

# FACT BOOK 2017

## For the Half Year Ended September 30, 2016

### 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 Summary Overview

### Consolidated Financial Highlights

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥173,830	15.0%	¥180,991	4.1%	¥359,651	9.3%
Ordinary profit	25,913	33.0%	27,426	5.8%	59,380	11.9%
Profit attributable to owners of the parent	14,109	28.4%	17,005	20.5%	35,785	17.4%

### Consolidated Key Indicators

(Unit: Yen)

	2015/9	2016/9	2016/3
Equity ratio	7.9%	8.3%	7.8%
Earnings per share(EPS)	¥71.01	¥84.94	¥180.09
Book value per share	¥1,400.85	¥1,508.36	¥1,465.31

## 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%	ACS Leasing Co.,Ltd.	100.0%

Consolidated Affiliates (Domestic)	Shareholding ratio of voting right	Consolidated Affiliates (Domestic)	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 SPECIALIZED BANK (CAMBODIA) PUBLIC LIMITED COMPANY	100.0%
ACS CAPITAL CORPORATION LTD.	26.4%	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%		
ATS Rabbit Special Purpose Vehicle Company Limited	48.7%		

※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
FUJITSU CREDIT SERVICE SYSTEMS (TIANJIN) CO.,LTD.	49.0%

# Consolidated Financial Summary

## Consolidated Balance Sheets

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥ 393,445	¥ Δ 74,281	¥ 543,071	¥ 98,202	¥ 444,868	¥ Δ 22,858
Call loans	—	Δ 10,000	—	—	—	Δ 10,000
Monetary claims bought	5,204	Δ 1,445	4,444	Δ 607	5,051	Δ 1,597
Securities	239,845	4,771	157,668	Δ 53,463	211,131	Δ 23,942
Loans and bills discounted	1,515,713	41,477	1,736,980	62,982	1,673,997	199,761
Accounts receivable—installment	1,011,799	Δ 26,421	1,104,564	82,177	1,022,387	Δ 15,833
Lease receivables and investment assets	—	—	6,399	994	5,405	5,405
Other assets	108,474	12,940	127,847	3,253	124,594	29,060
Property, plant and equipment	36,166	392	36,380	Δ 149	36,530	756
Intangible assets	72,313	1,174	83,060	5,897	77,163	6,024
Goodwill	26,135	Δ 929	24,664	Δ 932	25,597	Δ 1,466
Other intangible assets	46,178	2,103	58,395	6,830	51,565	7,491
Deferred tax assets	21,987	1,197	21,428	995	20,433	Δ 356
Customer's liabilities for acceptance and guarantees	182,750	Δ 882	157,627	Δ 15,814	173,441	Δ 10,191
Allowance for doubtful accounts	Δ 50,114	Δ 833	Δ 50,153	Δ 694	Δ 49,458	Δ 177
<b>Total assets</b>	<b>3,537,584</b>	<b>Δ 51,911</b>	<b>3,929,320</b>	<b>183,774</b>	<b>3,745,546</b>	<b>156,050</b>
Deposits	1,990,602	27,577	2,360,224	207,296	2,152,928	189,903
Accounts payable—trade	150,541	Δ 14,925	153,523	Δ 20,044	173,568	8,732
Call money	—	Δ 76,300	—	—	—	Δ 76,300
Commercial papers	47,331	47,331	37,543	Δ 30,456	68,000	68,000
Borrowed money	553,219	Δ 38,367	501,540	Δ 34,448	535,989	Δ 55,597
Bonds payable	124,034	9,723	129,623	7,548	122,074	7,764
Convertible bond—type bonds with subscription rights to shares	70	Δ 20	30,050	30,000	50	Δ 40
Other liabilities	135,799	Δ 9,954	160,386	7,540	152,845	7,091
Provision for bonuses	2,780	238	2,844	16	2,828	285
Liabilities for retirement benefits	3,260	Δ 52	3,437	Δ 92	3,530	217
Provision for point card certificates	12,361	771	14,315	1,859	12,456	866
Provision for loss on interest repayment	2,972	Δ 1,875	2,189	Δ 2,016	4,206	Δ 642
Other provision	320	Δ 140	250	Δ 145	396	Δ 65
Defferd tax liabilities	2,344	87	2,386	42	2,344	87
Acceptances and guarantees	182,750	Δ 882	157,627	Δ 15,814	173,441	Δ 10,191
<b>Total liabilities</b>	<b>3,208,388</b>	<b>Δ 56,159</b>	<b>3,555,945</b>	<b>151,285</b>	<b>3,404,660</b>	<b>140,112</b>
Capital stock	30,431	10	45,673	15,231	30,441	20
Capital surplus	106,255	25	121,461	15,231	106,230	Δ 0
Retained earnings	161,656	7,137	187,207	9,441	177,766	23,247
Treasury stock	Δ 25,145	Δ 0	Δ 25,121	20	Δ 25,141	2
<b>Total shareholders' equity</b>	<b>273,198</b>	<b>7,172</b>	<b>329,221</b>	<b>39,925</b>	<b>289,296</b>	<b>23,270</b>
Valuation difference on available-for-sale securities	4,026	Δ 217	5,292	Δ 596	5,889	1,646
Deferred gains or losses on hedges	Δ 3,577	Δ 108	Δ 3,213	300	Δ 3,514	Δ 46
Foreign currency translation adjustments	5,199	Δ 2,246	Δ 5,435	Δ 5,557	122	Δ 7,323
Remeasurements of defined benefit plans	Δ 491	47	Δ 552	54	Δ 607	Δ 68
<b>Total other comprehensive income</b>	<b>5,157</b>	<b>Δ 2,524</b>	<b>Δ 3,909</b>	<b>Δ 5,799</b>	<b>1,890</b>	<b>Δ 5,792</b>
Subscription rights to shares	112	38	131	21	110	37
Non-controlling interests	50,727	Δ 438	47,930	Δ 1,658	49,589	Δ 1,576
<b>Total net assets</b>	<b>329,196</b>	<b>4,248</b>	<b>373,375</b>	<b>32,489</b>	<b>340,886</b>	<b>15,938</b>
<b>Total liabilities and net assets</b>	<b>3,537,584</b>	<b>Δ 51,911</b>	<b>3,929,320</b>	<b>183,774</b>	<b>3,745,546</b>	<b>156,050</b>

