



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

AIFUL CORPORATION

February 2021



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I Strategy and Environment



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 Indicators

20%
Shareholders' Equity Ratio

ROE
more than **10%**

ROA
more than **2%**

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

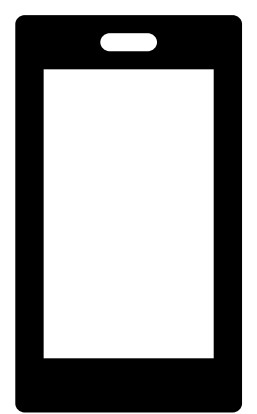
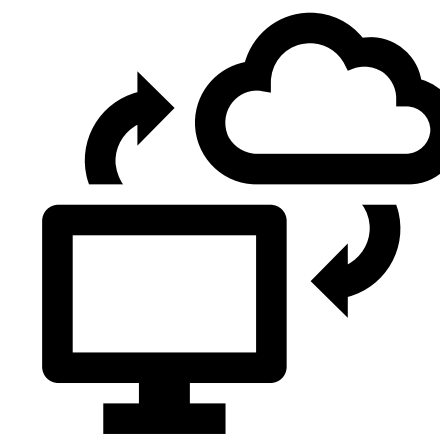


Infection Prevention

- Promoting telework and remote work
- Promoting staggered working hours
- Using Web conferencing system
- Promoting communication between employees through internal SNS
- Using Contact Confirmation Application
- Employee temperature checks
- Setting partitions in offices
- Temporary closure of store counters
- Internal sanitation

Measures for After/With Corona

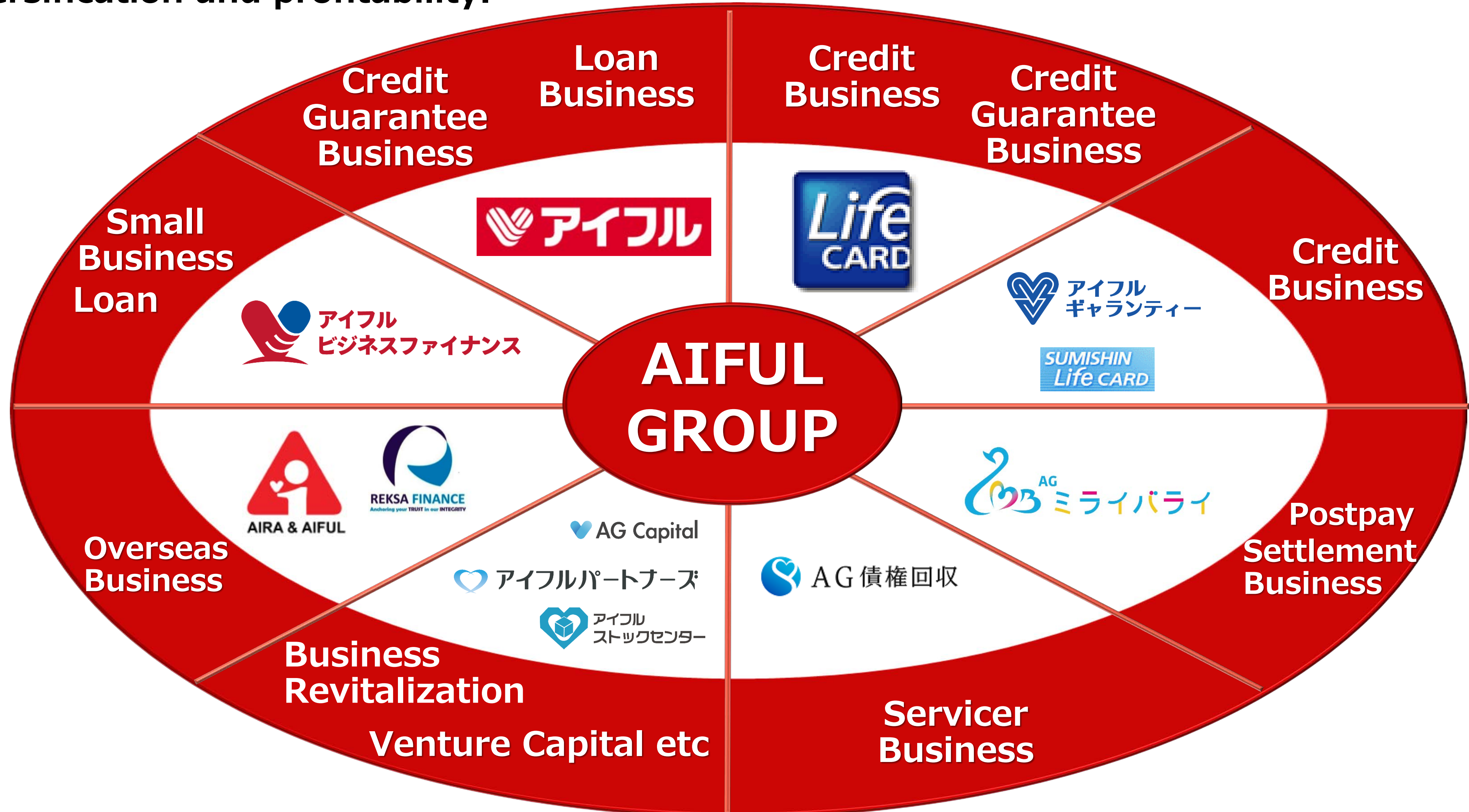
- Business development in response to changes in consumer behavior
- Strengthening Web Marketing
- Improve convenience of applications
- Promoting digitization of operations
- Realization of diverse work styles
- Strengthening development of IT human resources





AIFUL Group Business Strategy

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





I . Unsecured Loan Business

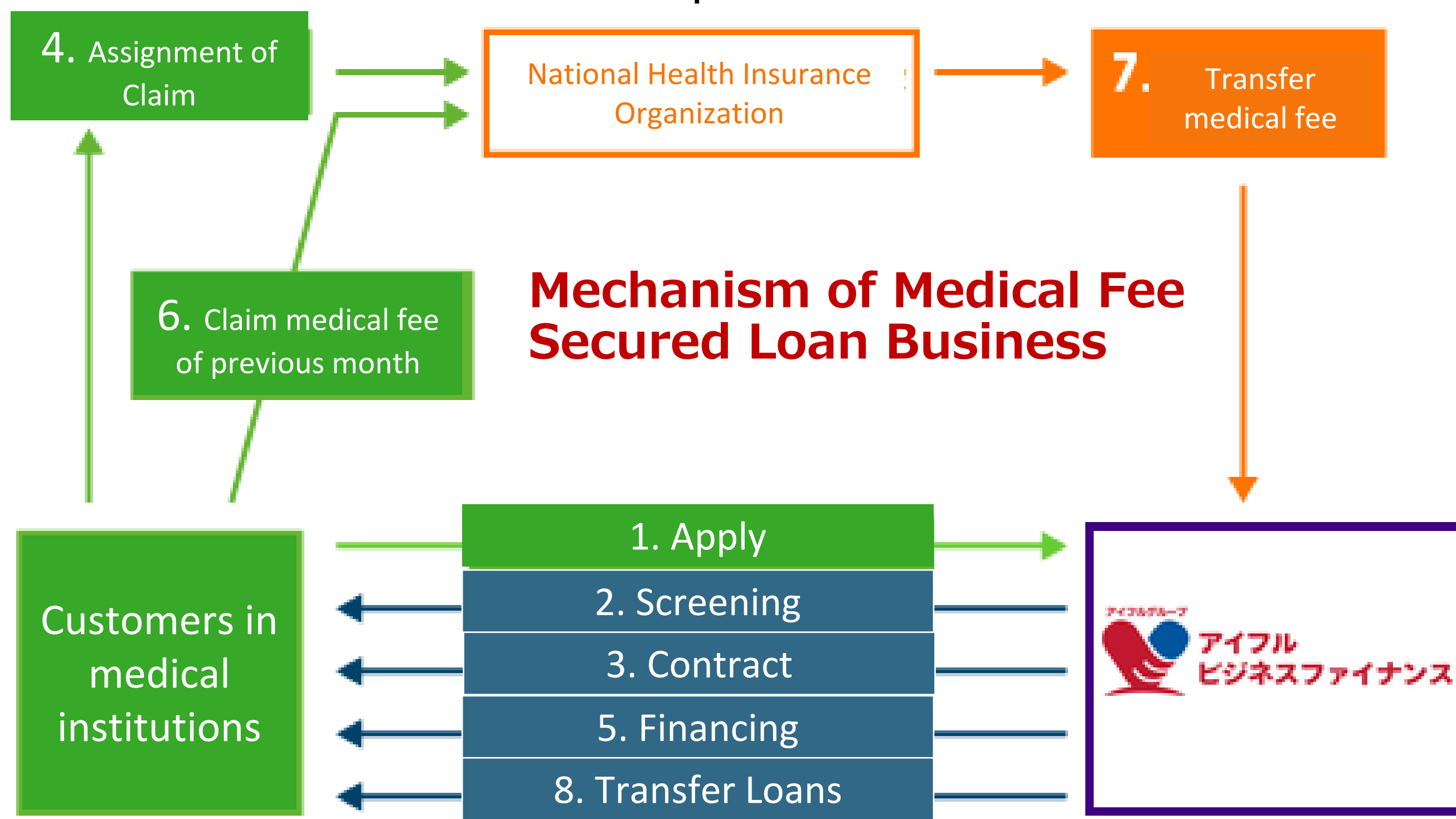
We have renovated the existing bank transfer financing service, in which we make transfer loans to customers' financial institution accounts, and started transferring "24 hours a day, 365 days a year" and "immediately" in principle.

Customers are able to borrow immediately by our transfer 24 hours a day even on weekday nights, Saturday, Sunday, and national holidays.



II . Secured Loan Business

AIFUL BUSINESS FINANCE joins the National Federation of Nursing Care Businesses, which aims to establish a sustainable social security system, as a supporting member to increase awareness of medical fee secured loans and attract more customers by participating in alliance-sponsored events and placing advertisements in alliance publications.

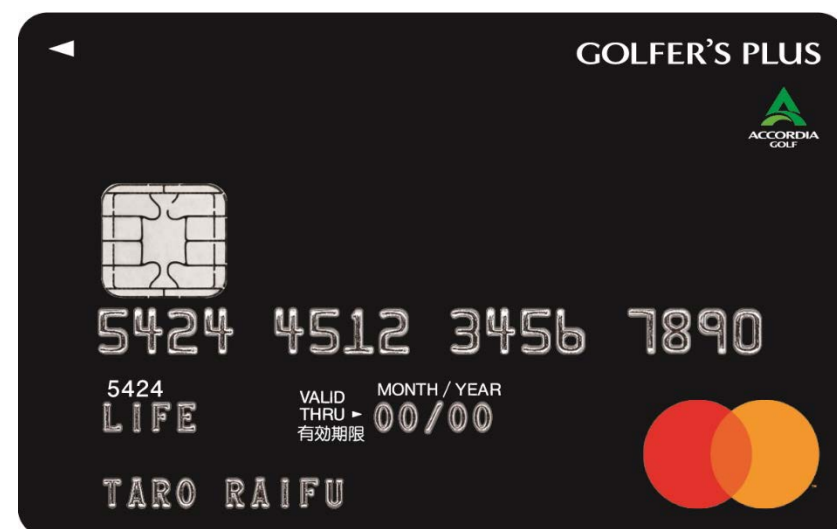




III. Credit Card Business

We have issued a credit card that combines a high-return point card function with golfer insurance, which allows check-in on an automatic reception and settlement machine.

We aim to increase cardholders by developing a broad range of partners and channels.



GOLFER'S PLUS CARD

IV. Overseas Business (AIRA&AIFUL)

The ratio of prime loans has been on an uptrend due to the introduction of new scoring. Collection of delinquent loans is also on track, leading to a reduction in bad debt-related expenses.

In 2021, we plan to approve card-less deposits and withdrawals and e-KYC so that everything from credit to contracts will be implemented on a non-face-to-face basis.



V. Venture Capital Business

As of the end of December, the number of investees is 46, an increase of 7 from the end of the previous fiscal year. The investment amount reached about 1.3 billion yen. We will continue to identify and invest in projects that generate synergies with us.

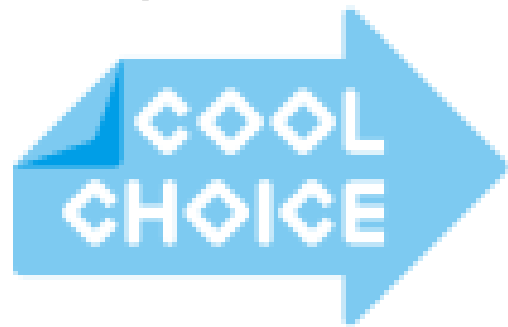


ESG · SDG s Topics



COOL CHOICE

We endorse COOL CHOICE, a national campaign, to prevent global warming.



Blood Donation

On November 25, 2020, we received an award from the Kyoto Blood Donation Promotion Council.



Promoting Diversity

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 2022.

The employment rate of people with disabilities reached 2.4%.



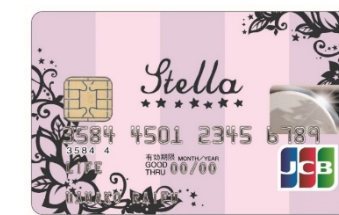
Social Contribution through Credit Cards

The donation amount in the first half of FY2021/3 is 6.48 million yen due to the donation of social contribution credit cards and points from members.



Corporate Governance

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



Compliance Education

We conduct compliance study sessions for all employees (including temporary and contract employees) every year to deepen knowledge of various internal regulations and laws.

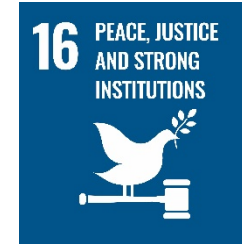
Major Internal Regulations

- Regulations for Prevention of Damage by Anti-Social Forces
- Personal Information Protection Regulations
- Regulations on Handling Advertisement
- Regulations for Prevention of Insider Trading

Efforts to Improve Work Efficiency








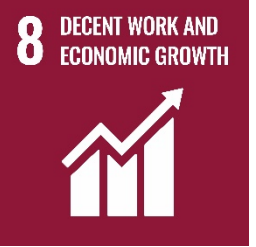

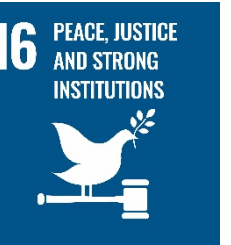
In April 2019, we launched RPA Project and began developing RPA throughout the AIFUL Group. We strive to reduce energy consumption, cut overtime hours, and improve work efficiency.

