

FACT BOOK 2016

For the Half Year Ended September 30, 2015

Second Quarter Report

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Key Operating Data

Number of Cardholders	14
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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)

	2014/9		2015/9		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥151,164	15.8%	¥173,830	15.0%	¥329,046	15.0%
Ordinary profit	19,477	57.7%	25,913	33.0%	53,080	29.2%
Net income	10,987	333.0%	14,109	28.4%	30,491	47.0%

Key Indicators

(Unit: Yen)

	2014/9	2015/9	2015/3
Equity ratio	8.1%	7.9%	7.6%
Earnings per share(EPS)	¥54.63	¥71.01	¥152.55
Book value per share	¥1,275.97	¥1,400.85	¥1,377.56

Consolidated Financial Summary Overview

Consolidated Subsidiaries and Affiliates

Consolidated Subsidiaries (Domestic)	Shareholdin g ratio of voting right	Consolidated Subsidiaries (Domestic)	Shareholdin g 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)	Shareholdin g ratio of voting right	Consolidated Affiliates (Domestic)	Shareholdin g 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	100.0%
ACS CAPITAL CORPORATION LTD.	49.8%	COMPANY LIMITED	
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..	98.6%

*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)	Shareholdin g ratio of voting right	Consolidated Affiliates (Overseas)	Shareholdin g 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

Consolidated Balance Sheets

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥ 337,990	¥ Δ 78,671	¥ 393,445	¥ Δ 74,281	¥ 467,726	¥ 51,064
Call loans	—	—	—	Δ 10,000	10,000	10,000
Monetary claims bought	8,867	Δ 3,251	5,204	Δ 1,445	6,649	Δ 5,470
Securities	160,576	Δ 12,803	239,845	4,771	235,074	61,694
Loans and bills discounted	1,388,542	111,800	1,515,713	41,477	1,474,236	197,494
Accounts receivable—installment	918,009	Δ 39,394	1,011,799	Δ 26,421	1,038,221	80,817
Other assets	76,739	Δ 3,555	108,474	12,940	95,533	15,239
Property, plant and equipment	33,301	2,115	36,166	392	35,774	4,588
Intangible assets	67,436	Δ 287	72,313	1,174	71,138	3,415
Goodwill	27,975	Δ 911	26,135	Δ 929	27,064	Δ 1,823
Other intangible assets	39,460	624	46,178	2,103	44,074	5,238
Deferred tax assets	22,508	3,749	21,987	1,197	20,789	2,030
Customer's liabilities for acceptance and guarantees	180,272	3,850	182,750	Δ 882	183,632	7,211
Allowance for doubtful accounts	Δ 47,982	Δ 408	Δ 50,114	Δ 833	Δ 49,280	Δ 1,706
Total assets	3,146,263	Δ 16,854	3,537,584	Δ 51,911	3,589,495	426,378
Deposits	1,651,689	Δ 66,080	1,990,602	27,577	1,963,024	245,255
Accounts payable—trade	138,463	Δ 65,278	150,541	Δ 14,925	164,836	Δ 38,906
Call money	100,000	95,100	—	Δ 76,300	76,300	71,400
Borrowed money	527,496	12,269	553,219	Δ 38,367	591,586	76,358
Commercial papers	—	—	47,331	47,331	—	—
Bonds payable	108,925	7,317	124,034	9,723	114,310	12,702
Convertible bond-type bonds with subscription rights to shares	330	Δ 2,500	70	Δ 20	90	Δ 2,740
Other liabilities	122,015	10,156	135,799	Δ 9,954	145,754	33,894
Provision for bonuses	2,376	176	2,780	238	2,542	342
Liabilities for retirement benefits	3,166	3,166	3,260	Δ 52	3,312	522
Provision for point card certificates	11,666	653	12,361	771	11,590	577
Provision for loss on interest repayment	3,659	574	2,972	Δ 1,875	4,848	1,762
Other provision	331	Δ 224	320	Δ 140	461	Δ 94
Defferd tax liabilities	1,899	78	2,344	87	2,256	435
Acceptances and guarantees	180,272	3,850	182,750	Δ 882	183,632	7,211
Total liabilities	2,852,294	Δ 3,530	3,208,388	Δ 56,159	3,264,547	408,722
Capital stock	30,301	1,250	30,431	10	30,421	1,370
Capital surplus	106,110	1,249	106,255	25	106,230	1,369
Retained earnings	139,977	3,706	161,656	7,137	154,518	18,248
Treasury stock	Δ 25,143	Δ 24,997	Δ 25,145	Δ 0	Δ 25,144	Δ 24,998
Total shareholders' equity	251,245	Δ 18,791	273,198	7,172	266,026	Δ 4,010
Valuation difference on available-for-sale securities	3,717	Δ 309	4,026	Δ 217	4,243	216
Deferred gains or losses on hedges	Δ 2,257	69	Δ 3,577	Δ 108	Δ 3,468	Δ 1,141
Foreign currency translation adjustment	1,072	777	5,199	Δ 2,246	7,446	7,151
Remeasurements of defined benefit plan	Δ 473	Δ 101	Δ 491	47	Δ 539	Δ 168
Total other comprehensive income	2,059	435	5,157	Δ 2,524	7,682	6,058
Subscription rights to shares	73	18	112	38	73	18
Non-controlling interests	40,590	5,013	50,727	Δ 438	51,166	15,590
Total net assets	293,968	Δ 13,323	329,196	4,248	324,948	17,656
Total liabilities and net assets	3,146,263	Δ 16,854	3,537,584	Δ 51,911	3,589,495	426,378

