

2010年2月期 決算補足資料

FACT BOOK 2010 For the Year Ended February 20, 2010



イオンクレジットサービス株式会社
AEON CREDIT SERVICE CO., LTD.

Prepared by the Investor Relations section

Tel: 03-5281-2027

Fax: 03-5281-2468

(注) Remarks:

1: 記載数値は、すべて単位未満切り捨て表示しております。

All fractions of numbers posted are rounded off to the nearest figure.

2: 前期比のパーセント表示は、増減率を表しております。

YOY (%) represents the growth ratio compared with the results in the same period of the previous year.

3: 連結記載数値は、決算期ごとの為替レートで換算しておりますので、為替レート変動による影響がございます。

The consolidated figure may be affected by fluctuation of exchange rates since the figure is converted to Japanese Yen in every financial closing.

将来の見通しに関する注意事項

本誌の内容のうち、当社の将来的な経営戦略や営業方針、業績予測等にかかわるものは、いずれも現時点において当社が把握している情報に基づいて想定、算出されたものであり、経済動向、業界での激しい競争、市場需要、為替レート、税制や諸制度等に関わるリスクや不確実な要素を含んでいます。従って、将来、実際に公表される業績等はこれらの種々の要素によって変動する可能性があります。

Remarks to the Forecasting

The content of this fact book includes information related to our future strategies, policies and financial projections, based on and calculated using currently available data. It includes elements of risk and uncertainty related to economic trends, increased industry competition, market demand, exchange rates, taxes and other regulations. As a result, actual results may materially differ from these forecasts.

目 次

CONTENTS

連結決算報告	Consolidated Financial Summary
連結決算概要	Overview
業績ハイライト	Consolidated Financial Highlights 1
主要な経営指標	Consolidated Key Indicators 1
連結対象会社	Consolidated Subsidiaries and Affiliates 1
連結貸借対照表	Consolidated Balance Sheets 2
連結損益計算書	Consolidated Statements of Income 3
主な連結子会社の営業収益	Operating Revenues of Major Consolidated Subsidiaries
主な国内連結子会社	Major Domestic Subsidiaries 4
主な海外連結子会社	Major Overseas Subsidiaries 4
連結財務諸表資料	Consolidated Financial Data
取扱高内訳	Trading Volume 5
営業収益内訳	Operating Revenues 5
営業債権内訳	Finance Receivables 6
(債権流動化実施額)	(Securitized Receivables) 6
(債権流動化分を含む営業債権残高)	(Finance Receivables Including Securitized Receivables) 6
営業費用	Operating Expenses 7
有利子負債内訳	Interest-Bearing Debt 8
貸倒引当、貸倒損失	Allowance for Possible Credit Losses 8
連結営業状況報告	Consolidated Key Operating Data
カード会員数の推移	Number of Cardholders 9
単独決算報告	Non consolidated Financial Summary
単独決算概要	Overview
業績ハイライト	Non consolidated Financial Highlights 10
主要な経営指標	Non consolidated Key Indicators 10
株式分割の状況	Stock Split Review 10
単独貸借対照表	Non consolidated Balance Sheets 11
単独損益計算書	Non consolidated Statements of Income 12
単独財務諸表資料	Non consolidated Financial Data
取扱高内訳	Trading Volume 13
営業収益内訳	Operating Revenues 13
営業債権内訳	Finance Receivables 14
(債権流動化実施額)	(Securitized Receivables) 14
(債権流動化分を含む営業債権残高)	(Finance Receivables Including Securitized Receivables) 14
営業費用	Operating Expenses 15
有利子負債内訳	Interest-Bearing Debt 16
貸倒引当、貸倒損失	Allowance for Possible Credit Losses 16
単独営業状況報告	Non consolidated Key Operating Data
カード会員数の推移	Number of Domestic Cardholders 17
会員属性	Cardholder Characteristics 17
- 男女別構成比	Cardholders by Gender 17
- 年齢別構成比	Cardholders by Age 17

連結決算報告 Consolidated Financial Summary

連結決算概要 Overview

業績ハイライト Consolidated Financial Highlights

(単位: 百万円 / Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
取扱高 Transaction volume (前期比/YOY)	¥2,482,920 13.7%	¥2,756,725 11.0%	¥3,074,025 11.5%	¥2,993,335 2.6%
営業収益 Operating revenues (前期比/YOY)	173,481 19.8%	181,076 4.4%	176,007 2.8%	172,430 2.0%
営業利益 Operating income (前期比/YOY)	40,955 1.8%	32,863 19.8%	26,611 19.0%	20,560 22.7%
経常利益 Ordinary income (前期比/YOY)	41,018 2.1%	33,014 19.5%	26,805 18.8%	20,424 23.8%
当期純利益 Net income (前期比/YOY)	20,592 3.2%	17,653 14.3%	14,788 16.2%	197 98.7%

なお、当期の取扱高合計数値について、業務代行に電子マネーのアクワイアリング分を含めた数値は、以下のとおりとなります。

Previous standard

取扱高合計 Total trading volume (前期比/YOY)	¥2,482,920 13.7%	¥2,756,725 11.0%	¥3,074,025 11.5%	¥3,496,757 13.8%
---	---------------------	---------------------	---------------------	---------------------

主要な経営指標 Consolidated Key Indicators

(単位: 円 / Yen)

	2007/2	2008/2	2009/2	2010/2
自己資本比率(株主資本比率) Shareholders' equity ratio	18.6%	18.9%	19.0%	18.0%
1株当たり当期純利益 Net income per share (EPS)	¥131.23	¥112.52	¥94.29	¥1.26
1株当たり純資産(1株当たり株主資本) Shareholders' equity per share (BPS)	¥991.07	¥1,040.97	¥1,036.35	¥994.42

連結対象会社 Consolidated Subsidiaries and Affiliates

国内連結子会社 Consolidated Subsidiaries (Domestic)	持分比率 Percentage of Ownership	国内持分法適用会社 Consolidated Affiliates (Domestic)	持分比率 Percentage of Ownership
イオン保険サービス株式会社 AEON INSURANCE SERVICE CO.,LTD.	50.3%	ジャスベル株式会社 Jusvel Co., Ltd.	30.6%
エー・シー・エス債権管理回収株式会社 ACS Credit Management Co., Ltd.	93.3%	イオンマーケティング株式会社 AEON MARKETING CO.,LTD.	1 20.0%
		株式会社デジタルダイレクト Digital Direct Inc.	2 20.0%

海外連結子会社 Consolidated Subsidiaries (Overseas)	持分比率 Percentage of Ownership		持分比率 Percentage of Ownership
AEON CREDIT SERVICE (ASIA) CO., LTD. 3	51.9%	AEON CREDIT GUARANTEE (CHINA) CO., LTD.	76.0%
AEON THANA SINSAP (THAILAND) PLC. 4	54.3%	AEON INFORMATION SERVICE (SHENZEN) CO., LTD.	76.0%
ACS CAPITAL CORPORATION LTD.	100.0%	ACS INSURANCE BROKER (THAILAND) CO., LTD.	100.0%
AEON CREDIT SERVICE (M) BERHAD 5	58.3%	ACS LIFE INSURANCE BROKER (THAILAND) CO., LTD.	100.0%
AEON CREDIT SERVICE (TAIWAN) CO., LTD.	96.2%	ACS SERVICING (THAILAND) CO., LTD.	100.0%
AEON CREDIT CARD (TAIWAN) CO., LTD.	94.1%	ACS TRADING VIETNAM CO.,LTD.	70.9%
PT. AEON CREDIT SERVICE INDONESIA	83.9%	AEON CREDIT TECHNOLOGY SYSTEMS (PHILIPPINES)INC.	86.5%
AEON INSURANCE BROKERS (HK) CO., LTD.	51.9%		

1 イオンマーケティング株式会社は当第2四半期より、持分法適用の範囲に含めております。

AEON MARKETING CO.,Ltd. has applied the Equity method from the 2Q.

