

# **Brand New Takefuji**

Financial Results for the 2<sup>nd</sup> Quarter Ended September 30, 2009  
(Consolidated Basis)

**Investor Presentation**

November 5, 2009  
TAKEFUJI CORPORATION



## Summary of the 2<sup>nd</sup> Quarter Financial Results and Forecast

ITEMS (million yen)	2008/3	2008/9	2009/3	<b>2009/9</b>	2010/3 (Plan)
Operating revenues	270,479	102,764	186,349	<b>66,209</b>	118,700
Operating expenses	225,698	93,892	396,961	<b>47,833</b>	105,400
Provision for credit losses	90,984	29,708	97,400	<b>20,897</b>	47,100
Provision for refund of interest received from customers	57,854	28,067	229,662	<b>0</b>	0
Operating income	44,781	8,872	-210,612	<b>18,375</b>	13,300
Ordinary income	42,285	6,368	-214,669	<b>17,619</b>	13,700
Income before income taxes	10,542	4,267	-229,935	<b>17,167</b>	13,600
Net income	14,105	4,982	-256,137	<b>16,982</b>	13,000



# Business Performance

ITEMS (million yen)	2008/3	2008/9	2009/3	2009/9	2010/3 (Plan)
Direct cash loans to customers	1,195,328	1,083,764	861,517	<b>748,938</b>	705,300
Number of loan customer accounts	1,833,316	1,707,798	1,480,683	<b>1,351,238</b>	1,225,000
Number of new customer accounts	143,115	44,296	87,871	<b>41,473</b>	130,000
NPL	237,880	258,355	159,727	<b>164,726</b>	122,000
NPL ratio	19.9%	23.8%	18.5%	<b>22.0%</b>	17.3%
Credit losses write-offs	98,248	26,878	144,404	<b>32,404</b>	67,700
Ratio of credit losses write-offs	8.2%	2.5%	16.8%	<b>4.3%</b>	9.6%

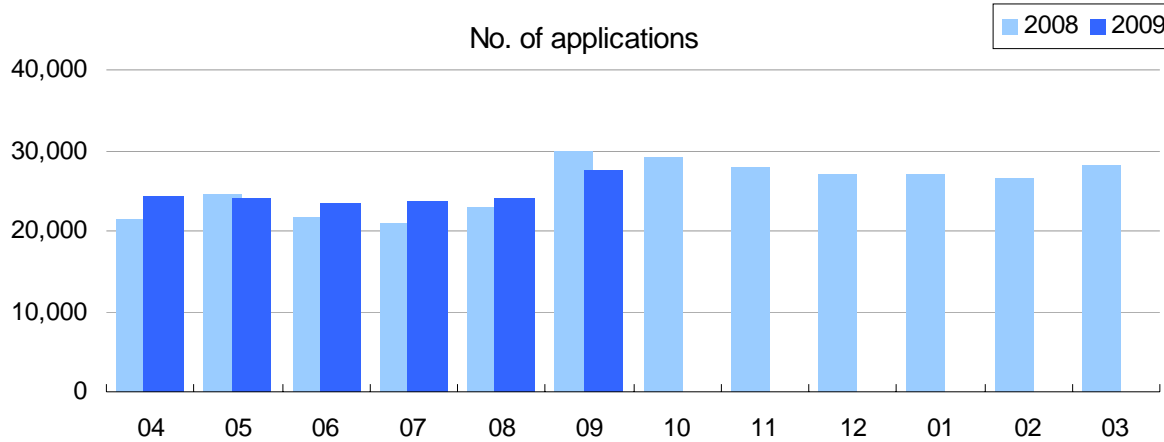
Tight lending with stricter lending criteria and consideration for financial position

