

FACT BOOK 2019

For the Three Months Ended June 30, 2018

First 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 figures and global business figures are converted to Japanese yen by exchange rates in every financial closing.
- 4 : Figures of the balance sheet for domestic business (P7) are estimated figures before the elimination of intra-company transactions. Included in domestic are the figures of AEON Financial Service, the holding company.
- 5 : The figures stated for the domestic business and global business (P8-15) exclude 4 companies comprising the holding company and the companies providing administrative functions, etc. The internal transactions among the respective business segments have been eliminated.



イオンフィナンシャルサービス
AEON Financial Service

Stock Code : 8570

Consolidated Financial Summary

Balance Sheet

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	467,180	△67,475	576,413	△74,057	650,470	115,813
Call loans	—	△30,000	8,630	8,630	—	△30,000
Monetary claims bought	5,903	1,957	4,911	△184	5,095	1,150
Money held in trust	—	—	2,071	2,071	—	—
Securities	195,130	24,495	238,387	27,526	210,861	40,226
Loans and bills discounted	2,003,025	138,121	2,391,137	119,470	2,271,666	406,762
Foreign exchanges	—	—	1,644	1,644	—	—
Accounts receivable-installment	1,242,108	59,914	1,334,020	39,387	1,294,632	112,438
Lease receivables and investment assets	6,920	△183	9,378	871	8,506	1,402
Other assets	169,110	13,950	192,239	△16,040	208,280	53,120
Property, plant and equipment	33,939	△4,290	36,890	△87	36,977	△1,251
Intangible assets	87,853	800	92,061	△294	92,356	5,302
Goodwill	23,273	△459	21,437	△458	21,896	△1,835
Other intangible assets	64,580	1,259	70,623	164	70,459	7,137
Deferred tax assets	24,762	△245	30,738	7,381	23,357	△1,650
Customers' liabilities for acceptances and guarantees	131,641	△7,087	104,090	△5,370	109,461	△29,268
Allowance for doubtful accounts	△51,844	△1,488	△95,868	△37,046	△58,822	△8,466
Total assets	4,315,732	128,468	4,926,747	73,903	4,852,844	665,580
Deposits	2,692,655	150,565	3,209,772	160,039	3,049,733	507,642
Accounts payable-trade	169,797	△19,568	239,408	△19,036	258,444	69,079
Commercial papers	47,000	9,000	75,361	14,861	60,500	22,500
Borrowed money	525,505	10,559	511,567	△27,825	539,393	24,446
Bonds payable	136,076	△4,044	140,819	5,153	135,665	△4,454
Convertible bond-type bonds with subscription rights to shares	30,000	—	29,947	△1	29,948	△52
Other liabilities	152,852	△11,038	174,812	△27,719	202,531	38,641
Provision for bonuses	3,204	△39	3,576	△85	3,661	417
Net defined benefit liability	3,427	12	3,832	△114	3,946	531
Provision for point card certificates	15,082	563	14,814	347	14,466	△52
Provision for loss on interest repayment	3,008	△798	2,485	△639	3,124	△682
Provision for contingent loss	565	—	—	—	—	△565
Other provisions	186	△172	171	△145	316	△42
Deferred tax liabilities	3,047	6	3,732	△136	3,868	827
Acceptances and guarantees	131,641	△7,087	104,090	△5,370	109,461	△29,268
Total liabilities	3,914,051	127,958	4,514,391	99,329	4,415,061	628,968
Capital stock	45,698	—	45,698	—	45,698	—
Capital surplus	121,211	—	120,102	77	120,025	△1,185
Retained earnings	201,992	△1,409	209,901	△17,485	227,387	23,985
Treasury stock	△25,100	—	△24,977	9	△24,986	114
Total shareholders' equity	343,801	△1,409	350,725	△17,399	368,124	22,914
Valuation difference on available-for-sale securities	4,797	△96	4,087	531	3,556	△1,337
Deferred gains or losses on hedges	△2,542	△298	△1,727	148	△1,876	367
Foreign currency translation adjustments	△1,159	75	466	△403	870	2,106
Remeasurements of defined benefit plans	△415	25	△616	41	△658	△217
Total other comprehensive income	678	△293	2,210	318	1,891	919
Subscription rights to shares	112	—	97	△7	104	△7
Non-controlling interests	57,088	2,213	59,323	△8,337	67,661	12,785
Total net assets	401,680	510	412,356	△25,426	437,782	36,612
Total liabilities and net assets	4,315,732	128,468	4,926,747	73,903	4,852,844	665,580