Period	Expected reduction of working hours (annual)
2019/4~2020/3	11,617 hours
2020/4~2020/9	4,662 hours
Cumulative expected reduction of working hours	16,279 hours





ESG · SDG s Major Efforts

ESG	Subject	Major Efforts	Relevant SDGs
Environment	Initiatives for Environmental Issues	Cool Biz · Warm Biz	   
		Introduction of RECOLO	
		Efforts to improve work efficiency	
		Eco Cap Program	
		COOL CHOICE	
		Management and reduction of energy consumption	
Social	Social Contribution/ Coexistence with the Community	Blood Donation	  
		Sponsoring Hackathons	
		Contribution Cards	
		Donations following large-scale disasters	
		Support money for the spread of COVID-19	
	For Our Customers	Database of customer comments	—
		Comprehensive support system	
	Workplace and Work Environment	Employee awareness and satisfaction surveys	
		Harassment Hotline	
		Flextime Program	
		Telework and Remote work	
		Trainings and Self-development measures	
	Promoting Diversity	Empowerment of women action plan	
		Employment of people with disabilities	
		Retiree re-employment program	
Governance	Management System	Company with an Audit and Supervisory Committee	
		Report Windows	
		Compliance Education	



Macro environment in Japan(as of end of December 2020)

- GDP growth rate from April to June (compared to previous quarter) is ▲8.3%, and that from July to September is +5.3% (Cabinet Office statistical data)
- Although economic activity has been recovering since July, the number of unemployment rose for 11 consecutive months on a year-on-year basis until December. The number of bankruptcies increased significantly in the service and lodging industries, and the number of restaurants was the highest ever. Thus, the impact of COVID-19 is still severe.

Macro environment in Thailand

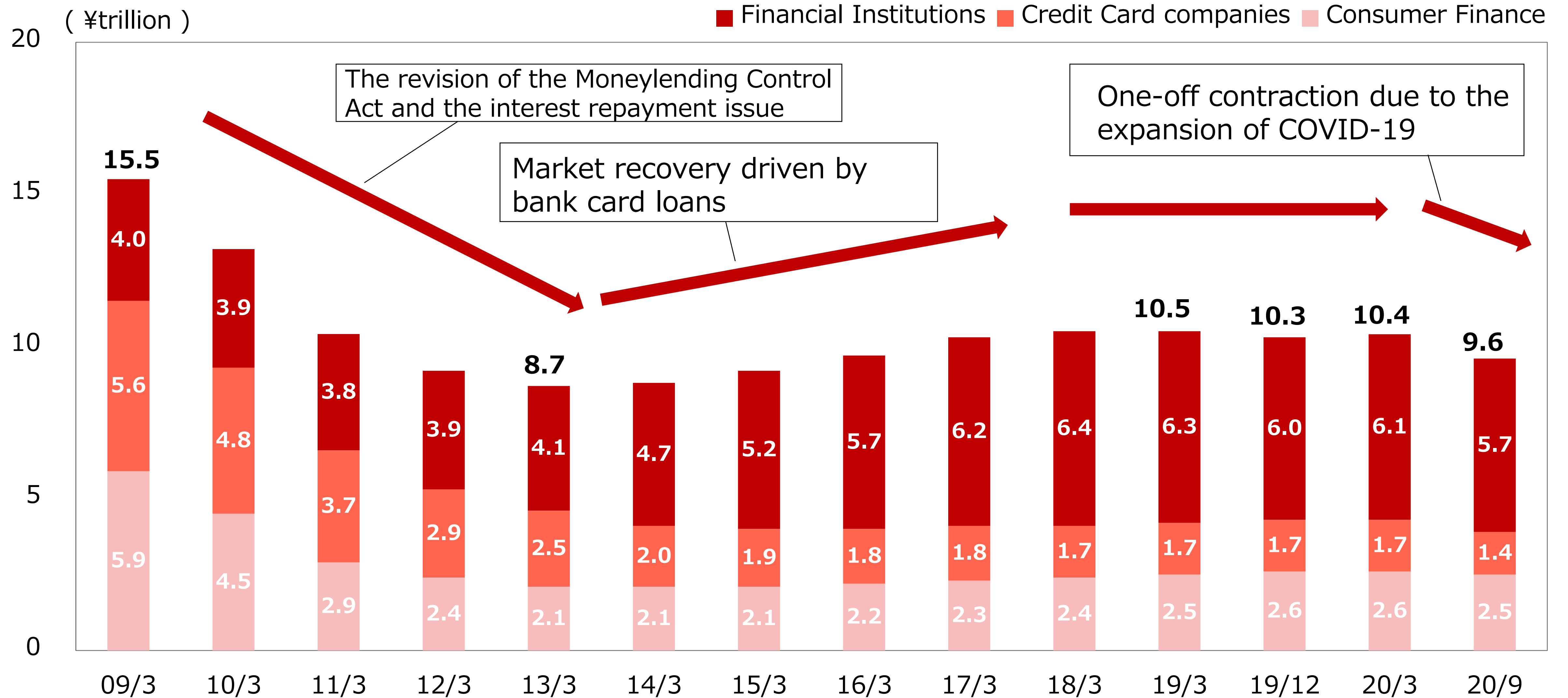
- GDP growth rate in 2020 is ▲6.6% and in 2021, +3.2% (forecast by the Bank of Thailand)
- The economic recovery in the future needs to curb the spread of COVID-19, the effectiveness and popularization of vaccines, the early acceptance of foreign tourists, and the improvement of the labor market, where the unemployment rate has remained high.

Unsecured loan market (as of end of December 2020)

- Market size has shrunk due to the impact of the spread of COVID-19, but the sluggish demand for funds is on a recovery trend.
- The balance of financial institutions significantly decreased by 400 billion yen compared to the end of March 2020, whereas the balance of consumer financial services remains almost unchanged.
- Although the number of new accounts is recovering, it is necessary to continue to closely monitor the spread of infections and the issuance of the Emergency Declaration.



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

804.6bn

up 1.5%
Year on year

Loan business

547.4bn

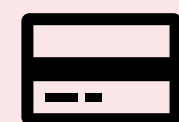
down 1.5%
year on year



Credit business

110.3bn

up 1.5%
year on year



Credit guarantee business

136.7bn

up 16.2%
year on year



Operating revenue

up 2.9%
year on year

95.8bn

Operating profit

up 35.6%
year on year

15.6bn

Ordinary profit

up 38.7%
year on year

16.9bn

ROA

up 0.5pt
year on year

2.6%



Key Figures & Full-year Plan (Consolidated)

- **Operating assets:** small business loans continued to decrease due to the impact of COVID-19, while the balance of unsecured loans and credit business, which are mainstay business, increased year-on-year due to a recovery in consumer activities.
- **Credit guarantee business:** the operating assets is ¥136.7 billion, maintaining double-digit growth year on year

(¥ million)	19/12	20/12	20/19		21/3 (E)	20/19	
			YOY	YOY %		YOY	YOY %
Total operating assets	792,341	804,612	12,270	1.5%	825,800	5,370	0.7%
Loan business	555,915	547,437	-8,477	-1.5%	557,700	-15,380	-2.7%
Unsecured	471,947	475,246	3,299	0.7%	490,000	3,881	0.8%
Secured	21,938	19,396	-2,541	-11.6%	18,500	-4,033	-17.9%
Small business	62,029	52,794	-9,235	-14.9%	49,000	-15,427	-23.9%
Credit Business	108,715	110,321	1,605	1.5%	114,200	2,727	2.4%
Guarantee	119,435	138,191	18,756	15.7%	144,400	17,382	13.7%
Credit guarantee business	117,770	136,793	19,022	16.2%	143,200	17,868	14.3%
Other	1,664	1,398	-266	-16.0%	1,200	-485	-28.8%
Operating revenue	93,192	95,863	2,671	2.9%	127,800	762	0.6%
Operating expenses	81,686	80,261	-1,425	-1.7%	111,400	-13,958	-11.1%
Operating profit (loss)	11,506	15,602	4,096	35.6%	16,400	14,721	876.5%
Ordinary profit (loss)	12,225	16,958	4,732	38.7%	17,600	15,884	925.5%
Profit (loss) attributable to owners of parent	11,749	16,164	4,415	37.6%	16,500	15,110	-



Consolidated Results Summary (1)

- Operating revenue: ¥95.8 billion, an increase of 2.9% year on year, due to a waning growth rate for operating assets in each business due to COVID-19
- Operating expenses: ¥80.2 billion, a decrease of 1.7% year on year mainly because of declines in credit cost and advertising cost

(¥ million)	19/12 (9M)	20/12 (9M)	YOY	YOY %
Operating revenue	93,192	95,863	2,671	2.9%
Interest on operating loans	53,363	55,679	2,316	4.3%
Revenue from installment receivable	13,181	14,663	1,482	11.2%
Revenue from credit guarantee	11,323	10,959	-363	-3.2%
Other operating revenue	15,325	14,561	-763	-5.0%
Operating expenses	81,686	80,261	-1,425	-1.7%
Financial expenses	5,496	5,444	-52	-1.0%
Expenses for interest repayment	-	-	-	-
Credit cost	28,360	27,276	-1,083	-3.8%
Advertising cost	8,068	7,281	-787	-9.8%
Personnel expense	12,509	12,657	148	1.2%
Other	27,251	27,600	349	1.3%



Consolidated Results Summary (2)

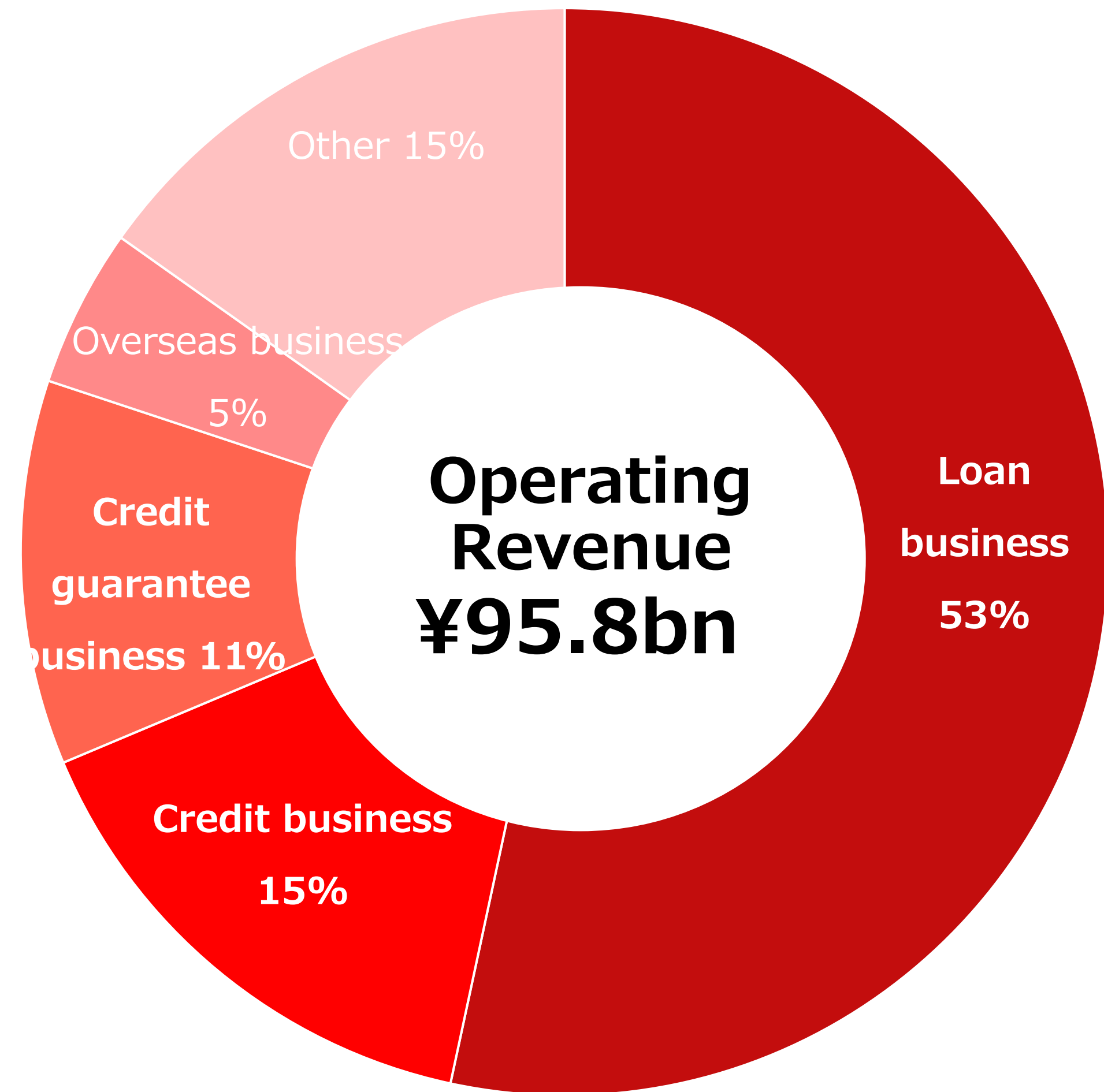
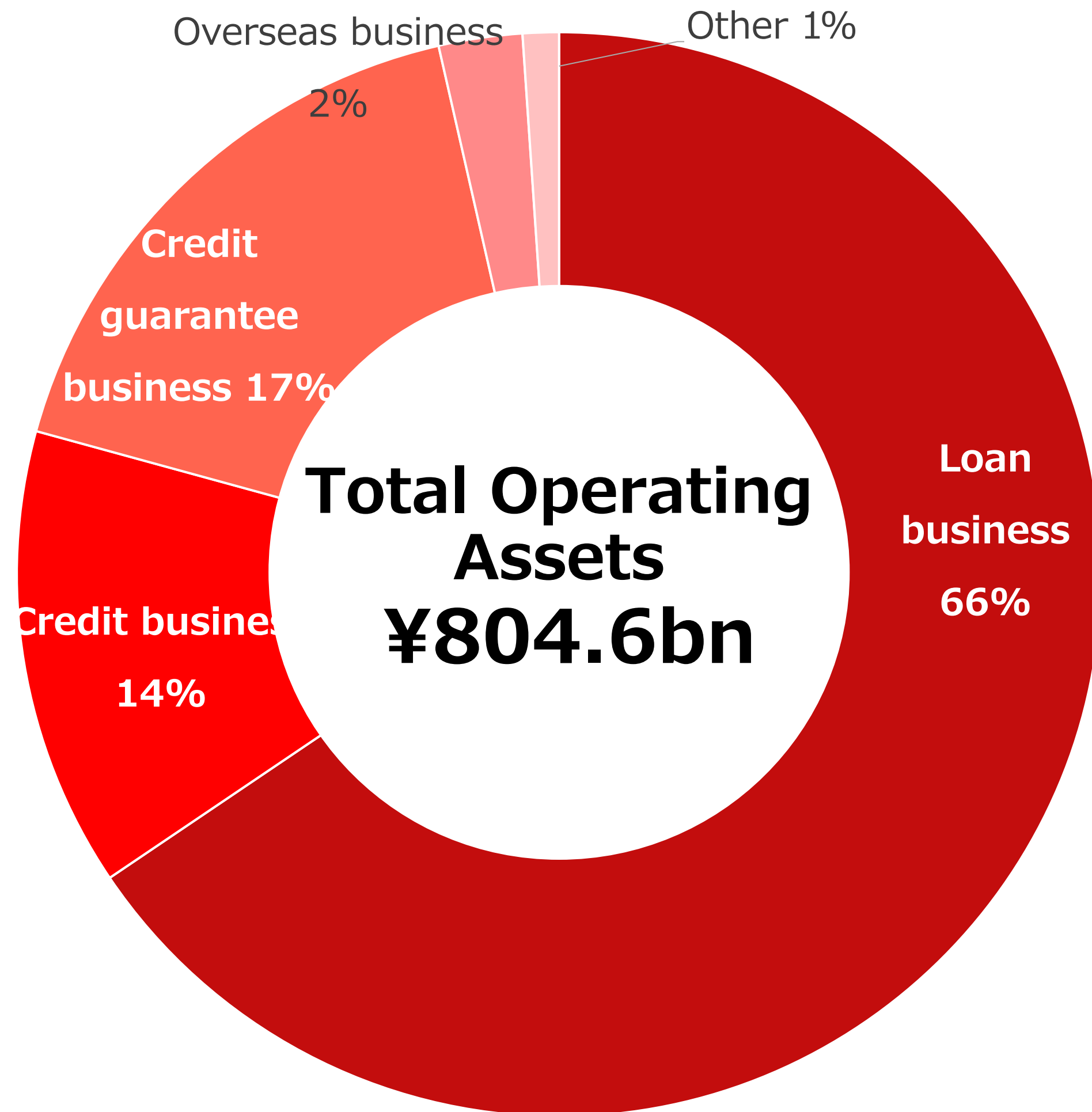
- Ordinary profit: ¥16.9 billion, an increase of 38.7% year on year, reflecting a decrease in operating expenses
- Profit attributable to owners of parent: ¥16.1 billion, a growth of 37.6% year on year

