

FACT BOOK 2018

For the Year Ended March 31, 2018

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Remarks :

- 1 : All numbers posted are rounded off to the nearest figure.
- 2 : YOY (%) represents the growth ratio compared with the results in the same period of the previous year.
- 3 : The consolidated figure may be affected by fluctuation of exchange rates since the figure is converted to Japanese Yen in every financial closing.
- 4 : The figure of domestic (P9-13) is an estimated figure before the elimination of intra-company transactions. Included in domestic is the figure of AEON Financial Service, the holding company.



イオンフィナンシャルサービス
AEON Financial Service

Stock Code : 8570

Consolidated Financial Summary

Overview

Financial Highlights

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Ordinary income	¥359,651	9.3%	¥375,166	4.3%	¥407,970	8.7%
Ordinary profit	59,380	11.9%	61,606	3.7%	65,746	6.7%
Profit attributable to owners of parent	35,785	17.4%	39,454	10.3%	38,677	△2.0%

Key Indicators

(Unit : Yen)

	2016/3	2017/3	2018/3
Equity ratio	7.8%	8.3%	7.6%
Profit attributable to owners of parent per Share	¥180.09	¥189.75	¥179.29
Book value per share	¥1,465.31	¥1,604.79	¥1,714.92

※The "Equity ratio" is calculated by dividing "Total net assets at the end of the year – Subscription rights to shares at the end of the year – Non-controlling interests at the end of the year" by Total assets at the end of the year. The "Equity ratio" presented here is different from the equity ratio stipulated by the Financial Services Agency Public Notice Regarding Equity Ratio.

Consolidated Financial Summary

Overview

Consolidated Subsidiaries and Affiliates

Consolidated Subsidiaries (Domestic)	Shareholding ratio of voting right	Consolidated Subsidiaries (Domestic)	Shareholding ratio of voting right
AEON CREDIT SERVICE CO., LTD.	100.0%	A・C・S CREDIT MANAGEMENT CO., LTD.	99.4%
AEON Bank, LTD.	100.0%	AEON S.S. Insurance CO., LTD.	100.0%
AEON INSURANCE SERVICE CO., LTD.	99.0%	AEON PRODUCT FINANCE CO., LTD.	100.0%
AEON HOUSING LOAN SERVICE CO., LTD.	100.0%	ACS Leasing Co., Ltd.	100.0%

Consolidated Subsidiaries (Overseas)	Shareholding ratio of voting right	Consolidated Subsidiaries (Domestic)	Shareholding ratio of voting right
AEON FINANCIAL SERVICE (HONG KONG) CO., LTD.	100.0%	AEON CREDIT SERVICE (M) BERHAD ※ 3	63.2%
AEON CREDIT SERVICE (ASIA) CO., LTD. ※ 1	52.8%	AEON CREDIT SERVICE (TAIWAN) CO., LTD.	100.0%
AEON INSURANCE BROKERS (HK) LTD.	100.0%	AEON CREDIT CARD (TAIWAN) CO., LTD.	100.0%
AEON INFORMATION SERVICE (SHENZHEN) CO., LTD.	100.0%	AEON CREDIT SERVICE SYSTEMS (PHILIPPINES) INC.	100.0%
AEON MICRO FINANCE (SHENZHEN) CO., LTD.	100.0%	AEON CREDIT SERVICE (PHILIPPINES) INC.	60.0%
AEON MICRO FINANCE (SHENYANG) CO., LTD.	100.0%	PT.AEON CREDIT SERVICE INDONESIA	85.0%
AEON CREDIT GUARANTEE (CHINA) CO., LTD.	100.0%	ACS TRADING VIETNAM CO., LTD.	100.0%
AEON MICRO FINANCE (TIANJIN) CO., LTD.	100.0%	AEON CREDIT SERVICE INDIA PRIVATE LTD.	100.0%
AEON THANA SINSAP (THAILAND) PLC. ※ 2	54.3%	AEON SPECIALIZED BANK (CAMBODIA) PUBLIC LIMITED COMPANY	100.0%
ACS CAPITAL CORPORATION LTD.	29.0%		
ACS SERVICING (THAILAND) CO., LTD.	100.0%	AEON MICROFINANCE (MYANMAR) CO., LTD.	100.0%
AEON INSURANCE SERVICE (THAILAND) CO., LTD.	100.0%	AEON LEASING SERVICE (LAO) CO., LTD.	100.0%
HORIZON MASTER TRUST (AEON 2006-1)	—%	ATS RABBIT SPECIAL PURPOSE VEHICLE CO., LTD.	48.7%

