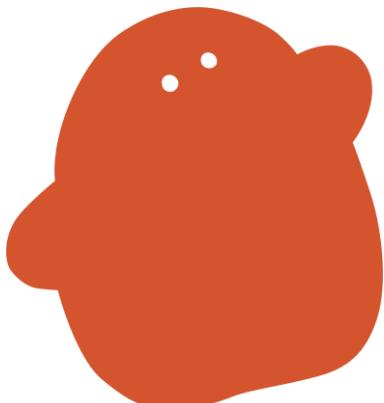


Third Quarter of FY2026/3

Presentation Material



① Top Message

② Consolidated Results Summary

③ AIFUL Results Summary

④ Group Companies Results Summary

⑤ Appendix

03 - 10

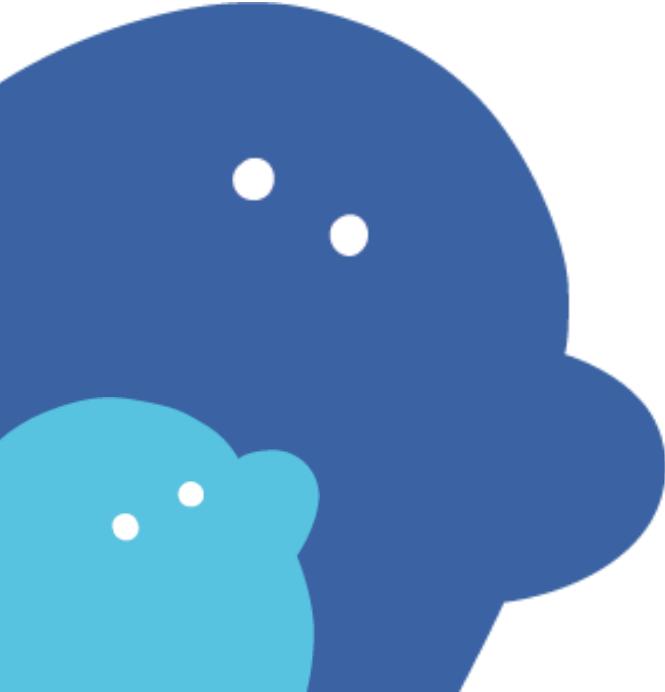
11 - 14

15 - 23

24 - 30

31 - 42

Reference: Medium-term Management Plan
<https://www.aiful.co.jp/group/ir/pdf/MPE2024.pdf>



1 Top Message



[Consolidated] FY2026/3 Q3 (Financial Result Summary)



- Core businesses continued to perform well, with double-digit growth in total receivable and operating revenue
- Ordinary profit amounted to ¥28.2 billion, progressing favorably against the profit plan

(¥ billion)	Q3 25/3 YTD	Q3 26/3 YTD	YoY	26/3(E)	YoY
Total receivable outstanding	1,293.1	1,481.7	14.6%	1,541.5	15.1%
Operating revenue	140.5	159.7	13.7%	213.5	12.9%
Operating profit	18.8	27.7	47.5%	32.3	27.7%
Ordinary profit	19.7	28.2	42.8%	33.0	23.1%
Net profit attributable to owners of parent	14.9	22.4	50.8%	27.6	22.6%
Adjusted operating profit*	30.2	36.3	20.2%	48.1	15.6%

Definition of Adjusted operating profit: 1. Operating profit + 2 (Credit cost + Interest repayment-related expenses + Depreciation – Charge-offs) + M&A gains from entities outside the scope of consolidation (M&A gains based on each company's operating profit, excluding goodwill amortization)



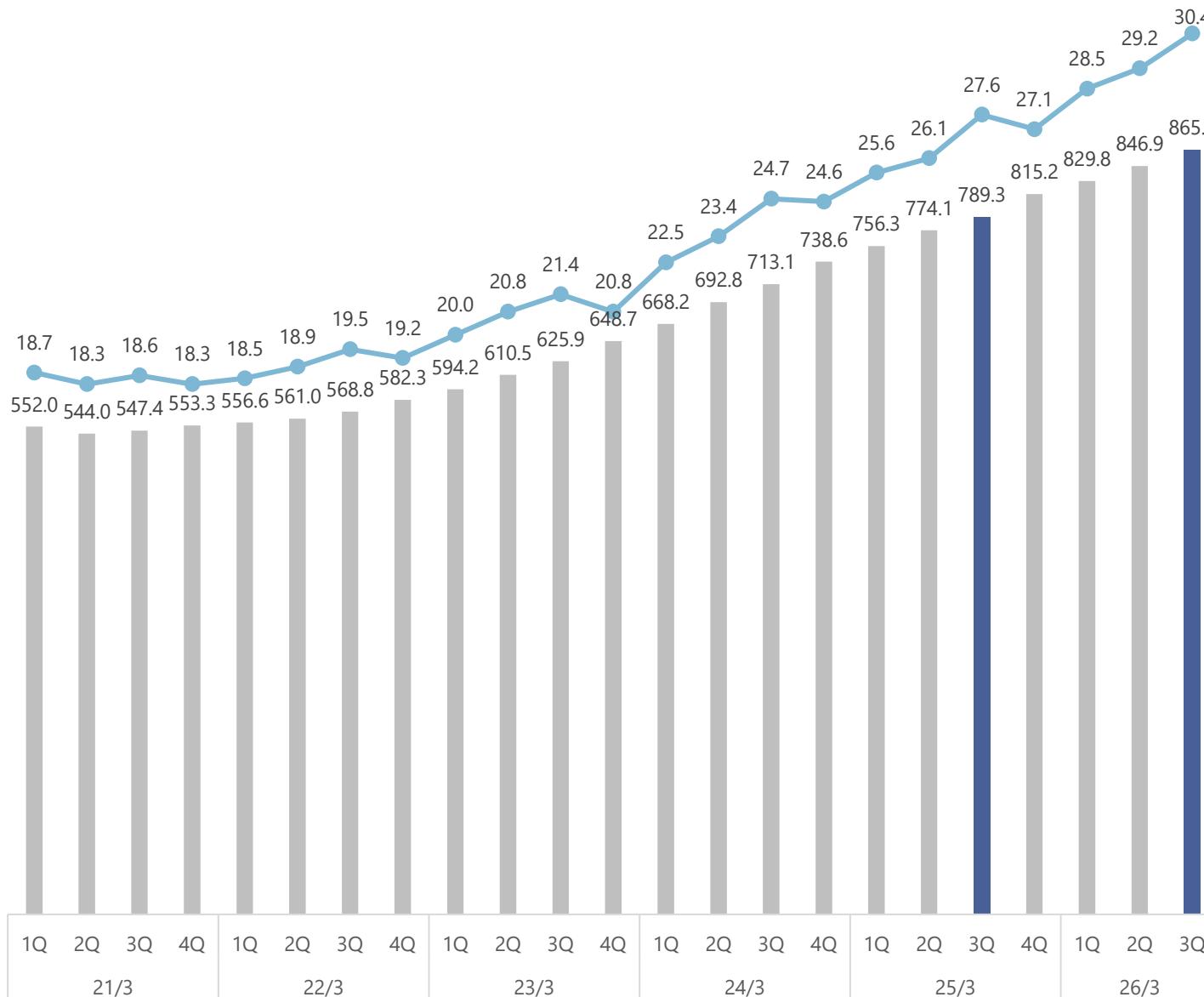
[Consolidated] Operating Results and Full -year Guidance (Balances & Revenue)



(¥ billion)	Q3 25/3 YTD	25/3	Q3 26/3 YTD	YoY	26/3(E)	YoY
Total receivable outstanding	1,293.1	1,339.7	1,481.7	14.6%	1,541.5	15.1%
Loan business (including overseas)	789.3	815.2	865.2	9.6%	882.7	8.3%
Credit business (Credit card and installment)	200.2	203.3	230.7	15.2%	245.7	20.8%
Credit guarantee business	275.9	291.6	354.7	28.6%	378.4	29.8%
Other	27.6	29.4	30.9	12.0%	34.6	17.7%
Operating revenue	140.5	189.0	159.7	13.7%	213.5	12.9%
Loan business (Interest on operating loans)	79.4	106.5	88.2	11.0%	116.9	9.7%
Credit business (Revenue from installment receivable)	22.2	30.1	24.6	10.3%	33.8	12.1%
Credit guarantee business (Revenue from credit guarantee)	15.9	21.5	17.7	11.4%	24.0	11.5%
Other operating revenue	22.8	30.7	29.1	27.6%	38.6	25.4%



[Consolidated] Loan Business (Outstanding & Revenue)



Loan outstanding

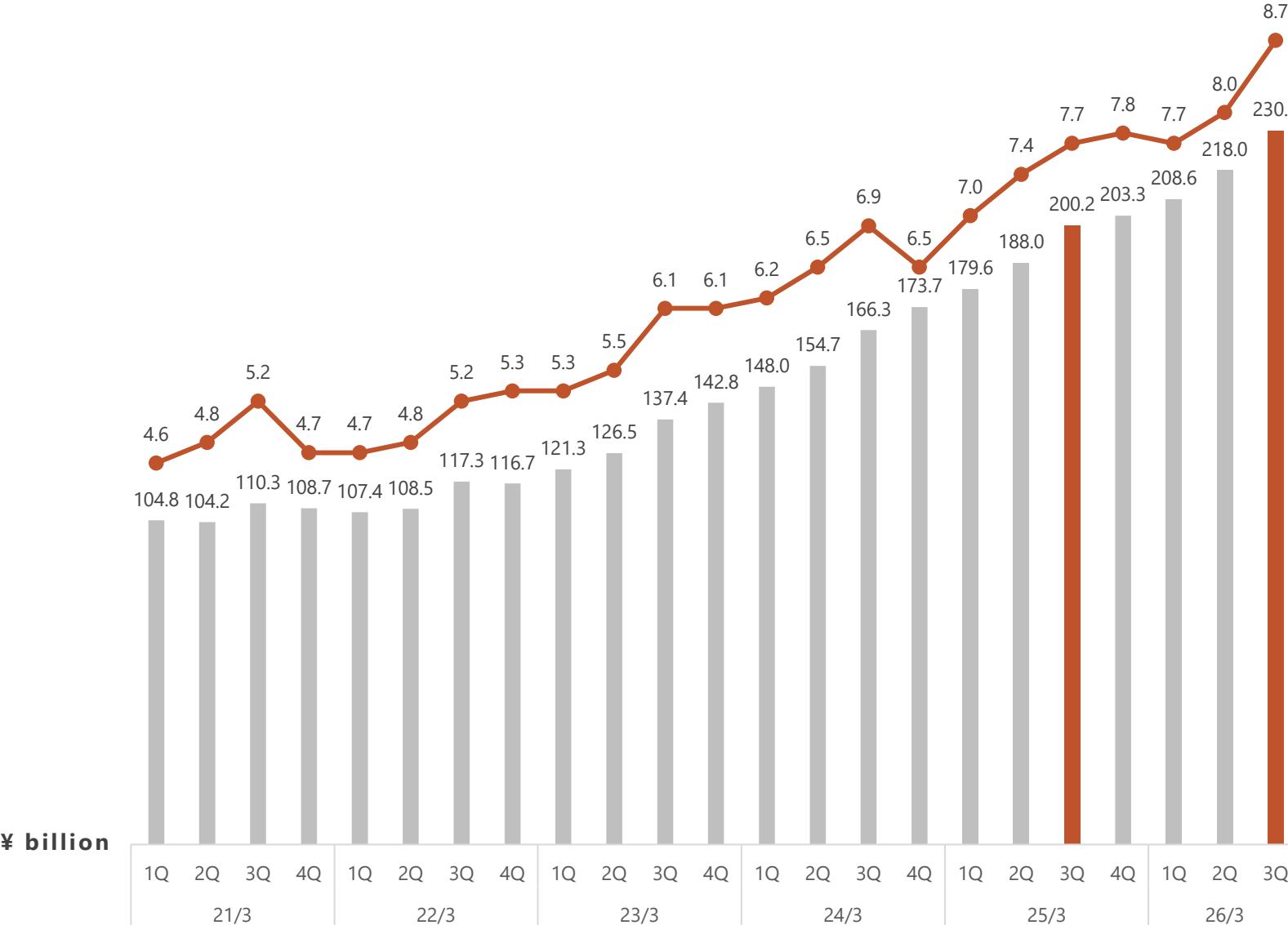
865.2 bn (YoY+9.6%)

Revenue

30.4 bn (YoY+10.1%)



[Consolidated] Credit Business (Outstanding & Revenue)