2 株式会社デジタルダイレクトは当第4四半期より、持分法適用の範囲に含めております。

Digital Direct Inc. has applied the Equity method from the 4Q.

3 AEON CREDIT SERVICE (ASIA) CO., LTD. は、香港証券取引所に上場しております。(証券コード900)

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

4 AEON THANA SINSAP (THAILAND) PLC. は、タイ証券取引所に上場しております。(証券コードAEONTS)

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

5 AEON CREDIT SERVICE (M) BERHADは、マレーシア証券取引所に上場しております。(証券コード5139)

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

連結貸借対照表 Consolidated Balance Sheets

(単位: 百万円/Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
流動資産 Current assets (前期比/YOY)	¥796,502 20.8%	¥809,822 1.7%	¥797,954 1.5%	¥769,527 3.6%
固定資産 Non-current assets (前期比/YOY)	37,636 24.4%	52,042 38.3%	56,081 7.8%	96,718 72.5%
繰延資産 Deferred assets (前期比/YOY)	115 -	196 70.4%	157 19.7%	119 24.4%
資産合計 Total assets (前期比/YOY)	834,254 21.0%	862,061 3.3%	854,193 0.9%	866,364 1.4%
流動負債 Current liabilities (前期比/YOY)	221,828 40.5%	231,042 4.2%	230,795 0.1%	272,178 17.9%
固定負債 Long-term liabilities (前期比/YOY)	439,813 16.5%	447,681 1.8%	441,496 1.4%	417,468 5.4%
負債合計 Total liabilities (前期比/YOY)	661,642 23.6%	678,724 2.6%	672,292 0.9%	689,647 2.6%
株主資本合計 Total shareholder's equity (前期比/YOY)	147,699 -	158,948 7.6%	167,461 5.4%	161,712 3.4%
評価・換算差額等合計 Total revaluation reserve (前期比/YOY)	7,812 -	4,314 44.8%	4,926 214.2%	5,733 16.4%
新株予約権 Subscription rights to shares (前期比/YOY)	- -	- -	25 -	- -
少数株主持分 Minority interests (前期比/YOY)	17,099 12.5%	20,074 17.4%	19,340 3.7%	20,739 7.2%
純資産合計 Total equity (前期比/YOY)	172,611 -	183,336 6.2%	181,901 0.8%	176,717 2.8%
負債純資産合計 Total liabilities and equity (前期比/YOY)	834,254 -	862,061 3.3%	854,193 0.9%	866,364 1.4%

連結損益計算書 Consolidated Statements of Income

(単位:百万円/Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
営業収益 Operating revenues	¥173,481	¥181,076	¥176,007	¥172,430
(前期比/YOY)	19.8%	4.4%	2.8%	2.0%
総合あっせん収益 Credit card shopping revenue	39,775	47,330	52,697	55,966
(前期比/YOY)	25.5%	19.0%	11.3%	6.2%
個品あっせん収益 Hire purchase revenue	7,530	9,752	9,304	8,050
(前期比/YOY)	1.4%	29.5%	4.6%	13.5%
融資収益 Financing revenue	118,207	114,300	96,040	80,598
(前期比/YOY)	19.8%	3.3%	16.0%	16.1%
業務代行収益 Processing agency service fees	-	-	6,150	13,012
(前期比/YOY)	-	-	408.4%	111.6%
融資代行収益 ATM acquiring service fees	1,921	1,209	-	-
(前期比/YOY)	19.1%	37.0%	-	-
償却債権取立益 Income from bad debt recovery	1,992	2,896	2,366	3,273
(前期比/YOY)	45.2%	45.4%	18.3%	38.3%
その他収益 Other revenues	3,756	5,282	9,231	11,368
(前期比/YOY)	15.7%	40.6%	74.8%	23.2%
金融収益 Financial revenue	296	304	217	160
(前期比/YOY)	647.1%	2.4%	28.6%	26.2%
販売費及び一般管理費 Selling, general and administrative expenses	121,117	133,567	134,360	137,370
(前期比/YOY)	25.2%	10.3%	0.6%	2.2%
金融費用 Financial expenses	11,409	14,645	15,035	14,499
(前期比/YOY)	46.1%	28.4%	2.7%	3.6%
支払利息 Interest paid	11,234	14,456	14,432	13,522
(前期比/YOY)	51.0%	28.7%	0.2%	6.3%
その他 Other	175	189	602	976
(前期比/YOY)	52.4%	8.1%	218.3%	62.0%
営業費用 Operating expenses	132,526	148,212	149,396	151,869
(前期比/YOY)	26.8%	11.8%	0.8%	1.7%
営業利益 Operating income	40,955	32,863	26,611	20,560
(前期比/YOY)	1.8%	19.8%	19.0%	22.7%
営業外収益 Non-operating income	339	474	441	421
(前期比/YOY)	39.2%	39.8%	7.0%	4.4%
営業外費用 Non-operating expenses	276	324	246	557
(前期比/YOY)	9.1%	17.0%	23.8%	125.8%
経常利益 Ordinary income	41,018	33,014	26,805	20,424
(前期比/YOY)	2.1%	19.5%	18.8%	23.8%
特別利益 Extraordinary income	926	2,639	12,168	369
(前期比/YOY)	53.1%	185.1%	360.9%	97.0%
特別損失 Extraordinary losses	3,678	1,326	8,609	16,096
(前期比/YOY)	73.5%	63.9%	549.0%	87.0%
税金等調整前当期純利益 Income before income tax and minority interests	38,265	34,327	30,364	4,698
(前期比/YOY)	1.0%	10.3%	11.5%	84.5%
少数株主利益 Minority interest income	3,139	4,276	4,392	3,805
(前期比/YOY)	14.8%	36.2%	2.7%	13.3%
当期純利益 Net income	20,592	17,653	14,788	197
(前期比/YOY)	3.2%	14.3%	16.2%	98.7%