※ 1 The shares of AEON CREDIT SERVICE (ASIA) CO., LTD. are listed on The Stock Exchange of Hong Kong Limited. (Securities Code : 900)

※ 2 The shares of AEON THANA SINSAP (THAILAND) PLC. are listed on The Stock Exchange of Thailand. (Securities Code : AEONTS)

※ 3 The shares of AEON CREDIT SERVICE (M) BERHAD are listed on The Stock Exchange of Malaysia. (Securities Code : 5139)

Consolidated Affiliates (Overseas)	Shareholding ratio of voting right
FUJITSU CREDIT SERVICE SYSTEMS (TIANJIN) CO.,LTD.	49.0%

Consolidated Financial Summary

Balance Sheet

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥444,868	¥△22,858	¥534,656	¥89,788	¥650,470	¥115,813
Call loans	–	△10,000	30,000	30,000	–	△30,000
Monetary claims bought	5,051	△1,597	3,945	△1,106	5,095	1,150
Securities	211,131	△23,942	170,635	△40,496	210,861	40,226
Loans and bills discounted	1,673,997	199,761	1,864,904	190,906	2,271,666	406,762
Accounts receivable-installment	1,022,387	△15,833	1,182,193	159,806	1,294,632	112,438
Lease receivables and investment assets	5,405	5,405	7,103	1,698	8,506	1,402
Other assets	124,594	29,060	155,160	30,566	208,280	53,120
Property, plant and equipment	36,530	756	38,229	1,699	36,977	△1,251
Intangible assets	77,163	6,024	87,053	9,890	92,356	5,302
Goodwill	25,597	△1,466	23,732	△1,865	21,896	△1,835
Other intangible assets	51,565	7,491	63,321	11,755	70,459	7,137
Deferred tax assets	20,433	△356	25,007	4,574	23,357	△1,650
Customer's liabilities for acceptances and guarantees	173,441	△10,191	138,729	△34,712	109,461	△29,268
Allowance for doubtful accounts	△49,458	△177	△50,356	△897	△58,822	△8,466
Total assets	3,745,546	156,050	4,187,263	441,717	4,852,844	665,580
Deposits	2,152,928	189,903	2,542,090	389,162	3,049,733	507,642
Accounts payable-trade	173,568	8,732	189,365	15,796	258,444	69,079
Call money	–	△76,300	–	–	–	–
Commercial papers	68,000	68,000	38,000	△30,000	60,500	22,500
Borrowed money	535,989	△55,597	514,946	△21,042	539,393	24,446
Bonds payable	122,074	7,764	140,120	18,045	135,665	△4,454
Convertible bond-type bonds with subscription rights to shares	50	△40	30,000	29,950	29,948	△52
Other liabilities	152,845	7,091	163,890	11,044	202,531	38,641
Provision for bonuses	2,828	285	3,243	415	3,661	417
Net defined benefit liability	3,530	217	3,415	△115	3,946	531
Provision for point card certificates	12,456	866	14,518	2,062	14,466	△52
Provision for loss on interest repayment	4,206	△642	3,806	△399	3,124	△682
Provision for contingent loss	–	–	565	565	–	△565
Other provisions	396	△65	359	△37	316	△42
Deferred tax liabilities	2,344	87	3,041	696	3,868	827
Acceptances and guarantees	173,441	△10,191	138,729	△34,712	109,461	△29,268
Total liabilities	3,404,660	140,112	3,786,093	381,433	4,415,061	628,968
Capital stock	30,441	20	45,698	15,256	45,698	–
Capital surplus	106,230	△0	121,211	14,981	120,025	△1,185
Retained earnings	177,766	23,247	203,401	25,635	227,387	23,985
Treasury stock	△25,141	2	△25,100	40	△24,986	114
Total shareholders' equity	289,296	23,270	345,210	55,914	368,124	22,914
Valuation difference on available-for-sale securities	5,889	1,646	4,893	△996	3,556	△1,337
Deferred gains or losses on hedges	△3,514	△46	△2,244	1,270	△1,876	367
Foreign currency translation adjustments	122	△7,323	△1,235	△1,358	870	2,106
Remeasurements of defined benefit plans	△607	△68	△440	166	△658	△217
Total other comprehensive income	1,890	△5,792	972	△917	1,891	919
Subscription rights to shares	110	37	112	1	104	△7
Non-controlling interests	49,589	△1,576	54,875	5,286	67,661	12,785
Total net assets	340,886	15,938	401,170	60,283	437,782	36,612
Total liabilities and net assets	3,745,546	156,050	4,187,263	441,717	4,852,844	665,580