(¥ million)	19/12 (9M)	20/12 (9M)	YOY	
				%
Operating profit (loss)	11,506	15,602	4,096	35.6%
Non-operating income	733	1,461	727	99.3%
Non-operating expenses	13	105	91	672.6%
Ordinary profit (loss)	12,225	16,958	4,732	38.7%
Extraordinary income	230	-	-	-
Extraordinary losses	109	91	-18	-16.4%
Profit (loss) before income taxes	12,346	16,867	4,520	36.6%
Income taxes-current	1,647	1,876	228	13.9%
Income taxes-deferred	-111	-986	-875	-
Profit (loss) attributable to non-controlling interests	-939	-187	752	-
Profit (loss) attributable to owners of parent	11,749	16,164	4,415	37.6%



Business Portfolio

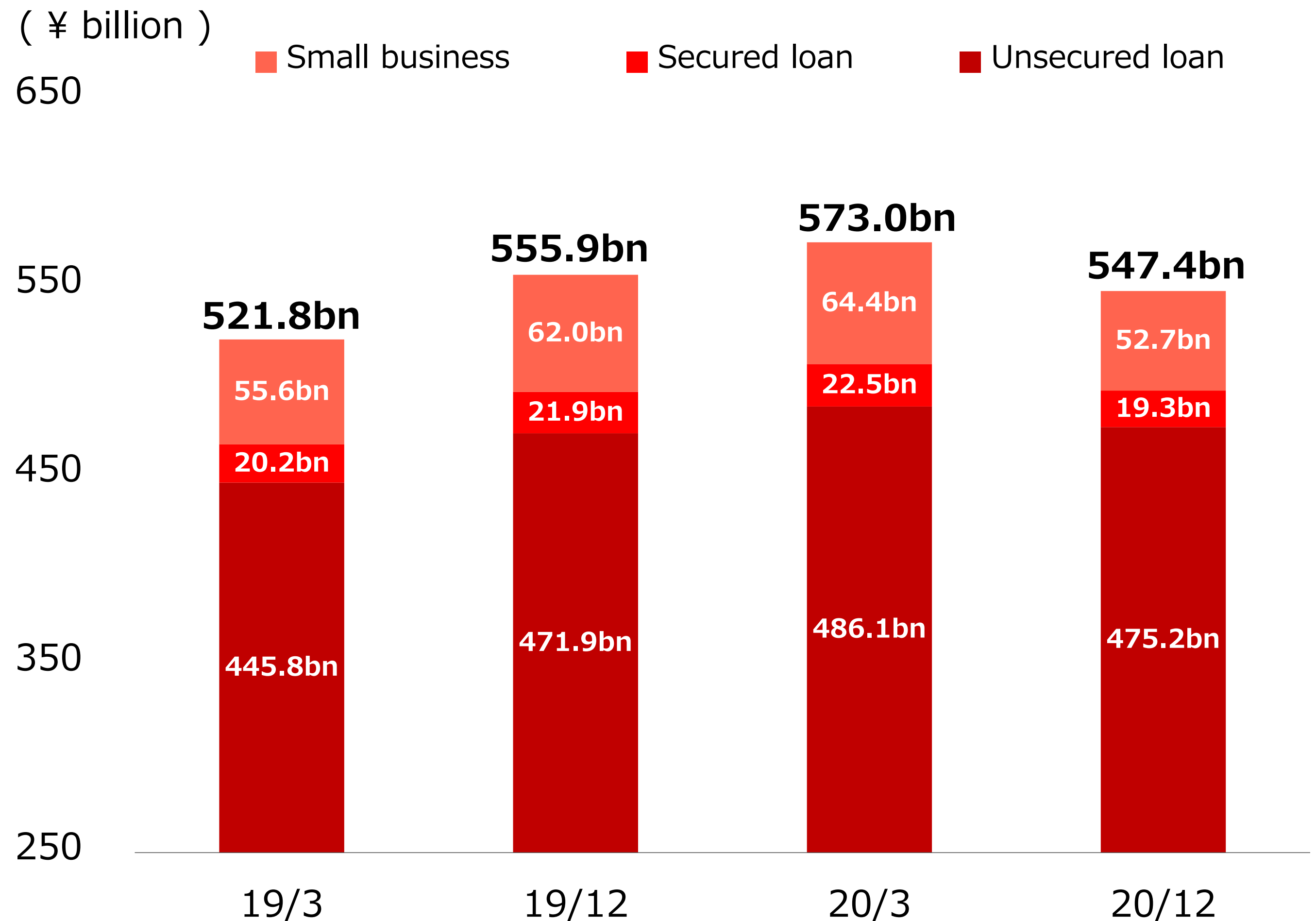
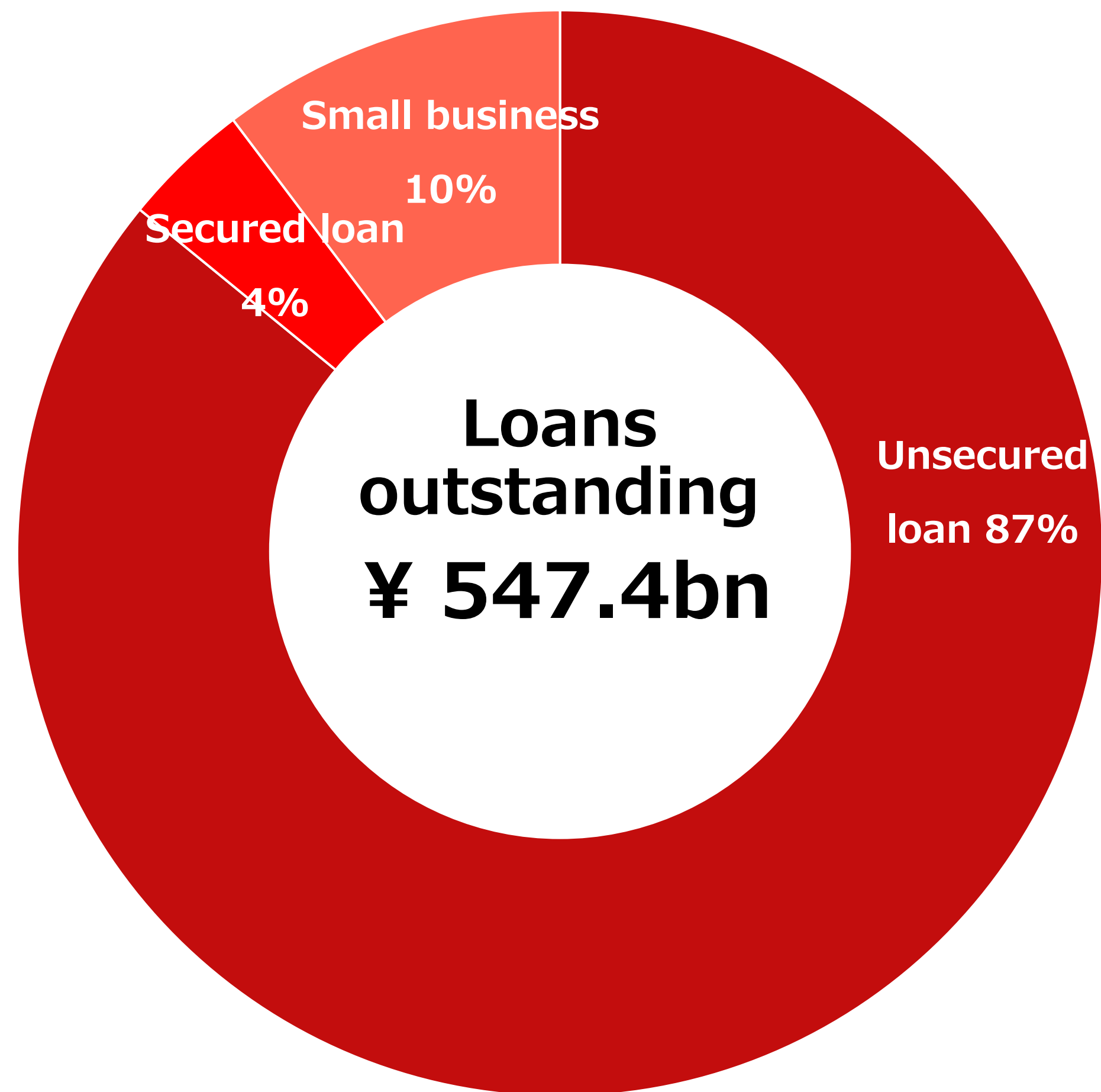
- **Loan business: the occupancy rate was 66%, down 1% year on year**
- **Credit guarantee business: the occupancy rate was 17%, up 2% year on year, reflecting double-digit growth in the balance, a sign of improvement in our business portfolio**





Loan Business (1) Total operating assets [Consolidated]

- Loans outstanding: ¥547.4 billion, a decrease of 1.5% 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 such as interest free loan, therefore the occupancy rate dropped around 1% year on year.

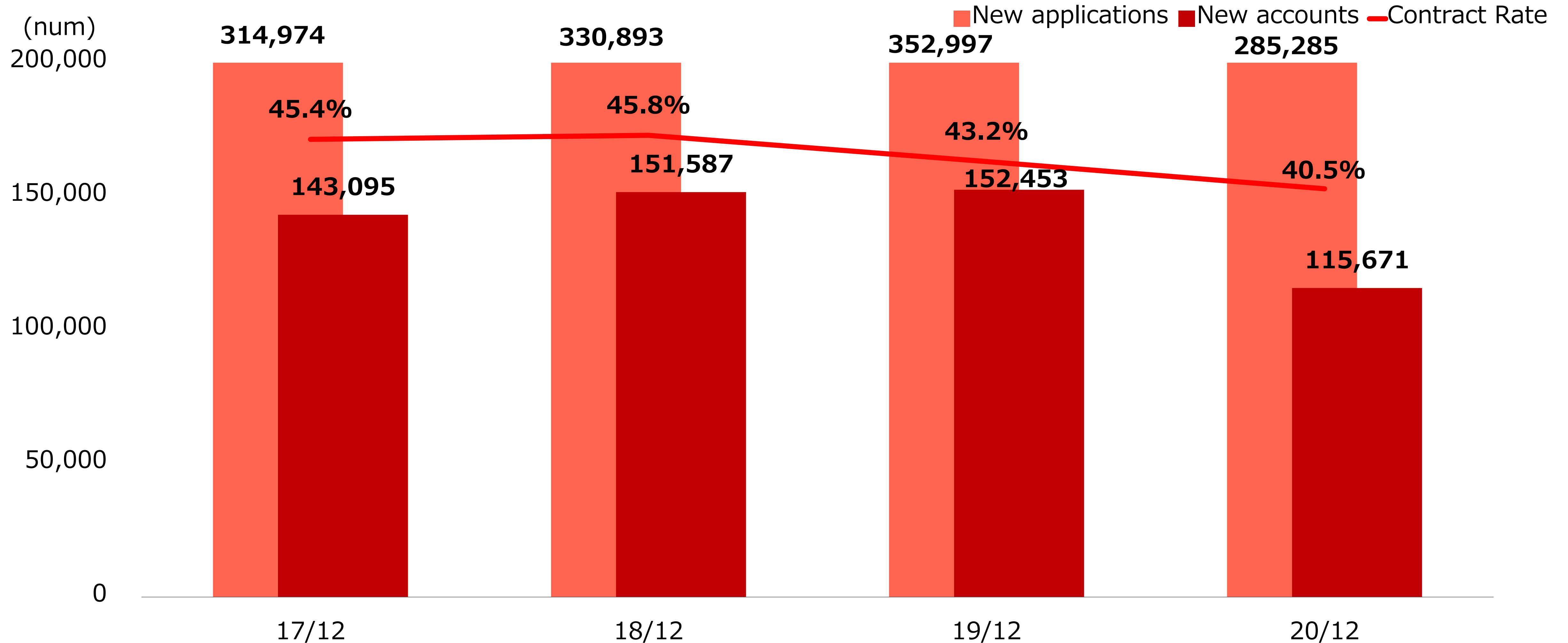


Notes: consolidation of AIFUL, LIFE CARD, AIFUL BUSINESS FINANCE, AIRA & AIFUL



Loan Business (2) New Applications [AIFUL]

• In addition to a drop in the demand for capital due to COVID-19, there was an impact from shorter reception hours in the beginning of the first quarter, due in part to demands for reduced operations, and lower ad costs. Reflecting this, the number of new applications was 285,000, a decrease of 19% year on year and the number of newly acquired loans was 115,000 contracts, a fall of 24% year on year.

