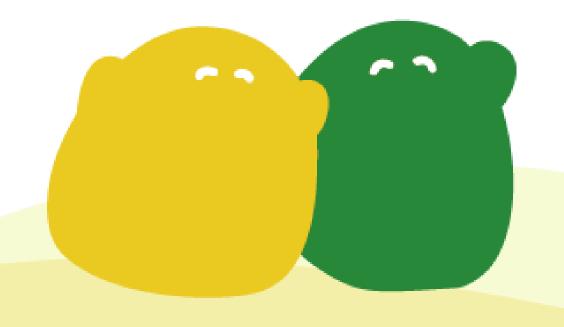
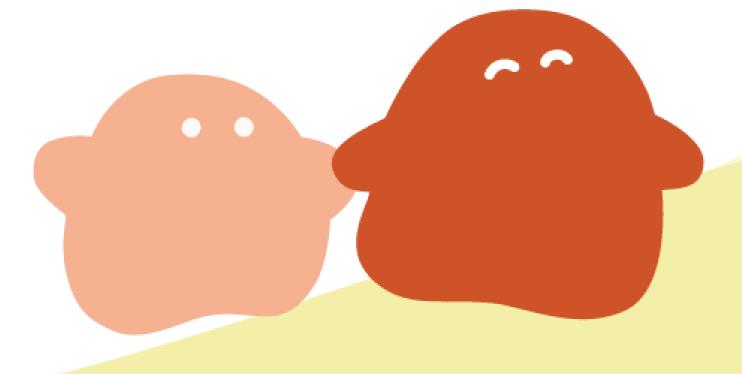


First Quarter of FY2025/3 Presentation Material









1 Top Message

Top Message FY2025/3 1Q



Consolidated Financial Results



Sustaining double-digit growth in balances and top-line, and executing M&A to generate future profits

- Double-digit growth in both balances and top-line, resulting in increased revenue and profit
- Executing M&A to generate future profits
- Acquiring treasury stock based on capital policy



