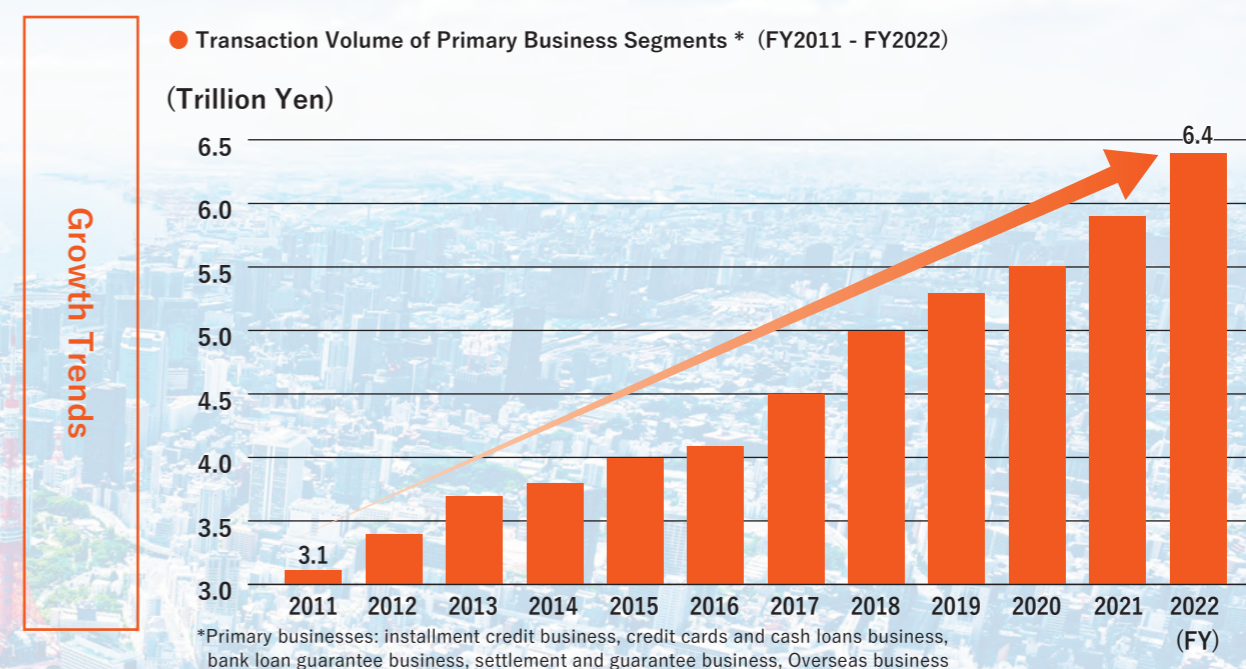


Value Creation Journey

Since our founding in 1954, we have served as a pioneer in the credit lifestyles of the times. We will continue to make our customers lives

industry, undertaking initiatives ahead of others and offering services tailored to the changing demands and more fulfilling by providing high value-added services.



Orico in Figures

We are striving to expand our services focusing on customer needs in various areas such as auto loans, shopping credit, credit cards, settlement and various guarantee products for more customers to enjoy and benefit from our services.

Installment credit transaction volume:



1,192.2 billion yen

Our installment credit business boasts industry-leading transaction volume primarily consisting of auto loans and shopping credit for housing-related and education-related products, utilized through our nationwide network of member merchants.

Number of auto loan contracts:



1.55 million

We have over 1.5 million auto loans used both domestically and abroad. Since the launch of the industry's first auto loan, we have continued to provide customers with products and services that constantly meet the needs of the times, such as free-payment auto loans and O-Lail, long-term auto-insured auto loans.

Number of member merchants:



850,000

We provide products and services to customers through our more than 800,000 member merchants that use Orico auto loans, shopping credit and credit cards.



Credit card transaction volume:

2,948.7 billion yen

With no annual fee, the Orico Card offers a point system that provides up to double the number of points, various services that use the web, and contactless IC payment. Our goal is to create a card that can be conveniently used by as many customers as possible.

Number of credit cards issued:

10.98 million people

We provide safe, reliable, and convenient services. We offer credit cards with innovative designs and contactless IC that can be used by as many customers as possible, and through the issuance of co-branded credit cards with a wide variety of companies and organizations.