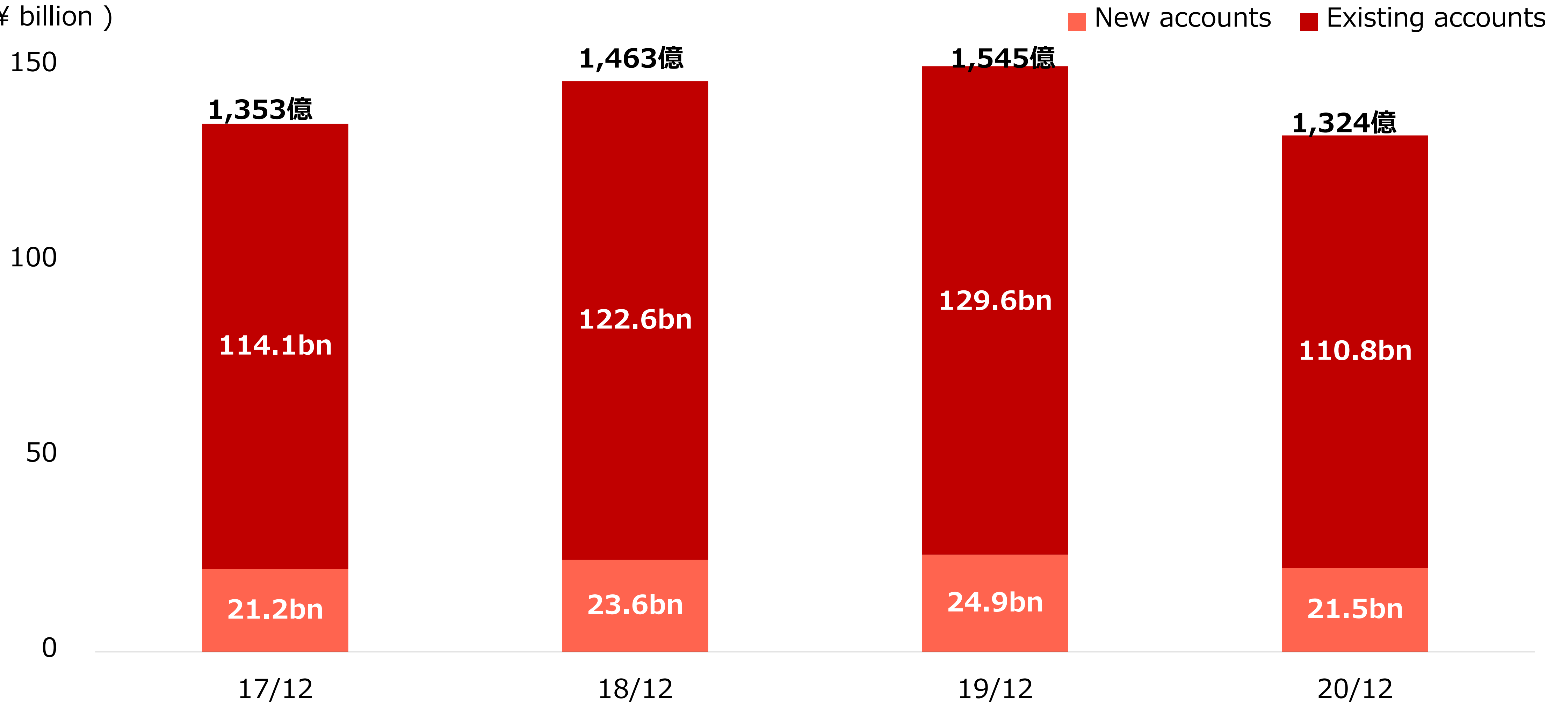




Loan Business (3) Loan Volume [AIFUL]

- Loan volume stood at ¥132.4 billion, a drop of 14% year on year, reflecting a poorer demand for capital due to COVID-19
- Both the volumes of new and existing accounts have been recovering compared to those in the first half, and degree of decline has shrunk on a year-on-year basis.

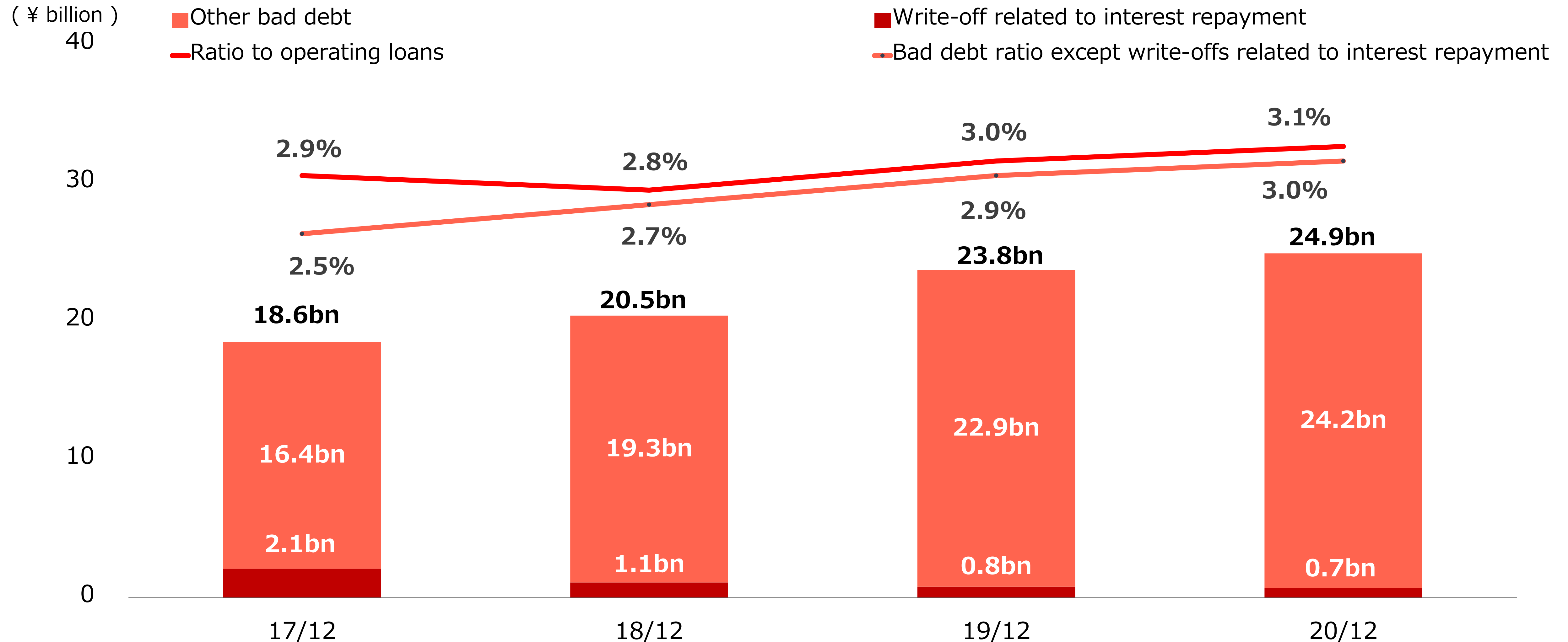
(¥ billion)





Non-performing Loans (1) Bad Debts [Consolidated]

- **Bad debt: ¥24.2 billion, a rise of 5.3% year on year due to an increase in operating assets (excluding write off accompanying interest repayment)**
- **The bad debt ratio to loans: remained stable, at a low 3.1%**



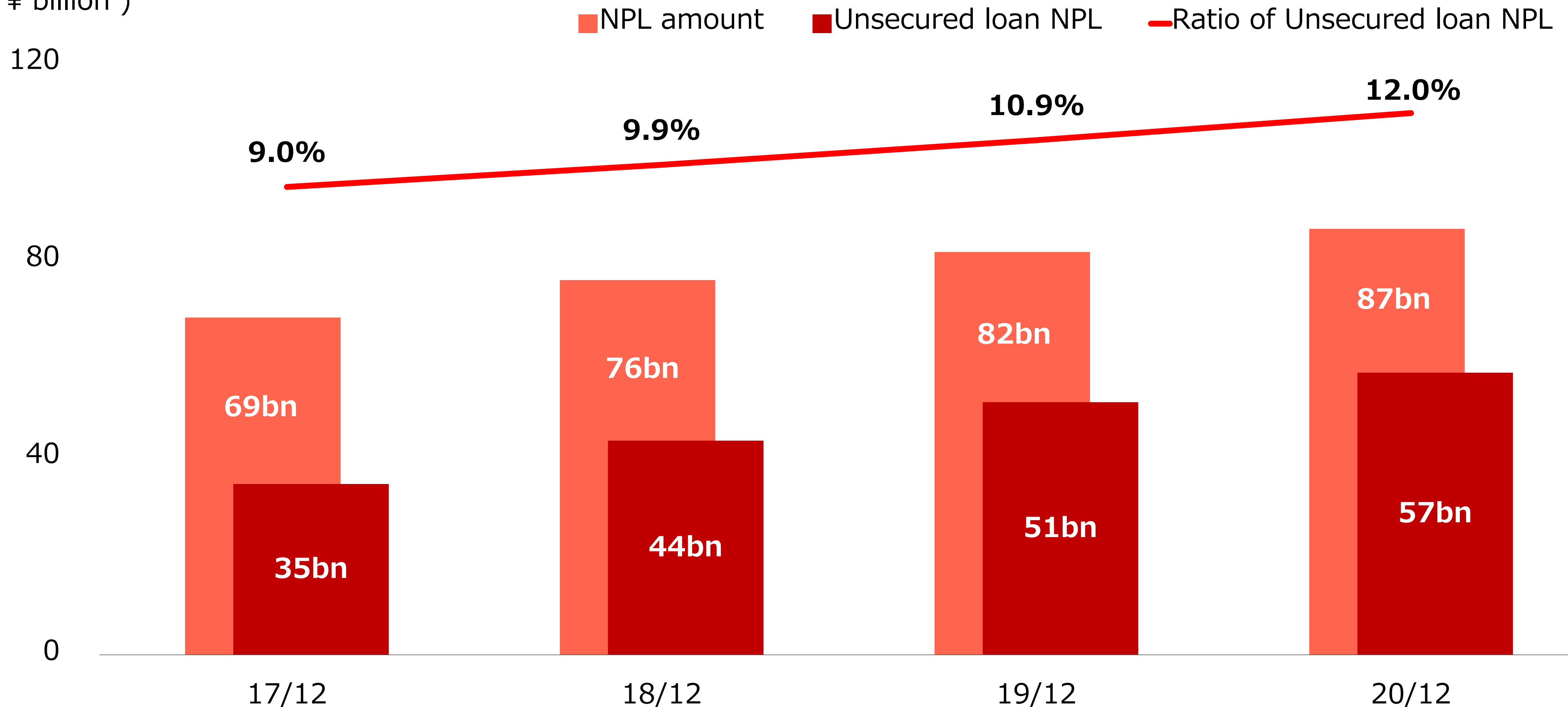


Non-performing Loans (2)

Non-performing Unsecured Loans [Consolidated]

- Non-performing of unsecured: ¥57.3 billion, an increase of 11.8% year on year chiefly due to a rise in restructured loans
- The non-performing loan ratio: 12.0%, up 1.2pt reflecting overlapping impact from stunted growth in total receivables outstanding due to COVID-19

(¥ billion)





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

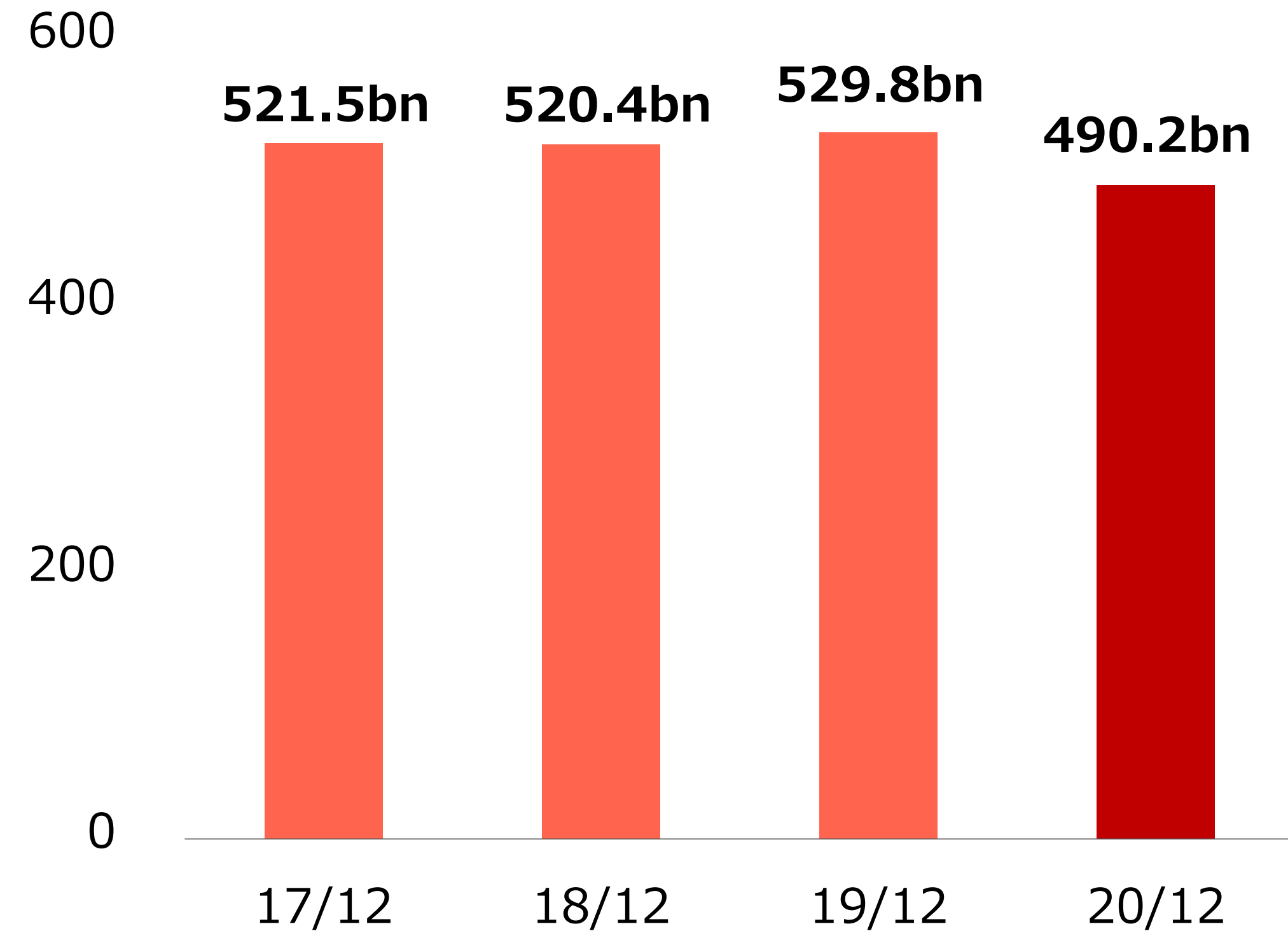
Transaction Volume [Consolidated]

- In the credit card business, transactions totaled ¥490.2 billion, a fall of 7.5% year on year, because the extent of the decline was improved due to continued growth in use at online shopping and electronics mass retailers, and a government-led campaign to recover use at travel, leisure facilities

[Trends of transaction volume]

(¥ million)	18/12	19/12	20/12	YOY
Transaction Volume	520,444	529,827	490,200	-7.5%
Credit card	520,444	529,827	486,057	-8.3%
Individual installment	-	-	4,143	-

(¥ 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)

