,219 | -24.4\% | 49,823 | -42.9\% |
| Loan business branches | 1,010 | 953 | -57 | 871 | -82 |


| Operating revenue ( $¥$ million ) | 233,039 | 177,216 | $-24.0 \%$ | 125,928 | $-28.9 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating income | 16,957 | $-2,805$ | - | 3,015 | - |
| Ordinary income | 22,191 | 2,807 | $-87.3 \%$ | 8,200 | $192.1 \%$ |
| Net income | 27,069 | 9,657 | $-64.3 \%$ | 8,033 | $-16.8 \%$ |
| EPS * | 188.24 | 56.31 | $-70.1 \%$ | 33.72 | $-40.1 \%$ |
| BPS * | $1,928.02$ | $1,663.24$ | $-13.7 \%$ | $1,687.70$ | $1.5 \%$ |
| Equity ratio (\% ) | 21.0 | 31.9 | 10.9 | 41.1 | 9.2 |
| Cash dividends per share ( $¥$ ) | 40.00 | 15.00 | $-62.5 \%$ | 10.00 | $-33.3 \%$ |


| Life ${ }_{\text {CARD }}$ ( $¥$ million ) | 08/3 | 09/3 | YOY\% | 10/3 (E) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Transaction volume | 888,467 | 971,767 | 9.4\% | 971,157 | -0.1\% |
| Credit card shopping | 664,791 | 775,779 | 16.7\% | 825,382 | 6.4\% |
| Receivable outstanding <br> ( Managed ) | 653,045 | 570,668 | -12.6\% | 502,385 | -12.0\% |
| Credit card shopping | 127,677 | 136,763 | 7.1\% | 143,211 | 4.7\% |
| Installment finance | 62,807 | 33,790 | -46.2\% | 17,716 | -47.6\% |
| Credit card | 221,691 | 201,928 | -8.9\% | 180,911 | -10.4\% |
| Loan card | 156,697 | 124,085 | -20.8\% | 90,145 | -27.4\% |
| Guarantee | 73,486 | 64,038 | -12.9\% | 61,282 | -4.3\% |
| Number of new issue ( thousands ) | 1,849 | 1,440 | -408 | 1,206 | -234 |
| Number of card holders (thousands ) | 14,819 | 15,252 | 432 | 15,535 | 283 |


| Operating revenue ( $¥$ million ) | 118,860 | 98,405 | $-17.2 \%$ | 76,727 | $-22.0 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating income | 5,106 | 2,448 | $-52.1 \%$ | 1,917 | $-21.7 \%$ |
| Ordinary income | 5,183 | 2,644 | $-49.0 \%$ | 2,000 | $-24.4 \%$ |
| Net income | 3,427 | 217 | $-93.6 \%$ | $\mathbf{7 4 0}$ | $\mathbf{2 4 1 . 0 \%}$ |

*Receivables outstanding includes off-balance-sheet receivables.

| Eusinext ( $¥$ million ) | $08 / 3$ | $09 / 3$ | YOY\% | $10 / 3(E)$ | YOY\% |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Operating revenue | 11,348 | 10,528 | $-7.2 \%$ | 9,251 | $-12.1 \%$ |
| Ordinary income | 263 | 828 | $214.0 \%$ | 446 | $-46.1 \%$ |
| Net income | 79 | 420 | $431.3 \%$ | 225 | $-46.4 \%$ |
| Loans outstanding | 83,192 | 74,720 | $-10.2 \%$ | 69,719 | $-6.7 \%$ |
| Customer accounts ( thousands ) | 44 | 39 | $-10.2 \%$ | $\mathbf{3 6}$ | $-10.4 \%$ |
| Average interest rate (\% ) | 14.6 | 14.3 | $-0.2 \%$ | 14.1 | $-0.2 \%$ |
| Number of Employees | 126 | 122 | -4 | 112 | -10 |


| Cityss ( $\ddagger$ million ) | 08/3 | 09/3 | YOY\% | 10/3 (E) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 9,766 | 7,939 | -18.7\% | 4,022 | -49.3\% |
| Ordinary income | -1,344 | 555 | - | 412 | -25.9\% |
| Net income | -1,621 | -1,398 | - | 406 | - |
| Loans outstanding | 60,147 | 46,408 | -22.8\% | 30,275 | -34.8\% |
| Customer accounts ( thousands ) | 26 | 20 | -23.0\% | 15 | -27.0\% |
| Average interest rate ( \% ) | 17.2 | 14.6 | -2.5\% | 14.2 | -0.5\% |
| Number of Employees | 472 | 439 | -33 | 133 | -306 |

