

## Financial Results for Fiscal Year 2014 (Apr, 2014 - Mar, 2015)

## AIFUL CORPORATION

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## 1. Financial Results Summary

| ( $¥$ 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 |  |  |  | 2 |

Financial Results (2): Summary of AIFUL

| ( $¥$ 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 | 14/3 | 15/3 | 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 |


|  | 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 |

## 2. Business Environment

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

Situation of Unsecured loans

| (number) | FY2013 (12M) |  |  |  |  | FY2014 (12M) |  |  |  |  | YOY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 2 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 3 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 4 \mathrm{Q} \\ (3 \mathrm{M}) \end{gathered}$ | TOTAL | $\begin{gathered} 1 Q \\ (3 \mathrm{M}) \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ (3 \mathrm{M}) \end{gathered}$ | $\begin{gathered} 3 Q \\ (3 \mathrm{M}) \end{gathered}$ | $\begin{gathered} 4 \mathrm{Q} \\ (3 \mathrm{M}) \end{gathered}$ | TOTAL |  |
| 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

| ( $¥$ million) | FY2013 (12M) |  |  |  |  | FY2014 (12M) |  |  |  |  | YOY |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (3 \mathrm{M}) \end{gathered}$ | $\begin{gathered} 2 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 3 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 4 \mathrm{Q} \\ (3 \mathrm{M}) \end{gathered}$ | TOTAL | $\begin{gathered} 1 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 2 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 3 Q \\ (3 M) \end{gathered}$ | $\begin{gathered} 4 Q \\ (3 M) \end{gathered}$ | TOTAL |  |
| 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

| ( $\ddagger$ 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) | $2010 / 3$ | $2011 / 3$ | $2012 / 3$ | $2013 / 3$ | $2014 / 3$ | $2015 / 3$ |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | :---: |

*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)

| ( $¥$ million ) | $\begin{gathered} 14 / 3 \\ (12 \mathrm{M}) \end{gathered}$ | $\begin{gathered} 15 / 3 \\ (12 \mathrm{M}) \end{gathered}$ |  |
| :---: | :---: | :---: | :---: |
|  |  |  | YOY\% |
| (1) Write-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) Specific allowance for doubtful accounts | 534 | 136 | -74.5\% |
| Total Write-offs (1)+(2) | 26,105 | 23,019 | -11.8\% |
| Write-offs ratio | 5.06\% | 4.48\% | -0.58pt |

(Non-consolidated)

| 15/3 <br> $(12 \mathrm{M})$ | YOY\% |
| ---: | ---: |
| 19,467 | $-10.7 \%$ |
| 6,305 | $-16.3 \%$ |
| 13,162 | $-7.8 \%$ |
| 121 | $-75.2 \%$ |
| 19,589 | $-12.1 \%$ |
| $5.60 \%$ | $-0.76 p t$ |



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

- Trends of NPL defined by FSA


## (Consolidated)

| ( $¥$ million) | 14/3 | 15/3 |  |
| :---: | :---: | :---: | :---: |
|  |  |  | YOY |
| Total 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 loan NPL | 9.7\% | 8.7\% | -1.0pt |

(Non-consolidated)

| $15 / 3$ |  |
| ---: | ---: |
|  | YOY |
| 65,687 | $-11.6 \%$ |
| 32,870 | $-6.4 \%$ |
| 21,829 | $-13.6 \%$ |
| 2,586 | $+36.1 \%$ |
| 8,402 | $-30.3 \%$ |
| $24.8 \%$ | $-3.7 p t$ |
| $9.3 \%$ | $-1.5 p t$ |



Trends of Interest Repayment (1) : Interest Repayment related Indices
Monthly Figure of Attorney Involvement (non-consolidated)


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 <br> repayment | Waiver of <br> 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

Source : Monthly market survey by the Japan Financial Services Association



## 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

Total 280.7bn


## 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) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 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 | 73,874 | 79,000 | 5,126 | +6.9\% |

(Non-consolidated)

| ( $¥$ million) | 15/3 | 16/3 (E) |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | 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 | - |



## LIFECARD (1): Financial results Summary

CARD

|  | 14/3 | 15/3 | 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 |

CARD

|  | ( $¥$ million ) | 14/3 | 15/3 | 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 $¥ 23.4$ billion). Secured loan outstanding: $¥ 29.2$ billiom(down $¥ 8.3$ billiom), Small business loan outstanding: $¥ 5.8$ billion(down $¥ 1.2$ billion). |
| LIFECARD | 5,944 | -315 | -5.0 | Loans outstanding: $¥ 44.5$ billion (down $¥ 8.0$ billion) |
| BUSINEXT | 1,667 | -584 | -26.0 | On-balance loans stood at $¥ 15.3$ billion as a result of offbalancing part of the loans through the securitization of credits in the same manner as the consolidated results(down $¥ 0.2$ billion). |
| 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 $¥ 45.6$ billion). |
| 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 $¥ 9.0$ billion). |
| 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 $¥ 2.8$ billion) |
| 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 $¥ 2.8$ billion |
| 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 <br> 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 |

