

# FACT BOOK 2015

## For the Half Year Ended September 30, 2014

### Second Quarter Report

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#### Remarks:

- 1: All fractions of 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 is an estimated figure before the elimination of intra-company transactions.



イオンフィナンシャルサービス  
AEON Financial Service

Stock Code:8570

## **Consolidated Financial Summr** **Overview**

### **Consolidated Financial Highlights**

(Unit: Millions of Yen)

	2013/9	2014/9		2014/3	
	Reference	Results	YOY	Results	YOY
Ordinary income	¥130,562	¥151,164	15.8%	¥286,070	38.7%
Ordinary profit	12,352	19,477	57.7%	41,092	23.2%
Net income	2,537	10,987	333.0%	20,743	52.3%

### **Consolidated Key Indicators**

(Unit: Yen)

	2013/9	2014/9	2014/3
Equity ratio	8.6%	8.1%	8.6%
Earnings per share(EPS)	¥13.24	¥54.63	¥104.62
Book value per share	¥1,248.73	¥1,275.97	¥1,316.00

(Reference) Capital ratio = {(Net assets — stock acquisition right — minority interests) / total assets} X 100

**連結決算報告**  
**連結決算概要**

**連結子会社**

国内連結子会社	議決権の 所有割合	国内連結子会社	議決権の 所有割合
イオンクレジットサービス株式会社	100.0%	エー・シー・エス債権管理回収株式会社	99.4%
株式会社イオン銀行	100.0%	イオン少額短期保険株式会社	100.0%
イオン保険サービス株式会社	99.0%	イオンプロダクトファイナンス株式会社	100.0%
イオン住宅ローンサービス株式会社	100.0%		

※2013年5月16日よりイオンプロダクトファイナンス株式会社を連結子会社化しております。

国内持分適用会社	議決権の 所有割合	国内持分適用会社	議決権の 所有割合
イオンマーケティング株式会社	20.0%	イオンダイレクト株式会社	20.0%

海外連結子会社	議決権の 所有割合	海外連結子会社	議決権の 所有割合
AEON Financial Service (Hong Kong) Co., Ltd.	100.0%	AEON CREDIT SERVICE (M) BERHAD ※3	59.7%
AEON CREDIT SERVICE (ASIA) CO., LTD. ※1	52.7%	AEON CREDIT SERVICE (TAIWAN) CO., LTD.	100.0%
AEON INSURANCE BROKERS (HK) LIMITED	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 LIMITED	75.0%
AEON THANA SINSAP (THAILAND) PLC. ※2	54.3%	AEON MICROFINANCE (CAMBODIA) PRIVATE COMPANY LIMITED	100.0%
ACS CAPITAL CORPORATION LTD.	49.8%	AEON MICROFINANCE (MYANMAR) CO., LTD.	100.0%
ACS SERVICING (THAILAND) CO., LTD.	100.0%	AEON Leasing Service (Lao) Company Limited..	95.0%
AEON INSURANCE SERVICE (THAILAND) CO., LTD.	100.0%		

※1 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)

※2 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)

※3 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)

## **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%	ACS Credit Management Co., Ltd.	99.4%
AEON BANK CO., 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%		

※AEON PRODUCT FINANCE CO., LTD. have become the Company's consolidated subsidiary from 16 May 2013.

Consolidated Affiliates (Domestic)	Shareholding ratio of voting right	Consolidated Affiliates (Domestic)	Shareholding ratio of voting right
AEON MARKETING CO.,LTD.	20.0%	AEON DIRECT CO.,LTD	20.0%

Consolidated Subsidiaries (Overseas)	Shareholding ratio of voting right	Consolidated Subsidiaries (Overseas)	Shareholding ratio of voting right
AEON Financial Service (Hong Kong) Co., Ltd.	100.0%	AEON CREDIT SERVICE (M) BERHAD ※3	59.7%
AEON CREDIT SERVICE (ASIA) CO., LTD. ※1	52.7%	AEON CREDIT SERVICE (TAIWAN) CO., LTD.	100.0%
AEON INSURANCE BROKERS (HK) LIMITED	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 LIMITED	75.0%
AEON THANA SINSAP (THAILAND) PLC. ※2	54.3%	AEON MICROFINANCE (CAMBODIA) PRIVATE COMPANY LIMITED	100.0%
ACS CAPITAL CORPORATION LTD.	49.8%		
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) Company Limited..	95.0%