Settlement and guarantee business transaction volume:

1,593.2 billion yen

For our medium-term management plan, we are focusing on domains where further business expansion is expected. This includes business such as collection and guarantee of rent settlements arising from rent agreements for condominiums, apartments and other such residences, collection and guarantee of accounts receivables arising between businesses, collection and guarantee of lease payments for business equipment, and collection of various fees on behalf of our clients.

Outstanding bank loan balance:



1,153.6 billion yen

In 1983, we began offering personal loan guarantee services for financial institutions. Currently, we are affiliated with 565 financial institutions nationwide, and the balance of our guarantees has exceeded 1 trillion yen. With a nationwide network and abundant know-how, we provide support to the financial institutions' personal loans.

Operating assets balance:



5,468.3 billion yen

We have an operating assets balance of more than 5 trillion yen, which mainly consist of auto loans and shopping credit in the installment credit business, along with other assets in the credit cards and cash loans business, the bank loan guarantee business, and the settlement and guarantee business.

(As of March 31, 2023) *Figures are based on consolidated results.

Orico's Business Fields

As a pioneer of the industry, we meet the various needs of our customers and business partners across a wide range of business domains.



Orico's Strengths

1 Extensive Network of Business Partners

Our Company has more than 800,000 member merchants accepting auto loans, shopping credit, credit cards, and more, with alliance partners extending across business categories such as retail, service, wholesale, educational institutions, and financial institutions. In addition to handling auto loans through the JAPAN USED CAR DEALERS ASSOCIATION, the largest used car distribution organization in Japan, and issuing co-branded credit cards in partnership with major retailers including EDION Corporation and Costco Wholesale Japan, Ltd., we are also developing markets through alliances with Mizuho Financial Group and ITOCHU Corporation. In recent years, we have expanded collaborations with startup and FinTech companies and are working on constructing new business models.

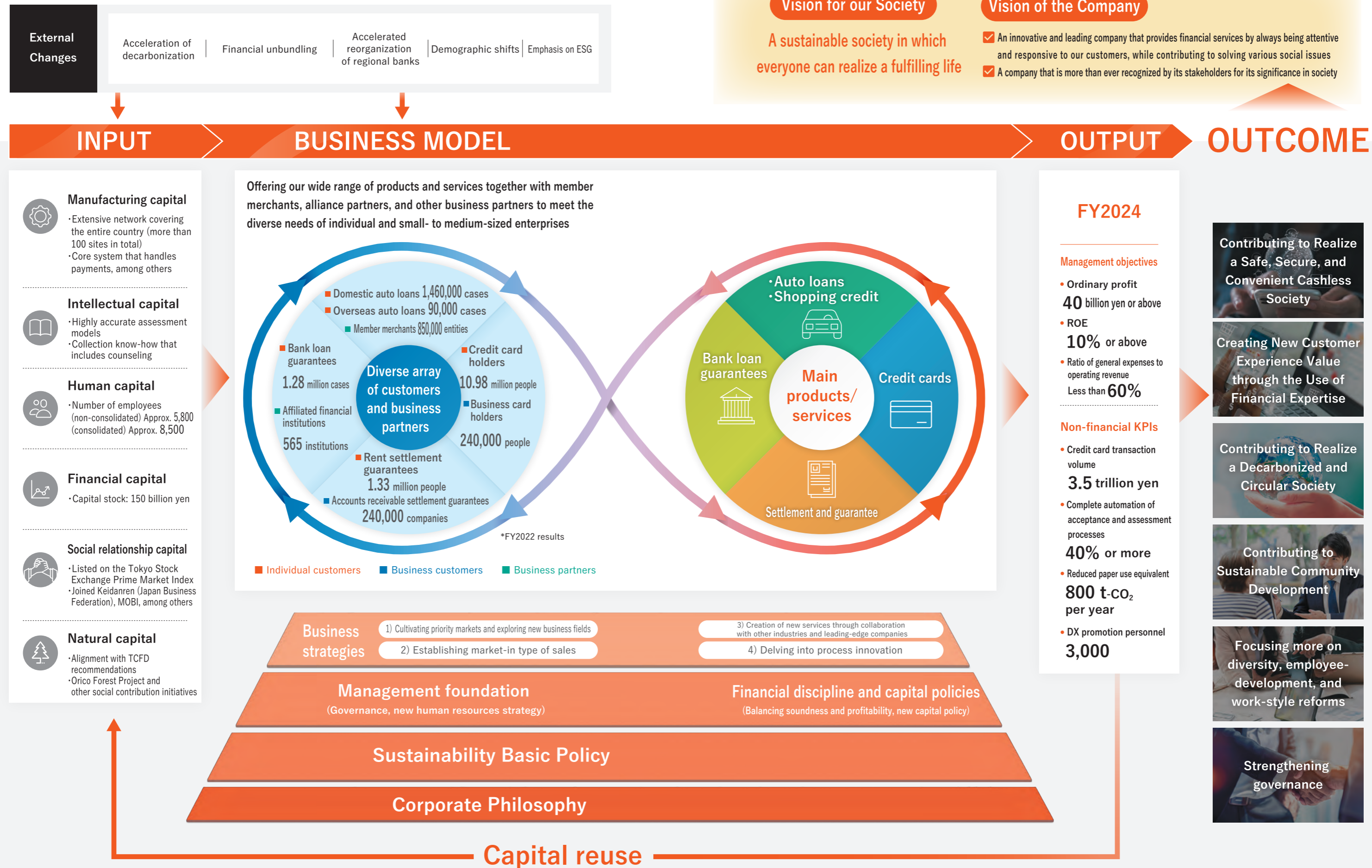
2 Fusion of AI-based automated scoring and advanced assessment expertise

