



# First Quarter Financial Results for Fiscal Year 2012 (Apr - Jun, 2012)

*AIFUL CORPORATION*

<http://www.ir-aiful.com>

**August, 2012**


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# Financial Results(1):Consolidated Summary



(¥ million)	11/6	12/6			13/3( E )
			YOY	YOY%	
Operating revenue	30,651	25,958	-4,693	-15.3%	-
Interest income	20,954	16,420	-4,533	-21.6%	-
Operating expenses	26,879	19,182	-7,697	-28.6%	-
Financial expenses	2,650	1,847	-802	-30.3%	-
Credit cost	10,267	4,363	-5,903	-57.5%	-
(Bad debt write offs)	19,807	13,644	-6,163	-31.1%	-
Expenses for Interest repayments	-	-	-	-	-
(Interest repayment)	22,545	9,347	-13,197	-58.5%	-
Other operating expenses	13,182	12,339	-842	-6.4%	-
Operating income	3,771	6,776	3,004	79.7%	-
Ordinary income	3,486	6,398	2,912	83.5%	-
Extraordinary income	242	4	-237	-98.1%	-
Extraordinary losses	1,517	1	-1,516	-99.9%	-
Income before taxes	2,210	6,402	4,191	189.6%	-
Net income	2,195	6,211	4,016	183.0%	-
Total Receivable outstanding	720,103	591,207	-128,896	-17.9%	-
Loans outstanding	549,248	430,444	-118,803	-21.6%	-
Installment receivable	81,948	80,133	-1,814	-2.2%	-
Credit guarantee	78,219	72,613	-5,605	-7.2%	-
Customer accounts (thousands)	1,396	1,057	-338	-24.3%	-




 アイフル (¥million)	11/6	12/6			13/3( E )
			YOY	YOY%	
Operating revenue	17,317	16,783	-533	-3.1%	-
Interest income	14,250	12,783	-1,467	-10.3%	-
Operating expenses	15,209	11,201	-4,007	-26.3%	-
Financial expenses	1,771	1,477	-293	-16.6%	-
Credit cost	6,450	2,485	-3,964	-61.5%	-
(Bad debt write offs)	16,785	12,286	-4,499	-26.8%	-
Expenses for Interest repayments	-	-	-	-	-
(Interest repayment)	18,099	9,157	-8,942	-49.4%	-
Other operating expenses	6,950	7,238	287	4.1%	-
Operating income	2,108	5,581	3,473	164.8%	-
Ordinary income	2,893	5,867	2,973	102.7%	-
Extraordinary income	52	4	-48	-91.2%	-
Extraordinary losses	1,502	1	-1,501	-99.9%	-
Net income	1,436	5,853	4,417	307.5%	-
Total Receivable outstanding	388,396	383,459	-4,937	-1.3%	-
Loans outstanding	349,387	321,669	-27,718	-7.9%	-
Customer accounts (thousands)	750	746	-4	-0.5%	-
Average yield	15.6%	15.4%	-0.2	-	-
Below 18% unsecured loan balance's occupancy rate	64.0%	78.4%	+14.4	-	-


Due to group reorganization on July 1, 2011, part of LIFE and City's were merged and consolidated to AIFUL

## Financial Results(3):Summary of Life Card and Businext



 (¥ million)	11/9	12/6		13/3( E )
		YOY	YOY%	
Operating revenue	6,400	6,737	-	-
Operating expenses	4,613	5,874	-	-
Operating income	1,787	862	-	-
Ordinary income	1,054	333	-	-
Net income	456	307	-	-
Loans outstanding	57,219	51,961	-	-
Installment receivables	67,749	73,759	-	-

Life Card Co.,Ltd. Commenced operations on July 1,2011,after completion of a group restructuring,and announced its results starting from the second quarter of the fiscal year ended March 31,2012.