Credit business outstanding

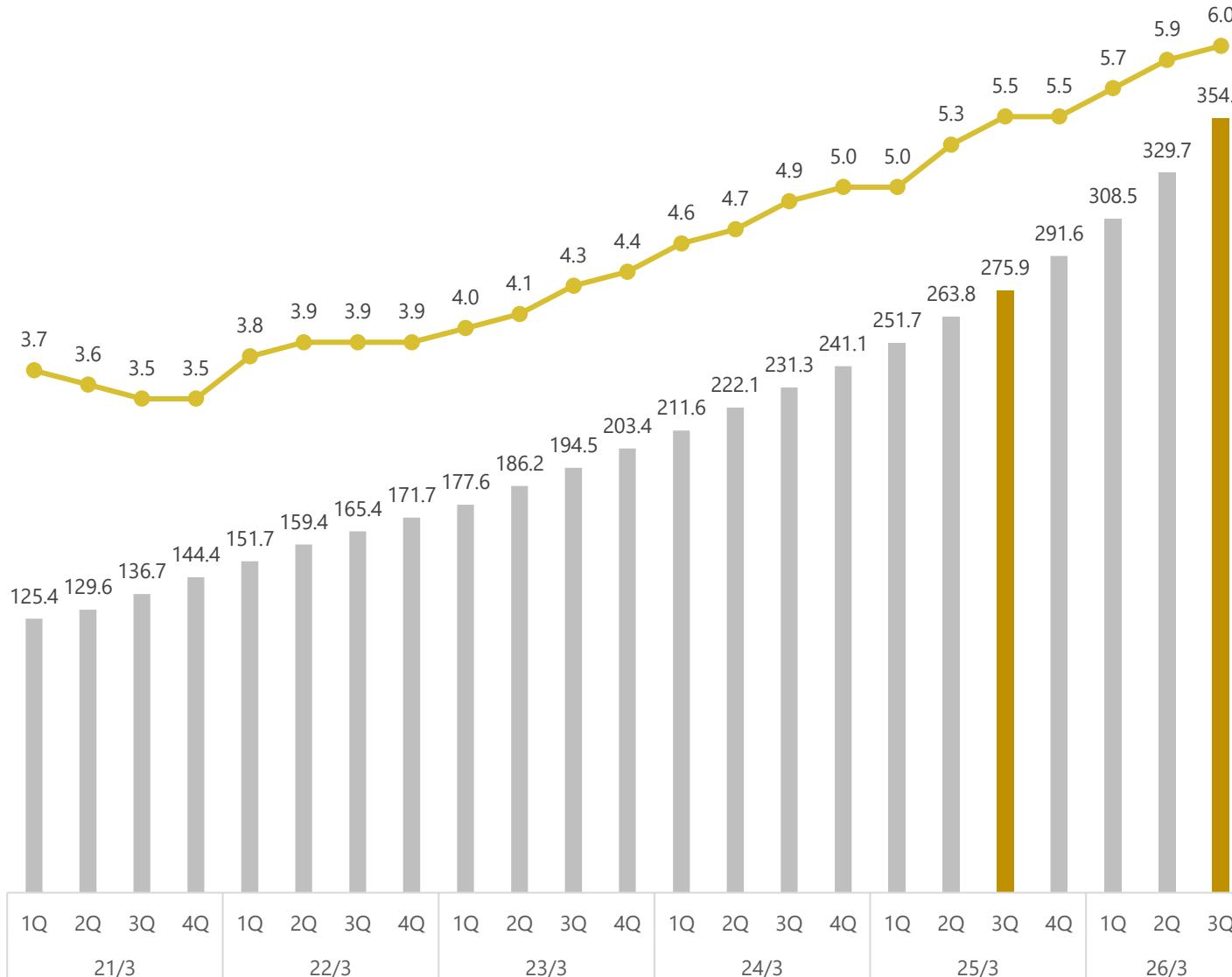
230.7 bn (YoY+15.2%)

Revenue

8.7 bn (YoY+12.0%)



[Consolidated] Credit Guarantee Business (Outstanding & Revenue)



Credit guarantee outstanding

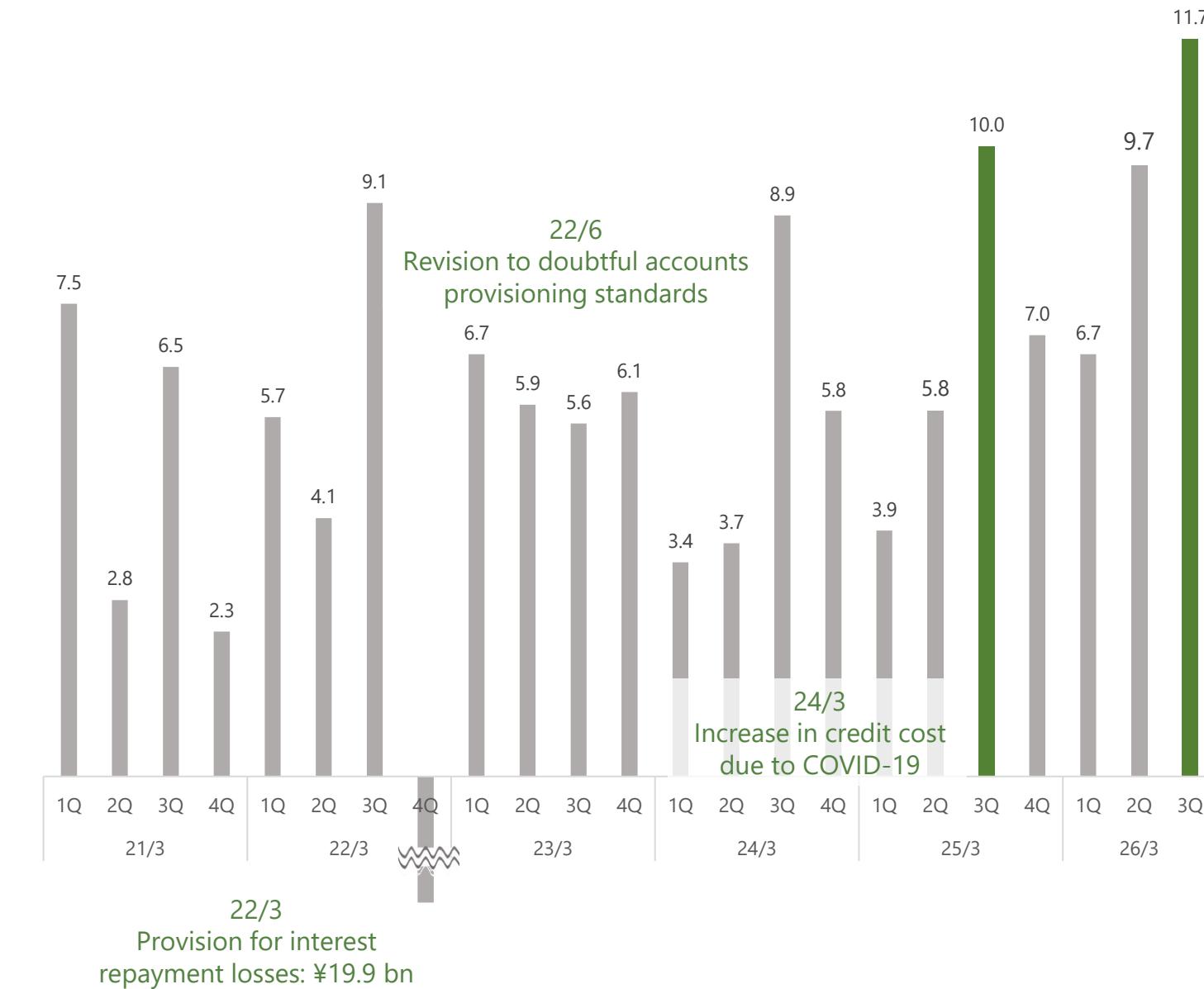
354.7 bn (YoY+28.6%)

Revenue

6.0 bn (YoY+9.7%)



[Consolidated] Ordinary profit



Ordinary profit

11.7 bn (YoY+16.8%)



Topics for FY2026/3 Q3

1. External Credit Ratings

(December 2025)

- **R&I:** BBB+ / Positive (Outlook revised from Stable to Positive)
- **JCR:** A- / Stable (No change in outlook)

2. M&A

- **BitCash acquired the “WebMoney” electronic money business.**

December 2025: Execution of an absorption-type company split agreement
March 2026: Completion of the business transfer (planned)



3. Hackathons (Overseas)

- **November 2025:** Indian Institutes of Technology (India) (183 participants)
- **December 2025:** Chulalongkorn University (Thailand) (137 participants)



4. Open Call Art Exhibition

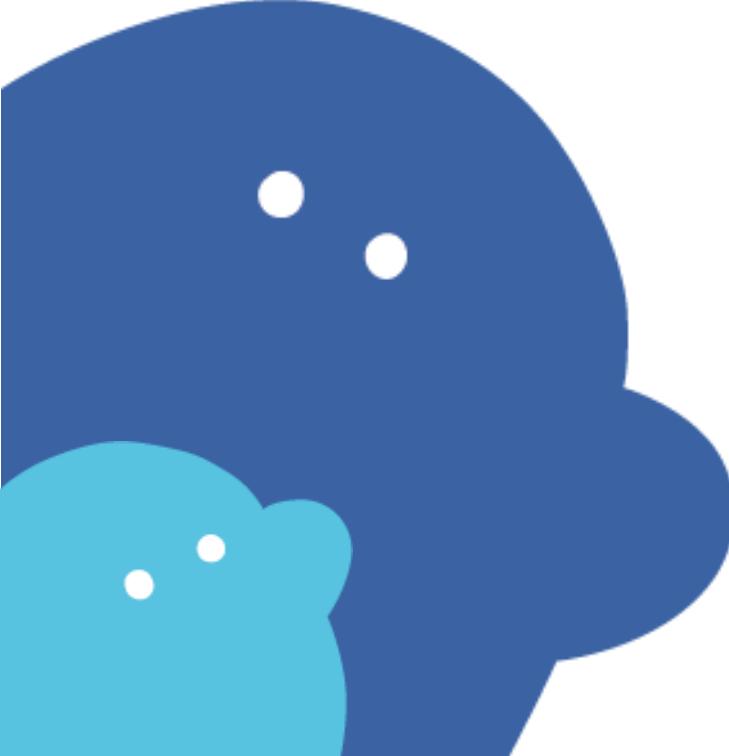
- **Plans to hold first open-call art competition, the “Muninova Artist Award.”**

Entry Period: March 30 – April 30, 2026

Announcement of Results: Around July 2026

Exhibition Dates: August 29 – September 6, 2026





2

Consolidated Results Summary



Operating Results and Full -year Guidance (Expenses & Profit)

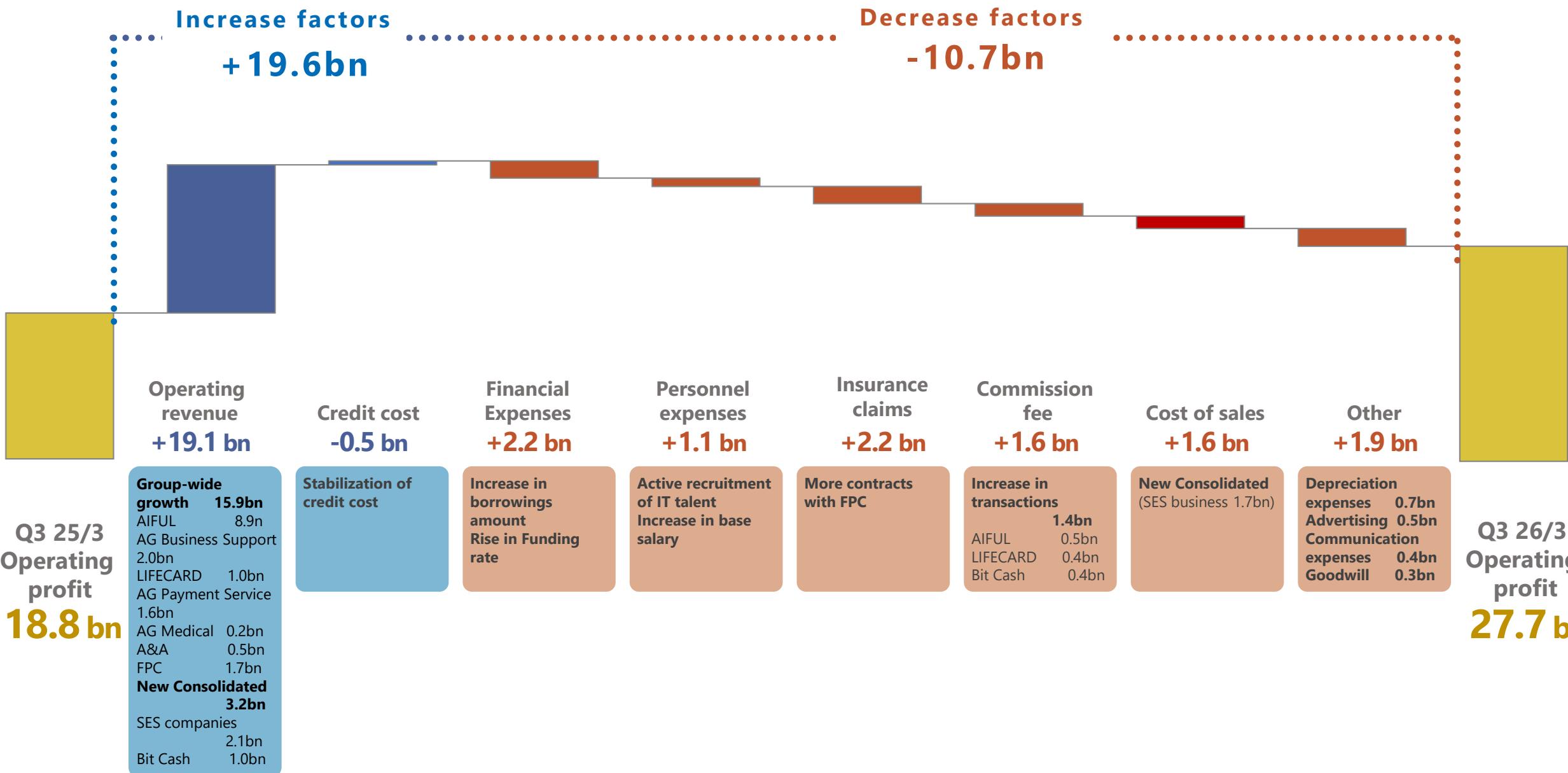


(¥ billion)	Q3 25/3 YTD	25/3	Q3 26/3 YTD	YoY	26/3(E)	YoY
Operating revenue	140.5	189.0	159.7	13.7%	213.5	12.9%
Operating expenses	121.6	163.7	131.9	8.4%	181.1	10.6%
Financial expenses	6.8	9.5	9.0	32.8%	12.7	33.5%
Credit cost	43.4	56.9	42.8	-1.3%	56.1	-1.4%
Expenses for interest repayment	-	-	-	-	-	-
Advertising expenses	13.3	18.5	13.9	3.8%	20.0	7.8%
Personnel expenses	16.1	21.6	17.3	7.3%	23.3	7.4%
Other operating expenses (commission fee, sales promotion cost etc.)	41.8	57.0	48.7	16.4%	68.8	20.5%
Operating profit	18.8	25.3	27.7	47.5%	32.3	27.7%
Ordinary profit	19.7	26.8	28.2	42.8%	33.0	23.1%
Extraordinary losses	2.0 ^{*1}	2.5 ^{*1}	0.2 ^{*2}	-88.7%	-	-
Profit attributable to owners of parent	14.9	22.5	22.4	50.8%	27.6	22.6%

*1 System related matters and phishing scam incidents etc.

*2 AIRA&AIFUL's business restructuring costs (layoff-related costs, etc.)