主な連結子会社の営業収益 Operating Revenues of Major Consolidated Subsidiaries

主な国内連結子会社 Major Domestic Subsidiaries

(単位: 百万円 / Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
イオン保険サービス株式会社(保険代理店) AEON INSURANCE SERVICE CO.,LTD. (Insurance agency) (前期比/ YOY)	¥1,079 0.4%	¥1,137 5.0%	¥3,826 236.7%	¥3,951 3.3%
エー・シー・エス債権管理回収株式会社(サービサー) ACS Credit Management Co., Ltd. (Collection servicer) (前期比/ YOY)	1,660 31.0%	1,949 17.4%	2,311 18.6%	2,176 5.8%

主な海外連結子会社 Major Overseas Subsidiaries

		2007/2	2008/2	2009/2	2010/2
		実績 Results	実績 Results	実績 Results	実績 Results
香港 Hong Kong	百万香港ドル Millions of HK\$ (前期比/ YOY)	1,152 30.9%	1,205 5.0%	1,255 4.2%	1,244 0.8%
	百万円 Millions of Yen	¥17,375	¥17,908	¥16,348	¥14,986
	為替レート Avg. exchange rate	1HK \$ = ¥ 15.08	1HK \$ = ¥ 14.86	1HK \$ = ¥ 13.02	1HK \$ = ¥ 12.04
タイ Thailand	百万タイバツ Millions of Baht (前期比/ YOY)	7,730 19.4%	9,262 17.0%	10,573 14.2%	10,323 2.2%
	百万円 Millions of Yen	¥24,504	¥33,821	¥32,036	¥28,266
	為替レート Avg. exchange rate	1Baht= ¥ 3.17	1Baht= ¥ 3.65	1Baht= ¥ 3.03	1Baht= ¥ 2.74
マレーシア Malaysia	百万マレーシアリングギット Millions of RM (前期比/ YOY)	141 70.3%	187 33.0%	228 21.8%	259 13.6%
	百万円 Millions of Yen	¥4,558	¥6,411	¥6,899	¥6,930
	為替レート Avg. exchange rate	1RM= ¥ 32.29	1RM= ¥ 34.11	1RM= ¥ 30.14	1RM= ¥ 26.66

連結財務諸表資料 Consolidated Financial Data

取扱高内訳 Trading Volume

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total
総合あっせん Credit card shopping (前期比/ YOY)	¥1,590,444 17.9%	64.1%	¥1,874,219 17.8%	68.0%	¥2,109,905 12.6%	68.7%	¥2,261,616 7.2%	75.5%
個品あっせん Hire purchase (前期比/ YOY)	44,360 1.5%	1.8%	53,598 20.8%	1.9%	49,050 8.5%	1.6%	44,119 10.1%	1.5%
融資計 Total loans (前期比/ YOY)	695,016 13.9%	28.0%	694,898 0.0%	25.2%	655,488 5.7%	21.3%	586,125 10.6%	19.6%
カードキャッシング Cash advances (前期比/ YOY)	589,044 10.9%	23.7%	574,037 2.6%	20.8%	545,628 4.9%	17.7%	496,176 9.1%	16.6%
その他融資 Other loans (前期比/ YOY)	105,971 34.8%	4.3%	120,861 14.1%	4.4%	109,859 9.1%	3.6%	89,949 18.1%	3.0%
業務代行 Processing agency service (前期比/ YOY)	- -	-	- -	-	225,908 -	7.3%	66,830 70.4%	2.2%
融資代行 ATM acquiring service (前期比/ YOY)	141,750 18.6%	5.7%	89,705 36.7%	3.3%	- -	-	- -	-
その他 Other (前期比/ YOY)	11,348 118.4%	0.4%	44,303 290.4%	1.6%	33,673 24.0%	1.1%	34,644 2.9%	1.2%
取扱高合計 Total transaction volume (前期比/ YOY)	2,482,920 13.7%	100.0%	2,756,725 11.0%	100.0%	3,074,025 11.5%	100.0%	2,993,335 2.6%	100.0%

業務代行については、当期より電子マネーのアクワイアリング分を除き(自社発行のカードに係る分は従来どおり含めております)算出しております。

The acquiring business of electronic money is being excluded from the brokerage business. However, those sales from the electronic money cards issued by the company are included as usual.

なお、当期の取扱高合計数値について、業務代行に電子マネーのアクワイアリング分を含めた数値は、以下のとおりとなります。

Previous standard

取扱高合計 Total trading volume (前期比/ YOY)	¥ 2,482,920 13.7%	100.0%	¥ 2,756,725 11.0%	100.0%	¥ 3,074,025 11.5%	100.0%	¥ 3,496,757 13.8%	100.0%
--	----------------------	--------	----------------------	--------	----------------------	--------	----------------------	--------

営業収益内訳 Operating Revenues

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total
総合あっせん収益 Credit card shopping revenue (前期比/ YOY)	¥39,775 25.5%	22.9%	¥47,330 19.0%	26.1%	¥52,697 11.3%	29.9%	¥55,966 6.2%	32.5%
個品あっせん収益 Hire purchase revenue (前期比/ YOY)	7,530 1.4%	4.3%	9,752 29.5%	5.4%	9,304 4.6%	5.3%	8,050 13.5%	4.7%
融資収益計 Total financing revenues	118,207 19.8%	68.1%	114,300 3.3%	63.1%	96,040 16.0%	54.6%	80,598 16.1%	46.7%
カードキャッシング Cash advances (前期比/ YOY)	100,609 16.4%	58.0%	92,884 7.7%	51.3%	76,334 17.8%	43.4%	63,441 16.9%	36.7%
その他融資 Other loans (前期比/ YOY)	17,598 44.3%	10.1%	21,416 21.7%	11.8%	19,706 8.0%	11.2%	17,157 12.9%	10.0%
業務代行业収益 Processing agency service fees (前期比/ YOY)	- -	-	- -	-	6,150 -	3.6%	13,012 111.6%	7.5%
融資代行业収益 ATM acquiring service fees (前期比/ YOY)	1,921 19.1%	1.1%	1,209 37.0%	0.7%	- -	-	- -	-
償却債権取立益 Income from bad debt recovery (前期比/ YOY)	1,992 45.2%	1.1%	2,896 45.4%	1.6%	2,366 18.3%	1.3%	3,273 38.3%	1.9%
その他収益 Other revenues (前期比/ YOY)	3,756 15.7%	2.2%	5,282 40.6%	2.9%	9,231 74.8%	5.2%	11,368 23.2%	6.6%
金融収益 Financial revenue (前期比/ YOY)	296 647.1%	0.2%	304 2.4%	0.2%	217 28.6%	0.1%	160 26.2%	0.1%
営業収益合計 Total operating revenues (前期比/ YOY)	173,481 19.8%	100.0%	181,076 4.4%	100.0%	176,007 2.8%	100.0%	172,430 2.0%	100.0%