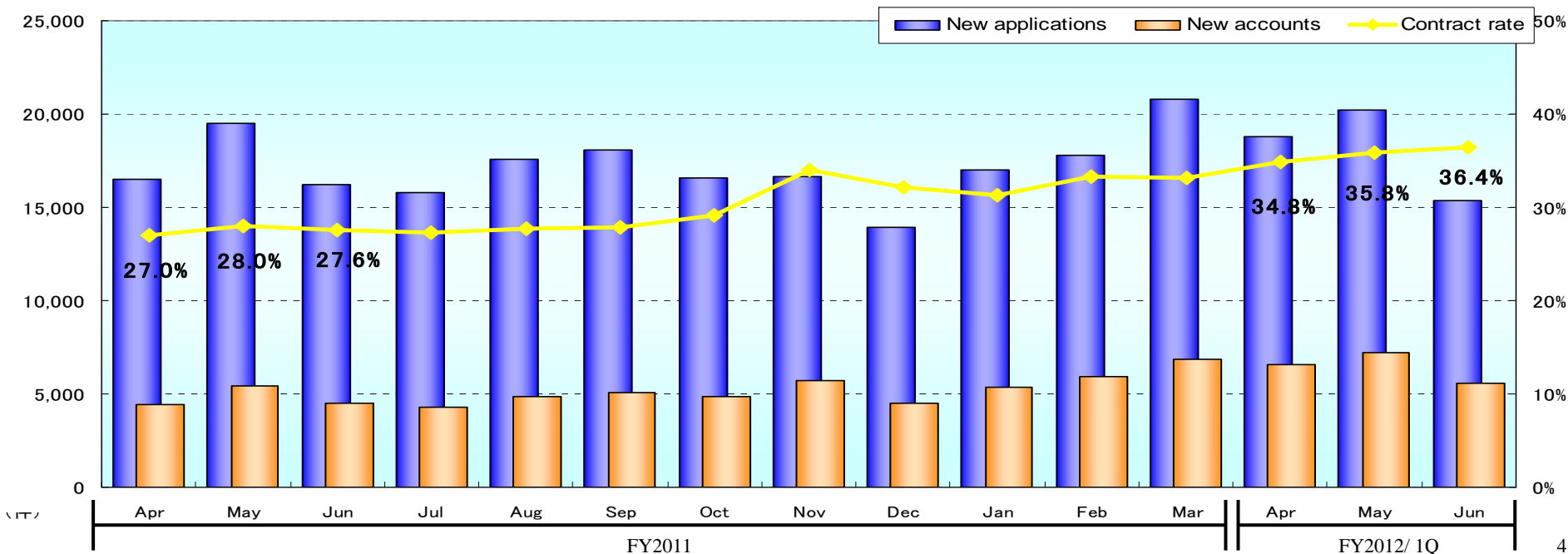
 (¥ million)	11/6	12/6		13/3( E )
		YOY	YOY%	
Operating revenue	1,833	1,843	9	0.5%
Operating expenses	1,909	1,593	-315	-16.5%
Operating income	-75	249	325	-
Ordinary income	-75	253	329	-
Net income	-78	177	256	-
Total Receivable outstanding	58,481	56,813	-1,667	-2.9%
Customer accounts (thousands)	30	29	-1	-5.2%
Average yield	13.7%	13.6%	-0.1%	-



## ◆ Contract rate of Unsecured loans and Non-Consolidated Loan volume

	FY2011				FY2012	YOY%
	1Q (3M)	2Q (3M)	3Q (3M)	4Q (3M)	1Q (3M)	
New applications (num)	52,268	51,365	47,209	55,599	54,386	+4.1%
New accounts (num)	14,399	14,203	14,992	18,140	19,375	+34.6%
Contract rate	27.5%	27.7%	31.8%	32.6%	35.6%	+8.1%
Loan volume (¥ million)	20,568	23,022	24,181	27,901	24,053	16.9%

## ◆ Trends of New applications, New accounts and Contract rate of Unsecured loan





◆ (Consolidated) Amount of Write-offs and Write-offs Ratio for Total Receivable Outstanding