※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 Financial Summary

## Consolidated Balance Sheets

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥ 356,596	¥ 160,859	¥ 337,990	¥Δ78,671	¥ 416,662	¥Δ100,794
Call loans	—	Δ10,000	—	—	—	Δ10,000
Monetary claims bought	14,591	Δ4,085	8,867	Δ3,251	12,119	Δ6,557
Securities	173,235	Δ29,034	160,576	Δ12,803	173,379	Δ28,889
Loans and bills discounted	1,244,368	116,327	1,388,542	111,800	1,276,741	148,700
Accounts receivable—installment	876,336	369,021	918,009	Δ39,394	957,403	450,088
Other assets	58,084	Δ36,894	76,739	Δ3,555	80,294	Δ14,684
Property, plant and equipment	25,279	5,218	33,301	2,115	31,185	11,124
Intangible assets	63,419	3,816	67,436	Δ287	67,723	8,120
Goodwill	29,799	914	27,975	Δ911	28,887	2
Other intangible assets	33,620	2,901	39,460	624	38,835	8,117
Deferred tax assets	19,073	2,351	22,508	3,749	18,758	2,036
Customer's liabilities for acceptance and guarantees	186,325	185,776	180,272	3,850	176,421	175,873
Allowance for doubtful accounts	Δ46,741	Δ5,824	Δ47,982	Δ408	Δ47,574	Δ6,657
<b>Total assets</b>	<b>2,970,571</b>	<b>435,813</b>	<b>3,146,263</b>	<b>Δ16,854</b>	<b>3,163,117</b>	<b>628,360</b>
Deposits	1,678,344	466,292	1,651,689	Δ66,080	1,717,769	505,718
Accounts payable—trade	131,340	59,093	138,463	Δ65,278	203,742	13,309
Call money	—	—	100,000	95,100	4,900	4,900
Borrowed money	514,933	Δ180,452	527,496	12,269	515,227	Δ180,158
Commercial papers	—	Δ5,442	—	—	—	Δ5,442
Bonds payable	62,236	Δ178	108,925	7,317	101,608	39,193
Convertible bond—type bonds with subscription rights to shares	5,580	Δ24,420	330	Δ2,500	2,830	Δ27,170
Other liabilities	84,911	22,535	122,015	10,156	111,859	49,483
Provision for bonuses	2,027	524	2,376	176	2,200	696
Provision for retirement benefits	2,249	1,829	—	Δ2,789	—	—
Liabilities for retirement benefits	—	—	3,166	3,166	2,789	2,370
Provision for point card certificates	11,030	2,334	11,666	653	11,012	2,316
Provision for loss on interest repayment	3,044	Δ676	3,659	574	3,085	Δ635
Other provision	149	Δ46	331	Δ224	556	360
Defferd tax liabilities	2,595	Δ101	1,899	78	1,820	Δ875
Acceptances and guarantees	186,325	185,776	180,272	3,850	176,421	175,873
<b>Total liabilities</b>	<b>2,684,767</b>	<b>408,882</b>	<b>2,852,294</b>	<b>Δ3,530</b>	<b>2,855,825</b>	<b>579,940</b>
Capital stock	27,676	12,209	30,301	1,250	29,051	13,585
Capital surplus	103,485	12,209	106,110	1,249	104,860	13,585
Retained earnings	123,176	Δ2,144	139,977	3,706	136,270	10,950
Treasury stock	Δ144	Δ1	Δ25,143	Δ24,997	Δ145	Δ3
<b>Total shareholders' equity</b>	<b>254,194</b>	<b>22,274</b>	<b>251,245</b>	<b>Δ18,791</b>	<b>270,036</b>	<b>38,117</b>
Valuation difference on available-for-sale securities	3,390	672	3,717	Δ309	4,027	1,309
Deferred gains or losses on hedges	Δ1,332	372	Δ2,257	69	Δ2,326	Δ621
Foreign currency translation adjustments	Δ921	710	1,072	777	294	1,926
Remeasurements of defined benefit plans	—	—	Δ473	Δ101	Δ371	Δ371
<b>Total other comprehensive income</b>	<b>1,136</b>	<b>1,754</b>	<b>2,059</b>	<b>435</b>	<b>1,623</b>	<b>2,242</b>
Subscription rights to shares	55	32	73	18	55	32
Minority interest	30,418	2,868	40,590	5,013	35,576	8,026
<b>Total net assets</b>	<b>285,804</b>	<b>26,931</b>	<b>293,968</b>	<b>Δ13,323</b>	<b>307,291</b>	<b>48,419</b>
<b>Total liabilities and net assets</b>	<b>2,970,571</b>	<b>435,813</b>	<b>3,146,263</b>	<b>Δ16,854</b>	<b>3,163,117</b>	<b>628,360</b>