Unchanged level after excluding interest refund claim-related NPL

Year-on-year increase due to changes in write-off method, yet lower than plan

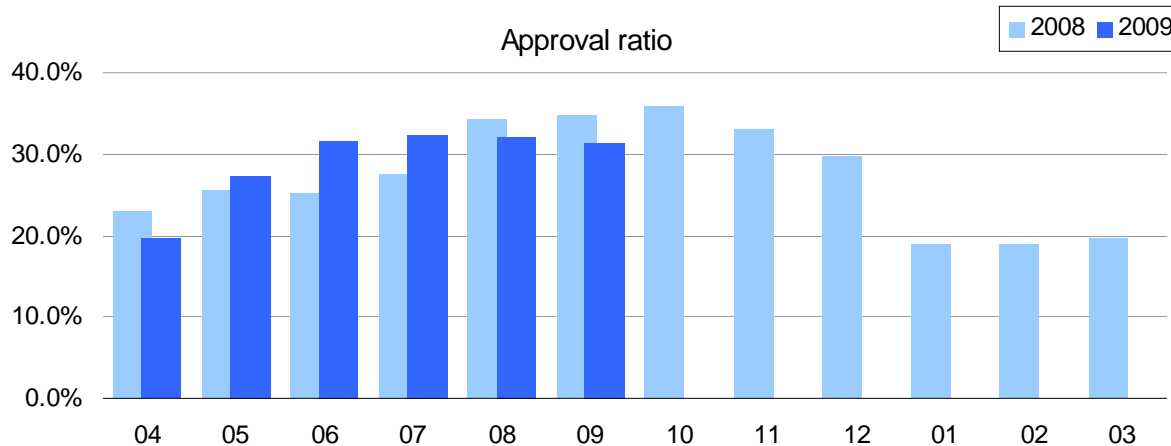


# benecere Strategies



## Increase applications

- ① Enhance Internet
- ② Develop new products
  - benecere Support Nine
  - products at new interest rate