(¥ million)	11/6	12/6		13/3(E)	
			YOY%		YOY%
(1) Write-offs	22,014	13,644	-38.0%	-	-
Waiver of principal related to Interest repayment	13,687	5,453	-60.2%	-	-
Other	8,327	8,191	-1.6%	-	-
(2) Specific allowance for doubtful accounts	528	461	-12.5%	-	-
Total Write-offs (1)+(2)	22,542	14,106	-37.4%	-	-
Write-offs ratio	3.13%	2.39%	-0.74	-	-

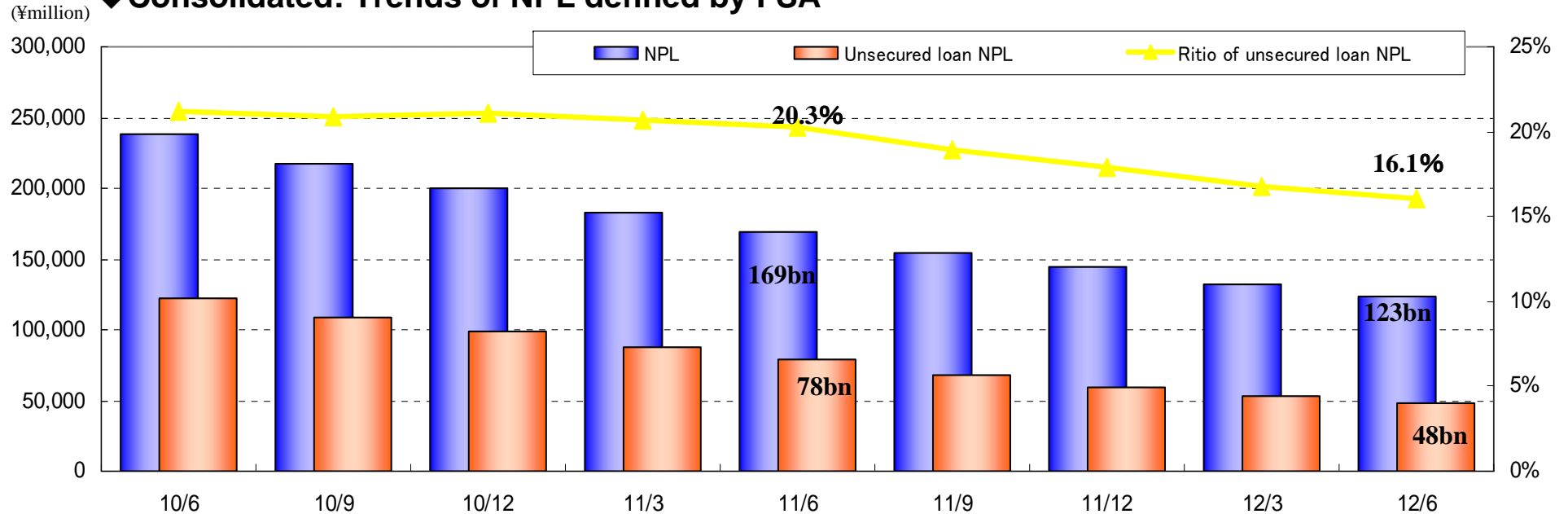
◆ (Non-consolidated) Amount of Write-offs and Write-offs Ratio for Total Receivable Outstanding

(¥ million)	11/6	12/6		13/3(E)	
			YOY%		YOY%
(1) Write-offs	16,785	12,286	-26.8%	-	-
Waiver of principal related to Interest repayment	11,297	5,370	-52.5%	-	-
Other	5,488	6,916	+26.0%	-	-
(2) Specific allowance for doubtful accounts	611	446	-27.0%	-	-
Total Write-offs (1)+(2)	17,397	12,733	-26.8%	-	-
Write-offs ratio	4.48%	3.32%	-1.16	-	-

