



**Presentation Material
for the First Quarter of FY2022/3**

AIFUL CORPORATION

August 2021



Index

I	Strategy and Environment	...	3	III	LIFECARD Results Summary	...	32
	Restructure of Philosophy System	...	4		Financial Results Summary	...	33
	Management Theme	...	5		Installment Receivable	...	34
	Management Indicators	...	6		Credit Card Issuance	...	35
	Topics	...	7	IV	Financial Results Summary of Group Companies	...	36
	ESG · SDG s	...	10		AIFUL BUSINESS FINANCE CORPORATION	...	37
	Business Environment	...	11		AIFUL GUARANTEE CO., LTD.	...	38
	Unsecured Loan Market	...	12		AG MIRAIBARAI CO., LTD.	...	39
II	Financial Results Summary	...	13	V	Reference Material	...	40
	Financial Highlights	...	14		Impact of COVID-19	...	41
	Key Figures & Full-year Plan	...	15		Operating Revenue and Expenses (Consolidated)	...	43
	Consolidated Results Summary	...	16		Operating Expenses and Profit (Consolidated)	...	44
	Business Portfolio	...	18		Financial Results Summary (AIFUL Non-consolidated)	...	45
	Loan Business	...	19		Operating Results (AIFUL Non-consolidated)	...	46
	Non-performing Loans	...	22	VI	Appendix	...	47
	Credit Business (Credit Card, Individual Installment)	...	24		ESG · SDG s Major Efforts	...	48
	Credit Guarantee Business	...	26		AIFUL Group's Business	...	49
	Overseas Business	...	27				
	Funding	...	28				
	Interest Repayment	...	29				



I Strategy and Environment

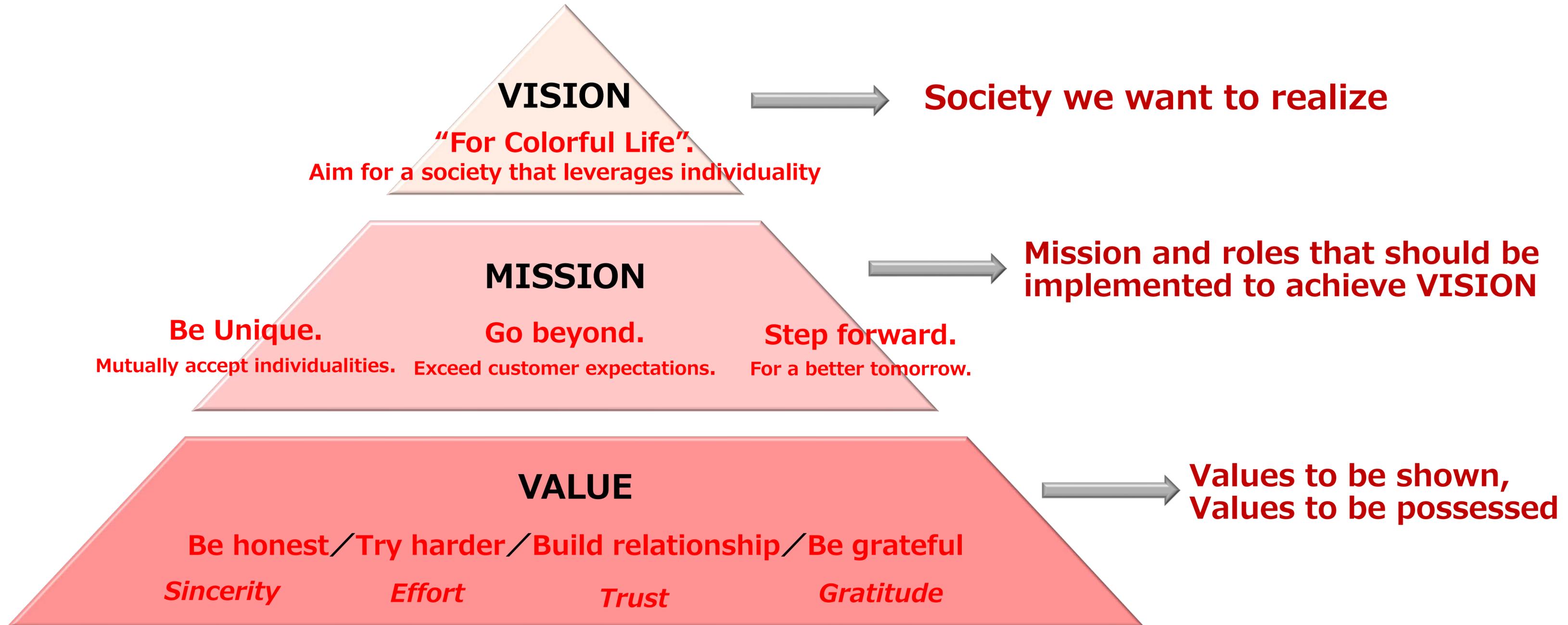


Restructure of Philosophy System

Corporate Philosophy

“Earn the trust of society through corporate activity based in integrity”

An unchangeable philosophy that forms the foundation of AIFUL Group





Achieve growth as an IT Finance Group through organizational and institutional reforms and the use of digital technologies in response to environmental changes

Design & Create
- Branding and Business Design -



To establish the basis
for an IT Finance Group

Digital Innovation
- Promotion of digitalization
- and labor saving -



Data Driven
- Data initiative -

We promote insourcing the following works as IT and digital measures .

- Development of smartphone apps
- Creation and improvement of each company's website or recruitment site within the Group
- System development (application system, etc.)
- Design of company logos, websites, and advertising materials





Indicators of Reliability · Profitability · Growth Potential in AIFUL Group

Safety	20%	16.8%
Shareholders' Equity Ratio		2021/6

ROE	Profitability	ROA
more than 10%	more than 2%	
13.7%	2.6%	2021/6
2021/6	2021/6	

Growth

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

829.8 bn
2021/6

YOY +4.6%

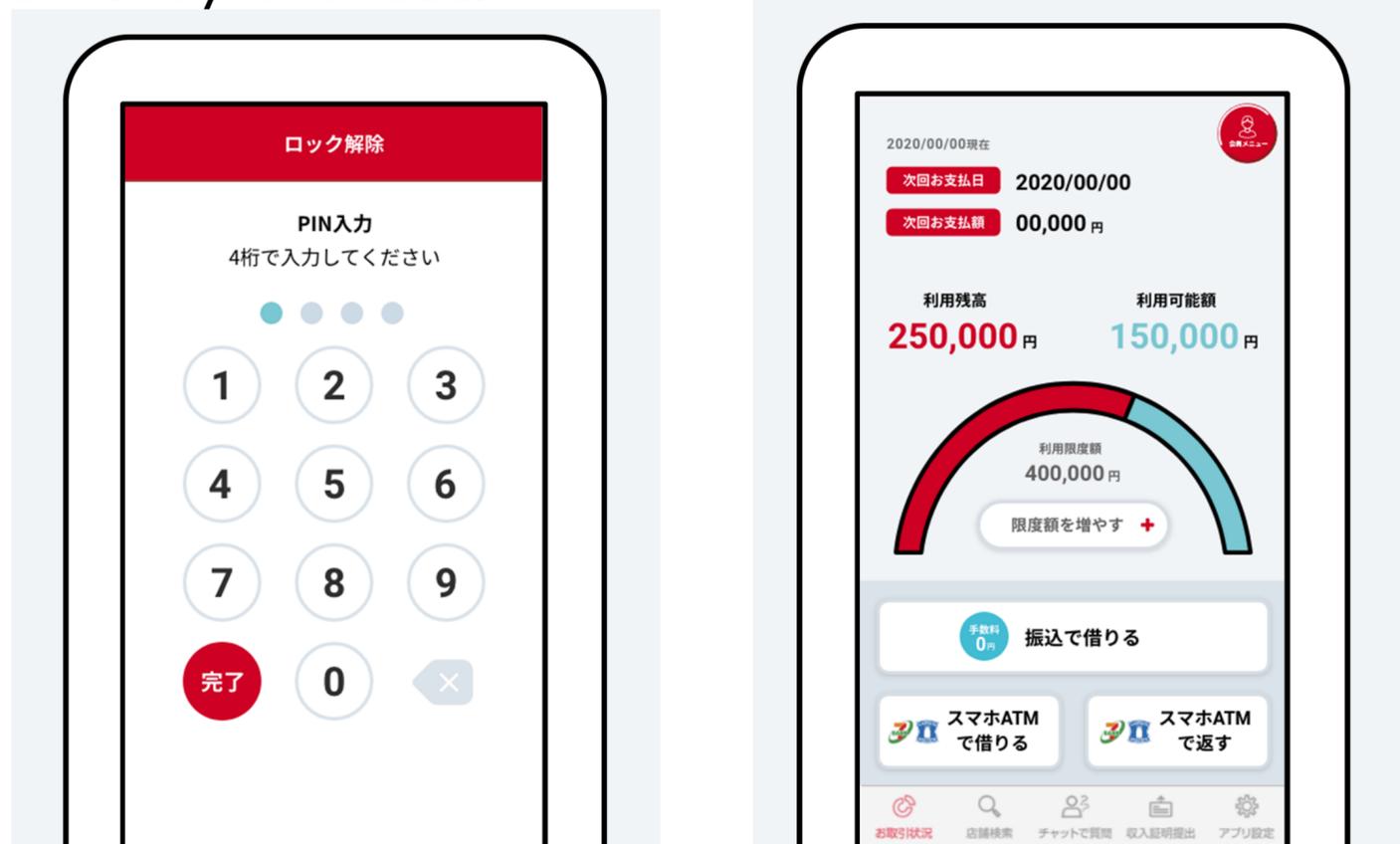


Topics [Loan Business]

Unsecured Loan

As part of our efforts to strengthen security, we have introduced a service that notifies customers by email when there is a change in transactions or customer information, such as registration and changing login IDs or passwords and completion of withdrawal or a loan transfer.

We have also added a function that has made it possible to reissue IDs and passwords on the Web when they are lost.



Secured Medical Loan

AG MEDICAL CORPORATION, which was established last year, has commenced operations in July of this year. It has succeeded the secured medical Loan business from AIFUL BUSINESS FINANCE CORPORATION, and aims to support healthcare industry, which is of high social importance, from a funding perspective as a financial service company.





Live Active® Visa Card

LIFE CARD has issued Live Active® Visa Card, a tie-up card with PROTEA JAPAN CO. LTD., which operates the healthcare and skincare business.



Live Active® Visa Gold Card



Live Active® Visa Card

Sun Chlorella Card

LIFE CARD has issued Sun Chlorella Card, a tie-up card with Sun Chlorella Japan Co., Ltd., which operates a health food business worldwide.



Sun Chlorella Card

Increase the number of cardholders by developing affiliates and channels



Topics

[Overseas · BNPL · Individual Installment · Venture Capital]

AIRA&AIFUL (Overseas)

With the approval of e-KYC, in addition to the launch of automated bank withdrawals and card-less deposits / withdrawals, it has become possible to complete the process from credit to deposits on a non-face-to-face basis.



BNPL

AG MIRAI BARAI contracts a business alliance with Lecto, Inc. to promote DX for managing customers, aiming to prevent the work from becoming personalized and to reduce labor costs and operating costs.



Individual Installment

AIFUL GUARANTEE CO., LTD. has partnered with Sight Visit Inc. to provide Education Credit (installment payment of lecture fees) to Shikaku Square, an online learning service.



Venture Capital

As of the end of June, the number of investees is 51, an increase of 3 from the end of the previous fiscal year. The investment amount reached about 1.5 billion yen. We will continue to identify and invest in projects that generate synergies with us.



Energy Consumption

FY	YOY (%)
2018	98.5
2019	110.8
2020	63.6

We manage energy consumption and greenhouse gas emissions. In addition, the entire Group is promoting environmental initiatives through Cool Biz, Warm Biz, and the use of LED lighting.

GHG Emissions

FY	t-CO2
2018	7,047
2019	6,863
2020	4,205



COVID-19

As measures to prevent infections, internal sanitization, installation of partitions, and temperature checks of employees are conducted, and telework/remote work is introduced. In July of this year, we held the first workplace vaccination.

Action Plan

The Action Plan (period: April 1, 2019 to March 31, 2022) was formulated to empower women in their professional lives. Progress is as follows.

Numerical target	Performance	Period
Increase the percentage of women hired as regular employees to 40% or more	36%	2019/4/1~2022/3/31
Double the number of female managers vs FY ended Mar. 2019	2.0倍	2019/4/1~2022/3/31
Increase the number of female managers by 20% vs FY ended Mar. 2019	5.0%	2019/4/1~2022/3/31

Social Contribution through Business

We aim to contribute to society by issuing social contribution-type credit cards, providing educational credits, and investing in businesses related to SDGs.



Compliance Education

As part of our compliance education, we have established the Personal Information Handling Enhancement Day and strengthened employee education on customer information management. We eliminate unnecessary data and take a test on personal information management on that day.





Macro environment in Japan(as of the end of June 2021)

- Real GDP-growth rate in January-March (compared to previous quarter) was ▲1.0% and the annual rate was ▲3.9%.
- The unemployment rate in April rose for the second consecutive month to 2.8% (up 0.2pt from the previous month) and 3.0% (up 0.2 points from the previous month) in May. Although consumer sentiment is recovering, the outlook remains uncertain as some industries, such as the service industry, are affected by the re-expansion of infections.

Macro environment in Thailand

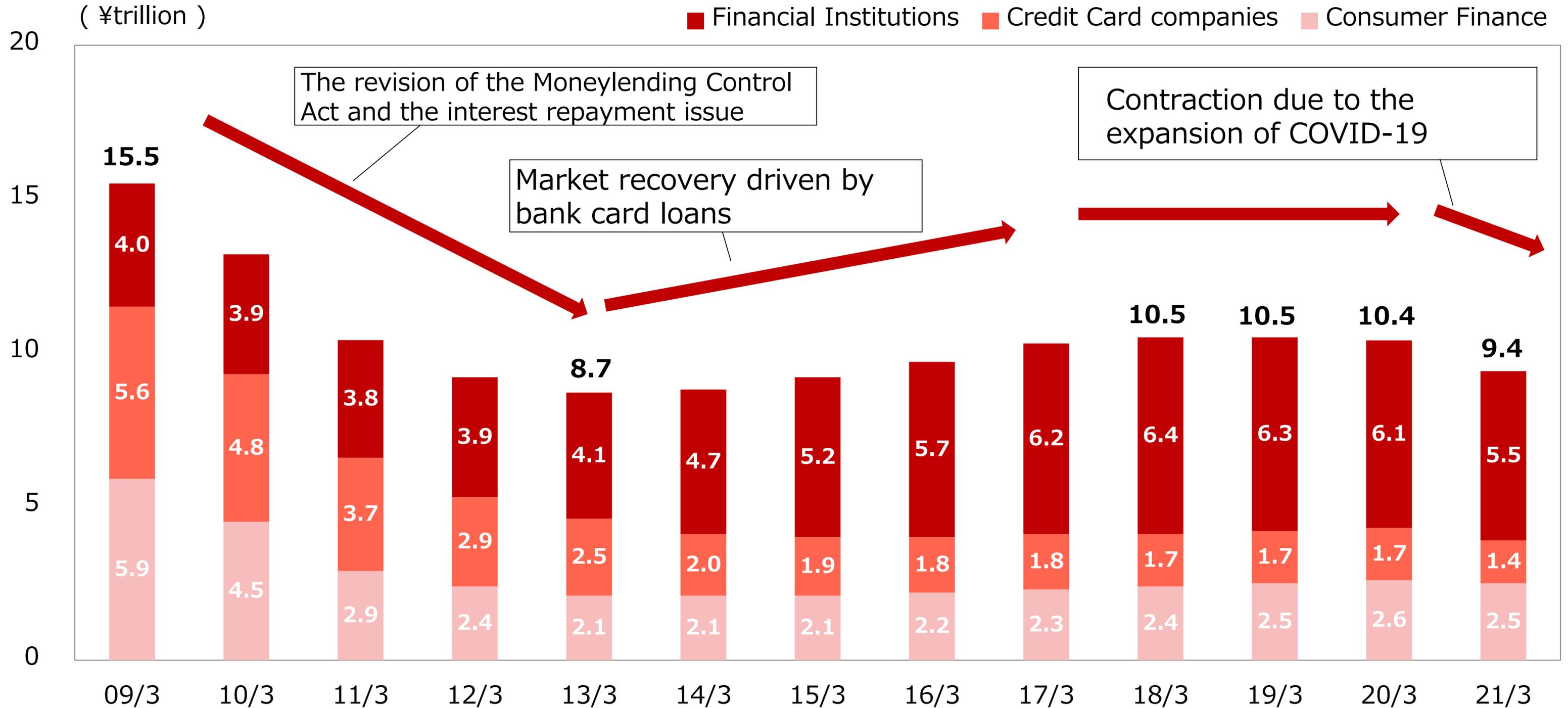
- GDP-growth rate in January-March (compared to the same period of the previous year) was ▲2.6%, which slightly rose by 1.6pt from ▲4.2% in October-December 2020. (data from National Economic and Social Development Council)
- The government has implemented measures to leverage the tourism industry and recover the economy by exempting foreign tourists who have already received COVID-19 vaccine from sequestration in Phuket since July.

