

FACT BOOK 2018

For the Six Months Ended September 30, 2017

Second Quarter Report

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Remarks :

- 1 : All 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 (P9-13) is an estimated figure before the elimination of intra-company transactions. Included in domestic is the figure of AEON Financial Service, the holding company.



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)

	2016／9		2017／9		2017／3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥180,991	4.1%	¥194,533	7.5%	¥375,166	4.3%
Ordinary profit	27,426	5.8%	28,553	4.1%	61,606	3.7%
Profit attributable to owners of parent	17,005	20.5%	17,178	1.0%	39,454	10.3%

Key Indicators

(Unit : Yen)

	2016／9	2017／9	2017／3
Equity ratio	8.3%	7.9%	8.3%
Earnings per share (EPS)	¥84.94	¥79.63	¥189.75
Book value per share (BPS)	¥1,508.36	¥1,646.18	¥1,60,479

※The "Equity ratio" is calculated by dividing "Total net assets at the end of the year – Subscription rights to shares at the end of the year – Non-controlling interests at the end of the year" by Total assets at the end of the year.

The "Equity ratio" presented here is different from the equity ratio stipulated by the Financial Services Agency Public Notice Regarding Equity Ratio.

Consolidated Financial Summary

Overview

Consolidated Subsidiaries and Affiliates

Consolidated Subsidiaries (Domestic)	Shareholding ratio of voting rights	Consolidated Subsidiaries (Domestic)	Shareholding ratio of voting rights
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 (Global)	Shareholding ratio of voting rights	Consolidated Affiliates (Global)	Shareholding ratio of voting rights
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) LTD.	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 LTD.	100.0%
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) CO., LTD.	100.0%
AEON INSURANCE SERVICE (THAILAND) CO., LTD.	100.0%	ATS RABBIT SPECIAL PURPOSE VEHICLE CO., LTD.	48.7%
HORIZON MASTER TRUST (AEON 2006-1)	— %		

※ 1 The shares of AEON CREDIT SERVICE (ASIA) CO., LTD. are listed on Hong Kong Exchanges and Clearing Limited. (Securities Code : 900)

※ 2 The shares of AEON THANA SINSAP (THAILAND) PLC. are listed on Stock Exchange of Thailand. (Securities Code : AEONTS)

※ 3 The shares of AEON CREDIT SERVICE (M) BERHAD are listed on Bursa Malaysia Berhad. (Securities Code : 5139)

Consolidated Affiliates (Global)	Shareholding ratio of voting rights
FUJITSU CREDIT SERVICE SYSTEMS (TIANJIN) CO., LTD.	49.0%

