

FACT BOOK 2015

For the Year Ended March 31, 2015

CONTENTS

Consolidated Financial Summary

Overview	1
Consolidated Financial Highlights	1
Consolidated Key Indicators	1
Consolidated Subsidiaries and Affiliates	2
Consolidated Balance Sheets	3
Trading Volume	4
Consolidated Statements of Income	4
Operating Expenses	5
Finance Receivables	6
(Securitized Receivables)	6
(Finance Receivables Including Securitized Receivables)	6
Consolidated Interest-Bearing Debt	7
Allowance for Possible Credit Losses	7

Operating Segment Performance 8

Financial Summary in Domestic

Balance Sheets in Domestic	9
Trading Volume in Domestic	10
Statements of Income in Domestic	10
Operating Expenses	11
Finance Receivables in Domestic	12
(Securitized Receivables)	12
(Finance Receivables Including Securitized Receivables)	12
Interest-Bearing Debt in Domestic	13
Allowance for possible Credit Losses in Domestic credit card	13

Key Operating Data

Number of Cardholders	14
Number of Active Cardholders	14
Cardholder Characteristics	14
Result of AEON Bank	15

Estimated Results for the Year Ending March 31, 2016

Consolidated Estimated Results	15
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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 Summary

Overview

Financial Highlights

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	YOY	Results	YOY
Ordinary income	¥206,291	¥286,070	38.7%	¥329,046	15.0%
Ordinary profit	33,367	41,092	23.2%	53,080	29.2%
Net income	13,616	20,743	52.3%	30,491	47.0%

Key Indicators

(Unit: Yen)

	2013/3	2014/3	2015/3
Equity ratio	9.1%	8.6%	7.6%
Earnings per share(EPS)	¥88.12	¥104.62	¥152.55
Book value per share	¥1,235.28	¥1,316.00	¥1,377.56

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%		

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%	AEON MICROFINANCE (MYANMAR) CO., LTD.	100.0%
ACS SERVICING (THAILAND) CO., LTD.	100.0%	AEON Leasing Service (Lao) Company Limited..	98.6%
AEON INSURANCE SERVICE (THAILAND) CO., LTD.	100.0%		

※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 Affiliates (Overseas)	Shareholding ratio of voting right	Consolidated Affiliates (Overseas)	Shareholding ratio of voting right
FUJITSU CREDIT SERVICE SYSTEMS (TIANJIN) CO.,LTD.	49.0%	ATS Rabbit Special Purpose Vehicle Company Limited	49.0%