Consolidated Financial Summary

Statement of Income

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥359,651	9.3%	¥375,166	4.3%	¥407,970	8.7%
Interest income	138,810	10.6%	140,240	1.0%	156,161	11.4%
Interest on loans and discounts	136,342	10.6%	138,169	1.3%	153,569	11.1%
Cash advances	79,380	12.6%	82,361	3.8%	88,664	7.7%
Other loans	56,962	7.9%	55,808	△2.0%	64,905	16.3%
Other interest income	2,467	11.0%	2,070	△16.1%	2,592	25.2%
Fees and commissions	185,072	10.0%	194,641	5.2%	213,390	9.6%
Credit card purchase contracts	102,700	5.8%	104,204	1.5%	116,248	11.6%
Hire purchase contracts	33,194	12.0%	33,439	0.7%	37,528	12.2%
Processing agency service fee	15,330	5.7%	15,124	△1.3%	13,760	△9.0%
Other fees and commissions	33,847	24.9%	41,873	23.7%	45,852	9.5%
Other operating income	19,759	3.7%	28,621	44.9%	27,125	△5.2%
Other ordinary income	16,010	△1.3%	11,663	△27.1%	11,292	△3.2%
Ordinary expenses	300,270	8.8%	313,559	4.4%	342,223	9.1%
Interest expenses	21,305	3.0%	18,996	△10.8%	19,479	2.5%
Fees and commissions payments	24,667	13.0%	26,372	6.9%	33,307	26.3%
Other operating expenses	1,437	29.5%	3,452	140.2%	3,585	3.9%
General and administrative expenses	203,553	9.2%	214,431	5.3%	232,291	8.3%
Other ordinary expenses	49,306	7.5%	50,306	2.0%	53,559	6.5%
Ordinary profit	59,380	11.9%	61,606	3.7%	65,746	6.7%
Extraordinary income	1,280	–	105	△91.8%	1,455	–
Gain on disposal of non-current assets	1,280	–	105	△91.8%	4	△96.0%
Gain on transfer from business divestitures	–	–	–	–	1,451	–
Extraordinary loss	1,411	329.2%	2,046	45.0%	630	△69.2%
Loss on disposal of non-current assets	1,304	–	1,297	△0.6%	278	△78.6%
Business restructuring expenses	–	–	–	–	217	–
Provision for contingent loss	–	–	565	–	–	–
Other extraordinary loss	106	137.7%	183	72.0%	135	△26.3%
Profit before income taxes	59,250	12.3%	59,665	0.7%	66,571	11.6%
Total income taxes	14,787	5.1%	12,065	△18.4%	17,697	46.7%
Income taxes-current	15,192	1.3%	15,920	4.8%	14,961	△6.0%
Income taxes-deferred	△405	△56.6%	△3,854	850.3%	2,736	–
Profit	44,463	14.9%	47,599	7.1%	48,873	2.7%
Profit attributable to non-controlling interests	8,678	5.9%	8,145	△6.1%	10,196	25.2%
Profit attributable to owners of parent	35,785	17.4%	39,454	10.3%	38,677	△2.0%

※ 7,524 million yen out of the original amount stated in “Other ordinary income” in Fiscal Year 2016 has been reclassified as “Fees and commissions” amounting to 7,129 million yen and “Other operating income” amounting to 394 million yen, while 226 million yen out of the original amount stated in “General and administrative expenses” in Fiscal Year 2016 has been reclassified into “Other operating expenses.”

Consolidated Financial Summary

Transaction Volume

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥4,315,454	7.5%	¥4,711,676	9.2%	¥5,191,707	10.2%
Hire purchase contracts	296,112	18.3%	315,497	6.5%	334,790	6.1%
Cash advances	469,741	4.8%	475,851	1.3%	508,336	6.8%

Operating Expenses

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥44,214	12.4%	¥44,884	1.5%	¥51,509	14.8%
Bad debt allowance	45,625	14.7%	46,245	1.4%	49,778	7.6%
Provision of allowance for doubtful accounts	42,688	17.4%	44,046	3.2%	47,411	7.6%
Bad debts expenses	2,937	△14.1%	2,199	△25.1%	2,366	7.6%
Personnel expenses	60,418	10.4%	62,874	4.1%	66,595	5.9%
Administrative expenses	90,648	3.7%	98,232	8.4%	108,549	10.5%
Equipment expenses	29,135	11.1%	32,140	10.3%	35,296	9.8%
General expenses	7,484	11.8%	6,733	△10.0%	7,428	10.3%
Financial expenses	22,743	4.4%	22,448	△1.3%	23,065	2.7%
Total ordinary expenses	300,237	8.8%	313,559	4.4%	342,223	9.1%

※ 226 million yen out of the original amount stated in "Administrative expenses" in Fiscal Year 2016 has been reclassified into "Financial expenses."