Consolidated Financial Summary

Balance Sheet

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥543,071	¥98,202	¥487,238	¥△47,417	¥534,656	¥89,788
Call loans	—	—	—	△30,000	30,000	30,000
Monetary claims bought	4,444	△607	5,609	1,664	3,945	△1,106
Securities	157,668	△53,463	212,024	41,388	170,635	△40,496
Loans and bills discounted	1,736,980	62,982	2,094,922	230,018	1,864,904	190,906
Accounts receivable-installment	1,104,564	82,177	1,285,848	103,654	1,182,193	159,806
Lease receivables and investment assets	6,399	994	7,780	676	7,103	1,698
Other assets	127,847	3,253	169,957	14,796	155,160	30,566
Property, plant and equipment	36,380	△149	33,611	△4,618	38,229	1,699
Intangible assets	83,060	5,897	88,001	947	87,053	9,890
Goodwill	24,664	△932	22,814	△918	23,732	△1,865
Other intangible assets	58,395	6,830	65,187	1,865	63,321	11,755
Deferred tax assets	21,428	995	24,986	△21	25,007	4,574
Customer's liabilities for acceptances and guarantees	157,627	△15,814	124,947	△13,781	138,729	△34,712
Allowance for doubtful accounts	△50,153	△694	△52,525	△2,168	△50,356	△897
Total assets	3,929,320	183,774	4,482,403	295,139	4,187,263	441,717
Deposits	2,360,224	207,296	2,814,269	272,178	2,542,090	389,162
Accounts payable-trade	153,523	△20,044	207,443	18,077	189,365	15,796
Commercial papers	37,543	△30,456	47,000	9,000	38,000	△30,000
Borrowed money	501,540	△34,448	530,185	15,239	514,946	△21,042
Bonds payable	129,623	7,548	128,258	△11,862	140,120	18,045
Convertible bond-type bonds with subscription rights to shares	30,050	30,000	30,000	—	30,000	29,950
Other liabilities	160,386	7,540	160,119	△3,771	163,890	11,044
Provision for bonuses	2,844	16	3,112	△130	3,243	415
Net defined benefit liability	3,437	△92	3,449	34	3,415	△115
Provision for point card certificates	14,315	1,859	15,183	664	14,518	2,062
Provision for loss on interest repayment	2,189	△2,016	2,356	△1,450	3,806	△399
Provision for contingent loss	—	—	—	△565	565	565
Other provisions	250	△145	215	△143	359	△37
Deferred tax liabilities	2,386	42	2,746	△295	3,041	696
Acceptances and guarantees	157,627	△15,814	124,947	△13,781	138,729	△34,712
Total liabilities	3,555,945	151,285	4,069,288	283,194	3,786,093	381,433
Capital stock	45,673	15,231	45,698	—	45,698	15,256
Capital surplus	121,461	15,231	121,149	△61	121,211	14,981
Retained earnings	187,207	9,441	212,165	8,764	203,401	25,635
Treasury stock	△25,121	20	△25,097	3	△25,100	40
Total shareholders' equity	329,221	39,925	353,915	8,705	345,210	55,914
Valuation difference on available-for-sale securities	5,292	△596	4,895	2	4,893	△996
Deferred gains or losses on hedges	△3,213	300	△2,635	△391	△2,244	1,270
Foreign currency translation adjustments	△5,435	△5,557	△671	563	△1,235	△1,358
Remeasurements of defined benefit plans	△552	54	△389	51	△440	166
Total other comprehensive income	△3,909	△5,799	1,198	225	972	△917
Subscription rights to shares	131	21	143	31	112	1
Non-controlling interests	47,930	△1,658	57,857	2,982	54,875	5,286
Total net assets	373,375	32,489	413,115	11,945	401,170	60,283
Total liabilities and net assets	3,929,320	183,774	4,482,403	295,139	4,187,263	441,717

Consolidated Financial Summary

Statement of Income

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥180,991	4.1%	¥194,533	7.5%	¥375,166	4.3%
Interest income	69,234	1.2%	75,760	9.4%	140,240	1.0%
Interest on loans and discounts	68,112	1.4%	74,547	9.4%	138,169	1.3%
Cash advances	40,430	3.5%	43,661	8.0%	82,361	3.8%
Other loans	27,681	△1.5%	30,885	11.6%	55,808	△2.0%
Other interest income	1,122	△11.0%	1,213	8.1%	2,070	△16.1%
Fees and commissions	94,394	2.6%	103,394	9.5%	194,641	5.2%
Credit card purchase contracts	48,917	△1.8%	55,964	14.4%	104,204	1.5%
Hire purchase contracts	16,544	△1.9%	18,389	11.2%	33,439	0.7%
Processing agency service fee	7,789	5.4%	6,920	△11.1%	15,124	△1.3%
Other fees and commissions	21,144	18.0%	22,119	4.6%	41,873	23.7%
Other operating income	12,094	138.1%	9,999	△17.3%	28,621	44.9%
Other ordinary income	5,267	△36.9%	5,378	2.1%	11,663	△27.1%
Ordinary expenses	153,565	3.8%	165,979	8.1%	313,559	4.4%
Interest expenses	9,708	△11.9%	9,574	△1.4%	18,996	△10.8%
Fees and commissions payments	12,358	4.8%	16,137	30.6%	26,372	6.9%
Other operating expenses	1,714	302.7%	1,870	9.1%	3,452	140.2%
General and administrative expenses	106,334	5.3%	113,923	7.1%	214,431	5.3%
Other ordinary expenses	23,449	△1.0%	24,473	4.4%	50,306	2.0%
Ordinary profit	27,426	5.8%	28,553	4.1%	61,606	3.7%
Extraordinary income	1	45.9%	1,427	—	105	△91.8%
Gain on disposal of non-current assets	1	45.9%	2	79.0%	105	△91.8%
Gain on transfer from business divestitures	—	—	1,425	—	—	—
Extraordinary loss	146	△86.7%	426	190.8%	2,046	45.0%
Loss on disposal of non-current assets	117	△88.5%	139	18.4%	1,297	△0.6%
Business restructuring expenses	—	—	217	—	—	—
Provision for contingent loss	—	—	—	—	565	—
Other extraordinary loss	28	△63.4%	69	141.2%	183	72.0%
Profit before income taxes	27,280	9.9%	29,554	8.3%	59,665	0.7%
Total income taxes	6,510	0.5%	7,700	18.3%	12,065	△18.4%
Income taxes-current	7,470	△3.0%	7,911	5.9%	15,920	4.8%
Income taxes-deferred	△959	△21.5%	△210	△78.0%	△3,854	850.3%
Income before minority interests	20,769	13.3%	21,853	5.2%	47,599	7.1%
Profit attributable to non-controlling interests	3,764	△10.9%	4,675	24.2%	8,145	△6.1%
Profit attributable to owners of parent	17,005	20.5%	17,178	1.0%	39,454	10.3%

