

FACT BOOK 2016

For the Nine Months Ended December 31, 2015

Third Quarter Report

CONTENTS

Consolidated Financial Summary

Consolidated Balance Sheets	1
Consolidated Trading Volume	2
Consolidated Statements of Income	2
Consolidated Ordinary Expenses	3
Consolidated Finance Receivables	4
(Securitized Receivables)	4
(Finance Receivables Including Securitized Receivables)	4
Consolidated Interest-Bearing Debt	5
Consolidated Allowance for Possible Credit Losses	5

Operating Segment Performance 6

Financial Summary in Domestic

Balance Sheets in Domestic	7
Trading Volume in Domestic	8
Statements of Income in Domestic	8
Ordinary Expenses in Domestic	9
Finance Receivables in Domestic	10
(Securitized Receivables)	10
(Finance Receivables Including Securitized Receivables)	10
Interest-Bearing Debt in Domestic	11
Allowance for possible Credit Losses in Domestic credit card	11

Key Operating Data

Number of Cardholders	12
Number of Active Cardholders	12
Result of AEON Bank	12

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

Consolidated Balance Sheets

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥ 436,979	¥ 20,317	¥ 404,279	¥ Δ 63,447	¥ 467,726	¥ 51,064
Call loans	—	—	—	Δ 10,000	10,000	10,000
Monetary claims bought	7,665	Δ4,453	4,544	Δ 2,104	6,649	Δ 5,470
Securities	187,336	13,957	237,578	2,504	235,074	61,694
Loans and bills discounted	1,356,843	80,102	1,556,781	82,545	1,474,236	197,494
Accounts receivable—installment	1,098,556	141,152	1,112,778	74,557	1,038,221	80,817
Lease receivables and investment assets	—	—	5,610	5,610	—	—
Other assets	99,888	19,593	130,958	35,424	95,533	15,239
Property, plant and equipment	35,132	3,946	36,609	835	35,774	4,588
Intangible assets	69,300	1,576	74,249	3,110	71,138	3,415
Goodwill	27,520	Δ1,367	26,076	Δ 987	27,064	Δ 1,823
Other intangible assets	41,780	2,944	48,172	4,097	44,074	5,238
Deferred tax assets	21,507	2,748	20,025	Δ 763	20,789	2,030
Customer's liabilities for acceptance and guarantees	181,545	5,123	182,211	Δ 1,421	183,632	7,211
Allowance for doubtful accounts	Δ51,321	Δ3,747	Δ 52,317	Δ 3,037	Δ 49,280	Δ 1,706
Total assets	3,443,434	280,317	3,713,311	123,815	3,589,495	426,378
Deposits	1,819,865	102,095	2,067,692	104,667	1,963,024	245,255
Accounts payable—trade	209,977	6,234	216,584	51,748	164,836	Δ 38,906
Call money	88,894	83,994	—	Δ 76,300	76,300	71,400
Commercial papers	—	—	45,800	45,800	—	—
Borrowed money	566,961	51,733	581,630	Δ 9,955	591,586	76,358
Bonds payable	114,424	12,816	123,775	9,464	114,310	12,702
Convertible bond—type bonds with subscription rights to shares	150	Δ2,680	50	Δ 40	90	Δ 2,740
Other liabilities	132,415	20,555	140,397	Δ 5,357	145,754	33,894
Provision for bonuses	1,457	Δ742	2,029	Δ 513	2,542	342
Net defined benefit liability	3,193	403	3,376	63	3,312	522
Provision for point card certificates	11,362	349	12,508	917	11,590	577
Provision for loss on interest repayment	4,080	994	1,727	Δ 3,120	4,848	1,762
Other provision	432	Δ123	343	Δ 118	461	Δ 94
Defferd tax liabilities	1,790	Δ30	2,311	54	2,256	435
Acceptances and guarantees	181,545	5,123	182,211	Δ 1,421	183,632	7,211
Total liabilities	3,136,550	280,725	3,380,438	115,890	3,264,547	408,722
Capital stock	30,391	1,340	30,441	20	30,421	1,370
Capital surplus	106,200	1,339	106,230	Δ 0	106,230	1,369
Retained earnings	143,864	7,593	165,523	11,004	154,518	18,248
Treasury stock	Δ25,144	Δ24,998	Δ 25,145	Δ 0	Δ 25,144	Δ 24,998
Total shareholders' equity	255,311	Δ14,724	277,049	11,023	266,026	Δ 4,010
Valuation difference on available-for-sale securities	4,779	752	4,864	620	4,243	216
Deferred gains or losses on hedges	Δ4,130	Δ1,803	Δ 3,466	2	Δ 3,468	Δ 1,141
Foreign currency translation adjustments	7,046	6,751	3,888	Δ 3,557	7,446	7,151
Remeasurements of defined benefit plans	Δ458	Δ87	Δ 468	71	Δ 539	Δ 168
Total other comprehensive income	7,237	5,613	4,818	Δ 2,863	7,682	6,058
Subscription rights to shares	73	18	112	38	73	18
Non-controlling interests	44,261	8,685	50,891	Δ 274	51,166	15,590
Total net assets	306,883	Δ407	332,872	7,924	324,948	17,656
Total liabilities and net assets	3,443,434	280,317	3,713,311	123,815	3,589,495	426,378

