

Earnings Release Presentation

The Second Quarter Financial Results for the Fiscal Year Ending March 2025



November 11, 2024

■ Disclaimer

The figures contained in this presentation material with respect to ACOM Group's plans and strategies and other statements that are not historical facts are based on information available at the date of announcement of this presentation material. However, there are some potential risk factors in the Group's business management. Therefore, the actual results may differ from the forecast.

The trend of requests for interest repayment is also highly uncertain, due to its sensitivity to changes in external environmental changes. The Group may have to make additional provision for loss on interest repayment. Actual results may differ from forecast values due to various risk factors, not limited to those mentioned above.

■ Notation

L.C. Business	Loan and Credit Card Business
MUCG	MU Credit Guarantee Co., LTD.
yoy	year on year percentage point
ytd	year to date percentage point
(E)	estimates
EB、EASY BUY	EASY BUY Public Company Limited
ACF	ACOM CONSUMER FINANCE CORPORATION

■ Reference

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Business Environment

Domestic

- Economic conditions continued to recover gradually, partly owing to various government measures, amid the continued improvement of the employment and income environment.
- There is a risk of downturn in overseas economies due to the fluctuation of financial market and economy which could push down Japan's economy. We need to closely monitor the impact of these on consumer spending and financial markets.
- In the nonbank business sector, the demand for funds continues to be favorable while future trends need to be closely monitored as personal consumption has a large impact.

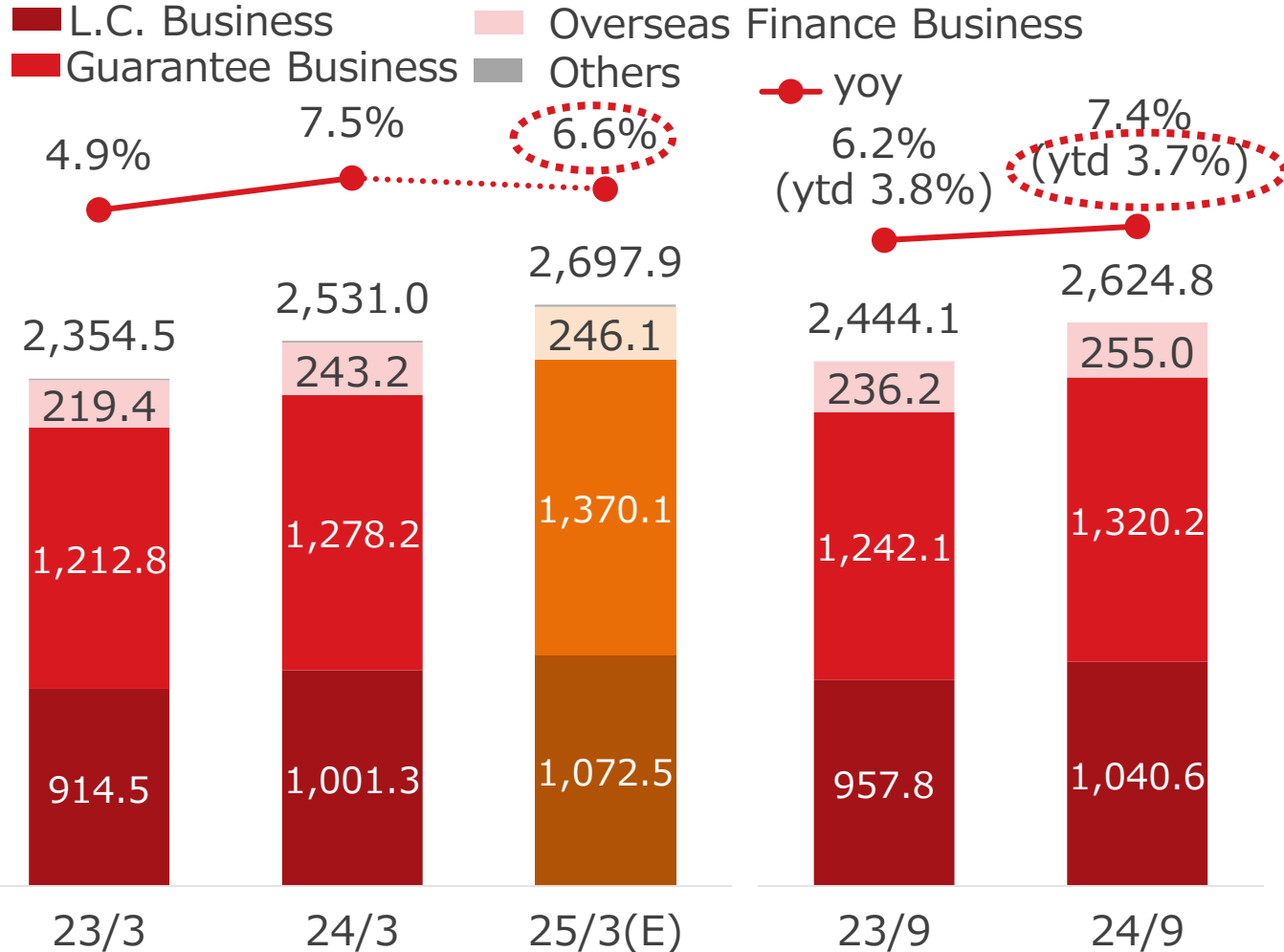
Overseas Countries

- Economic conditions in the Kingdom of Thailand continue to grow gradually led by inbound demand, despite sluggish consumer spending caused by persistently high household debt.
- The impact of the Responsible Lending Regulations*¹ conducted by the Bank of Thailand on advertising and relief measures needs to be closely monitored.
- Moderate economic growth is expected in the Republic of the Philippines owing to decline in unemployment with improved employment conditions.
- The steady economic growth is expected associated with a recovery of inbound demand and consumer spending in Malaysia.

*1 One of the measures for decreasing household debt

Consolidated Financial Summary | Business Scale

- Consolidated Receivables Outstanding increased smoothly owing to favorable trend in domestic borrowing by new and existing customers and the impact of the depreciation of yen against Baht.
- Consolidated Receivables Outstanding increased by 3.7% (+¥90 billion) ytd to ¥2,624.8 billion, a steady progress against the estimate of +6.6% (¥167.0 billion) yoy.



Consolidated
Receivables
Outstanding

(Billions of yen)
¥2,624.8bn
(yoy + 7.4%)

L.C. Business

¥1,040.6bn
(yoy + 8.6%)

Guarantee
Business

¥1,320.2bn
(yoy + 6.3%)

Overseas
Financial
Business

¥255.0bn
(yoy + 8.0%)

Consolidated Financial Summary | Business Performance

- Operating Revenue increased by 1.6% compared to the Plan, 8.3% yoy to ¥156.2 billion, mainly owing to the expansion of business scale and the impact of the depreciation of yen.
- Operating Profit increased by 8.6% compared to the Plan, 13.0% yoy to ¥48.0 billion.
- Profit attributable to owner of the parent increased by 15.7% compared to the Plan, 9.4% yoy to ¥29.8 billion.

Operating Revenue

Compared to 2Q Plan
+1.6%

Consolidated	¥156.2bn (yoy +8.3%) (Progress 49.9%)
L.C. Business	¥83.6bn (yoy +9.6%) (Progress 49.7%)
Guarantee Business	¥37.3bn (yoy +7.2%) (Progress 48.6%)
Overseas Financial Business	¥32.2億円 (yoy +7.3%) (Progress 51.9%)

Operating Profit

Compared to 2Q Plan
+13.0%

Consolidated	¥48.0bn (yoy +8.6%) (Progress 55.1%)
L.C. Business	¥26.1bn (yoy +30.9%)
Guarantee Business	¥10.9bn (yoy ▲4.8%)
Overseas Financial Business	¥10.2bn (yoy ▲25.4%)
Profit attributable to owner of the parent	29.8bn (yoy +9.4%) (Progress 53.7%)

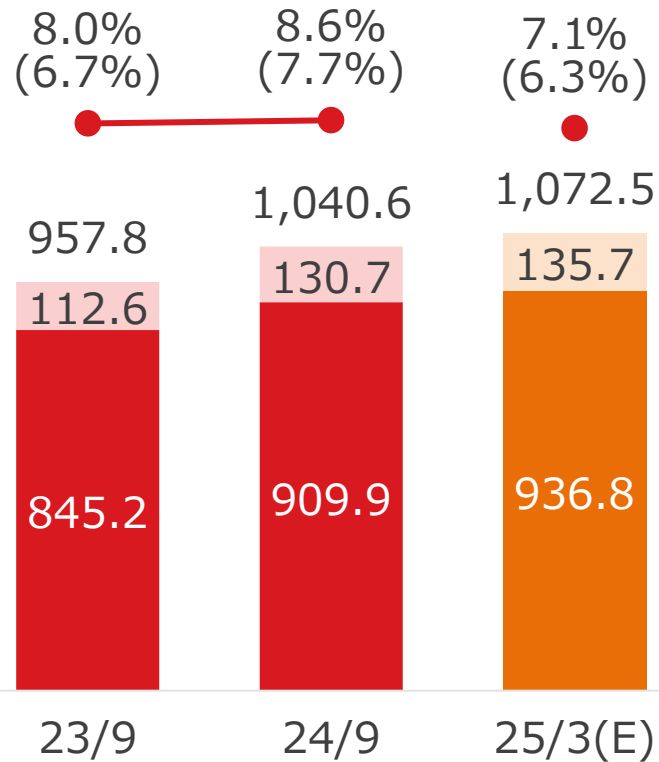
Compared to 2Q Plan
+15.7%

Q Loan and Credit Card Business | Business Scale and Performance

- Consolidated Receivables Outstanding increased by 8.6% yoy to ¥1,040.6 billion owing to favorable trend in domestic borrowing by new and existing customers.
- Operating Revenue increased by 9.6% yoy to ¥83.6 billion owing to business expansion.
- Operating Profit increased by 30.9% yoy to ¥26.1 billion.

■ Receivables Outstanding

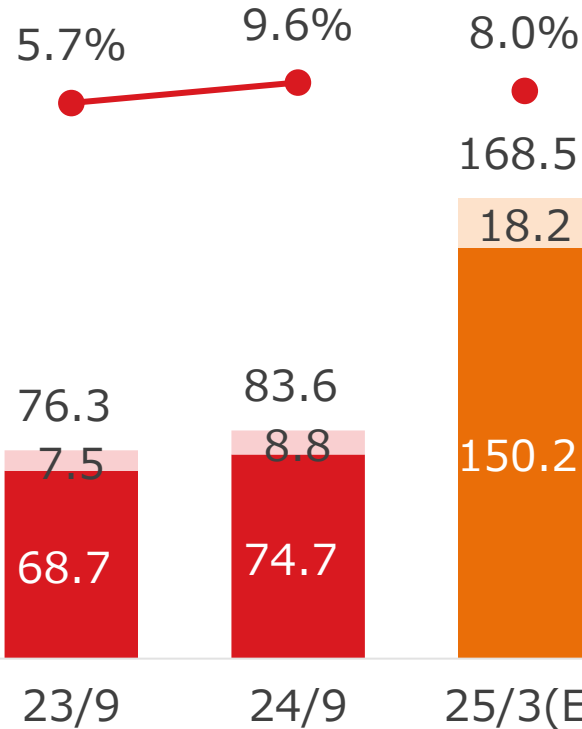
■ Loan ■ Credit Card ● yoy (Billions of yen)
 <()shows Loans>



■ Operating Revenue

(Billions of yen)

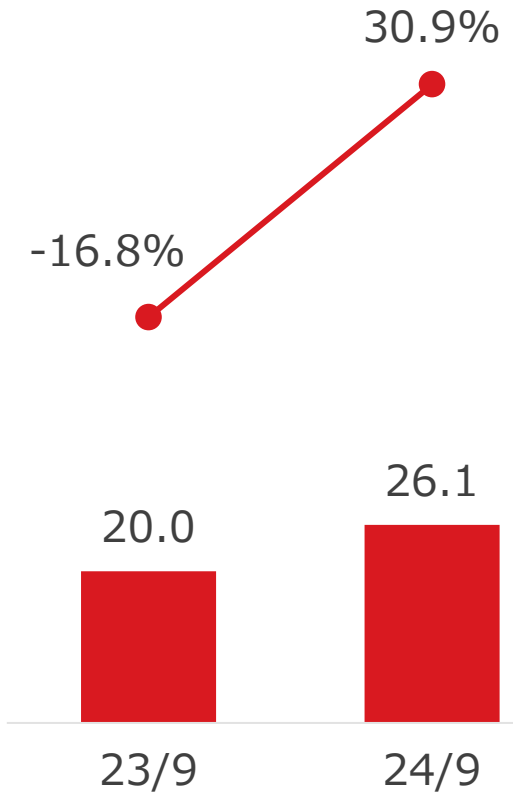
■ Loan ■ Credit Card ● yoy



■ Operating Profit

(Billions of yen)

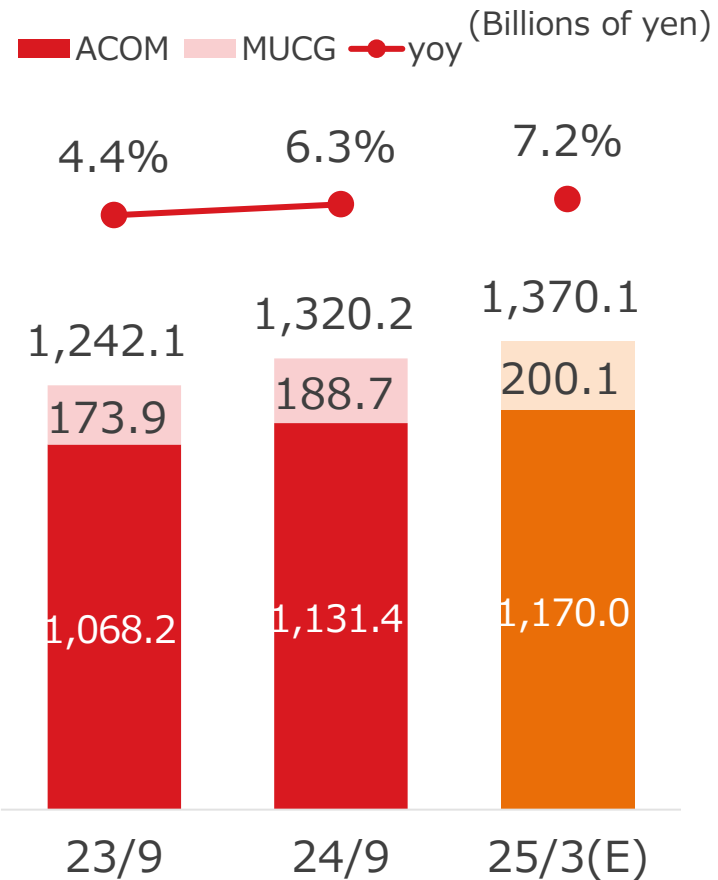
■ Operartiing Profit ● yoy



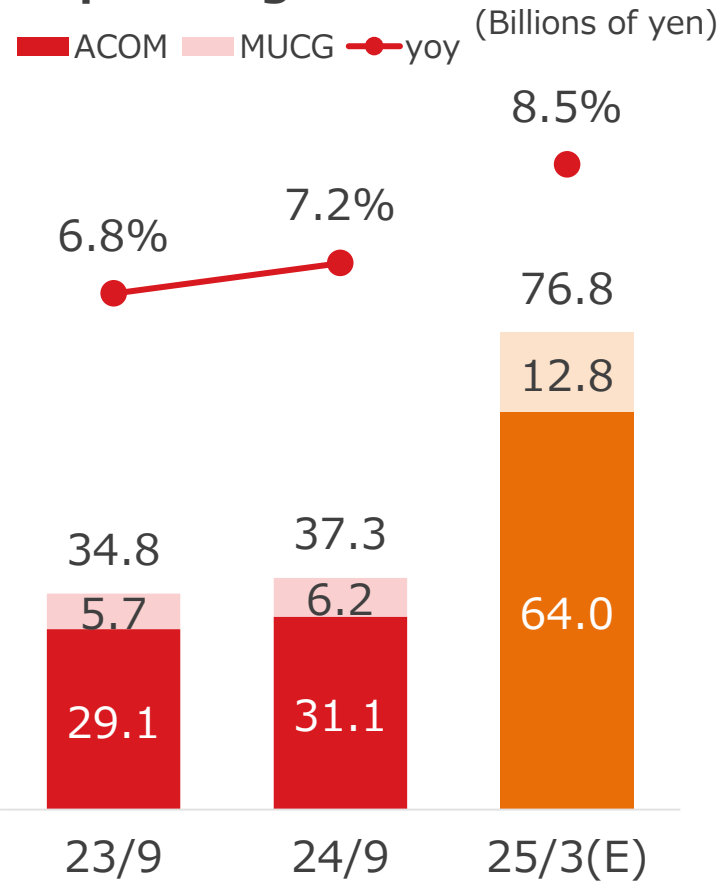
Guarantee Business | Business Scale and Performance

- Guaranteed Receivables increased by 6.3% yoy to ¥1,320.2 billion owing to favorable trend in domestic borrowing by new and existing customers.
- Operating Revenue increased by 7.2% yoy to ¥37.3 billion owing to expansion of business scale and revision of guaranteed fee rates.
- Operating Profit decreased by 4.8% yoy to ¥10.9 billion due to an increase in provision for bad debts.

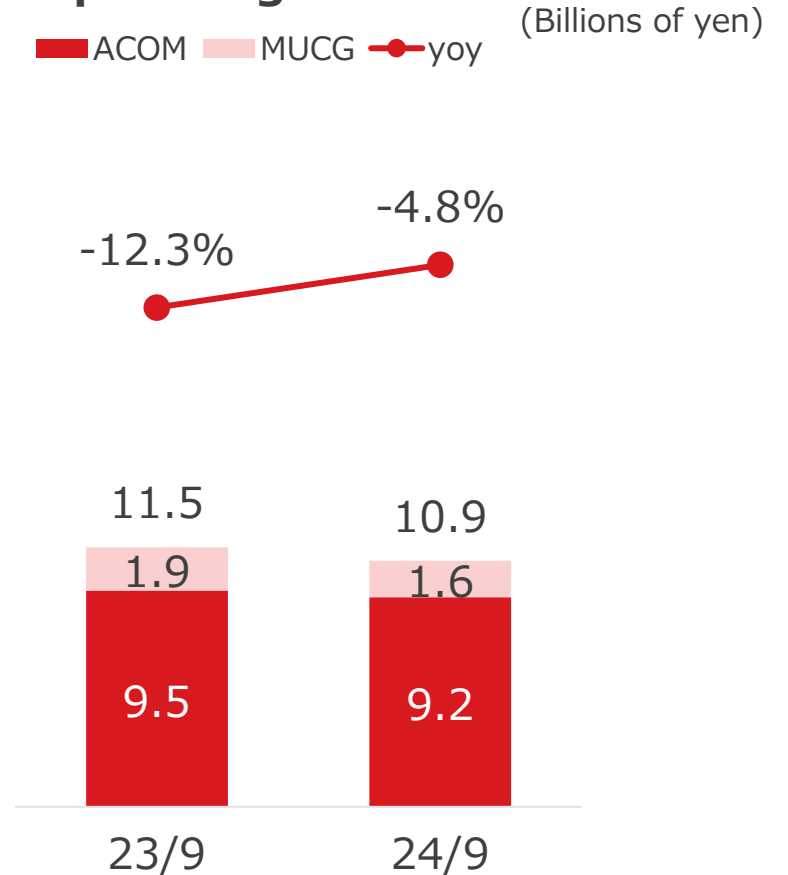
Guaranteed Receivables



Operating Revenue



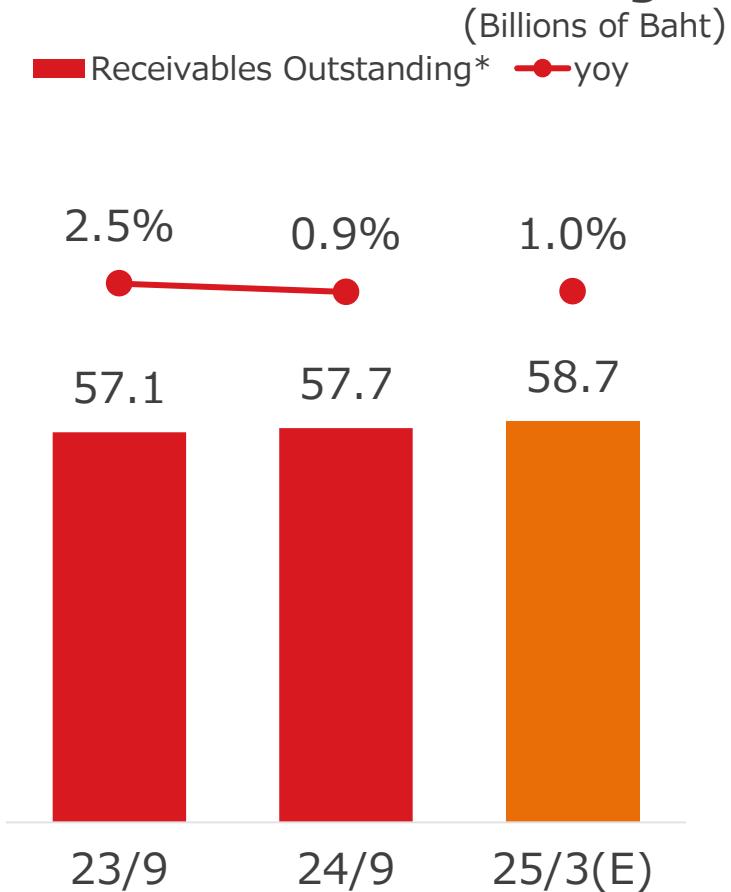
Operating Profit



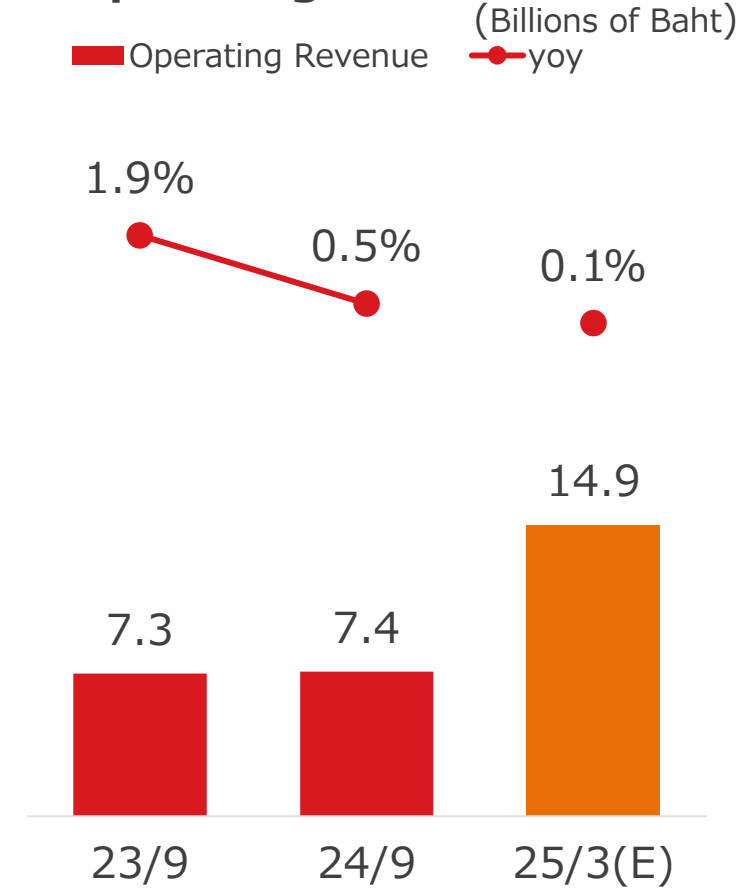
Overseas Financial Business(EASY BUY) | Business Scale and Performance

- Receivables Outstanding of EASY BUY of Kingdom of Thailand increased by 0.9% yoy to 57.7 billion baht.
- Operating Revenue increased by 0.5% yoy to 7.4 billion baht.
- Operating Revenue decreased by 29.7% yoy to 2.5 billion baht due to an increase in provision for bad debts.

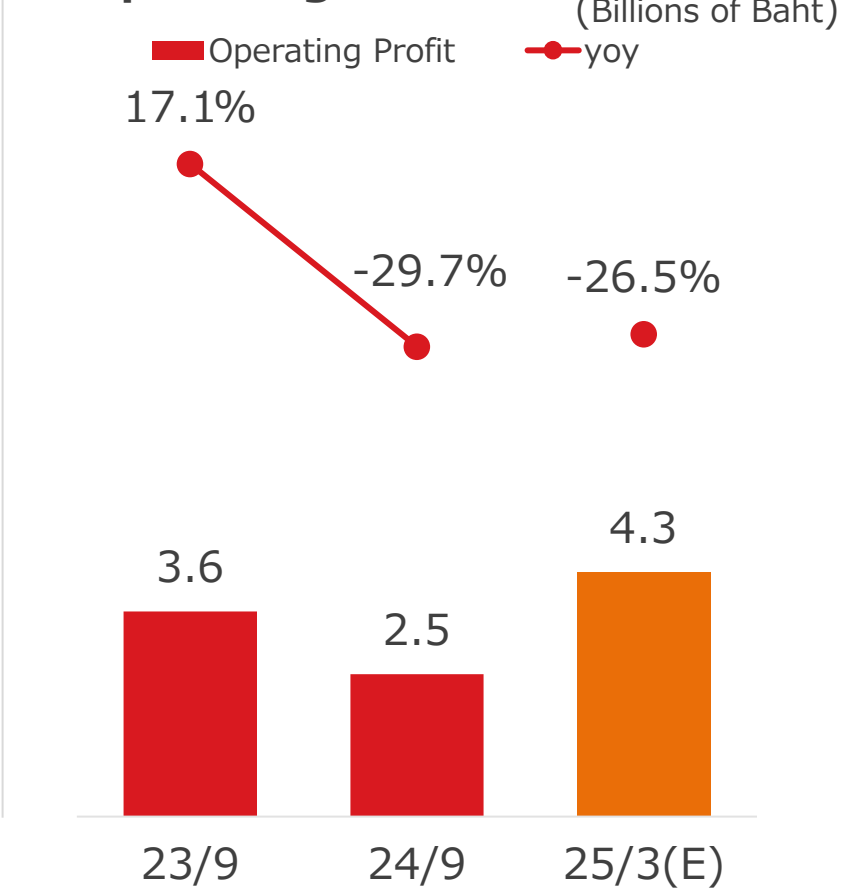
Receivables Outstanding



Operating Revenue



Operating Profit



* Receivables outstanding = "accounts receivable - operating loans" + "accounts receivable - installment"

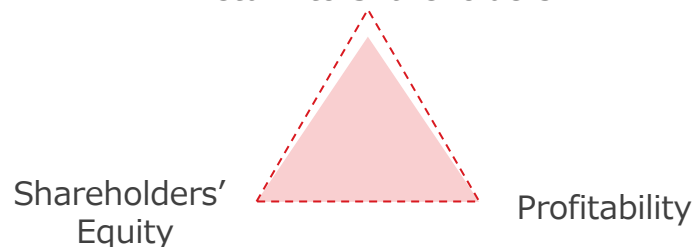
Capital Policy | Dividends

- **Basic Policy on Capital Policy** : Maintain and improve financial soundness and increase shareholder returns
- **Basic Policy on Dividend Payment** : Expand shareholder returns based on high profitability and appropriate capital adequacy

Target as of March 31, 2025

(Mid-Term management Plan)

Return to Shareholders



ROE : around **10%**

Shareholders Equity Ratio*¹ : around **25%**

Payment amount : TBD (Aiming for stable and continuous dividends)

Dividend Pay-out Ratio : around **35%**

As of September 30, 2024

Profitability

ROE **9.3%**

Operating Revenue : ¥156.2 bn Compared to Plan +1.6%

Operating Profit : ¥48.0 bn Compared to Plan +13.0%

Shareholders' Equity

Shareholders' Equity Ratio*¹ **23.7%**

Building up toward the target of 25%

Return to Shareholders

Interim **¥7** Year-end **¥7**

Based on the business expansion and acquisition of new customers that exceeded expectations, dividend for interim dividend is 7 yen per share and dividend for year end is estimated to be 7 yen per share. Amendment to dividend forecast : none

Dividend Pay-out Ratio is estimate to **39.4%**

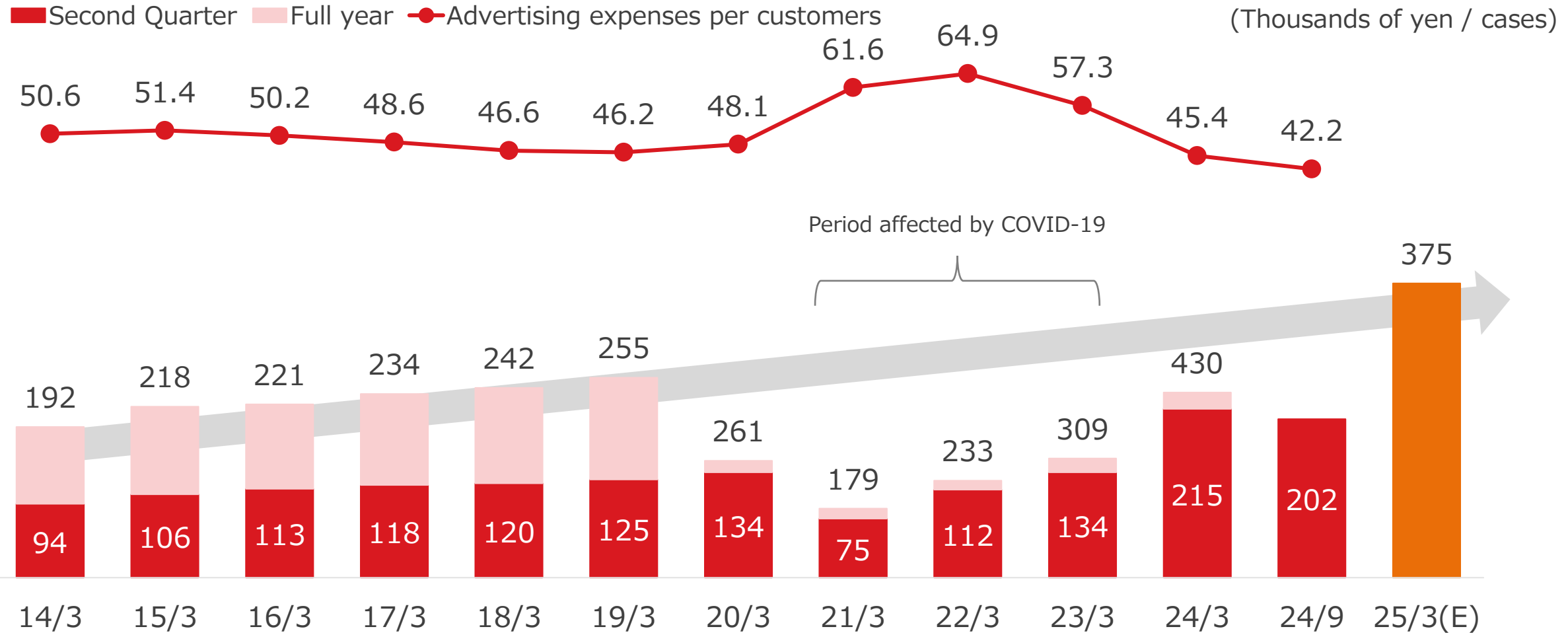
* These values are computed using the sum of total assets and guaranteed receivables.

