



**Presentation Material
for FY2021/3**

AIFUL CORPORATION

May 2021



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I Strategy and Environment



Management Indicators

Indicators of Reliability · Profitability · Growth Potential in AIFUL Group





Business Strategy

- Business development in response to changes in consumer behavior
- Strengthen Web marketing
- Improve convenience of applications
- Promote digitization of operations
- Expand guarantee business asset
- Active development of overseas businesses



Human Resource Strategy

- Realization of diverse work styles
- Strengthen development of IT human resources
- Improve IT literacy
- Develop specialists



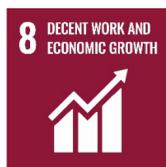


E S G

Improve Work Efficiency

Period	Expected reduction of working hours
2019/4~2020/3	11,617 hours
2020/4~2021/3	11,209 hours
Cumulative expected reduction of working hours	22,826 hours

We have been developing RPA throughout AIFUL Group since April 2019, striving to reduce energy consumption and cut overtime hours by improving work efficiency.



COVID-19

As measures to prevent infections, internal sanitization, installation of partitions, and temperature checks of employees are implemented. We also donated to the Japanese Red Cross Society as "Support Fund associated with the spread of COVID-19."



Promoting Work Style Reform and Diversity

We have introduced telework/remote work and staggered commuting systems to realize diverse work styles. We also have formulated an action plan to promote women's active participation in the workplace so that a diverse range of human resources play an active role. Furthermore, our employment rate of people with disabilities have achieved the legal employment rate of private companies.



Compliance Study Sessions

We conduct compliance study sessions for all employees (including temporary and contract employees) every year to deepen knowledge of various internal regulations and laws. We conducted 3 sessions in FY2021/3.





Topics in FY2021/3

1Q

AG MIRAIBARAI Co., Ltd
 AG MIRAIBARAI 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. It stably increases the number of affiliate stores.



AIRA & AIFUL
New Credit Scoring System

We have introduced a new credit scoring system since May to expand our target for loans and to improve the contract rate.



2Q

Smartphone ATM
 Since September 2020, our smartphone ATM service has been introduced to Lawson Bank, which has more than 12,000 ATMs nationwide.



Life CARD
BUYMA CARD

We have issued an affiliate card with BUYMA, an overseas brand and fashion website



Life CARD
PALM CARD

We have issued an affiliate card with Musashi Koyama Shopping Street Palm, which has a prepaid card function and a credit card function.



3Q

24 hours a day, 365 days a year

We started transferring “24 hours a day, 365 days a year” and “immediately” in principle.



Life CARD
GOLFER'S PLUS CARD

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



4Q

AIRA & AIFUL
e-KYC and automated bank withdrawals

Automated bank withdrawals started and e-KYC was introduced in 2021. This will lead to improved customer convenience and reduced personnel costs.

Alliance with Sokedachi

Through alliance with Sokedachi Inc., which operates Sokedachi, an application that supports construction contractors, we strive to help them stabilize their financial positions and expand their businesses.



Opening Support Loan

We have started selling mortgage-backed loan to those who will start business or have started business within 1 year such as corporations and sole proprietors.



Macro environment in Japan(as of end of March 2021)

- GDP growth rate from July to September (compared to previous quarter) is +5.3%, and that from October to December is +2.8% (Cabinet Office statistical data).
- Although economic activity has been recovering since July, the number of unemployment rose for 14 consecutive months on a year-on-year basis until March. Especially service, lodging and restaurant industries are still experiencing difficult conditions due to the second state of emergency.

Macro environment in Thailand

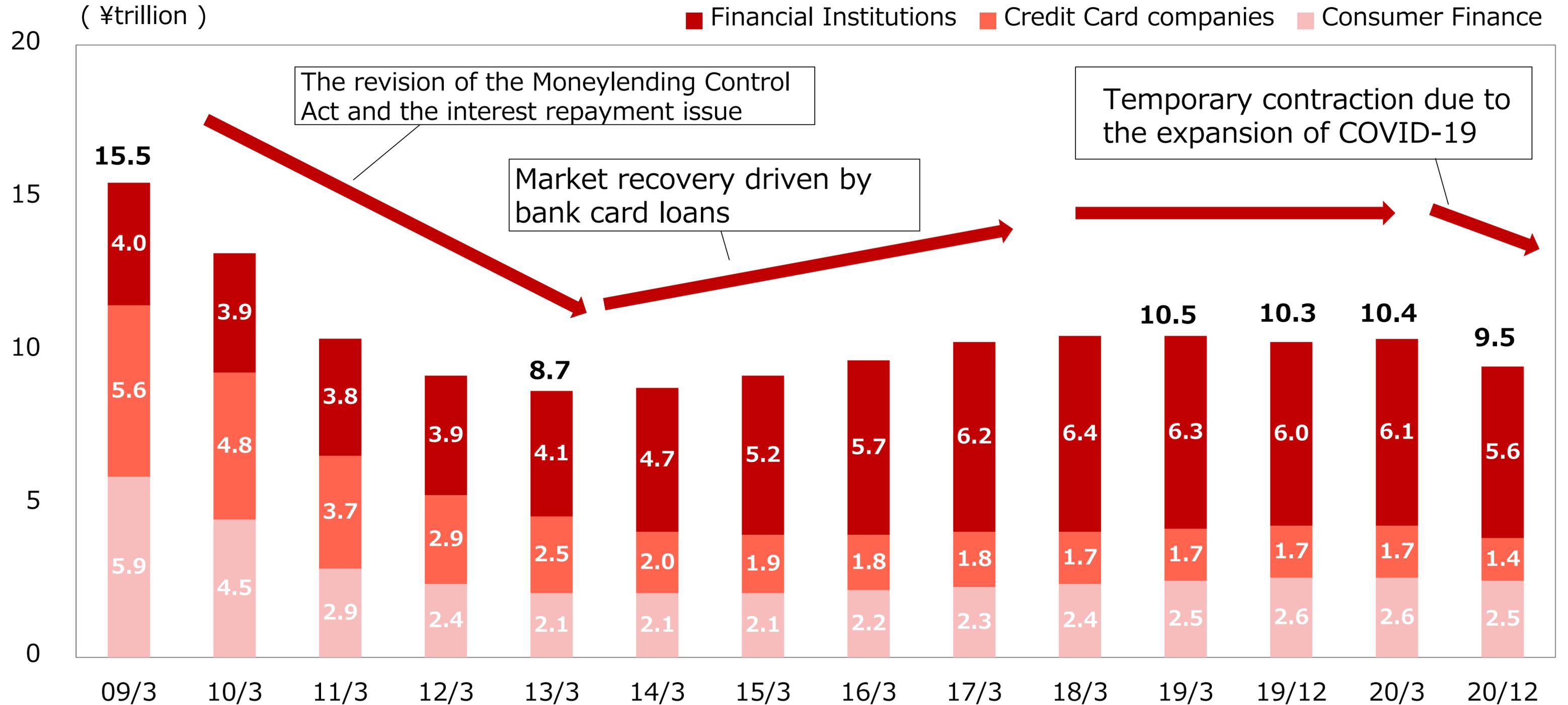
- GDP growth rate in 2020 is ▲6.1% and in 2021, +2.5~3.5% (data from National Economic and Social Development Council)
- The economic recovery in the future needs curbing the spread of COVID-19, the effectiveness and popularization of vaccines, the early acceptance of foreign tourists, stabilizing the political situation and promoting exports and private investment.

Unsecured loan market (as of end of March 2021)

- The market size has temporarily shrunk due to the impact of the spread of COVID-19.
- The balance of financial institutions significantly decreased by 500 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 impacts caused by 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

816.5 bn

down 0.5%
Year on year

Loan business

553.3 bn

down 3.4%
year on year



Credit business

108.7 bn

down 2.5%
year on year



Credit guarantee business

144.4 bn

up 15.2%
year on year



Operating revenue

127.4 bn

up 0.3%
year on year

Operating profit

17.5 bn

up 943.8%
year on year

Ordinary profit

19.3 bn

up 1024.9%
year on year

ROA

2.2%

up 2.0pt
year on year



Key Figures & Full-year Plan (Consolidated)

- Operating assets: small business loans declined by double digits due to the impact of COVID-19, while unsecured loans and credit business maintained the same level as the previous fiscal year due to a recovery in consumption activities since the lift of the first emergency declaration
- Credit guarantee business: double-digit growth to 144.4 billion yen, driven by loan on deeds such as Omatome loan (up 21.0 billion yen year on year)

(¥ million)	20/3	21/3	20/3		22/3 (E)	22/3	
			YOY	YOY %		YOY	YOY %
Total operating assets	820,430	816,579	-3,850	-0.5%	901,700	85,138	10.4%
Loan business	573,080	553,389	-19,690	-3.4%	580,800	27,502	5.0%
Unsecured	486,119	481,687	-4,432	-0.9%	507,700	26,095	5.4%
Secured	22,533	18,281	-4,252	-18.9%	18,600	344	1.9%
Small business	64,427	53,421	-11,005	-17.1%	54,400	1,061	2.0%
Credit Business	111,473	108,714	-2,758	-2.5%	132,100	23,404	21.5%
Guarantee	127,018	145,725	18,707	14.7%	178,500	32,811	22.5%
Credit guarantee business	125,332	144,428	19,095	15.2%	177,500	33,139	22.9%
Other	1,685	1,297	-388	-23.0%	900	-328	-25.3%
Operating revenue	127,038	127,481	442	0.3%	132,800	5,382	4.2%
Operating expenses	125,358	109,950	-15,408	-12.3%	109,100	-834	-0.8%
Operating profit (loss)	1,679	17,530	15,850	943.8%	23,700	6,216	35.5%
Ordinary profit (loss)	1,716	19,305	17,589	-	24,200	4,912	25.4%
Profit (loss) attributable to owners of parent	1,390	18,437	17,046	-	21,100	2,755	14.9%



Consolidated Results Summary (1)

- **Operating Revenue:** increased by 400 million yen year on year, reflecting the decline in the growth rate of operating assets in each business due to COVID-19
- **Operating expenses:** decreased by 15.4 billion yen year on year due to a decrease in operating costs including financial expenses and advertising costs, as a result of a temporary reduction in business activities in conjunction with the spread of infections

(¥ million)	20/3	21/3	YOY	
				%
Operating revenue	127,038	127,481	442	0.3%
Interest on operating loans	72,444	74,041	1,596	2.2%
Revenue from installment receivable	19,391	19,387	-4	0.0%
Revenue from credit guarantee	15,203	14,524	-678	-4.5%
Other operating revenue	19,998	19,528	-470	-2.4%
Operating expenses	125,358	109,950	-15,408	-12.3%
Financial expenses	7,522	7,248	-273	-3.6%
Expenses for interest repayment	16,927	-	-16,927	-
Credit cost	35,277	38,818	3,540	10.0%
Advertising cost	10,764	9,821	-942	-8.8%
Personnel expense	16,853	16,902	49	0.3%
Other	38,013	37,158	-855	-2.2%



Consolidated Results Summary (2)