※ 1 3,485 million yen out of the original amount stated in "Other ordinary income" in the first six months of Fiscal Year 2016 has been reclassified as "Fees and commissions" amounting to 3,262 million yen and "Other ordinary income" amounting to 222 million yen, while 129 million yen out of the original amount stated in "Operating expenses" in the first six months of Fiscal Year 2016 has been reclassified into "Other operating expenses."

※ 2 7,524 million yen out of the original amount stated in "Other ordinary income" in Fiscal Year 2016 has been reclassified as "Fees and commissions" amounting to 7,129 million yen and "Other ordinary income" amounting to 394 million yen, while 226 million yen out of the original amount stated in "Operating expenses" in Fiscal Year 2016 has been reclassified into "Other operating expenses."

Consolidated Financial Summary

Transaction Volume

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥2,254,306	7.9%	¥2,500,208	10.9%	¥4,711,676	9.2%
Hire purchase contracts	153,589	10.1%	164,615	7.2%	315,497	6.5%
Cash advances	238,954	0.7%	253,366	6.0%	475,851	1.3%

Operating Expenses

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥21,407	△0.9%	¥24,778	15.7%	¥44,884	1.5%
Bad debt allowance	23,423	△0.4%	24,010	2.5%	46,245	1.4%
Provision of allowance for doubtful accounts	22,206	1.1%	22,976	3.5%	44,046	3.2%
Bad debts expenses	1,216	△22.0%	1,034	△15.0%	2,199	△25.1%
Personnel expenses	31,517	3.7%	32,945	4.5%	62,874	4.1%
Administrative expenses	46,538	8.9%	51,591	10.9%	98,232	8.4%
Equipment expenses	15,666	8.7%	17,263	10.2%	32,140	10.3%
General expenses	3,589	△5.2%	3,945	9.9%	6,733	△10.0%
Financial expenses	11,423	△0.2%	11,445	0.2%	22,448	△1.3%
Total ordinary expenses	153,565	3.8%	165,979	8.1%	313,559	4.4%

※ 1 129 million yen out of the original amount stated in "Administrative expenses" in the first six months of Fiscal Year 2016 has been reclassified into "Financial expenses."

※ 2 226 million yen out of the original amount stated in "Administrative expenses" in Fiscal Year 2016 has been reclassified into "Financial expenses."

Consolidated Financial Summary

Consolidated Finance Receivables

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥1,736,980	¥62,982	¥2,094,922	¥230,018	¥1,864,904	¥190,906
Cash advances	496,520	15,736	532,520	20,409	512,111	31,327
Other loans	1,240,459	47,246	1,562,402	209,609	1,352,792	159,579
Total accounts receivable-installment	1,104,564	82,177	1,285,848	103,654	1,182,193	159,806
Credit card purchase contracts	732,539	45,037	780,520	46,732	733,788	46,286
Hire purchase contracts	372,025	37,139	505,328	56,922	448,405	113,519
Lease receivables and investment assets	6,399	994	7,780	676	7,103	1,698
Customer's liabilities for acceptances and guarantees	157,627	△15,814	124,947	△13,781	138,729	△34,712
Total operating receivables	3,005,572	130,339	3,513,500	320,569	3,192,930	317,698