TOPIX



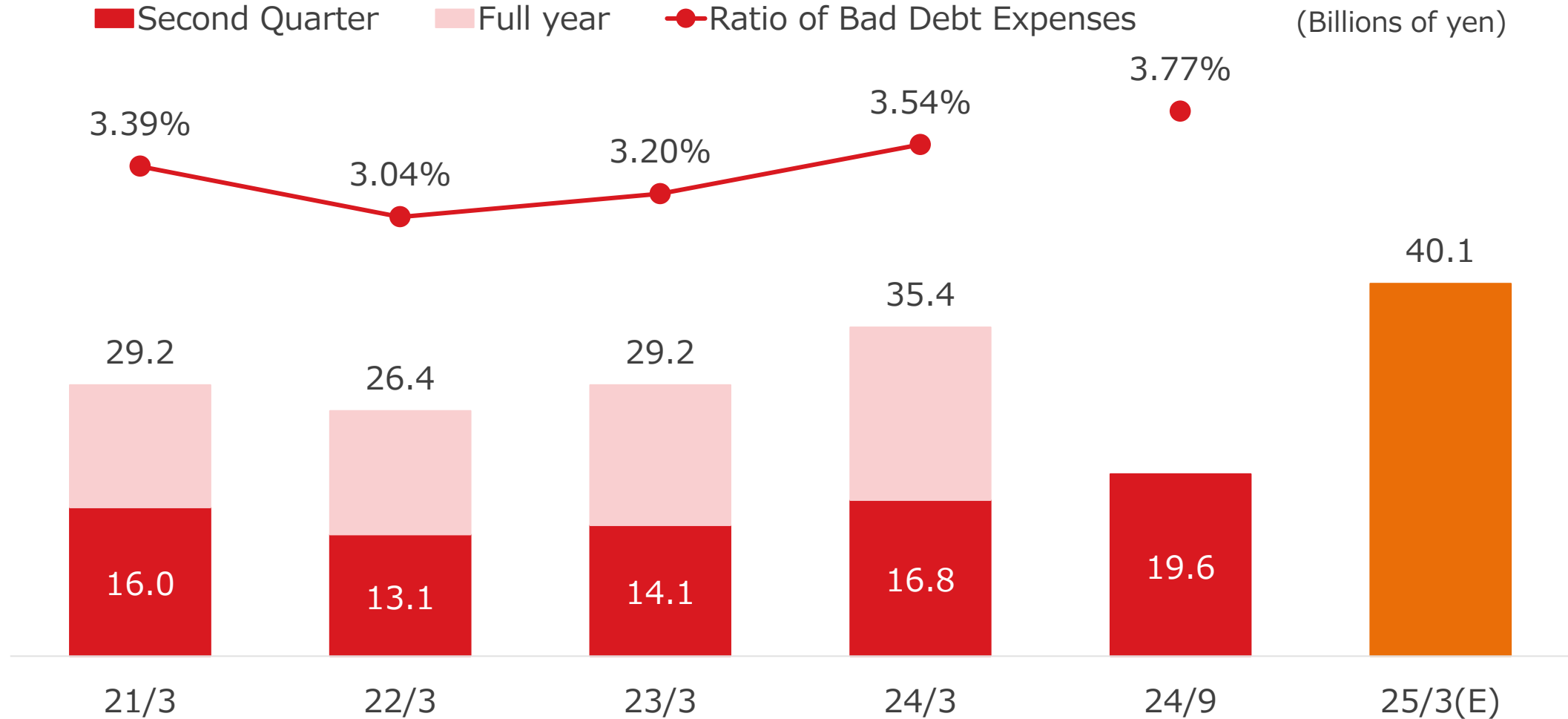
TOPIX | Loan and Credit Card Business - No. of New Customers

- The full-year plan is set at 375,000 cases, based on the assumption that the impact of pent-up demand will gradually subside compared to the previous year.
- The number of new customers is 202,000, on track to reach against the full-year plan.
- Advertising expenses per customers is ¥42 thousands.



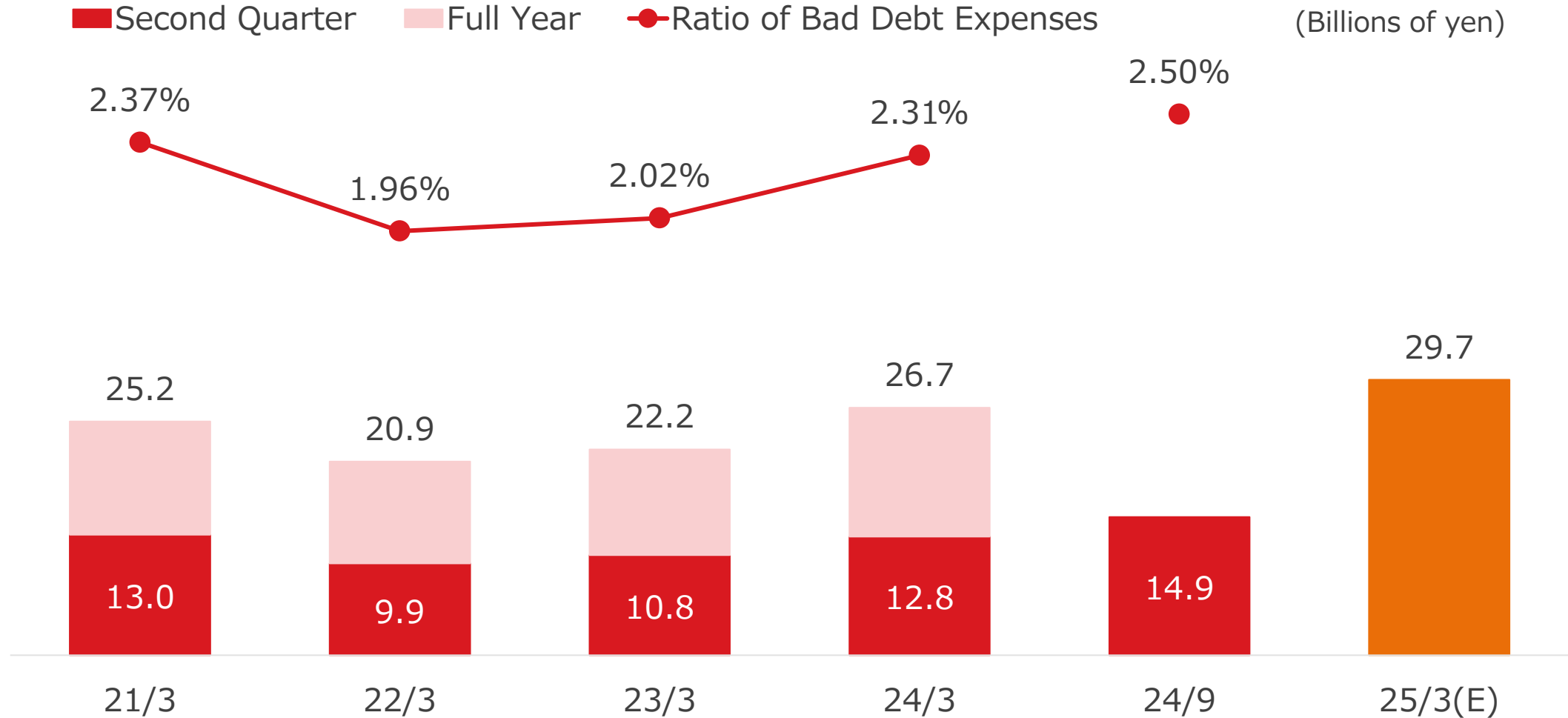
TOPIX | Loan and Credit Card Business - Bad Debt Expenses

- As a result of strong new customer attraction, Bad Debt Expenses increased due to an increase in the composition of customers with short transaction periods, which have a high bad debt rate.
- Ratio of Bad Debt Expenses increased due to the increase of new customers though, not beyond our estimates.



TOPIX | Guarantee Business – Bad Debts Expenses

- As in the Loan and Credit Card Business, Bad Debt Expenses is increase due to the increase of new customers.
- Ratio of Bad Debt Expenses increased due to the increase of new customers though, not beyond our estimates.

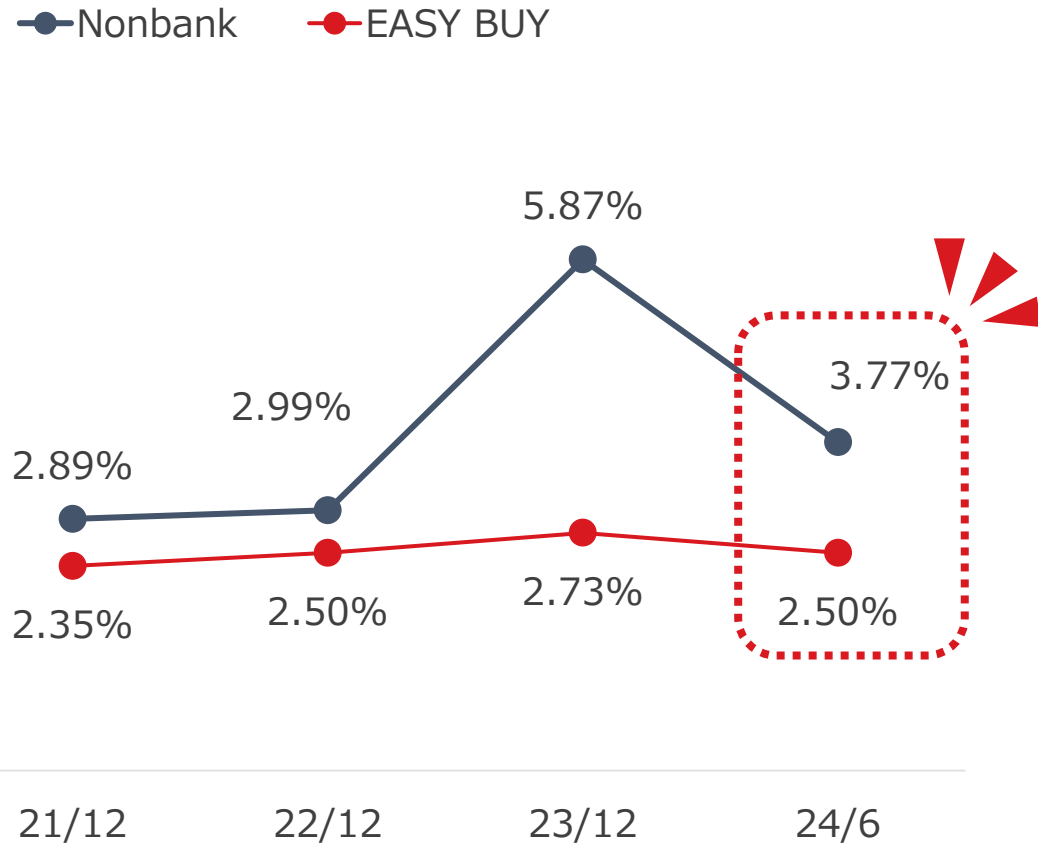




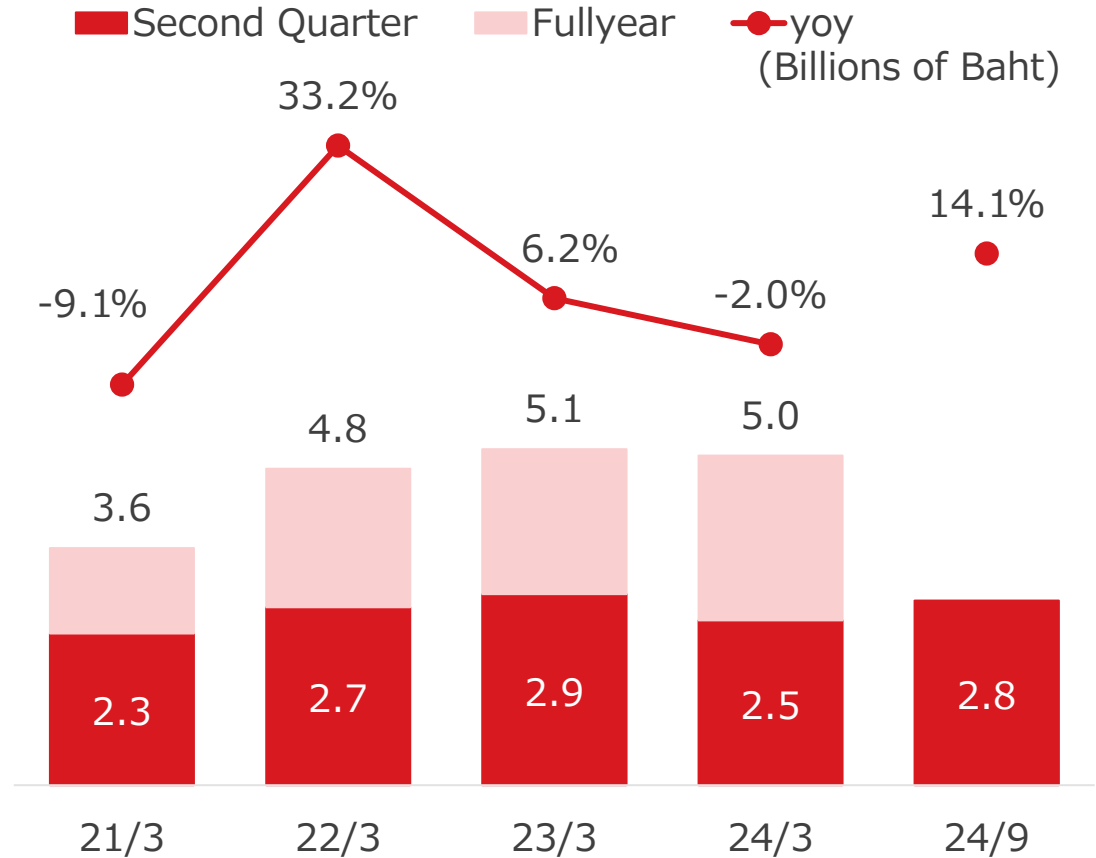
TOPIX | Bad Debt Expenses EASY BUY (Kingdom of Thailand)

- NPL rate in the non-bank* market has improved in recent months, NPL rate of EASY BUY remains low.
- Bad Debt Expenses increase by 14.1% to 2.8 billion baht.

Ratio of NPLs



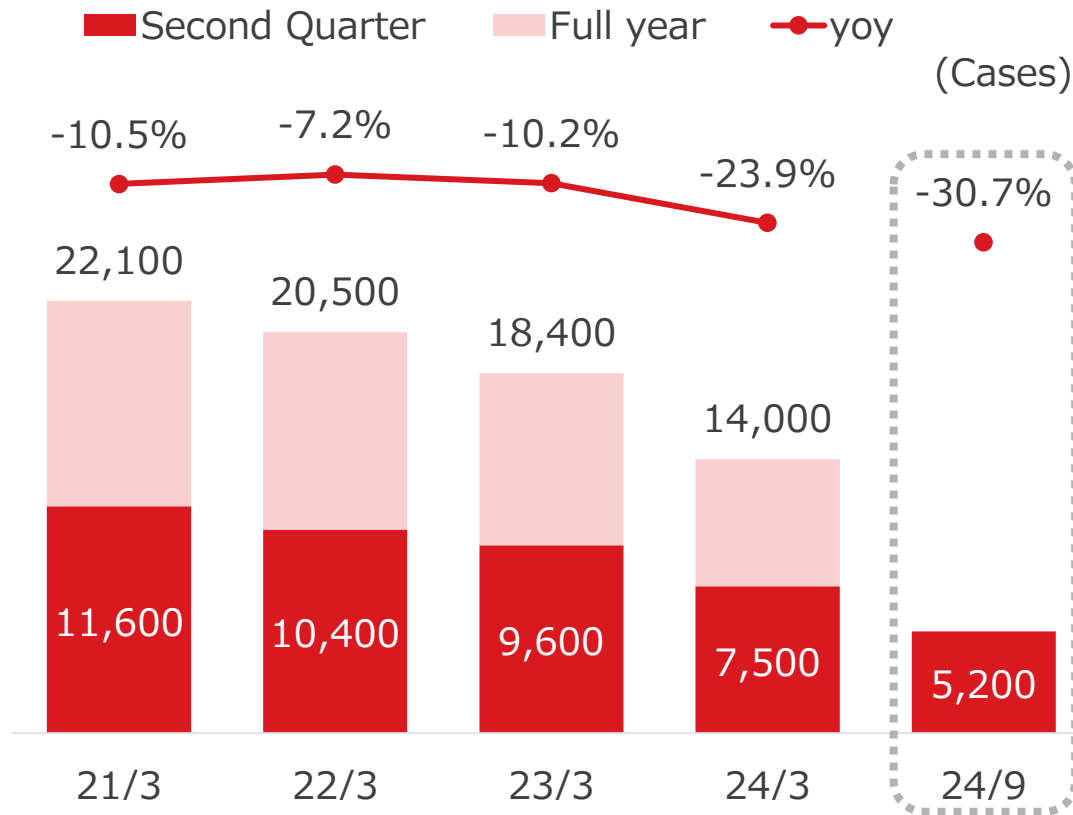
Bad Debt Expenses in Local Currency



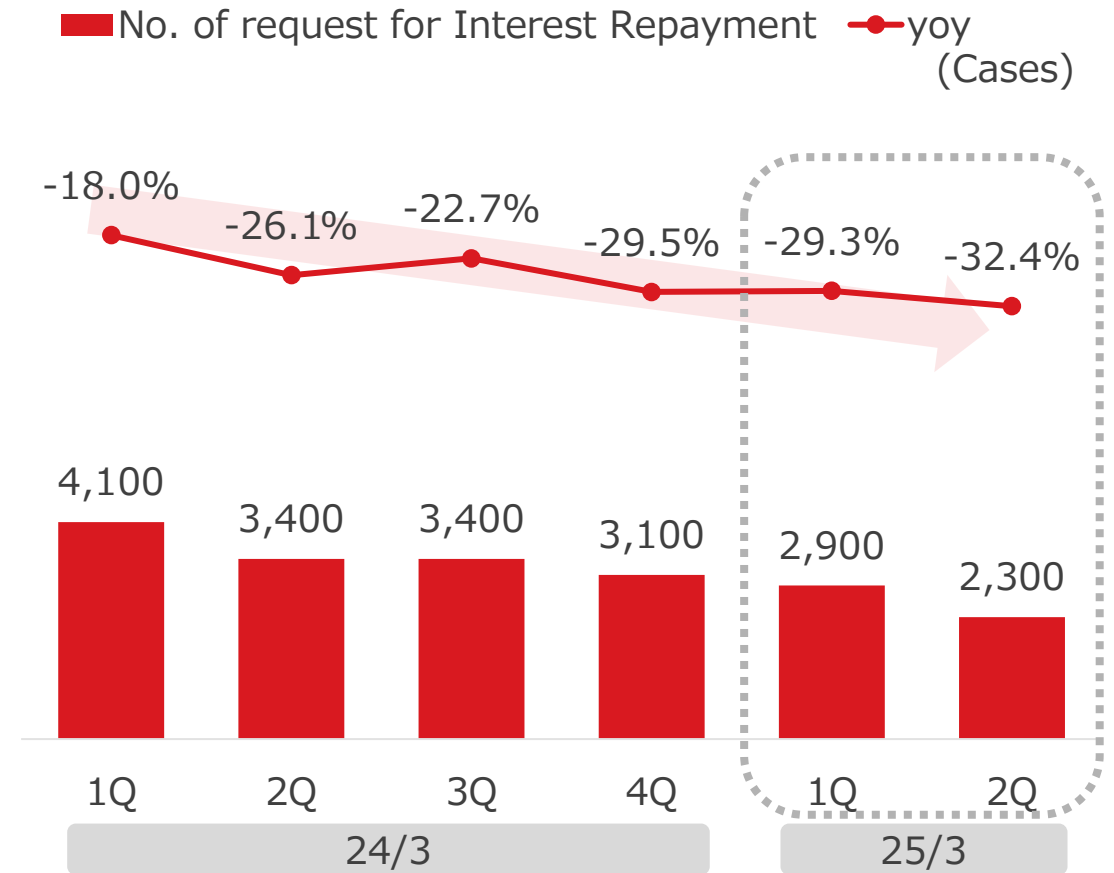
TOPIX | Trend of No. Request for Interest Repayment

- The number of requests for FY March 2025 is expected to decrease around 25% yoy.
- The number of requests for 2Q decrease by 30.7% yoy to 5,200.

Annual



Quarterly



June 2024

Launched a new service at GeNiE



- ✓ Provide an embedded finance service, “Money Lamp”, for companies that provide services via their Web site or apps.
- ✓ Enable companies to provide lending functions under their names on existing services.

October 2024

Tie-up with Kyash Inc.



- ✓ The first fund transfer operator to be an agency of moneylender in Japan.
- ✓ Released “Money Lamp” within Kyash’s digital wallet application, allowing deposit through borrowing from GeNiE.

Hiring of New Graduates



Ranked highest ever by the industry* in a joint survey by My Navi and Nikkei, ranking the most popular companies among 2025 graduates.

Welfare

Incentive

4.9%  (yoy 5.2%)

Raised base salaries including a regular pay hike

Worker-friendly environment



Revised criteria for taking accumulated paid leave to support family care and nursing care

Issuer Rating R&I



The Credit Rating obtained from R&I, Rating and Investment Information, Inc was upgraded by two notches in April,2022 and by one notch in February 2024, for a total of 3 notches.

Issuer Rating JCR



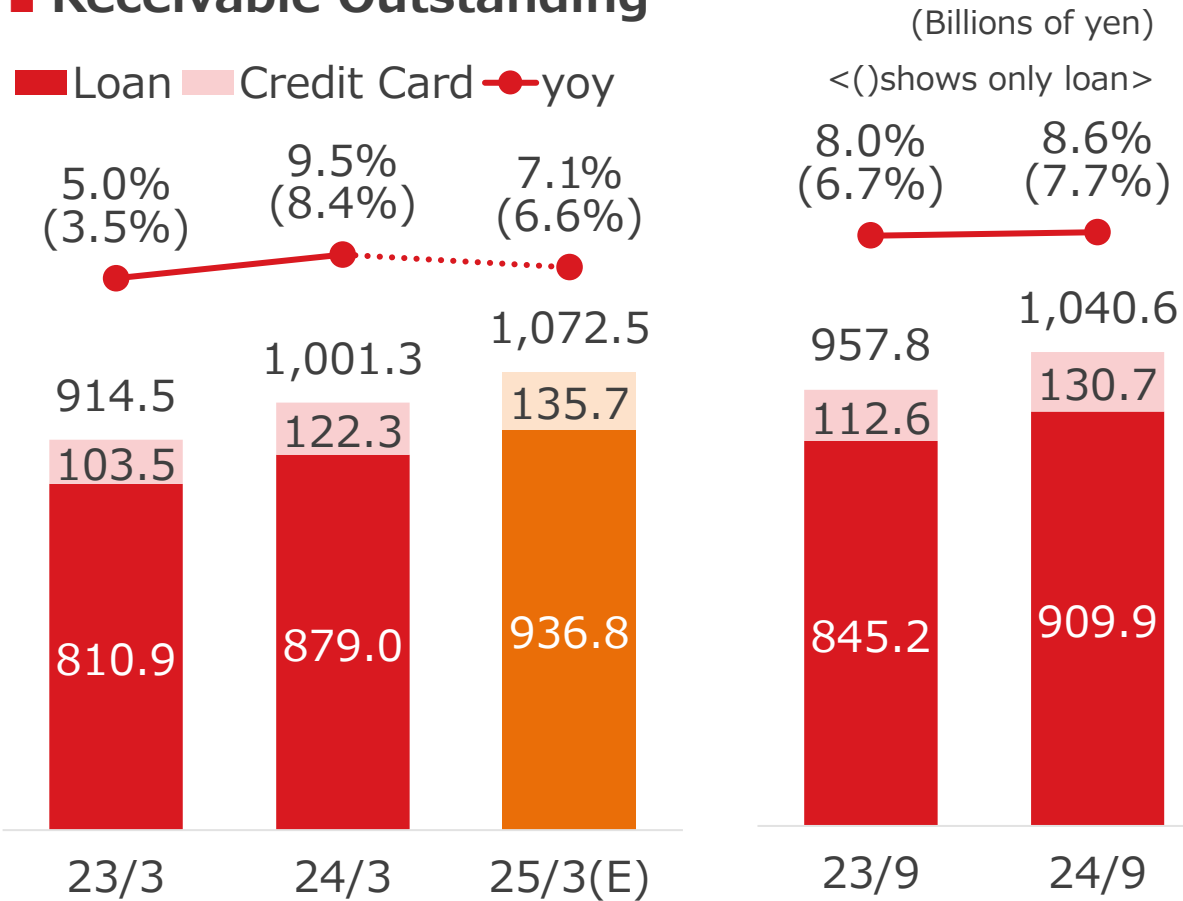
The Credit Rating obtained from JCR, Japan Credit Agency, was upgraded by one notches in May 2024.

**The Second Quarter of FY Ending March 2025
Supplemental Information**

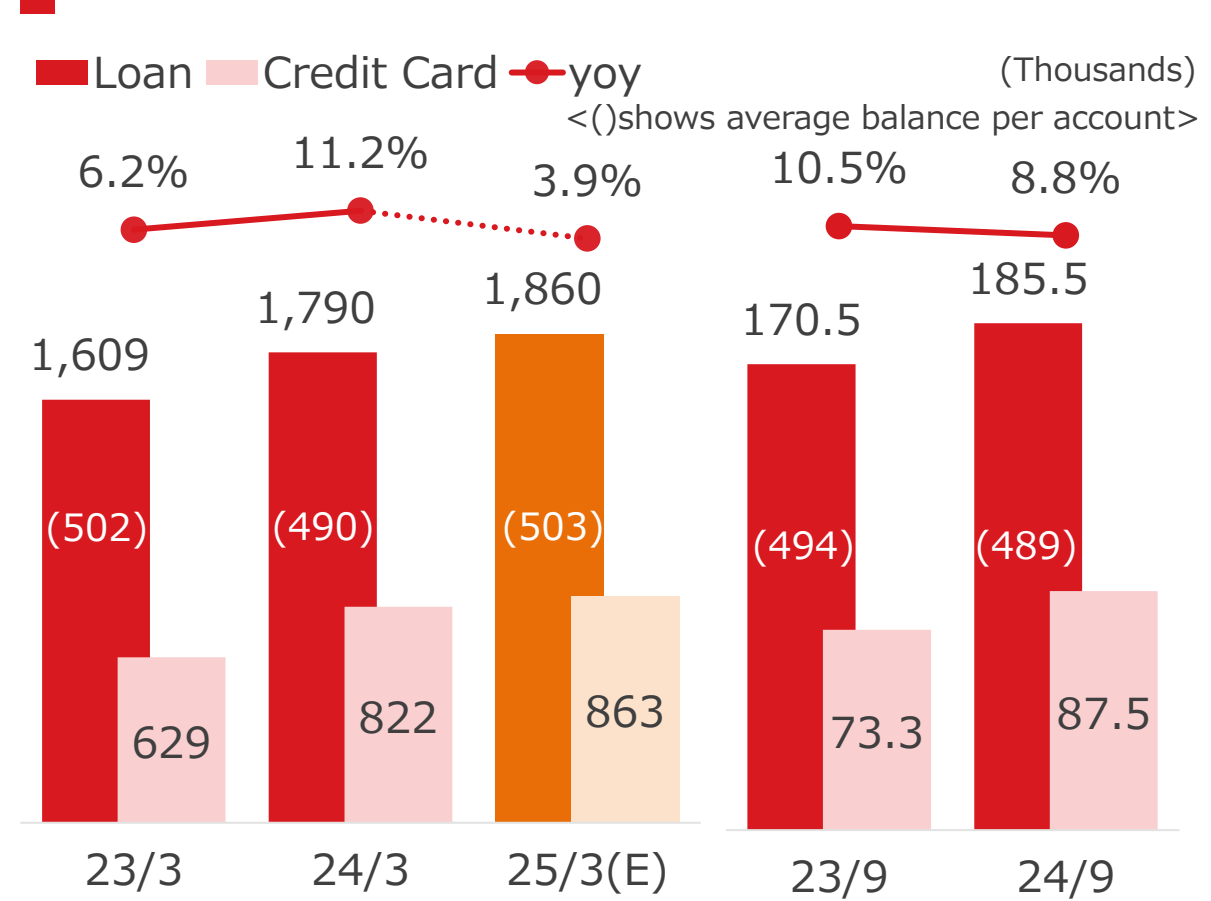
Loan and Credit Card Business | Business Scale

- Receivables Outstanding increased by 8.6% yoy to ¥1,040.6 billion owing to favorable trend in borrowings by new and existing customers.
- Number of Customer Accounts increased by 8.8% yoy to 1,855 thousands.