Consolidated Financial Summary
Balance Sheets

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Results	Results	Change	Results	Change
Cash and deposits	¥ 517,456	¥ 416,662	¥Δ100,794	¥ 467,726	¥ 51,064
Call loans	10,000	—	Δ10,000	10,000	10,000
Monetary claims bought	18,676	12,119	Δ6,557	6,649	Δ5,470
Securities	202,269	173,379	Δ28,889	235,074	61,694
Loans and bills discounted	1,128,041	1,276,741	148,700	1,474,236	197,494
Accounts receivable—installment	507,315	957,403	450,088	1,038,221	80,817
Other assets	94,979	80,294	Δ14,684	95,533	15,239
Property, plant and equipment	20,061	31,185	11,124	35,774	4,588
Intangible assets	59,603	67,723	8,120	71,138	3,415
Goodwill	28,884	28,887	2	27,064	Δ1,823
Other intangible assets	30,718	38,835	8,117	44,074	5,238
Deferred tax assets	16,722	18,758	2,036	20,789	2,030
Customer's liabilities for acceptance and guarantees	548	176,421	175,873	183,632	7,211
Allowance for doubtful accounts	Δ40,916	Δ47,574	Δ6,657	Δ49,280	Δ1,706
Total assets	2,534,757	3,163,117	628,360	3,589,495	426,378
Deposits	1,212,051	1,717,769	505,718	1,963,024	245,255
Accounts payable—trade	190,433	203,742	13,309	164,836	Δ38,906
Call money	—	4,900	4,900	76,300	71,400
Borrowed money	695,385	515,227	Δ180,158	591,586	76,358
Commercial papers	5,442	—	Δ5,442	—	—
Bonds payable	62,414	101,608	39,193	114,310	12,702
Convertible bond—type bonds with subscription rights to shares	30,000	2,830	Δ27,170	90	Δ2,740
Other liabilities	62,375	111,859	49,483	145,754	33,894
Provision for bonuses	1,503	2,200	696	2,542	342
Provision for retirement benefits	419	—	—	—	—
Liabilities for retirement benefits	—	2,789	2,370	3,312	522
Provision for point card certificates	8,696	11,012	2,316	11,590	577
Provision for loss on interest repayment	3,721	3,085	Δ635	4,848	1,762
Other provision	196	556	360	461	Δ94
Defferd tax liabilities	2,696	1,820	Δ875	2,256	435
Acceptances and guarantees	548	176,421	175,873	183,632	7,211
Total liabilities	2,275,884	2,855,825	579,940	3,264,547	408,722
Capital stock	15,466	29,051	13,585	30,421	1,370
Capital surplus	91,275	104,860	13,585	106,230	1,369
Retained earnings	125,320	136,270	10,950	154,518	18,248
Treasury stock	Δ142	Δ145	Δ3	Δ25,144	Δ24,998
Total shareholders' equity	231,919	270,036	38,117	266,026	Δ4,010
Valuation difference on available-for-sale securities	2,717	4,027	1,309	4,243	216
Deferred gains or losses on hedges	Δ1,704	Δ2,326	Δ621	Δ3,468	Δ1,141
Foreign currency translation adjustments	Δ1,631	294	1,926	7,446	7,151
Remeasurements of defined benefit plans	—	Δ371	Δ371	Δ539	Δ168
Total other comprehensive income	Δ618	1,623	2,242	7,682	6,058
Subscription rights to shares	22	55	32	73	18
Minority interest	27,549	35,576	8,026	51,166	15,590
Total net assets	258,872	307,291	48,419	324,948	17,656
Total liabilities and net assets	2,534,757	3,163,117	628,360	3,589,495	426,378

Consolidated Financial Summary

Trading Volume

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	YOY	Results	YOY
Credit card purchase contracts	¥ 3,561,594	¥ 3,736,837	4.9%	¥ 4,015,129	7.4%
(Credit card purchase contracts) ※	3,236,546	3,736,837	15.5%	4,015,129	7.4%
Hire purchase contracts	41,118	177,977	332.8%	250,248	40.6%
Cash advances	261,755	435,079	66.2%	448,306	3.0%
(Cash advances) ※	237,642	435,079	83.1%	448,306	3.0%

※The pro forma amount during the corresponding period of last year rearranged at estimated for the purpose of comparison with the term ended March, 2014.

Statements of Income

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	YOY	Results	YOY
Ordinary income	¥ 206,291	¥ 286,070	38.7%	¥ 329,046	15.0%
Interest income	77,548	107,452	38.6%	125,493	16.8%
Interest on loans and discounts	75,889	104,863	38.2%	123,270	17.6%
Cash advances	47,869	55,136	15.2%	70,472	27.8%
Other loans	28,019	49,726	77.5%	52,797	6.2%
Other interest income	1,659	2,589	56.0%	2,223	△ 14.1%
Fees and commissions	112,620	145,782	29.4%	168,283	15.4%
Credit card purchase contracts	86,988	92,280	6.1%	97,044	5.2%
Hire purchase contracts	8,417	19,987	137.4%	29,633	48.3%
Processing agency service fee	8,689	11,988	38.0%	14,499	20.9%
Other fees and commissions	8,524	21,526	152.5%	27,105	25.9%
Other operating income	960	16,796	—	19,053	13.4%
Other ordinary income	15,162	16,038	5.8%	16,215	1.1%
Ordinary expenses	172,924	244,978	41.7%	275,965	12.6%
Interest expenses	13,199	19,524	47.9%	20,677	5.9%
Fees and commissions payments	17,009	20,259	19.1%	21,838	7.8%
Other operating expenses	2	1,028	—	1,109	7.9%
General and administrative expenses	119,097	169,568	42.4%	186,474	10.0%
Other ordinary expenses	23,615	34,596	46.5%	45,865	32.6%
Ordinary profit	33,367	41,092	23.2%	53,080	29.2%
Extraordinary loss	—	110	—	0	△ 99.4%
Extraordinary loss	2,875	1,405	△ 51.1%	328	△ 76.6%
Loss on disposal of noncurrent assets	9	154	—	38	△ 75.0%
Loss on penalty	—	—	—	245	—
Cost on the management integration	1,011	1,194	18.1%	—	△ 100.0%
Other extraordinary loss	1,854	56	△ 97.0%	44	△ 20.5%
Income before income taxes	30,491	39,797	30.5%	52,752	32.6%
Total income taxes	11,422	11,912	4.3%	14,065	18.1%
Income taxes—current	5,214	13,101	151.2%	15,000	14.5%
Income taxes—deferred	6,207	△ 1,189	—	△ 935	△ 21.4%
Income before minority interests	19,069	27,885	46.2%	38,687	38.7%
Minority interest in income	5,453	7,142	31.0%	8,195	14.8%
Net income	13,616	20,743	52.3%	30,491	47.0%