(Securitized Receivables)

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results		Results		Results	
Total loans and bills discounted	¥816,615		¥956,418		¥892,530	
Cash advances	—		—		—	
Other loans	816,615		956,418		892,530	
Total accounts receivable-installment	289,385		336,731		341,787	
Credit card purchase contracts	229,800		234,400		245,200	
Hire purchase contracts	59,585		102,331		96,587	
Total securitized receivables	1,106,000		1,293,149		1,234,318	

(Finance Receivables Including Securitized Receivables)

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥2,553,595	¥189,150	¥3,051,341	¥293,907	¥2,757,434	¥392,989
Cash advances	496,520	13,543	532,520	20,409	512,111	29,134
Other loans	2,057,075	175,606	2,518,820	273,497	2,245,322	363,854
Total accounts receivable-installment	1,393,950	79,564	1,622,579	98,598	1,523,981	209,595
Credit card purchase contracts	962,339	38,713	1,014,920	35,932	978,988	55,362
Hire purchase contracts	431,611	40,850	607,659	62,665	544,993	154,233
Lease receivables and investment assets	6,399	994	7,780	676	7,103	1,698
Customer's liabilities for acceptances and guarantees	157,627	△15,814	124,947	△13,781	138,729	△34,712
Total operating receivables	4,111,572	253,894	4,806,649	379,400	4,427,249	569,571

Consolidated Financial Summary

Interest-Bearing Debt

(Unit : Millions of Yen)

	2016/9		2017/9		2017/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥176,076	¥12,225	¥195,772	¥11,669	¥184,102	¥20,252
Long-term loans payable	325,464	△46,674	334,413	3,569	330,844	△41,294
Commercial papers	37,543	△30,456	47,000	9,000	38,000	△30,000
Bonds payable	129,623	7,548	128,258	△11,862	140,120	18,045
Convertible bond-type bonds with subscription right to shares	30,050	30,000	30,000	—	30,000	29,950
Lease obligations	38,552	3,996	28,587	△7,381	35,968	1,412
Total interest-bearing debt	737,309	△23,360	764,031	4,995	759,036	△1,633

Allowance for Possible Credit Losses

(Unit : Millions of Yen)

	2016/9		2017/9		2017/3	
	Results		Results		Results	
Opening balance	¥49,458		¥50,356		¥49,458	
Provision of allowance for doubtful accounts (YOY)	23,423 △0.4%		24,010 2.5%		46,245 1.4%	
Written-off amount (YOY)	22,728 0.2%		21,841 △3.9%		45,348 △0.3%	
Ending balance (Change)	50,153 1.4%		52,525 4.3%		50,356 1.8%	

Ending balance/Total finance receivables	1.7%	1.5%	1.6%
If including securitized debt	1.2%	1.1%	1.1%

Written-off amount/Total finance receivables ※	1.5%	1.2%	1.4%
If including securitized debt ※	1.1%	0.9%	1.0%

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

Operating Segment Performance

(Unit : Millions of Yen)