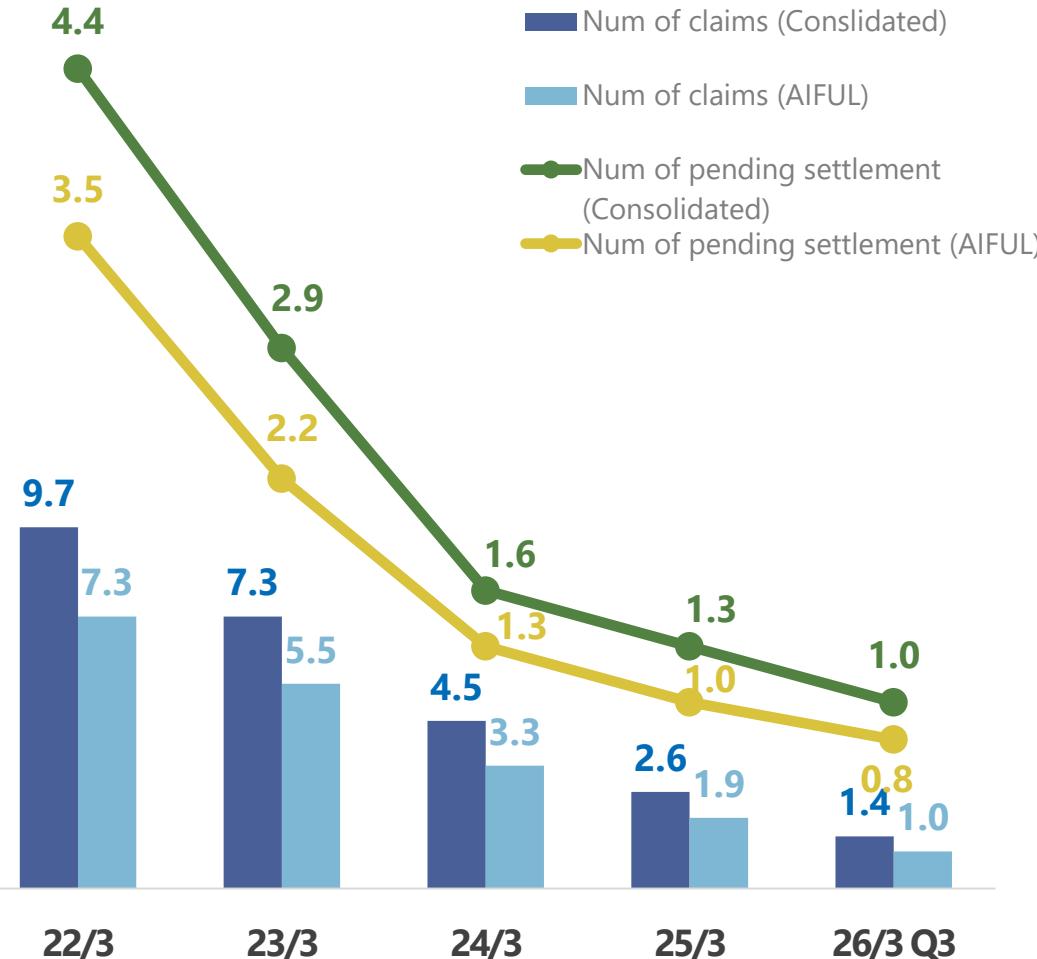
Operating Profit Variances (YoY)



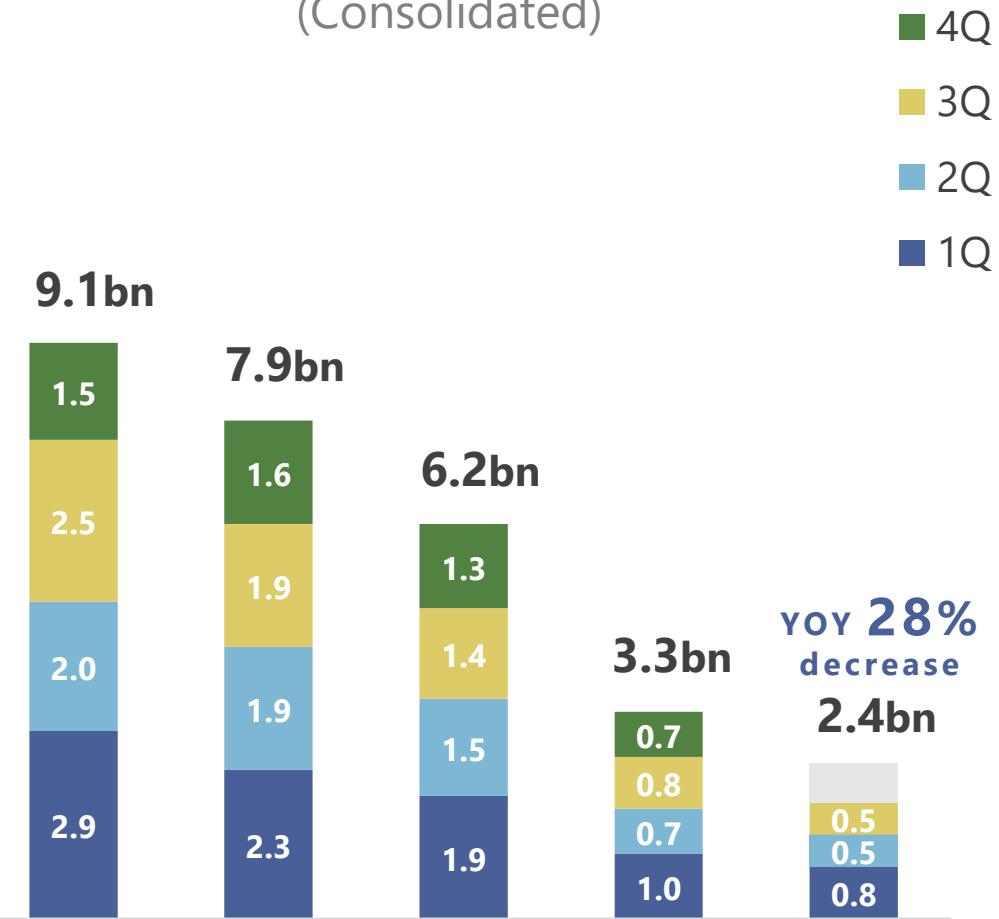
Recent Trend in Interest Repayment

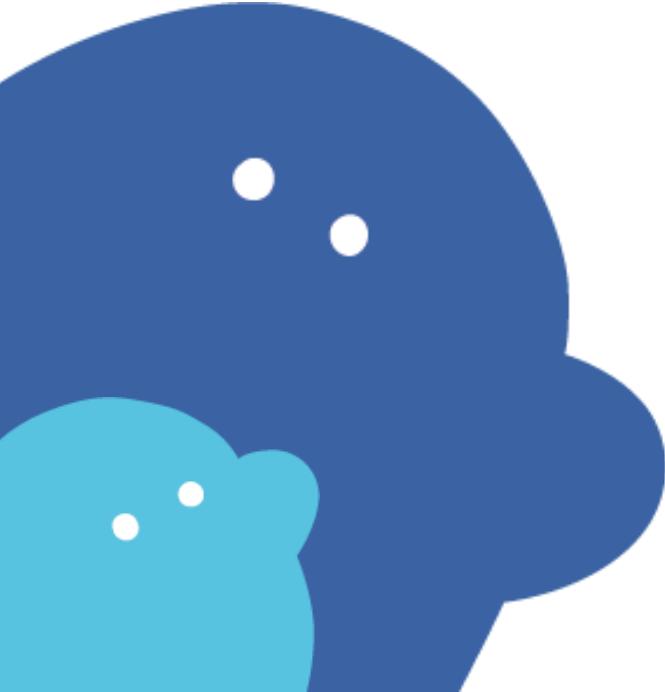


Num of interest repayment claims (thousands)



Withdrawal amount (Consolidated)





3 AIFUL Results Summary

[AIFUL] Operating Results and Full-year Guidance



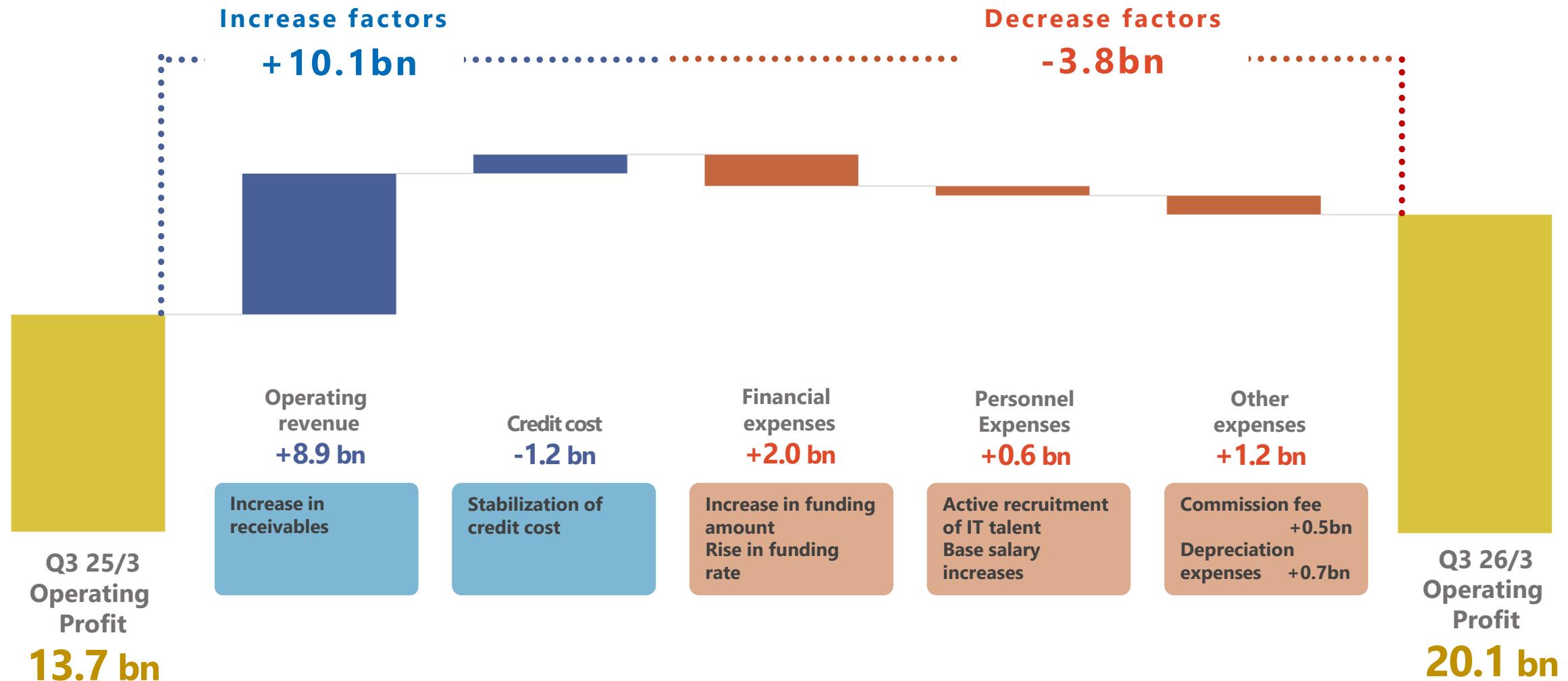
(¥ billion)	Q3 25/3 YTD	25/3	Q3 26/3 YTD	YoY	26/3(E)	YoY
Total receivable outstanding	860.1	894.8	995.9	15.8%	1,037.7	16.0%
Loans outstanding	596.1	614.2	650.0	9.1%	667.2	8.6%
Credit guarantee	247.6	263.6	326.9	32.0%	351.0	33.1%
N. of new accounts (thousand) (unsecured loan)	247	325	229	-7.3%	313	-3.8%
Loan volume	214.1	290.5	229.4	7.2%	-	-
New accounts	37.6	49.5	35.5	-5.4%	-	-
Existing accounts	176.5	240.9	193.8	9.8%	-	-
Charge-offs	24.0	28.3	24.7	3.1%	29.8	5.0%
Charge-off rate	2.8%	3.2%	2.5%	-0.3Pt	2.9%	-0.3Pt

[AIFUL] Financial Results Outline and Full -year Guidance



(¥ billion)	Q3 25/3 YTD	25/3	Q3 26/3 YTD	YoY	26/3(E)	YoY
Operating revenue	81.7	110.1	90.6	10.9%	120.5	9.4%
Interest on operating loans	63.8	85.6	70.6	10.7%	93.3	9.0%
Revenue from credit guarantee	11.9	16.1	13.8	15.6%	18.8	16.1%
Gain on transfer of receivable [Eliminated on Consolidation]	0.0	0.4	0.4	-	1.0	103.0%
Other operating revenue	5.9	7.8	5.7	-3.9%	7.3	-7.2%
Operating expenses	67.9	89.7	70.5	3.7%	96.1	7.1%
Financial expenses	5.2	7.3	7.3	38.8%	10.1	36.6%
Credit cost	28.3	35.1	27.0	-4.4%	35.5	0.9%
Advertising expenses	10.9	15.0	10.8	-0.5%	15.0	-0.1%
Personnel expenses	8.8	11.9	9.5	7.2%	12.8	7.3%
Other operating expenses	14.6	20.2	15.7	7.8%	22.5	11.1%
Operating profit	13.7	20.3	20.1	46.3%	24.4	19.7%
Ordinary profit	17.1	23.9	24.7	44.3%	28.7	19.6%
Profit	13.0	19.5	21.3	63.1%	26.8	37.0%