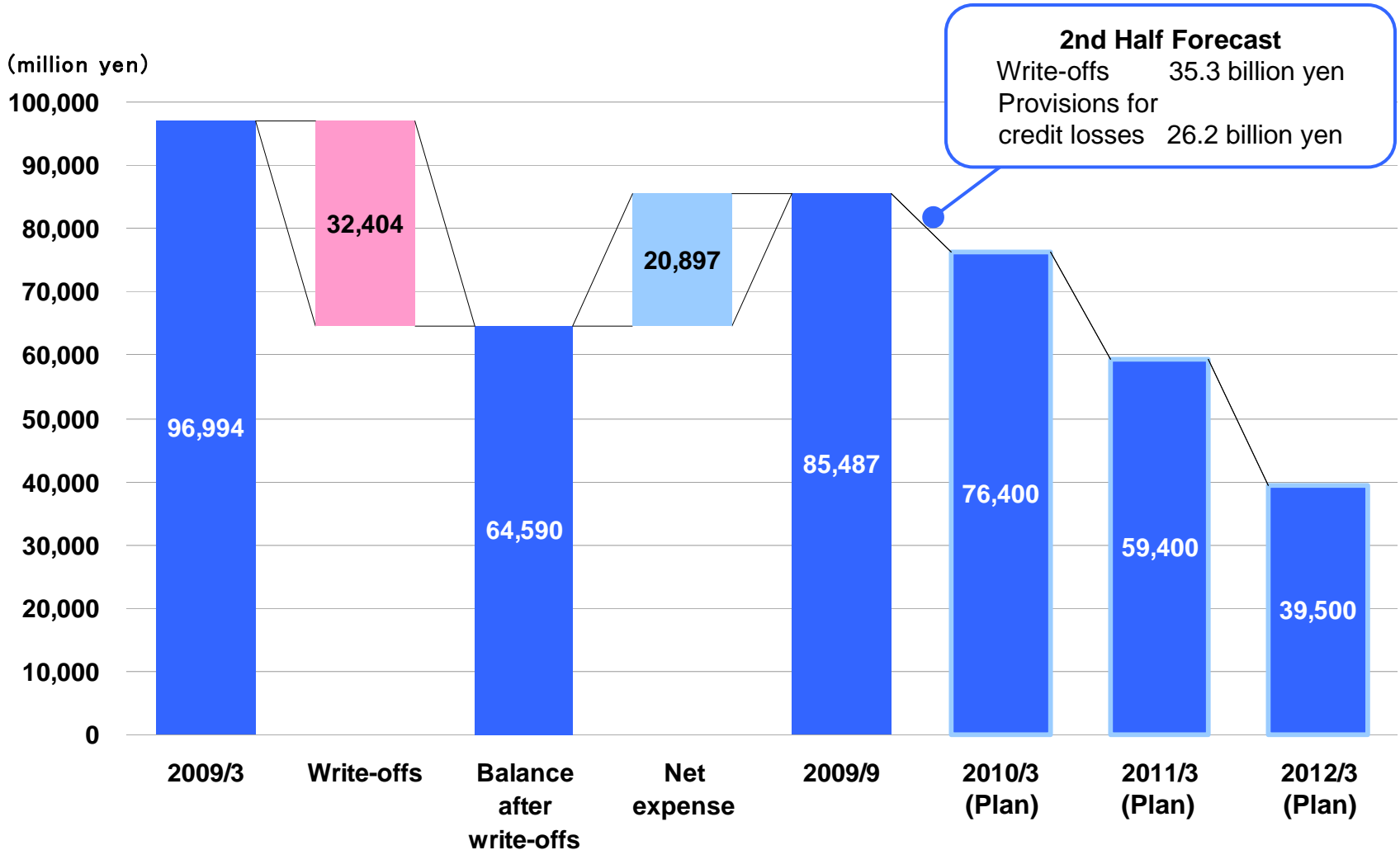


## Approval ratio target

30%~35%

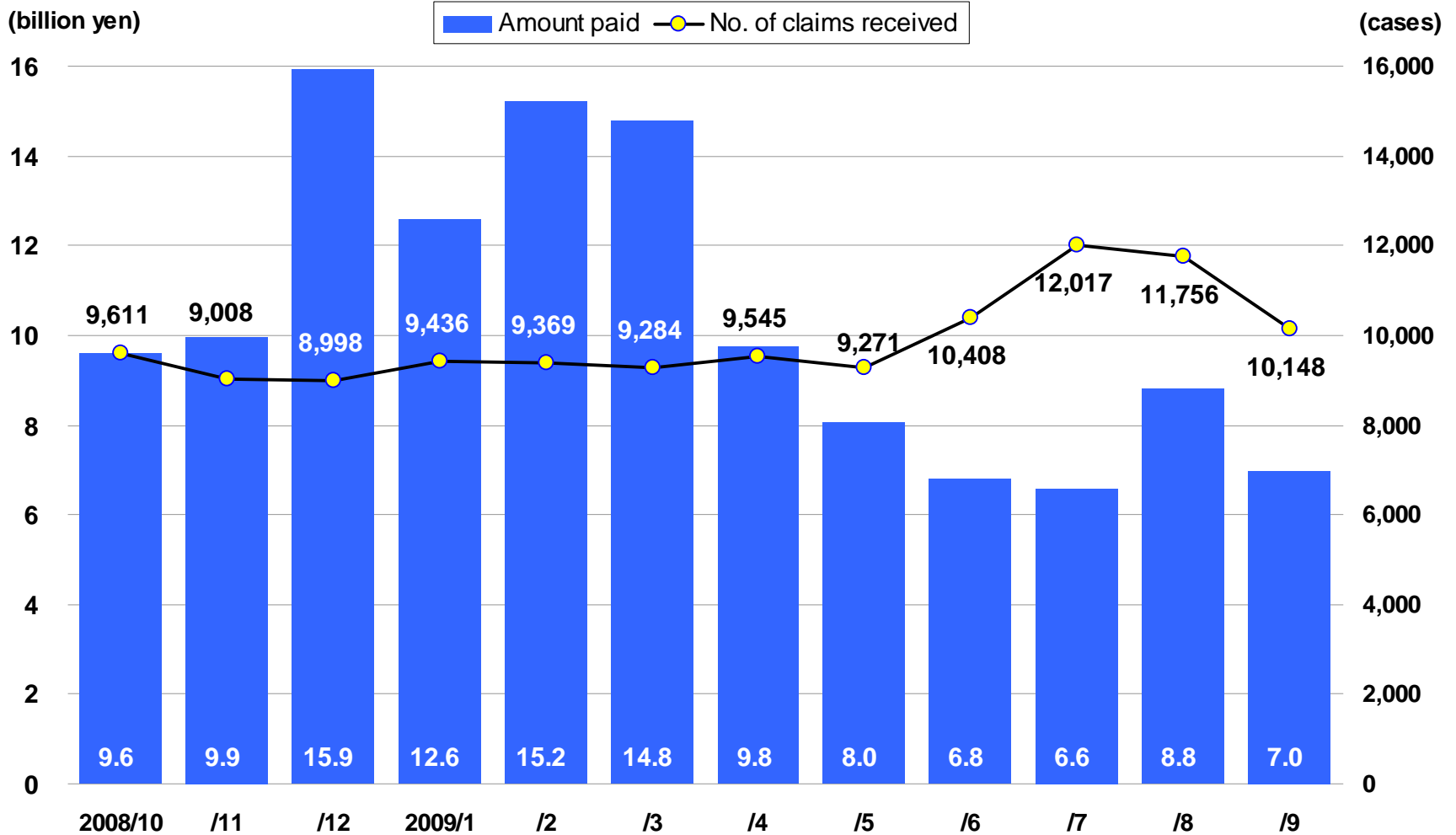


# Allowance for Credit Losses



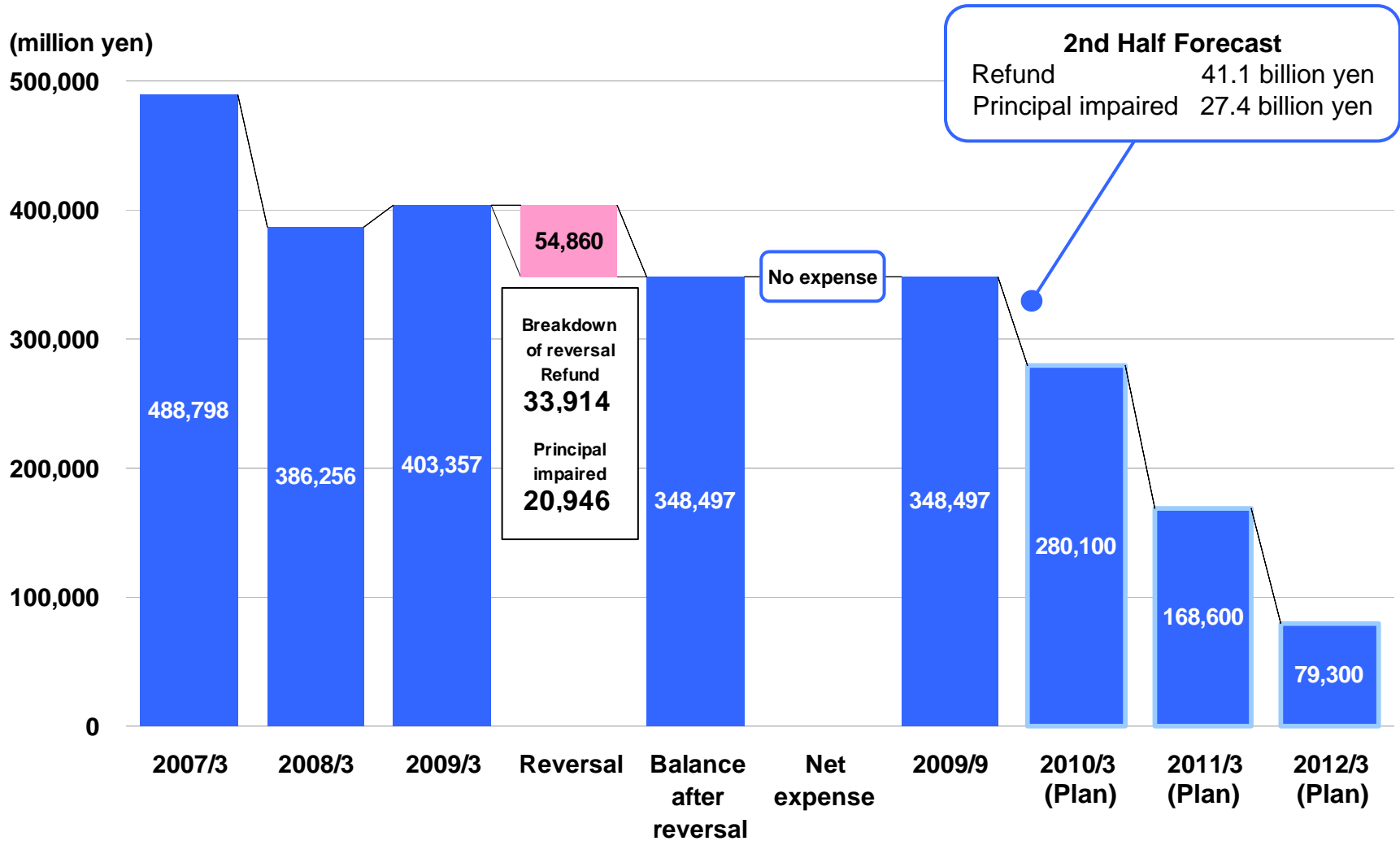


# Refund Claims of Interest Received from Customers (on cash basis)



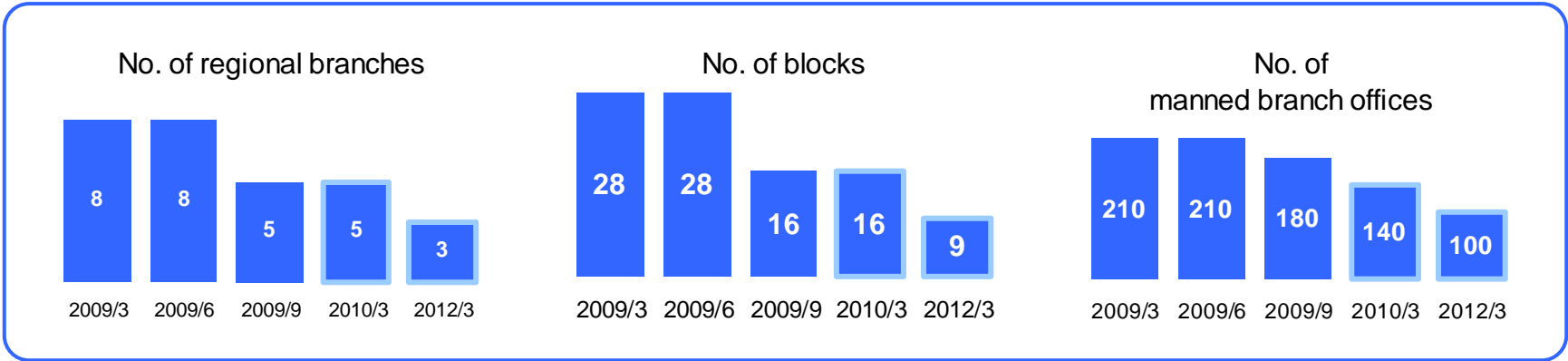