Refer to "TOPICS" for details

Total Receivable

24/6 1,213.9_{bn}

25/3(E) 1,322.4bn

YOY% : +15.7%

Progress: 91.8%

Operating Revenue

24/6 44.6_{bn}

25/3(E) 180.2bn

YOY% : +15.4%

Progress: 24.8%

Ordinary Profit

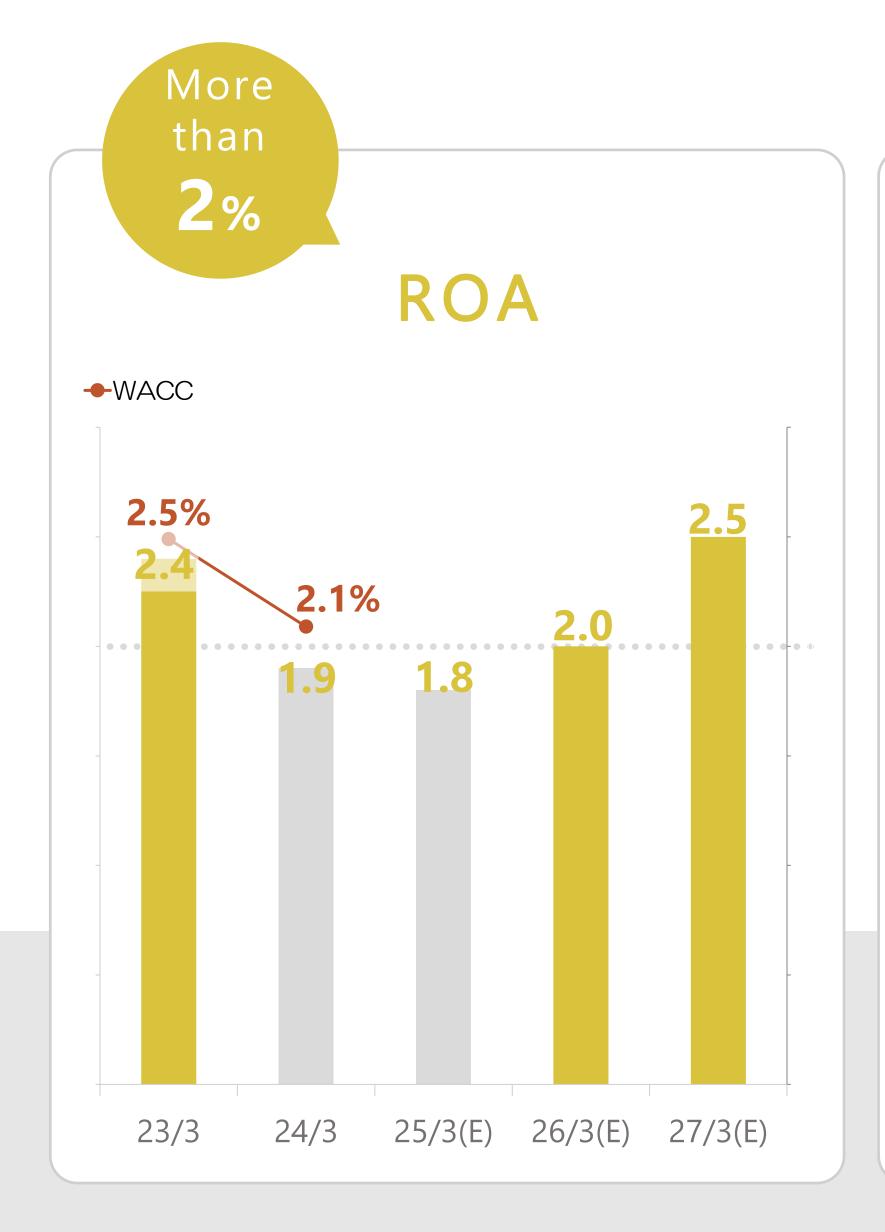
24/6 3.9_{bn}

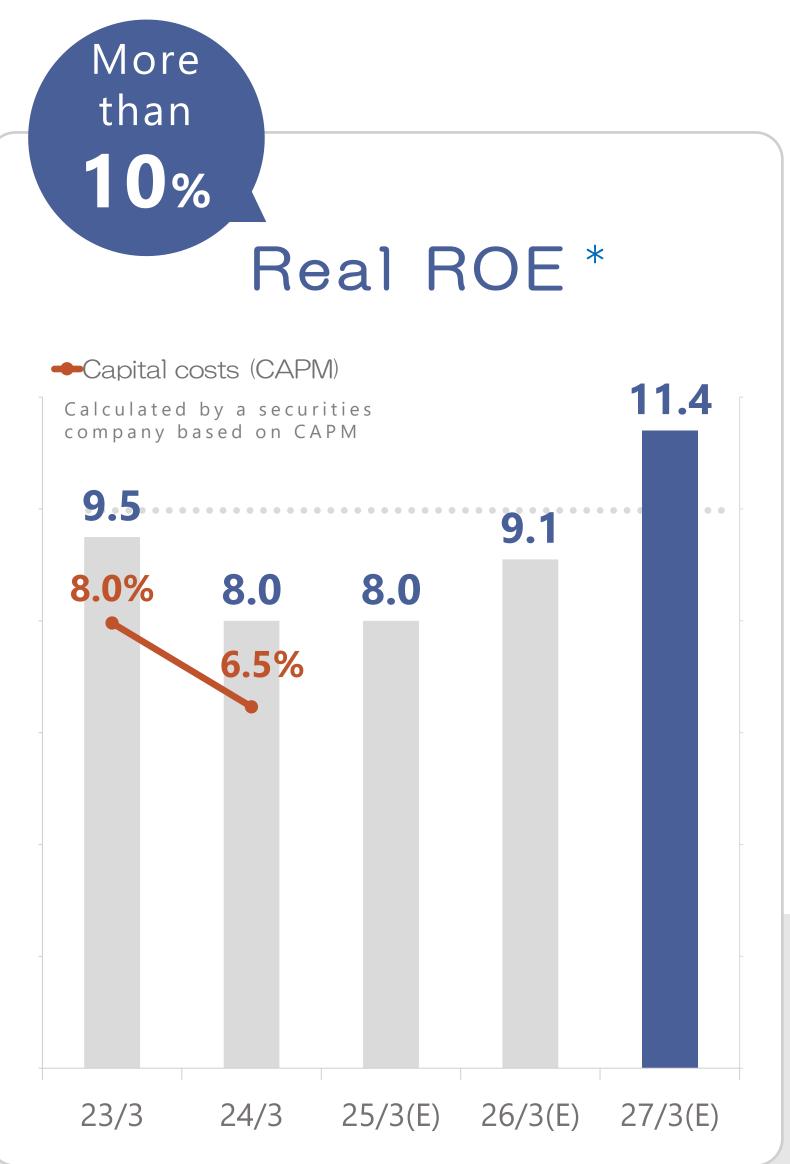
25/3(E) 24.0bn

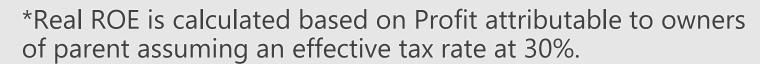
YOY% : +14.5%

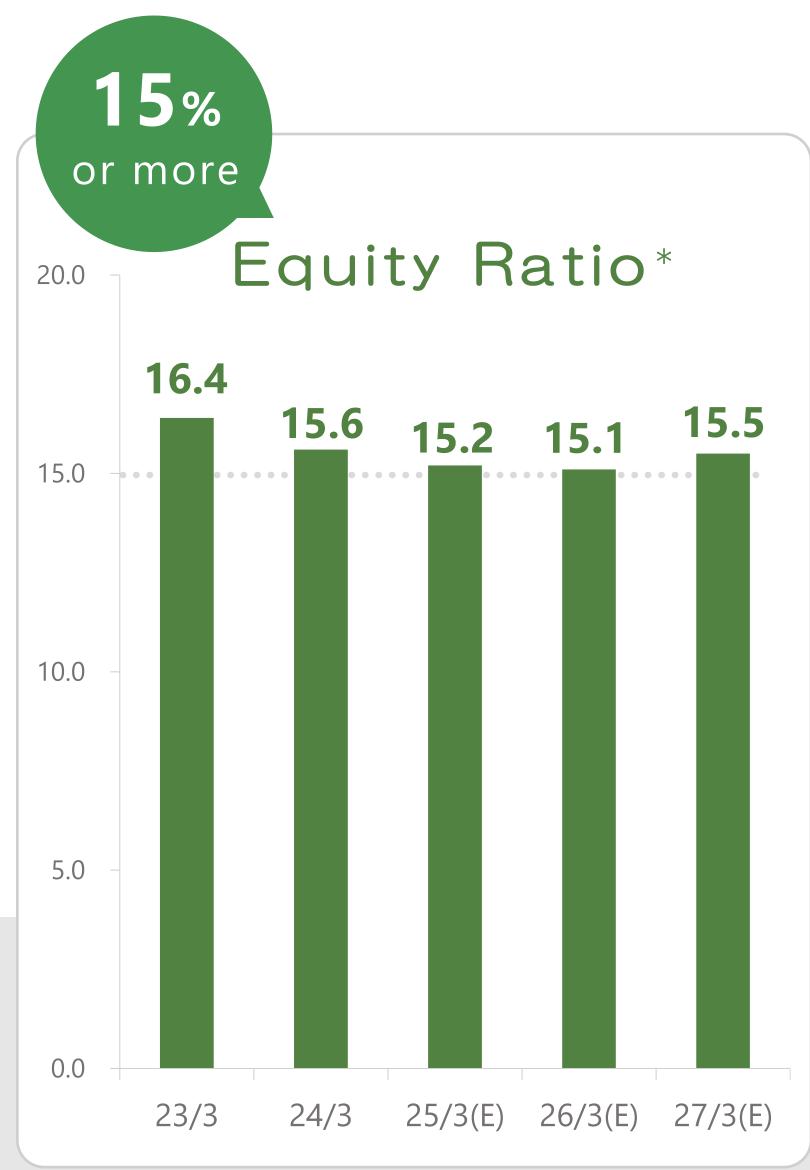
Progress: 16.3%

Management Indices



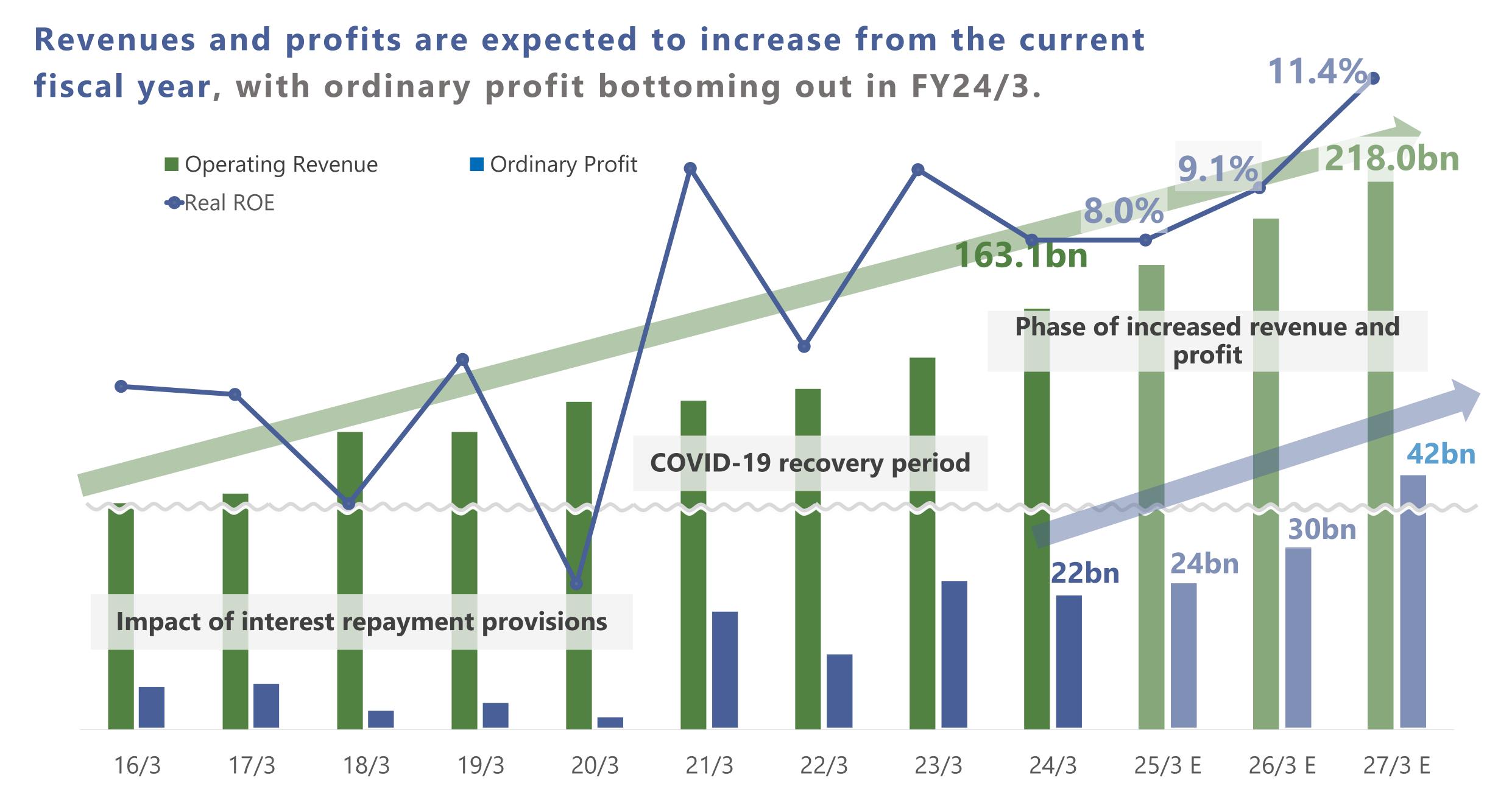






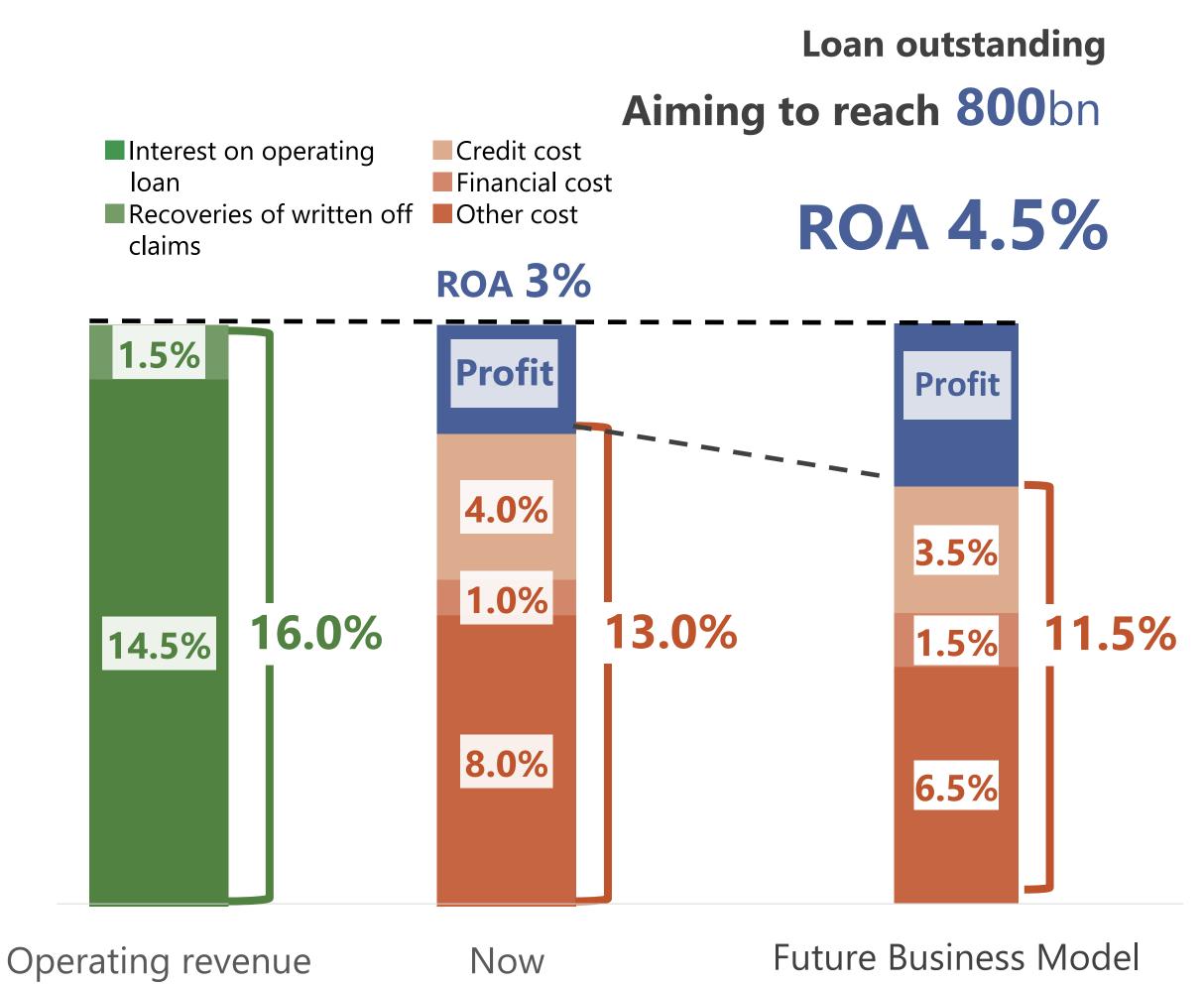
*Excluding changes due to capital policy and investment on M&A

[Consolidated] Phase of Increasing Revenue and Profit



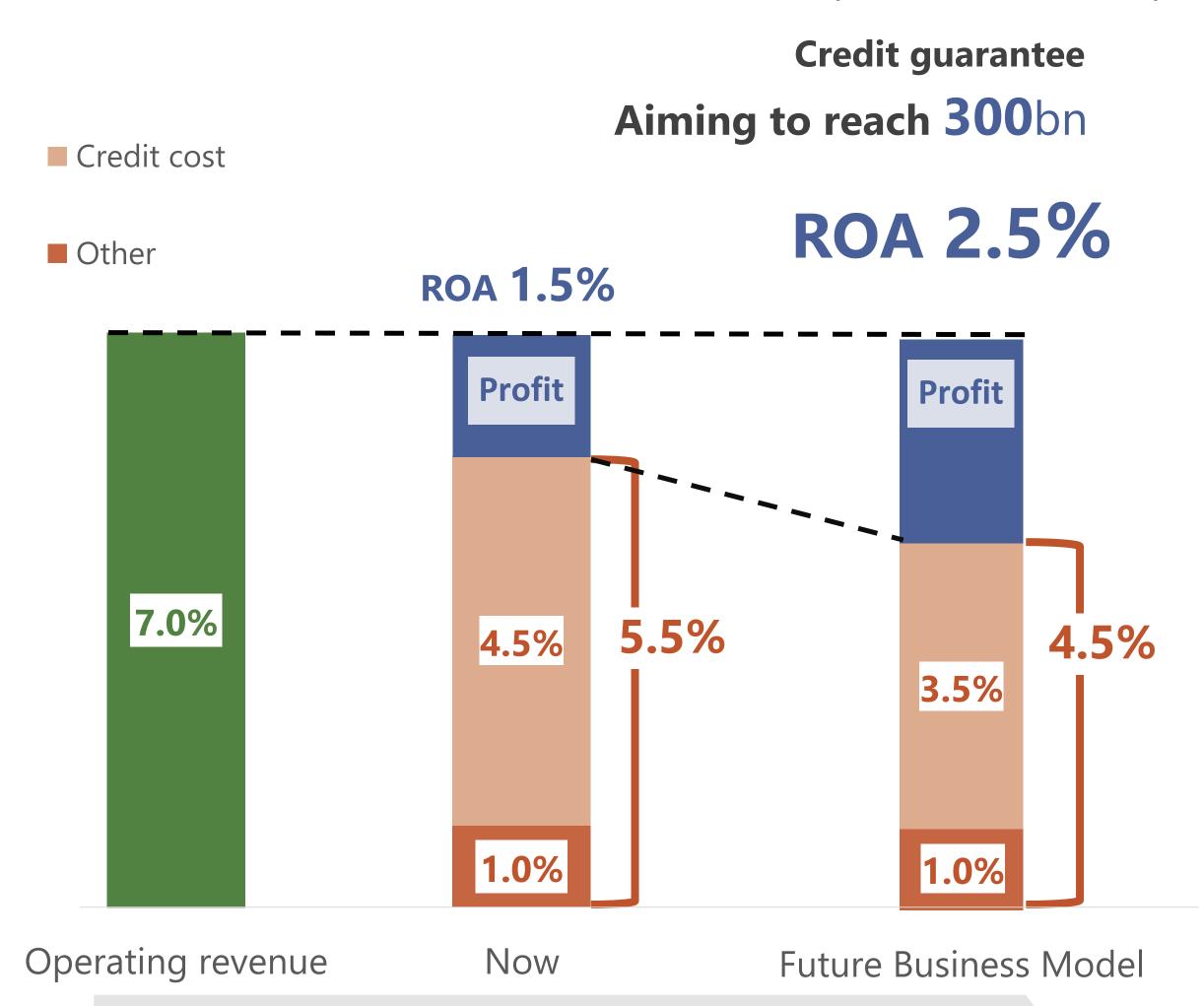
Reference: Outlook for Loan and Credit Guarantee Businesses (AIFUL, LIFECARD)

Loan Business (Estimated ROA)



- Credit cost as a percentage of balance is expected to remain stable due to stable balances.
- Financial expenses as a percentage of balance is expected to increase due to rising market interest rates.
- Other expenses as a percentage of balance is expected to decrease due to economies of scale.

Credit Guarantee Business (Estimated ROA)



• Credit cost as a percentage of credit guarantee balance is expected to remain stable due to stable balances.

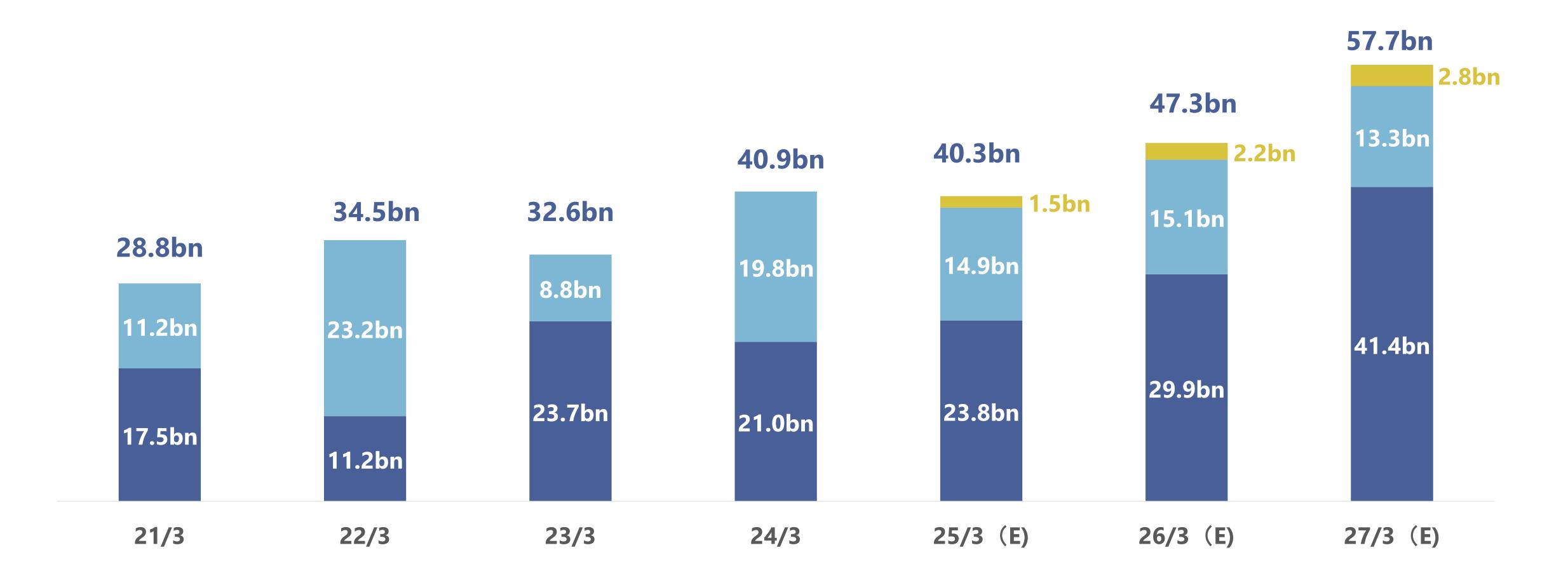
Adjusted Operating Profit and Profit Generation through M&A

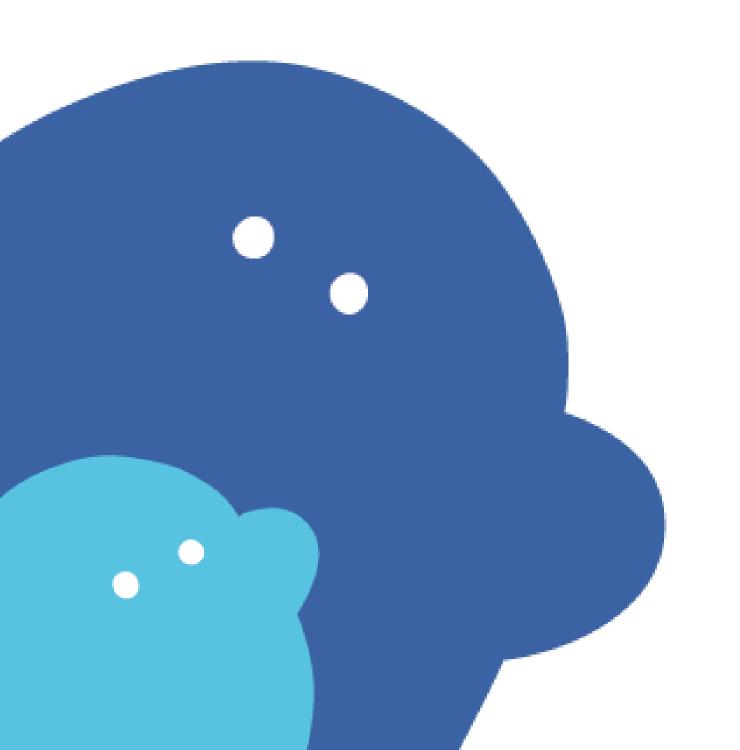
• Adjusted operating profit is defined to show the improvement in future profits from the business to date and from the execution of M&A on an actual basis, excluding the impact of accounting standards.

Definition of Adjusted operating profit

- 1.Operating profit + 2. Profit adjustment (credit cost + provision for loss on interest repayment + depreciation write offs) +
- 3. Profit generated from M&A (profit at each companies, excluding Goodwill Amortization)







2 Topics

Topics for FY2025/3 1Q



1. M&A

 Acquisition of all shares of the prepaid electronic money issuing company (BitCash).



2. M&A (SES)

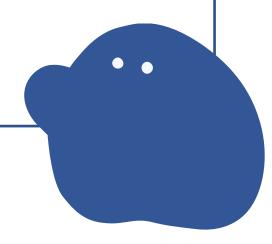
 Acquisition of all shares of SES business company, SALOP, Inc.



 Establishment of a new company (AG Solution Technology, Inc.) to realize the concept of an intermediate holding company for the SES business

3. Repurchase of Own Shares

Share Buyback 2 billion yen/ 5.15 million shares



Topics 1. M&A of BitCash (Prepaid electronic money)

- On June 28, 2024, the procedure for the transfer of BitCash's shares was completed (BitCash became a consolidated subsidiary from this fiscal year).
- The acquisition cost was 9.2 billion yen.