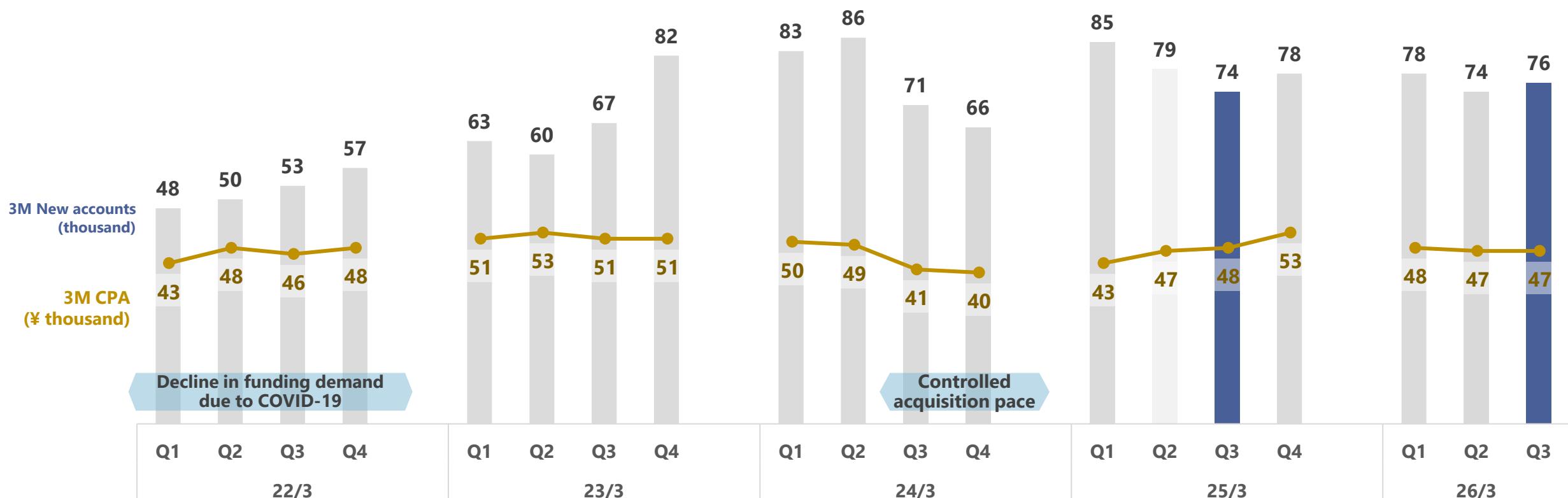
[AIFUL] Operating Profit Variances (YoY)



[AIFUL] Unsecured Loan Business/ New accounts

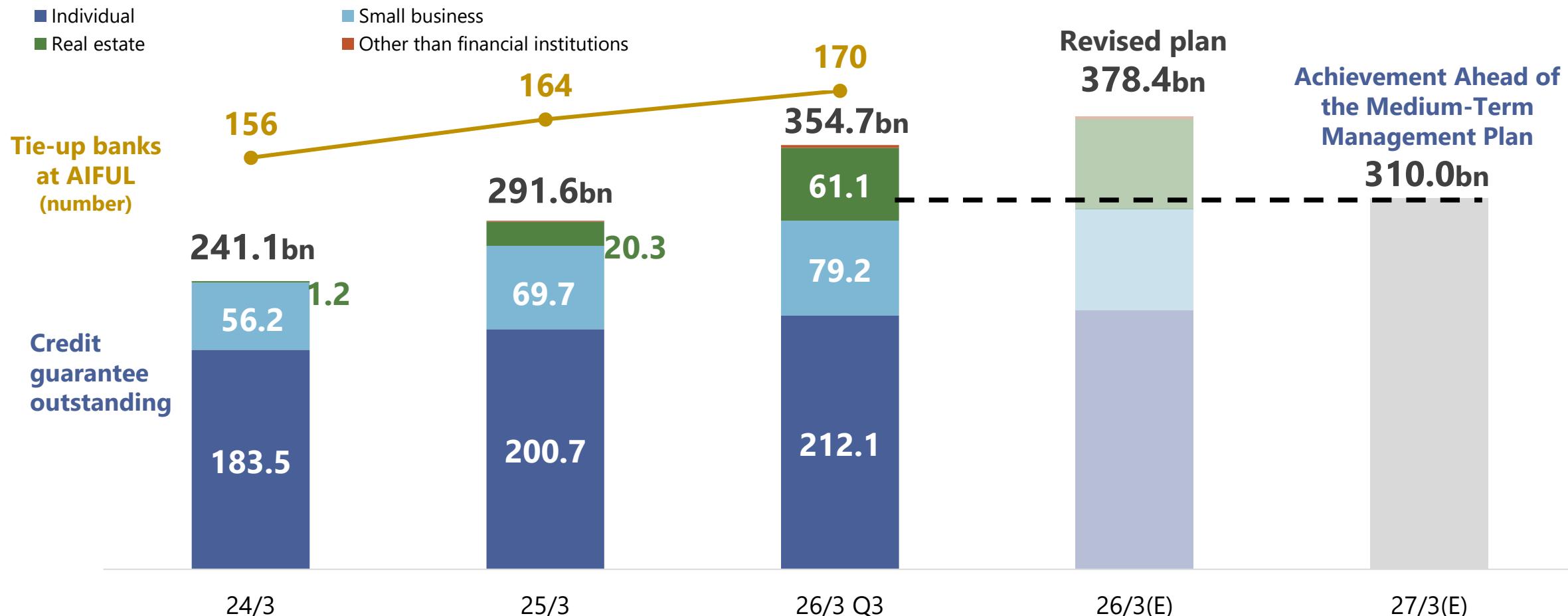
- Against the full-year plan of 313,000 new customer acquisitions, progress reached 73.3%, broadly in line with the plan
- Cost per acquisition (CPA) well controlled within the ¥45,000–¥50,000 range

Trend of new accounts and CPA



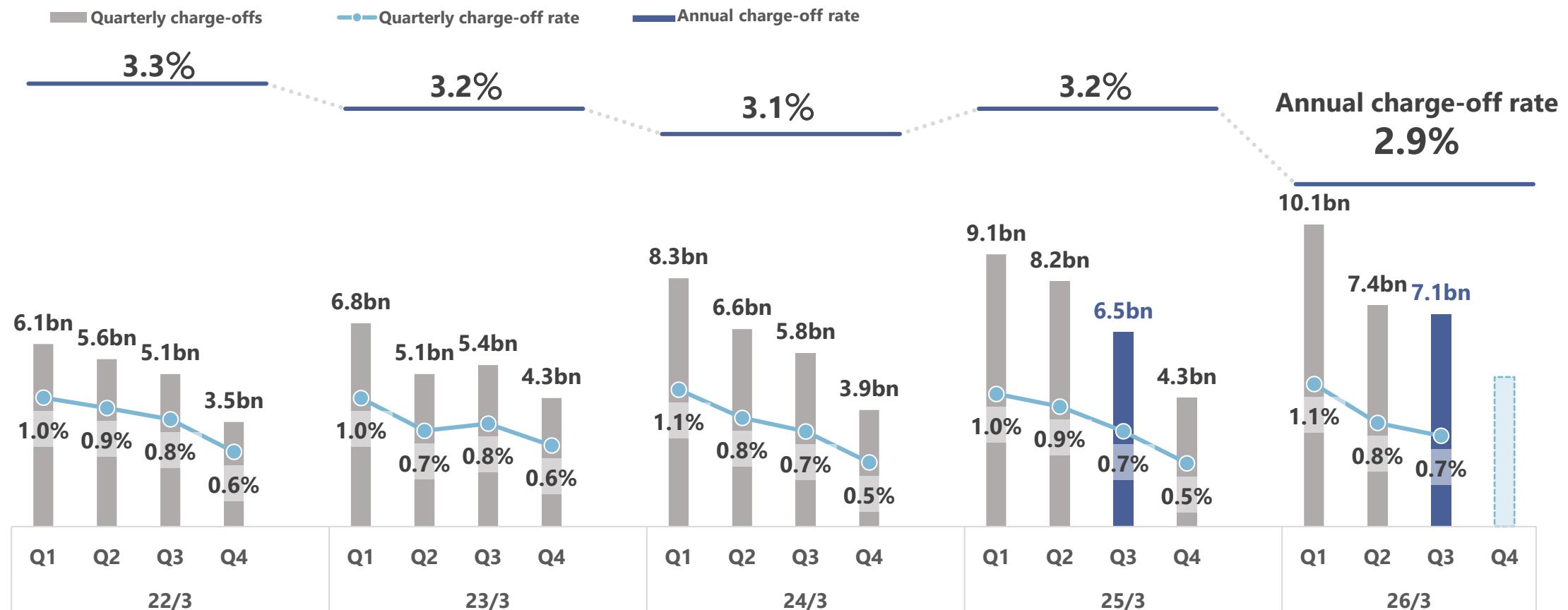
[AIFUL/CONSOLIDATED] Guarantee Business and Trend of outstanding

- Number of tie-ups continued to increase steadily, with real estate guarantees contributing significantly to the growth in guarantee outstanding
- Achieved the Medium-Term Management Plan target of ¥310 billion in Guarantees balance ahead of schedule; revised target for FY2026/3 set at ¥378.4 billion



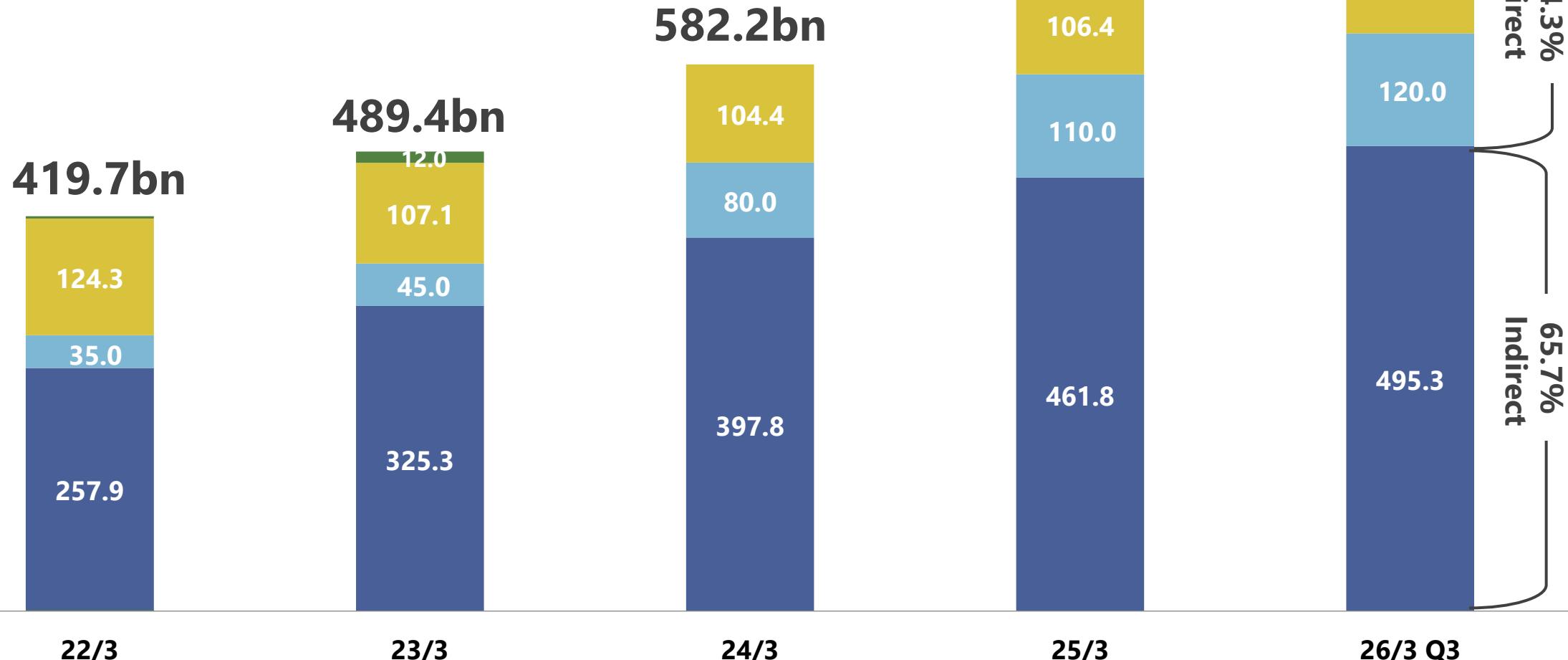
[AIFUL] Charge-offs

- Collections progressed toward the fiscal year-end, resulting in a quarter-by-quarter decline in charge-offs
- Annual charge-off rate remained stable at the low-3% range; for FY2026/3, it is expected to be 2.9%.