* Italic font: increase or decrease

2 Business Environment

Interest Repayments on Non-Consolidated Basis Cash out basis)


- Return of overpayment \& Waiver of principal (FY2009)

| $¥$ million | Consolidated |  |  |  | Non-Consolidated |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $08 / 03$ | $09 / 03$ | YOY\% | $10 / 03$ <br> F) | $08 / 03$ | $09 / 03$ | YOY\% | $10 / 03$ F) |
| Return of <br> overpayment | 66,241 | 72,875 | $10.0 \%$ | 57,790 | 50,424 | 55,025 | $9.1 \%$ | 42,051 |
| Waiver of <br> principal | 71,863 | 68,665 | $-4.5 \%$ | 67,637 | 59,884 | 52,906 | $-11.7 \%$ | 54,715 |

- The figure of attorney involvement \& interest repayments

- Composition of unsecured loans outstanding* according to the number of other loan companies used

|  | $06 / 3$ | $07 / 3$ | $08 / 3$ | $08 / 9$ | $09 / 03$ | YOY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Average | 2.39 | 2.42 | 2.25 | 2.12 | 2.04 | -0.21 |
| No loans from other companies | $19.0 \%$ | $18.0 \%$ | $18.5 \%$ | $19.4 \%$ | $20.5 \%$ | $+2.0 \%$ |
| Use of other companies :1 | $18.8 \%$ | $18.4 \%$ | $19.5 \%$ | $20.5 \%$ | $21.3 \%$ | $+1.8 \%$ |
| Use of other companies : 2 | $17.0 \%$ | $17.3 \%$ | $19.0 \%$ | $20.2 \%$ | $20.1 \%$ | $+1.1 \%$ |
| Use of other companies : 3 | $15.5 \%$ | $16.2 \%$ | $17.9 \%$ | $18.5 \%$ | $18.4 \%$ | $+0.5 \%$ |
| Use of other companies : 4 or more | $29.7 \%$ | $30.0 \%$ | $25.2 \%$ | $21.4 \%$ | $19.7 \%$ | $-5.5 \%$ |


| Second Half of the Fiscal Year 2009 | Oct | Nov | Dec | Jan | Feb | Mar | Average |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| New Customers with no loans from <br> other companies | $37.4 \%$ | $49.1 \%$ | $58.3 \%$ | $49.9 \%$ | $48.6 \%$ | $51.2 \%$ | $45.2 \%$ |

*branches-balance base

* Italic font: increase or decrease


## Trends of Credit Cost

- Change in Write-off Ratio

| (¥ million ) | $07 / 3$ | $08 / 3$ | $09 / 3$ | YOY | $10 / 3$ (E) | YOY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated * | $9.05 \%$ | $12.26 \%$ | $11.24 \%$ | -1.02 | $13.18 \%$ | 1.94 |
| Non-consolidated | $10.67 \%$ | $15.13 \%$ | $14.13 \%$ | -1.00 | $18.59 \%$ | 4.46 |
| Non-Consolidated Write- <br> offs | 138,601 | 160,168 | 119,068 | $-25.7 \%$ | 108,206 | $-9.1 \%$ |
| Non-Consolidated Loans | $1,298,611$ | $1,058,879$ | 842,786 | $-20.4 \%$ | 582,168 | $-30.9 \%$ |

* Included installment receivable and guarantee outstanding
- Trends of Interest repayments and other bad debt charge-offs Quarter Basis)
(Non-consolidated)


| ( $¥$ million ) | $08 / 3$ | $08 / 9$ | $09 / 3$ | YOY | $10 / 3(\mathrm{E})$ | YOY |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest repayments | 59,884 | 24,669 | 52,906 | $-6,978$ | 54,715 | 1,809 |
| Other bad debt charge-offs | 91,350 | 37,379 | 61,346 | $-30,004$ | 47,794 | $-13,552$ |
| Total | 151,234 | 62,048 | 114,252 | $-36,982$ | 102,509 | $-11,743$ |



| ( $¥$ million) | Unsecured loans |  |  | Others |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $08 / 3$ | $09 / 3$ | YOY | $08 / 3$ | $09 / 3$ | YOY |
| Claims in bankruptcy | 3,453 | 2,192 | $-1,323$ | 39,847 | 36,158 | $-3,688$ |
| Loans in arrears | 69,309 | 66,248 | $-3,060$ | 75,095 | 74,229 | -864 |
| Loans in arrears <br> longer than 3 months | 11,182 | 10,641 | -541 | 2,926 | 2,180 | -745 |
| Loans with adjusted <br> terms | 37,132 | 30,171 | $-6,960$ | 1,739 | 1,374 | -364 |
| Total | 121,078 | 109,191 | $-11,886$ | 119,607 | 113,944 | $-5,663$ |