# Consolidated Financial Summary

## Trading Volume

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥ 1,760,968	14.9%	¥ 1,911,494	8.5%	¥ 3,736,837	4.9%
(Credit card purchase contracts) ※	1,760,968	14.9%	1,911,494	8.5%	3,736,837	15.5%
Hire purchase contracts	65,824	272.9%	102,546	55.8%	177,977	332.8%
Cash advances	215,498	88.9%	223,528	3.7%	435,079	66.2%
(Cash advances) ※	215,498	88.9%	223,528	3.7%	435,079	83.1%

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥ 130,562	47.7%	¥ 151,164	15.8%	¥ 286,070	38.7%
Interest income	51,092	53.9%	59,835	17.1%	107,452	38.6%
Interest on loans and discounts	49,661	50.2%	58,701	18.2%	104,863	38.2%
Cash advances	25,250	17.4%	33,560	32.9%	55,136	15.2%
Other loans	24,410	111.1%	25,141	3.0%	49,726	77.5%
Other interest income	1,430	1,034.7%	1,133	△ 20.7%	2,589	56.0%
Fees and commissions	67,431	46.8%	78,885	17.0%	145,782	29.4%
Credit card purchase contracts	44,024	15.9%	46,293	5.2%	92,280	6.1%
Hire purchase contracts	8,116	114.4%	13,468	65.9%	19,987	137.4%
Processing agency service fee	5,474	49.1%	6,957	27.1%	11,988	38.0%
Other fees and commissions	9,815	1,852.5%	12,165	23.9%	21,526	152.5%
Other operating income	4,665	—	4,435	△ 4.9%	16,796	—
Other ordinary income	7,371	△ 20.6%	8,008	8.6%	16,038	5.8%
Ordinary expenses	118,209	56.8%	131,687	11.4%	244,978	41.7%
Interest expenses	10,106	70.7%	9,746	△ 3.6%	19,524	47.9%
Fees and commissions payments	9,000	30.4%	10,261	14.0%	20,259	19.1%
Other operating expenses	523	1,204.9%	521	△ 0.4%	1,028	—
General and administrative expenses	83,199	62.1%	90,466	8.7%	169,568	42.4%
Other ordinary expenses	15,380	37.5%	20,690	34.5%	34,596	46.5%
Ordinary profit	12,352	5.3%	19,477	57.7%	41,092	23.2%
Extraordinary loss	—	—	—	—	110	—
Extraordinary loss	1,358	—	243	△ 82.0%	1,405	△ 51.1%
Loss on disposal of noncurrent assets	145	—	21	△ 85.2%	154	—
Loss on penalty	—	—	218	—	—	—
Cost on the management integration	1,194	—	—	—	1,194	18.1%
Other extraordinary loss	18	—	3	△ 78.9%	56	△ 97.0%
Income before income taxes	10,993	15.7%	19,233	75.0%	39,797	30.5%
Total income taxes	4,745	6.1%	4,309	△ 9.2%	11,912	4.3%
Income taxes—current	5,964	176.5%	7,789	30.6%	13,101	151.2%
Income taxes—deferred	△ 1,218	—	△ 3,479	—	△ 1,189	—
Income before minority interests	6,247	27.1%	14,923	138.9%	27,885	46.2%
Minority interest in income	3,709	51.7%	3,936	6.1%	7,142	31.0%
Net income	2,537	58.5%	10,987	333.0%	20,743	52.3%