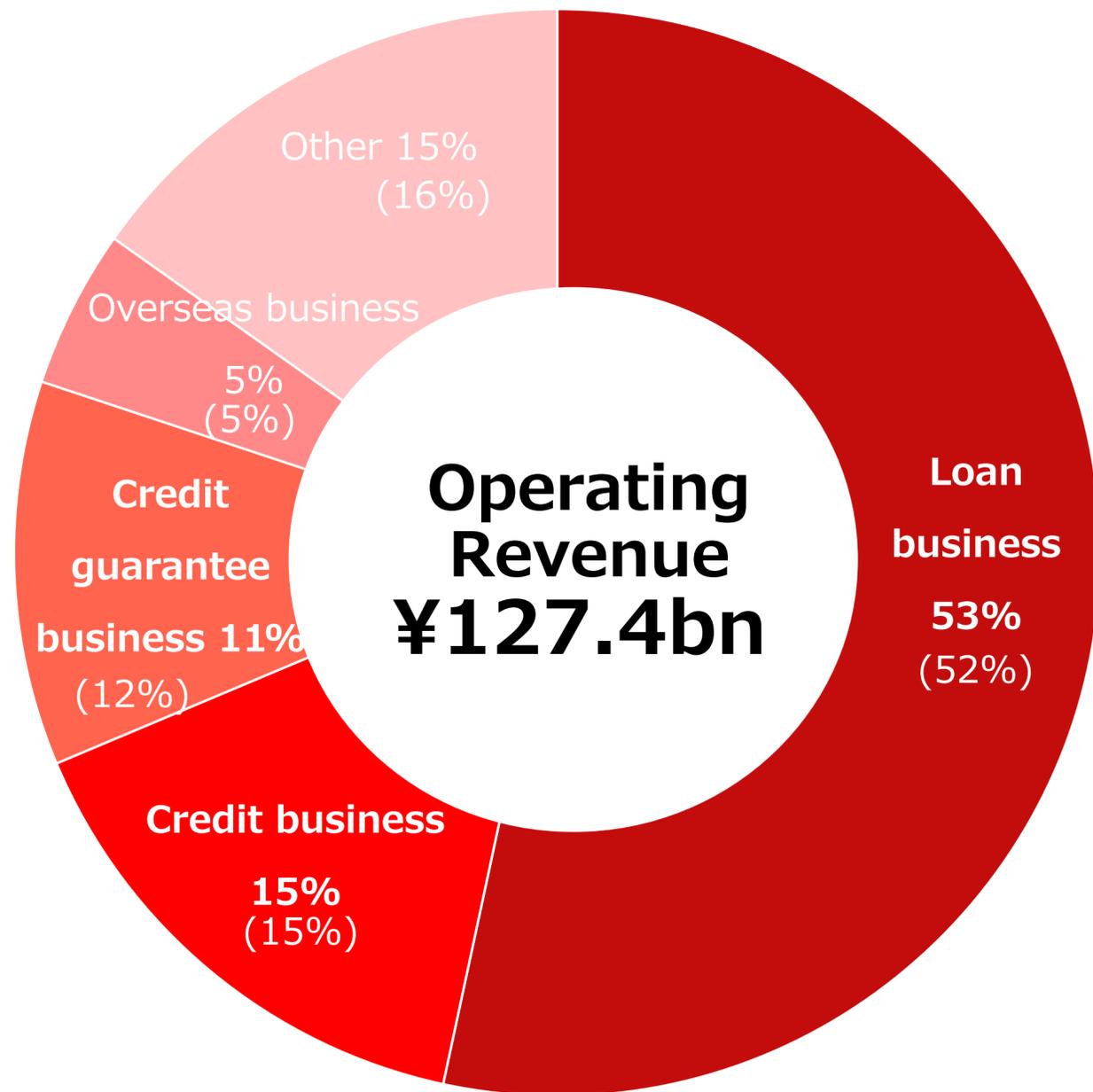
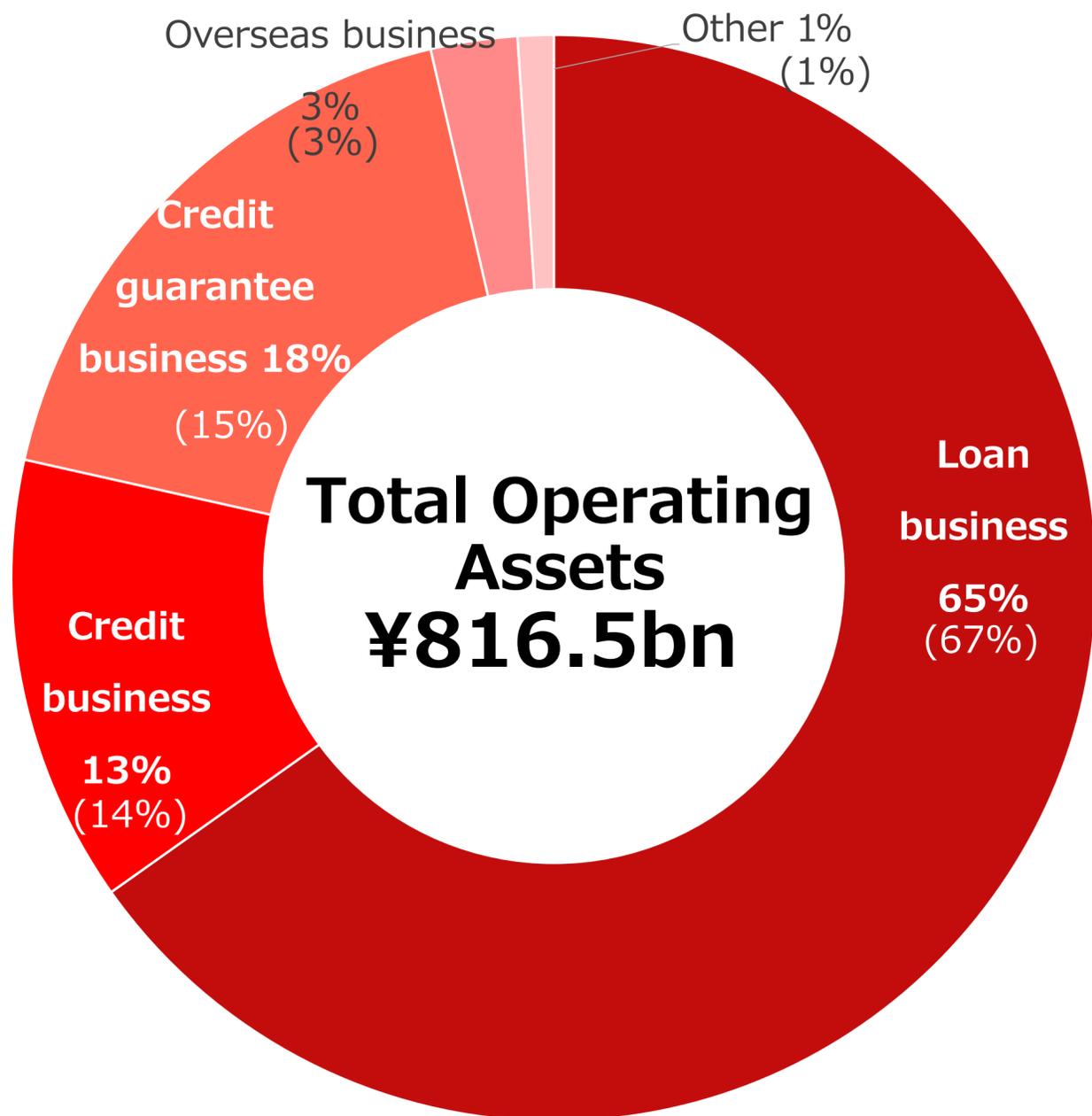
- **Non-operating income:** increased by 1.3 billion yen year on year to 1.9 billion yen due to the posting of gain on sales of investment securities of 300 million yen at LIFECARD and foreign exchange gains on inter-group loans to A&A of 500 million yen
- **Extraordinary losses:** recorded 1.1 billion yen due to consolidated adjustments related to the allowance for doubtful accounts receivables and impairment of fixed assets at A&A

(¥ million)	20/3	21/3	YOY	
			YOY	YOY %
Operating profit (loss)	1,679	17,530	15,850	943.8%
Non-operating income	529	1,928	1,398	263.9%
Non-operating expenses	493	153	-339	-68.9%
Ordinary profit (loss)	1,716	19,305	17,589	-
Extraordinary income	230	-	-	-
Extraordinary losses	376	1,156	779	207.1%
Profit (loss) before income taxes	1,569	18,149	16,579	-
Income taxes-current	2,155	2,965	809	37.5%
Income taxes-deferred	-886	-2,610	-1,723	194.3%
Profit (loss) attributable to non-controlling interests	-1,089	-642	447	-41.0%
Profit (loss) attributable to owners of parent	1,390	18,437	17,046	-



Business Portfolio

- **Total Operating Assets** : the occupancy rate of credit guarantee business was up 3pt year on year to 18% reflecting double-digit growth in the balance, a sign of improvement in our business portfolio
- **Operating Revenue** : as a result of an increase in interest on operating loans, up 2.2% year on year, the occupancy rate of loan business was up 1pt year on year to 53%

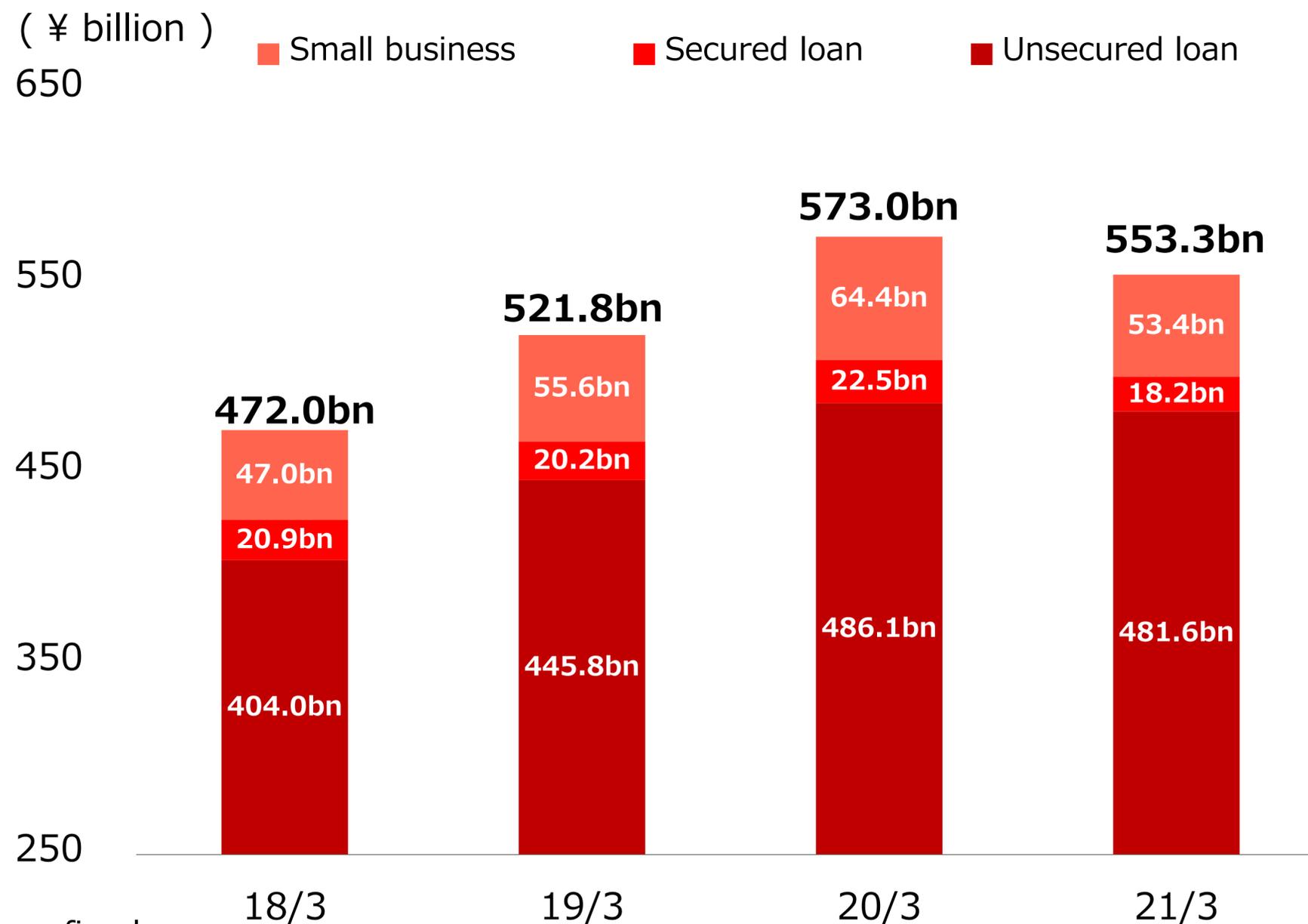
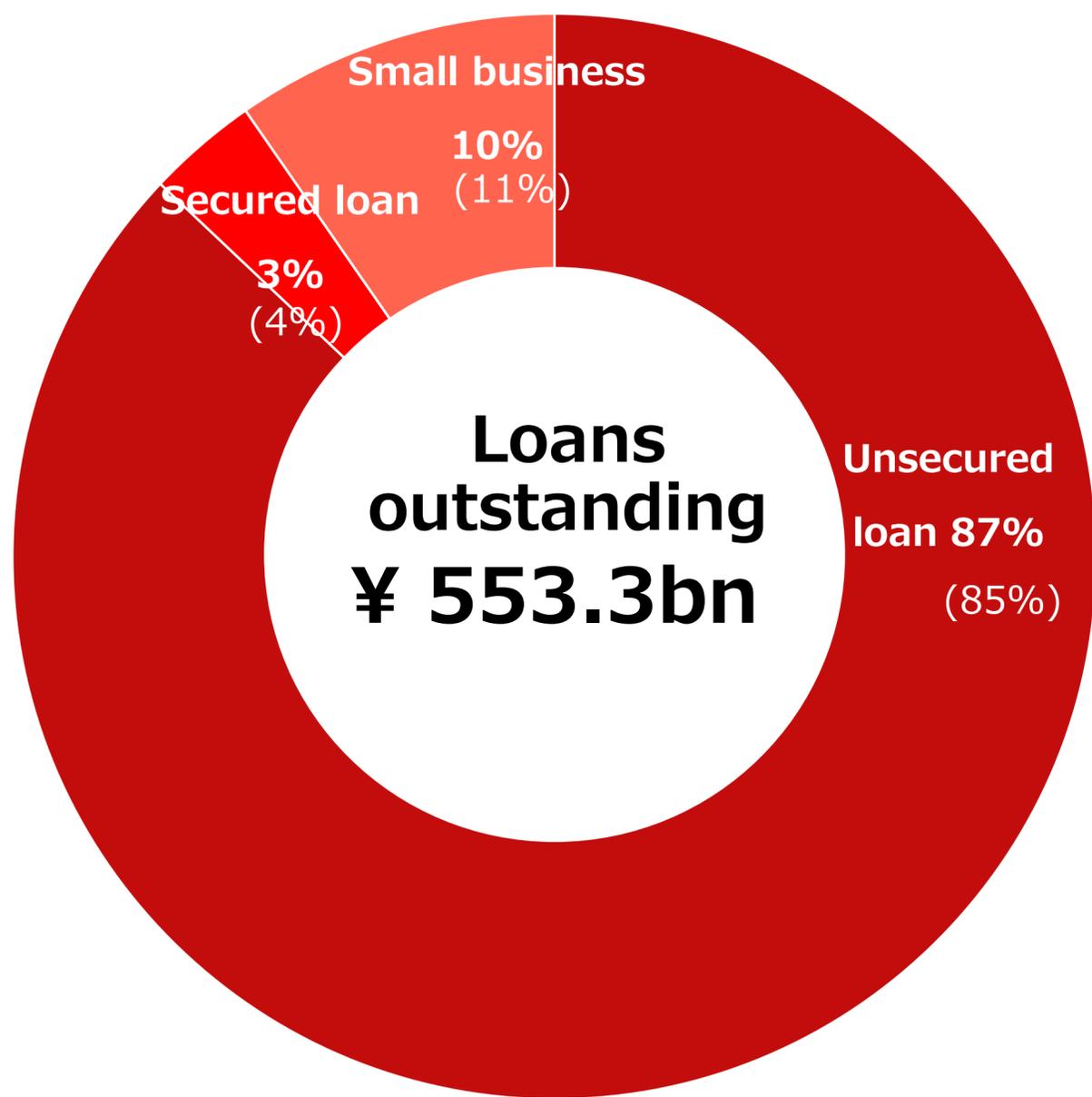


Notes: figures in parentheses are ratios as of the end of the previous fiscal year.