3. Business strategy


## 4. Financial Results of LIFE

$\qquad$

| ( $¥$ million ) | 08/3 | 09/3 |  | 10/3 (E) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YOY\% |  | YOY\% |
| Number of cardholders *1 | 14,819 | 15,252 | 2.9\% | 15,535 | 1.9\% |
| Life proper card | 2,071 | 2,239 | 8.1\% | 2,312 | 3.3\% |
| Affinity cards | 12,748 | 13,012 | 2.1\% | 13,223 | 1.6\% |
| Number of new issue *1 | 1,849 | 1,440 | -22.1\% | 1,206 | -16.3\% |
| Life proper card | 217 | 264 | 21.7\% | 184 | -30.3\% |
| Affinity cards | 1,631 | 1,175 | -28.0\% | 1,021 | -13.1\% |
| Total receivable outstanding *2 | 653,045 | 570,668 | -12.6\% | 502,385 | -12.0\% |
| Installment receivable | 190,485 | 170,553 | -10.5\% | 160,927 | -5.6\% |
| Loans | 380,191 | 327,493 | -13.9\% | 272,195 | -16.9\% |
| Guarantee | 73,486 | 64,038 | -12.9\% | 61,282 | -4.3\% |
| Other | 8,882 | 8,582 | -3.4\% | 7,981 | -7.0\% |
| Credit card purchase results | 877,126 | 963,926 | 9.9\% | 968,557 | 0.5\% |
| Credit card shopping | 664,791 | 775,779 | 16.7\% | 825,382 | 6.4\% |
| Credit card cashing | 212,335 | 188,147 | -11.4\% | 143,175 | -23.9\% |
| Installment finance purchase results | 11,341 | 7,841 | -30.9\% | 2,600 | -66.8\% |
| Member stores | 104,884 | 106,542 | 1.6\% | - | - |

*1 thousands
*2 Managed asset basis


* Italic font: Increase or decrease

| ( $\ldots$ million ) | 08/3 | 08/9 | YOY\% | 10/3(E) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 120,667 | 100,355 | -16.8\% | 77,985 | -22.3\% |
| Credit card shopping | 15,547 | 17,973 | 15.6\% | 18,873 | 5.0\% |
| Installment finance | 6,962 | 3,633 | -47.8\% | 1,974 | -45.7\% |
| Credit card cashing | 51,191 | 39,890 | -22.1\% | 29,003 | -27.3\% |
| Life cash plaza | 35,077 | 27,102 | -22.7\% | 16,880 | -37.7\% |
| Loan guarantees | 3,809 | 3,384 | -11.2\% | 3,107 | -8.2\% |
| Bad debt recovery | 1,267 | 2,213 | 74.7\% | 3,300 | 49.1\% |
| Other | 6,811 | 6,156 | -9.6\% | 4,849 | -21.2\% |
| Operating expenses | 115,561 | 97,907 | -15.3\% | 76,068 | -22.3\% |
| Financial expenses | 9,108 | 9,086 | -0.2\% | 8,268 | -9.0\% |
| Credit costs | 44,512 | 32,232 | -27.6\% | 22,183 | -31.2\% |
| Return of overpayment cost | 8,125 | 7,767 | -4.4\% | 3,688 | -52.5\% |
| Advertising expenses | 1,703 | 1,033 | -39.3\% | 676 | -34.6\% |
| Salaries | 14,322 | 13,120 | -8.4\% | 10,734 | -18.2\% |
| Other | 37,788 | 34,667 | -8.3\% | 30,519 | -12.0\% |
| Operating income | 5,106 | 2,448 | -52.1\% | 1,917 | -21.7\% |
| Ordinary income | 5,183 | 2,644 | -49.0\% | 2,000 | -24.4\% |
| Net income | 3,427 | 217 | -93.6\% | 740 | 241.0\% |


