

AIFUL CORPORATION

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1. Financial Results Summary



Financial Results (1): Consolidated Summary



(V million)	4.4/2	45/0		
(¥ million)	14/3	15/3	YOY	YOY%
Operating revenue	91,858	86,352	-5,506	-6.0
Interest income	50,577	43,761	-6,815	-13.5
Operating expenses	69,360	125,914	56,554	81.5
Financial expenses	5,844	8,606	2,761	47.3
Cost of sales	2,361	1,732	-629	-26.7
Credit cost	10,930	2,234	-8,695	-79.6
(Bad debt write-offs)	25,570	22,883	-2,687	-10.5
Expenses for Interest repayment	1,885	63,733	61,848	-
(Interest repayment)	33,098	29,902	-3,195	-9.7
Other operating expenses	48,337	49,607	1,269	2.6
Operating income	22,498	-39,562	-62,061	-
Non-operating income	2,283	3,133	849	37.2
Ordinary income	24,752	-36,498	-61,251	-
Extraordinary income	6,398	645	-5,753	-89.9
Net income	30,461	-36,499	-66,961	-
Total Receivable outstanding *	515,960	514,219	-1,740	-0.3
Loan outstanding	348,010	350,017	2,007	0.6
Unsecured loans outstanding	261,221	273,628	12,406	4.7
Installment receivable	85,264	84,332	-931	-1.1
Credit guarantee	75,558	73,874	-1,684	-2.2

*Managed Asset Basis

Financial Results (2): Summary of AIFUL



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(¥ million)	14/3	15/3	YOY	YOY%		
Operating revenue	59,196	54,921	-4,274	-7.2		
Interest income	42,066	36,150	-5,915	-14.1		
Operating expenses	41,331	99,166	57,835	139.9		
Financial expenses	4,652	7,275	2,623	56.4		
Credit cost	8,579	-881	-	-9,460		
(Bad debt write-offs)	21,805	19,467	-2,338	-10.7		
Expenses for Interest repayment	-	63,733	63,733	-		
(Interest repayment)	31,685	28,525	-3,160	-10.0		
Other operating expenses	28,100	29,039	938	3.3		
Operating income	17,865	-44,244	-62,109	-		
Ordinary income	22,336	-42,500	-64,836	-		
Extraordinary income	90	320	229	253.7		
Net income	24,045	-41,434	-65,479	-		
Total Receivable outstanding *	350,680	349,952	-728	-0.2		
Loan outstanding	260,776	264,557	3,780	1.4		
Unsecured loans outstanding	216,072	229,391	13,319	6.2		
Customer accounts (thousands)	589	613	23	3.9		
Average yield	15.4%	14.8%	-0.6	-		
Below 18% unsecured loan balance's occupancy rate	89.2%	92.8%	3.6	-		

^{*}Managed Asset Basis

Financial Results (3): Summary of LIFECARD and BUSINEXT



Life (¥ million)	14/3	15/3		
(¥ million)	14/3	15/5	YOY	YOY%
Operating revenue	27,346	27,314	-32	-0.1
Operating expenses	25,934	25,661	-272	-1.1
Operating income	1,411	1,652	240	17.1
Ordinary income	3,219	4,621	1,401	43.5
Net income	2,418	3,530	1,111	45.9
Loans outstanding	45,322	44,517	-805	-1.8
Installment receivables	82,418	82,512	94	0.1

Clusinant (X million)	4.4/2	45/2		
Ejusinext (¥ million)	14/3	15/3	YOY	YOY%
Operating revenue	2,366	1,751	-614	-26.0
Operating expenses	2,758	1,251	-1,507	-54.6
Operating income	-392	500	893	-
Ordinary income	-390	604	994	-
Net income	-541	602	1,144	-
Loans outstanding *	41,911	40,943	-968	-2.3
Customer accounts (thousands)	23	22	-1	-6.0

^{*}Managed Asset Basis

2. Business Environment



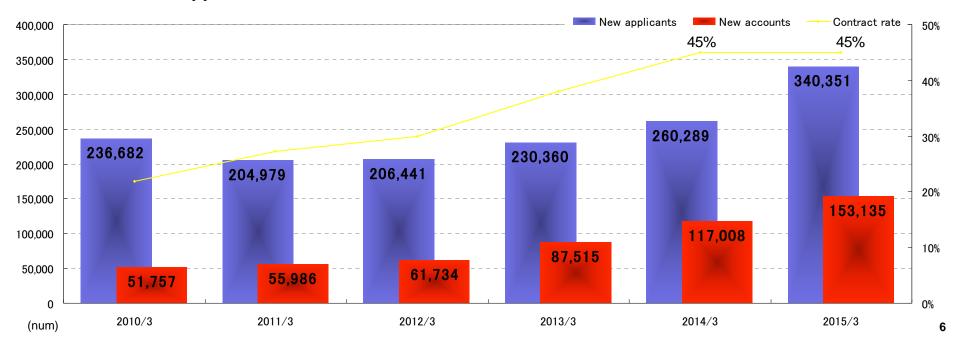
Operating Results (1):Situation of Unsecured loans (non-consolidated)