Consolidated Financial Summary

Consolidated Trading Volume

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥ 2,973,581	9.1%	¥ 3,211,656	8.0%	¥ 4,015,129	7.4%
Hire purchase contracts	180,152	51.4%	214,351	19.0%	250,248	40.6%
Cash advances	335,511	3.1%	352,536	5.1%	448,306	3.0%

Consolidated Statements of Income

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥ 238,018	15.7%	¥ 264,932	11.3%	¥ 329,046	15.0%
Interest income	92,332	16.6%	103,613	12.2%	125,493	16.8%
Interest on loans and discounts	90,657	17.4%	101,755	12.2%	123,270	17.6%
Cash advances	51,804	29.5%	59,231	14.3%	70,472	27.8%
Other loans	38,852	4.5%	42,524	9.5%	52,797	6.2%
Other interest income	1,674	△ 17.3%	1,857	10.9%	2,223	△ 14.1%
Fees and commissions	123,992	17.0%	138,212	11.5%	168,283	15.4%
Credit card purchase contracts	71,896	5.8%	76,104	5.9%	97,044	5.2%
Hire purchase contracts	21,204	52.8%	24,997	17.9%	29,633	48.3%
Processing agency service fee	10,832	24.6%	11,366	4.9%	14,499	20.9%
Other fees and commissions	20,059	29.8%	25,742	28.3%	27,105	25.9%
Other operating income	10,100	35.5%	10,950	8.4%	19,053	13.4%
Other ordinary income	11,593	△ 10.9%	12,156	4.9%	16,215	1.1%
Ordinary expenses	203,840	12.5%	222,697	9.3%	275,965	12.6%
Interest expenses	14,977	0.4%	16,065	7.3%	20,677	5.9%
Fees and commissions payments	15,848	10.0%	18,159	14.6%	21,838	7.8%
Other operating expenses	771	1.8%	729	△ 5.4%	1,109	7.9%
General and administrative expenses	138,825	9.9%	152,380	9.8%	186,474	10.0%
Other ordinary expenses	33,418	34.3%	35,362	5.8%	45,865	32.6%
Ordinary profit	34,178	39.9%	42,235	23.6%	53,080	29.2%
Extraordinary loss	0	△ 99.6%	1	205.2%	0	△ 99.4%
Extraordinary loss	267	△ 80.4%	1,105	313.6%	328	△ 76.6%
Loss on disposal of noncurrent assets	37	△ 74.4%	1,026	—	38	△ 75.0%
Loss on penalty	220	—	—	—	245	—
Other extraordinary loss	9	△ 49.9%	78	760.3%	44	△ 20.5%
Income before income taxes	33,911	46.2%	41,131	21.3%	52,752	32.6%
Total income taxes	8,206	9.8%	11,216	36.7%	14,065	18.1%
Income taxes—current	10,529	13.9%	10,838	2.9%	15,000	14.5%
Income taxes—deferred	△ 2,323	30.8%	378	—	△ 935	△ 21.4%
Income before minority interests	25,705	63.6%	29,915	16.4%	38,687	38.7%
Profit attributable to non-controlling interests	5,867	9.2%	6,375	8.6%	8,195	14.8%
Profit attributable to owners of parent	19,837	91.8%	23,540	18.7%	30,491	47.0%