		Domestic						Global								Adjustments	Consolidated statements appropriation	
		(Reference ※ 1)		Retail		Solutions		(Reference ※ 1)		China Area		Mekong Area		Malay Area		Results	Results	YOY
		Domestic Total	YOY	Results	YOY	Results	YOY	Global Total	YOY	Results	YOY	Results	YOY	Results	YOY			
Ordinary income		135,026	7.9%	85,259	4.4%	83,493	6.0%	58,854	7.7%	9,491	0.2%	29,965	7.1%	19,398	12.8%	△33,074	194,533	7.5%
	Interest income	44,252	9.5%	43,814	10.1%	651	△18.8%	31,439	9.3%	5,361	2.1%	22,024	7.6%	4,054	33.7%	△144	75,760	9.4%
	Fees and commissions	78,454	10.5%	34,888	6.2%	75,079	6.4%	24,812	7.0%	3,795	8.5%	6,984	3.4%	14,032	8.5%	△31,385	103,394	9.5%
	Credit card purchase contracts	47,529	15.7%	17,124	8.9%	29,835	12.5%	8,435	7.8%	3,531	11.2%	3,760	5.9%	1,143	4.3%	570	55,964	14.4%
	Hire purchase contracts	6,130	25.3%	1,086	476.2%	5,486	15.7%	12,077	6.5%	0	△98.6%	1,239	△17.0%	10,837	10.1%	△260	18,389	11.2%
	Other operating income	9,999	△17.3%	4,528	△37.5%	7,468	5.3%	—	—	—	—	—	—	—	—	△1,997	9,999	△17.3%
	Other ordinary income	2,319	39.2%	2,028	11.5%	294	7.5%	2,603	△3.8%	334	△53.5%	956	26.3%	1,311	6.7%	452	5,378	2.1%
Ordinary expenses		119,350	8.1%	82,292	8.2%	69,368	4.4%	45,887	4.1%	6,569	△7.7%	24,606	4.0%	14,712	10.6%	△31,569	165,979	8.1%
	Interest expenses	2,117	△15.4%	1,715	△18.4%	521	△0.8%	7,119	5.8%	629	△3.9%	3,355	2.5%	3,134	12.0%	217	9,574	△1.4%
	Fees and commissions payments	13,287	28.5%	36,497	4.2%	8,882	27.3%	2,639	21.1%	514	3.2%	1,076	45.5%	1,043	11.4%	△31,876	16,137	30.6%
	Other operating expenses	1,528	9.5%	405	33.1%	1,122	2.9%	130	△18.5%	1	△78.3%	132	△6.6%	△3	—	212	1,870	9.1%
	General and administrative expenses	92,506	5.8%	43,332	12.1%	49,219	0.6%	21,544	6.0%	3,696	△4.4%	12,456	9.5%	5,395	6.0%	△177	113,923	7.1%
	Other ordinary expenses	9,911	12.9%	340	△866.9%	9,624	8.3%	14,453	△1.5%	1,727	△17.3%	7,584	△6.5%	5,141	15.2%	55	24,473	4.4%
Ordinary profit		15,676	6.5%	2,967	△47.5%	14,124	14.5%	12,966	22.5%	2,921	24.2%	5,359	23.6%	4,686	20.2%	△1,505	28,553	4.1%

	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Results	Change
Loans and bills discounted	1,827,323	209,752	1,824,111	193,138	60,096	6,836	272,496	20,315	42,769	△1,412	183,619	15,530	46,107	6,198	△61,781	2,094,922	230,018
Accounts receivable-installment	1,054,042	90,644	719,542	73,064	341,190	18,829	225,595	14,487	31,150	△298	51,484	6,494	142,960	8,291	△479	1,285,848	103,654
Credit card purchase contracts	693,747	40,639	598,478	31,513	97,952	9,110	86,773	6,092	31,150	△297	41,052	6,331	14,570	58	△2,683	780,520	46,732
Hire purchase contracts	360,295	50,004	121,064	41,550	243,238	9,719	138,821	8,395	—	△0	10,431	163	128,390	8,232	2,204	505,328	56,922
Balance of interest-bearing debt	2,814,344	272,035	2,816,274	271,109	—	—	—	—	—	—	—	—	—	—	△2,005	2,814,269	272,178
Deposits	246,597	△22,767	48,378	△9,520	260,214	△24,171	400,571	16,913	39,856	△3,223	196,738	12,660	163,976	7,475	54,867	764,031	4,995

	Results	Results	Results	Results	Results	Results	Results	Results	Results
① Average interest rate on loans and bills discounted	4.9%	4.9%	1.2%	23.9%	24.5%	25.0%	18.9%	—	7.5%
② Funding interest concerning loans and bills discounted	0.1%	0.1%	0.4%	3.6%	3.0%	3.5%	3.9%	—	0.6%
③ Interest rate spread ①—②	4.7%	4.8%	0.8%	20.3%	21.4%	21.5%	14.9%	—	7.0%

※ 1 The figures provided under “Domestic Total” and “Global Total” are after the elimination of transactions between segments belonging to each business.

※ 2 The interest rate is calculated from the average of beginning of the term and end of the term.

※ 3 The funding interest include the balance on interest-bearing debt.