BitCash Business Outline

- Issuance of prepaid electronic money,
- Electronic payment service using electronic money

Unit: million yen	22/3	23/3	24/3
Operating revenue	5,105	5,483	5,002
Operating profit	1,590	1,827	1,736
Ordinary Profit	1,414	1,595	1,717
Profit	857	862	1,134

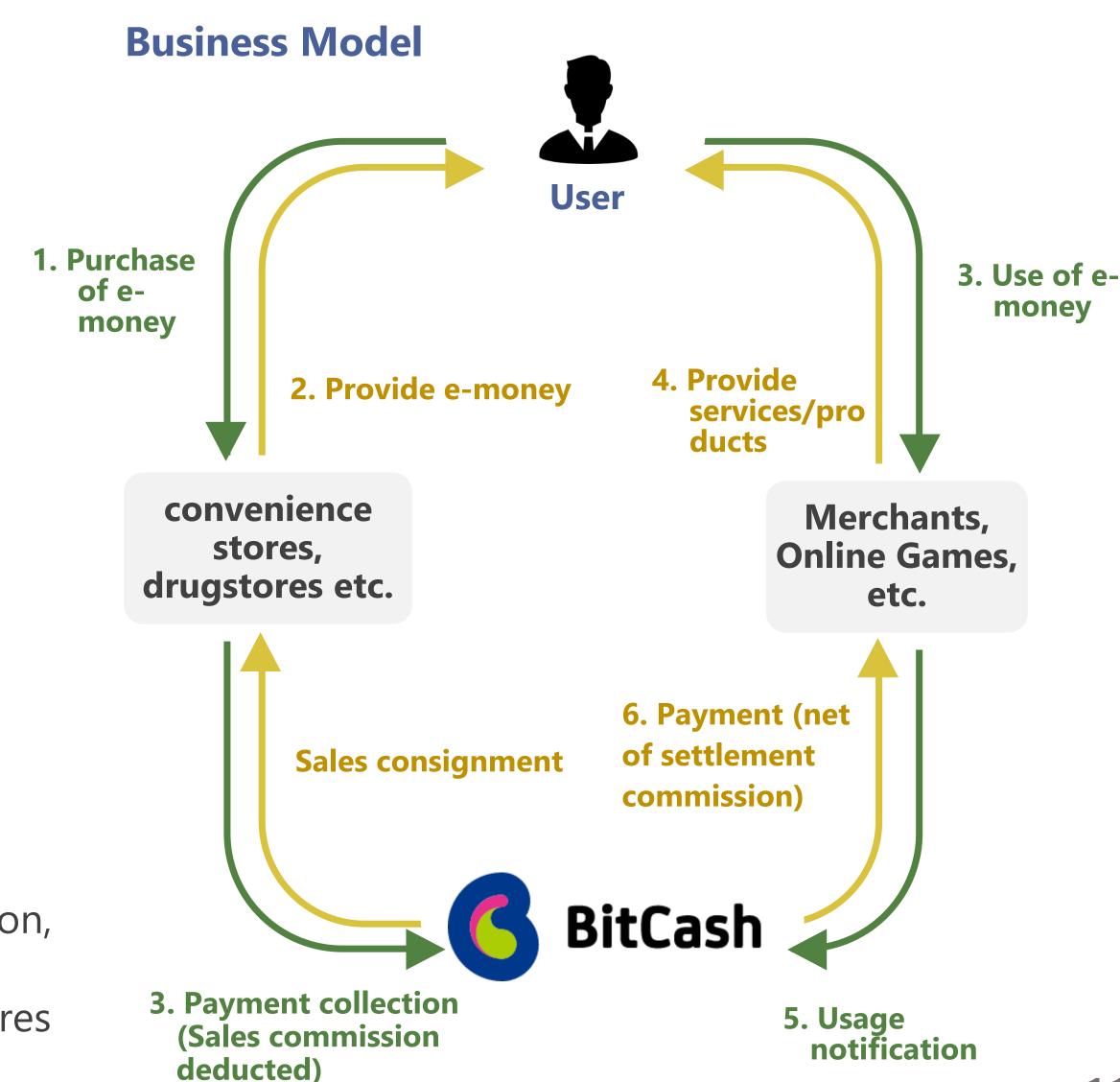
Features (Strengths) of Prepaid Electronic Money



- No need to worry about overspending
- No need to input personal information



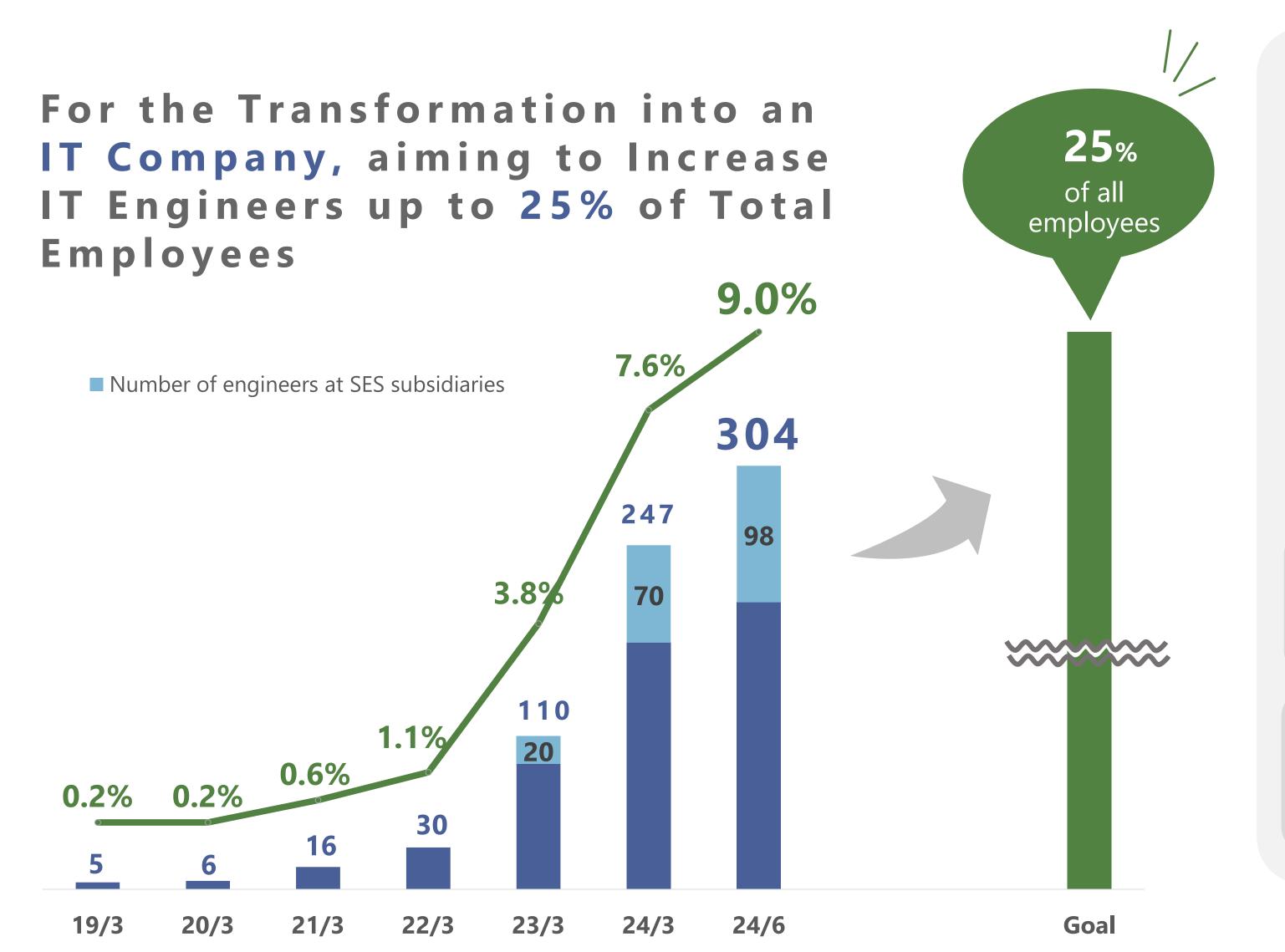
- Wide range of uses (online games, music distribution, etc.)
- Available at major convenience stores and drugstores



Topics 2. M&A of Salop (SES Business)

- The share transfer of Salop was completed on June 28, 2024 (non-consolidated subsidiary).
- Third M&A of an SES business company.





Roll-up strategy for SES business (Intermediate holding company concept)

- Established intermediate holding company under AIFUL to enhance operational efficiency in management and back-office functions while leveraging each SES company's unique characteristics and strengths.
- Considering transitioning three companies: SevenSeas,
 Liblock and Salop under its control

Operational efficiency

Management • Governance • Back-office function

Business Expansion & Specialization

Engineers • Sales

Topics 3. Shareholder Return (Repurchase of own shares)

• Repurchase of own shares as resolved at the Board of Directors meeting held on May 27, 2024 in accordance with the capital policy

Results of a Repurchase of own shares

Period: From May 28, 2024 to July 23, 2024

Total number of shares repurchased: 5,151,200 shares

Aggregate repurchased amount: 1,999,984,674 yen

Reference: Details of the resolution approved at the Board of Directors' meeting held on May 27, 2024

1. Class of shares to be repurchased: Common shares

2. Total number of shares to be repurchased: Up to 6.0 million shares

3. Total purchase price for repurchase of shares: Up to 2.0 billion yen

4. Repurchase period: From May 28, 2024, to July 31, 2024

5. Repurchase method: Market purchases based on a discretionary dealing contract

regarding repurchase of its own share



Medium-term Management Plan

Update (Supplement) of Medium-term management plan, disclosed in May 2024

P16: Target Image - Real ROE

P17: Breakdown of Consolidated Profit Plan

Theme of the Medium-term Management Plan Try Harder ~Toward a New Stage of Growth~

Fundamental Policies

- M&A Activity Promotion
 - Invest in M&A to bring changes to the Top-line portfolio composition
 - **Investment Limit** → Maximum investment budget of ¥60bn [Over the next 3 years]
 - **Profit Generation** → Aiming to improve capital efficiency (ROE) by generating profits from new businesses
- Cost Structure Reform

Work to reform cost structure by reviewing personnel structure and utilizing inhouse engineers, etc.

3-year total cost reduction effect over 5.0 billion yen

year total cost reduction errect									
Category	Cost	reduction effect over-3years (2025/3 \sim 2027/3)							
1. Enhance productivity across operations in the Contact Center	¥1,000M reduction	in center operating expenses							
2. Centralize receivables collection processes (consolidate group companies collection departments)	¥ 500M reduction	in center operating expenses							
3. Benefits of In-house Engineering Development	¥1,500M reduction	in external outsourcing expenses* *Cost reduction in external outsourcing due to the internalization of in-house engineering tasks.							
4. Close over 150 unmanned stores	¥2,000M reduction	in store-related expenses							

Target (Consolidated)

2024/3 Result

Total Receivables

1,178.9_{bn}

Loan Business

738.6_{bn}

Credit Guarantee

241.1_{bn}

Credit Business

173.7_{bn}

Ordinary Profit

22.0_{bn}

ROA

1.9%

Real ROE*

8.0%

2027/3 Forecast

Total Receivables

1,590.0_{bn}

Loan Business

960.0_{bn}

Credit Guarantee

310.0_{bn}

Credit Business

260.0_{bn}

Ordinary Profit

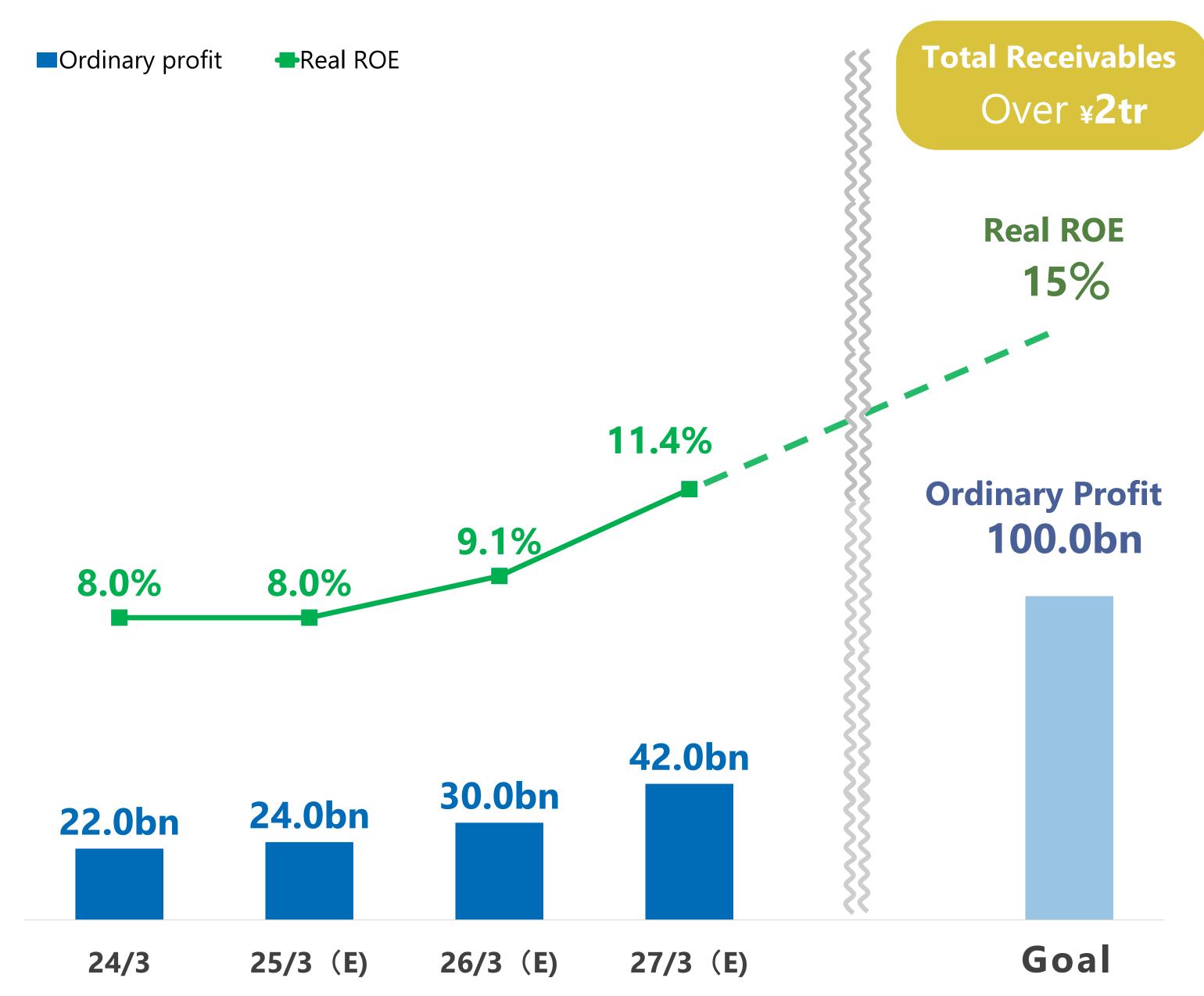
42.0_{bn}

ROA

2.5%

Real ROE*

11.4%



Profit Plan (Medium-term Management Plan)

- AIFUL transfers receivables within the group to AG Loan Services to improve loan collection efficiency.
- AIFUL incurs a gain on the transfer of receivables, while AG Loan Services incurs bad debt-related expenses, which were adjusted (offset) in the consolidated accounting (see Actual Basis below).

		2024/3	2027/3(E)	
Ordinary profit (Consolidat	zed)	22.0 _{bn}	42.0 _{bn}	+20.0bn
Consumer finance/Credit guarantee	₹ AIFUL	27.1 _{bn}	30.4 bn	+3.3 _{bn}
Actual basis : Excluding the impact of tragroup(consolidated adjusting)		22.2 bn	28.1 bn	+5.9 _{bn}
Debt collection (Servicer)	AG Loan Services	A 0.8 _{bn}	A3.3 bn	A2.5 bn
Actual basis : Excluding the impact of tragroup(consolidated adjusting)		▲0.1 bn	2.7 bn	+2.8 _{bn}
Crosll business leave	AG Business Support	▲ 0.04bn	2.0 bn	+2.0 bn
Small business loan	AG Medical	0.2 bn	1.0 bn	+0.7bn
Credit	LIFE	0.9 bn	1.5 bn	+0.6 bn
(Credit card +Installment sales)	AG PaymentService	▲ 0.06bn	4.7 bn	+4.8 bn
Overseas	AIRA & AIFUL	▲1.3 bn	1.2 bn	+2.5bn
Other AG Capital/ Equity method/ Consolidated adjustment		0.2 bn	0.8 bn	+0.6 bn

Capital Policy

Equity Ratio

Indicator

15% or more

In the current stage (balance growth period), considering the risks that need to be covered by capital, we will maintain an equity ratio of at least 15%.