[AIFUL] Interest Bearing Liabilities

- Financial institutions etc.
- Bonds
- Liquidation
- CP

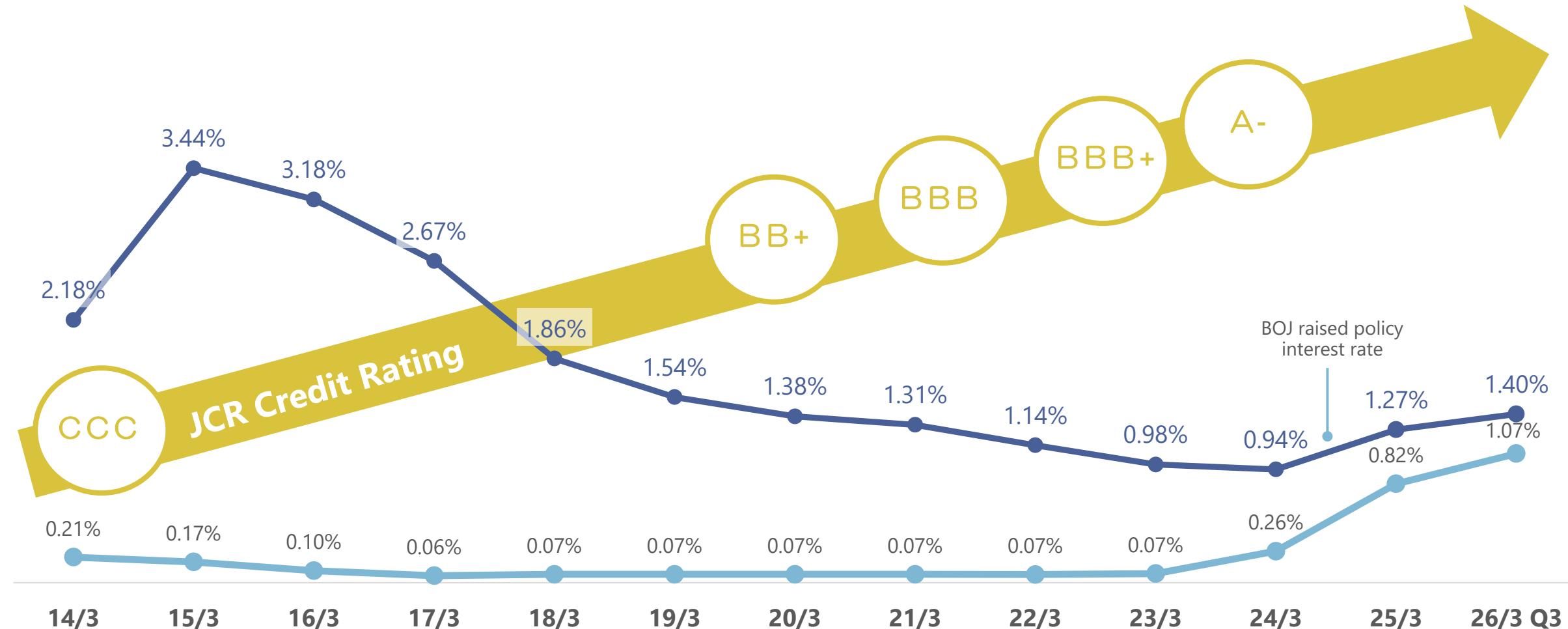


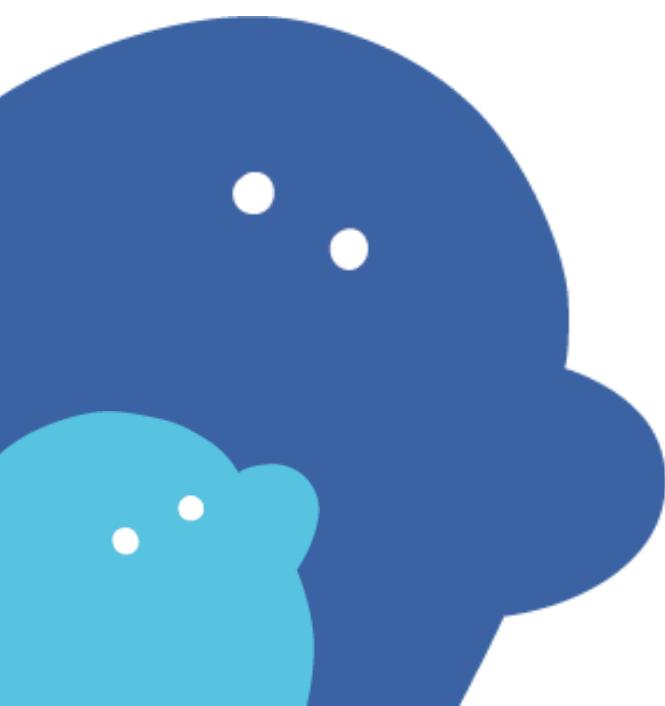
[AIFUL] Funding Rate

● Funding rate
● 3M TIBOR

Credit Rating
(as of Dec 2025)

JCR: A- (Stable)
R&I: BBB+ (Positive)

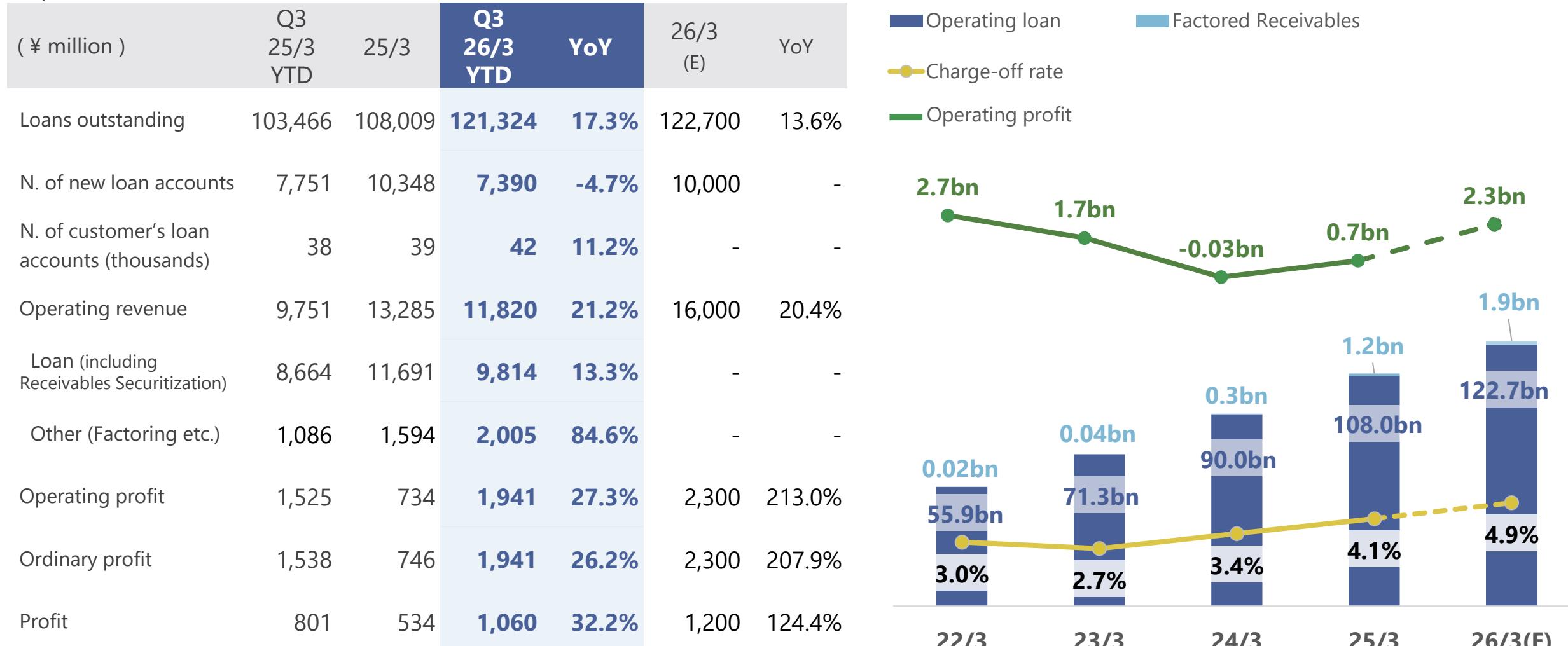




4 Group Companies Results Summary

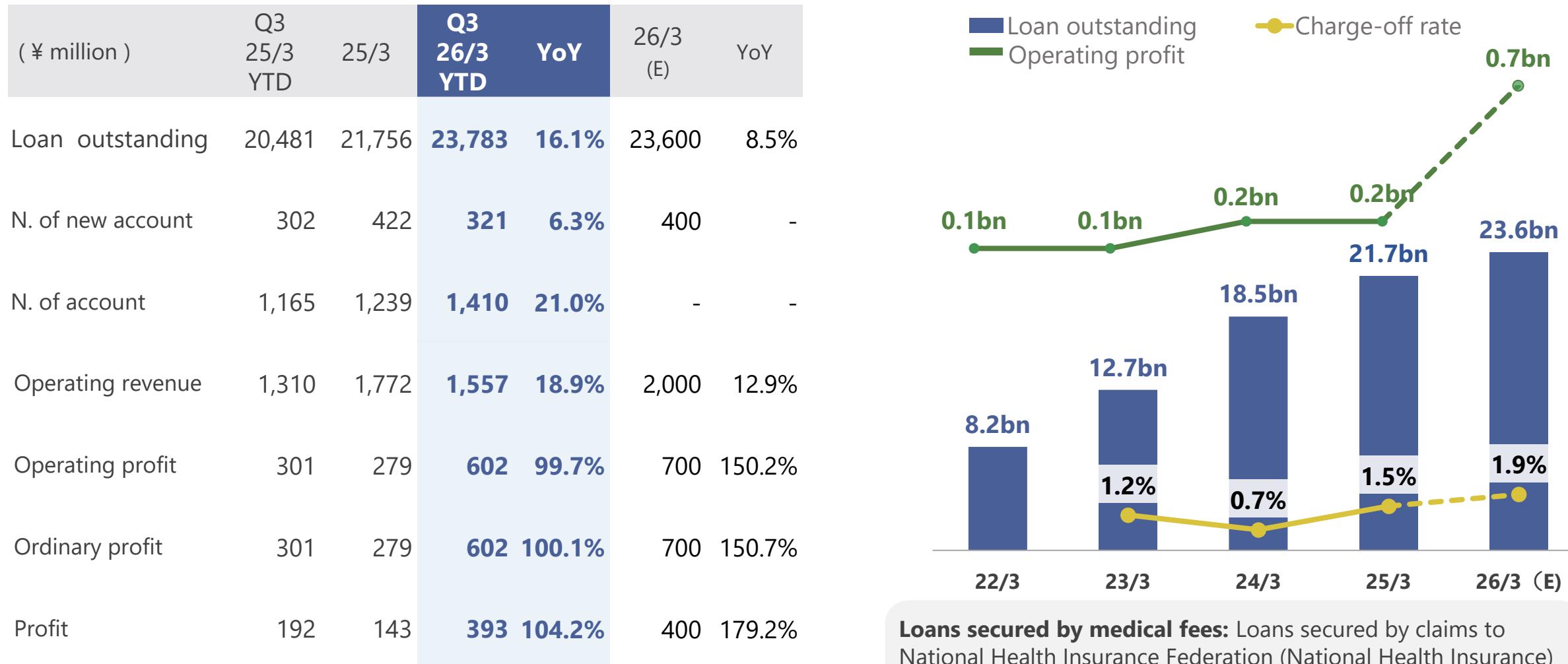
[LOAN] AG BUSINESS SUPPORT (Small Business Loan, Secured Loan and Factoring)

- Loan outstanding expanded, driven by strong performance in real estate-backed loans, with operating revenue and profit indicators progressing steadily
- Credit costs are expected to be recorded toward the fiscal year-end, with results anticipated to be in line with the plan



[LOAN] AG MEDICAL (Medical Fee Secured Loan)

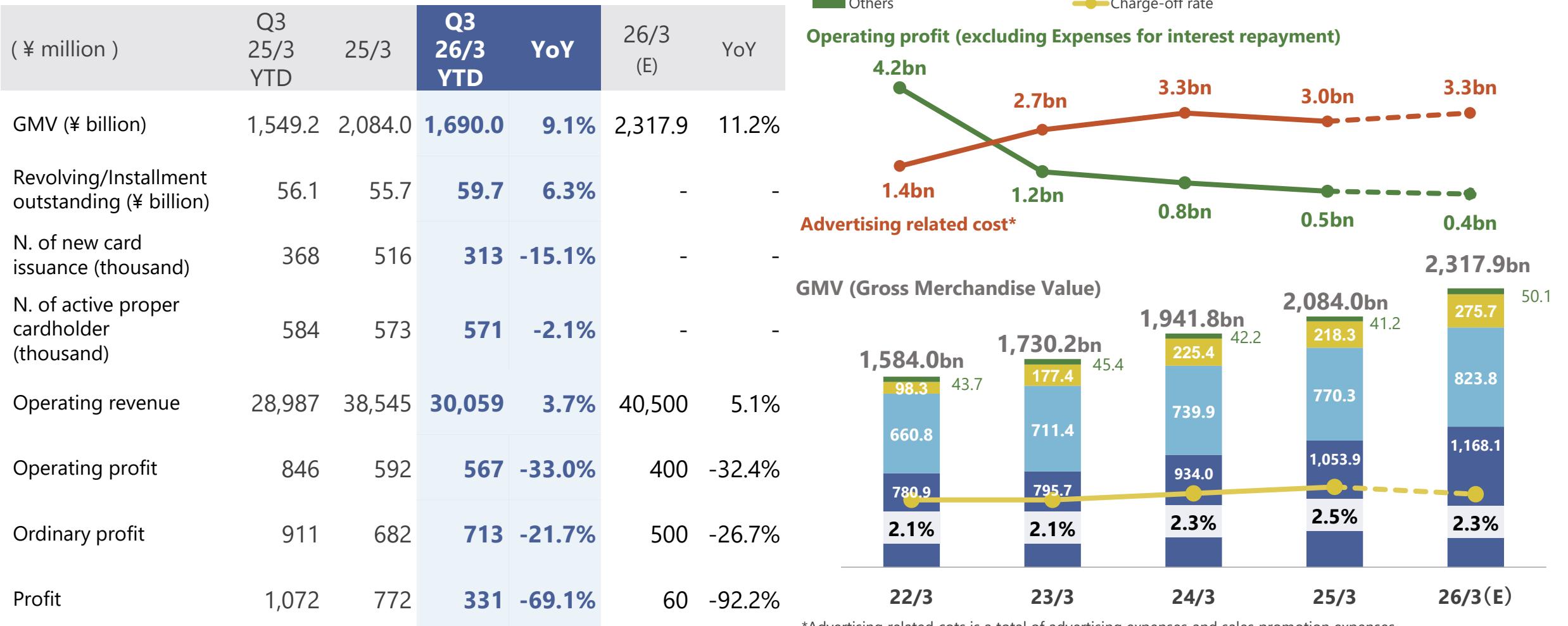
- Outstanding loan balances grew beyond the plan
- Strong operating revenue and a decline in credit costs led to performance exceeding the profit plan



*In July 2021, AG MEDICAL CORPORATION took over the medical fee-secured loan business of AG Business Support.