Financial Summary in Domestic

Balance Sheet

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	¥515,924	¥96,340	¥453,084	¥△52,004	505,088	85,505
Call loans	—	—	—	△30,000	30,000	30,000
Monetary claims bought	4,444	△607	5,609	1,664	3,945	△1,106
Securities	144,677	△53,449	199,119	41,473	157,645	△40,481
Loans and bills discounted	1,508,624	72,917	1,827,426	209,703	1,617,722	182,014
Accounts receivable-installment	901,575	85,348	1,054,042	90,644	963,398	147,172
Lease receivables and investment assets	6,399	994	7,780	676	7,103	1,698
Other assets	98,627	10,758	137,452	19,280	118,171	30,303
Property, plant and equipment	28,364	1,369	29,293	△139	29,433	2,438
Intangible assets	77,959	6,765	83,826	1,446	82,380	11,187
Deferred tax assets	17,935	1,294	21,161	△297	21,459	4,817
Customer's liabilities for acceptances and guarantees	157,627	△15,814	124,947	△13,781	138,729	△34,712
Allowance for doubtful accounts	△35,483	△1,058	△37,008	△1,427	△35,580	△1,155
Total assets	3,426,676	204,860	3,906,737	267,239	3,639,497	417,681
Deposits	2,360,224	207,296	2,814,269	272,178	2,542,090	389,162
Commercial papers	35,000	△33,000	47,000	9,000	38,000	△30,000
Borrowed money	181,300	△9,950	165,066	△10,400	175,466	△15,784
Bonds payable	90,000	0	90,000	—	90,000	—
Convertible bond-type bonds with subscription rights to shares	30,050	30,000	30,000	—	30,000	29,950
Accounts payable-trade	150,445	△19,749	203,879	18,184	185,695	15,500
Other liabilities	144,881	9,819	134,229	△10,465	144,695	9,633
Provision for bonuses	2,242	123	2,456	157	2,299	180
Net defined benefit liability	3,098	△107	2,931	△29	2,960	△245
Provision for point card certificates	14,315	1,859	15,183	664	14,518	2,062
Provision for loss on interest repayment	2,189	△2,016	2,356	△1,450	3,806	△399
Provision for contingent loss	—	—	—	△565	565	565
Other provision	250	△145	215	△143	359	△37
Deferred tax liabilities	2,068	112	2,506	△212	2,719	763
Acceptances and guarantees	157,627	△15,814	124,947	△13,781	138,729	△34,712
Total liabilities	3,173,695	168,428	3,635,042	263,136	3,371,905	366,639
Total net assets	252,981	36,432	271,695	4,103	267,592	51,042
Total liabilities and equity	3,426,676	204,860	3,906,737	267,239	3,639,497	417,681

Financial Summary in Domestic

Transaction Volume

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	¥2,160,795	8.8%	¥2,390,593	10.6%	4,515,763	10.0%
Hire purchase contracts	111,789	23.7%	122,115	9.2%	234,607	16.6%
Cash advances	189,006	4.1%	195,916	3.7%	376,220	4.3%
Total e-money contracts	1,094,279	6.3%	982,740	△10.2%	2,138,891	0.4%

Statement of Income

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	¥126,794	13.3%	¥136,813	7.9%	¥267,010	11.3%
Interest income	41,629	13.8%	45,600	9.5%	86,461	11.0%
Interest on loans and discounts	39,425	11.6%	43,187	9.5%	80,262	10.0%
Cash advances	31,104	9.2%	33,258	6.9%	63,217	8.2%
Other loans	8,321	21.8%	9,928	19.3%	17,044	17.0%
Other interest income	2,204	73.9%	2,413	9.5%	6,199	25.3%
Fees and commissions	70,973	5.5%	78,445	10.5%	147,646	8.4%
Credit card purchase contracts	41,094	0.4%	47,529	15.7%	88,127	4.4%
Affiliated merchants	32,120	7.4%	35,615	10.9%	67,322	8.6%
Revolving credit	8,113	△20.2%	10,961	35.1%	19,026	△8.2%
Other	860	3.2%	952	10.6%	1,778	4.7%
Hire purchase contracts	4,891	10.0%	6,130	25.3%	10,144	13.6%
Processing agency service fees	7,789	5.4%	6,920	△11.1%	15,124	△1.3%
Other fees and commissions	17,197	18.6%	17,864	3.9%	34,249	24.7%
Other operating income	12,094	139.3%	9,999	△17.3%	28,621	44.9%
Other income	2,096	△30.8%	2,768	32.0%	4,280	△29.1%
Ordinary expenses	108,542	11.5%	119,179	9.8%	223,732	10.8%
Interest expenses	2,784	△19.0%	2,326	△16.4%	5,271	△16.3%
Fees and commissions payments	10,409	11.1%	13,479	29.5%	22,034	12.1%
Other operating expenses	1,572	918.9%	1,648	4.8%	3,169	195.0%
General and administrative expenses	84,997	10.3%	91,812	8.0%	172,218	9.8%
Other ordinary expenses	8,778	19.7%	9,911	12.9%	21,039	16.6%
Ordinary profit	18,251	25.1%	17,634	△3.4%	43,277	14.1%