Unsecured loan market (as of the end of March 2021)

- The market size has shrunk due to the impact of the spread of COVID-19.
- The balance of financial institutions significantly decreased by 0.6 trillion yen compared to the end of March 2021, whereas the balance of consumer financial services slightly decreased.
- Although demand for funds is recovering, it is necessary to continue to closely monitor the situation, such as the re-expansion of infections and the impact of the reissuance of the Emergency Declaration.



Unsecured Loan Market



The revision of the Moneylending Control Act and the interest repayment issue

Market recovery driven by bank card loans

Contraction due to the expansion of COVID-19

*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 4.6%
Year on year

829.8 bn

Loan business

up 0.8%
Year on year

556.6 bn



Credit business

up 2.4%
Year on year

107.4 bn



Credit guarantee business

up 20.9%
year on year

151.7 bn



Operating revenue

up 1.2%
year on year

32.3 bn

Operating profit

down 9.8%
year on year

5.7 bn

Ordinary profit

down 24.4%
year on year

5.7 bn

ROA

down 1.0pt
year on year

2.6%



Key Figures & Full-year Plan (Consolidated)

- Operating assets : Up 4.6% year on year due to a recovery in the balance of unsecured loan and credit guarantee business, which are our core businesses.
- Credit guarantee business : Up 20.9% year-on-year, driven by loan on deeds such as Omatome loan.

(¥ million)	20/6	21/6	YOY		22/3 (E)	YOY	
			YOY	YOY %		YOY	YOY %
Total operating assets	793,073	829,837	36,763	4.6%	901,700	85,138	10.4%
Loan business	552,068	556,637	4,568	0.8%	580,800	27,502	5.0%
Unsecured	473,459	485,280	11,821	2.5%	507,700	26,095	5.4%
Secured	21,221	17,520	-3,700	-17.4%	18,600	344	1.7%
Small business	57,387	53,835	-3,551	-6.2%	54,400	1,061	1.8%
Credit Business	104,866	107,422	2,555	2.4%	132,100	23,404	21.5%
Guarantee	127,007	152,917	25,909	20.4%	178,500	32,811	22.5%
Credit guarantee business	125,452	151,719	26,267	20.9%	177,500	33,139	22.9%
Other	1,555	1,197	-357	-23.0%	900	-328	-30.6%
Operating revenue	31,940	32,329	389	1.2%	132,800	5,382	4.2%
Operating expenses	25,610	26,621	1,010	3.9%	109,100	-834	-0.8%
Operating profit (loss)	6,329	5,708	-620	-9.8%	23,700	6,216	35.2%
Ordinary profit (loss)	7,561	5,714	-1,846	-24.4%	24,200	4,912	25.4%
Profit (loss) attributable to owners of parent	7,111	5,012	-2,098	-29.5%	21,100	2,755	14.4%



Consolidated Results Summary (1)

- Operating Revenue: an increase of 32.3 billion yen, up 1.2% year on year, mainly due to an increase in revenue from credit guarantee and recoveries of written off claims included in other operating revenue.
- Operating expenses: an increase 3.9% year on year to 26.6 billion yen, mainly due to an increase of advertising cost, which was curbed in the previous fiscal year because of the impact of COVID-19, in conjunction with a recovery in demand for funds.

(¥ million)	20/6 (3M)	21/6 (3M)	YOY	
				%
Operating revenue	31,940	32,329	389	1.2%
Interest on operating loans	18,740	18,588	-151	-0.8%
Revenue from installment receivable	4,645	4,701	56	1.2%
Revenue from credit guarantee	3,796	3,865	69	1.8%
Other operating revenue	4,757	5,173	416	8.7%
Operating expenses	25,610	26,621	1,010	3.9%
Financial expenses	1,786	1,805	18	1.1%
Expenses for interest repayment	-	-	-	-
Credit cost	8,949	8,747	-201	-2.3%
Advertising cost	1,710	3,292	1,581	92.5%
Personnel expense	4,169	4,248	78	1.9%
Other	8,994	8,527	-466	-5.2%



Consolidated Results Summary (2)

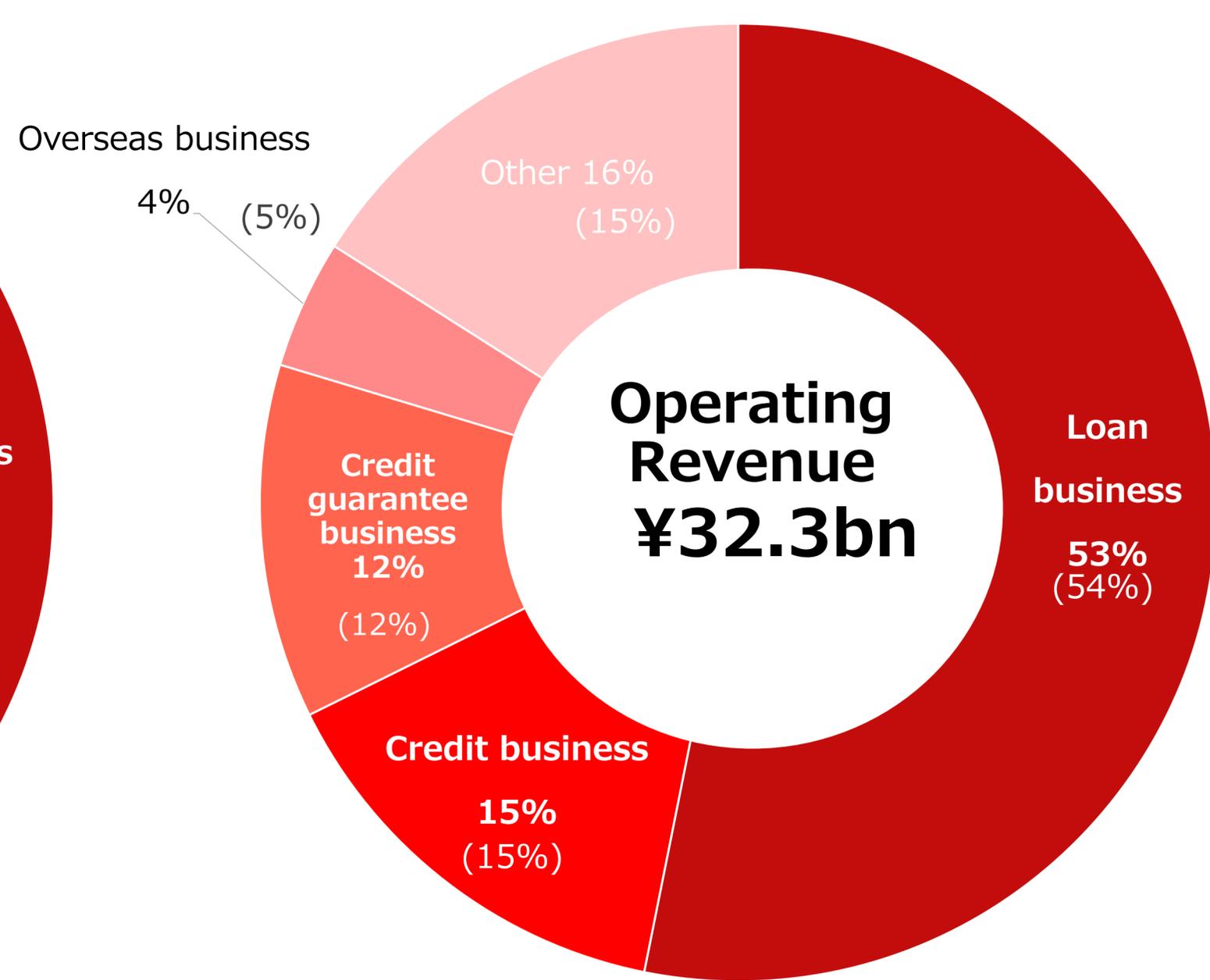
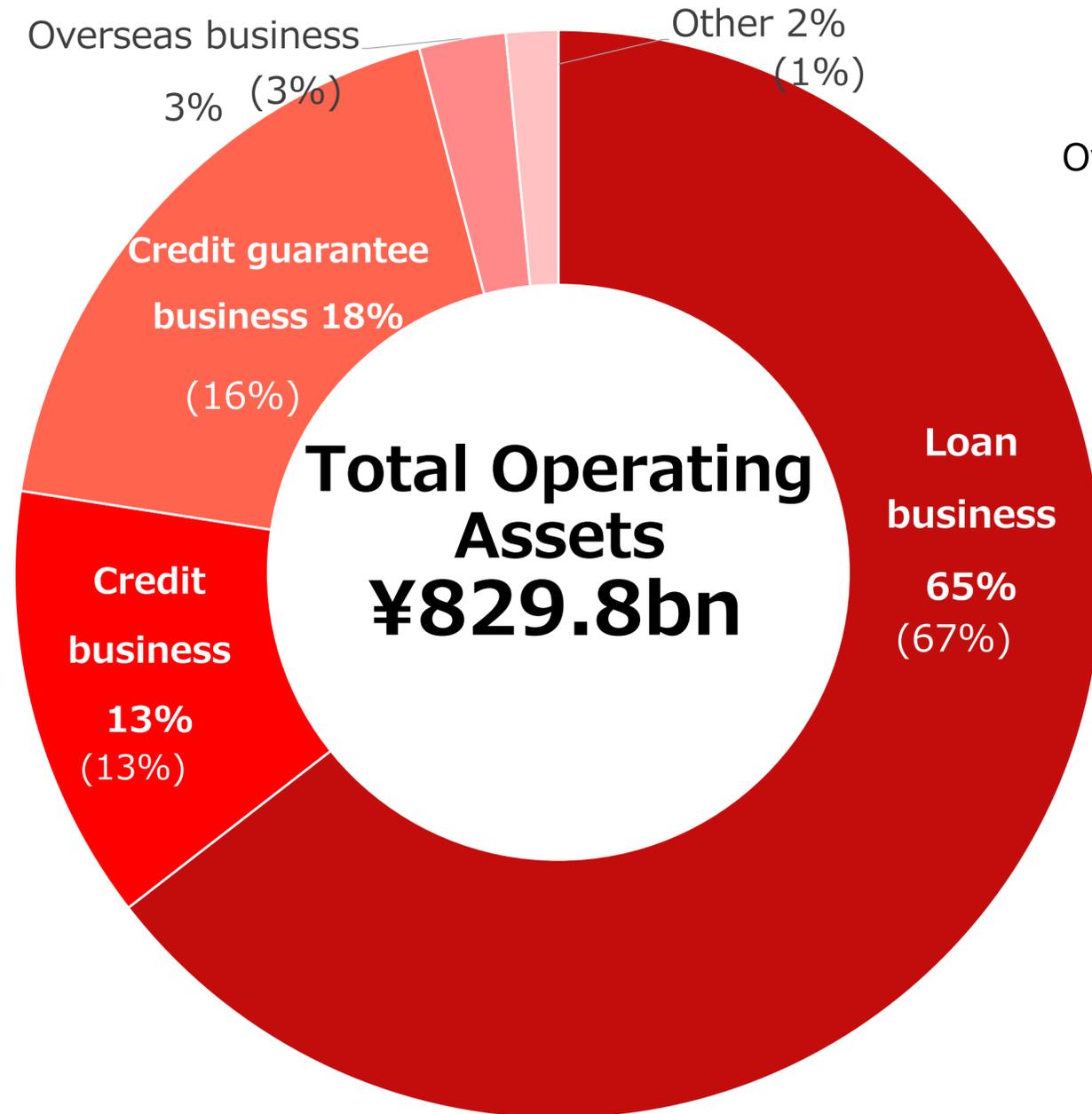
- Operating profit : a decrease of 5.7 billion yen, down 9.8% year on year, due to an increase of operating expenses, which mainly reflects an increase of advertising cost.
- Non-operating income : a decrease of 1 billion yen year on year as a result of the absence of foreign exchange gain on loans to overseas affiliates, gain on sales of securities investments, and corona subsidy revenues that had occurred in the same period of the previous fiscal year.
- Non-operating expenses : an increased of 100 million yen year on year due to foreign exchange loss on loans to overseas affiliates.

(¥ million)	20/6 (3M)	21/6 (3M)	YOY	YOY
				%
Operating profit (loss)	6,329	5,708	-620	-9.8%
Non-operating income	1,269	180	-1,089	-85.8%
Non-operating expenses	37	174	136	359.6%
Ordinary profit (loss)	7,561	5,714	-1,846	-24.4%
Extraordinary income	-	-	-	-
Extraordinary losses	-	-	-	-
Profit (loss) before income taxes	7,561	5,714	-1,846	-24.4%
Income taxes-current	627	100	-527	-84.0%
Income taxes-deferred	-123	535	659	-
Profit (loss) attributable to non-controlling interests	-54	65	120	-
Profit (loss) attributable to owners of parent	7,111	5,012	-2,098	-29.5%



Business Portfolio

- **Total Operating Assets** : the occupancy rate of credit guarantee business was up 2pt 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 a decrease in interest on operating loans, down 0.8% year on year, the occupancy rate of loan business was down 1pt year on year to 53%.