Loan Business (1) Total operating assets [Consolidated]

- Loans outstanding : ¥553.3 billion, a decrease of 3.4% year on year, reflecting a decline in the demand for funds 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 1pt year on year



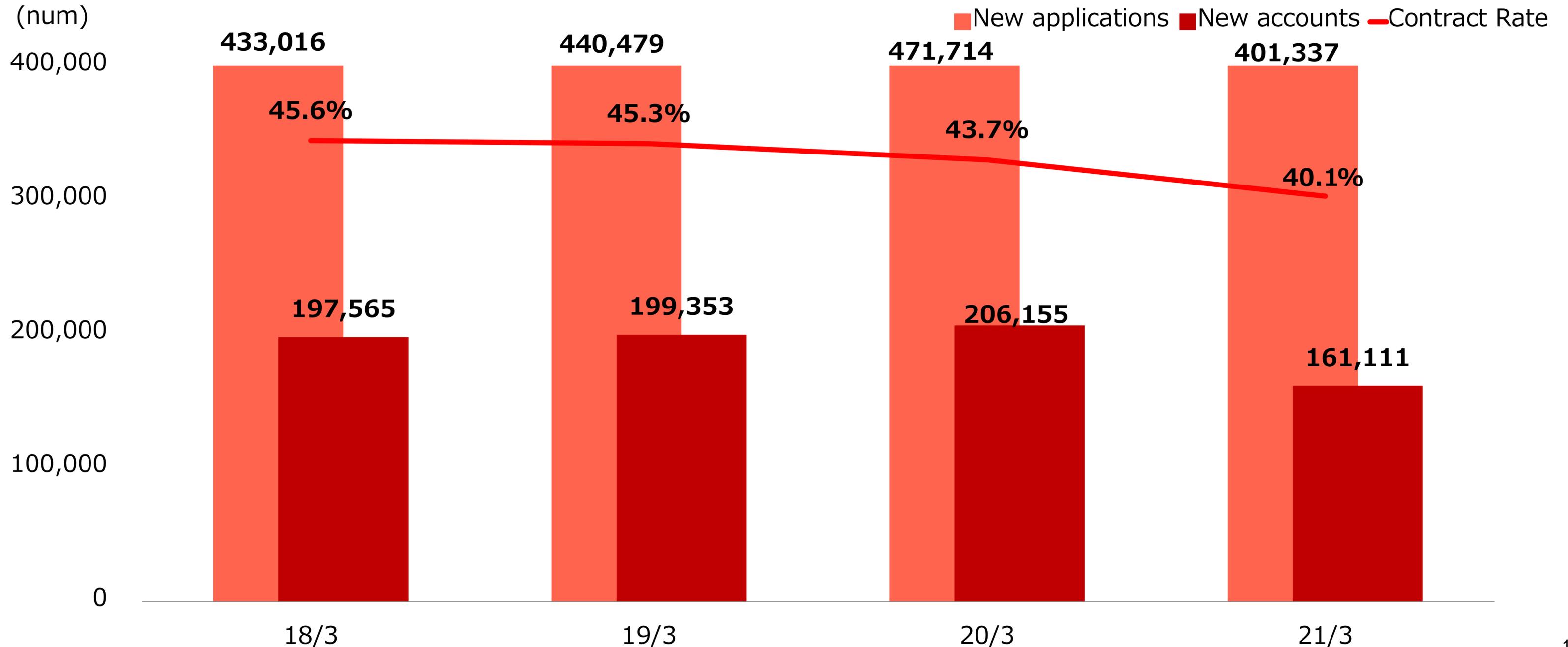
Notes: figures in parentheses are ratios as of the end of the previous fiscal year.

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 funds 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. Furthermore, due to the reissuance of the Emergency Declaration in January, the number of new applications was 401,000, a decrease of 14.9% year on year and the number of new accounts was 161,000 contracts, a fall of 21.8% year on year.



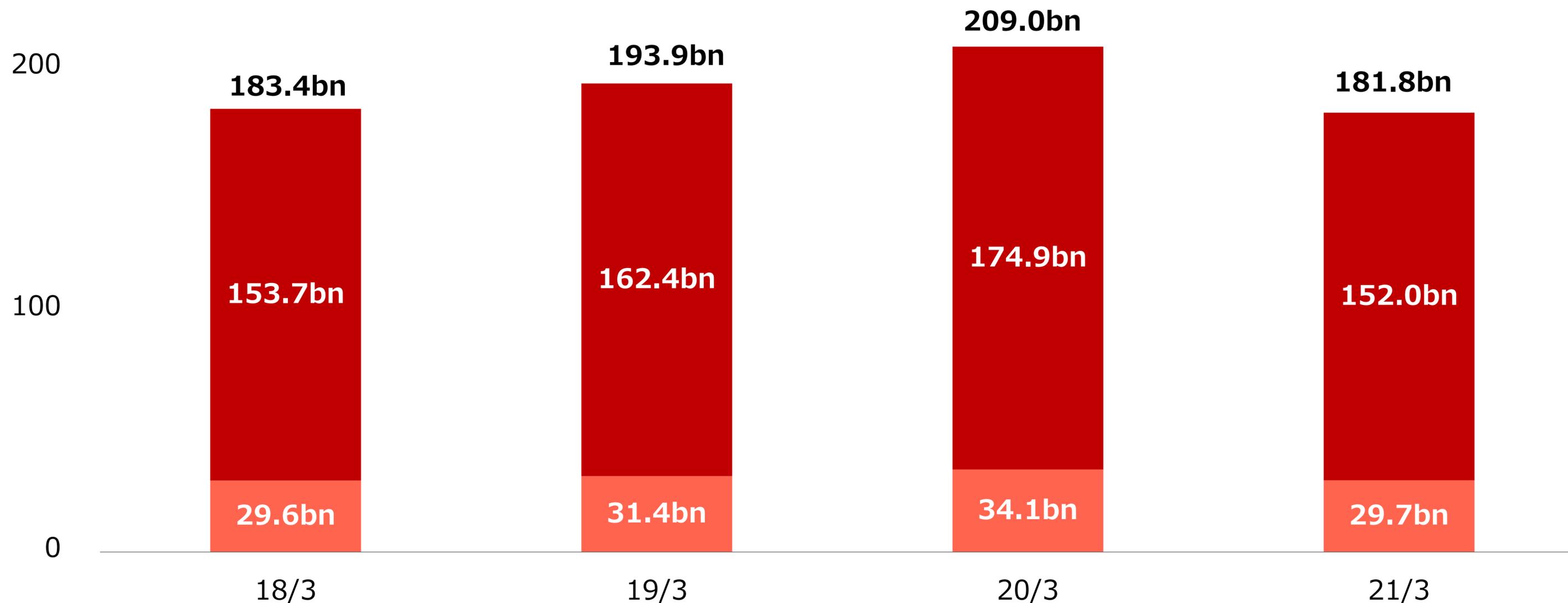


Loan Business (3) Loan Volume [AIFUL]

- Loan volume stood at ¥181.8 billion, a drop of 13.0% year on year, reflecting a poorer demand for funds due to COVID-19
- Both the volumes of new and existing accounts were recovering during the second half of the fiscal year

(¥ billion)

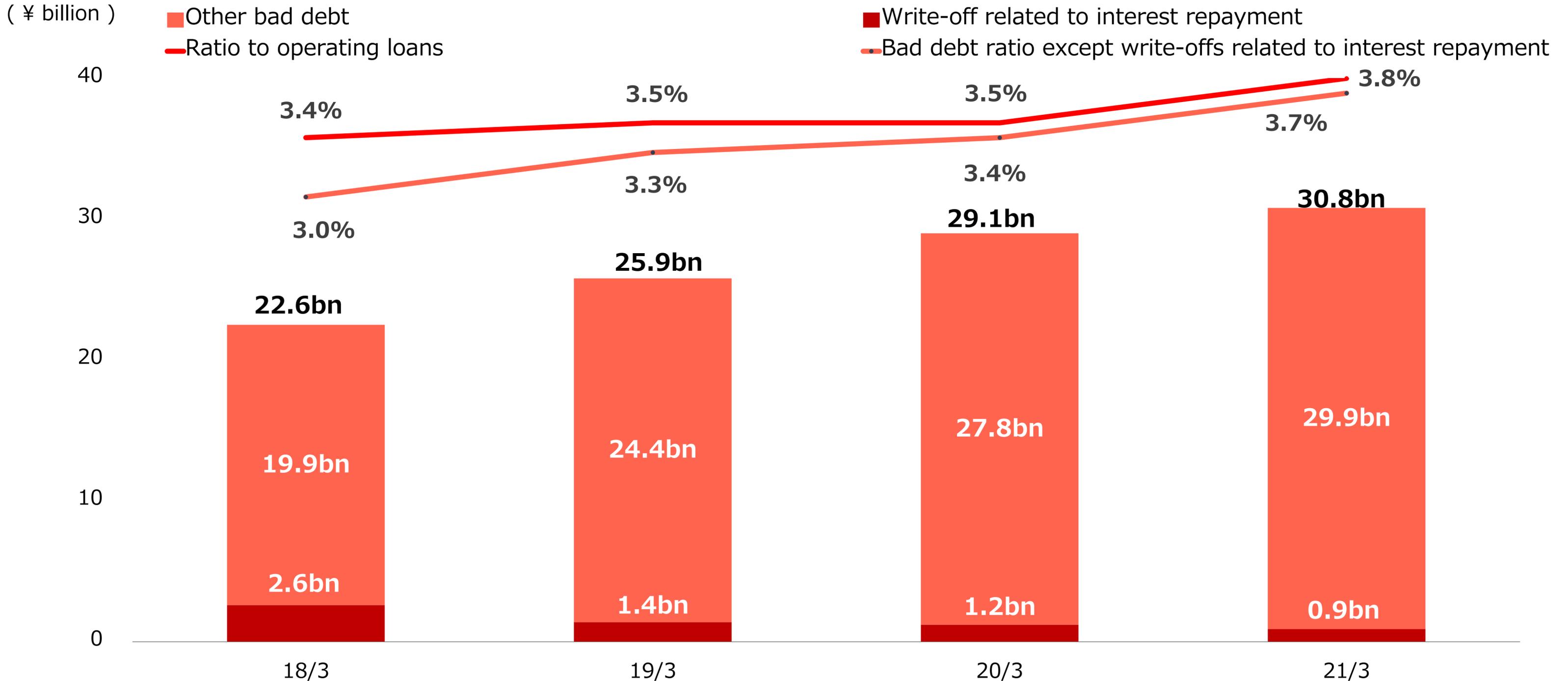
■ Existing accounts ■ New accounts





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

- **Bad debt: ¥29.9 billion, a slight rise of 7.3% year on year due to the sluggish growth in operating assets (excluding write off related to interest repayment)**
- **Bad debt ratio to loans: rose 0.3pt year on year to 3.8% due to the almost unchanged balance of operating assets**



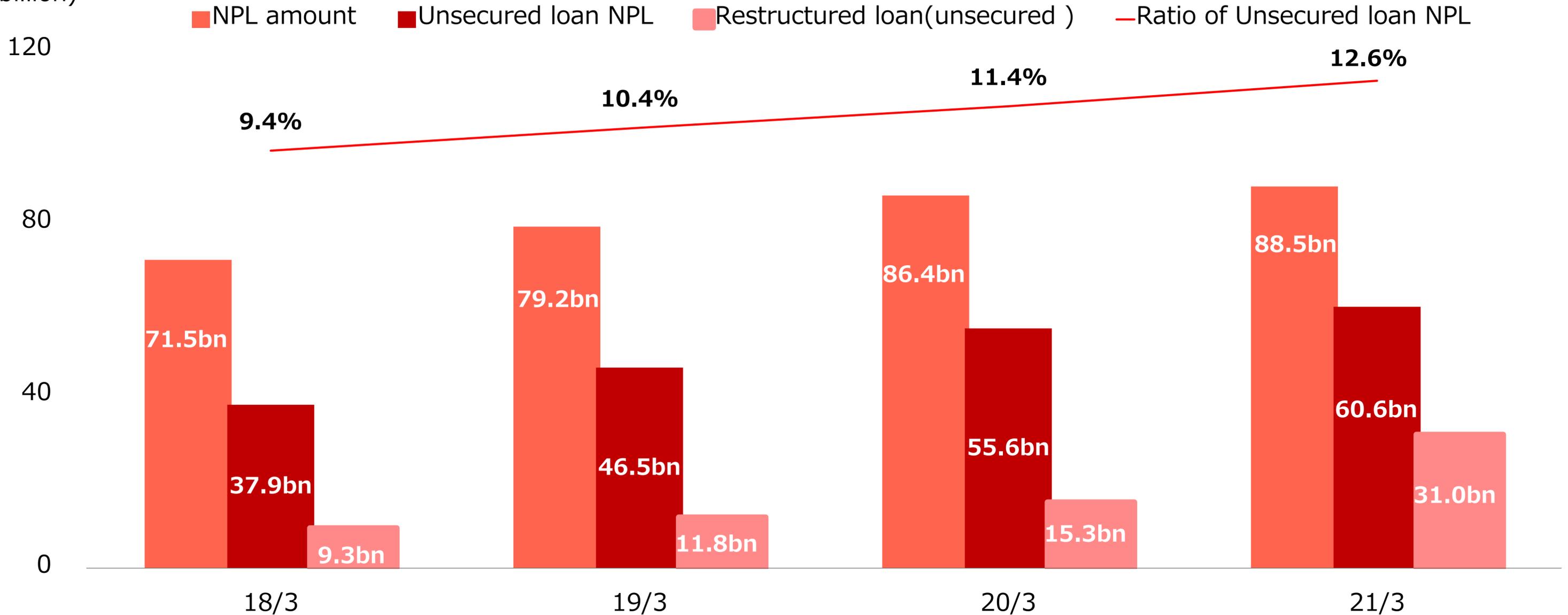


Non-performing Loans (2)

Non-performing Unsecured Loans [Consolidated]

- Non-performing of unsecured: ¥60.6 billion, a rise of 9.0% year on year mainly due to an increase in restructured loans
- Non-performing loan ratio: 12.6%, up 1.1pt reflecting overlapping impact from stunted growth in operating assets due to COVID-19

(¥billion)



*Restructured loans receiving payments on a regular basis, which were included in "Non-accrual loans" in the previous fiscal year, are now included in "Restructured loans" in a more realistic manner from the fiscal year ended March 31, 2021.



