



First Quarter of FY2024/3
Presentation Material



① Introduction	03-07
② Consolidated Financial Results Summary	08-19
③ “Changes” in AIFUL Group	20-25
④ AIFUL Results Summary	26-37
⑤ LIFECARD Results Summary	38-47
⑥ Group Companies Results Summary	48-52
⑦ Appendix	53-60



1 Introduction

Digest of Financial Results (Consolidated)

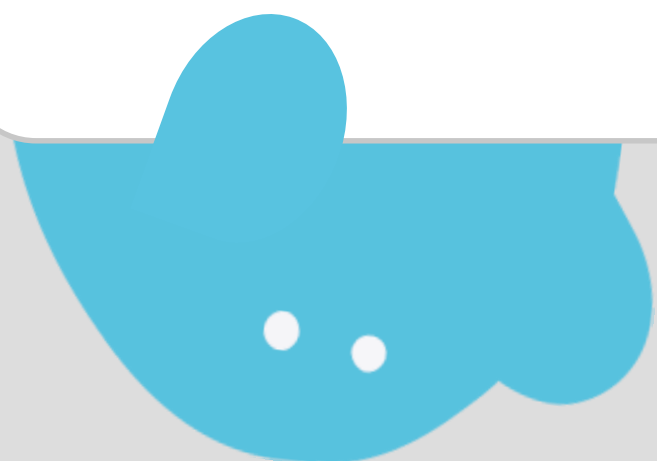
- The number of new accounts increased by 33% YoY, totaling 102,000. The total receivable outstanding grew by 15% to 1,049 billion yen, while the operating revenue reached 38.6 billion yen, reflecting an 11% increase.
- Due to upfront investment costs accompanying the expansion of total receivable outstanding and the necessary cost increase during the balance growth phase, the operating profit amounted to 3.1 billion yen.

New Accounts
102,000 (+33%)

Total Receivable
1,049.1bn yen (+15%)

Operating Revenue
38.6bn yen (+11%)

Operating profit
3.1bn yen (-53%)



Key Figures & Full-year Plan (Consolidated)

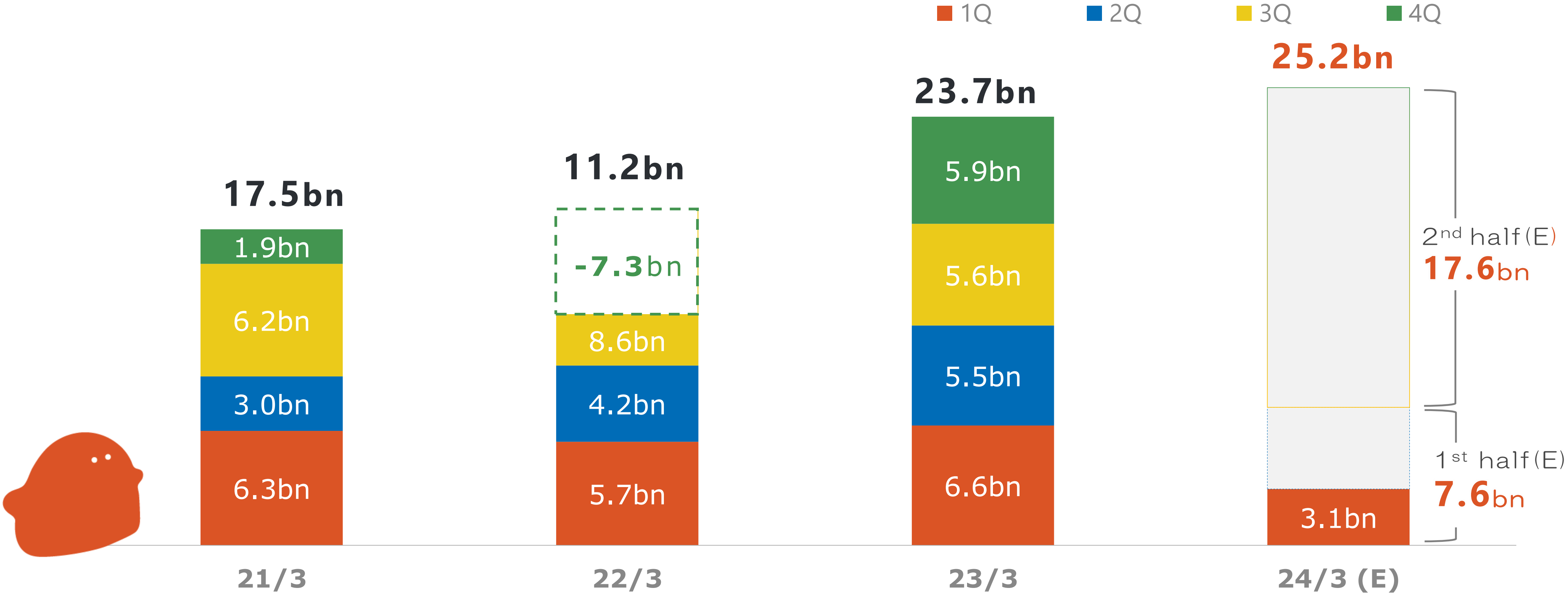
- On the back of solid new loan growth, total receivable and operating revenue have achieved double-digit growth.
- Due to the recognition of associated expenses stemming from market recovery and the expansion of total receivable, the earnings declined YoY.

(¥ million)	23/3 1Q	24/3 1Q	YOY	YOY%	24/3(E)	YOY	YOY%	
Total receivable outstanding	910,052	1,049,127	139,075	15.3%	1,156,400	140,489	13.8%	
Loan business	594,238	668,294	74,056	12.5%	715,600	66,839	10.3%	
Unsecured	514,750	565,856	51,105	9.9%	600,600	49,952	9.1%	
Secured	19,030	27,424	8,393	44.1%	31,700	5,720	22.0%	
Small Business	60,456	75,013	14,556	24.1%	83,200	11,066	15.3%	
Credit business	121,357	148,006	26,648	22.0%	182,000	39,100	27.4%	
Guarantees	178,487	212,175	33,688	18.9%	236,400	32,321	15.8%	
Credit guarantee	177,675	211,637	33,961	19.1%	236,100	32,607	16.0%	1Q
Other	812	538	-273	-33.7%	300	-285	-48.8%	Progress
Operating revenue	34,692	38,665	3,973	11.5%	161,200	17,047	11.8%	24.0%
Operating expenses	28,082	35,557	7,474	26.6%	136,000	15,572	12.9%	26.1%
Operating profit	6,609	3,108	-3,501	-53.0%	25,200	1,475	6.2%	12.3%
Ordinary profit	6,714	3,408	-3,306	-49.2%	25,500	1,071	4.4%	13.4%
Profit attributable to owners of parent	5,945	2,968	-2,977	-50.1%	22,600	256	1.1%	13.1%

Quarterly Profit Forecast (Consolidated)

- Profit levels increase year by year due to the expansion of total receivable.
- As a result of continuing the strategy to further accelerate balance growth, an increase in profit by 1.5 bn yen is anticipated for the FY, despite upfront investments and expenses related to balance growth in the current FY.

Quarterly Trends in Operating Profit



Profitability KPI

● Trend of ROA and ROE

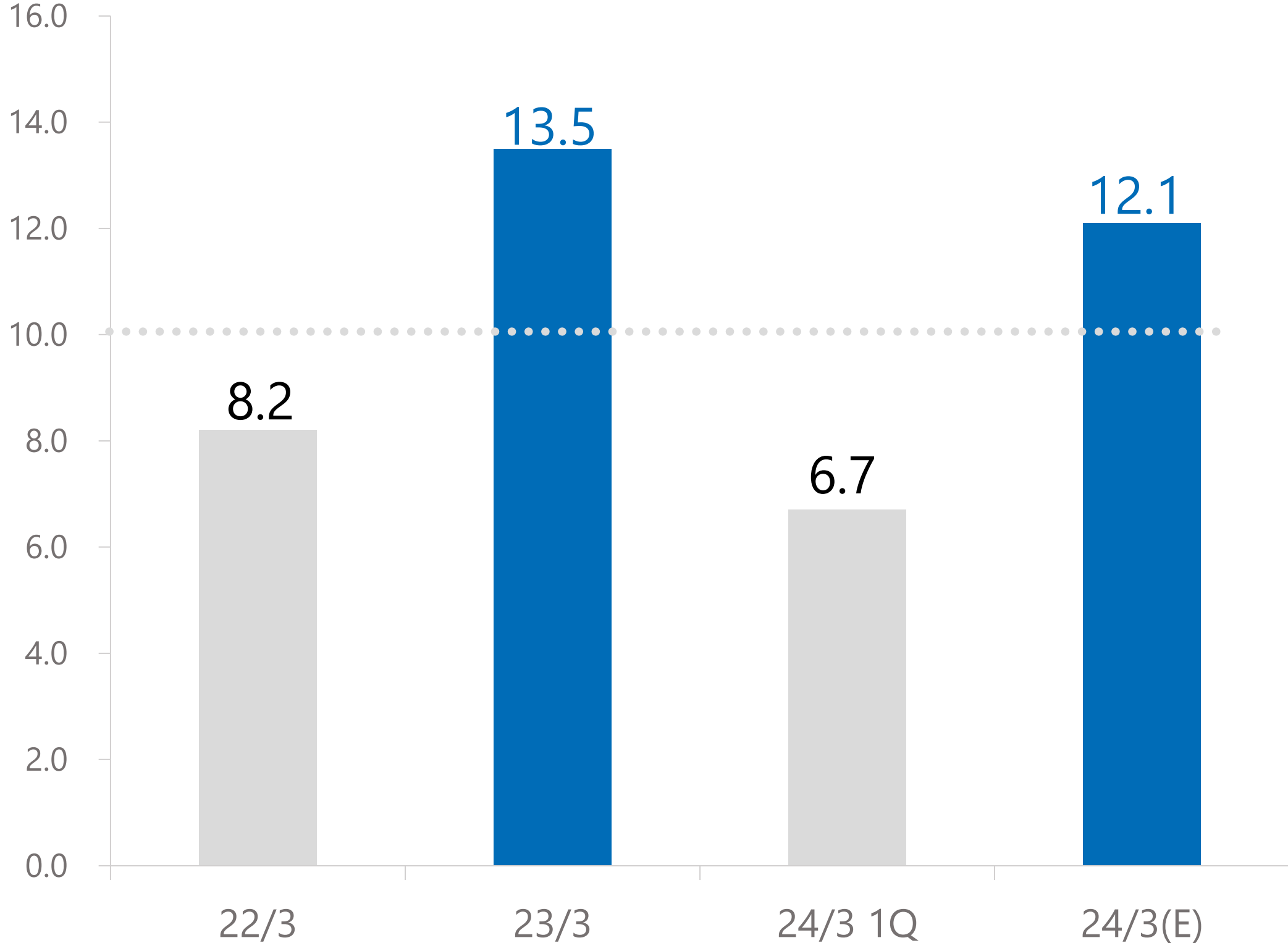
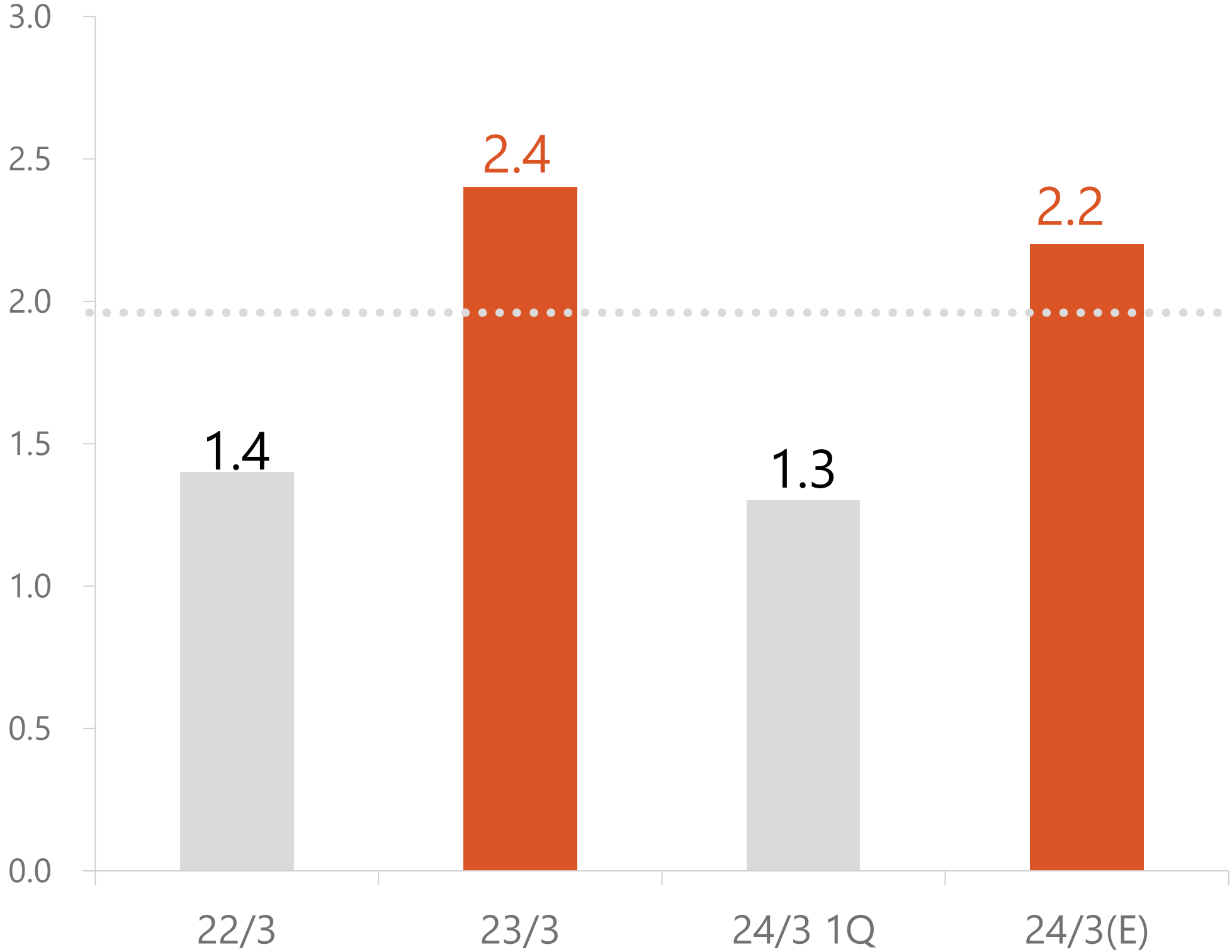


More than 2%

ROA

More than 10%

ROE

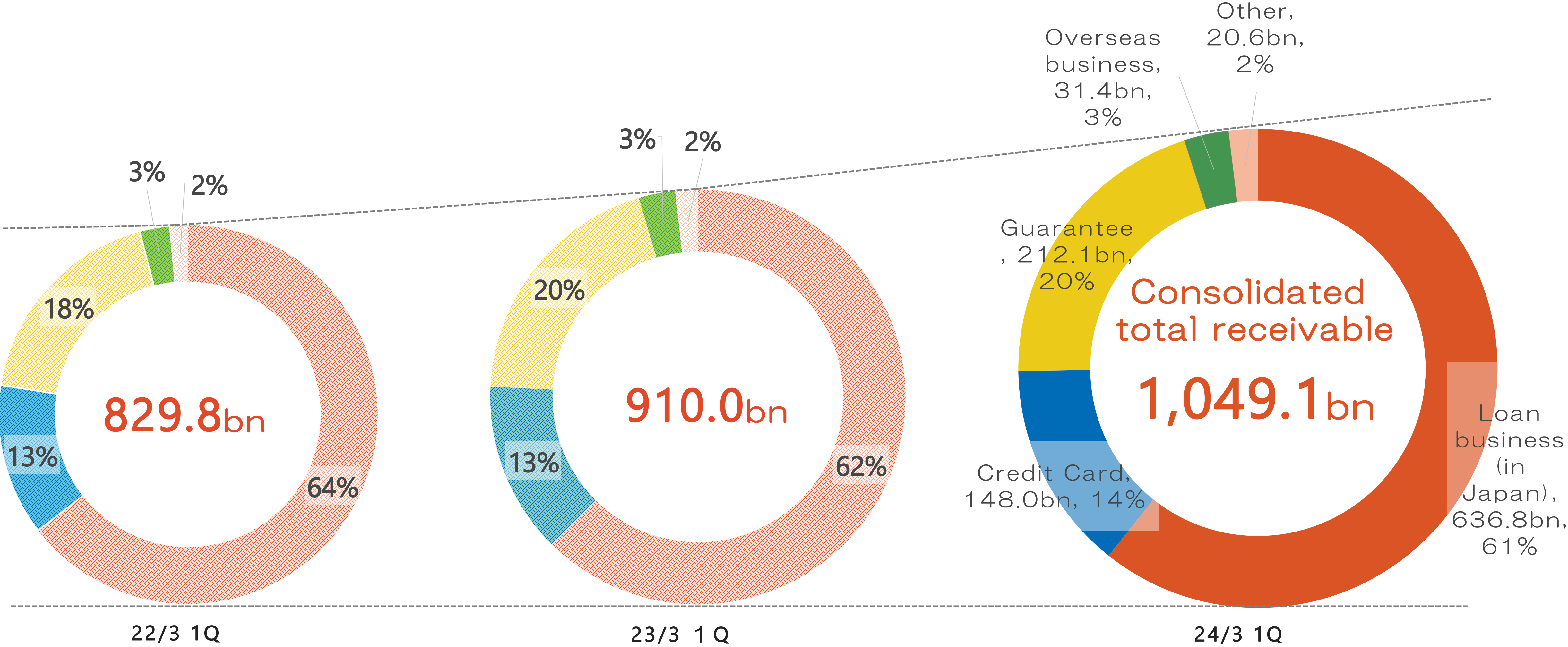




2 Consolidated Financial Results Summary

Highlights/Business Portfolio

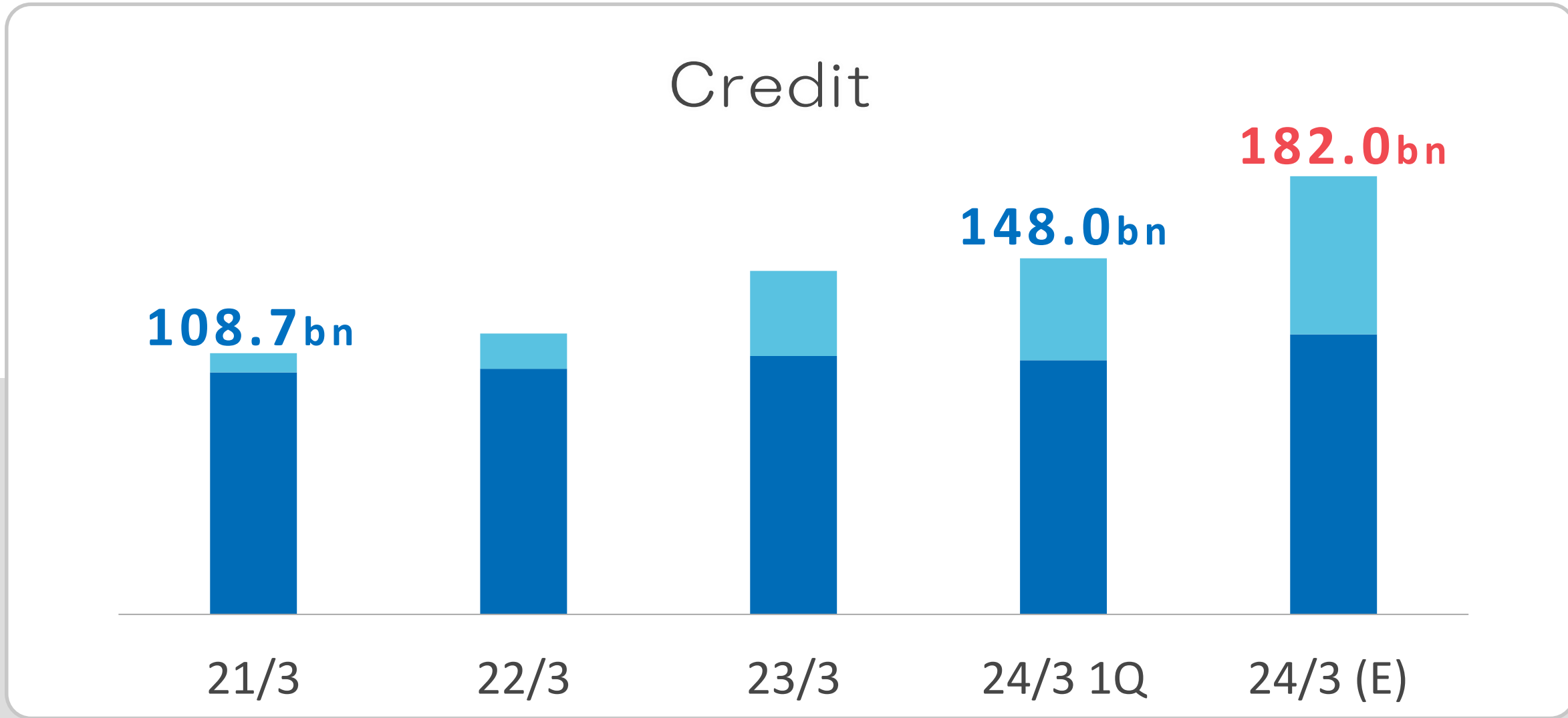
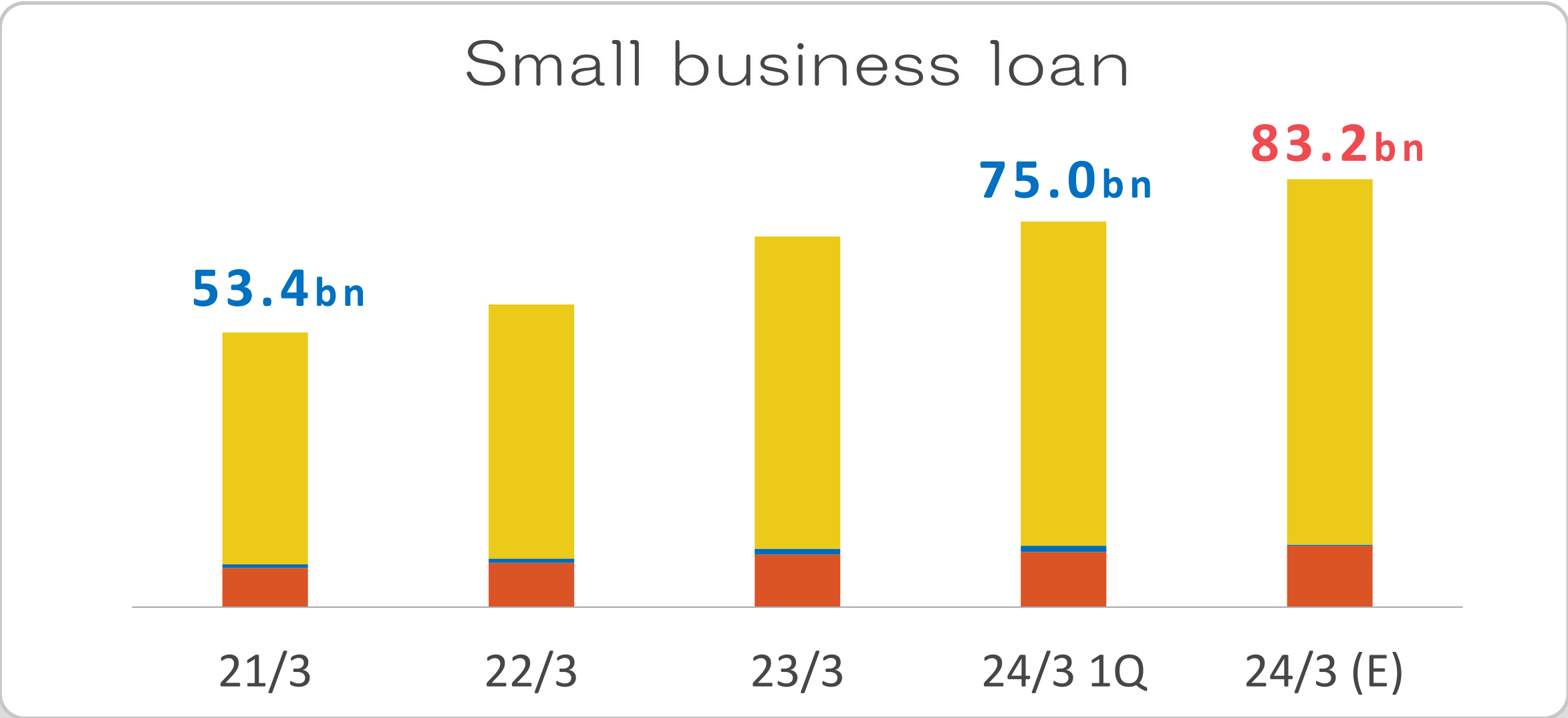
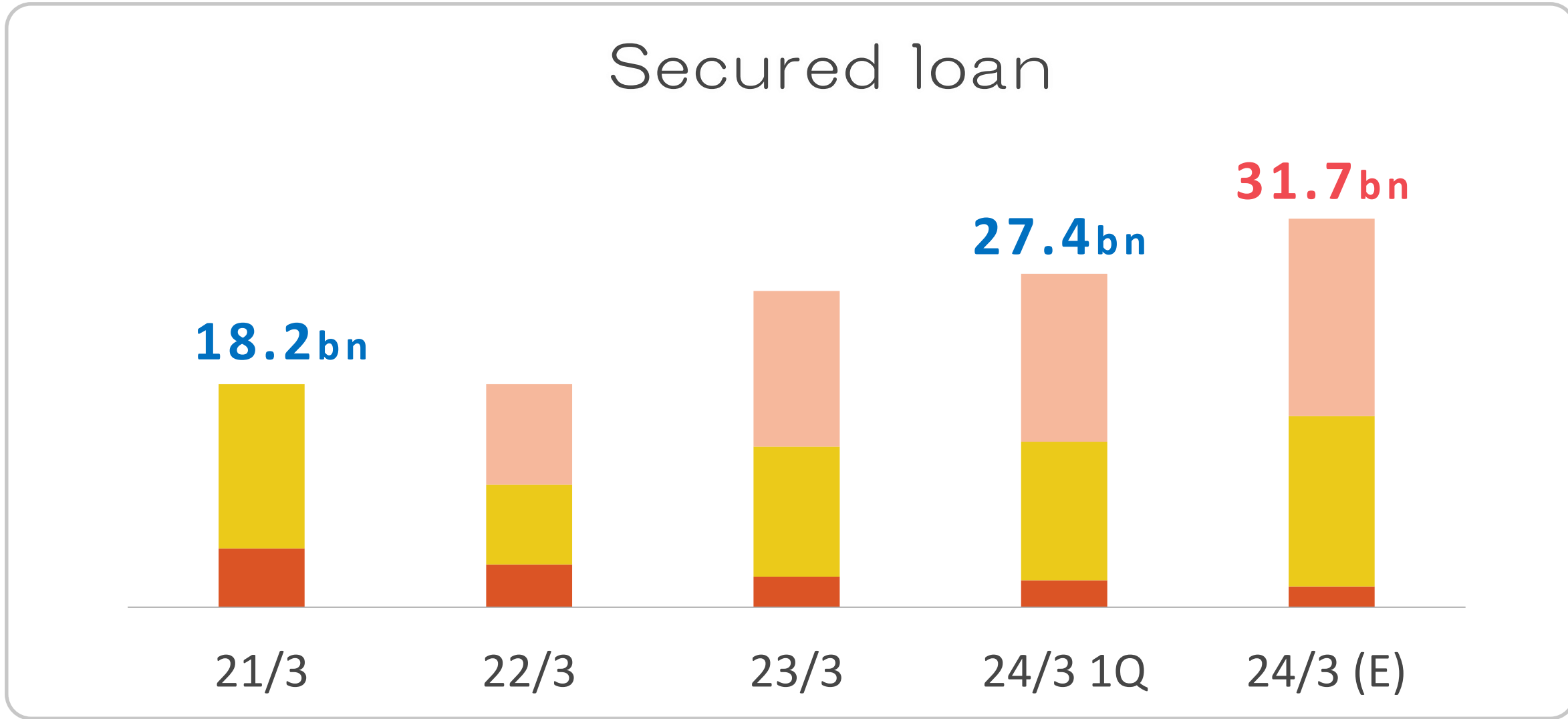
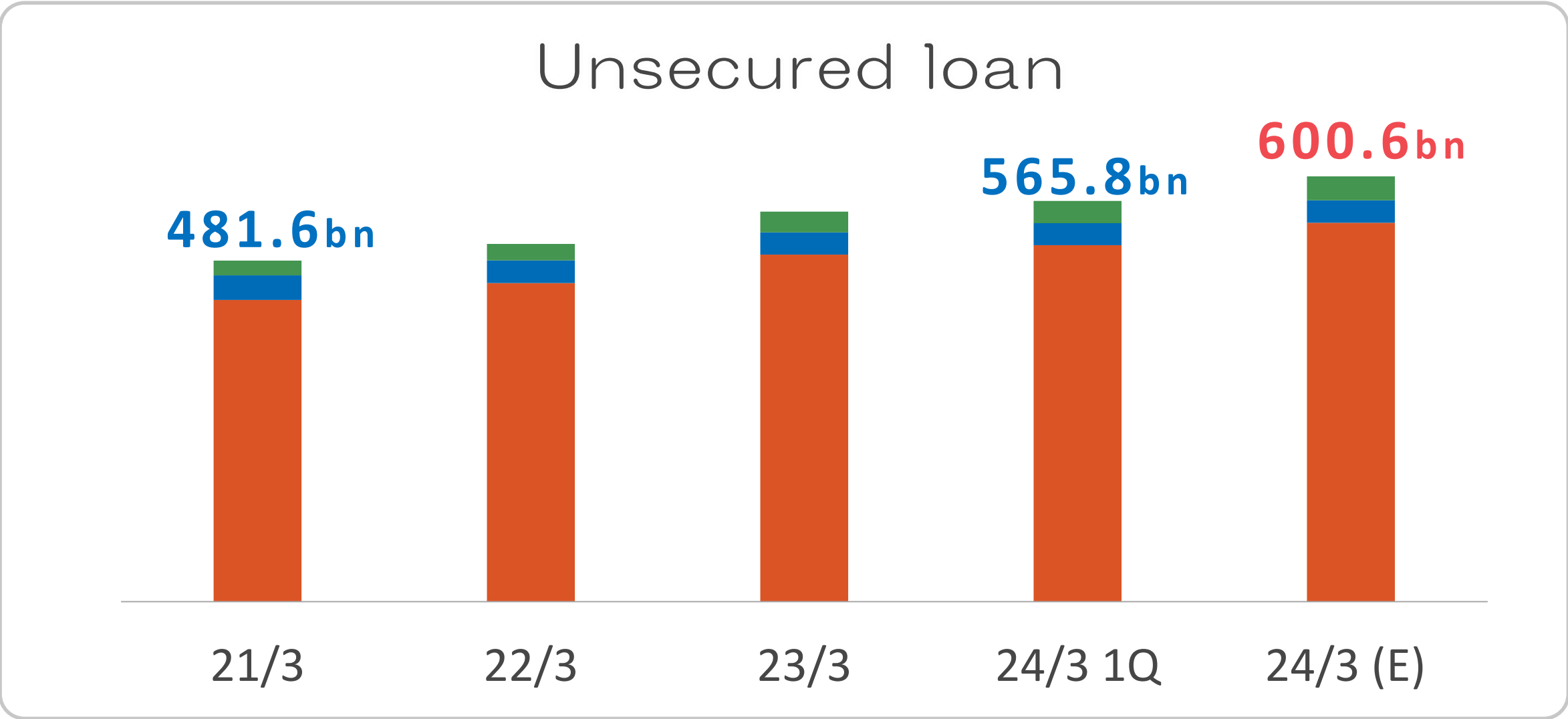
● Business portfolio improved on the back of business expansion in the guarantee and credit card businesses