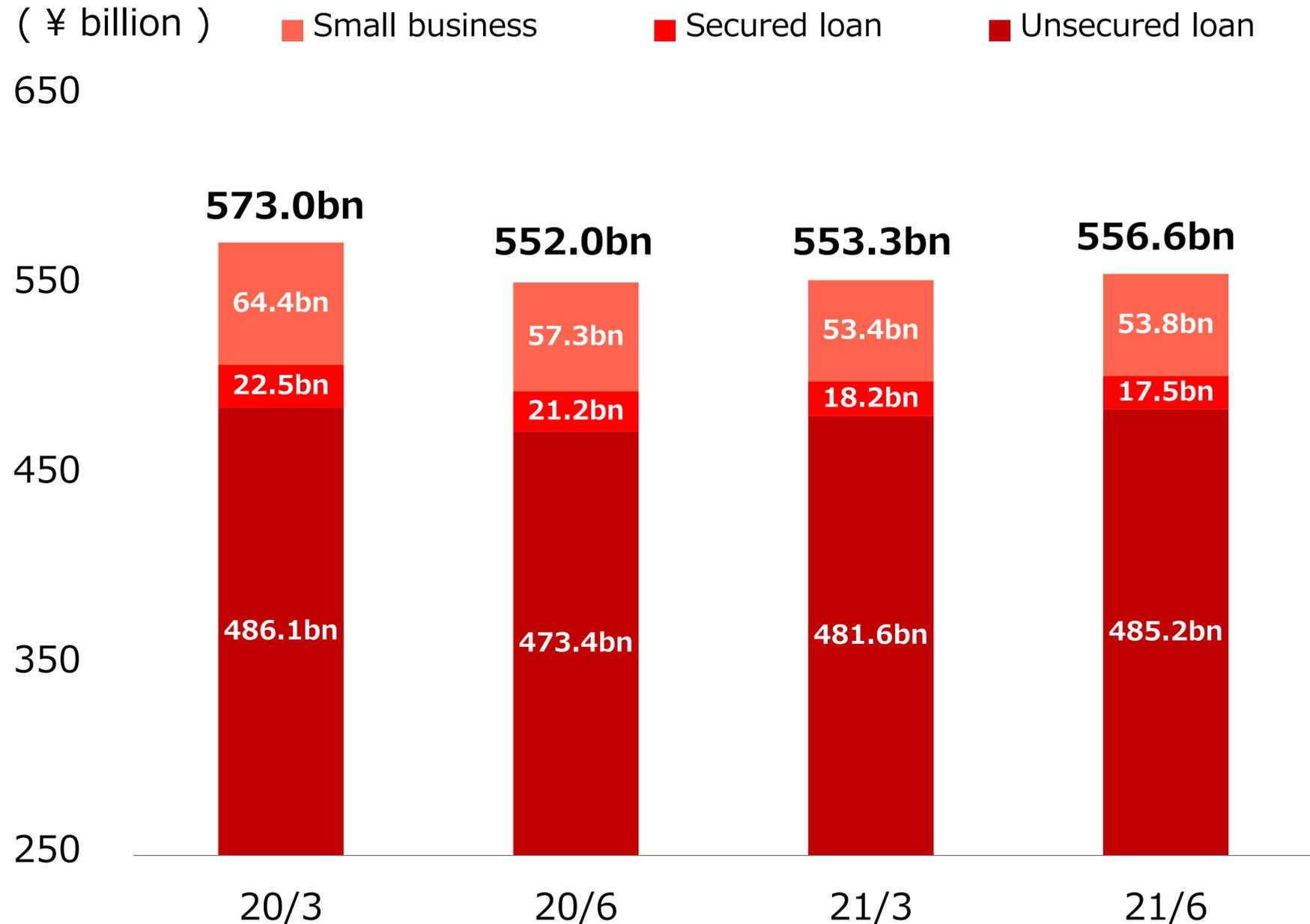
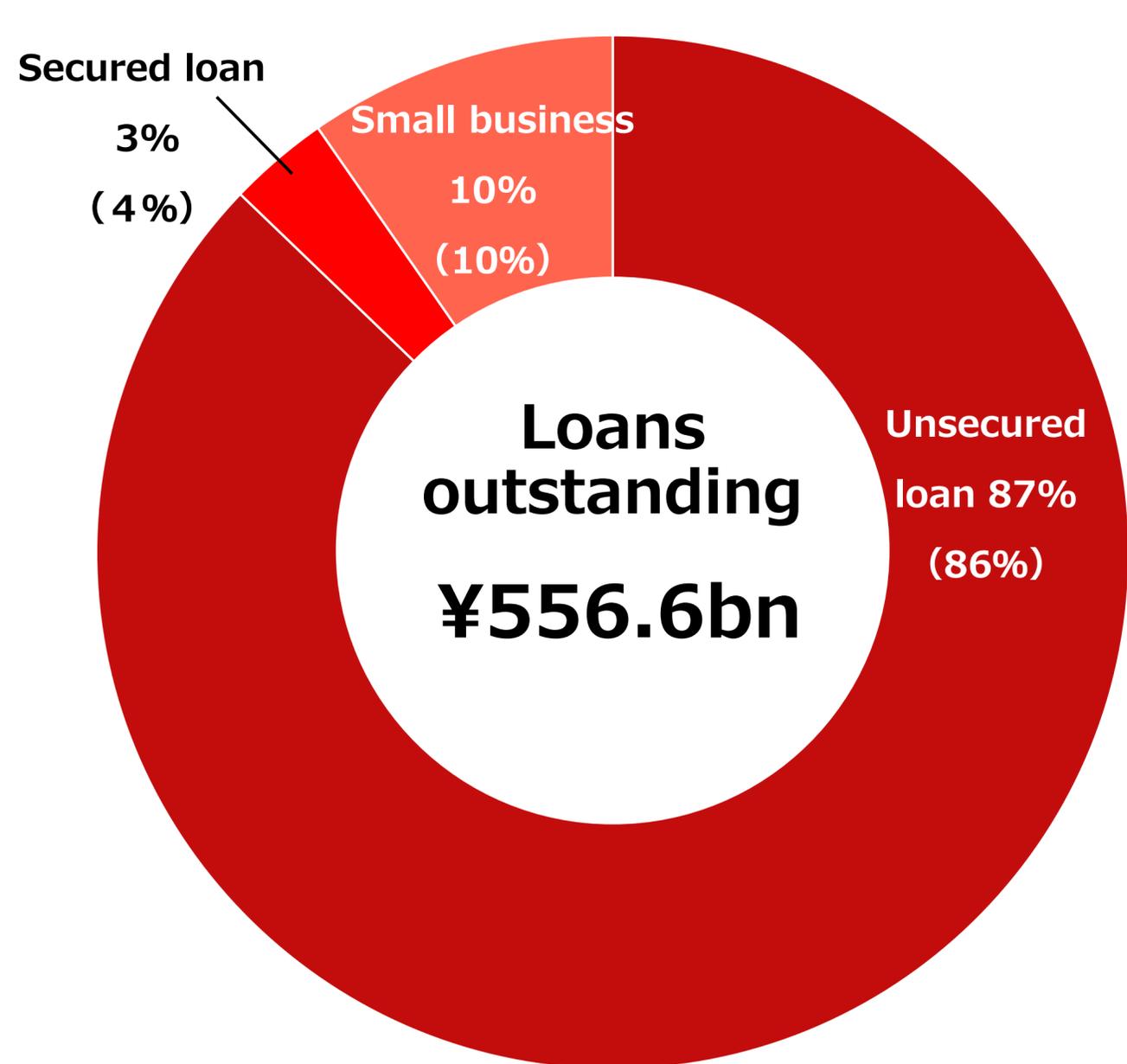


Notes: figures in parentheses are ratios in the same period of the previous fiscal year



Loan Business (1) Total operating assets [Consolidated]

- Loans outstanding : 556.6 billion yen, an increase of 0.8% year on year, reflecting a recovery in the demand for funds.
- Small business loan: the balance dropped on the back of various types of public assistance for COVID-19 relief such as interest free loan. However, it bottomed out to increase by 400 million yen from the end of the previous fiscal year.



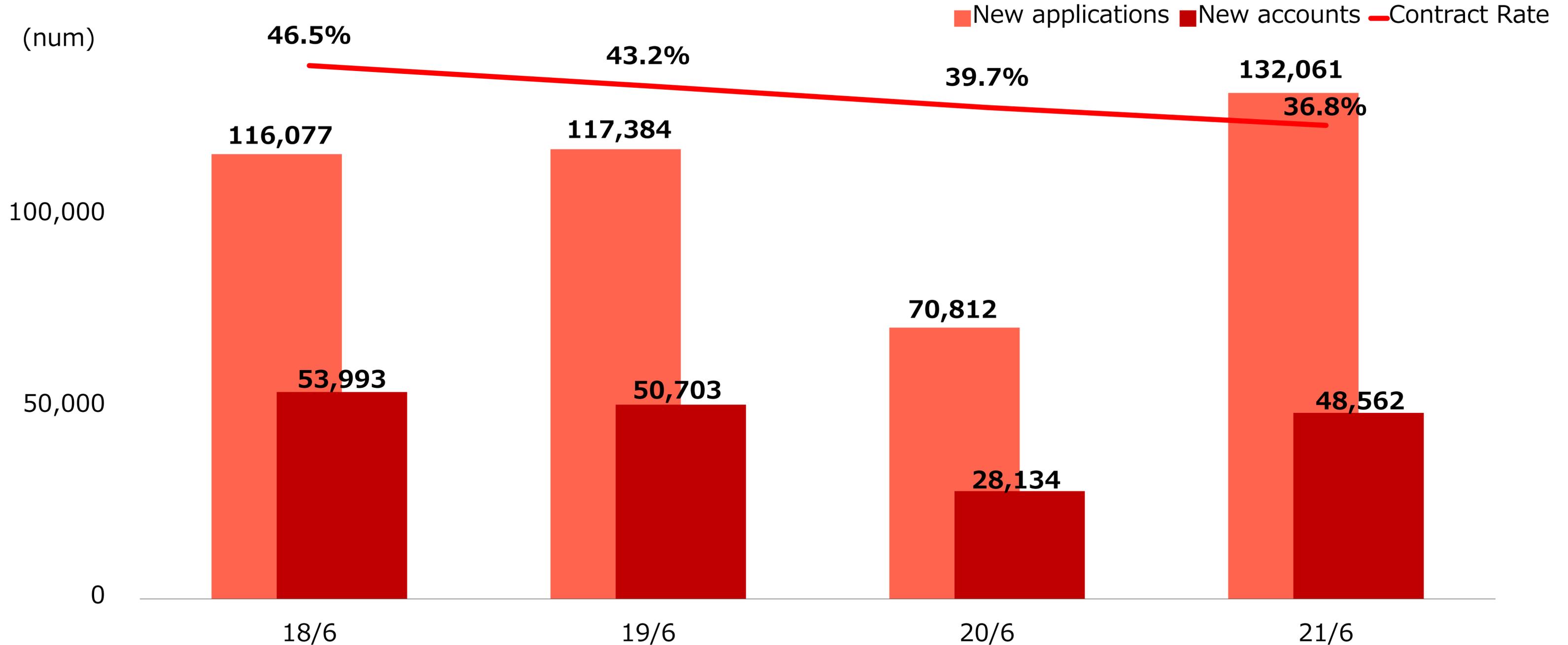
Notes: figures in parentheses are ratios in the same period of the previous fiscal year

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



Loan Business (2) New Applications [AIFUL]

Although the demand for funds dropped in the beginning of the first quarter of the previous fiscal year due to COVID-19, it gradually recovered from the second half. The number of new applications was 132,000, an increase of 12.5%, and the number of new accounts was 48,000, a decrease of 4.2%, compared to FY2019 1Q before pandemic.





Loan Business (3) Loan Volume [AIFUL]

Both the volumes of new and existing accounts recovered compared to the same period of the previous fiscal year, when it was affected by a decline in demand for funds due to COVID-19. The total volume was 50 billion yen, an increase of 6.7% compared to FY2019 1Q before pandemic.

(¥ billion)

60

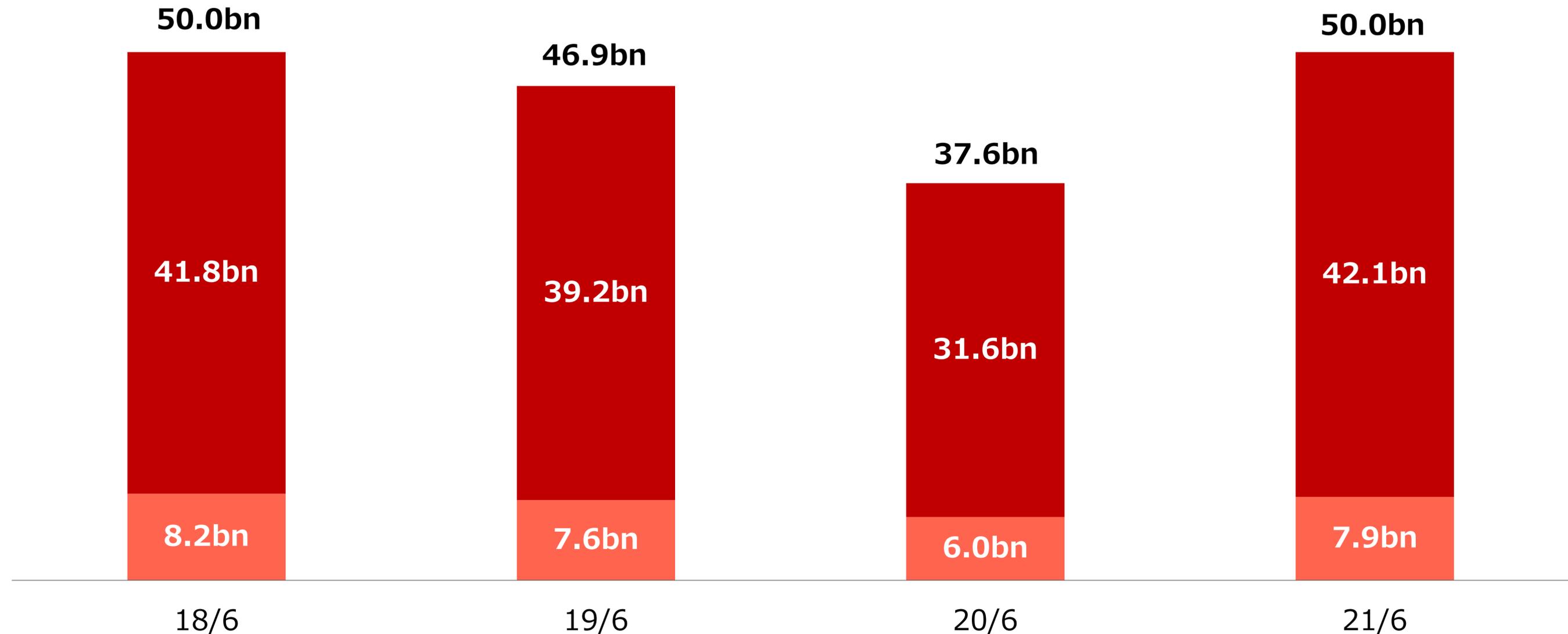
40

20

0

■ Existing accounts

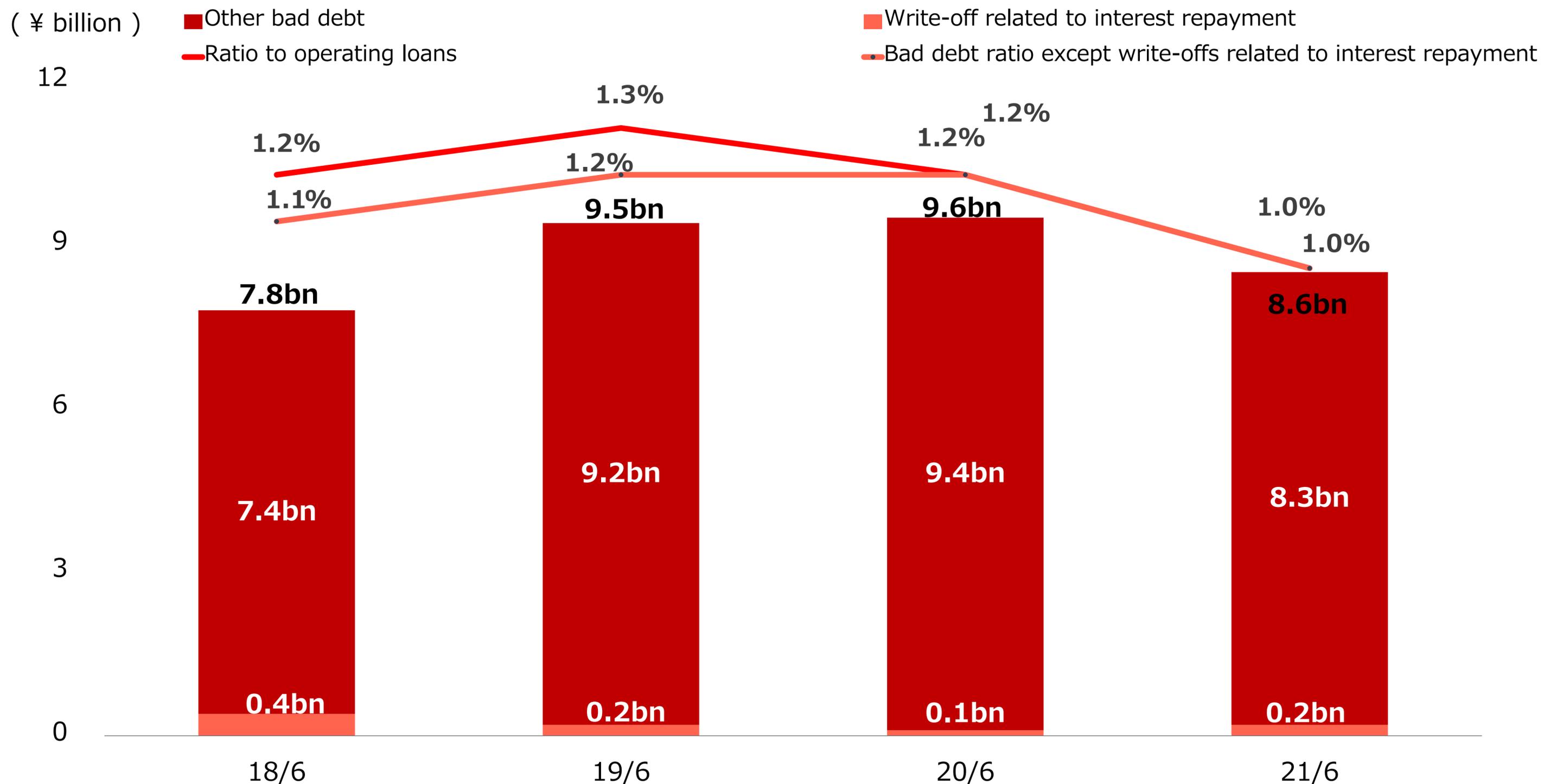
■ New accounts





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

Bad debts (excluding those related to interest repayment) decreased 11.3% year on year to 8.3 billion yen. The ratio to operating loans is 1.0% and stable at low level.