Consolidated Financial Summary

Statement of Income

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	94,035	3.9%	102,346	8.8%	407,970	8.7%
Interest income	37,389	6.8%	41,921	12.1%	156,161	11.4%
Interest on loans and discounts	36,742	6.9%	41,230	12.2%	153,569	11.1%
Cash advances	21,550	6.2%	23,159	7.5%	88,664	7.7%
Other loans	15,192	8.0%	18,070	18.9%	64,905	16.3%
Other interest income	646	△1.8%	690	6.7%	2,592	25.2%
Fees and commissions	50,425	9.6%	52,958	5.0%	213,390	9.6%
Credit card purchase contracts	27,575	18.4%	29,873	8.3%	116,248	11.6%
Hire purchase contracts	9,121	9.4%	9,696	6.3%	37,528	12.2%
Processing agency service fee	3,462	△13.8%	3,267	△5.6%	13,760	△9.0%
Other fees and commissions	10,266	△0.8%	10,120	△1.4%	45,852	9.5%
Other operating income	2,742	△57.4%	4,046	47.6%	27,125	△5.2%
Other ordinary income	3,477	15.3%	3,420	△1.6%	11,292	△3.2%
Ordinary expenses	82,070	7.0%	88,132	7.4%	342,223	9.1%
Interest expenses	4,739	△4.3%	5,267	11.1%	19,479	2.5%
Fees and commissions payments	7,758	26.0%	8,634	11.3%	33,307	26.3%
Other operating expenses	905	△0.9%	843	△6.8%	3,585	3.9%
General and administrative expenses	56,813	6.6%	60,241	6.0%	232,291	8.3%
Other ordinary expenses	11,854	3.9%	13,146	10.9%	53,559	6.5%
Ordinary profit	11,964	△12.9%	14,214	18.8%	65,746	6.7%
Extraordinary income	1,421	—	0	△100.0%	1,455	—
Gain on disposal of non-current assets	0	△62.5%	0	16.5%	4	△96.0%
Gain on transfer from business divestitures	1,420	—	—	—	1,451	—
Extraordinary loss	174	127.4%	258	47.7%	630	△69.2%
Loss on disposal of non-current assets	79	65.1%	96	21.1%	278	△78.6%
Business restructuring expenses	95	—	—	—	217	—
Loss on liquidation of subsidiaries	—	—	157	—	—	—
Other extraordinary loss	0	△99.8%	4	—	135	△26.3%
Profit before income taxes	13,210	△3.3%	13,956	5.6%	66,571	11.6%
Total income taxes	3,868	41.1%	3,676	△5.0%	17,697	46.7%
Income taxes-current	3,568	△10.9%	4,617	29.4%	14,961	△6.0%
Income taxes-deferred	299	—	△941	—	2,736	—
Profit	9,342	△14.5%	10,280	10.0%	48,873	2.7%
Profit attributable to non-controlling interests	2,338	18.3%	2,873	22.9%	10,196	25.2%
Profit attributable to owners of parent	7,003	△21.7%	7,406	5.7%	38,677	△2.0%

Consolidated Financial Summary

Transaction Volume

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	1,230,517	11.0%	1,330,300	8.1%	5,191,707	10.2%
Hire purchase contracts	79,799	5.1%	83,076	4.1%	334,790	6.1%
Cash advances	124,572	2.6%	135,508	8.8%	508,336	6.8%

Ordinary Expenses

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	12,109	13.0%	12,919	6.7%	51,509	14.8%
Bad debt allowance	11,738	3.1%	13,095	11.6%	49,778	7.6%
Provision of allowance for doubtful accounts	11,268	4.4%	12,387	9.9%	47,411	7.6%
Bad debts expenses	470	△20.6%	707	50.6%	2,366	7.6%
Personnel expenses	16,366	3.1%	17,065	4.3%	66,595	5.9%
Administrative expenses	25,297	8.9%	27,292	7.9%	108,549	10.5%
Equipment expenses	8,689	12.6%	9,333	7.4%	35,296	9.8%
General expenses	2,223	15.4%	2,314	4.1%	7,428	10.3%
Financial expenses	5,645	△3.8%	6,111	8.3%	23,065	2.7%
Total ordinary expenses	82,070	7.0%	88,132	7.4%	342,223	9.1%