Consolidated Financial Summary

Trading Volume

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥ 1,911,494	8.5%	¥ 2,088,770	9.3%	¥ 4,015,129	7.4%
Hire purchase contracts	117,482	78.5%	139,534	18.8%	250,248	40.6%
Cash advances	223,528	3.7%	237,365	6.2%	448,306	3.0%

Statements of Income

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥ 151,164	15.8%	¥ 173,830	15.0%	¥ 329,046	15.0%
Interest income	59,835	17.1%	68,427	14.4%	125,493	16.8%
Interest on loans and discounts	58,701	18.2%	67,166	14.4%	123,270	17.6%
Cash advances	33,560	32.9%	39,057	16.4%	70,472	27.8%
Other loans	25,141	3.0%	28,109	11.8%	52,797	6.2%
Other interest income	1,133	△ 20.7%	1,260	11.2%	2,223	△ 14.1%
Fees and commissions	78,885	17.0%	91,969	16.6%	168,283	15.4%
Credit card purchase contracts	46,293	5.2%	49,798	7.6%	97,044	5.2%
Hire purchase contracts	13,468	65.9%	16,858	25.2%	29,633	48.3%
Processing agency service fee	6,957	27.1%	7,390	6.2%	14,499	20.9%
Other fees and commissions	12,165	23.9%	17,921	47.3%	27,105	25.9%
Other operating income	4,435	△ 4.9%	5,079	14.5%	19,053	13.4%
Other ordinary income	8,008	8.6%	8,353	4.3%	16,215	1.1%
Ordinary expenses	131,687	11.4%	147,916	12.3%	275,965	12.6%
Interest expenses	9,746	△ 3.6%	11,023	13.1%	20,677	5.9%
Fees and commissions payments	10,261	14.0%	11,795	14.9%	21,838	7.8%
Other operating expenses	521	△ 0.4%	425	△ 18.3%	1,109	7.9%
General and administrative expenses	90,466	8.7%	100,981	11.6%	186,474	10.0%
Other ordinary expenses	20,690	34.5%	23,690	14.5%	45,865	32.6%
Ordinary profit	19,477	57.7%	25,913	33.0%	53,080	29.2%
Extraordinary loss	—	—	0	—	0	△ 99.4%
Extraordinary loss	243	△ 82.0%	1,101	351.4%	328	△ 76.6%
Loss on disposal of noncurrent assets	21	△ 85.2%	1,022	—	38	△ 75.0%
Loss on penalty	218	—	—	—	245	—
Other extraordinary loss	3	△ 78.9%	78	—	44	△ 20.5%
Income before income taxes	19,233	75.0%	24,813	29.0%	52,752	32.6%
Total income taxes	4,309	△ 9.2%	6,477	50.3%	14,065	18.1%
Income taxes—current	7,789	30.6%	7,699	△ 1.1%	15,000	14.5%
Income taxes—deferred	△ 3,479	—	△ 1,222	△ 64.9%	△ 935	△ 21.4%
Income before minority interests	14,923	138.9%	18,335	22.9%	38,687	38.7%
Profit attributable to non-controlling interests	3,936	6.1%	4,225	7.4%	8,195	14.8%
Profit attributable to owners of parent	10,987	333.0%	14,109	28.4%	30,491	47.0%

