



**Presentation Material
for the Second Quarter of
FY2021/3**

AIFUL CORPORATION

November 2020



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I Strategy and Environment



Corporate Philosophy and Vision

Corporate Philosophy

Earn the trust of society through corporate activity based in integrity

Vision

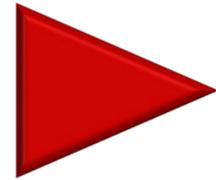
The AIFUL Group provides services and products that exceed customers' expectations in its aim to become a global financial group which is trusted and needed in Japan and around the world.

Management Strategy



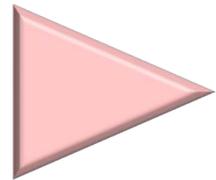


Reliability



Shareholders' Equity Ratio
20%

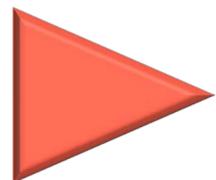
Profitability



ROE
more than **10%**

ROA
more than **2%**

Growth Potential

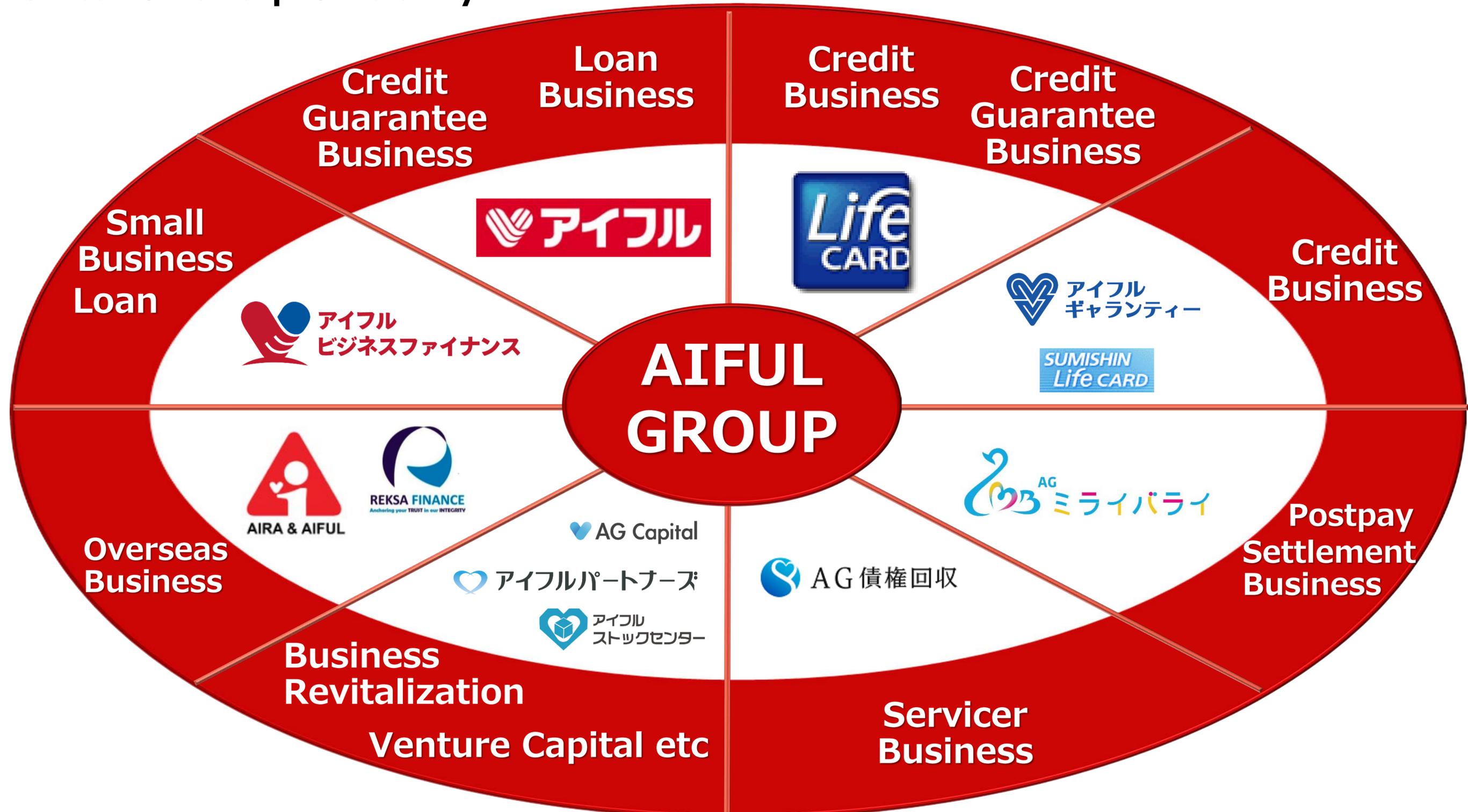


Operating Assets
more than **10% Growth** per annum



AIFUL Group Business Strategy

AIFUL aims to improve its business portfolio by broadening its businesses to enhance its risk diversification and profitability.





I. New Service

Since September 2020, our smartphone ATM service has been introduced to Lawson Bank, which has more than 12,000 ATMs nationwide. Added to the Seven Bank ATMs that began to introduce the service from 2018, there will be more than 37,000 convenience store ATMs available for use nationwide.



II. Promotion

The familiar TV commercial run by AIFUL (Is there really love there?) was selected as the No. 1 favorite financial industry commercial. (Source: CM Soken Consulting)



「Swimming Competition Version」



「Delivery Version」



「Film Version」



Corporate strategy: Expand scale of membership and establish a diverse profit base



Increase the number of cardholders by developing affiliates and channels

I . PALM CARD

PALM CARD is an affiliate card with Musashi Koyama Shopping Street Palm. The card has a prepaid card function allowing users to load money onto the card so they can shop without carrying around cash. PALM CARD is expanding services by newly offering the MasterCard credit card function, an international brand.

We are broadening our revenue channel by adapting to diverse settlement methods, while maintaining close ties with the community.



II . BUYMA CARD

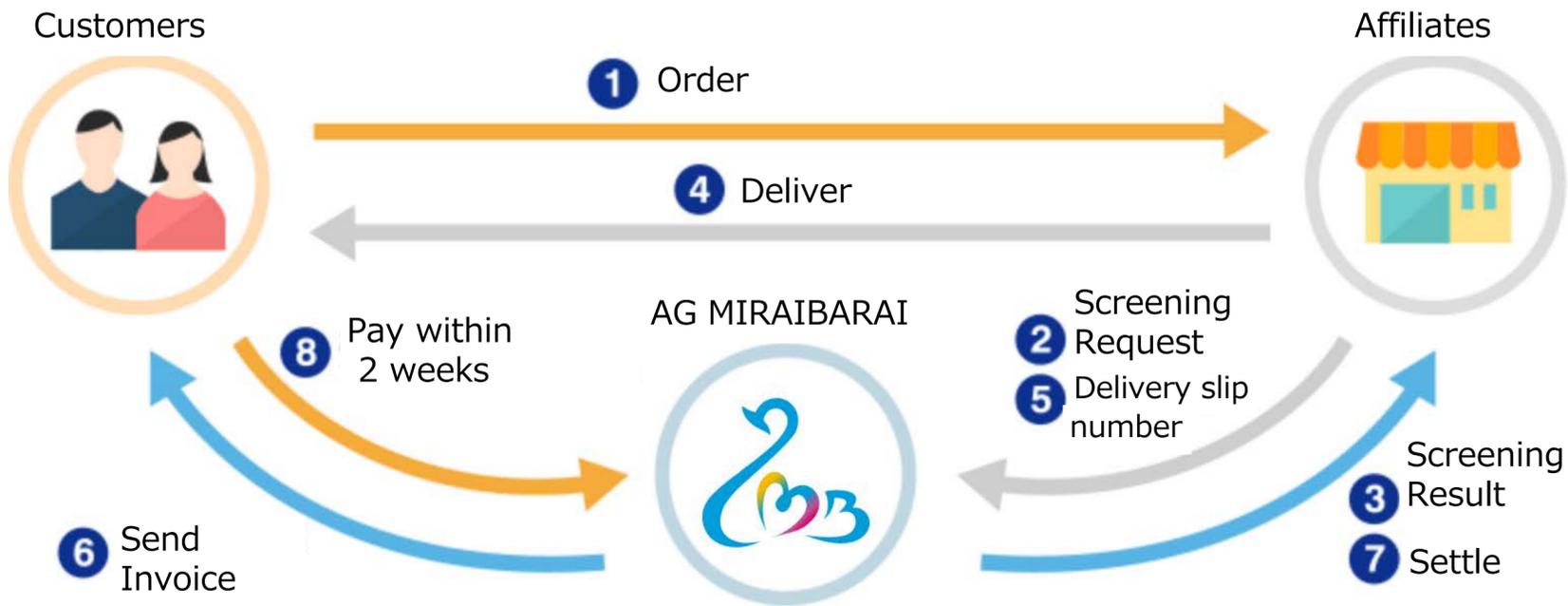
We began recruiting cardholders for the BUYMA CARD, an affiliate card with BUYMA, an overseas brand and fashion website where consumers can purchase products from around the world from over 152,000 sellers in 163 countries. The goal is to capture a wider range of customers to expand the scale of cardholders.



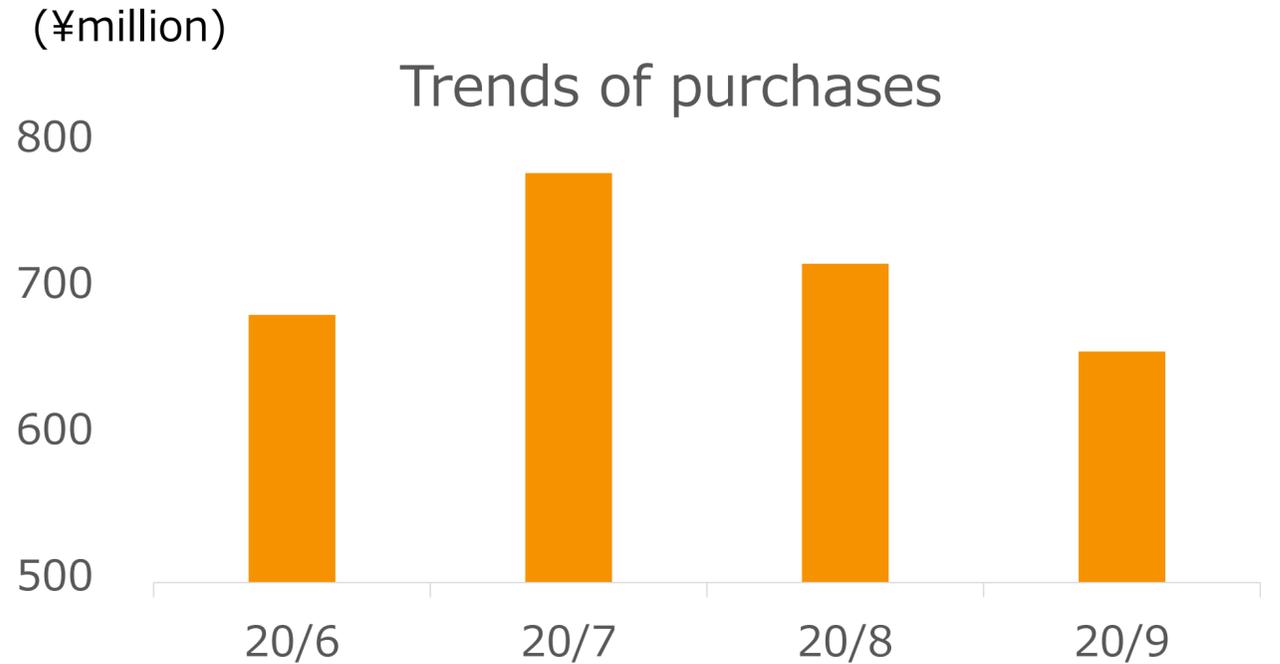


Topics Postpay Settlement Business

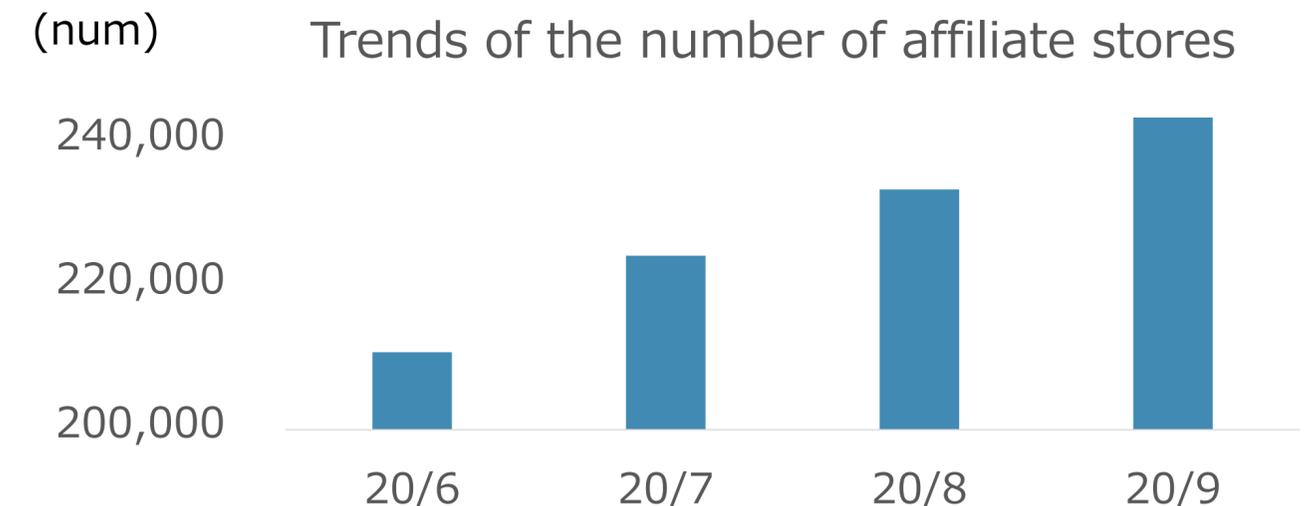
AG MIRAI Co., Ltd. was established in June 2020. Given the expansion of the e-commerce market, we aim to instill this as one new settlement method.



Sustaining stable purchases of ¥600 million-plus



Increasing the number of affiliate stores



Merits of Postpay Settlement

Customers

- Possible to receive product before payment
- No need to register a credit card

- AG MIRAI guarantees the debt-collection risk
- Improve operational cost

Affiliate Stores



I. Impact of COVID-19

As a measure to prevent the spread of COVID-19 in March, the government of Thailand declared a state of emergency. We inevitably temporarily shut down our sales offices. However, since the middle of May we have resumed business operations.