Highlights/Balance by Business Segment

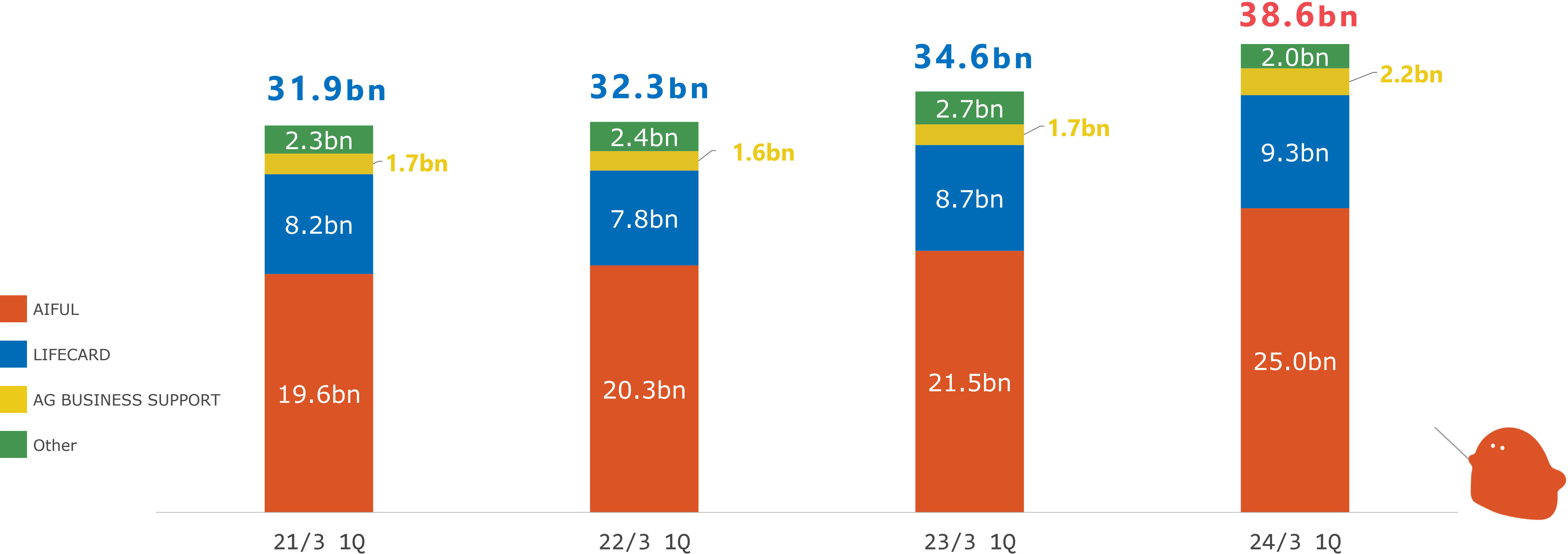
● Each business continued steady growth

- AIFUL
- LIFECARD
- AG BUSINESS SUPPORT
- A&A
- AG Medical
- AG GUARANTEE



Highlights/Operating Revenue

● Operating revenues of group companies remained strong as total receivable outstanding increased.



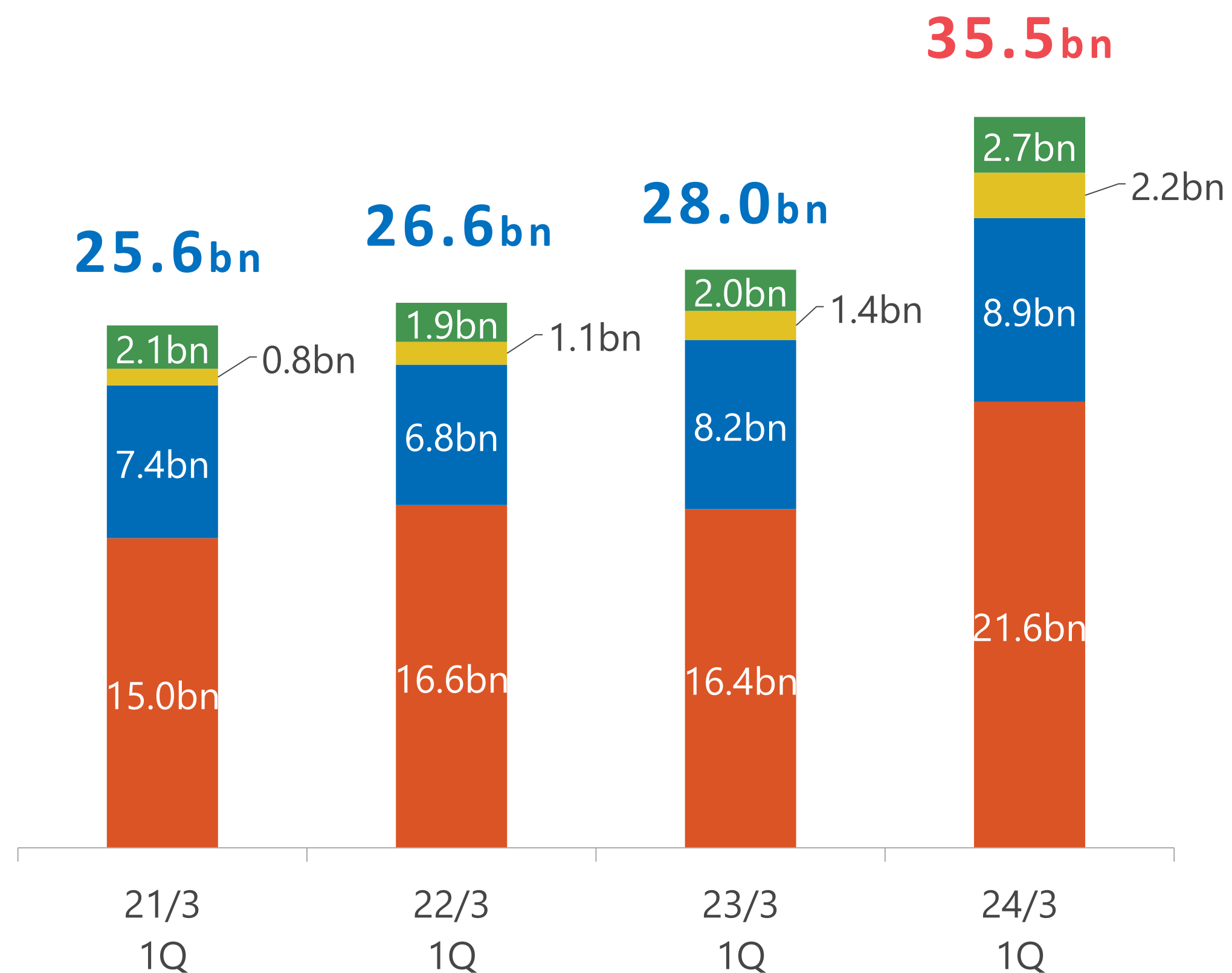
※Consolidation adjustments are accounted for under the 'other' category.

Highlights/Operating Expenses and Operating Profit

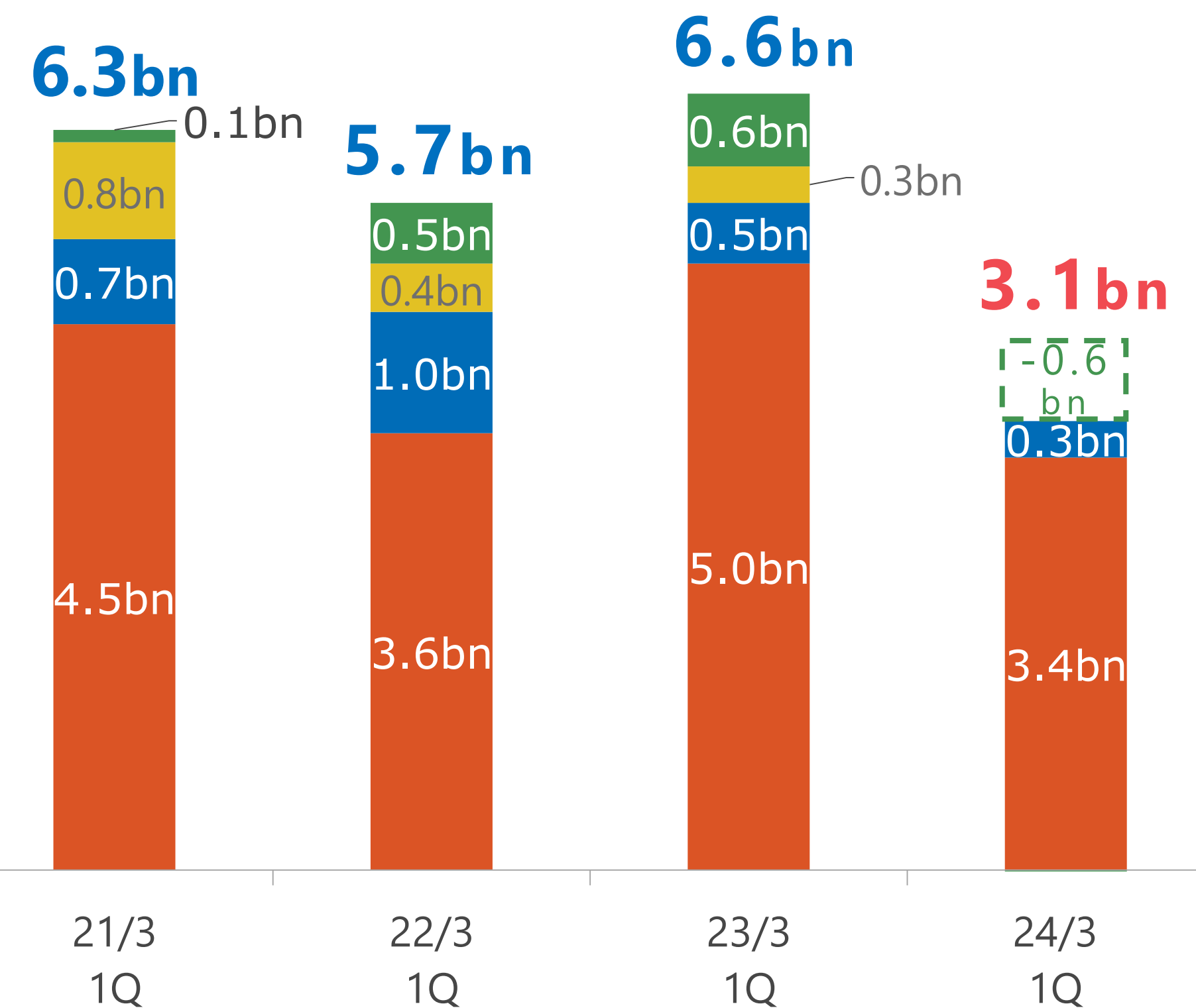
- With a robust acquisition trend, advertising cost has been actively invested. Operating expenses were 35.5 bn yen due to recognition of credit costs corresponding to balance growth.
- Given the phase of balance growth, where expenses precede profits, the operating profit amounted to 3.1 bn yen.

■ AIFUL
 ■ LIFECARD
 ■ AG BUSINESS SUPPORT
 ■ Other

Operating expenses



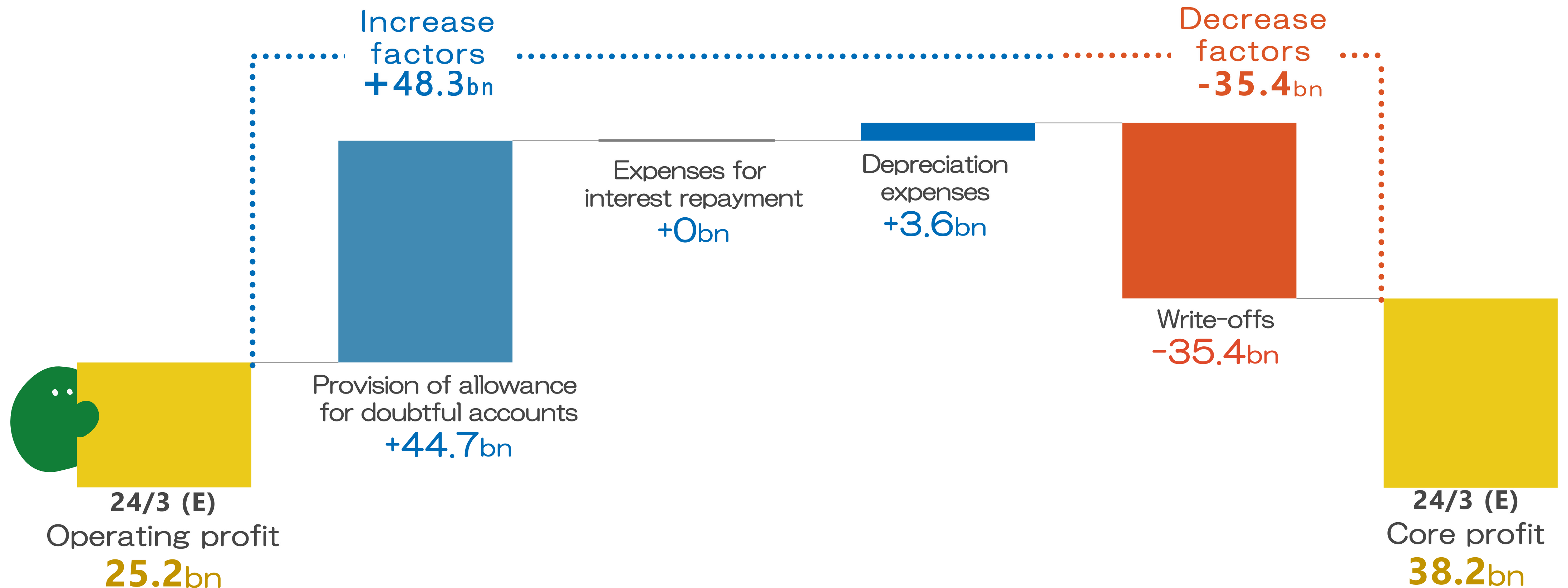
Operating profit



※Consolidation adjustments are accounted for under the 'other' category.

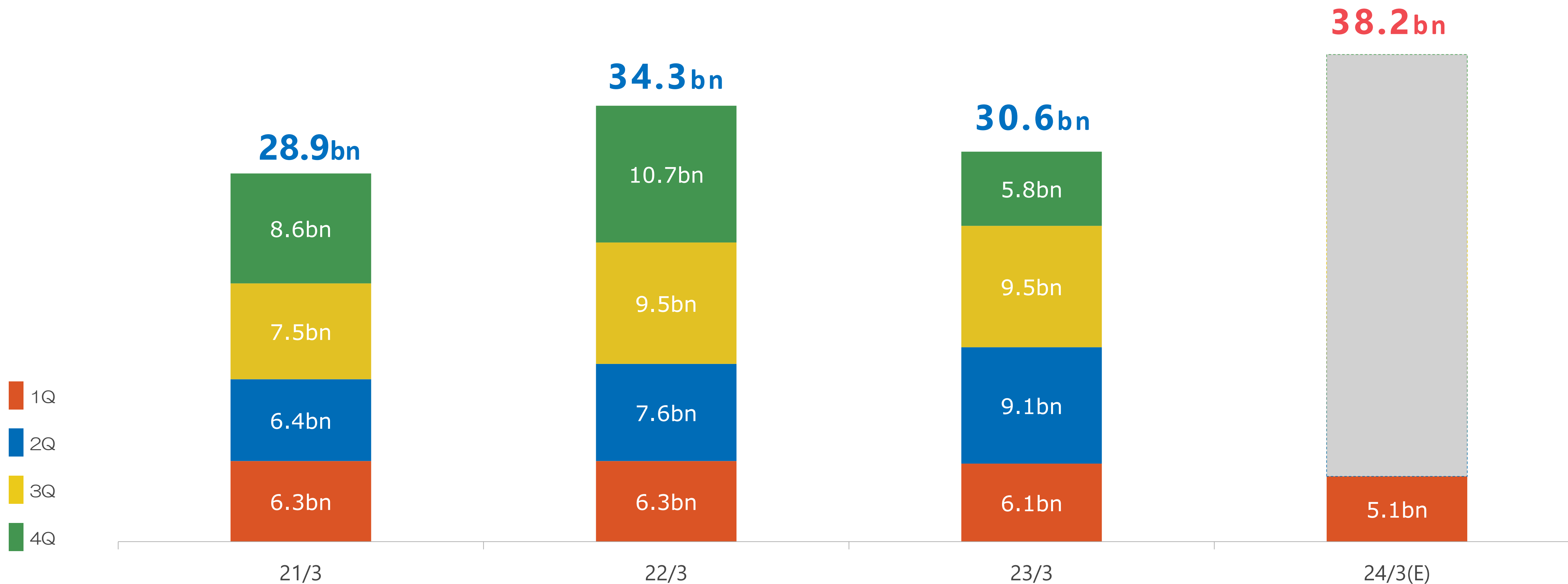
About Core Profit

- Given the rapid growth in receivable outstanding and the influence of interest repayment, the clarity of our core business's growth potential in terms of profitability has been somewhat obscured. To address this, we've calculated the Core Profit by eliminating temporary elements.
- This calculation involves excluding expenses like provisions for potential future losses (credit cost and interest repayment), as well as non-cash expenses like depreciation. Additionally, we've factored in the actual write off for the current period. This approach provides a more realistic representation of our core business profit for a FY, eliminating temporary fluctuations.



Highlights/ Quarterly Core Profit Trends

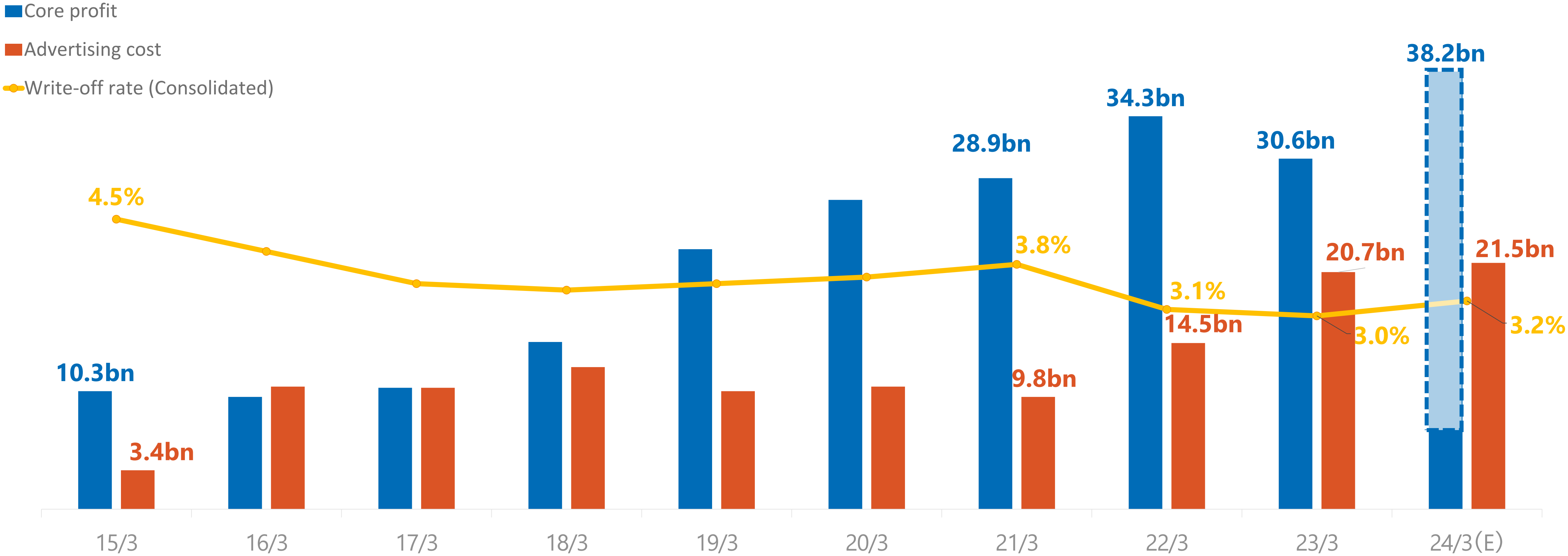
- Core profit, excluding temporarily variable factors from operating profit, is planned at 38.2 billion yen.
- Core profit for 24/3 1Q was 5.1 bn yen, as advertising cost increased YoY (up 1.1bn yen YoY).



*Core profit : Operating profit - (expenses for interest repayment + provision of allowance for doubtful account + depreciation) - (current FY's write off)

Trend in Core Profit (over 10 years)

- While maintaining a low write off ratio, the company has been able to generate solid profits from its core business through appropriate advertising.