# Allowance for Losses for Refund of Interest Received from Customers



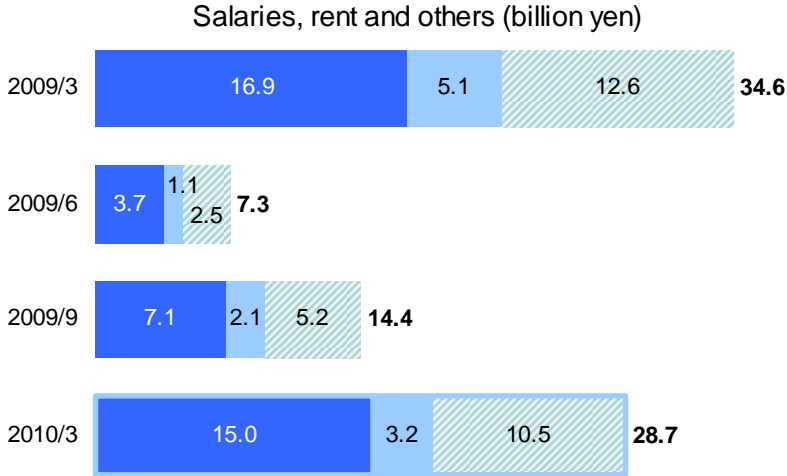


# Organization Reform



Cost cut by higher efficiency

Past-due loans reduction by higher efficiency



**Asset quality improvement**

- Branch offices  
Enhance counseling