Non-performing Loans (2)

Non-performing Unsecured Loans [Consolidated]

- Non-performing of unsecured: 62.1 billion yen, a rise of 9.9% year on year mainly due to an increase in restructured loans.
- Non-performing loan ratio: Up 0.9pt to 12.8%, due in part to the impact of slower growth in loans outstanding because of COVID-19.

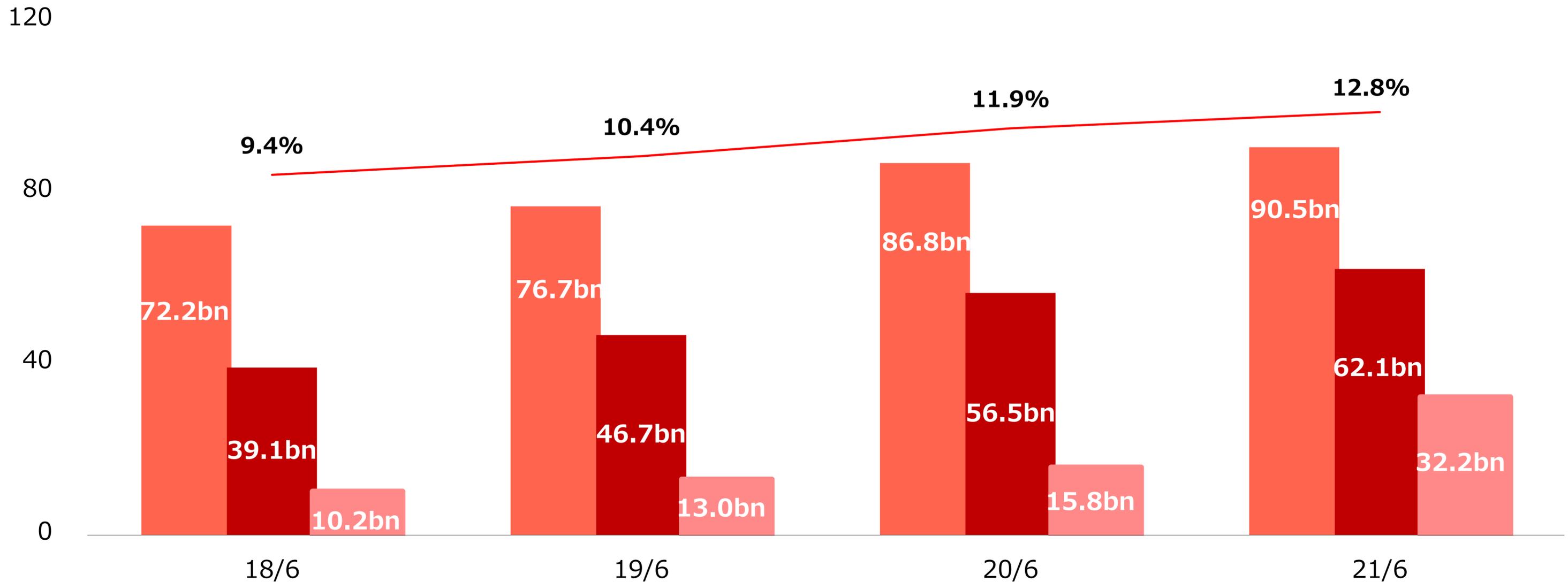
(¥billion)

■ NPL amount

■ Unsecured loan NPL

■ Restructured loan(unsecured)

— Ratio of Unsecured loan NPL



Notes: Restructured loans receiving payments on a regular basis, which were included in "Non-accrual loans", has been included in "Restructured loans" in a more realistic manner since the 4th quarter of the fiscal year ended March 31, 2021.

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



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

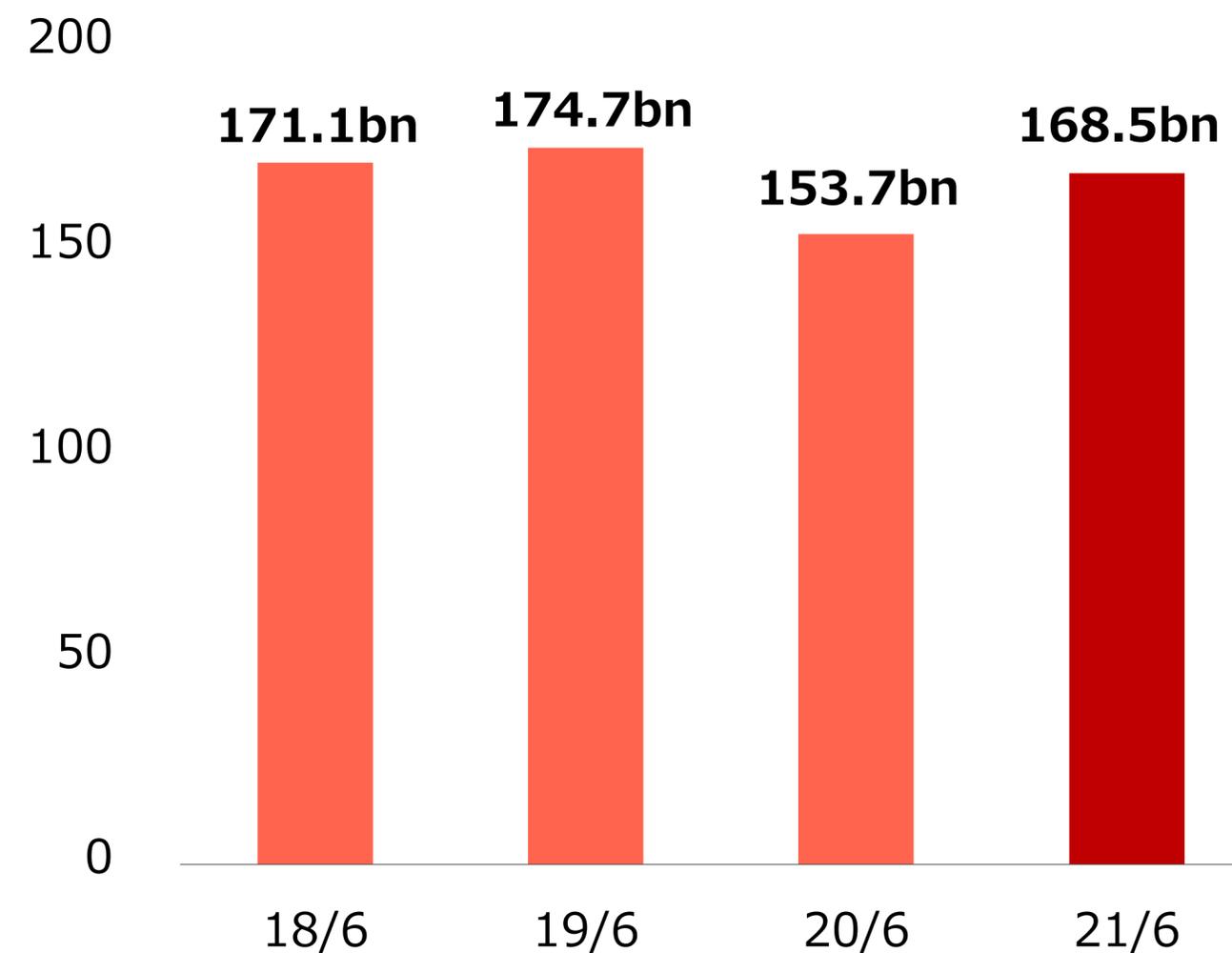
Transaction Volume [Consolidated]

In the credit card business, use was sluggish mainly in travel and leisure facilities in the previous fiscal year due to the impact of COVID-19. However, it gradually recovered, increasing 9.6% year on year to 168.5 billion yen.

[Trends of transaction volume]

(¥ million)	19/6	20/6	21/6	YOY
Transaction Volume	174,768	153,789	168,517	9.6%
Credit card	174,768	152,796	166,306	8.8%
Individual installment	-	993	2,211	122.5%

(¥ 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)

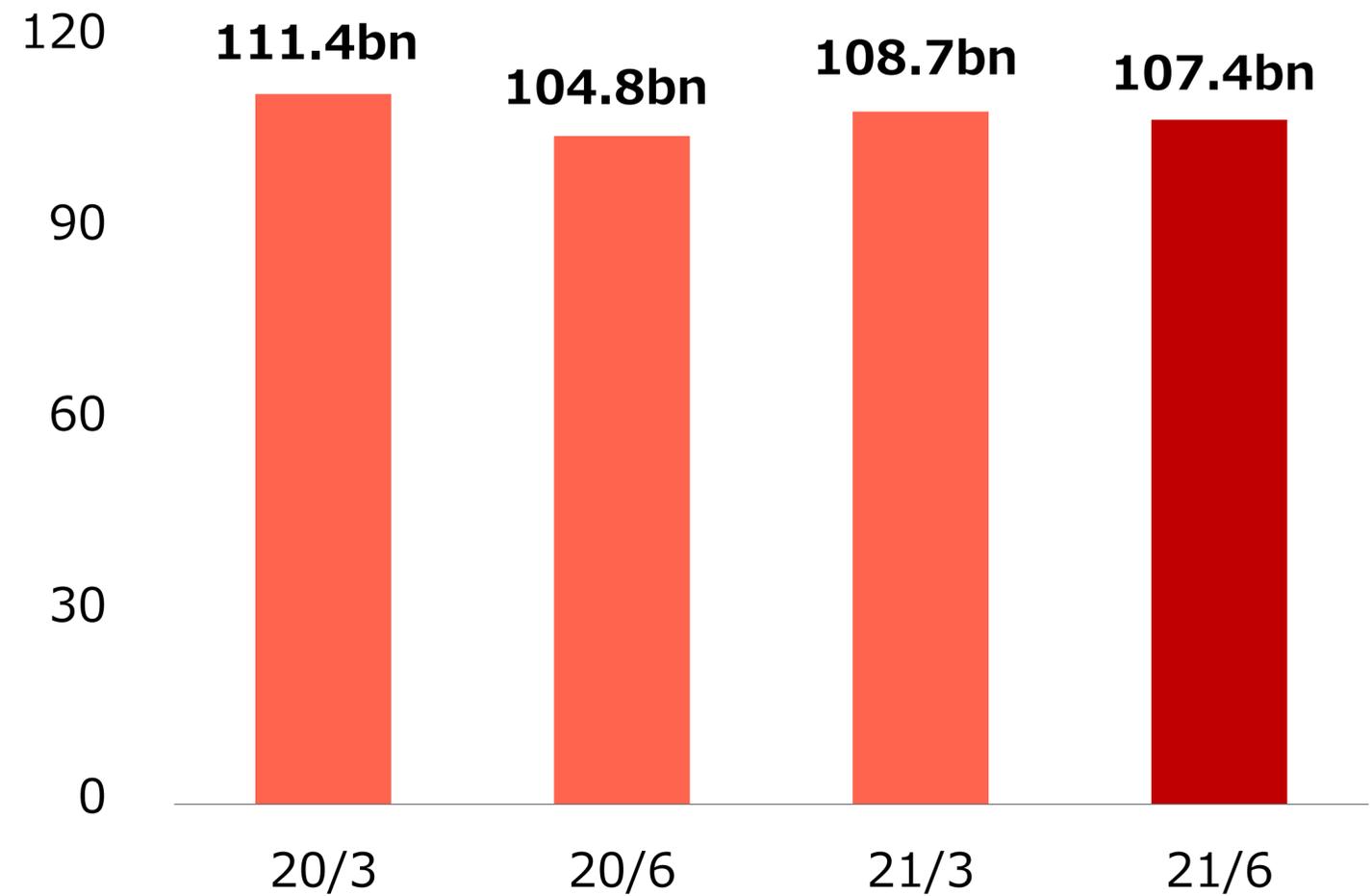
Installment Receivable [Consolidated]

Installment receivable increased 2.4% year on year to 107.4 billion yen due to an increase of individual installment receivable, up 66.3% year on year reflecting the steady increase of transaction volume and new affiliate stores at AIFUL GUARANTEE.