Growth Investment

[2025/3 \sim 2027/3] Total investment of ± 60.0 bn MAX

M&A

Group Synergy

Capital investment

- **Potential for Future Group Growth**
- **Contribution to Consolidated ROE of 10% or More**

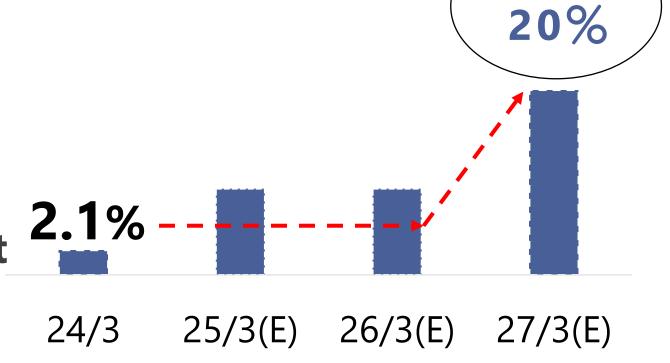
Shareholder Return

Targeting a Total Payout Ratio of around 20% [2027/3]

Share buyback

Dividend

While prioritizing growth investments, we aim to enhance shareholder returns targeting a total payout ratio of around 20% in the final year of the plan.



Approx



Consolidated Financial Results Summary

Key Figures & Full-year Plan (Consolidated)

(¥ million)	23/6	24/3	24/6	YOY	YOY%	25/3(E)	YOY	YOY%
Total receivable outstanding	1,049,127	1,178,983	1,213,968	164,840	15.7%	1,322,400	143,416	12.2%
Loan business	668,294	738,676	756,304	88,009	13.2%	816,000	77,323	10.5%
Unsecured	565,856	614,131	626,575	60,719	10.7%	670,400	56,268	9.2%
Secured	27,424	35,399	37,016	9,591	35.0%	43,900	8,500	24.0%
Small Business	75,013	89,145	92,712	17,698	23.6%	101,500	12,354	13.9%
Credit business	148,006	173,790	179,663	31,656	21.4%	202,800	29,009	16.7%
Guarantees	212,175	241,562	252,116	39,940	18.8%	272,200	30,637	12.7%
Credit guarantee	211,637	241,172	251,770	40,133	19.0%	271,900	30,727	12.7%
Other	538	389	345	-192	-35.8%	200	-189	-48.7%
Operating revenue	38,665	163,109	44,629	5,963	15.4%	180,200	17,090	10.5%
Operating expenses	35,557	142,045	40,857	5,300	14.9%	156,300	14,254	10.0%
Operating profit	3,108	21,064	3,771	663	21.3%	23,800	2,735	13.0%
Ordinary profit	3,408	22,067	3,901	492	14.5%	24,000	1,932	8.8%
Profit attributable to owners of parent	2,968	21,818	3,722	754	25.4%	21,600	-218	-1.0%

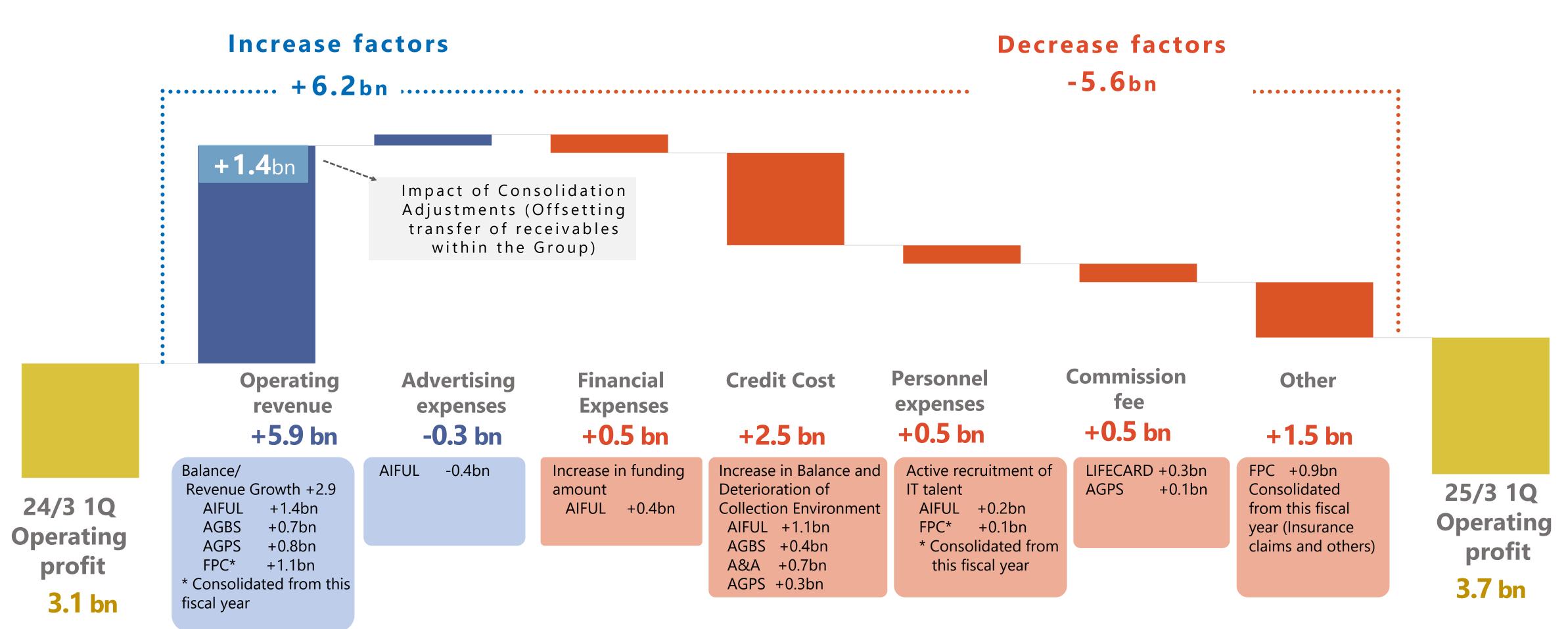
^{*} FPC Co., Ltd., and BitCash Inc., became a consolidated subsidiaries from FY25/3. For BitCash Inc., only the balance sheet is consolidated in the first quarter of the current fiscal year.

Financial Results Outline (Consolidated)

(¥ million)	23/6	24/3	24/6	YOY	YOY%	25/3 (E)	(¥ million)	23/6	24/3	24/6	YOY	YOY%	24/3 (E)
Operating revenue	38,665	163,109	44,629	5,963	15.4%	180,200	Operating profit	3,108	21,064	3,771	663	21.3%	23,800
Interest on operating loans	22,584	95,400	25,699	3,115	13.8%	106,700	Non-operating income	394	1,041	135	-259	-65.7%	300
Revenue from installment receivable	6,205	26,290	7,052	847	13.7%	30,500	Non-operating expenses	93	37	5	-88	-94.3%	200
Revenue from credit guarantee	4,687	19,408	5,095	408	8.7%	21,000	Ordinary profit	3,408	22,067	3,901	492	14.5%	24,000
Other operating revenue	5,189	22,010	6,781	1,592	30.7%	21,700	Extraordinary income	_	79	-	-	-	_
Operating expenses	35,557	142,045	40,857	5,300	14.9%	156,300	Extraordinary losses	-	653	-	-	-	_
Financial expenses	1,761	7,246	2,259	498	28.3%	9,000	Profit before income taxes	3,408	21,493	3,901	492	14.5%	24,000
Credit cost	13,198	52,546	15,712	2,513	19.0%	56,000	Income taxes- current	57	5,007	410	352	609.9%	5,700
Expenses for interest repayment	-	-	-	-	-	_	Income taxes- deferred	292	-5,016	12	-280	-95.8%	-3,100
Advertising expenses	4,810	17,788	4,498	-312	-6.5%	18,900	Profit attributable to						
Personnel expenses	4,697	19,095	5,243	546	11.6%	20,900	non-controlling interest	89	-316	-243	-	-	-200
Other operating expenses	11,089	45,368	13,143	2,054	18.5%	51,300	Profit attributable to owners of parent	2,968	21,818	3,722	754	25.4%	21,600

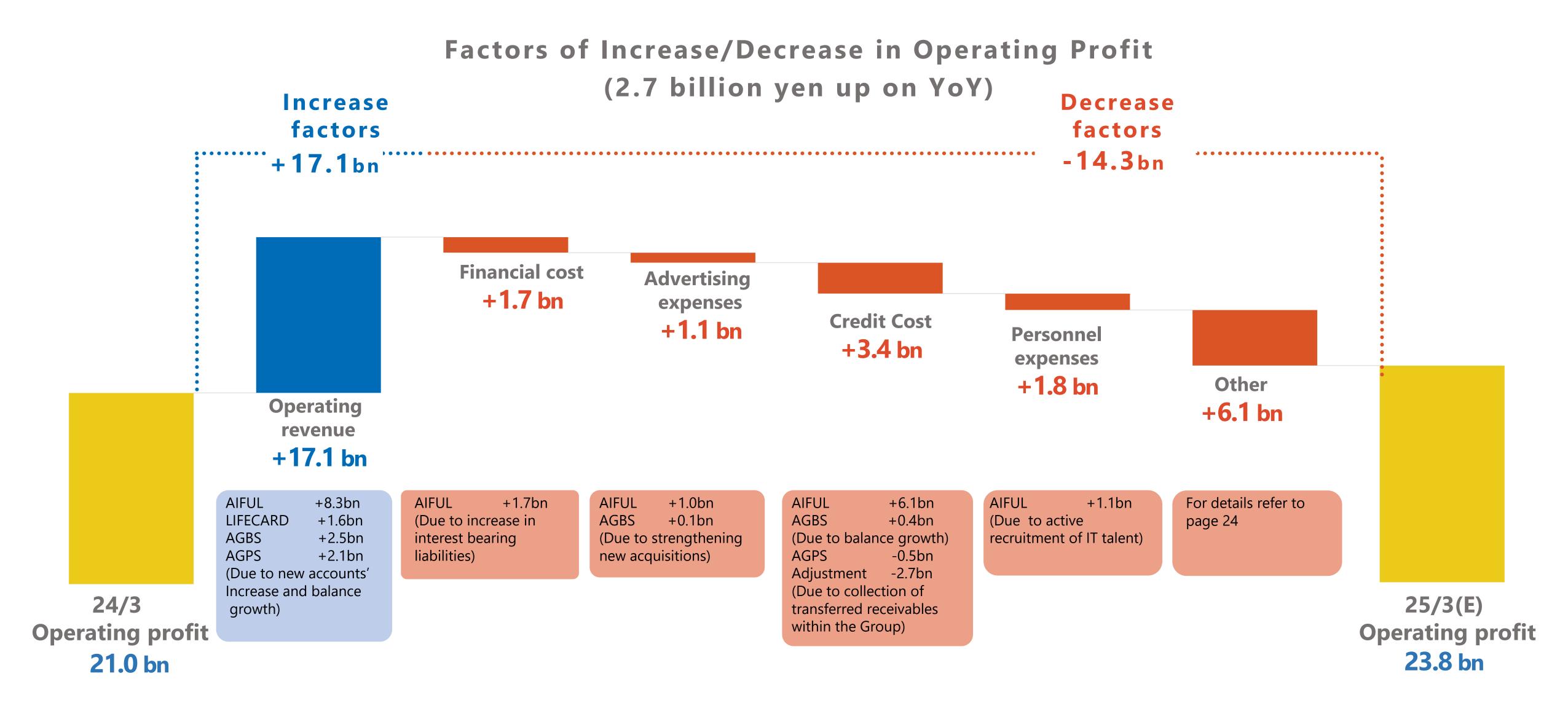
[Consolidated] Operating Profit Variances (YoY)

Factors of Increase/Decrease in Operating Profit (0.6 billion yen up YoY)



*AGBS: AG Business Support AGPS: Payment Service

[Consolidated] Operating Profit Variances (Forecast)



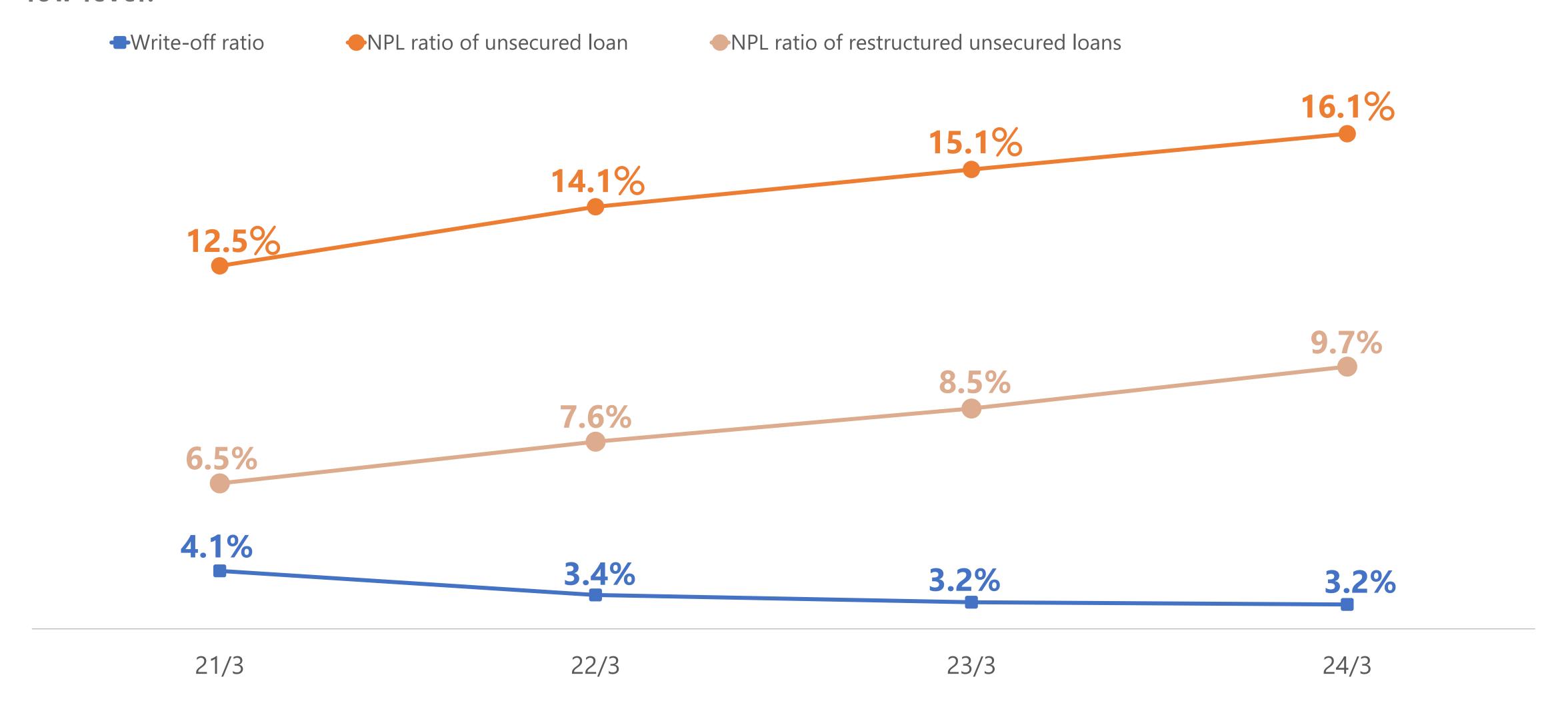
*AGBS: AG Business Support AGPS: Payment Service

