# Second Quarter Financial Results for Fiscal Year 2010 (Apr - Sep, 2009) 

## AIFUL CORPORATION

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

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## - 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.

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## 1. Financial Results Summary

- Financial Highlights for 2Q 2009

| (millions of yen) | Consolidated |  |  | Non-Consolidated |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/9 | 09/9 | YOY\% | 08/9 | 09/9 | YOY\% |
| Operating revenue | 165,685 | 121,813 | -26.5\% | 94,122 | 68,983 | -26.7\% |
| Operating expenses | 157,723 | 380,924 | 141.5\% | 92,542 | 315,732 | 241.2\% |
| Operating income | 7,962 | -259,110 | - | 1,579 | -246,748 | - |
| Ordinary income | 9,054 | -258,858 | - | 4,739 | -244,167 | - |
| Net income | 7,171 | -282,318 | - | 7,609 | -271,922 | - |

- Estimate for the Fiscal Year March 2010

| (millions of yen) | Consolidated |  |  | Non-Consolidated |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $09 / 3$ | $10 / 3(E)$ | YOY\% | $09 / 3$ | $10 / 3(E)$ | YOY\% |
| Operating revenue | 312,241 | 216,531 | $-30.7 \%$ | 177,216 | 122,680 | $-30.8 \%$ |
| Operating expenses | 304,799 | 496,736 | $63.0 \%$ | 180,022 | 378,249 | $\mathbf{1 1 0 . 1 \%}$ |
| Operating income | 7,441 | $-280,206$ | - | $-2,805$ | $-255,568$ | - |
| Ordinary income | 8,608 | $-279,326$ | - | 2,807 | $-250,970$ | - |
| Net income | 4,247 | $-308,258$ | - | 9,657 | $-282,759$ | - |


| (millions of yen) | 08/9 | 09/9 |  |  | $\begin{aligned} & 10 / 3 \\ & (E) \end{aligned}$ | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YOY | YOY\% |  |  |
| Operating Revenue | 165,685 | 121,813 | -43,872 | -26.5\% | 216,531 | -30.7\% |
| Interest Income | 141,375 | 96,947 | -44,427 | -31.4\% | 169,569 | -35.7\% |
| Operating Expenses | 157,723 | 380,924 | 223,200 | 141.5\% | 496,736 | 63.0\% |
| Financial Expenses | 14,010 | 10,707 | -3,303 | -23.6\% | 21,610 | -19.7\% |
| Credit Cost | 37,521 | 128,606 | 91,084 | 242.8\% | 176,211 | 77.5\% |
| Interest Repayment Cost | 42,911 | 191,999 | 149,088 | 347.4\% | 203,057 | 248.2\% |
| Other Operating Expenses | 63,279 | 49,610 | -13,669 | -21.6\% | 95,858 | -20.3\% |
| Operating Income | 7,962 | -259,110 | -267,073 | - | -280,206 | - |
| Ordinary Income | 9,054 | -258,858 | -267,912 | - | -279,326 | - |
| Extraordinary Income | 109 | 1,856 | 1,747 | - | 1,991 | -69.0\% |
| Extraordinary Loss | 1,902 | 20,470 | 18,568 | 976.2\% | 25,427 | 247.7\% |
| Income before Income Taxes | 7,261 | -277,471 | -284,733 | - | -302,761 | - |
| Net Income | 7,171 | -282,318 | -289,489 | - | -308,258 | - |


| Receivable Outstanding ( $¥$ billion)* | 1,870 | 1,358 | -512 | $-27.4 \%$ | 1,125 | $-31.2 \%$ |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Loan Outstanding | 1,550 | 1,072 | -477 | $-30.8 \%$ | 867 | $-35.0 \%$ |
| Installment Receivable | 180 | 161 | -19 | $-10.6 \%$ | 141 | $-17.2 \%$ |
| Guarantee and Other | 139 | 124 | -15 | $-11.1 \%$ | 116 | $-11.6 \%$ |
| Customer Accounts (thousands) | 2,866 | 2,222 | -644 | $-22.5 \%$ | - | - |