Receivable Outstanding



Number of Customer Accounts*



* Number of credit card users is the number of active members.

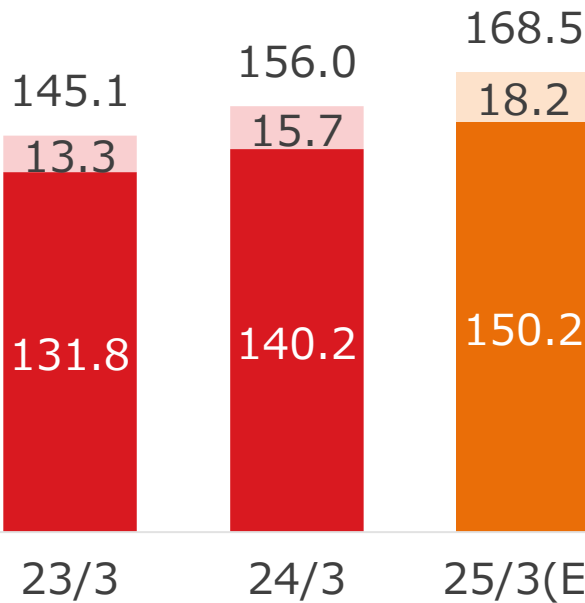
Q Loan and Credit Card Business | Business Performance

- Operating Revenue increased by 9.6% yoy to ¥83.6 billion, mainly owing to the expansion of business scale.
- Operating Profit increased by 30.9% yoy to ¥26.1 billion.

■ Operating Revenue

(Billions of yen)

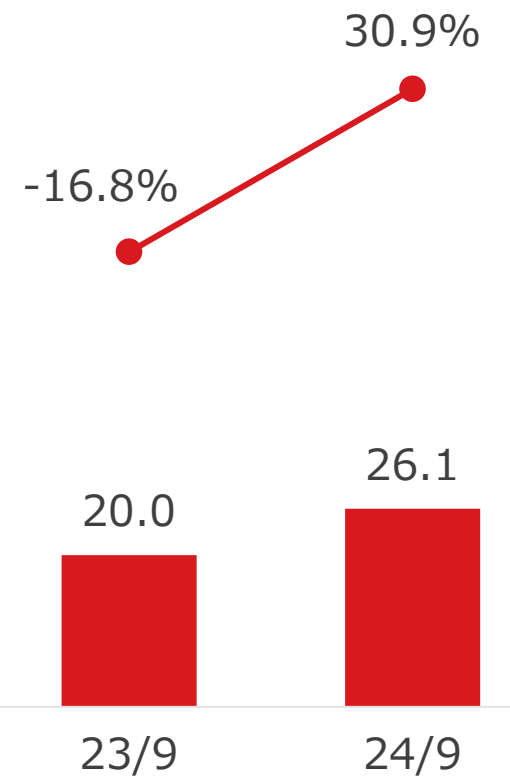
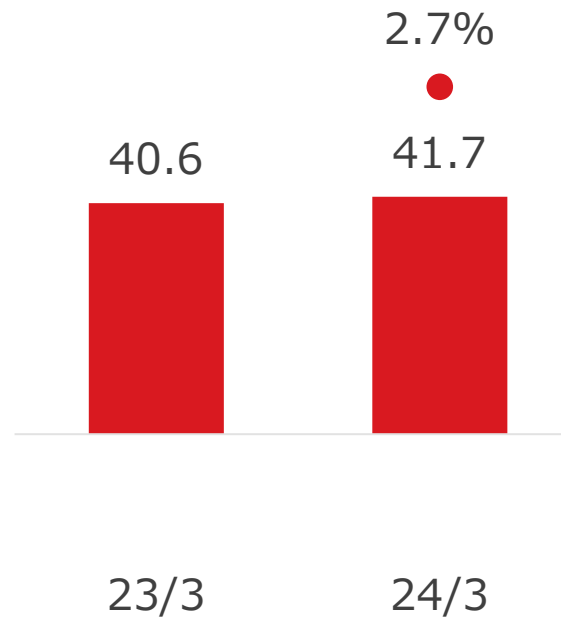
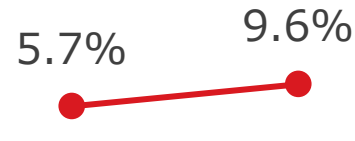
■ Loan ■ Credit Card ● yoy



■ Operating Profit

(Billions of yen)

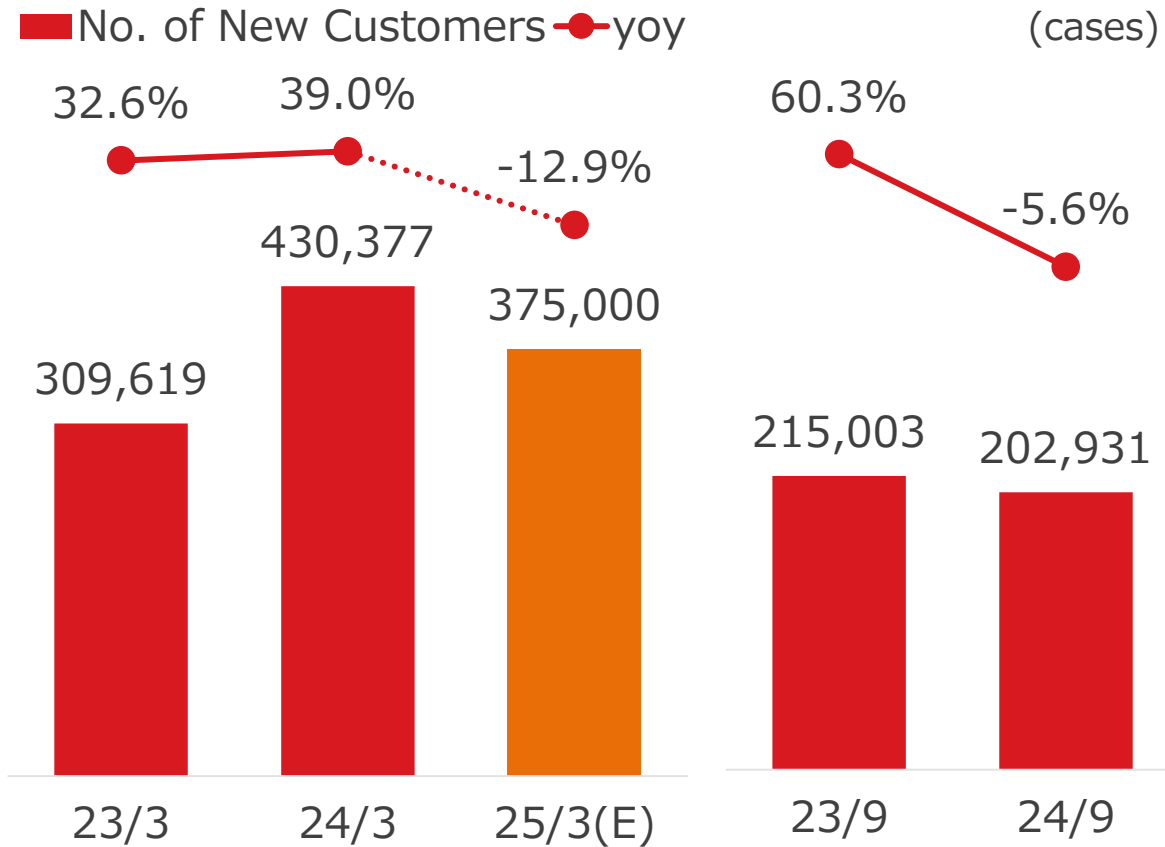
■ Operating Profit ● yoy



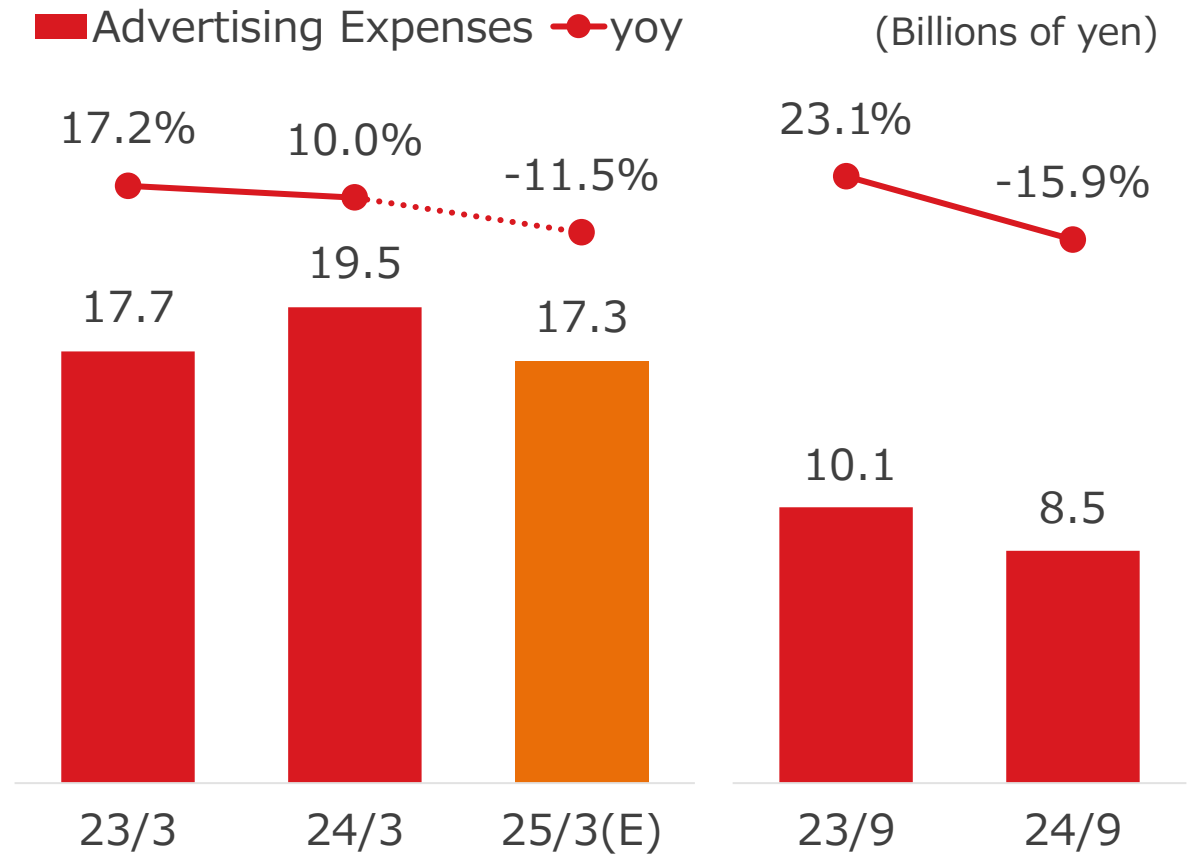
Loan and Credit Card Business | No. of New Customers

- Number of New Customers decreased by 5.6% yoy to 202,931.
- Advertising Expenses decreased by 15.9% yoy to ¥8.5 billion.

■ Number of New Customers (Unsecured)



■ Advertising Expenses (ACOM)

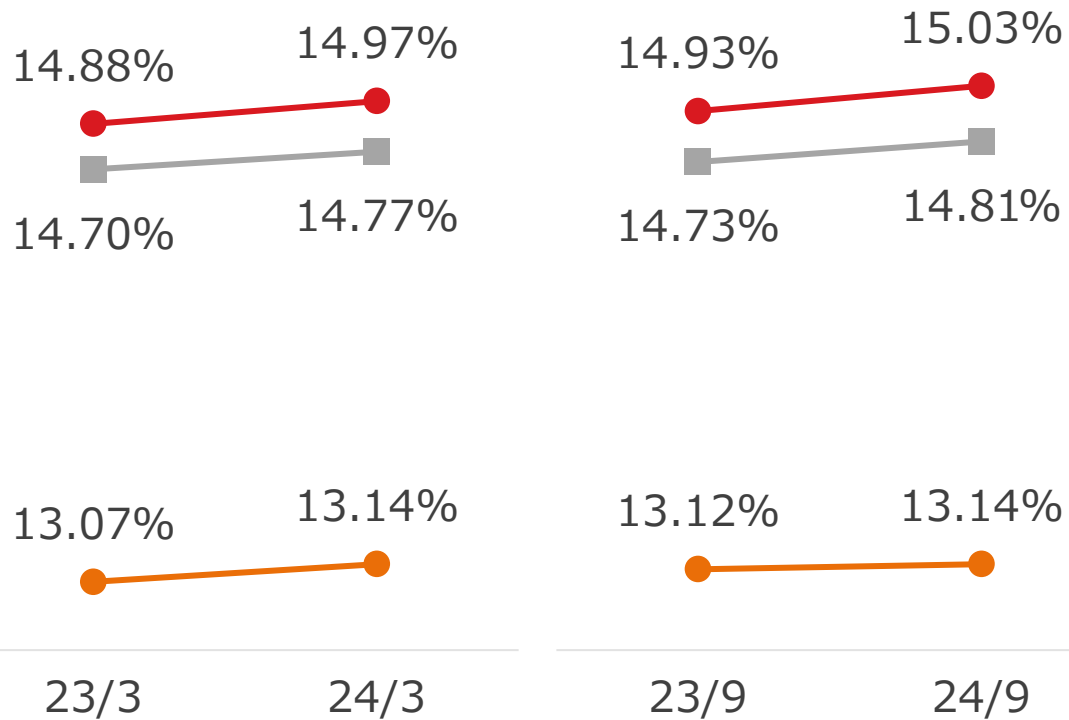


Loan and Credit Card Business | Yield·Bad Debt Expenses

- Average Loan Yield in L.C. Business increased by 9 basis points yoy to 14.81%.
- Ratio of Bad Debt Expenses increased by 25 basis points yoy to 3.77% due to the expansion of business scale.

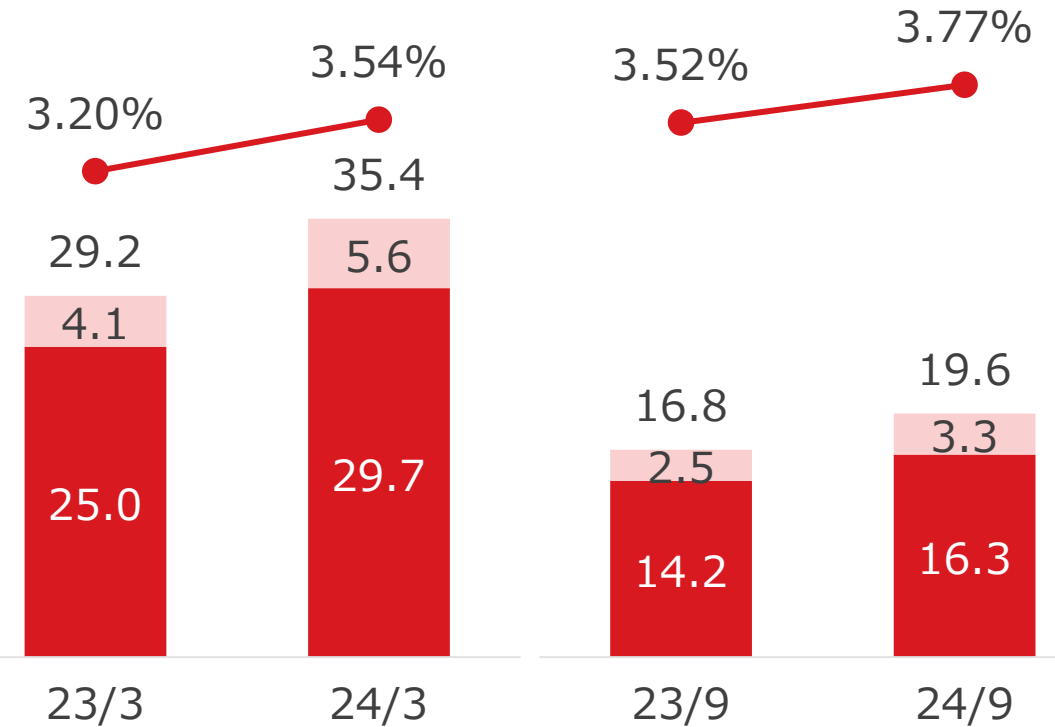
■ Average Loan Yield*1

● Loan ● Credit Card ■ Loan and Credit Card



■ Amount and Ratio of Bad Debt Expenses*2

■ Loan ■ Credit Card ● Ratio of Bad Debt Expenses*3 (Billions of yen)



*1 Average yield of credit card is calculated by receivables and fees of revolving.

*2 Amount and ratio of bad debt expenses exclude waiver of repayments accompanying requests for interest repayment.

*3 The ratios of bad debt expenses for 23/6 and 24/6 are recalculated into annual basis.

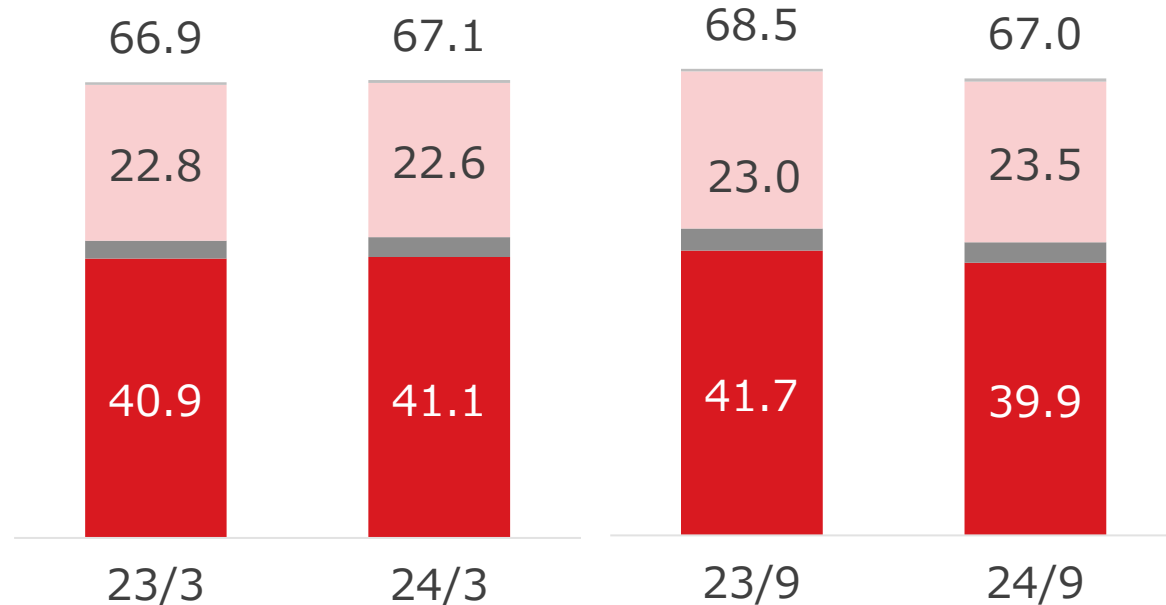
Loan Business | Non-performing Loans

- NPLs decreased by ¥1.5 billion to ¥67.0 billion.
- Ratio of NPLs decreased by 75 basis points yoy to 7.36%.

■ Non-performing Loans

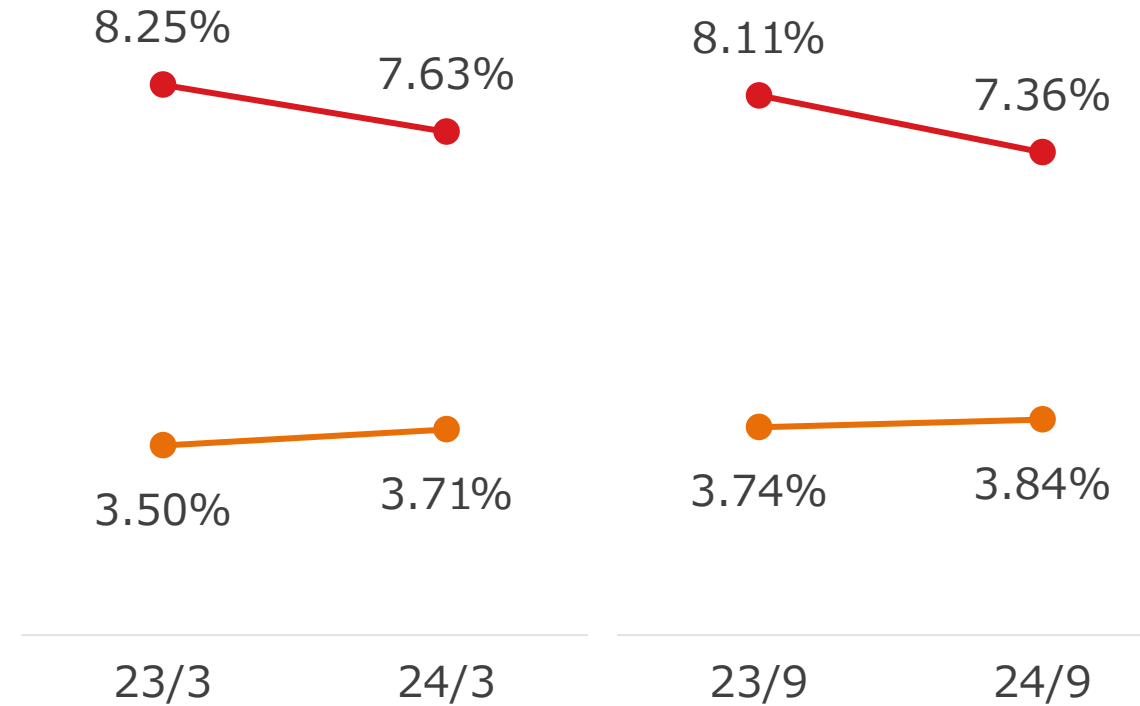
- Bankrupt or De facto Bankrupt
- Doubtful Receivables
- Receivables Past Due for Three Months or More
- Restructured Loans

(Billions of yen)



■ Ratio of NPLs and Bad Debt Expenses*1

- NPLs
- Bad Debt Expenses(Loan)*2



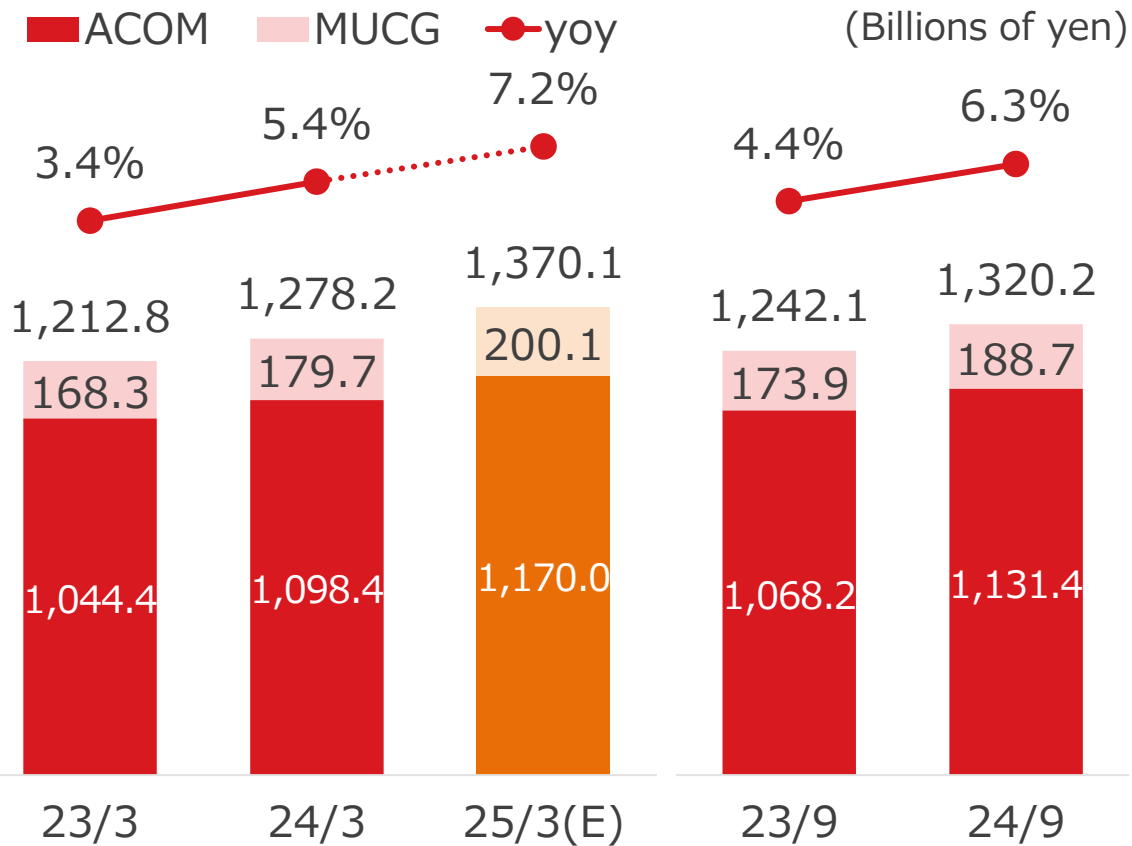
*1 Ratio of bad Debt Expenses include waiver of repayments accompanying requests for interest repayment.

*2 The ratios of bad debt expenses for 23/6 and 24/6 are recalculated into annual basis.

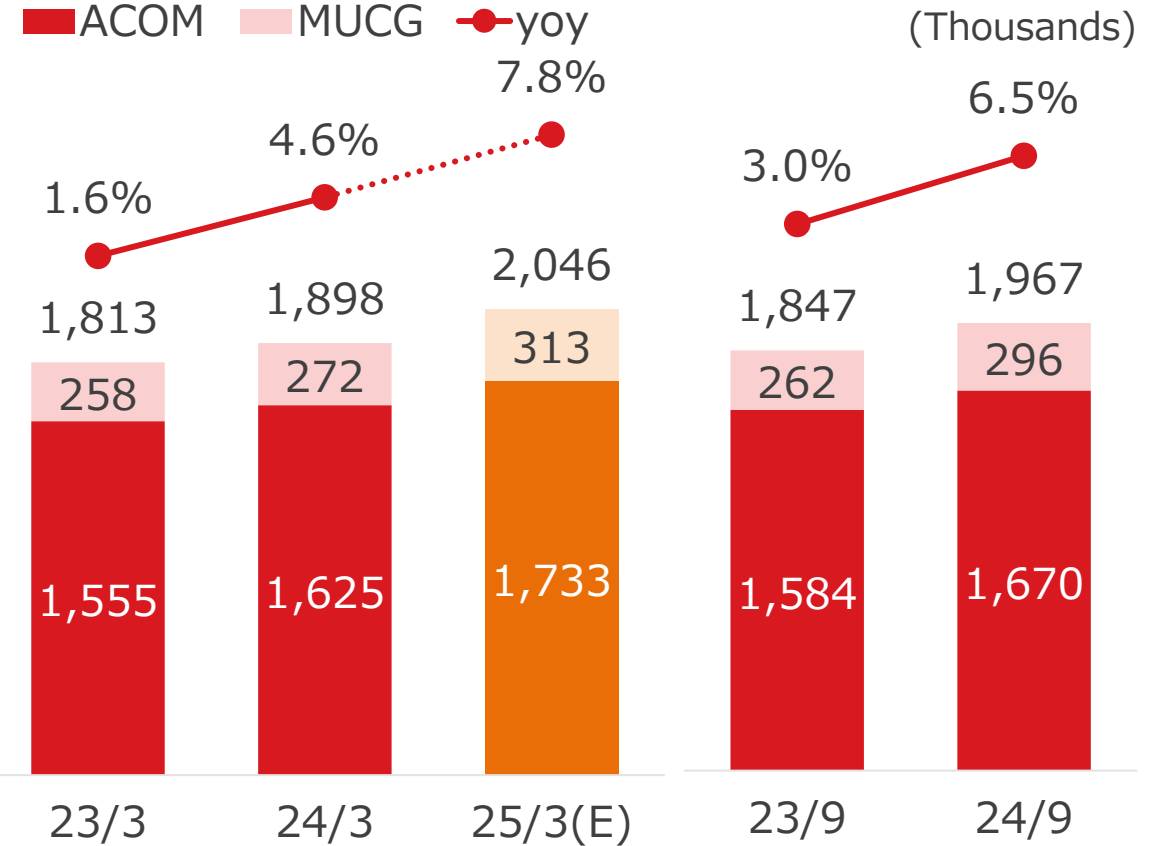
Q Guarantee Business | Business Scale

- Guaranteed Receivables increased by 6.3% yoy to 1,320.2 billion owing to favorable trend in borrowing by new and existing customers.
- The Number of Customer account increased by 6.5% yoy to 1,967 thousands.