Consolidated Financial Summary

Ordinary Expenses

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥ 18,829	8.5%	¥ 21,591	14.7%	¥ 39,320	10.9%
Bad debt allowance	17,975	26.6%	23,520	30.8%	39,788	26.4%
Provision of allowance for doubtful accounts	16,260	33.7%	21,960	35.1%	36,369	31.4%
Bad debts expenses	1,715	△ 15.9%	1,559	△ 9.1%	3,418	△ 10.2%
Salaries and fringe benefits	26,377	14.4%	30,403	15.3%	54,735	14.4%
Administrative expenses	42,505	8.1%	42,748	0.6%	87,409	7.8%
Equipment expenses	12,533	15.5%	14,416	15.0%	26,229	15.1%
General expenses	3,196	13.7%	3,786	18.5%	6,694	16.6%
Financial expenses	10,267	△ 3.4%	11,449	11.5%	21,787	6.0%
Total ordinary expenses	131,687	11.4%	147,916	12.3%	275,965	12.6%

Consolidated Financial Summary
Consolidated Finance Receivables

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,388,542	¥ 111,800	¥ 1,515,713	¥ 41,477	¥ 1,474,236	¥ 197,494
Cash advances	419,189	34,939	470,654	23,536	447,117	62,866
Other loans	969,352	76,871	1,045,059	17,940	1,027,118	134,627
Total accounts receivable—installment	918,009	39,394	1,011,799	△ 26,421	1,038,221	80,817
Credit card purchase contracts	666,114	82,713	729,569	△ 34,321	763,890	15,062
Hire purchase contracts	251,895	43,319	282,230	7,899	274,330	65,754
Customer's liabilities for acceptance and guarantees	180,272	3,850	182,750	△ 882	183,632	7,211
Total operating receivables	2,486,825	76,257	2,710,262	14,172	2,696,090	285,522

(Securitized Receivables)

(Unit: Millions of Yen)

	2014/9	2015/9	2015/3
	Results	Results	Results
Total loans and bills discounted	¥ 241,342	¥ 579,477	¥ 399,362
Cash advances	6,464	6,052	7,444
Other loans	234,878	573,424	391,917
Total accounts receivable—installment	180,020	212,440	146,970
Credit card purchase contracts	152,795	148,890	96,856
Hire purchase contracts	27,225	63,549	50,114
Total securitized receivables	421,363	791,917	546,332

(Finance Receivables Including Securitized Receivables)

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,629,884	¥ 98,507	¥ 2,095,190	¥ 221,591	¥ 1,873,598	¥ 342,221
Cash advances	425,653	35,214	476,706	22,144	454,562	64,122
Other loans	1,204,230	63,293	1,618,483	199,447	1,419,036	278,098
Total accounts receivable—installment	1,098,030	12,061	1,224,239	39,048	1,185,191	99,222
Credit card purchase contracts	818,910	△ 38,330	878,459	17,713	860,746	3,506
Hire purchase contracts	279,120	50,391	345,779	21,334	324,445	95,715
Customer's liabilities for acceptance and guarantees	180,272	3,850	182,750	△ 882	183,632	7,211
Total operating receivables	2,908,188	114,419	3,502,180	259,757	3,242,422	448,654