We have built specialized, highly accurate scoring models for auto loans, credit cards and bank-guaranteed card loans. For all applications, we implement automated scoring decisions using AI, dividing the assessment process into zones that are completed solely by the system and zones that require the judgment of an assessor. In the latter case, we also consider qualitative judgments based on the assessment results and perform careful assessments for each case. By combining system-based assessments with human-based assessments, we strive to achieve stable and high-performance assessment processes.

3 Accumulated collection know-how with counseling and negotiation

One of the essential operations supporting our business model is credit management. Credit management involves urging repayment from customers who have failed to repay various loans and credit card payments by the due date. At management centers and service centers nationwide, we practice customer-centered counseling negotiations, which entail proposing repayment plans tailored to each customer's situation and supporting them until the full payment is made. Our accumulated experience and know-how provides us with a competitive advantage.

Value Creation Process

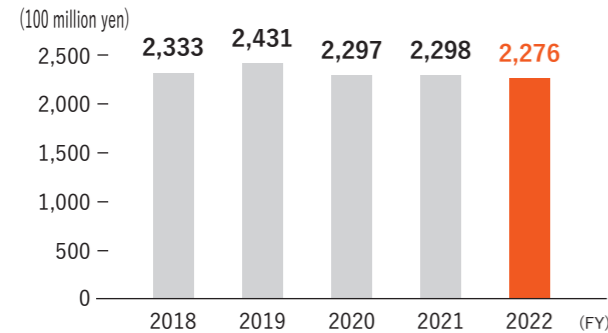


Financial and Non-financial Highlights

Financial Highlights

*As a result of changes in accounting policies at the beginning of fiscal year 2021, figures have been reported after retrospective adjustments extending back to fiscal year 2020.

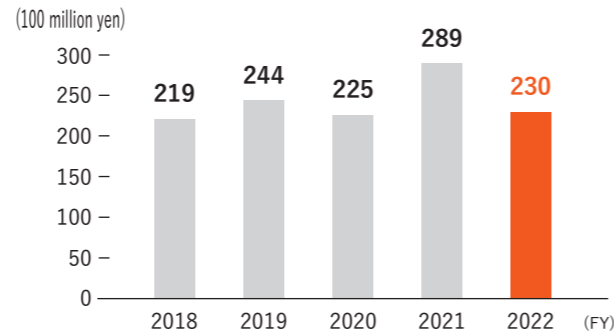
Operating Revenue



Our settlement and guarantee business and overseas business, both key areas, have seen increased revenues. However, due to the effect of rising interest rates leading to a decrease in securitization revenue, the installment credit business has seen decreased revenues, resulting in a 2.1 billion yen decrease YoY to 227.6 billion yen.