## Consolidated Financial Summary

### Trading Volume

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥ 2,088,770	9.3%	¥ 2,254,306	7.9%	¥ 4,315,454	7.5%
Hire purchase contracts	139,534	18.8%	153,589	10.1%	296,112	18.3%
Cash advances	237,365	6.2%	238,954	0.7%	469,741	4.8%

## Consolidated Statement of Income

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥ 173,830	15.0%	¥ 180,991	4.1%	¥ 359,651	9.3%
Interest income	68,427	14.4%	69,234	1.2%	138,810	10.6%
Interest on loans and discounts	67,166	14.4%	68,112	1.4%	136,342	10.6%
Cash advances	39,057	16.4%	40,430	3.5%	79,380	12.6%
Other loans	28,109	11.8%	27,681	△ 1.5%	56,962	7.9%
Other interest income	1,260	11.2%	1,122	△ 11.0%	2,467	11.0%
Fees and commissions	91,969	16.6%	91,131	△ 0.9%	185,072	10.0%
Credit card purchase contracts	49,798	7.6%	48,917	△ 1.8%	102,700	5.8%
Hire purchase contracts	16,858	25.2%	16,544	△ 1.9%	33,194	12.0%
Processing agency service fee	7,390	6.2%	7,789	5.4%	15,330	5.7%
Other fees and commissions	17,921	47.3%	17,881	△ 0.2%	33,847	24.9%
Other operating income	5,079	14.5%	11,871	133.7%	19,759	3.7%
Other ordinary income	8,353	4.3%	8,753	4.8%	16,010	△ 1.3%
Ordinary expenses	147,916	12.3%	153,565	3.8%	300,270	8.8%
Interest expenses	11,023	13.1%	9,708	△ 11.9%	21,305	3.0%
Fees and commissions payments	11,795	14.9%	12,358	4.8%	24,667	13.0%
Other operating expenses	425	△ 18.3%	1,584	272.3%	1,437	29.5%
General and administrative expenses	100,981	11.6%	106,463	5.4%	203,553	9.2%
Other ordinary expenses	23,690	14.5%	23,449	△ 1.0%	49,306	7.5%
Ordinary profit	25,913	33.0%	27,426	5.8%	59,380	11.9%
Extraordinary loss	0	—	1	45.9%	1,280	—
Gain on disposal of non-current assets	0	—	1	45.9%	1,280	—
Extraordinary loss	1,101	351.4%	146	△ 86.7%	1,411	329.2%
Loss on disposal of noncurrent assets	1,022	—	117	△ 88.5%	1,304	—
Other extraordinary loss	78	—	28	△ 63.4%	106	137.6%
Income before income taxes	24,813	29.0%	27,280	9.9%	59,250	12.3%
Total income taxes	6,477	50.3%	6,510	0.5%	14,787	5.1%
Income taxes—current	7,699	△ 1.1%	7,470	△ 3.0%	15,192	1.3%
Income taxes—deferred	△ 1,222	△ 64.9%	△ 959	△ 21.5%	△ 405	△ 56.6%
Income before minority interests	18,335	22.9%	20,769	13.3%	44,463	14.9%
Minority interest in income	4,225	7.4%	3,764	△ 10.9%	8,678	5.9%
Net income	14,109	28.4%	17,005	20.5%	35,785	17.4%