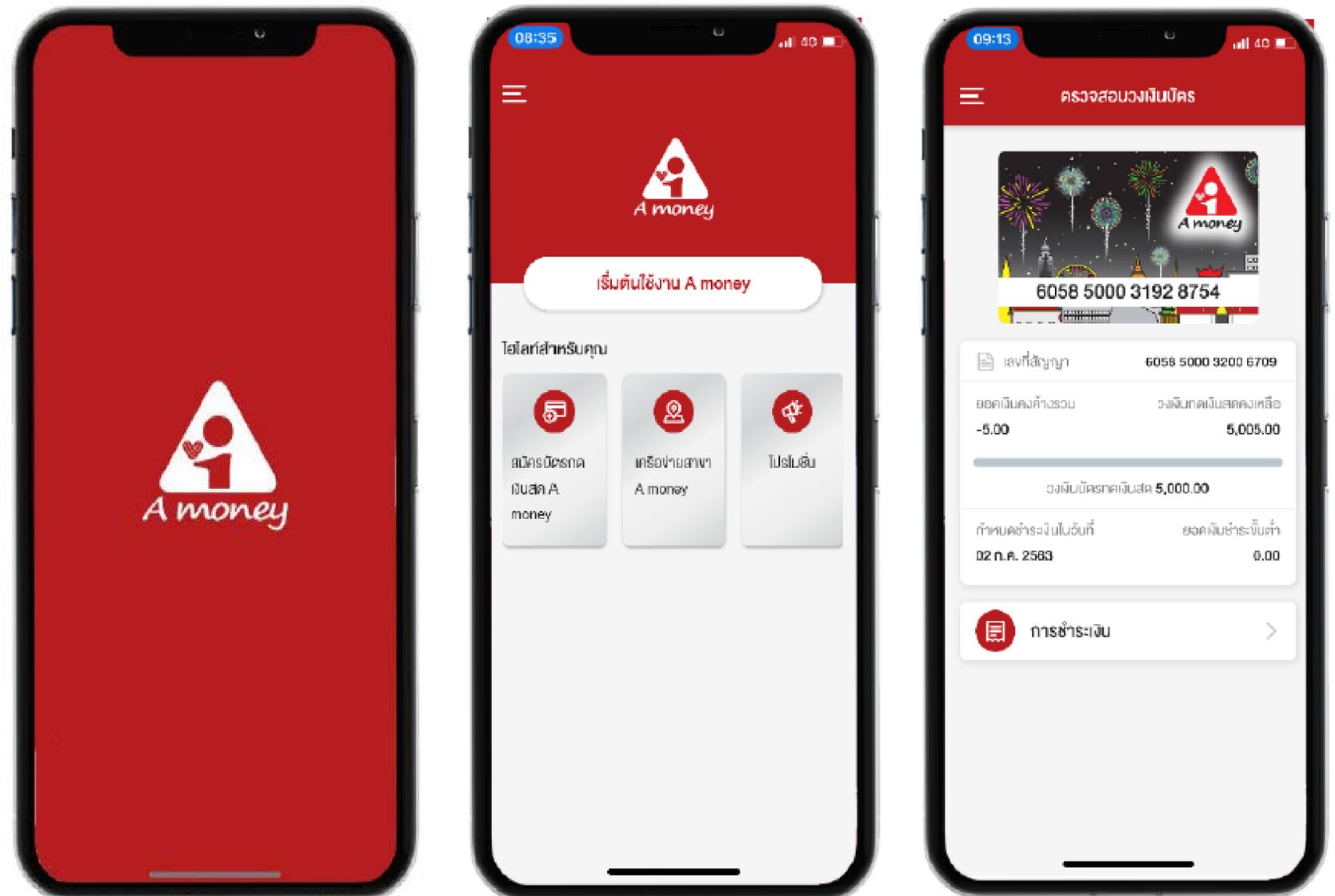
II. New Credit Scoring System

Our goal is to secure blue-chip customers. We introduced a new credit scoring system from May to expand our target for loans and to improve the approval rate.



III. Mobile Application

We have introduced “A money Mobile Application” since July 2020. The number of downloads is increasing to reach 22,000 as of September 30, 2020





Environment

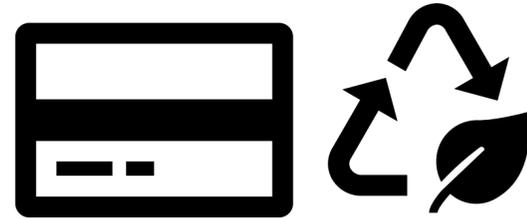
Cool Biz · Warm Biz

We have introduced a “no necktie” policy and, in some departments, employees are allowed to wear casual clothes to work.



PETG cards

We use PETG resin, an environmentally friendly material that does not emit dioxins when incinerated.



Society

Sponsoring Hackathons

We started to sponsor a hackathon program for University students in March 2019



COVID-19

We donated money to the Japanese Red Cross Society and also distributed masks, free of charge, to our affiliates.

Contribution Cards

We also donate a portion of our revenue, via a social contribution-type credit card, to affiliate organizations and NPOs.



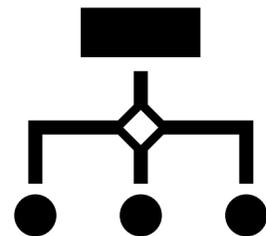
Report Windows

We stipulate regulations for its internal reporting system in accordance with the intent of the Whistleblower Protection Act and other related laws and ordinances. We have both internal and external report windows.



Enhanced Governance

We made the change from a company with a Board of Auditors to a company with an Audit and Supervisory Committee in 2015.



Empowerment of Women

We have developed an action plan to empower women in their professional lives. We aim to increase female executives and the percentage of women among regular employee hires to 40% or more by the end of March 2022.



Governance



Macro environment (as of end of September 2020)

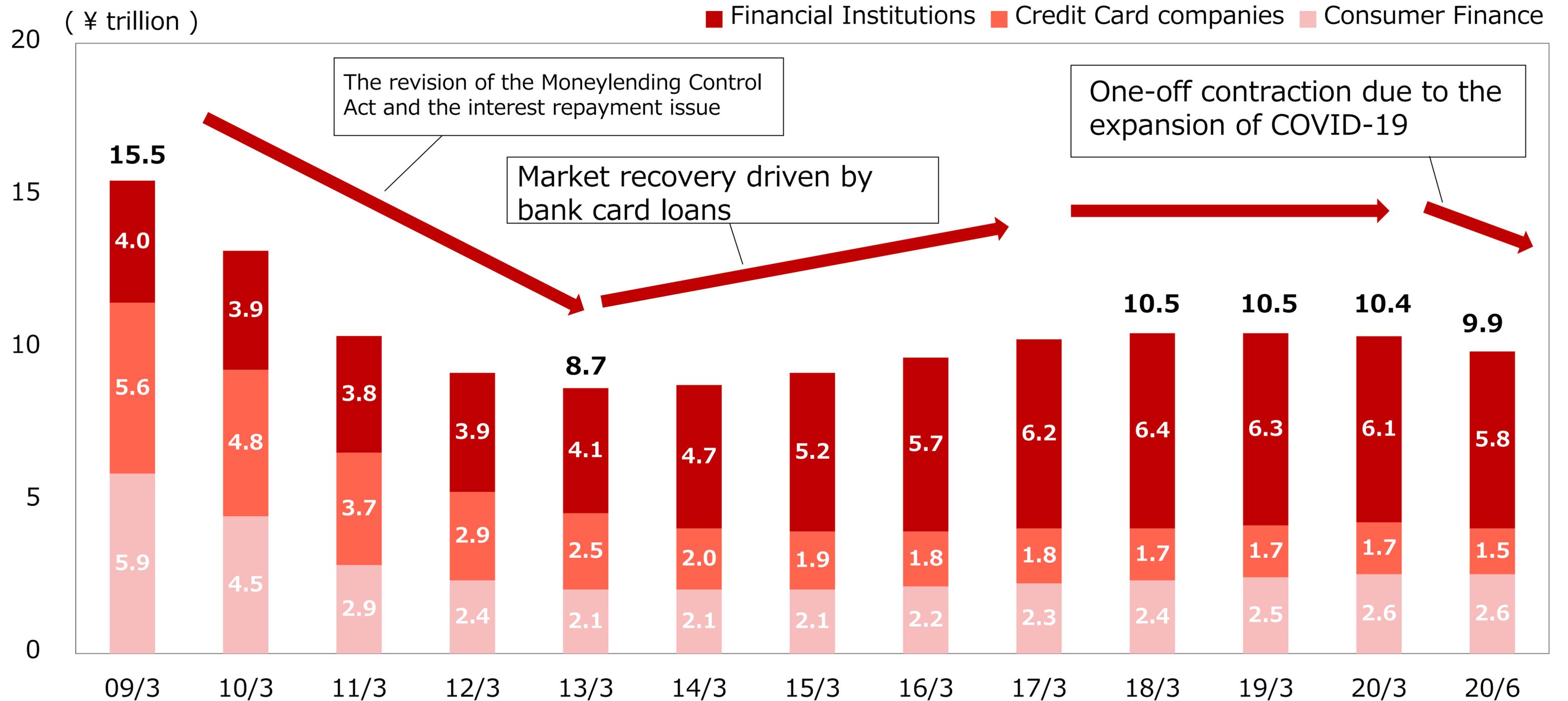
- After the lift of the state of emergency, the retail and service industries gradually resumed ordinary sales activities. In addition, consumer demand is picking back up owing to benefits mainly from government-driven campaigns.
- Meanwhile, the number of people infected with COVID-19 is increasing and the outlook remains murky.

Unsecured loan market (as of end of September 2020)

- Loan volume is substantially decreasing in tandem with a decline in the demand for capital due to the impact of COVID-19.
- Added to this, there is progress in loan repayments owing to various types of public assistance, including cash handouts for COVID-19 relief and no-interest financing.
- The demand for capital is trending toward recovery coupled with the resumption of consumer activities.



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))



II Financial Results Summary



Financial Highlights

Total operating assets

up 2.6%
Year on year

788.2bn

Loan business

up 0.04%
year on year

544.0bn



Credit business

up 0.1%
year on year

104.2bn



Credit guarantee business

up 17.4%
year on year

129.6bn



Operating revenue

up 3.6%
year on year

63.4bn

Operating profit

up 102.9%
year on year

9.3bn

Ordinary profit

up 109.6%
year on year

10.3bn

ROA

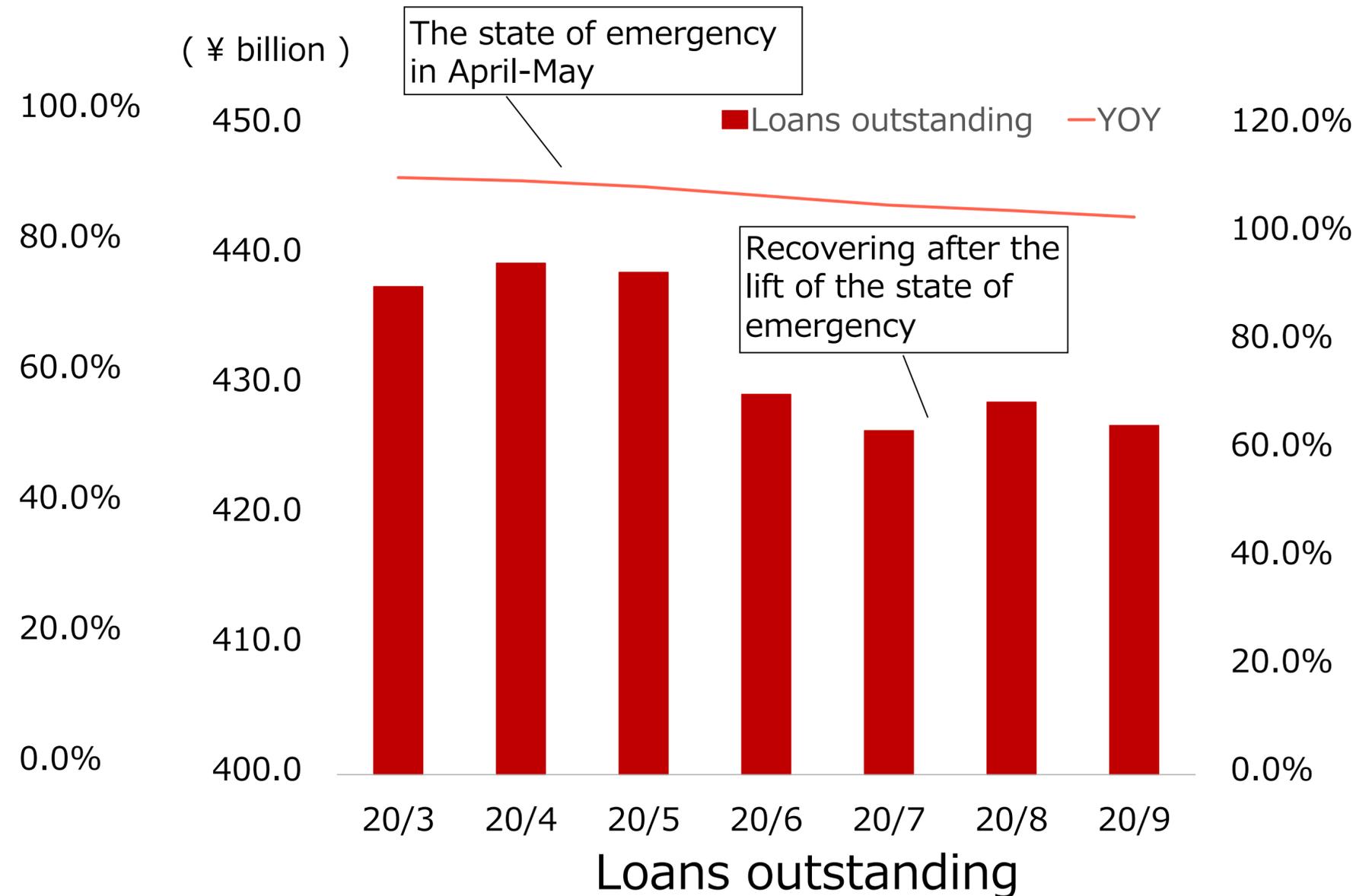
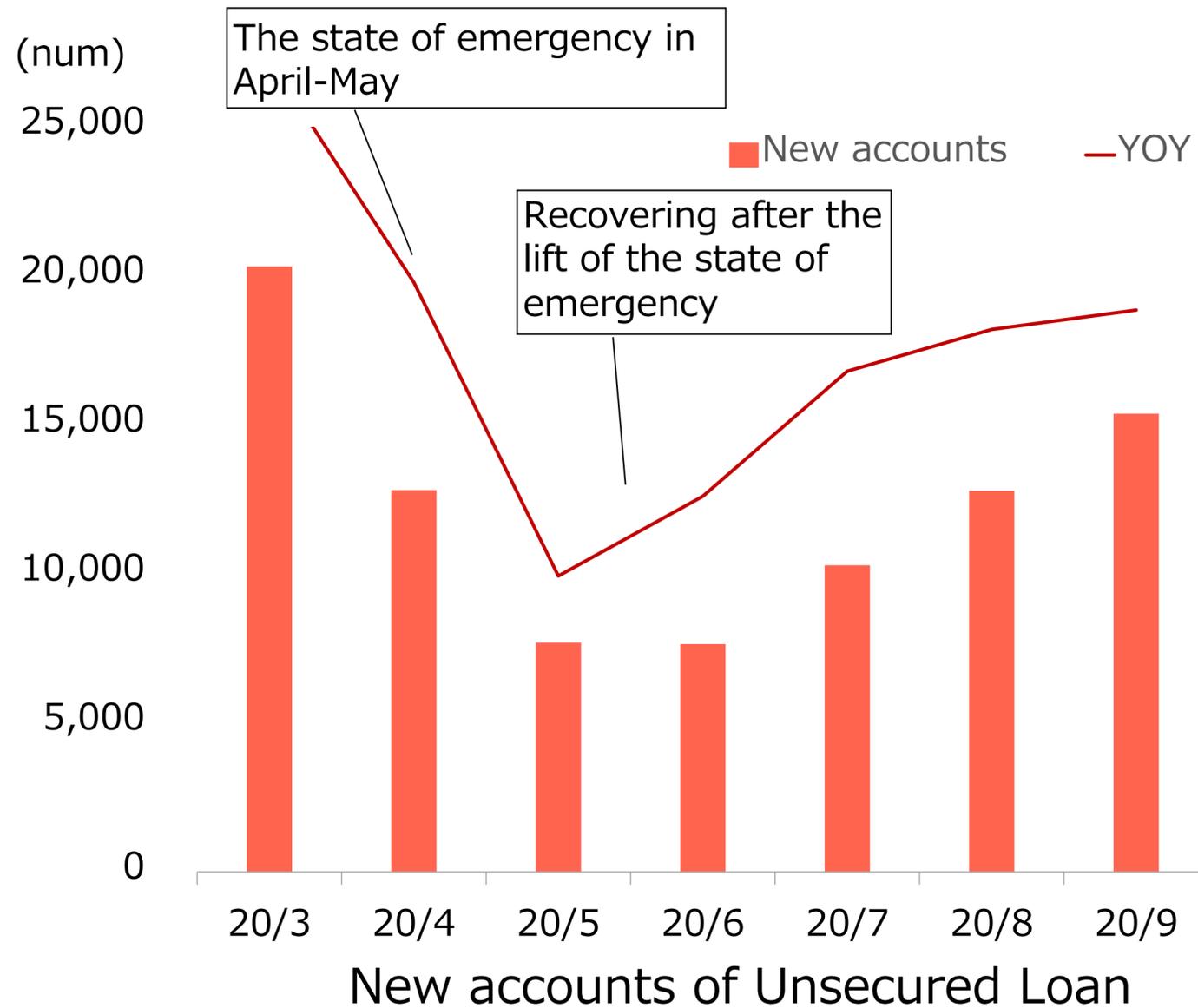
up 1.1pt
year on year