Reference: Factors for Increase in Operating Expenses (Consolidated)

			9	(
(¥ million)	24/3	25/3 (E)	YOY	YOY%	Reason
Operating revenue	1,631	1,802	171	10.5%	Increase in total receivables (24/3 ¥1.1tr →25/3 ¥1.3tr (yoy12.2%))
Operating expenses	1,420	1,563	143	10.1%	See below
Financial expenses	72	90	18	25.0%	 Increase in funding amount due to the growth in total receivables Rise in funding rate (impact of increased market interest rates)
Credit cost	525	560	35		Increase in total receivables
Expenses for interest repayment	_	-	-	-	
Advertising expenses	177	189	11	6.4%	Increase in advertising expenses due to business expansion (promotion of new customer acquisition)
Personnel expenses	190	209	18	9.8%	Recruitment of IT talent and base salary increases
Other operating expenses	453	513	61	13.2%	See below
Cost of Sales	3	3	0	11.4%	
Sales promotion expenses (Campaign sponsorships for partners, point rebate costs, etc.)	39	44	5	13.6%	Increase in sales promotion expenses due to business expansion
Commission fee (Various fees such as CAFIS fees (ATM partnership fees), etc.)	194	231	36	18.7%	System-related costs for the renewal of systems, approximately ¥1.5 bn
Communication expenses	29	30	0	2.8%	
Depreciation expenses	38	40	1	4.9%	
Rent expenses and Rents	21	23	2	11.1%	Relocation of AIFUL's manned branches
Other	126	139	12	10.0%	1. Increase in consumption tax due to increased transaction volume, approximately ¥400M 2. Increase in system-related maintenance costs, approximately ¥500M
Operating profit	210	238	27	13.0%	

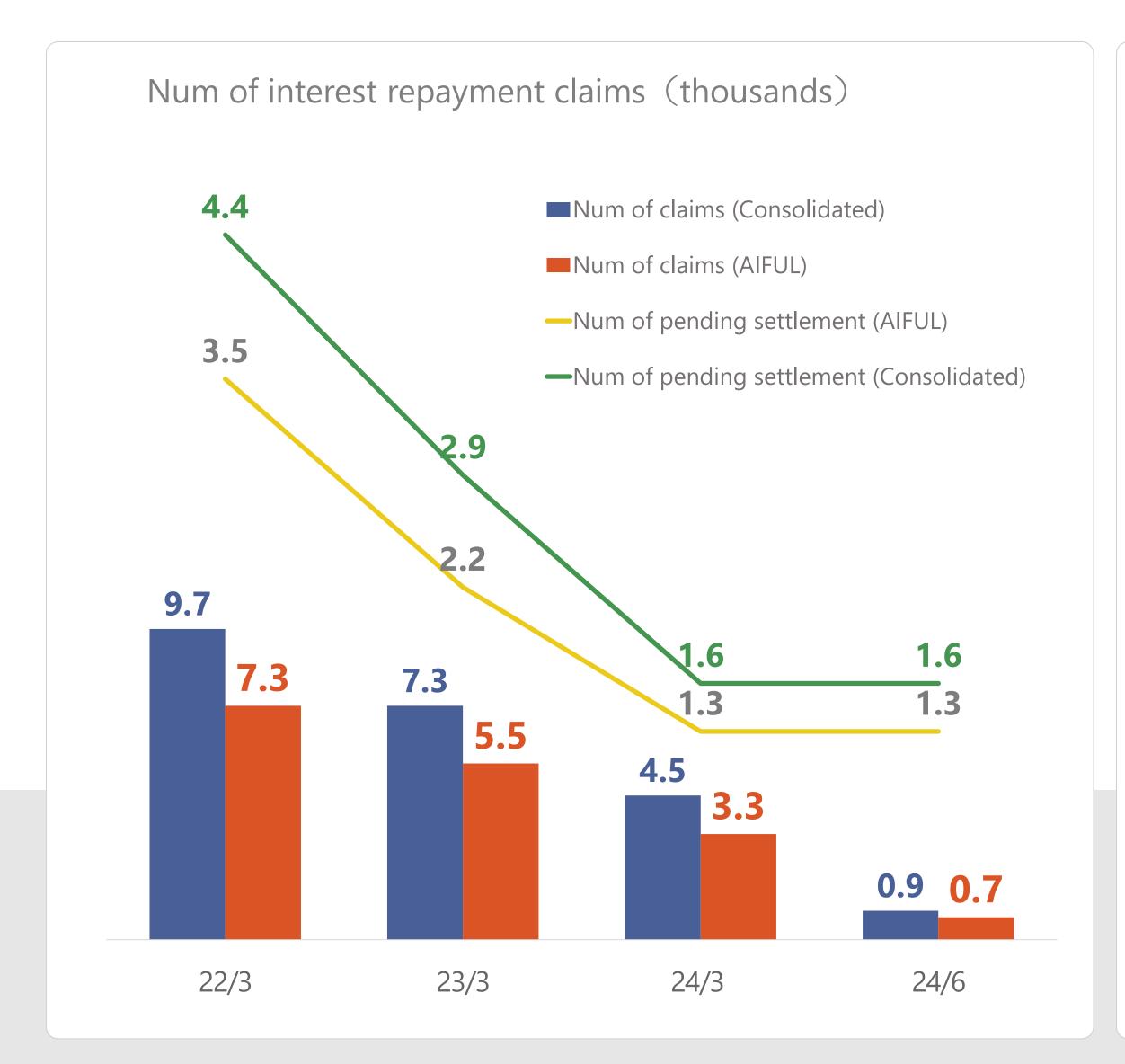
Key factor for Credit Cost Increase (AIFUL)

- The proportion of relatively new customer's receivables increased, resulting in a rise in restructured loans, which led to an increase in the NPL ratio and Credit costs.
- On the other hand, restructured loans has a high collection rate of over 90%, keeping the write-off rate stable at a low level.



Trend in Interest Repayment

Withdrawal amount decreased along with a decrease in interest repayment claims.







6 AIFUL Results Summary

[AIFUL] Operating Results

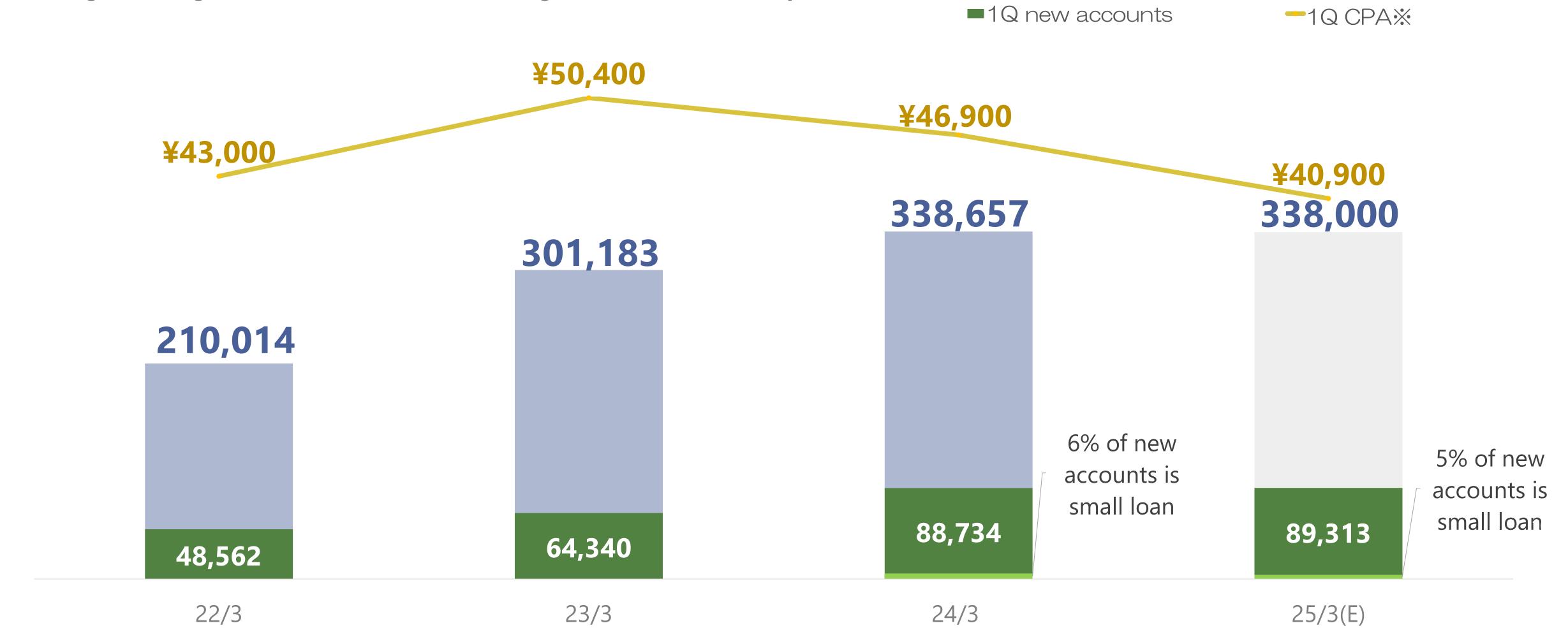
(¥ million)	23/6	24/3	24/6	YOY	YOY%	25/3 (E)
Total receivable outstanding	713,414	790,608	814,747	101,332	14.2%	881,300
Loans outstanding	516,310	562,913	575,882	59,572	11.5%	619,500
Unsecured	503,277	548,554	561,051	57,774	11.5%	603,300
Secured	2,278	1,836	1,720	-558	-24.5%	1,100
Small business	10,754	12,522	13,111	2,356	21.9%	14,900
Credit guarantee	184,530	213,020	223,492	38,962	21.1%	243,600
New accounts (num)	88,760	338,783	89,347	587	0.7%	-
Unsecured	88,734	338,657	89,313	579	0.7%	338,000
Customer accounts (thousands)	1,152	1,256	1,282	130	11.3%	_
Unsecured	1,140	1,243	1,269	129	11.3%	_
Loan volume	67,990	275,780	73,194	5,204	7.7%	_
New accounts	12,757	50,315	13,700	942	7.4%	_
Existing accounts	55,232	225,465	59,494	4,261	7.7%	_
Average yield	14.5%	14.5%	14.5%	0.0pt	-	14.5%
Percentage of unsecured loan with interest of 18% or less	99.5%	99.6%	99.7%	0.2pt	-	_
Bad debt	8,357	24,696	9,156	799	9.6%	28,800
Excluding write-off related to interest repayment	8,227	24,205	9,111	883	10.7%	28,500
Bad debt ratio to operating loans	1.2%	3.1%	1.1%	-0.1pt	-	3.3%
Ratio excluding write-off related to interest repayment	1.2%	3.1%	1.1%	-0.1pt	-	3.2%
		•				

[AIFUL] Financial Results Outline

(¥ million)	23/6	24/3	24/6	YOY	YOY%	25/3 (E)
Operating revenue	25,025	103,867	26,432	1,407	5.6%	112,200
Interest on operating loans	18,185	76,323	20,519	2,333	12.8%	85,000
Revenue from credit guarantee	3,419	14,397	3,908	488	14.3%	15,900
Other operating revenue	1,991	8,254	2,004	13	0.7%	7,300
Gain on transfer o receivable	1,429	4,892	-	-1,429	-	3,700
Operating expenses	21,614	79,527	23,276	1,661	7.7%	91,800
Financial expenses	1,319	5,306	1,729	410	31.1%	7,000
Provision of allowance for doubtful accounts	9,107	31,172	10,278	1,171	12.9%	37,300
Expenses for Interest repayment	_	-	-	-	-	_
Advertising expenses	4,128	13,937	3,631	-496	-12.0%	14,900
Personnel expenses	2,603	10,690	2,887	284	10.9%	11,800
Other operating expenses		18,421	4,736	279	6.3%	20,800
Operating profit	3,410	24,339	3,156	-254	-7.5%	20,300
Non-operating income	848	2,814	1,182	333	39.3%	3,200
Non-operating expenses	11	6	3	-8	-72.9%	0
Ordinary profit	4,248	27,147	4,335	87	2.1%	23,500
Extraordinary income	_	79	-	-	-	-
Extraordinary losses	_	606	-	-	_	_
Profit	3,991	24,998	4,036	44	1.1%	22,300

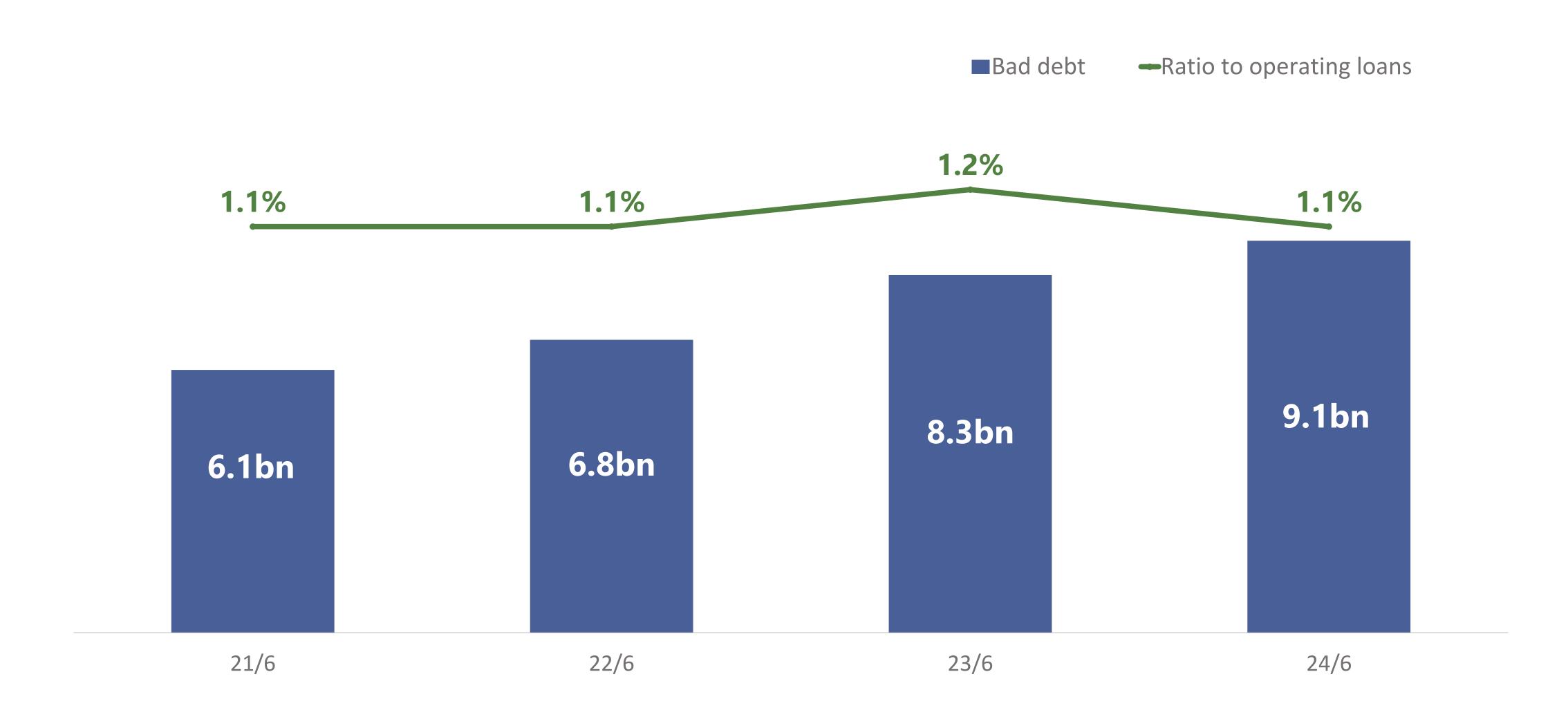
[AIFUL] Loan Business/ Correlation between new accounts and CPA

- Achieved efficient new accounts acquisitions with advertising expenses of 3.6 billion yen, down 12% year-on-year, and the number of new accounts of 89,000, up 0.7% YoY.
- Starting in June 2022, we began offering small loans with a maximum lending limit of 30,000 yen, to expand the range of eligible borrowers (accounting for 5% of new acquisitions).