【Trends of Installment receivable】

(¥ million)	20/6	21/3	21/6	YOY
Installment receivable	104,866	108,714	107,422	2.4%
Credit card	99,109	100,504	97,850	-1.3%
Individual installment	5,757	8,210	9,571	66.3%

(¥ billion)



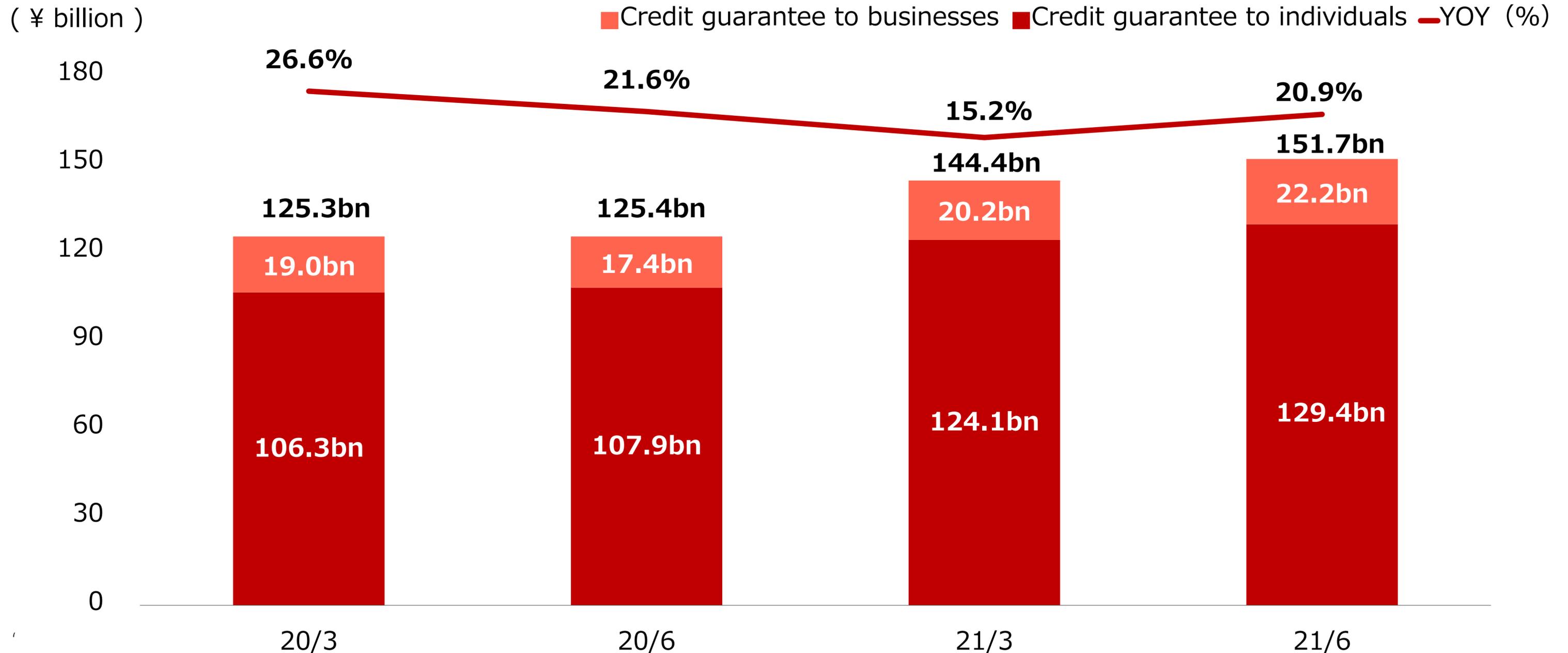
*AIFUL GUARANTEE CO., LTD., which operates an installment credit sales business, has been included in the scope of consolidation since the fiscal year ended March 31, 2020.



Credit Guarantee Business

Guarantee For Individuals · Business operators 【Consolidated】

The credit guarantee balance maintained a double-digit growth, up 20.9% year on year to 151.7 billion yen, reflecting our efforts to diversify products and strengthen relationships with partners.

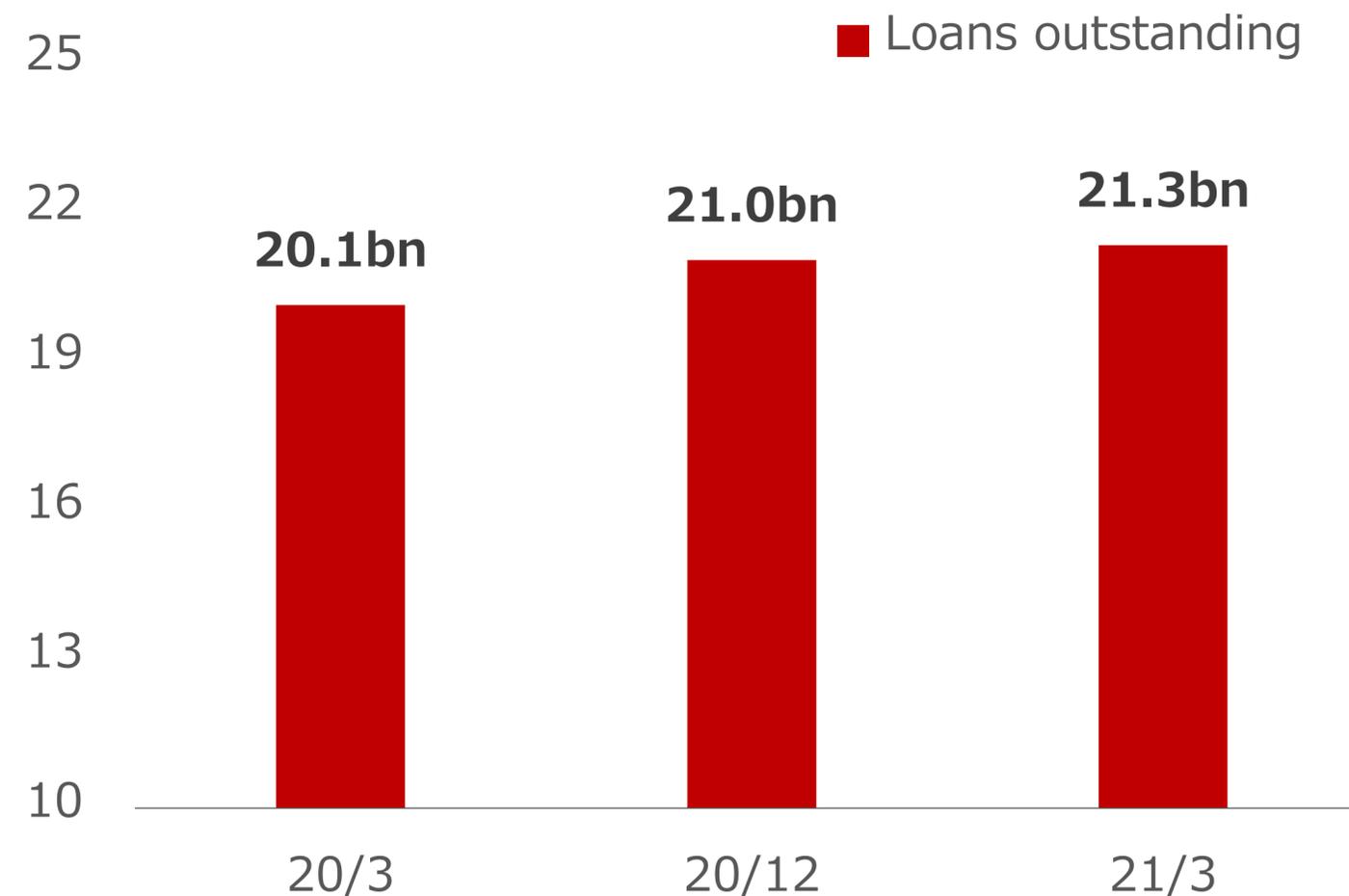


Notes: consolidation of AIFUL, LIFE CARD

Ordinary profit turned profitable at 120 million yen (Jan.-Mar. 2021) as a result of a decrease in bad debt expenses reflecting improvement in the debt portfolio.

(¥ million)	20/3	21/3	YOY
Loans outstanding	20,147	21,316	5.8%
N. of customer accounts (Thousand)	330	325	-1.3%
Operating revenue	1,581	1,405	-11.1%
Operating profit (loss)	-131	126	-
Ordinary profit (loss)	-108	126	-
Profit (loss)	-108	126	-

(¥ billion)



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

* Exchange rate (Thai Baht): B/S: ¥3.34(FY2020 1Q), ¥3.54(FY2021 1Q)

P/L: ¥3.48(FY2020 1Q), ¥3.50(FY2021 1Q)



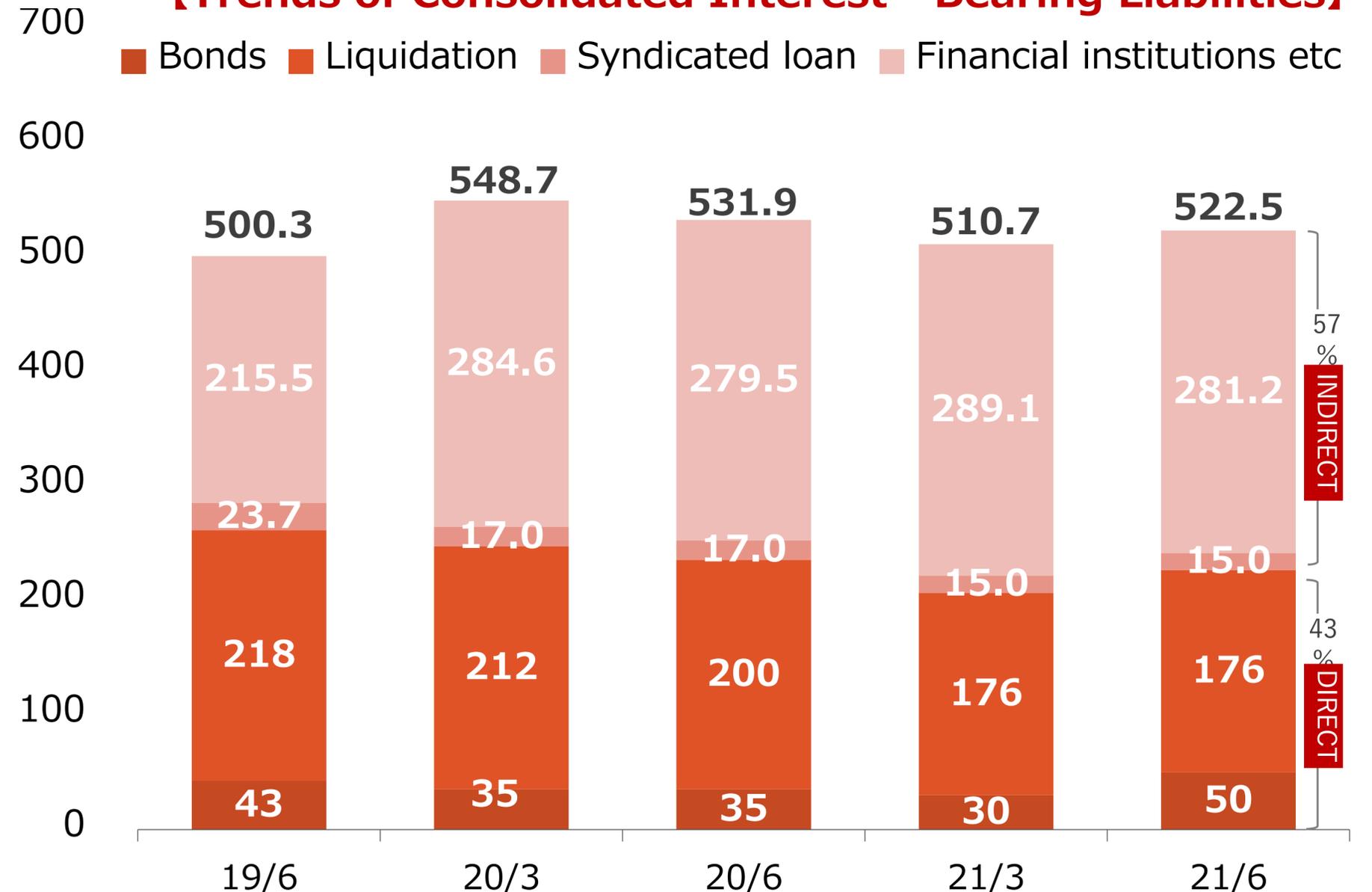
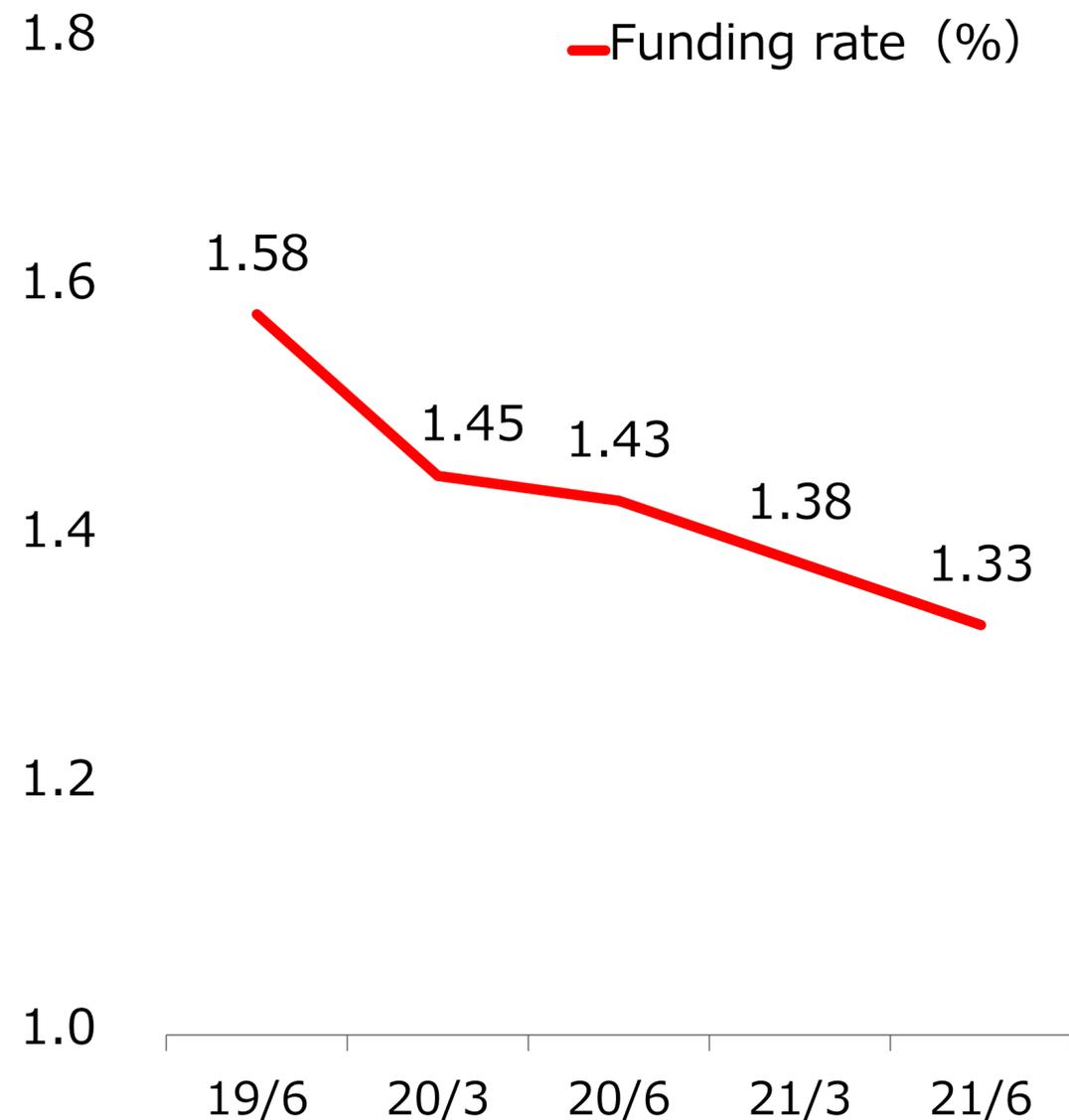
Funding [Consolidated]

- Funding rates: both direct and indirect are trending downward in tandem with an improvement in earnings.
- Interest-bearing liabilities: 522.5 billion yen , down 1.8% 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 63rd publicly offered unsecured straight bonds totaling 20 billion yen in June 2021.