※The pro forma amount of the term end March 2013 is an estimated figure for the purpose of comparison with the term ended March, 2014 result.

Consolidated Financial Summary

Ordinary Expenses

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	YOY	Results	YOY
Advertising and promotion	¥ 24,650	¥ 35,470	43.9%	¥ 39,320	10.9%
Bad debt allowance	23,577	31,484	33.5%	39,788	26.4%
Provision of allowance for doubtful accounts	20,512	27,677	34.9%	36,369	31.4%
Bad debts expenses	3,064	3,807	24.2%	3,418	△ 10.2%
Salaries and fringe benefits	32,220	47,854	48.5%	54,735	14.4%
Administrative expenses	56,951	81,085	42.4%	87,409	7.8%
Equipment expenses	17,753	22,789	28.4%	26,229	15.1%
General expenses	4,569	5,741	25.6%	6,694	16.6%
Financial expenses	13,201	20,553	55.7%	21,787	6.0%
Total ordinary expenses	172,924	244,978	41.7%	275,965	12.6%

※The pro forma amount of the term end March 2013 is an estimated figure for the purpose of comparison with the term ended March, 2014 result.

Consolidated Financial Summary
Finance Receivables

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,128,041	¥ 1,276,741	¥ 148,700	¥ 1,474,236	¥ 197,494
Cash advances	280,776	384,250	103,473	447,117	62,866
Other loans	847,264	892,491	45,226	1,027,118	134,627
Total accounts receivable—installment	507,315	957,403	450,088	1,038,221	80,817
Credit card purchase contracts	455,713	748,827	293,114	763,890	15,062
Hire purchase contracts	51,601	208,576	156,974	274,330	65,754
Customer's liabilities for acceptance and guarantees	548	176,421	175,873	183,632	7,211
Total operating receivables	1,635,904	2,410,567	774,662	2,696,090	285,522

(Securitized Receivables)

(Unit: Millions of Yen)

	2013/3	2014/3	2015/3
	Reference	Results	Results
Total loans and bills discounted	¥ 97,712	¥ 254,635	¥ 399,362
Cash advances	5,933	6,188	7,444
Other loans	91,779	248,446	391,917
Total accounts receivable—installment	232,712	128,565	146,970
Credit card purchase contracts	232,712	108,412	96,856
Hire purchase contracts	—	20,152	50,114
Total securitized receivables	330,424	383,200	546,332

(Finance Receivables Including Securitized Receivables)

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,225,753	¥ 1,531,376	¥ 305,622	¥ 1,873,598	¥ 342,221
Cash advances	286,710	390,439	103,728	454,562	64,122
Other loans	939,043	1,140,937	201,894	1,419,036	278,098
Total accounts receivable—installment	740,027	1,085,969	345,942	1,185,191	99,222
Credit card purchase contracts	688,425	857,240	168,814	860,746	3,506
Hire purchase contracts	51,601	228,729	177,127	324,445	95,715
Customer's liabilities for acceptance and guarantees	548	176,421	175,873	183,632	7,211
Total operating receivables	1,966,330	2,793,768	827,438	3,242,422	448,654

Consolidated Financial Summary

Interest-Bearing Debt

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	Change	Results	Change
Short-term loans payable	¥ 306,738	¥ 121,342	¥Δ185,396	¥ 182,948	¥ 61,605
Long-term loans payable	388,647	393,884	5,237	408,637	14,752
Call money	—	4,900	4,900	76,300	71,400
Commercial paper	5,442	—	Δ5,442	—	—
Bonds payable	62,414	101,608	39,193	114,310	12,702
Convertible bond-type bonds with subscription right to shares	30,000	2,830	Δ27,170	90	Δ2,740
Lease obligation	5,812	12,607	6,794	24,630	12,022
Total interest-bearing debt	799,055	637,173	Δ161,882	806,917	169,743