* Managed Asset Basis
* Italic font: Increase or decrease

Financial Results - AIFUL (1)

| (millions of yen) | 08/9 | 09/9 | YOY | YOY\% | $10 / 3$ <br> ( E ) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue | 94,122 | 68,983 | -25,138 | -26.7\% | 122,680 | -30.8\% |
| Interest Income | 89,302 | 62,909 | -26,393 | -29.6\% | 111,186 | -33.6\% |
| Operating Expenses | 92,542 | 315,732 | 223,189 | 241.2\% | 378,249 | 110.1\% |
| Financial Expenses | 10,155 | 8,233 | -1,922 | -18.9\% | 16,821 | -14.9\% |
| Credit Cost | 22,340 | 108,584 | 86,243 | 386.0\% | 141,437 | 116.6\% |
| Write-offs | 64,005 | 54,223 | -9,782 | -15.3\% | 109,525 | -7.4\% |
| Interest Repayment Cost | 30,745 | 176,866 | 146,121 | 475.3\% | 176,866 | 343.5\% |
| Interest Repayment | 25,020 | 30,304 | 5,283 | 21.1\% | 72,030 | 30.9\% |
| Other Operating Expenses | 29,301 | 22,048 | -7,252 | -24.8\% | 43,124 | -21.7\% |
| Operating Income | 1,579 | -246,748 | -248,328 | - | -255,568 | - |
| Ordinary Income | 4,739 | -244,167 | -248,907 | - | -250,970 | - |
| Extraordinary income | 2,209 | 548 | -1,660 | -75.2\% | 559 | -94.4\% |
| Extraordinary losses | 963 | 24,946 | -23,983 | - | 28,977 | - |
| Income before Income Taxes | 5,985 | -268,565 | -274,550 | - | -279,388 | - |
| Net income | 7,609 | -271,922 | -279,531 | - | -282,759 | - |
| Loans Outstanding ( $¥$ billion) | 980 | 695 | -285 | -29.1\% | 553 | -34.3\% |
| Unsecured Loan | 764 | 526 | -237 | -31.1\% | 423 | -34.7\% |
| Customer Accounts (thousands) | 1,493 | 1,202 | -291 | -19.5\% | 1,056 | -21.8\% |
| Average Yield | 17.5\% | 16.3\% | -1.2 | - | 15.9\% | -1.7 |
| Below 18\% loan balance's occupancy ratio | 42.5\% | 47.7\% | 5.2 | - |  | 5 |

- Contract rate of Unsecured loans

|  | FY 2009 |  |  |  | FY 2010 |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $1 Q(3 M)$ | $2 Q(3 M)$ | $3 Q(3 M)$ | $4 Q(3 M)$ | $1 Q(3 M)$ | $2 Q(3 M)$ | $Y O Y \%$ |
| New Applications | 79,176 | 85,617 | 74,628 | 61,400 | 63,495 | 65,934 | $-23.0 \%$ |
| New Accounts | 28,633 | 33,147 | 16,717 | 8,722 | 11,585 | 12,704 | $-61.7 \%$ |
| Contract Rate | $36.2 \%$ | $38.7 \%$ | $22.4 \%$ | $14.2 \%$ | $18.2 \%$ | $19.3 \%$ | -19.4 |

Italic font: Increase or decrease

- Composition of Unsecured loans Outstanding according to the number of other lending company usage *

|  | $08 / 3$ | $08 / 9$ | $09 / 3$ | $09 / 9$ | YOY |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average | 2.25 | 2.12 | 2.04 | 1.97 | -0.15 |
| No loans from other <br> companies | $18.5 \%$ | $19.4 \%$ | $20.5 \%$ | $21.3 \%$ | +1.9 |
| Usage of other companies: 1 | $19.5 \%$ | $20.5 \%$ | $21.3 \%$ | $22.5 \%$ | +2.0 |
| Usage of other companies: 2 | $19.0 \%$ | $20.2 \%$ | $20.1 \%$ | $20.0 \%$ | $\mathbf{- 0 . 2}$ |
| Usage of other companies: 3 | $17.9 \%$ | $18.5 \%$ | $18.4 \%$ | $17.7 \%$ | -0.8 |
| Usage of other companies: 4 <br> or more | $\mathbf{2 5 . 2 \%}$ | $21.4 \%$ | $19.7 \%$ | $18.4 \%$ | $\mathbf{- 3 . 0}$ |