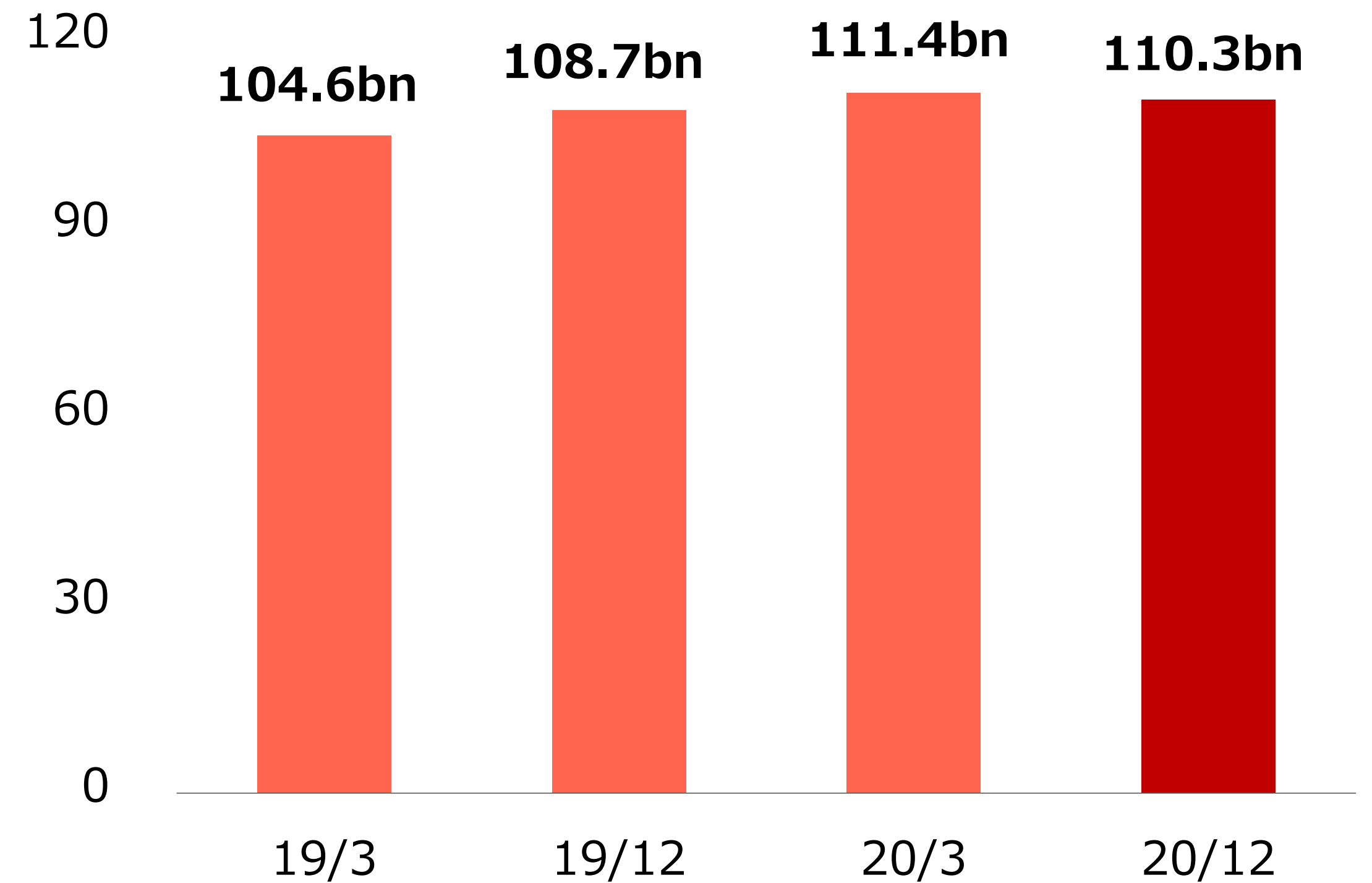
Installment Receivable (Consolidated)

- Credit card installment receivables: ¥103.0 billion, a decrease of 5.1% year on year, in tandem with a decline in credit card purchases
- Individual installments: an increase of 1.8 billion reflecting that AIFUL GUARANTEE smoothly increased its transaction volume

【Trends of Installment receivable】

(¥ million)	19/12	20/3	20/12	YOY
Installment receivable	108,715	111,473	110,321	1.5%
Credit card	108,574	105,961	103,014	-5.1%
Individual installment	-	5,373	7,188	-

(¥ billion)



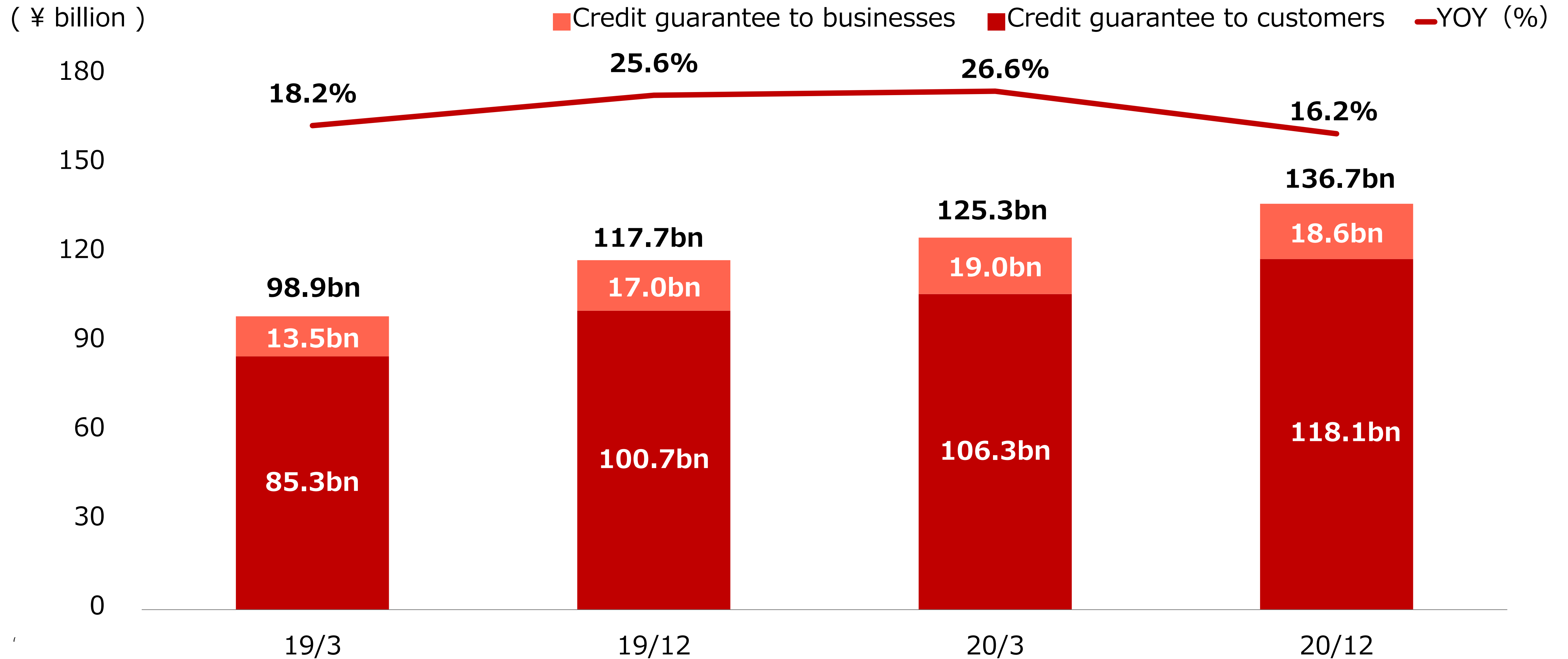
*AIFUL GUARANTEE CO., LTD., which operates an installment credit sales business, has been included in the scope of consolidation since the fiscal year ended March 31, 2020.



Credit Guarantee Business

Guarantee For Individuals · Business operators 【Consolidated】

• Although the growth rate for our balance temporarily dropped due to a decline in the demand for capital, the credit guarantee balance maintained a double-digit growth reflecting our efforts to diversify products and increase partnership, up 16.2% year on year to ¥136.7 billion



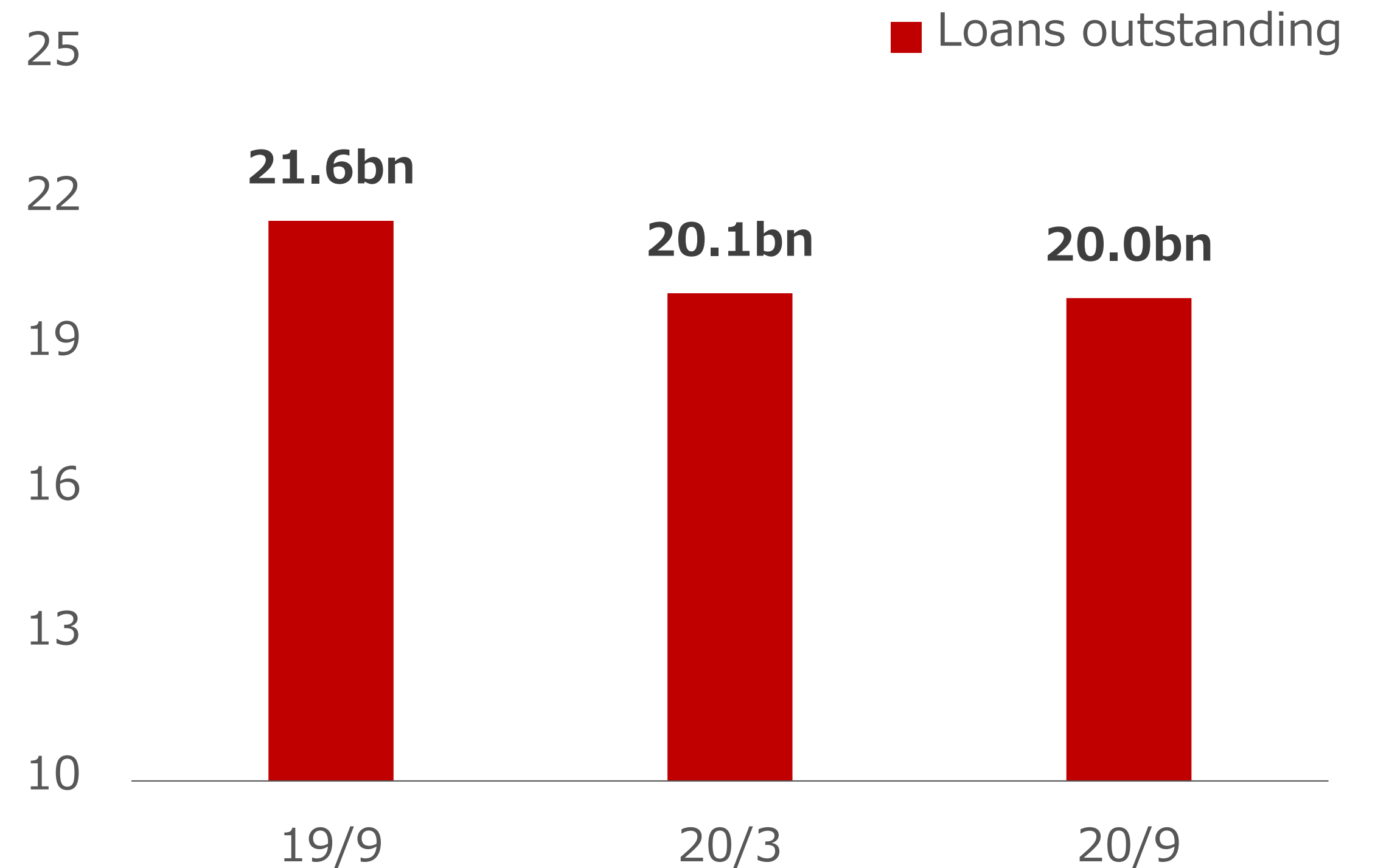


Overseas Business AIRA&AIFUL (Thailand)

- The ratio of prime loans has been on an uptrend due to the introduction of new scoring
- As a result, ordinary loss shrank to ¥376 million due to a decrease of credit cost

(¥ million)	19/9	20/9	YOY
Loans outstanding	21,664	20,047	-7.5%
N. of customer accounts (Thousand)	348	322	-7.3%
Operating revenue	4,856	4,519	-6.9%
Operating profit (loss)	-736	-363	-
Ordinary profit (loss)	-707	-376	-
Profit (loss) attributable to owners of parent	-817	-376	-

(¥ billion)



* Fiscal period of A&A is from January 1, to December 31.

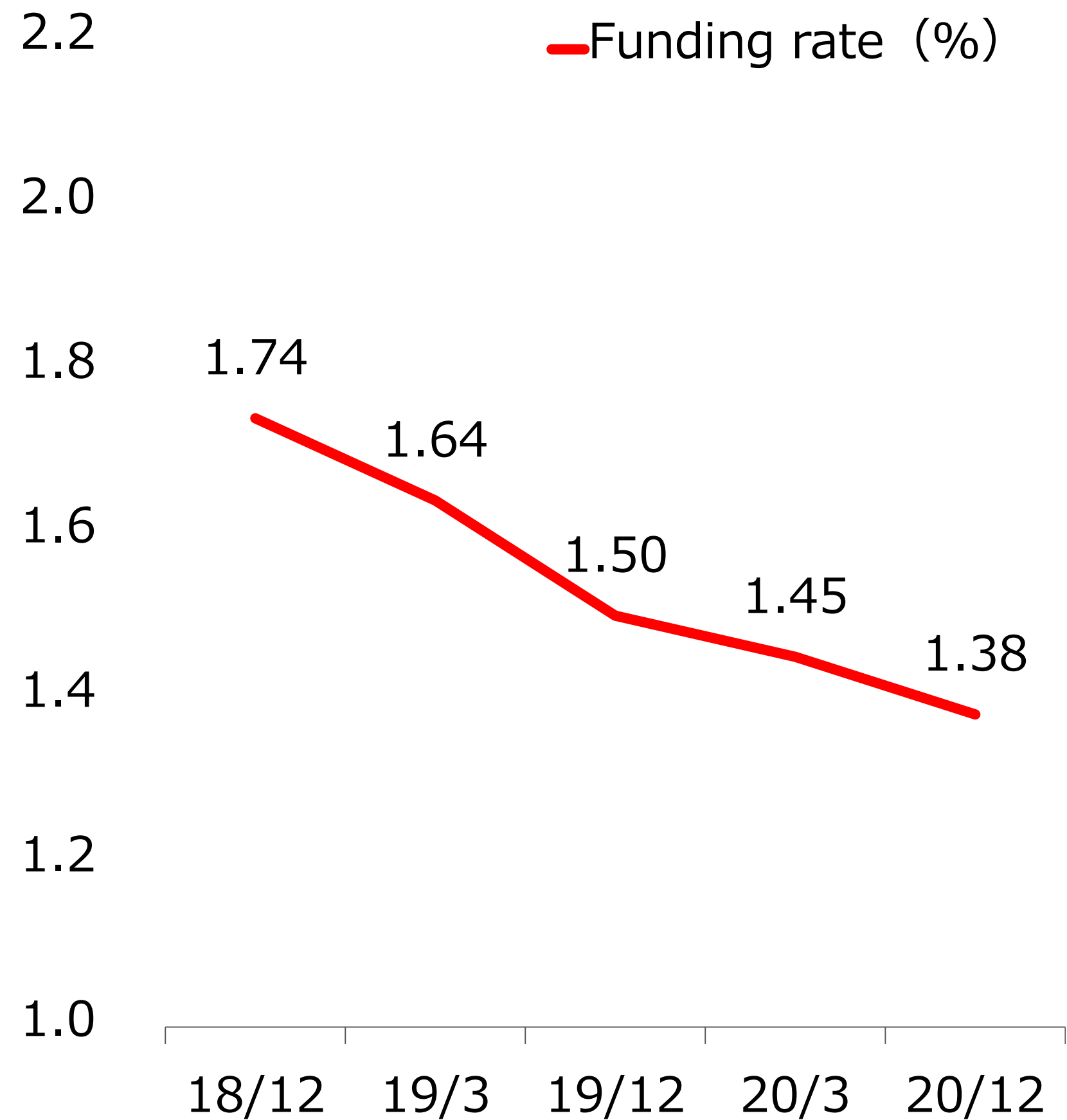
* Exchange rate (Thai Baht): B/S: ¥3.53(FY2019 3Q), ¥3.34(FY2020 3Q)
P/L: ¥3.49(FY2019 3Q), ¥3.41(FY2020 3Q)