Consolidated Financial Summary
Consolidated Interest-Bearing Debt

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥ 129,072	¥ 7,729	¥ 150,411	¥ 32,537	¥ 182,948	¥ 61,605
Long-term loans payable	398,424	4,539	402,808	△ 5,829	408,637	14,752
Call money	100,000	95,100	—	△ 76,300	76,300	71,400
Commercial paper	—	—	47,331	47,331	—	—
Bonds payable	108,925	7,317	124,034	9,723	114,310	12,702
Convertible bond-type bonds with subscription right to shares	330	△ 2,500	70	△ 20	90	△ 2,740
Lease obligation	22,811	10,204	24,708	77	24,630	12,022
Total interest-bearing debt	759,563	122,390	749,363	△ 57,554	806,917	169,743

Allowance for Possible Credit Losses

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Result		Result		Result	
Opening balance	¥ 47,574		¥ 49,280		¥ 47,574	
Provision of allowance for doubtful accounts	17,975		23,520		39,788	
(YOY)	26.6%		30.8%		26.4%	
Written-off amount	17,567		22,686		38,081	
(YOY)	29.5%		29.1%		22.7%	
Ending balance	47,982		50,114		49,280	
(change)	0.9%		1.7%		3.6%	

Ending balance/Total finance receivables	1.9%	1.8%	1.8%
If including ABS&ABCP&ABL	1.6%	1.4%	1.5%
Written-off amount/Total finance receivables ※	1.4%	1.7%	1.4%
If including ABS&ABCP&ABL ※	1.2%	1.3%	1.2%

※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	¥ 75,467	9.4%	¥ 24,270	13.8%	¥ 21,866	26.6%	¥ 62,336	18.4%	¥ Δ 10,111	¥ 173,830	15.0%
Interest income	28,542	14.6%	877	13.0%	7,645	8.6%	31,936	16.5%	Δ 574	68,427	14.4%
Fees and commissions	45,440	7.2%	20,691	11.6%	9,601	80.1%	24,719	25.1%	Δ 8,482	91,969	16.6%
Other operating income	1,397	Δ 6.4%	1,417	86.4%	2,954	Δ 14.8%	26	—	Δ 716	5,079	14.5%
Other ordinary income	87	Δ 54.7%	1,284	3.3%	1,665	16.3%	5,653	3.1%	Δ 338	8,353	4.3%
Ordinary expenses	58,727	6.2%	22,352	6.6%	22,092	12.1%	50,949	22.0%	Δ 6,205	147,916	12.3%
Interest expenses	2,222	21.6%	181	8.0%	819	Δ 33.3%	7,609	21.7%	190	11,023	13.1%
Fees and commissions payments	9,902	13.7%	441	5.3%	6,076	10.9%	2,662	27.1%	Δ 7,286	11,795	14.9%
Other operating expenses	66	Δ 74.7%	—	—	24	—	271	39.6%	62	425	Δ 18.3%
General and administrative expenses	40,250	6.4%	20,974	4.6%	14,979	13.6%	24,047	24.0%	729	100,981	11.6%
Other ordinary expenses	6,286	Δ 6.0%	754	130.8%	193	—	16,359	18.3%	98	23,690	14.5%
Ordinary profit	16,740	22.6%	1,918	421.7%	Δ 226	—	11,386	4.4%	Δ 3,905	25,913	33.0%
	Results	Change	Results	Change	Results	Change	Results	Change	Results	Results	Change
Loans and bills discounted	¥ 402,861	¥ 22,230	¥ 24,117	¥ 5,581	¥ 895,422	¥ 15,382	¥ 255,139	¥ Δ 2,257	¥ Δ 61,827	¥ 1,515,713	¥ 41,477
Accounts receivable—installment	774,472	Δ 33,333	—	—	29,673	11,556	208,750	Δ 4,041	Δ 1,097	1,011,799	Δ 26,421
Balance of interest-bearing debt	555,287	Δ 6,631	—	—	1,436,586	32,303	—	—	Δ 1,271	1,990,602	24,400
Deposits	252,493	Δ 7,421	35,542	Δ 26	5,000	Δ 76,300	382,612	6,614	73,715	749,363	Δ 57,554
	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	Results	YOY
①Average interest rate on loans and bills discounted	14.6%	0.3%	1.6%	0.5%	1.4%	Δ 0.1%	24.9%	0.3%	—	9.0%	0.2%
②Funding interest concerning loan and bills discounted	0.6%	0.0%	1.5%	0.2%	0.1%	Δ 0.1%	4.0%	0.3%	—	0.8%	Δ 0.0%
③Interest rate spread ①—②	14.0%	0.2%	0.0%	—	1.2%	Δ 0.0%	20.8%	0.0%	—	8.2%	0.2%