2.4%



Impact of COVID-19 Loan Business

- The number of new unsecured loans being taken out sharply dropped in April-May but is smoothly recovering since then
- In addition to a decrease in loan volume, loans outstanding shrank around 2% from the end of FY2020/3 owing to repayment by borrowers

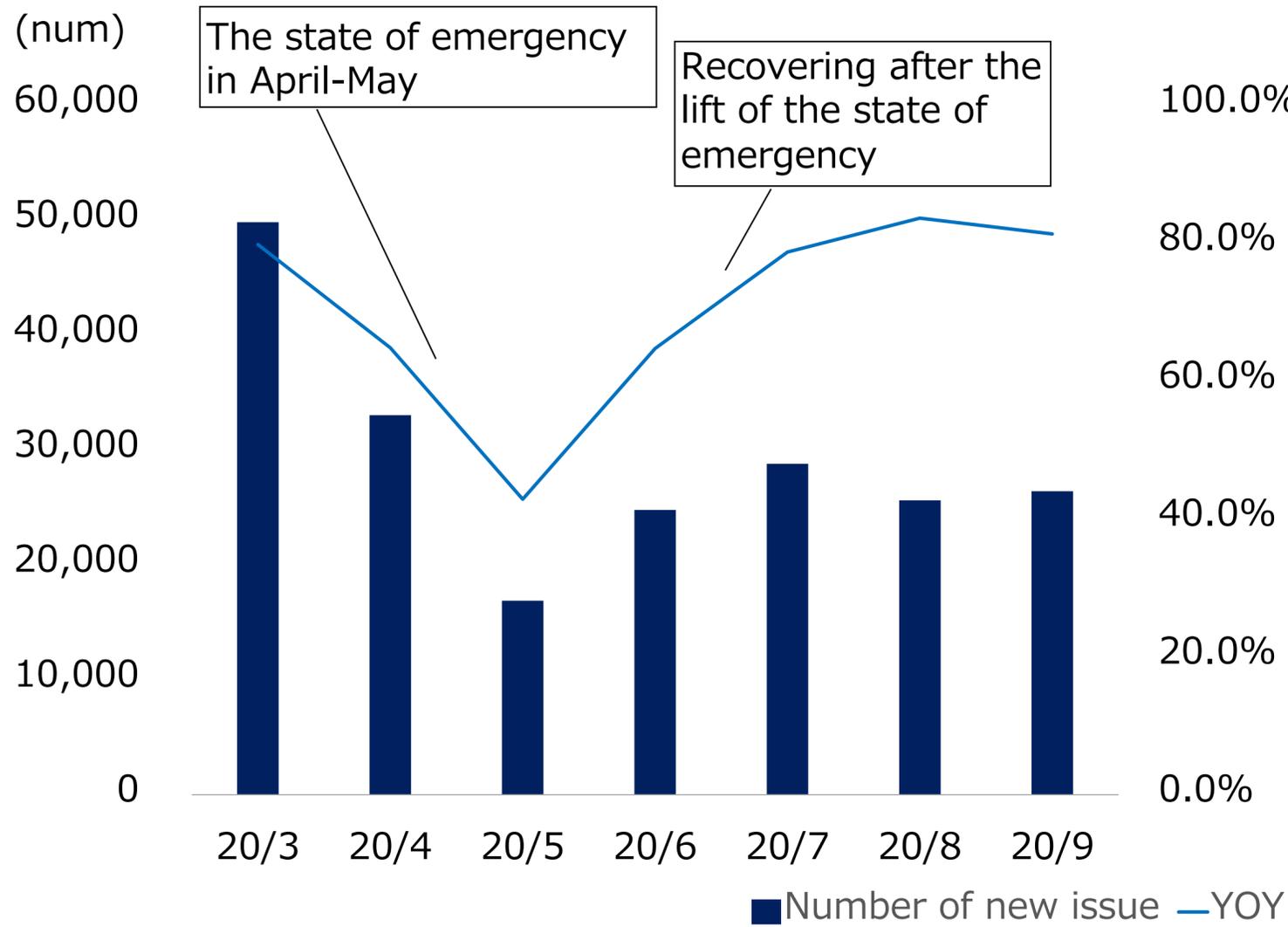


*The result of AIFUL

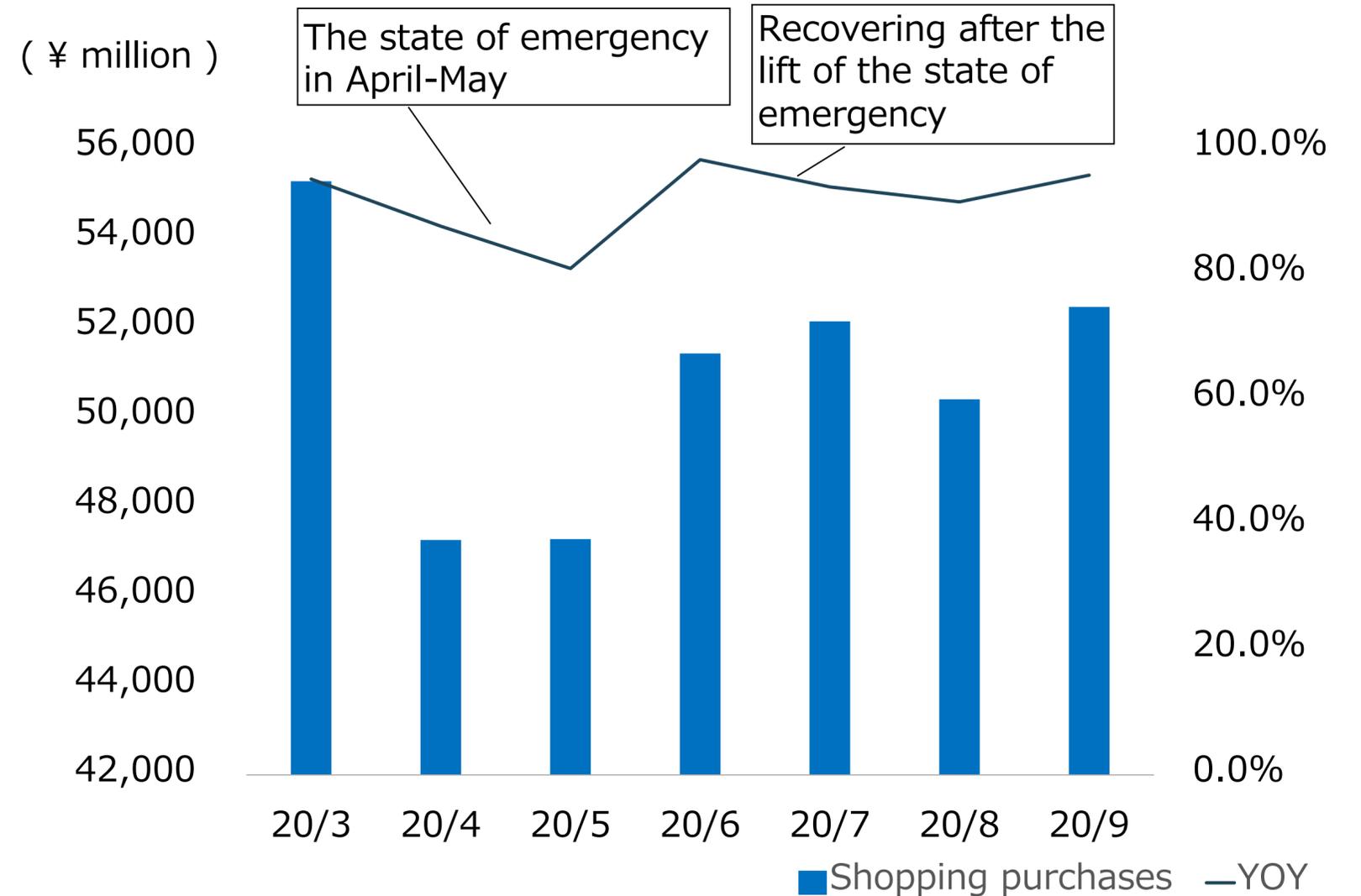


Impact of COVID-19 Credit Card Business

- The number of new cards issued and shopping purchases rapidly declined year on year. This reflects curtailed consumer activities in line with restrictions on movement and self-imposed restrictions on business operations.
- We have been seeing a gradual recovery in and after June, owing mainly to the lifting of the state of emergency and government-driven campaigns.



Number of new issue

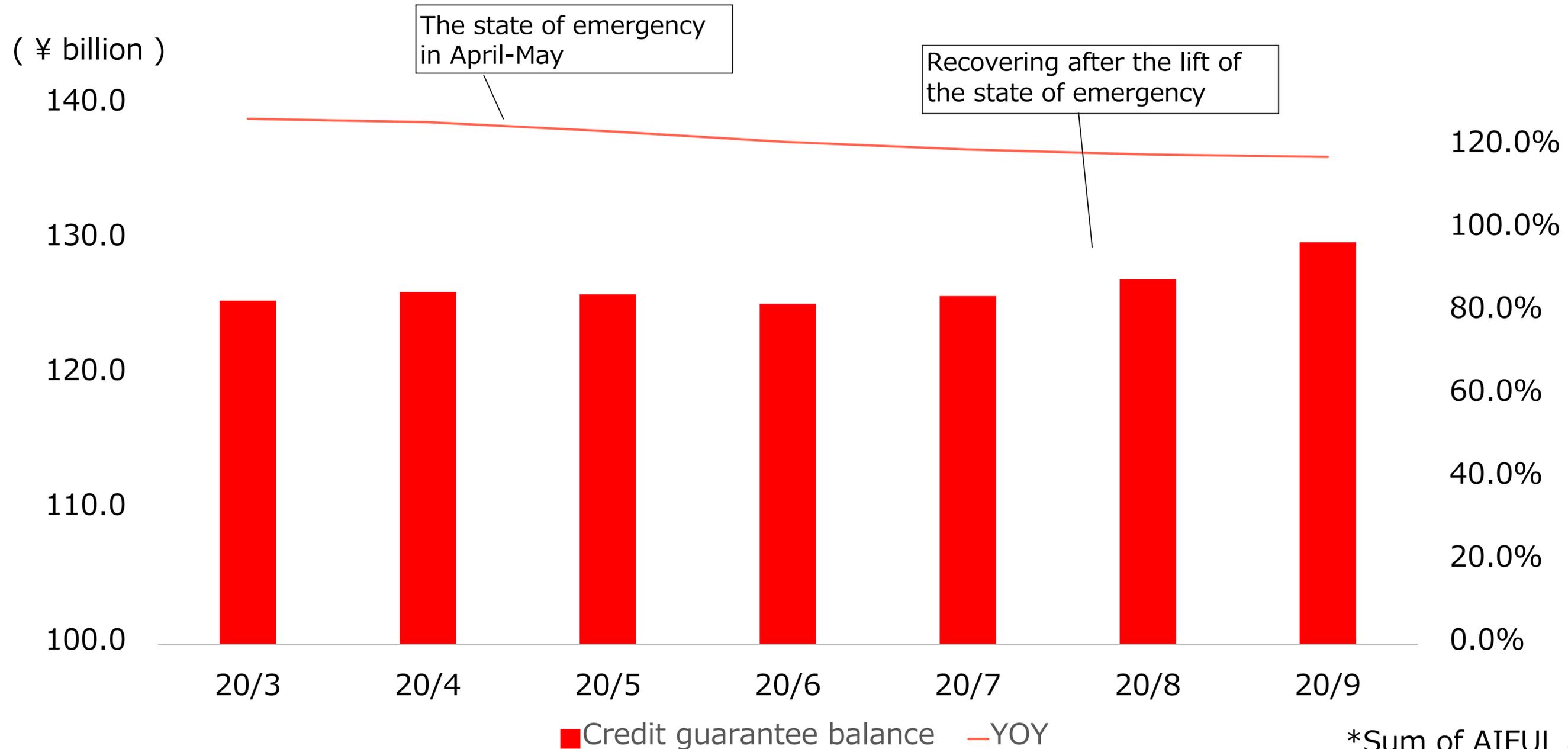


Shopping purchases



Impact of COVID-19 Credit Guarantee Business

- In guarantee partnerships, the balance growth rate declined year on year attributable mainly to the suspension of online ads and shorter call center hours
- In and after August 2020, the guarantee business have been making a modest recovery. As of the end of September, we have been maintaining a double-digit growth year on year in our balance



*Sum of AIFUL and LIFE CARD



Revision of Financial Results Forecast for FY ending March 31, 2021 (Consolidated)

- We revised the forecast for operating assets to ¥825.8 billion, a decline of 10.8% versus the previous forecast, reflecting a decline in loan value due to a fall in the demand for capital due to the impact of COVID-19.
- In 2H, we forecast a recovery in new loan acquisitions to levels estimated in our plan at the start of the fiscal year
- Operating expenses: estimating the same level as the previous forecast (for 2H), reflecting anticipation of a recovery in operating assets.
- Ordinary profit: 17.6 billion, a decrease of 2.7 billion, mainly due to a decline in operating assets in the first half

(¥ million)	Previous Forecast	Revised Forecast	Reference: Earnings for FY ended in March 31, 2020		
			Amount of Change	Percentage Change	
Total operating assets	925,400	825,800	-99,600	-10.8%	820,430
Loan business	635,800	557,700	-78,100	-12.3%	573,080
Unsecured	537,900	490,000	-47,900	-8.9%	486,119
Secured	26,400	18,500	-7,900	-29.9%	22,533
Small business	71,500	49,000	-22,500	-31.5%	64,427
Credit Business	123,400	114,200	-9,200	-7.5%	111,473
Guarantee	156,700	144,400	-12,300	-7.8%	127,018
Credit guarantee business	155,500	143,200	-12,300	-7.9%	125,332
Other	1,200	1,200	-	-	1,685
Operating revenue	139,100	127,800	-11,300	-8.1%	127,038
Operating expenses	119,100	111,400	-7,700	-6.5%	125,358
Operating profit (loss)	19,900	16,400	-3,500	-17.6%	1,679
Ordinary profit (loss)	20,300	17,600	-2,700	-13.3%	1,716
Profit (loss) attributable to owners of parent	17,900	16,500	-1,400	-7.8%	1,390



Consolidated Results Summary (1)

- Operating assets: ¥788.2 billion, an increase of 2.6% year on year, reflecting a decrease in demand for capital, primarily in the mainstay unsecured loan business, due to COVID-19
- Credit guarantee business: the operating assets is ¥129.6 billion, maintaining double-digit growth year on year

(¥ million)	19/9	20/9	YOY	
			YOY	YOY %
Total operating assets	768,160	788,224	20,063	2.6%
Loan business	543,839	544,064	224	0.0%
Unsecured	462,672	470,657	7,984	1.7%
Secured	21,160	20,075	-1,085	-5.1%
Small business	60,006	53,331	-6,674	-11.1%
Credit Business	104,164	104,226	62	0.1%
Guarantee	112,168	131,098	18,929	16.9%
Credit guarantee business	110,409	129,625	19,216	17.4%
Other	1,759	1,472	-286	-16.3%



Consolidated Results Summary (2)

- Operating revenue: ¥63.4 billion, a drop of 3.6% year on year, due to a waning growth rate for operating assets in each business due to COVID-19
- Operating expenses: ¥54.0 billion, a decrease of 4.5% year on year. This was mainly attributable to declines in financial expenses, expenses for interest repayment and advertising cost in tandem with a contraction in operating assets.