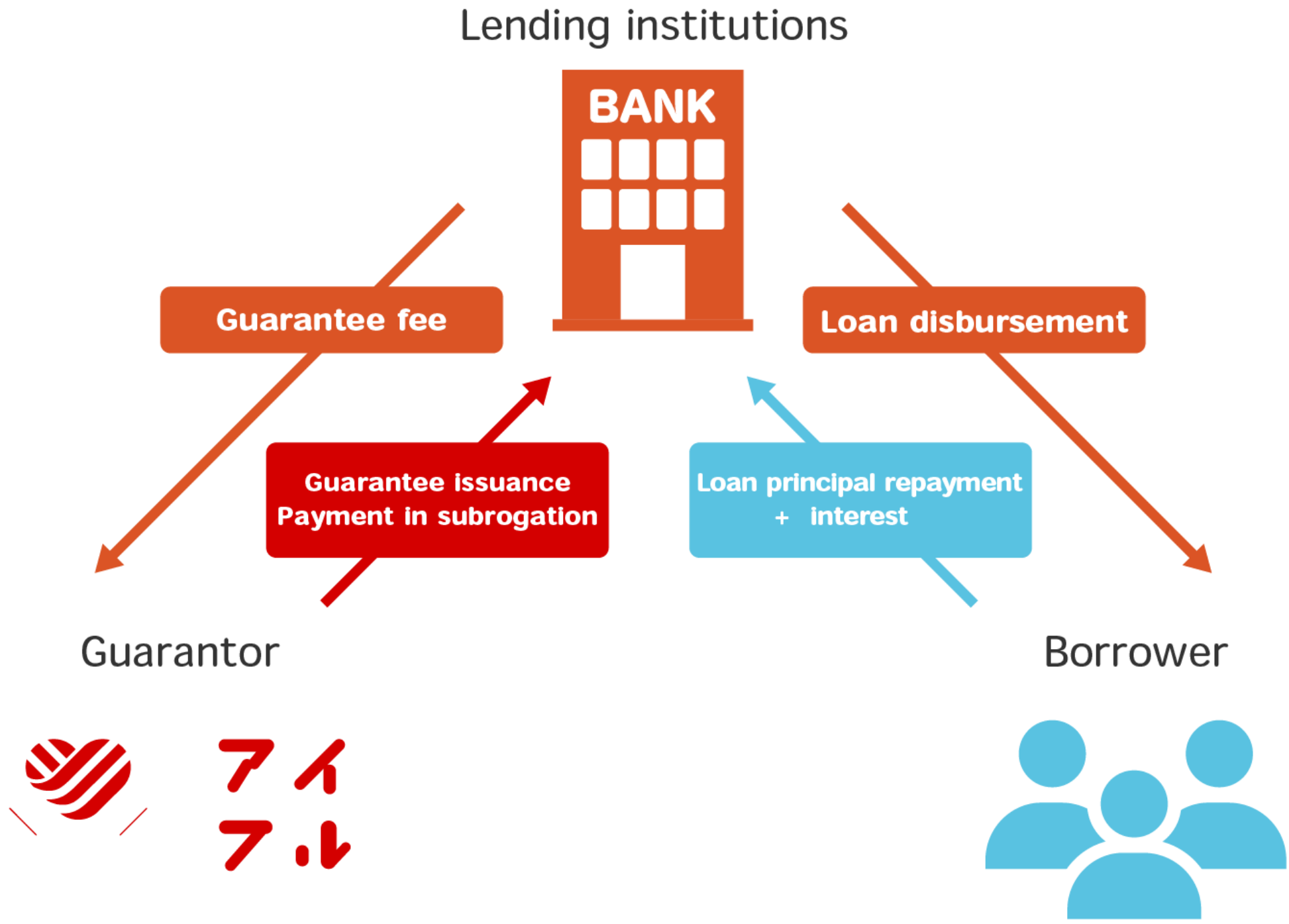


※Core profit : Operating profit - (expenses for interest repayment + provision of allowance for doubtful account + depreciation) -(current FY's write off)

Guarantee Business/Business Model and Trend

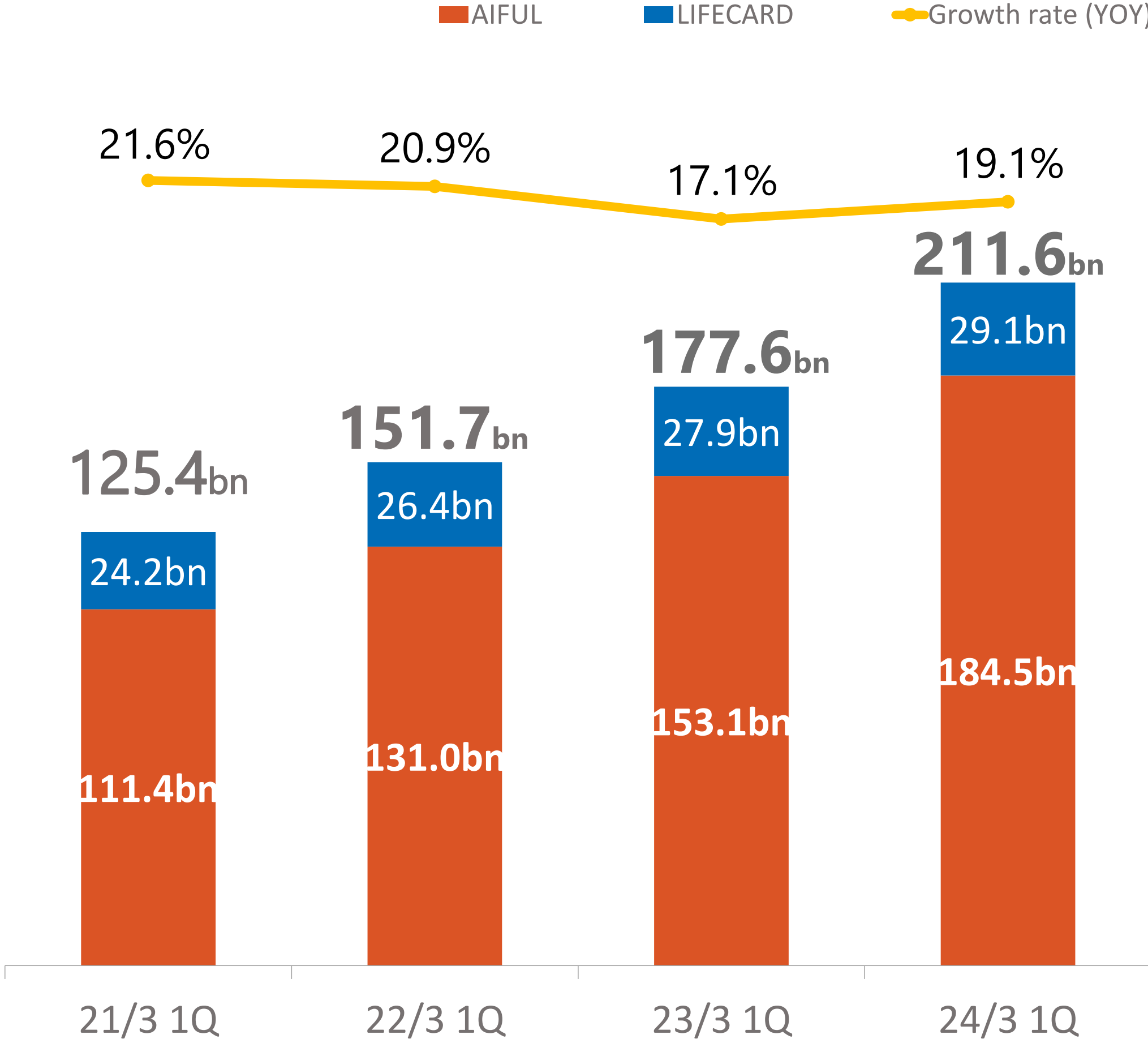
- Efforts in product diversification and enhancing partnerships led to a 19.1% increase, reaching 211.6 bn yen, in the credit guarantee balance YoY.

Business Model



AIFUL guarantees credit risk while banks provides financing.

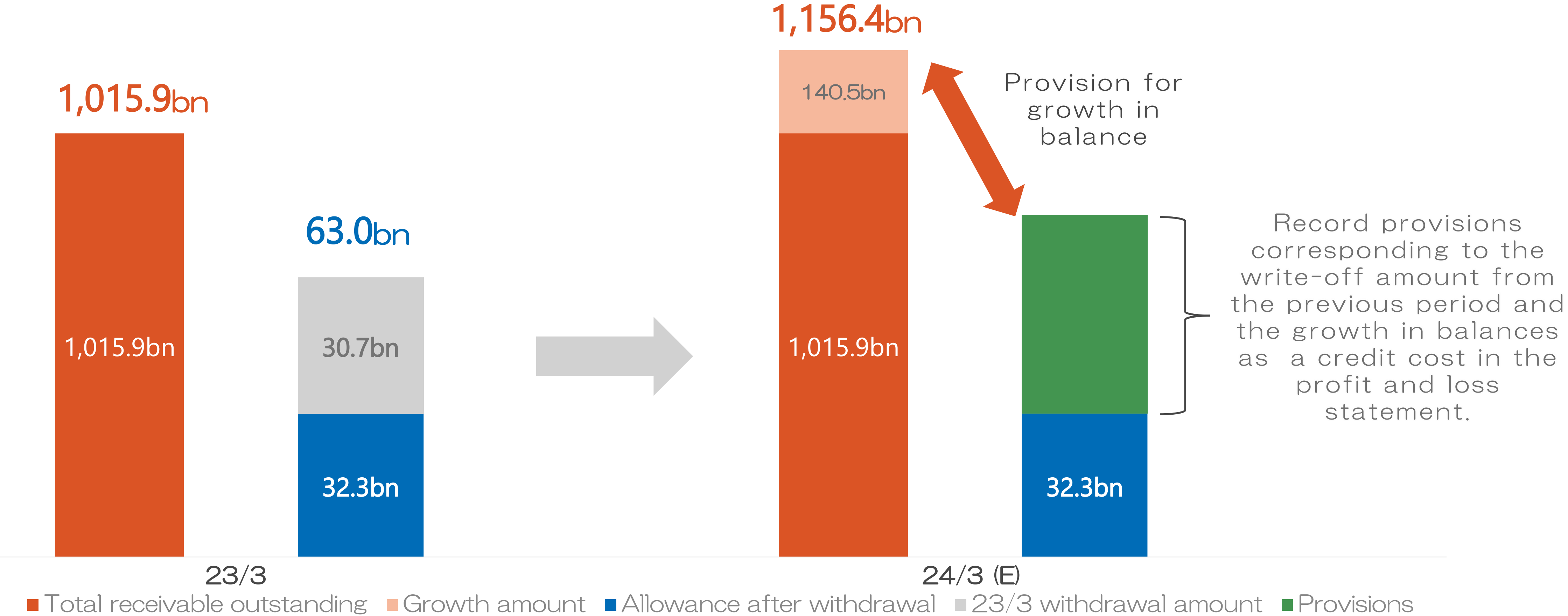
Trend of Guarantee Business



Credit Cost/Structure Explanation

- Credit cost necessitates replenishing the write-offs incurred in the previous fiscal year and allocating provisions in accordance with the growth in total receivable.
- Due to the balance regrowth phase, credit cost is incurred in advance.

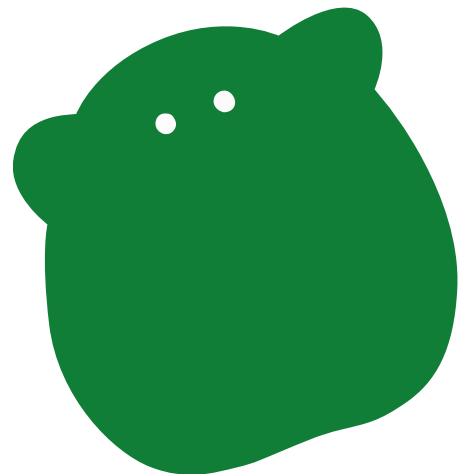
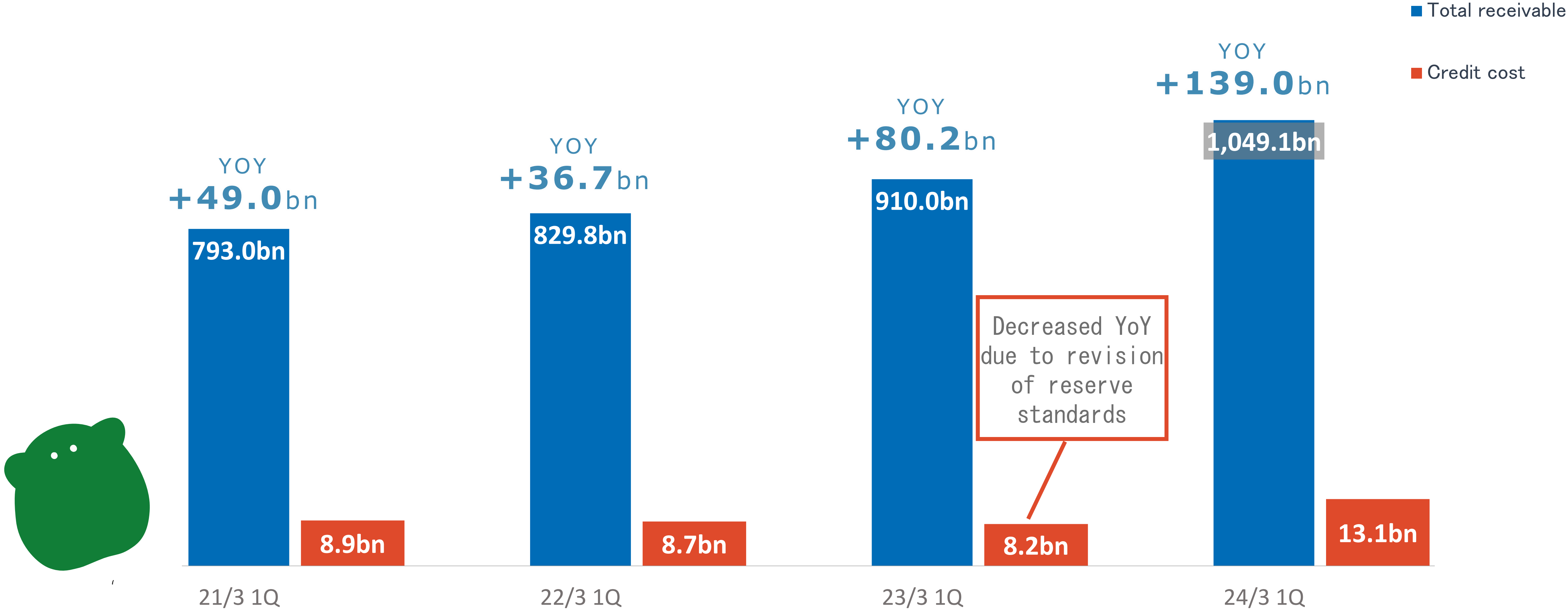
Relationship between total receivable outstanding and credit cost



Credit Cost/Trend of Total Receivable

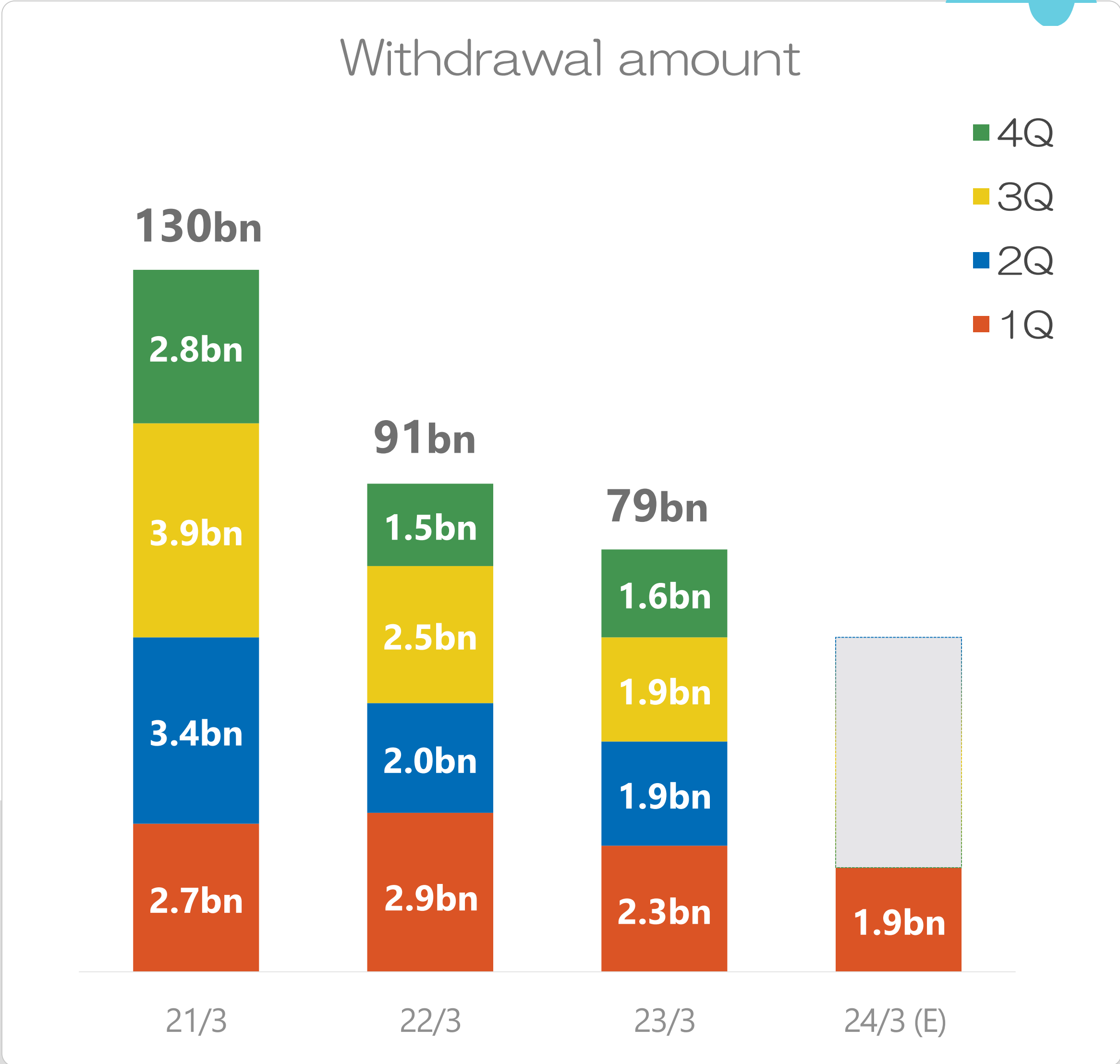
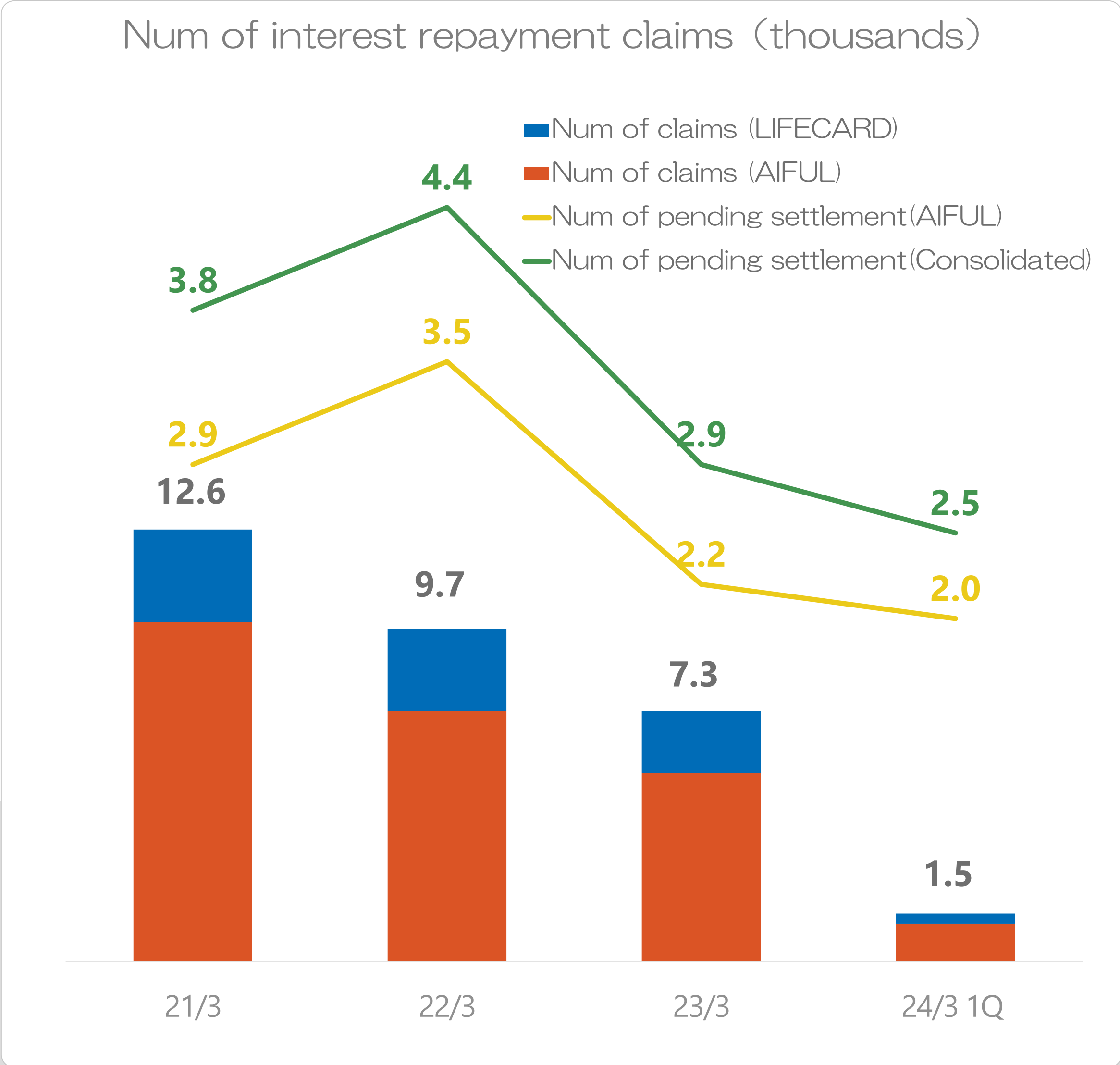
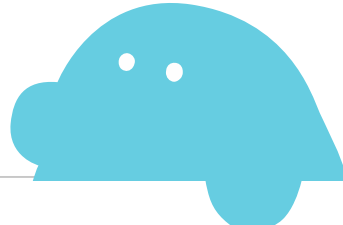
- Credit cost increased 60.6% YoY to 13.1 bn yen due to increase in total receivable.

Total receivable outstanding and credit cost



Trend in Interest Repayment

- Withdrawal and provisions decreased along with a decrease in interest repayment claims





③ “Changes” in AIFUL Group

Change: Initiatives in Digitalization and In-house Development

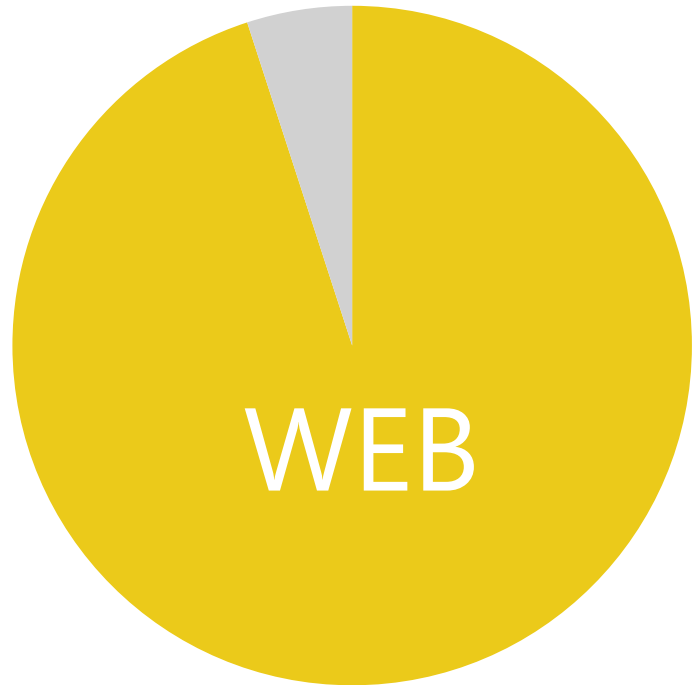
Improvement of application form

Aiming for Stress-Free Form to enhancing UI/UX



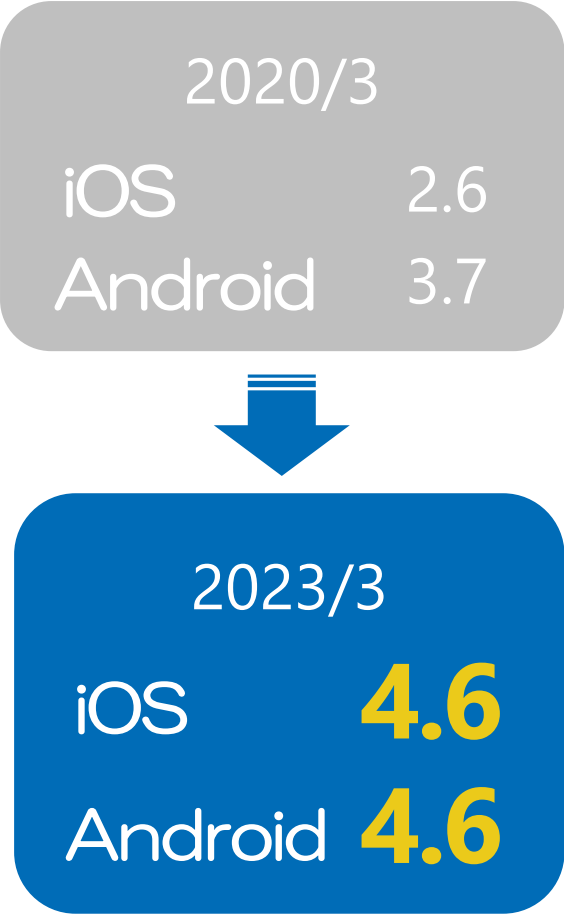
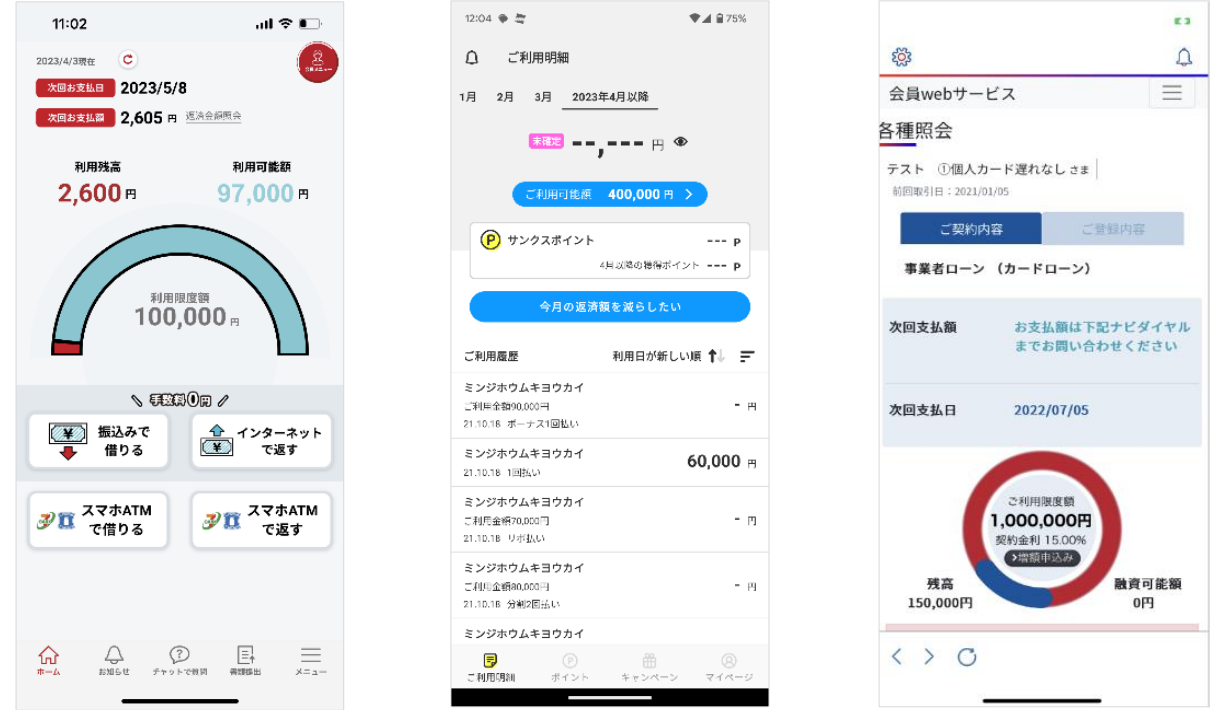
WEB application rate

The application rate through the web is at 95%



App modification

App's for AIFUL, LIFECARD and AG Business Support modified in-house and its reputation improved.