## Consolidated Financial Summary

### Operating Expenses

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥ 21,591	14.7%	¥ 21,407	△ 0.9%	¥ 44,214	12.4%
Bad debt allowance	23,520	30.8%	23,423	△ 0.4%	45,625	14.7%
Provision of allowance for doubtful accounts	21,960	35.1%	22,206	1.1%	42,688	17.4%
Bad debts expenses	1,559	△ 9.1%	1,216	△ 22.0%	2,937	△ 14.1%
Personnel expenses	30,403	15.3%	31,517	3.7%	60,418	10.4%
Administrative expenses	42,748	0.6%	46,667	9.2%	90,648	3.7%
Equipment expenses	14,416	15.0%	15,666	8.7%	29,135	11.1%
General expenses	3,786	18.5%	3,589	△ 5.2%	7,484	11.8%
Financial expenses	11,449	11.5%	11,293	△ 1.4%	22,743	4.4%
Total ordinary expenses	147,916	12.3%	153,565	3.8%	300,237	8.8%

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

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,515,713	¥ 41,477	¥ 1,736,980	¥ 62,982	¥ 1,673,997	¥ 199,761
Cash advances	470,654	23,536	496,520	15,736	480,784	33,667
Other loans	1,045,059	17,940	1,240,459	47,246	1,193,213	166,094
Total accounts receivable—installment	1,011,799	△ 26,421	1,104,564	82,177	1,022,387	△ 15,833
Credit card purchase contracts	729,569	△ 34,321	732,539	45,037	687,501	△ 76,388
Hire purchase contracts	282,230	7,899	372,025	37,139	334,885	60,555
Lease receivables and investment assets	—	—	6,399	994	5,405	5,405
Customer's liabilities for acceptance and guarantees	182,750	△ 882	157,627	△ 15,814	173,441	△ 10,191
Total operating receivables	2,710,262	14,172	3,005,572	130,339	2,875,232	179,142

**(Securitized Receivables)**

(Unit: Millions of Yen)

	2015/9	2016/9	2016/3
	Results	Results	Results
Total loans and bills discounted	¥ 579,477	¥ 816,615	¥ 690,447
Cash advances	6,052	—	2,192
Other loans	573,424	816,615	688,254
Total accounts receivable—installment	212,440	289,385	291,998
Credit card purchase contracts	148,890	229,800	236,124
Hire purchase contracts	63,549	59,585	55,874
Total securitized receivables	791,917	1,106,000	982,445

**(Finance Receivables Including Securitized Receivables)**

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 2,095,190	¥ 221,591	¥ 2,553,595	¥ 189,150	¥ 2,364,444	¥ 490,846
Cash advances	476,706	22,144	496,520	13,543	482,823	28,414
Other loans	1,618,483	199,447	2,057,075	175,606	1,881,103	462,431
Total accounts receivable—installment	1,224,239	39,048	1,393,950	79,564	1,314,385	129,194
Credit card purchase contracts	878,459	17,713	962,339	38,713	923,625	62,879
Hire purchase contracts	345,779	21,334	431,611	40,850	390,760	66,315
Lease receivables and investment assets	—	—	6,399	994	5,405	5,405
Customer's liabilities for acceptance and guarantees	182,750	△ 882	157,627	△ 15,814	173,441	△ 10,191
Total operating receivables	3,502,180	259,757	4,111,572	253,894	3,857,677	615,255