**Collection system enhancement**

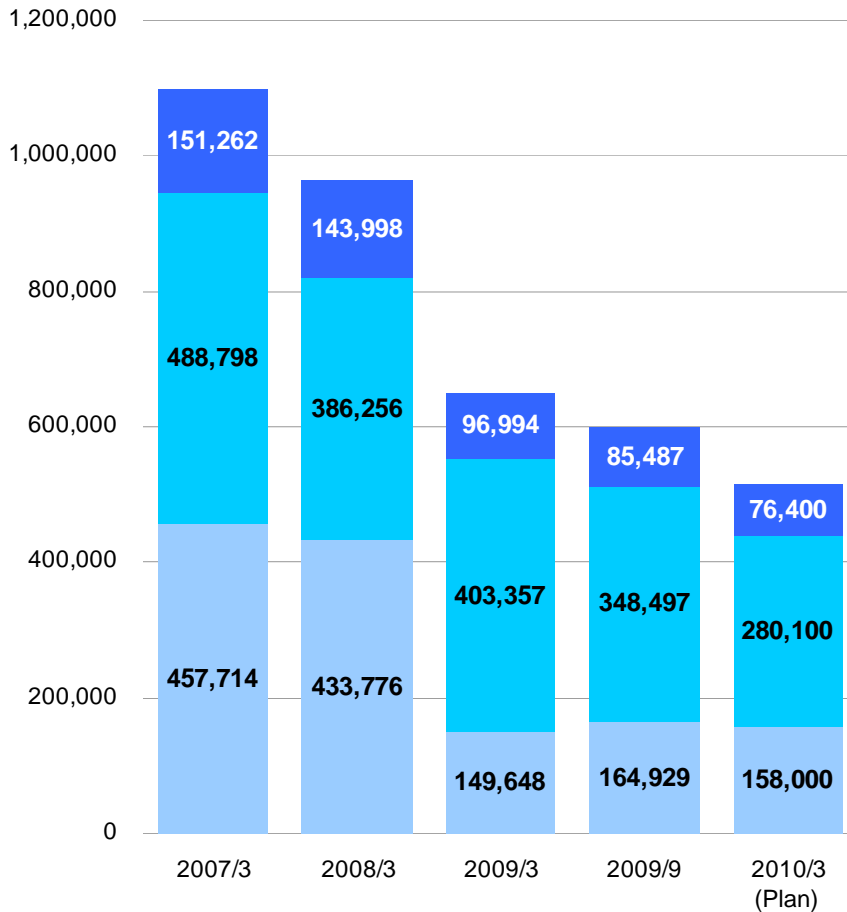
- Regional Loan Collection Office  
Categorize past-due loans by no. of delayed days to enhance responses for each category
- Loan Administration Division  
Clear jurisdiction and higher efficiency to enhance collection system