※ 1 2,322 million yen out of the original amount stated in "Other ordinary income" in the first six months of Fiscal Year 2016 has been reclassified as "Fees and commissions" amounting to 2,099 million yen and "Other ordinary income" amounting to 222 million yen, while 129 million yen out of the original amount stated in "Operating expenses" in the first six months of Fiscal Year 2016 has been reclassified into "Other operating expenses."

※ 2 5,411 million yen out of the original amount stated in "Other ordinary income" in Fiscal Year 2016 has been reclassified as "Fees and commissions" amounting to 5,016 million yen and "Other ordinary income" amounting to 394 million yen, while 226 million yen out of the original amount stated in "Operating expenses" in Fiscal Year 2016 has been reclassified into "Other operating expenses."

Financial Summary in Domestic

Ordinary Expenses

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	¥19,195	3.4%	¥22,011	14.7%	¥40,450	6.4%
Bad debt allowance	8,756	21.5%	9,451	7.9%	16,986	18.1%
Provision of allowance for doubtful accounts	8,708	21.4%	9,367	7.6%	16,878	19.0%
Bad debts expenses	47	48.6%	84	76.8%	107	△45.3%
Personnel expenses	22,815	10.0%	23,887	4.7%	45,817	8.5%
Administrative expenses	39,774	13.2%	44,111	10.9%	84,382	11.9%
Equipment expenses	11,111	17.9%	12,905	16.1%	23,039	19.7%
General expenses	2,531	△5.7%	2,835	12.0%	4,615	△12.9%
Financial expenses	4,357	21.4%	3,975	△8.8%	8,440	14.4%
Total ordinary expenses	108,542	11.5%	119,179	9.8%	223,732	10.8%

- ※ 1 129 million yen out of the original amount stated in "Administrative expenses" in the first six months of Fiscal Year 2016 has been reclassified into "Financial expenses."
- ※ 2 226 million yen out of the original amount stated in "Administrative expenses" in Fiscal Year 2016 has been reclassified into "Financial expenses."

Financial Summary in Domestic

Finance Receivables

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥1,508,624	¥72,917	¥1,827,426	¥209,703	¥1,617,722	¥182,014
Cash advances	422,378	16,814	445,444	13,783	431,661	26,097
Other loans	1,086,246	56,102	1,381,981	195,920	1,186,061	155,917
Total accounts receivable-installment	901,575	85,348	1,054,042	90,644	963,398	147,172
Credit card purchase contracts	659,225	49,415	693,747	40,639	653,107	43,296
Revolving and installments payment credit card purchase	119,704	14,192	132,982	18,811	114,170	8,658
Hire purchase contracts	242,349	35,933	360,295	50,004	310,290	103,875
Lease receivables and investment assets	6,399	994	7,780	676	7,103	1,698
Customer's liabilities for acceptances and guarantees	157,627	△15,814	124,947	△13,781	138,729	△34,712
Total operating receivables	2,574,227	143,446	3,014,197	287,243	2,726,953	296,172

(Securitized Receivables)

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results		Results		Results	
Total loans and bills discounted	¥816,615		¥956,418		¥892,530	
Cash advances	—		—		—	
Other loans	816,615		956,418		892,530	
Total accounts receivable-installment	289,385		336,731		341,787	
Credit card purchase contracts	229,800		234,400		245,200	
Revolving payment credit card purchase	99,800		104,400		115,200	
Hire purchase contracts	59,585		102,331		96,587	
Total securitized receivables	1,106,000		1,293,149		1,234,318	