Consolidated Financial Summary

Consolidated Finance Receivables

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥1,673,997	¥199,761	¥1,864,904	¥190,906	¥2,271,666	¥406,762
Cash advances	480,784	33,667	512,111	31,327	547,372	35,260
Other loans	1,193,213	166,094	1,352,792	159,579	1,724,294	371,502
Total accounts receivable-installment	1,022,387	△15,833	1,182,193	159,806	1,294,632	112,438
Credit card purchase contracts	687,501	△76,388	733,788	46,286	829,210	95,422
Hire purchase contracts	334,885	60,555	448,405	113,519	465,421	17,015
Lease receivables and investment assets	5,405	5,405	7,103	1,698	8,506	1,402
Customer's liabilities for acceptances and guarantees	173,441	△10,191	138,729	△34,712	109,461	△29,268
Total operating receivables	2,875,232	179,142	3,192,930	317,698	3,684,266	491,335

(Securitized Receivables)

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results		Results		Results	
Total loans and bills discounted	¥690,447		¥892,530		¥1,054,905	
Cash advances	2,192		—		—	
Other loans	688,254		892,530		1,054,905	
Total accounts receivable-installment	291,998		341,787		484,511	
Credit card purchase contracts	236,124		245,200		244,050	
Hire purchase contracts	55,874		96,587		240,461	
Total securitized receivables	982,445		1,234,318		1,539,416	

(Finance Receivables Including Securitized Receivables)

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥2,364,444	¥490,846	¥2,757,434	¥392,989	¥3,326,572	¥569,137
Cash advances	482,823	28,414	512,111	29,134	547,372	35,260
Other loans	1,881,103	462,431	2,245,322	363,854	2,779,199	533,877
Total accounts receivable-installment	1,314,385	129,194	1,523,981	209,595	1,779,143	255,161
Credit card purchase contracts	923,625	62,879	978,988	55,362	1,073,260	94,272
Hire purchase contracts	390,760	66,315	544,993	154,233	705,882	160,889
Lease receivables and investment assets	5,405	5,405	7,103	1,698	8,506	1,402
Customer's liabilities for acceptances and guarantees	173,441	△10,191	138,729	△34,712	109,461	△29,268
Total operating receivables	3,857,677	615,255	4,427,249	569,571	5,223,683	796,434

Consolidated Financial Summary

Interest-Bearing Debt

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥163,850	¥△19,098	¥184,102	¥20,252	¥177,880	¥△6,221
Long-term loans payable	372,138	△36,498	330,844	△41,294	361,512	30,668
Call money	—	△76,300	—	—	—	—
Commercial papers	68,000	68,000	38,000	△30,000	60,500	22,500
Bonds payable	122,074	7,764	140,120	18,045	135,665	△4,454
Convertible bond-type bonds with subscription right to shares	50	△40	30,000	29,950	29,948	△52
Lease obligations	34,555	9,925	35,968	1,412	38,639	2,670
Total interest-bearing debt	760,669	△46,247	759,036	△1,633	804,146	45,110

Allowance for Possible Credit Losses

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results		Results		Results	
Opening balance	¥49,280		¥49,458		¥50,356	
Provision of allowance for doubtful accounts (YOY)	45,625 14.7%		46,245 1.4%		49,778 7.6%	
Written-off amount (YOY)	45,494 19.5%		45,348 △0.3%		41,312 △8.9%	
Ending balance (Change)	49,458 0.4%		50,356 1.8%		58,822 16.8%	

Ending balance/Total finance receivables	1.7%	1.6%	1.6%
If including securitized debt	1.3%	1.1%	1.1%

Written-off amount/Total finance receivables	1.6%	1.4%	1.1%
If including securitized debt	1.2%	1.0%	0.8%

Operating Segment Performance

(Unit : Millions of Yen)