Improvement of services on smart phone

Up till now



TEL

Now on



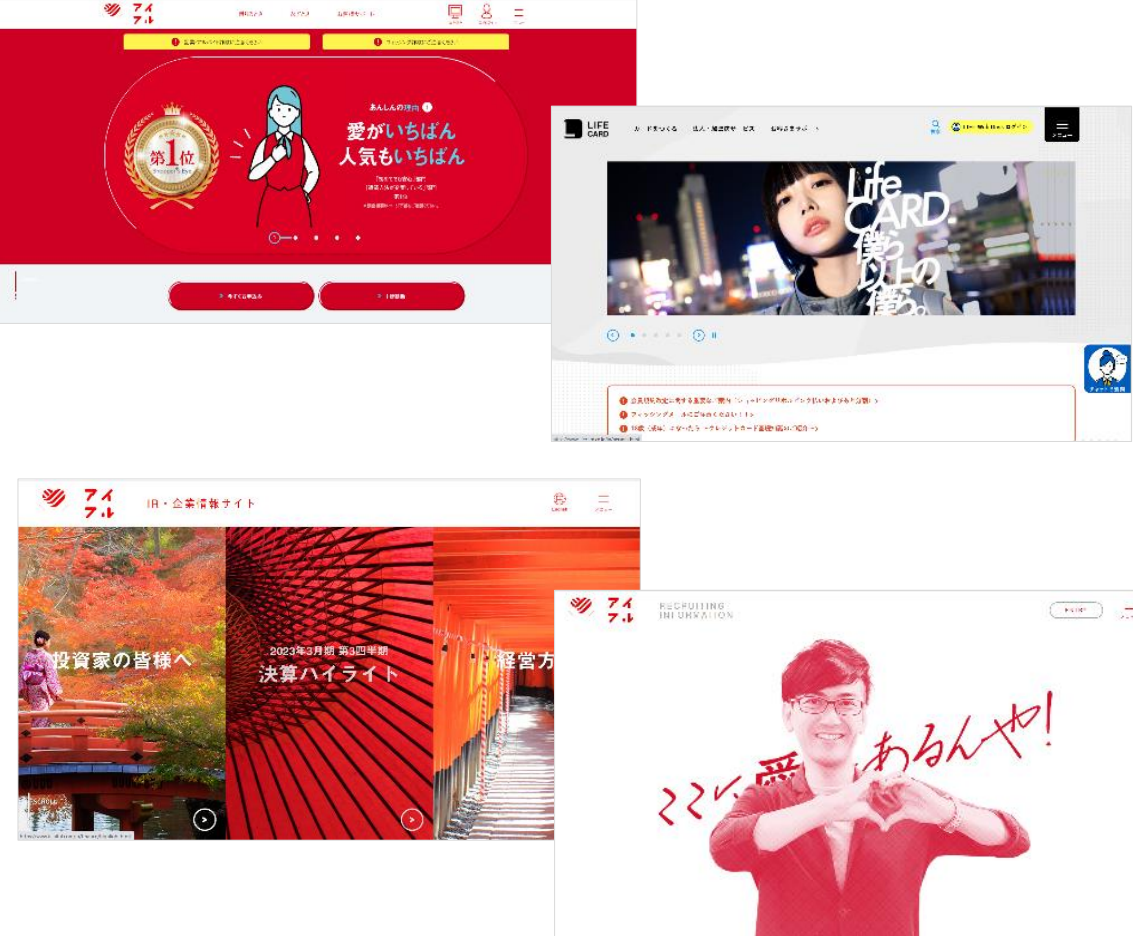
Apps and PC

Modifying IVR (Interactive Voice Response) System in-house

Implemented rank classification based on collection difficulty
Reduced the number of personnel by combining IVR, SMS, and e-mail for collection

Implementation of collection scoring

HP renovation



Enrichment of FAQ

Expand FAQs on the AIFUL's website to increase customer convenience.

Current

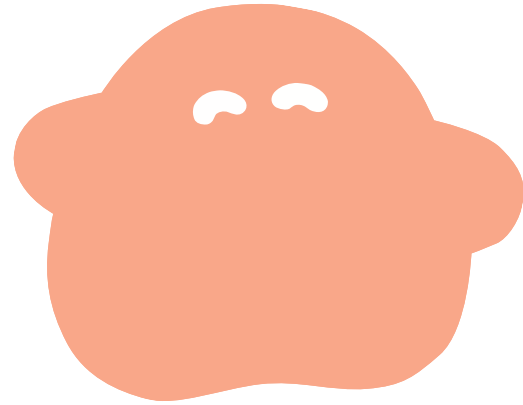
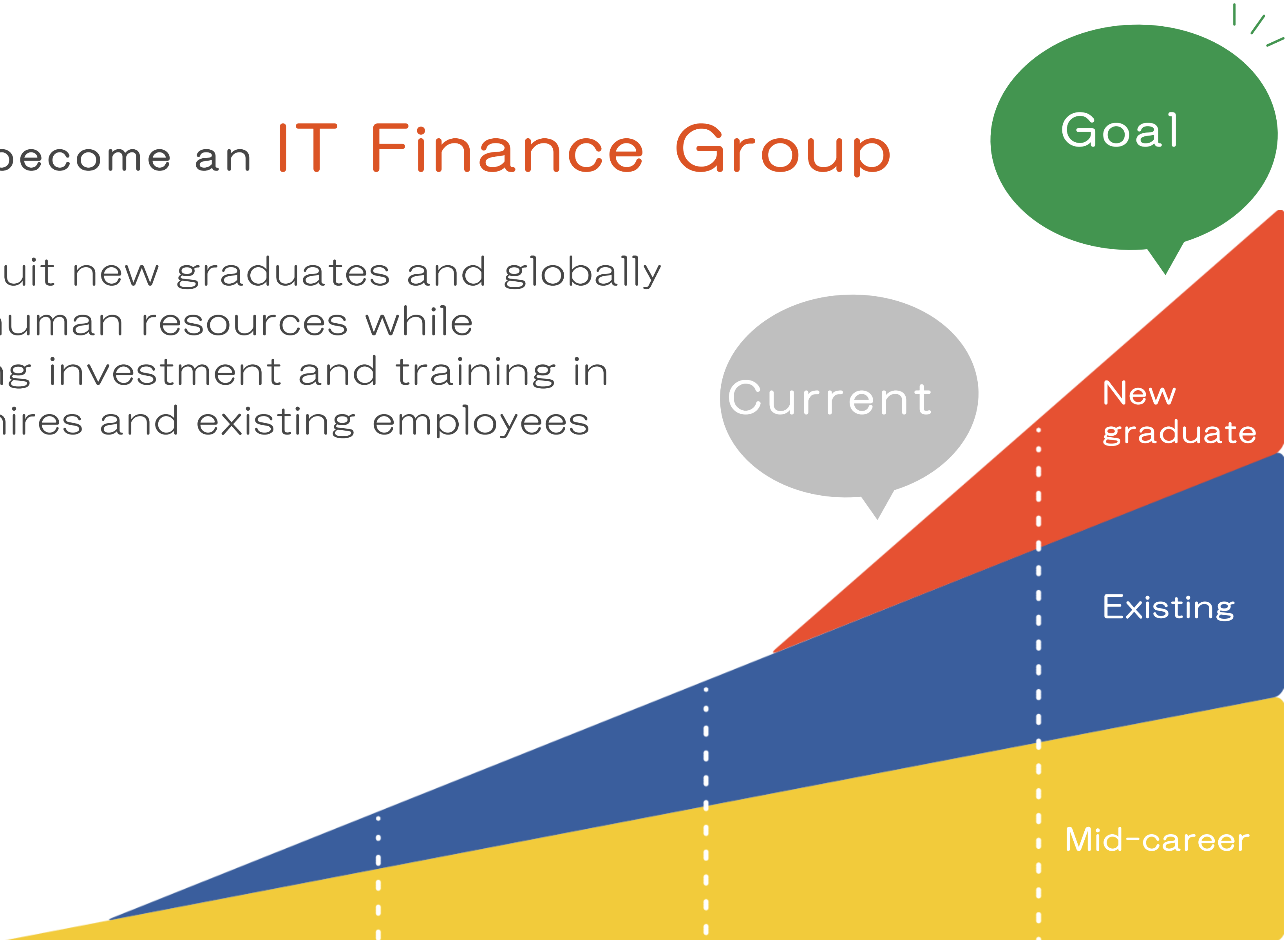
More than

200 times

Change: IT Personnel Strategy

Aiming to become an **IT Finance Group**

Actively recruit new graduates and globally competent human resources while strengthening investment and training in mid-career hires and existing employees

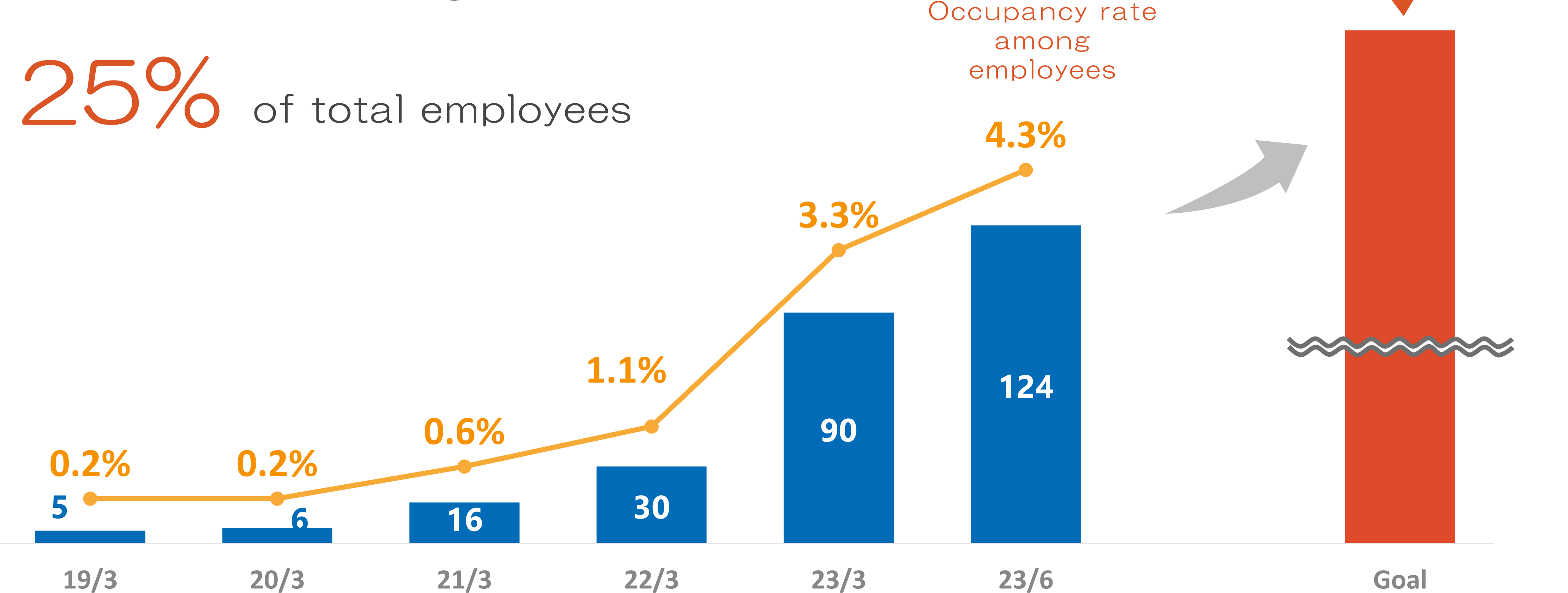


Change: IT Personnel Strategy

Aiming to become an **IT Finance Group**

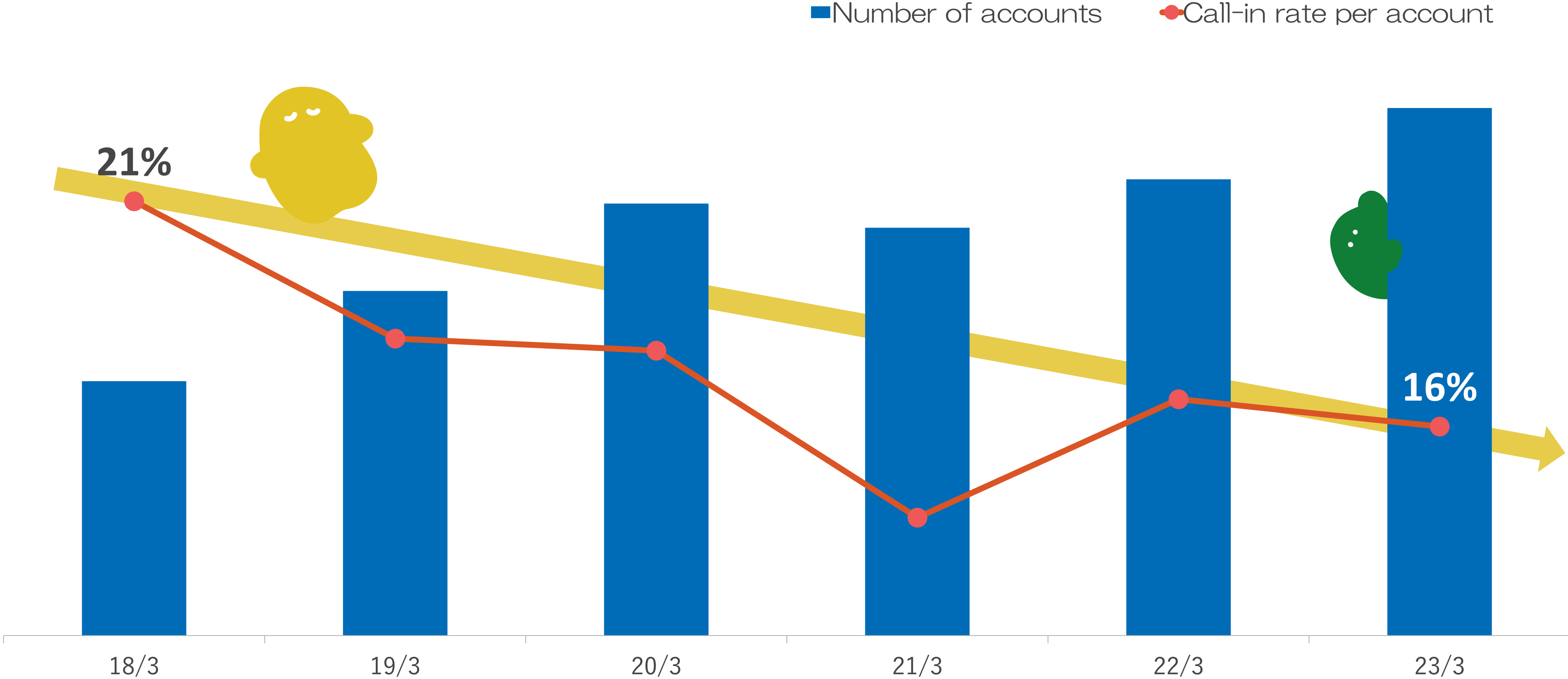
Aim to increase IT engineers to

25% of total employees



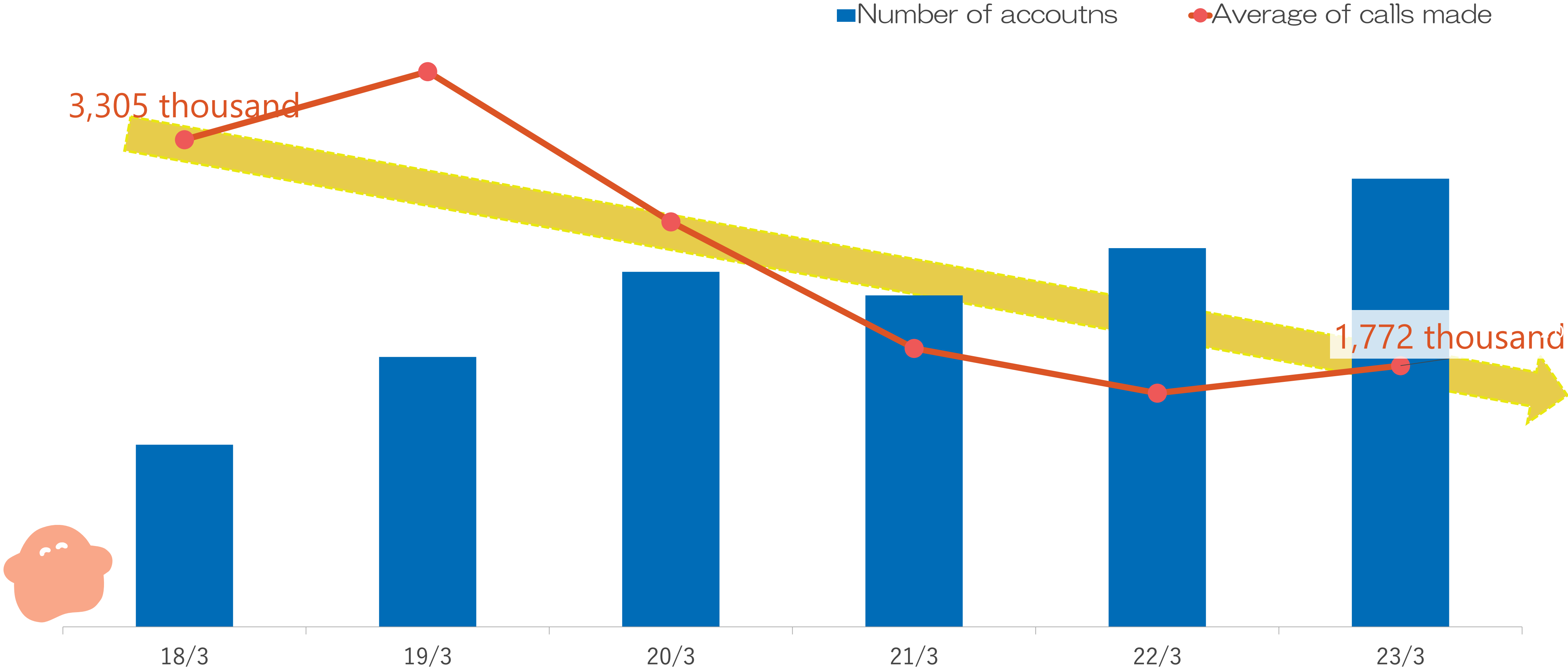
Effect of IT Promotion (at AIFUL's Sales division)

● Call-in rate decreased while the number of loan accounts increased due to IT measures



Effect of IT Promotion (at AIFUL's Loan collection division)

- Due to the IT promotion for improving effectiveness and efficiency, number of calls made decreased compared to the increase in number of accounts

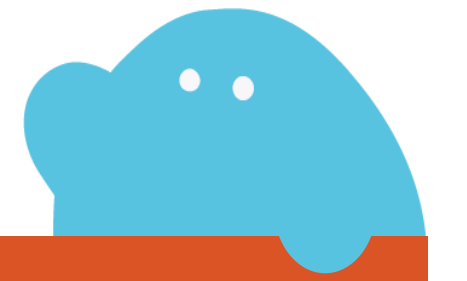


* Actual results at AIFUL's Contact Center



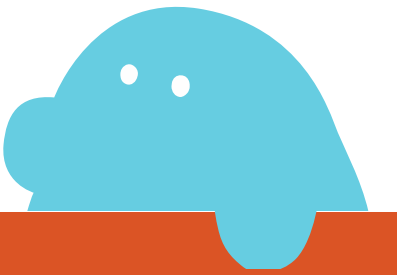
④ AIFUL Results Summary

Operating Results



(¥ million)	23/3 1Q	24/3 1Q	YOY	YOY%
Total receivable outstanding	632,404	713,414	81,010	12.8%
Loans outstanding	469,156	516,310	47,153	10.1%
Unsecured	456,950	503,277	46,326	10.1%
Secured	3,252	2,278	-973	-29.9%
Small business	8,953	10,754	1,801	20.1%
Credit guarantee	153,136	184,530	31,394	20.5%
New accounts (num)	64,359	88,760	24,401	37.9%
Unsecured	64,340	88,734	24,394	37.9%
Customer accounts (thousands)	999	1,152	152	15.3%
Unsecured	988	1,140	152	15.4%
Loan volume	56,157	67,990	11,832	21.1%
New accounts	10,245	12,757	2,512	24.5%
Existing accounts	45,912	55,232	9,319	20.3%
Average yield	14.5%	14.5%	0.1pt	-
Below 18% unsecured loan balance' s occupancy rate	99.4%	99.5%	0.1pt	-
Bad debt	6,857	8,357	1,499	21.9%
Excluding write-off related to interest repayment	6,703	8,227	1,524	22.8%
Bad debt ratio to operating loans	1.1%	1.2%	0.1pt	-
Ratio excluding write-off related to interest repayment	1.1%	1.2%	0.1pt	-

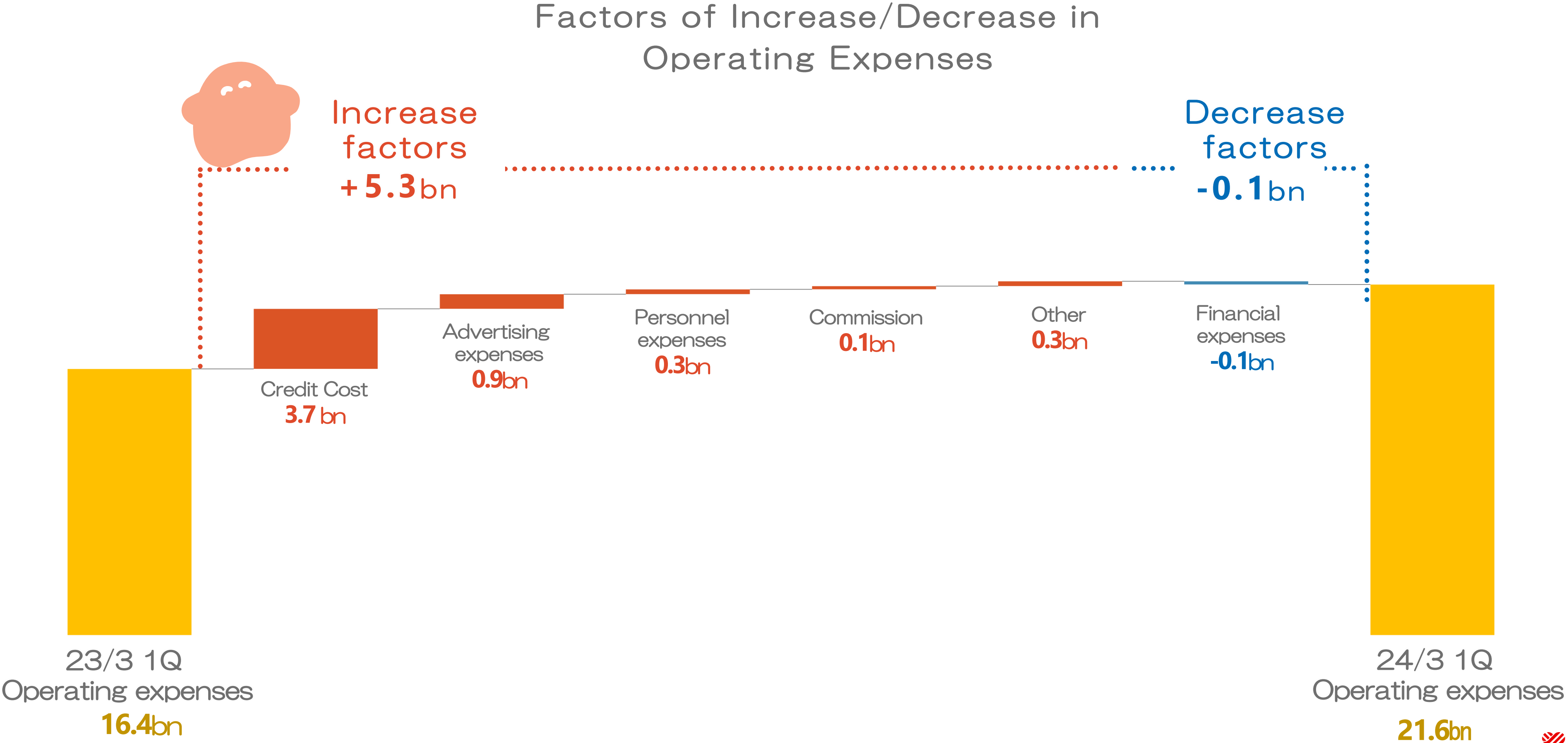
Financial Results Outline



(¥ million)	23/3 1Q	24/3 1Q	YOY	YOY%
Operating revenue	21,505	25,025	3,519	16.4%
Interest on operating loans	16,412	18,185	1,772	10.8%
Revenue from credit guarantee	2,978	3,419	440	14.8%
Operating expenses	16,408	21,614	5,205	31.7%
Financial expenses	1,377	1,319	-58	-4.3%
Provision of allowance for doubtful accounts	5,359	9,107	3,747	69.9%
Expenses for Interest repayment	-	-	-	-
Advertising cost	3,288	4,237	949	28.9%
Advertising expenses	3,217	4,128	910	28.3%
Sales promotion expenses	70	109	38	55.5%
Personnel expenses	2,340	2,603	262	11.2%
Other operating expenses	4,042	4,347	305	7.6%
Operating profit	5,097	3,410	-1,686	-33.1%
Non-operating income	11,485	848	-10,637	-92.6%
Non-operating expenses	4	11	7	171.6%
Ordinary profit	16,578	4,248	-12,330	-74.4%
Extraordinary income	-	-	-	-
Extraordinary losses	-	-	-	-
Profit	15,932	3,991	-11,940	-74.9%