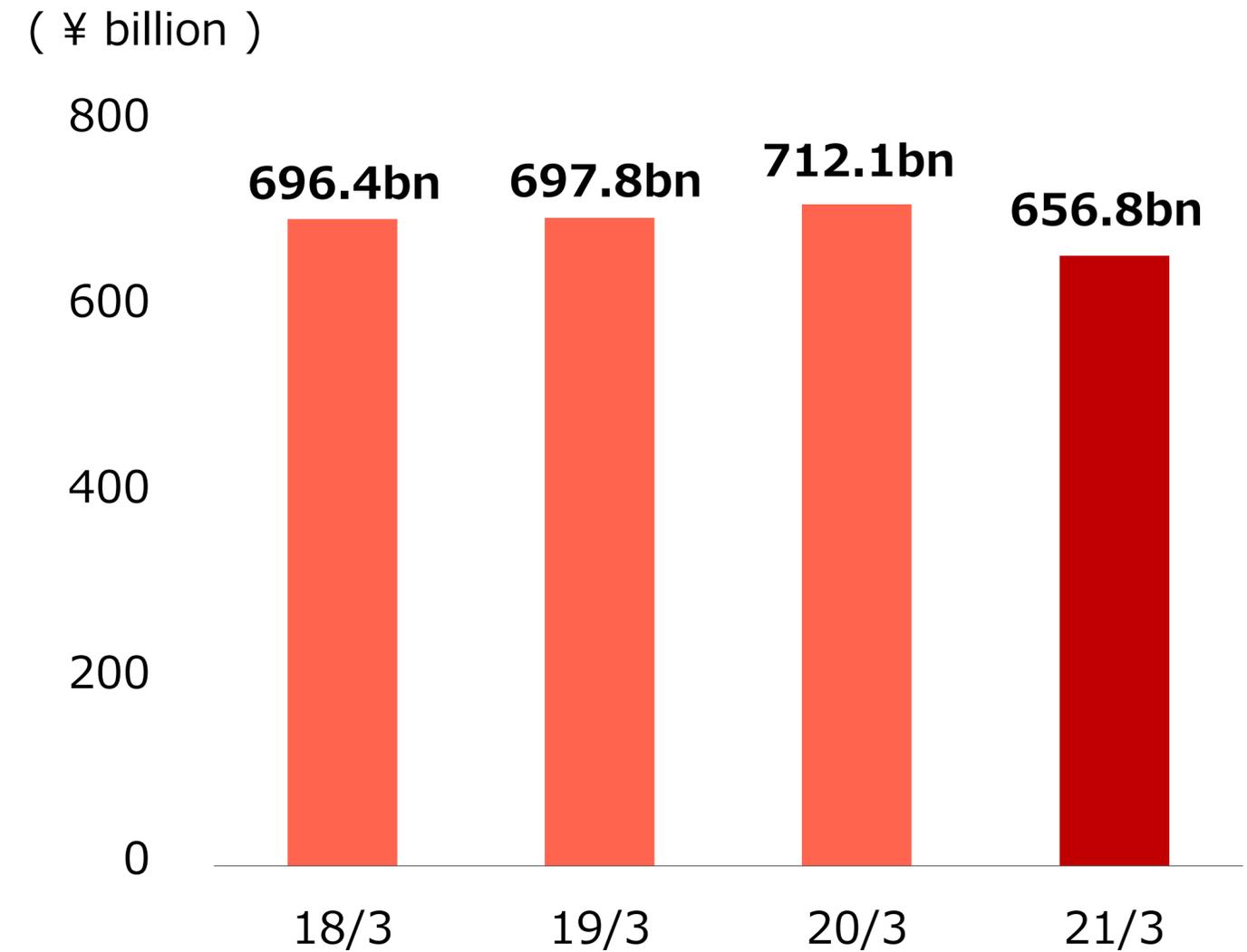
Credit Business (Credit Card, Individual Installment)(1)

Transaction Volume [Consolidated]

• In the credit card business, although use in travel and leisure facilities was sluggish due to the impact of COVID-19, the decline in transaction volume became smaller than that in the first half due to robust use at net shopping and electronics mass retailers. As a result, the transaction volume was down 7.8% year on year to 656.8 billion yen.

[Trends of transaction volume]

(¥ million)	19/3	20/3	21/3	YOY
Transaction Volume	697,854	712,107	656,826	-7.8%
Credit card	697,854	707,851	650,951	-8.0%
Individual installment	-	4,256	5,875	38.0%



*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)

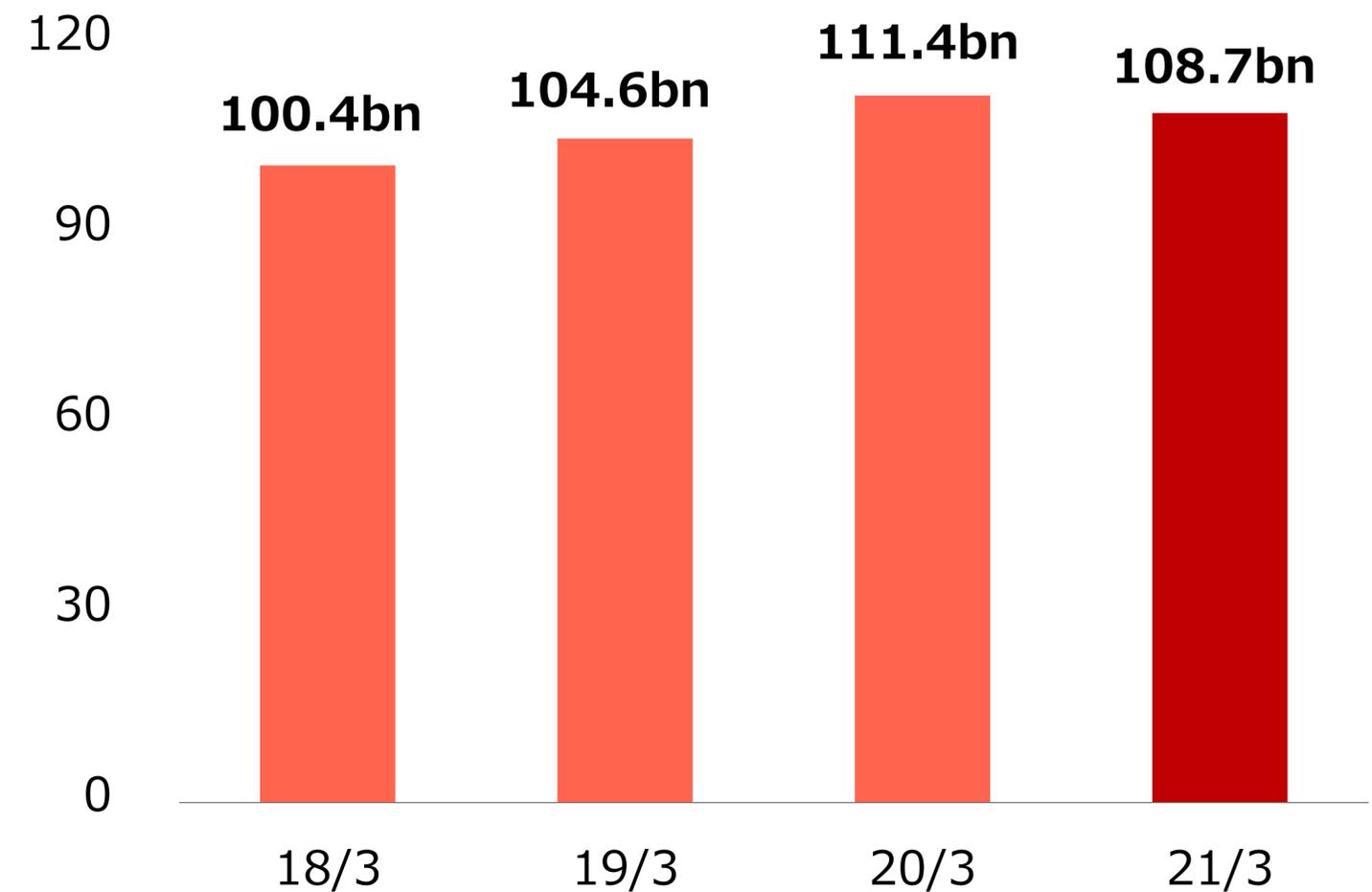
Installment Receivable [Consolidated]

- Credit card : ¥100.5 billion, a decrease of 5.2% year on year, in tandem with a decline in credit card purchases
- Individual installment : ¥8.0 billion, a rise of 50.7% year on year reflecting the steady increase of transaction volume and new affiliate stores at AIFUL GUARANTEE

[Trends of Installment receivable]

(¥ million)	19/3	20/3	21/3	YOY
Installment receivable	104,645	111,473	108,714	-2.5%
Credit card	104,242	105,961	100,504	-5.2%
Individual installment	-	5,373	8,096	50.7%

(¥ billion)



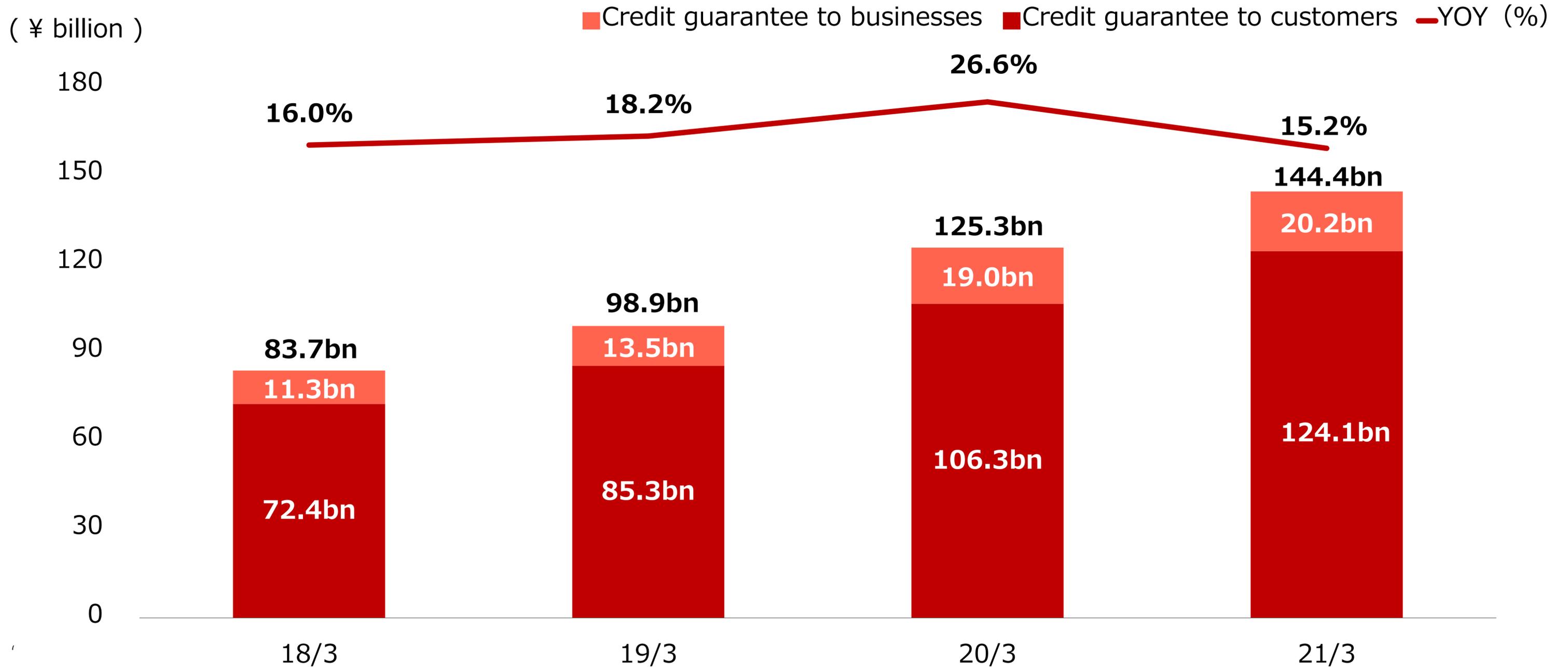
*AIFUL GUARANTEE CO., LTD., which operates an installment credit sales business, has been included in the scope of consolidation since the fiscal year ended March 31, 2020.



Credit Guarantee Business

Guarantee For Individuals · Business operators 【Consolidated】

• Although the growth rate for the balance temporarily dropped due to a decline in the demand for funds, the credit guarantee balance maintained a double-digit growth reflecting our efforts to diversify products and strengthen relationships with partners, up 15.2% year on year to ¥144.4 billion



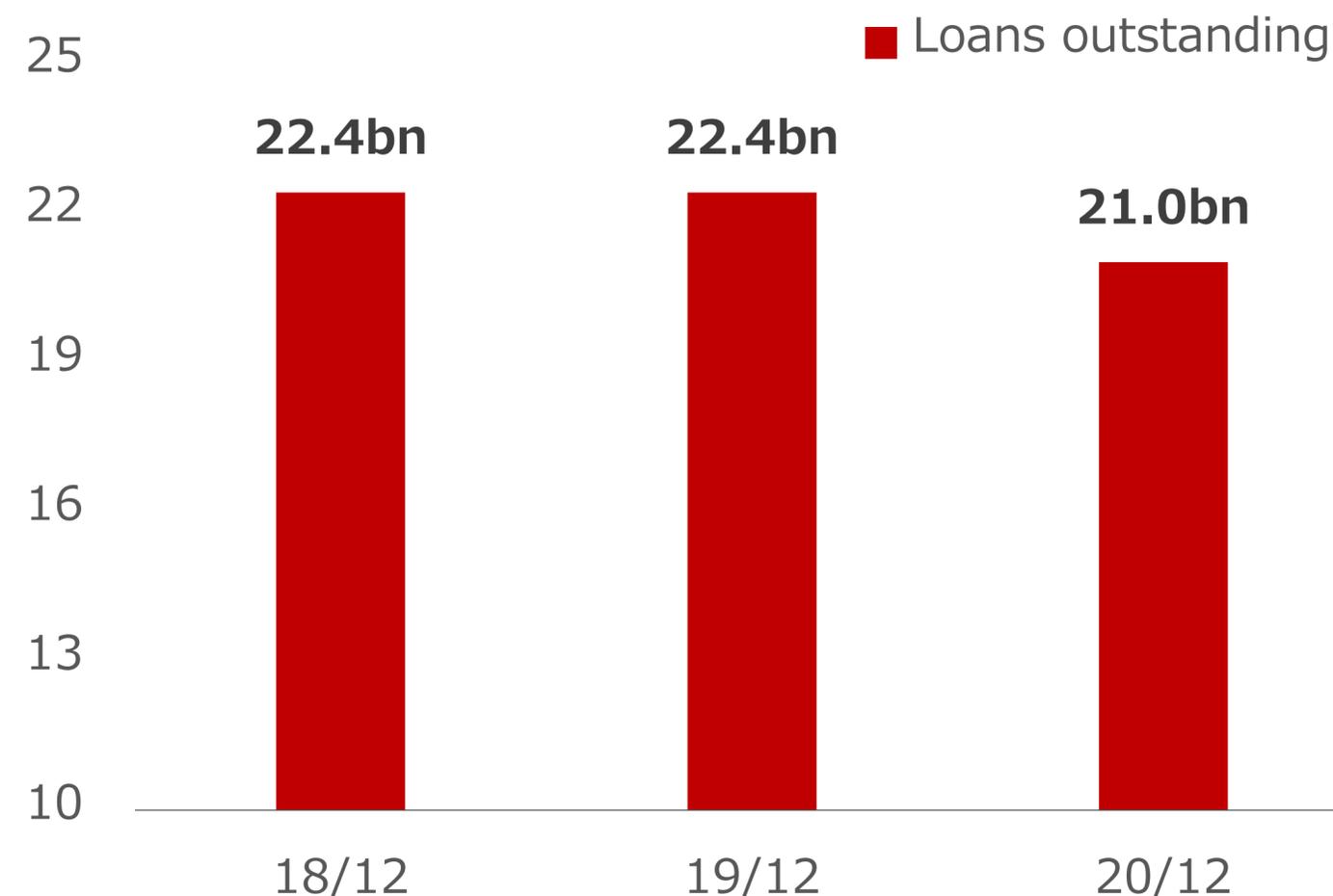


Overseas Business AIRA&AIFUL (Thailand)

- The contract rate has been on an uptrend due to introduction of a new scoring system
- Furthermore, as a result of a decrease in credit cost reflecting improvement of the quality of our debt portfolio, ordinary loss shrank to ¥130 million