	Domestic						Global									Adjustments	Consolidated statements appropriation	
	(Reference ※ 1)		Retail		Solutions		(Reference ※ 1)		China Area		Mekong Area		Malay Area		Results		Results	YOY
	Domestic Total	YOY	Results	YOY	Results	YOY	Global Total	YOY	Results	YOY	Results	YOY	Results	YOY				
Ordinary income	279,174	7.4%	177,302	8.0%	171,006	6.1%	123,795	11.4%	19,462	3.0%	63,953	12.6%	40,379	14.0%	△64,134	407,970	8.7%	
Interest income	90,134	9.8%	89,376	9.9%	1,029	△28.9%	65,974	13.7%	10,930	3.3%	46,493	13.7%	8,550	30.0%	△219	156,161	11.4%	
Fees and commissions	161,609	9.5%	71,405	7.9%	154,657	7.5%	51,524	10.6%	7,762	7.2%	14,839	11.8%	28,922	10.9%	△64,196	213,390	9.6%	
Credit card purchase contracts	98,407	11.7%	35,342	8.1%	61,918	10.0%	17,841	11.0%	7,237	9.0%	8,198	14.2%	2,404	6.6%	1,146	116,248	11.6%	
Hire purchase contracts	12,490	23.1%	2,225	248.4%	11,253	14.4%	24,715	8.6%	0	△98.9%	2,488	△9.1%	22,227	11.1%	△665	37,528	12.2%	
Other operating income	23,473	△13.0%	12,999	0.5%	14,756	△3.9%	–	–	–	–	–	–	–	–	△630	27,125	△5.2%	
Other ordinary income	3,956	23.2%	3,520	△2.5%	563	16.8%	6,296	△3.1%	769	△27.7%	2,620	△1.5%	2,906	4.8%	911	11,292	△3.2%	
Ordinary expenses	245,664	9.6%	168,079	9.9%	143,457	6.9%	95,462	8.6%	13,447	△3.7%	51,446	8.9%	30,568	14.6%	△64,776	342,223	9.1%	
Interest expenses	4,342	△8.1%	3,567	△8.9%	1,013	△2.2%	14,513	8.8%	1,230	△3.5%	6,919	8.0%	6,363	12.5%	386	19,479	2.5%	
Fees and commissions payments	27,219	25.9%	74,450	7.1%	18,467	28.3%	5,716	18.9%	1,034	3.0%	2,445	33.1%	2,227	13.7%	△65,316	33,307	26.3%	
Other operating expenses	2,936	△0.6%	675	△9.4%	2,261	2.4%	238	△18.3%	1	△89.2%	241	△12.3%	△4	△259.5%	409	3,585	3.9%	
General and administrative expenses	187,631	7.9%	87,544	10.6%	100,254	5.5%	45,182	12.2%	7,686	0.9%	25,977	15.8%	11,528	13.0%	△699	232,291	8.3%	
Other ordinary expenses	23,533	12.0%	1,842	△586.1%	21,460	△0.3%	29,811	2.1%	3,494	△13.7%	15,863	△2.7%	10,453	18.3%	444	53,559	6.5%	
Ordinary profit	33,509	△6.1%	9,223	△17.1%	27,549	2.1%	28,332	21.8%	6,015	21.9%	12,506	30.8%	9,810	11.9%	641	65,746	6.7%	

	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Results	Change
Loans and bills discounted	1,984,300	366,728	1,960,177	329,205	67,217	13,956	291,412	39,231	41,327	△2,855	198,908	30,818	51,177	11,268	△47,140	2,271,666	406,762
Accounts receivable-installment	1,041,480	78,081	671,960	25,481	374,083	51,722	248,125	37,017	31,635	187	60,437	15,448	156,051	21,382	463	1,294,632	112,438
Credit card purchase contracts	732,076	78,969	622,851	55,886	111,953	23,111	97,133	16,452	31,635	187	48,868	14,147	16,629	2,117	△2,728	829,210	95,422
Hire purchase contracts	309,403	△887	49,109	△30,404	262,129	28,611	150,991	20,565	–	△0	11,569	1,300	139,422	19,264	3,191	465,421	17,015
Balance of interest-bearing debt	3,049,743	507,434	3,052,192	507,026	–	–	–	–	–	–	–	–	–	–	△2,458	3,049,733	507,642
Deposits	278,861	9,496	45,838	△12,060	281,361	△3,024	407,716	24,058	38,759	△4,320	208,848	24,770	160,108	3,607	69,230	804,146	45,110

	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results
① Average interest rate on loans and bills discounted	4.9%	4.8%	0.9%	24.2%	25.4%	25.3%	18.8%	–	7.4%	
② Funding interest concerning loans and bills discounted	0.1%	0.1%	0.4%	3.7%	3.0%	3.5%	4.0%	–	0.5%	
③ Interest rate spread ①-②	4.7%	4.7%	0.6%	20.6%	22.4%	21.8%	14.8%	–	6.9%	

※ 1 The figures provided under "Domestic Total" and "Global Total" are after the elimination of transactions between segments belonging to each business.

※ 2 The interest rate is calculated from the average of beginning of the term and end of the term.

※ 3 The funding interest include the balance on interest-bearing debt.