Guaranteed Receivables



Number of Customer Accounts



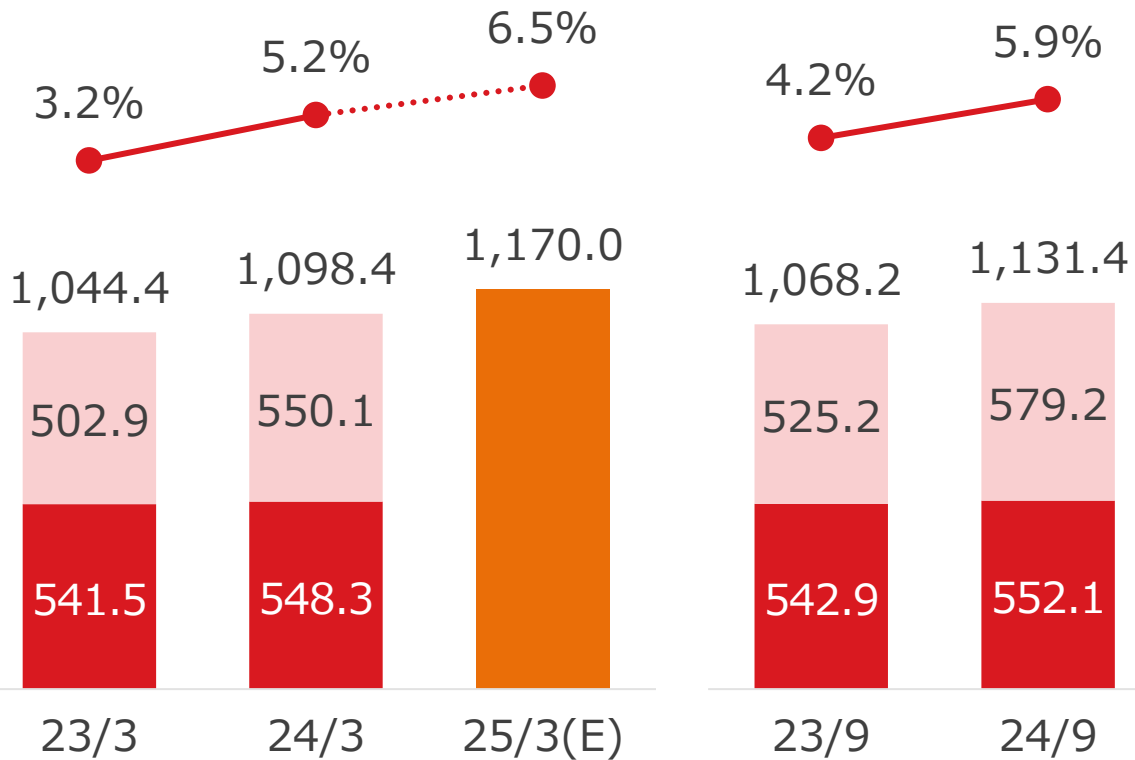
Guarantee Business | Business Scale (ACOM)

- Guaranteed Receivables for ACOM increased by 5.9% yoy to ¥1,131.4 billion.
- The Number of Customer Accounts increased by 5.4% yoy to 1,670 thousands.

Guaranteed Receivables

(Billions of yen)

■ MUFG Bank ■ Regional Banks ● yoy

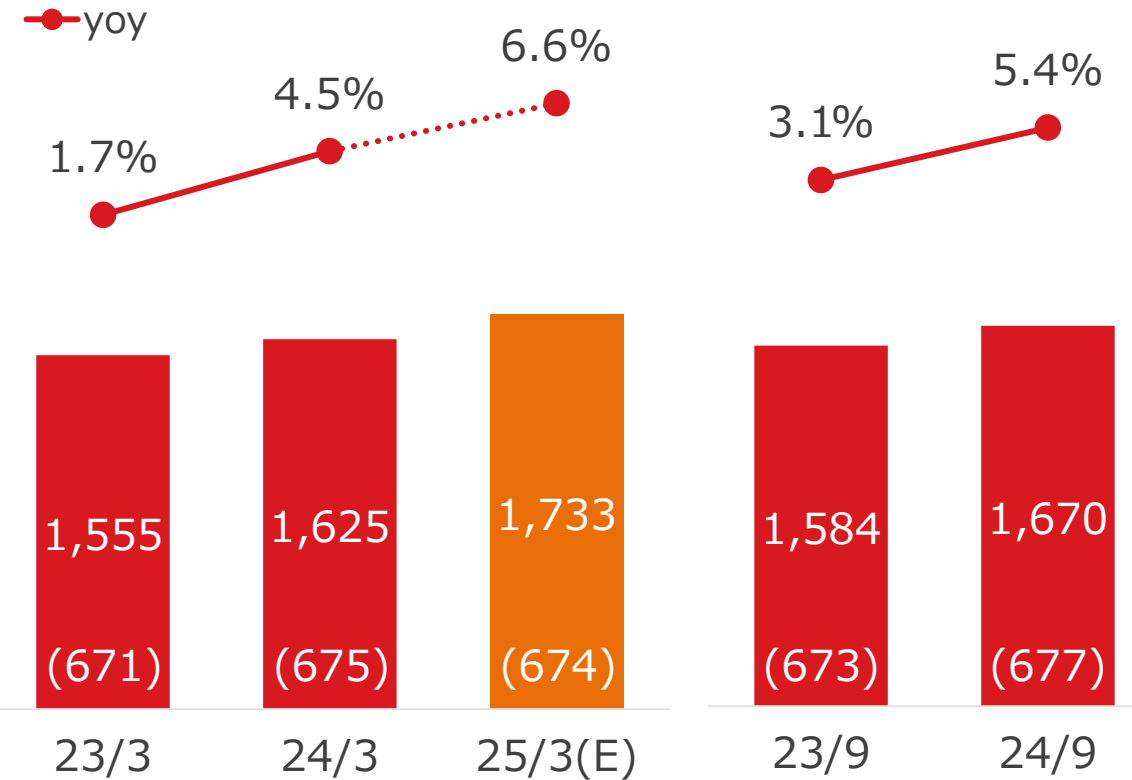


Number of Customer Accounts

(Thousands)

<()shows average balance per account>

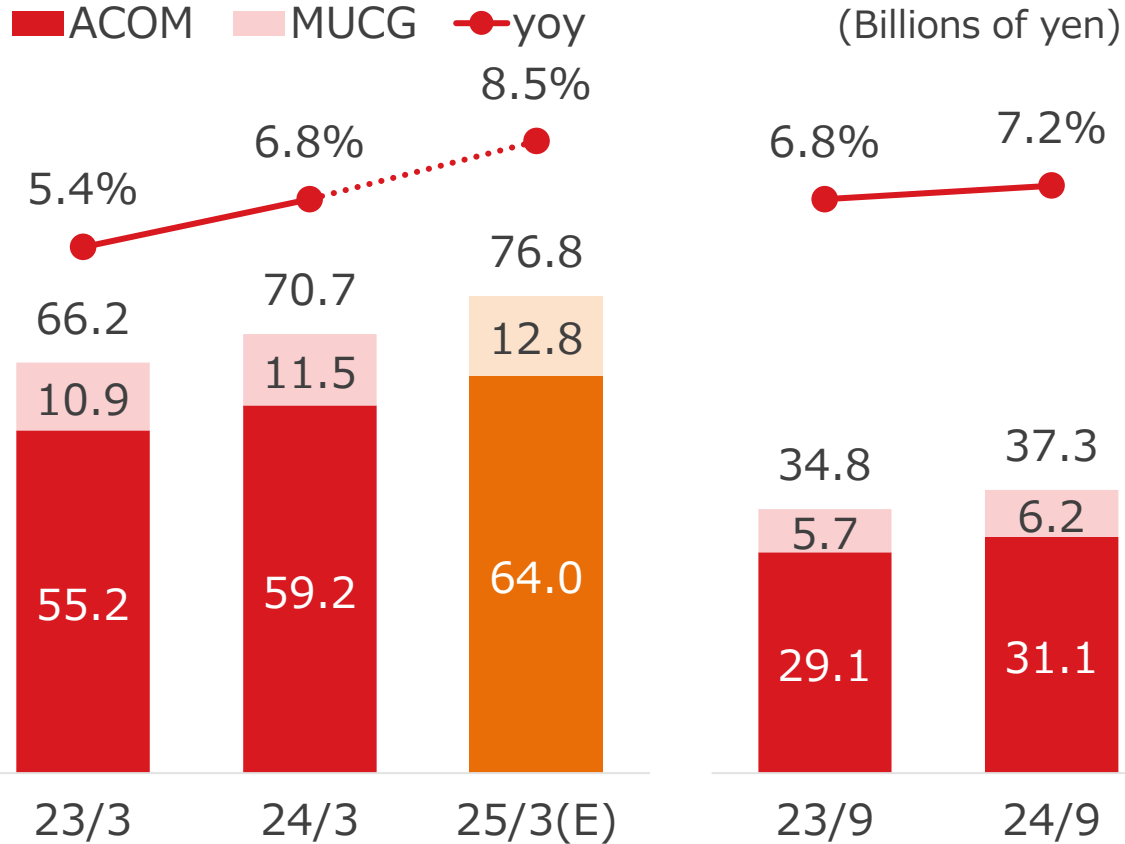
■ Number of Customer Accounts ● yoy



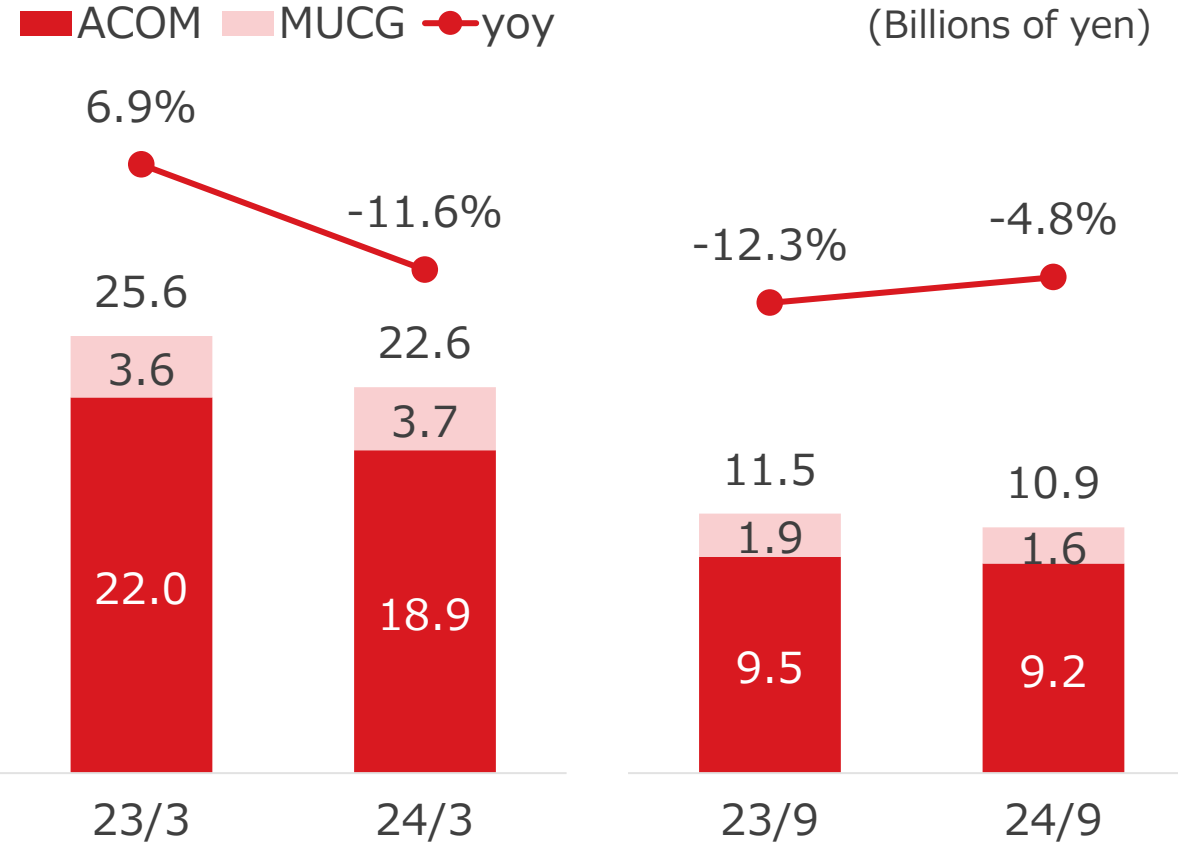
Guarantee Business | Business Performance

- Operating Revenue increased by 7.2% yoy to ¥37.3 billion owing to expansion of business scale and revision of guaranteed fee rates.
- Operating Profit decreased by 4.8% due to increase of Bad Debt Expenses.

Operating Revenue



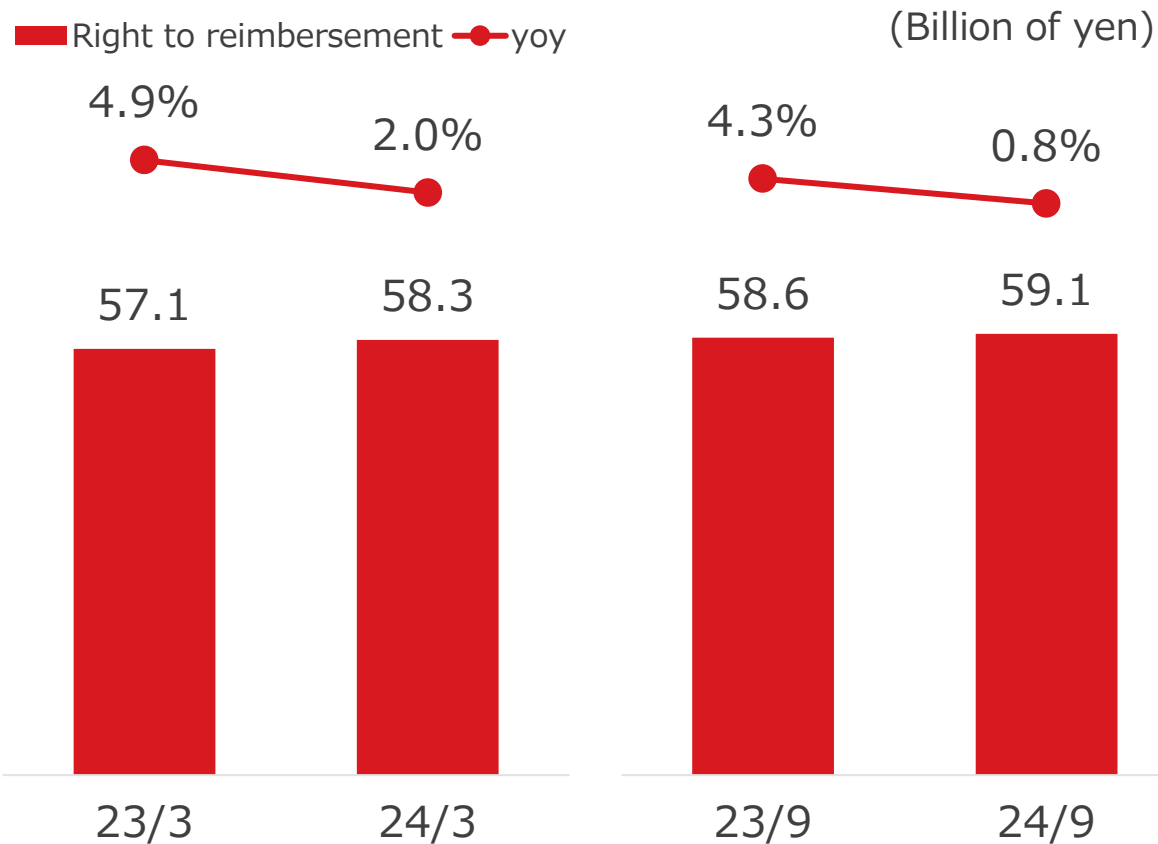
Operating Profit



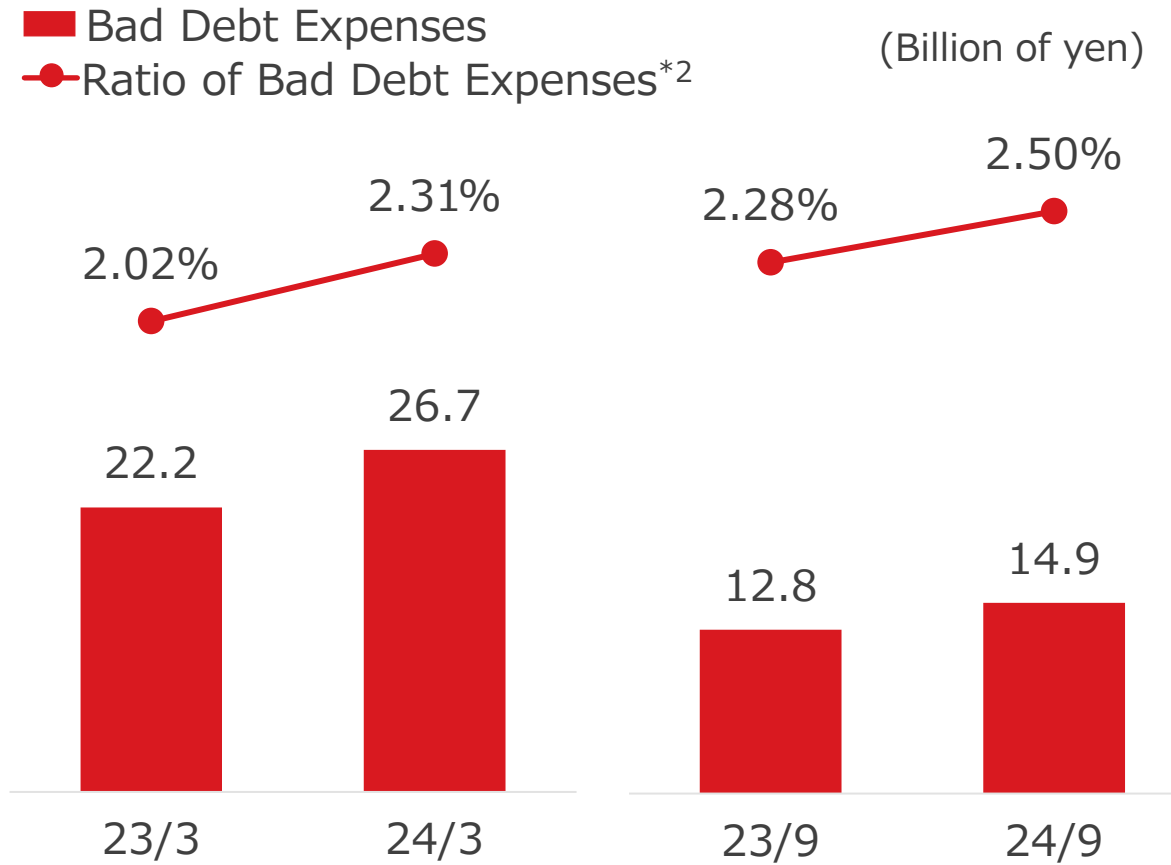
Guarantee Business | Right to Reimbursement·Bad Debt Expenses (ACOM)

- Right to reimbursement increased by 0.8% yoy to ¥59.1 billion.
- Ratio of bad debt expenses increased by 22 basis points yoy to 2.50%.

Right to Reimbursement *1



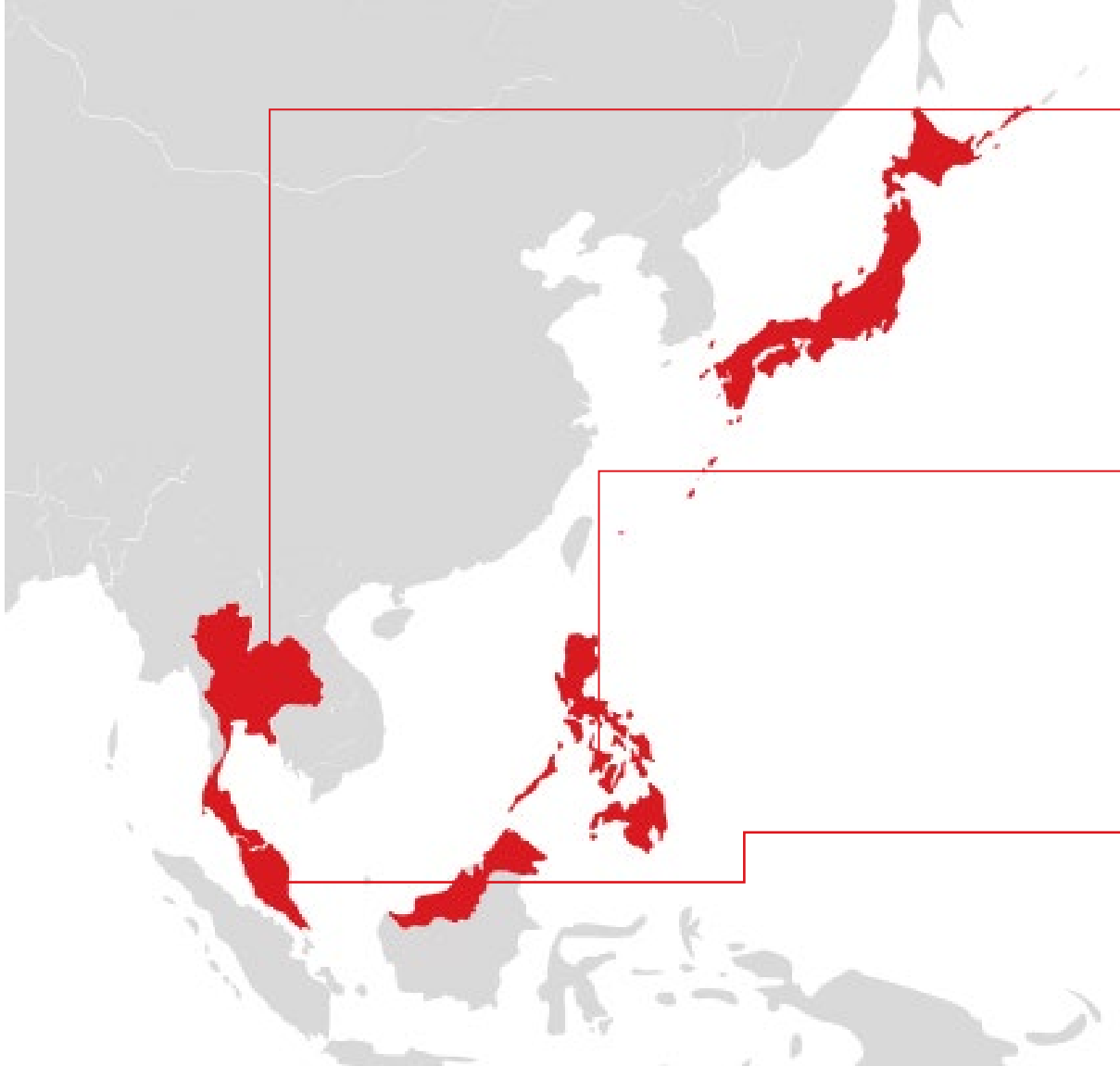
Amount and Ratio of Bad Debt Expenses



*1 Right to reimbursement is loans in which guarantee obligations have been performed by ACOM, but not yet written-off.

*2 The ratios of bad debt expenses for 23/9 and 24/9 are recalculated into annual basis

Overseas Financial Business | Base of Global Business



Kingdom of Thailand

EASY BUY Public Company Limited

Equity stake : 71.00%

Incorporated : September 1996

Business Outline : Unsecured Loan, Installment Loan

Republic of the Philippines

ACOM CONSUMER FINANCE CORPORATION

Equity stake : 80.00%

Incorporated : July 2017

Business Outline : Unsecured Loan

Malaysia

ACOM (M) SDN. BHD.

Equity stake : 100.00%

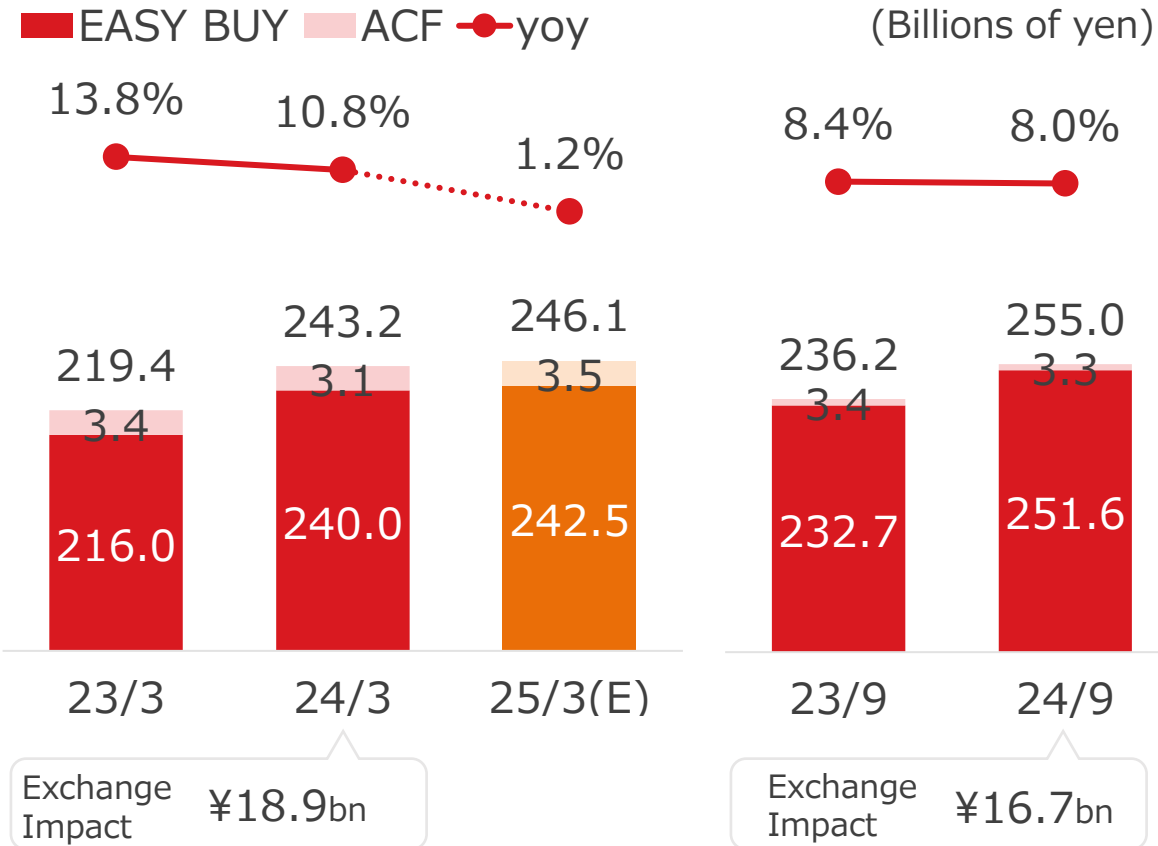
Incorporated : July 2021

Business Outline : Unsecured Loan

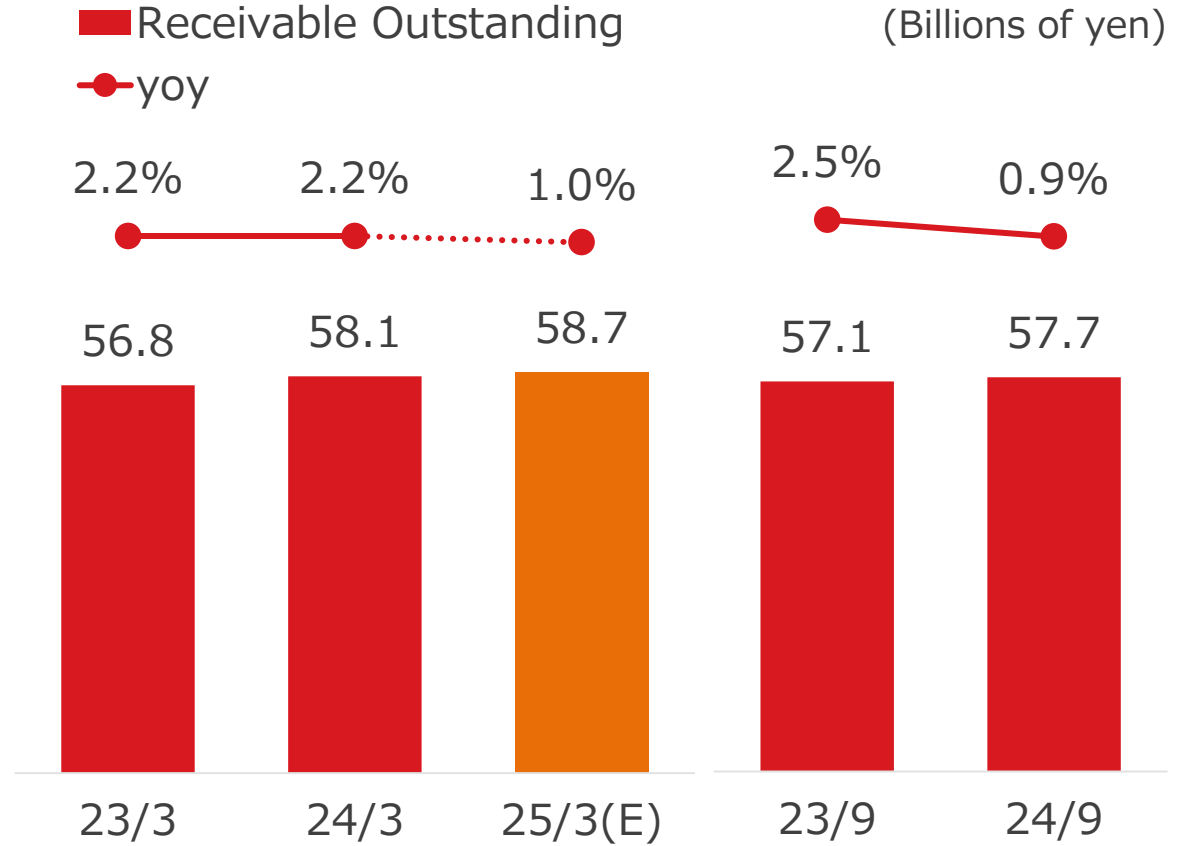
Overseas Financial Business | Receivables Outstanding*1

- Receivables Outstanding(Yen Basis) increased by 8.0% yoy to ¥255.0 billion owing to business expansion of EASY BUY and the impact of the depreciation of yen against baht.
- Receivables Outstanding(Local Currencies Basis) at EASY BUY in Thailand increased by 0.9% yoy to 57.7 billion baht.