[CREDIT/PAYMENT] LIFECARD (Credit card business)

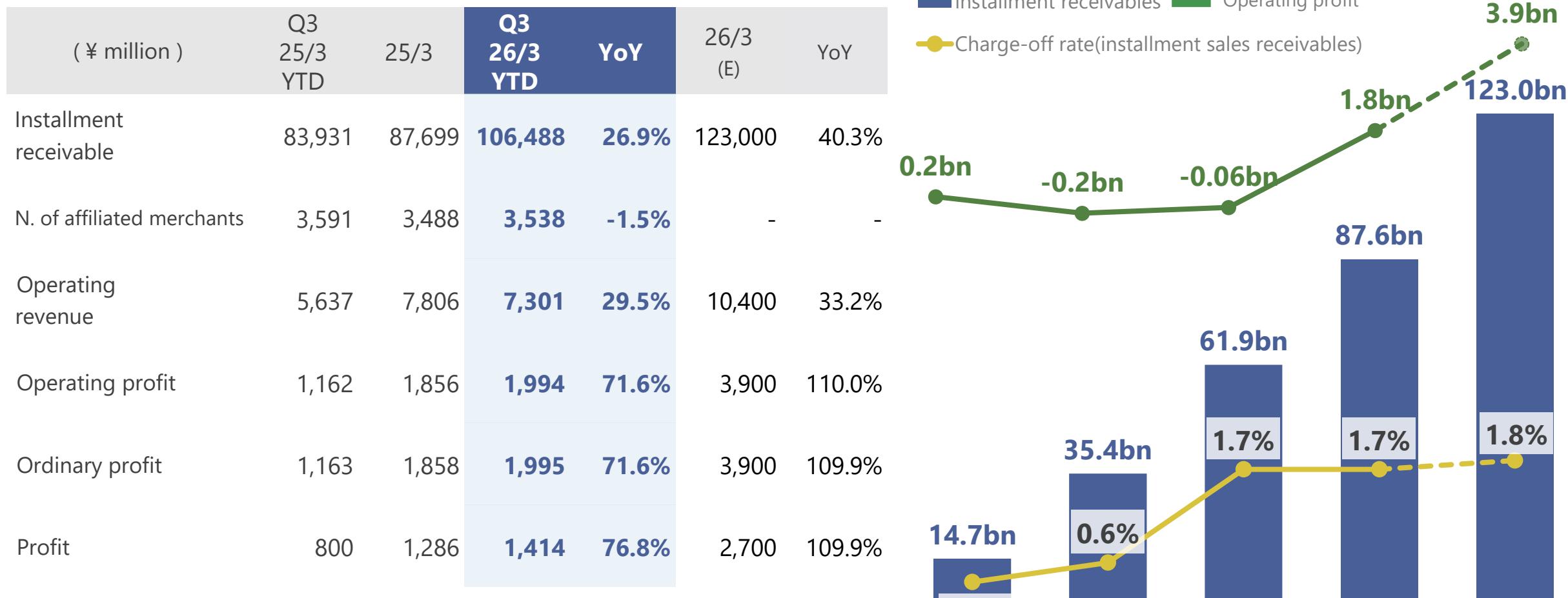
- Promotional activities focused primarily on younger customer segments expected to use the services on a long -term basis
- GMV as well as revolving and installment balances expanded steadily; profit indicators are expected to be in line with the plan due to increased advertising-related expenses



*Advertising related costs is a total of advertising expenses and sales promotion expenses

[CREDIT/PAYMENT] AG Payment Service (Installment receivables & BNPL)

- Installment receivables increased through a review of inactive merchants and higher transaction volumes from key merchants
- The impact of revising allowance standards to appropriate levels is expected to be reflected toward the fiscal year-end, with results projected to be in line with the plan

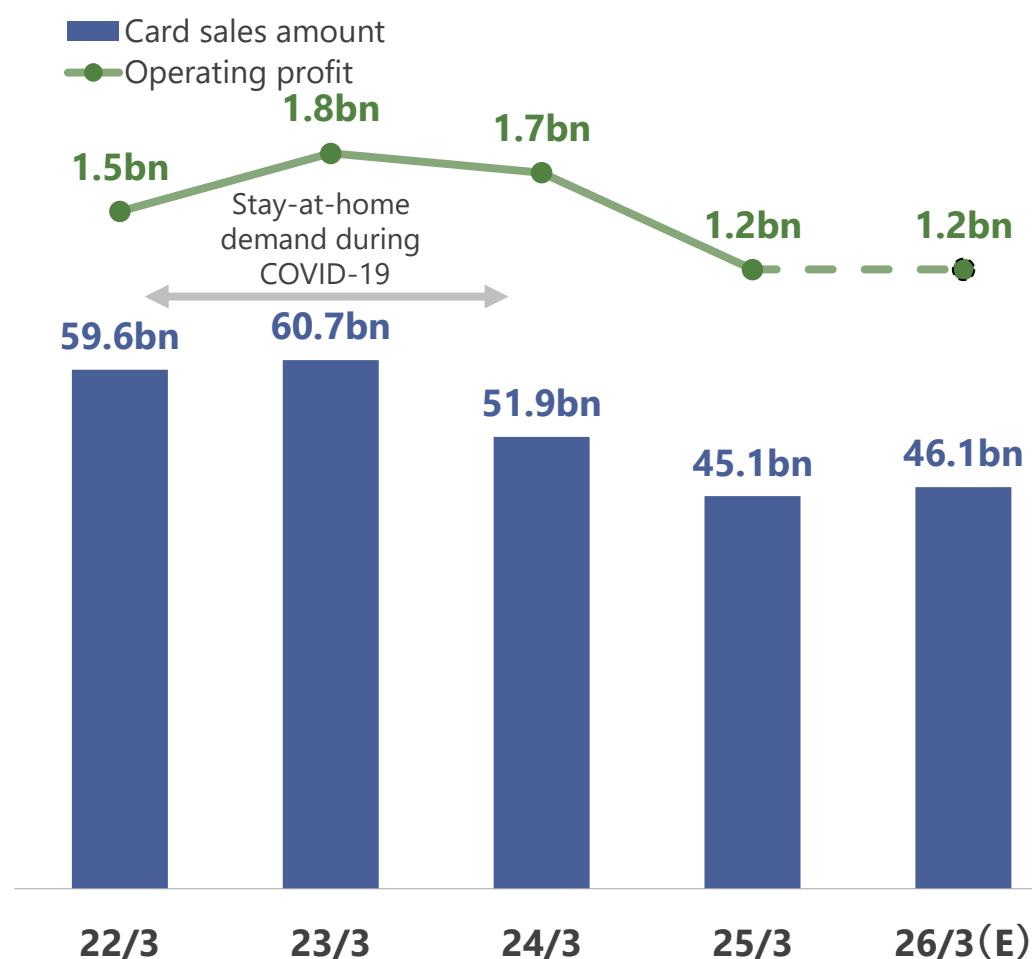


AG GUARANTEE merged with AG MIRAIKARAI, a BNPL provider, as of January 2024, and changed its trade name to AG Payment Service. Past results are shown on a combined basis.

[CREDIT/PAYMENT] Bit Cash (Issuance of prepaid electronic money)

- Despite strengthened merchant management and a decline in transaction volume, profits remained broadly in line with the plan
- An absorption-type company split agreement was executed to acquire the prepaid electronic money business "WebMoney," with the transfer scheduled to be completed on March 31, 2026.

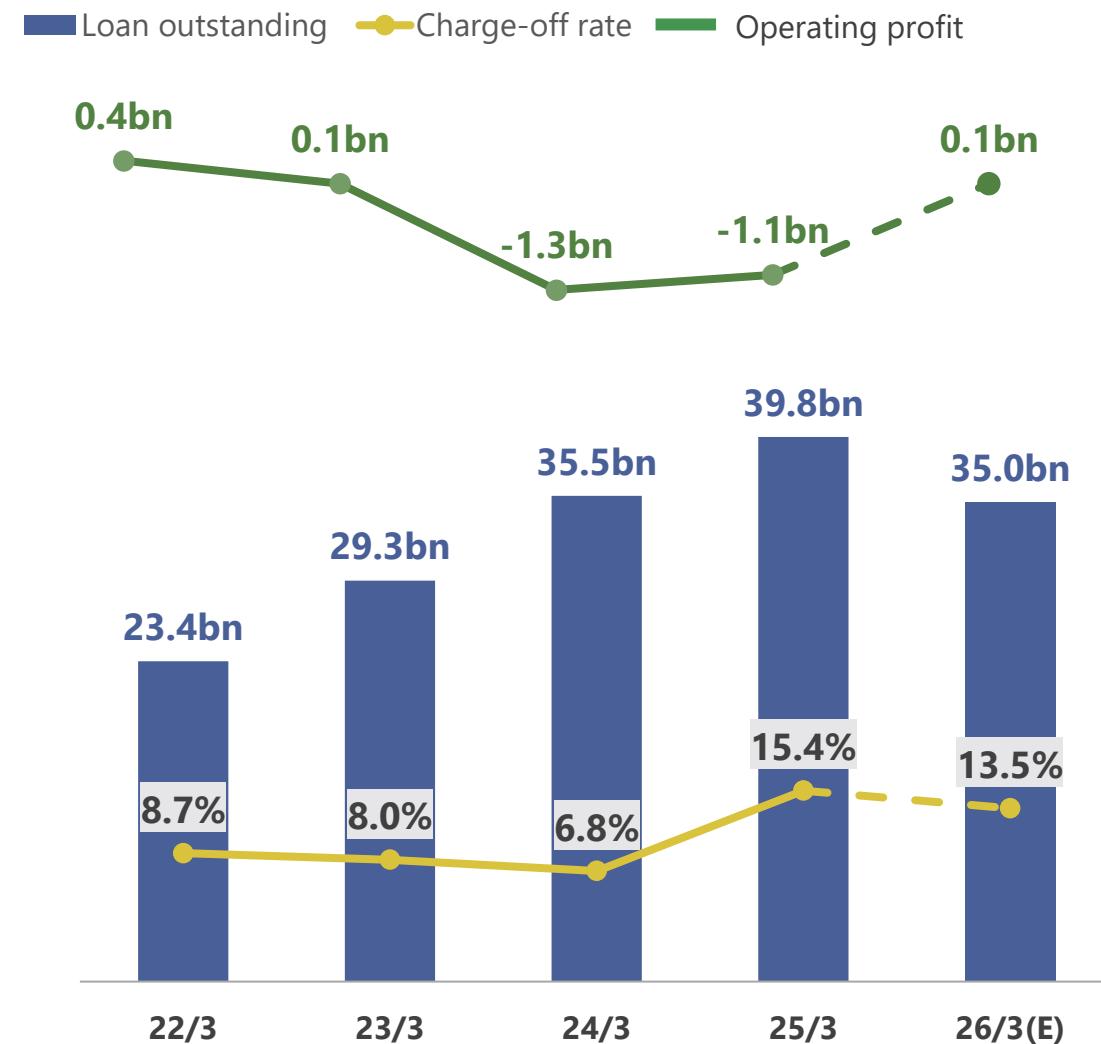
(¥ million)	Q3 25/3 YTD		Q3 26/3 YTD		26/3 (E)	YoY
	25/3	25/3	26/3	YoY		
N. of affiliated merchants	1,290	1,304	1,357	5.2%	-	-
Card Sales Amount	34,621	45,196	33,416	-3.5%	46,100	2.0%
Transaction Amount	34,592	45,319	33,489	-3.2%	46,000	1.5%
Operating revenue	3,245	4,254	3,198	-1.4%	4,300	1.1%
Fee income	2,927	3,830	2,841	-2.9%	-	-
Operating profit	927	1,211	965	4.0%	1,200	-0.9%
Ordinary profit	932	1,220	974	4.5%	1,300	6.5%
Profit	601	785	618	2.8%	800	1.8%

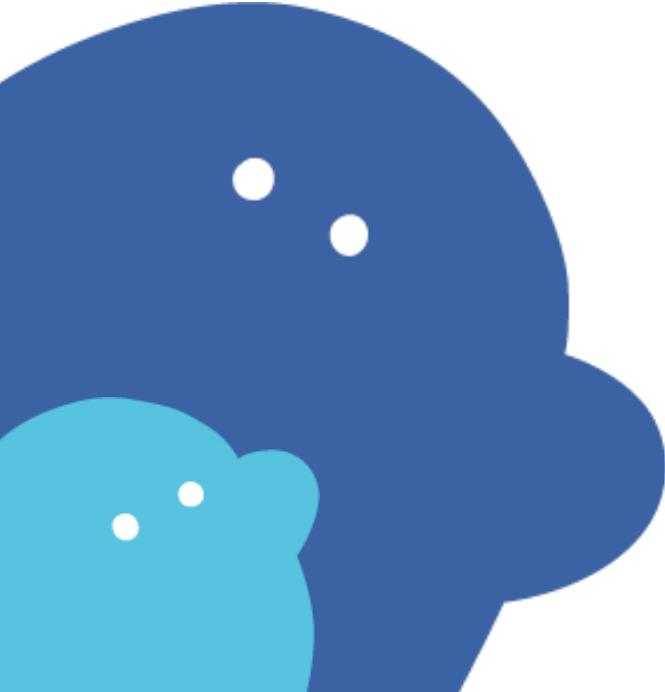


[OVERSEAS] AIRA & AIFUL (Consumer finance business in Thailand)

- Fixed costs, including branch-related expenses and personnel costs, were reduced
- Through lending focused on high-quality customers and improvements in the collection environment, a return to profitability is expected in the current fiscal year

(¥ million/ million THB)	Q3 25/3 YTD		Q3 26/3 YTD		26/3 (E)	YoY
Loans outstanding	38,943 (8,830)	39,864 (8,591)	38,145 (8,256)	-2.0% (-6.5%)	35,900 (8,200)	-9.9% (-4.6%)
N. of new accounts	33,199	43,103	15,290	-53.9%	24,000	-
N. of total employees	644	633	358	-286	-	-
N. of branches	45	43	20	-25	-	-
Operating revenue	6,124 (1,444)	8,395 (1,952)	6,672 (1,492)	8.9% (-3.3%)	8,800 (1,900)	4.8% (-2.7%)
Operating profit	-1,351 (-318)	-1,175 (-273)	-116 (-26)	- (-)	100 (40)	-
Ordinary profit	-1,347 (-317)	-1,171 (-272)	-113 (-25)	- (-)	100 (40)	-
Profit	-1,214 (-286)	-1,034 (-240)	-112 (-25)	- (-)	10 (0)	-
Exchange rate	(BS)	¥4.41	¥4.64	¥4.62	-	¥4.36
	(PL)	¥4.24	¥4.30	¥4.47	-	¥4.45