Situation of Unsecured loans

		FY	'2013 (12	M)		FY2014 (12M)					
(number)	1Q (3M)	2Q (3M)	3Q (3M)	4Q (3M)	TOTAL	1Q (3M)	2Q (3M)	3Q (3M)	4Q (3M)	TOTAL	YOY
New applicants	66,075	63,111	59,001	72,102	260,289	79,987	82,771	82,439	95,154	340,351	+30.8%
New accounts	29,981	29,067	26,520	31,440	117,008	35,957	38,174	36,549	42,455	153,135	+30.9%
Contract rate	45.4%	46.1%	44.9%	43.6%	45.0%	45.0%	46.1%	44.3%	44.6%	45.0%	0.0pt
Ratio of LE0+LE1	-	-	-	-	71.0%	-	-	-	-	71.7%	+0.7pt

◆ Trends of New applications, New accounts and Contract rate of Unsecured loans



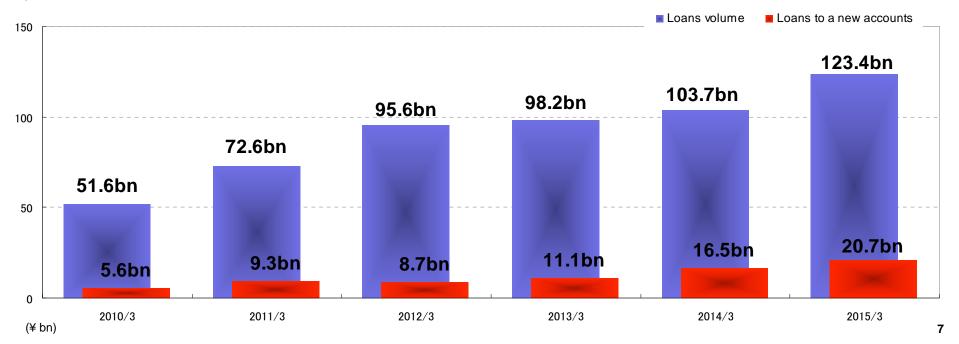
Operating Results (2): Loan Volume (non-consolidated)



♦ Loan volume

		FY2013 (12M)					FY2014 (12M)				
(¥ million)	1Q (3M)	2Q (3M)	3Q (3M)	4Q (3M)	TOTAL	1Q (3M)	2Q (3M)	3Q (3M)	4Q (3M)	TOTAL	YOY
Loan volume	24,611	25,569	25,457	28,082	103,721	29,685	30,159	29,982	33,623	123,451	+19.0%
Loans to a new accounts	3,974	4,028	3,804	4,706	16,513	4,996	5,219	4,824	5,687	20,728	+25.5%
Loans to a existing accounts	20,636	21,541	21,652	23,376	87,208	24,689	24,939	25,157	27,936	102,723	+17.8%

◆ Trends of Loan volume



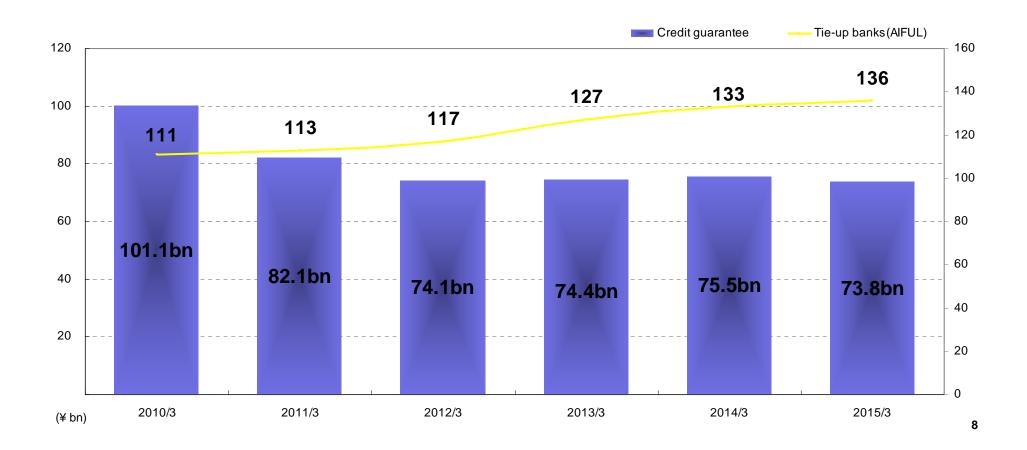
Operating Results (3): Credit Guarantee Business (consolidated)



♦ Trends of Credit Guarantee outstanding

(¥ million)	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	YOY
Credit guarantee *	100,152	82,133	74,147	74,440	75,558	73,874	-2.2%