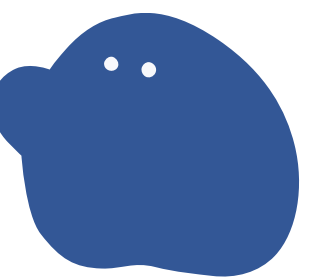
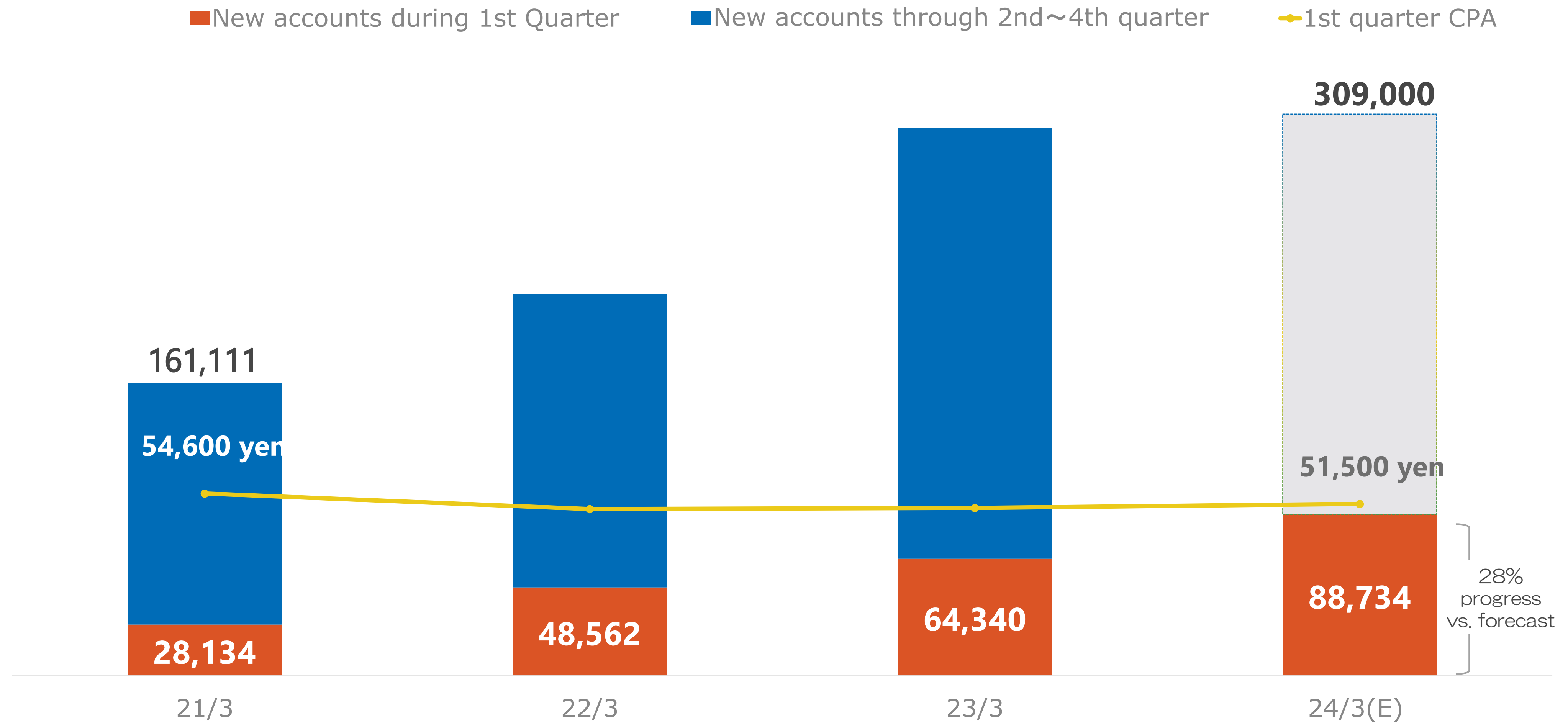
Financial Results Outline/Breakdown of Operating Expenses

- Continuing to match the ongoing favorable market recovery, advertising-related expenses are being actively allocated.
- The allocation of advertising-related expenses has led to an expansion in total operating receivable, consequently resulting in an increase in provisions for credit cost in line with the growth of balances.



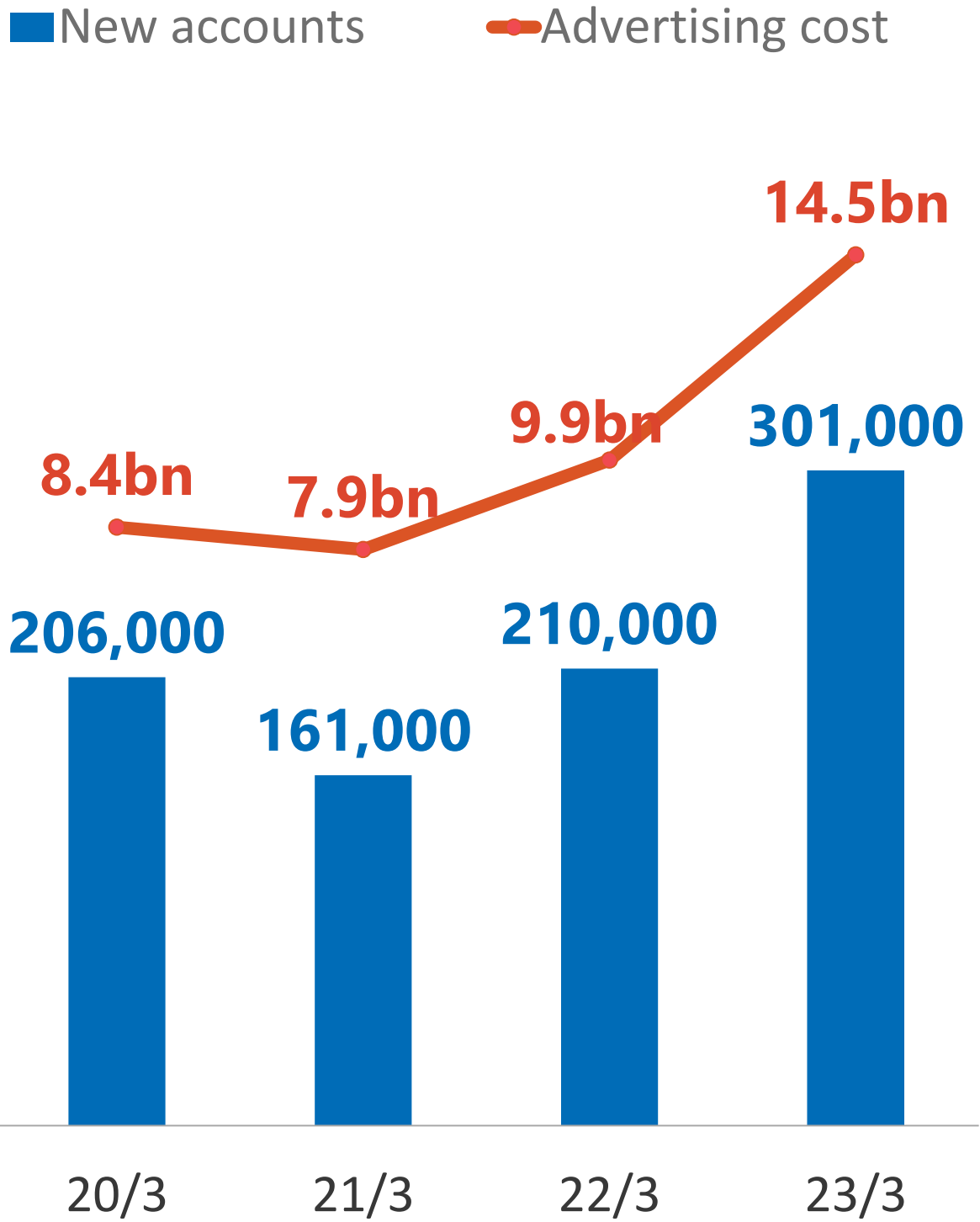
Loan Business/ Correlation between advertising costs and new accounts

- The number of new accounts increased 37.9% YoY (progress of 28% against plan) to 88,000 due active allocation on investment costs for the future

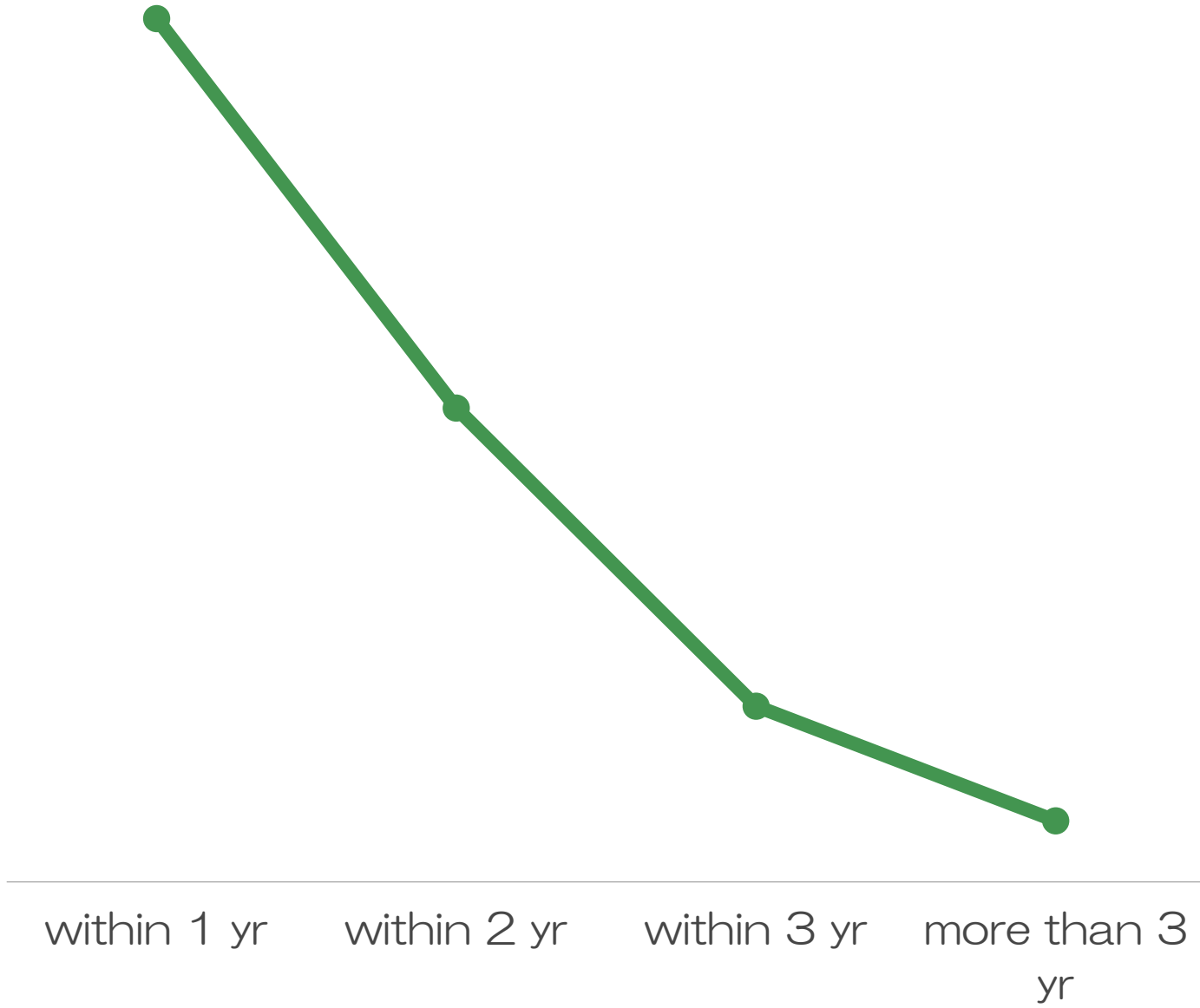


Loan Business/New Accounts

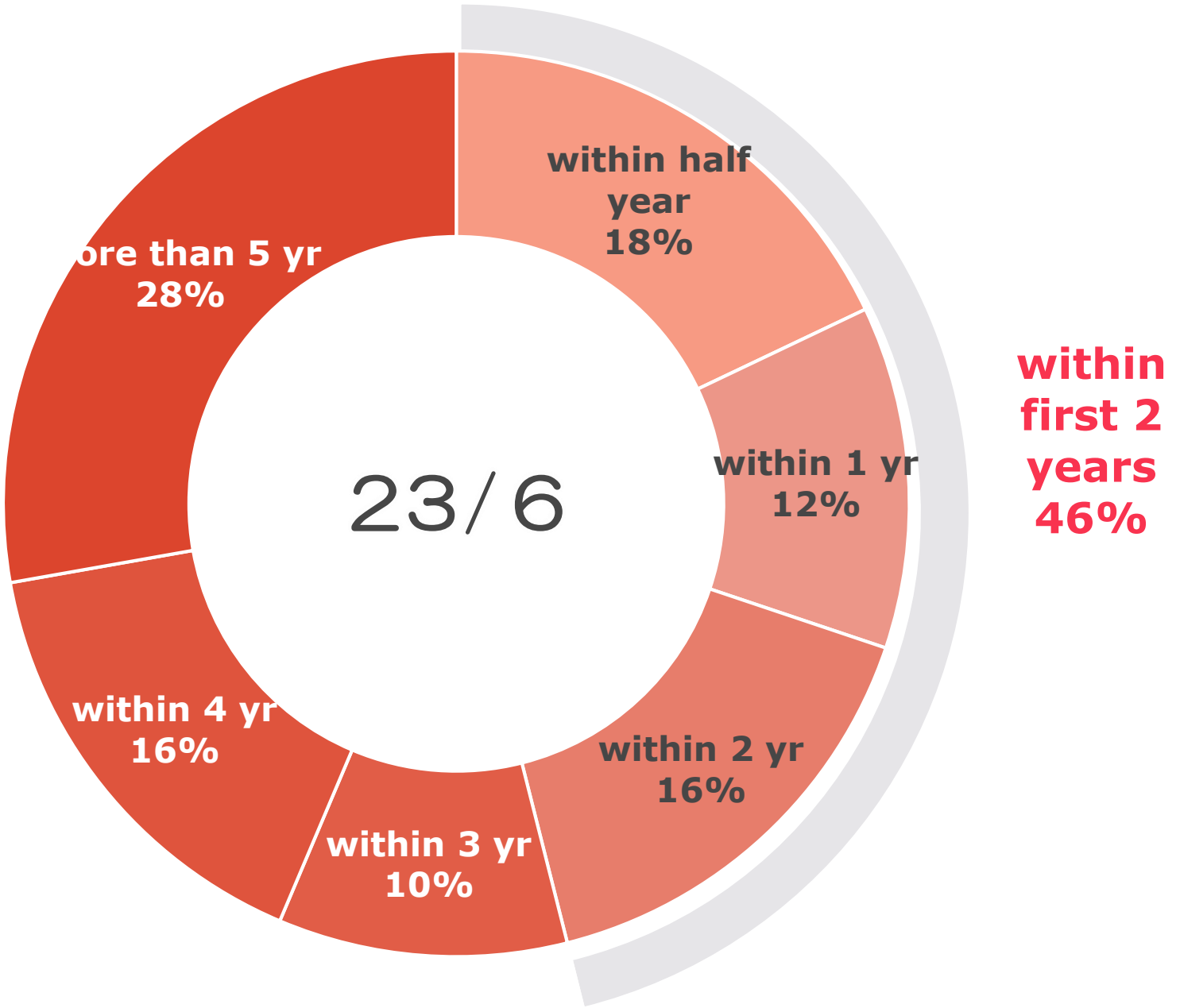
- Profitability is achieved from the second year onwards (15 months) after new acquisitions. The current occupancy rate within 2 years of lending term is 46%.



Trend in default rate



Occupancy rate within 2 years of lending



LTV/CPA

LTV

Customer lifetime profit (lifetime profit generated over the period of customer use excluding advertising expenses)

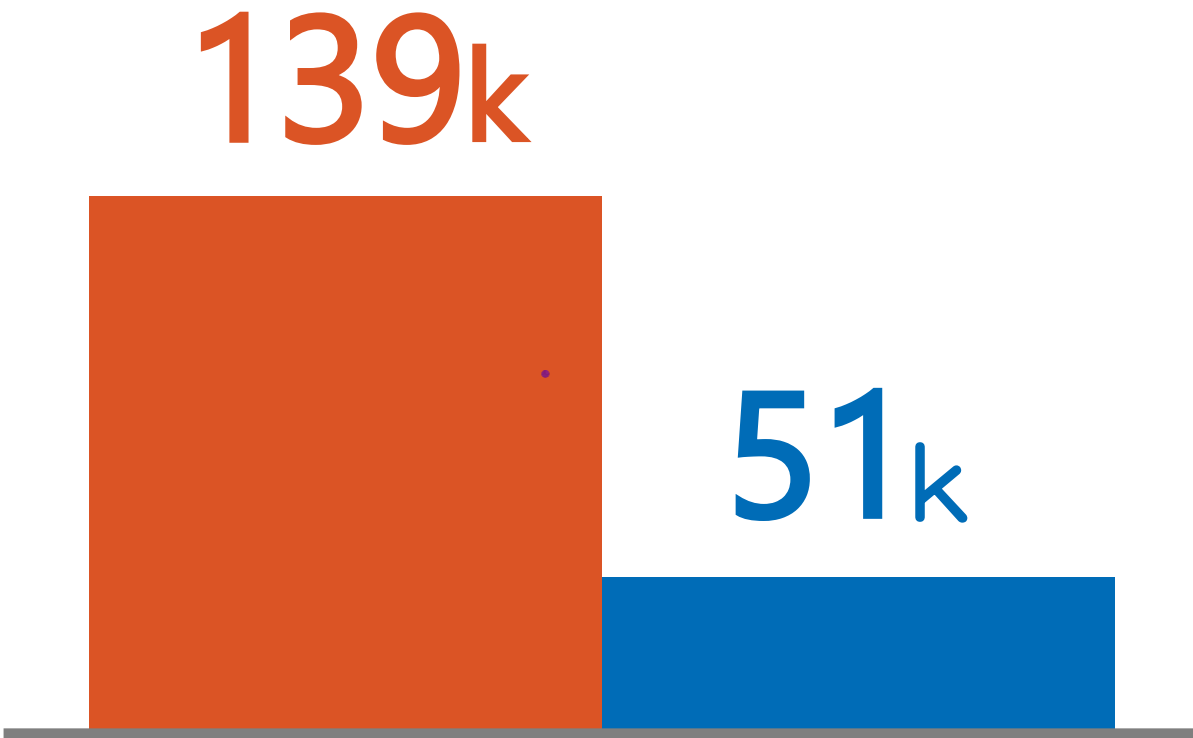
CPA

CPA, the cost per acquisition

Unsecured loan

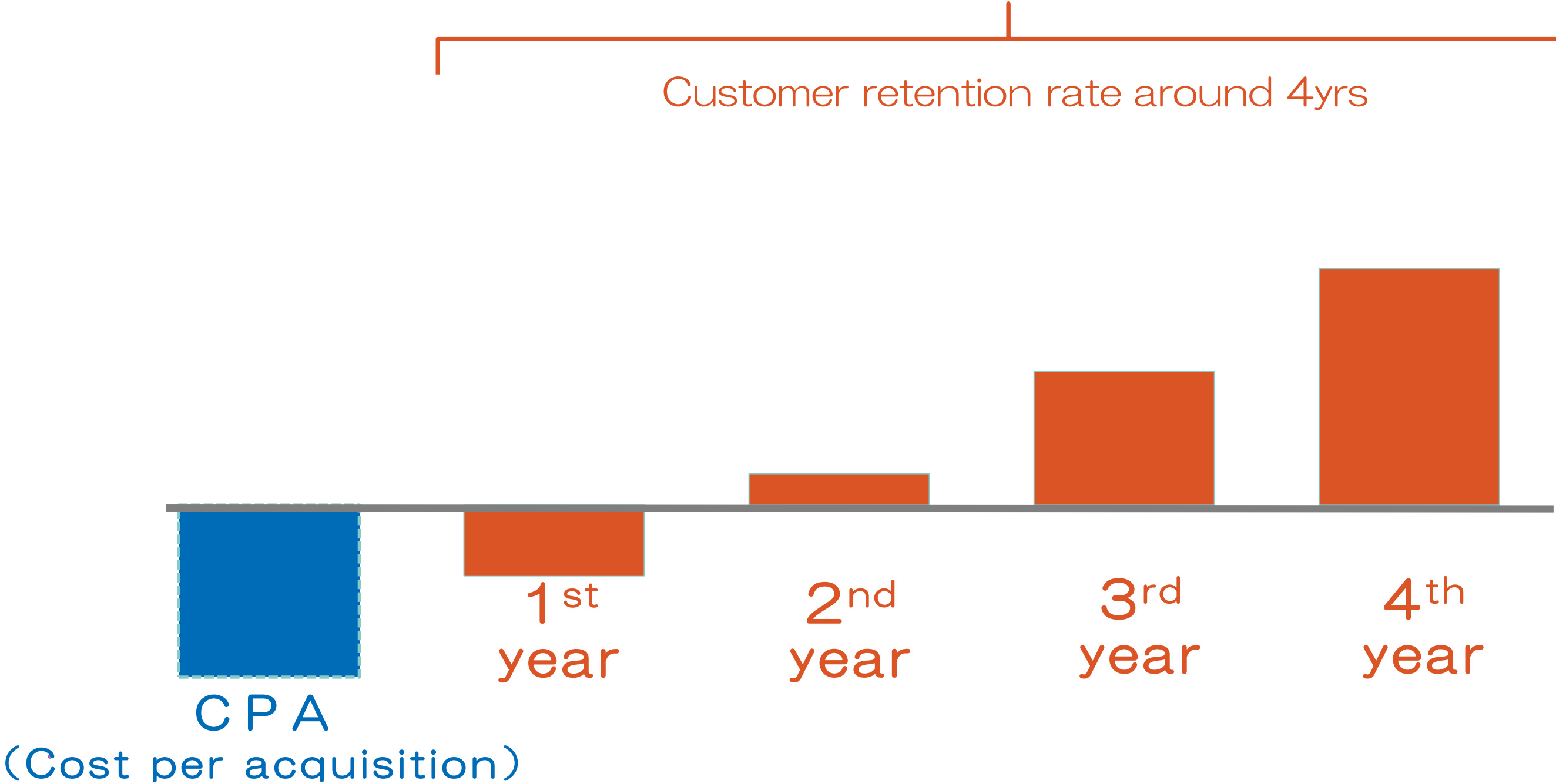
LTV excluding CPA

¥88k



L T V (Customer lifetime value)

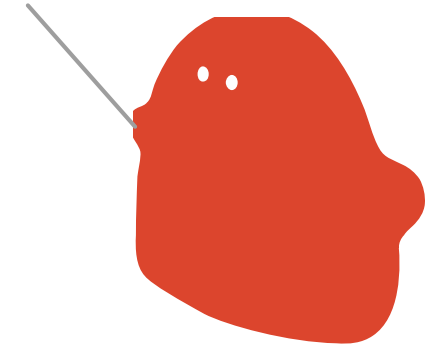
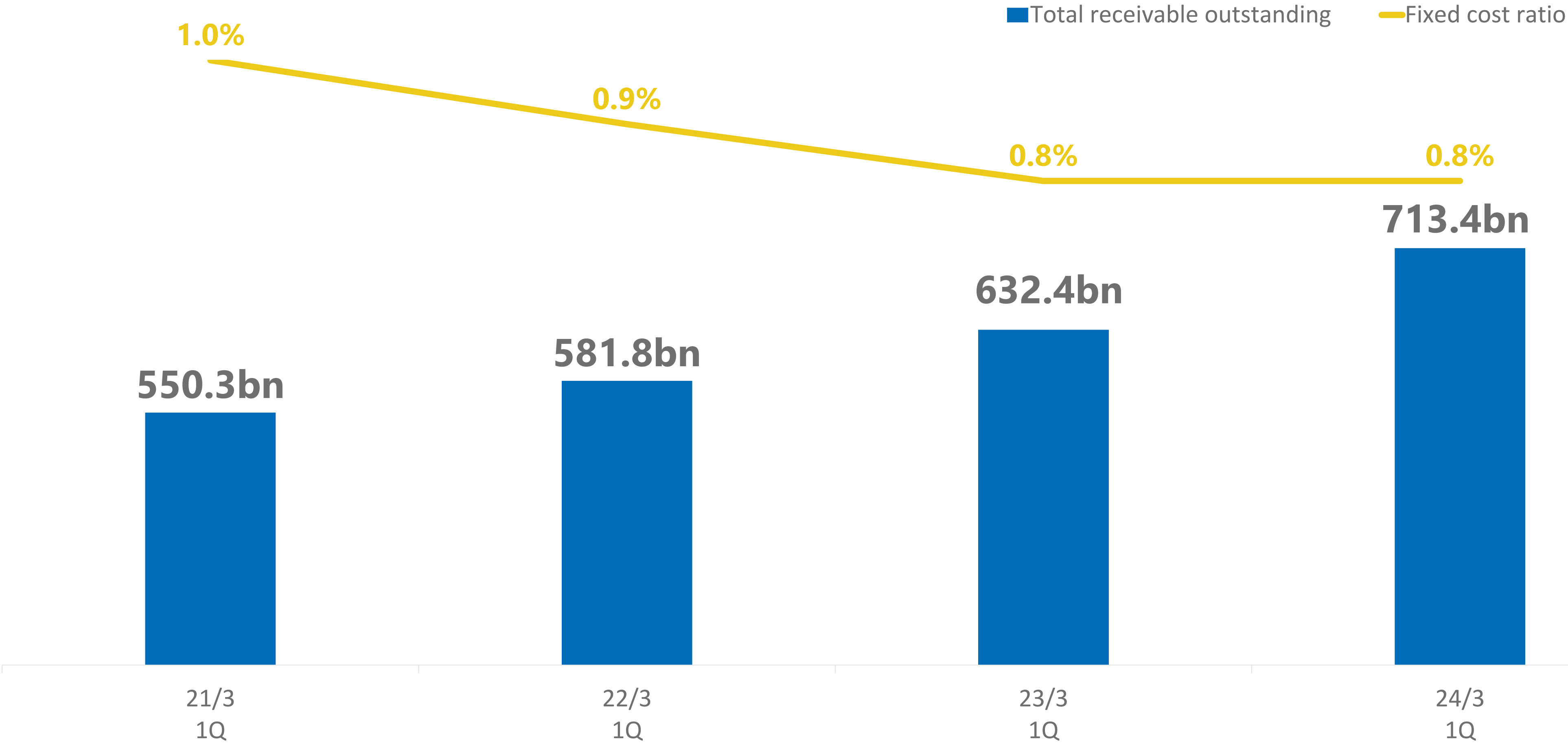
Customer retention rate around 4yrs



※ CPA is calculated based on number of new accounts acquired.
 ※ CPA is calculated based on FY24/3 1Q result.
 ※ LTV calculation includes customers shifted from cash loans to loan consolidation and small business loan.