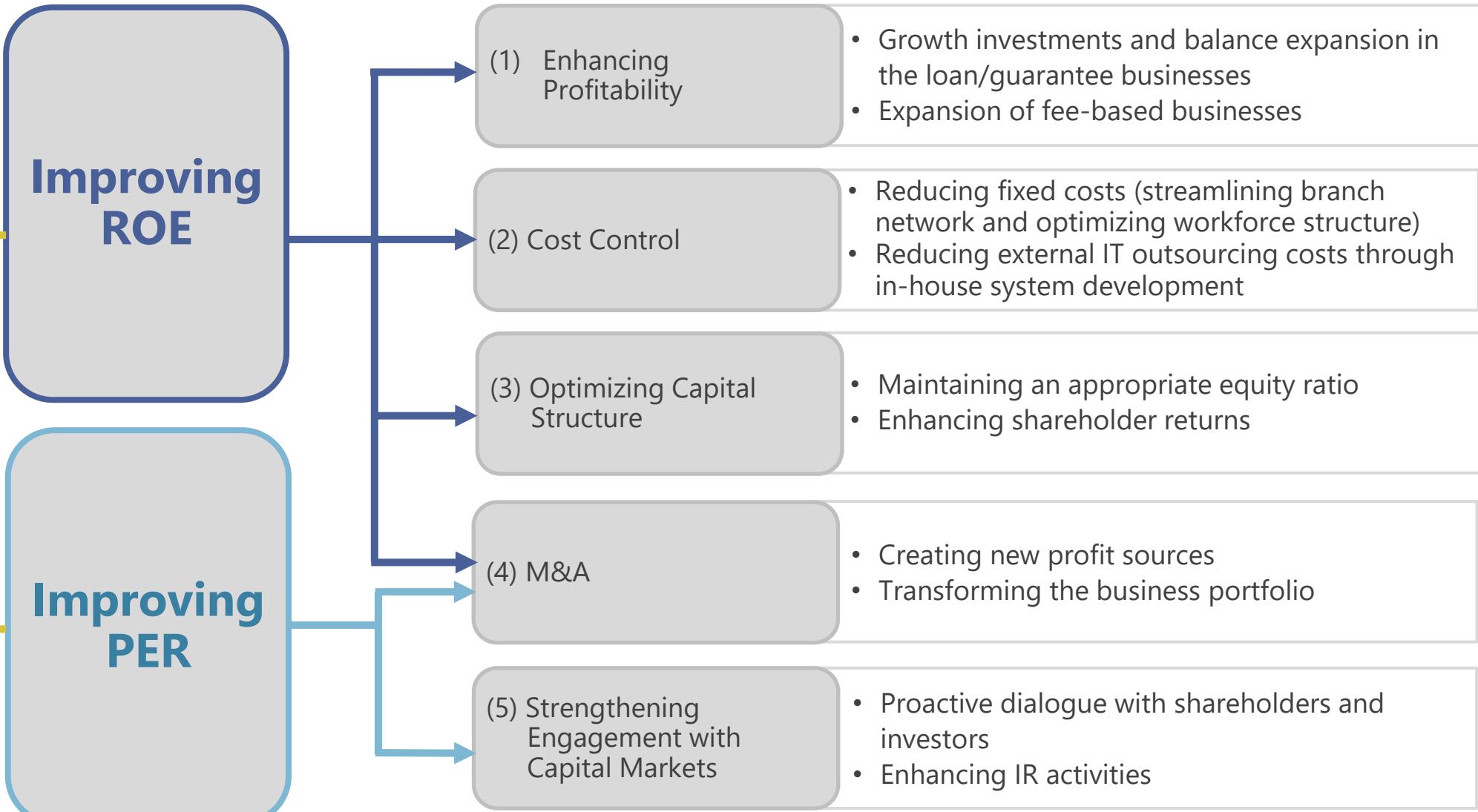


5 Appendix

Initiatives to Enhance Corporate Value

- Aiming to improve both ROE and PER by successfully executing the various initiatives outlined in our medium-term management plan.

Enhancing Corporate Value (Improving PBR)





M&A Targets

- Businesses with high affinity, where value enhancement through roll-ups, etc., is expected
- Targets where the Group's know-how can be leveraged, mainly in financial businesses

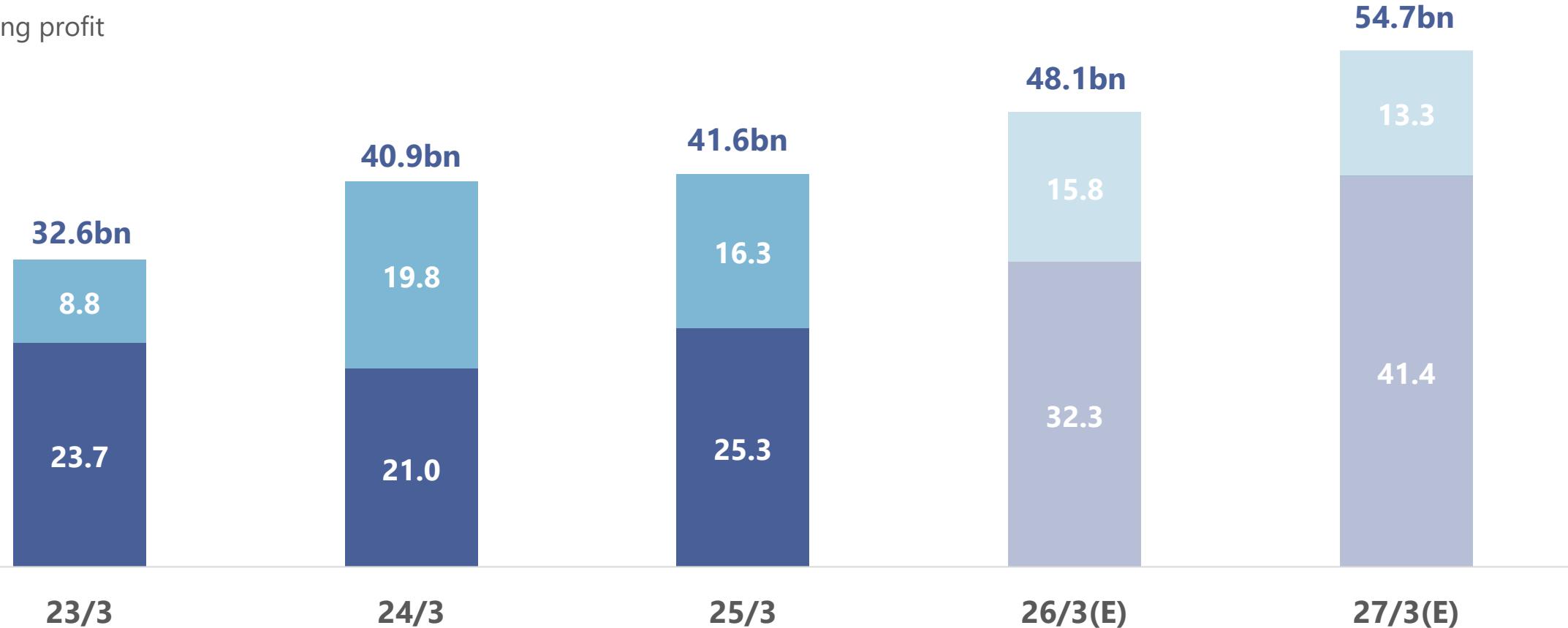
	Domestic / Overseas
M&A Target	<ul style="list-style-type: none">✓ Non-bank area in general<ul style="list-style-type: none">● Loan & guarantee business● Payment business● Other financial business areas✓ High affinity to existing operations<ul style="list-style-type: none">● SES Business● Real estate-related business● Other businesses with high affinity

Trend of Adjusted Operating Profit

- Profits excluding the impact of accounting standards.

■ Profit Adj. (non-consolidated M&A gains)

■ Operating profit



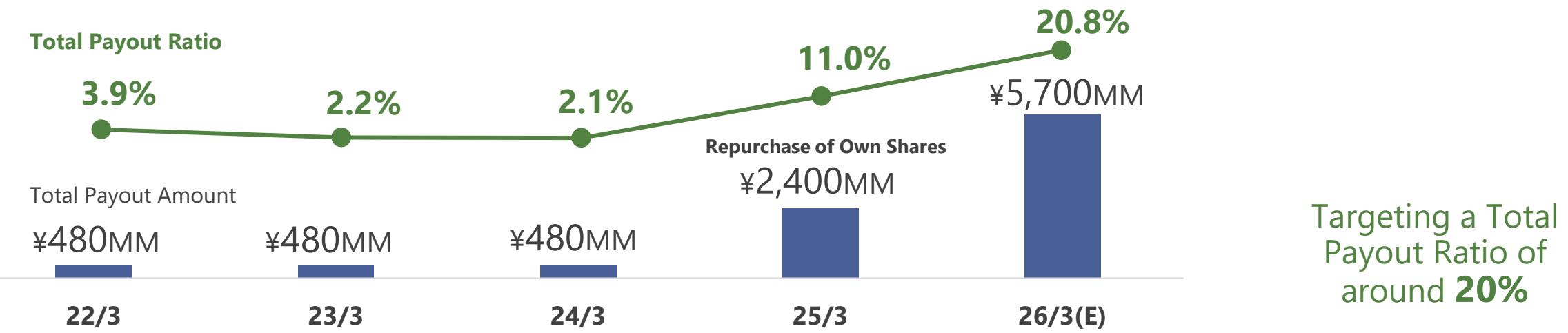
Definition of Profit Adjustment:

1. (Credit cost + Interest repayment-related expenses + Depreciation – Charge-offs)+2. M&A gains from entities outside the scope of consolidation (M&A gains are based on individual company operating profit, excluding goodwill amortization)