^{*}Managed Asset Basis



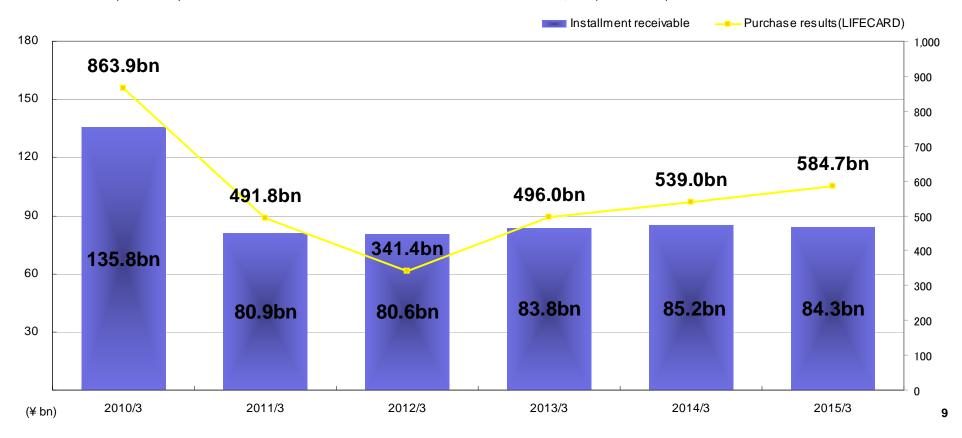
Operating Results (4): Credit Card Business (consolidated)



◆ Trends of Purchase Results & Installment Receivable outstanding

(¥ million)	2010/3	2011/3	2012/3	2013/3	2014/3	2015/3	YOY
Purchase results (LIFECARD)	863,975	491,803	341,490	496,087	539,050	584,733	+8.5%
Installment receivable (consolidated)	135,852	80,990	80,614	83,885	85,264	84,332	-1.1%

^{*}Purchase results(LIFECARD): 2012/3 are nine months results and before 2011/3 results are LIFE Co., Ltd. (Former LIFE).



Trends of Non-performing loans (1): Status of Bad Debt Write-offs

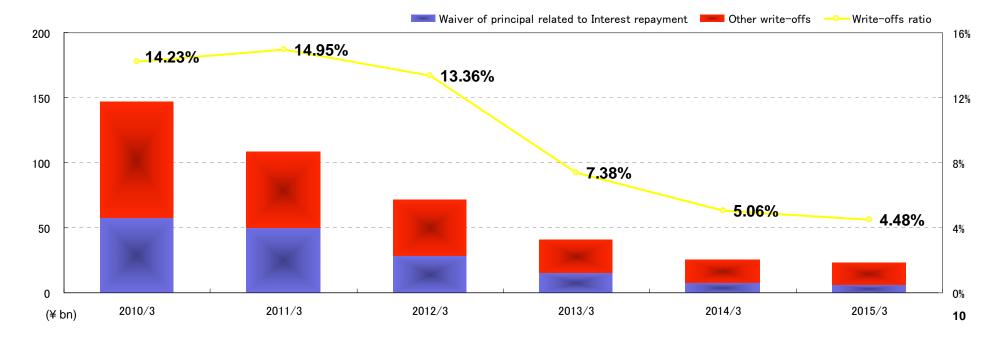


♦ Amount of Write-offs and Write-offs Ratio for Total Receivable Outstanding

(Consolidated) (Non-consolidated)

(Xmillion)		14/3	15/3	
	(¥ million)	(12M)	(12M)	YOY%
(1) Wr	ite-offs	25,570	22,883	-10.5%
	Waiver of principal related to Interest repayment	7,535	6,305	-16.3%
	Other	18,035	16,577	-8.1%
(2) Sp accou	ecific allowance for doubtful ints	534	136	-74.5%
Total	Write-offs (1)+(2)	26,105	23,019	-11.8%
Write-	offs ratio	5.06%	4.48%	-0.58pt

15/3	
(12M)	YOY%
19,467	-10.7%
6,305	-16.3%
13,162	-7.8%
121	-75.2%
19,589	-12.1%
5.60%	-0.76pt



Trends of Non-performing loans (2): Trends of NPL defined by FSA



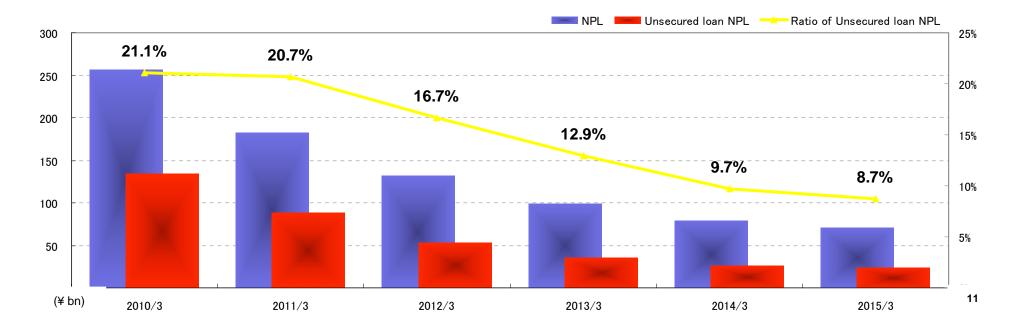
◆ Trends of NPL defined by FSA

(Consolidated)