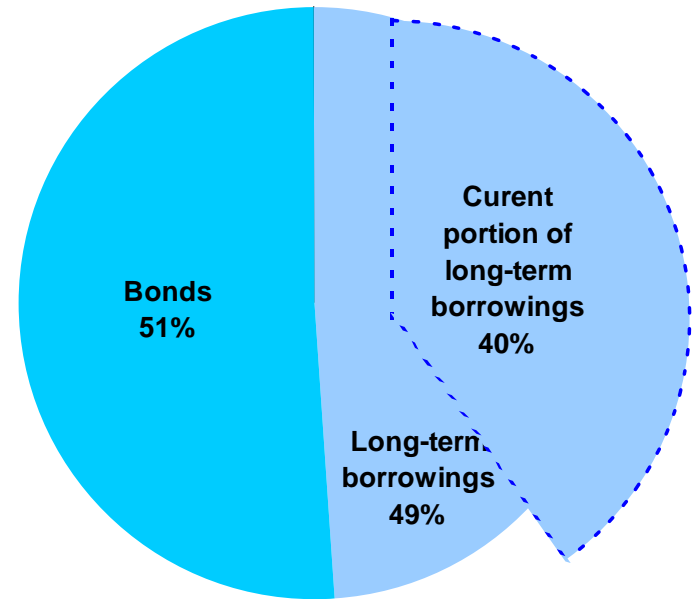
# Financial Position

- Allowance for credit losses
- Allowance for losses for refund of interest received from customers
- Net assets

(million yen)



Interest bearing debt (million yen)

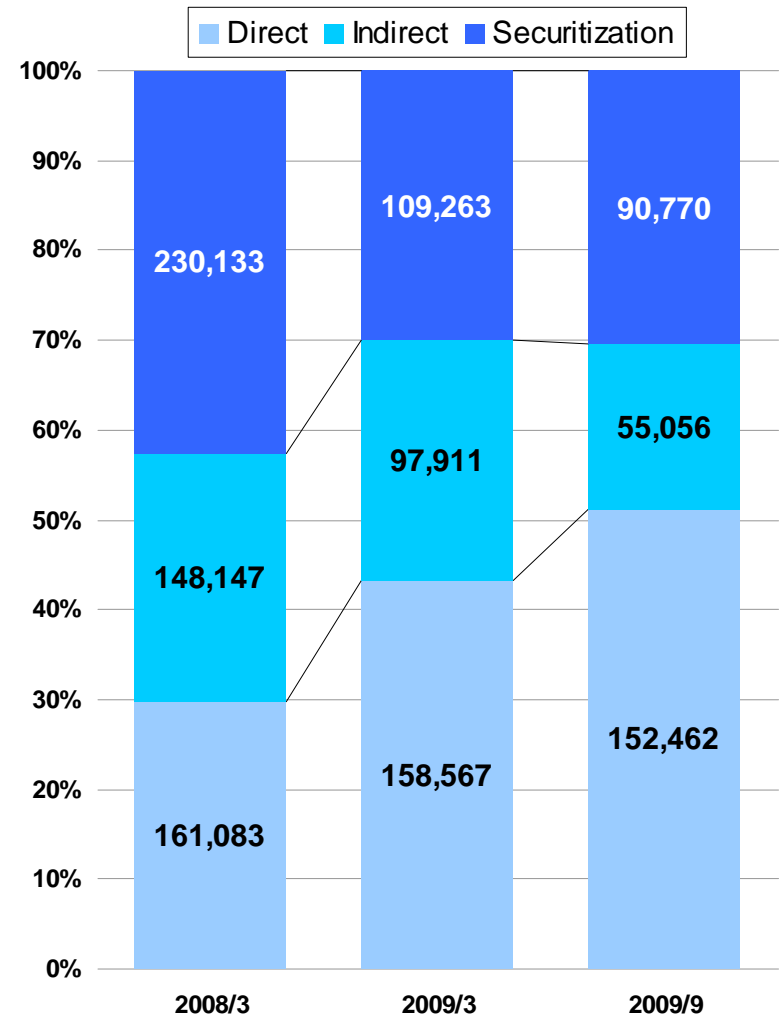
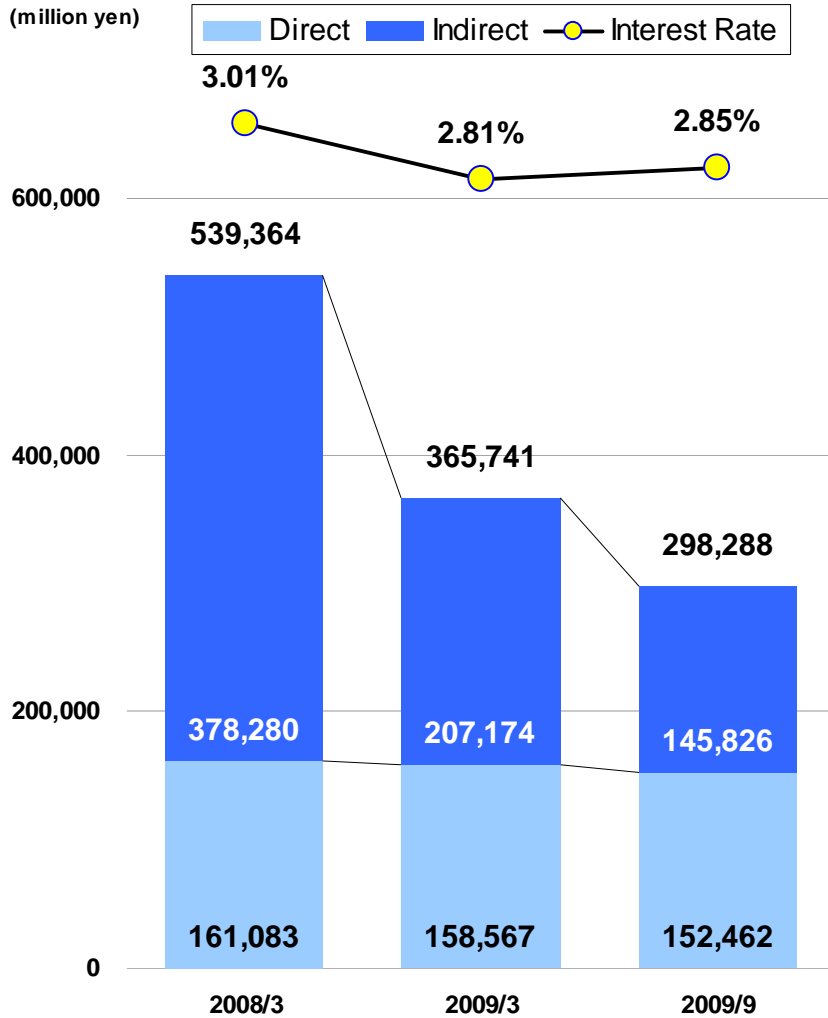