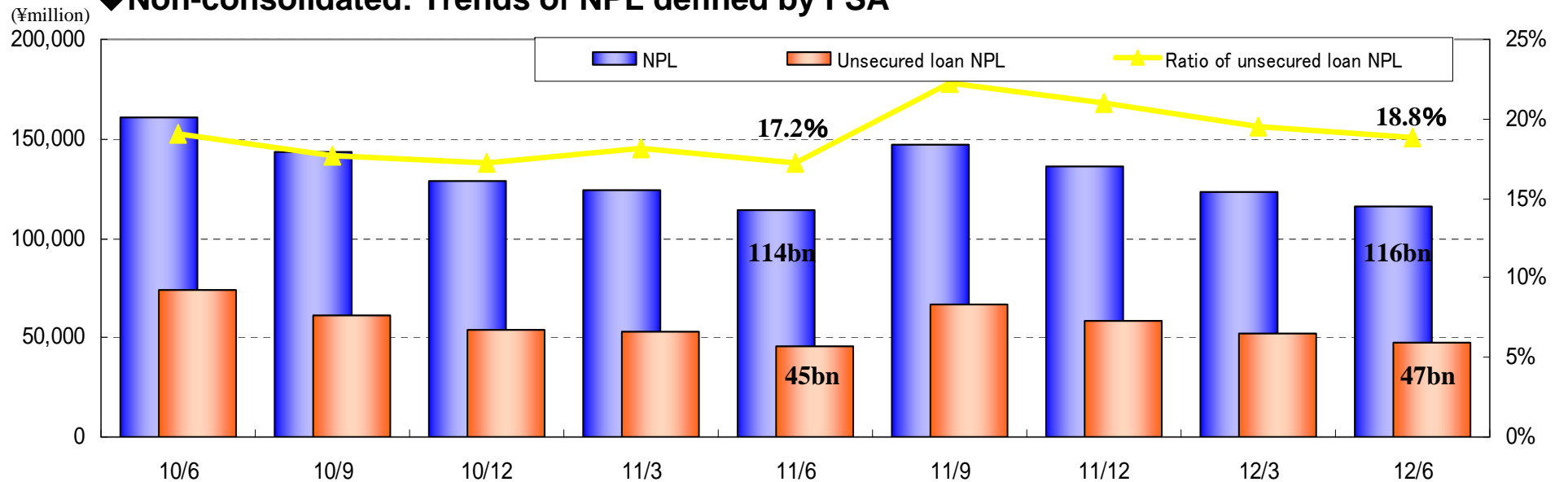
Due to group reorganization on July 1, 2011, part of LIFE and City's were merged and consolidated to AIFUL



## ◆ Consolidated: Trends of NPL defined by FSA



## ◆ Non-consolidated: Trends of NPL defined by FSA



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# Trends of Interest Repayment (1): Non-Consolidated