(X million)		14/3	15/3		
	(¥ million)	14/3	15/5	YOY	
Tota	non-performing loans	79,222	70,418	-11.1%	
	Loans in legal bankruptcy	35,134	32,908	-6.3%	
	Non-accrual loans	27,289	23,819	-12.7%	
	Loans past due for three months or more	2,445	2,829	+15.7%	
	Restructured loans	14,352	10,861	-24.3%	
Ratio of operating receivables NPL		22.8%	20.1%	-2.7pt	
Ratio	of Unsecured Ioan NPL	9.7%	8.7%	-1.0pt	

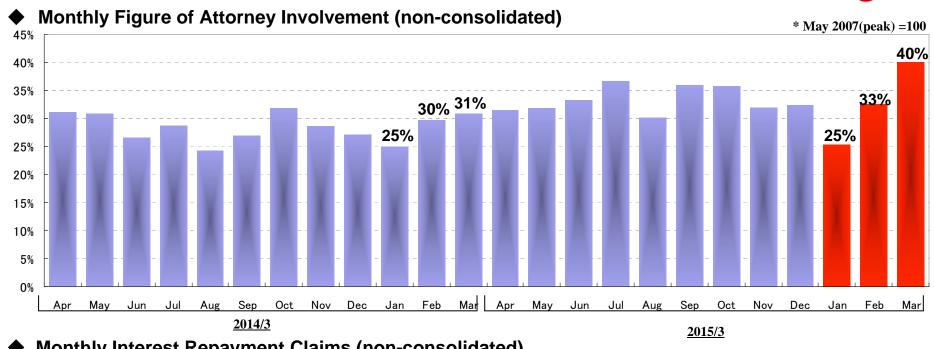
(Non-consolidated)

15/3	
15/3	YOY
65,687	-11.6%
32,870	-6.4%
21,829	-13.6%
2,586	+36.1%
8,402	-30.3%
24.8%	-3.7pt
9.3%	-1.5pt

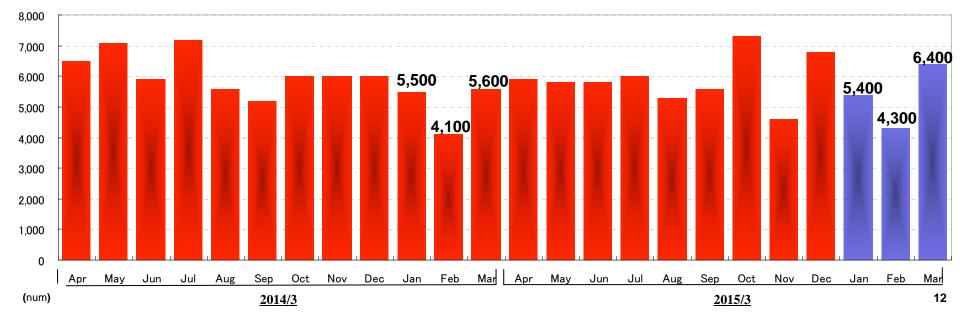


Trends of Interest Repayment (1): Interest Repayment related Indices





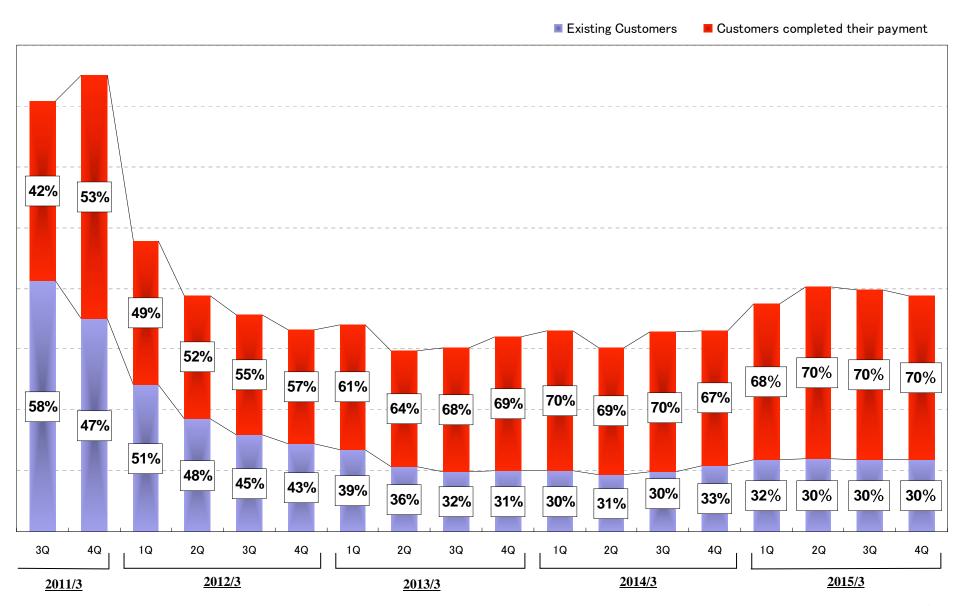
Monthly Interest Repayment Claims (non-consolidated)