Allowance for Possible Credit Losses

(Unit: Millions of Yen)

	2013/3	2014/3	2015/3
	Reference	Result	Result
Opening balance	¥ 42,346	¥ 40,916	¥ 47,574
Provision of allowance for doubtful accounts (YOY)	23,577	31,484 33.5%	39,788 26.4%
Written-off amount (YOY)	25,007	31,038 24.1%	38,081 22.7%
Ending balance (Change)	40,916	47,574 16.3%	49,280 3.6%

Ending balance/Total finance receivables	2.5%	2.0%	1.8%
If including ABS&ABCP&ABL	2.1%	1.7%	1.5%

Written-off amount/Total finance receivables	1.5%	1.3%	1.4%
If including ABS&ABCP&ABL	1.3%	1.1%	1.2%

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	146,413	11.7%	45,407	23.9%	41,664	1.0%	112,553	22.9%	△ 16,993	329,046	15.0%
Interest income	51,603	30.9%	1,606	0.1%	14,177	△ 12.3%	58,407	13.8%	△ 301	125,493	16.8%
Fees and commissions	88,140	5.2%	38,708	23.8%	13,490	36.9%	43,487	32.4%	△ 15,543	168,283	15.4%
Other operating income	6,175	△ 16.5%	2,022	40.1%	11,032	24.0%	39	—	△ 217	19,053	13.4%
Other ordinary income	493	2.6%	3,069	32.0%	2,962	△ 53.0%	10,619	43.6%	△ 930	16,215	1.1%
Ordinary expenses	114,237	10.9%	43,542	22.7%	41,702	6.0%	90,409	20.4%	△ 13,924	275,965	12.6%
Interest expenses	3,573	△ 12.4%	337	25.0%	2,531	△ 32.2%	13,754	27.0%	481	20,677	5.9%
Fees and commissions payments	18,206	6.3%	898	28.6%	11,704	25.7%	4,510	47.5%	△ 13,480	21,838	7.8%
Other operating expenses	458	△ 18.9%	—	—	150	—	381	17.9%	118	1,109	7.9%
General and administrative expenses	77,250	11.9%	41,017	19.9%	27,275	5.3%	42,012	7.0%	△ 1,081	186,474	10.0%
Other ordinary expenses	14,747	20.4%	1,289	310.9%	39	△ 90.4%	29,751	37.6%	38	45,865	32.6%
Ordinary profit	32,176	14.7%	1,865	59.1%	△ 37	△ 102.0%	22,144	34.6%	△ 3,068	53,080	29.2%
	Results	Change	Results	Change	Results	Change	Results	Change	Results	Results	Change
Loans and bills discounted	380,630	47,530	18,535	6,448	880,040	122,947	257,397	44,462	△ 62,367	1,474,236	197,494
Accounts receivable—installment	807,805	38,438	—	—	18,117	△ 16,117	212,791	57,273	△ 493	1,038,221	80,817
Balance of interest-bearing debt	561,919	104,813	—	—	1,404,282	141,581	—	—	△ 3,176	1,963,024	245,255
Deposits	259,914	13,306	35,568	△ 1,164	81,300	76,400	375,997	68,553	54,136	806,917	169,743
	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	Results	YOY
①Average interest rate on loans and bills discounted	14.5%	0.6%	1.8%	△0.1%	1.5%	△0.3%	24.8%	△1.4%	—	9.0%	0.2%
②Funding interest concerning loan and bills discounted	0.5%	△0.2%	0.9%	△0.1%	0.2%	△0.1%	4.0%	0.0%	—	0.8%	△0.1%
③Interest rate spread (①—②)	14.0%	0.8%	0.9%	0.0%	1.3%	△0.2%	20.8%	△1.4%	—	8.2%	0.4%