## Consolidated Financial Summary

### Ordinary Expenses

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥ 17,353	54.4%	¥ 18,829	8.5%	¥ 35,470	43.9%
Bad debt allowance	14,197	31.1%	17,975	26.6%	31,484	33.5%
Provision of allowance for doubtful accounts	12,158	31.0%	16,260	33.7%	27,677	34.9%
Bad debts expenses	2,039	31.4%	1,715	△ 15.9%	3,807	24.2%
Salaries and fringe benefits	23,049	72.9%	26,377	14.4%	47,854	48.5%
Administrative expenses	39,314	63.4%	42,505	8.1%	81,085	42.4%
Equipment expenses	10,854	43.2%	12,533	15.5%	22,789	28.4%
General expenses	2,810	20.1%	3,196	13.7%	5,741	25.6%
Financial expenses	10,629	78.4%	10,267	△ 3.4%	20,553	55.7%
Total ordinary expenses	118,209	56.8%	131,687	11.4%	244,978	41.7%

**Consolidated Financial Summary**  
**Consolidated Finance Receivables**

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,244,368	¥ 116,327	¥ 1,388,542	¥ 111,800	¥ 1,276,741	¥ 148,700
Cash advances	341,935	61,158	419,189	34,939	384,250	103,473
Other loans	902,433	55,168	969,352	76,871	892,491	45,226
Total accounts receivable—installment	876,336	369,021	918,009	△39,394	957,403	450,088
Credit card purchase contracts	691,907	236,194	666,114	△82,713	748,827	293,114
Hire purchase contracts	184,429	132,827	251,895	43,319	208,576	156,974
Customer's liabilities for acceptance and guarantees	186,325	185,776	180,272	3,850	176,421	175,873
Total operating receivables	2,307,031	671,126	2,486,825	76,257	2,410,567	774,662

**(Securitized Receivables)**

(Unit: Millions of Yen)

	2013/9	2014/9	2014/3
	Results	Results	Results
Total loans and bills discounted	¥ 164,485	¥ 241,342	¥ 254,635
Cash advances	6,014	6,464	6,188
Other loans	158,470	234,878	248,446
Total accounts receivable—installment	43,191	180,020	128,565
Credit card purchase contracts	43,191	152,795	108,412
Hire purchase contracts	—	27,225	20,152
Total securitized receivables	207,676	421,363	383,200

**(Finance Receivables Including Securitized Receivables)**

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,408,854	¥ 183,100	¥ 1,629,884	¥ 98,507	¥ 1,531,376	¥ 305,622
Cash advances	347,950	61,239	425,653	35,214	390,439	103,728
Other loans	1,060,903	121,860	1,204,230	63,293	1,140,937	201,894
Total accounts receivable—installment	919,528	179,500	1,098,030	12,061	1,085,969	345,942
Credit card purchase contracts	735,099	46,673	818,910	△38,330	857,240	168,814
Hire purchase contracts	184,429	132,827	279,120	50,391	228,729	177,127
Customer's liabilities for acceptance and guarantees	186,325	185,776	180,272	3,850	176,421	175,873
Total operating receivables	2,514,707	548,377	2,908,188	114,419	2,793,768	827,438



**Consolidated Financial Summary**  
**Consolidated Interest-Bearing Debt**

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥ 133,701	¥Δ173,037	¥ 129,072	¥ 7,729	¥ 121,342	¥Δ185,396
Long-term loans payable	381,231	Δ7,415	398,424	4,539	393,884	5,237
Call money	—	—	100,000	95,100	4,900	4,900
Commercial paper	—	Δ5,442	—	—	—	Δ5,442
Bonds payable	62,236	Δ178	108,925	7,317	101,608	39,193
Convertible bond-type bonds with subscription right to shares	5,580	Δ24,420	330	Δ2,500	2,830	Δ27,170
Lease obligation	8,522	2,709	22,811	10,204	12,607	6,794
Total interest-bearing debt	591,272	Δ207,783	759,563	122,390	637,173	Δ161,882