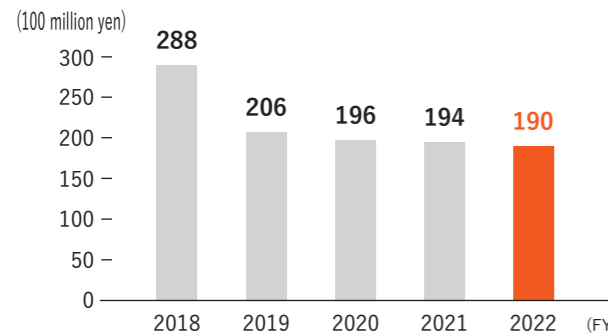
Ordinary Profit

Management objective: 40 billion yen or more by fiscal year 2024



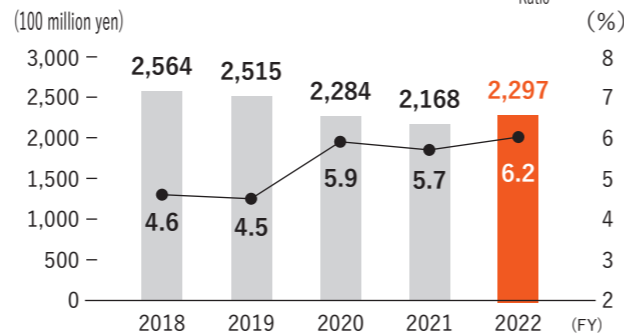
In addition to the decrease in operating revenue, operating expenses have also increased, primarily due to an increase in non-personnel expenses, such as the rise in point costs, resulting in a decrease of 5.9 billion yen YoY to 23.0 billion yen.

Profit Attributable to Owners of Parent



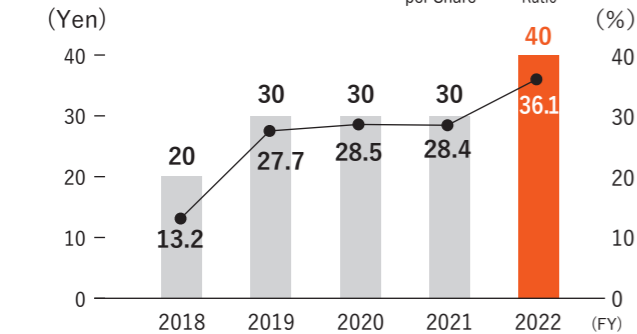
While it was slightly lower compared to the previous fiscal year at 19 billion yen, it has remained at the same level.

Net Assets/Capital Adequacy Ratio



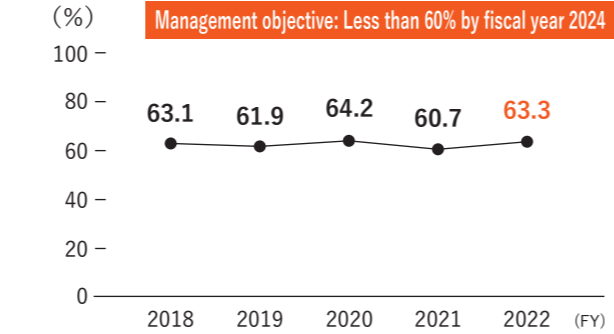
Net assets increased in fiscal year 2022 due to an increase in retained earnings. Consequently, the capital adequacy ratio also rose in fiscal year 2022.

Dividend per Share/Payout Ratio



As of October 1, 2022, we have conducted a reverse stock split at a ratio of 1 share for every 10 ordinary shares. Regarding the dividend per share, we take into account the impact of this reverse stock split.

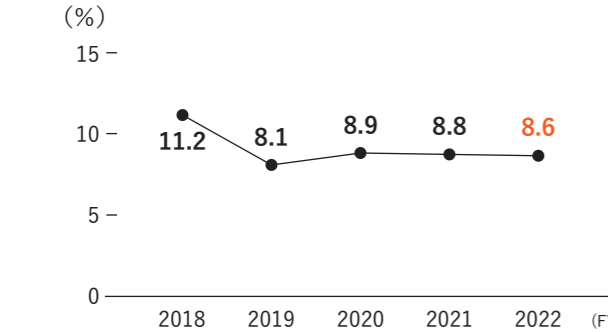
Ratio of General Expenses to Operating Revenue



Although operating revenue has decreased, the ratio of general expenses to operating revenue turned out as planned thanks to a thorough control of expenses.