Long-term borrowings	<b>145,826</b>
Current portion of long-term borrowings	118,969
<b>Bonds</b>	<b>152,462</b>
<b>Total interest bearing debt</b>	<b>298,288</b>

Cash and cash equivalents	<b>59,146</b>
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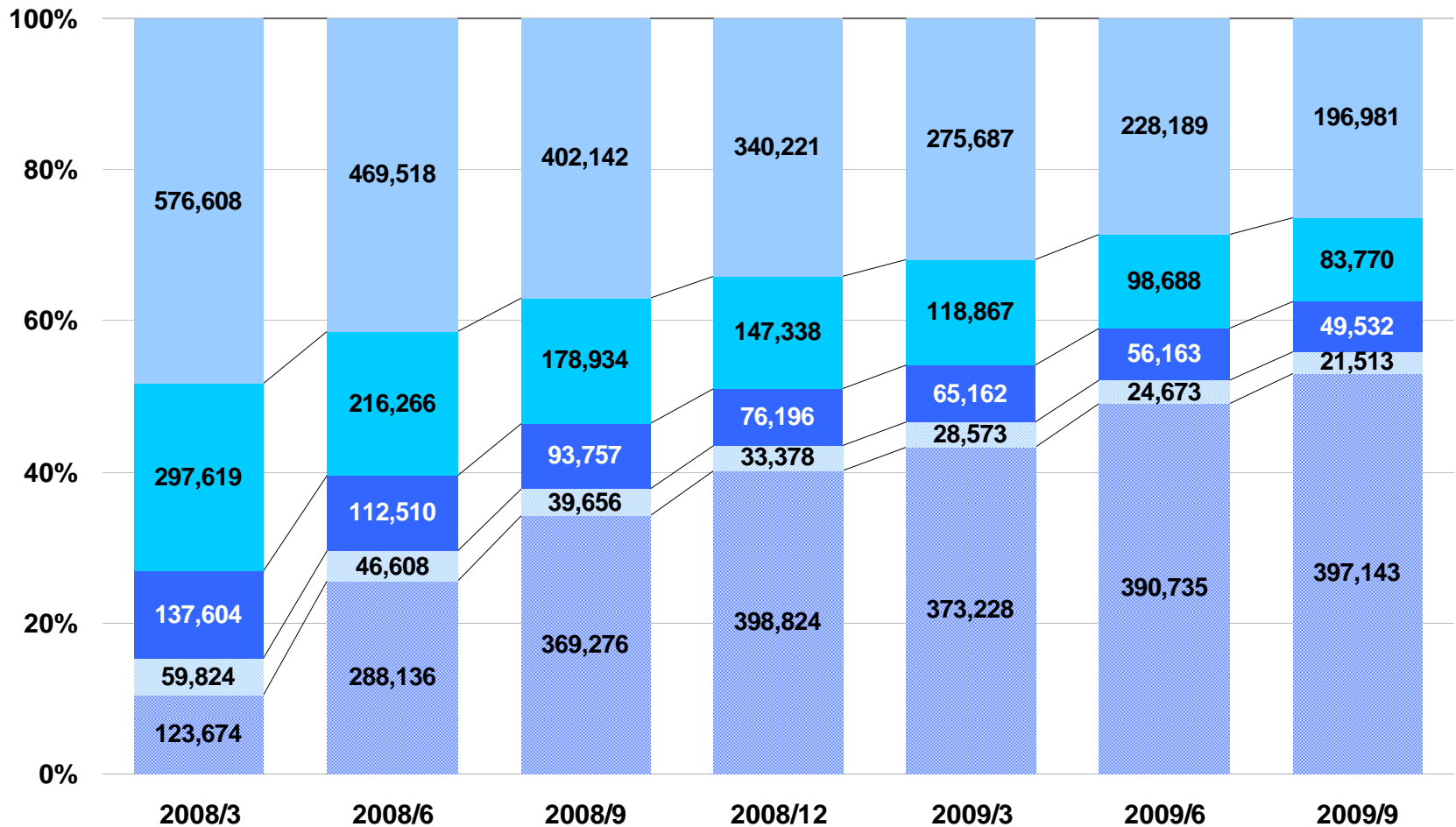
# Funding : by Sources