Financial Summary in Domestic

Balance Sheets in Domestic

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥ 316,484	¥ Δ 77,488	¥ 371,399	¥ Δ 73,888	¥ 445,287	¥ 51,314
Call loans	—	—	—	Δ 10,000	10,000	10,000
Monetary claims bought	8,867	Δ 3,251	5,204	Δ 1,445	6,649	Δ 5,470
Securities	177,409	Δ 14,419	258,401	6,948	251,452	59,624
Loans and bills discounted	1,165,200	101,392	1,265,573	43,734	1,221,838	158,031
Accounts receivable—installment	736,449	Δ 65,436	803,048	Δ 22,380	825,429	23,543
Other assets	59,282	Δ 1,940	71,737	1,318	70,419	9,195
Property, plant and equipment	22,538	1,220	25,378	1,725	23,652	2,334
Intangible assets	62,016	Δ 569	65,747	1,047	64,700	2,114
Deferred tax assets	19,374	3,130	17,889	1,181	16,707	463
Customer's liabilities for acceptance and guarantees	179,603	3,874	182,479	Δ 524	183,003	7,274
Allowance for doubtful accounts	Δ 33,547	2,549	Δ 33,573	Δ 1,100	Δ 32,472	3,624
Total assets	2,713,678	Δ 50,938	3,033,285	Δ 53,383	3,086,669	322,051
Deposits	1,651,689	Δ 66,080	1,990,602	27,577	1,963,024	245,255
Commercial papers	—	—	43,000	43,000	—	—
Coll money	100,000	95,100	0	Δ 76,300	76,300	71,400
Borrowed money	229,900	500	213,990	Δ 40,910	254,900	25,500
Bonds payable	80,000	0	90,000	10,000	80,000	—
Convertible bond-type bonds with subscription rights to shares	330	Δ 2,500	70	Δ 20	90	Δ 2,740
Counts payable—trade	132,174	Δ 66,204	146,385	Δ 13,554	159,939	Δ 38,438
Other liabilities	100,680	6,339	109,834	Δ 7,032	116,867	22,526
Provision for point card certificates	11,666	653	12,361	771	11,590	577
Provision for bonuses	1,791	81	2,104	235	1,869	160
Provision for retirement benefits	2,937	348	2,915	Δ 95	3,010	422
Provision for loss on interest repayment	3,659	574	2,972	Δ 1,875	4,848	1,762
Other provision	331	Δ 224	320	Δ 140	461	Δ 94
Defferd tax liabilities	1,470	91	1,877	110	1,767	389
Acceptances and guarantees	179,603	3,874	182,479	Δ 524	183,003	7,274
Total liabilities	2,496,233	Δ 27,445	2,798,914	Δ 58,759	2,857,674	333,995
Total net assets	217,445	Δ 23,493	234,370	5,376	228,994	Δ 11,943
Total liabilities and equity	2,713,678	Δ 50,938	3,033,285	Δ 53,383	3,086,669	322,051

Financial Summary in Domestic

Trading Volume in Domestic

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥ 1,825,070	8.3%	¥ 1,986,397	8.8%	¥ 3,821,041	6.7%
Hire purchase contracts	74,010	149.4%	90,350	22.1%	157,947	55.6%
Cash advances	177,042	2.8%	181,531	2.5%	348,223	1.2%
Total e-money contracts	950,718	22.7%	1,029,670	8.3%	1,986,085	17.9%