Overseas Financial Business(Yen Basis)*2



EASY BUY(Local Currencies Basis)



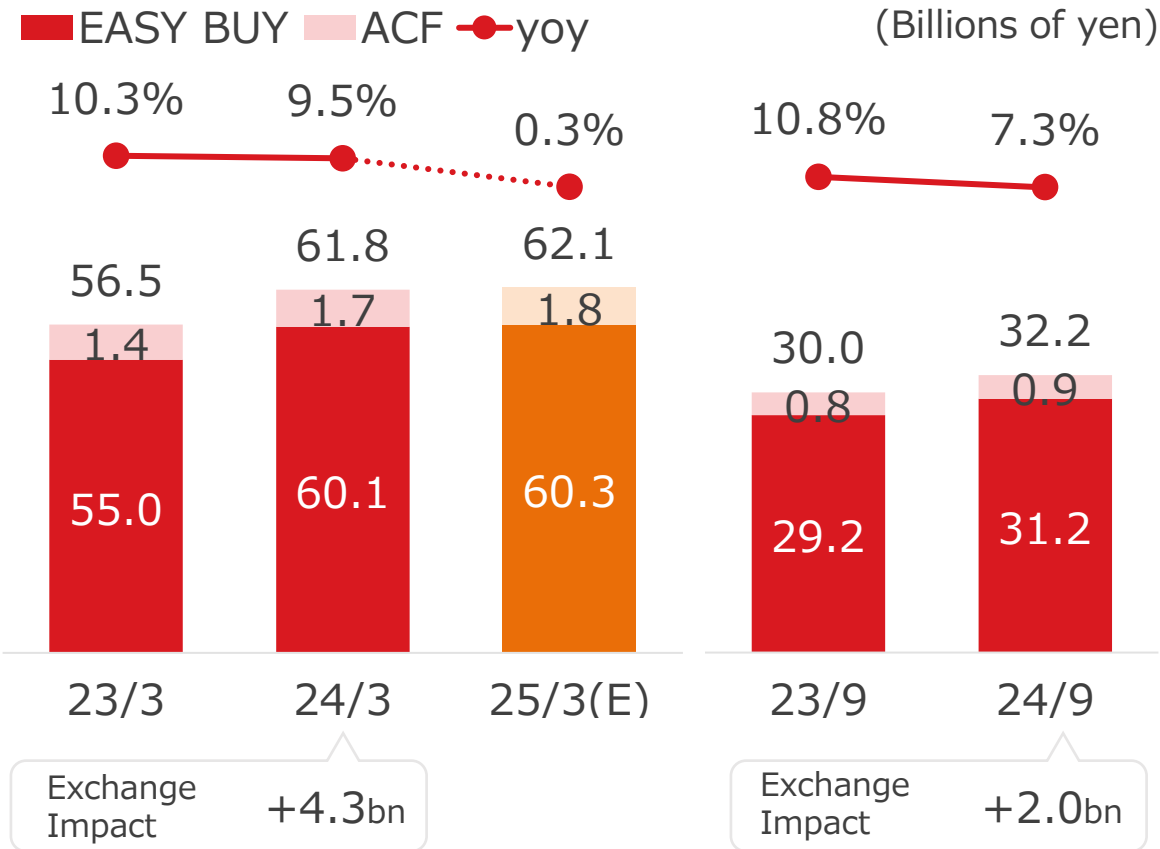
*1 Receivables outstanding = "accounts receivable - operating loans" + "accounts receivable - installment"

*2 Exchange rates : Baht ¥4.07(23/9)、¥4.36(24/9)、Exchange fluctuation : +¥0.29

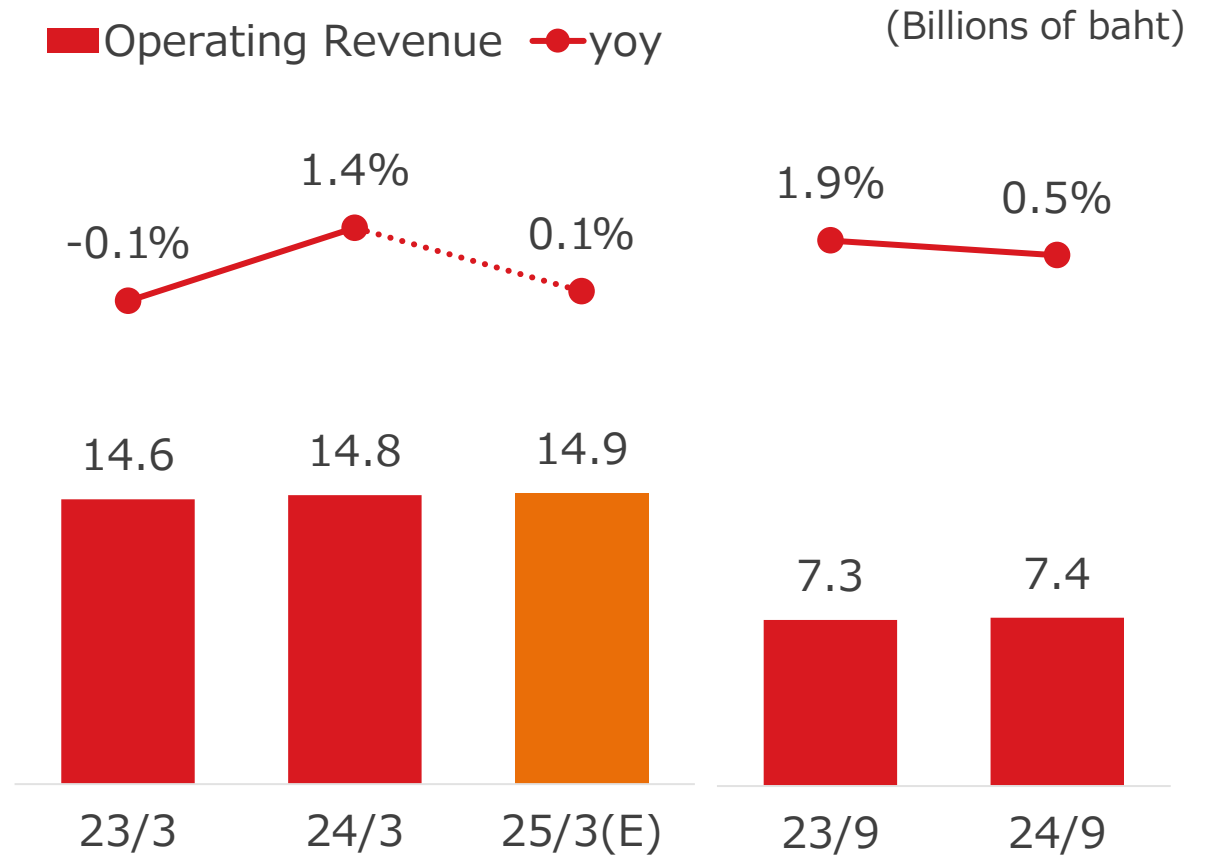
Overseas Financial Business | Operating Revenue

- Operating Revenue (Yen Basis) increased by 7.3% yoy to ¥32.2 billion owing to business expansion of EASY BUY and the impact of the depreciation of yen against baht.
- Operating Revenue (Local Currencies Basis) at EASY BUY increased by 0.5% yoy to 7.4 billion baht.

Overseas Financial Business(Yen Basis)*1*2



EASY BUY(Local Currencies Basis)



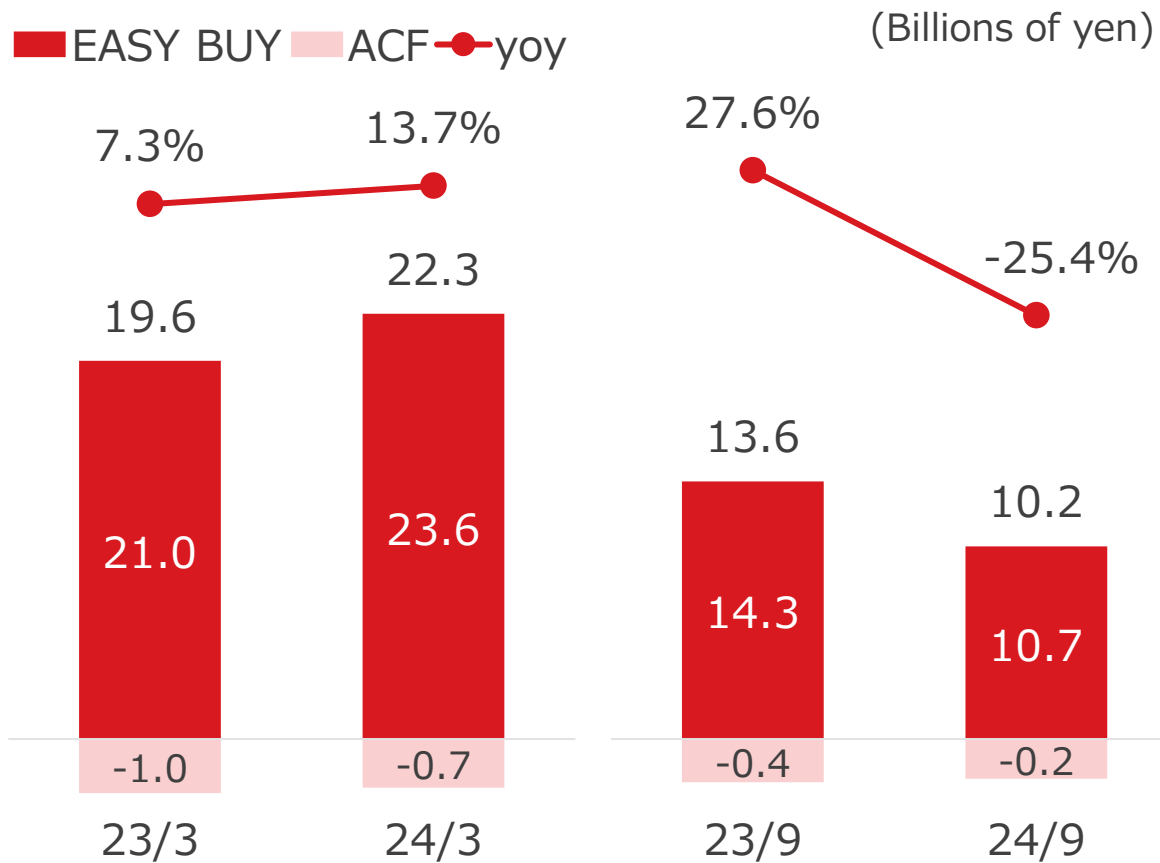
*1 Profit by segments

*2 Exchange rates : Baht ¥3.95(23/9)、¥4.21(24/9)、Exchange fluctuation : +¥0.26

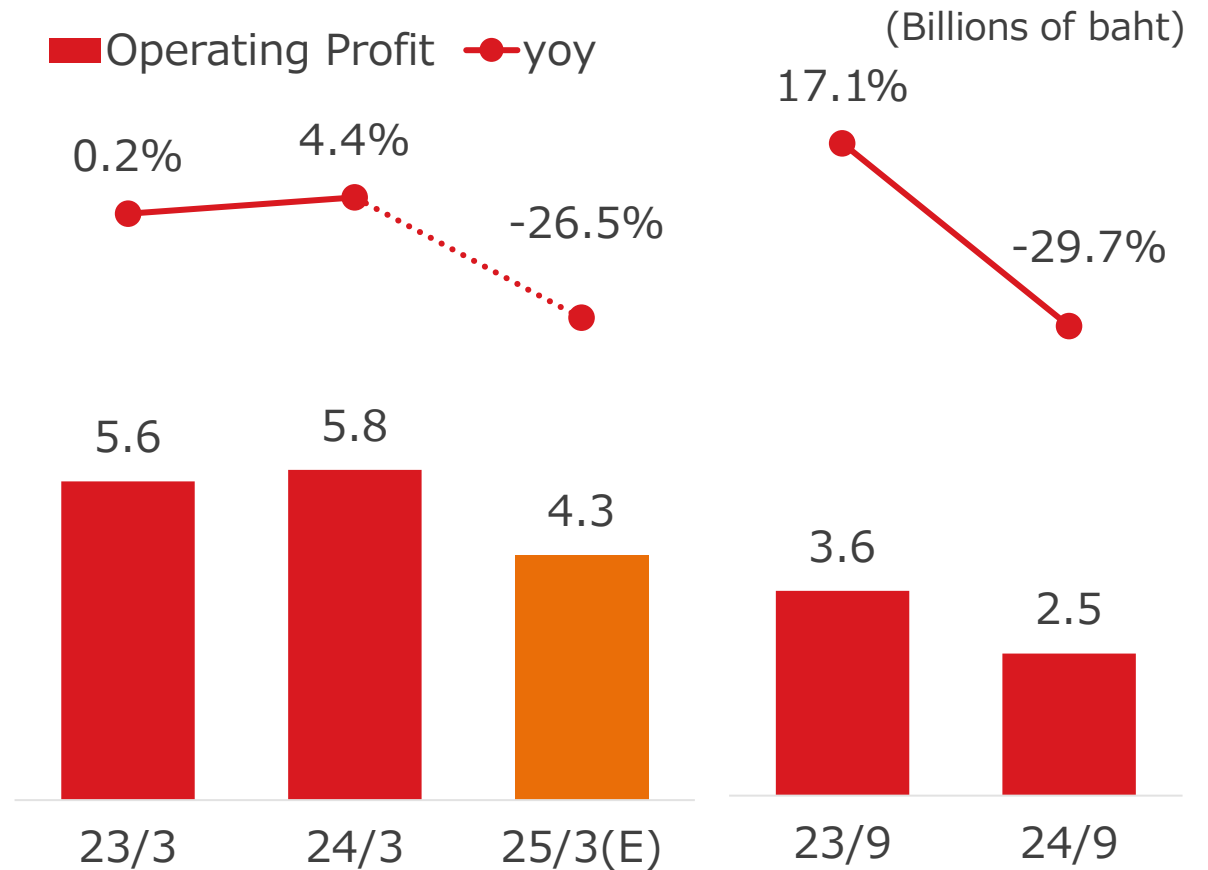
Overseas Financial Business | Operating Profit

- Operating Profit (Yen Basis) decreased by 25.4% yoy to ¥10.2 billion.
- Operating Profit (Local Currencies Basis) at EASY BUY decreased by 29.7% yoy to 2.5 billion baht due to increase in provision for bad debts.

Overseas Financial Business(Yen Basis)*

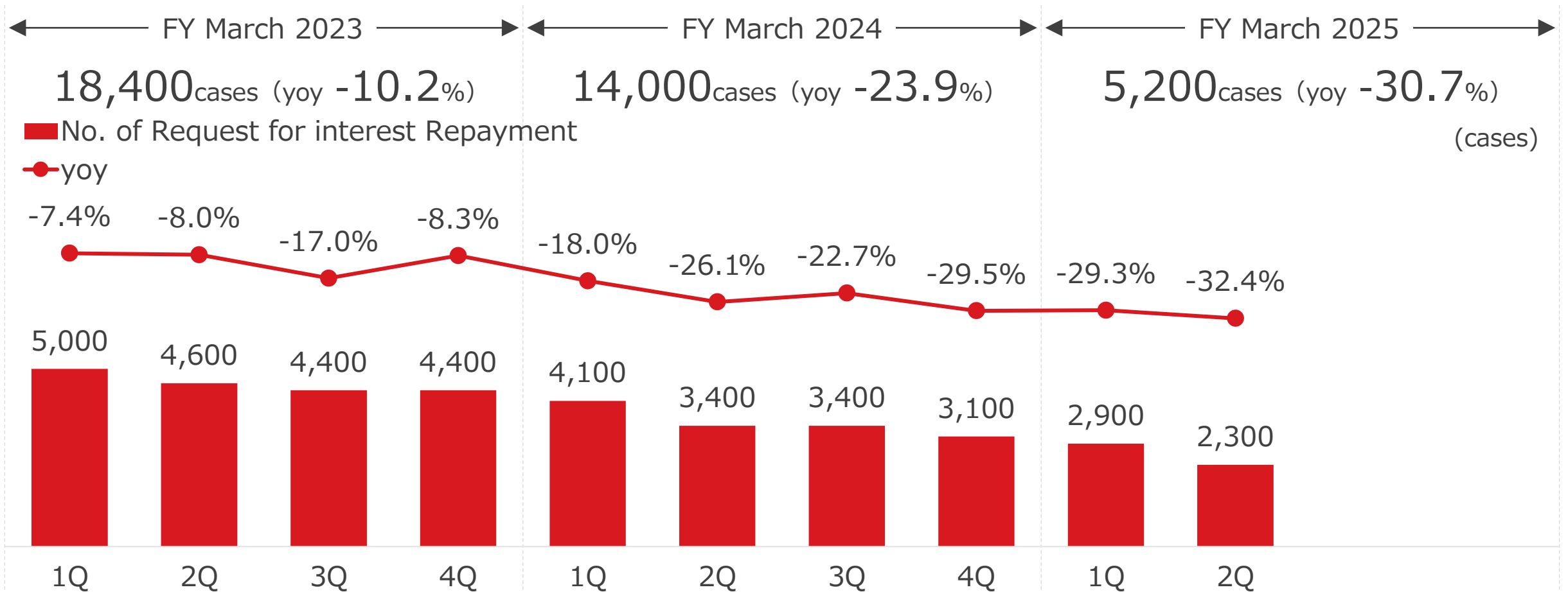


EASY BUY(Local Currencies Basis)



Q No. of Requests for Interest Repayment*

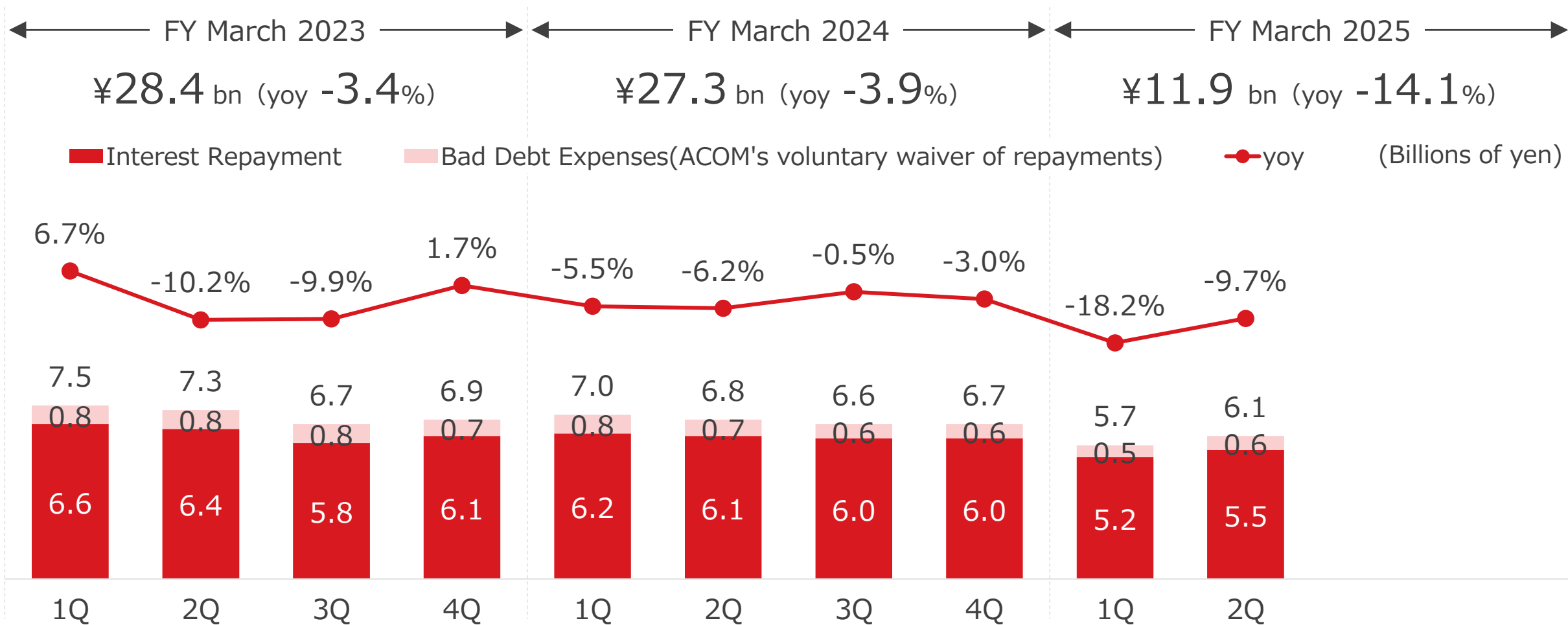
- The number of requests for 2Q decreased by 30.7% yoy to 5,200.
- The number of requests for FY March 2025 is expected to decrease around 25% yoy.



* No. of requests which interest repayment occurs as a result of ACOM's recalculation based on the interest ceiling as specified in Interest Rate Restriction Act from claims which lawyers or judicial scriveners accept debt consolidation (including reaccepted requests).

Loss on Interest Repayment

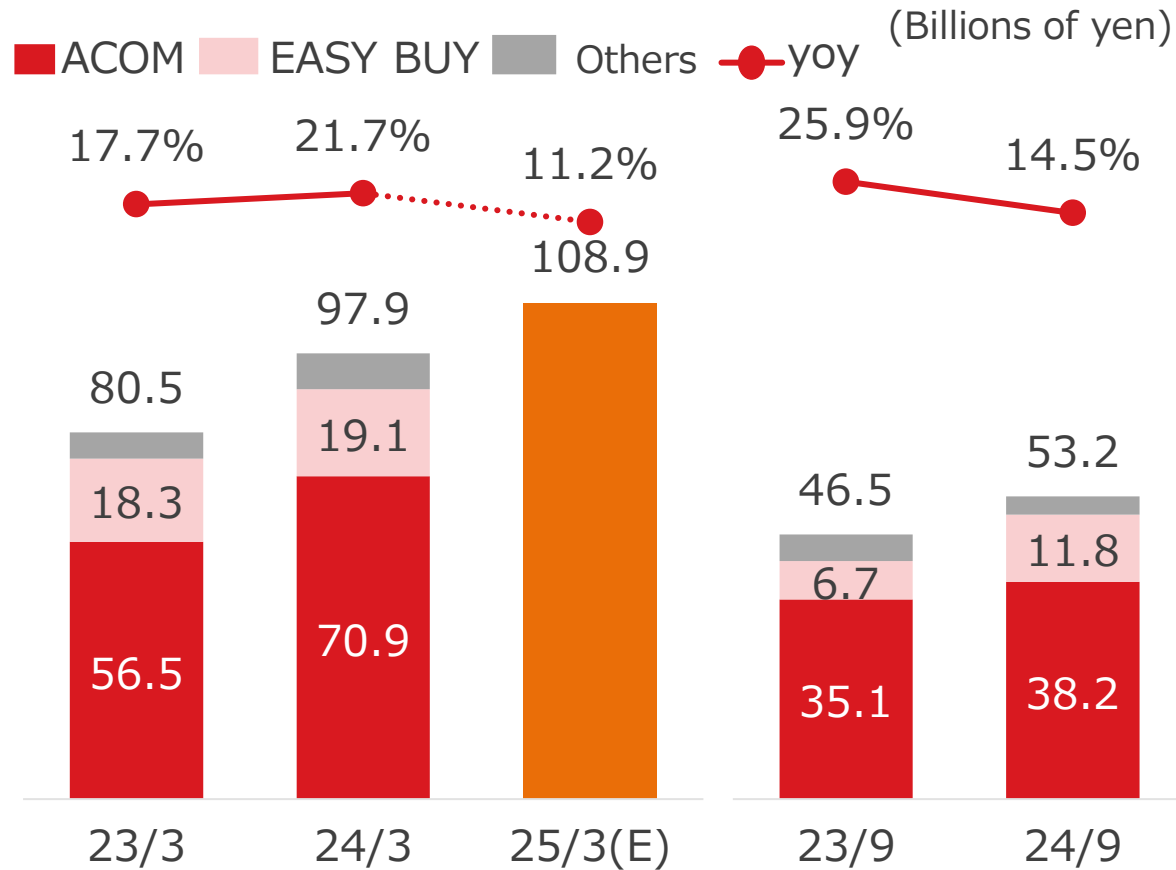
- Amount of drawdown in 2Q decreased by 14.1% yoy to ¥11.9 billion.
- There was no addition to provision in 2Q. Balance of provision is ¥18.3 billion.
- Estimate amount of drawdown to decrease around 15% yoy in FY March 2025.



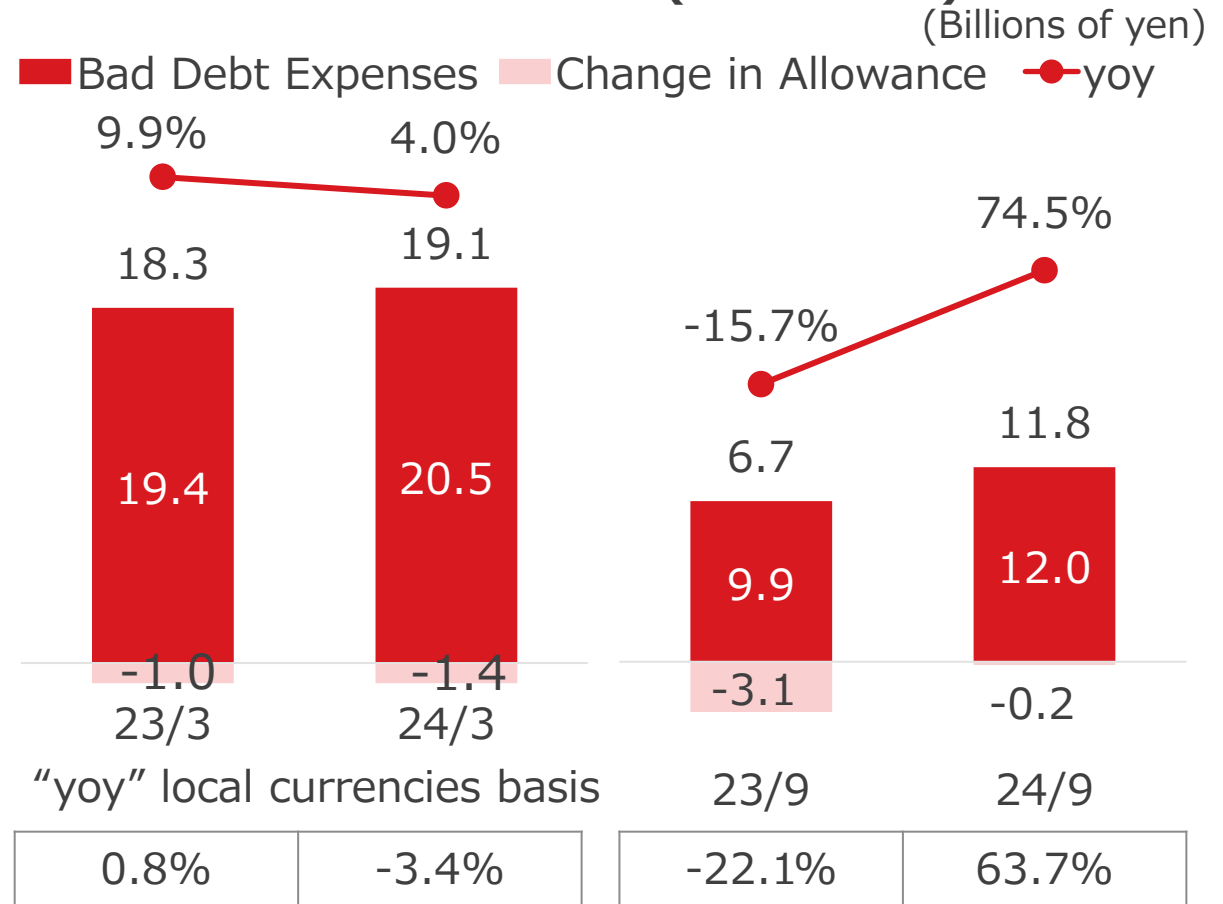
Q Provision for Bad Debts

- Provision for Bad Debts (Consolidated) increased by 14.5% yoy to ¥53.2 billion due to an increase in ACOM and EASY BUY.
- Provision for Bad Debts at EASY BUY increased by 74.5% yoy to ¥11.8 billion.