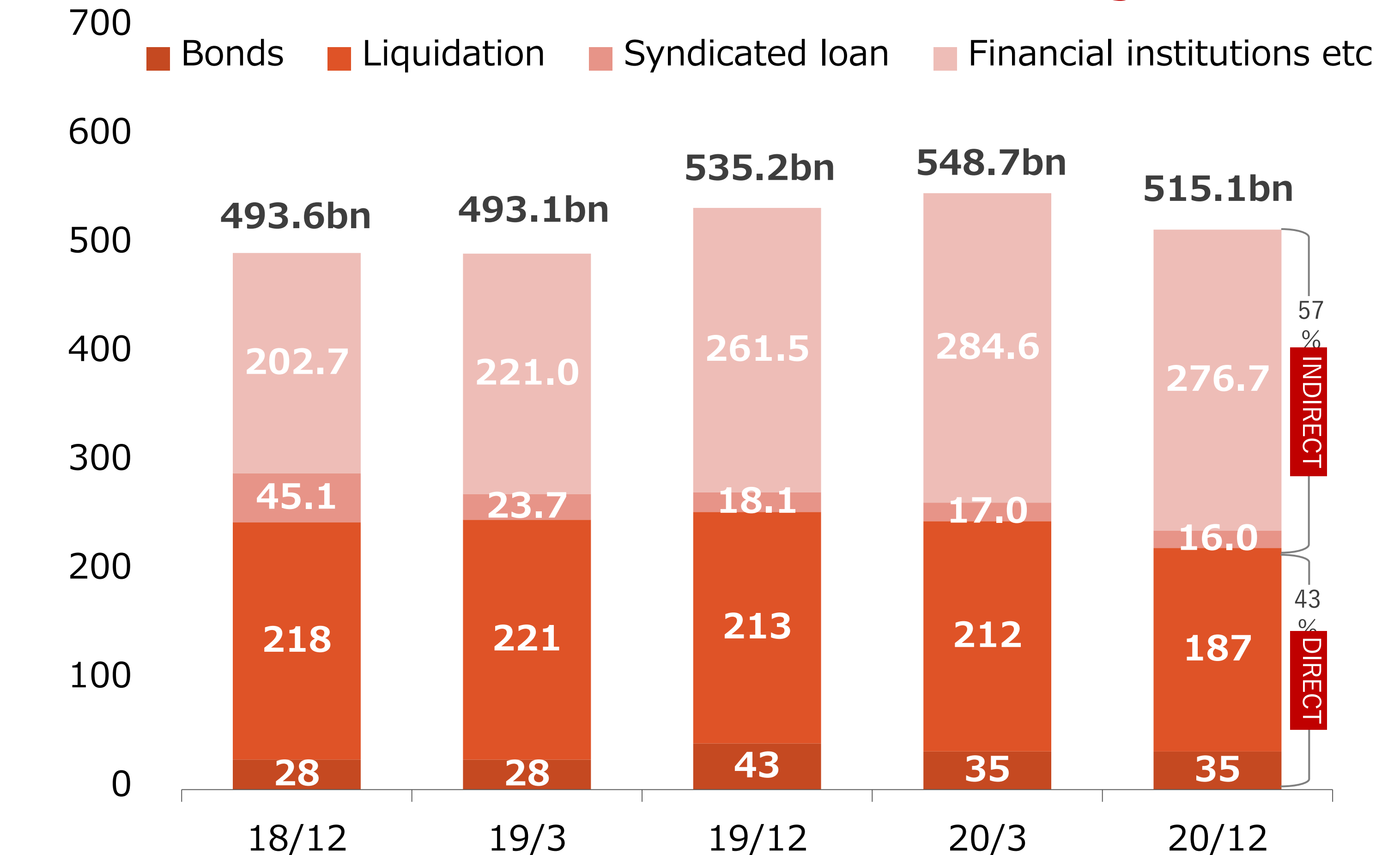
Funding [Consolidated]

- Funding rates: both direct and indirect are trending downward in tandem with an improvement in earnings
- Interest-bearing liabilities: ¥515.1 billion, down 6.1% 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
- Issued the 62nd publicly offered unsecured straight bonds totaling ¥15 billion in December 2020

[Trends of Consolidated Funding Rate]



[Trends of Consolidated Interest - Bearing Liabilities] (¥ billion)

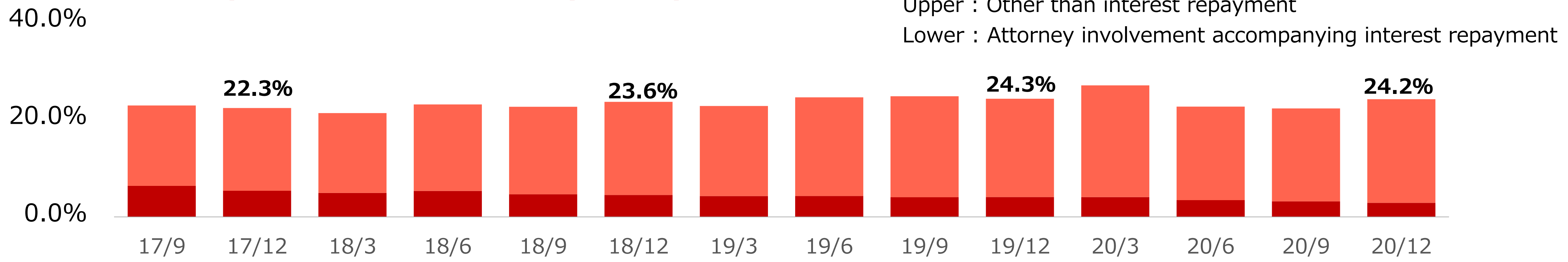




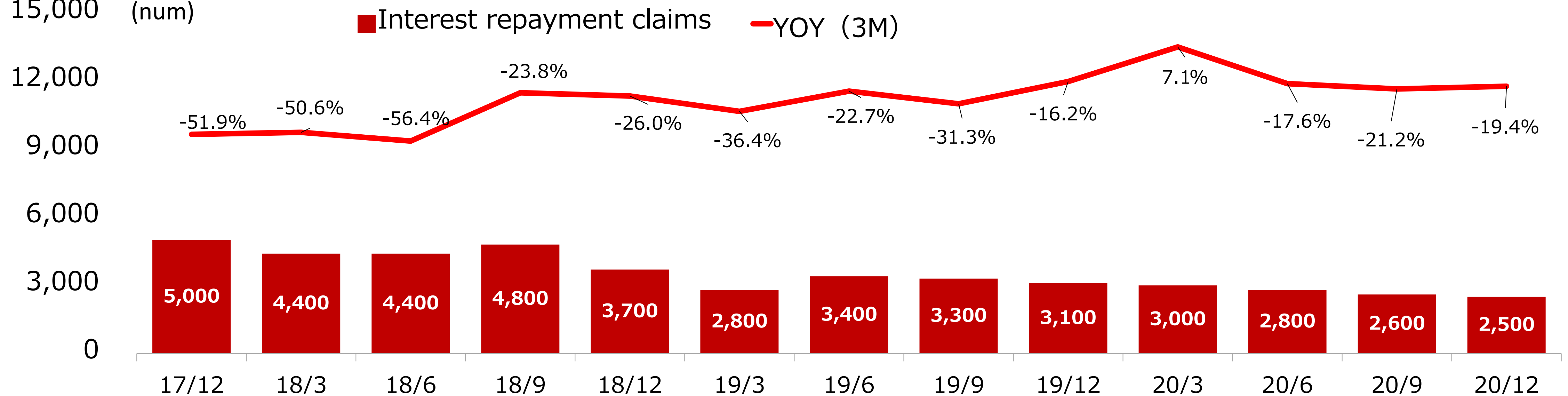
Interest Repayment (1) Attorney Involvement Index and Number of Claims

- The number of interest repayment claims stood at 7,900 (total for first three quarters), a decrease of 19% year on year
- The number of cases per day of attorney involvement accompanying excess interest payment fell 23% year on year (for first three quarters)

【Trends of Attorney Involvement Index (AIFUL)】



【Trends of Interest Repayment Claims (AIFUL)】

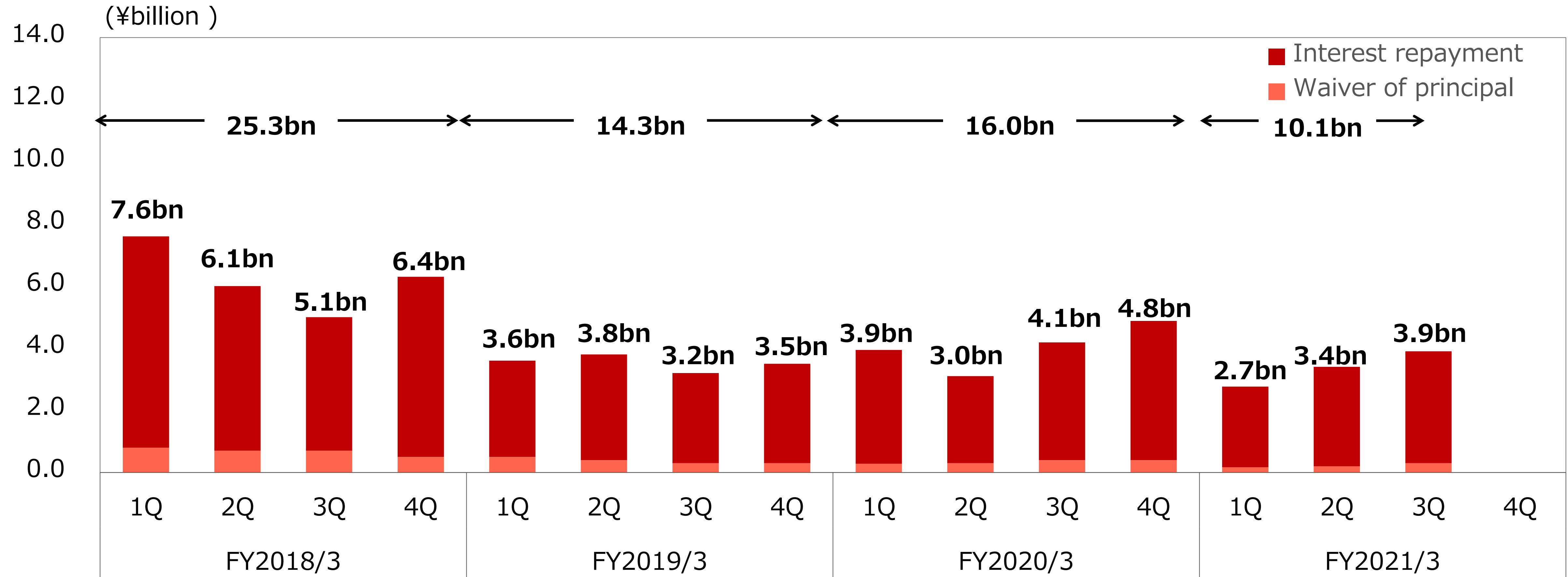




Interest Repayment (2) Withdraw Amount

- The reversal of allowance for interest repayment decreased 9% year on year to 10.1 billion yen on a consolidated basis (of which 9.3 billion yen was applied to interest repayment and 0.8 billion yen to debt waiver)

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





Interest Repayment (3) Provision

• Consolidated: 10.1 billion yen that was withdrawn (of which 9.3 billion yen was applied to interest repayment and 0.8 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 16.2 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)	9,368	-	9,368
Withdraw (Waiver of principal)	116	705	822
Provisions (reversal)	-	-	-
Allowance at the end of FY2020 3Q	15,548	709	16,257

(AIFUL)

(¥ million)	Interest repayment	Waiver of principal	Total
Allowance at the beginning of FY2020	22,458	1,415	23,873
Withdraw (Interest repayment)	8,664	-	8,664
Withdraw (Waiver of principal)	-	705	705
Provisions (reversal)	-	-	-
Allowance at the end of FY2020 3Q	13,793	709	14,502

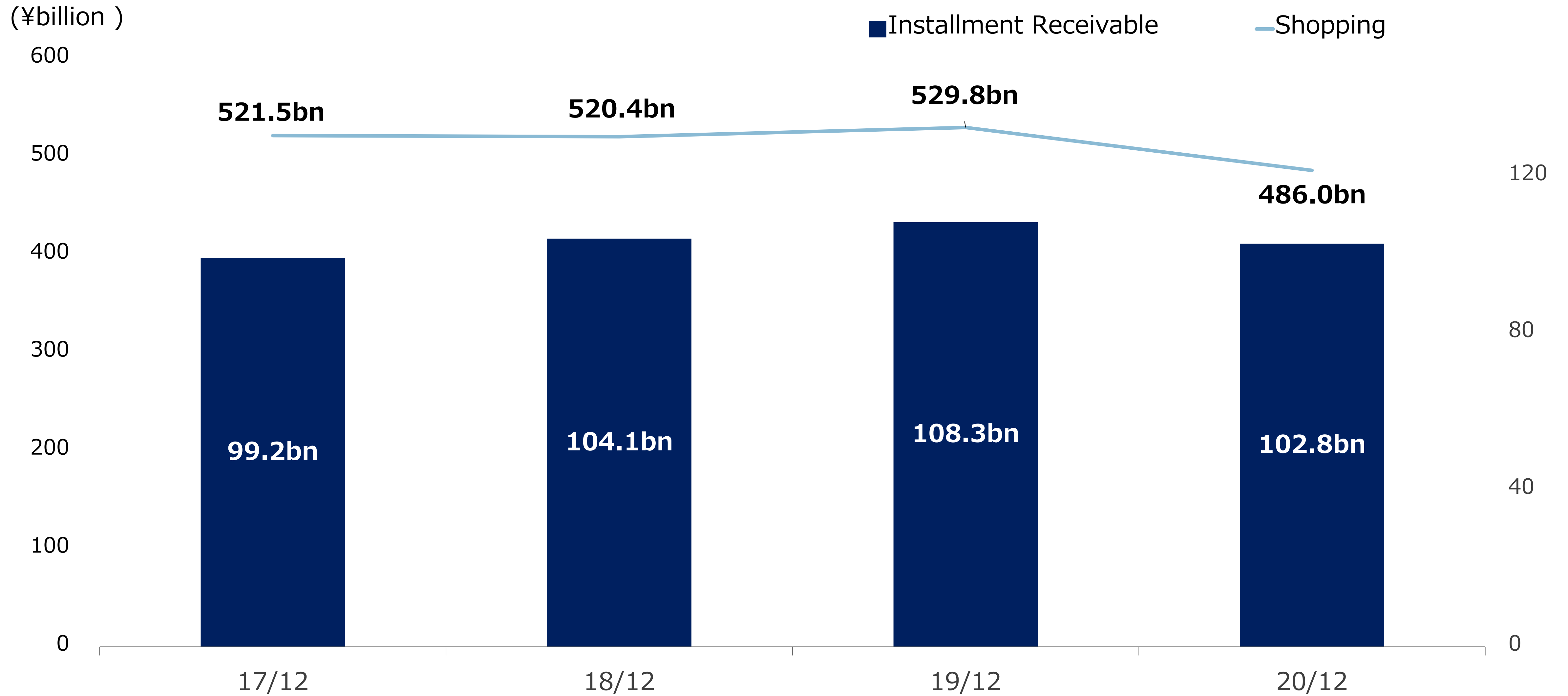
III LIFECARD Results Summary

Financial Results Summary

(¥ million)	19/12	20/12	YOY	YOY %
Operating revenue	25,618	24,328	-1,290	-5.0%
Revenue from installment receivable	13,112	12,504	-608	-4.6%
Interest on operating loans	3,992	3,472	-520	-13.0%
Revenue from credit guarantee	1,128	1,178	50	4.5%
Other	7,385	7,173	-211	-2.9%
Operating expenses	22,247	21,230	-1,017	-4.6%
Financial expenses	1,072	974	-98	-9.2%
Provision of allowance for doubtful accounts	3,226	2,654	-572	-17.7%
Provision for loss on interest repayment	-	-	-	-
Advertising cost	1,118	1,023	-94	-8.5%
Advertising expenses	85	77	-7	-8.9%
Sales promotion expenses	1,033	946	-87	-8.4%
Personnel expenses	3,398	3,484	86	2.5%
Other operating expenses	13,431	13,093	-337	-2.5%
Operating profit	3,371	3,098	-273	-8.1%
Ordinary profit	3,456	3,682	226	6.5%
Profit	2,416	2,899	483	20.0%