| ( $\ddagger$ million ) | 08/3 | 09/3 |  | 1013(E) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YOY\% |  | YOY\% |
| Bad debt charge-offs | 48,275 | 43,064 | -10.8\% | 37,506 | -12.9\% |
| Main business *1 | 47,219 | 40,243 | -14.8\% | 34,526 | -14.2\% |
| Credit card | 22,480 | 21,298 | -5.3\% | 18,463 | -13.3\% |
| Installment sales finance | 4,026 | 2,370 | -41.1\% | 1,986 | -16.2\% |
| Loan card *2 | 18,814 | 16,574 | -11.9\% | 14,077 | -15.1\% |
| Other | 1,055 | 2,820 | 167.3\% | 2,979 | 5.6\% |
| Ratio of bad debt charge-offs \% \% * | 7.39\% | 7.55\% | 0.15 | 7.47\% | -0.08 |
| Credit card | 6.43\% | 6.29\% | -0.15 | 5.70\% | -0.59 |
| Installment sales finance | 6.41\% | 7.02\% | 0.61 | 11.21\% | 4.19 |
| LCP | 12.01\% | 13.36\% | 1.35 | 15.62\% | 2.26 |
| Ratio of allowance for bad debts (\%) | 7.26\% | 7.01\% | -0.26 | 5.61\% | -1.40 |

*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 writeoffs 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

## Breakdown of consolidated operating revenue

| ( $\ddagger$ million ) | 09/3 | YOY | YOY\% | Reason for increase / decrease ( $¥$ billion ) |
| :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 312,241 | -93,543 | -23.1\% |  |
| Interest income | 263,797 | -92,638 | -26.0\% | Tightened credit and reduced marketing in response to changes in the business environment including the economic recession, rising unemployment, new restrictions on total lending, and a struggling capital market |
| [AIFUL | 167,415 | -57,291 | -25.5\% | Unsecured: $¥ 140.2$ billion (down $¥ 48.2$ billion), Secured: $¥ 22.5$ billion (down $¥ 7.2$ billion), Small business: $¥ 2.8$ billion (down $¥ 1.8$ billion) |
| [LIFE | 66,428 | -18,936 | -22.2\% | Credit card cash advances: $¥ 39.3$ billion (down $¥ 11$ billion), Loan card: $¥ 26.8$ billion down $¥ 7.8$ billion) |
| QBUSINEXT | 10,456 | -838 | -7.4\% | Balance of loans down 10\%. Lending curbed in view of recent business sentiment at small and medium-size enterprises. |
| [City's | 7,708 | -1,794 | -18.9\% | Progressively discounting lending operation starting in October 2008 and focusing on collection through "concentration and selection" and cutbacks of duplicated business. |
| [WIDE | 6,124 | -7,707 | -55.7\% |  |
| -TRYTO | 4,444 | -4,842 | -52.1\% | Stopped lending operation, and focusing on collection |
| [Others | 1,220 | -1,228 | -50.2\% |  |
| Credit card purchases | 16,880 | 1,932 | 12.9\% | LIFE credit card shopping purchases up 17\%. |
| Installment finance | 3,630 | -3,282 | -47.5\% | Ongoing implementation of tightened member store screening. |
| Loan guarantees | 8,020 | -527 | -6.2\% | AIFUL: $¥ 4.6$ billion down $¥ 0.1$ billion) LIFE $¥ 3.3$ billion down $¥ 0.4$ billion) |
| Other income | 19,361 | 983 | 5.3\% |  |
| Bad debt recovery | 7,256 | 2,862 | 65.1\% | AIFUL: $¥ 4.2$ billion (p $¥ 1.7$ billion), LIFE: $¥ 2.2$ billion ( $10 \times 0.9$ billion) |
| Revenue from debt collection | 5,211 | -1,422 | -21.4\% | Due to increase in claims purchased at AsTry Loan Services |