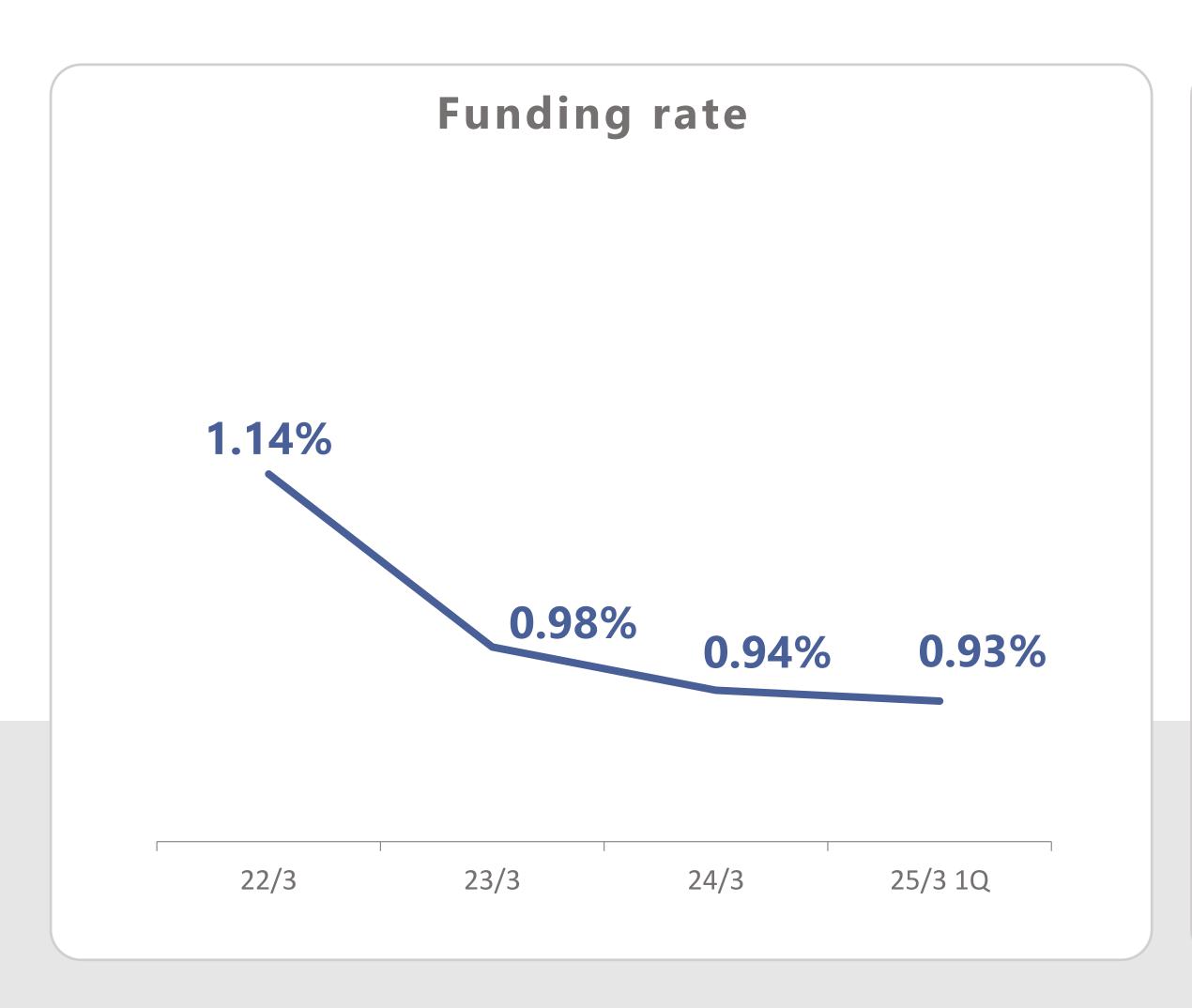
[AIFUL] Non-performing Loans/ Bad Debt

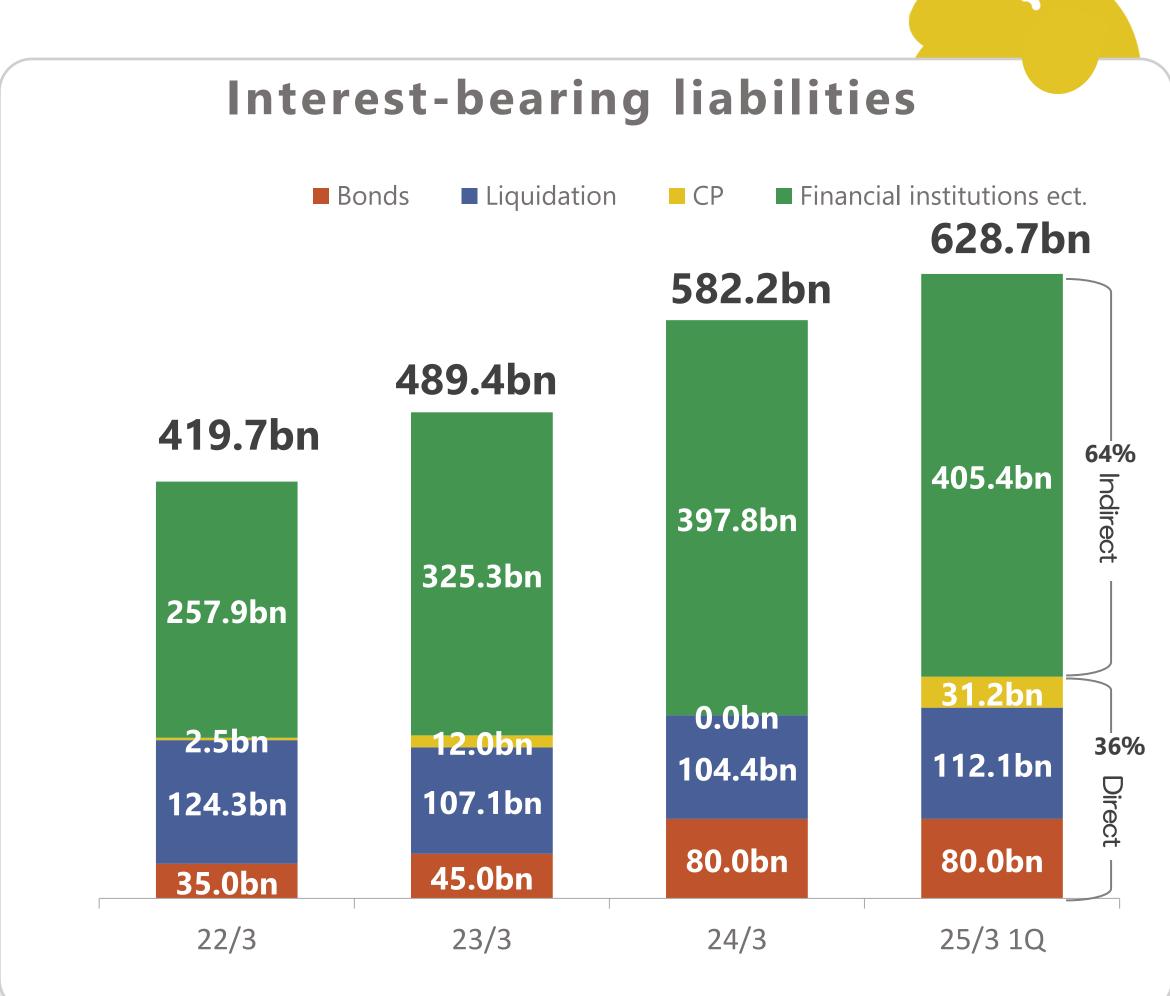
• Bad debt increased 9.6% YoY to 9.1 billion yen due to expansion in total receivable outstanding, while the ratio to operating loans remained stable at 1.1%.



[AIFUL] Funding

- While funding rate has decreased compared to FY24/3, market interest rates are on an upward trend, and an increase is expected from the second quarter onward.
- Secured stable funding despite increase in funding amount to expand the total receivables.







6 Group Companies Results Summary

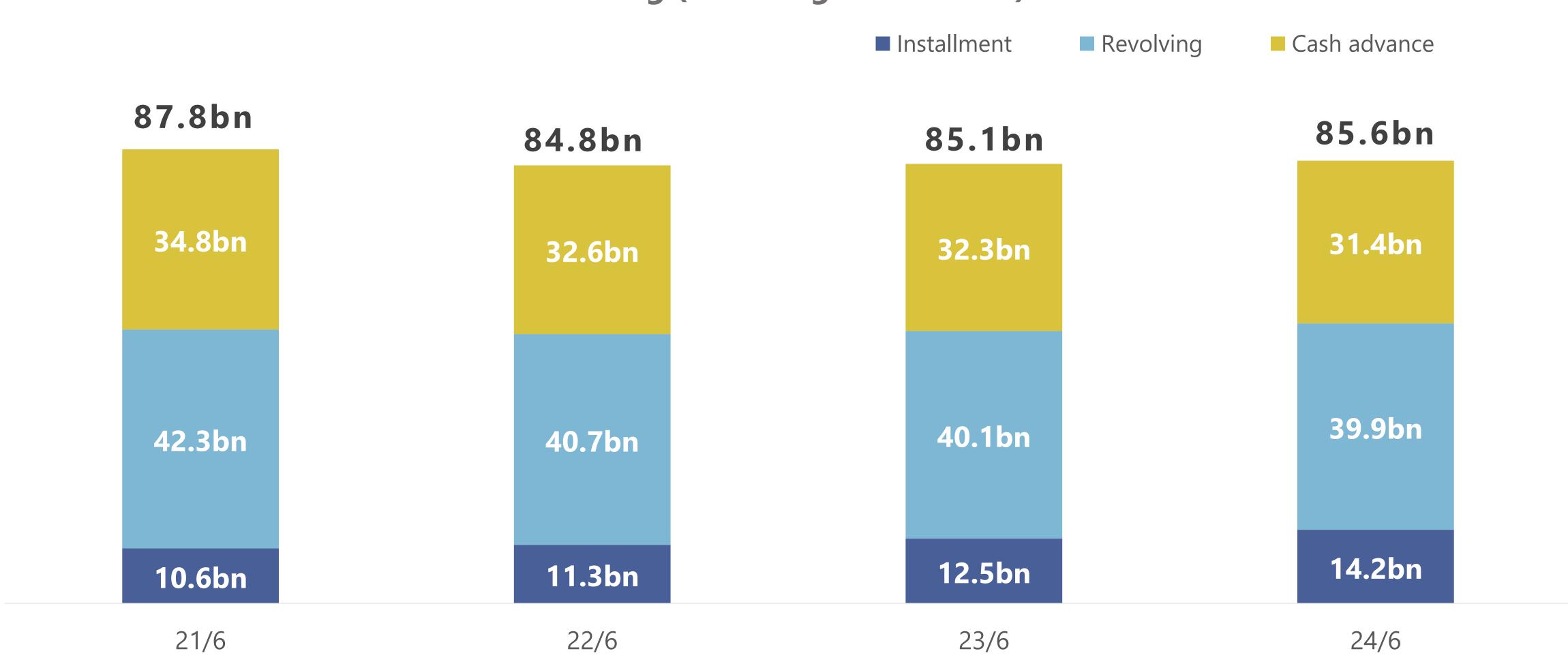
[LIFECARD] Operating Results (Credit card business)

(¥ million)	23/6	24/3	24/6	YOY%	25/3 (E)	YOY%
Installment receivable	105,524	111,725	109,941	4.2%	116,100	3.9%
Transaction volume	188,798	768,736	195,656	3.6%	825,400	7.3%
Shopping	181,334	739,996	188,562	4.0%	795,600	7.5%
Cashing	7,463	28,740	7,093	-5.0%	29,700	3.3%
Number of new issue (thousand)	110	465	117	6.3%	503	8.3%
Usage rate	42.7%	42.3%	41.5%	-1.2pt	43.5%	1.2pt
Bad debt ratio to operating loans	0.7%	2.3%	0.8%	0.1pt	2.3%	0.0pt
Operating revenue	9,327	37,714	9,514	2.0%	39,300	4.2%
Operating profit	366	861	184	-49.6%	400	-53.6%
Ordinary profit	385	947	199	-48.1%	400	-57.8%
Profit	267	363	429	60.7%	100	-72.5%

[LIFECARD] Revolving • Installment • Cash advance Outstanding

• The decrease in revolving balances has narrowed, while installment balances have been steadily expanding, increasing by 1.7 billion yen YoY to 14.2 billion yen.





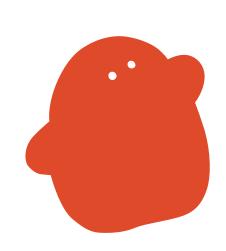
[LIFECARD] Proper Card LTV Improvement

- Through LTV improvement measures, future LTV reached the target of 70,000 yen based recent performance of the activemembers.
- Further measures will be taken to improve the profit level and strengthen acquisition of new active members through aggressive promotions.