■ Provision for Bad Debts(Consolidated)



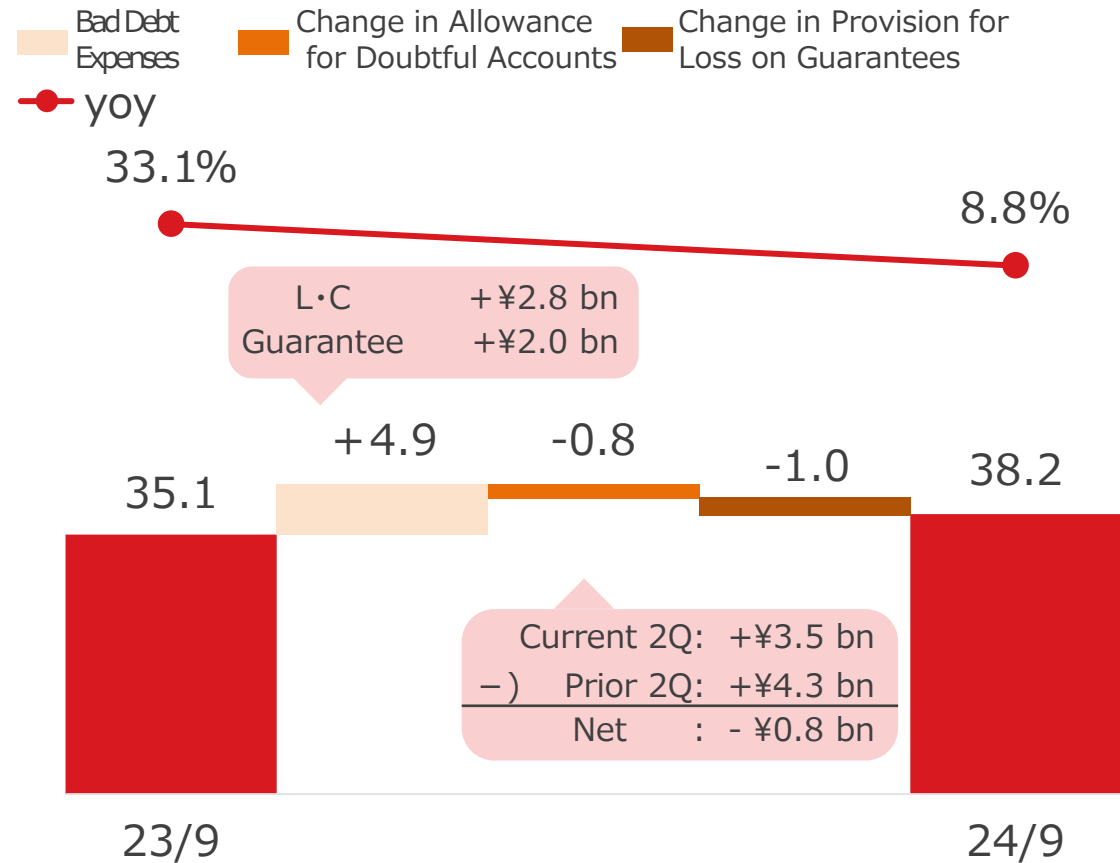
■ Provision for Bad Debts(EASY BUY)



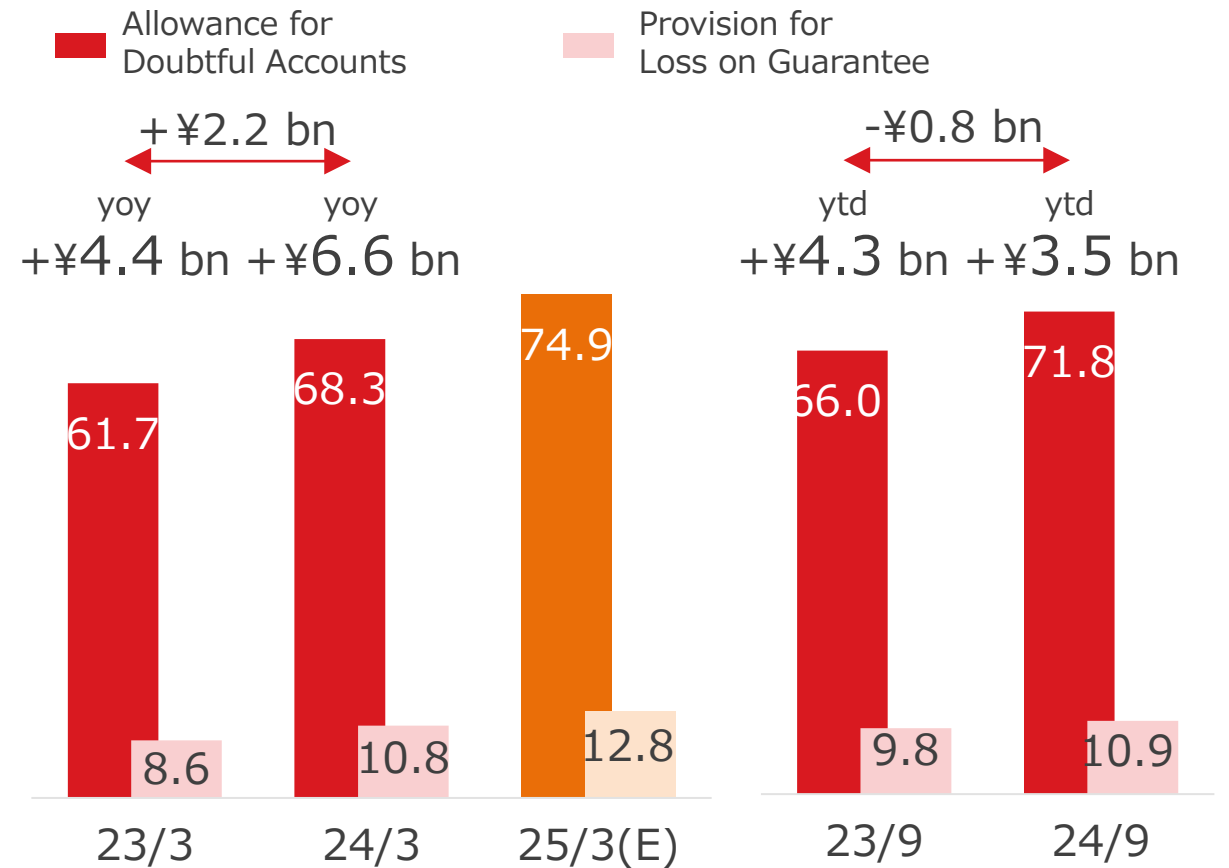
Provision for Bad Debts (ACOM)

- Provision for Bad Debts increased by 8.8% yoy to ¥38.2 billion, mainly due to the expansion of business scale.

Provision for Bad Debts (Billions of yen)



Reserve for Loan and Guarantee (Billions of yen)

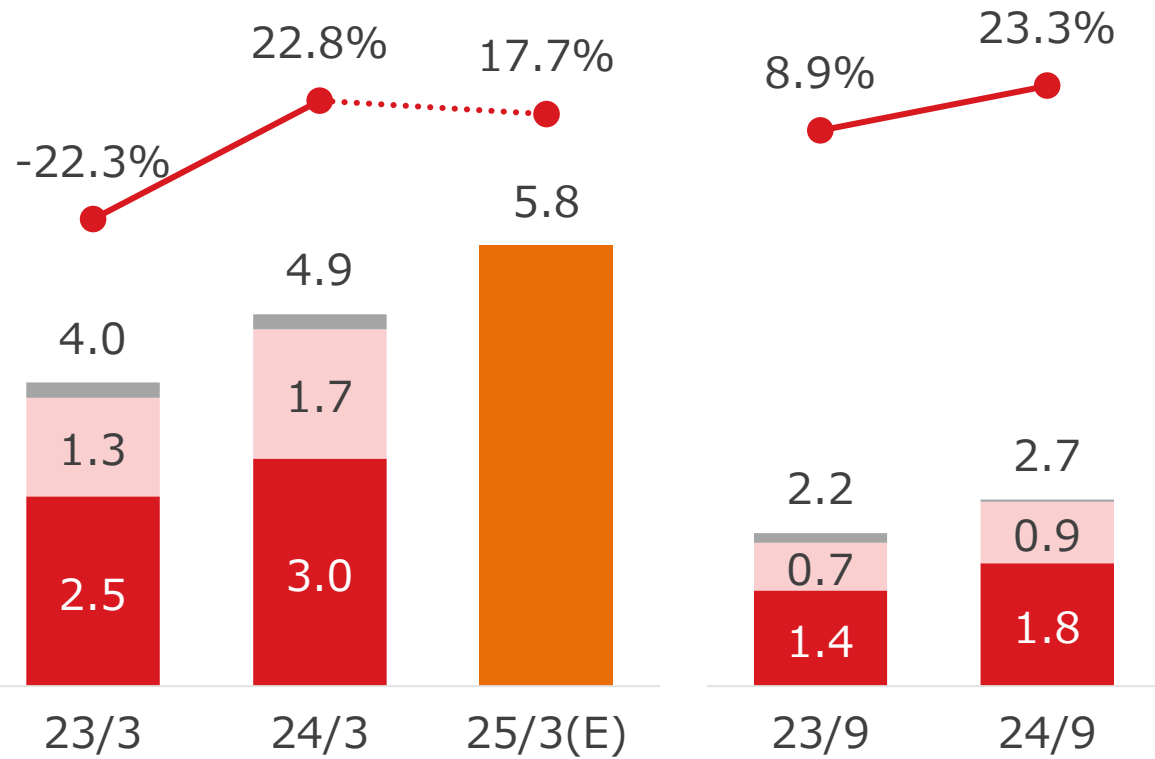


Financial Expenses

- Financial Expenses (Consolidated) increased by 23.3% yoy to ¥2.7 billion.
- Financial Expenses (ACOM) increased by 30.4% yoy to ¥1.8 billion.

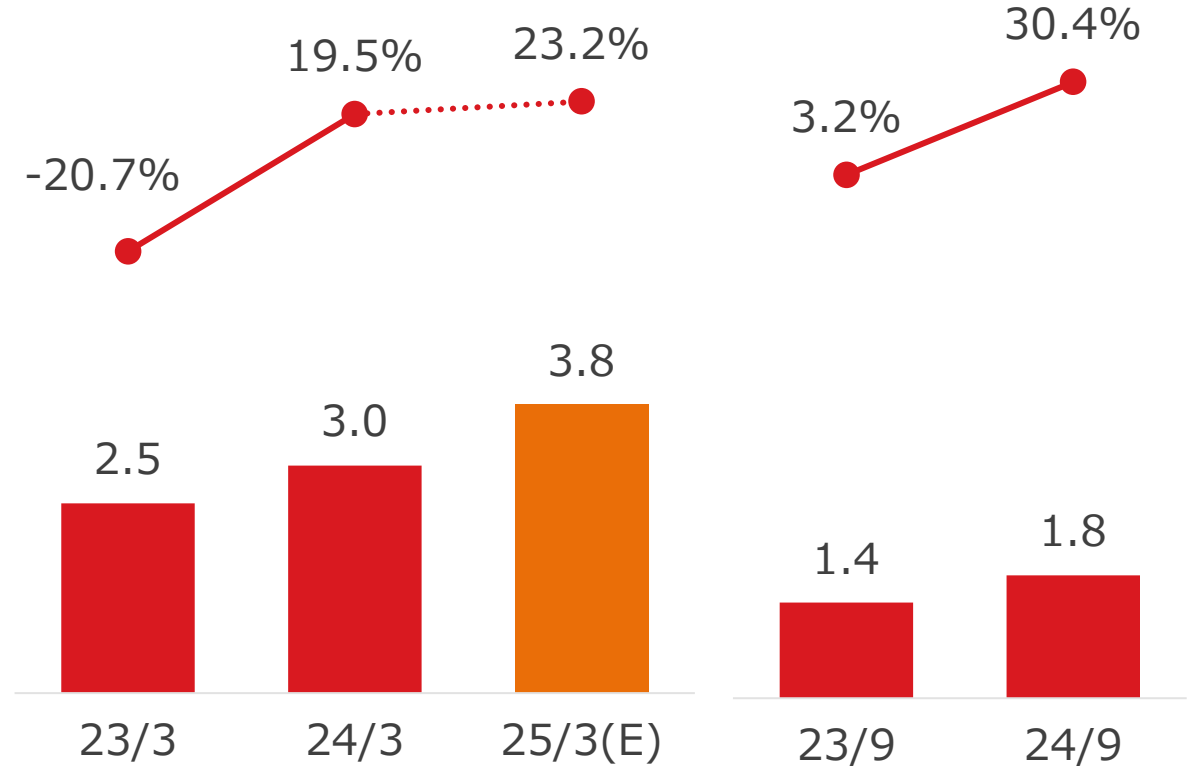
Financial Expenses (Consolidated)

(Billions of yen)
 ■ ACOM ■ EASY BUY ■ Others ● yoy



Financial Expenses (ACOM)

(Billions of yen)
 ■ Financial Expenses ● yoy



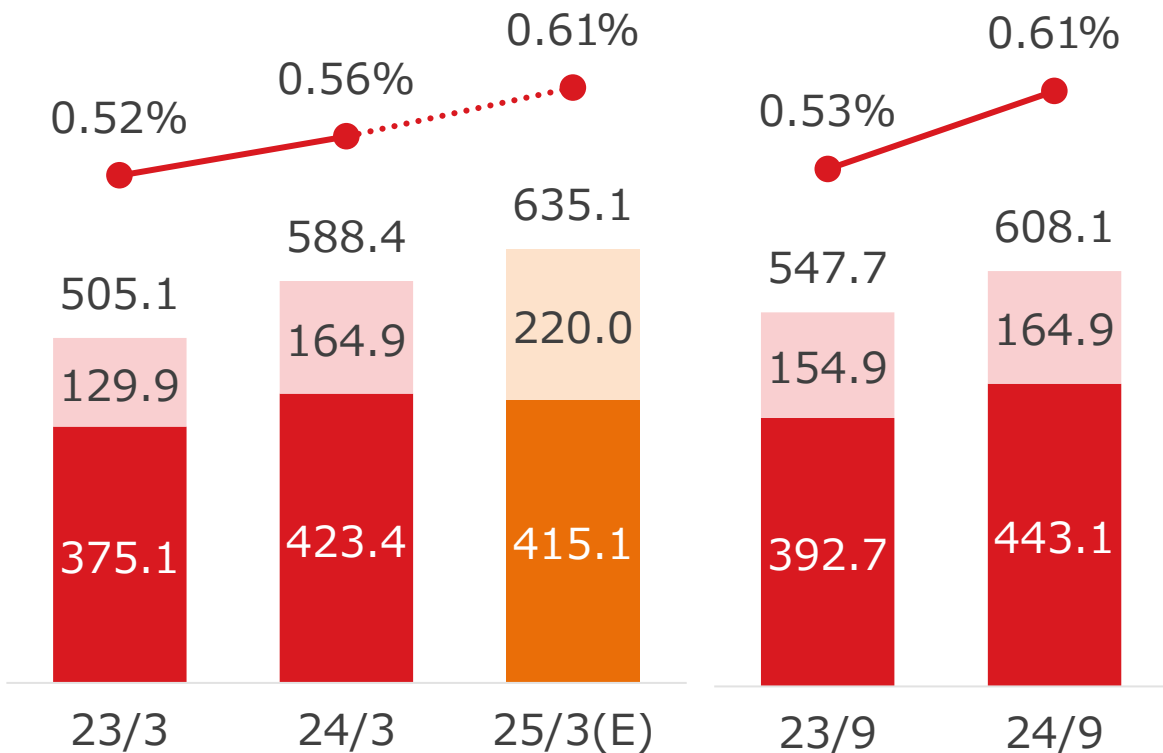
Financial Expenses | Borrowings (ACOM)

- Borrowings increased by ¥60.4 billion yoy to ¥608.1 billion.
- Average Interest Rate increased by 8 bps yoy to 0.61%

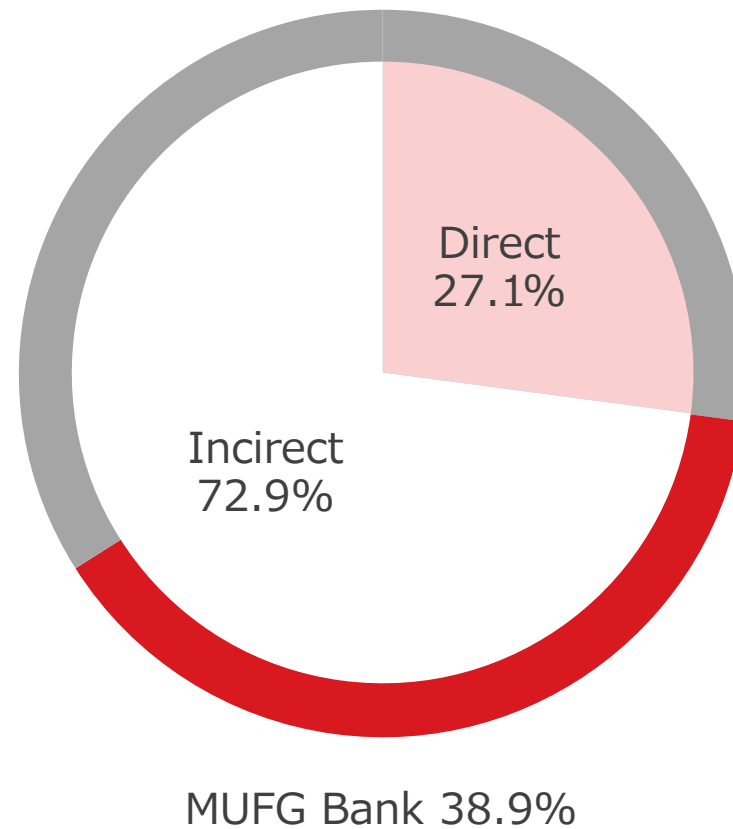
■ Borrowings

(Billions of yen)

■ Indirect ■ Direct
● Avg. Interest Rate



■ Composition Ratio by Funding Sources



Ratio of Fixed Interest Rate 80.8%

Ratio of Long-term 95.9%

Current portion of loans payable 199.1 billion yen

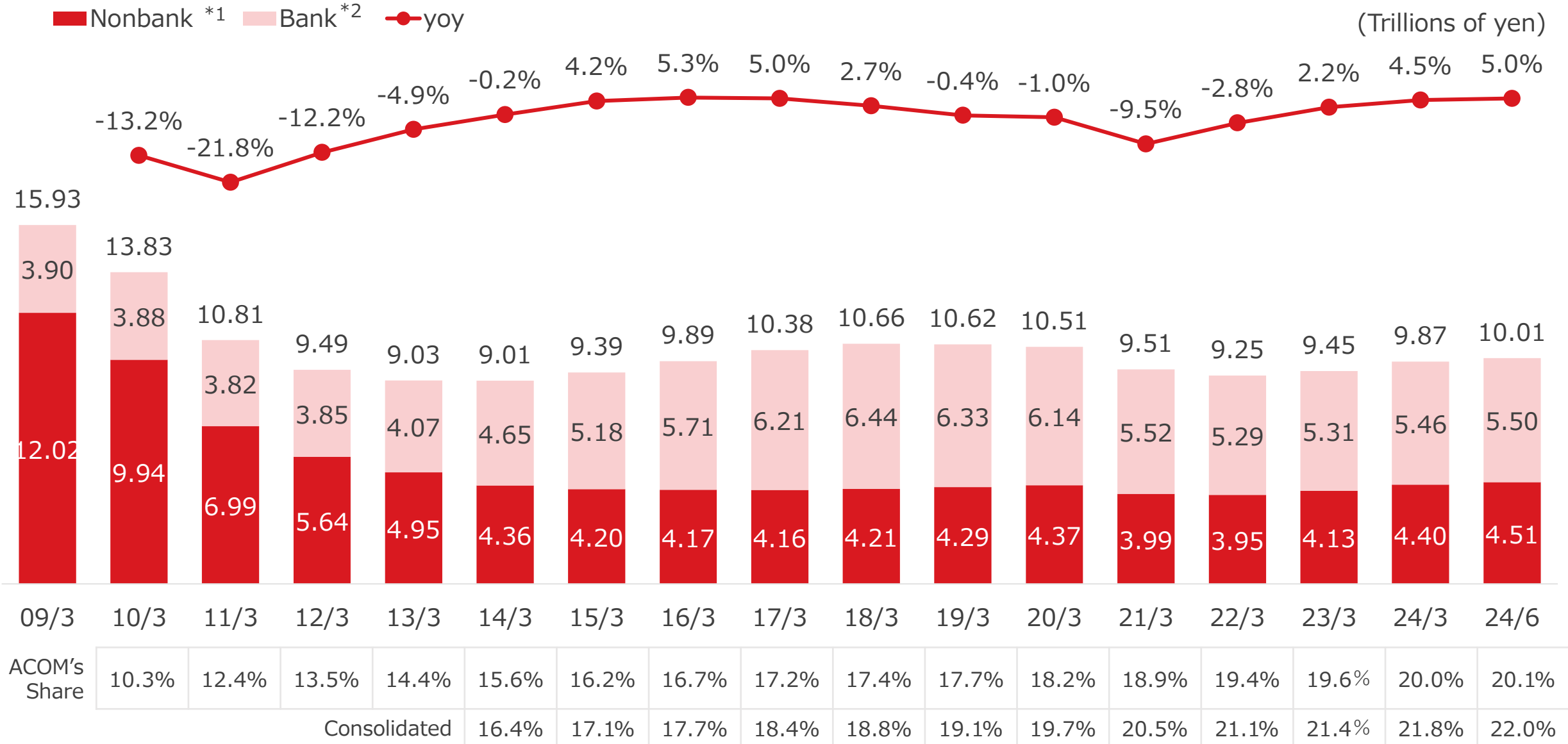
Appendix

Consolidated Financial Summary(Business Performance)

(Millions of yen, %)

	2023/9 Results	2024/9 Results	yoy	2025/3 Forecasts	yoy	Progress
1 Operating Revenue	144,299	156,299	8.3	313,500	6.4	49.9
2 Loan and Credit Card Business	76,332	83,669	9.6	168,500	8.0	49.7
3 Guarantee Business	34,841	37,359	7.2	76,800	8.5	48.6
4 Overseas Financial Business	30,047	32,228	7.3	62,100	0.3	51.9
5 Operating Expenses	100,081	108,276	8.2	226,400	8.6	47.8
6 Financial Expenses	2,219	2,737	23.3	5,800	17.7	47.2
7 Provision for Bad Debts	46,510	53,236	14.5	108,900	11.2	48.9
8 Provision for Loss on Interest Repayment	-	-	-	-	-	-
9 Other Operating Expenses	51,351	52,303	1.9	111,700	5.9	46.8
10 Operating Profit	44,218	48,022	8.6	87,100	0.9	55.1
11 Ordinary Profit	44,382	48,239	8.7	87,500	0.9	55.1
12 Profit Before Income Taxes	44,255	48,128	8.8	87,300	0.7	55.1
13 Profit	30,029	32,214	7.3	59,400	2.7	54.2
14 Profit Attributable Owners of Parent	27,287	29,859	9.4	55,600	4.7	53.7

Market Volume of Domestic Personal Card Loan

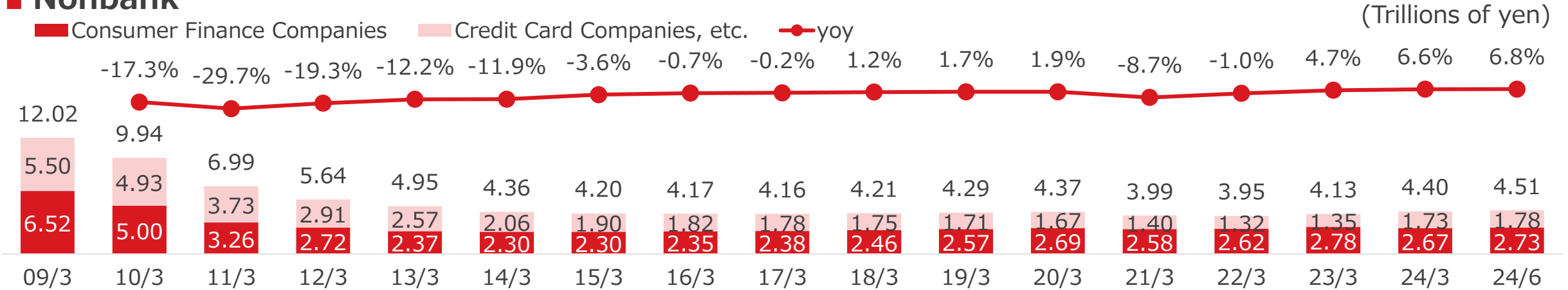


*1 Nonbank refers to receivables outstanding (include loan on deeds) in statistics by Japan Financial Services Association (JFSA). JFSA's figure for 2024/6 is preliminary

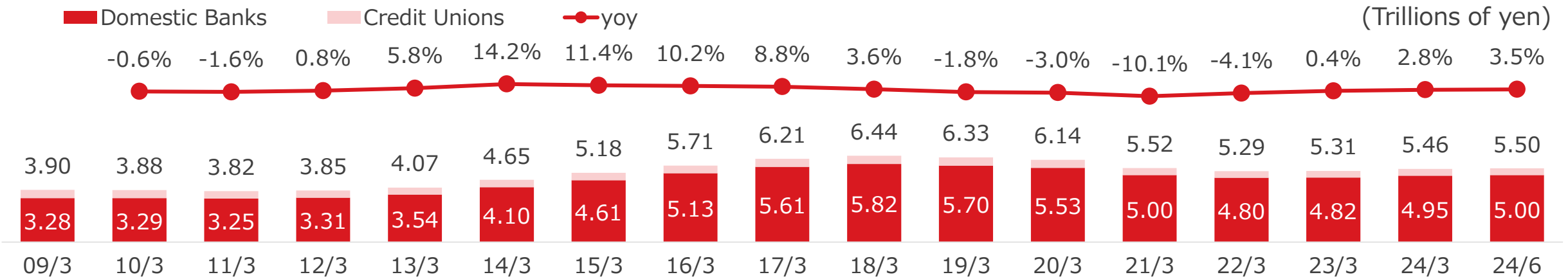
*2 Bank refers to the volume of personal card loans provided by domestic banks and credit unions in statistics by The Bank of Japan

Market Volume of Personal Card Loan by Business Type

Nonbank*1



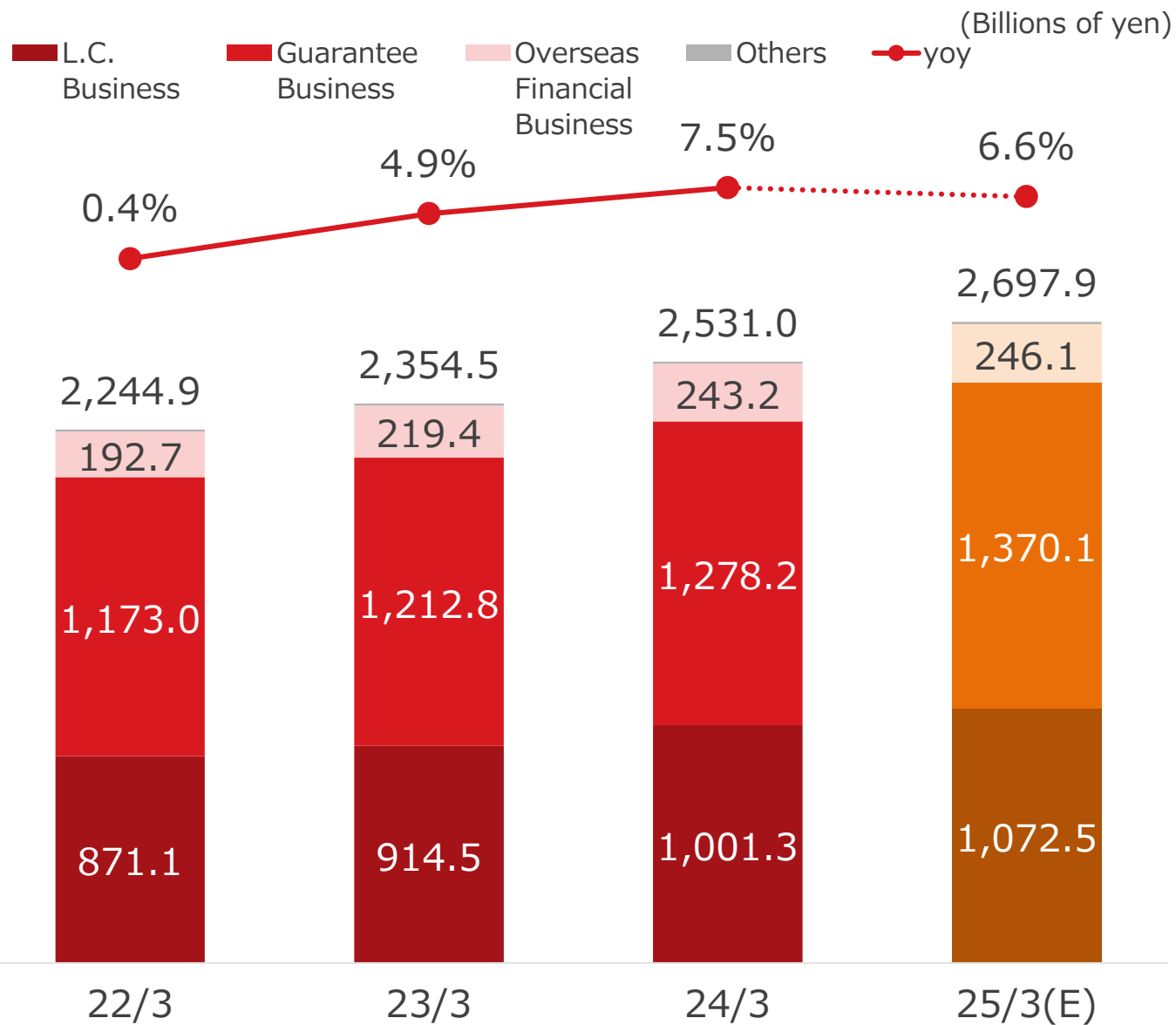
Bank*2



*1 Nonbank refers to receivables outstanding (include loan on deeds) in statistics by Japan Financial Services Association (JFSA). JFSA's figure for 2024/6 is preliminary

*2 Bank refers to the volume of personal card loans provided by domestic banks and credit unions in statistics by The Bank of Japan

Annual Forecast for the FY March 2025(Business Scale)



Consolidated
Receivables
Outstanding

¥2,697.9bn
(yoy + 6.5%)

L.C. Business

¥1,072.5bn
(yoy + 7.1%)

Guarantee
Business

¥1,370.1bn
(yoy + 7.2%)

Overseas
Financial
Business

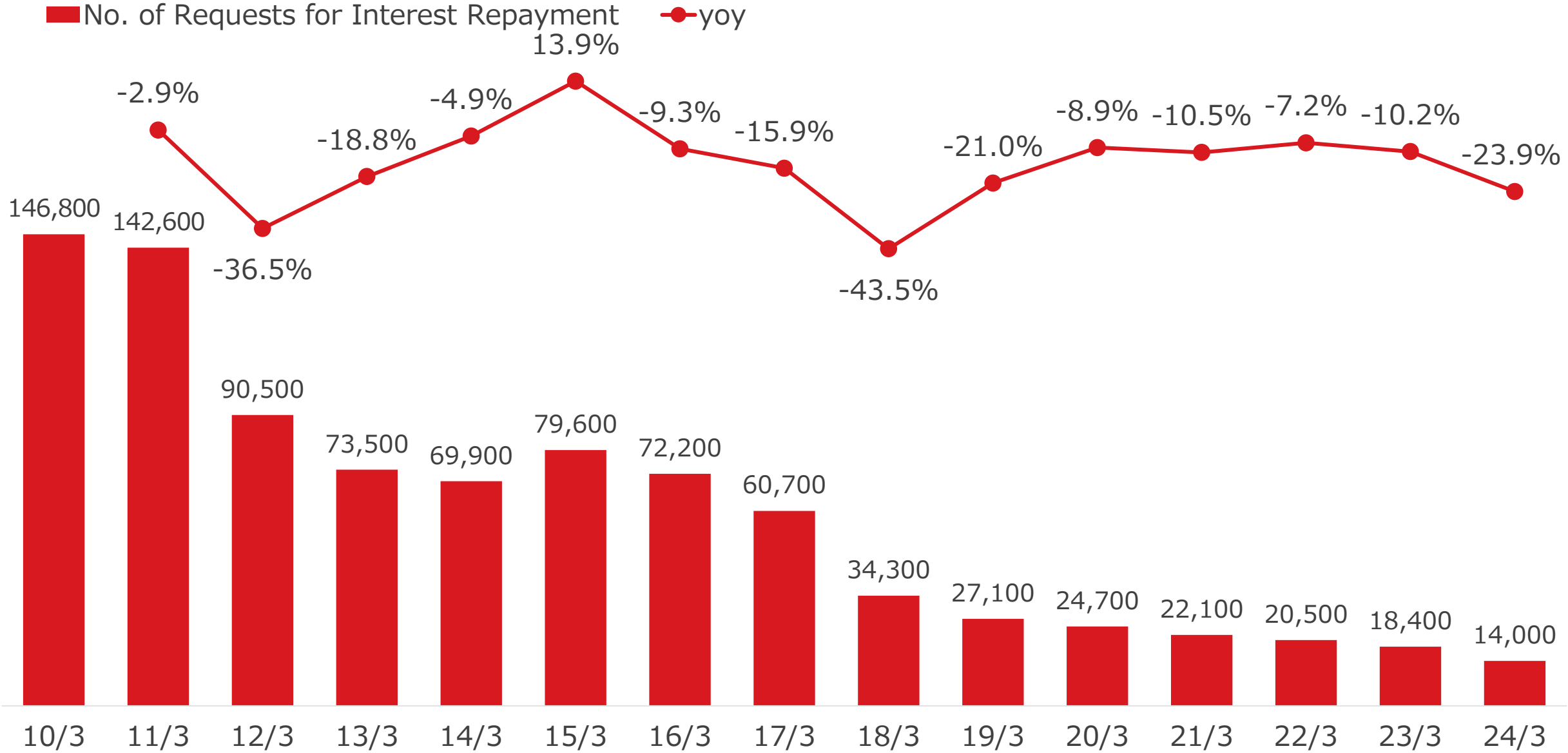
¥246.1bn
(yoy + 1.2%)