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

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥ 150,411	¥ 32,537	¥ 176,076	¥ 12,225	¥ 163,850	¥ △ 19,098
Long-term loans payable	402,808	△ 5,829	325,464	△ 46,674	372,138	△ 36,498
Call money	—	△ 76,300	—	—	—	△ 76,300
Commercial papers	47,331	47,331	37,543	△ 30,456	68,000	68,000
Bonds payable	124,034	9,723	129,623	7,548	122,074	7,764
Convertible bond-type bonds with subscription right to shares	70	△ 20	30,050	30,000	50	△ 40
Lease obligation	24,708	77	38,552	3,996	34,555	9,925
Total interest-bearing debt	749,363	△ 57,554	737,309	△ 23,360	760,669	△ 46,247

**Consolidated Allowance for Possible Credit Losses**

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results		Results		Results	
Opening balance	¥ 49,280		¥ 49,458		¥ 49,280	
Provision of allowance for doubtful accounts (YOY)	23,520 30.8%		23,423 △ 0.4%		45,625 14.7%	
Written-off amount (YOY)	22,686 29.1%		22,728 0.2%		45,494 19.5%	
Ending balance (YOY)	50,114 1.7%		50,153 1.4%		49,458 0.4%	

Ending balance/Total finance receivables	1.8%	1.7%	1.7%
If including ABS&ABCP&ABL	1.4%	1.2%	1.3%
Written-off amount/Total finance receivables ※	1.7%	1.5%	1.6%
If including ABS&ABCP&ABL ※	1.3%	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	¥ 83,600	10.8%	¥ 26,937	23.2%	¥ 55,772	△ 10.5%	¥ 26,714	10.1%	¥ △ 12,033	¥ 180,991	4.1%
Interest income	31,165	9.2%	9,103	19.1%	28,754	△ 10.0%	881	0.4%	△ 669	69,234	1.2%
Fees and commissions	45,937	1.1%	10,572	10.1%	22,260	△ 9.9%	21,350	3.2%	△ 8,988	91,131	△ 0.9%
Other operating income	6,179	342.4%	5,445	84.3%	—	—	2,069	46.0%	△ 1,823	11,871	133.7%
Other ordinary income	317	262.8%	1,816	9.1%	4,758	△ 15.8%	2,412	87.8%	△ 551	8,753	4.8%
Ordinary expenses	66,294	12.9%	25,883	17.2%	45,476	△ 10.7%	24,780	10.9%	△ 8,868	153,565	3.8%
Interest expenses	1,513	△ 31.9%	914	11.7%	6,944	△ 8.7%	173	△ 4.5%	162	9,708	△ 11.9%
Fees and commissions payments	10,559	6.6%	7,184	18.2%	2,335	△ 12.3%	446	1.0%	△ 8,167	12,358	4.8%
Other operating expenses	308	362.2%	△ 3	—	141	△ 47.9%	955	—	182	1,584	272.3%
General and administrative expenses	45,826	13.9%	17,835	19.1%	21,383	△ 11.1%	22,464	7.1%	△ 1,045	106,463	5.4%
Other ordinary expenses	8,086	28.6%	△ 48	—	14,671	△ 10.3%	740	△ 1.8%	△ 0	23,449	△ 1.0%
Ordinary profit	17,306	3.4%	1,053	—	10,296	△ 9.6%	1,933	0.8%	△ 3,164	27,426	5.8%
	Results	Change	Results	Change	Results	Change	Results	Change	Results	Results	Change
Loans and bills discounted	¥ 432,433	¥ 16,567	¥ 1,103,372	¥ 57,234	¥ 233,335	¥ △ 9,934	¥ 15,657	¥ △ 8,825	¥ △ 47,838	¥ 1,736,980	¥ 62,982
Accounts receivable—installment	823,682	55,546	79,573	30,903	202,989	△ 3,171	1,597	84	△ 3,278	1,104,564	82,177
Balance of interest-bearing debt	625,033	84,317	1,738,749	123,887	—	—	—	—	△ 3,557	2,360,224	207,296
Deposits	249,001	△ 10,453	25,000	20,000	367,425	△ 14,414	29,057	△ 14,731	66,824	737,309	△ 23,360
	Results	YOY	Results	YOY	Results	YOY	Results	YOY	Results	Results	YOY
①Average interest rate on loans and bills discounte	14.7%	0.1%	1.4%	0.0%	24.1%	△ 0.8%	1.7%	0.1%	—	8.0%	△ 1.0%
②Funding interest concerning loan and bills discounted	0.4%	△ 0.2%	0.1%	△ 0.1%	3.7%	△ 0.3%	1.0%	△ 0.1%	—	0.6%	△ 0.2%
③Interest rate spread ①—②	14.3%	0.3%	1.3%	0.0%	20.4%	△ 0.5%	0.7%	0.1%	—	7.3%	△ 0.8%