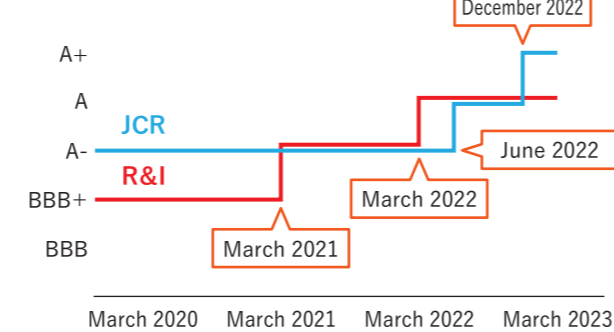
ROE

Management objective: 10% or more by fiscal year 2024



Due to profit for the period remaining at the same level as the previous year, the ROE for fiscal year 2022 was 8.6%.

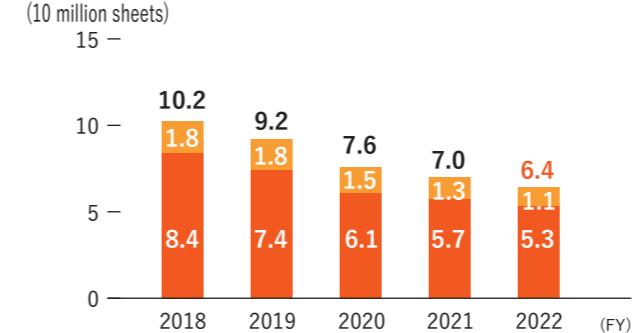
External Credit Rating Trends



Our ability to secure stable profits despite the challenging environment has been taken into consideration, and our R&I and JCR external credit ratings have been raised by two levels since 2021.

Non-financial Highlights

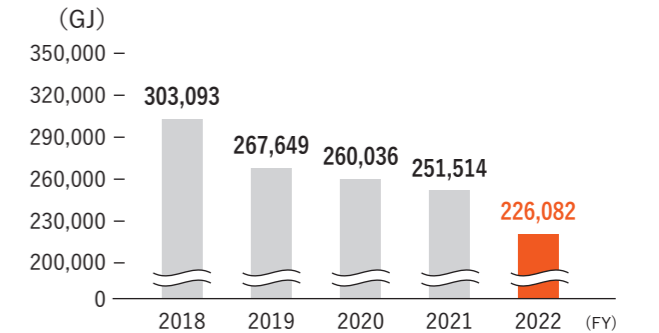
Amount of Copy Paper Purchased



We are promoting paperless operations through the use of RPA in operational tasks and the digitization of various application forms.

Energy Consumption

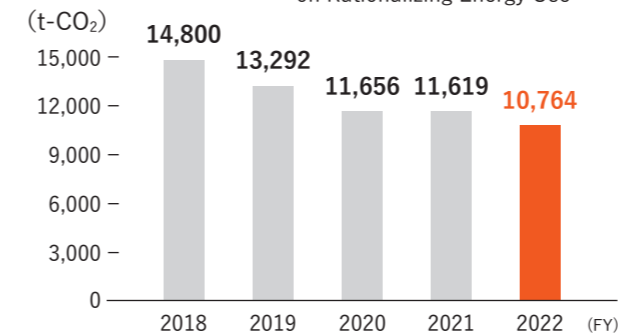
*Calculated based on the Act on Rationalizing Energy Use



By upgrading lighting to LEDs and air conditioning systems to eco-friendly energy-saving equipment in our buildings, we are diligently working to reduce energy consumption.

CO₂ Emissions

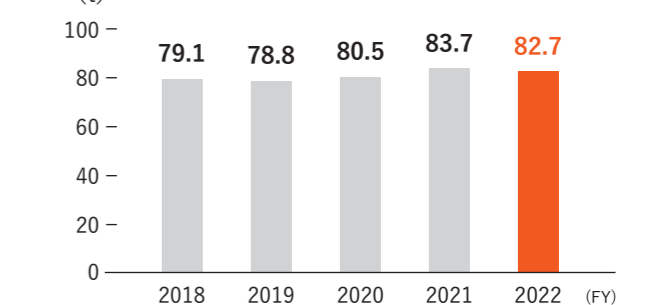
*Calculated based on the Act on Rationalizing Energy Use



We are also working on reducing CO₂ emissions along with energy consumption by upgrading to energy-saving equipment in our buildings.