Statements of Income in Domestic

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥ 98,709	11.6%	¥ 111,921	13.4%	¥ 219,335	11.3%
Interest income	32,416	17.9%	36,584	12.9%	69,489	19.0%
Interest on loans and discounts	31,604	26.9%	35,317	11.7%	65,003	21.1%
Cash advances	24,836	42.5%	28,487	14.7%	51,488	31.7%
Other loans	6,768	△ 9.5%	6,829	0.9%	13,515	△ 7.2%
Other interest income	811	△ 68.4%	1,267	56.1%	4,486	△ 5.3%
Fees and commissions	59,134	11.6%	67,251	13.7%	124,812	10.5%
Credit card purchase contracts	38,386	2.0%	40,911	6.6%	79,660	1.8%
Affiliated merchants	27,520	7.5%	29,904	8.7%	57,635	5.7%
Revolving credit	10,233	△ 10.6%	10,172	△ 0.6%	20,655	△ 8.1%
Other	633	8.1%	834	31.8%	1,369	8.7%
Hire purchase contracts	4,089	132.2%	4,445	8.7%	8,526	50.9%
Processing agency service fees	6,957	27.1%	7,390	6.2%	14,499	20.9%
Other fees and commissions	9,701	19.2%	14,503	49.5%	22,125	29.5%
Other operating income	4,435	△ 4.9%	5,053	13.9%	19,014	13.2%
Other income	2,723	△ 18.5%	3,031	11.3%	6,018	△ 33.1%
Ordinary expenses	90,151	9.7%	97,329	8.0%	186,041	9.3%
Interest expenses	3,496	△ 28.5%	3,435	△ 1.7%	6,952	△ 20.1%
Fees and commissions payments	8,354	8.4%	9,370	12.2%	17,608	2.2%
Other operating expenses	326	△ 13.9%	154	△ 52.8%	728	3.3%
General and administrative expenses	71,106	12.6%	77,037	8.3%	144,638	10.7%
Other ordinary expenses	6,867	13.1%	7,331	6.8%	16,114	24.2%
Ordinary profit	8,558	36.3%	14,591	70.5%	33,293	23.9%

Financial Summary in Domestic
Ordinary Expenses

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥ 16,465	11.4%	¥ 18,560	12.7%	¥ 34,230	13.5%
Bad debt allowance	4,183	Δ 14.7%	7,206	72.3%	10,079	0.8%
Provision of allowance for doubtful accounts	4,173	Δ 6.6%	7,174	71.9%	10,059	1.0%
Bad debts expenses	10	Δ 97.7%	32	217.3%	19	Δ 34.3%
Salaries and fringe benefits	18,717	12.1%	20,743	10.8%	38,187	10.8%
Administrative expenses	36,197	15.8%	35,121	Δ 3.0%	73,760	10.3%
Equipment expenses	8,488	16.4%	9,422	11.0%	17,419	13.7%
General expenses	2,275	13.2%	2,685	18.0%	4,684	16.0%
Financial expenses	3,822	Δ 27.4%	3,590	Δ 6.1%	7,681	Δ 18.3%
Total ordinary expenses	90,151	9.7%	97,329	8.0%	186,041	9.3%

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

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,165,200	¥ 101,392	¥ 1,265,573	¥ 43,734	¥ 1,221,838	¥ 158,031
Cash advances	353,619	30,904	393,016	22,542	370,473	47,759
Other loans	811,580	70,487	872,556	21,191	851,365	110,272
Total accounts receivable-installment	736,449	△ 65,436	803,048	△ 22,380	825,429	23,543
Credit card purchase contracts	593,131	△ 87,063	649,281	△ 31,096	680,377	182
Revolving and installments payment credit card purchase	156,546	20,083	139,202	17,212	121,985	△ 14,476
Hire purchase contracts	143,317	21,627	153,767	8,715	145,051	23,361
Customer's liabilities for acceptance and guarantees	179,603	3,874	182,479	△ 524	183,003	7,274
Total operating receivables	2,081,252	39,830	2,251,101	20,829	2,230,272	188,850

(債権流動化実施額)

(Unit: Millions of Yen)

	2014/9	2015/9	2015/3
	Results	Results	Results
Total loans and bills discounted	¥ 234,878	¥ 573,424	¥ 391,917
Cash advances	—	—	—
Other loans	234,878	573,424	391,917
Total accounts receivable-installment	176,924	209,889	143,581
Credit card purchase contracts	149,699	146,340	93,467
Credit card purchase contracts	44,699	66,340	83,467
Hire purchase contracts	27,225	63,549	50,114
Total securitized receivables	411,802	783,314	535,499