Consolidated Financial Summary

Consolidated Finance Receivables

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	2,003,025	138,121	2,391,137	119,470	2,271,666	406,762
Cash advances	520,807	8,696	557,552	10,180	547,372	35,260
Other loans	1,482,217	129,425	1,833,584	109,290	1,724,294	371,502
Total accounts receivable-installment	1,242,108	59,914	1,334,020	39,387	1,294,632	112,438
Credit card purchase contracts	754,241	20,453	848,673	19,463	829,210	95,422
Hire purchase contracts	487,866	39,461	485,346	19,924	465,421	17,015
Lease receivables and investment assets	6,920	△183	9,378	871	8,506	1,402
Customers' liabilities for acceptances and guarantees	131,641	△7,087	104,090	△5,370	109,461	△29,268
Total operating receivables	3,383,696	190,765	3,838,627	154,360	3,684,266	491,335

(Securitized Receivables)

(Unit : Millions of Yen)

	2017/6	2018/6	2018/3
	Results	Results	Results
Total loans and bills discounted	867,302	1,034,439	1,054,905
Cash advances	—	—	—
Other loans	867,302	1,034,439	1,054,905
Total accounts receivable-installment	327,028	483,374	484,511
Credit card purchase contracts	239,800	237,600	244,050
Hire purchase contracts	87,228	245,774	240,461
Total securitized receivables	1,194,330	1,517,813	1,539,416

(Finance Receivables Including Securitized Receivables)

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	2,870,327	112,893	3,425,576	99,004	3,326,572	569,137
Cash advances	520,807	8,696	557,552	10,180	547,372	35,260
Other loans	2,349,519	104,197	2,868,023	88,824	2,779,199	533,877
Total accounts receivable-installment	1,569,136	45,155	1,817,394	38,250	1,779,143	255,161
Credit card purchase contracts	994,041	15,053	1,086,273	13,013	1,073,260	94,272
Hire purchase contracts	575,095	30,101	731,120	25,237	705,882	160,889
Lease receivables and investment assets	6,920	△183	9,378	871	8,506	1,402
Customers' liabilities for acceptances and guarantees	131,641	△7,087	104,090	△5,370	109,461	△29,268
Total operating receivables	4,578,027	150,778	5,356,440	132,757	5,223,683	796,434

Consolidated Financial Summary

Interest-Bearing Debt

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	195,951	11,848	152,529	△25,351	177,880	△6,221
Long-term loans payable	329,554	△1,289	359,038	△2,474	361,512	30,668
Commercial papers	47,000	9,000	75,361	14,861	60,500	22,500
Bonds payable	136,076	△4,044	140,819	5,153	135,665	△4,454
Convertible bond-type bonds with subscription right to shares	30,000	—	29,947	△1	29,948	△52
Lease obligations	27,095	△8,873	38,442	△196	38,639	2,670
Total interest-bearing debt	765,677	6,641	796,138	△8,007	804,146	45,110

Allowance for Possible Credit Losses

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results		Results		Results	
Opening balance	50,356		93,840		50,356	
Provision of allowance for doubtful accounts (YOY)	11,738 3.1%		13,095 11.6%		49,778 7.6%	
Written-off amount (YOY)	10,250 △7.6%		11,067 8.0%		41,312 △8.9%	
Ending balance (Change)	51,844 3.0%		95,868 2.2%		58,822 16.8%	

Ending balance/Total finance receivables	1.5%	2.5%	1.6%
If including securitized debt	1.1%	1.8%	1.1%

Written-off amount/Total finance receivables ※ 2	1.2%	1.2%	1.1%
If including securitized debt ※ 2	0.9%	0.8%	0.8%

※ 1 The figure stated for opening balance of allowance for doubtful accounts for the 1st quarter of Fiscal Year 2018 includes the adjusted figures from some subsidiaries that applied IFRS 9.