(¥ million)	19/9 (6M)	20/9 (6M)	YOY	YOY %
Operating revenue	61,277	63,462	2,185	3.6%
Interest on operating loans	35,000	37,066	2,066	5.9%
Revenue from installment receivable	8,652	9,454	801	9.3%
Revenue from credit guarantee	7,499	7,400	-98	-1.3%
Operating expenses	56,655	54,084	-2,571	-4.5%
Financial expenses	3,735	3,632	-102	-2.8%
Expenses for interest repayment	-	-	-	-
Credit cost	20,852	19,684	-1,167	-5.6%
Advertising cost	5,493	4,163	-1,330	-24.2%
Personnel expense	8,353	8,439	86	1.0%
Other	18,222	18,166	-56	-0.3%



Consolidated Results Summary (3)

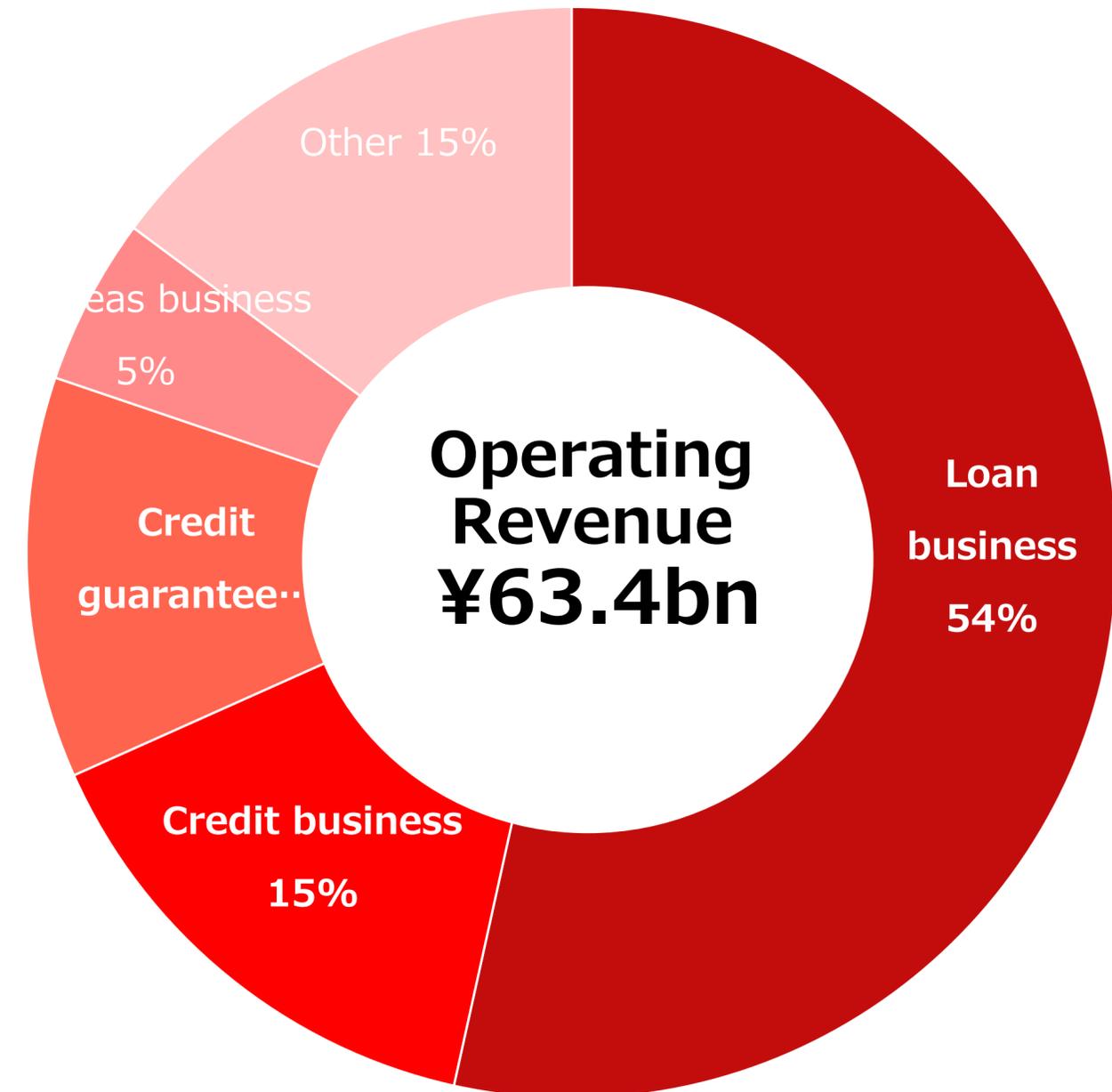
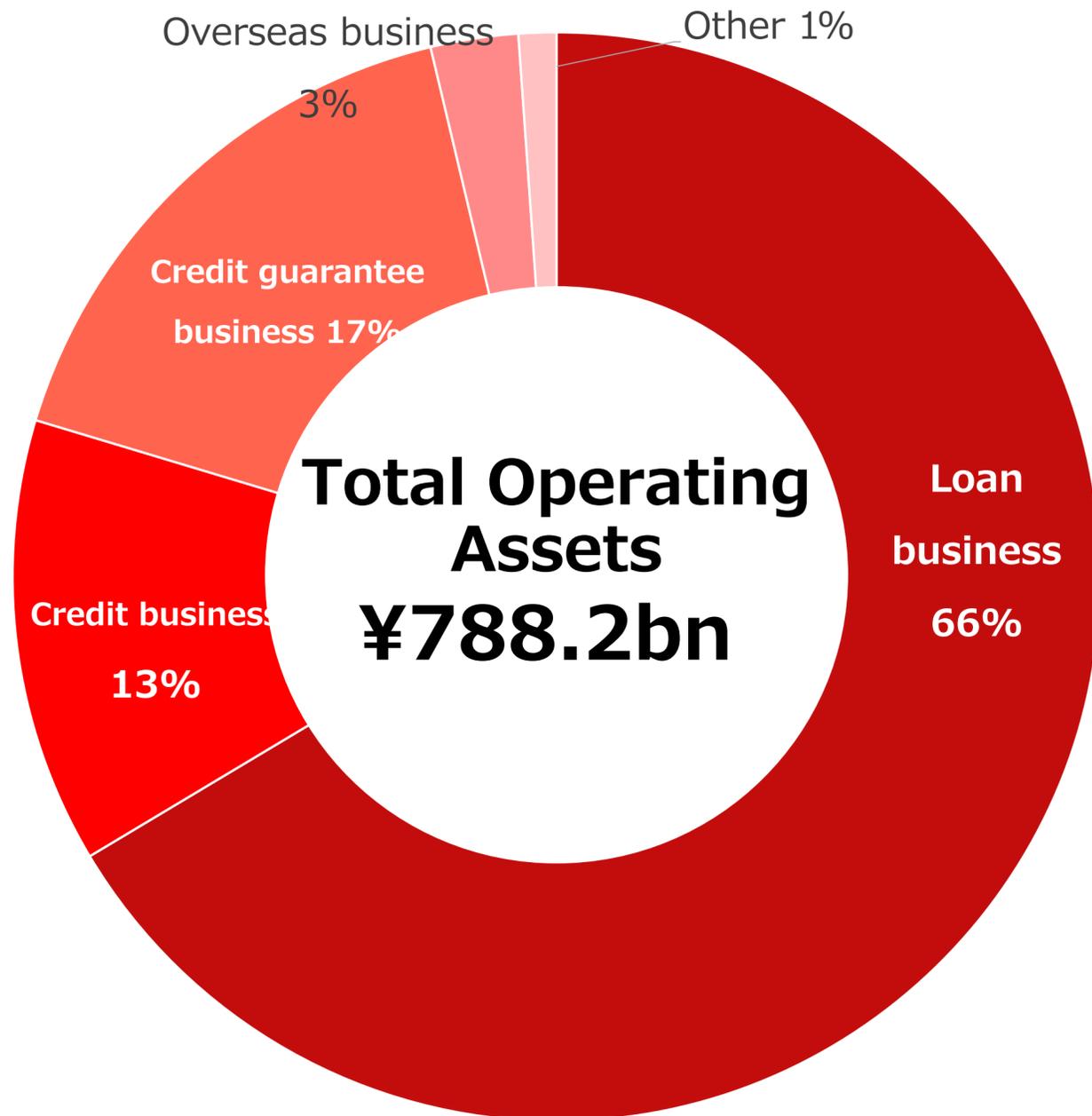
- Ordinary profit: ¥10.3 billion, an increase of 109.6% year on year, reflecting a decrease in operating expenses, accompanying the contraction in operating assets
- Profit attributable to owners of parent: ¥9.8 billion, a growth of 87.1% year on year

(¥ million)	19/9 (6M)	20/9 (6M)	YOY	
				%
Operating profit (loss)	4,621	9,378	4,757	102.9%
Non-operating income	334	1,093	759	226.6%
Non-operating expenses	7	98	91	-
Ordinary profit (loss)	4,948	10,373	5,424	109.6%
Extraordinary income	230	-	-230	-
Extraordinary losses	-	91	91	-
Profit (loss) before income taxes	5,178	10,281	5,102	98.5%
Income taxes-current	965	1,360	395	40.9%
Income taxes-deferred	-250	-712	-462	-
Profit (loss) attributable to non-controlling interests	-781	-178	602	-77.1
Profit (loss) attributable to owners of parent	5,245	9,812	4,566	87.1%



Business Portfolio

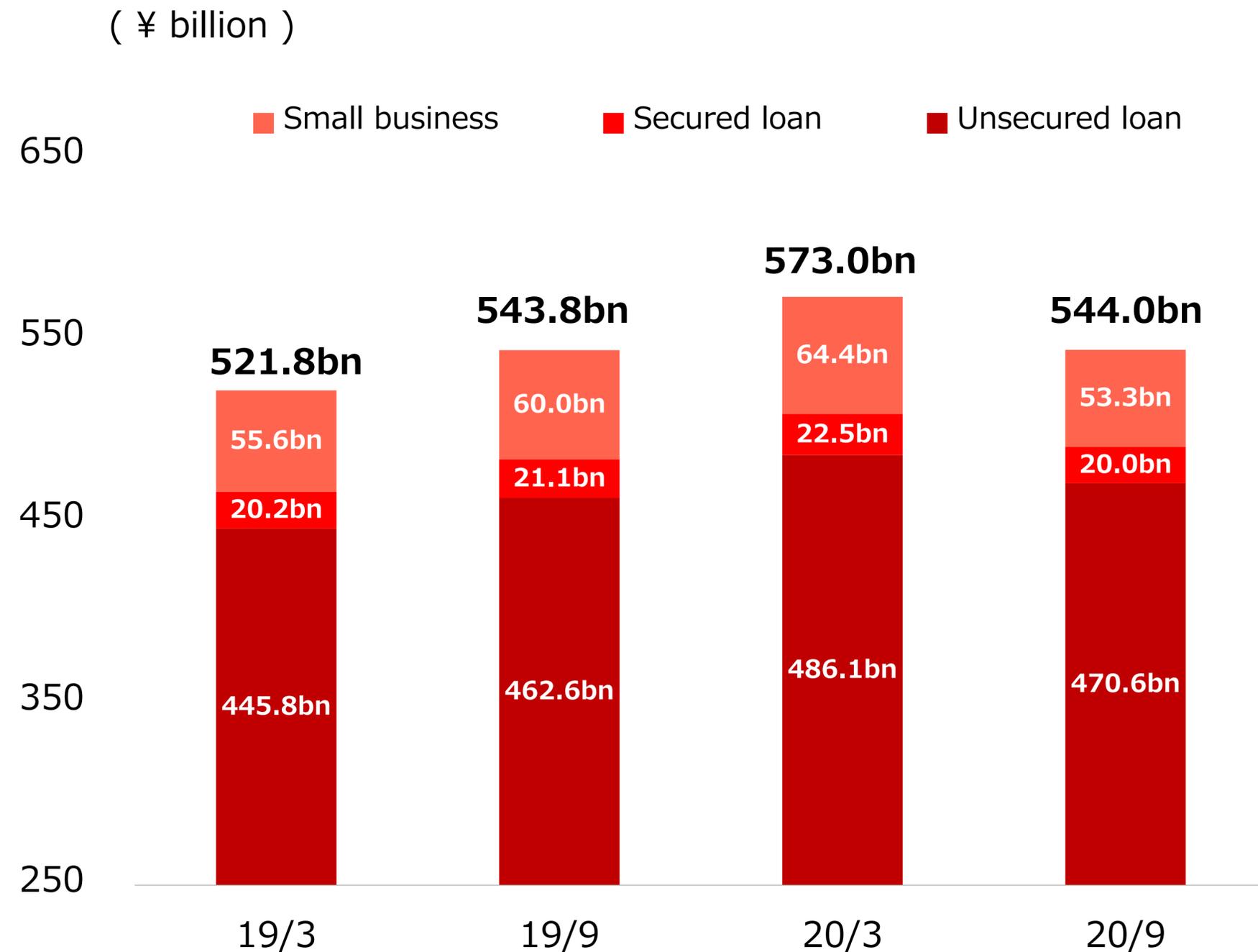
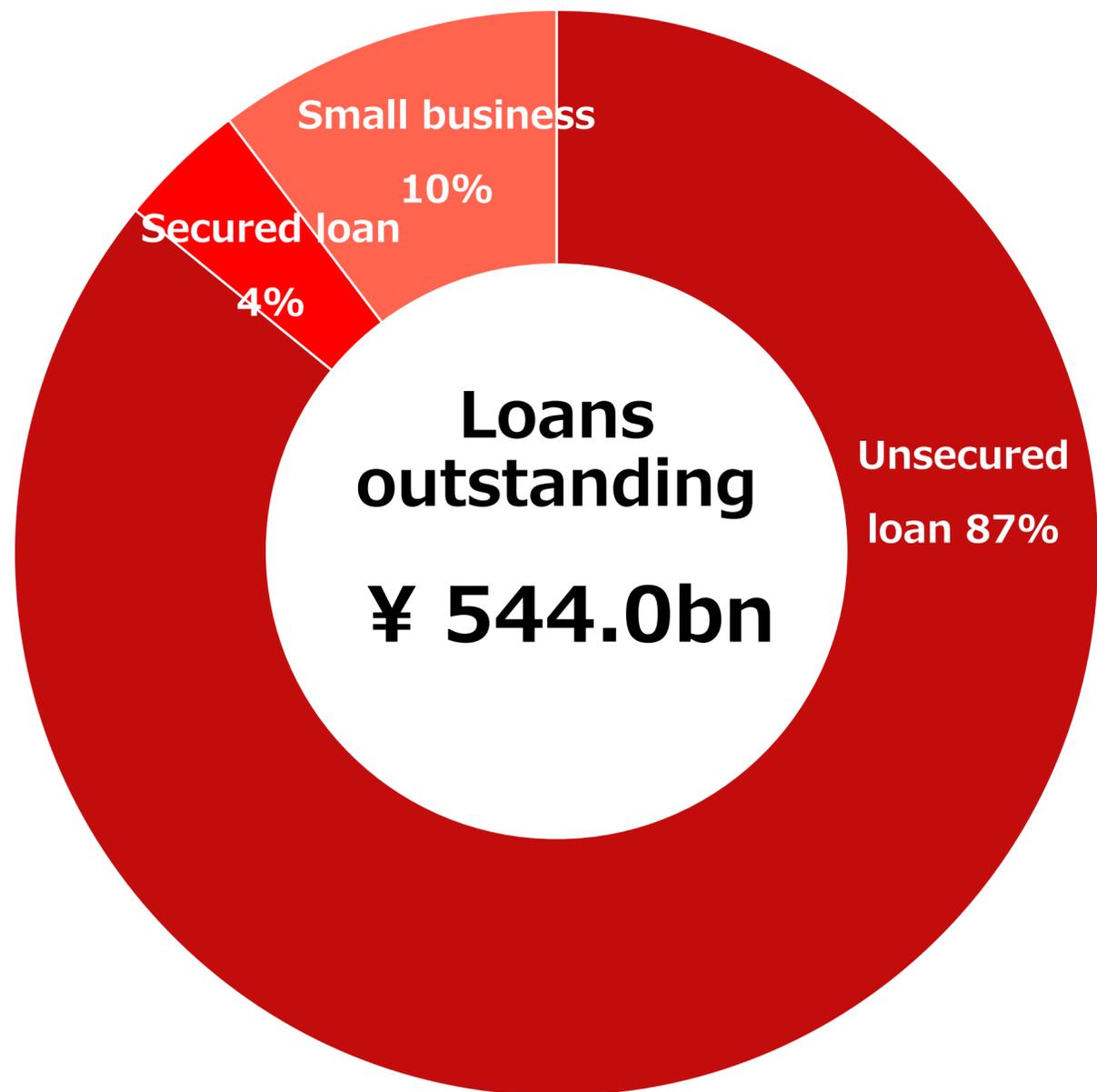
- **Loan business: the occupancy rate was 66%, down 2% year on year**
- **Credit guarantee business: the occupancy rate was 17%, up 3% year on year, reflecting double-digit growth in the balance, a sign of improvement in our business portfolio**





Loan Business (1) Total operating assets [Consolidated]