Financial Summary in Domestic Balance Sheet

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥419,583	¥△25,703	¥505,088	¥85,505	¥616,785	¥111,696
Call loans	–	△10,000	30,000	30,000	–	△30,000
Monetary claims bought	5,051	△1,597	3,945	△1,106	5,095	1,150
Securities	198,126	△53,325	157,645	△40,481	197,987	40,341
Loans and bills discounted	1,435,707	213,868	1,617,722	182,014	1,985,253	367,531
Accounts receivable-installment	816,226	△9,203	963,398	147,172	1,041,480	78,081
Lease receivables and investment assets	5,405	5,405	7,103	1,698	8,506	1,402
Other assets	87,868	17,449	118,171	30,303	181,898	63,726
Property, plant and equipment	26,994	3,341	29,433	2,438	31,882	2,449
Intangible assets	71,193	6,493	82,380	11,187	88,030	5,649
Deferred tax assets	16,641	△66	21,459	4,817	19,243	△2,215
Customer's liabilities for acceptances and guarantees	173,441	△9,562	138,729	△34,712	109,461	△29,268
Allowance for doubtful accounts	△34,424	△1,952	△35,580	△1,155	△42,644	△7,063
Total assets	3,221,816	135,147	3,639,497	417,681	4,242,980	603,482
Deposits	2,152,928	189,903	2,542,090	389,162	3,049,733	507,642
Call money	–	△76,300	–	–	–	–
Commercial papers	68,000	68,000	38,000	△30,000	60,500	22,500
Borrowed money	191,250	△63,650	175,466	△15,784	178,266	2,800
Bonds payable	90,000	10,000	90,000	–	90,000	–
Convertible, bond-type bonds with subscription rights to shares	50	△40	30,000	29,950	29,948	△52
Accounts payable-trade	170,194	10,254	185,695	15,500	254,616	68,921
Other liabilities	135,061	18,194	144,695	9,633	170,250	25,555
Provision for bonuses	2,119	250	2,299	180	2,569	269
Net defined benefit liability	3,206	195	2,960	△245	3,407	446
Provision for point card certificates	12,456	866	14,518	2,062	14,466	△52
Provision for loss on interest repayment	4,206	△642	3,806	△399	3,124	△682
Provision for contingent loss	–	–	565	565	–	△565
Other provision	396	△65	359	△37	316	△42
Deferred tax liabilities	1,956	188	2,719	763	3,629	910
Acceptances and guarantees	173,441	△9,562	138,729	△34,712	109,461	△29,268
Total liabilities	3,005,266	147,591	3,371,905	366,639	3,970,289	598,383
Total net assets	216,549	△12,444	267,592	51,042	272,691	5,099
Total liabilities and equity	3,221,816	135,147	3,639,497	417,681	4,242,980	603,482

Financial Summary in Domestic

Transaction Volume

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥4,104,792	7.4%	¥4,515,763	10.0%	¥4,955,492	9.7%
Hire purchase contracts	201,269	27.4%	234,607	16.6%	253,761	8.2%
Cash advances	360,864	3.6%	376,220	4.3%	389,219	3.5%
Total e-money contracts	2,130,754	7.2%	2,138,891	0.4%	1,952,564	△8.7%

Statement of Income

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥239,863	9.4%	¥267,010	11.3%	¥286,986	7.5%
Interest income	77,925	12.1%	86,461	11.0%	92,786	7.3%
Interest on loans and discounts	72,979	12.3%	80,262	10.0%	87,743	9.3%
Cash advances	58,411	13.4%	63,217	8.2%	67,369	6.6%
Other loans	14,567	7.8%	17,044	17.0%	20,373	19.5%
Other interest income	4,945	10.2%	6,199	25.3%	5,042	△18.7%
Fees and commissions	136,150	9.1%	147,646	8.4%	161,592	9.4%
Credit card purchase contracts	84,420	6.0%	88,127	4.4%	98,407	11.7%
Affiliated merchants	61,985	7.5%	67,322	8.6%	73,651	9.4%
Revolving credit	20,735	0.4%	19,026	△8.2%	22,661	19.1%
Other	1,699	24.1%	1,778	4.7%	2,094	17.8%
Hire purchase contracts	8,926	4.7%	10,144	13.6%	12,490	23.1%
Processing agency service fees	15,330	5.7%	15,124	△1.3%	13,760	△9.0%
Other fees and commissions	27,474	24.2%	34,249	24.7%	36,934	7.8%
Other operating income	19,747	3.9%	28,621	44.9%	27,125	△5.2%
Other ordinary income	6,039	0.3%	4,280	△29.1%	5,481	28.1%
Ordinary expenses	201,942	8.5%	223,732	10.8%	245,640	9.8%
Interest expenses	6,301	△9.4%	5,271	△16.3%	4,770	△9.5%
Fees and commissions payments	19,648	11.6%	22,034	12.1%	27,711	25.8%
Other operating expenses	1,074	47.5%	3,169	195.0%	3,148	△0.7%
General and administrative expenses	156,867	8.5%	172,218	9.8%	186,456	8.3%
Other ordinary expenses	18,050	12.0%	21,039	16.6%	23,552	11.9%
Ordinary profit	37,920	13.9%	43,277	14.1%	41,345	△4.5%