Financial Summary in Domestic

Balance Sheets in Domestic

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	Change	Results	Change
Cash and deposits	¥ 495,315	¥ 393,972	¥Δ101,342	¥ 445,287	¥ 51,314
Call loans	10,000	—	Δ10,000	10,000	10,000
Monetary claims bought	18,676	12,119	Δ6,557	6,649	Δ 5,470
Securities	213,583	191,828	Δ21,755	251,452	59,624
Loans and bills discounted	950,003	1,063,807	113,803	1,221,838	158,031
Accounts receivable—installment	400,664	801,885	401,220	825,429	23,543
Other assets	84,415	61,223	Δ23,192	70,419	9,195
Property, plant and equipment	12,829	21,317	8,488	23,652	2,334
Intangible assets	55,200	62,585	7,384	64,700	2,114
Deferred tax assets	14,925	16,244	1,319	16,707	463
Customer's liabilities for acceptance and guarantees	—	175,729	175,729	183,003	7,274
Allowance for doubtful accounts	Δ32,511	Δ36,096	Δ3,585	Δ 32,472	3,624
Total assets	2,223,104	2,764,617	541,512	3,086,669	322,051
Deposits	1,212,051	1,717,769	505,718	1,963,024	245,255
Coll money	—	4,900	4,900	76,300	71,400
Borrowed money	490,980	229,400	Δ261,580	254,900	25,500
Bonds payable	40,000	80,000	40,000	80,000	—
Convertible bond—type bonds with subscription rights to shares	30,000	2,830	Δ27,170	90	Δ 2,740
Counts payable—trade	185,682	198,378	12,696	159,939	Δ 38,438
Other liabilities	44,204	94,340	50,135	116,867	22,526
Provision for point card certificates	8,696	11,012	2,316	11,590	577
Provision for bonuses	1,111	1,709	597	1,869	160
Provision for retirement benefits	271	—	—	—	—
Provision for retirement benefits	—	2,588	2,316	3,010	422
Provision for loss on interest repayment	3,721	3,085	Δ635	4,848	1,762
Other provision	196	556	360	461	Δ 94
Defferd tax liabilities	2,278	1,378	Δ899	1,767	389
Acceptances and guarantees	—	175,729	175,729	183,003	7,274
Total liabilities	2,019,193	2,523,678	504,485	2,857,674	333,995
Total net assets	203,911	240,938	37,027	228,994	Δ 11,943
Total liabilities and equity	2,223,104	2,764,617	541,512	3,086,669	322,051

Financial Summary in Domestic

Trading Volume

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	YOY	Results	YOY
Credit card purchase contracts	3,448,942	3,581,836	3.9%	3,821,041	6.7%
※Credit card purchase contracts	3,123,894	3,581,836	14.7%	3,821,041	6.7%
Hire purchase contracts	40	101,482	—	157,947	55.6%
Cash advances	197,873	344,155	73.9%	348,223	1.2%
※Cash advances	175,281	344,155	96.3%	348,223	1.2%
Total e-money contracts	1,389,538	1,683,853	21.2%	1,986,085	17.9%

※The pro forma amount during the corresponding period of last year rearranged at estimated for the purpose of comparison with the term ended March, 2014.

Statements of Income

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	YOY	Results	YOY
Ordinary income	146,803	197,136	34.3%	219,335	11.3%
Interest income	45,274	58,394	29.0%	69,489	19.0%
Interest on loans and discounts	41,505	53,658	29.3%	65,003	21.1%
Cash advances	35,512	39,089	10.1%	51,488	31.7%
Other loans	5,992	14,568	143.1%	13,515	△ 7.2%
Other interest income	3,768	4,735	25.6%	4,486	△ 5.3%
Fees and commissions	92,779	112,952	21.7%	124,812	10.5%
Credit card purchase contracts	76,749	78,228	1.9%	79,660	1.8%
Affiliated merchants	52,631	54,504	3.6%	57,635	5.7%
Revolving credit	22,718	22,463	△ 1.1%	20,655	△ 8.1%
Other	1,399	1,260	△ 9.9%	1,369	8.7%
Hire purchase contracts	2	5,650	—	8,526	50.9%
Processing agency service fees	8,689	11,988	38.0%	14,499	20.9%
Other fees and commissions	7,337	17,085	132.9%	22,125	29.5%
Other operating income	949	16,796	—	19,014	13.2%
Other income	7,800	8,993	15.3%	6,018	△ 33.1%
Ordinary expenses	124,615	170,257	36.6%	186,041	9.3%
Interest expenses	5,630	8,698	54.5%	6,952	△ 20.1%
Fees and commissions payments	14,639	17,221	17.6%	17,608	2.2%
Other operating expenses	—	704	—	728	3.3%
General and administrative expenses	94,694	130,659	38.0%	144,638	10.7%
Other ordinary expenses	9,651	12,972	34.4%	16,114	24.2%
Ordinary profit	22,188	26,879	21.1%	33,293	23.9%

※The pro forma amount of the term end March 2013 is an estimated figure for the purpose of comparison with the term ended March, 2014 result.