営業債権内訳 Finance Receivables

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total
割賦売掛金合計 Total credit card and hire purchase (前期比/ YOY)	¥260,790 32.3%	63,698	¥287,335 10.2%	26,545	¥245,378 14.6%	41,957	¥300,782 22.6%	55,404
カードショッピング Credit card shopping (前期比/ YOY)	229,252 33.2%	57,180	248,229 8.3%	18,976	211,117 15.0%	37,112	262,811 24.5%	51,694
個品あっせん Hire purchase (前期比/ YOY)	31,537 26.1%	6,518	39,106 24.0%	7,568	34,261 12.4%	4,845	37,970 10.8%	3,709
営業貸付金計 Total Credit card and other loans (前期比/ YOY)	507,115 15.4%	67,749	503,720 0.7%	3,394	483,527 4.0%	20,193	423,324 12.5%	60,203
カードキャッシング Cash advances (前期比/ YOY)	416,266 12.7%	46,759	409,314 1.7%	6,951	413,215 1.0%	3,901	347,808 15.8%	65,407
その他融資 Other loans (前期比/ YOY)	90,848 30.0%	20,990	94,406 3.9%	3,557	70,311 25.5%	24,094	75,515 7.4%	5,203
営業債権合計 Total finance receivables (前期比/ YOY)	767,906 20.7%	131,448	791,056 3.0%	23,150	728,905 7.9%	62,150	724,106 0.7%	4,798

(債権流動化残高) (Securitized Receivables)

(単位: 百万円 / Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
割賦売掛金合計 Total credit card and hire purchase	¥51,799	¥84,910	¥150,398	¥142,508
カードショッピング Credit card shopping	46,384	84,910	(2) 150,398	(3) 142,508
個品あっせん Hire purchase	5,415	—	—	—
営業貸付金計 Total credit card and other loans	19,284	28,376	18,078	53,326
カードキャッシング Cash advances	19,284	(1) 28,376	9,364	(4) 49,421
その他融資 Other's loan	—	—	8,713	3,905
債権流動化実施額計 Total securitized receivables	71,083	113,286	168,476	195,834

同数値に含まれる信託受益権は、(1) 10,056百万円、(2) 12,916百万円、(3) 22,029百万円、(4) 13,934百万円であります。

The trust beneficiary rights included in the figure are (1) 10,056 Million Yen (2) 12,916 Million Yen (3) 22,029 Million Yen (4) 13,934 Million Yen

(債権流動化分を含む営業債権残高) (Finance Receivables Including Securitized Receivables)

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total
割賦売掛金合計 Total credit card and hire purchase (前期比/ YOY)	¥312,589 21.1%	54,567	¥372,246 19.1%	59,656	(2) ¥395,776 6.3%	23,529	(3) ¥ 443,290 12.0%	47,514
営業貸付金計 Total Credit card and other loans total (前期比/ YOY)	526,399 14.5%	66,653	(1) 532,097 1.1%	5,697	501,605 5.7%	30,491	(4) 476,651 5.0%	24,954
営業債権合計 Total finance receivables and including securitized receivables (前期比/ YOY)	838,989 16.9%	121,220	904,343 7.8%	65,354	897,382 0.8%	6,961	919,941 2.5%	22,559

同数値に含まれる信託受益権は、(1) 10,056百万円、(2) 12,916百万円、(3) 22,029百万円、(4) 13,934百万円であります。

The trust beneficiary rights included in the figure are (1) 10,056 Million Yen (2) 12,916 Million Yen (3) 22,029 Million Yen (4) 13,934 Million Yen

営業費用 Operating Expenses

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total
販売費及び一般管理費 Selling, general and administrative expenses	¥121,117	100.0%	¥133,567	100.0%	¥134,360	100.0%	¥137,370	100.0%
(前期比/ YOY)	25.2%		10.3%		0.6%		2.2%	
広告宣伝費 Advertising expenses	13,558	11.2%	14,537	10.9%	15,408	11.5%	14,715	10.7%
(前期比/ YOY)	18.2%		7.2%		6.0%		4.5%	
貸倒関連費 Possible credit losses	40,448	33.4%	42,568	31.9%	32,767	24.4%	36,387	26.5%
(前期比/ YOY)	34.4%		5.2%		23.0%		11.1%	
人件費 Salaries and fringe benefits	18,111	15.0%	20,281	15.2%	22,500	16.7%	22,516	16.4%
(前期比/ YOY)	13.4%		12.0%		10.9%		0.1%	
管理費 Administrative expenses	36,723	30.3%	42,141	31.6%	46,861	34.9%	47,297	34.4%
(前期比/ YOY)	49.0%		14.8%		11.2%		0.9%	
設備費 Equipment expenses	10,405	8.6%	12,049	9.0%	13,801	10.3%	14,404	10.5%
(前期比/ YOY)	10.9%		15.8%		14.5%		4.4%	
一般費 General expenses	1,870	1.5%	1,988	1.5%	3,021	2.2%	2,048	1.5%
(前期比/ YOY)	33.8%		6.3%		52.0%		32.2%	
金融費用 Financial expenses	11,409	—	14,645	—	15,035	—	14,499	—
(前期比/ YOY)	46.1%		28.4%		2.7%		3.6%	
支払利息 Interest paid	11,234	—	14,456	—	14,432	—	13,522	—
(前期比/ YOY)	51.0%		28.7%		0.2%		6.3%	
その他 Other	175	—	189	—	602	—	976	—
(前期比/ YOY)	52.4%		8.1%		218.3%		62.0%	
営業費用合計 Total operating expenses	132,526	—	148,212	—	149,396	—	151,869	—
(前期比/ YOY)	26.8%		11.8%		0.8%		1.7%	

期中平均調達コスト Average funding cost

	2007/2	2008/2	2009/2	2010/2
日本 Japan	0.98%	1.21%	1.33%	1.48%
香港 Hong Kong	4.80%	4.80%	4.24%	4.11%
タイ Thailand	5.05%	5.09%	5.13%	4.88%
マレーシア Malaysia	4.95%	4.91%	4.62%	4.51%
台湾 Taiwan	2.08%	2.34%	2.43%	2.17%

有利子負債内訳 Interest-Bearing Debt

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total	実績 Results	増 減 % of Total
短期借入金 Short-term loans (前期比/ YOY)	¥34,019 20.5%	5,780	¥27,787 18.3%	6,232	¥26,581 4.3%	1,205	¥18,671 29.8%	7,909
コマーシャル・ペーパー Commercial paper (前期比/ YOY)	— —	7,000	659 —	659	— —	659	— —	—
社債 Corporate bonds (前期比/ YOY)	117,363 24.9%	23,376	131,452 12.0%	14,089	120,806 8.1%	10,646	105,864 12.4%	14,941
(内1年以内償還予定) (Current portion of bonds and notes) (前期比/ YOY)	(10,000) —	(10,000)	(18,498) 85.0%	(8,498)	(16,272) 12.0%	(2,225)	(16,811) 3.3%	(538)
長期借入金 Long-term debt (前期比/ YOY)	409,472 26.3%	85,328	403,208 1.5%	6,264	392,524 2.6%	10,683	395,627 0.8%	3,103
(内1年以内返済予定) (Current portion of long-term debt) (前期比/ YOY)	(88,478) 90.8%	(42,095)	(80,198) 9.4%	(8,279)	(70,542) 12.0%	(9,655)	(93,891) 33.1%	(23,348)
有利子負債計 Total interest-bearing debt (前期比/ YOY)	560,855 23.4%	107,485	563,107 0.4%	2,251	539,911 4.1%	23,195	520,164 3.7%	19,747

債権流動化 ABS & ABCP & ABL (前期比/ YOY)	67,865 12.2%	9,445	97,143 43.1%	29,277	140,883 45.0%	43,739	151,143 7.3%	10,260
--------------------------------------	-----------------	-------	-----------------	--------	------------------	--------	-----------------	--------

1年以上長期借入比率 () Long-term debt/Total borrowings	70.8%	68.4%	68.2%	74.3%
直接調達比率 Direct financing ratio ()	34.2%	36.9%	38.3%	38.3%

上記比率は債権流動化を有利子負債に含んでおります

The figures shown in "Long-term debt/Total borrowings" and "Direct financing ratio" were calculated taking into consideration ABS & ABCP.