Consolidated Financial Summary

Consolidated Ordinary Expenses

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥ 29,572	12.1%	¥ 33,127	12.0%	¥ 39,320	10.9%
Bad debt allowance	29,228	28.4%	35,161	20.3%	39,788	26.4%
Provision of allowance for doubtful accounts	26,717	35.7%	32,972	23.4%	36,369	31.4%
Bad debts expenses	2,511	△ 18.3%	2,189	△ 12.8%	3,418	△ 10.2%
Personnel expenses	40,334	14.2%	45,418	12.6%	54,735	14.4%
Administrative expenses	64,817	8.1%	64,584	△ 0.4%	87,409	7.8%
Equipment expenses	19,225	14.4%	21,891	13.9%	26,229	15.1%
General expenses	4,914	12.9%	5,718	16.4%	6,694	16.6%
Financial expenses	15,748	0.5%	16,795	6.6%	21,787	6.0%
Total ordinary expenses	203,840	12.5%	222,697	9.3%	275,965	12.6%

Consolidated Financial Summary

Consolidated Finance Receivables

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,356,843	¥ 80,102	¥ 1,556,781	¥ 82,545	¥ 1,474,236	¥ 197,494
Cash advances	436,725	52,474	476,509	29,392	447,117	62,866
Other loans	920,118	27,627	1,080,272	53,153	1,027,118	134,627
Total accounts receivable—installment	1,098,556	141,152	1,112,778	74,557	1,038,221	80,817
Credit card purchase contracts	825,339	76,511	800,172	36,282	763,890	15,062
Hire purchase contracts	273,217	64,641	312,606	38,275	274,330	65,754
Lease receivables and investment assets	—	—	5,610	5,610	—	—
Customer's liabilities for acceptance and guarantees	181,545	5,123	182,211	△ 1,421	183,632	7,211
Total operating receivables	2,636,945	226,378	2,857,383	161,293	2,696,090	285,522

(Securitized Receivables)

(Unit: Millions of Yen)

	2014/12	2015/12	2015/3
	Results	Results	Results
Total loans and bills discounted	¥ 386,313	¥ 678,000	¥ 399,362
Cash advances	7,290	4,179	7,444
Other loans	379,023	673,820	391,917
Total accounts receivable—installment	111,471	205,391	146,970
Credit card purchase contracts	78,258	152,092	96,856
Hire purchase contracts	33,212	53,298	50,114
Total securitized receivables	497,785	883,391	546,332

(Finance Receivables Including Securitized Receivables)

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,743,157	¥ 211,780	¥ 2,234,781	¥ 361,183	¥ 1,873,598	¥ 342,221
Cash advances	444,015	53,575	480,688	26,126	454,562	64,122
Other loans	1,299,141	158,204	1,754,093	335,057	1,419,036	278,098
Total accounts receivable—installment	1,210,028	124,058	1,318,170	132,978	1,185,191	99,222
Credit card purchase contracts	903,597	46,357	952,265	91,519	860,746	3,506
Hire purchase contracts	306,430	77,701	365,904	41,459	324,445	95,715
Lease receivables and investment assets	—	—	5,610	5,610	—	—
Customer's liabilities for acceptance and guarantees	181,545	5,123	182,211	△ 1,421	183,632	7,211
Total operating receivables	3,134,731	340,962	3,740,774	498,352	3,242,422	448,654

Consolidated Financial Summary

Consolidated Interest-Bearing Debt

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥ 144,172	¥ 22,829	¥ 180,219	¥ Δ 2,729	¥ 182,948	¥ 61,605
Long-term loans payable	422,789	28,904	401,411	Δ 7,226	408,637	14,752
Call money	88,894	83,994	—	Δ 76,300	76,300	71,400
Commercial paper	—	—	45,800	45,800	—	—
Bonds payable	114,424	12,816	123,775	9,464	114,310	12,702
Convertible bond-type bonds with subscription right to shares	150	Δ2,680	50	Δ 40	90	Δ 2,740
Lease obligations	24,246	11,638	30,338	5,708	24,630	12,022
Total interest-bearing debt	794,676	157,502	781,594	Δ 25,323	806,917	169,743