Trends of Interest Repayment (2): Interest Repayment related Indices



Quarterly trend of Attorney Involvement (Former AIFUL)



Trends of Interest Repayment (3): Changes in Allowance and Monthly Interest Repayment



♦ Allowance for losses on Interest repayment

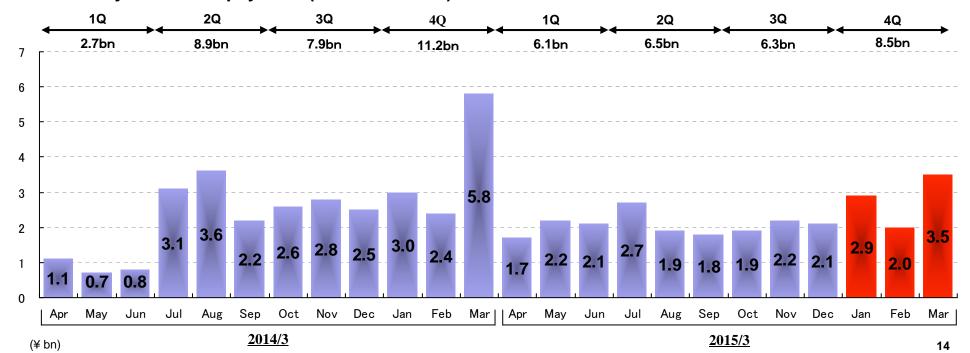
(Consolidated)

(¥ million)	Interest repayment	Waiver of principal	Total
Allowance at the beginning of FY2014	59,881	35,290	95,172
Reversal (Interest repayment)	29,903	-	29,903
Reversal (Waiver of principal)	307	6,305	6,612
Provisions	63,733	(11,597)	52,136
Allowance at the end of FY2014	93,405	17,388	110,793

(Non-consolidated)

Interest repayment	Waiver of principal	Total
53,879	35,290	89,170
28,525	-	28,525
-	6,305	6,305
63,733	(11,597)	52,136
89,088	17,388	106,476

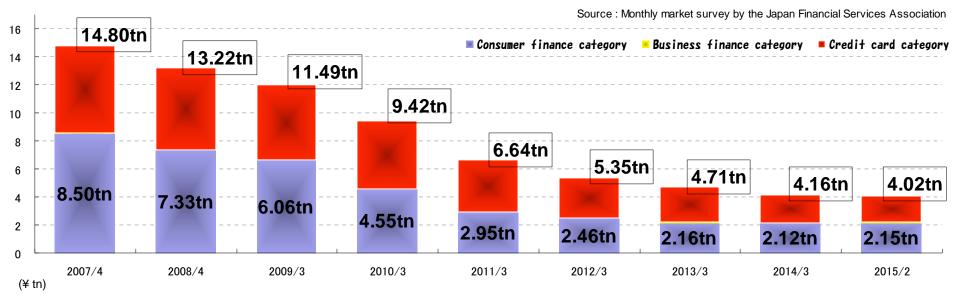
♦ Monthly Interest Repayment (Cash out basis) : Non-consolidated



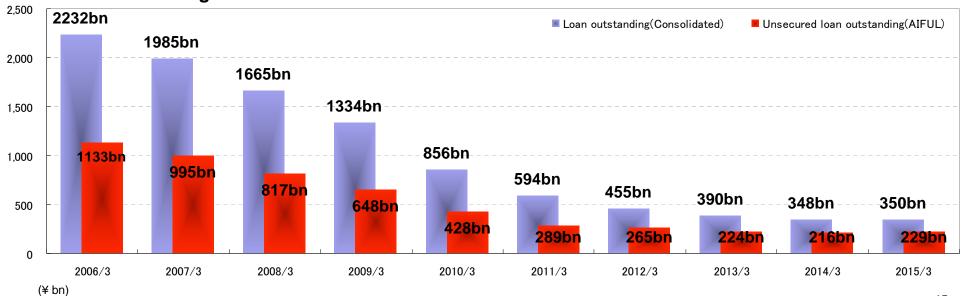
Funding Environment (1): Trends in the Market Scale