※ 2 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		69,288	7.3%	43,313	5.6%	43,299	6.8%	33,012	14.0%	4,769	0.3%	17,209	17.9%	11,032	15.0%	△17,278	102,346	8.8%
	Interest income	23,891	9.2%	23,693	9.3%	401	12.9%	17,951	16.4%	2,633	△1.4%	12,871	19.2%	2,446	25.3%	△126	41,921	12.1%
	Fees and commissions	39,445	3.3%	16,439	△1.0%	39,207	5.7%	13,581	11.6%	1,957	2.8%	3,754	12.5%	7,869	13.6%	△16,270	52,958	5.0%
	Credit card purchase contracts	25,064	6.8%	8,871	6.3%	15,811	6.7%	4,808	16.9%	1,813	3.2%	2,366	31.4%	628	13.5%	381	29,873	8.3%
	Hire purchase contracts	2,998	0.8%	172	△62.3%	2,878	6.8%	6,785	12.2%	—	—	729	16.2%	6,056	11.7%	△140	9,696	6.3%
	Other operating income	4,020	46.6%	1,318	16.2%	3,586	23.2%	1	—	△0	—	2	—	0	—	△859	4,046	47.6%
	Other ordinary income	1,930	10.2%	1,861	17.6%	103	△39.6%	1,477	9.2%	179	△0.9%	581	26.7%	716	0.5%	△22	3,420	△1.6%
Ordinary expenses		63,875	7.6%	42,804	4.9%	37,810	9.7%	24,399	8.3%	2,900	△11.4%	13,945	15.4%	7,553	5.3%	△16,881	88,132	7.4%
	Interest expenses	1,284	22.4%	1,080	26.1%	260	4.5%	3,861	9.6%	295	△6.9%	1,876	12.5%	1,688	9.9%	65	5,267	11.1%
	Fees and commissions payments	7,277	10.6%	19,010	6.0%	4,841	9.0%	1,419	13.6%	245	△7.7%	561	26.8%	610	13.3%	△16,633	8,634	11.3%
	Other operating expenses	754	△4.9%	136	△46.1%	617	14.4%	59	△6.9%	0	△74.6%	58	△10.3%	—	—	30	843	△6.8%
	General and administrative expenses	48,458	4.8%	22,331	3.2%	26,198	6.3%	11,946	13.7%	1,754	△4.1%	6,972	14.0%	3,222	25.4%	△237	60,241	6.0%
	Other ordinary expenses	6,100	30.6%	245	86.1%	5,892	28.7%	7,113	△0.9%	605	△29.6%	4,476	18.0%	2,031	△19.7%	△105	13,146	10.9%
Ordinary profit		5,412	3.8%	508	172.2%	5,489	△9.6%	8,613	34.1%	1,869	25.9%	3,264	29.9%	3,479	43.6%	△397	14,214	18.8%

	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Change	Results	Results	Change
Loans and bills discounted	2,099,782	115,482	2,091,743	131,566	77,231	10,014	295,224	3,811	40,461	△865	202,352	3,443	52,410	1,233	△73,063	2,391,137	119,470
Accounts receivable-installment	1,074,858	37,030	702,181	30,221	380,992	6,908	251,375	3,250	31,741	105	60,608	170	159,026	2,974	△528	1,334,020	39,387
Credit card purchase contracts	752,007	19,930	637,671	14,820	117,074	5,120	96,666	△467	31,741	105	48,450	△418	16,474	△154	△2,738	848,673	19,463
Hire purchase contracts	322,851	17,100	64,509	15,400	263,917	1,787	154,709	3,717	—	—	12,157	588	142,551	3,128	2,210	485,346	19,924
Deposits	3,209,792	160,048	3,211,770	159,578	—	—	—	—	—	—	—	—	—	—	△1,998	3,209,772	160,039
Balance of interest-bearing debt	269,782	△9,078	44,748	△1,090	299,376	18,014	409,961	2,245	39,141	381	210,245	1,397	160,574	466	42,052	796,138	△8,007

	Results	Results	Results	Results	Results	Results	Results	Results	Results
① Average interest rate on loans and bills discounted	4.7%	4.7%	1.1%	24.5%	25.8%	25.7%	18.9%	—	7.2%
② Funding interest concerning loans and bills discounted	0.2%	0.1%	0.4%	3.8%	3.0%	3.6%	4.2%	—	0.5%
③ Interest rate spread ①-②	4.5%	4.5%	0.8%	20.7%	22.7%	22.1%	14.7%	—	6.7%