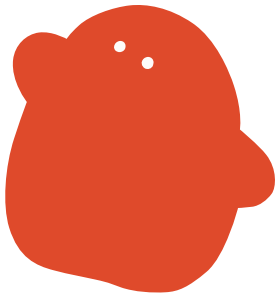
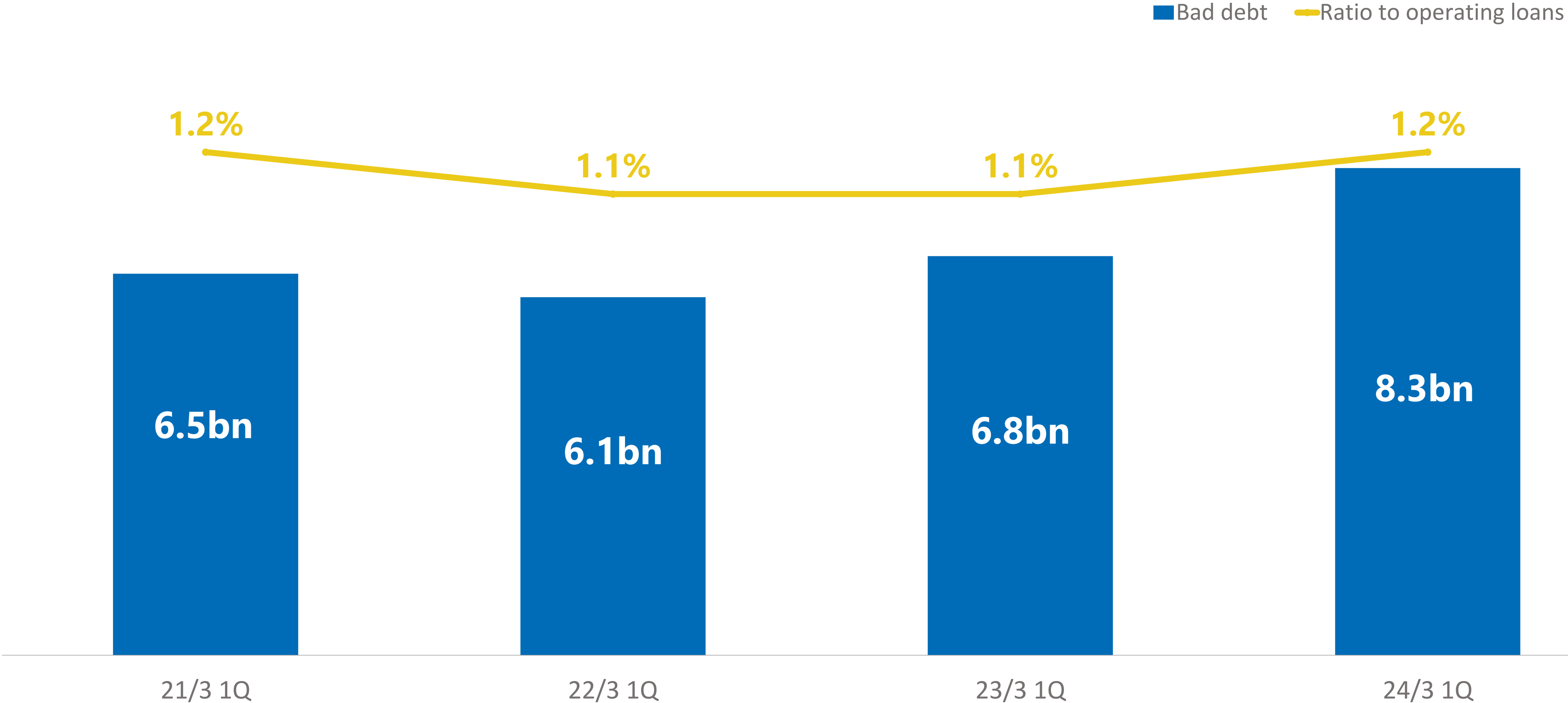
Trends in Total Receivable Outstanding and Fixed Cost

- Total receivables continued to grow due to strong acquisition of new customer. The fixed cost ratio remained stable at a low level of 0.8% due to digitalization and in-house production, etc.



Non-performing Loans/ Bad Debt

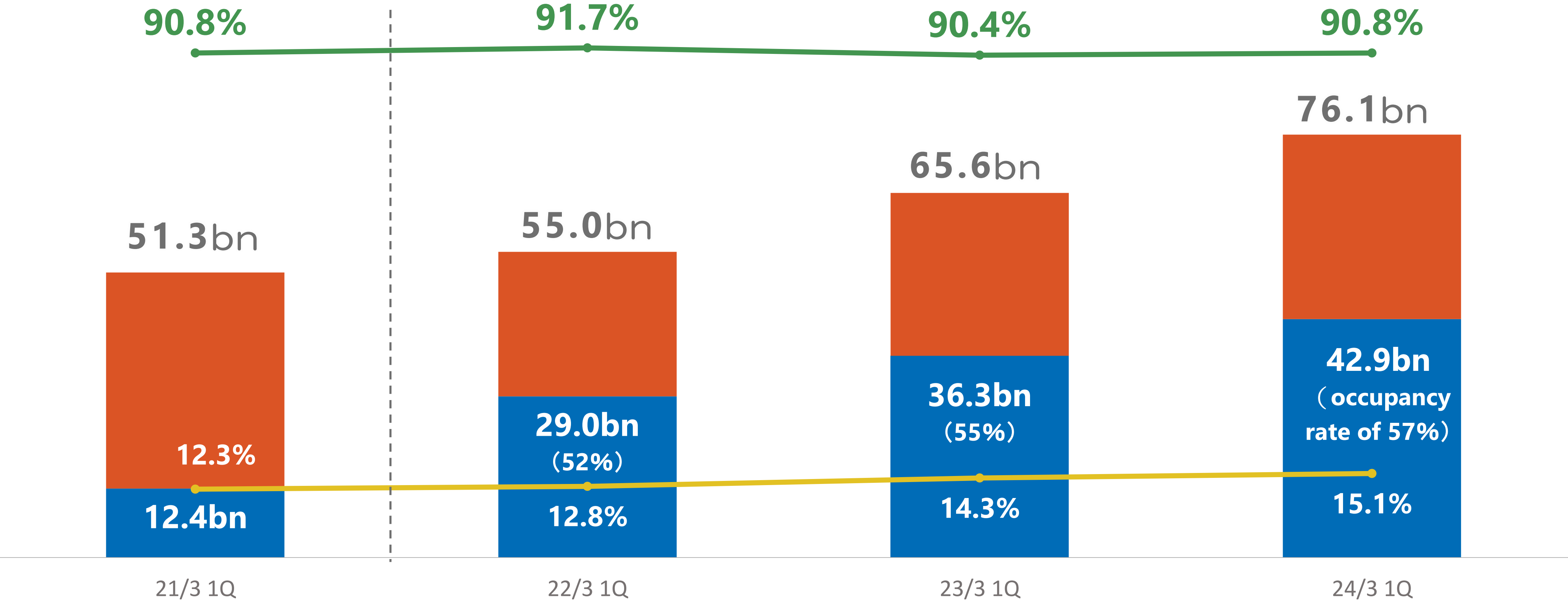
- Bad debt increased 21.9% YoY to 8.3 billion yen, while the ratio to operating loans remained low at 1.2%.



Non-performing Loans/ Unsecured Loan NPL

- Unsecured loan NPL ratio increased by 0.8pt to 15.1%, mainly due to an increase in settled loans with high deposit rates (Restructured loan).

■ Unsecured loan NPL
 ■ Of which restructured loan
 —● Ratio of Unsecured loan NPL
 —● Ratio of restructured loan that have been repaid



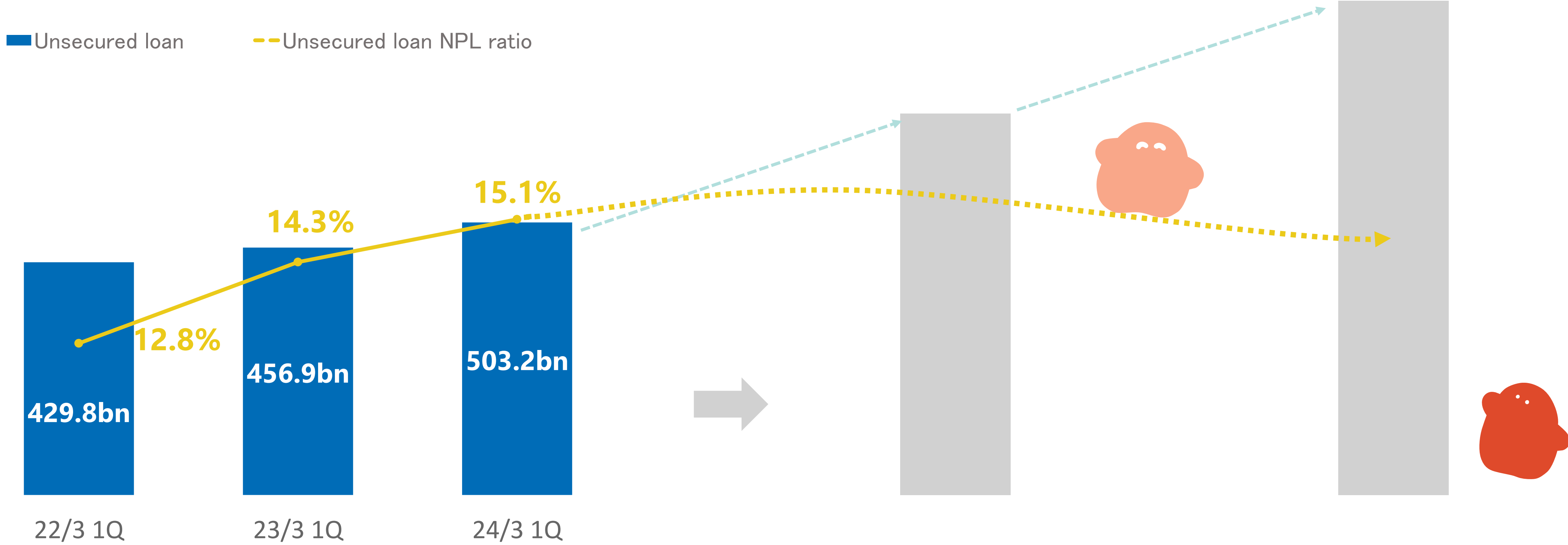
*1 From the fourth quarter of the FY2020, settlement receivables with regular deposits included in Non-accrual loans have been included in Restructured loans in a more realistic manner.

*2 As the “Notes on Non - Performing Loans” in the “Cabinet Office Order on Account Management of specified finance companies” was revised on March 31,2022, the classification is presented based on the revision of the said Cabinet Office Order.

Non-performing Loans/ Unsecured Loan Growth and NPL Ratio

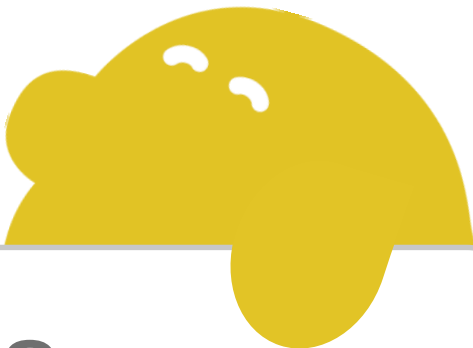
- NPL ratio is expected to peak out in around 3-4 years from now since the pace of unsecured loan growth is outpacing the increase in NPL.

Unsecured Loan Growth and NPL Ratio

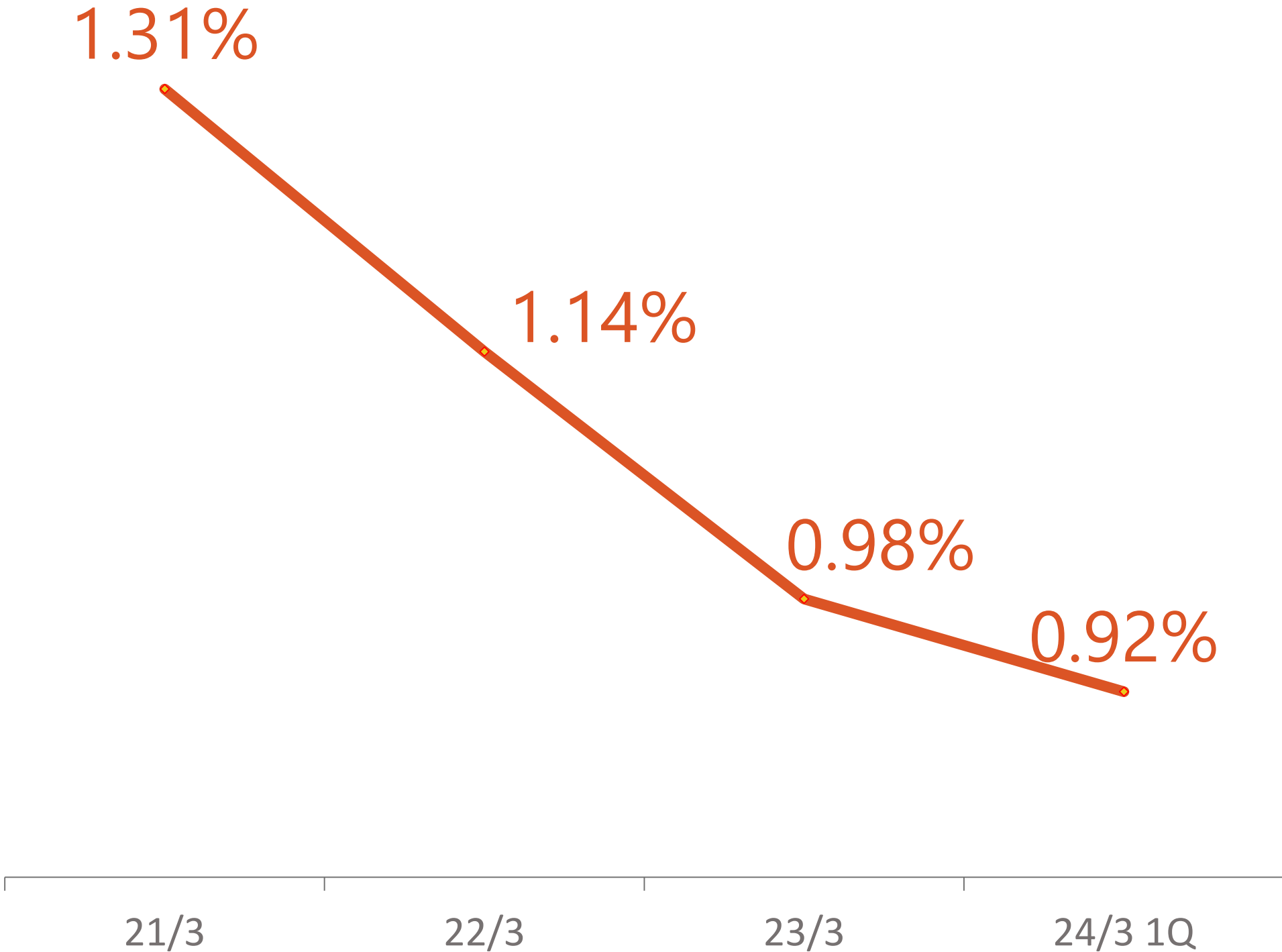


Funding

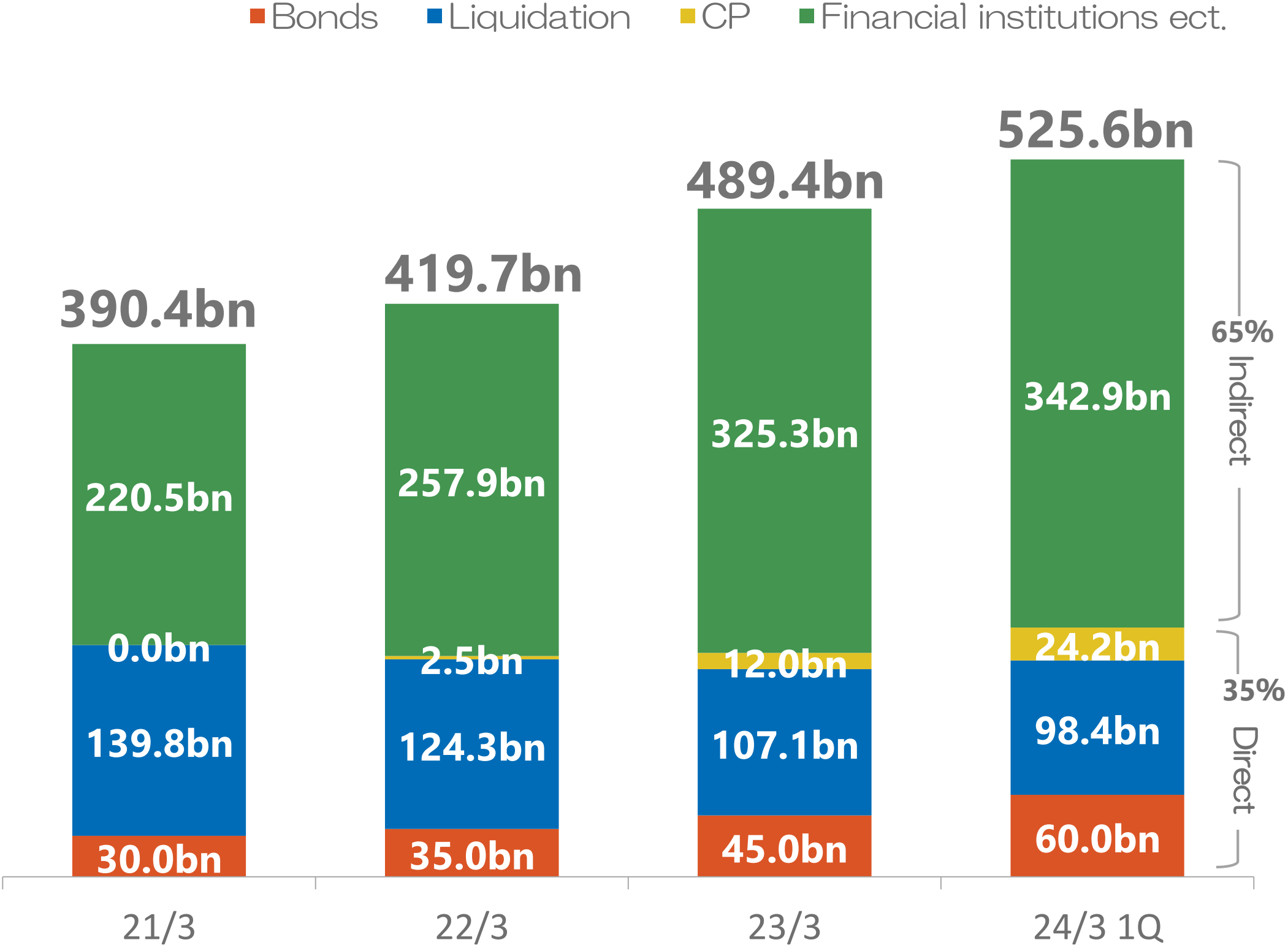
- Despite the upward trend in market interest rates, funding rate continued to decrease due to credit rating improvements.
- As a result, although procurement amounts have increased, financial expenses are 4% lower YoY.



Funding rate



Interest-bearing liabilities



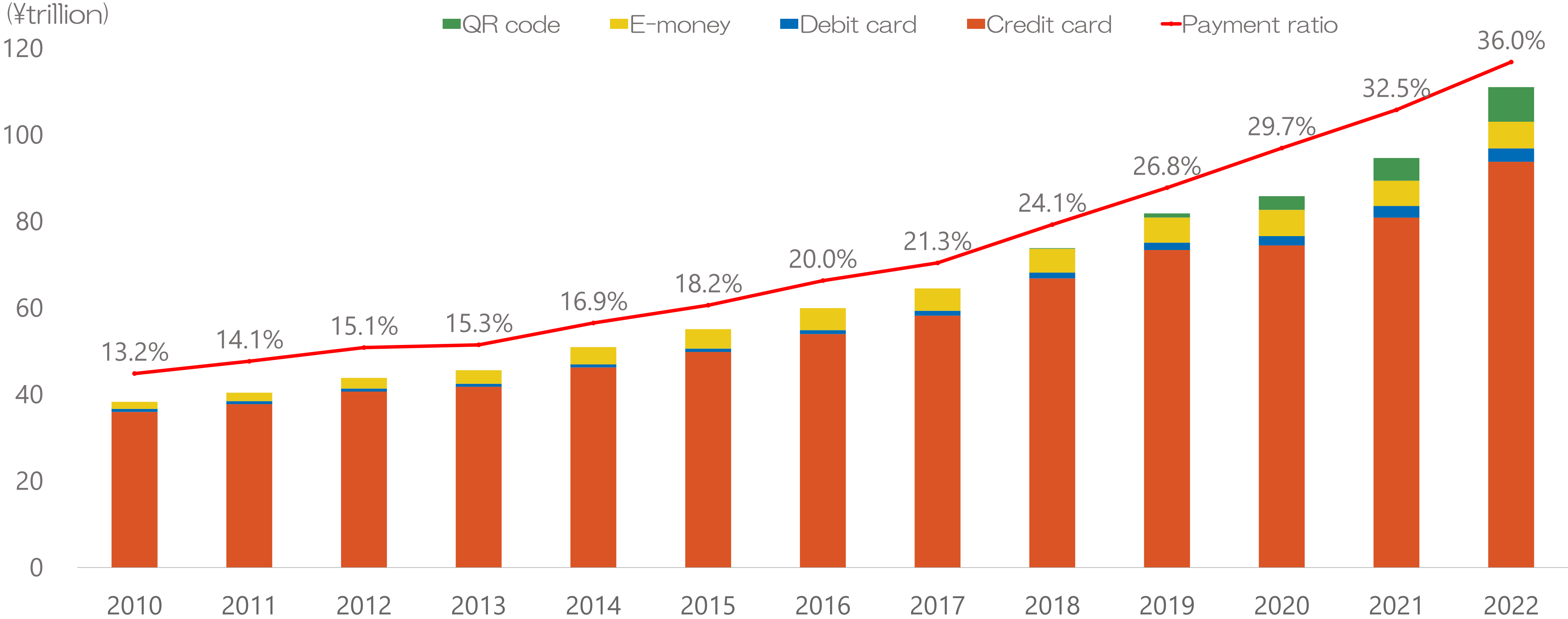


5 LIFECARD Results Summary

Cashless Payment Market

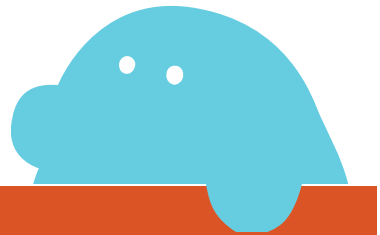
- Cashless payment ratio in 2022 grew steady to 36.0%. The Ministry of Economy, Trade and Industry (METI) aims to raise the cashless payment ratio to 40% by 2025 and 80% in the future, the highest level in the world.