[Trends of Consolidated Funding Rate]

(¥ billion)

[Trends of Consolidated Interest - Bearing Liabilities]



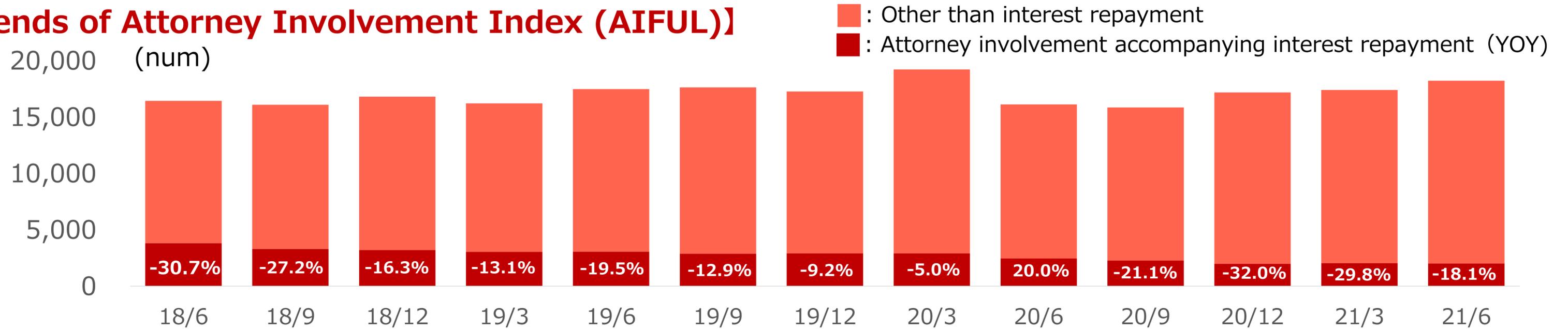
Notes: consolidation of AIFUL, LIFE CARD, AIFUL BUSINESS FINANCE, AIFUL GUARANTEE, AG LOAN SERVICES, AIRA & AIFUL



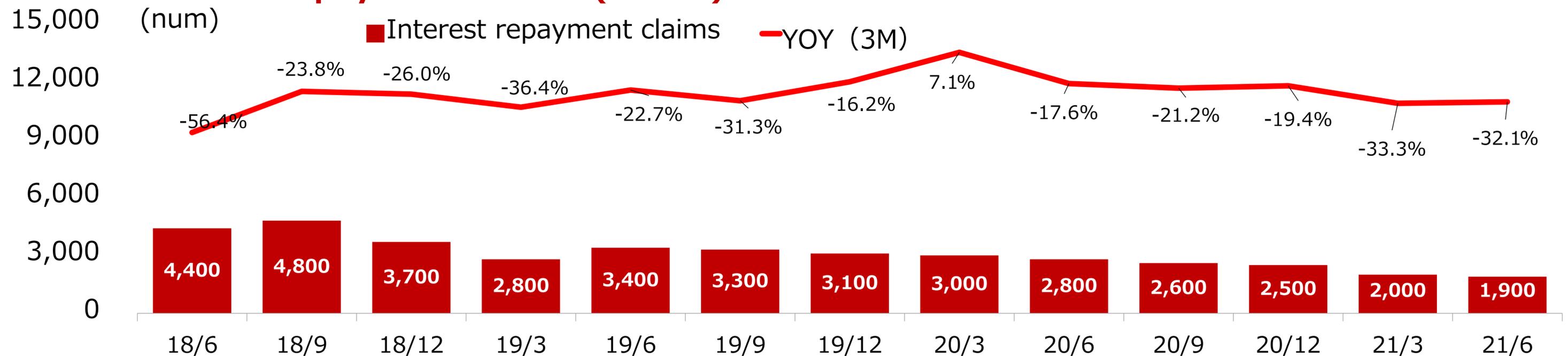
Interest Repayment (1) Attorney Involvement Index and Number of Claims

- The annual number of cases of attorney involvement accompanying interest repayment fell 18.1% year on year.
- The annual number of interest repayment claims stood at 1,900, a decrease of 32.1% year on year.

【Trends of Attorney Involvement Index (AIFUL)】



【Trends of Interest Repayment Claims (AIFUL)】

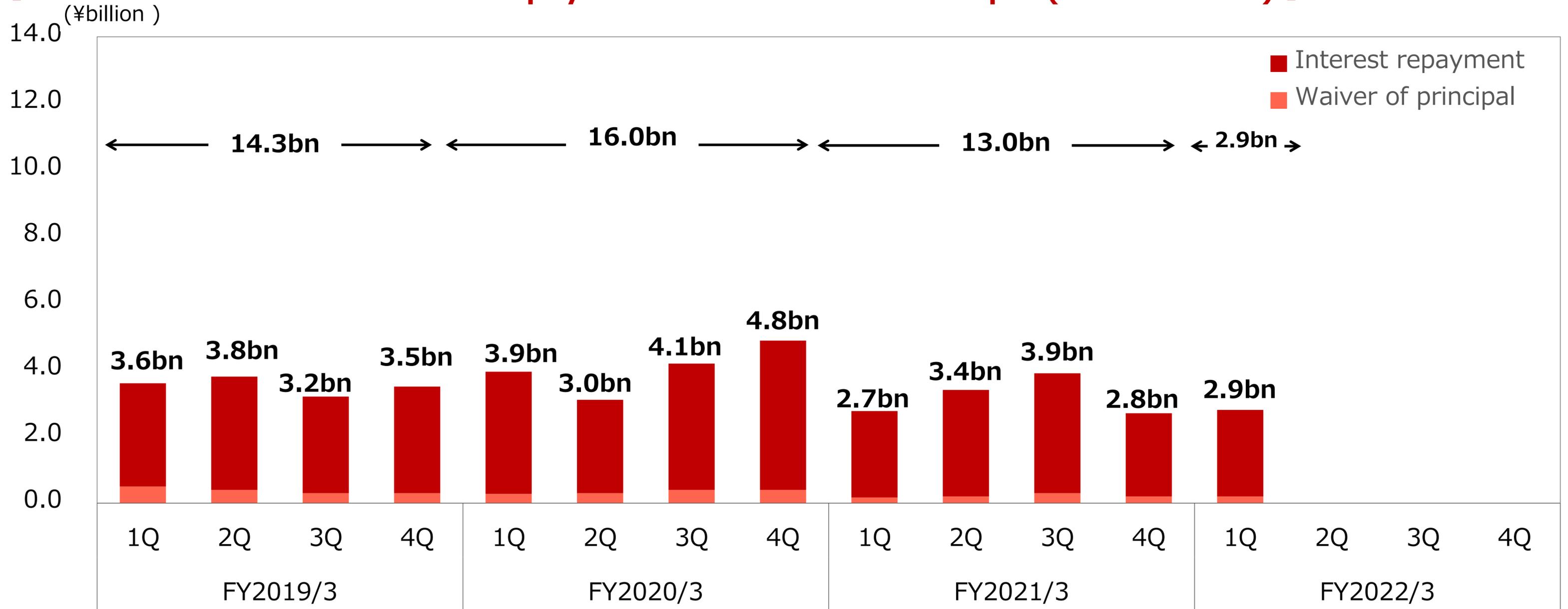




Interest Repayment (2) Withdraw Amount

The withdraw amount of allowance for interest repayment increased 6.2% year on year to 2.9 billion yen on a consolidated basis (of which 2.6 billion yen was applied to interest repayment and 0.2 billion yen to debt waiver).

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



Notes: consolidation of AIFUL, LIFE CARD



Interest Repayment (3) Provision

Consolidated: 2.9 billion yen was withdrawn (of which 2.6 billion yen was applied to interest repayment and 0.2 billion yen to waiver of principal) from the allowance of 15.6 billion yen at the beginning of FY2021, resulting in an allowance of 12.7 billion yen at the end of FY2021 1Q.

【Provision for loss on Interest Repayment】

(Consolidated)

(¥ million)	Interest repayment	Waiver of principal	Total
Allowance at the beginning of FY2021	12,913	2,737	15,651
Withdraw (Interest repayment)	2,685	-	2,685
Withdraw (Waiver of principal)	-	258	258
Provisions (reversal)	-	-	-
Allowance at the end of FY2021 1Q	10,227	2,479	12,707

(AIFUL)

(¥ million)	Interest repayment	Waiver of principal	Total
Allowance at the beginning of FY2021	11,460	2,397	13,857
Withdraw (Interest repayment)	2,488	-	2,488
Withdraw (Waiver of principal)	-	225	225
Provisions (reversal)	-	-	-
Allowance at the end of FY2021 1Q	8,971	2,172	11,144

※The amount of waiver of principal in LIFECARD has been changed to a withdrawal of the allowance for waiver of principal since the fiscal year ended March 31, 2022.

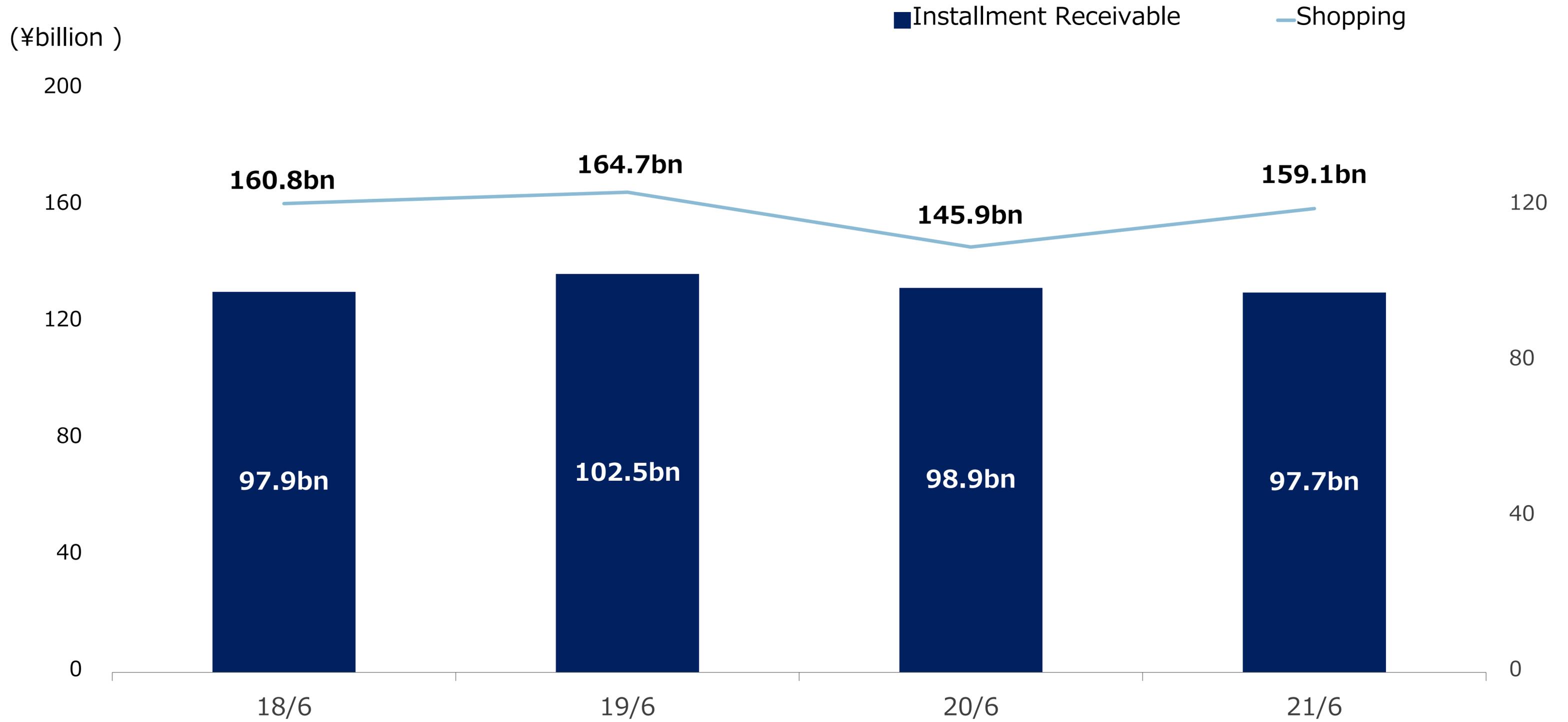
III LIFECARD Results Summary

Financial Results Summary

(¥ million)	20/6	21/6	YOY	YOY %
Operating revenue	8,240	7,884	-356	-4.3%
Revenue from installment receivable	4,059	3,957	-101	-2.5%
Interest on operating loans	1,220	1,043	-176	-14.4%
Revenue from credit guarantee	392	424	32	8.2%
Other	2,568	2,458	-110	-4.3%
Operating expenses	7,482	6,823	-658	-8.8%
Financial expenses	287	251	-35	-12.5%
Provision of allowance for doubtful accounts	1,142	775	-367	-32.1%
Provision for loss on interest repayment	-	-	-	-
Advertising cost	403	824	421	104.6%
Advertising expenses	39	201	162	412.2%
Sales promotion expenses	363	623	259	71.3%
Personnel expenses	1,181	1,157	-23	-2.0%
Other operating expenses	4,467	3,813	-653	-14.6%
Operating profit	758	1,061	302	39.9%
Ordinary profit	1,246	1,120	-126	-10.1%
Profit	970	657	-313	-32.3%



Installment Receivable

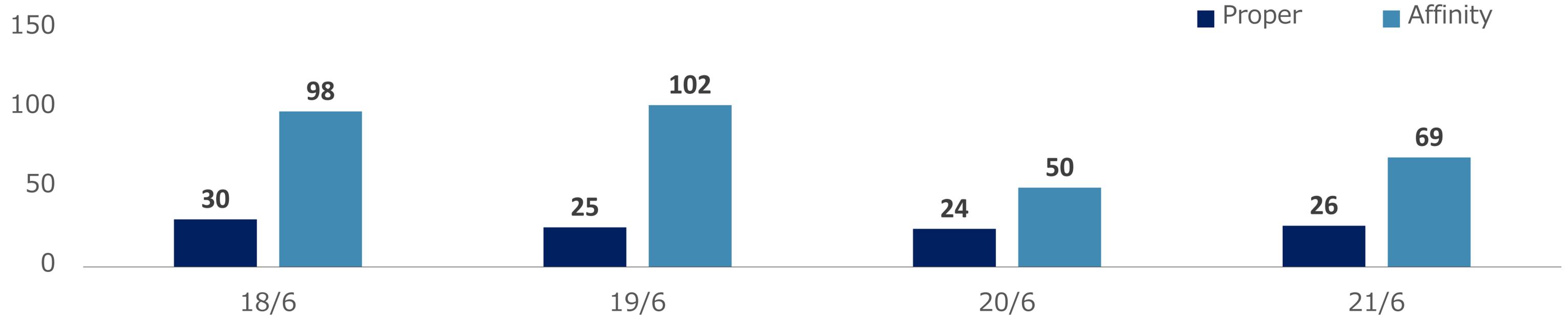




Credit Card Issuance

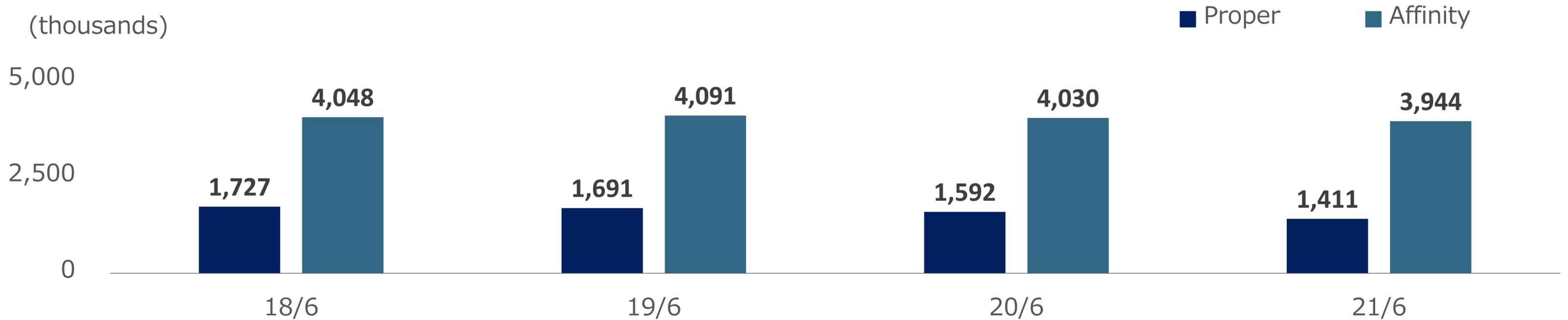
【Number of new issue】

(thousands)



【Number of card holders】

(thousands)