**Allowance for Possible Credit Losses**

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Result		Result		Result	
Opening balance	¥ 40,916		¥ 47,574		¥ 40,916	
Provision of allowance for doubtful accounts (YOY)	14,197 30.9%		17,975 26.6%		31,484 33.5%	
Written-off amount (YOY)	13,567 Δ13.1%		17,567 29.5%		30,036 20.1%	
Ending balance (change)	46,741 14.2%		47,982 0.9%		47,574 16.3%	

Ending balance/Total finance receivables	2.0%	1.9%	2.0%
If including ABS&ABCP&ABL	1.9%	1.6%	1.7%
Written-off amount/Total finance receivables ※	1.2%	1.4%	1.2%
If including ABS&ABCP&ABL ※	1.1%	1.2%	1.1%

※The ratio represents the modulated rate for one-year basis.

## Operating Segment Performance (Quick estimation)

(Unit: Millions of Yen)

	Credit		Fee		Bank		Overseas		The amount of adjustment	Consolidated Statement of income	
	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	Results	YOY
Ordinary income	68,968	19.9%	21,327	24.4%	17,268	△ 14.1%	52,663	21.6%	△ 9,064	151,164	15.8%
Interest income	24,896	41.8%	776	△ 7.8%	7,040	△ 20.6%	27,418	10.5%	△ 296	59,835	17.1%
Fees and commissions	42,386	7.7%	18,546	26.1%	5,330	13.7%	19,761	36.8%	△ 7,140	78,885	17.0%
Other operating income	1,492	262.5%	760	81.8%	3,466	△ 21.0%	—	—	△ 1,283	4,435	△ 4.9%
Other ordinary income	193	△ 1.7%	1,244	5.2%	1,431	△ 34.1%	5,483	36.0%	△ 343	8,008	8.6%
Ordinary expenses	55,314	11.6%	20,959	26.9%	19,705	1.5%	41,753	15.6%	△ 6,044	131,687	11.4%
Interest expenses	1,827	△ 14.4%	168	36.9%	1,228	△ 44.5%	6,250	19.8%	271	9,746	△ 3.6%
Fees and commissions payments	8,708	19.5%	419	△ 46.7%	5,476	20.3%	2,095	61.1%	△ 6,438	10,261	14.0%
Other operating expenses	263	△ 14.0%	—	—	△ 1	—	194	35.3%	64	521	△ 0.4%
General and administrative expenses	37,828	11.3%	20,045	29.9%	13,183	4.8%	19,389	△ 3.8%	19	90,466	8.7%
Other ordinary expenses	6,685	14.4%	326	92.2%	△ 181	—	13,823	48.5%	37	20,690	34.5%
Ordinary profit	13,654	72.0%	367	△ 42.1%	△ 2,436	—	10,910	52.0%	△ 3,019	19,477	57.7%
	Results	Change	Results	Change	Results	Change	Results	Change	Results	Results	Change
Loans and bills discounted	363,696	30,596	12,293	205	836,531	79,439	228,342	15,408	△ 52,321	1,388,542	111,800
Accounts receivable—installment	689,407	△ 79,960	—	—	48,427	14,192	181,560	26,041	△ 1,384	918,009	△ 39,394
Balance of interest-bearing debt	476,710	19,604	—	—	1,177,398	△ 85,303	—	—	△ 2,419	1,651,689	△ 66,080
Deposits	242,391	△ 4,216	25,850	△ 10,882	100,000	95,100	331,524	24,080	59,797	759,563	122,390
	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	Results	YOY
①Average interest rate on loans and bills discounted	14.3%	1.1%	—	—	1.5%	△ 0.3%	24.6%	△ 1.7%	—	8.8%	0.4%
②Funding interest concerning loan and bills discounted	0.5%	△ 0.2%	—	—	0.2%	△ 0.2%	3.8%	△ 0.4%	—	0.8%	△ 0.1%
③Interest rate spread ①—②	13.8%	1.3%	—	—	1.3%	△ 0.2%	20.8%	△ 1.3%	—	8.0%	0.6%