## Financial Summary in Domestic

### Balance Sheets in Domestic

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥ 371,399	¥ Δ 73,888	¥ 515,924	¥ 96,340	¥ 419,583	¥ Δ 25,703
Call loans	—	Δ 10,000	—	—	—	Δ 10,000
Monetary claims bought	5,204	Δ 1,445	4,444	Δ 607	5,051	Δ 1,597
Securities	258,401	6,948	144,677	Δ 53,449	198,126	Δ 53,325
Loans and bills discounted	1,265,573	43,734	1,508,624	72,917	1,435,707	213,868
Accounts receivable—installment	803,048	Δ 22,380	901,575	85,348	816,226	Δ 9,203
Lease receivables and investment assets	—	—	6,399	994	5,405	5,405
Other assets	71,737	1,318	98,627	10,758	87,868	17,449
Property, plant and equipment	25,378	1,725	28,364	1,369	26,994	3,341
Intangible assets	65,747	1,047	77,959	6,765	71,193	6,493
Deferred tax assets	17,889	1,181	17,935	1,294	16,641	Δ 66
Customer's liabilities for acceptance and guarantees	182,479	Δ 524	157,627	Δ 15,814	173,441	Δ 9,562
Allowance for doubtful accounts	Δ 33,573	Δ 1,100	Δ 35,483	Δ 1,058	Δ 34,424	Δ 1,952
<b>Total assets</b>	<b>3,033,285</b>	<b>Δ 53,383</b>	<b>3,426,676</b>	<b>204,860</b>	<b>3,221,816</b>	<b>135,147</b>
Deposits	1,990,602	27,577	2,360,224	207,296	2,152,928	189,903
Call money	0	Δ 76,300	—	—	—	Δ 76,300
Commercial papers	43,000	43,000	35,000	Δ 33,000	68,000	68,000
Borrowed money	213,990	Δ 40,910	181,300	Δ 9,950	191,250	Δ 63,650
Bonds payable	90,000	10,000	90,000	0	90,000	10,000
Convertible bond—type bonds with subscription rights to shares	70	Δ 20	30,050	30,000	50	Δ 40
Accounts payable—trade	146,385	Δ 13,554	150,445	Δ 19,749	170,194	10,254
Other liabilities	109,834	Δ 7,032	144,881	9,819	135,061	18,194
Provision for point card certificates	12,361	771	14,315	1,859	12,456	866
Provision for bonuses	2,104	235	2,242	123	2,119	250
Net defined benefit liability	2,915	Δ 95	3,098	Δ 107	3,206	195
Provision for loss on interest repayment	2,972	Δ 1,875	2,189	Δ 2,016	4,206	Δ 642
Other provision	320	Δ 140	250	Δ 145	396	Δ 65
Defferd tax liabilities	1,877	110	2,068	112	1,956	188
Acceptances and guarantees	182,479	Δ 524	157,627	Δ 15,814	173,441	Δ 9,562
<b>Total liabilities</b>	<b>2,798,914</b>	<b>Δ 58,759</b>	<b>3,173,695</b>	<b>168,428</b>	<b>3,005,266</b>	<b>147,591</b>
<b>Total net assets</b>	<b>234,370</b>	<b>5,376</b>	<b>252,981</b>	<b>36,432</b>	<b>216,549</b>	<b>Δ 12,444</b>
<b>Total liabilities and equity</b>	<b>3,033,285</b>	<b>Δ 53,383</b>	<b>3,426,676</b>	<b>204,860</b>	<b>3,221,816</b>	<b>135,147</b>

## Financial Summary in Domestic

### Trading Volume in Domestic

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥ 1,986,397	8.8%	¥ 2,160,795	8.8%	¥ 4,104,792	7.4%
Hire purchase contracts	90,350	22.1%	111,789	23.7%	201,269	27.4%
Cash advances	181,531	2.5%	189,006	4.1%	360,864	3.6%
Total e-money contracts	1,029,670	8.3%	1,094,279	6.3%	2,130,754	7.2%

