

April 27, 2012

AIFUL Announces the Results of Its Voluntary Retirement Offer

AIFUL Corporation and Group Companies have recently concluded their offer of voluntary retirement to employees. The offer has been open since its announcement on March 19, 2012. Details of the results are provided briefly as follows.

1. Outline of voluntary retirement offer
 - (1) Number of employees to be offered voluntary retirement: 250
(There were 1,907 regular employees in the Group as of March 1, 2012)
 - (2) Eligible employees: Regular employees aged between 35 and 59 as of June 30, 2012
 - (3) Voluntary retirement offer period: April 2, 2012 to April 20, 2012
 - (4) Retirement date: June 30, 2012
 - (5) Incentive: Payment of special retirement allowance
 - (6) Reemployment support: Provision of reemployment support through a specialized reemployment support company for those employees who desire support

2. Voluntary retirement offer results
The number of applicants Group as a whole: 341 employees

It is also planned to reduce the number of non-regular employees – contract employees and temporary employees – by around 200 in the Group as a whole by June 30, 2012.

3. The impact on performance in fiscal 2011, the fiscal year ending March 31, 2012
With respect to its voluntary retirement offer and reduction of non-regular employees and associated special retirement allowance payment and related expenses, the Group is expected to report an extraordinary loss of approximately 2.1 billion yen in its business results for the fourth quarter of fiscal 2011. This reflects the transfer to allowance for business structure improvement.

The Group is not disclosing earnings forecasts for the fiscal year ending March 31, 2012 due to a large number of uncertainties in the economic environment, such as the trend regarding claims for interest repayments, making it difficult to make a rational calculation of projected earnings at the present time. We will disclose earnings forecasts as soon as it becomes possible to do so, including the impact on earnings as a result of this measure.

4. The impact on performance in fiscal 2012 and fiscal 2013 and beyond
The personnel costs are anticipated to decline by approximately 1.9 billion yen in fiscal 2012 and approximately 2.6 billion yen annually from fiscal 2013.

5. Future outlook
In line with the reduction in personnel attributable to the subject initiative, the number of regular employees in the Group as a whole is expected to fall from 6,477 as at 31 March 2007 to 1,566, a reduction

of 4,911 employees or 75.8% over approximately five years. Going forward, AIFUL will continue to review and implement further cost reduction measures, depending on the trend regarding claims for interest repayments.

[Reference]

(1) Past employee trends (consolidated)

(Unit: people)	Regular employees	Non-regular employees	Total	Compared with
				fiscal year ended March 31, 2007
Fiscal year ending March 31, 2007	6,477	3,278	9,755	
Fiscal year ending March 31, 2008	5,138	2,508	7,646	-2,109
Fiscal year ending March 31, 2009	4,895	2,152	7,047	-2,708
Fiscal year ending March 31, 2010	2,514	1,723	4,237	-5,518
Fiscal year ending March 31, 2011	2,073	1,321	3,394	-6,361
As of March 1, 2012	1,907	708	2,615	-7,140
As of July 1, 2012 (Forecast)	1,566	508	2,074	-7,681

* The forecast for July 1, 2012 is a rough number that deducted the number of voluntary retirement applicant and retirement number of non-regular employees from March 1, 2012 figure.

(2) Results of past voluntary retirement offer (consolidated)

(Unit: people)	Number of offers	Number of applications
First round (March 2007)	400	644
Second round (March 2009)	300	304
Third round (December 2009)	2,000	2,095
Forth round (June 2012)	250	341
Total	2,950	3,384