※ 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 for Domestic Business

Balance Sheet

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Cash and deposits	434,300	△70,788	538,776	△78,009	616,785	111,696
Call loans	—	△30,000	8,630	8,630	—	△30,000
Monetary claims bought	5,903	1,957	4,911	△184	5,095	1,150
Money held in trust	—	—	2,071	2,071	—	—
Securities	182,191	24,545	225,736	27,749	197,987	40,341
Loans and bills discounted	1,753,006	135,284	2,100,912	115,658	1,985,253	367,531
Foreign exchanges	—	—	1,644	1,644	—	—
Accounts receivable-installment	1,019,044	55,646	1,078,364	36,884	1,041,480	78,081
Lease receivables and investment assets	6,920	△183	9,378	871	8,506	1,402
Other assets	131,519	13,347	168,335	△13,563	181,898	63,726
Property, plant and equipment	29,437	4	31,881	△1	31,882	2,449
Intangible assets	83,463	1,083	87,699	△331	88,030	5,649
Deferred tax assets	21,221	△237	19,861	618	19,243	△2,215
Customers' liabilities for acceptances and guarantees	131,641	△7,087	104,090	△5,370	109,461	△29,268
Allowance for doubtful accounts	△36,954	△1,373	△45,336	△2,692	△42,644	△7,063
Total assets	3,761,697	122,199	4,336,958	93,978	4,242,980	603,482
Deposits	2,692,655	150,565	3,209,772	160,039	3,049,733	507,642
Commercial papers	47,000	9,000	74,000	13,500	60,500	22,500
Borrowed money	184,400	8,934	150,350	△27,916	178,266	2,800
Bonds payable	90,000	—	95,000	5,000	90,000	—
Convertible bond-type bonds with subscription rights to shares	30,000	—	29,947	△1	29,948	△52
Accounts payable-trade	166,219	△19,476	235,906	△18,709	254,616	68,921
Other liabilities	130,394	△14,301	144,407	△25,842	170,250	25,555
Provision for bonuses	2,571	271	2,691	122	2,569	269
Net defined benefit liability	2,947	△13	3,221	△186	3,407	446
Provision for point card certificates	15,082	563	14,814	347	14,466	△52
Provision for loss on interest repayment	3,008	△798	2,485	△639	3,124	△682
Provision for contingent loss	565	—	—	—	—	△565
Other provision	186	△172	171	△145	316	△42
Deferred tax liabilities	2,767	47	3,538	△91	3,629	910
Acceptances and guarantees	131,641	△7,087	104,090	△5,370	109,461	△29,268
Total liabilities	3,499,440	127,534	4,070,397	100,107	3,970,289	598,383
Total net assets	262,256	△5,335	266,561	△6,129	272,691	5,099
Total liabilities and equity	3,761,697	122,199	4,336,958	93,978	4,242,980	603,482

Financial Summary for Domestic Business

Transaction Volume

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	1,179,249	11.2%	1,267,367	7.5%	4,955,492	9.7%
Hire purchase contracts	58,093	7.8%	58,738	1.1%	253,761	8.2%
Cash advances	98,514	3.0%	101,808	3.3%	389,219	3.5%
Total e-money contracts	491,547	△10.8%	464,529	△5.5%	1,952,564	△8.7%

Statement of Income

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	64,566	4.3%	69,288	7.3%	279,174	7.4%
Interest income	21,870	8.8%	23,891	9.2%	90,134	9.8%
Interest on loans and discounts	21,370	9.3%	23,357	9.3%	87,840	9.5%
Cash advances	16,477	7.1%	17,497	6.2%	67,369	6.6%
Other loans	4,892	17.4%	5,859	19.8%	20,470	20.2%
Other interest income	500	△9.3%	534	6.8%	2,294	24.8%
Fees and commissions	38,201	12.0%	39,445	3.3%	161,609	9.5%
Credit card purchase contracts	23,463	20.6%	25,064	6.8%	98,407	11.7%
Affiliated merchants	17,863	29.4%	19,021	6.5%	74,786	12.5%
Revolving credit	5,128	△1.5%	5,405	5.4%	21,526	8.3%
Other	472	6.4%	638	35.2%	2,094	17.8%
Hire purchase contracts	2,975	26.4%	2,998	0.8%	12,490	23.1%
Processing agency service fees	3,462	△13.8%	3,267	△5.6%	13,760	△9.0%
Other fees and commissions	8,299	0.1%	8,114	△2.2%	36,951	7.9%
Other operating income	2,742	△57.4%	4,020	46.6%	23,473	△13.0%
Other ordinary income	1,752	39.2%	1,930	10.2%	3,956	23.2%
Ordinary expenses	59,351	9.8%	63,875	7.6%	245,664	9.6%
Interest expenses	1,049	△16.3%	1,284	22.4%	4,342	△8.1%
Fees and commissions payments	6,580	26.6%	7,277	10.6%	27,219	25.9%
Other operating expenses	793	16.9%	754	△4.9%	2,936	△0.6%
General and administrative expenses	46,257	8.1%	48,458	4.8%	187,631	7.9%
Other ordinary expenses	4,672	13.2%	6,100	30.6%	23,533	12.0%
Ordinary profit	5,214	△33.7%	5,412	3.8%	33,509	△6.1%