Consolidated Allowance for Possible Credit Losses

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results		Results		Results	
Opening balance	¥ 47,574		¥ 49,280		¥ 47,574	
Provision of allowance for doubtful accounts	29,228		35,161		39,788	
(YOY)	28.4%		20.3%		26.4%	
Written-off amount	25,481		32,162		38,081	
(YOY)	13.8%		26.2%		22.7%	
Ending balance	51,321		52,317		49,280	
(Change)	7.9%		6.2%		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 ※	1.3%	1.5%	1.4%
If including ABS & ABCP & ABL ※	1.1%	1.1%	1.2%

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

Operating Segment Performance (Quick estimation)

(Unit: Millions of Yen)

	Credit		Bank		Overseas		Fee		The amount of adjustment	Consolidated Statement of income	
	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	Results	YOY
Ordinary income	115,810	8.9%	36,083	16.4%	92,767	14.2%	36,386	10.8%	△ 16,115	264,932	11.3%
Interest income	43,602	13.8%	12,198	13.0%	47,475	12.4%	1,345	6.7%	△ 1,008	103,613	12.2%
Fees and commissions	69,703	5.8%	13,674	39.2%	36,338	17.6%	31,431	9.6%	△ 12,936	138,212	11.5%
Other operating income	2,260	21.8%	7,996	△ 6.5%	521	—	1,762	84.1%	△ 1,589	10,950	8.4%
Other ordinary income	243	△ 3.8%	2,214	20.5%	8,431	4.5%	1,846	△ 5.1%	△ 579	12,156	4.9%
Ordinary expenses	90,248	6.2%	33,510	8.5%	74,910	14.7%	33,882	3.1%	△ 9,854	222,697	9.3%
Interest expenses	3,301	23.3%	985	△ 46.0%	11,252	14.3%	272	8.8%	252	16,065	7.3%
Fees and commissions payments	15,110	12.4%	9,303	9.8%	3,970	21.0%	688	△ 7.7%	△ 10,912	18,159	14.6%
Other operating expenses	168	△ 58.1%	24	—	278	△ 0.7%	163	—	94	729	△ 5.4%
General and administrative expenses	62,145	7.2%	22,856	11.9%	35,095	16.4%	31,675	2.6%	607	152,380	9.8%
Other ordinary expenses	9,522	△ 8.9%	341	94.9%	24,313	11.7%	1,081	9.6%	104	35,362	5.8%
Ordinary profit	25,562	19.8%	2,573	—	17,856	12.4%	2,503	—	△ 6,261	42,235	23.6%
	Results	Change	Results	Change	Results	Change	Results	Change	Results	Results	Change
Loans and bills discounted	407,618	26,987	918,378	38,338	257,752	355	30,077	11,541	△ 57,045	1,556,781	82,545
Accounts receivable—installment	856,909	49,103	44,314	26,197	212,371	△ 420	1,138	1,138	△ 1,954	1,112,778	74,557
Balance of interest-bearing debt	617,724	55,805	1,460,949	56,666	—	—	—	—	△ 10,981	2,067,692	104,667
Deposits	280,222	20,308	5,000	△ 76,300	392,121	16,123	31,245	△ 4,322	73,004	781,594	△ 25,323
	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	Results	YOY
①Average interest rate on loans and bills discounted	14.8%	0.3%	1.4%	△ 0.1%	24.5%	0.6%	1.2%	△ 0.4%	—	9.0%	△ 0.2%
②Funding interest concerning loan and bills discounted	0.5%	0.1%	0.1%	△ 0.1%	3.9%	0.1%	1.1%	0.1%	—	0.8%	△ 0.0%
③Interest rate spread ①—②	14.2%	0.2%	1.3%	△ 0.0%	20.6%	0.5%	0.1%	△ 0.5%	—	8.2%	△ 0.2%