Annual Forecast for the FY March 2025(Performance) (Millions of yen, %)

	2024/3		2025/3	
	Results	yoy	Forecast	yoy
1 Operating Revenue	294,730	7.6	313,500	6.4
2 Loan and Credit Card Business	156,036	7.5	168,500	8.0
3 Guarantee Business	70,787	6.8	76,800	8.5
4 Overseas Financial Business	61,892	9.5	62,100	0.3
5 Operating Expenses	208,383	11.7	226,400	8.6
6 Financial Expenses	4,927	22.8	5,800	17.7
7 Provision for Bad Debts	97,952	21.7	108,900	11.2
8 Provision for Loss on Interest Repayment	-	-	-	-
9 Other Operating Expenses	105,502	3.5	111,700	5.9
10 Operating Profit	86,347	-1.1	87,100	0.9
11 Ordinary Profit	86,715	-0.9	87,500	0.9
12 Profit Before Income Taxes	86,736	2.3	87,300	0.7
13 Profit	57,825	-2.8	59,400	2.7
14 Profit Attributable to Owners of Parent	53,091	-3.3	55,600	4.7

Trend of No. of Requests for Interest Repayment

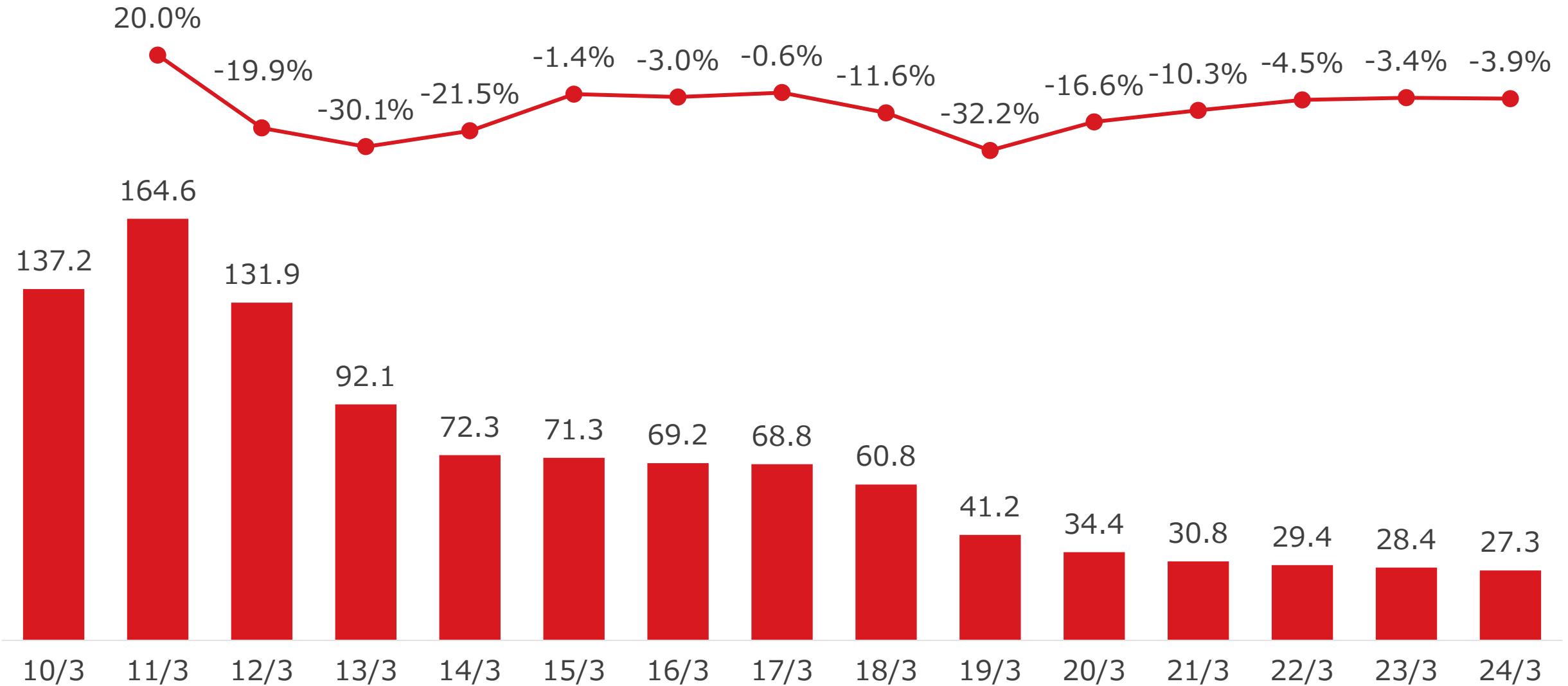


* No. of requests which interest repayment occurs as a result of ACOM's recalculation based on the interest ceiling as specified in Interest Rate Restriction Act from claims which lawyers or judicial scriveners accept debt consolidation. (including reaccepted requests)

Trend of Loss on Interest Repayment

■ Provision Drawdown ● yoy

(Billions of yen)

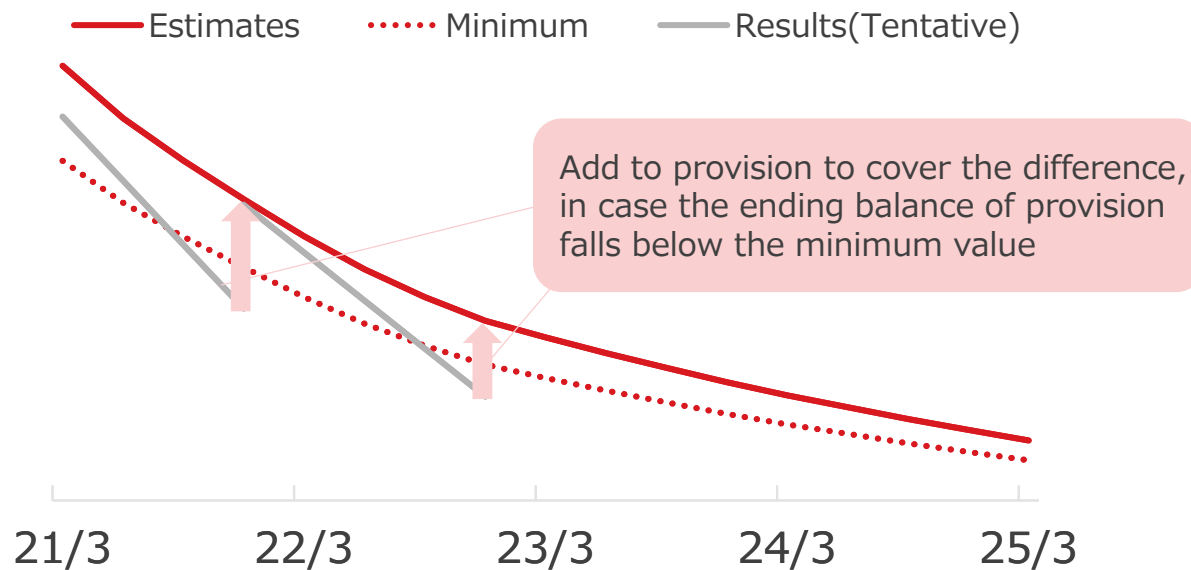


Key Points for Provision

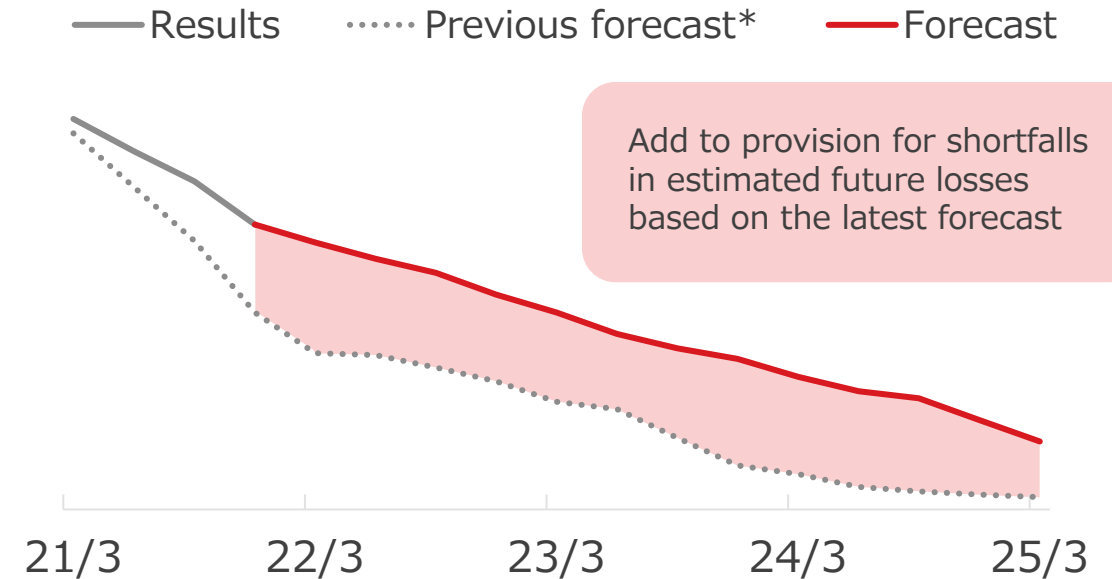
Evaluation method of Provision for Loss on Interest Repayment

- ① When quarterly ending balance of provision falls below the minimum value of estimate, addition will be made to cover the difference between these.
- ② Reassess the necessity of changing estimation method for the provision;
 - when the quarterly ending balance of provision falls significantly below the minimum value of initial estimate
 - at formulation of medium-term management plan every 3 years

■ Method of addition to Provision (above①)



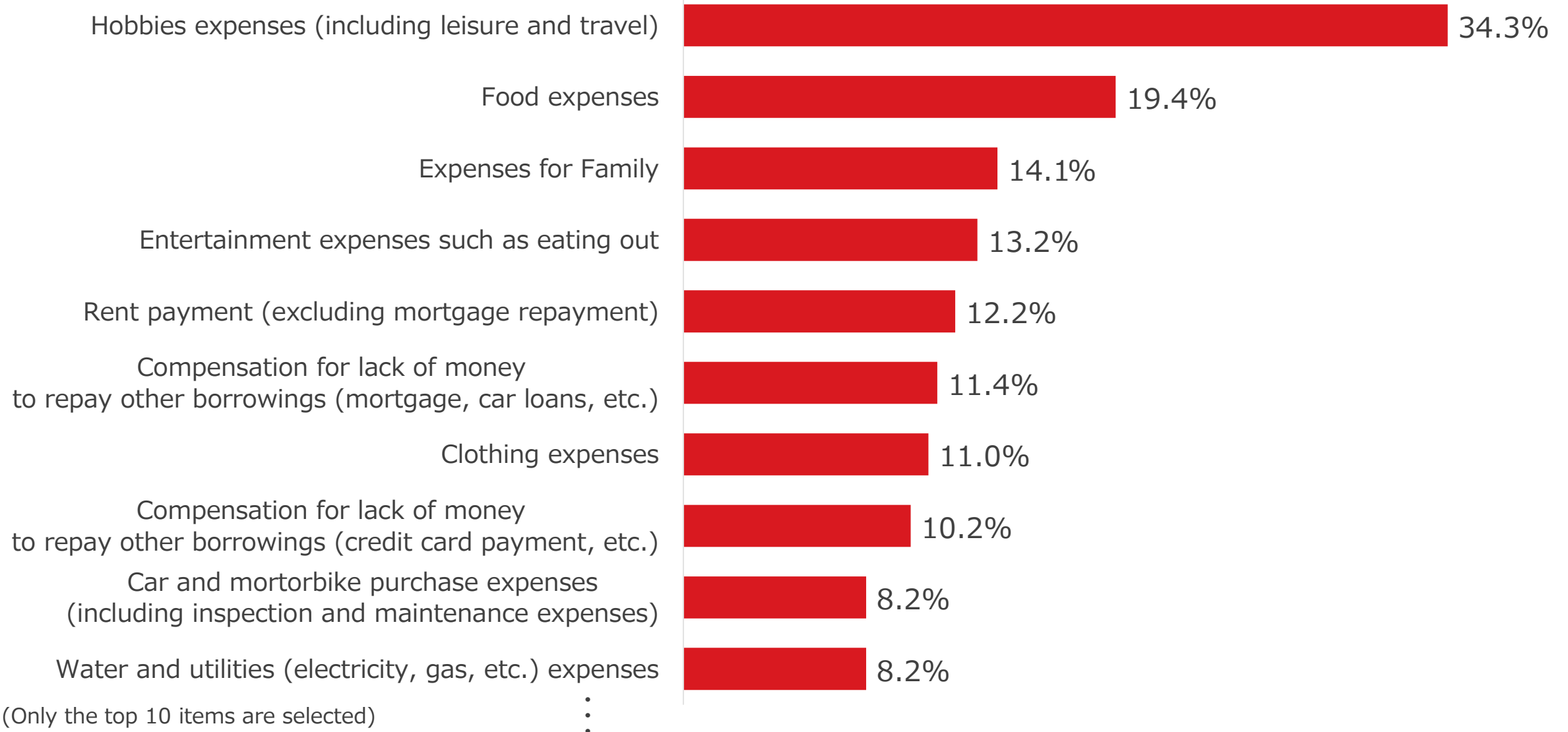
■ Method of addition to Provision (above②)



*The future forecast when addition of provision was made in FY March 2020.

Background of Borrowing Behavior among Individuals

■ Purpose of Loan* (Multiple answers n=2,000)

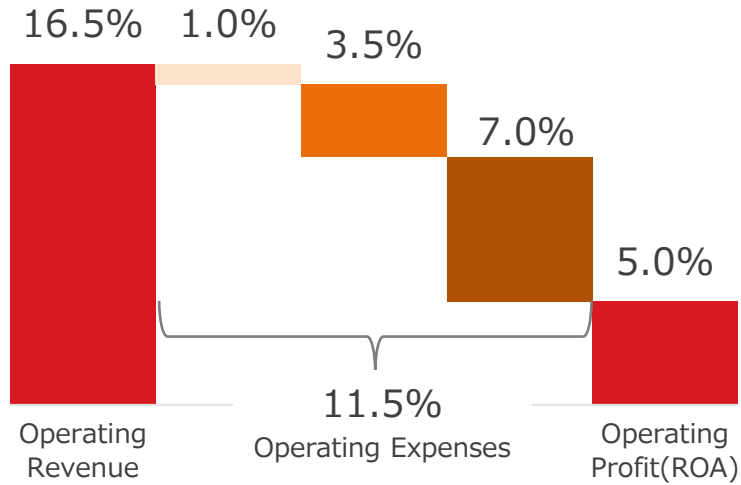


*"The survey results report on borrowing awareness and borrowing behavior of fund demanders" dated October 31, 2023, by Japan Financial Services Association (JFSA).

Yardstick of Return on Assets (ROA) by Business Segments

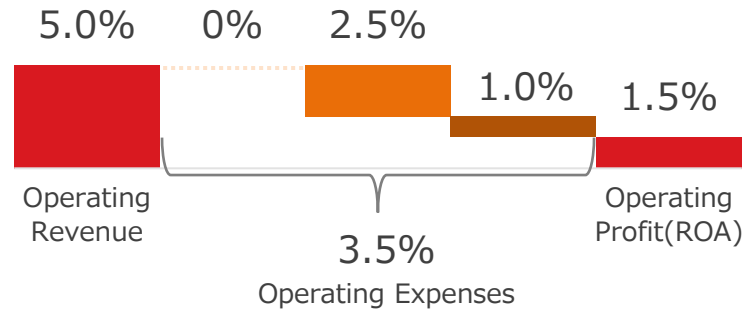
L.C. Business

Financial Expenses Provision for Bad Debts Other Operating Expenses

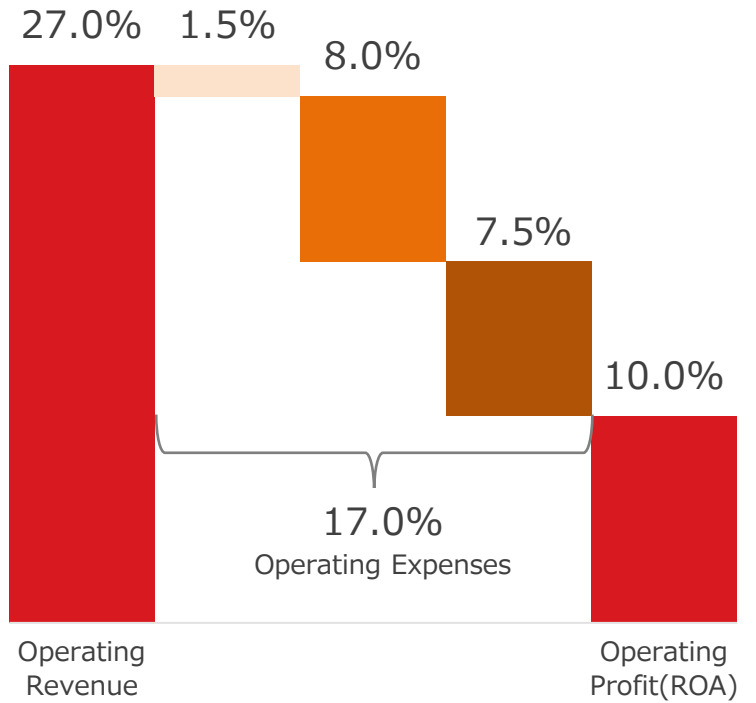


Guarantee Business

Financial Expenses Provision for Bad Debts Other Operating Expenses

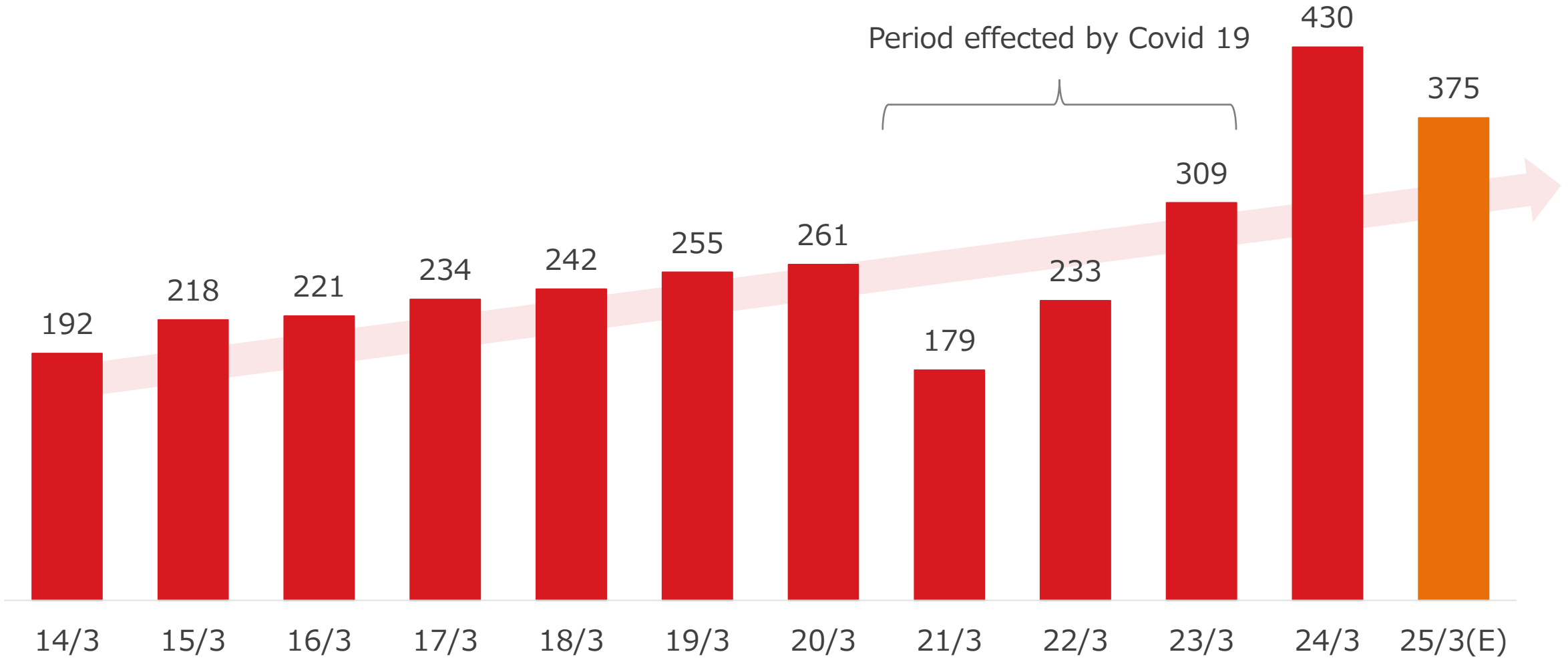


Overseas Financial Business



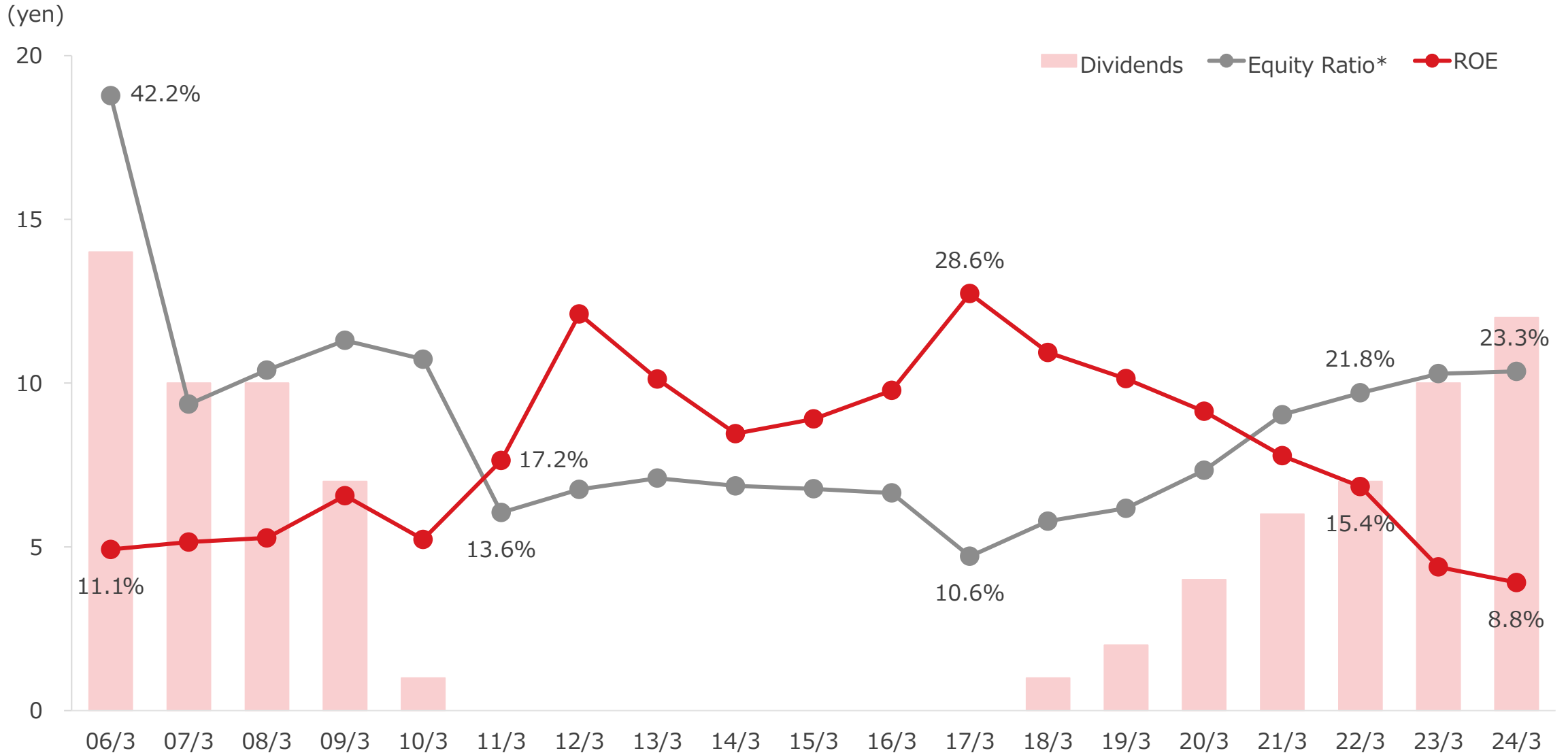
Trend of New Customers

(Thousands cases)



Trend of Equity Ratio, ROE and Dividends

Excluding Provision for Loss on Interest Repayment



* These values are computed using the sum of total assets and guaranteed receivables.

Vision

- Clarify what the ACOM Group wants to be based on the "founding spirit," "origin of the company name," and "corporate philosophy," which are the universal values and beliefs of the ACOM Group.
- Define specifically what we promise to each stakeholder as our "Vision".

Meeting the expectations of all stakeholders

Customers

Responding to the customer's desire of "what they want" and "the services they would like to get" with speed and mind of customers first in Japan and overseas

Alliance

Contribute to the enhancement of corporate value of our alliance partners by providing our accumulated know-how

Employees

Make our employees and their families happier tomorrow than today

Shareholders/ Investors

Achieve stable and continuous returns through sustained growth in corporate value

Society

Contribute to the realization of a sustainable society through corporate activities

Partners

Build a strong relationship of trust and mutual development

Mid-Term Policy | what we will do in the next 3 years to realize our “Vision”

Customers

- Provide more comfortable services with speed through a superior UI that utilizes digital technology.
- As a leading company, we will continue to be easy to consult with and dependable.

Alliance

- Work with our alliance partners to accurately understand customer needs and provide better services.
- Promote alliances not only with financial institutions but also with other companies that require the expertise of the ACOM Group.

Employees

- Foster an open corporate culture that is free from discrimination and harassment and that recognizes diverse values.
- Mutually support each other's actions toward growth and create a workplace where people can feel pride and satisfaction in their work.

Shareholders / Investors

- We will increase shareholder returns based on high profitability and appropriate capital adequacy.

Society

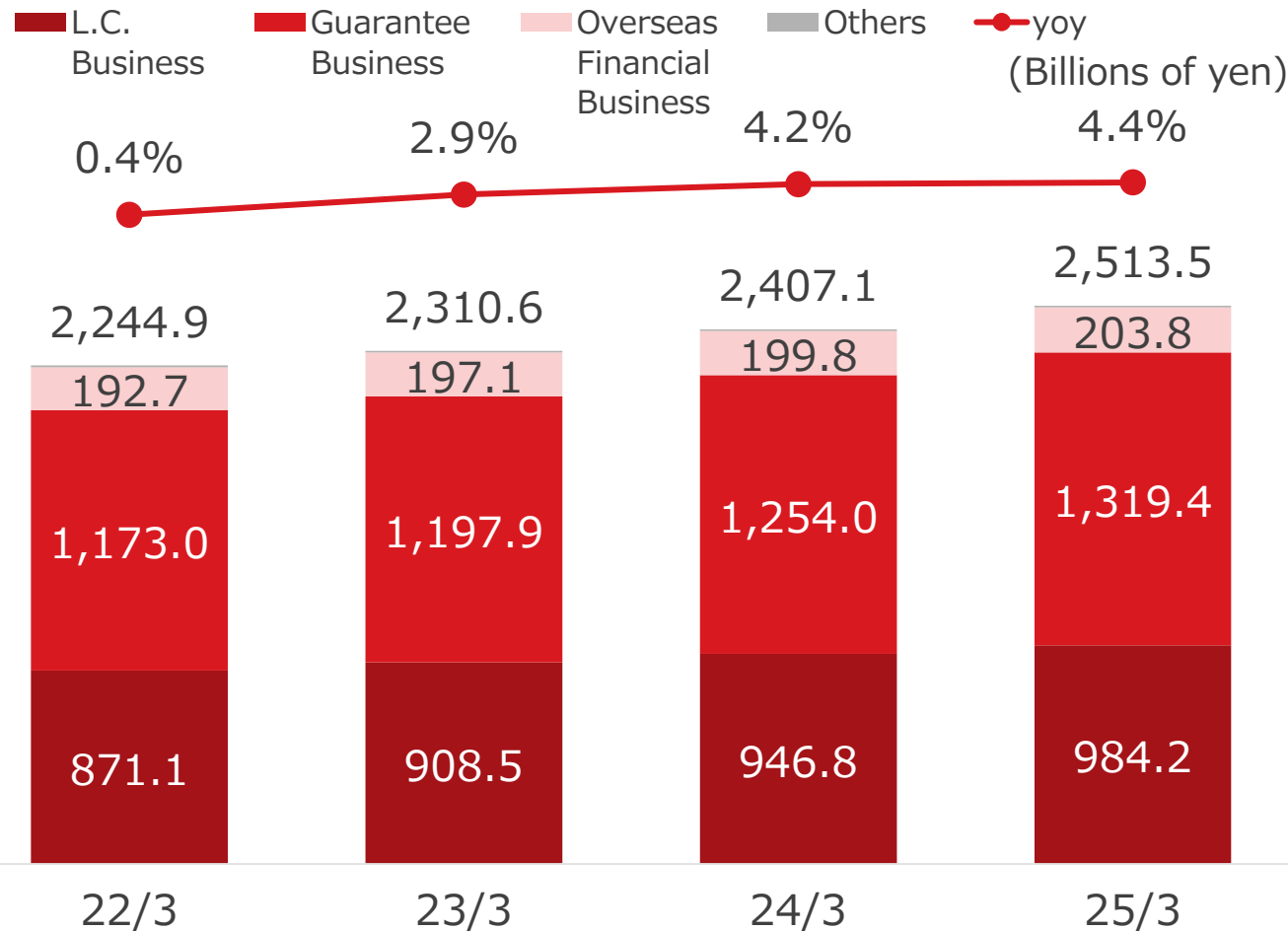
- As a member of society, actively work to resolve environmental and other social issues.