※ 5,411 million yen out of the original amount stated in "Other ordinary income" in Fiscal Year 2016 has been reclassified as "Fees and commissions" amounting to 5,016 million yen and "Other operating income" amounting to 394 million yen, while 226 million yen out of the original amount stated in "General and administrative expenses" in Fiscal Year 2016 has been reclassified into "Other operating expenses."

Financial Summary in Domestic

Ordinary Expenses

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥38,008	11.0%	¥40,450	6.4%	¥45,361	12.1%
Bad debt allowance	14,378	42.7%	16,986	18.1%	19,825	16.7%
Provision of allowance for doubtful accounts	14,181	41.0%	16,878	19.0%	19,294	14.3%
Bad debts expenses	197	896.4%	107	△45.3%	530	391.8%
Personnel expenses	42,234	10.6%	45,817	8.5%	47,997	4.8%
Administrative expenses	75,408	2.2%	84,382	11.9%	92,784	10.0%
Equipment expenses	19,242	10.5%	23,039	19.7%	26,615	15.5%
General expenses	5,295	13.1%	4,615	△12.9%	5,137	11.3%
Financial expenses	7,375	△4.0%	8,440	14.4%	7,918	△6.2%
Total ordinary expenses	201,942	8.5%	223,732	10.8%	245,640	9.8%

※ 226 million yen out of the original amount stated in "Administrative expenses" in Fiscal Year 2016 has been reclassified into "Financial expenses."

Financial Summary in Domestic

Finance Receivables

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥1,435,707	¥213,868	¥1,617,722	¥182,014	¥1,985,253	¥367,531
Cash advances	405,563	35,089	431,661	26,097	455,855	24,194
Other loans	1,030,144	178,779	1,186,061	155,917	1,529,398	343,336
Total accounts receivable-installment	816,226	△9,203	963,398	147,172	1,041,480	78,081
Credit card purchase contracts	609,810	△70,567	653,107	43,296	732,076	78,969
Revolving and installments payment credit card purchase	105,511	△16,473	114,170	8,658	131,844	17,674
Hire purchase contracts	206,415	61,364	310,290	103,875	309,403	△887
Lease receivables and investment assets	5,405	5,405	7,103	1,698	8,506	1,402
Customer's liabilities for acceptances and guarantees	173,441	△9,562	138,729	△34,712	109,461	△29,268
Total operating receivables	2,430,780	200,508	2,726,953	296,172	3,144,701	417,747

(Securitized Receivables)

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results		Results		Results	
Total loans and bills discounted	¥688,254		¥892,530		¥1,054,905	
Cash advances	—		—		—	
Other loans	688,254		892,530		1,054,905	
Total accounts receivable-installment	291,074		341,787		484,511	
Credit card purchase contracts	235,200		245,200		244,050	
Revolving payment credit card purchase	105,200		115,200		114,050	
Hire purchase contracts	55,874		96,587		240,461	
Total securitized receivables	1,009,622		1,234,318		1,539,416	

(Finance Receivables Including Securitized Receivables)

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥2,123,962	¥510,205	¥2,510,252	¥386,290	¥3,040,159	¥529,906
Cash advances	405,563	35,089	431,661	26,097	455,855	24,194
Other loans	1,718,399	475,116	2,078,591	360,192	2,584,303	505,711
Housing Loans※	1,156,112	296,380	1,408,002	251,890	1,611,761	203,758
Total accounts receivable-installment	1,107,300	138,289	1,305,186	197,885	1,525,991	220,805
Credit card purchase contracts	845,010	71,165	898,307	53,296	976,126	77,819
Revolving and installments payment credit card purchase	210,711	5,259	229,370	18,658	245,894	16,524
Hire purchase contracts	262,289	67,124	406,878	144,588	549,864	142,985
Lease receivables and investment assets	5,405	5,405	7,103	1,698	8,506	1,402
Customer's liabilities for acceptances and guarantees	173,441	△9,562	138,729	△34,712	109,461	△29,268
Total operating receivables	3,410,109	644,338	3,961,271	551,162	4,684,118	722,846

※Housing loans receivables are the figures of AEON Bank.