- New applicants Ratio of Other lending company usage

| $08 / 9$ <br> $(6 M)$ | $09 / 3$ <br> $(6 \mathrm{M})$ | $09 / 9$ <br> $(6 \mathrm{M})$ |
| :---: | :---: | :---: |
| 1.42 | 0.80 | 0.94 |
| $30.4 \%$ | $45.2 \%$ | $41.0 \%$ |
| $26.2 \%$ | $34.2 \%$ | $34.0 \%$ |
| $21.3 \%$ | $16.7 \%$ | $16.8 \%$ |
| $15.4 \%$ | $3.5 \%$ | $6.5 \%$ |
| $6.7 \%$ | $0.4 \%$ | $1.7 \%$ |

*Branches-balance base
Italic font: Increase or decrease

| LifeCARD (millions of yen) | 08/9 | 09/9 |  |  | $\begin{aligned} & 10 / 3 \\ & (E) \end{aligned}$ | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YOY | YOY\% |  |  |
| Ordinary Revenue | 52,663 | 40,403 | -12,259 | -23.3\% | 74,276 | -26.0\% |
| Installment Revenue | 10,994 | 10,421 | -573 | -5.2\% | 20,865 | -3.5\% |
| Credit Card Shopping | 8,794 | 9,365 | 570 | 6.5\% | 19,098 | 6.3\% |
| Interest Income | 35,877 | 23,648 | -12,228 | -34.1\% | 41,713 | -37.9\% |
| with Credit Card | 21,165 | 14,415 | -6,750 | -31.9\% | 25,100 | -37.1\% |
| with Loan Card | 14,622 | 9,162 | -5,460 | -37.3\% | 16,448 | -39.3\% |
| Guarantee \& Others | 5,791 | 6,333 | 542 | 9.4\% | 11,698 | 0.9\% |
| Operating Expenses | 50,919 | 48,489 | -2,430 | -4.8\% | 93,700 | -4.3\% |
| Financial Expenses | 4,570 | 3,525 | -1,044 | -22.9\% | 7,106 | -21.8\% |
| Credit Cost | 15,763 | 15,480 | -282 | -1.8\% | 29,648 | -8.0\% |
| Interest Repayment Cost | 5,230 | 8,527 | 3,296 | 63.0\% | 16,136 | 107.7\% |
| Other Operating Expenses | 25,354 | 20,955 | -4,398 | -17.3\% | 40,810 | -16.4\% |
| Operating Income | 1,744 | -8,085 | -9,829 | - | -19,425 | - |
| Ordinary Income | 1,871 | -7,998 | -9,869 | - | -19,302 | - |
| Extraordinary Income | 15 | 1,232 | 1,216 | - | 1,233 | - |
| Extraordinary Expenses | 892 | 789 | -103 | -11.6\% | 4,558 | 251.4\% |
| Income before Income Taxes | 994 | -7,554 | -8,549 | - | -22,627 | - |
| Net Income | 340 | -8,844 | -9,185 | - | -23,962 | - |

Financial Results - LIFE (2)