Financial Summary for Domestic Business

Ordinary Expenses

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	11,305	11.2%	11,746	3.9%	46,746	10.3%
Bad debt allowance	4,557	10.8%	6,050	32.8%	19,825	16.7%
Provision of allowance for doubtful accounts	4,556	10.8%	5,877	29.0%	19,294	14.3%
Bad debts expenses	1	△54.2%	173	—	530	391.8%
Personnel expenses	11,465	4.8%	11,679	1.9%	45,800	4.1%
Administrative expenses	22,471	9.9%	23,956	6.6%	95,481	10.2%
Equipment expenses	6,225	19.4%	6,906	10.9%	25,840	15.5%
General expenses	1,484	19.0%	1,497	0.8%	4,690	11.8%
Financial expenses	1,842	△4.7%	2,038	10.7%	7,279	△5.2%
Total ordinary expenses	59,351	9.8%	63,875	7.6%	245,664	9.6%

Financial Summary for Domestic Business

Finance Receivables

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	1,752,580	135,008	2,099,782	115,482	1,984,300	366,728
Cash advances	440,251	8,590	462,817	6,961	455,855	24,194
Other loans	1,312,328	126,417	1,636,965	108,520	1,528,444	342,533
Total accounts receivable-installment	1,019,044	55,646	1,074,858	37,030	1,037,827	74,429
Credit card purchase contracts	673,787	20,680	752,007	19,930	732,076	78,969
Revolving and installments payment credit card purchase	122,822	8,652	138,742	6,898	131,844	17,674
Hire purchase contracts	345,256	34,966	322,851	17,100	305,750	△4,539
Lease receivables and investment assets	6,920	△183	9,378	871	8,506	1,402
Customers' liabilities for acceptances and guarantees	131,641	△7,087	104,090	△5,370	109,461	△29,268
Total operating receivables	2,910,187	183,384	3,288,111	148,015	3,140,095	413,292

(Securitized Receivables)

(Unit : Millions of Yen)

	2017/6	2018/6	2018/3
	Results	Results	Results
Total loans and bills discounted	867,302	1,034,439	1,054,905
Cash advances	—	—	—
Other loans	867,302	1,034,439	1,054,905
Total accounts receivable-installment	327,028	483,374	484,511
Credit card purchase contracts	239,800	237,600	244,050
Revolving payment credit card purchase	109,800	107,600	114,050
Hire purchase contracts	87,228	245,774	240,461
Total securitized receivables	1,194,330	1,517,813	1,539,416

(Finance Receivables Including Securitized Receivables)

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	2,619,882	109,780	3,134,222	95,016	3,039,205	529,103
Cash advances	440,251	8,590	462,817	6,961	455,855	24,194
Other loans	2,179,630	101,189	2,671,404	88,054	2,583,349	504,908
Housing Loans※	1,464,091	56,089	1,655,680	43,918	1,611,761	203,758
Total accounts receivable-installment	1,346,073	40,887	1,558,233	35,893	1,522,339	217,153
Credit card purchase contracts	913,587	15,280	989,607	13,480	976,126	77,819
Revolving and installments payment credit card purchase	232,622	3,252	246,342	448	245,894	16,524
Hire purchase contracts	432,485	25,606	568,625	22,413	546,212	139,333
Lease receivables and investment assets	6,920	△183	9,378	871	8,506	1,402
Customers' liabilities for acceptances and guarantees	131,641	△7,087	104,090	△5,370	109,461	△29,268
Total operating receivables	4,104,518	143,397	4,805,924	126,412	4,679,512	718,391

※Housing loans receivables are the figures of AEON Bank.