Financial Summary in Domestic

Balance Sheets in Domestic

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥ 416,588	¥ 22,615	¥ 380,254	¥ Δ 65,032	¥ 445,287	¥ 51,314
Call loans	—	—	—	Δ 10,000	10,000	10,000
Monetary claims bought	7,665	Δ 4,453	4,544	Δ 2,104	6,649	Δ 5,470
Securities	204,135	12,307	256,139	4,686	251,452	59,624
Loans and bills discounted	1,105,098	41,291	1,304,029	82,190	1,221,838	158,031
Accounts receivable—installment	889,048	87,163	900,407	74,978	825,429	23,543
Lease receivables and investment assets	—	—	5,610	5,610	—	—
Other assets	77,329	16,106	93,255	22,836	70,419	9,195
Property, plant and equipment	23,297	1,979	26,851	3,198	23,652	2,334
Intangible assets	63,154	568	67,757	3,056	64,700	2,114
Deferred tax assets	17,320	1,076	15,845	Δ 861	16,707	463
Customer's liabilities for acceptance and guarantees	180,917	5,187	182,211	Δ 792	183,003	7,274
Allowance for doubtful accounts	Δ 34,112	1,983	Δ 35,111	Δ 2,638	Δ 32,472	3,624
Total assets	2,950,441	185,824	3,201,796	115,127	3,086,669	322,051
Deposits	1,819,865	102,095	2,067,692	104,667	1,963,024	245,255
Accounts payable—trade	203,012	4,634	212,306	52,366	159,939	Δ 38,438
Call money	88,894	83,994	—	Δ 76,300	76,300	71,400
Commercial papers	—	—	45,800	45,800	—	—
Borrowed money	231,300	1,900	228,300	Δ 26,600	254,900	25,500
Bonds payable	80,000	—	90,000	10,000	80,000	—
Convertible bond—type bonds with subscription rights to shares	150	Δ 2,680	50	Δ 40	90	Δ 2,740
Other liabilities	103,616	9,275	117,675	808	116,867	22,526
Provision for bonuses	765	Δ 943	1,068	Δ 800	1,869	160
Net defined benefit liability	2,923	335	3,027	16	3,010	422
Provision for point card certificates	11,362	349	12,508	917	11,590	577
Provision for loss on interest repayment	4,080	994	1,727	Δ 3,120	4,848	1,762
Other provision	432	Δ 123	343	Δ 118	461	Δ 94
Defferd tax liabilities	1,358	Δ 20	1,933	165	1,767	389
Acceptances and guarantees	180,917	5,187	182,211	Δ 792	183,003	7,274
Total liabilities	2,728,677	204,998	2,964,645	106,970	2,857,674	333,995
Total net assets	221,764	Δ 19,174	237,151	8,156	228,994	Δ 11,943
Total liabilities and equity	2,950,441	185,824	3,201,796	115,127	3,086,669	322,051

Financial Summary in Domestic

Trading Volume in Domestic

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	2,838,444	8.9%	¥ 3,058,849	7.8%	¥ 3,821,041	6.7%
Hire purchase contracts	113,150	82.1%	142,291	25.8%	157,947	55.6%
Cash advances	262,867	2.0%	270,604	2.9%	348,223	1.2%
Total e-money contracts	1,481,535	20.7%	1,587,519	7.2%	1,986,085	17.9%