|  | 08/9 | 09/9 |  |  | $\begin{aligned} & 10 / 3 \\ & (E) \end{aligned}$ | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YOY | YOY\% |  |  |
| Total Receivable Outstanding | 625,355 | 501,309 | -124,045 | -19.8\% | 420,751 | -26.3\% |
| Installment Receivable | 180,244 | 161,159 | -19,084 | -10.6\% | 141,168 | -17.2\% |
| Credit Card Shopping | 131,791 | 137,889 | 6,097 | 4.6\% | 126,425 | -7.6\% |
| Loans | 367,013 | 271,512 | -95,500 | -26.0\% | 213,722 | -34.7\% |
| with Credit Card | 220,049 | 166,783 | -53,265 | -24.2\% | 132,742 | -34.3\% |
| with Loan Card | 145,325 | 103,349 | -41,976 | -28.9\% | 79,733 | -35.7\% |
| Guarantee and Other | 78,097 | 68,637 | -9,460 | -12.1\% | 65,860 | -9.3\% |
| Number of New Issue (thousands) | 15,016 | 15,315 | 299 | 2.0\% | 15,170 | -0.5\% |
| Proper Card | 2,134 | 2,232 | 97 | 4.6\% | 2,319 | 3.6\% |
| Affinity Card | 12,881 | 13,083 | 201 | 1.6\% | 12,851 | -1.2\% |
| Number of Card Holder (thousands) | 686 | 569 | -116 | -17.0\% | 869 | -39.7\% |
| Credit Card Purchase Results | 475,834 | 451,026 | -24,807 | -5.2\% | 893,283 | -7.3\% |
| Shopping | 376,048 | 409,905 | 33,857 | 9.0\% | 821,784 | 5.9\% |
| Cashing | 99,786 | 41,121 | -58,665 | -58.8\% | 71,498 | -62.0\% |
| Member Merchant | 105,908 | 107,060 | 1,152 | 1.1\% | - | - |

[^0]|  | 08/9 | 09/9 | YOY\% | $\begin{aligned} & 10 / 3 \\ & \text { ( E ) } \end{aligned}$ | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Revenue | 5,497 | 4,637 | -15.6\% | 9,251 | -12.1\% |
| Operating Expenses | 4,815 | 4,305 | -10.6\% | 8,773 | -9.6\% |
| Operating Income | 682 | 331 | -51.4\% | 478 | -41.7\% |
| Ordinary Income | 682 | 342 | -49.9\% | 488 | -41.1\% |
| Net Income | 381 | -515 | - | -2,322 | - |


| Loans Outstanding | 81,565 | 69,039 | $-15.4 \%$ | 69,711 | $-6.7 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Customer Accounts (thousands) | 42 | 37 | $-12.2 \%$ | 36 | $-10.3 \%$ |
| Average Balance Per Account <br> (thousands of yen) | 1,932 | 1,862 | $-3.6 \%$ | 1,951 | $4.0 \%$ |
| New Accounts (number) | 1,545 | 1,123 | $-27.3 \%$ | 2,663 | $-3.8 \%$ |
| Average interest Yield | $14.3 \%$ | $14.2 \%$ | -0.1 | 14.4 | 0.1 |

Italic font: increase or decrease

## 2. Business Environment

## Trends of Interest Repayments (1)

## Trends of Interest repayments

| (millions of yen) |  | 09/3 (12M) |  |  |  |  | 09/9 (6M) |  |  | 10/3 (12M) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} 1 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 2 Q \\ (3 M) \\ \hline \end{gathered}$ | $\begin{gathered} 3 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} \hline 4 \mathrm{Q} \\ (3 \mathrm{M}) \end{gathered}$ |  | $\begin{gathered} 1 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ (3 \mathrm{M}) \end{gathered}$ | (E) | YOY\% |
| Consoli dated | Interest <br> Repayment | 72,875 | 19,096 | 15,474 | 18,150 | 20,155 | 38,842 | 21,234 | 17,607 | 86,880 | 19.2\% |
|  | Waiver of principal | 68,665 | 16,385 | 17,483 | 16,378 | 18,419 | 34,753 | 16,375 | 18,378 | 64,159 | -6.6\% |
| Nonconsoli dated | Interest <br> Repayment | 55,025 | 13,951 | 11,069 | 13,993 | 16,012 | 30,304 | 16,956 | 13,347 | 72,030 | 30.9\% |
|  | Waiver of principal | 52,906 | 11,783 | 12,886 | 12,571 | 15,666 | 28,027 | 13,331 | 14,695 | 52,864 | -0.1\% |

- Interest Repayments on Non-Consolidated Basis (Cash out basis)