Installment Receivable

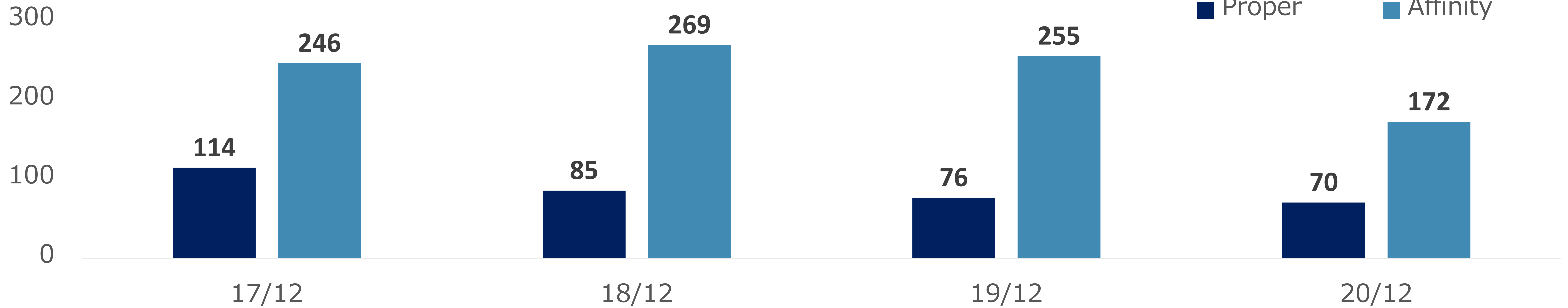




Credit Card Issuance

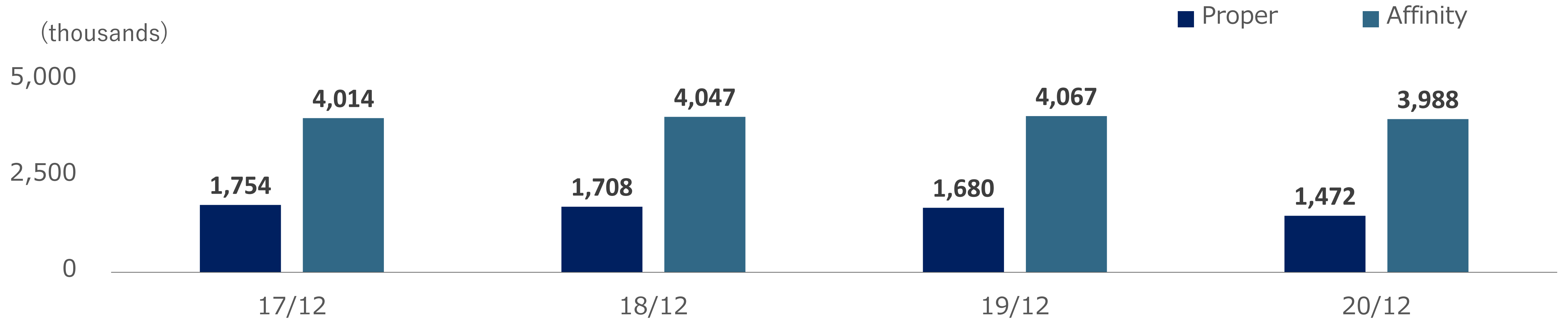
【Number of new issue】

(thousands)



【Number of card holders】

(thousands)



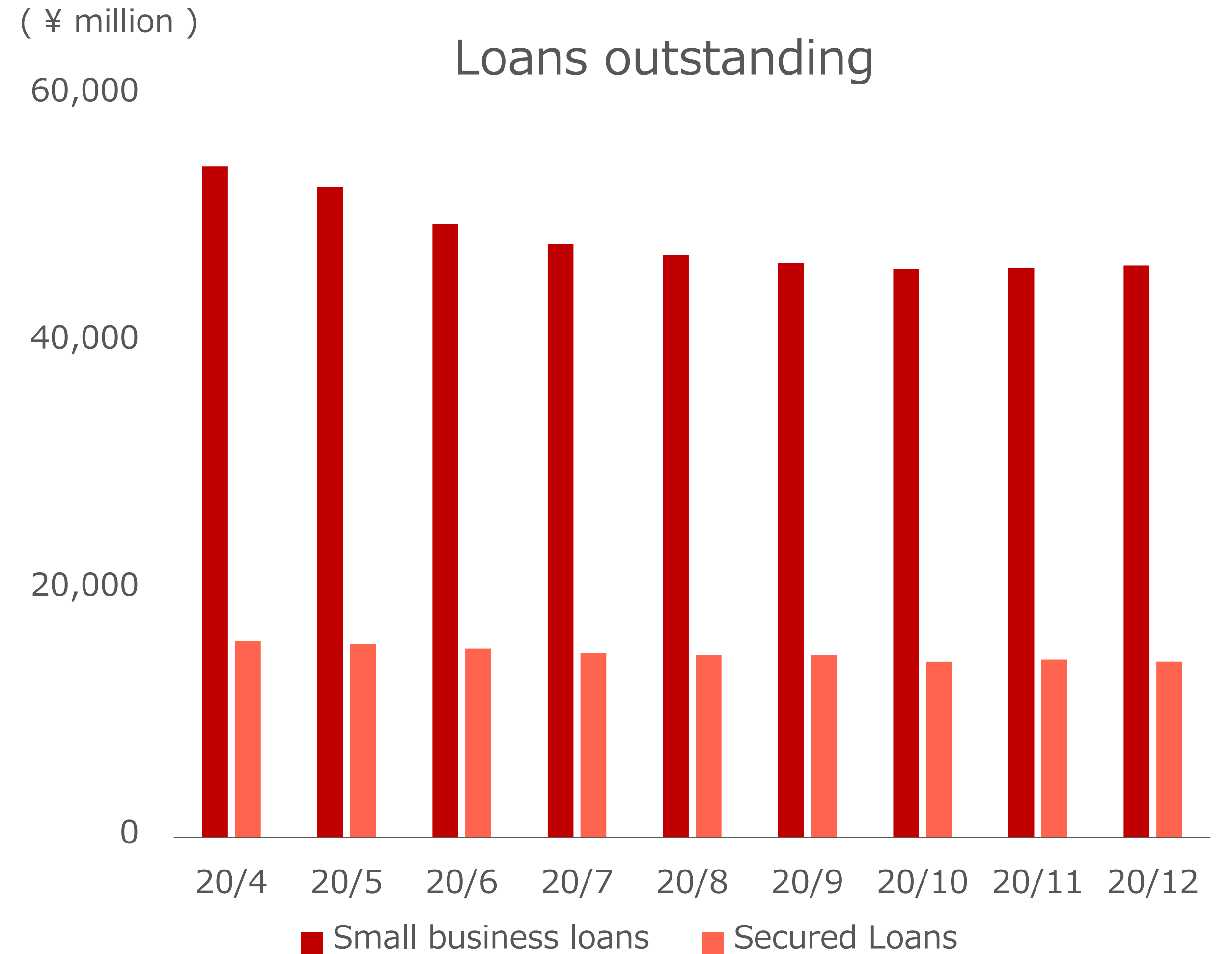


IV Financial Results Summary of Group Companies

Financial Results Summary 【AIFUL BUSINESS FINANCE CORPORATION】



(¥ million)	19/12	20/12	YOY %
Loans outstanding	67,559	58,665	-13.2%
Customer accounts (thousand)	30	25	-14.6%
Operating revenue	4,182	4,949	18.3%
Operating profit	198	2,355	-
Ordinary profit	209	2,371	-
Profit	34	1,468	-



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



Financial Results Summary [AIFUL GUARANTEE CO., LTD.]



(¥ million)	20/12
Installment receivables	7,188
Guarantee	188
Operating revenue	564
Operating profit	198
Ordinary profit	199
Profit	129

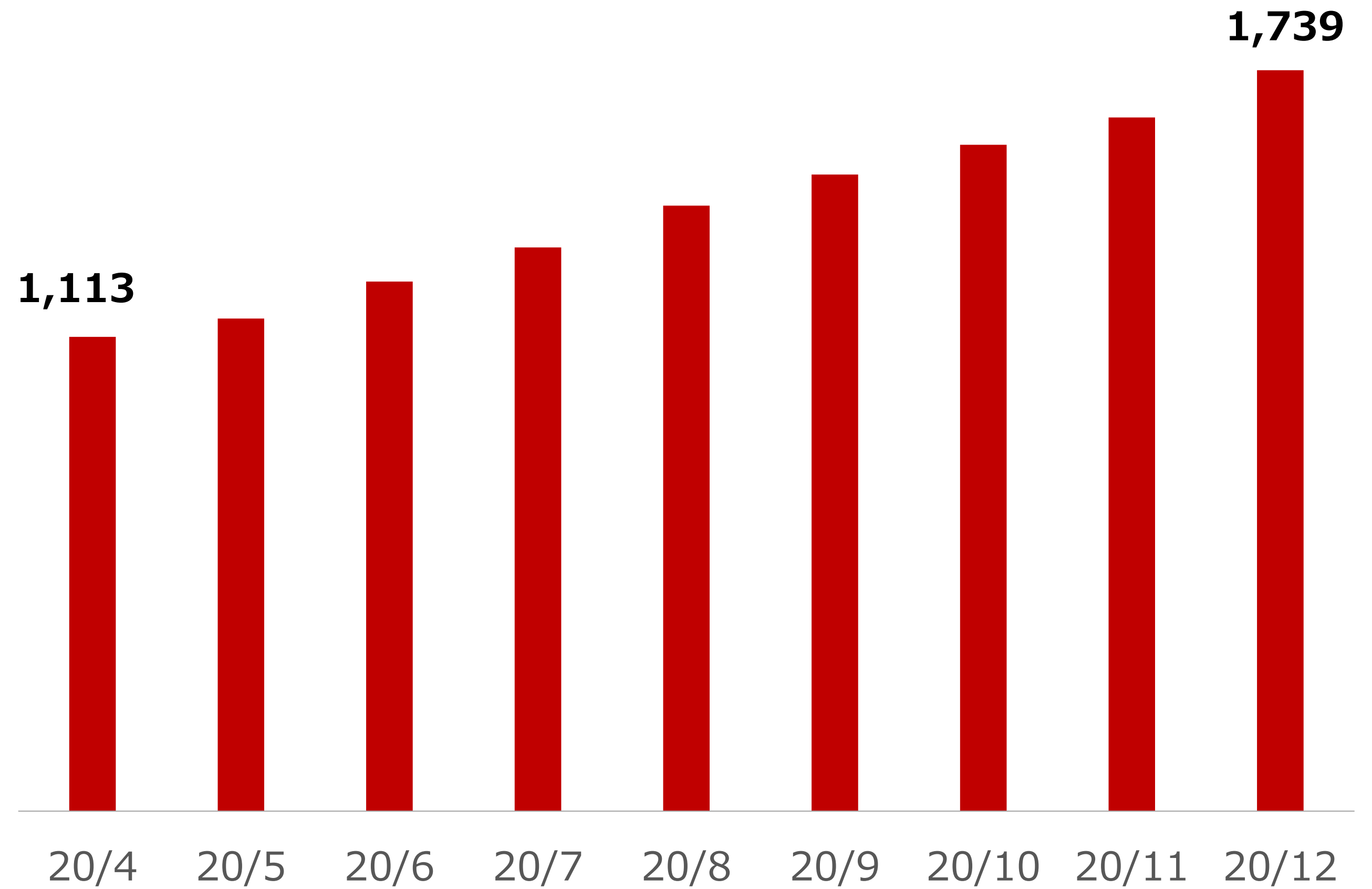
(num)

Trends of the number of affiliate stores

2,000

1,000

0



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

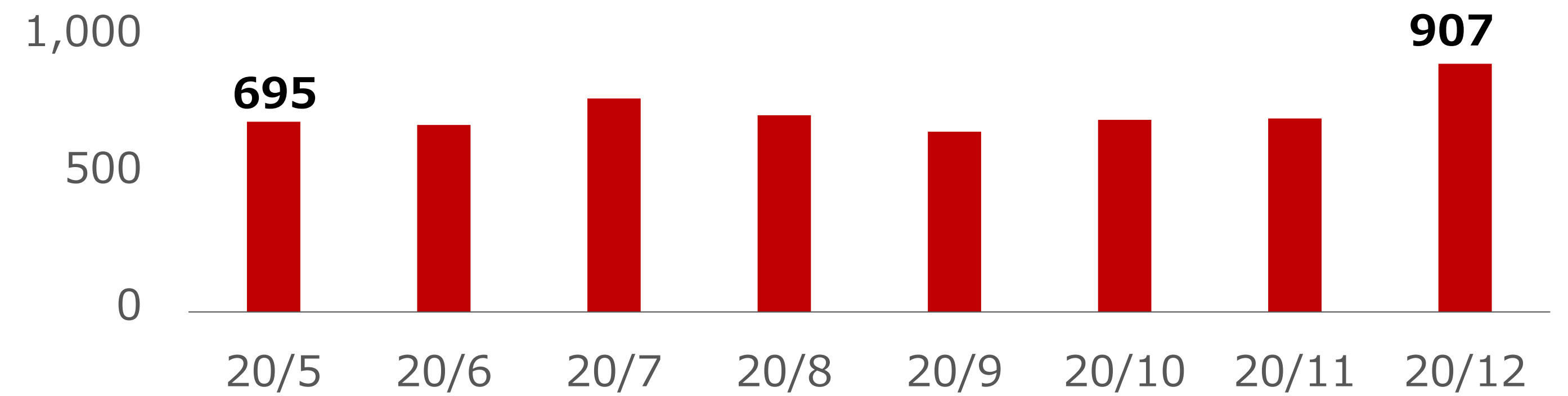
※From 1st July 2020, LIFE GUARANTEE CO.,LTD . changed its name to AIFUL GUARANTEE CO.,LTD.