IV Financial Results Summary of Group Companies



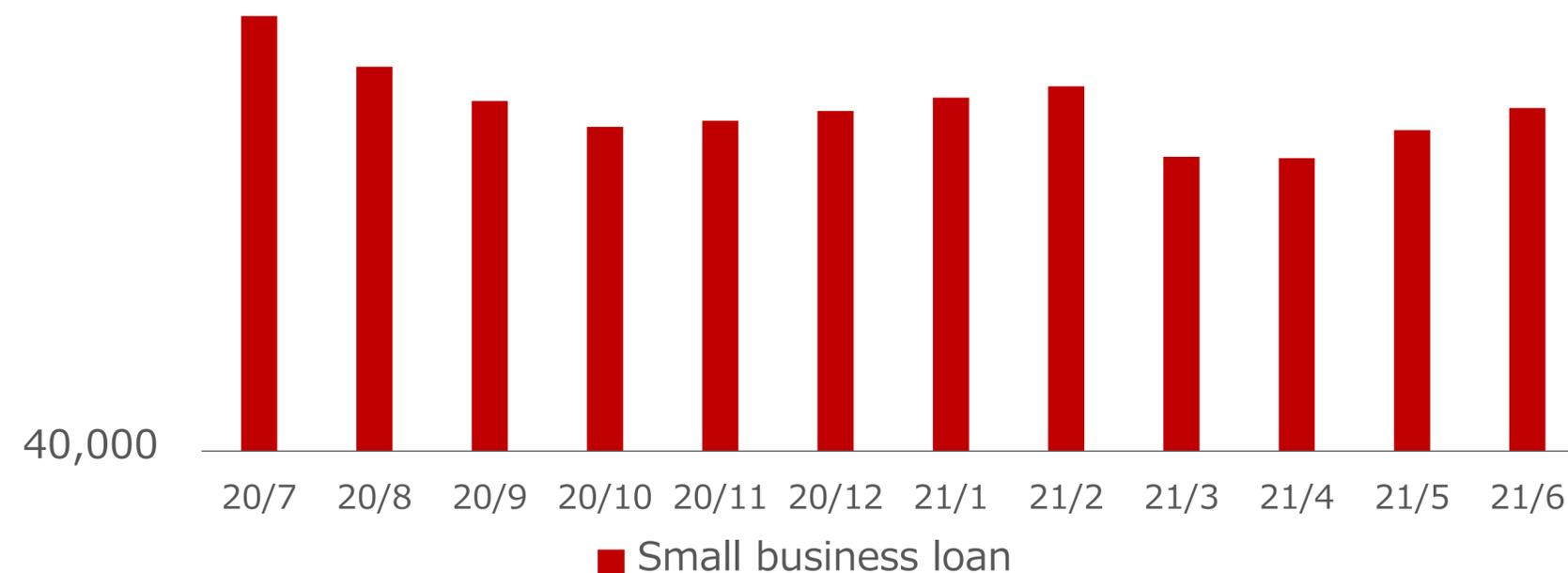
AIFUL BUSINESS FINANCE CORPORATION



(¥ million)

50,000

Balance of Small Business Loan



(¥ million)	20/6	21/6	YOY %
Loans outstanding	63,564	58,351	-8.2%
Customer accounts (thousands)	28	25	-10.7%
Operating revenue	1,748	1,637	-6.3%
Operating profit	850	453	-46.7%
Ordinary profit	860	456	-46.9%
Profit	567	275	-51.4%

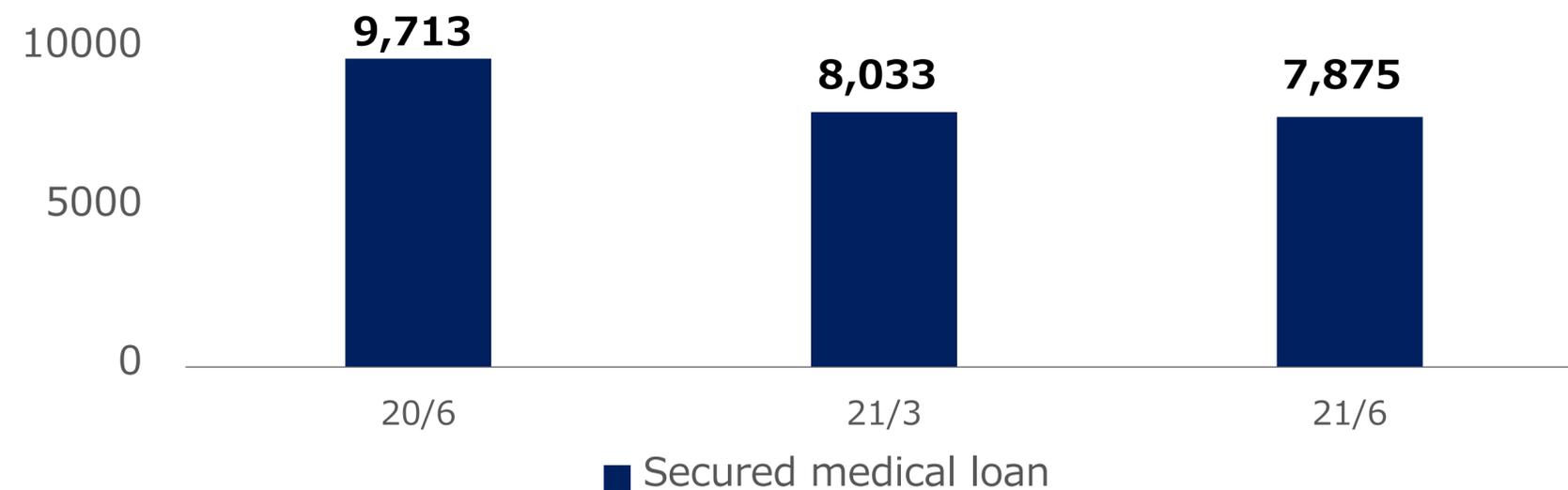
(¥ million)

10000

5000

0

Balance of Secured Medical Loan



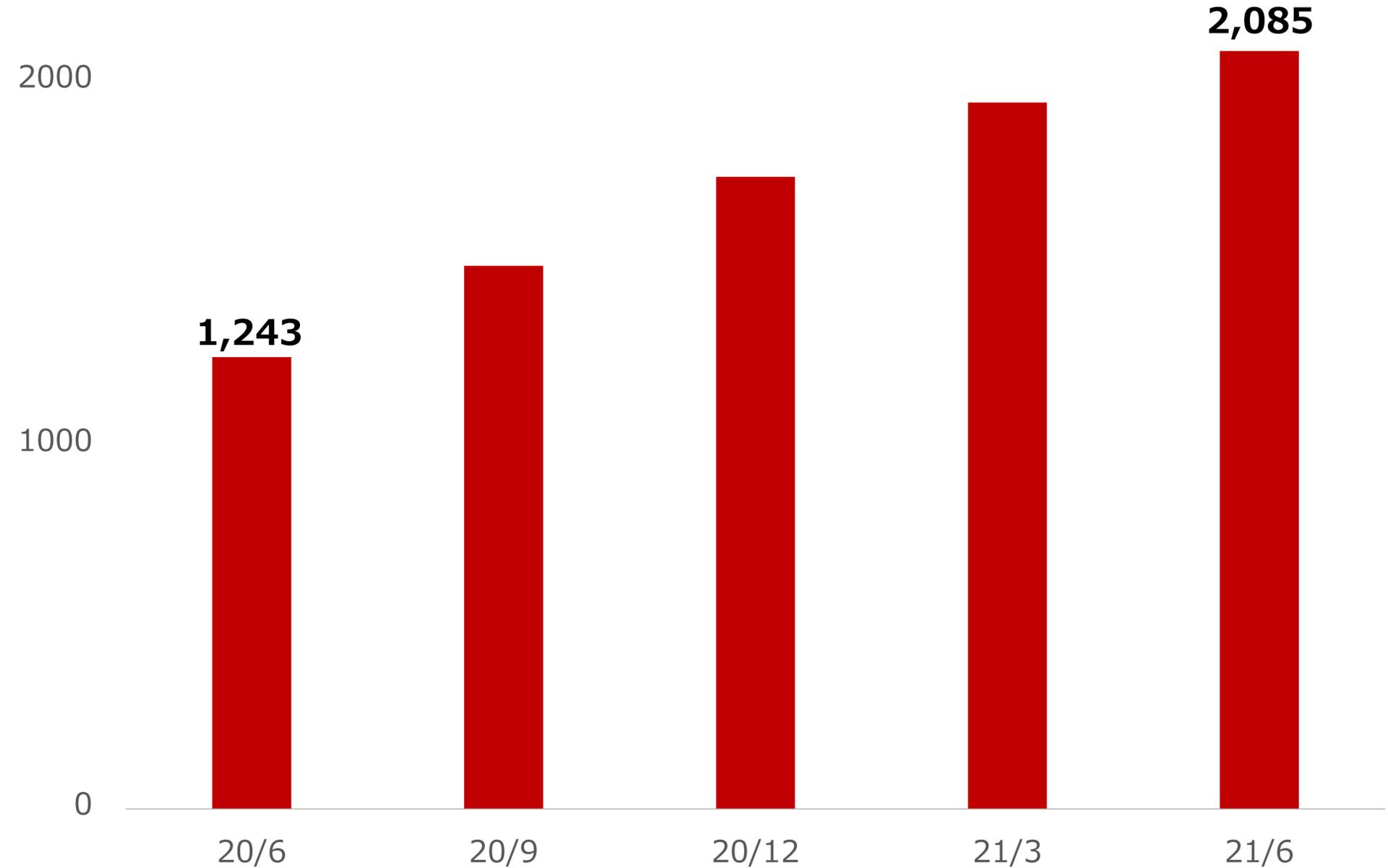
In July 2021, AG MEDICAL CORPORATION took over the secured medical loan business.



(num)

Trends of the number of affiliate stores

(¥ million)	20/6	21/6	YOY %
Installment receivables	5,625	9,466	68.3%
Guarantee	170	164	-4.0%
Operating revenue	168	267	58.4%
Operating profit	54	108	96.9%
Ordinary profit	55	108	93.2%
Profit	37	72	95.3%

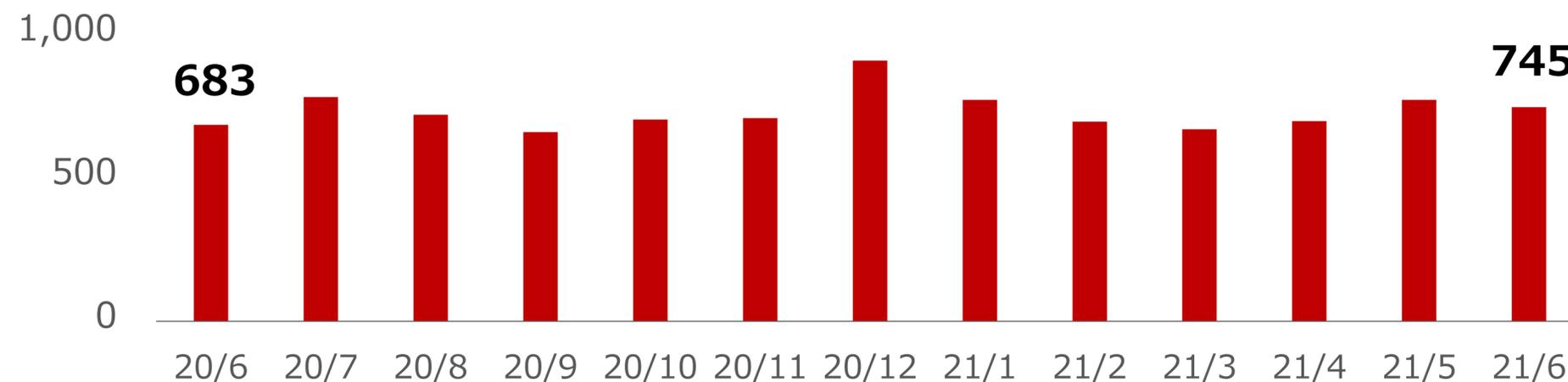




(¥ million)	21/6
Transaction Volume	2,212
Operating revenue	127
Operating profit	-46
Ordinary profit	-45
Profit	-45

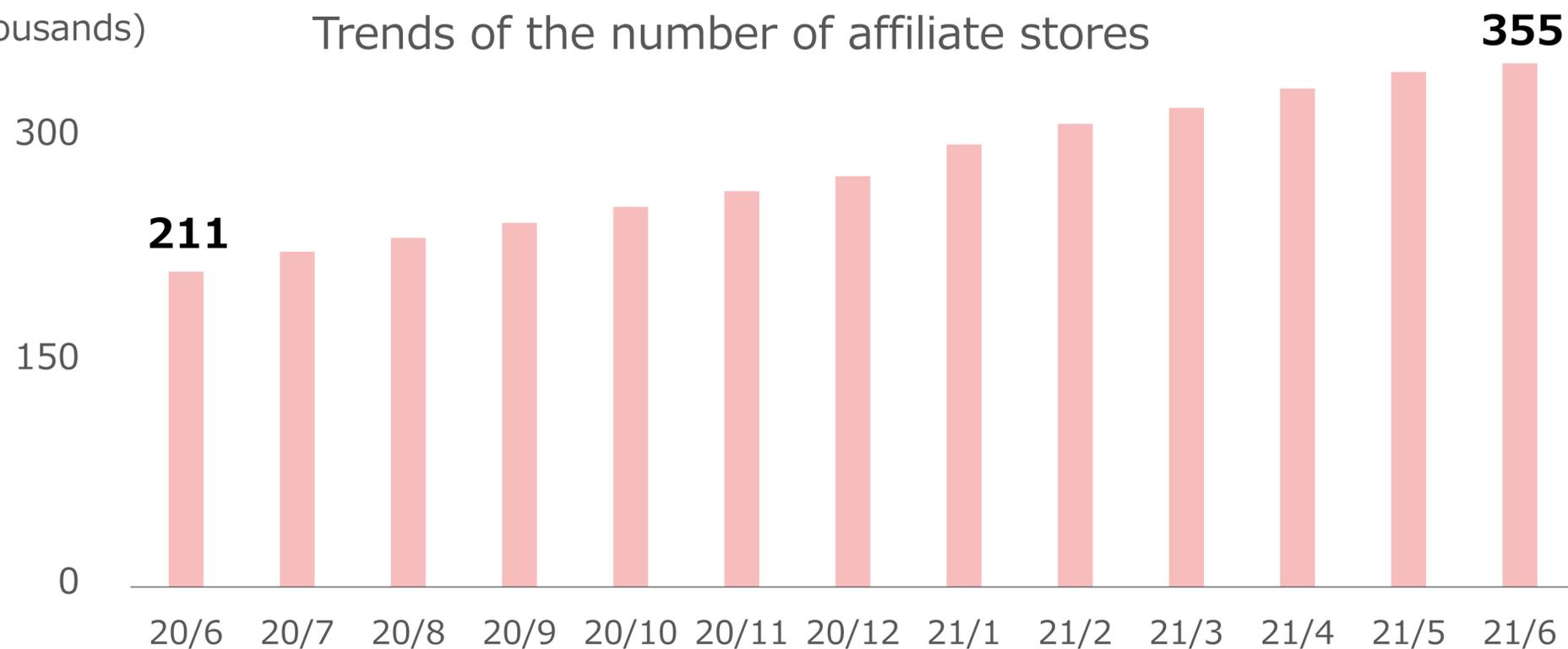
(¥million)

Trends of transaction volume



(thousands)