Statements of Income in Domestic

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	159,511	13.6%	¥ 175,288	9.9%	¥ 219,335	11.3%
Interest income	52,498	22.5%	58,760	11.9%	69,489	19.0%
Interest on loans and discounts	48,525	23.6%	54,398	12.1%	65,003	21.1%
Cash advances	38,219	36.3%	43,517	13.9%	51,488	31.7%
Other loans	10,306	Δ 8.2%	10,880	5.6%	13,515	Δ 7.2%
Other interest income	3,972	10.7%	4,362	9.8%	4,486	Δ 5.3%
Fees and commissions	93,112	12.9%	101,875	9.4%	124,812	10.5%
Credit card purchase contracts	59,563	3.0%	62,853	5.5%	79,660	1.8%
Affiliated merchants	42,916	8.1%	46,140	7.5%	57,635	5.7%
Revolving credit	15,594	Δ 9.2%	15,440	Δ 1.0%	20,655	Δ 8.1%
Other	1,052	12.3%	1,272	21.0%	1,369	8.7%
Hire purchase contracts	6,415	73.0%	6,708	4.6%	8,526	50.9%
Processing agency service fees	10,832	24.6%	11,366	4.9%	14,499	20.9%
Other fees and commissions	16,300	33.1%	20,946	28.5%	22,125	29.5%
Other operating income	10,081	35.3%	10,429	3.5%	19,014	13.2%
Other income	3,818	Δ 50.0%	4,222	10.6%	6,018	Δ 33.1%
Ordinary expenses	138,863	10.3%	148,331	6.8%	186,041	9.3%
Interest expenses	5,148	Δ 24.9%	4,844	Δ 5.9%	6,952	Δ 20.1%
Fees and commissions payments	12,849	2.9%	14,537	13.1%	17,608	2.2%
Other operating expenses	490	Δ 7.0%	451	Δ 8.0%	728	3.3%
General and administrative expenses	108,723	12.6%	117,448	8.0%	144,638	10.7%
Other ordinary expenses	11,651	22.8%	11,049	Δ 5.2%	16,114	24.2%
Ordinary profit	20,647	42.5%	26,957	30.6%	33,293	23.9%

Financial Summary in Domestic
Trading Volume in Domestic

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥ 25,836	16.1%	¥ 28,561	10.5%	¥ 34,230	13.5%
Bad debt allowance	7,483	0.8%	10,906	45.7%	10,079	0.8%
Provision of allowance for doubtful accounts	7,470	7.1%	10,871	45.5%	10,059	1.0%
Bad debts expenses	13	△ 97.1%	35	172.9%	19	△ 34.3%
Personnel expenses	28,442	11.4%	31,588	11.1%	38,187	10.8%
Administrative expenses	55,086	12.6%	53,471	△ 2.9%	73,760	10.3%
Equipment expenses	12,917	14.1%	14,433	11.7%	17,419	13.7%
General expenses	3,458	11.6%	4,074	17.8%	4,684	16.0%
Financial expenses	5,638	△ 23.6%	5,295	△ 6.1%	7,681	△ 18.3%
Total ordinary expenses	138,863	10.3%	148,331	6.8%	186,041	9.3%

Financial Summary in Domestic

Finance Receivables in Domestic

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,105,098	¥ 41,291	¥ 1,304,029	¥ 82,190	¥ 1,221,838	¥ 158,031
Cash advances	361,442	38,728	397,400	26,926	370,473	47,759
Other loans	743,655	2,563	906,629	55,264	851,365	110,272
Total accounts receivable-installment	889,048	87,163	900,407	74,978	825,429	23,543
Credit card purchase contracts	742,343	62,148	717,946	37,568	680,377	182
Revolving and installments payment credit card purchase	168,693	32,231	148,822	26,837	121,985	△ 14,476
Hire purchase contracts	146,704	25,014	182,461	37,409	145,051	23,361
Lease receivables and investment assets	—	—	5,610	5,610	—	—
Customer's liabilities for acceptance and guarantees	180,917	5,187	182,211	△ 792	183,003	7,274
Total operating receivables	2,175,064	133,642	2,392,259	161,987	2,230,272	188,850

(Securitized Receivables)

(Unit: Millions of Yen)

	2014/12	2015/12	2015/3
	Results	Results	Results
Total loans and bills discounted	¥ 379,023	¥ 673,820	¥ 391,917
Cash advances	—	—	—
Other loans	379,023	673,820	391,917
Total accounts receivable-installment	108,105	203,662	143,581
Credit card purchase contracts	74,893	150,364	93,467
Revolving payment credit card purchase	34,893	60,364	83,467
Hire purchase contracts	33,212	53,298	50,114
Total securitized receivables	487,129	877,483	535,499

(Finance Receivables Including Securitized Receivables)