Trends in cashless payment amount and ratio



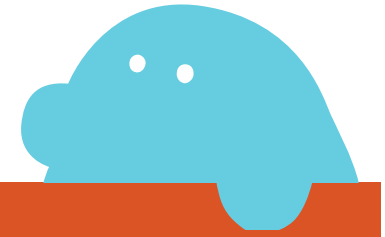
*Source: Ministry of Economy, Trade and Industry

Operating Results



(¥ million)	23/3 1Q	24/3 1Q	YOY	YOY %
Total receivable outstanding	164,572	169,011	4,438	2.7%
Loans outstanding	32,684	32,472	-211	-0.6%
Cash advance	23,539	23,256	-282	-1.2%
Installment receivable	102,461	105,524	3,062	3.0%
Revolving/installment	52,117	52,722	604	1.2%
Credit guarantee	27,932	29,171	1,238	4.4%
Number of new issue (thousand)	109	110	1	1.7%
Proper	38	36	-1	-4.3%
Co-branded	70	74	3	4.9%
Number of card holders (thousand)	5,211	5,112	-99	-1.9%
Proper	1,378	1,370	-7	-0.6%
Co-branded	3,833	3,742	-91	-2.4%
Bad debt	933	1,228	294	31.6%
Excluding write-off related to interest repayment	891	1,198	306	34.4%
Bad debt ratio to operating loans	0.57%	0.73%	0.16pt	-
Ratio excluding write-off related to interest repayment	0.54%	0.71%	0.17pt	-

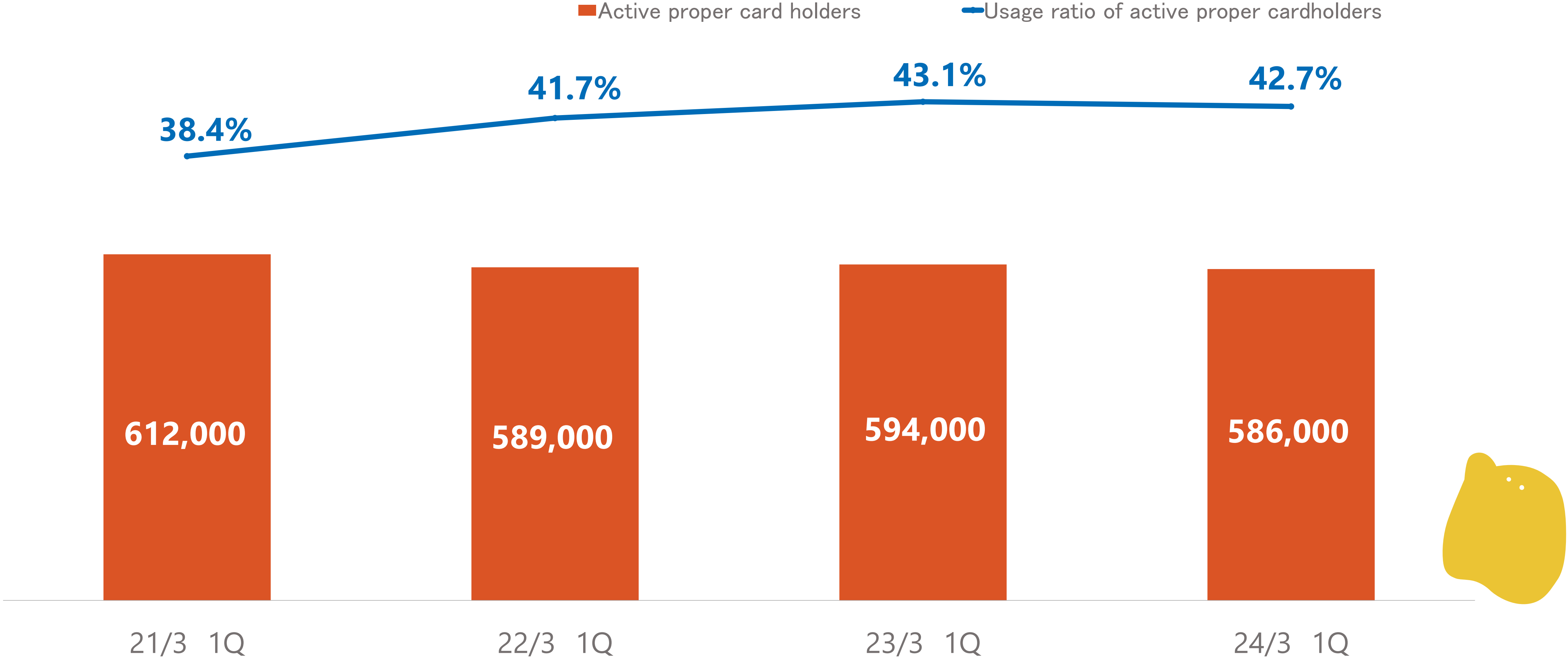
Financial Results Outline



(¥ million)	23/3 1Q	24/3 1Q	YOY	YOY %
Operating revenue	8,741	9,327	586	6.7%
Revenue from installment receivable	4,896	5,266	370	7.6%
Interest on operating loans	974	978	3	0.3%
Revenue from credit guarantee	452	473	20	4.6%
Other	2,418	2,609	191	7.9%
Operating expenses	8,236	8,961	725	8.8%
Financial expenses	217	253	35	16.6%
Provision of allowance for doubtful accounts	1,058	1,287	228	21.6%
Provision for loss on interest repayment	-	-	-	-
Advertising expenses	327	417	89	27.4%
Sales promotion expenses	770	763	-7	-1.0%
Personnel expenses	1,250	1,317	67	5.4%
Other operating expenses	4,612	4,923	311	6.7%
Operating profit	505	366	-139	-27.6%
Ordinary profit	533	385	-147	-27.7%
Profit	599	267	-332	-55.4%

Number of Active Proper Cardholders & Usage Rate

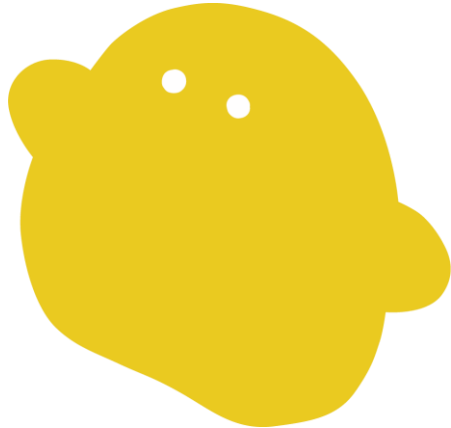
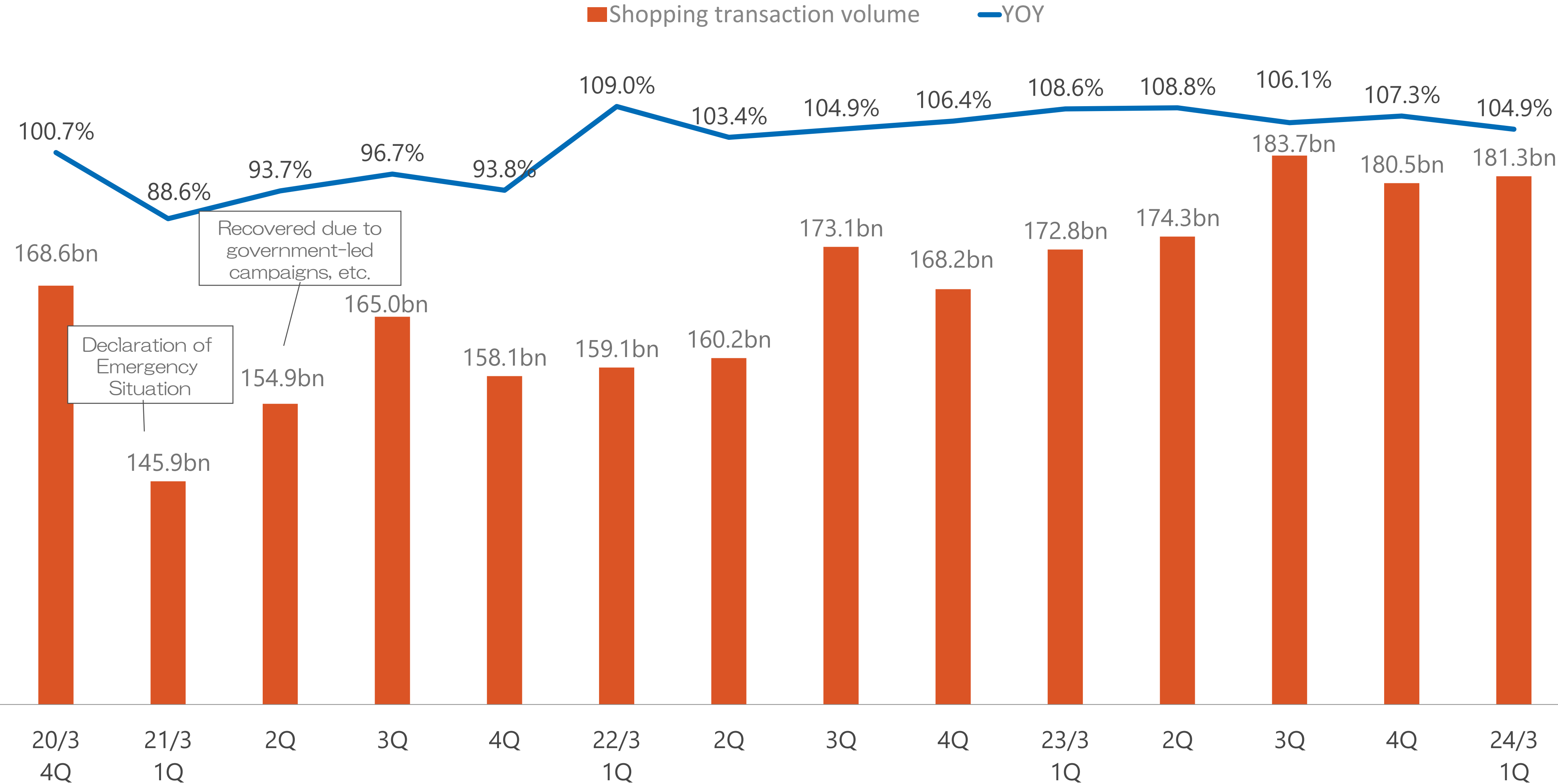
- The usage ratio of active proper cardholders maintained over 40% due to promotion of an acquisition methods that prioritize the usage ratio and renewal of the website and smartphone apps.



*Number of active proper cardholder is the average number of active cardholders per month.

Quarterly Trend of Shopping Transaction Volume

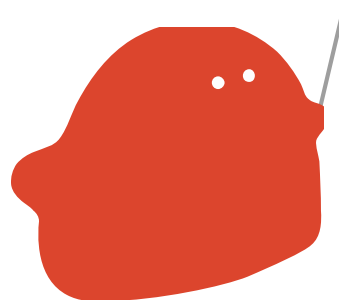
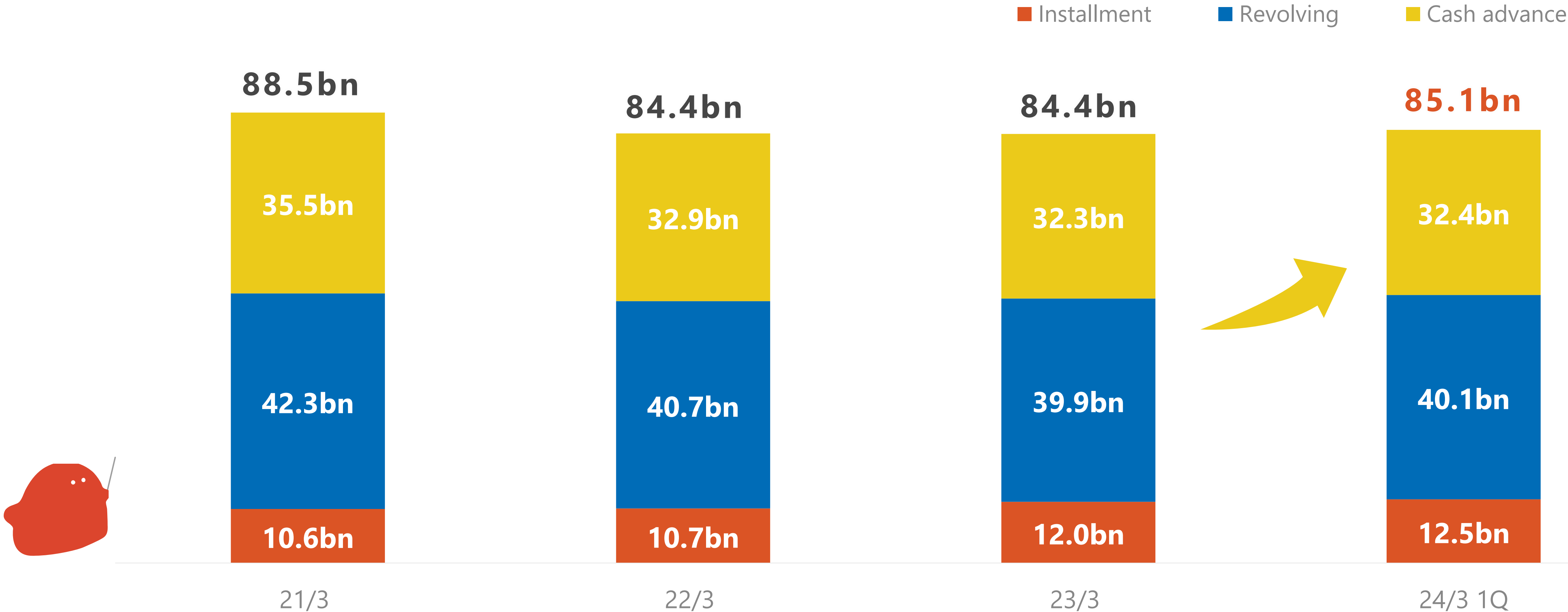
- Shopping transaction volume remained strong on the back of increased economic activity and the downgrading COVID-19 to Class 5



Revolving • Installment • Cash advance Outstanding

- Against the backdrop of a steady recovery in economic activity, all the outstanding of revolving, installment and cash advance has begun to increase.

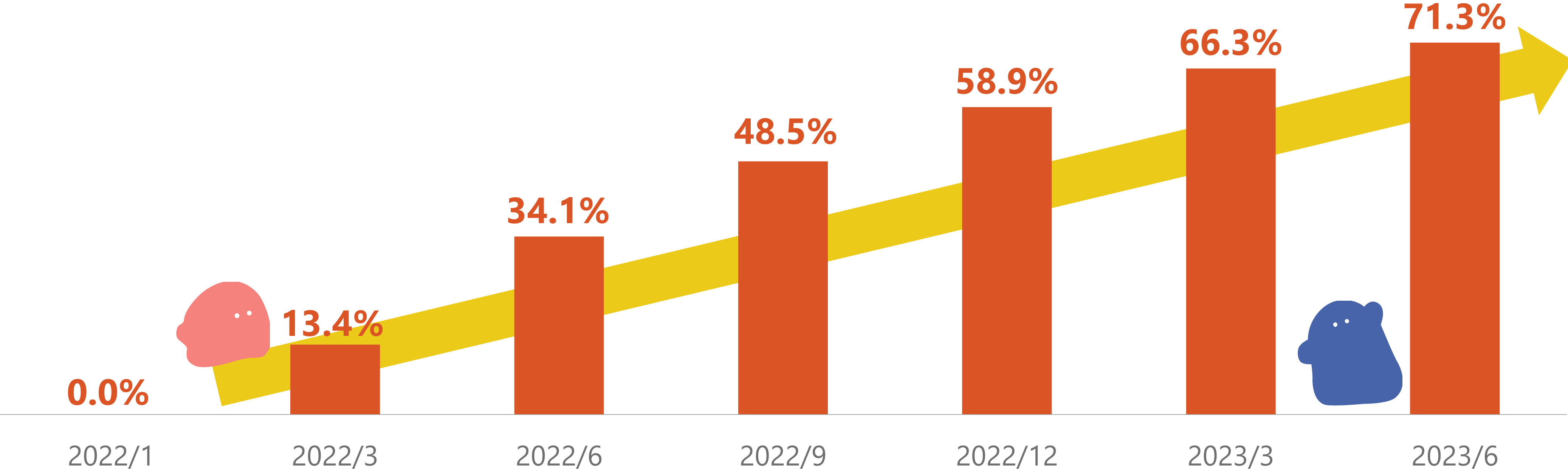
Trend of Outstanding (including off-balance)



Yield of Revolving and Installment Payment

- Yield on shopping balances maintained an upward trend.

Revolving and installment payment occupancy rates of at least 18% per annum



*The effective annual rate has been successively raised to 18% for use on or after February 1, 2022.

Proper Card LTV Improvement

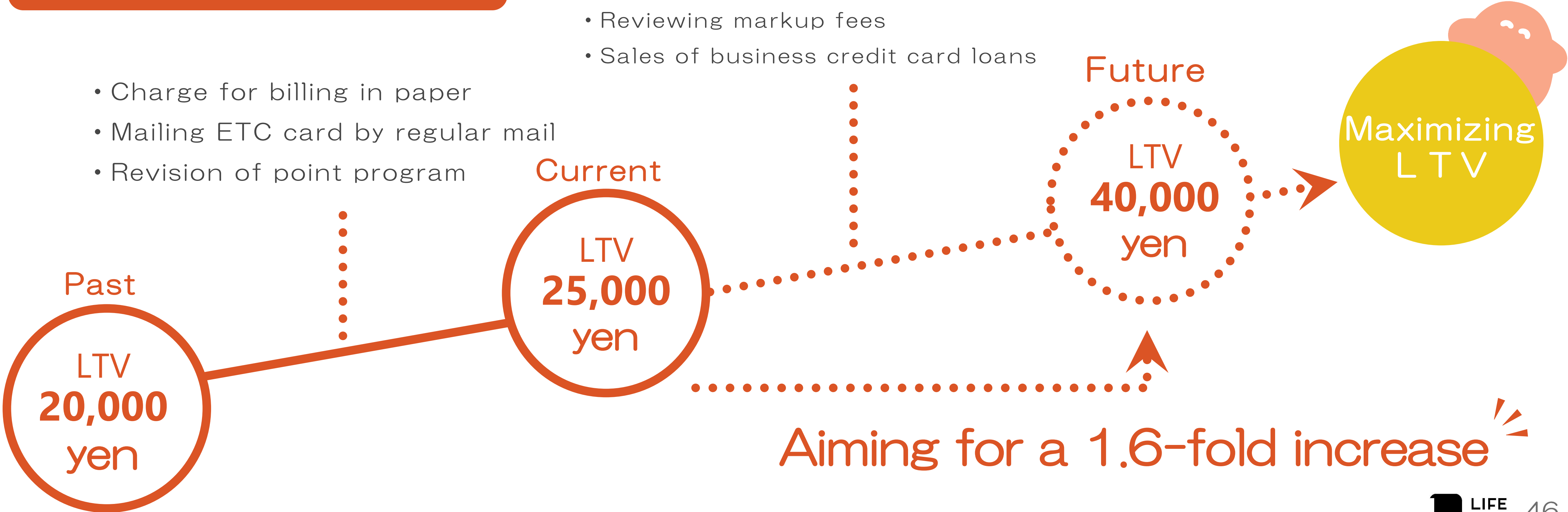
■ Strengthen acquisition of new account

■ Improve customer loyalty and extend the transaction period

Implementation of various measures for LTV improvement

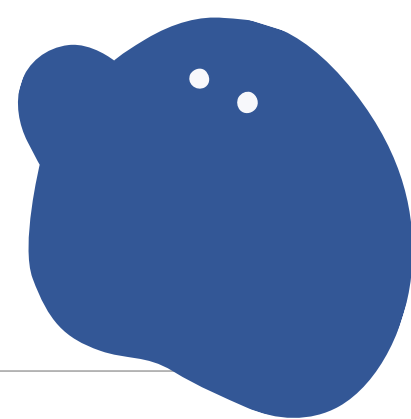
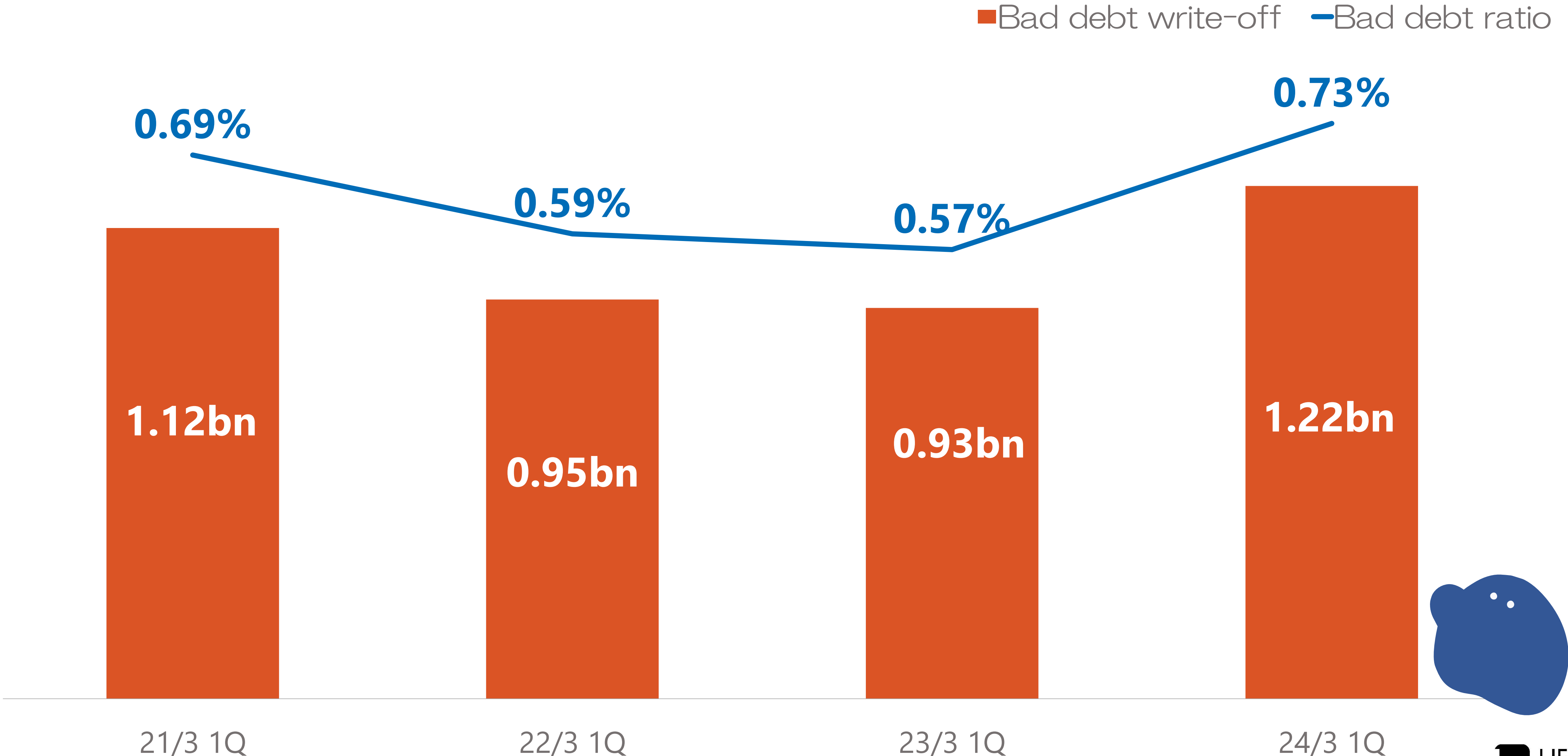
- Raising fees for revolving and installment
- Curbing card issuance cost
- Enriching installment payments variation
- Reviewing markup fees
- Sales of business credit card loans

- Charge for billing in paper
- Mailing ETC card by regular mail
- Revision of point program



Non-performing Loans/ Bad Debt

- The bad debt ratio is returning to the same level it was before the pandemic, as consumption recovery has led to higher purchases.





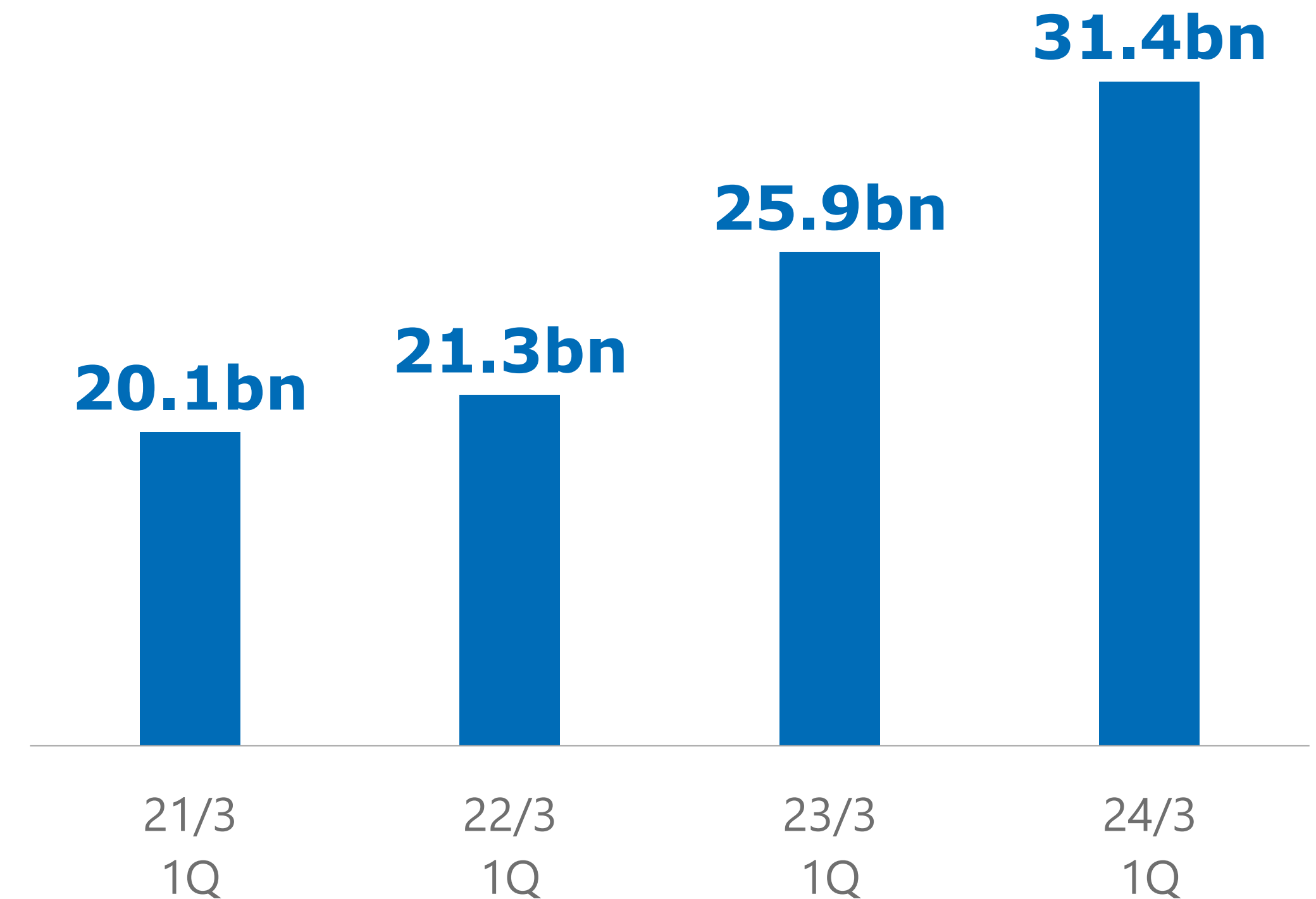
⑥ Group Companies Results Summary

AIRA & AIFUL Public Company Limited (Thailand)

- Loans outstanding increased 21.0% YoY to 31.4 bn due to strong acquisition of new customers against the backdrop of the recovery of the tourism industry.
- Operating profit decreased to 116 million yen as a result of an increase in credit cost due to an expansion of the loans outstanding.