貸倒引当、貸倒損失 Allowance for Possible Credit Losses

(単位: 百万円 / Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
期首貸倒引当金 Opening balance (前期比/ YOY)	¥27,870 37.0%	¥40,189 44.2%	¥47,896 19.2%	¥50,757 6.0%
貸倒関連費 Possible credit losses (前期比/ YOY)	40,448 34.4%	42,568 5.2%	32,767 23.0%	36,387 11.1%
貸倒償却総額 Written-off amount (前期比/ YOY)	28,129 24.6%	34,861 30.6%	36,469 4.6%	36,584 0.3%
期末貸倒引当金 Ending balance + - (前期比/ YOY)	40,189 44.2%	47,896 19.2%	(1) 50,757 6.0%	(2) 52,613 3.7%

1 期末貸倒引当金には、特別損失に計上した貸倒引当金繰入額6,564百万円を含んでおります。

"Ending balance" includes 6,564 million Japanese yen of provision for doubtful accounts summed up extraordinary loss.

2 期末貸倒引当金には、特別損失に計上した貸倒引当金繰入額2,052百万円を含んでおります。

"Ending balance" includes 2,052 million Japanese yen of provision for doubtful accounts summed up extraordinary loss.

期末貸倒引当金 / 営業債権残高比 Ending balance/Total finance receivables	5.23%	6.05%	6.96%	7.27%
流動化債権を含んだ場合 If including ABS & ABCP & ABL	4.79%	5.30%	5.66%	5.72%

期末償却総額 / 営業債権残高比 Written-off amount/Total finance receivables	3.66%	4.41%	5.00%	5.05%
流動化債権を含んだ場合 If including ABS & ABCP & ABL	3.35%	3.85%	4.06%	3.98%

連結営業状況報告 Consolidated Key Operating Data

カード会員数の推移 Number of Cardholders

(単位:万人/Ten thousand)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change
日本 Japan	1,455	85	1,582	－	1,697	115	1,808	111
香港 Hong Kong	95	7	101	6	103	2	104	1
タイ Thailand	154	14	165	11	176	11	184	8
台湾 Taiwan	11	1	11	0	12	1	12	0
マレーシア Malaysia	7	4	9	2	12	3	11	0
中国 China	－	－	－	－	3	3	12	9
合計 Total	1,722	112	1,868	－	2,003	135	2,132	129

単独決算報告 Nonconsolidated Financial Summary

単独決算概要 Overview

業績ハイライト Nonconsolidated Financial Highlights

(単位: 百万円 / Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
取扱高 Transaction volume (前期比/ YOY)	¥2,180,248 11.8%	¥2,411,229 10.6%	¥2,742,474 13.7%	¥2,701,603 1.5%
営業収益 Operating revenues (前期比/ YOY)	125,169 14.1%	121,530 2.9%	117,216 3.5%	117,354 0.1%
営業利益 Operating income (前期比/ YOY)	30,478 4.8%	19,685 35.4%	14,080 28.5%	9,139 35.1%
経常利益 Ordinary income (前期比/ YOY)	31,627 3.4%	22,275 29.6%	16,289 26.9%	10,929 32.9%
当期純利益又は当期純損失 () Net income (前期比/ YOY)	17,902 6.1%	14,106 21.2%	12,192 13.6%	2,613 -

なお、当期の取扱高合計数値について、業務代行に電子マネーのアクワイアリング分を含めた数値は、以下のとおりとなります。

Previous standard

取扱高合計 Total trading volume (前期比/ YOY)	¥2,180,248 11.8%	¥2,411,229 10.6%	¥2,742,474 13.7%	¥3,205,025 16.9%
--	---------------------	---------------------	---------------------	---------------------

主要な経営指標 Nonconsolidated Key Indicators

(単位: 円 / Yen)

	2007/2	2008/2	2009/2	2010/2
自己資本比率 (株主資本比率) Shareholders' equity ratio	21.4%	21.8%	21.9%	20.5%
1株当たり当期純利益 (損失) Net income per share (EPS)	¥114.09	¥89.92	¥77.74	¥ 16.66
1株当たり純資産 (1株当たり株主資本) Shareholders' equity per share (BPS)	¥869.25	¥909.24	¥924.97	¥868.14

株式分割の状況 Stock Split Review

分割日 Stock Split Date	株式分割 Stock Split Ratio
Apr. 10, 1995	1:1.1
Apr. 10, 1996	1:1.1
Apr. 10, 1997	1:1.2
Feb. 17, 1998	1:1.2
Apr. 8, 1999	1:1.1
Feb. 10, 2000	1:2.0
Apr. 10, 2003	1:1.1
Feb. 21, 2006	1:3.0

単独貸借対照表 Nonconsolidated Balance Sheets

(単位: 百万円/Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
流動資産 Current assets (前期比/ YOY)	¥598,924 16.3%	¥603,702 0.8%	¥606,733 0.5%	¥568,549 6.3%
固定資産 Noncurrent assets (前期比/ YOY)	38,037 30.7%	49,803 30.9%	54,055 8.5%	94,286 74.4%
繰延資産 Deferred assets (前期比/ YOY)	115 -	196 70.4%	157 19.7%	119 24.4%
資産合計 Total assets (前期比/ YOY)	637,077 17.0%	653,702 2.6%	660,946 1.1%	662,955 0.3%
流動負債 Current liabilities (前期比/ YOY)	162,832 42.2%	164,178 0.8%	170,696 4.0%	207,322 21.5%
固定負債 Long-term liabilities (前期比/ YOY)	337,847 10.3%	346,922 2.7%	345,157 0.5%	319,460 7.4%
負債合計 Total liabilities (前期比/ YOY)	500,680 19.0%	511,100 2.1%	515,853 0.9%	526,783 2.1%
株主資本合計 Total shareholder's equity (前期比/ YOY)	130,758 -	138,460 5.9%	144,377 4.3%	135,514 6.1%
評価・換算差額等合計 Total revaluation reserve (前期比/ YOY)	5,638 -	4,141 26.6%	691 83.3%	657 4.8%
新株予約権 Subscription rights to share (前期比/ YOY)	- -	- -	25 -	- -
純資産合計 Total equity (前期比/ YOY)	136,396 -	142,601 4.5%	145,093 1.7%	136,171 6.1%
負債純資産合計 Total liabilities and equity (前期比/ YOY)	637,077 -	653,702 2.6%	660,946 1.1%	662,955 0.3%