| ( million ) | 09/3 | YOY | YOY\% | Reason for increase / decrease ( $¥$ billion ) |
| :---: | :---: | :---: | :---: | :---: |
| Operating Expenses | 304,799 | -69,259 | -18.5\% | Decrease other than Return of overpayment cost |
| Financial Expenses | 26,917 | -6,375 | -19.1\% | Decline due to fall in balance of fund procurement accompanying drop in balance of operating receivables. |
| Cost of Claims Purchasing | 3,820 | -1,241 | -24.5\% | Tied to AsTry Loan Service collections of claims purchased. |
| Credit Costs | 99,245 | -56,599 | -36.3\% | AIFUL: down $¥ 37.7$ billion, LIFE: down $¥ 10.1$ billion, TRYTO: down $¥ 2.2$ billion, WIDE: down $¥ 2.1$ billion, City’s: down $¥ 2$ billion. |
| Return of interest repayments | 58,315 | 8,497 | 17.1\% | AIFUL: up $¥ 12.9$ billion, LIFE: down $¥ 2.4$ billion, Tryto: down $¥ 2$ billion. |
| Advertising Expenses | 6,714 | -715 | -9.6\% | Decrease due a reduction in advertisement publication at AIFUL: down $¥ 0.3$ billion |
| Personnel Expenses | 39,424 | -5,046 | -11.3\% | Due to personnel cuts accompanying cost structure reforms. |
| Amortization of Goodwill and Consolidation Difference | 855 | 0 | - | LIFE: up $¥ 0.8$ billion, City’s: up $¥ 0.2$ billion, NFP: down $¥ 0.2$ billion. |
| Other expenses | 69,354 | -7,723 | -10.0\% | Chiefly reductions in various costs accompanying progress of cost structure reforms. |
| Commission | 20,602 | -2,299 | -10.0\% | AIFUL: down $¥ 1.1$ billion, LIFE: down $¥ 0.9$ billion. Reductions in partner ATM service fees and store securities. |
| Rental Expenses \& Land Rent | 9,539 | -2,319 | -19.6\% | AIFUL: down $¥ 1$ billion, LIFW: down $¥ 0.8$ billion. Reduction in rents fees due to outlet closures accompanying cost structure reforms. |
| Supplies, Repair and Maintenance | 6,487 | -1,169 | -15.3\% | AIFUL: down $¥ 0.3$ billion, LIFE: down $¥ 0.5$ billion. |
| Communications | 7,227 | -818 | -10.2\% | AIFUL: down $¥ 0.5$ billion. |
| Operating Income | 7,441 | -24,284 | -76.5\% |  |


| ( million ) | 09/3 | YOY | YOY\% | Reason for increase / decrease ( $¥$ billion ) |
| :---: | :---: | :---: | :---: | :---: |
| Non-operating Income | 1,777 | 863 | 94.3\% |  |
| Non-operating Expenses | 610 | 36 | 6.2\% |  |
| Ordinary Income | 8,608 | -23,457 | -73.2\% |  |
| Extraordinary Income | 6,419 | 5,460 | 569.1\% | Results were due to the purchase and retirement of bonds $¥ 5.3$ billion. |
| Extraordinary Losses | 7,312 | 5,186 | 243.9\% |  |
| Goodwill impairment losses | 2,521 | 2,521 | - | LIFE: $¥ 1.6$ billion, City's: $¥ 0.8$ billion |
| Business structure improvement cost | 1,599 | 1,503 | 1,550.0\% | LIFE: $¥ 0.6$ billion, City's: $¥ 0.8$ billion |
| Transfer to business reorganization reserve | 305 | 305 | - | City’s: $¥ 0.3$ billion |
| Loss on Sale of Fixed Assets | 949 | 214 | 29.1\% | AIFUL: $¥ 0.7$ billion |
| Loss on Valuation of Investment securities | 391 | 349 | 830.6\% |  |
| Pre-tax Net Income | 7,715 | -23,183 | -75.0\% |  |
| Corporate Income Tax, Inhabitant Tax, Enterprise Tax | -6,881 | -13,406 | - | Due to refund of prior-year corporation tax. AIFUL: down $¥ 7.1$ billion. |
| Adjustment for Corporate Income Tax, etc. | 10,187 | 13,438 | - | Due to a portion of deferred tax assets are liquidated |
| Minority interests in net Income | 161 | -28 | -14.6\% |  |
| Net Income | 4,247 | -23,187 | -84.5\% |  |