(Finance Receivables Including Securitized Receivables)

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,400,078	87,824	1,838,997	225,241	¥ 1,613,756	¥ 301,502
Cash advances	353,619	30,904	393,016	22,542	370,473	47,759
Other loans	1,046,458	56,919	1,445,981	202,698	1,243,282	253,743
Housing Loans*	718,135	64,406	1,010,847	151,115	859,732	206,002
Total accounts receivable-installment	913,373	13,971	1,012,938	43,927	969,011	41,665
Credit card purchase contracts	742,830	42,671	795,621	21,775	773,845	△ 11,656
Revolving and installments payment credit card purchase	201,245	△ 524	205,542	89	205,452	3,683
Hire purchase contracts	170,542	28,699	217,317	22,151	195,165	53,322
Customer's liabilities for acceptance and guarantees	179,603	3,874	182,479	△ 524	183,003	7,274
Total operating receivables	2,493,055	77,726	3,034,416	268,644	2,765,771	350,442

*Housing loans receivable are the number of AEON Bank.

Financial Summary in Domestic

Interest-Bearing Debt in domestic

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥ 103,600	¥ 24,100	¥ 114,290	¥ Δ 29,810	¥ 144,100	¥ 64,600
Long-term loans payable	126,300	Δ 23,600	99,700	Δ 11,100	110,800	Δ 39,100
Call money	100,000	95,100	—	Δ 76,300	76,300	71,400
Bonds payable	80,000	—	90,000	10,000	80,000	—
Convertible bond-type bonds with subscription right to shares	330	Δ 2,500	70	Δ 20	90	Δ 2,740
Lease obligation	22,809	10,209	24,690	61	24,629	12,029
Total interest-bearing debt	433,039	103,309	371,750	Δ 64,168	435,919	106,189

Allowance for Possible Credit Losses in domestic

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results		Results		Results	
Opening balance	¥ 24,251		¥ 21,555		¥ 24,251	
Provision of allowance for doubtful accounts (YOY)	4,019 Δ 15.3%		6,205 54.4%		9,173 Δ 1.3%	
Written-off amount (YOY)	5,336 Δ 12.3%		5,554 4.1%		11,869 3.1%	
Ending balance (YOY)	22,934 Δ 5.4%		22,206 3.0%		21,555 Δ 11.1%	

Ending balance/Total creditcard receivables	2.4%	2.1%	2.1%
If including ABS&ABCP&ABL	2.1%	1.9%	1.9%

Written-off amount/Total creditcard receivables ※	1.1%	1.1%	1.1%
If including ABS&ABCP&ABL ※	1.0%	0.9%	1.0%

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

Key Operating Data

Number of Cardholders

(Unit: Ten thousand)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Number of cardholders	3,486	96	3,671	104	3,567	177
Number of Credit cardholders in domestic	2,405	60	2,525	61	2,464	119

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

(Unit: Ten thousand)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
WAON cardholders	4,420	440	5,260	380	4,880	900

Number of Active Cardholders in Domestic

(Unit: Ten thousand)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Active cardholders ※1	1,491	37	1,556	31	1,525	71
Card-use rate (%) ※2	66.9%	—	66.5%	—	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 (2014/10 and 2015/9) × 100.

Result of AEON Bank

(Unit: Millions of Yen)

	2014/9		2015/9		2015/3	
	Results	Change	Results	Change	Results	Change
Balance of Deposits	¥ 1,650,620	¥ △ 65,161	¥ 1,989,459	¥ 26,208	¥ 1,963,250	¥ 247,468
Ordinary deposits	534,766	59,218	651,309	123,308	528,000	52,452
Time deposits	1,114,080	△125,267	1,336,747	97,386	1,434,133	194,785
Other deposits	1,772	886	1,402	286	1,116	230
Balance of loans and bills discounted	1,140,601	126,489	1,254,486	43,983	1,210,503	196,391
Housing Loans	718,135	64,406	1,010,847	151,115	859,732	206,002

Number of accounts	396	28	462	30	432	64
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Number of branches	127	3	130	1	129	5
Number of ATM	5,308	376	5,666	72	5,594	662