Financial Summary in Domestic

Interest-Bearing Debt

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥121,250	¥△22,850	¥151,850	¥30,600	¥148,900	¥△2,950
Long-term loans payable	70,000	△40,800	23,616	△46,384	29,366	5,750
Call money	–	△76,300	–	–	–	–
Commercial Papers	68,000	68,000	38,000	△30,000	60,500	22,500
Bonds payable	90,000	10,000	90,000	–	90,000	–
Convertible bond-type bonds with subscription right to shares	50	△40	30,000	29,950	29,948	△52
Lease obligations	34,529	9,900	35,898	1,368	38,595	2,696
Total interest-bearing debt	383,829	△52,089	369,364	△14,465	397,309	27,944

Allowance for Possible Credit Losses

(Unit : Millions of Yen)

	2016/3		2017/3		2018/3	
	Results		Results		Results	
Opening balance	¥21,555		¥22,934		¥24,733	
Provision of allowance for doubtful accounts (YOY)	12,476 36.0%		14,675 17.6%		15,856 8.0%	
Written-off amount (YOY)	11,097 △6.5%		12,875 16.0%		10,980 △14.7%	
Ending balance (Change)	22,934 6.4%		24,733 7.8%		29,609 19.7%	
Ending balance/Total finance receivables	2.3%		2.3%		2.5%	
If including securitized debt	1.8%		1.9%		2.1%	
Written-off amount/Total finance receivables	1.1%		1.2%		0.9%	
If including securitized debt	0.9%		1.0%		0.8%	

Key Operating Data

Number of Cardholders

(Unit : Ten thousand)

	2015/3		2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change	Results	Change
Number of cardholders	3,567	177	3,722	155	3,894	172	4,064	170
Number of Credit cardholders in domestic	2,464	119	2,588	124	2,692	104	2,775	83

※The number of Family Card members is included in the number of credit cardholders in domestic.

(Unit : Ten thousand)

	2015/3		2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change	Results	Change
WAON cardholders	4,880	900	5,670	790	6,450	780	7,010	560

Number of Active Cardholders in Domestic

(Unit : Ten thousand)

	2015/3		2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change	Results	Change
Active cardholders ※ 1	1,525	71	1,593	68	1,661	68	1,702	41
Card-use rate (%) ※ 2	66.8%	–	66.4%	–	66.3%	–	65.7%	–

※ 1 "Active cardholders" means the number of cardholders who have used their cards at least once within the previous 12 months.

※ 2 Card-use rate = Active cardholders/Average number of cardholders in Domestic excluding Family Card members(2017/4 and 2018/3) × 100.

Attribution

–Composition ratio by sex

	Composition ratio by sex
Male	35.6%
Female	64.4%

–Composition ratio by area

	Composition ratio by area		Composition ratio by area
Hokkaido	4.7%	Tokai	14.0%
Tohoku	8.8%	Kinki	18.8%
Kitakanto/Hokuriku/Koushinetsu	11.7%	Chugoku/Shikoku	9.7%
Syutoken	21.6%	Kyusyu/Okinawa	10.7%

–Composition ratio by age

	Composition ratio by age : Total	Composition ratio by age : Male	Composition ratio by age : Female
Under 29	5.6%	6.4%	5.2%
30–39	11.6%	12.0%	11.4%
40–49	22.2%	20.7%	23.0%
50–59	22.2%	21.1%	22.8%
Over 60	38.4%	39.7%	37.7%
Total	100.0%	100.0%	100.0%

Key Operating Data

Results of AEON Bank

(Unit : Millions of Yen)

	2015/3		2016/3		2017/3		2018/3	
	Results	Change	Results	Change	Results	Change	Results	Change
Balance of Deposits	1,963,250	247,468	2,153,699	190,448	2,545,618	391,919	3,053,808	508,189
Ordinary deposits	528,000	52,452	716,213	188,213	1,444,931	728,718	2,020,773	575,841
Time deposits	1,434,133	194,785	1,437,079	2,945	1,097,158	△339,920	1,030,573	△66,584
Other deposits	1,116	230	406	△709	3,528	3,121	2,461	△1,067
Balance of loans and bills discounted	1,210,503	196,391	1,421,813	211,309	1,630,046	208,233	1,959,497	329,451

(Unit : Ten thousand)

Number of accounts	432	64	493	61	555	62	605	50
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Number of branches	129	5	132	3	135	3	140	5
Number of ATMs	5,594	662	5,730	136	5,855	125	6,181	326

Estimated Results for the Year Ending March 31, 2019

(Unit : Millions of Yen)

		Consolidated Estimated Results
Ordinary income	(YOY)	440,000 7.9%
Ordinary profit	(YOY)	72,500 10.3%
Profit attributable to owners of parent	(YOY)	42,000 8.6%