単独損益計算書 Nonconsolidated Statements of Income

(単位: 百万円/Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
営業収益 Operating revenues	¥125,169	¥121,530	¥117,216	¥117,354
(前期比/YOY)	14.1%	2.9%	3.5%	0.1%
総合あっせん収益 Credit card shopping revenue	32,896	38,462	44,191	48,334
(前期比/YOY)	20.1%	16.9%	14.9%	9.4%
個品あっせん収益 Hire purchase revenue	14	11	10	8
(前期比/YOY)	19.4%	21.0%	10.5%	15.7%
融資収益 Financing revenue	88,599	79,235	63,837	52,094
(前期比/YOY)	13.4%	10.6%	19.4%	18.4%
業務代行収益 Processing agency service fees	-	-	6,142	13,004
(前期比/YOY)	-	-	-	111.7%
融資代行収益 ATM acquiring service fees	1,934	1,205	-	-
(前期比/YOY)	18.9%	37.7%	-	-
償却債権取立益 Income from bad debt recovery	483	546	498	117
(前期比/YOY)	5.5%	12.9%	8.7%	76.5%
その他の収益 Other revenues	1,213	2,012	2,500	3,705
(前期比/YOY)	6.8%	65.8%	24.3%	48.2%
金融収益 Financial revenue	27	56	34	89
(前期比/YOY)	3461.5%	110.4%	39.4%	161.0%
販売費及び一般管理費 Selling, general and administrative expenses	90,045	95,954	96,328	101,265
(前期比/YOY)	21.8%	6.6%	0.4%	5.1%
金融費用 Financial expenses	4,645	5,890	6,807	6,949
(前期比/YOY)	22.0%	26.8%	15.6%	2.1%
支払利息 Interest paid	4,615	5,824	6,339	6,144
(前期比/YOY)	28.0%	26.2%	8.8%	3.1%
その他 Other	30	66	467	804
(前期比/YOY)	85.1%	118.6%	606.7%	72.2%
営業費用 Operating expenses	94,691	101,844	103,135	108,214
(前期比/YOY)	21.8%	7.6%	1.3%	4.9%
営業利益 Operating income	30,478	19,685	14,080	9,139
(前期比/YOY)	4.8%	35.4%	28.5%	35.1%
営業外収益 Nonoperating income	1,381	2,851	2,292	2,173
(前期比/YOY)	41.3%	106.5%	19.6%	5.2%
営業外費用 Nonoperating expenses	231	261	83	383
(前期比/YOY)	7.4%	12.6%	68.1%	360.5%
経常利益 Ordinary income	31,627	22,275	16,289	10,929
(前期比/YOY)	3.4%	29.6%	26.9%	32.9%
特別利益 Extraordinary income	729	2,174	11,927	233
(前期比/YOY)	20.6%	198.0%	448.6%	98.0%
特別損失 Extraordinary losses	2,631	1,265	8,240	16,066
(前期比/YOY)	46.1%	51.9%	551.2%	95.0%
税引前当期純利益又は税引前当期純損失 () Income before income taxes and other	29,725	23,184	19,977	4,903
(前期比/YOY)	5.7%	22.0%	13.8%	-
当期純利益又は当期純損失 () Net income	17,902	14,106	12,192	2,613
(前期比/YOY)	6.1%	21.2%	13.6%	-

単独財務諸表資料 Nonconsolidated Financial Data

取扱高内訳 Transaction Volume

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total
総合あっせん Credit card shopping (前期比/ YOY)	¥1,516,639 17.1%	69.6%	¥1,791,784 18.1%	74.3%	¥2,030,898 13.3%	74.1%	¥2,186,723 7.7%	80.9%
個品あっせん Hire purchase (前期比/ YOY)	184 14.6%	0.0%	135 26.3%	0.0%	116 14.1%	0.0%	80 31.1%	0.0%
融資計 Total loans (前期比/ YOY)	521,640 8.5%	23.9%	499,006 4.3%	20.7%	484,447 2.9%	17.7%	445,291 8.1%	16.5%
カードキャッシング Cash advances (前期比/ YOY)	509,336 9.1%	23.4%	492,901 3.2%	20.4%	479,213 2.8%	17.5%	440,595 8.1%	16.3%
その他融資 Other loans (前期比/ YOY)	12,303 10.3%	0.6%	6,105 50.4%	0.3%	5,234 14.3%	0.2%	4,696 10.3%	0.2%
業務代行 Processing agency service (前期比/ YOY)	- -	-	- -	-	225,908 -	8.2%	66,830 70.4%	2.5%
融資代行 ATM acquiring service (前期比/ YOY)	141,750 18.6%	6.5%	89,705 36.7%	3.7%	- -	-	- -	-
その他 Other (前期比/ YOY)	33 4.0%	0.0%	30,597 90828.2%	1.3%	1,103 96.4%	0.0%	2,677 142.7%	0.1%
取扱高合計 Total transaction volume (前期比/ YOY)	2,180,248 11.8%	100.0%	2,411,229 10.6%	100.0%	2,742,474 13.7%	100.0%	2,701,603 1.5%	100.0%

業務代行については、当期より電子マネーのアクワイアリング分を除き（自社発行のカードに係る分は従来どおり含めております）算出しております。
The acquiring business of electronic money is being excluded from the brokerage business. However, those sales from the electronic money cards issued by the company are included as usual.

なお、当期の取扱高合計数値について、業務代行に電子マネーのアクワイアリング分を含めた数値は、以下のとおりとなります。
Previous standard

取扱高合計 Total transaction volume (前期比/ YOY)	2,180,248 11.8%	100.0%	2,411,229 10.6%	100.0%	2,742,474 13.7%	100.0%	3,205,025 16.9%	100.0%
--	--------------------	--------	--------------------	--------	--------------------	--------	--------------------	--------