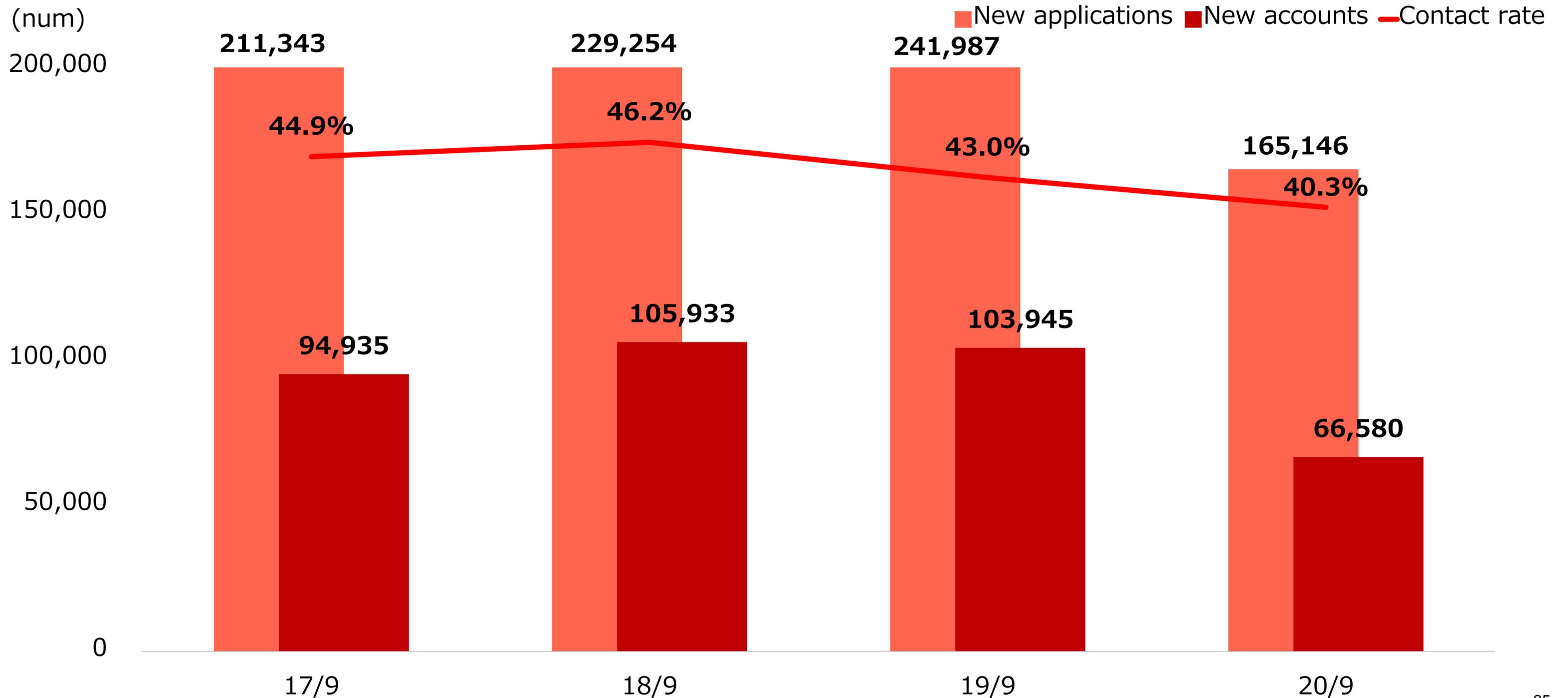
- Loans outstanding: ¥544.0 billion, flat year on year, reflecting a decline in the demand for capital due to COVID-19
- Small business loan: there was progress in the repayment owing to various types of public assistance for COVID-19 relief, therefore the occupancy rate dropped around 1% year on year.





Loan Business (2) New Applications [AIFUL]

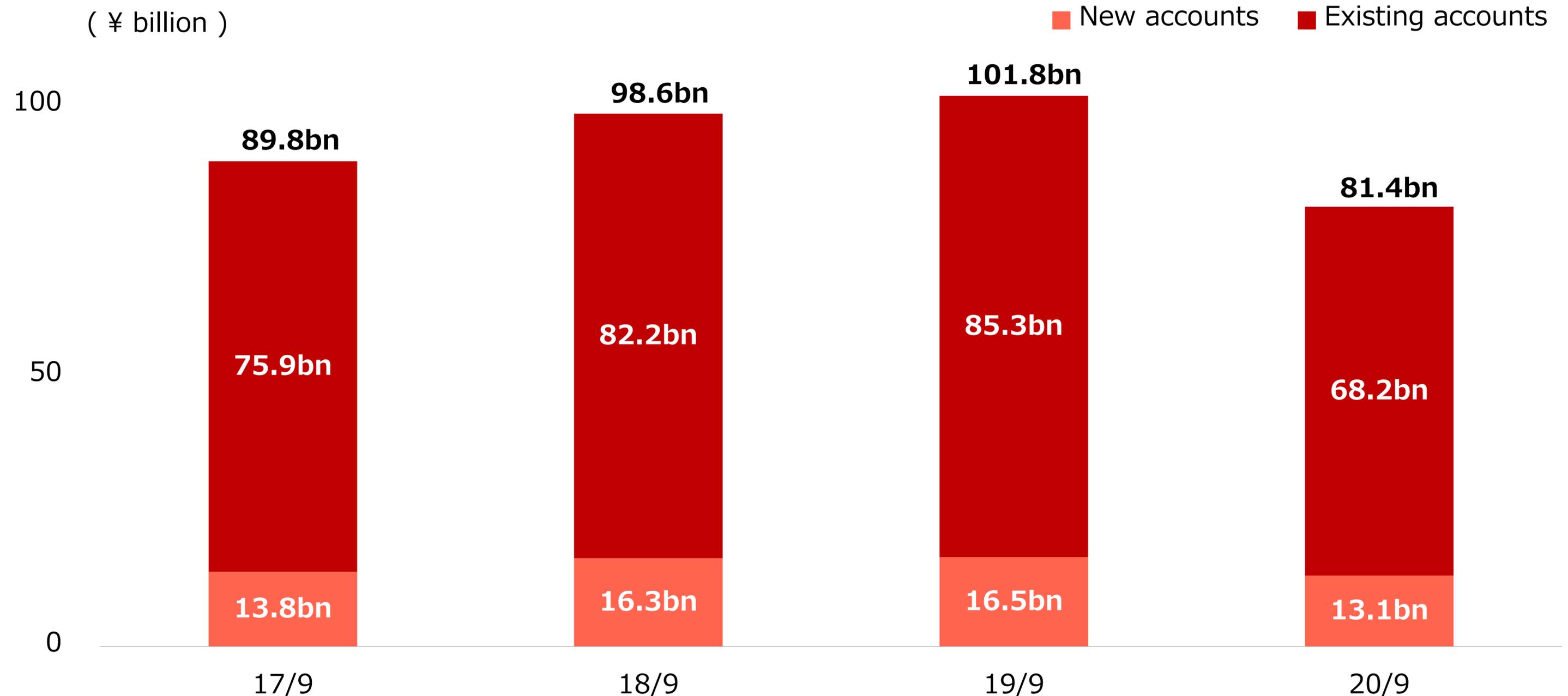
• In addition to a drop in the demand for capital due to COVID-19, there was impact from shorter reception hours, due in part to demands for reduced operations, and lower ad costs. Reflecting this, the number of new applications was 165,000, a decrease of 31% year on year and the number of newly acquired loans was 66,000 contracts, a fall of 35% year on year.





Loan Business (3) Loan Volume [AIFUL]

- Loan volume stood at ¥81.4 billion, a drop of 20% year on year, reflecting a poorer demand for capital due to COVID-19
- There was a 20% decline year on year in new and existing loans but both are trending upward recently

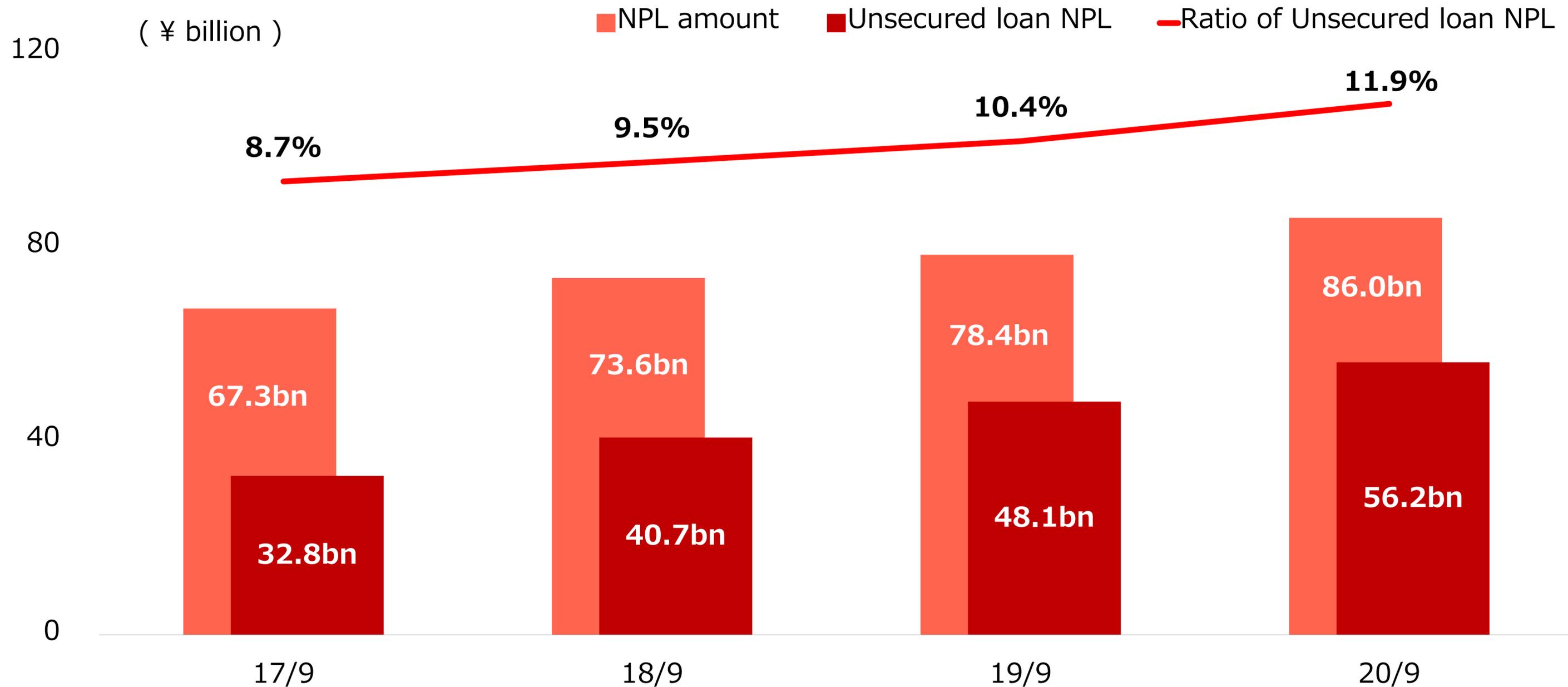




Non-performing Loans (2)

Non-performing Unsecured Loans [Consolidated]

- Non-performing of unsecured: ¥56.2 billion, an increase of 16.9% year on year chiefly due to a rise in restructured loans
- The non-performing loan ratio: 11.9%, up 1.5pt reflecting overlapping impact from stunted growth in total receivables outstanding due to COVID-19





Credit Business (Credit Card, Individual Installment)(1)

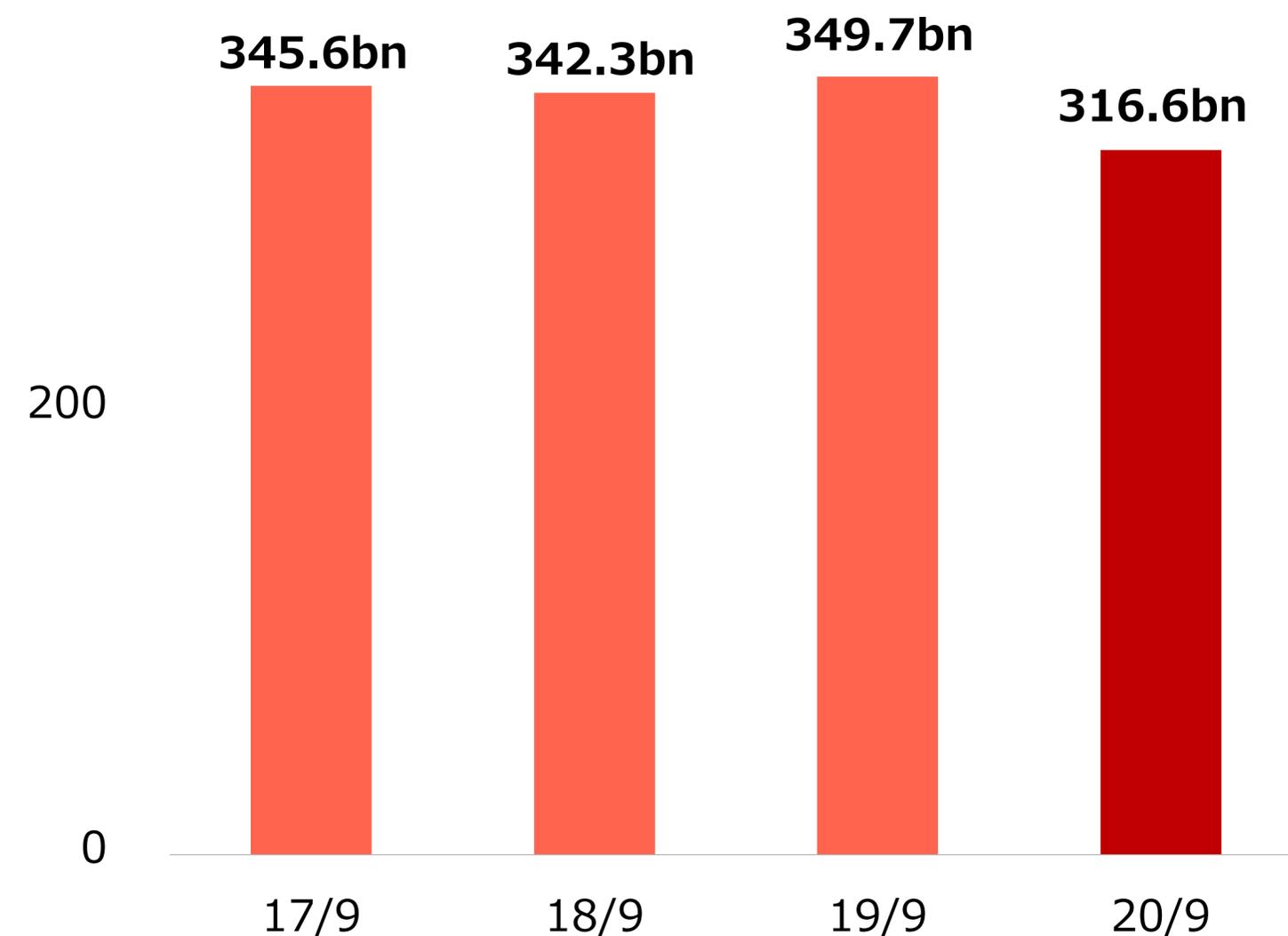
Transaction Volume [Consolidated]

- In the credit card business, transactions totaled ¥314.0 billion, a fall of 10.2% year on year. Although there was a sharp drop in the use of some service industries related to travel and retail, online shopping was brisk and transactions in some industries, including restaurants, are returning to previous year levels

[Trends of transaction volume]

(¥ million)	18/9	19/9	20/9	YOY
Transaction Volume	342,330	349,783	316,633	-9.4%
Credit card	342,330	349,783	314,013	-10.2%
Individual installment	-	-	2,620	-

400 (¥ billion)



*AIFUL GUARANTEE CO., LTD., which operates an installment credit sales business, has been included in the scope of consolidation since the fiscal year ended March 31, 2020.