(¥ million)	23/3 1Q	24/3 1Q	YOY
Loans outstanding	25,954	31,404	21.0%
N. of customer accounts (thousand)	333	363	9.0%
Bad Debt Write-off Ratio	2.5%	1.5%	-1.0pt
Operating revenue	1,574	1,908	21.2%
Operating profit	266	116	-56.2%
Ordinary profit	263	116	-55.7%
Profit	288	97	-66.2%

Loans outstanding



*Fiscal period of A&A is from January 1 to December 31, and 1st quarter reflects result of January to March

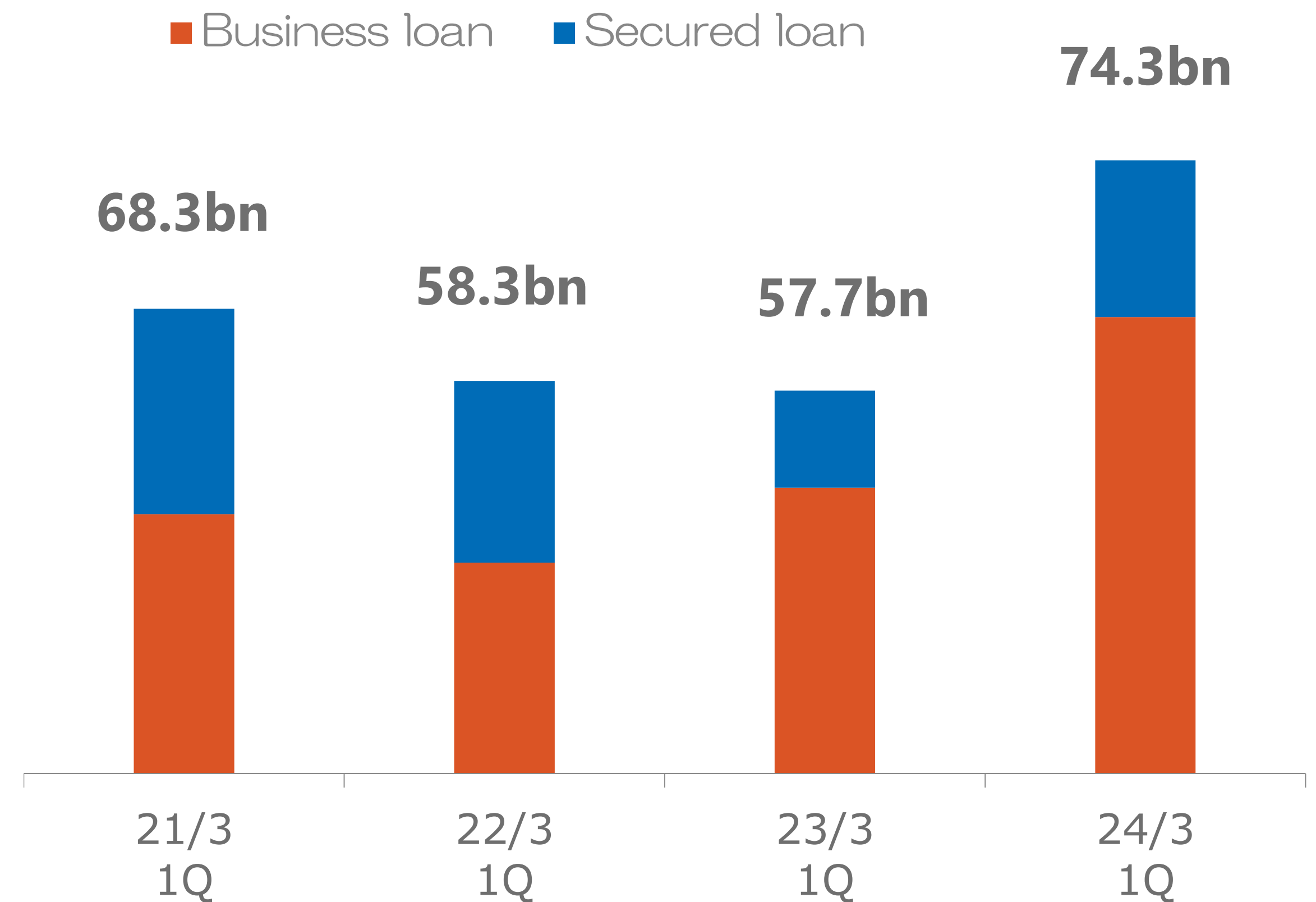
*Exchange rate (Thai Baht): B/S: ¥3.68 (23/3 1Q), ¥3.91 (24/3 1Q), P/L: ¥3.52 (23/3 1Q), ¥3.91 (24/3 1Q)

AG BUSINESS SUPPORT CORPORATION

- The number of new accounts increased and the loans outstanding also increased 28.8% YoY due to the impact of the termination of Corona-related business support loans,
- Operating profit declined to 10 million yen due to an increase in credit cost against the backdrop of strong lending.

(¥ million)	23/3 1Q	24/3 1Q	YOY
Loans outstanding	57,709	74,334	28.8%
Secured loans	7,043	11,372	61.5%
Business loans	50,666	62,962	24.3%
Customer accounts (thousands)	26	30	15.2%
Bad Debt Write-off Ratio	1.4%	1.7%	0.3pt
Operating revenue	1,727	2,268	31.3%
Operating profit	321	18	-94.1%
Ordinary profit	323	19	-93.9%
Profit	196	-54	-

Trends in Loans Outstanding

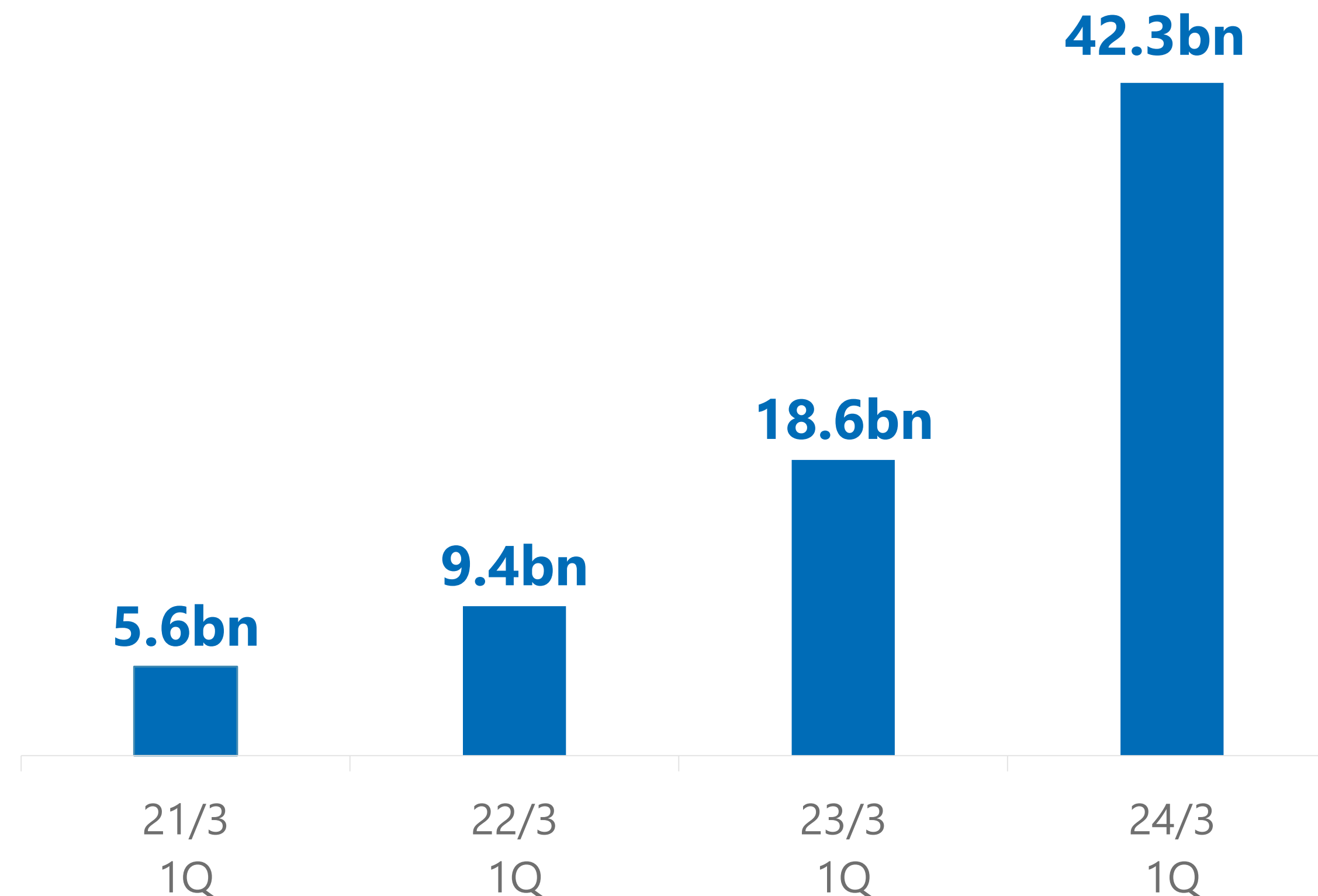


AG GUARANTEE CO., LTD.

- Against the backdrop of successful expansion of affiliated stores, installment receivables increased by 126.5% YoY.

(¥ million)	23/3 1Q	24/3 1Q	YOY
Installment receivable	18,679	42,304	126.5%
Credit guarantee	133	109	-18.3%
Bad Debt Write-off Ratio	0.2%	0.5%	0.3pt
Operating revenue	465	941	102.3%
Operating profit	133	177	32.8%
Ordinary profit	134	177	32.2%
Profit	88	94	7.3%

Trends in Installment Receivable



Other Group Companies Topics



Operating Profit ¥70M

Ordinary Profit ¥70M

Profit ¥40M

Total Receivable
Outstanding 13.7bn

YOY +57.7%



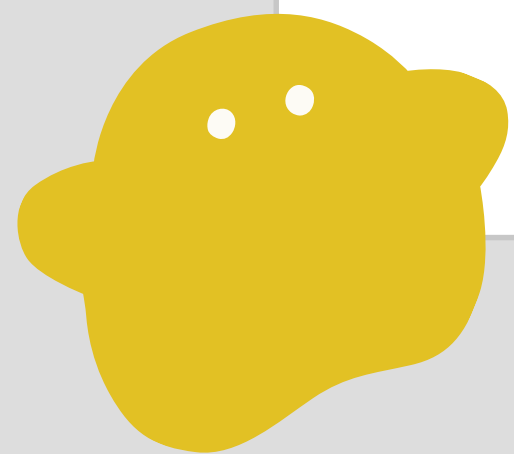
Operating Loss ¥130M

Ordinary Loss ¥130M

Net Loss ¥110M

Shopping Purchases
3.3bn (YOY -28.4%)

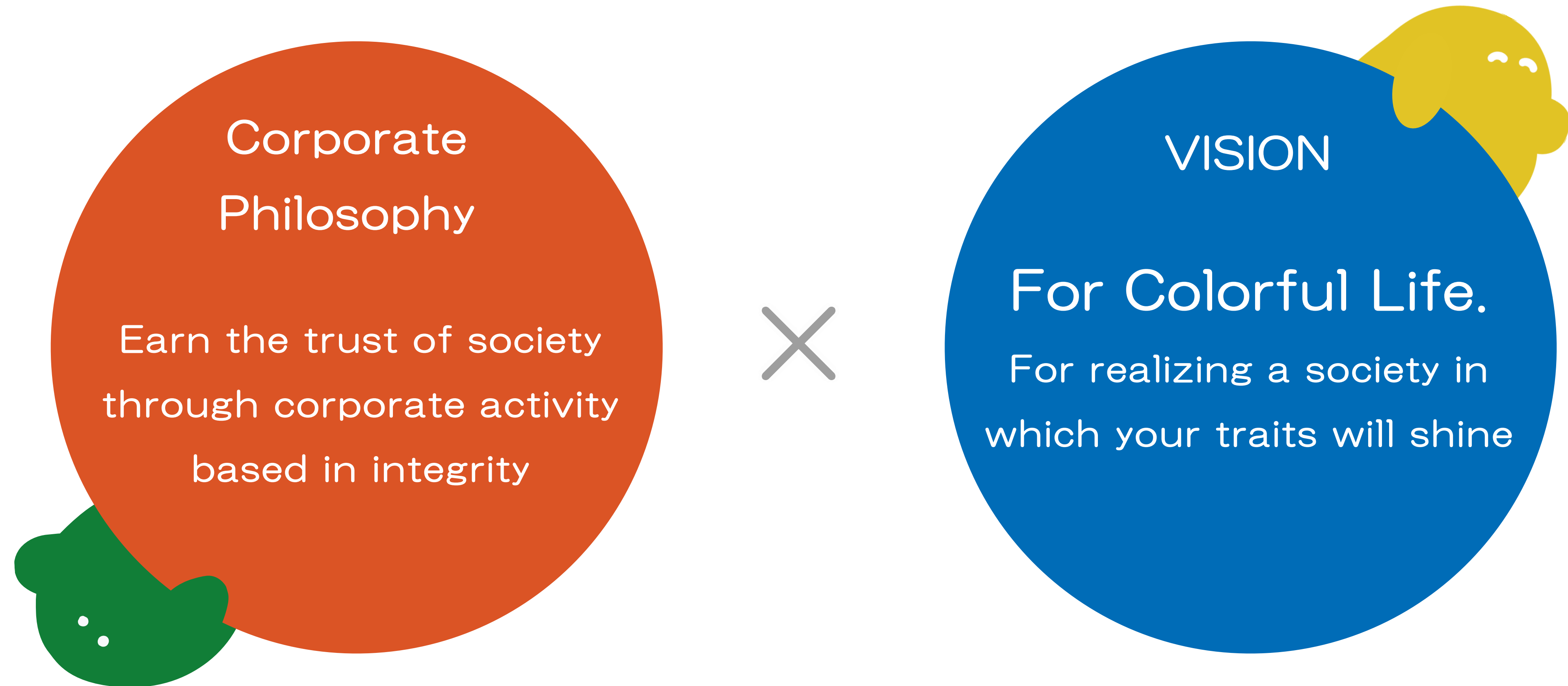
Number of affiliate stores
524,000 (YOY +15.4%)





7 Appendix

Basic Sustainability Policy



AIFUL Group aims to strike a balance between “Sustainable society” and “Growth” so that all kinds of people can be themselves.

Initiatives for Sustainability



Financial Literary Improvement Consortium

- In June 2023, established a consortium with Japan Financial Services Association and three other major money lending companies to improve the financial literacy of consumers and prevent financial troubles.

Name	Financial Literary Improvement Consortium
Date of establishment	June 14, 2023
Members at time of establishment	AIFUL CORPORATION, Japan Financial Services Association, SMBC Consumer Finance Co., Ltd., ACOM CO., LTD., Shinsei Financial Co., Ltd.
Purpose	Enhancement of financial literacy of consumers and prevention of involving in financial troubles
Activities	Organize educational seminars, producing and distributing educational materials, and distributing educational contents, etc.
Office location	the Japan Financial Services Association office

* Further participation of the Japan Financial Services Association members and others are also expected.

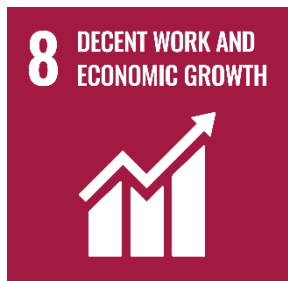


Issue of Social Bond

- Issued Social Bond totaling 15 billion yen For refinancing funds allocated to the eligible social projects as defined in the Social Finance Framework (support for small and medium enterprise, support for medical and nursing facilities, and provision of financial services to individuals in emerging countries)

Name of the bonds	AIFUL Corporation 66 th Unsecured Bond (Limited Inter-bond Pari Passu Clause) (Social Bond)
Total amount of issue	15 billion yen
Coupon rate	0.870% per annum
Denomination per bond	100 million yen

- As a financial system, we are engaged in various businesses that support consumption and economic activities of individual businesses under the theme of financial inclusion. We will contribute to the realization of a society that provides access to financial services to all people.

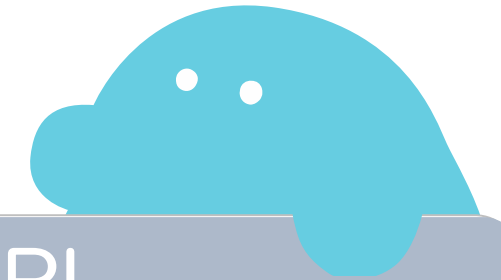



















Major Efforts

Theme	Challenges	Major Efforts	Relevant SDGs		
Environment	Realization of a carbon-free society	<ul style="list-style-type: none"> • Management of energy consumption • “Cool Biz” and “Warm Biz” Activities • Endorsement of “COOL CHOICE” • Efforts to improve operational efficiency • Reducing the number of multifunction devices 			
	Promoting Resource Recycling	<ul style="list-style-type: none"> • Waste separation and recycling • “Green Fund-raising” activities • Purchase of Green products and Eco Mark products • Introduction of paperless, online statements 			
Social	Creating Products that Meet Society’s Expectations	<ul style="list-style-type: none"> • Product development to meet customers’ diverse needs • Service quality improvement by collecting customer feedback • AIFUL-CSIRT (a team for cyber-attacks) • Provide financial services in emerging countries 			
	Workplace and Work Environment	<table border="0"> <tr> <td> <ul style="list-style-type: none"> • Human Resources Outline • Harassment hotline • Satisfaction survey • Health and stress checkups </td> <td> <ul style="list-style-type: none"> • Human resource development system • Flextime system • Introduction of Telework • Hold emergency drills </td> </tr> </table>	<ul style="list-style-type: none"> • Human Resources Outline • Harassment hotline • Satisfaction survey • Health and stress checkups 	<ul style="list-style-type: none"> • Human resource development system • Flextime system • Introduction of Telework • Hold emergency drills 	
	<ul style="list-style-type: none"> • Human Resources Outline • Harassment hotline • Satisfaction survey • Health and stress checkups 	<ul style="list-style-type: none"> • Human resource development system • Flextime system • Introduction of Telework • Hold emergency drills 			
	Promoting Diversity	<table border="0"> <tr> <td> <ul style="list-style-type: none"> • Platinum Kurumin certification • Expand hiring female • Promotion of female employees </td> <td> <ul style="list-style-type: none"> • Retiree re-employment system • Employ persons with disabilities </td> </tr> </table>	<ul style="list-style-type: none"> • Platinum Kurumin certification • Expand hiring female • Promotion of female employees 	<ul style="list-style-type: none"> • Retiree re-employment system • Employ persons with disabilities 	
<ul style="list-style-type: none"> • Platinum Kurumin certification • Expand hiring female • Promotion of female employees 	<ul style="list-style-type: none"> • Retiree re-employment system • Employ persons with disabilities 				
Social Contribution and Coexisting with the Local Community	<table border="0"> <tr> <td> <ul style="list-style-type: none"> • Blood donation activities • Hold life-saving seminars • Donations • Support measures against Covid-19 </td> <td> <ul style="list-style-type: none"> • Point donation system • Social Contribution through credit cards • Hackathon </td> </tr> </table>	<ul style="list-style-type: none"> • Blood donation activities • Hold life-saving seminars • Donations • Support measures against Covid-19 	<ul style="list-style-type: none"> • Point donation system • Social Contribution through credit cards • Hackathon 		
<ul style="list-style-type: none"> • Blood donation activities • Hold life-saving seminars • Donations • Support measures against Covid-19 	<ul style="list-style-type: none"> • Point donation system • Social Contribution through credit cards • Hackathon 				

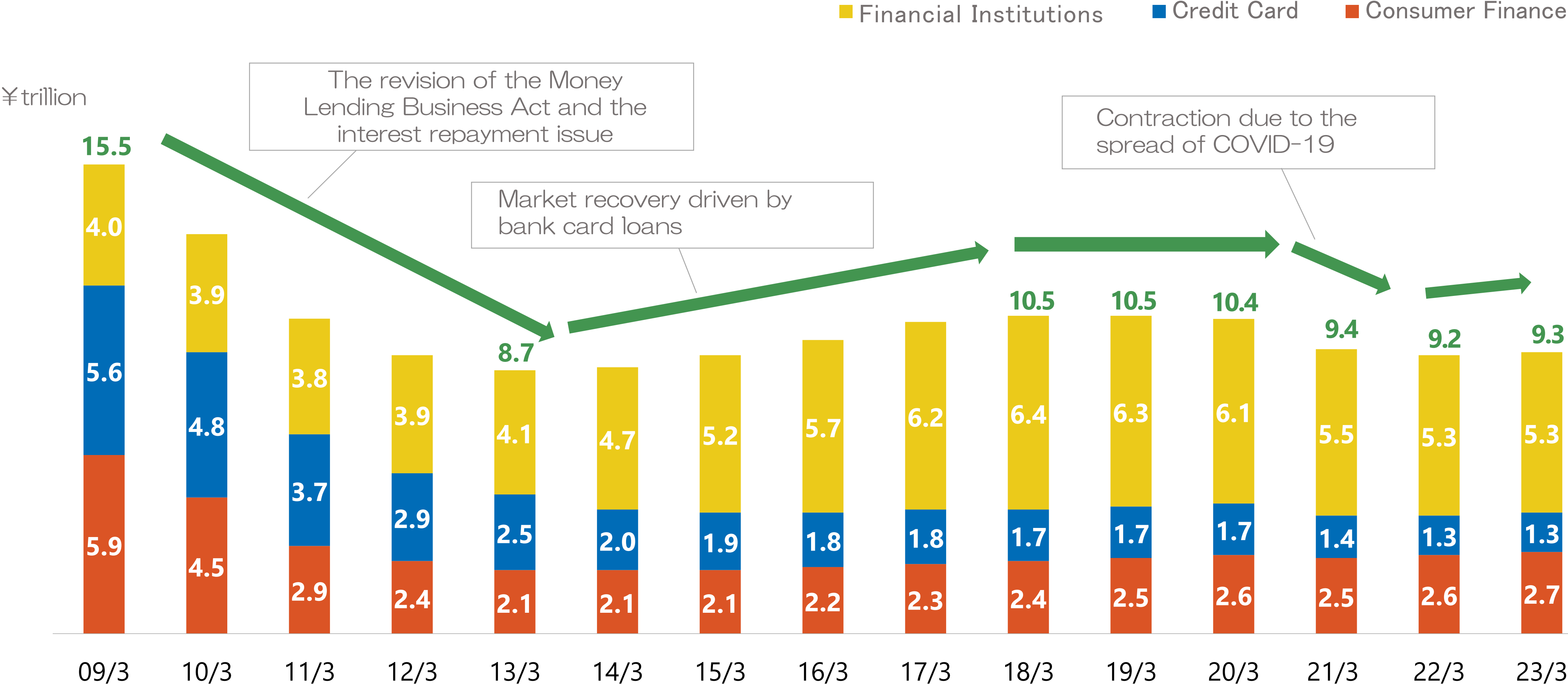
AIFUL Group's Business

AIFUL Group aim to create businesses that meet all customer needs



<p>Loan / Credit Guarantee</p> 	<p>Small Business Loan</p>  	<p>Credit / Credit Guarantee</p>  	<p>BNPL</p> 
<p>Social Lending</p> 	<p>Venture Capital</p> 	<p>Debt Collection / Restructuring</p>  	<p>Leaseback/Rent Guarantee</p>  
<p>Warehousing</p> 	<p>Small-amount, short-term insurance</p> 	<p>System Engineering Services</p> 	<p>Overseas</p>  

Unsecured Loan Market

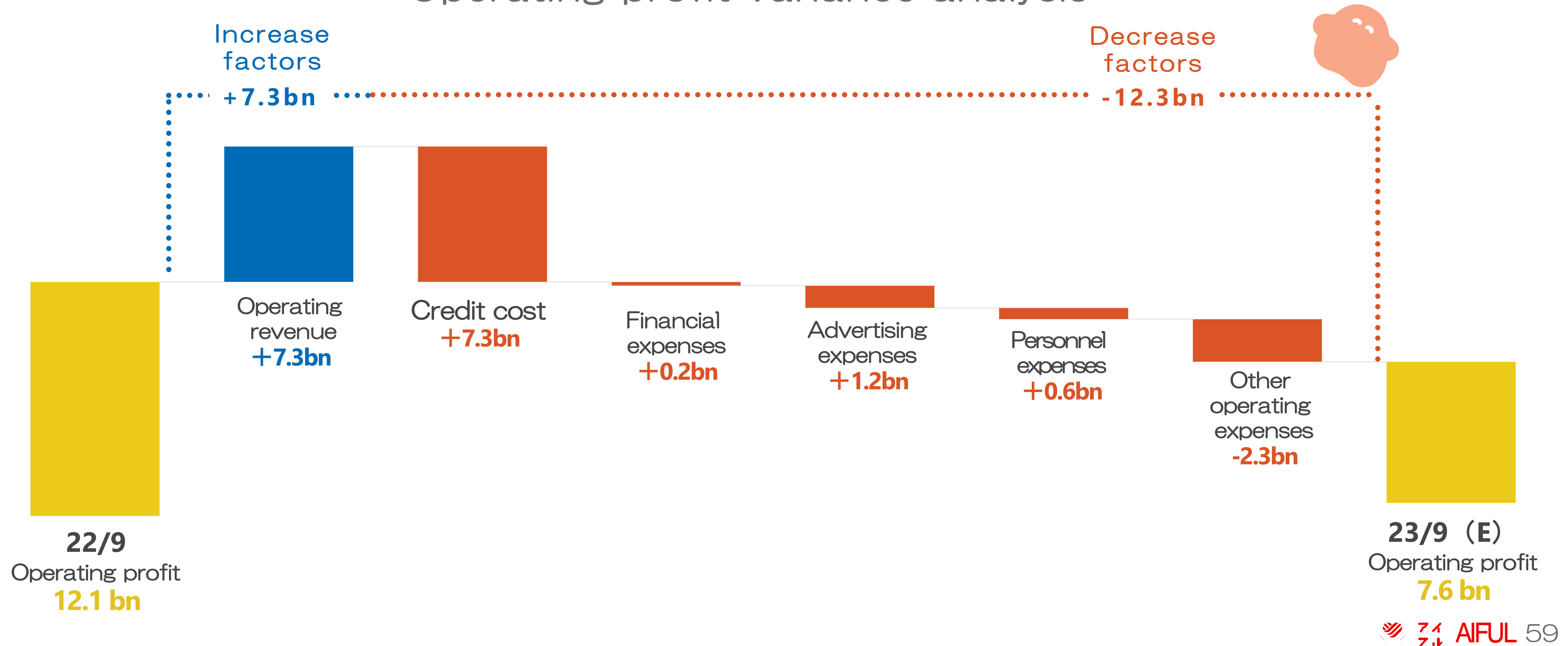


*Source
 Consumer finance and Credit card companies :Statistic by the Japan Financial Services Association.
 Financial institutions :Statistic by The Bank of Japan. (Consumer loan outstanding at domestic banks and credit unions)

First Half Quarters' Earnings Forecast Variance (Consolidated)

- An expansion of receivable outstanding led to an increase in both operating revenue and credit cost.
- Operating profit of the first half quarters' earnings forecast is expected to decrease 4.5 bn yen YoY to 7.6 bn due to an increase in advertising expenses, which is attributed to acquisition of new customers.

Operating profit variance analysis



—Disclaimer—

- The figures contained in this presentation material with respect to AIFUL and AIFUL Group 's plans and strategies and other statements that are not historical facts are forward-looking statements about the future performance of AIFUL and AIFUL Group which are based on management' s assumptions and belief in light of the information currently available to it and involve risks and uncertainties. Therefore, actual results may differ from those in the forward-looking statements due to various factors.
- This English-translated presentation material was prepared solely for the convenience of English speaking investors. If any discrepancies exist, the original Japanese version always prevails. AIFUL and AIFUL Group shall not be liable for any loss or damages arising from this translation.