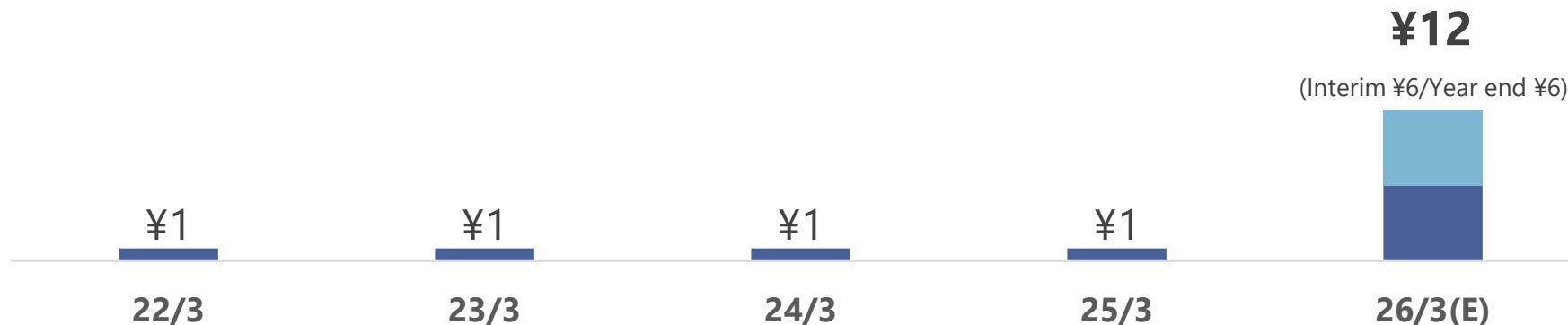


Shareholder Returns

◆ Total Payout Ratio



◆ Dividend per share



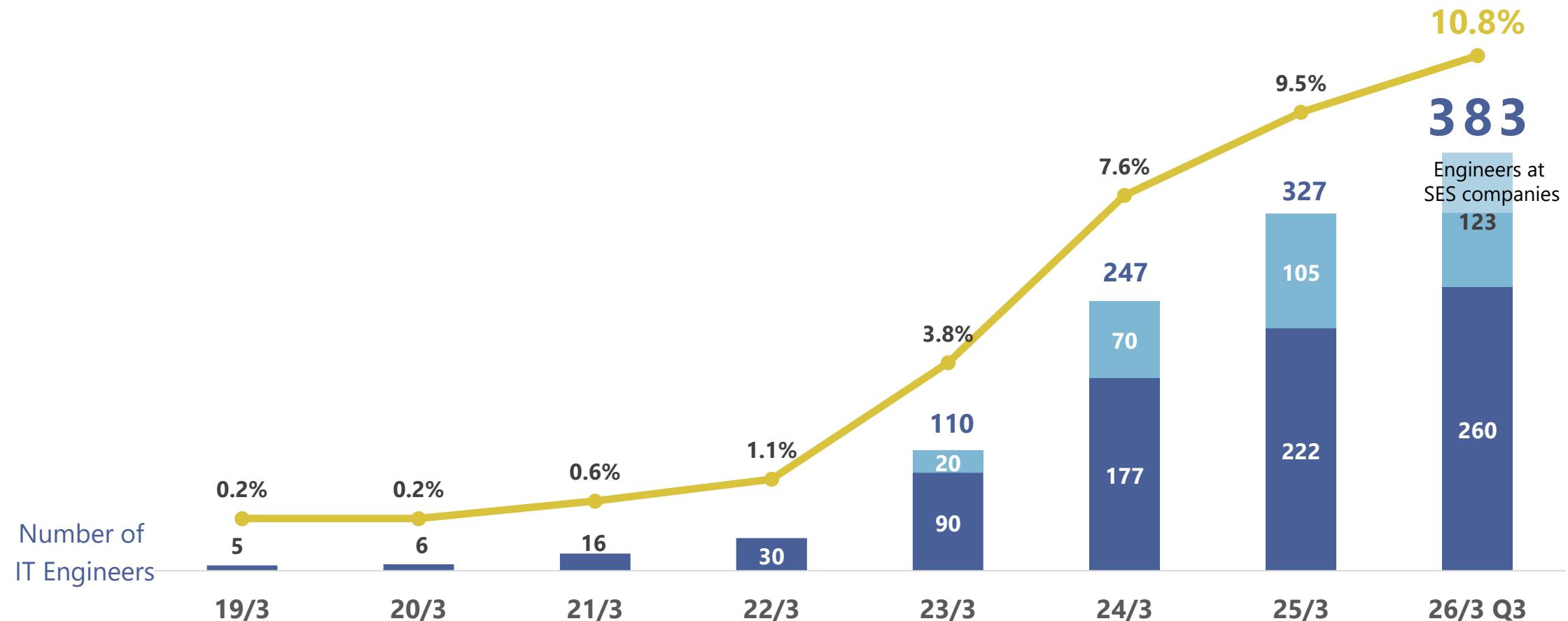
IT Personnel Strategy

Benefits of increasing in-house IT engineers

- Faster product improvements
- Lower system costs



Aiming for full-scratch development

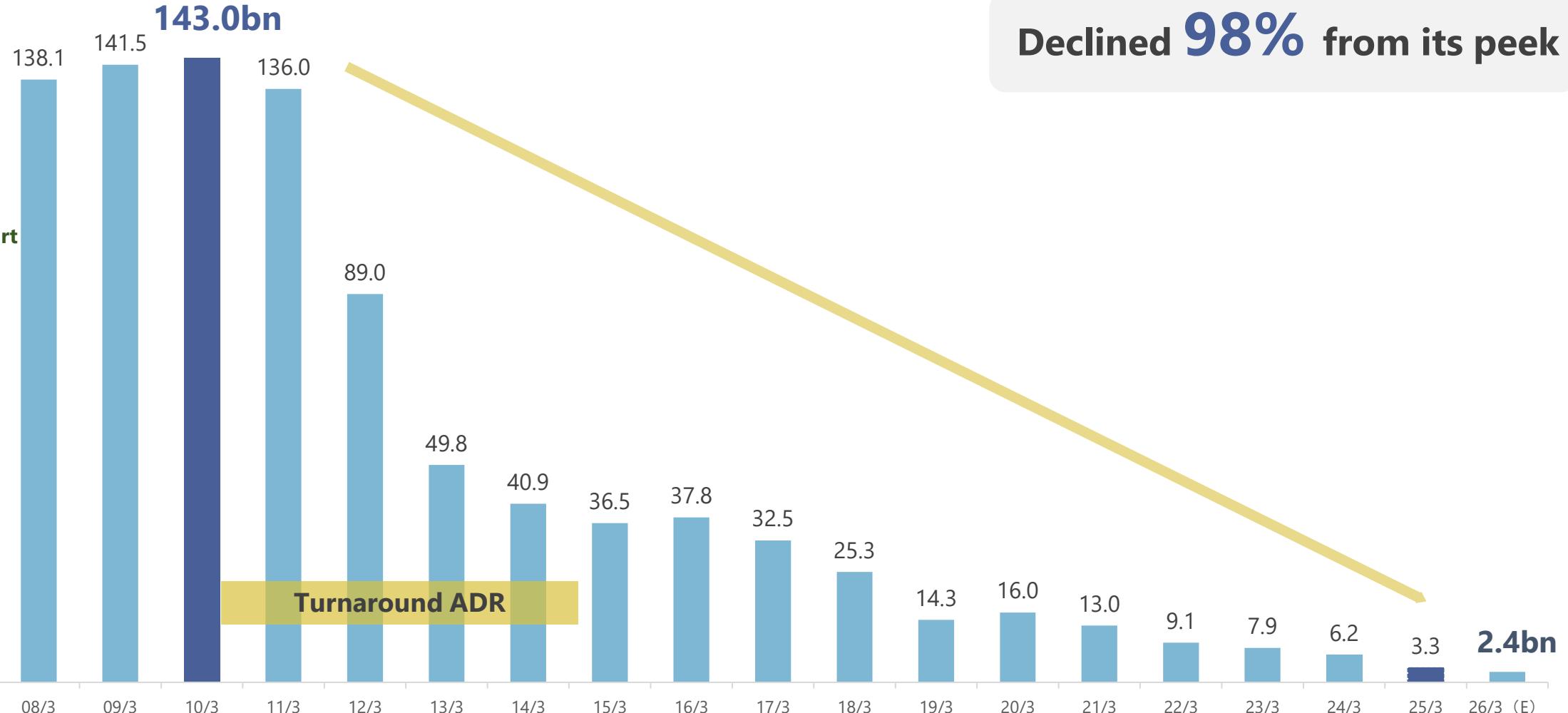


Trend of Interest Repayment (Consolidated)

(¥ billion)

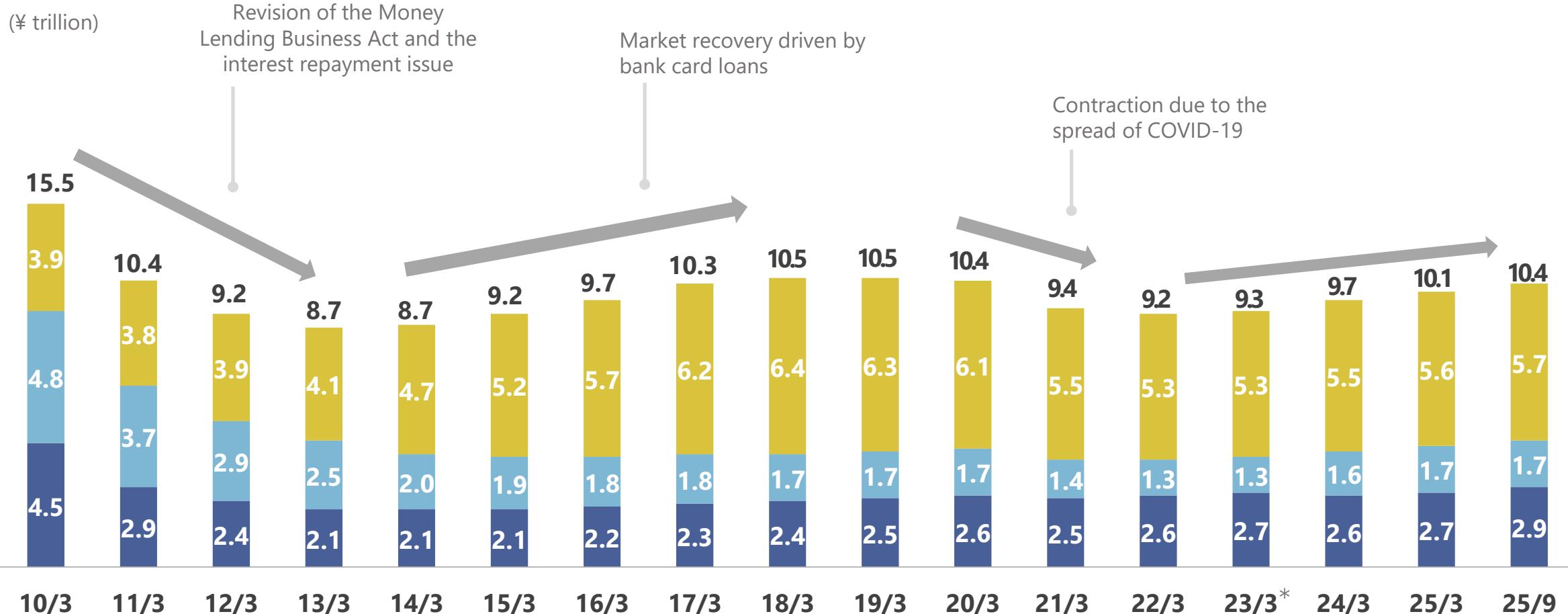
Total of interest repayment and waiver of principal

Full enforcement of the Money Lending Business Act



Unsecured Loan Market

█ Financial Institutions
█ Credit Card
█ Consumer Finance



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

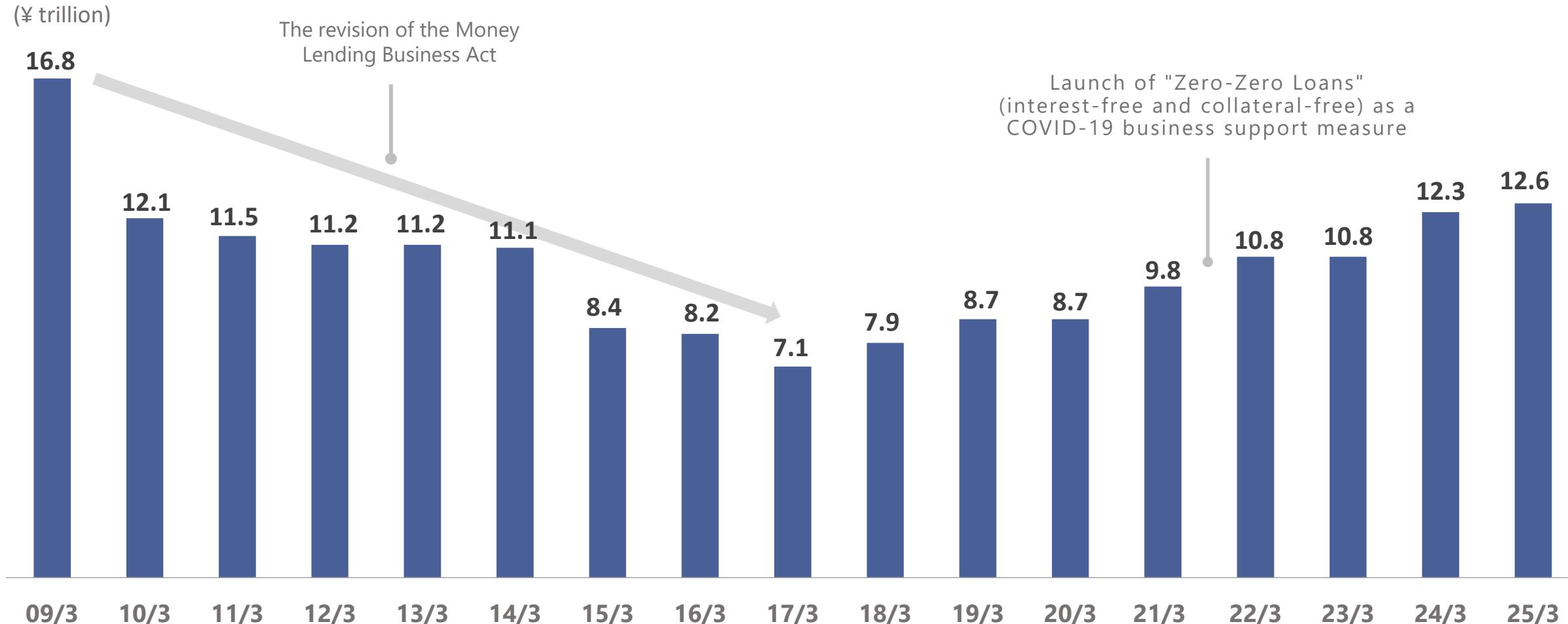
*Source

Consumer finance and Credit card companies : Statistic by the Japan Financial Services Association.

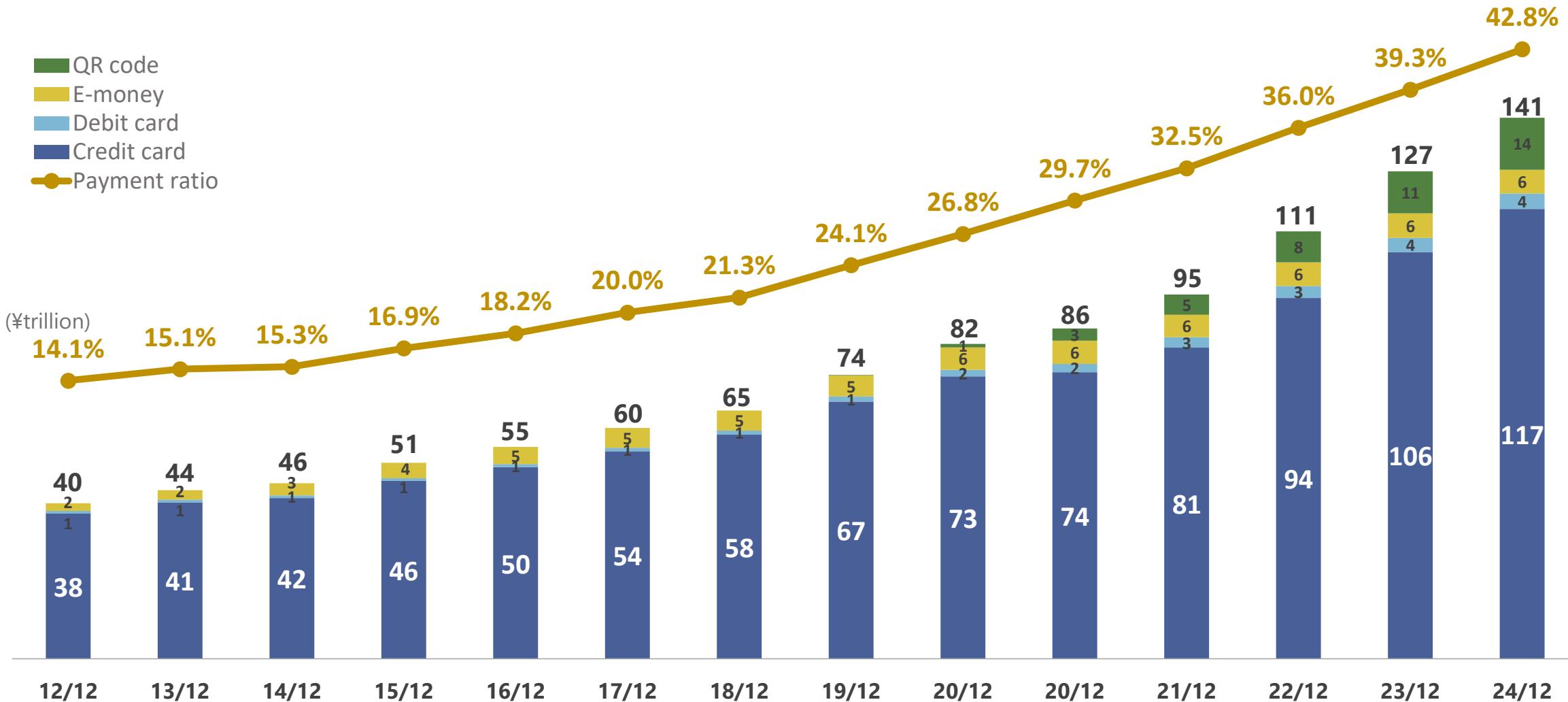
Financial institutions : Statistic by The Bank of Japan. (Consumer loan outstanding at domestic banks and credit unions)



Business Loan Market



Cashless Payment Market



AIFUL Group's Business

Loan / Credit Guarantee

 **AIFUL**

Small Business Loan

 **AG Medical**
 **AG Business Support**

Credit / Electronic Payment

 **LIFE CARD**  **BitCash**

**Individual Credit Purchase
Intermediaries / BNPL**

 **AG PaymentService**

Social Lending

 **AG CrowdFunding**

Venture Capital

 **AG Capital**

Debt Collection

 **AG LoanServices**

Restructuring

 **AG Partners**

Leaseback/Rent Guarantee

 **AG SmileLeaseback**
 **ANSHIN**

**Small-amount, short-term
insurance**

 **FPC**

System Engineering Services

 **AG Solution Technology**
 (Intermediate Holding Company)
 **Seven Seas**  **Liblock**  **SALOP**
 **Smart Link**  **TEMPLATE**

Overseas

 **AIRA & AIFUL**
 (Thailand)
 **REKSA FINANCE**
 Anchoring your TRUST in our INTEGRITY
 (Indonesia)
 **AIFUL FINANCE PHILIPPINES**
 (Philippines)



—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.