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	実績	期首増減	実績	期首増減	実績	期首増減
Total loans and bills discounted	¥ 1,484,121	171,868	1,977,850	364,093	¥ 1,613,756	¥ 301,502
Cash advances	361,442	38,728	397,400	26,926	370,473	47,759
Other loans	1,122,679	133,139	1,580,450	337,167	1,243,282	253,743
Housing Loans*	776,842	123,112	1,072,330	212,598	859,732	206,002
Total accounts receivable-installment	997,154	69,808	1,104,070	135,058	969,011	41,665
Credit card purchase contracts	817,236	31,734	868,310	94,464	773,845	△ 11,656
Revolving and installments payment credit card purchase	203,586	1,816	209,186	3,733	205,452	3,683
Hire purchase contracts	179,917	38,074	235,759	40,594	195,165	53,322
Lease receivables and investment assets	—	—	5,610	5,610	—	—
Customer's liabilities for acceptance and guarantees	180,917	5,187	182,211	△ 792	183,003	7,274
Total operating receivables	2,662,193	246,864	3,269,742	503,971	2,765,771	350,442

Financial Summary in Domestic Interest-Bearing Debt in domestic

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥111,500	¥ 32,000	¥ 133,100	¥ Δ 11,000	¥ 144,100	¥ 64,600
Long-term loans payable	119,800	Δ 30,100	95,200	Δ 15,600	110,800	Δ 39,100
Call money	88,894	83,994	—	Δ 76,300	76,300	71,400
Commercial paper	—	—	45,800	45,800	—	—
Bonds payable	80,000	—	90,000	10,000	80,000	—
Convertible bond-type bonds with subscription right to shares	150	Δ 2,680	50	Δ 40	90	Δ 2,740
Lease obligations	24,244	11,645	30,322	5,693	24,629	12,029
Total interest-bearing dept	424,588	94,859	394,472	Δ 41,446	435,919	106,189

Allowance for Possible Credit Losses in Domestic credit card

(Unit: Millions of Yen)

	2014/12		2015/12		2015/3	
	Results		Results		Results	
Opening balance	¥ 24,251		¥ 21,555		¥ 24,251	
Provision of allowance for doubtful accounts (YOY)	6,578 Δ 8.4%		9,486 44.2%		9,173 Δ 1.3%	
Written-off amount (YOY)	7,920 Δ 12.3%		7,645 Δ 3.5%		11,869 3.1%	
Ending balance (Change)	22,909 Δ 5.5%		23,396 8.5%		21,555 Δ 11.1%	

Ending balance/Total finance receivables	2.1%	2.1%	2.1%
If including ABS & ABCP & ABL	1.9%	1.8%	1.9%

Written-off amount/Total finance receivables ※	1.0%	0.9%	1.1%
If including ABS & ABCP & ABL ※	0.9%	0.8%	1.0%

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

Key Operating Data

Number of Cardholders

(Unit: Ten thousand)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Number of cardholders	3,531	141	3,711	144	3,567	177
Number of Credit cardholders in domestic	2,434	89	2,556	92	2,464	119

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

(Unit: Ten thousand)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
WAON cardholders	4,680	700	5,460	580	4,880	900

Number of Active Cardholders in Domesic

(Unit: Ten thousand)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Active cardholders ※1	1,508	54	1,571	46	1,525	71
Card-use rate (%) ※2	66.8%	—	66.3%	—	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)

	2014/12		2015/12		2015/3	
	Results	Change	Results	Change	Results	Change
Balance of Deposits	1,830,897	115,115	¥ 2,076,527	¥ 113,276	¥ 1,963,250	¥ 247,468
Ordinary deposits	507,007	31,459	700,427	172,426	528,000	52,452
Time deposits	1,321,370	82,022	1,373,983	△ 60,150	1,434,133	194,785
Other deposits	2,520	1,634	2,116	1,000	1,116	230
Balance of loans and bills discounted	1,099,373	85,261	1,283,913	73,410	1,210,503	196,391
Housing Loans	776,842	123,112	1,072,330	212,598	859,732	206,002

*Housing loans receivable are the number of AEON Bank.

(Unit: Ten thousand)

Number of accounts	415	47	477	44	432	64
Number of branches	131	7	132	3	129	5
Number of ATM	5,537	605	5,715	121	5,594	662