営業収益内訳 Operating Revenues

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total
総合あっせん収益 Credit card shopping revenue (前期比/ YOY)	¥32,896 20.1%	26.3%	¥38,462 16.9%	31.6%	¥44,191 14.9%	37.7%	¥48,334 9.4%	41.2%
加盟店収益 Affiliated merchants (前期比/ YOY)	25,600 16.0%	20.5%	29,669 15.9%	24.4%	32,732 10.3%	27.9%	34,951 6.8%	29.8%
リボ・分割払収益 Revolving credit (前期比/ YOY)	7,014 37.0%	5.6%	8,303 18.4%	6.8%	10,791 30.0%	9.2%	12,643 17.2%	10.8%
その他収益 Other revenues (前期比/ YOY)	280 33.9%	0.2%	489 74.2%	0.4%	667 36.5%	0.6%	739 10.7%	0.6%
個品あっせん収益 Hire purchase revenue (前期比/ YOY)	14 19.4%	0.0%	11 21.0%	0.0%	10 10.5%	0.0%	8 15.7%	0.0%
融資収益計 Total financing revenues (前期比/ YOY)	88,599 13.4%	70.8%	79,235 10.6%	65.2%	63,837 19.4%	54.5%	52,094 18.4%	44.3%
カードキャッシング Cash advances (前期比/ YOY)	85,479 13.2%	68.3%	76,643 10.3%	63.1%	62,142 18.9%	53.0%	50,885 18.1%	43.4%
その他融資 Other loans (前期比/ YOY)	3,119 18.5%	2.5%	2,591 16.9%	2.1%	1,694 34.6%	1.5%	1,209 28.6%	1.0%
業務代行収益 Processing agency service fees (前期比/ YOY)	- -	-	- -	-	6,142 -	5.3%	13,004 111.7%	11.1%
融資代行収益 ATM acquiring service fees (前期比/ YOY)	1,934 18.9%	1.5%	1,205 37.7%	1.0%	- -	-	- -	-
償却債権取立益 Income from bad debt recovery (前期比/ YOY)	483 5.5%	0.4%	546 12.9%	0.4%	498 8.7%	0.4%	117 76.5%	0.1%
その他の収益 Other revenues (前期比/ YOY)	1,213 6.8%	1.0%	2,012 65.8%	1.7%	2,500 24.3%	2.1%	3,705 48.2%	3.2%
金融収益 Financial revenue (前期比/ YOY)	27 3461.5%	0.0%	56 110.4%	0.0%	34 39.4%	0.0%	89 161.0%	0.1%
営業収益合計 Total operating revenues (前期比/ YOY)	125,169 14.1%	100.0%	121,530 2.9%	100.0%	117,216 3.5%	100.0%	117,354 0.1%	100.0%

営業債権内訳 Finance Receivables

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change
割賦売掛金合計 Total credit card and hire purchase (前期比/ YOY)	¥197,211 32.5%	48,390	¥217,971 10.5%	20,759	¥182,591 16.2%	35,380	¥230,874 26.4%	48,283
カードショッピング Credit card shopping (前期比/ YOY)	197,099 32.6%	48,410	217,883 10.5%	20,784	182,506 16.2%	35,377	230,801 26.5%	48,294
内リボ・分割払い残高 Revolving payment card shopping (前期比/ YOY)	63,487 8.9%	5,143	81,405 28.2%	17,918	69,539 14.6%	11,865	49,349 29.0%	20,190
個品あっせん Hire purchase (前期比/ YOY)	112 14.7%	19	87 22.9%	25	84 3.2%	2	72 13.6%	11
営業貸付金計 Total Credit card and other loans (前期比/ YOY)	380,435 8.7%	30,530	382,698 0.6%	2,262	375,312 1.9%	7,385	314,102 16.3%	61,210
カードキャッシング Cash advances (前期比/ YOY)	359,673 8.8%	28,971	366,046 1.8%	6,372	370,683 1.3%	4,636	306,637 17.3%	64,046
その他融資 Other loans (前期比/ YOY)	20,761 8.1%	1,559	16,652 19.8%	4,109	4,629 72.2%	12,022	7,465 61.3%	2,835
営業債権合計 Total finance receivables (前期比/ YOY)	577,647 15.8%	78,921	600,669 4.0%	23,021	557,903 7.1%	42,765	544,976 2.3%	12,926

(債権流動化残高) (Securitized Receivables)

(単位: 百万円 / Millions of Yen)

	2007/2 実績 Results	2008/2 実績 Results	2009/2 実績 Results	2010/2 実績 Results
割賦売掛金合計 Total credit card and hire purchase	¥40,217	¥76,086	¥146,553	¥139,756
一回払い Single-payment credit	40,217	76,086	113,636	72,727
リボ払い Revolving payment credit	-	-	(2) 32,916	(3) 67,029
営業貸付金 Total credit card and other loans	10,000	14,956	8,713	47,839
カードキャッシング Cash advances	10,000	(1) 14,956	-	(4) 43,934
その他融資 Other's loan	-	-	8,713	3,905
債権流動化実施額計 Total liquidation of receivables	50,217	91,043	155,266	187,596

同数値に含まれる信託受益権は、(1) 10,056百万円、(2) 12,916百万円、(3) 22,029百万円、(4) 13,934百万円であります。

The trust beneficiary rights included in the figure are (1) 10,056 Million Yen (2) 12,916 Million Yen (3) 22,029 Million Yen (4) 13,934 Million Yen

(債権流動化分を含む営業債権残高) (Finance Receivables Including Liquidation of Receivables)

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change
割賦売掛金合計 Total credit card and hire purchase total (前期比/ YOY)	¥237,429 19.4%	38,608	¥294,058 23.9%	56,628	(2) ¥329,144 11.9%	35,086	(3) ¥370,630 12.6%	41,486
営業貸付金計 Total Credit card and other loans (前期比/ YOY)	390,435 8.5%	30,530	(1) 397,654 1.8%	7,219	384,025 3.4%	13,628	(4) 361,942 5.8%	22,083
営業債権合計 Total finance receivables and liquidation of receivables (前期比/ YOY)	627,864 12.4%	69,138	691,712 10.2%	63,848	713,169 3.1%	21,457	732,573 2.7%	19,403

同数値に含まれる信託受益権は、(1) 10,056百万円、(2) 12,916百万円、(3) 22,029百万円、(4) 13,934百万円であります。

The trust beneficiary rights included in the figure are (1) 10,056 Million Yen (2) 12,916 Million Yen (3) 22,029 Million Yen (4) 13,934 Million Yen

営業費用 Operating Expenses

(単位: 百万円 / Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total	実績 Results	構成比 % of Total
販売費及び一般管理費 Selling, general and administrative expenses (前期比/ YOY)	¥90,045 21.8%	100.0%	¥95,954 6.6%	100.0%	¥96,328 0.4%	100.0%	¥101,265 5.1%	100.0%
広告宣伝費 Advertising expenses (前期比/ YOY)	11,950 15.8%	13.3%	12,528 4.8%	13.1%	13,325 6.4%	13.8%	12,948 2.8%	12.8%
貸倒関連費 Possible credit losses (前期比/ YOY)	26,521 33.1%	29.4%	26,806 1.1%	27.9%	18,164 32.2%	18.9%	21,962 20.9%	21.7%
人件費 Salaries and fringe benefits (前期比/ YOY)	12,109 3.9%	13.4%	13,007 7.4%	13.6%	13,209 1.5%	13.6%	13,666 3.5%	13.5%
管理費 Administrative expenses (前期比/ YOY)	29,795 33.0%	33.1%	34,362 15.3%	35.8%	43,028 25.2%	44.7%	43,556 1.2%	43.0%
設備費 Equipment expenses (前期比/ YOY)	8,067 7.0%	9.0%	7,861 2.5%	8.2%	7,084 9.9%	7.4%	8,123 14.7%	8.0%
一般費 General expenses (前期比/ YOY)	1,601 22.8%	1.8%	1,386 13.4%	1.4%	1,517 9.4%	1.6%	1,008 33.6%	1.0%
金融費用 Financial expenses (前期比/ YOY)	4,645 22.0%	—	5,890 26.8%	—	6,807 15.6%	—	6,949 2.1%	—
支払利息 Interest paid (前期比/ YOY)	4,615 28.0%	—	5,824 26.2%	—	6,339 8.8%	—	6,144 3.1%	—
その他 Other (前期比/ YOY)	30 85.1%	—	66 118.6%	—	467 606.7%	—	804 72.2%	—
営業費用合計 Total operating expenses (前期比/ YOY)	94,691 21.8%	—	101,844 7.6%	—	103,135 1.3%	—	108,214 4.9%	—
期中平均調達コスト Average funding cost	0.98%	—	1.21%	—	1.33%	—	1.48%	—