Future LTV







¥70,000

Reference: Previous LTV result (active cardholder basis)

FY2023/3 ¥25,000 (calculation based on previous years results)

Future Projection ¥40,000 (calculation based on recent results)

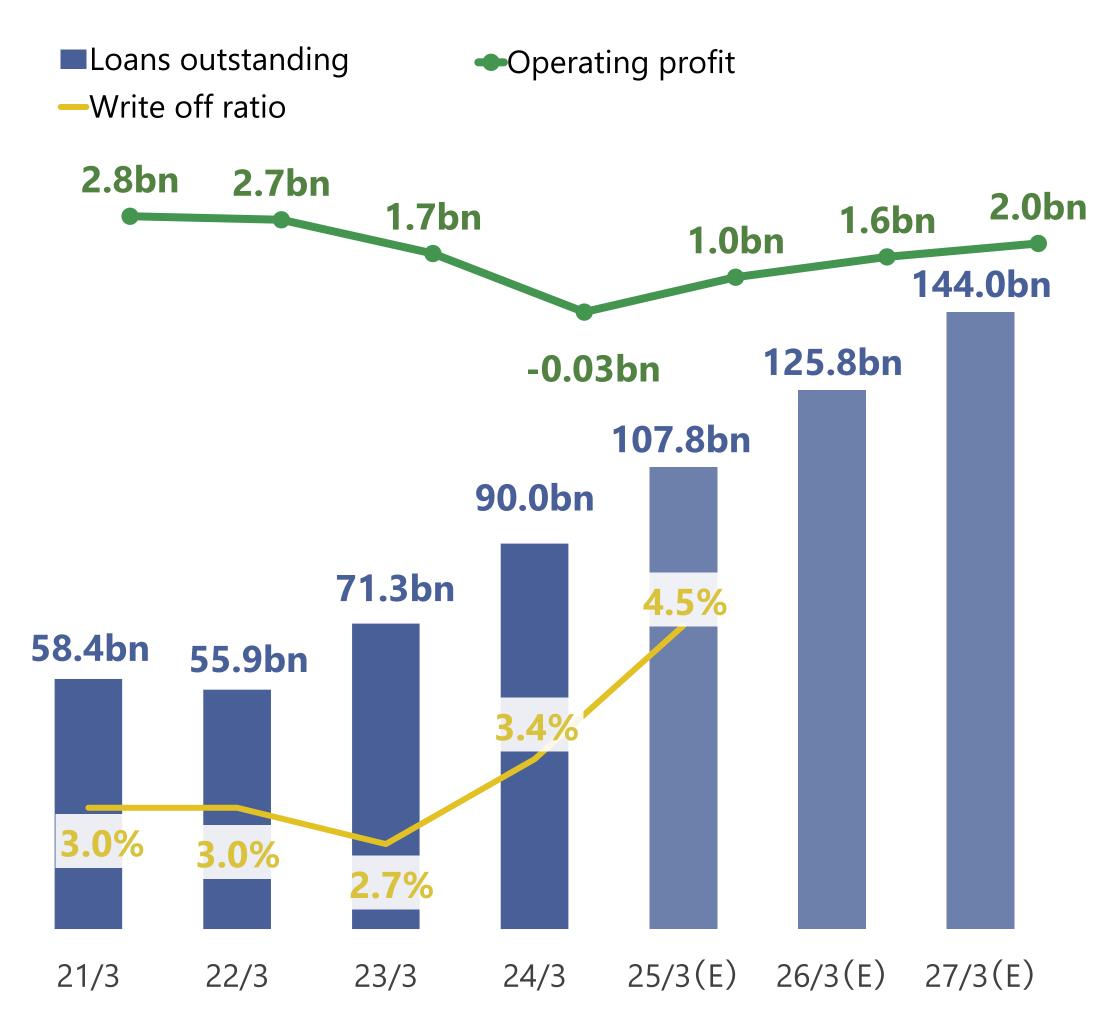
Initiatives

- Charge for requested materials
- Mailing ETC card by regular mail
- Revision of point program
- Raising fees for revolving and installment
- Reviewing markup fees
- Extension of installment payment terms

AG BUSINESS SUPPORT CORPORATION (Small Business Loan: Business & Secured Loan)

- Due to increase in the number of new accounts, the loan outstanding and operating revenue grew by double-digit on YOY basis.
- Although operating profit for the first quarter was 25 million yen, it is expected to be in line with the plan due to the implementation of measures to optimize standards for allowance for doubtful accounts and collection during the

(¥ million)	23/6	24/3	24/6	YOY	25/3 (E)	YOY
Loans outstanding	74,334	90,019	94,059	26.5%	107,800	19.8%
New accounts	2,223	10,010	2,663	19.8%	11,200	11.9%
N. of customer accounts (thousands)	30	34	35	17.6%	<u>40*1</u>	<u>16.4%*</u> 1
Bad Debt Write-off Ratio (%)	1.7	3.4	1.7	0.0 <i>pt</i>	4.5	1.1pt
Operating revenue	2,268	10,310	3,000	32.2%	12,800	24.1%
Operating profit	18	-38	25	36.0%	1,000	-
Ordinary profit	19	-41	30	52.2%	1,000	_
Profit	-54	-307	-58	_	400	_



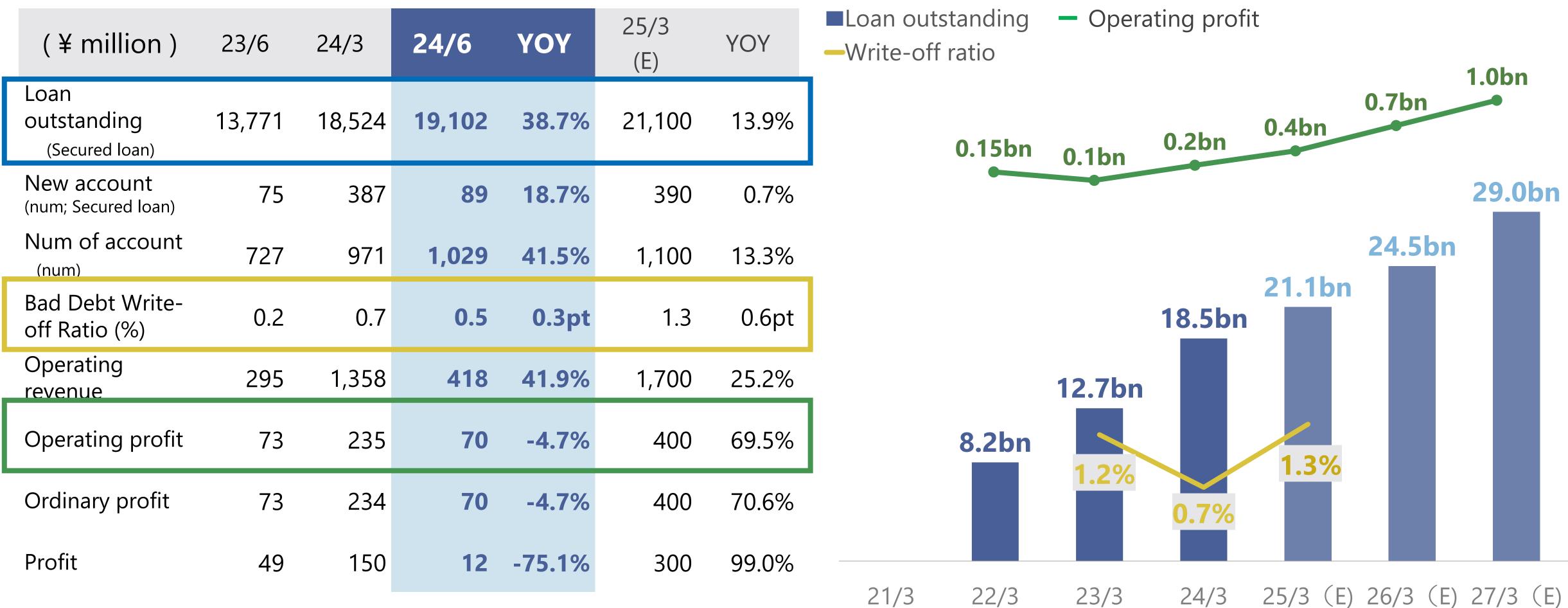
^{*1} Underlined figures have been corrected due to an error.

^{*} In July 2021, AG MEDICAL CORPORATION took over the medical fee-secured loan business.

AG MEDICAL CORPORATION (Small Business Loan: Medical Ioan)

- Loan outstanding and operating revenue increased significantly YoY on the back of solid new acquisitions.
- Operating profit declined 5% YoY mainly due to an increase in credit cost, but the company aims to achieve its full-year plan by implementing loan collection measures.

Loans secured by medical fees: Loans secured by claims to National Health Insurance Federation (National Health Insurance) and Social Insurance Medical Fee Payment Fund (Shakaihoken) payment institutions for customers engaged in medical services.

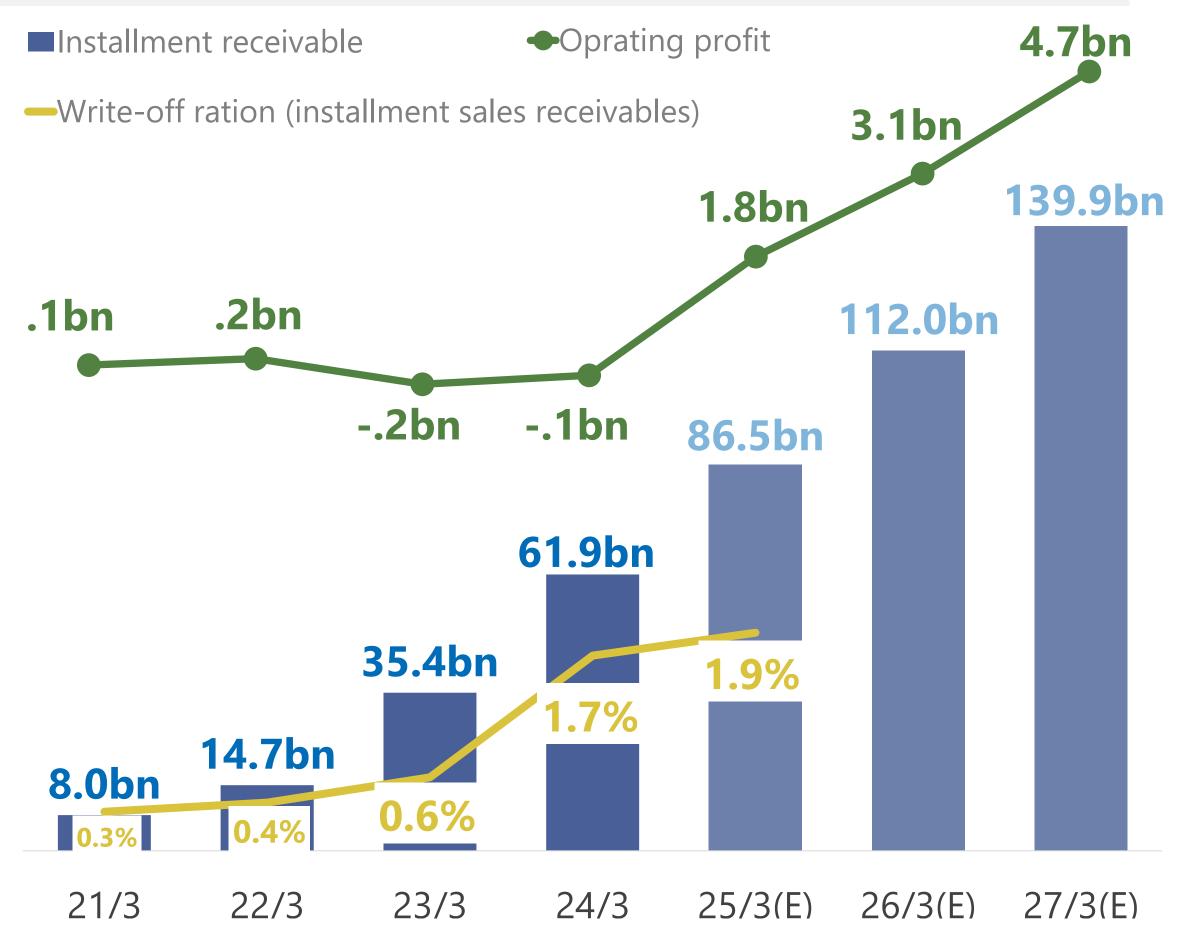


AG Payment Service CO., LTD (Installment receivables & BNPL)

- Focused on expanding merchant network and increasing balance of installment sales receivable for beauty and aesthetic medical fields.
- The increase in installment receivable has led to higher revenue and profit.

By expanding the merchant network through our sales organization, we aim to achieve a 30% share of the installment market in the beauty and aesthetic medical fields by FY 2029/3.

(¥ million)	23/6	24/3	24/3	YOY	25/3 (E)	YOY
Installment receivable	42,304	61,902	69,565	64.4%	86,500	39.7%
Transaction Volume (BNPL)	3,387	12,898	2,803	-17.3%	4,900	-62.0%
Bad Debt Write- off Ratio (%)	0.5	1.7	0.5	0.0pt	1.9	0.2pt
Operating revenue	1,236	5,435	1,790	44.8%	7,600	42.8%
Operating profit	251	-67	277	10.5%	1,800	-
Ordinary profit	251	-63	277	10.5%	1,800	_
Profit	144	-833	175	21.6%	1,200	-

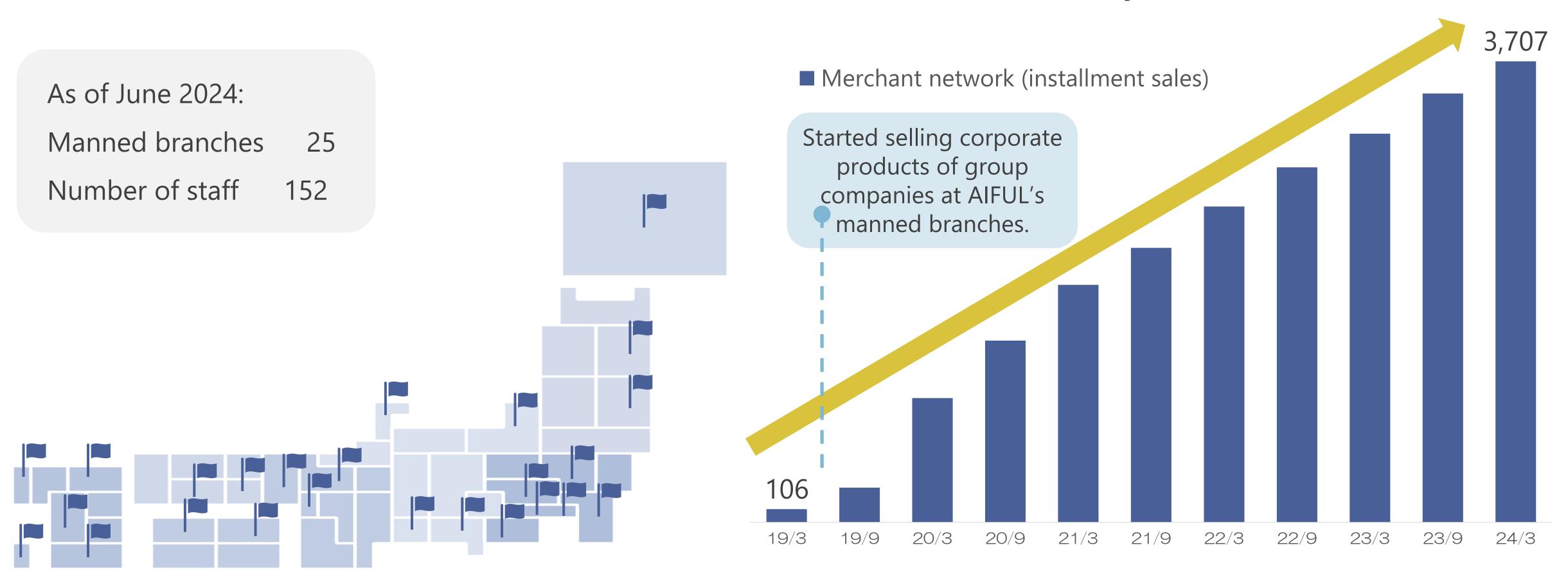


AG GUARANTEE merged with AG MIRAIBARAI, a BNPL provider, as of January 2024, and changed its trade name to AG Payment Service.