Financial Summary in Domestic
Ordinary Expenses

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	YOY	Results	YOY
Advertising and promotion	¥ 21,717	¥ 30,149	38.8%	¥ 34,230	13.5%
Bad debt allowance	9,626	9,994	3.8%	10,079	0.8%
Provision of allowance for doubtful accounts	9,590	9,964	3.9%	10,059	1.0%
Bad debts expenses	36	30	△ 17.1%	19	△ 34.3%
Salaries and fringe benefits	23,305	34,464	47.9%	38,187	10.8%
Administrative expenses	48,852	66,884	36.9%	73,760	10.3%
Equipment expenses	11,875	15,320	29.0%	17,419	13.7%
General expenses	3,607	4,039	12.0%	4,684	16.0%
Financial expenses	5,630	9,403	67.0%	7,681	△ 18.3%
Total ordinary expenses	124,615	170,257	36.6%	186,041	9.3%

※The pro forma amount of the term end March 2013 is an estimated figure for the purpose of comparison with the term ended March, 2014 result.

Financial Summary in Domestic Finance Receivables in Domestic

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	Change	Results	Change
Total loans and bills discounted	¥ 950,003	¥ 1,063,807	¥ 113,803	¥ 1,221,838	¥ 158,031
Cash advances	229,110	322,714	93,603	370,473	47,759
Other loans	720,892	741,092	20,200	851,365	110,272
Total accounts receivable—installment	400,664	801,885	401,220	825,429	23,543
Credit card purchase contracts	400,625	680,195	279,570	680,377	182
Revolving and installments payment credit card purchase	177,433	136,462	△40,971	121,985	△ 14,476
Hire purchase contracts	39	121,690	121,650	145,051	23,361
Customer's liabilities for acceptance and guarantees	—	175,729	175,729	183,003	7,274
Total operating receivables	1,350,668	2,041,422	690,753	2,230,272	188,850

(Securitized Receivables)

(Unit: Millions of Yen)

	2013/3	2014/3	2015/3
	Reference	Results	Results
Total loans and bills discounted	¥ 97,712	¥ 248,446	¥ 391,917
Cash advances	5,933	—	—
Other loans	91,779	248,446	391,917
Total accounts receivable—installment	232,712	125,459	143,581
Credit card purchase contracts	232,712	105,307	93,467
Revolving payment credit card purchase	232,712	65,307	83,467
Hire purchase contracts	—	20,152	50,114
Total securitized receivables	330,424	373,906	535,499

(Finance Receivables Including Securitized Receivables)

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,225,753	¥ 1,312,253	¥ 270,471	¥ 1,613,756	¥ 301,502
Cash advances	286,710	322,714	93,603	370,473	47,759
Other loans	939,043	989,539	176,867	1,243,282	253,743
Housing Loans*	177,433	653,729	149,000	859,732	206,002
Total accounts receivable—installment	740,027	927,345	296,795	969,011	41,665
Credit card purchase contracts	688,425	785,502	154,992	773,845	△11,656
Revolving and installments payment credit card purchase	177,433	201,769	24,335	205,452	3,683
Hire purchase contracts	51,601	141,843	141,803	195,165	53,322
Customer's liabilities for acceptance and guarantees	—	175,729	175,729	183,003	7,274
Total operating receivables	1,965,781	2,415,328	742,995	2,765,771	350,442

*Housing loans receivable are the number of AEON Bank.