有利子負債内訳 Interest-Bearing Debt

(単位: 百万円/Millions of Yen)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change
短期借入金 Short-term loans (前期比/ YOY)	¥14,400 1007.7%	13,100	¥2,150 85.1%	12,250	¥500 76.7%	1,650	¥2,750 450.0%	2,250
コマーシャル・ペーパー Commercial paper (前期比/ YOY)	- -	7,000	- -	-	- -	-	- -	-
社債 Corporate bonds (前期比/ YOY)	110,000 22.2%	20,000	120,000 9.1%	10,000	105,000 12.5%	15,000	90,000 14.3%	15,000
(内1年以内償還予定) (Current portion of bonds and notes) (前期比/ YOY)	(10,000) -	(10,000)	(15,000) 50.0%	(5,000)	(15,000) 0.0%	(0)	(10,000) 33.3%	(5,000)
長期借入金 Long-term debt (前期比/ YOY)	287,000 14.0%	35,300	284,800 0.8%	2,200	288,900 1.4%	4,100	277,100 4.1%	11,800
(内1年以内返済予定) (Current portion of long-term debt) (前期比/ YOY)	(58,800) 53.5%	(20,500)	(53,200) 9.5%	(5,600)	(47,600) 10.5%	(5,600)	(62,000) 30.3%	14,400
有利子負債計 Total interest-bearing debt (前期比/ YOY)	411,400 17.5%	61,400	406,950 1.1%	4,450	394,400 3.1%	12,550	369,850 6.2%	24,550

債権流動化 ABS & ABCP & ABL (前期比/ YOY)	47,000 16.1%	9,000	74,900 59.4%	27,900	128,713 71.8%	53,813	142,905 11.0%	14,192
--------------------------------------	-----------------	-------	-----------------	--------	------------------	--------	------------------	--------

1年以上長期借入比率 () Long-term debt/Total borrowings	72.7%	69.9%	67.7%	78.0%
直接調達比率 Direct financing ratio ()	34.2%	40.4%	44.7%	45.4%

上記比率は債権流動化を有利子負債に含んでおります

The figures shown in "Long-term debt/Total borrowings" and "Direct financing ratio" were calculated taking into consideration ABS & ABCP.

格付 Ratings from	日本格付研究所 Japan Credit Rating Agency, Ltd.	A +
	格付投資情報センター Rating and Investment Information, Inc.	A

貸倒引当、貸倒損失 Allowance for Possible Credit Losses

(単位: 百万円/Millions of Yen)

	2007/2	2008/2	2009/2	2010/2
	実績 Results	実績 Results	実績 Results	実績 Results
期首貸倒引当金 Opening balance (前期比/ YOY)	¥22,639 39.7%	¥33,564 48.3%	¥42,673 27.1%	¥45,676 7.0%
貸倒関連費 Possible credit losses (前期比/ YOY)	26,521 33.1%	26,806 1.1%	18,164 32.2%	21,962 20.9%
貸倒償却総額 Written-off amount (前期比/ YOY)	15,596 15.5%	19,130 35.0%	21,724 13.6%	21,917 0.9%
期末貸倒引当金 Ending balance + - (前期比/ YOY)	33,564 48.3%	(1) 42,673 27.1%	(2) 45,676 7.0%	(3) 47,774 4.6%

1 期末貸倒引当金はACSファイナンスの吸収合併により引き継いだ貸倒引当金残高1,432百万円を含んでおります。

1,432 million yen of balance brought forward from the take over of ACS finance is included in ending balance.

2 期末貸倒引当金には、特別損失に計上した貸倒引当金繰入額6,564百万円を含んでおります。

6,564 million yen of provision of possible credit losses from extraordinary losses is included in ending balance.

3 期末貸倒引当金には、特別損失に計上した貸倒引当金繰入額2,052百万円を含んでおります。

2,052 million yen of provision of possible credit losses from extraordinary losses is included in ending balance.

期末貸倒引当金 / 営業債権残高比 Ending balance/Total finance receivables	5.81%	7.10%	8.19%	8.77%
流動化債権を含んだ場合 If including ABS & ABCP & ABL	5.35%	6.17%	6.40%	6.52%

期末償却総額 / 営業債権残高比 Written-off amount/Total finance receivables	2.70%	3.18%	3.89%	4.02%
流動化債権を含んだ場合 If including ABS & ABCP & ABL	2.48%	2.77%	3.05%	2.99%

単独営業状況報告 Nonconsolidated Key Operating Data

カード会員数の推移 Number of Cardholders

(単位:万人/Ten thousand)

	2007/2		2008/2		2009/2		2010/2	
	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change	実績 Results	増 減 Change
有効会員数 (1) Total cardholders	1,455	85	1,582	-	1,697	115	1,808	111
稼働会員数 (2) Active cardholders	830	64	932	-	1,023	91	1,115	92
年間稼働率(%) (3) Card-use rate (%)	58.8%	-	61.1%	-	62.4%	-	63.6%	-

1 有効会員数とは実際にカードを保有している会員数です。一人で複数枚保有する会員は、一人として算出しております。

"Total cardholders" counts each cardholder only once, even when an individual holds more than one card.

2 稼働会員数とは有効会員数の内、1年間に1回以上カードを利用した会員数です。

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

3 年間稼働率=稼働会員数÷期首・期末平均有効会員数×100

Card-use rate = Total cardholders/Average total active cardholders at beginning and end of fiscal year × 100

会員属性 Cardholder Characteristics

- 男女別構成比 Cardholders by Gender

	男女別構成比 Cardholders by gender
男性 Male	31.3%
女性 Female	68.7%

- 年齢別構成比 Cardholders by age

	年齢別構成比:全体 Total Cardholders by age	年齢別構成比:男性 Male Cardholders by age	年齢別構成比:女性 Female Cardholders by Age
29 and under	6.0%	6.9%	5.6%
30 - 39	19.3%	17.7%	20.1%
40 - 49	25.8%	24.0%	26.7%
50 - 59	22.0%	21.1%	22.4%
60 and over	26.9%	30.3%	25.2%
Total	100.0%	100.0%	100.0%