# Financial Summary in Domestic

## Balance Sheets in Domestic

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥ 339,438	¥Δ155,876	¥ 316,484	¥Δ77,488	¥ 393,972	¥Δ101,342
Call loans	—	Δ10,000	—	—	—	Δ10,000
Monetary claims bought	14,591	Δ4,085	8,867	Δ3,251	12,119	Δ6,557
Securities	184,666	Δ28,917	177,409	Δ14,419	191,828	Δ21,755
Loans and bills discounted	1,045,330	95,326	1,165,200	101,392	1,063,807	113,803
Accounts receivable—installment	749,482	348,817	736,449	Δ65,436	801,885	401,220
Other assets	43,086	Δ41,329	59,282	Δ1,940	61,223	Δ23,192
Property, plant and equipment	16,386	3,556	22,538	1,220	21,317	8,488
Intangible assets	59,120	3,919	62,016	Δ 569	62,585	7,384
Deferred tax assets	16,846	1,921	19,374	3,130	16,244	1,319
Customer's liabilities for acceptance and guarantees	185,708	185,708	179,603	3,874	175,729	175,729
Allowance for doubtful accounts	Δ37,038	Δ4,526	Δ33,547	2,549	Δ36,096	Δ3,585
<b>Total assets</b>	<b>2,617,618</b>	<b>394,514</b>	<b>2,713,678</b>	<b>Δ50,938</b>	<b>2,764,617</b>	<b>541,512</b>
Deposits	1,678,344	466,292	1,651,689	Δ66,080	1,717,769	505,718
Coll money	—	—	100,000	95,100	4,900	4,900
Borrowed money	266,459	Δ224,520	229,900	500	229,400	Δ261,580
Bonds payable	40,000	0	80,000	0	80,000	40,000
Convertible bond—type bonds with subscription rights to shares	5,580	Δ24,420	330	Δ2,500	2,830	Δ27,170
Counts payable—trade	125,979	59,702	132,174	Δ66,204	198,378	12,696
Other liabilities	68,766	24,562	100,680	6,339	94,340	50,135
Provision for point card certificates	11,030	2,334	11,666	653	11,012	2,316
Provision for bonuses	1,535	424	1,791	81	1,709	597
Provision for retirement benefits	2,080	1,809	—	—	—	—
Provision for retirement benefits	—	—	2,937	348	2,588	2,316
Provision for loss on interest repayment	3,044	Δ676	3,659	574	3,085	Δ635
Other provision	149	Δ46	331	Δ 224	556	360
Defferd tax liabilities	1,828	Δ450	1,470	91	1,378	Δ899
Acceptances and guarantees	185,708	185,708	179,603	3,874	175,729	175,729
<b>Total liabilities</b>	<b>2,390,507</b>	<b>371,314</b>	<b>2,496,233</b>	<b>Δ27,445</b>	<b>2,523,678</b>	<b>504,485</b>
<b>Total net assets</b>	<b>227,111</b>	<b>23,200</b>	<b>217,445</b>	<b>Δ23,493</b>	<b>240,938</b>	<b>37,027</b>
<b>Total liabilities and equity</b>	<b>2,617,618</b>	<b>394,514</b>	<b>2,713,678</b>	<b>Δ50,938</b>	<b>2,764,617</b>	<b>541,512</b>

## Financial Summary in Domestic

### Trading Volume in Domestic

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	1,684,726	13.7%	1,825,070	8.3%	3,581,836	3.9%
※Credit card purchase contracts	1,684,726	13.9%	1,825,070	8.3%	3,581,836	14.7%
Hire purchase contracts	29,677	—	59,074	99.1%	101,482	—
Cash advances	172,295	105.0%	177,042	2.8%	344,155	73.9%
※Cash advances	172,295	103.9%	177,042	2.8%	344,155	96.3%
Total e-money contracts	774,973	33.7%	950,718	22.7%	1,683,853	21.2%