Financial Summary in Domestic Interest-Bearing Debt

(Unit: Millions of Yen)

	2013/3	2014/3		2015/3	
	Reference	Results	Change	Results	Change
Short-term loans payable	¥283,880	¥79,500	¥Δ204,380	¥144,100	¥ 64,600
Long-term loans payable	207,100	149,900	Δ57,200	110,800	Δ39,100
Call money	—	4,900	—	76,300	71,400
Bonds payable	40,000	80,000	40,000	80,000	—
Convertible bond-type bonds with subscription right to shares	30,000	2,830	Δ27,170	90	Δ2,740
Lease obligation	5,756	12,599	6,843	24,629	12,029
Total interest-bearing debt	566,736	329,729	Δ237,006	435,919	106,189

Allowance for Possible Credit Losses in domestic

(Unit: Millions of Yen)

	2013/3	2014/3	2015/3
	Reference	Results	Results
Opening balance	¥ 31,417	¥ 26,468	¥ 24,251
Provision of allowance for doubtful accounts (YOY)	7,527 —	9,298 23.5%	9,173 Δ1.3%
Written-off amount (YOY)	12,476 —	11,515 Δ7.7%	11,869 3.1%
Ending balance (Change)	26,468 Δ15.8%	24,251 Δ8.4%	21,555 Δ11.1%
Ending balance/Total creditcard receivables	4.2%	2.4%	2.1%
If including ABS&ABCP&ABL	3.1%	2.1%	1.9%
Written-off amount/Total creditcard receivables	2.3%	1.1%	1.1%
If including ABS&ABCP&ABL	1.7%	1.0%	1.0%

Key Operating Data

Number of Cardholders

(Unit: Ten thousand)

	2012/2		2013/3		2014/3		2015/3	
	Results	Change	Results	Change	Results	Change	Results	Change
Number of cardholders	2,976	169	3,185	209	3,390	205	3,567	177
Number of Credit cardholders in domestic	2,101	101	2,224	123	2,345	121	2,464	119

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

(Unit: Ten thousand)

	2012/2		2013/3		2014/3		2015/3	
	Results	Change	Results	Change	Results	Change	Results	Change
WAON cardholders	2,410	560	3,180	770	3,980	800	4,880	900

Number of Active Cardholders in Domestic

(Unit: Ten thousand)

	2012/2		2013/3		2014/3		2015/3	
	Results	Change	Results	Change	Results	Change	Results	Change
Active cardholders ※1	1,268	75	1,372	104	1,454	82	1,525	71
Card-use rate (%) ※2	65.1%	—	66.8%	—	67.0%	—	66.8%	—

※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 (2014/4 and 2015/3) × 100.

Cardholder Characteristics

— Cardholders by Gender

	Cardholders by gender
Male	34.7%
Female	65.3%

— Cardholders by Area

	Cardholders by Area		Cardholders by Area
Hokkaido	4.6%	Tokai	14.3%
Tohoku	9.1%	Kinki	18.9%
Kitakanto・Hokuriku・Koshinetsu	12.1%	Cyugoku・Shikoku	9.8%
Syutoken	20.3%	Kyusyu・Okinawa	10.7%

— Cardholders by Age

	Total Cardholders by age	Male Cardholders by age	Female Cardholders by Age
29 and under	5.4%	6.4%	4.8%
30—39	13.5%	13.4%	13.5%
40—49	24.4%	22.5%	25.5%
50—59	22.2%	21.3%	22.7%
60 and over	34.5%	36.4%	33.5%
Total	100.0%	100.0%	100.0%

Key Operating Data

Result of AEON Bank

(Unit: Millions of Yen)

	2012/3		2013/3		2014/3		2015/3	
	Results	Change	Results	Change	Results	Change	Results	Change
Balance of Deposits	1,116,723	196,649	1,220,116	103,392	1,715,781	495,665	1,963,250	247,468
Ordinary deposits	204,897	43,503	264,179	59,281	475,547	211,368	528,000	52,452
Time deposits	911,252	152,727	955,225	43,972	1,239,348	284,122	1,434,133	194,785
Other deposits	573	418	711	138	885	173	1,116	230
Balance of loans and bills discounted	464,003	172,145	702,400	238,397	1,014,112	311,711	1,210,503	196,391

(Unit: Ten thousand)

Number of accounts	259	56	306	47	368	62	432	64
Number of branches	81	6	105	24	124	19	129	5
Number of ATM	1,951	126	2,680	729	4,932	2,252	5,594	662

Estimated Results for the Year Ending March 31, 2016

(Unit: Millions of Yen)

	Consolidated Estimated Results
Ordinary income	380,000
(YOY)	115.5%
Ordinary income	61,000
(YOY)	114.9%
Net income	33,000
(YOY)	108.2%