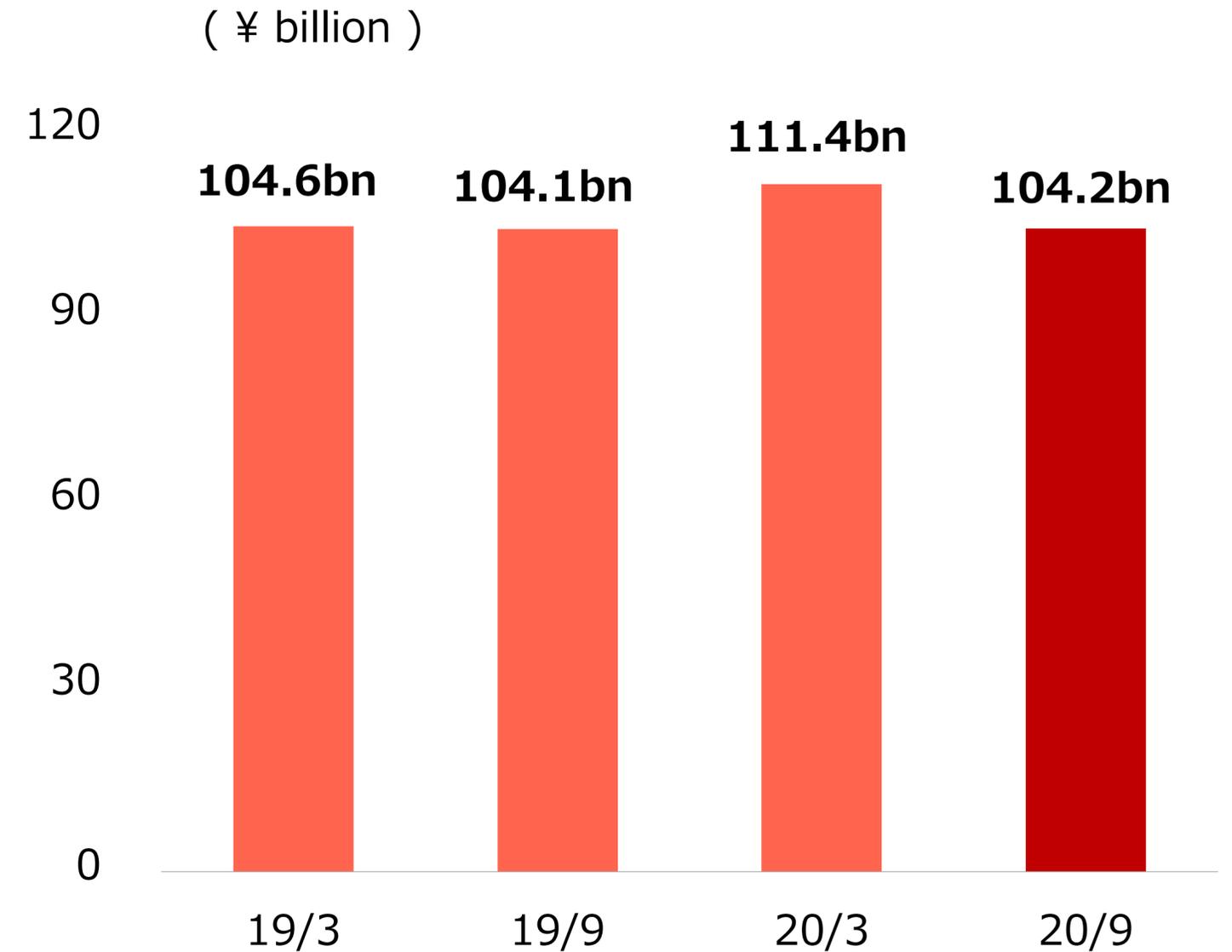
Credit Business (Credit Card, Individual Installment) (2)

Installment Receivable [Consolidated]

- Credit card installment receivables: ¥97.6 billion, a decrease of 6.1% year on year, in tandem with a decline in credit card purchases
- Individual installments: trended smoothly owing to the consolidation of AIFUL GUARANTEE

【Trends of Installment receivable】

(¥ million)	19/9	20/3	20/9	YOY
Installment receivable	104,164	111,473	104,226	0.0%
Credit card	104,016	105,773	97,607	-6.1%
Individual installment	-	5,373	6,493	-



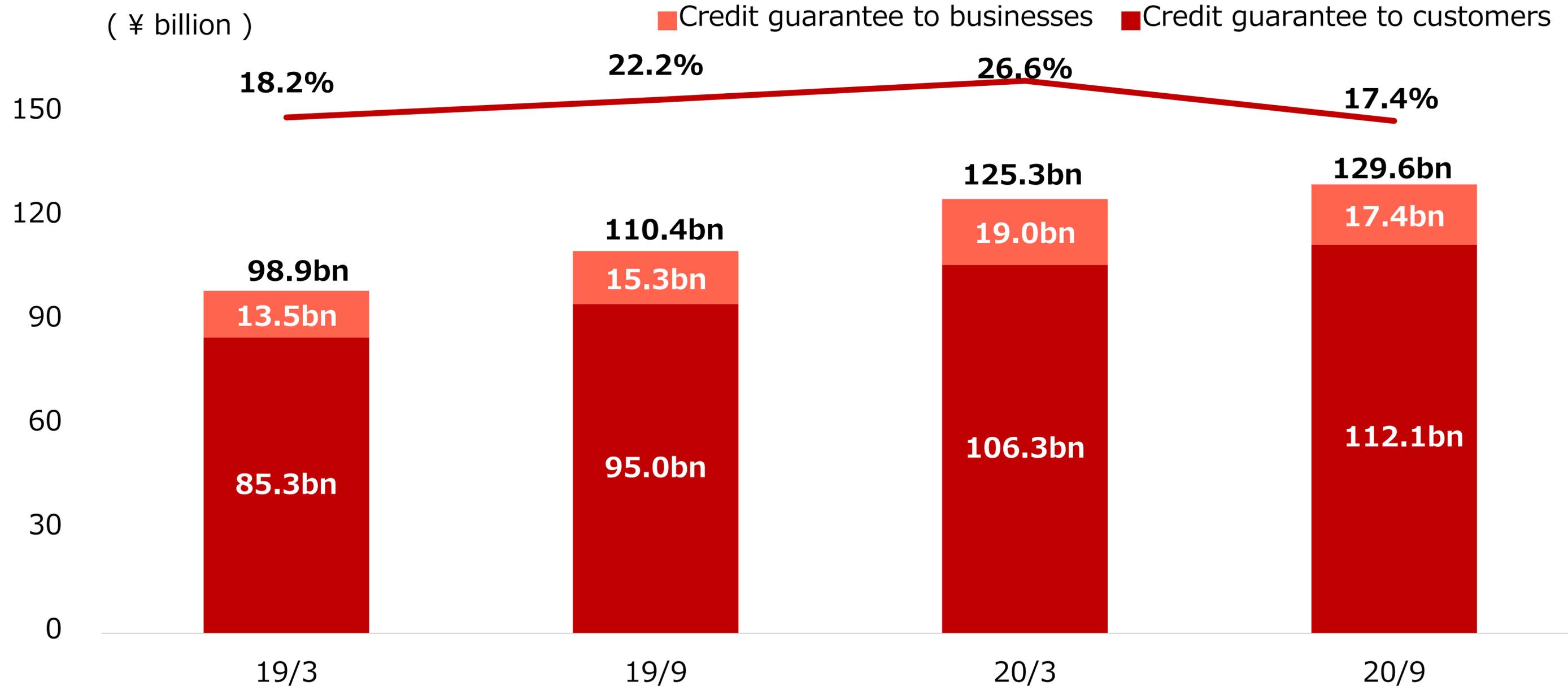
*AIFUL GUARANTEE CO., LTD., which operates an installment credit sales business, has been included in the scope of consolidation since the fiscal year ended March 31, 2020.



Credit Guarantee Business

Guarantee For Individuals · Business operators 【Consolidated】

• In addition to a decline in the demand for capital, given the downsized operations at partner financial institutions the growth rate for our balance temporarily declined but the credit guarantee balance is continuing to grow double digits, up 17.4% year on year to ¥129.6 billion

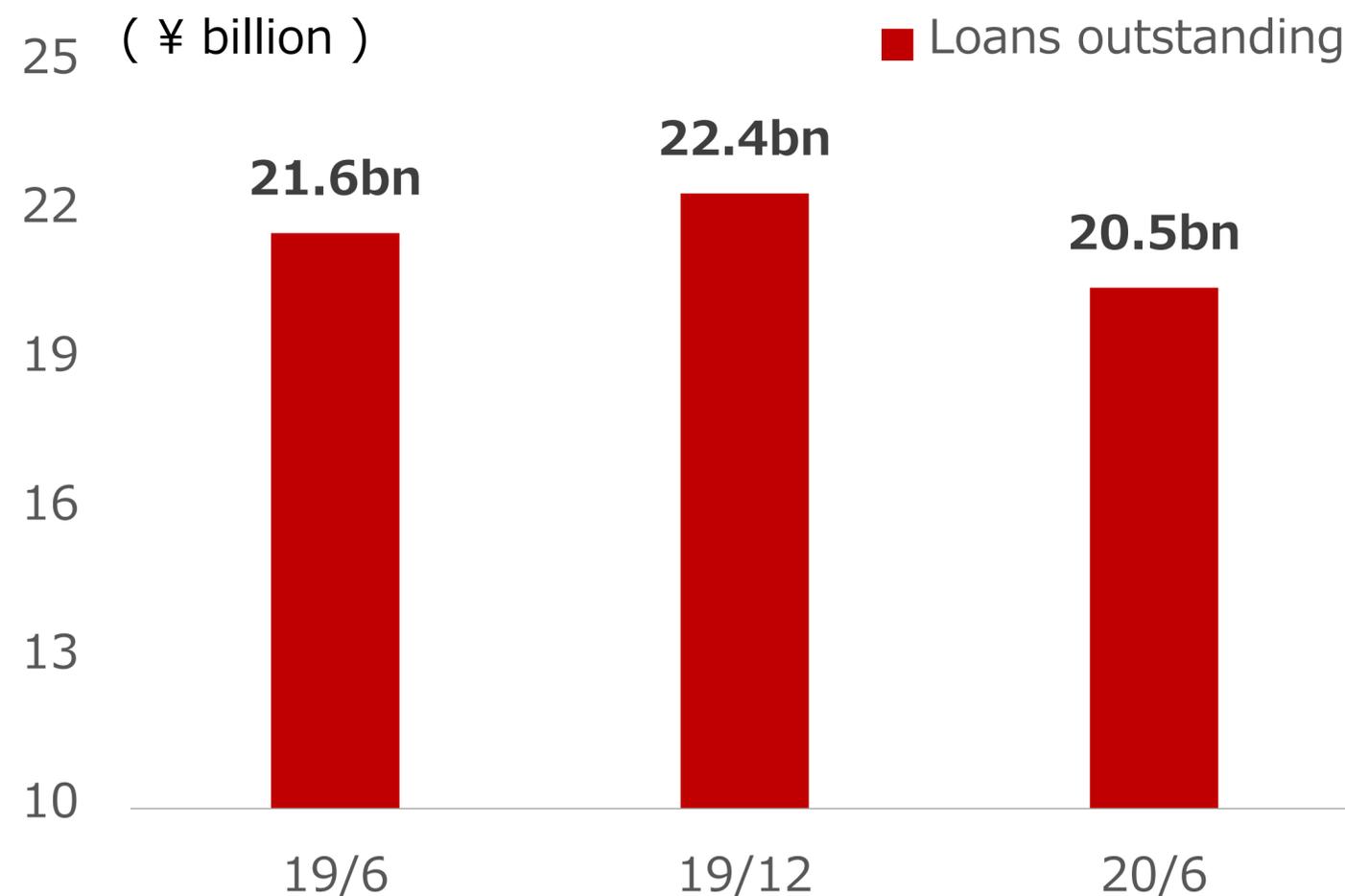




Overseas Business AIRA&AIFUL (Thailand)

- Loans outstanding were ¥20.5 billion, a decline of 5.4% year on year, primarily reflecting impact from the suspension of store operations due to the state of emergency
- In May, we introduced a new credit scoring system to improve the quality of our debt portfolio

(¥ million)	19/6	20/6	YOY
Loans outstanding	21,681	20,509	-5.4%
N. of customer accounts (Thousand)	354	322	-9.3%
Operating revenue	3,237	3,085	-4.7%
Operating profit (loss)	-513	-91	-
Ordinary profit (loss)	-484	-104	-
Profit (loss) attributable to owners of parent	-484	-104	-



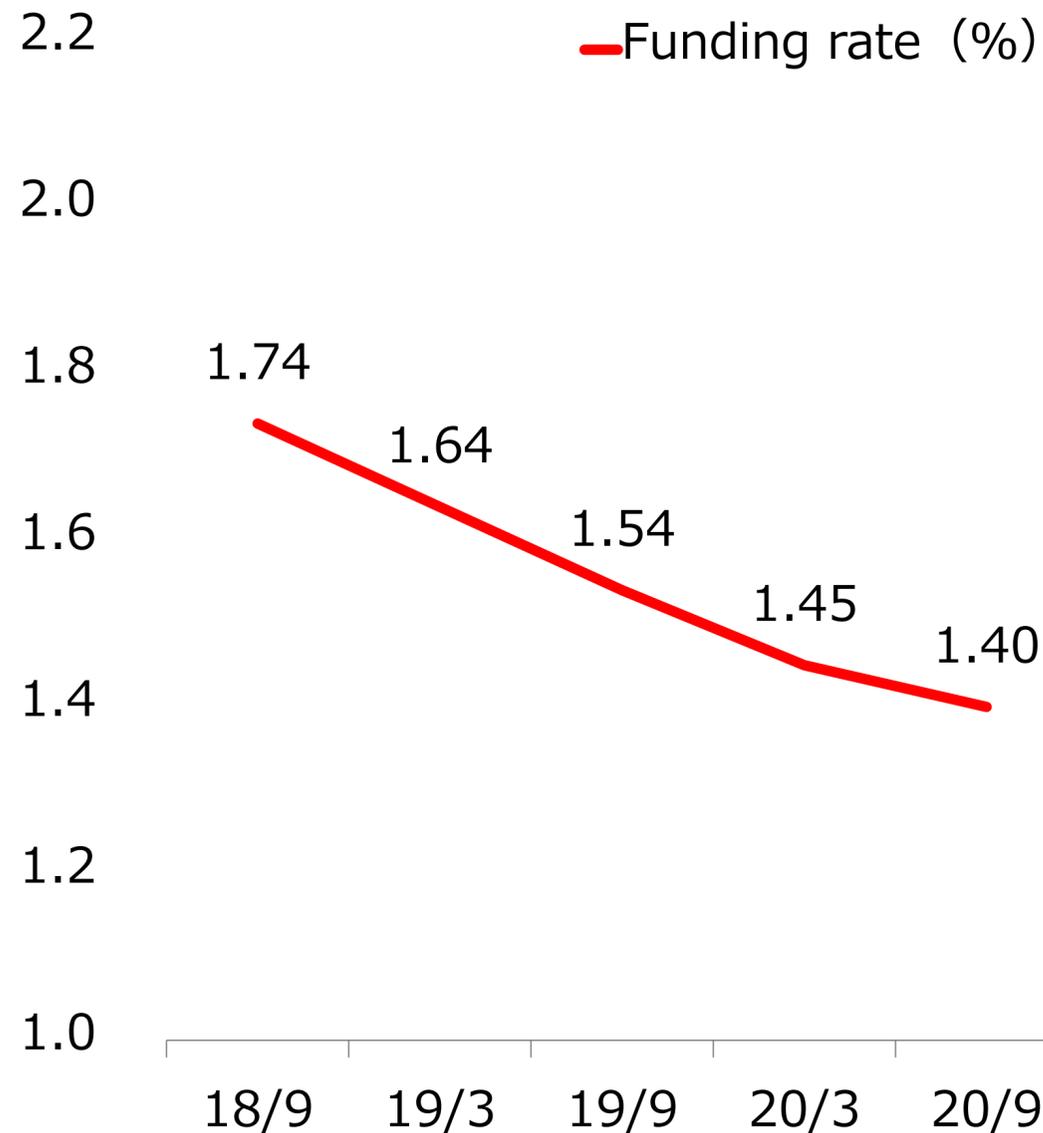
* Fiscal period of A&A is from January 1, to December 31.
 * Exchange rate (Thai Baht): B/S: ¥3.50(FY2019 2Q), ¥3.49(FY2020 2Q)
 P/L: ¥3.49(FY2019 2Q), ¥3.43(FY2020 2Q)