## Statements of Income in Domestic

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	88,485	45.7%	98,709	11.6%	197,136	34.3%
Interest income	27,486	49.2%	32,416	17.9%	58,394	29.0%
Interest on loans and discounts	24,914	43.0%	31,604	26.9%	53,658	29.3%
Cash advances	17,432	9.9%	24,836	42.5%	39,089	10.1%
Other loans	7,481	380.3%	6,768	△ 9.5%	14,568	143.1%
Other interest income	2,572	156.0%	811	△ 68.4%	4,735	25.6%
Fees and commissions	52,991	44.8%	59,134	11.6%	112,952	21.7%
Credit card purchase contracts	37,618	14.3%	38,386	2.0%	78,228	1.9%
Affiliated merchants	25,591	12.9%	27,520	7.5%	54,504	3.6%
Revolving credit	11,441	18.9%	10,233	△ 10.6%	22,463	△ 1.1%
Other	585	△ 3.9%	633	8.1%	1,260	△ 9.9%
Hire purchase contracts	1,761	—	4,089	132.2%	5,650	—
Processing agency service fees	5,474	49.1%	6,957	27.1%	11,988	38.0%
Other fees and commissions	8,136	—	9,701	19.2%	17,085	132.9%
Other operating income	4,665	—	4,435	△ 4.9%	16,796	—
Other income	3,342	△ 41.5%	2,723	△ 18.5%	8,993	15.3%
Ordinary expenses	82,207	56.3%	90,151	9.7%	170,257	36.6%
Interest expenses	4,887	101.9%	3,496	△ 28.5%	8,698	54.5%
Fees and commissions payments	7,707	31.5%	8,354	8.4%	17,221	17.6%
Other operating expenses	379	1,324.4%	326	△ 13.9%	704	—
General and administrative expenses	63,159	57.1%	71,106	12.6%	130,659	38.0%
Other ordinary expenses	6,073	49.3%	6,867	13.1%	12,972	34.4%
Ordinary profit	6,278	△ 22.9%	8,558	36.3%	26,879	21.1%

**Financial Summary in Domestic**  
**Ordinary Expenses**

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥ 14,778	47.1%	¥ 16,465	11.4%	¥ 30,149	38.8%
Bad debt allowance	4,904	31.5%	4,183	△ 14.7%	9,994	3.8%
Provision of allowance for doubtful accounts	4,467	20.3%	4,173	△ 6.6%	9,964	3.9%
Bad debts expenses	436	2,663.9%	10	△ 97.7%	30	△ 17.1%
Salaries and fringe benefits	16,703	80.3%	18,717	12.1%	34,464	47.9%
Administrative expenses	31,251	53.6%	36,197	15.8%	66,884	36.9%
Equipment expenses	7,290	51.4%	8,488	16.4%	15,320	29.0%
General expenses	2,011	3.8%	2,275	13.2%	4,039	12.0%
Financial expenses	5,267	115.2%	3,822	△ 27.4%	9,403	67.0%
Total ordinary expenses	82,207	56.3%	90,151	9.7%	170,257	36.6%

**Financial Summary in Domestic**  
**Finance Receivables in Domestic**

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Total loans and bills discounted	¥ 1,045,330	¥ 95,326	¥ 1,165,200	¥ 101,392	¥ 1,063,807	¥ 113,803
Cash advances	285,978	56,867	353,619	30,904	322,714	93,603
Other loans	759,351	38,458	811,580	70,487	741,092	20,200
Total accounts receivable—installment	749,482	348,817	736,449	△65,436	801,885	401,220
Credit card purchase contracts	631,870	231,245	593,131	△87,063	680,195	279,570
Revolving and installments payment	192,036	14,602	156,546	20,083	136,462	△40,971
Hire purchase contracts	117,611	117,572	143,317	21,627	121,690	121,650
Customer's liabilities for acceptance and guarantees	185,708	185,708	179,603	3,874	175,729	175,729
Total operating receivables	1,980,521	629,852	2,081,252	39,830	2,041,422	690,753

**(Securitized Receivables)**

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results		Results		Results	
Total loans and bills discounted	¥ 158,470		¥ 234,878		¥ 248,446	
Cash advances	—		—		—	
Other loans	158,470		234,878		248,446	
Total accounts receivable—installment	40,000		176,924		125,459	
Credit card purchase contracts	40,000		149,699		105,307	
Credit card purchase contracts	—		44,699		65,307	
Hire purchase contracts	0		27,225		20,152	
Total securitized receivables	198,470		411,802		373,906	