## ◆ Allowance for losses on Interest repayment:

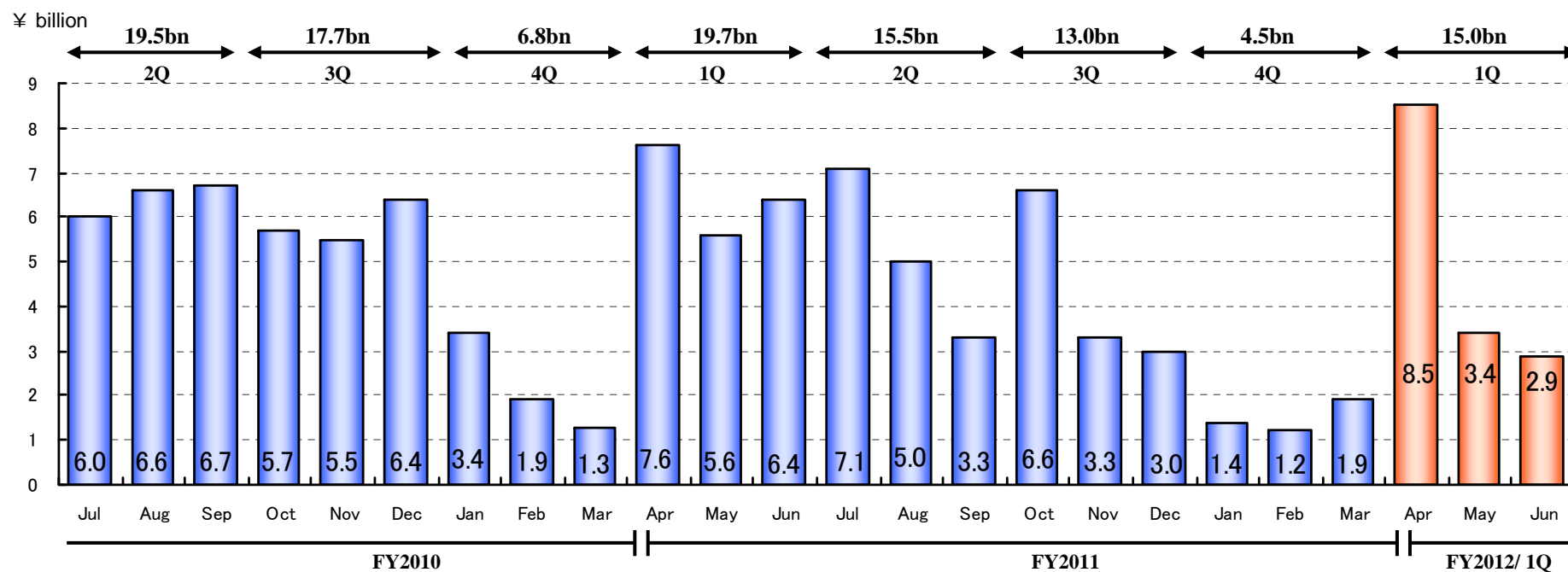
### 1. Consolidated

( ¥ million )	Interest repayment	Waiver of principal	Total
Allowance at the beginning of FY2012	108,667	58,112	166,779
Reversal (Interest repayment)	9,347	-	9,348
Reversal (Waiver of principal)	82	5,370	5,453
Provisions	-	-	-
Allowance at the end of FY2012/ 1Q	99,237	52,741	151,979

### 2. Non-Consolidated

Interest repayment	Waiver of principal	Total
102,395	58,112	160,507
9,157	-	9,157
-	5,370	5,370
-	-	-
93,238	52,741	145,980