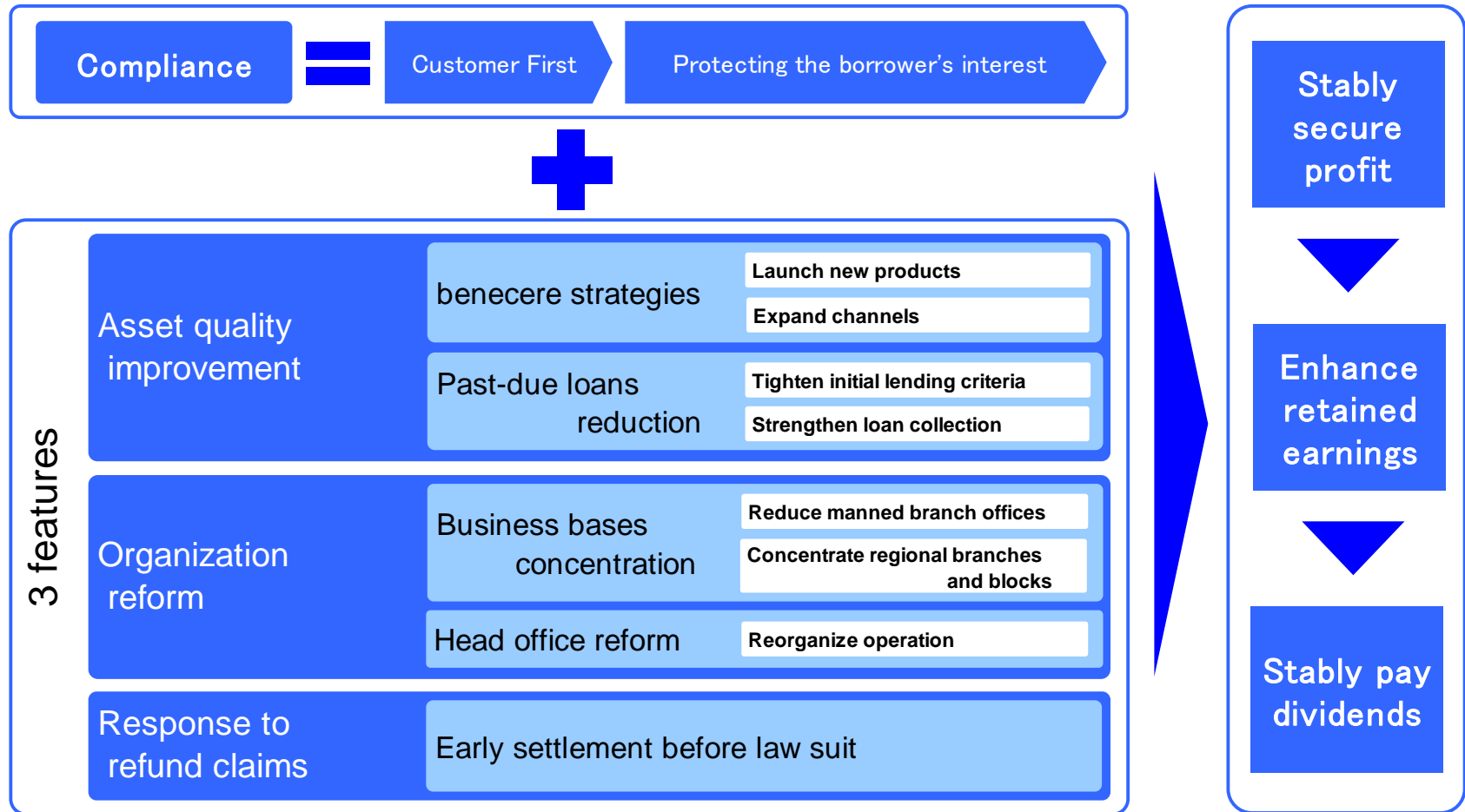
# Composition of Loans by Interest Rate

■ 18.0% or less ■ over 18.0% ~ 20.0% or less ■ over 20.0% ~ 25.0% or less ■ over 25.0% ~ 27.0% or less ■ over 27.0%





# Outline of Medium-Term Business Plan





# Number of Corporate Bankruptcies Number of Money Lenders