♦ Loan outstanding balance of money lenders



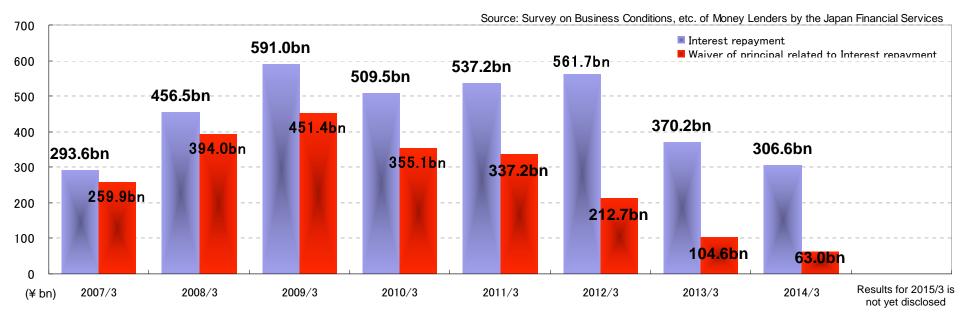
♦ Loan outstanding balance of AIFUL



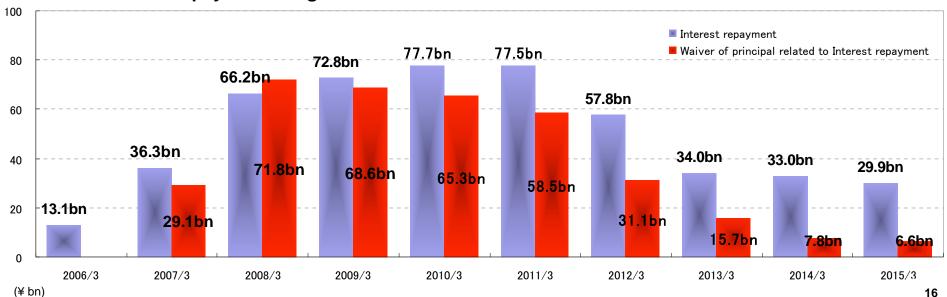
Funding Environment (2): Trends in the Interest Repayment Obligations