Partners

- Work together as business partners, building trust through good communication.

Mid-Term Management Plan | Business Scale

- Aiming to exceed the pre-COVID-19 scale in all 3 businesses through cashless payment support and digital investments.
- Aiming ¥2.5 trillion in total of 3 core businesses and Embedded finance.



Consolidated
Receivables
Outstanding

¥2,513.5bn
(CAGR 3.8%)

L.C. Business

¥984.2bn
(CAGR 4.2%)

Guarantee
Business

¥1,319.4bn
(CAGR 4.0%)

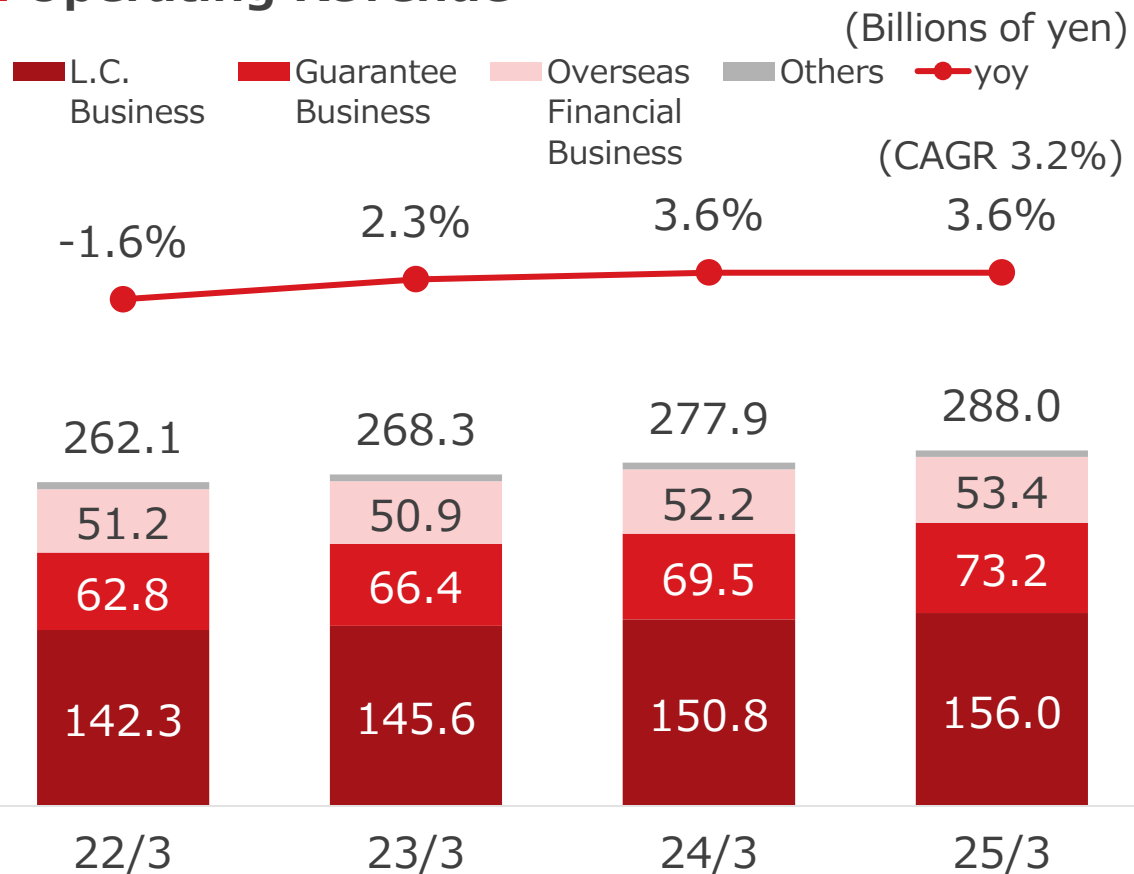
Overseas
Financial
Business

¥203.8bn
(CAGR 1.9%)

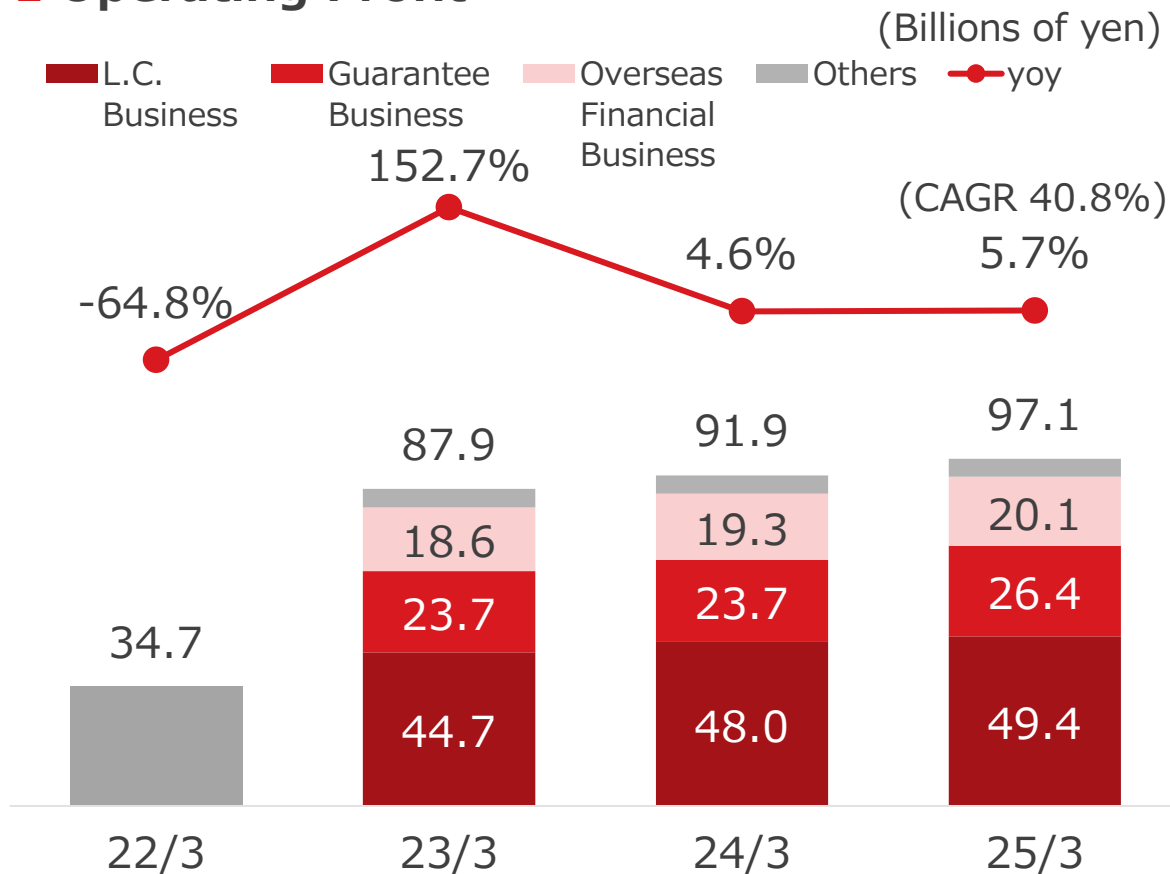
Mid-Term Management Plan | Business Performance

- Operating revenue is expected to increase steadily with the expansion of business scale.
- Aiming to increase operating income for 3 consecutive fiscal years.

Operating Revenue



Operating Profit



Mid-Term Management Plan | Mid-Term Key Themes

Key Point of Mid-Term Management Plan

View this period as **a time to make strategic moves** to expand our business domain for future growth in each of our businesses

All Basics

- Fostering a Compliance Culture

Business Strategy

- Enhance brand strength by rebuilding perception*
- Provide high-quality customer experience through optimization of "human" and "digital" resources
- **Challenge to create new businesses and services for next growth**
- Expand guarantee tie-ups with financial institutions and **realization of guarantee tie-ups with business companies**
- Further strengthen ties with existing guarantee partners
- **Expansion into new countries**
- Expand business base in existing countries
- Optimize debt protection system

Functional Strategy

- Build a system infrastructure that can respond flexibly and quickly to environmental changes
- Establish human resource base by strengthening recruitment, training, and retention
- Increase employee engagement through permeation of vision
- **Strengthen and Expand Sustainability Promotion System and Initiatives**
- Strengthen governance by upgrading risk management
- Create a highly productive work environment by improving operational efficiency
- Maintain stability and improve cost efficiency by optimizing procurement methods

* Perception is the awareness, recognition, and perception of a company or brand that is a factor in consumers' image and purchase decisions.

Mid-Term Management Plan | Challenges to Create New Businesses & Services for Next Growth

- To start Embedded Finance, GeNiE Inc. was established in April 2022.
- Completed the system development and started the operations in June 2024, promoting business alliances.



Providing various financial functions to a range of companies

We allow partners to incorporate financial functions in their own services without acquiring their own financial license

Customers can benefit from value-added, seamless financial services

Mid-Term Management Plan | Realization of Guarantee Partnerships with Business Companies

- Guarantee business tie-up with a company that has many users and is entering card loan business.
- Of the ¥140.0 billion in balance growth over the three years of the mid-term plan, about 30% will come from new alliances with business companies.

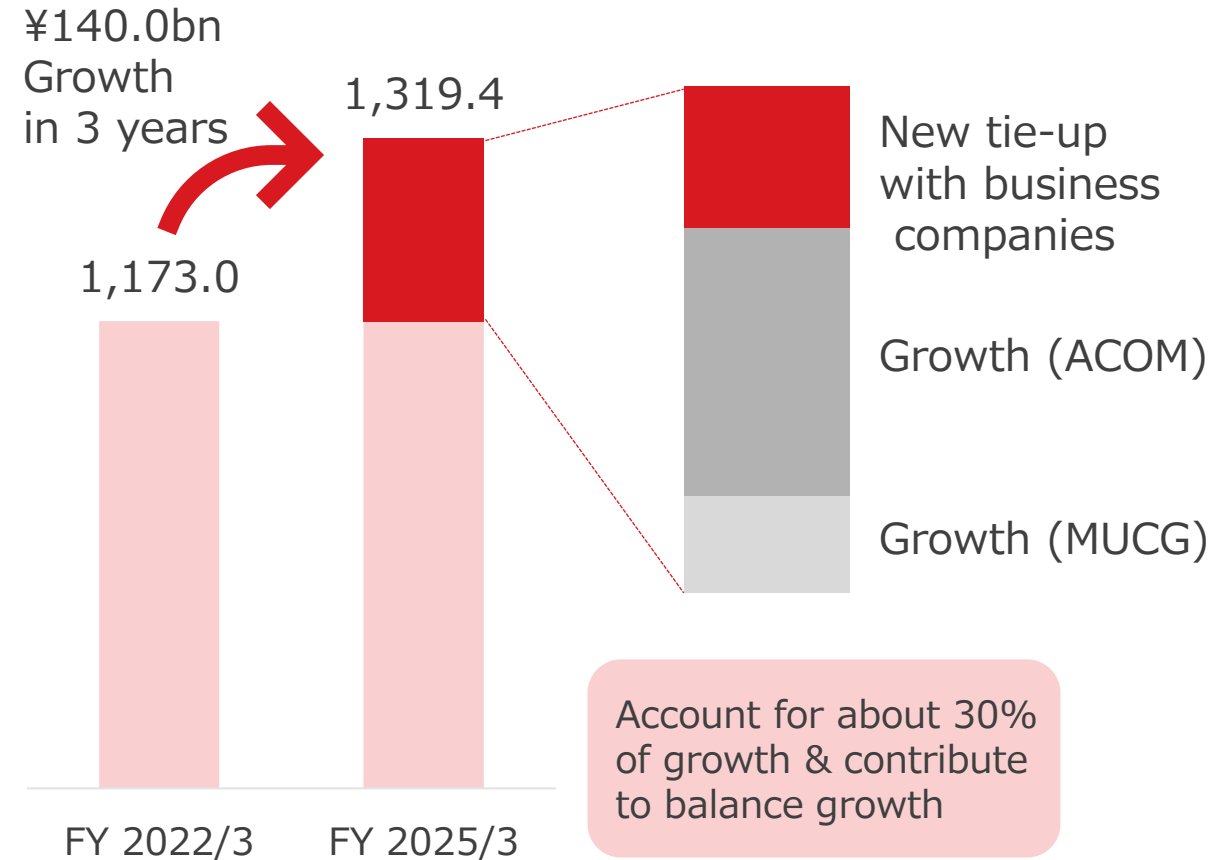
■ Guarantee Partnerships with Companies

Aim to realize guarantee partnerships with business companies during the mid-term management plan period, although the partners in Guarantee business have been limited to financial institutions



■ Guarantee Balance (Plan)

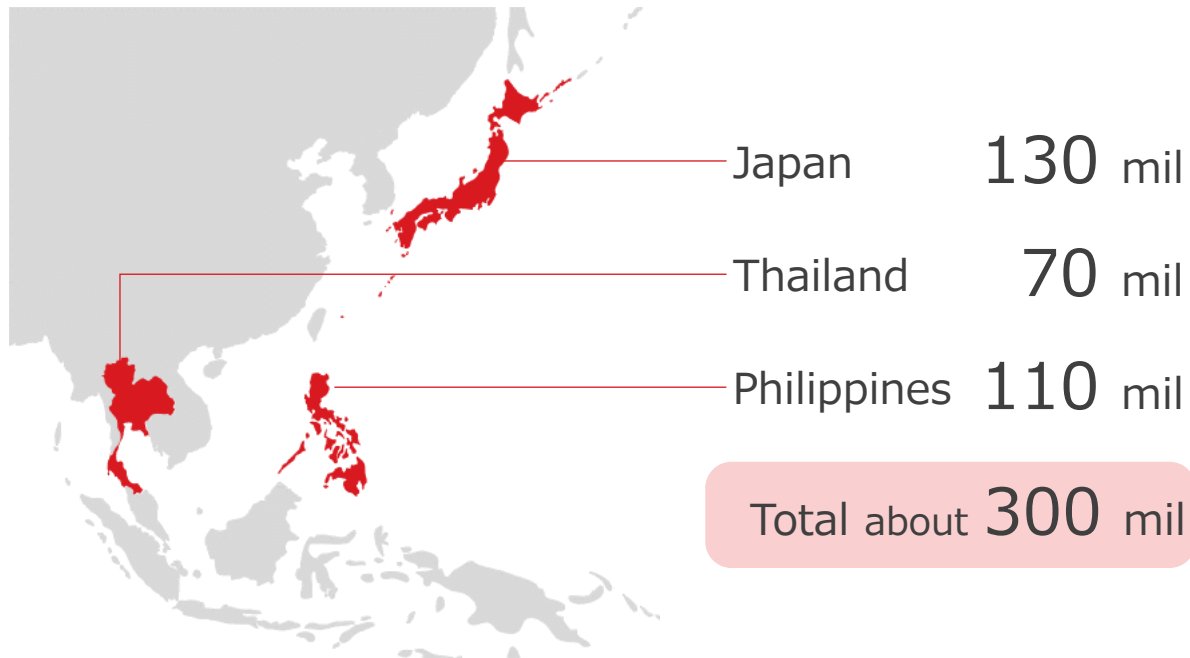
(Billions of yen)



Mid-Term Management Plan | Realization of Expansion into New Countries

- ACOM (M) SDN. BHD. in Malaysia started its business in September 2023 and online contracts from March 2024.
- Continue research activities, including the possibility of expanding into non-ASEAN regions.
- Aim to enter at least one more country in addition to Malaysia during the mid-term management plan period, with a view to adding to the market population of 300 million people in the future.

Market Demography



Market Demography(Malaysia)



300 mil ▶ 600 mil
Total 7,900 mil



Mid-Term Management Plan | Reinforcement of the System to Promote Sustainability

- Basic Policy on Sustainability is newly formulated with the aim of both solving social issues and enhancing corporate value.
- Materiality is identified based on stakeholders' expectations of our universal values of "The Spirit of Human Dignity," "Customers First," and "Creative and Innovative Management" in our corporate philosophy, as well as our efforts to address social issues.

Basic Policy on Sustainability

Based on our founding spirit of "Circle of Trust," and through our corporate philosophy of "The Spirit of Human Dignity," "Customers First," and "Creative and Innovative Management," we aim to solve social issues and enhance corporate value, thereby contributing to the realization of a sustainable society.

Materiality

- Promote environment-friendly corporate activities
- Promote diversity based on **"The Spirit of Human Dignity"**
- Provide financial services that put the **customers first**
- Pursue **creative and innovative management** utilizing digital technology
- Strengthen governance



Solve social issues

Enhance corporate value

Mid-Term Management Plan | Sustainability Initiatives

Offer of financial service to pursue “Customers first”

- Invigoration of local economy through Guarantee Business
- Contribution to the economic development of the ASEAN region through Overseas Financial Business



Environmental conservation

- Implementation of card less transaction function
- Paperless
- Study on introduction of renewable energy



Pursuit of creative and innovative management utilizing digital

- Enhancement of the interface of digital channels
- Foundation of new business



Governance

- Corporate Governance
- Compliance



Diversity based on the spirit of human dignity

- Enhancement of employees’ engagement
- Health Management Promotion
- “ACOM Miru Concert Monogatari,” music-and-silhouette-theater show, enjoyable for all ages, genders and handicaps.



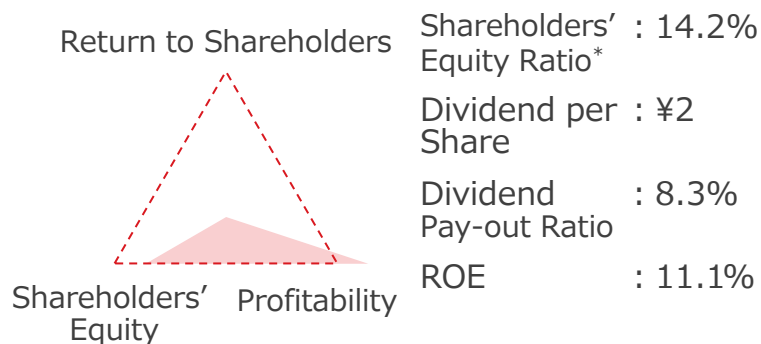
► We launched a sustainability website in September 2022 to actively disclose information on our initiatives.

Mid-Term Management Plan | Capital Policy

Basic Policy on Capital Policy

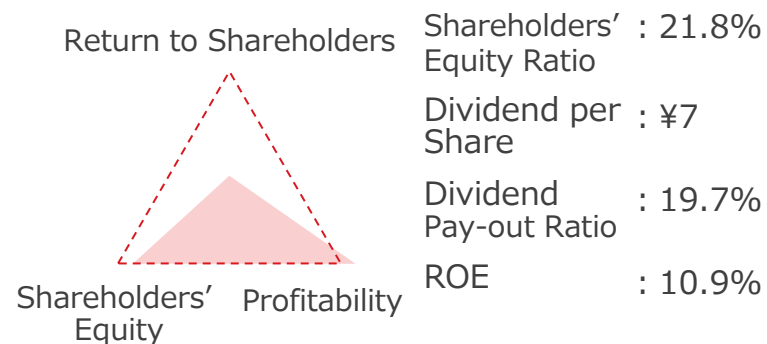
Maintain and improve financial soundness and increase shareholder returns

Mid-Term Management Plan (FY March 2017~FY March 2019)



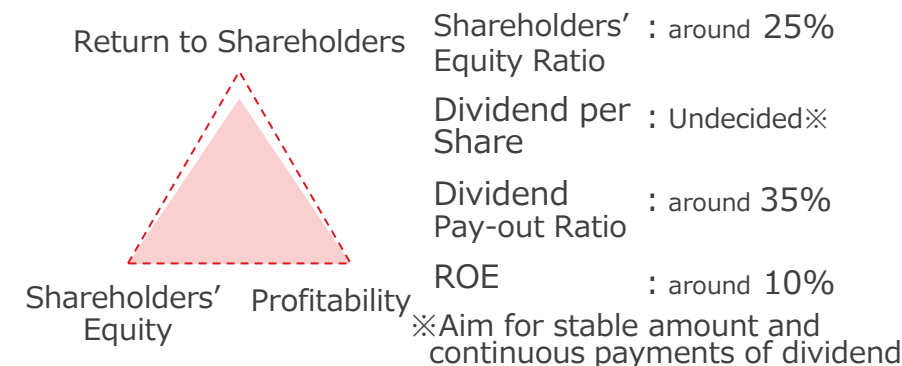
Expansion of capital adequacy is a top priority, Aiming to "resume dividend payments" once concerns about the future due to interest repayment claims are resolved.

Mid-Term Management Plan (FY March 2020~FY March 2022)



Place the highest priority on optimizing shareholders' equity while increasing shareholder returns

Current Mid-Term Management Plan (FY March 2023~FY March 2025)



Maintain and improve financial soundness and increase shareholder returns

Basic Policy on Dividend Payment

Expand shareholder returns based on high profitability and appropriate capital adequacy

	FY March 2023		FY March 2024		FY March 2025	
Dividend per Share	Interim ¥5	Year-end ¥5	Interim ¥6	Year-end ¥6	Interim ¥7	Year-end ¥7 (Estimate)
	Total ¥10		Total ¥12		Total ¥14	
Dividend Pay-out Ratio	28.5%		35.4%		39.4%	

* These values are computed using the sum of total assets and guaranteed receivables.

Mid-Term Management Plan | Business Scale and Performance by Segments (L.C. Business)

- Focus on attracting new customers efficiently by accurately and speedily grasping the rapidly changing digital environment.
- Expand business with existing customers and quickly recover business that shrank due to COVID-19.
- Aim for ¥984.2 billion in receivables outstanding including Embedded Finance.

Receivables Outstanding

(Billions of yen)

Receivables Outstanding ● yoy

1.0% 4.3% 4.2% 4.0%

871.1 908.5 946.8 984.2

22/3 23/3 24/3 25/3

CAGR 4.2%

Operating Revenue

(Billions of yen)

Operating Revenue ● yoy

-1.5% 2.3% 3.6% 3.4%

142.3 145.6 150.8 156.0

22/3 23/3 24/3 25/3

CAGR 3.1%

Operating Profit

(Billions of yen)

Operating Profit ● yoy

7.4% 2.9%

44.7 48.0 49.4

-8.8

22/3 23/3 24/3 25/3

ROA -1.0% 5.0% 5.2% 5.1%

CAGR - %

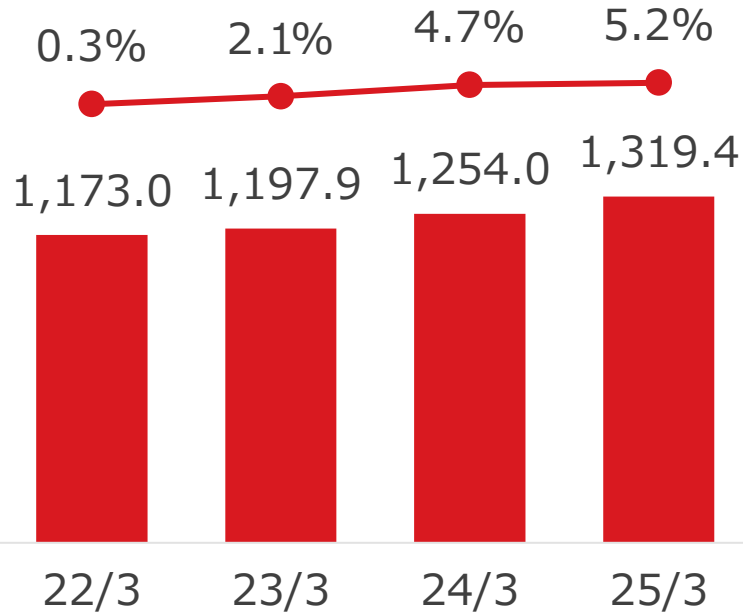
Mid-Term Management Plan | Business Scale and Performance by Segments (Guarantee Business)

- Focus on expanding business scale by guaranteed alliance with business companies and new alliance with financial institutions, and on attracting more customers in existing alliances.
- Aiming for consolidated guaranteed receivables of ¥1.3 trillion.

Guaranteed Receivables

(Billions of yen)

Guaranteed Receivables yoy

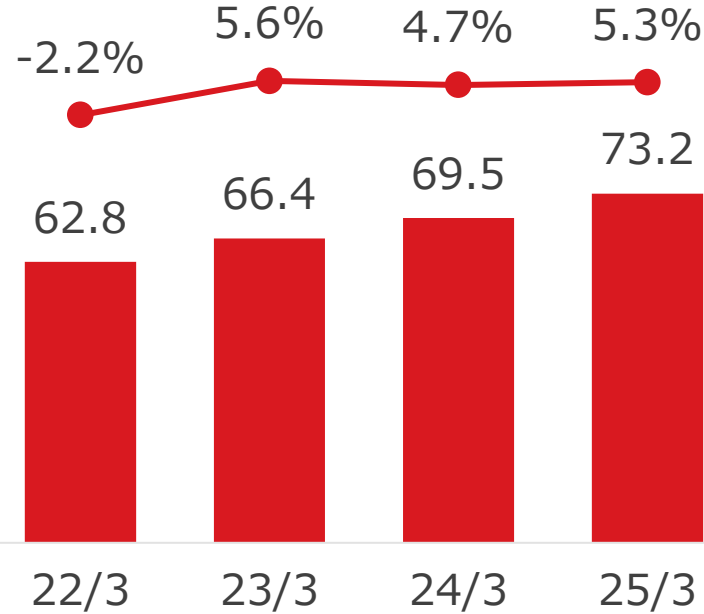


CAGR 4.0%

Operating Revenue

(Billions of yen)

Operating Revenue yoy

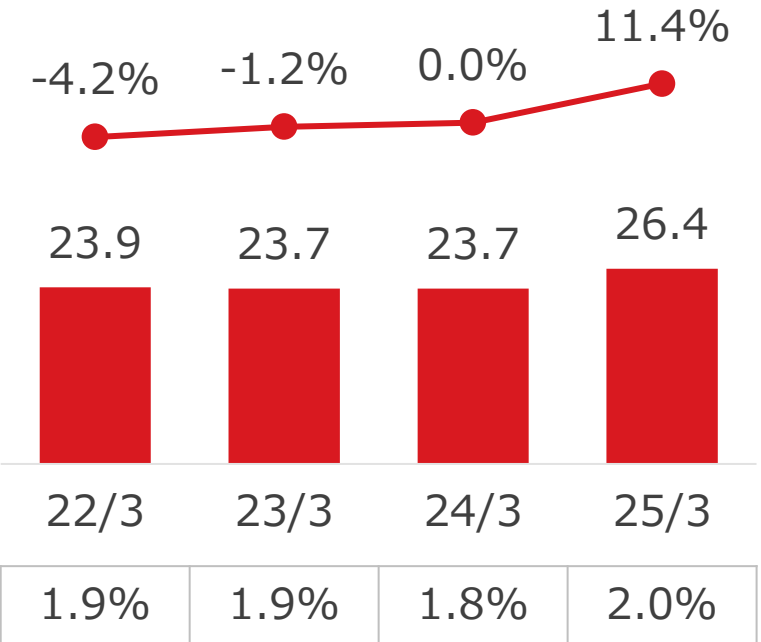


CAGR 5.2%

Operating Profit

(Billions of yen)

Operating Profit yoy



CAGR 3.2%

ROA

22/3	23/3	24/3	25/3
1.9%	1.9%	1.8%	2.0%

Mid-Term Management Plan | Business Scale and Performance by Segments (Overseas Financial Business)

- EASY BUY (Thailand) : Regulations have reduced profitability. Promote digitalization and improve efficiency.
- ACF (Philippines) : Aim to return to profitability in a single year by steadily increasing the receivables outstanding.
- Subsidiary in Malaysia : Aim to start business as soon as possible.

Receivables Outstanding

(Billions of yen)

Receivables Outstanding yoy

-0.5% 2.2% 1.4% 2.0%

192.7 197.1 199.8 203.8

22/3 23/3 24/3 25/3

CAGR 1.9%

Operating Revenue

(Billions of yen)

Operating Revenue yoy

-1.7% -0.7% 2.6% 2.3%

51.2 50.9 52.2 53.4

22/3 23/3 24/3 25/3 ROA

CAGR 1.4%

Operating Profit

(Billions of yen)

Operating Profit yoy

-7.7% 1.4% 3.8% 4.1%

18.3 18.6 19.3 20.1

22/3 23/3 24/3 25/3

9.5% 9.5% 9.7% 10.0%

CAGR 3.1%