AG Payment Service CO., LTD (Corporate sales organization & Number of merchants)

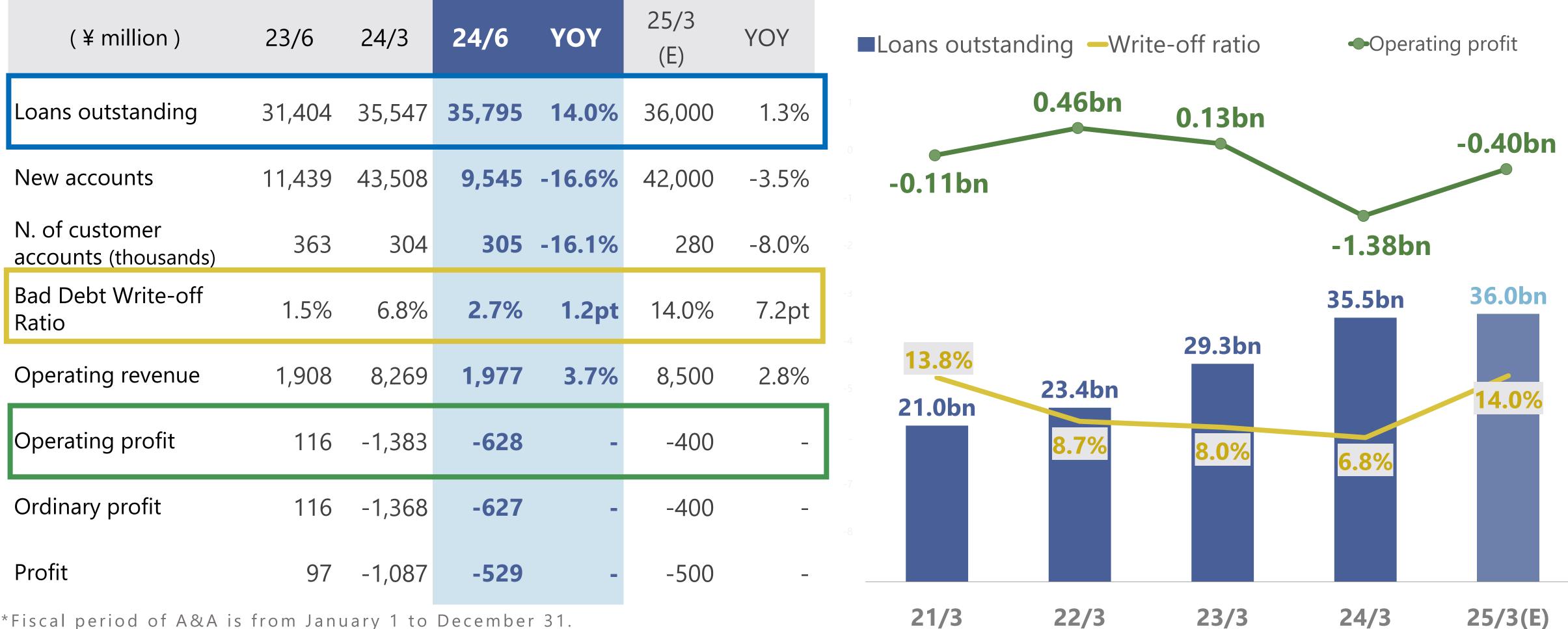
- From April 2019: AIFUL's staffed branches began functioning as a corporate sales organization, initiating the sale of group company's corporate products.
- The aim is to sell these products flexibly and swiftly to further expand sales.
 - *Corporate products include AG Payment Service's merchant sales, LIFECARD's corporate card sales etc.

Trend in the Number of AG Payment Service's Merchants



AIRA & AIFUL Public Company Limited (Consumer finance business in Thailand)

- Due to an increase in credit cost resulting from the deteriorating loan collection environment caused by the impact of COVID-19 and worsening economic conditions, the operating loss for current fiscal year is expected to be 400 million yen.
- We plan to implement measures such as stricter credit control and enhanced collection efforts to restore stability.



^{*}Fiscal period of A&A is from January 1 to December 31.

^{*}Exchange rate (Thai Baht): B/S: ¥3.91 (23/6), ¥4.13 (24/3), ¥4.16 (24/6), ¥3.81 (24/6) P/L: \(\pmax\)3.42 (21/3), \(\pmax\)3.44 (22/3), \(\pmax\)3.75 (23/3), \(\pmax\)4.04 (24/3)



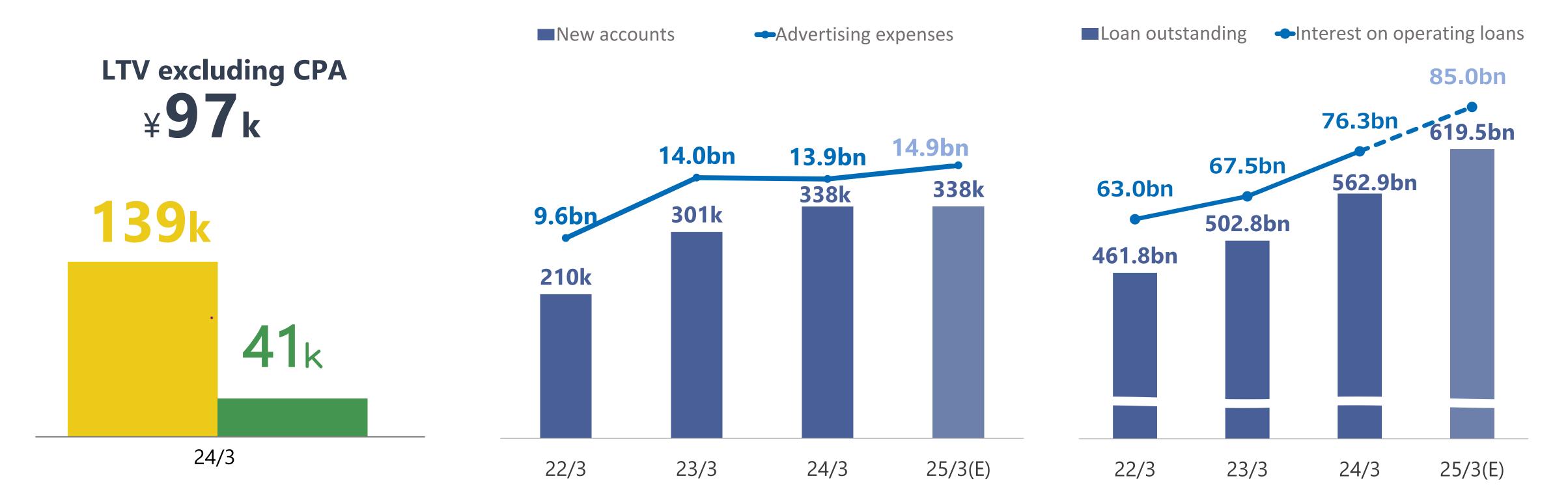


LTV/CPA (AIFUL)

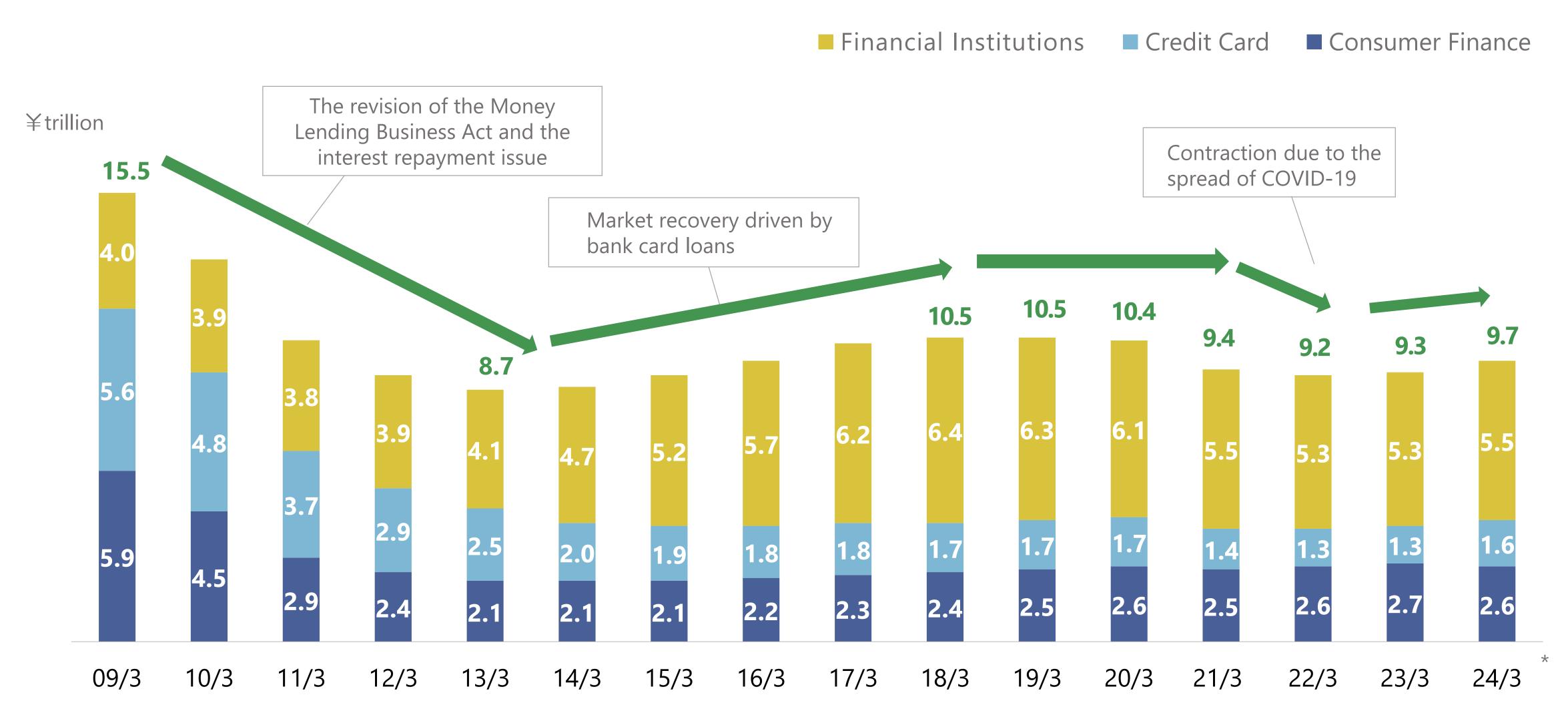
- Advertising expenses rose YoY while continuing efficient new account acquisition.
- As a result, new account acquisition significantly increased, and the loan outstanding grew steadily, ensuring future profits.

Customer lifetime profit (lifetime profit generated over the period of customer use excluding advertising expenses)

CPA CPA, the cost per acquisition



Unsecured Loan Market

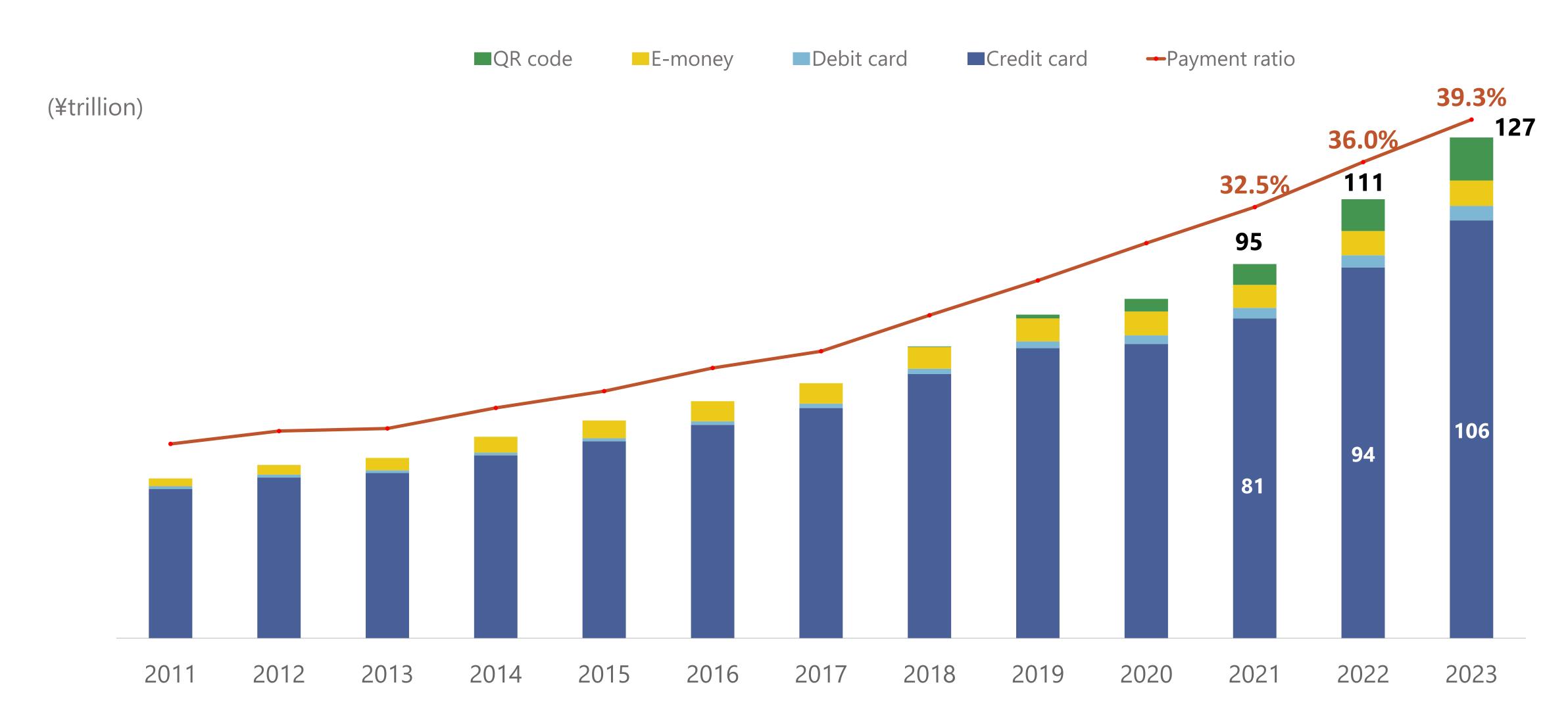


*2023/7 Consumer finance company with balance of about 300 billion yen shifted to credit card.

^{*}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)

Cashless Payment Market

Trends in cashless payment amount and ratio



*Source: Ministry of Economy, Trade and Industry

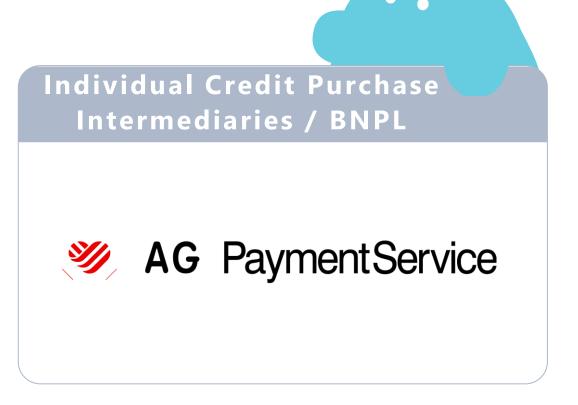
AIFUL Group's Business

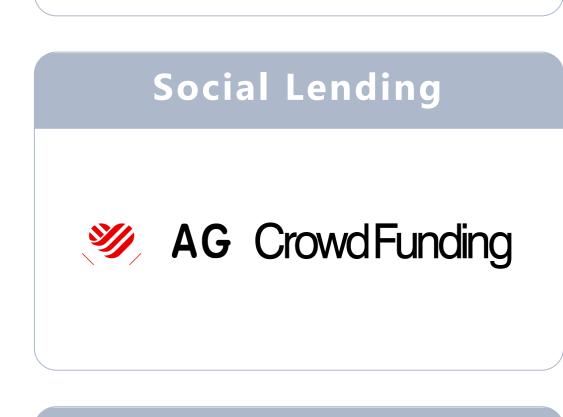
AIFUL Group aim to Create businesses that meet all customer needs









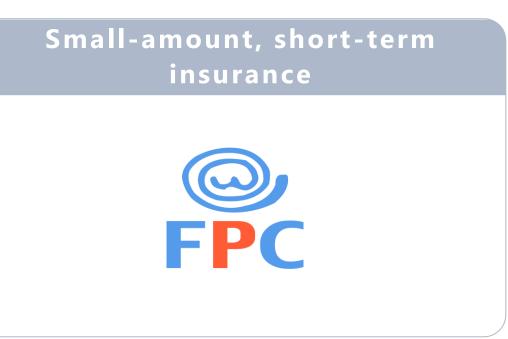
















-Disclaimer-

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