(¥ million)	20/12
Transaction Volume	5,851
Operating revenue	317
Operating profit	-120
Ordinary profit	-120
Profit	-106

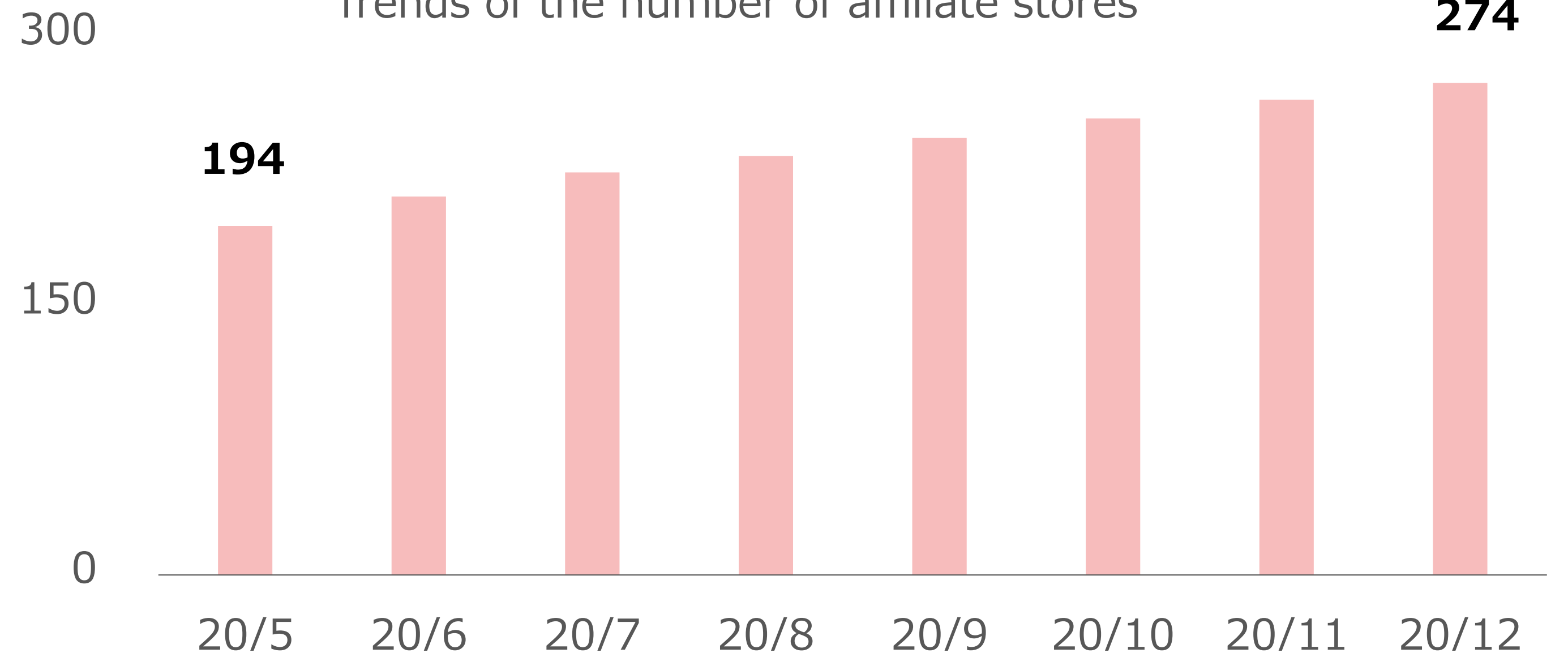
(¥million)

Trends of transaction volume



(num)

Trends of the number of affiliate stores



※ AG MIRAI BARAI Co., Ltd., established in June 2020, has been included in the consolidation from the first quarter of the fiscal year ended March 31, 2020

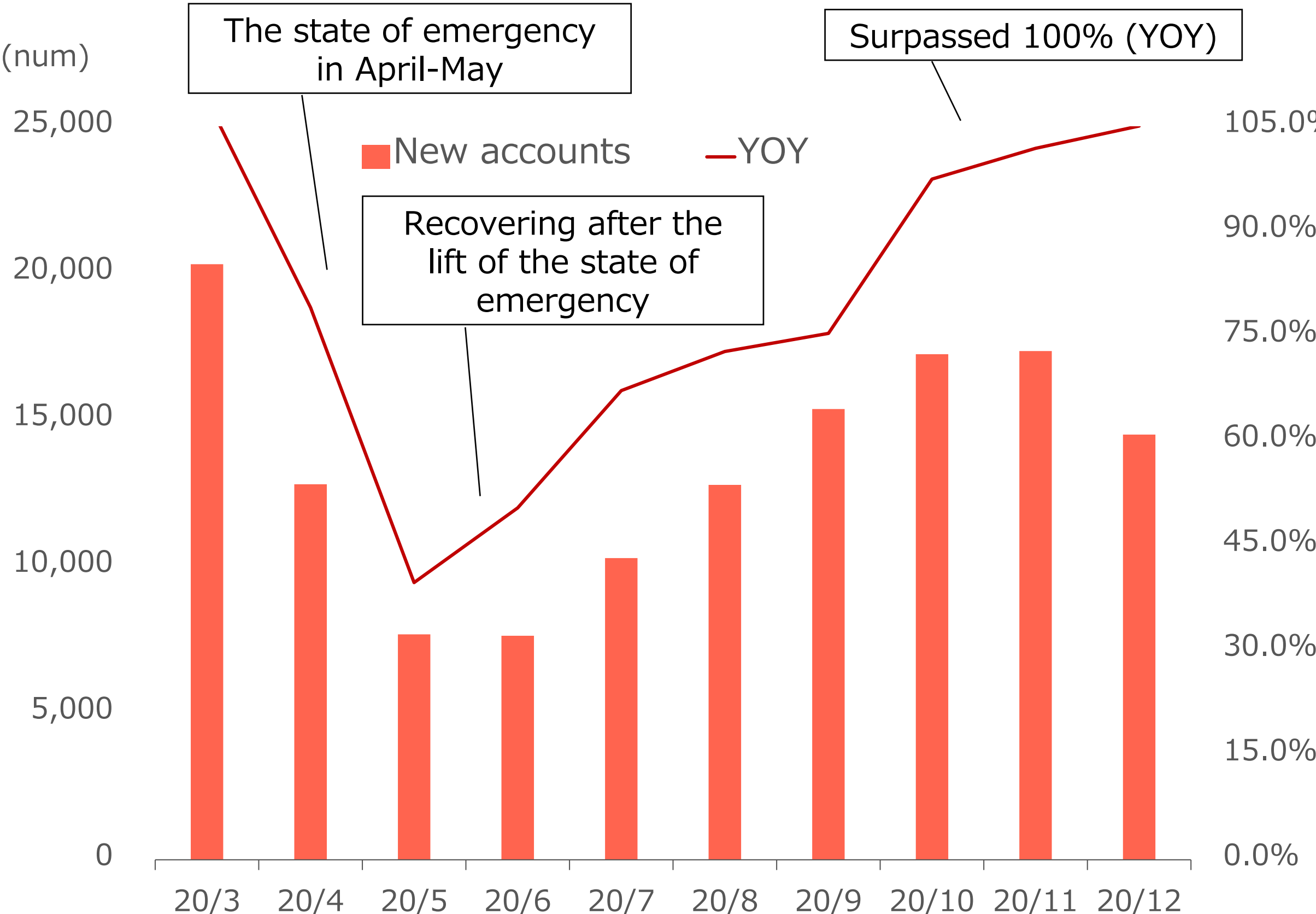


V Reference Material

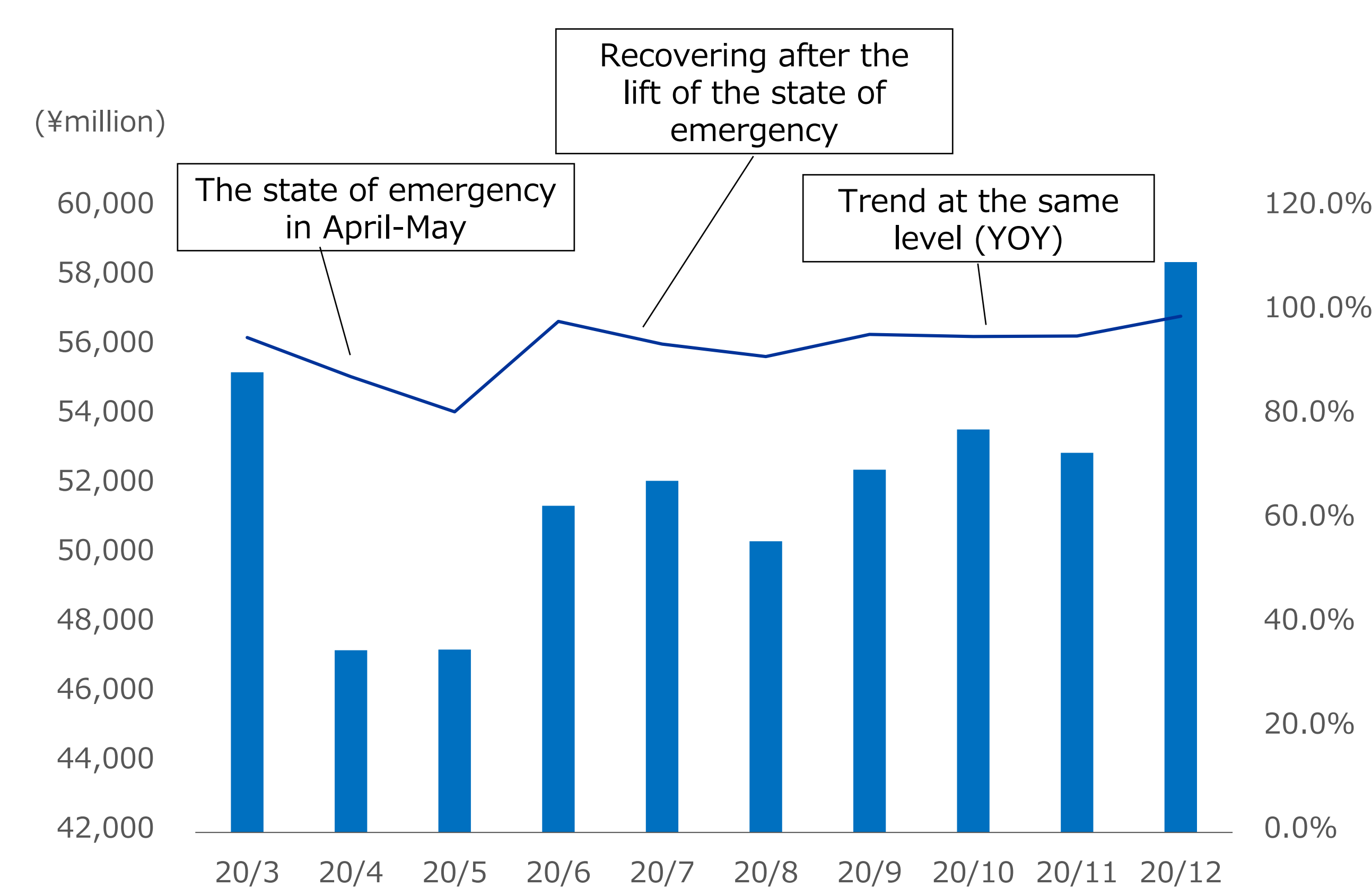


Impact of COVID-19 Loan Business · Credit Card Business

- The number of new accounts of unsecured loans sharply dropped in April-May, but smoothly recovered from then to surpass the results of the same months of the previous year in November and December.
- Shopping purchases have been trending toward recovery since June in restaurants, retail business and other industries, also reflecting the expansion of the e-commerce market.



New accounts of Unsecured Loans
(AIFUL Non-consolidated)



Shopping purchases



Operating Revenue and Expenses (Consolidated)

(¥ million)	19/12	20/12	YOY	YOY %
Operating revenue	93,192	95,863	2,671	2.9%
Interest on operating loans	53,363	55,679	2,316	4.3%
Revenue from installment receivable	13,181	14,663	1,482	11.2%
Revenue from credit guarantee	11,323	10,959	-363	-3.2%
Collection from purchased receivable	1,293	1,160	-133	-10.3%
Recoveries of written off claims	5,210	5,159	-50	-1.0%
Other revenue	8,821	8,242	-579	-6.6%
Operating expenses	81,686	80,261	-1,425	-1.7%
Financial expenses	5,496	5,444	-52	-1.0%
Cost of purchased receivable	857	800	-56	-6.6%
Provision of allowance for doubtful accounts	28,360	27,276	-1,083	-3.8%
Expenses for interest repayment	-	-	-	-
Advertising cost	8,068	7,281	-787	-9.8%
Advertising expenses	2,116	2,215	99	4.7%
Sales promotion expenses	5,952	5,066	-886	-14.9%
Personnel expenses	12,509	12,657	148	1.2%



Operating Expenses and Profit (Consolidated)

(¥ million)	19/12	20/12	YOY	
			YOY	YOY %
Other	26,321	26,698	377	1.4%
Commission	11,471	11,071	-399	-3.5%
Communications	2,603	2,164	-438	-16.9%
Provision for point card certificates	2,092	1,848	-243	-11.6%
Consumption taxes	2,443	3,551	1,108	45.4%
Depreciation expenses	2,030	2,472	442	21.8%
Supplies, repair and maintenance	1,905	2,009	103	5.4%
Rents	1,431	1,347	-83	-5.9%
Rent expenses	278	279	1	0.4%
Operating profit	11,506	15,602	4,096	35.6%
Non-operating income	733	1,461	727	99.3%
Non-operating expenses	13	105	91	672.6%
Ordinary profit	12,225	16,958	4,732	38.7%
Extraordinary profit	230	-	-	-
Extraordinary losses	109	91	-18	-16.4%
Profit before income taxes	12,346	16,867	4,520	36.6%
Profit(loss) attributable to non controlling interest	-939	-187	752	-
Profit attributable to owners of parent	11,749	16,164	4,415	37.6%



Financial Results Summary (AIFUL)

(¥ million)	19/12	20/12	YOY	
			YOY	YOY %
Operating revenue	57,354	59,303	1,949	3.4%
Interest on operating loans	42,472	44,795	2,322	5.5%
Revenue from credit guarantee	8,682	8,398	-283	-3.3%
Operating expenses	48,256	49,483	1,226	2.5%
Financial expenses	4,068	4,108	39	1.0%
Provision of allowance for doubtful accounts	19,096	20,915	1,819	9.5%
Expenses for Interest repayment	-	-	-	-
Advertising cost	6,491	5,885	-605	-9.3%
Advertising expenses	1,873	2,024	150	8.0%
Sales promotion expenses	4,617	3,860	-756	-16.4%
Personal expenses	7,684	7,701	17	0.2%
Other operating expenses	10,917	10,873	-44	-0.4%
Operating profit	9,097	9,820	722	7.9%
Non-operating income	939	1,228	288	30.7%
Non-operating expenses	11	46	35	324.5%
Ordinary profit	10,026	11,001	975	9.7%
Extraordinary income	230	-	-	-
Extraordinary losses	-	91	91	-
Profit	10,065	11,807	1,742	17.3%



Operating Results (AIFUL)

(¥ million)	19/12	20/12	YOY	YOY %
Total receivable outstanding	541,367	560,553	19,185	3.5%
Loans outstanding	424,198	432,664	8,465	2.0%
Unsecured	408,703	419,900	11,196	2.7%
Secured	7,322	5,247	-2,074	-28.3%
Small business	8,172	7,516	-656	-8.0%
Credit guarantee	108,022	118,951	10,928	10.1%
New accounts (num)	152,552	115,729	-36,823	-24.1%
Unsecured	152,453	115,671	-36,782	-24.1%
Customer accounts (thousands)	924	926	2	0.2%
Unsecured	910	914	4	0.5%
Average yield	14.7%	14.3%	-0.4pt	-
Below 18% unsecured loan balance's occupancy rate	98.8%	99.1%	0.3pt	-
Bad debt	16,884	17,493	608	3.6%
Excluding write-off accompanying interest repayment	16,021	16,787	766	4.8%
Bad debt ratio to operating loans	3.0%	3.1%	0.1pt	-
Ratio excluding write-off related to interest repayment	2.9%	3.0%	0.1pt	-



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