(¥ million)	19/12	20/12	YOY
Loans outstanding	22,414	21,068	-6.0%
N. of customer accounts (Thousand)	342	329	-4.0%
Operating revenue	6,519	5,957	-8.6%
Operating profit (loss)	-1,097	-118	-
Ordinary profit (loss)	-1,064	-131	-
Profit (loss) attributable to owners of parent	-1,176	-190	-

(¥ billion)



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

* Exchange rate (Thai Baht): B/S: ¥3.41(FY2019 4Q), ¥3.63(FY2020 4Q)

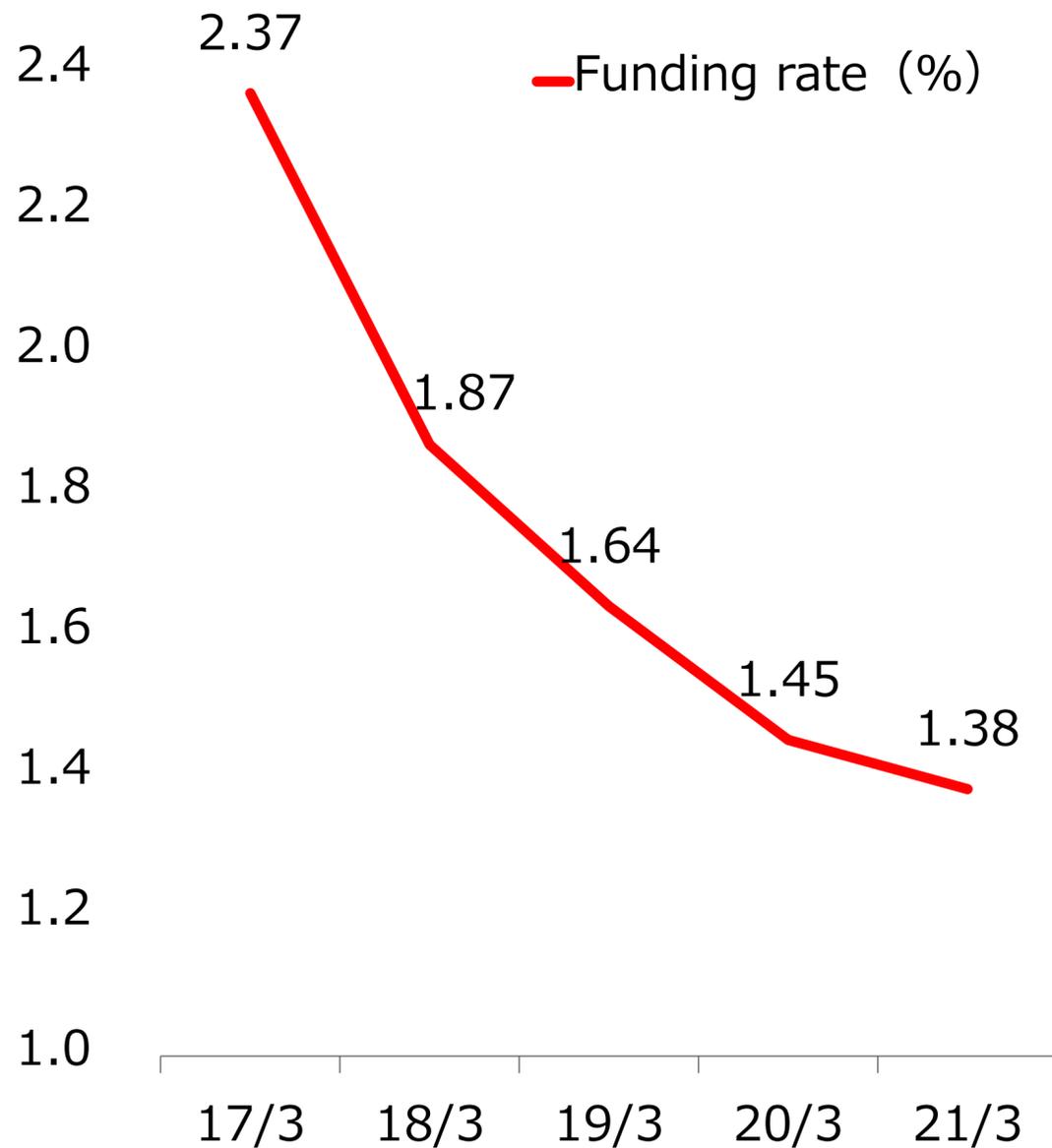
P/L: ¥3.52(FY2019 4Q), ¥3.42(FY2020 4Q)



Funding [Consolidated]

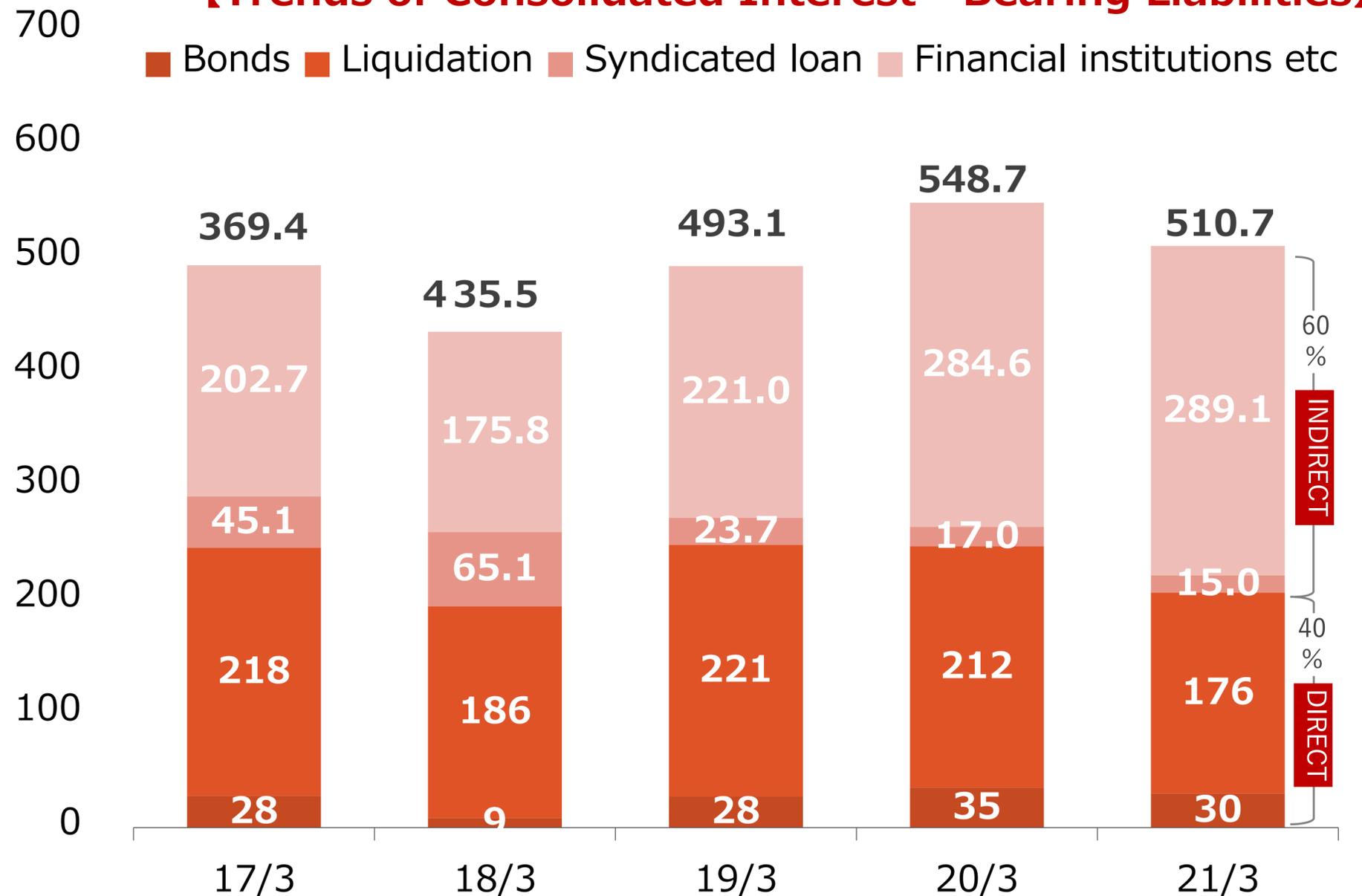
- Funding rates: both direct and indirect are trending downward in tandem with an improvement in earnings
- Interest-bearing liabilities: ¥510.7 billion, down 6.9% year on year, due to the procurement of necessary funds in response to a change in the demand for funds due to COVID-19
- Issued the 62nd publicly offered unsecured straight bonds totaling ¥15 billion in December 2020

[Trends of Consolidated Funding Rate]



(¥ billion)

[Trends of Consolidated Interest - Bearing Liabilities]

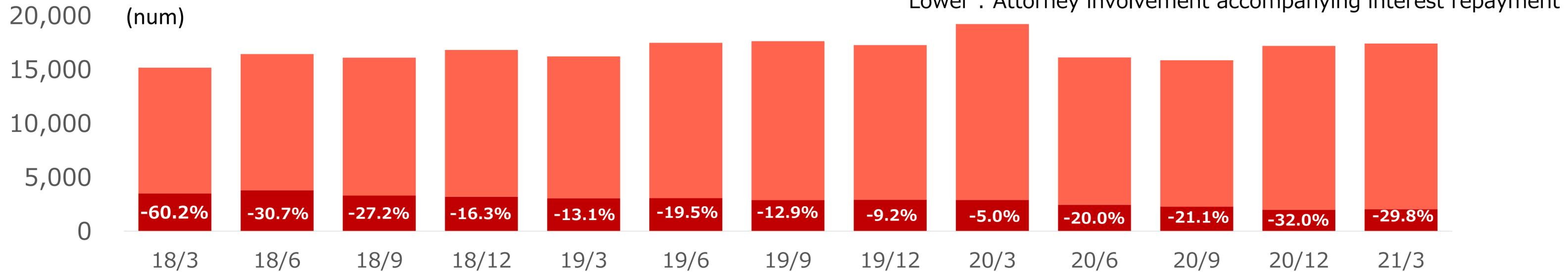




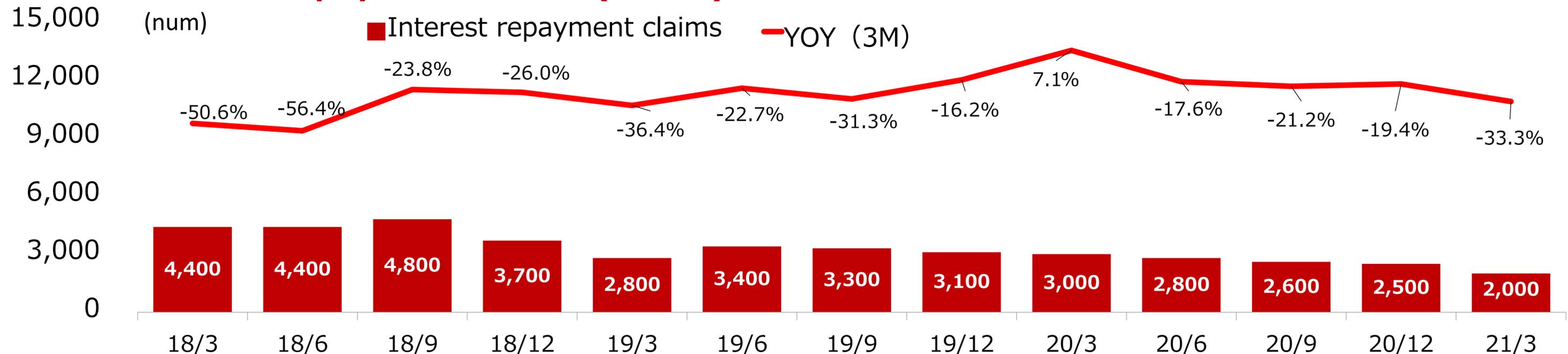
Interest Repayment (1) Attorney Involvement Index and Number of Claims

- The annual number of cases of attorney involvement accompanying interest repayment fell 25.6% year on year
- The annual number of interest repayment claims stood at 9,900, a decrease of 22.7% year on year

【Trends of Attorney Involvement Index (AIFUL)】



【Trends of Interest Repayment Claims (AIFUL)】

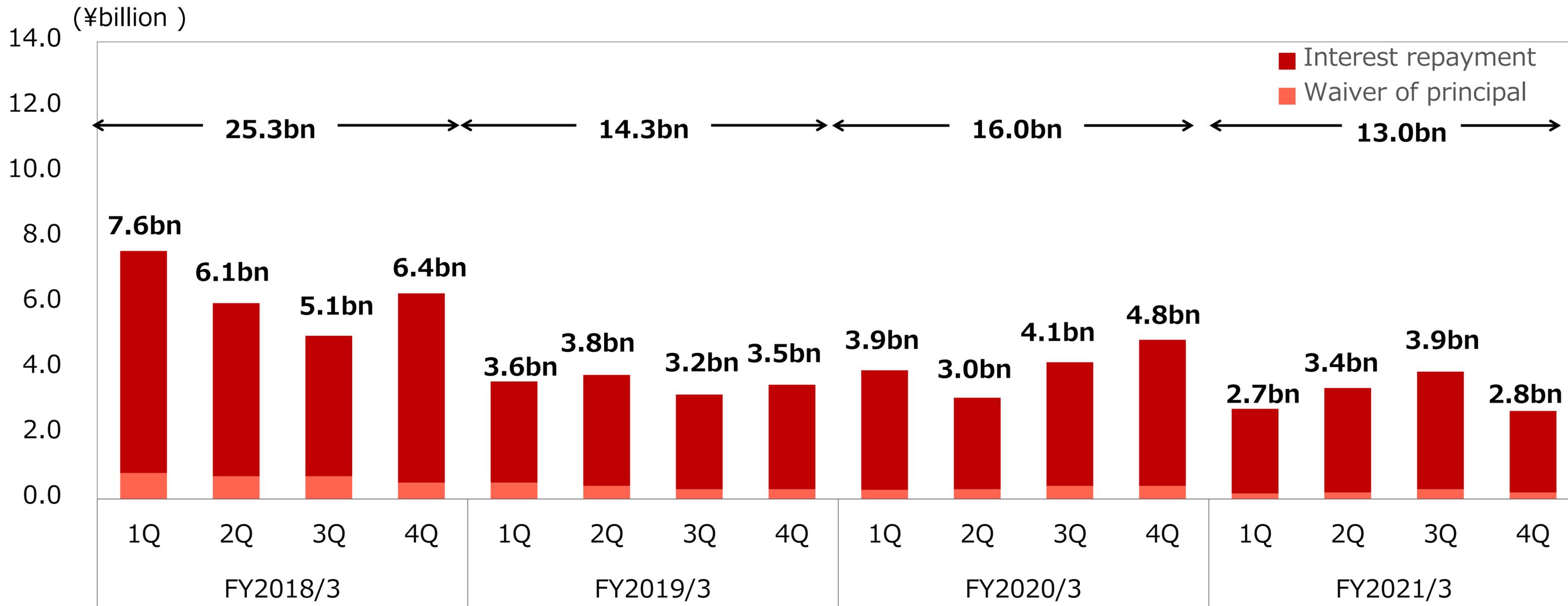




Interest Repayment (2) Withdraw Amount

• The withdraw amount of allowance for interest repayment decreased 19% year on year to 13.0 billion yen on a consolidated basis (of which 11.9 billion yen was applied to interest repayment and 1.0 billion yen to debt waiver)

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





Interest Repayment (3) Provision

- **Consolidated: 13.0 billion yen was withdrawn (of which 11.9 billion yen was applied to interest repayment and 1.0 billion yen to debt waiver) from the allowance at the beginning of FY2020 of 26.4 billion, resulting in an allowance at the end of FY2020 of 15.6 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)	11,961	-	11,961
Withdraw (Waiver of principal)	157	926	1,083
Provisions (reversal)	-	2,249	2,249
Allowance at the end of FY2020	12,913	2,737	15,651

(AIFUL)

(¥ million)	Interest repayment	Waiver of principal	Total
Allowance at the beginning of FY2020	22,458	1,415	23,873
Withdraw (Interest repayment)	10,997	-	10,997
Withdraw (Waiver of principal)	-	926	926
Provisions (reversal)	-	1,909	1,909
Allowance at the end of FY2020	11,460	2,397	13,857

* From the fiscal year ended March 31, 2022, LIFECARD's withdraw amount of allowance for doubtful accounts (applied to the principal) will be included in withdraw amount of consolidated allowance for doubtful accounts. Consolidated allowance for doubtful accounts (applied to the principal) for the fiscal year ended March 31, 2021 includes 340 million yen for LIFECARD.