Industry interest repayment obligations



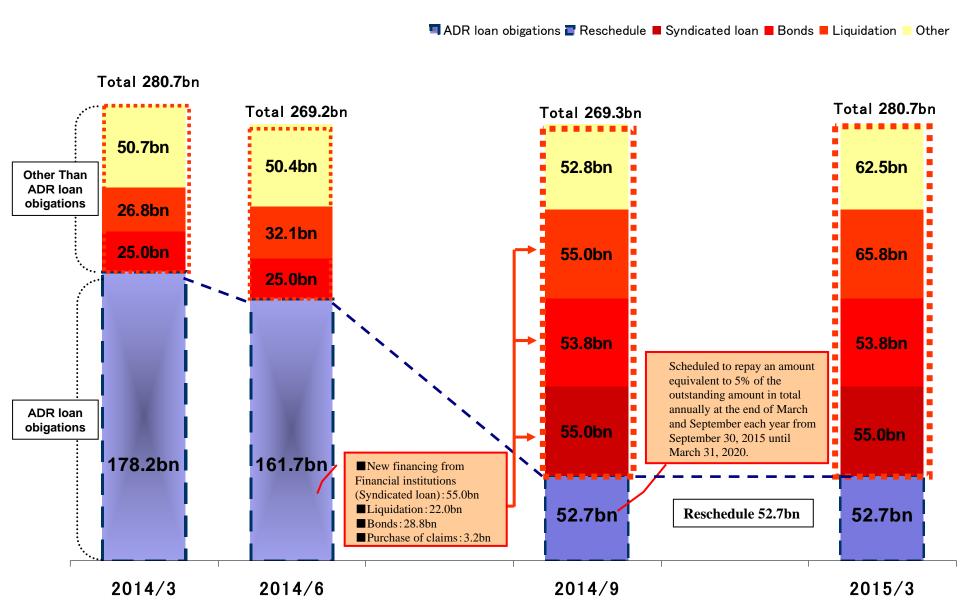
♦ AIFUL interest repayment obligations



Funding Environment (3):Trends in the Interest Bearing Liabilities and ADR

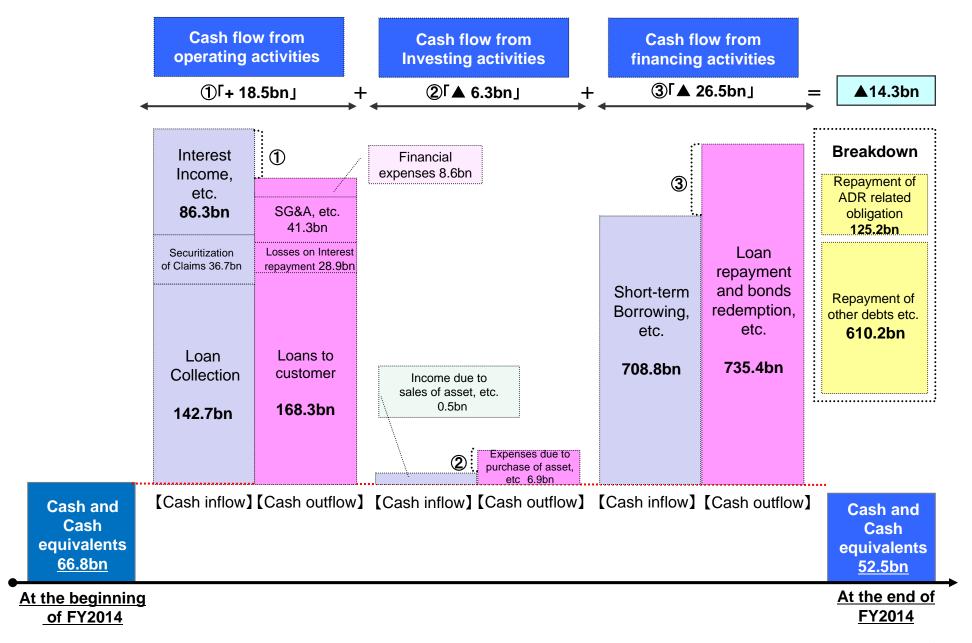


Increase/Decrease in Consolidated Interest – Bearing Liabilities



Cash Flows and Funding: Consolidated





3. Forecast for the Fiscal Year 2015



Forecast for the Fiscal Year 2015



[Fiscal Year 2015]

By continually positioning the handling of claims for interest repayments as the most important issue, the Group will focus on further increasing the loans outstanding and the number of new accounts, and it will aim to bolster the top line and achieve profits at an early stage.

(Consolidated)

(¥ million)	15/3	16/3(E)				
(+ minor)	13/3	10/3(上)	YOY	YOY%		
Operating revenue	86,352	87,634	1,282	+1.5%		
Operating expenses	-39,562	7,172	46,734	-		
Operating income	-36,498	7,302	43,800	-		
Ordinary income	-36,499	7,149	43,648	-		
Loans outstanding*	350,017	375,000	24,983	+7.1%		
Unsecured loans outstanding	273,628	306,000	32,372	+11.8%		
Installment receivable	84,332	90,000	5,668	+6.7%		
Credit guarantee *Managed Asset Basis	73,874	79,000	5,126	+6.9%		

(Non-consolidated)

(¥ million)	15/3	16/3(E)					
(+ millon)	13/3	10/3(L)	YOY	YOY%			
Operating revenue	54,921	55,405	484	+0.9%			
Operating expenses	-44,244	3,322	47,566	-			
Operating income	-42,500	5,698	48,198	-			
Ordinary income	-41,434	5,933	47,367	-			

4. Financial results of LIFECARD



LIFECARD (1): Financial results Summary



Life (¥ million)	14/3	15/3				
CARD			YOY	YOY%		
Operating revenue	27,346	27,314	-32	-0.1		
Installment receivable	13,387	13,534	147	1.1		
Credit card	13,379	13,532	152	1.1		
Loans	6,260	5,944	-315	-5.0		
with Credit card	4,695	4,415	-279	-5.9		
Credit guarantee and others	7,699	7,835	136	1.8		
Operating expenses	25,934	25,661	-272	-1.1		
Financial expenses	1,959	3,014	1,054	53.8		
Credit cost	2,997	3,150	152	5.1		
Interest repayment	1,885	_	-1,885	_		
Other	19,092	19,469	404	2.1		
Operating income	1,411	1,652	240	17.1		
Ordinary income	1,813	2,971	1,157	63.8		
Extraordinary income	3,219	4,621	1,401	43.5		
Extraordinary losses	28	322	294	-		
Net income before tax	3,243	4,943	1,700	52.4		
Net income	2,418	3,530	1,111	45.9		

LIFECARD (2): Overview of Company's Operating base



Life (¥ million)	14/3	15/3		
CARD	1470	10/0	YOY%	
Number of new issue (thousands)	483	468	-3.1	
Proper	122	113	-7.4	
Affinity	361	355	-1.7	
Number of card holders (thousands)	5,818	6,023	3.5	
Proper	1,910	1,854	-2.9	
Affinity	3,907	4,168	6.7	
Credit card purchase results	539,050	584,733	8.5	
Shopping	498,756	543,710	9.0	
Cashing	40,294	41,023	1.8	
Total receivable outstanding	150,228	148,932	-0.9	
Installment receivable	82,418	82,512	0.1	
Loans	45,322	44,517	-1.8	
Credit guarantee	21,931	21,348	-2.7	
Other	556	554	-0.4	
Bad debt write-offs	3,117	3,041	-2.4	
Ratio of bad debt write-offs (%)	2.08%	2.04%	-0.04pt	