**(Finance Receivables Including Securitized Receivables)**

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Total loans and bills discounted	¥ 1,203,800	¥ 162,018	¥ 1,400,078	87,824	¥ 1,312,253	¥ 270,471
Cash advances	285,978	56,867	353,619	30,904	322,714	93,603
Other loans	917,822	105,150	1,046,458	56,919	989,539	176,867
Revolving payment	592,484	87,755	718,135	64,406	653,729	149,000
Total accounts receivable—installment	789,482	158,932	913,373	13,971	927,345	296,795
Credit card purchase contracts	671,870	41,360	742,830	42,671	785,502	154,992
Revolving payment	192,036	14,602	201,245	△ 524	201,769	24,335
Hire purchase contracts	117,611	117,572	170,542	28,699	141,843	141,803
Customer's liabilities for acceptance and guarantees	185,708	185,708	179,603	3,874	175,729	175,729
Total operating receivables	2,178,992	506,659	2,493,055	77,726	2,415,328	742,995

## Financial Summary in Domestic

### Interest-Bearing Debt in domestic

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Short-term loans payable	¥86,359	¥Δ197,520	¥103,600	¥ 24,100	¥79,500	#####
Long-term loans payable	180,100	Δ27,000	126,300	Δ23,600	149,900	Δ57,200
Call money	—	—	100,000	95,100	4,900	—
Bonds payable	40,000	—	80,000	—	80,000	40,000
Convertible bond-type bonds with subscription right to shares	5,580	Δ24,420	330	Δ2,500	2,830	Δ27,170
Lease obligation	8,497	2,741	22,809	10,209	12,599	6,843
Total interest-bearing debt	320,537	Δ246,199	433,039	103,309	329,729	Δ237,006

### Allowance for Possible Credit Losses in domestic

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results		Results		Results	
Opening balance	¥ 26,468		¥ 24,251		¥ 26,468	
Provision of allowance for doubtful accounts	4,743		4,019		9,298	
(YOY)	40.8%		Δ15.3%		23.5%	
Written-off amount	6,085		5,336		11,515	
(YOY)	Δ15.9%		Δ12.3%		Δ7.7%	
Ending balance	25,126		22,934		24,251	
(YOY)	Δ8.8%		Δ5.4%		Δ8.4%	

Ending balance/Total creditcard receivables	2.7%	2.4%	2.4%
If including ABS&ABCP&ABL	2.6%	2.1%	2.1%

Written-off amount/Total creditcard receivables ※	1.3%	1.1%	1.1%
If including ABS&ABCP&ABL ※	1.3%	1.0%	1.0%

※The ratio represents the modulated rate for one-year basis.

## Key Operating Data

### Number of Cardholders

(Unit: Ten thousand)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Number of cardholders	3,295	110	3,486	96	3,390	205
Number of Credit cardholders in domestic	2,287	63	2,405	60	2,345	121

※The number of Affiliate Card members is included in the number of card members in domestic.

(Unit: Ten thousand)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
WAON cardholders	3,590	410	4,420	440	3,980	800

### Number of Active Cardholders in Domestic

(Unit: Ten thousand)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Active cardholders ※1	1,426	54	1,491	37	1,454	82
Card-use rate (%) ※2	67.4%	—	66.9%	—	67.0%	—

※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 = Total cardholders/Average total active cardholders at the term (2013/10 and 2014/9) × 100.

### Result of AEON Bank

(Unit: Millions of Yen)

	2013/9		2014/9		2014/3	
	Results	YOY	Results	YOY	Results	YOY
Balance of Deposits	1,675,770	455,653	1,650,620	△65,161	1,715,781	495,665
Ordinary deposits	369,158	104,979	534,766	59,218	475,547	211,368
Time deposits	1,304,728	349,503	1,114,080	△125,267	1,239,348	284,122
Other deposits	1,882	1,170	1,772	886	885	173
Balance of loans and bills discounted	949,525	247,125	1,140,601	126,489	1,014,112	311,711
Housing loans	592,484	87,755	718,135	64,406	653,729	149,000

(Unit: Ten thousand)

Number of accounts	341	35	396	28	368	62
Number of branches	115	10	127	3	124	19
Number of ATM	3,823	1,143	5,308	376	4,932	2,252