## Statements of Income in Domestic

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥ 111,921	13.4%	¥ 126,794	13.3%	¥ 239,863	9.4%
Interest income	36,584	12.9%	41,629	13.8%	77,925	12.1%
Interest on loans and discounts	35,317	11.7%	39,425	11.6%	72,979	12.3%
Cash advances	28,487	14.7%	31,104	9.2%	58,411	13.4%
Other loans	6,829	0.9%	8,321	21.8%	14,567	7.8%
Other interest income	1,267	56.1%	2,204	73.9%	4,945	10.2%
Fees and commissions	67,251	13.7%	68,873	2.4%	136,150	9.1%
Credit card purchase contracts	40,911	6.6%	41,094	0.4%	84,420	6.0%
Affiliated merchants	29,904	8.7%	32,120	7.4%	61,985	7.5%
Revolving credit	10,172	△ 0.6%	8,113	△ 20.2%	20,735	0.4%
Other	834	31.8%	860	3.2%	1,699	24.1%
Hire purchase contracts	4,445	8.7%	4,891	10.0%	8,926	4.7%
Processing agency service fees	7,390	6.2%	7,789	5.4%	15,330	5.7%
Other fees and commissions	14,503	49.5%	15,097	4.1%	27,474	24.2%
Other operating income	5,053	13.9%	11,871	134.9%	19,747	3.9%
Other income	3,031	11.3%	4,419	45.8%	6,039	0.3%
Ordinary expenses	97,329	8.0%	108,542	11.5%	201,942	8.5%
Interest expenses	3,435	△ 1.7%	2,784	△ 19.0%	6,301	△ 9.4%
Fees and commissions payments	9,370	12.2%	10,409	11.1%	19,648	11.6%
Other operating expenses	154	△ 52.8%	1,443	835.1%	1,074	47.5%
General and administrative expenses	77,037	8.3%	85,126	10.5%	156,867	8.5%
Other ordinary expenses	7,331	6.8%	8,778	19.7%	18,050	12.0%
Ordinary profit	14,591	70.5%	18,251	25.1%	37,920	13.9%

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

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥ 18,560	12.7%	¥ 19,195	3.4%	¥ 38,008	11.0%
Bad debt allowance	7,206	72.3%	8,756	21.5%	14,378	42.7%
Provision of allowance for doubtful accounts	7,174	71.9%	8,708	21.4%	14,181	41.0%
Bad debts expenses	32	217.3%	47	48.6%	197	896.4%
Personnel expenses	20,743	10.8%	22,815	10.0%	42,234	10.6%
Administrative expenses	35,121	△ 3.0%	39,904	13.6%	75,408	2.2%
Equipment expenses	9,422	11.0%	11,111	17.9%	19,242	10.5%
General expenses	2,685	18.0%	2,531	△ 5.7%	5,295	13.1%
Financial expenses	3,590	△ 6.1%	4,227	17.8%	7,375	△ 4.0%
Total ordinary expenses	97,329	8.0%	108,542	11.5%	201,942	8.5%

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

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,265,573	¥ 43,734	¥ 1,508,624	¥ 72,917	¥ 1,435,707	¥ 213,868
Cash advances	393,016	22,542	422,378	16,814	405,563	35,089
Other loans	872,556	21,191	1,086,246	56,102	1,030,144	178,779
Total accounts receivable—installment	803,048	△ 22,380	901,575	85,348	816,226	△ 9,203
Credit card purchase contracts	649,281	△ 31,096	659,225	49,415	609,810	△ 70,567
Revolving and installments payment credit card purchase	139,202	17,212	119,704	14,192	105,511	△ 16,473
Hire purchase contracts	153,767	8,715	242,349	35,933	206,415	61,364
Lease receivables and investment assets	—	—	6,399	994	5,405	5,405
Customer's liabilities for acceptance and guarantees	182,479	△ 524	157,627	△ 15,814	173,441	△ 9,562
Total operating receivables	2,251,101	20,829	2,574,227	143,446	2,430,780	200,508

**(Securitized Receivables)**

(Unit: Millions of Yen)