- The figure of attorney involvement \& interest repayments



## - Consolidated

| (millions of yen) | Allowance <br> for Interest <br> Repayment | Allowance <br> for Waiver <br> of principal | Total |
| :--- | ---: | ---: | ---: |
| Allowance (Beginning) | $\mathbf{1 2 4 , 1 6 4}$ | $\mathbf{8 8 , 4 9 0}$ | $\mathbf{2 1 2 , 6 5 4}$ |
| Reversal (Interest repayment) | 38,842 | - | 38,842 |
| Reversal (Credit losses) | 3,733 | 31,019 | 34,753 |
| Provision (Return) | 191,999 | 50,269 | 242,268 |
| Exclusion from consolidated | 7,654 | 4,237 | 11,892 |
| Allowance (At the end of 2Q) | 265,933 | 103,502 | 369,435 |
| Allowance (At the end of 4Q) (E) | 225,154 | $\mathbf{8 0 , 5 7 9}$ | 305,733 |

- Non-Consolidated

| Allowance <br> for Interest <br> Repayment | Allowance <br> for Waiver of <br> principal | Total |
| ---: | ---: | ---: |
| 84,318 | 79,151 | 163,470 |
| 30,304 | - | 30,304 |
| - | 28,027 | 28,027 |
| 176,866 | 48,699 | 225,565 |
| - | - | - |
| 230,881 | 99,823 | 330,704 |
| 189,155 | 74,987 | 264,142 |

## Trends of Credit Cost (1)

- Write-offs and Write-off Ratio ( Non-Consolidated)

| (\%-millions of yen) |  | $\begin{aligned} & 08 / 9 \\ & (6 M) \end{aligned}$ | $\begin{gathered} 09 / 3 \\ (12 \mathrm{M}) \end{gathered}$ | $\begin{aligned} & 09 / 9 \\ & (6 M) \end{aligned}$ | YOY\% | $10 / 3$ <br> (E) | YOY\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated *1 |  | 5.02\% | 11.24\% | 5.03\% | 0.01 | 15.32\% | 4.08 |
| Non-Consolidated |  | 6.65\% | 14.13\% | 7.75\% | 1.10 | 22.08\% | 7.95 |
| NonConsolidated | Total Write-offs *2 | 65,253 | 119,068 | 53,938 | -17.3\% | 122,206 | 2.6\% |
|  | Loans Outstanding | 980,933 | 842,786 | 695,822 | -29.1\% | 553,530 | -34.3\% |

*1:Included Installment receivable and Guarantee.
*2:Included Non-operating allowance for bad-debt = Loans with legal bankruptcy ( home equity $)$ + Loans with civil rehabilitation law. Italic Font : increase or decrease

Trends of Interest repayments and other bad debt charge-offs (Quarter Basis)



| (millions of yen) | Unsecured loans |  |  |  | Others |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/9 | 09/9 | YOY | 08/9 | 09/9 | YOY |
| Claims in Bankruptcy | 2,430 | 1,760 | -670 | 35,842 | 35,412 | -430 |
| Loans in arrears | 64,758 | 63,221 | -1,536 | 77,153 | 67,355 | -9,798 |
| Loans in arrears longer than 3 months | 10,149 | 10,203 | 54 | 1,882 | 2,070 | 187 |
| Loans with adjusted terms | 34,475 | 26,135 | -8,339 | 1,581 | 1,188 | -392 |
| Total | 111,813 | 101,321 | -10,492 | 116,459 | 106,026 | -10,433 |



- Debts and Equity Ratio

| billions of yen | $09 / 3$ | $09 / 9$ | YOY |
| :--- | :---: | :---: | :---: |
| Total debts (Consolidated) | 917 | 783 | -134 |
| Equity Ratio (Consolidated) | $23.6 \%$ | $7.7 \%$ | -15.9 |
| Total Debts (Non-Consolidated) | 687 | 594 | -92 |
| Equity Ratio (Non-Consolidated) | $31.9 \%$ | $12.0 \%$ | $\mathbf{- 1 9 . 9}$ |