III LIFECARD Results Summary

Financial Results Summary

(¥ million)	20/3	21/3	YOY	YOY %
Operating revenue	34,181	32,320	-1,860	-5.4%
Revenue from installment receivable	17,479	16,586	-893	-5.1%
Interest on operating loans	5,243	4,524	-718	-13.7%
Revenue from credit guarantee	1,521	1,592	70	4.6%
Other	9,937	9,617	-319	-3.2%
Operating expenses	31,953	28,751	-3,202	-10.0%
Financial expenses	1,610	1,352	-257	-16.0%
Provision of allowance for doubtful accounts	4,376	4,193	-182	-4.2%
Provision for loss on interest repayment	1,493	-	-1,493	-
Advertising cost	1,586	1,324	-261	-16.5%
Advertising expenses	105	110	4	4.5%
Sales promotion expenses	1,480	1,214	-265	-18.0%
Personnel expenses	4,555	4,631	76	1.7%
Other operating expenses	18,332	17,248	-1,084	-5.9%
Operating profit	2,227	3,568	1,341	60.2%
Ordinary profit	2,334	4,248	1,914	82.0%
Profit	1,136	3,139	2,003	176.4%

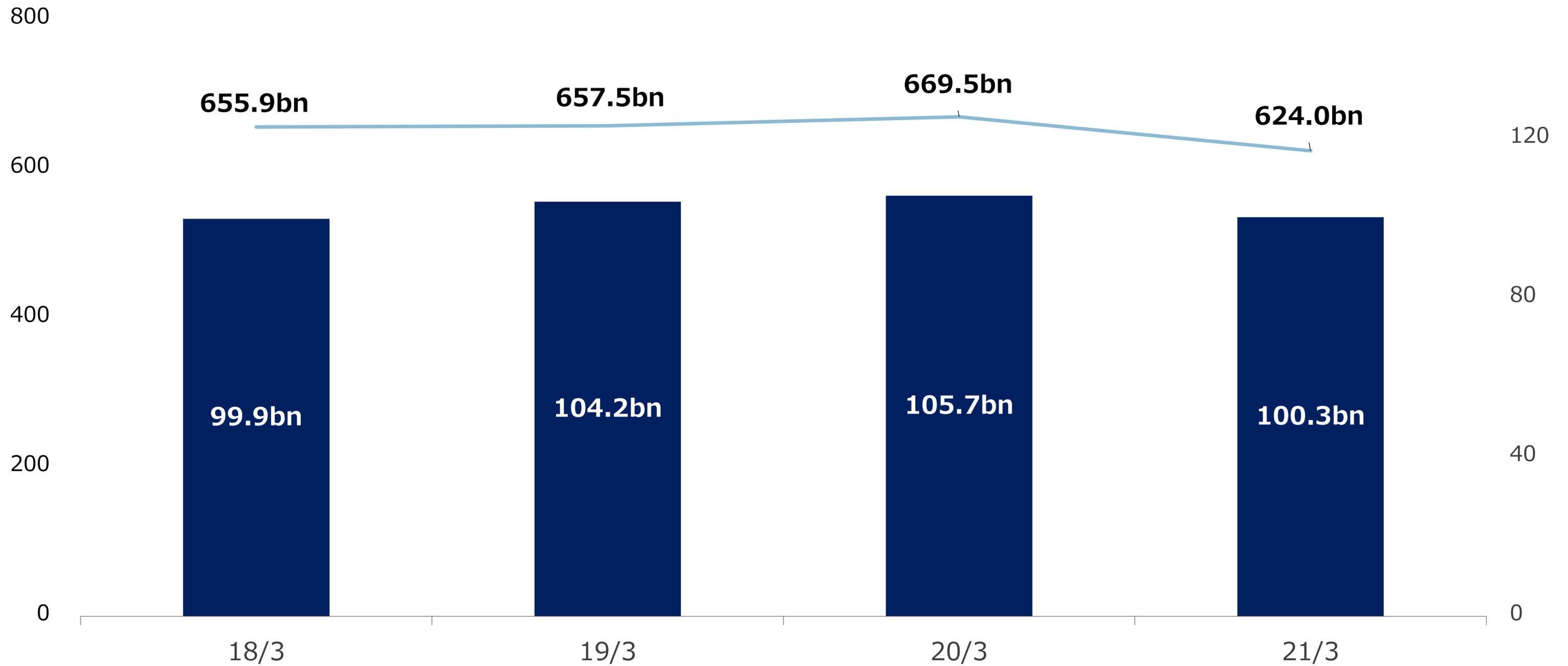


Installment Receivable

(¥billion)

■ Installment Receivable

— Shopping

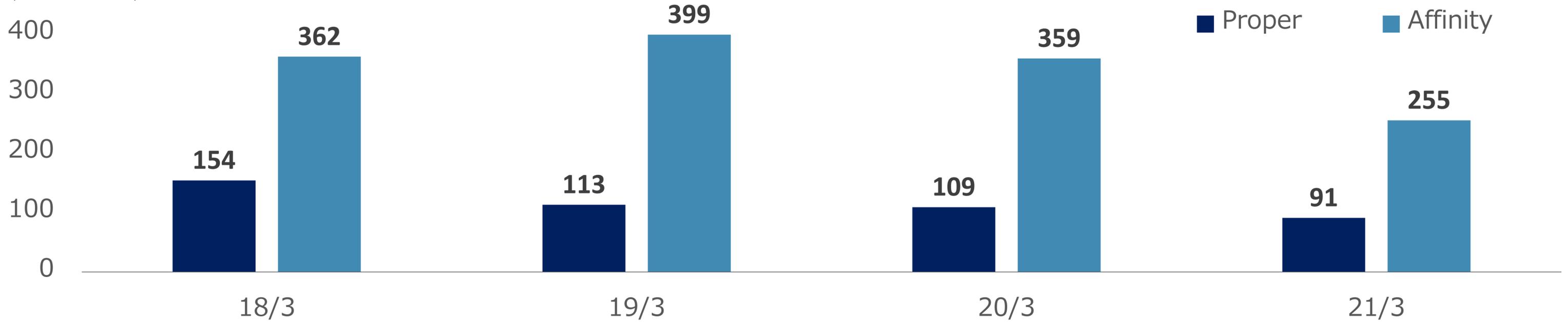




Credit Card Issuance

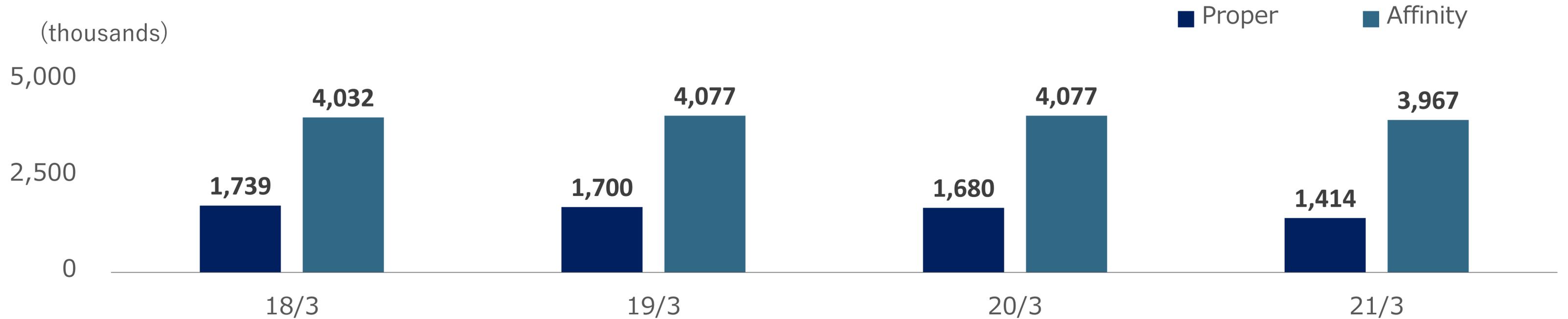
【Number of new issue】

(thousands)



【Number of card holders】

(thousands)





IV Financial Results Summary of Group Companies

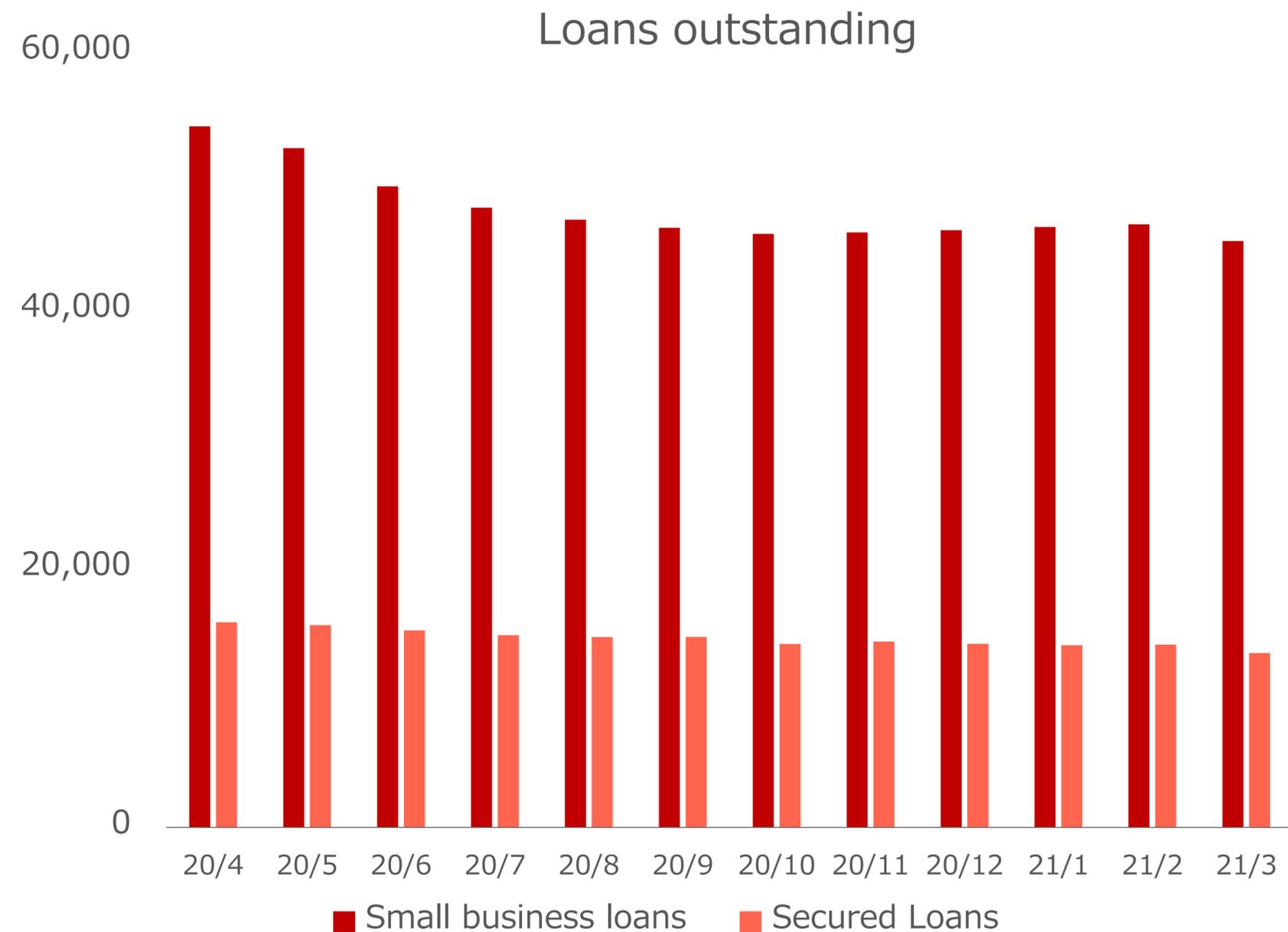


AIFUL BUSINESS FINANCE CORPORATION



(¥ million)	20/3	21/3	21/3	
			YOY %	YOY %
Loans outstanding	70,713	58,475	-17.3%	
Customer accounts (thousands)	30	25	-17.6%	
Operating revenue	5,895	6,485	10.0%	
Operating profit	237	2,848	-	
Ordinary profit	251	2,868	-	
Profit	13	1,737	-	

(¥ million)