## ◆ Monthly Interest Repayment (Cash out basis) : Non-consolidate



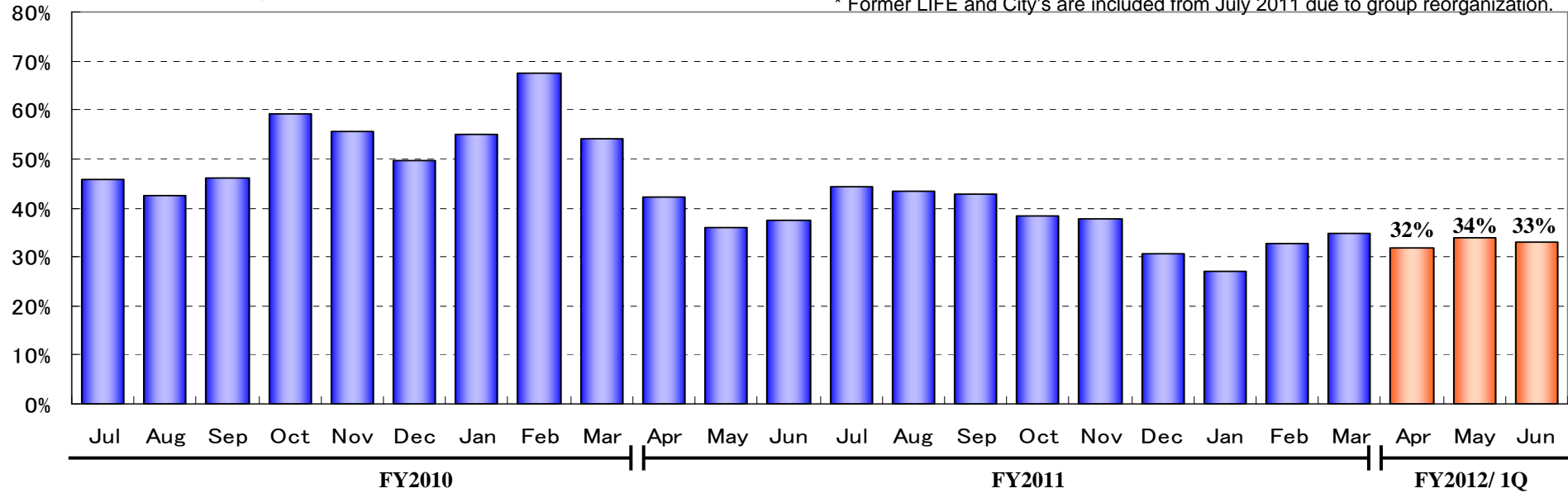


# Trends of Interest Repayment (2) : Interest Repayment related Indices

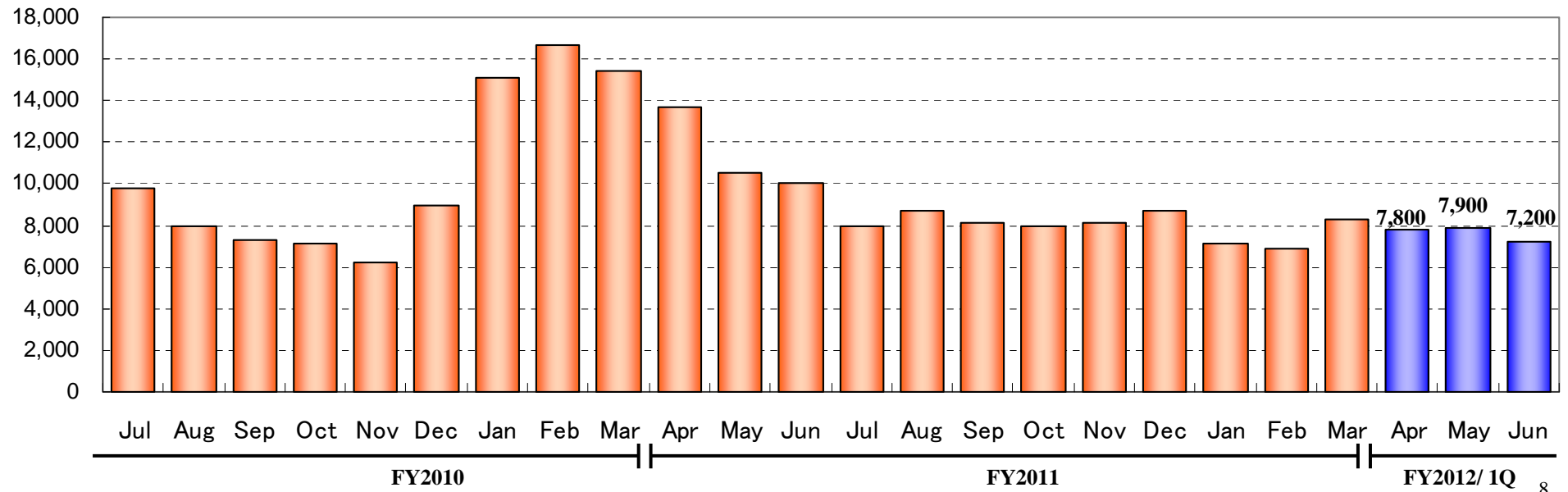


**【 Monthly Figure of Attorney Involvement 】** \* May 2007(peak) =100

\* Former LIFE and City's are included from July 2011 due to group reorganization.



**【 Monthly Interest Repayment Claims 】**



# Cash Flows and Funding: Consolidated