Financial Summary for Domestic Business

Interest-Bearing Debt

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	184,800	12,950	127,000	△23,400	150,400	△21,450
Long-term loans payable	19,600	△4,016	29,350	△16	29,366	5,750
Commercial Papers	42,000	4,000	70,000	9,500	60,500	22,500
Bonds payable	—	—	5,000	5,000	—	—
Lease obligations	27,033	△8,865	38,432	△162	38,595	2,696
Total interest-bearing debt	273,433	4,068	269,782	△9,078	278,861	9,496

Allowance for Possible Credit Losses

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results		Results		Results	
Opening balance	24,733		29,609		24,733	
Provision of allowance for doubtful accounts (YOY)	3,751 6.6%		4,256 13.5%		15,856 8.0%	
Written-off amount (YOY)	2,468 △3.1%		2,048 △17.0%		10,980 △14.7%	
Ending balance (Change)	26,016 5.2%		31,818 7.5%		29,609 19.7%	

Ending balance/Total finance receivables	2.3%	2.6%	2.5%
If including securitized debt	1.9%	2.2%	2.1%

Written-off amount/Total finance receivables ※	0.9%	0.7%	0.9%
If including securitized debt ※	0.7%	0.6%	0.8%

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

Financial Summary for Global Business

Transaction Volume by Segment

China Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	23,755	8.3%	24,423	2.8%	98,178	9.4%
Hire purchase contracts	—	—	—	—	—	—
Cash advances	5,896	△5.0%	5,402	△8.4%	24,685	6.4%
Other loans	4,639	△9.9%	2,369	△48.9%	19,002	1.1%

Mekong Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	20,099	7.4%	29,322	45.9%	104,994	36.8%
Hire purchase contracts	3,799	13.0%	6,576	73.1%	18,655	42.2%
Cash advances	19,438	2.2%	27,523	41.6%	91,443	23.6%
Other loans	28,457	△10.6%	25,578	△10.1%	121,094	6.9%

Malay Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Credit card purchase contracts	7,412	△1.6%	9,186	23.9%	33,040	12.4%
Hire purchase contracts	16,204	△8.1%	17,762	9.6%	62,372	△5.7%
Cash advances	723	31.8%	773	7.0%	2,986	21.6%
Other loans	6,307	△7.2%	5,907	△6.3%	22,825	△4.1%

Finance Receivables by Segment

China Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	42,810	△1,371	40,461	△865	41,327	△2,855
Cash advances	22,399	△437	22,358	△90	22,449	△387
Other loans	20,410	△934	18,103	△774	18,877	△2,467
Total accounts receivable-installment	31,121	△326	31,741	105	31,635	187
Credit card purchase contracts	31,121	△326	31,741	105	31,635	187
Hire purchase contracts	0	△0	—	—	—	△0
Total operating receivables	73,932	△1,698	72,202	△759	72,962	△2,668

Mekong Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	168,526	436	202,352	3,443	198,908	30,818
Cash advances	56,423	420	70,517	3,400	67,116	11,113
Other loans	112,102	15	131,835	42	131,792	19,705
Total accounts receivable-installment	44,585	△404	60,608	170	60,437	15,448
Credit card purchase contracts	34,792	71	48,450	△418	48,868	14,147
Hire purchase contracts	9,792	△475	12,157	588	11,569	1,300
Total operating receivables	213,111	32	262,960	3,614	259,346	46,267

Malay Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Total loans and bills discounted	43,681	3,772	52,410	1,233	51,177	11,268
Cash advances	1,732	121	1,859	△91	1,951	340
Other loans	41,949	3,650	50,551	1,325	49,226	10,927
Total accounts receivable-installment	140,427	5,757	159,026	2,974	156,051	21,382
Credit card purchase contracts	14,539	27	16,474	△154	16,629	2,117
Hire purchase contracts	125,887	5,730	142,551	3,128	139,422	19,264
Total operating receivables	184,109	9,530	211,436	4,207	207,229	32,650