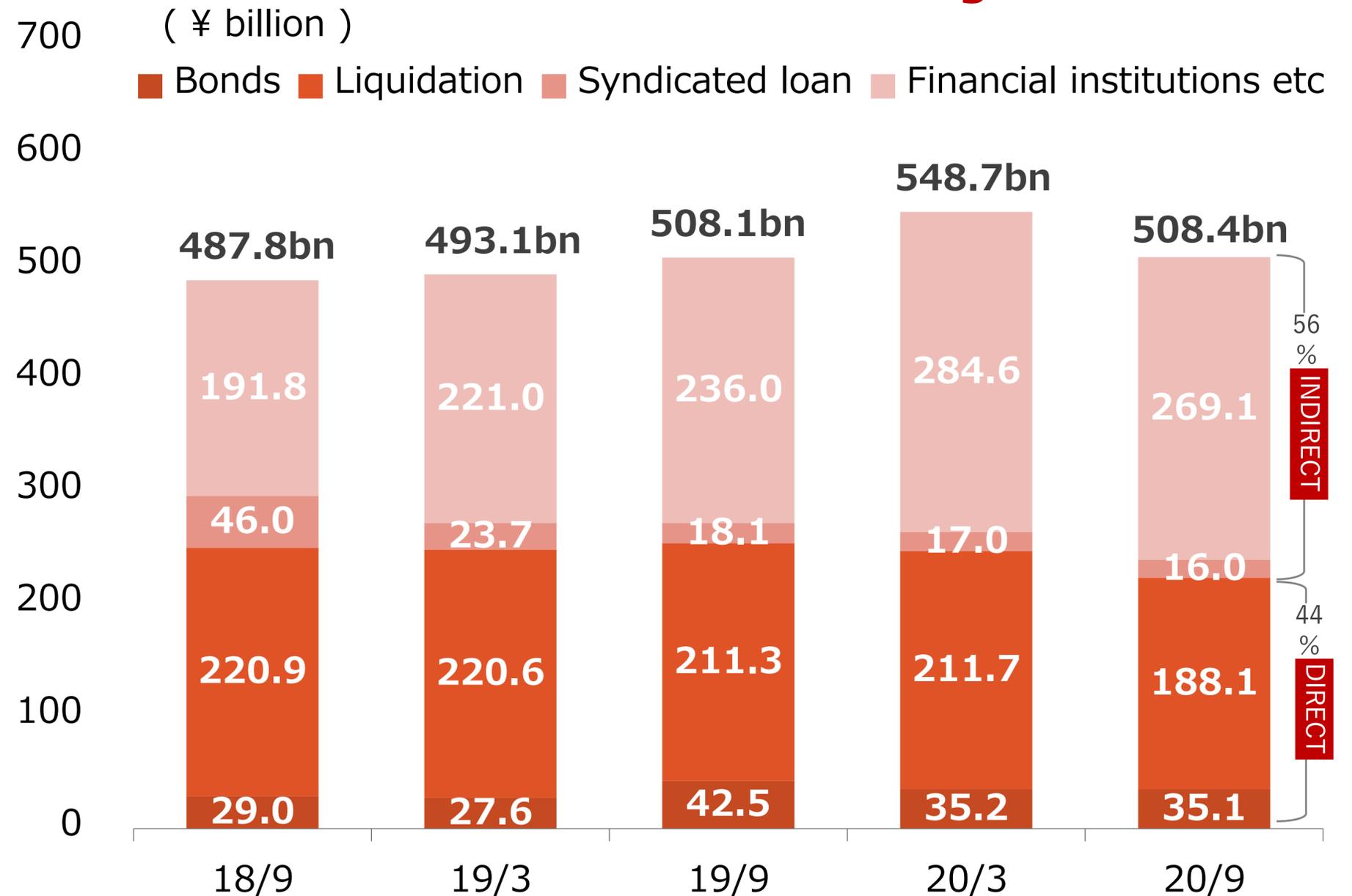
Funding [Consolidated]

- Funding rates: both direct and indirect are trending downward in tandem with an improvement in earnings
- Interest-bearing liabilities: ¥508.4 billion, down 7.3% from the end of FY2020/3, due to the procurement of necessary funds in response to a change in the demand for capital due to COVID-19

【Trends of Consolidated Funding Rate】



【Trends of Consolidated Interest - Bearing Liabilities】





Interest Repayment (1)

Attorney Involvement Index and Number of Claims

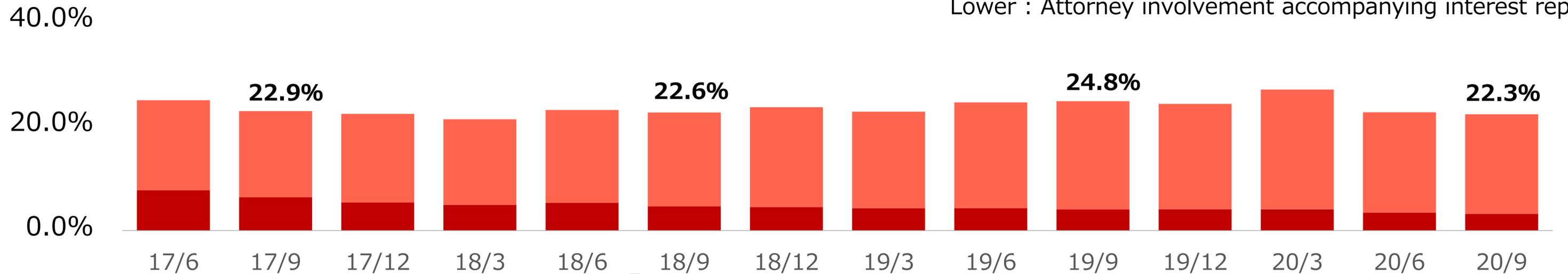
- The number of interest repayment claims stood at 5,400 (total for first half), a decrease of 19% year on year
- The number of cases per day of attorney involvement accompanying excess interest payment fell 21% year on year.
- Substantial decrease year-on-year in leading indicators was due mainly to restricted mobility to prevent the spread of COVID-19 and a contraction in law and judicial scrivener offices.

【Trends of Attorney Involvement Index】

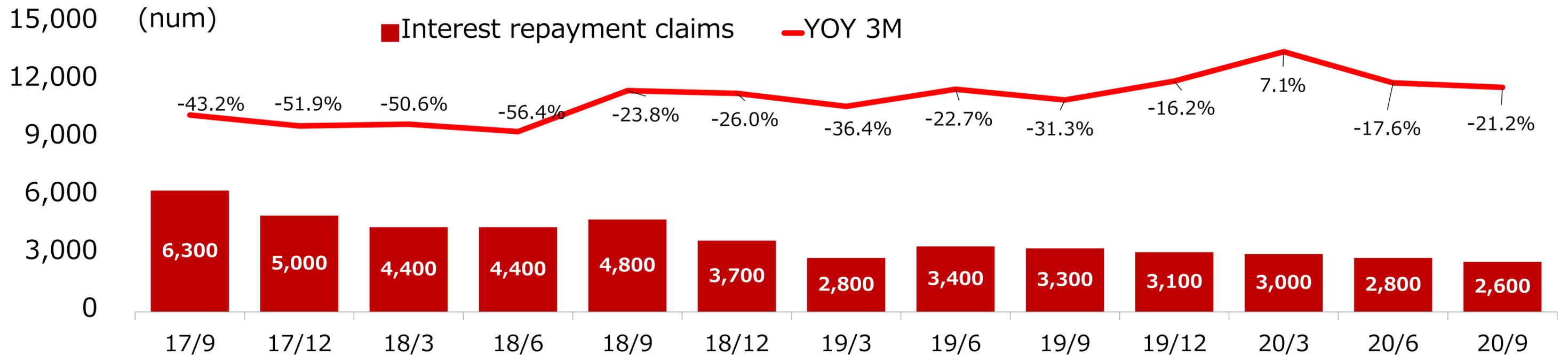
May 2007(peak) = 100)

Upper : Other than interest repayment

Lower : Attorney involvement accompanying interest repayment



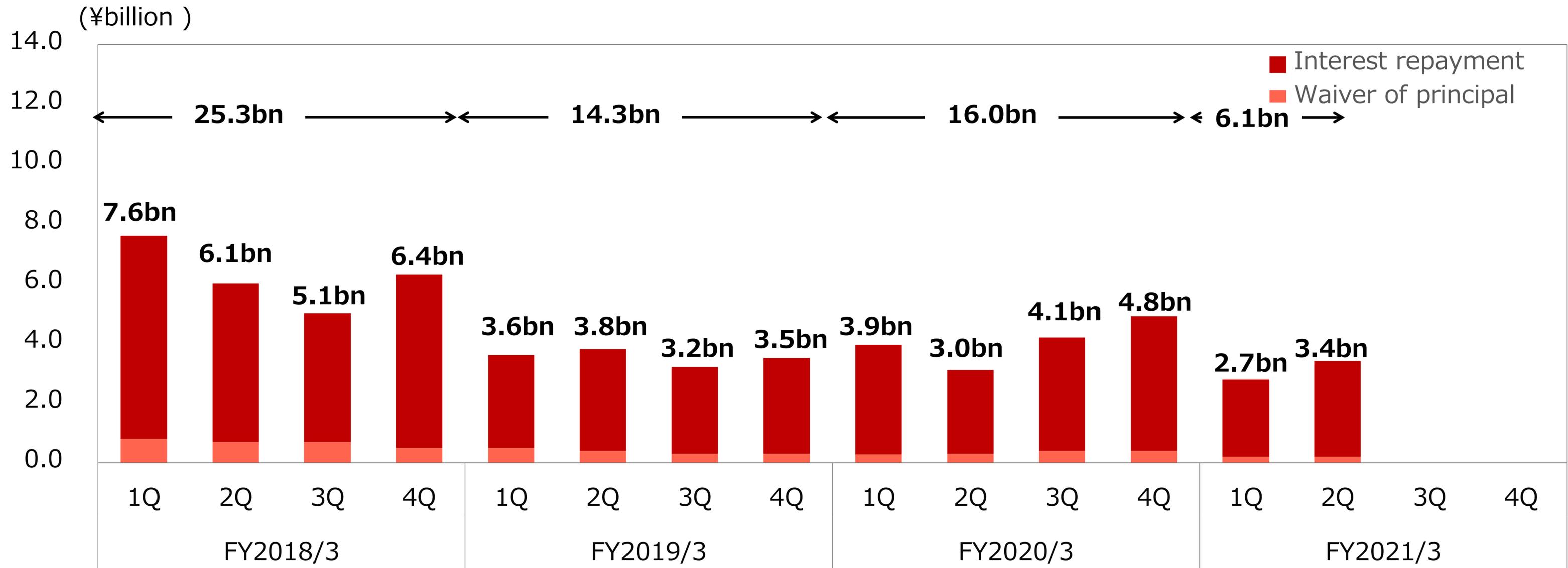
【Trends of Interest Repayment Claims】



Interest Repayment (2) Withdraw Amount

The reversal of allowance for interest repayment decreased 11% year on year to 6.1 billion yen on a consolidated basis (of which 5.7 billion yen was applied to interest repayment and 0.4 billion yen to debt waiver).

【Withdraw Amount of Interest repayment and Waiver of Principal (Consolidated)】



Interest Repayment (3) Provision

Consolidated: 6.1 billion yen that was withdrawn (of which 5.7 billion yen was applied to interest repayment and 0.4 billion yen to debt waiver) was reversed from the allowance at the beginning of the period of 26.4 billion, resulting in an allowance at the end of the period of 20.2 billion yen.

【Provision for loss on Interest Repayment】

(Consolidated)

(¥ million)	Interest repayment	Waiver of principal	Total
Allowance at the beginning of FY2020	25,033	1,415	26,448
Withdraw (Interest repayment)	5,701	-	5,701
Withdraw (Waiver of principal))	74	420	494
Provisions (reversal)	-	-	-
Allowance at the end of FY2020 2Q	19,257	994	20,252

(AIFUL)

(¥ million)	Interest repayment	Waiver of principal	Total
Allowance at the beginning of FY2020	22,458	1,415	23,873
Withdraw (Interest repayment)	5,288	-	5,288
Withdraw (Waiver of principal))	-	420	420
Provisions (reversal)	-	-	-
Allowance at the end of FY2020 2Q	17,169	994	18,164

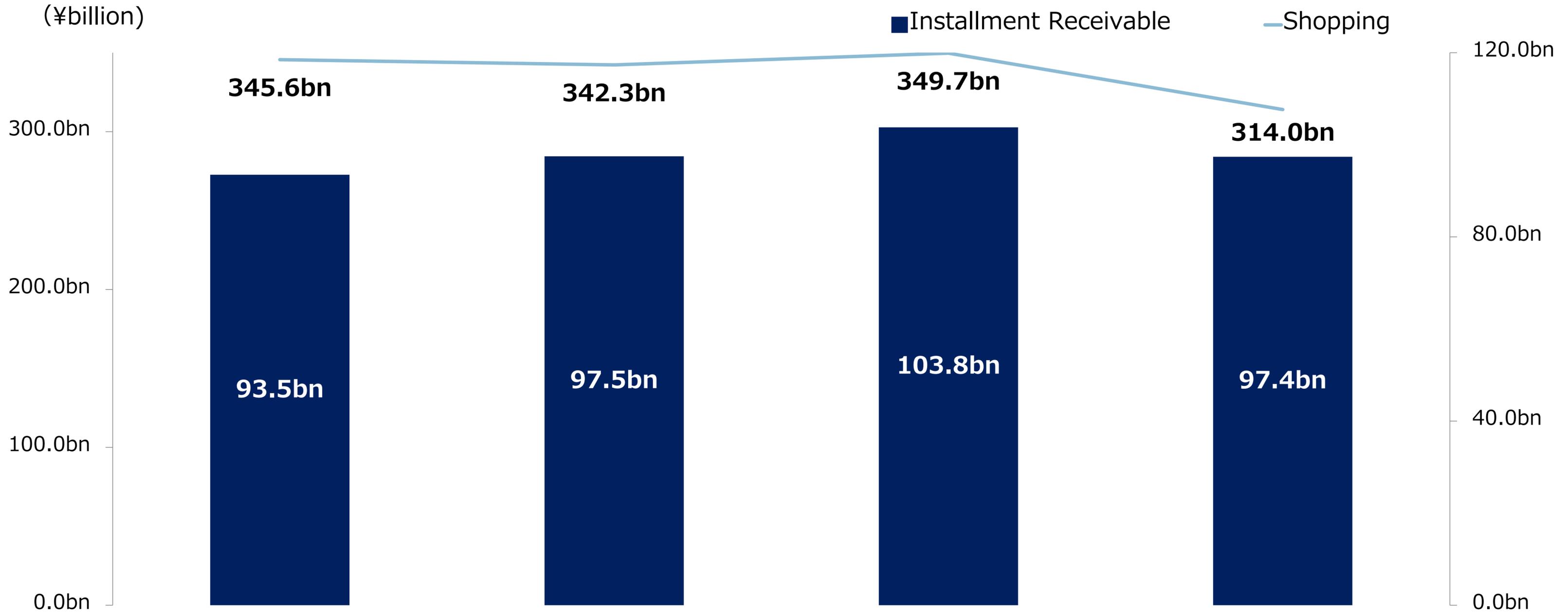
III LIFECARD Results Summary

Financial Results Summary

(¥ million)	19/9	20/9	YOY	YOY %
Operating revenue	16,875	15,962	-913	-5.4%
Revenue from installment receivable	8,606	8,180	-425	-4.9%
Interest on operating loans	2,662	2,359	-303	-11.4%
Revenue from credit guarantee	743	778	35	4.7%
Other	4,862	4,643	-218	-4.5%
Operating expenses	14,907	14,406	-500	-3.4%
Financial expenses	782	709	-72	-9.3%
Provision of allowance for doubtful accounts	2,147	1,839	-307	-14.3%
Provision for loss on interest repayment	-	-	-	-
Advertising cost	750	758	7	1.0%
Advertising expenses	64	60	-4	-7.0%
Sales promotion expenses	685	698	12	1.8%
Personnel expenses	2,261	2,333	72	3.2%
Other operating expenses	8,965	8,765	-200	-2.2%
Operating profit	1,968	1,555	-412	-20.9%
Ordinary profit	2,025	2,090	65	3.2%
Profit	1,462	1,700	238	16.3%