## Main Reason and Purpose of applying Business Revitalization Procedure

$\checkmark$ A huge Expenses as the result of continuing demands for Interest refunds.
$\checkmark$ Slump in lending business affected by administrative sanction in April, 2006.
$\checkmark$ Insufficiency of global financial Market.
$\checkmark$ Shrinking Japanese consumer finance market due to new legislation.

|  | Apply for Business | - Ensure a continued provision of <br> services to AIFUL's customer |
| :---: | :---: | :---: |
| Weakening Funding | • Drastic Improvement in Financial Base |  |
| Capability | Revitalization Plan | • Early achievement of Business restructuring |

- Basic Corporate Restructuring Policy
$\checkmark$ Reduce asset size to a level commensurate with our current funding capability.
$\checkmark$ Consolidating our organization and operations and implementing further significant structural reforms to concentrate management resources on the core operations.


## 【 Implementation of Management Rationalization】

- Consolidation of network of sales branches
- Consolidation of staff division
- Consolidation of the contact centers and collection center


## Schedule for the Business Revitalization Procedures



## Second Creditors Meeting

- Nov,24 2009 (Scheduled)
- Discussion of the proposed Business Revitalization Plan


## Third creditors Meeting

-Dec,24 2009 (Scheduled)

- Resolution on the proposed

Business Revitalization Plan
3. Explanation of Figures

| millions of yen) | 09/9 | YOY | YOY\% | Reason for increase / decrease (billions of yen) |
| :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 121,813 | -43,872 | -26.5\% |  |
| Interest income | 96,947 | -44,427 | -31.4\% | Further tightened credit and restrained lending in response to turmoil and change in the business environment. |
| AIFUL | 62,909 | -26,393 | -29.6\% | Unsecured: $¥ 52$ billion (down $¥ 23.8$ billion), Secured: $¥ 9.8$ billion (down $¥ 1.8$ billion), Small business: $¥ 1$ billion (down $¥ 0.5$ billion) |
| LIFE | 23,532 | -12,128 | -34.0\% | Credit card cash advances: $¥ 14.3$ billion (down $¥ 6.6$ billion), Loan card: $¥ 9.1$ billion (down $¥ 5.4$ billion) |
| BUSINEXT | 4,587 | -863 | -15.8\% | Balance of loans down $15 \%$. Lending curbed in view of recent business sentiment at small and medium-size enterprises. |
| City's | 2,371 | -1,797 | -43.1\% | Progressively discounting lending operation starting in October 2008 and focusing on collection through "concentration and selection" and cutbacks of duplicated business. |
| Other consumer finance company | 3,547 | -3,244 | -47.8\% | Focusing on collection. Sale of subsidiary (TRYTO, WIDE, TCM, Passkey) on September 30 |
| Credit card purchases | 9,012 | 900 | 11.1\% | LIFE credit card shopping purchases up 9\%. |
| Installment finance | 1,116 | -1,102 | -49.7\% | Ongoing implementation of tightened member store screening. |
| Loan guarantees | 3,664 | -422 | -10.3\% | AIFUL: $¥ 2.1$ billion down $¥ 0.1$ billion) LIFE: $¥ 1.5$ billion (down $¥ 0.2$ billion) |
| Other income | 10,989 | 1,469 | 15.4\% |  |
| Bad debt recovery | 6,020 | 2,572 | 74.6\% | AIFUL: $¥ 3.6$ billion ( $\quad ¥ 1.7$ billion), LIFE: $¥ 1.8$ billion (4p $¥ 0.7$ billion) |
| Revenue from debt collection | 1,709 | -833 | -32.8\% | Due to increase in claims purchased at AsTry Loan Services |