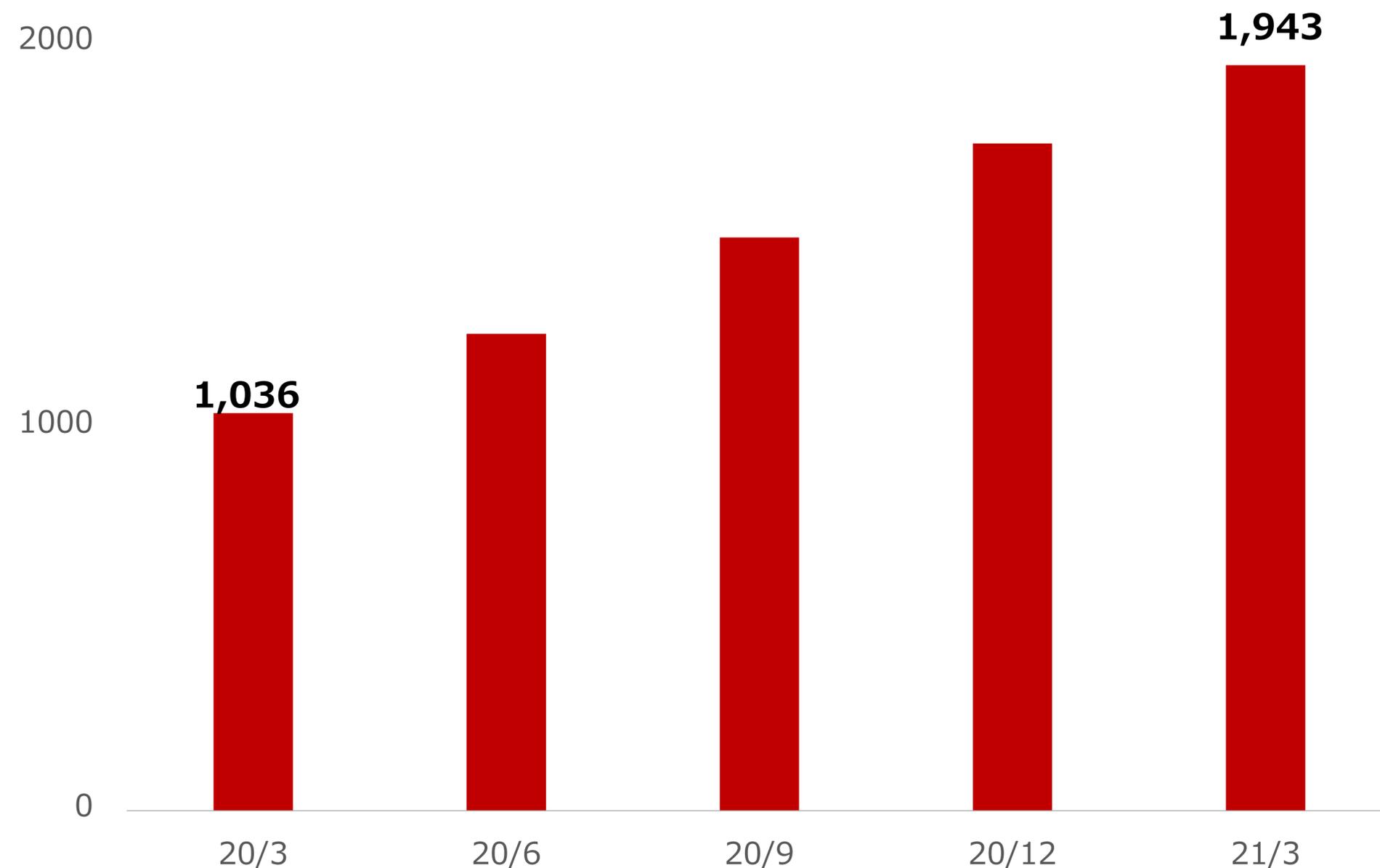
※On 1st July 2020, BUSINEXT CO.,LTD. changed its name to AIFUL BUSINESS FINANCE CORPORATION.



(¥ million)	20/3	21/3	YOY %
Installment receivables	5,373	8,096	50.7%
Guarantee	186	177	-4.7%
Operating revenue	572	791	38.1%
Operating profit	155	287	84.9%
Ordinary profit	155	288	85.6%
Profit	128	177	38.7%

(num)

Trends of the number of affiliate stores



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

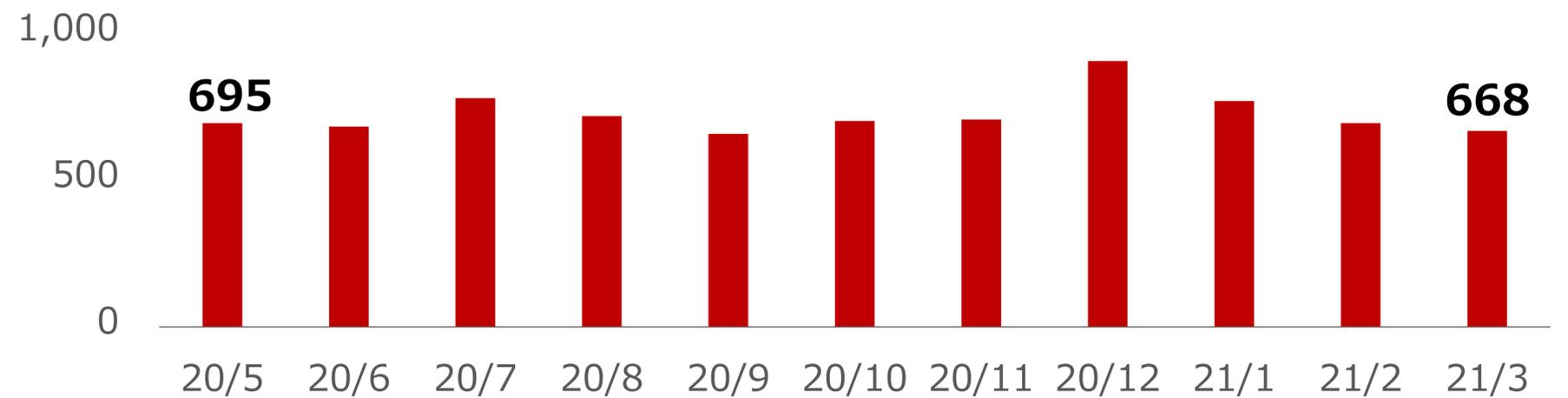
※On 1st July 2020, LIFE GUARANTEE CO.,LTD . changed its name to AIFUL GUARANTEE CO.,LTD.



(¥ million)	21/3
Transaction Volume	7,983
Operating revenue	439
Operating profit	-164
Ordinary profit	-164
Profit	-145

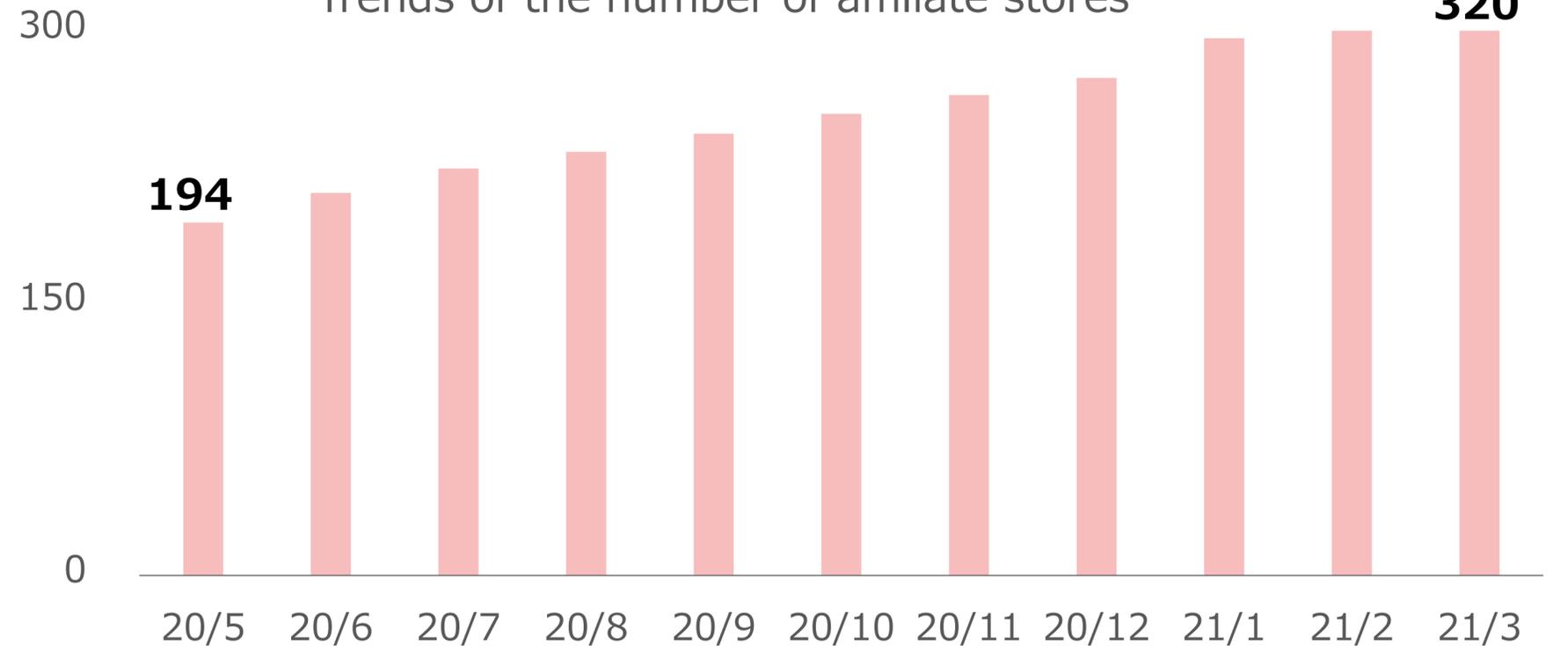
(¥million)

Trends of transaction volume



(thousands)

Trends of the number of affiliate stores



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

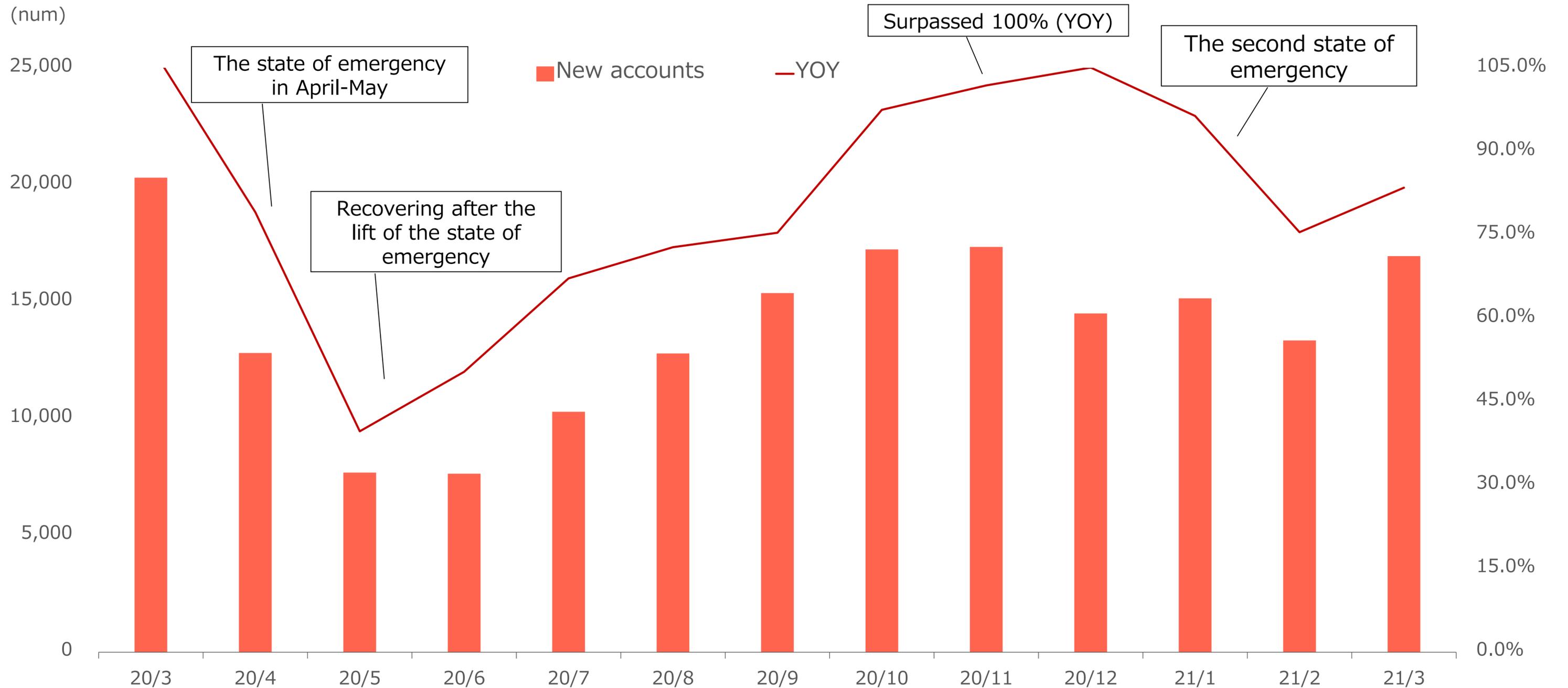


V Reference Material



Impact of COVID-19 Loan Business

- **First Half:** although the number of new customers declined sharply in May and June, it subsequently recovered steadily
- **Second half:** although November and December saw year-on-year increases, the recovery temporarily slowed due to the reissuance of the Emergency Declaration. However, it has been steadily recovering recently