(Finance Receivables Including Securitized Receivables)

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	¥2,325,240	¥201,277	¥2,783,844	¥273,591	¥2,510,252	¥386,290
Cash advances	422,378	16,814	445,444	13,783	431,661	26,097
Other loans	1,902,861	184,462	2,338,400	259,808	2,078,591	360,192
Housing Loans※	1,304,047	147,934	1,502,597	94,595	1,408,002	251,890
Total accounts receivable-installment	1,190,960	83,660	1,390,773	85,587	1,305,186	197,885
Credit card purchase contracts	889,025	44,015	928,147	29,839	898,307	53,296
Revolving and installments payment credit card purchase	219,504	8,792	237,382	8,011	229,370	18,658
Hire purchase contracts	301,934	39,644	462,626	55,748	406,878	144,588
Lease receivables and investment assets	6,399	994	7,780	676	7,103	1,698
Customer's liabilities for acceptances and guarantees	157,627	△15,814	124,947	△13,781	138,729	△34,712
Total operating receivables	3,680,227	270,117	4,307,346	346,075	3,961,271	551,162

※Housing loans receivables are the figures of AEON Bank.

Financial Summary in Domestic

Interest-Bearing Debt

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	¥140,900	¥19,650	¥141,100	¥△10,750	¥151,850	¥30,600
Long-term loans payable	40,400	△29,600	23,966	350	23,616	△46,384
Commercial Papers	35,000	△33,000	47,000	9,000	38,000	△30,000
Bonds payable	90,000	—	90,000	—	90,000	—
Convertible bond-type bonds with subscription right to shares	30,050	30,000	30,000	—	30,000	29,950
Lease obligations	38,533	4,004	28,531	△7,367	35,898	1,368
Total interest-bearing debt	374,883	△8,945	360,597	△8,767	369,364	△14,465

Allowance for Possible Credit Losses

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results		Results		Results	
Opening balance	¥22,934		¥24,733		¥22,934	
Provision of allowance for doubtful accounts (YOY)	7,395 19.2%		7,652 3.5%		14,675 17.6%	
Written-off amount (YOY)	6,083 9.5%		6,734 10.7%		12,875 16.0%	
Ending balance (Change)	24,246 5.7%		25,651 3.7%		24,733 7.8%	

Ending balance/Total finance receivables	2.2%	2.3%	2.3%
If including securitized debt	1.8%	1.9%	1.9%

Written-off amount/Total finance receivables ※	1.1%	1.2%	1.2%
If including securitized debt ※	0.9%	1.0%	1.0%

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

Key Operating Data

Number of Cardholders

(Unit : Ten thousand)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Number of cardholders	3,816	94	3,984	90	3,894	172
Number of credit cardholders in domestic	2,644	56	2,739	47	2,692	104

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

(Unit : Ten thousand)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
WAON cardholders	6,070	400	6,730	280	6,450	780

Number of Active Cardholders in Domestic

(Unit : Ten thousand)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Active cardholders ※ 1	1,637	44	1,687	26	1,661	68
Card-use rate (%) ※ 2	66.7%	—	66.1%	—	66.3%	—

※ 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 = Active cardholders/Average number of cardholders in Domestic excluding affiliated card members (2016/10 and 2017/9) × 100.

Results of AEON Bank

(Unit : Millions of Yen)

	2016／9		2017／9		2017／3	
	Results	Change	Results	Change	Results	Change
Balance of Deposits	¥2,362,440	¥208,741	¥2,818,022	¥272,403	2,545,618	391,919
Ordinary deposits	995,094	278,880	1,713,014	268,082	1,444,931	728,718
Time deposits	1,362,501	△74,577	1,102,433	5,274	1,097,158	△339,920
Other deposits	4,845	4,438	2,574	△953	3,528	3,121
Balance of loans and bills discounted	1,497,782	75,969	1,823,333	193,287	1,630,046	208,233

(Unit : Ten thousand)

Number of accounts	525	32	580	25	555	62
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Number of branches	134	2	138	3	135	3
Number of ATMs	5,738	8	5,989	134	5,855	125