Trends of the number of affiliate stores



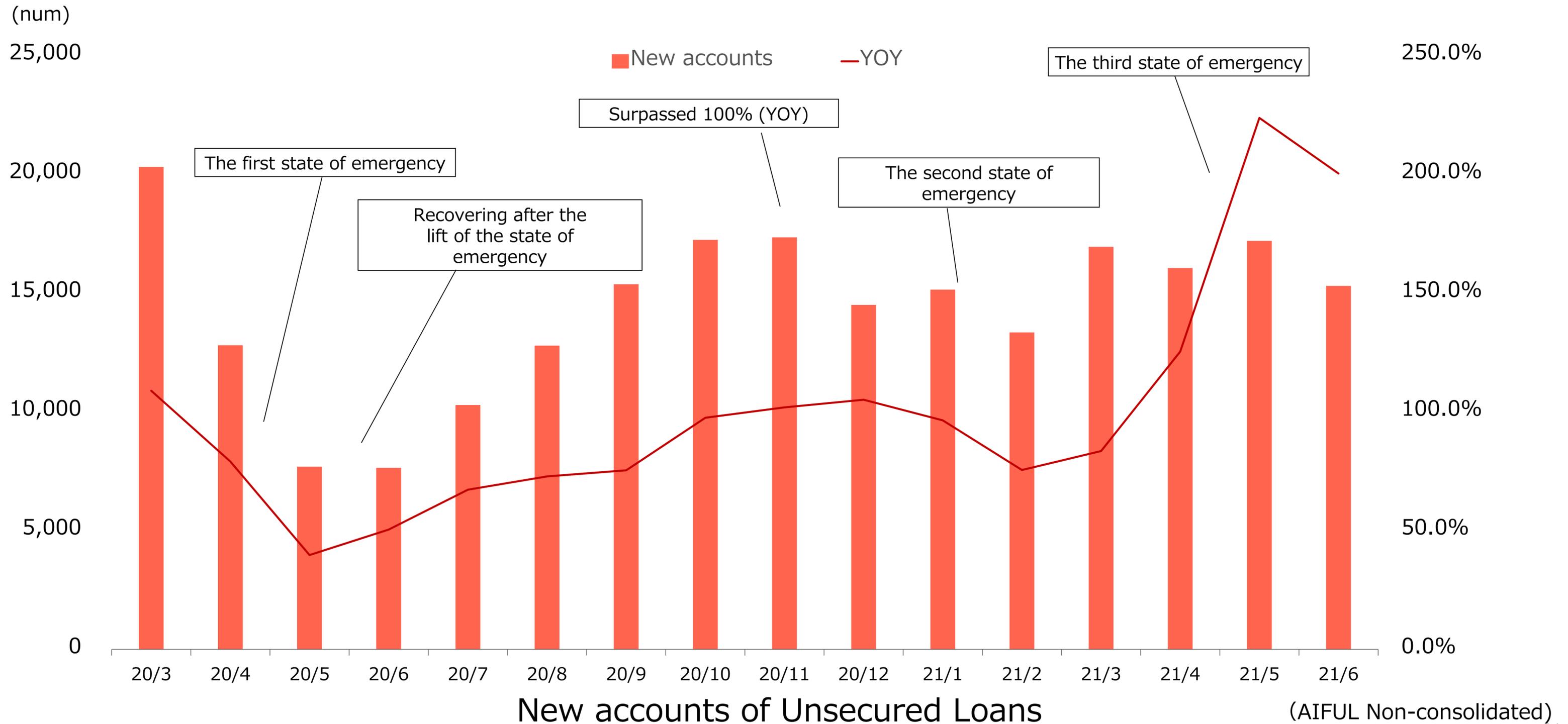


V Reference Material



Impact of COVID-19 Loan Business

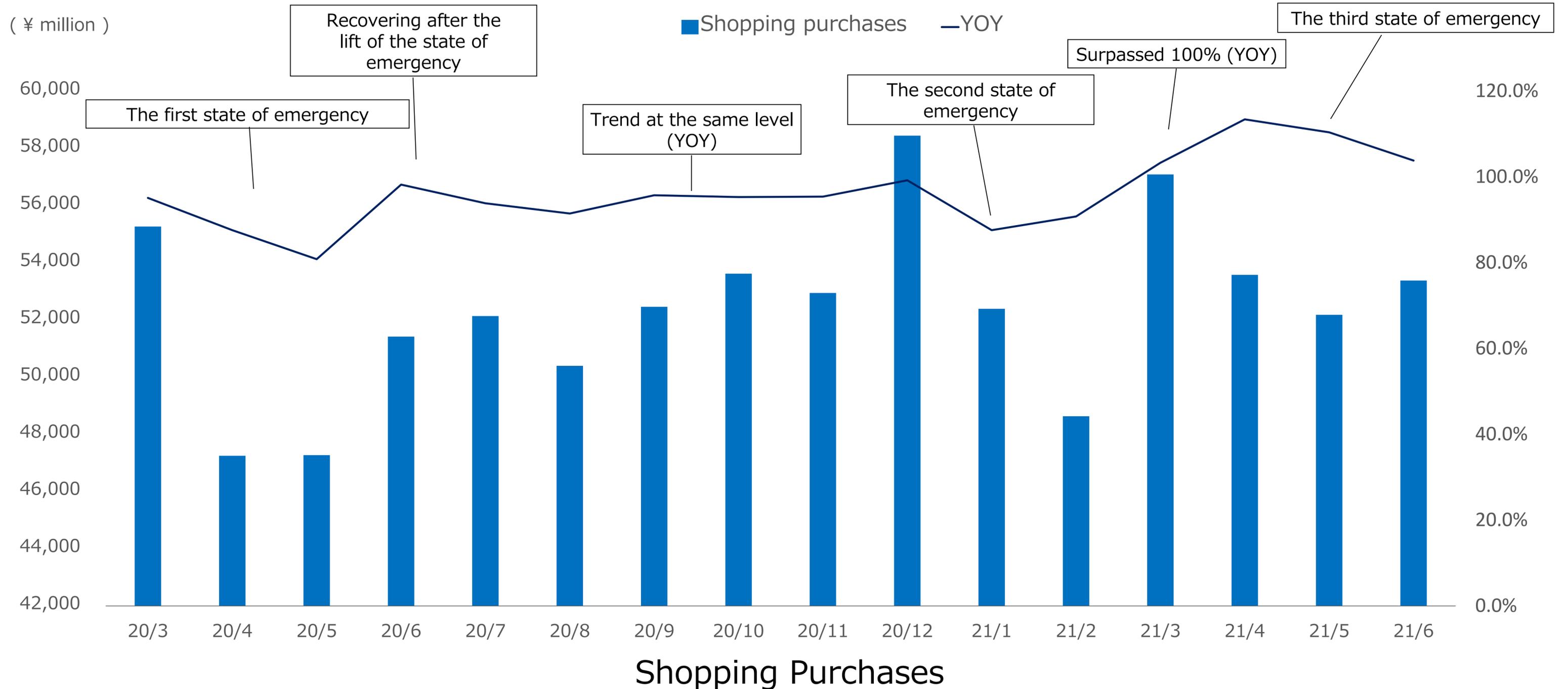
From April to June 2021, the number of new accounts continued to recover due to the spread of vaccines, despite the third state of emergency.





Impact of COVID-19 Credit Card Business

Although there was a temporary decrease when the Emergency Declaration was issued, the value of purchases increased due to the expansion of EC payments reflecting changes in lifestyles and the recovery of demand mainly in retail and leisure facilities.





Operating Revenue and Expenses (Consolidated)

(¥ million)	20/6	21/6	2021/6	
			YOY	YOY %
Operating revenue	31,940	32,329	389	1.2%
Interest on operating loans	18,740	18,588	-151	-0.8%
Revenue from installment receivable	4,645	4,701	56	1.2%
Revenue from credit guarantee	3,796	3,865	69	1.8%
Collection from purchased receivable	321	228	-93	-29.0%
Recoveries of written off claims	1,530	1,934	403	26.4%
Other revenue	2,905	3,011	105	3.6%
Operating expenses	25,610	26,621	1,010	3.9%
Financial expenses	1,786	1,805	18	1.1%
Cost of purchased receivable	212	-	-	-
Provision of allowance for doubtful accounts	8,949	8,747	-201	-2.3%
Expenses for interest repayment	-	-	-	-
Advertising cost	1,710	3,292	1,581	92.5%
Advertising expenses	626	2,541	1,914	305.3%
Sales promotion expenses	1,083	750	-332	-30.7%
Personnel expenses	4,169	4,248	78	1.9%



Operating Expenses and Profit (Consolidated)

(¥ million)	20/6	21/6	YOY	
			YOY	YOY %
Other	8,753	8,463	-290	-3.3%
Commission	3,615	3,796	180	5.0%
Communications	690	760	70	10.2%
Provision for point card certificates	593	-	-	-
Consumption taxes	1,041	1,255	214	20.6%
Depreciation expenses	813	798	-15	-1.9%
Supplies, repair and maintenance	766	645	-120	-15.8%
Rents	455	448	-7	-1.6%
Rent expenses	91	93	2	2.3%
Operating profit	6,329	5,708	-620	-9.8%
Non-operating income	1,269	180	-1,089	-85.8%
Non-operating expenses	37	174	136	359.6%
Ordinary profit	7,561	5,714	-1,846	-24.4%
Extraordinary profit	-	-	-	-
Extraordinary losses	-	-	-	-
Profit before income taxes	7,561	5,714	-1,846	-24.4%
Profit(loss) attributable to non controlling interest	-54	65	120	-
Profit attributable to owners of parent	7,111	5,012	-2,098	-29.5%



Financial Results Summary (AIFUL)

(¥ million)	20/6	21/6	21/6	
			YOY	YOY %
Operating revenue	19,609	20,320	711	3.6%
Interest on operating loans	14,934	15,404	469	3.1%
Revenue from credit guarantee	2,897	2,791	-106	-3.7%
Operating expenses	15,064	16,699	1,635	10.9%
Financial expenses	1,365	1,429	64	4.7%
Provision of allowance for doubtful accounts	6,597	6,648	50	0.8%
Expenses for Interest repayment	-	-	-	-
Advertising cost	1,182	2,314	1,131	95.7%
Advertising expenses	538	2,242	1,704	316.7%
Sales promotion expenses	644	71	-572	-88.9%
Personal expenses	2,517	2,570	53	2.1%
Other operating expenses	3,401	3,736	335	9.9%
Operating profit	4,545	3,621	-923	-20.3%
Non-operating income	538	320	-218	-40.6%
Non-operating expenses	27	10	-16	-60.4%
Ordinary profit	5,056	3,930	-1,125	-22.3%
Extraordinary income	-	-	-	-
Extraordinary losses	-	-	-	-
Profit	5,330	3,822	-1,507	-28.3%



Operating Results (AIFUL)

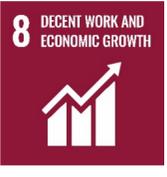
(¥ million)	20/6	21/6	YOY	
			YOY	YOY %
Total receivable outstanding	550,338	581,841	31,502	5.7%
Loans outstanding	429,315	442,105	12,790	3.0%
Unsecured	415,081	429,874	14,792	3.6%
Secured	6,408	4,401	-2,006	-31.3%
Small business	7,825	7,829	4	0.1%
Credit guarantee	111,465	131,044	19,578	17.6%
New accounts (num)	28,155	48,590	20,435	72.6%
Unsecured	28,134	48,562	20,428	72.6%
Customer accounts (thousands)	925	939	13	1.5%
Unsecured	912	927	14	1.6%
Average yield	14.6%	14.5%	-0.1pt	-
Below 18% unsecured loan balance's occupancy rate	98.9%	99.2%	0.3pt	-
Bad debt	6,570	6,161	-408	-6.2%
Excluding write-off accompanying interest repayment	6,393	5,936	-457	-7.2%
Bad debt ratio to operating loans	1.2%	1.1%	-0.1pt	-
Ratio excluding write-off related to interest repayment	1.2%	1.0%	-0.2pt	-



VI Appendix



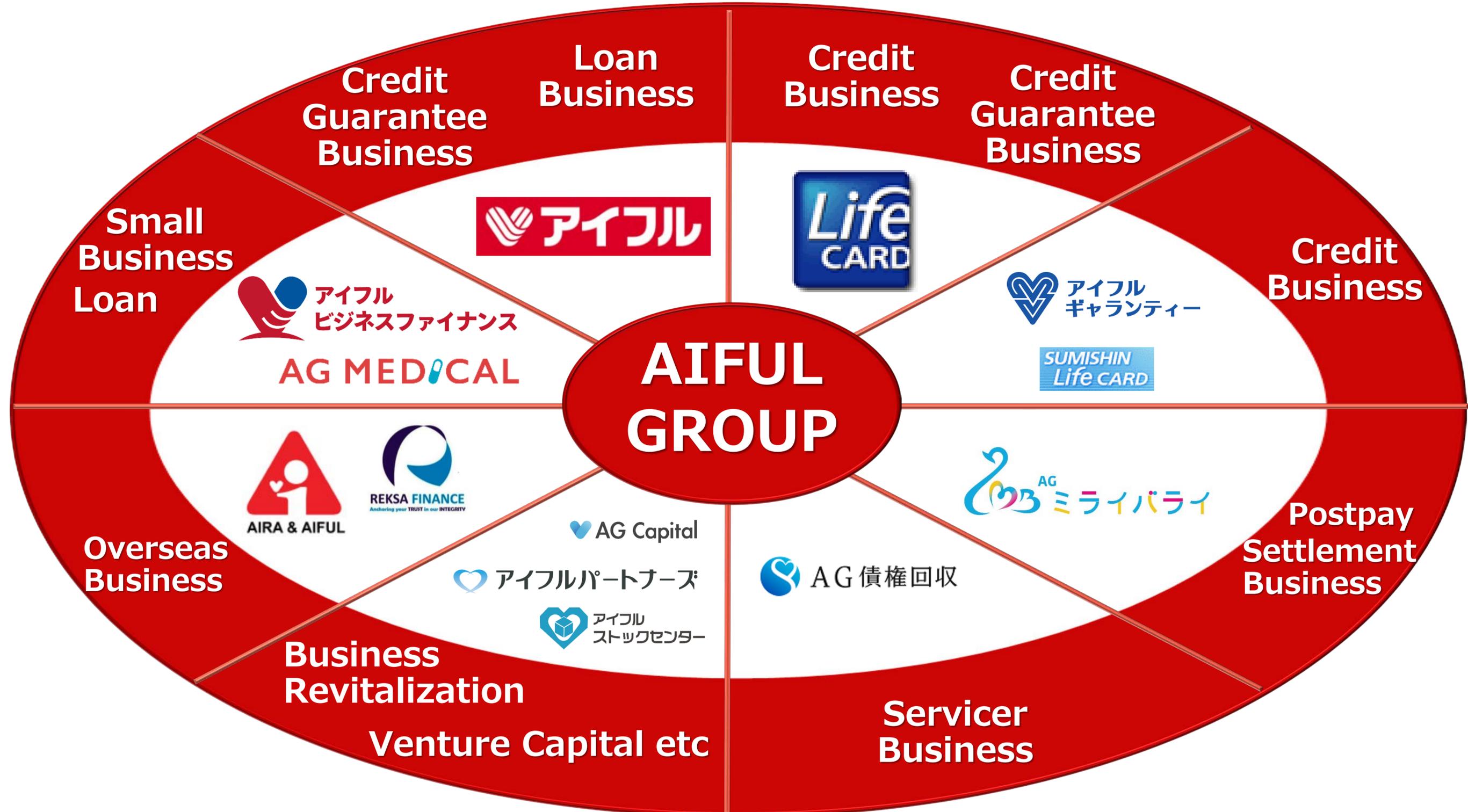
ESG · SDG s Major Efforts

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	
		Monitoring and reduction of energy consumption and GHG emissions	
Social	Social Contribution/ Coexistence with the Community	Blood Donation	  
		Sponsoring Hackathons	
		Contribution Cards	
		Installment plan for lecture fees	
		Investment in SDG-related businesses	
		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 Group aims to create businesses that meet all the customer needs through business diversification





– Disclaimer –

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