5. Explanation of figures



Explanation Figures (1): Breakdown of Consolidated operating revenue



(¥ million)	15/3	YOY	YOY%	Reasons for increase/ decrease
Operating revenue	86,352	-5,506	-6.0	
Interest income	43,761	-6,815	-13.5	On-balance loans outstanding were ¥287.6 billion as a result of a decline in the average outstanding balance during the term, as well as due to off-balancing part of the loans through financing based on securitization(down ¥33.5billion).
AIFUL	36,150	-5,915	-14.1	On-balance unsecured loans stood at ¥192.6 billion as a result of off-balancing part of the loans through the securitization of credits in the same manner as the consolidated results(down ¥23.4billion).Secured loan outstanding: ¥29.2billiom(down ¥8.3billiom),Small business loan outstanding:¥5.8billion(down ¥1.2billion).
LIFECARD	5,944	-315	-5.0	Loans outstanding: ¥44.5billion (down ¥8.0billion)
BUSINEXT	1,667	-584	-26.0	On-balance loans stood at ¥15.3 billion as a result of off-balancing part of the loans through the securitization of credits in the same manner as the consolidated results(down ¥0.2billion).
Revenue from credit card	13,677	64	0.5	Increase in credit card shopping purchases mainly through the expansion of web services for LIFECARD(up ¥45.6billion).
Revenue from credit guarantee	11,381	3,432	43.2	Credit guarantees outstanding on a managed asset basis amounted to ¥111.4 billion, reflecting the guarantee for financial institutions as well as the guarantee for off-balance loans(up ¥9.0billion).
Other operating income	17,531	-2,187	-11.1	
Recovery of loans previously charged off	7,741	-1,921	-19.9	Reduction in recovery of loans previously charged off together with areduction in written-off bad debt.
Collection from purchased receivables	2,136	-874	-29.1	Collection from purchased receivables at Astry Loan Service

Explanation Figures (2): Breakdown of Consolidated operating expenses and income



(¥ million)	15/3	YOY	YOY%	Reasons for increase/ decrease
Operating expenses	125,914	56,554	81.5	
Financial expenses	8,606	2,761	47.3	A rise of ¥2.7 billion year on year due to the financial expenses incurred following the exit from the ADR
Cost of purchased receivables	1,534	-747	-32.7	Tied to collection from purchased receivables at AsTry Loan Service
Credit cost	2,234	-8,695	-79.6	The allowance for the waiver of principal related to interest repayments of ¥11.5 billion was reversed. The provision for general write-offs was ¥13.7 billion. (up ¥2.8billion)
Expenses related to interest repayment	63,733	61,848	-	¥63.7 billion was provided based on the forecast of all the interest repayments that may occur in the future by taking into account the recent claims for interest repayments.
Advertising expenses	3,463	169	5.2	An increase of ¥0.2 billion year on year as a result of undertaking effective advertising.
Personnel expenses	13,417	-100	-0.7	
Other	32,725	1,200	3.8	
Sales promotion expenses	5,565	1,611	40.7	Aggressive web (affiliate) advertising was carried out.
Provision for credit card point redemption	2,863	197	7.4	Allowance for credit card point redemption at LIFECARE
Commission	10,306	-161	-1.6	
Supplies, repair and maintenance	2,257	-682	-23.2	
Communications	2,369	-156	-6.2	
Depreciation expenses	2,753	-1,008	-26.8	Due to decrease in assets
Consumption taxes	2,334	1,494	177.9	Increase mainly reflecting the updating of groupware and a decline in the taxable sales ratio.
Operating income	-39,562	-62,061	-	

Explanation Figures (3): Breakdown of Consolidated extraordinary income/ loss, and Others



(¥ million)	15/3	YOY	YOY%	Reasons for increase/ decrease
Non- operating income	3,133	849	37.2	LIFECARD Foreign exchange gain was ¥2.8billion
Non-operating expenses	70	39	130.0	
Ordinary income	-36,498	-61,251	-	
Extraordinary income	645	-5,753	-89.9	
Gain on loan extinguishment	320	-3,520	-91.7	The purchase of certain receivables was carried out following the exit from the ADR.
Extraordinary losses	-	-42	-	
Net income before taxes	-35,853	-66,961	-	
Income taxes-current	584	-179	-23.5	
Income taxes-deferred	61	179	-152.4	
Net income	-36,499	-66,961	-	

(Reference): Trend of the main items : Consolidated



(¥ billion)	06/3	07/3	08/3	09/3	10/3	11/3	12/3	13/3	14/3	15/3
Loans outstanding*	2,232	1,985	1,665	1,334	856	594	455	390	348	350
Operating revenue	549	499	405	312	218	144	114	99	91	86
Ordinary income	126	-163	32	8	-264	-24	16	17	24	-36
Net income	65	-411	27	4	-295	31	17	22	30	-36
*Managed Asset Basis Bad dept write offs	149	205	227	177	151	108	71	40	25	22
Interest repayment	13	36	66	72	77	77	57	34	33	29
Cash flow during fiscal period	25	7	130	-125	2	11	-53	-25	5	-14
Borrowings	1,128	930	694	473	371	346	309	274	228	170
Bonds	510	496	494	353	258	146	51	33	25	53
Other	349	243	297	192	68	10	5	0	26	65
Total interest bearing dept	1,988	1,670	1,486	1,018	698	502	365	308	280	289
Full-time/Permanent (num)	6,675	6,477	5,138	4,895	2,514	2,073	1,898	1,437	1,369	1,350
Non-permanent	3,562	3,278	2,508	2,152	1,723	1,321	794	620	796	957
Total	10,237	9,755	7,646	7,047	4,237	3,394	2,692	2,057	2,165	2,307
Staffed Branches (num)	873	364	223	133	33	30	30	27	26	26
Unstaffed Branches	1,849	1,943	982	854	637	601	595	624	678	80
Loan Business Branches	2,722	2,307	1,205	987	670	631	625	651	704	833