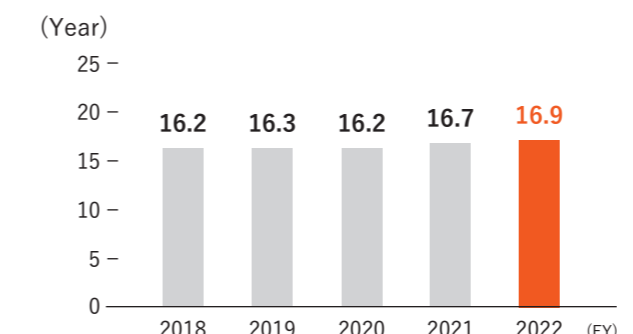
Non-combustible Waste Disposal Volume

*Occupied offices at Orico head office building



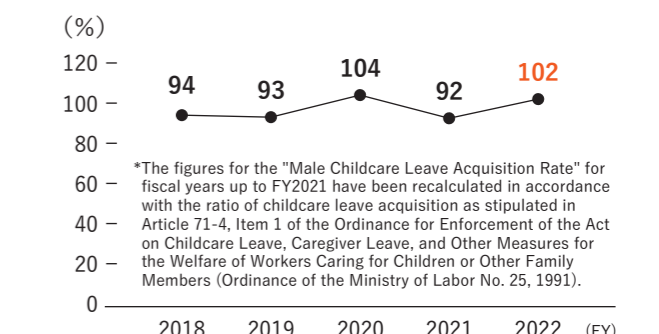
We are working to reduce waste within the Company by promoting waste separation and the use of recycled office supplies.

Average Length of Service



We will foster a deeper bond between the Company and its employees, recognizing each as essential to the other, and build a relationship where employees can thrive by embracing their roles with enthusiasm and vitality as we grow together.

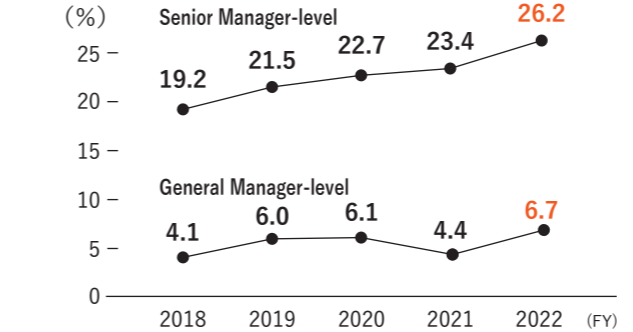
Male Childcare Leave Acquisition Rate



*The figures for the "Male Childcare Leave Acquisition Rate" for fiscal years up to FY2021 have been recalculated in accordance with the ratio of childcare leave acquisition as stipulated in Article 71-4, Item 1 of the Ordinance for Enforcement of the Act on Childcare Leave, Caregiver Leave, and Other Measures for the Welfare of Workers Caring for Children or Other Family Members (Ordinance of the Ministry of Labor No. 25, 1991).

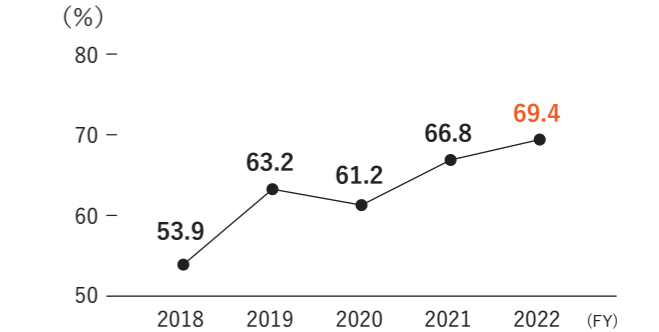
We are actively pursuing our target of a 100% male childcare leave acquisition rate in an effort to create a workplace where child-rearing families can balance both work and family life with confidence.

Female Manager Ratio



The "female manager ratio" KPI has been steadily increasing towards the objectives for fiscal year 2024, which are 27% or more for Senior Manager-level and above and 9% or more for General Manager-level positions.

Paid Leave Utilization Rate



The paid leave utilization rate has been steadily growing and approaching the KPI (fiscal year 2024) target of an acquisition rate of 70% or more.