Breakdown of consolidated operating expenses

| (millions of yen) | 09/9 | YOY | YOY\% | Reason for increase / decrease (billions of yen) |
| :---: | :---: | :---: | :---: | :---: |
| Operating Expenses | 380,761 | 223,037 | 141.4\% | Transfers to an interest repayment reserve were increased in view of the current peak level of interest repayments. |
| Financial Expenses | 10,707 | -3,303 | -23.6\% | Decline due to fall in balance of fund procurement accompanying drop in balance of operating receivables. |
| Cost of Claims Purchasing | 1,436 | -414 | -22.4\% | Tied to AsTry Loan Service collections of claims purchased. |
| Credit Costs | 128,606 | 91,084 | 242.8\% | AIFUL: $¥ 108.5$ billion (up $¥ 86.2$ billion), LIFE: $¥ 12.9$ billion (up $¥ 0.9$ billion), City’s: $¥ 4.3$ billion (up $¥ 4$ billion). |
| Return of interest repayments | 191,999 | 149,888 | 347.4\% | AIFUL: $¥ 176.8$ billion (up $¥ 146.1$ billion), LIFE: $¥ 11$ billion (up $¥ 2$ billion), City's: $¥ 4$ billion (up $¥ 4$ billion) |
| Advertising Expenses | 2,126 | -2,248 | -51.4\% | AIFUL (down $¥ 1.8$ billion) |
| Personnel Expenses | 15,861 | -5,526 | -25.8\% | AIFUL (down $¥ 2.6$ billion), LIFE (down $¥ 1.3$ billion), City's (down $¥ 1$ billion) |
| Amortization of Goodwill and Consolidation Difference | - | -427 | - | No costs recorded, as the goodwill was written off in the previous term |
| Other expenses | 30,167 | -5,000 | -14.2\% | Chiefly reductions in various costs accompanying progress of business restructuring. |
| Commission | 8,866 | -1,612 | -15.4\% | Reduction in partner ATM service fee accompanying drop in balance of loans outstanding. <br> AIFUL (down $¥ 1$ billion), LIFE (down $¥ 0.4$ billion) |
| Rental Expenses \& Land Rent | 3,923 | -1,129 | -22.4\% | Reduction in maintaining the network of sales branches. AIFUL (down $¥ 0.4$ billion), LIFE (down $¥ 0.3$ billion) |
| Supplies, Repair and Maintenance | 2,773 | -611 | -18.1\% | Reduction in rents fees due to outlet closures. AIFUL (down $¥ 0.2$ billion), LIFE (down $¥ 0.3$ billion) |
| Communications | 4,635 | -1,016 | -18.0\% | AIFUL (down $¥ 0.6$ billion), LIFE (down $¥ 0.3$ billion) |
| Operating Income | -259,110 | -267,073 | - |  |

## Breakdown of consolidated operating income

| (millions of yen) | 09/9 | YOY | Reason for increase / decrease (billions of yen) |
| :---: | :---: | :---: | :---: |
| Non-operating Income | 455 | -761 |  |
| Non-operating Expenses | 202 | 77 |  |
| Ordinary Income | -258,858 | -267,912 |  |
| Extraordinary Income | 1,856 | 1,747 | Gain on sales of investment securities $¥ 1.1$ billion, Reversal of Reserve for Bonuses $¥ 0.5$ billion. |
| Extraordinary Losses | 20,463 | 18,561 | Allowance of various expenses based on AIFUL Group reorganization and cost structure reform. |
| Impairment loss | 4,662 | 4,662 | Loss on impairment of long-lived assets. |
| Transfer to allowance for business reorganization | 7,878 | 7,010 | Special severance payments, Cost related to closure of outlets. |
| Loss on transfer of business | 6,141 | 6,141 | Losses on the transfer of loans to subsidiaries related to the sale of the four consumer finance subsidiaries. |
| Pre-tax Net Income | -277,471 | -284,733 |  |
| Corporate Income Tax, Inhabitant Tax, Enterprise Tax | 366 | 6,935 | 08/9:Refund of prior-year corporation tax (AIFUL: 7.1 billion). |
| Adjustment for Corporate Income Tax, etc. | 5,099 | -1,403 | Due to a portion of deferred tax assets are liquidated of AIFUL and LIFE. |
| Minority interests in net Income | -618 | -774 |  |
| Net Income | -282,318 | -289,489 |  |