	2015/9	2016/9	2016/3
	Results	Results	Results
Total loans and bills discounted	¥ 573,424	¥ 816,615	¥ 688,254
Cash advances	—	—	—
Other loans	573,424	816,615	688,254
Total accounts receivable—installment	209,889	289,385	291,074
Credit card purchase contracts	146,340	229,800	235,200
Revolving payment credit card purchase	66,340	99,800	105,200
Hire purchase contracts	63,549	59,585	55,874
Total securitized receivables	783,314	1,106,000	979,328

**(Finance Receivables Including Securitized Receivables)**

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥ 1,838,997	225,241	¥ 2,325,240	201,277	¥ 2,123,962	¥ 510,205
Cash advances	393,016	22,542	422,378	16,814	405,563	35,089
Other loans	1,445,981	202,698	1,902,861	184,462	1,718,399	475,116
Housing Loans	1,010,847	151,115	1,304,047	147,934	1,156,112	296,380
Total accounts receivable—installment	1,012,938	43,927	1,190,960	83,660	1,107,300	138,289
Credit card purchase contracts	795,621	21,775	889,025	44,015	845,010	71,165
Revolving and installments payment credit card purchase	205,542	89	219,504	8,792	210,711	5,259
Hire purchase contracts	217,317	22,151	301,934	39,644	262,289	67,124
Lease receivables and investment assets	—	—	6,399	994	5,405	5,405
Customer's liabilities for acceptance and guarantees	182,479	△ 524	157,627	△ 15,814	173,441	△ 9,562
Total operating receivables	3,034,416	268,644	3,680,227	270,117	3,410,109	644,338

## Financial Summary in Domestic

### Interest-Bearing Debt in Domestic

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥ 114,290	¥ Δ 29,810	¥ 140,900	¥ 19,650	¥ 121,250	¥ Δ 22,850
Long-term loans payable	99,700	Δ 11,100	40,400	Δ 29,600	70,000	Δ 40,800
Call money	—	Δ 76,300	—	—	—	Δ 76,300
Commercial papers	43,000	43,000	35,000	Δ 33,000	68,000	68,000
Bonds payable	90,000	10,000	90,000	—	90,000	10,000
Convertible bond-type bonds with subscription right to shares	70	Δ 20	30,050	30,000	50	Δ 40
Lease obligation	24,690	61	38,533	4,004	34,529	9,900
Total interest-bearing debt	371,750	Δ 64,168	374,883	Δ 8,945	383,829	Δ 52,089

### Allowance for Possible Credit Losses in Domestic

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results		Results		Results	
Opening balance	¥ 21,555		¥ 22,934		¥ 21,555	
Provision of allowance for doubtful accounts	6,205		7,395		12,476	
(YOY)	54.4%		19.2%		36.0%	
Written-off amount	5,554		6,083		11,097	
(YOY)	4.1%		9.5%		Δ 6.5%	
Ending balance	22,206		24,246		22,934	
(Change)	3.0%		5.7%		6.4%	

Ending balance/Total creditcard receivables	2.1%	2.2%	2.3%
If including ABS&ABCP&ABL	1.9%	1.8%	1.8%

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

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

## Key Operating Data

### Number of Cardholders

(Unit: Ten thousand)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Number of cardholders	3,671	104	3,816	94	3,722	155
Number of Credit cardholders in domestic	2,525	61	2,644	56	2,588	124

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

(Unit: Ten thousand)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
WAON cardholders	5,260	380	6,070	400	5,670	790

### Number of Active Cardholders in Domestic

(Unit: Ten thousand)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Active cardholders ※1	1,556	31	1,637	44	1,593	68
Card-use rate (%) ※2	66.5%	—	66.7%	—	66.4%	—

※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 (2015/10 and 2016/9) × 100.

### Result of AEON Bank

(Unit: Millions of Yen)

	2015/9		2016/9		2016/3	
	Results	Change	Results	Change	Results	Change
Balance of Deposits	¥ 1,989,459	¥ 26,208	¥ 2,362,440	¥ 208,741	¥ 2,153,699	¥ 190,448
Ordinary deposits	651,309	123,308	995,094	278,880	716,213	188,213
Time deposits	1,336,747	97,386	1,362,501	△74,577	1,437,079	2,945
Other deposits	1,402	286	4,845	4,438	406	△ 709
Balance of loans and bills discounted	1,254,486	43,983	1,497,782	75,969	1,421,813	211,309

Number of accounts	462	30	525	32	493	61
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Number of branches	130	1	134	2	132	3
Number of ATM	5,666	72	5,738	8	5,730	136