Installment Receivable

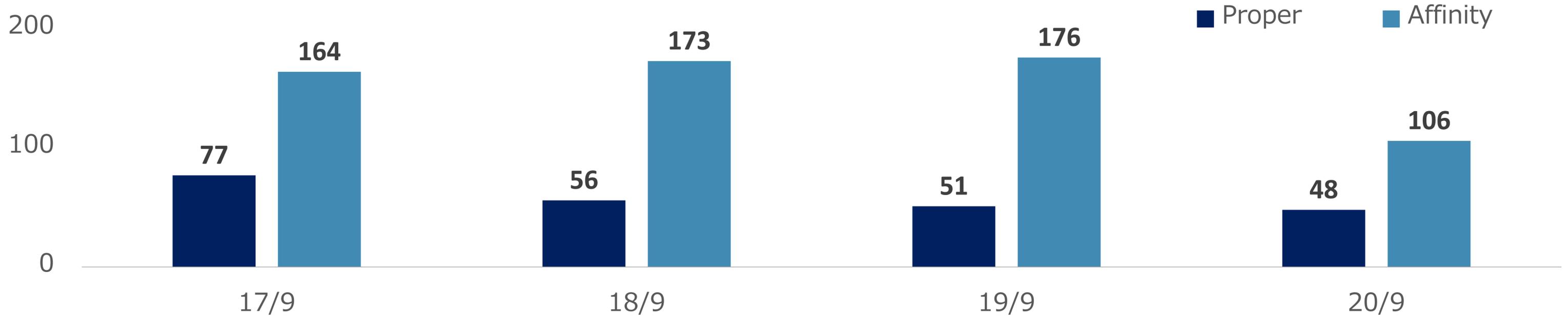




Credit Card Issuance

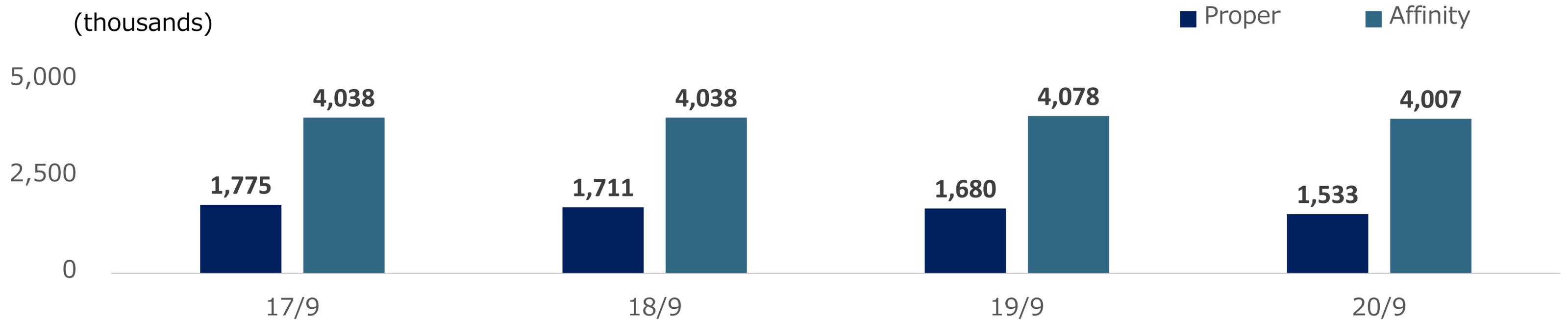
【Number of new issue】

(thousands)



【Number of card holders】

(thousands)





IV Financial Results Summary of Group Companies



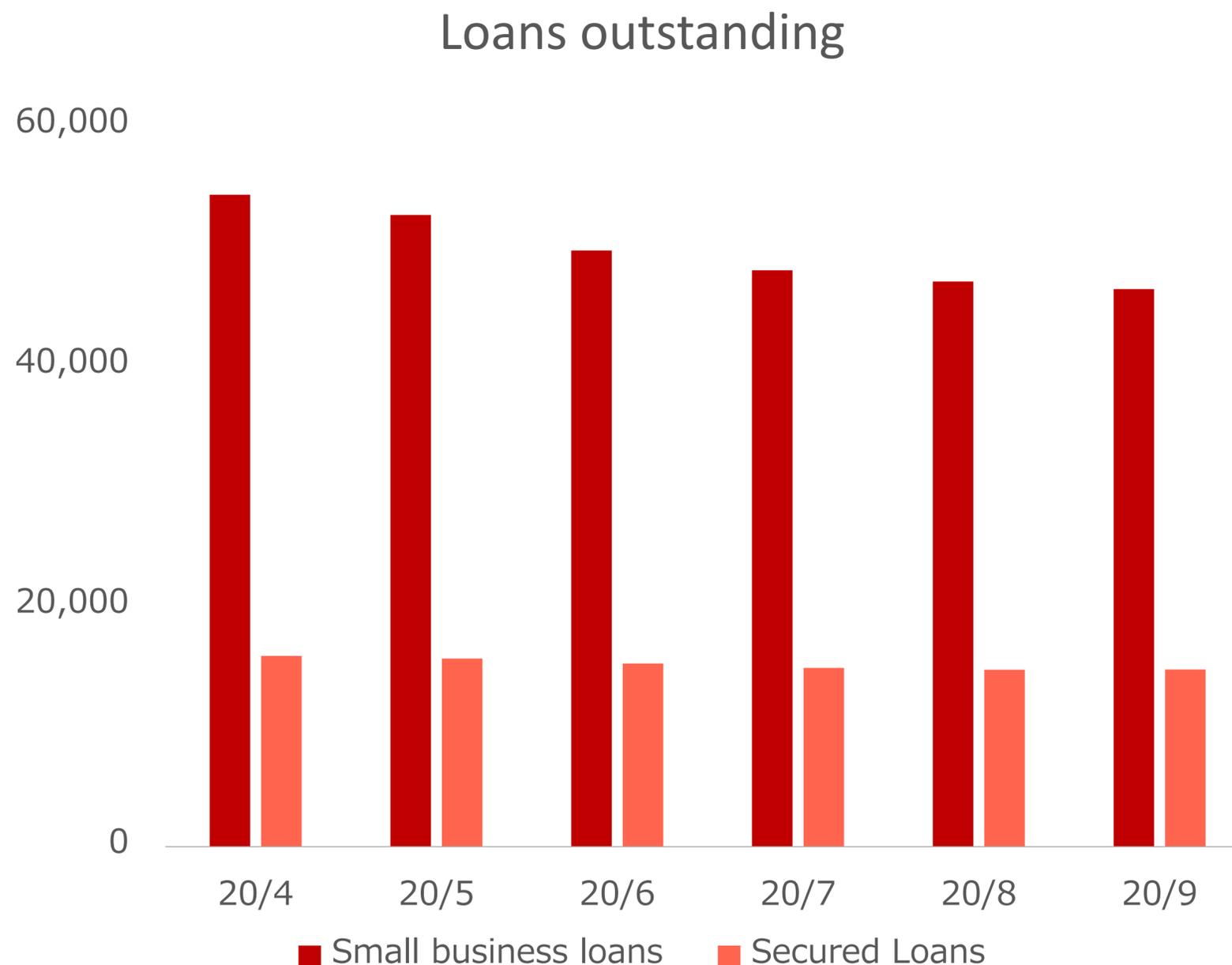
Financial Results Summary

【AIFUL BUSINESS FINANCE CORPORATION】



(¥ million)	19/9	20/9	YOY %
Loans outstanding	64,295	59,403	-7.6%
Customer accounts (thousand)	29	26	-10.0%
Operating revenue	2,598	3,368	29.6%
Operating profit	-73	1,673	-
Ordinary profit	-66	1,686	-
Profit	-99	1,051	-

(¥ million)



※From 1st July 2020, BUSINEXT CO., LTD. changed its name to AIFUL BUSINESS FINANCE CORPORATION.



Financial Results Summary

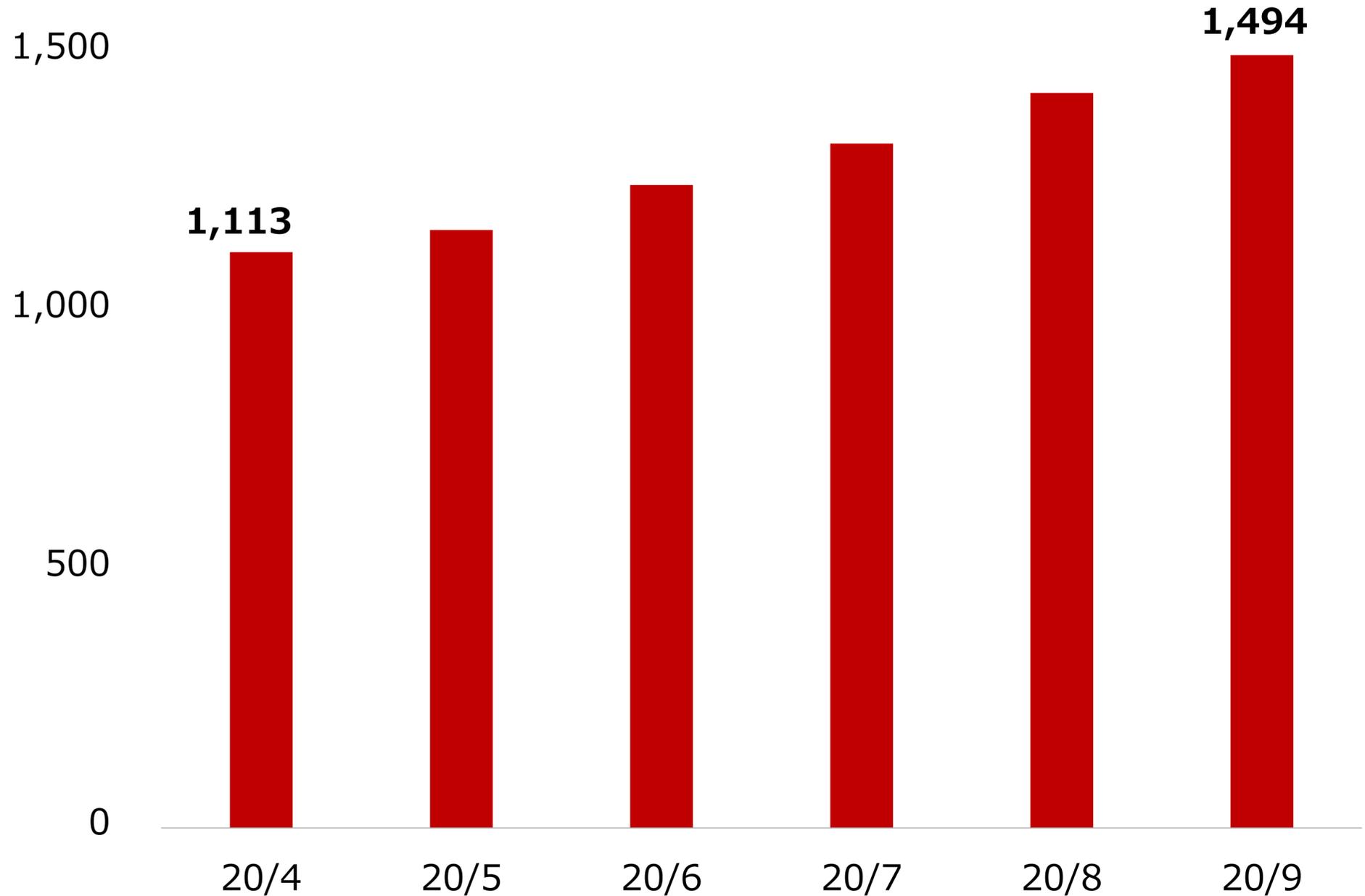
[AIFUL GUARANTEE CO., LTD.]



(¥ million)

(¥ million)	20/9
Installment receivables	6,493
Guarantee	184
Operating revenue	354
Operating profit	116
Ordinary profit	117
Profit	76

Trends of the number of affiliate stores



※AIFUL GUARANTEE CO.,LTD unconsolidated subsidiary , have been included in the consolidation from the fiscal year ended march 31 , 2020.

※From 1st July 2020, LIFE GUARANTEE CO.,LTD . changed its name to AIFUL GUARANTEE CO.,LTD.



V Reference Material



Operating Revenue and Expenses (Consolidated)

(¥ million)	19/9	20/9	YOY	
			YOY	YOY %
Operating revenue	61,277	63,462	2,185	3.6%
Interest on operating loans	35,000	37,066	2,066	5.9%
Revenue from installment receivable	8,652	9,454	801	9.3%
Revenue from credit guarantee	7,499	7,400	-98	-1.3%
Collection from purchased receivable	899	729	-169	-18.9%
Recoveries of written off claims	3,397	3,366	-30	-0.9%
Other revenue	5,828	5,445	-383	-6.6%
Operating expenses	56,655	54,084	-2,571	-4.5%
Financial expenses	3,735	3,632	-102	-2.8%
Cost of purchased receivable	564	517	-47	-8.4%
Provision of allowance for doubtful accounts	20,852	19,684	-1,167	-5.6%
Expenses for interest repayment	-	-	-	-
Advertising cost	5,493	4,163	-1,330	-24.2%
Advertising expenses	1,376	1,304	-72	-5.2%
Sales promotion expenses	4,117	2,859	-1,257	-30.5%
Personnel expenses	8,353	8,439	86	1.0%



Operating Expenses and Profit (Consolidated)

(¥ million)	19/9	20/9	YOY	
			YOY	YOY %
Other	17,586	17,561	-10	-0.1%
Commission	7,730	7,297	-432	-5.6%
Communications	1,732	1,419	-312	-18.0%
Provision for point card certificates	1,406	1,186	-220	-15.6%
Consumption taxes	1,516	2,254	738	48.7%
Depreciation expenses	1,382	1,628	246	17.7%
Supplies, repair and maintenance	1,265	1,388	123	9.7%
Rents	968	894	-74	-7.6%
Rent expenses	192	187	-5	-2.6%
Operating profit	4,621	9,378	4,757	102.9%
Non-operating income	334	1,093	758	227.2%
Non-operating expenses	7	98	91	-
Ordinary profit	4,948	10,373	5,424	109.6%
Extraordinary profit	230	-	-	-
Extraordinary losses	-	91	-	-
Profit before income taxes	5,178	10,281	5,102	98.5%
Profit(loss) attributable to non controlling interest	-781	-178	602	-
Profit attributable to owners of parent	5,245	9,812	4566	87.0%



Financial Results Summary (AIFUL Non-consolidated)

(¥ million)	19/9	20/9	YOY	YOY %
Operating revenue	37,723	39,206	1483	3.9%
Interest on operating loans	27,889	29,678	1,788	6.4%
Revenue from credit guarantee	5,782	5,665	-117	-2.0%
Operating expenses	33,827	33,241	-586	-1.7%
Financial expenses	2,705	2,675	-30	-1.1%
Expenses for Interest repayment	14,321	15,285	964	6.7%
Provision of allowance for doubtful accounts	-	-	-	-
Advertising cost	4,436	3,166	-1,270	-28.6%
Advertising expenses	1,211	1,168	-42	-3.5%
Sales promotion expenses	3,224	1,998	-1,226	-38.0%
Personal expenses	5,109	5,139	30	0.5%
Other operating expenses	7,255	6,973	-281	-3.8%
Operating profit	3,895	5,965	2070	53.1%
Non-operating income	594	882	288	48.4%
Ordinary profit	4,484	6,804	2319	51.7%
Extraordinary income	230	-	-	-
Profit	4,711	7,194	2482	52.7%



Operating Results (AIFUL Non-consolidated)

(¥ million)	19/9	20/9	YOY	YOY %
Total receivable outstanding	526,349	550,024	23,674	4.5%
Loans outstanding	414,199	426,950	12,750	3.1%
Unsecured	398,209	413,696	15,487	3.9%
Secured	7,980	5,762	-2,217	-27.8%
Small business	8,009	7,491	-518	-6.5%
Credit guarantee	104,860	115,195	10,335	9.9%
New accounts (num)	103,987	66,615	-37,372	-35.9%
Unsecured	103,945	66,580	-37,365	-35.9%
Customer accounts (thousands)	910	917	7	0.8%
Unsecured	896	905	9	1.1%
Average yield	14.7%	14.4%	-0.3pt	-
Below 18% unsecured loan balance's occupancy rate	98.7%	99.0%	0.3pt	-
Bad debt	12,197	12,182	-14	2.2%
Excluding write-off accompanying interest repayment	11,685	11,762	77	0.6%
Bad debt ratio to operating loans	2.3%	2.2%	-0.1pt	-
Ratio excluding write-off related to interest repayment	2.2%	2.1%	-0.1pt	-



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