| ( $\ddagger$ million ) | 10/3 (E) | YOY | YOY\% | Reason for increase / decrease ( $¥$ billion ) |
| :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 226,382 | -85,859 | -27.5\% | Tightened credit and reduced marketing in response to changes in the business environment. |
| Interest income | 178,939 | -84,858 | -32.2\% |  |
| [AIFUL | 114,431 | -52,984 | -31.6\% | Unsecured: $¥ 94.4$ billion (down $¥ 47.6$ billion), Secured: $¥ 18$ billion (down $¥ 4.4$ billion), Small business: $¥ 1.9$ billion (down $¥ 0.8$ billion) |
| 니IFE | 45,131 | -21,297 | -32.1\% | Credit card cash advances: $¥ 28.3$ billion (down $¥ 10.9$ billion), Loan card: $¥ 16.5$ billion down $¥ 10.3$ billion) |
| [BUSINEXT | 9,142 | -1,314 | -12.6\% | Lending curbed in view of recent business sentiment at small and medium-size enterprises. |
| [City's | 3,990 | -3,718 | -48.2\% | Progressively discounting lending operation starting in October 2008 and focusing on collection through "concentration and selection" and cutbacks of duplicated business. |
| [WIDE | 2,982 | -3,142 | -51.3\% |  |
| [TRYTO | 2,543 | -1,901 | -42.8\% | Stopped lending operation, and focusing on collection |
| [Others | 721 | -499 | -40.9\% |  |
| Credit card purchases | 18,598 | 1,718 | 10.2\% | LIFE credit card shopping purchases up 6.4\%. |
| Installment finance | 1,909 | -1,721 | -47.4\% | Ongoing implementation of tightened member store screening. |
| Loan guarantees | 7,537 | -483 | -6.0\% | AIFUL: $¥ 4.4$ billion down $¥ 0.2$ billion) LIFE $¥ 3.1$ billion (down $¥ 0.3$ billion) |
| Other Income | 19,240 | -121 | -0.6\% |  |
| Bad debt recovery | 10,582 | 3,326 | 45.8\% | AIFUL: $¥ 6.5$ billion ( $p \neq 2.2$ billion), LIFE: $¥ 3.3$ billion (иp $¥ 1$ billion) |
| Revenue from debt collection | 3,431 | -1,780 | -34.2\% | Due to increase in claims purchased at AsTry Loan Services |

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

| ( $\ddagger$ million ) | 10/3 (E) | YOY | YOY\% | Reason for increase / decrease ( $¥$ billion ) |
| :---: | :---: | :---: | :---: | :---: |
| Operating Expenses | 215,749 | -89,050 | -29.2\% |  |
| Financial Expenses | 22,526 | -4,391 | -16.3\% | Decline due to fall in borrowings accompanying falling balance of operating loans, despite anticipated rising interest rates. |
| Cost of Claims Purchasing | 3,335 | -485 | -12.7\% | Tied to AsTry Loan Service collections of claims purchased. |
| Credit Costs | 82,586 | -16,659 | -16.8\% | Waiver of principa1: $¥ 54.7 \mathrm{bn}$ (AIFUL), $¥ 67.6 \mathrm{bn}$ (consolidated) |
| Return of Interest Repayments | 7,598 | -50,717 | -87.0\% | Amount reduced in the forecast, due to appropriation from reserves (except for LIFE). Interest repayments: $¥ 42$ billion (AIFUL), $¥ 57.7$ (consolidated) |
| Advertising Expenses | 2,504 | -4,210 | -62.7\% | Tightened credit and reduced marketing |
| Personnel Expenses | 34,118 | -5,306 | -13.5\% | Due to personnel cuts accompanying cost structure reforms. |
| Amortization of Goodwill and Consolidation Difference | 0 | -855 | - | No costs recorded, as the goodwill was written off in the previous term |
| Other expenses | 63,015 | -6,339 | -9.1\% | Chiefly reductions in various costs accompanying progress of cost structure reforms. |
| Operating income | 10,633 | 3,192 | 42.9\% |  |
| Ordinary Income | 10,677 | 2,069 | 24.0\% |  |
| Extraordinary Income | 8 | -6,411 | -99.9\% | Results were due to the purchase and retirement of bonds. |
| Extraordinary Losses | 1,073 | -6,239 | -85.3\% | Due to recording of goodwill impairment loss and business structure improvement cost. |
| Pre-tax Net Income | 9,612 | 1,897 | 24.6\% |  |
| Corporate Income Tax, Inhabitant Tax, Enterprise Tax | 668 | 7,549 | - | Primarily due to refund of prior-year corporation tax |
| Adjustment for Corporate Income Tax, etc. | 781 | -9,406 | -92.3\% | Due to a portion of deferred tax assets are liquidated |
| Minority Interests in Net Income | 48 | -113 | -70.2\% |  |
| Net Income | 8,115 | 3,868 | 91.1\% |  |