| (millions of yen ) | 10/3 (E) <br> Previous | 10/3 (E) Revised | YOY | Reason for increase / decrease (billions of yen) |
| :---: | :---: | :---: | :---: | :---: |
| Operating revenue | 226,382 | 216,531 | -9,851 | Tightened credit and reduced marketing in response to changes in the business environment. |
| Interest income | 178,939 | 169,569 | -9,370 |  |
| AIFUL | 114,431 | 111,186 | -3,245 | Revised: Unsecured $¥ 91.1$ billion (down $¥ 3.2$ billion), Secured $¥ 18.1$ billion (up $¥ 0.1$ billion), Small business $¥ 1.8$ billion (down $¥ 0.1$ billion) |
| LIFE | 45,131 | 41,527 | -3,604 | Revised: Credit Card $¥ 25$ billion (down $¥ 3.3$ billion), Loan card $¥ 16.2$ billion (down $¥ 0.2$ billion) |
| BUSINEXT | 9,142 | 9,141 | -1 | Lending curbed in view of recent business sentiment at small and medium-size enterprises. |
| City's | 3,990 | 4,168 | 178 | Stopped lending operation, and focusing on collection. |
| Other consumer finance company | 6,246 | 3,547 | -2,699 | Exclusion from consolidated due to sale of subsidiary (TRYTO, WIDE, TCM, Passley) on September 30. |
| Credit card purchases | 18,598 | 18,178 | -420 |  |
| Installment finance | 1,909 | 1,733 | -176 | Life halted the issue of new loans because of branches closed. |
| Loan guarantees | 7,537 | 7,222 | -315 | AIFUL (down $¥ 0.1$ billion), LIFE (down $¥ 0.1$ billion) |
| Other income | 19,240 | 19,594 | 354 |  |
| Bad debt recovery | 10,582 | 11,140 | 558 | AIFUL (up $¥ 0.2$ billion), LIFE (up $¥ 0.5$ billion) |
| Revenue from debt collection | 3,431 | 3,000 | -431 | Due to increase in claims purchased at AsTry Loan Services |


| (millions of yen) | 10/3 (E) <br> Previous | 10/3 (E) <br> Revised | YOY | Reason for increase / decrease (billions of yen) |
| :---: | :---: | :---: | :---: | :---: |
| Operating Expenses | 215,749 | 496,736 | 280,987 |  |
| Financial Expenses | 22,526 | 21,610 | -916 |  |
| Cost of Claims Purchasing | 3,335 | 4,013 | 695 | Tied to AsTry Loan Service collections of claims purchased. |
| Credit Costs | 82,586 | 176,211 | 93,625 | Revised: AIFUL $¥ 141.4$ billion |
| Return of Interest Repayments | 7,598 | 203,057 | 195,459 | Revised: AIFUL $¥ 178.6$ billion |
| Advertising Expenses | 2,504 | 2,459 | -45 |  |
| Personnel Expenses | 34,118 | 30,205 | -3,913 | Reduction due to voluntary retirement. |
| Other expenses | 63,015 | 59,098 | -3,917 | Chiefly reductions in various costs accompanying progress of business restructuring. |
| Operating income | 10,633 | -280,206 | -290,839 |  |
| Non-operating income | 527 | 1,092 | 565 |  |
| Non-operating expenses | 484 | 212 | -272 |  |
| Ordinary Income | 10,677 | -279,326 | -290,003 |  |
| Extraordinary Income | 8 | 1,991 | 1,983 | Gain on sales of investment securities $¥ 1.1$ billion, Reversal of Reserve for Bonuses $¥ 0.5$ billion. |
| Extraordinary Losses | 1,073 | 25,427 | 24,354 | 2Q results and Life's special severance payments. |
| Net Income before Taxes | 9,612 | -302,761 | -312,373 |  |
| Corporate Income Tax, Inhabitant Tax, Enterprise Tax | 668 | 320 | -348 |  |
| Adjustment on Corporate Tax, etc. | 781 | 7,166 | 6,385 | Due to a portion of deferred tax assets are liquidated |
| Minority Interests in Net Income | 48 | -1,989 | -2,037 |  |
| Net Income | 8,115 | -308,258 | -316,373 |  |


[^0]:    *Outstanding: Managed Assets Basis Italic font: increase or decrease