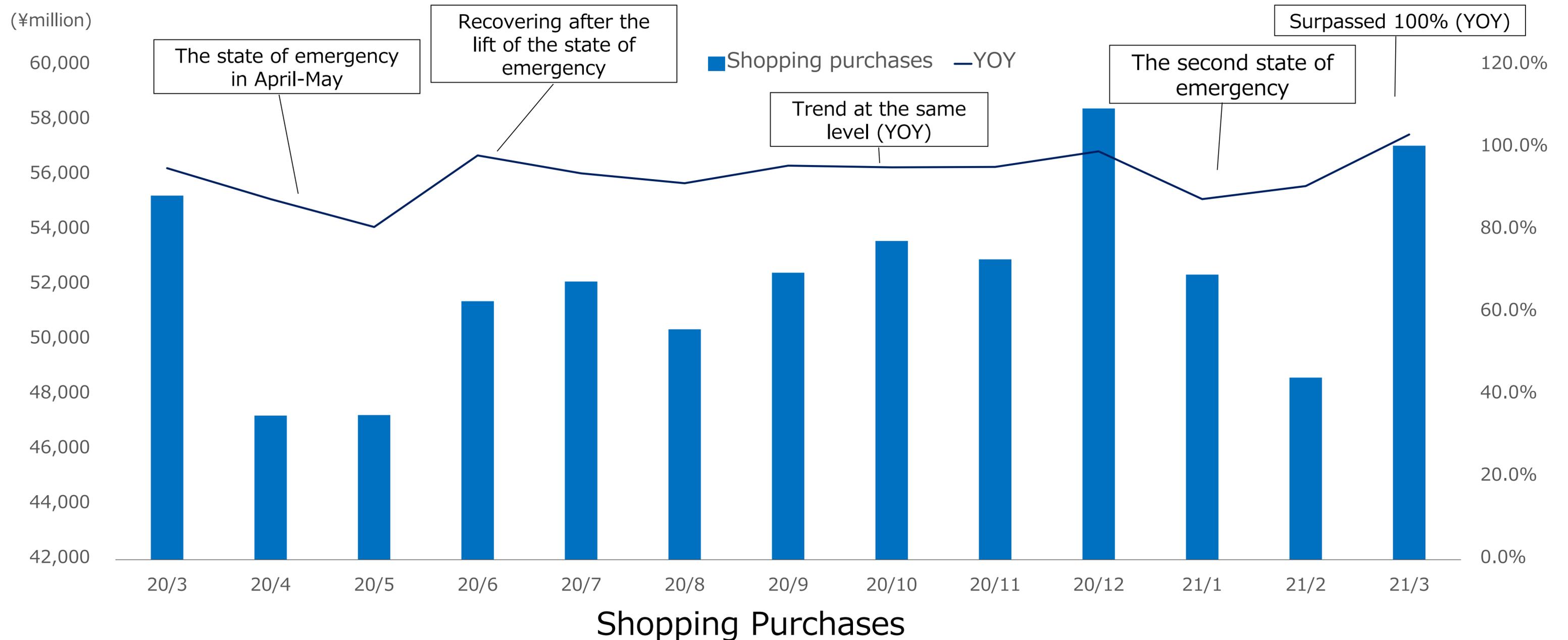


New accounts of Unsecured Loans



Impact of COVID-19 Credit Card Business

- **First Half:** in addition to the expansion of EC payments, the purchases recovered gradually in restaurant, retail, and other industries from June onward
- **Second half:** although the purchases fell after January on the back of restraint on going out due to the reissuance of the Emergency Declaration, it recovered in March, which is a demand season





Operating Revenue and Expenses (Consolidated)

(¥ million)	20/3	21/3	2021	
			YOY	YOY %
Operating revenue	127,038	127,481	442	0.3%
Interest on operating loans	72,444	74,041	1,596	2.2%
Revenue from installment receivable	19,391	19,387	-4	-0.0%
Revenue from credit guarantee	15,203	14,524	-678	-4.5%
Collection from purchased receivable	1,662	1,573	-89	-5.4%
Recoveries of written off claims	6,896	6,761	-134	-2.0%
Other revenue	11,439	11,193	-246	-2.2%
Operating expenses	125,358	109,950	-15,408	-12.3%
Financial expenses	7,522	7,248	-273	-3.6%
Cost of purchased receivable	1,120	1,141	21	1.9%
Provision of allowance for doubtful accounts	35,277	38,818	3,540	10.0%
Expenses for interest repayment	16,927	-	-16,927	-
Advertising cost	10,764	9,821	-942	-8.8%
Advertising expenses	2,662	3,013	350	13.2%
Sales promotion expenses	8,102	6,808	-1,293	-16.0%
Personnel expenses	16,853	16,902	49	0.3%



Operating Expenses and Profit (Consolidated)

(¥ million)	20/3	21/3	YOY	
			YOY	YOY %
Other	36,724	37,158	434	1.2%
Commission	15,722	14,978	-744	-4.7%
Communications	3,170	2,925	-244	-7.7%
Provision for point card certificates	2,707	2,209	-497	-18.4%
Consumption taxes	4,223	4,774	550	13.0%
Depreciation expenses	3,017	3,418	400	13.3%
Supplies, repair and maintenance	2,596	2,651	55	2.1%
Rents	2,118	1,799	-318	-15.0%
Rent expenses	386	393	6	1.6%
Operating profit	1,679	17,530	15,850	943.8%
Non-operating income	529	1,928	1,398	263.9%
Non-operating expenses	493	153	-339	-68.9%
Ordinary profit	1,716	19,305	17,589	-
Extraordinary profit	230	-	-	-
Extraordinary losses	376	1,156	779	207.1%
Profit before income taxes	1,569	18,149	16,579	-
Profit(loss) attributable to non controlling interest	-1,089	-642	447	-41.0%
Profit attributable to owners of parent	1,390	18,437	17,046	-



Financial Results Summary (AIFUL)

(¥ million)	20/3	21/3	YOY	
			YOY	YOY %
Operating revenue	77,504	78,826	1,321	1.7%
Interest on operating loans	57,682	59,732	2,050	3.6%
Revenue from credit guarantee	11,610	11,136	-474	-4.1%
Operating expenses	77,091	68,352	-8,738	-11.3%
Financial expenses	5,442	5,416	-26	-0.5%
Provision of allowance for doubtful accounts	22,788	29,864	7,076	31.1%
Expenses for Interest repayment	15,433	-	-15,433	-
Advertising cost	8,419	7,981	-438	-5.2%
Advertising expenses	2,337	2,766	428	18.3%
Sales promotion expenses	6,081	5,214	-867	-14.3%
Personal expenses	10,275	10,286	10	0.1%
Other operating expenses	14,731	14,804	72	0.5%
Operating profit	413	10,473	10,060	-
Non-operating income	1,327	1,588	260	19.6%
Non-operating expenses	11	87	75	638.1%
Ordinary profit	1,728	11,973	10,245	592.6%
Extraordinary income	230	-	-	-
Extraordinary losses	264	4,556	4,292	-
Profit	1,639	9,583	7,943	484.7%

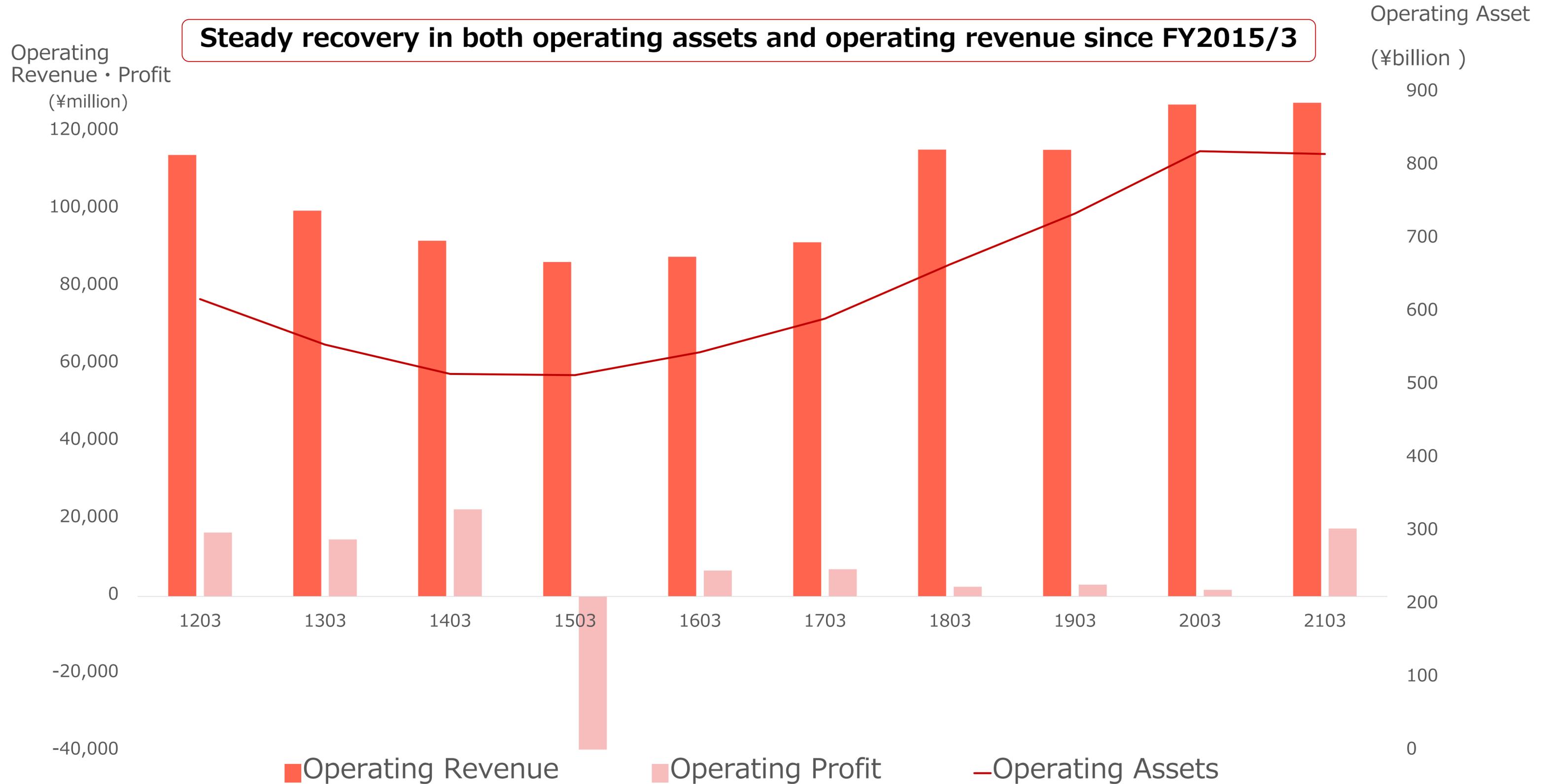


Operating Results (AIFUL)

(¥ million)	20/3	21/3	YOY	
			YOY	YOY %
Total receivable outstanding	560,267	572,070	11,802	2.1%
Loans outstanding	437,679	438,300	620	0.1%
Unsecured	422,382	425,848	3,465	0.8%
Secured	6,958	4,813	-2,145	-30.8%
Small business	8,338	7,638	-699	-8.4%
Credit guarantee	113,130	124,865	11,735	10.4%
New accounts (num)	206,337	161,186	-45,151	-21.9%
Unsecured	206,155	161,111	-45,044	-21.8%
Customer accounts (thousands)	950	933	-17	-1.8%
Unsecured	937	922	-15	-1.6%
Average yield	14.7%	14.3%	-0.4pt	-
Below 18% unsecured loan balance's occupancy rate	98.9%	99.1%	0.2pt	-
Bad debt	20,182	22,457	2,275	11.3%
Excluding write-off accompanying interest repayment	18,970	21,530	2,560	13.5%
Bad debt ratio to operating loans	3.6%	3.9%	0.3pt	-
Ratio excluding write-off related to interest repayment	3.4%	3.8%	0.4pt	-



Operating Revenue · Profit · Assets (Consolidated)

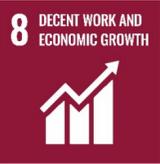




VI Appendix



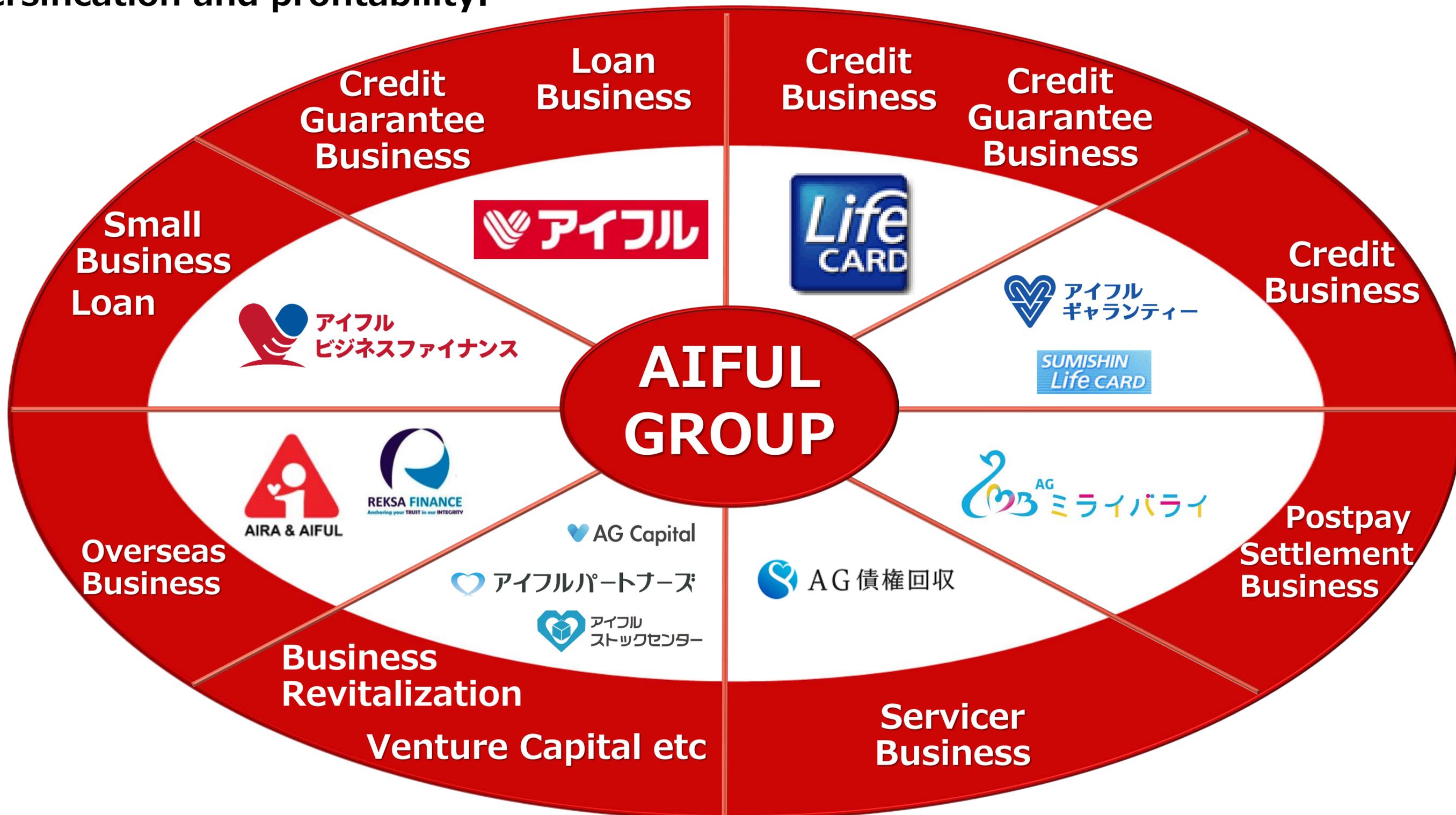
ESG · SDG s Major Efforts

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	



AIFUL Group's Business

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





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- 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.
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