Financial Summary for Global Business
Statement of Income by Segment
China Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	4,757	△2.6%	4,769	0.3%	19,462	3.0%
Interest income	2,672	△4.8%	2,633	△1.4%	10,930	3.3%
Interest on loans and discounts	2,654	△5.0%	2,619	△1.3%	10,859	3.3%
Cash advances	1,514	△1.3%	1,559	3.0%	6,270	8.3%
Other loans	1,140	△9.5%	1,059	△7.1%	4,589	△2.9%
Other interest income	17	44.5%	14	△16.8%	70	1.1%
Fees and commissions	1,903	4.6%	1,957	2.8%	7,762	7.2%
Credit card purchase contracts	1,756	7.7%	1,813	3.2%	7,237	9.0%
Hire purchase contracts	0	△97.9%	—	—	0	△98.9%
Other fees and commissions	147	△22.3%	144	△2.0%	524	△13.4%
Other operating income	0	—	△0	—	—	—
Other ordinary income	181	△29.7%	179	△0.9%	769	△27.7%
Ordinary expenses	3,273	△11.3%	2,900	△11.4%	13,447	△3.7%
Interest expenses	317	△7.2%	295	△6.9%	1,230	△3.5%
Fees and commissions payments	266	△2.4%	245	△7.7%	1,034	3.0%
Other operating expenses	1	△23.4%	0	△74.6%	1	△89.2%
General and administrative expenses	1,829	△9.1%	1,754	△4.1%	7,686	0.9%
Other ordinary expenses	859	△18.9%	605	△29.6%	3,494	△13.7%
Ordinary profit	1,484	24.1%	1,869	25.9%	6,015	21.9%

Mekong Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	14,596	2.6%	17,209	17.9%	63,953	12.6%
Interest income	10,801	2.7%	12,871	19.2%	46,493	13.7%
Interest on loans and discounts	10,798	2.7%	12,868	19.2%	46,452	13.7%
Cash advances	3,445	3.2%	3,974	15.3%	14,534	12.0%
Other loans	7,353	2.6%	8,894	21.0%	31,918	14.5%
Other interest income	2	△1.0%	2	26.6%	41	43.0%
Fees and commissions	3,336	0.1%	3,754	12.5%	14,839	11.8%
Credit card purchase contracts	1,801	8.8%	2,366	31.4%	8,198	14.2%
Hire purchase contracts	628	△21.0%	729	16.2%	2,488	△9.1%
Other fees and commissions	907	2.8%	658	△27.4%	4,152	23.7%
Other operating income	—	—	2	—	—	—
Other ordinary income	458	18.6%	581	26.7%	2,620	△1.5%
Ordinary expenses	12,083	0.8%	13,945	15.4%	51,446	8.9%
Interest expenses	1,667	△2.6%	1,876	12.5%	6,919	8.0%
Fees and commissions payments	442	52.9%	561	26.8%	2,445	33.1%
Other operating expenses	65	△20.3%	58	△10.3%	241	△12.3%
General and administrative expenses	6,115	4.8%	6,972	14.0%	25,977	15.8%
Other ordinary expenses	3,792	△6.8%	4,476	18.0%	15,863	△2.7%
Ordinary profit	2,512	11.9%	3,264	29.9%	12,506	30.8%

Malay Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Ordinary income	9,593	9.3%	11,032	15.0%	40,379	14.0%
Interest income	1,952	29.1%	2,446	25.3%	8,550	30.0%
Interest on loans and discounts	1,952	29.1%	2,418	23.9%	8,549	30.0%
Cash advances	113	190.2%	127	12.7%	489	27.7%
Other loans	1,838	24.8%	2,290	24.6%	8,060	30.2%
Other interest income	0	△25.0%	27	—	0	△21.7%
Fees and commissions	6,928	5.1%	7,869	13.6%	28,922	10.9%
Credit card purchase contracts	553	0.1%	628	13.5%	2,404	6.6%
Hire purchase contracts	5,419	8.0%	6,056	11.7%	22,227	11.1%
Other fees and commissions	954	△6.4%	1,184	24.1%	4,289	12.5%
Other operating income	—	—	0	—	—	—
Other ordinary income	713	6.3%	716	0.5%	2,906	4.8%
Ordinary expenses	7,170	8.5%	7,553	5.3%	30,568	14.6%
Interest expenses	1,536	9.5%	1,688	9.9%	6,363	12.5%
Fees and commissions payments	538	16.3%	610	13.3%	2,227	13.7%
Other operating expenses	△3	△152.7%	—	—	△4	△259.5%
General and administrative expenses	2,569	△0.6%	3,222	25.4%	11,528	13.0%
Other ordinary expenses	2,529	17.7%	2,031	△19.7%	10,453	18.3%
Ordinary profit	2,423	11.8%	3,479	43.6%	9,810	11.9%

Financial Summary for Global Business

Ordinary Expenses by Segment

China Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	198	△6.6%	172	△13.2%	1,069	28.4%
Bad debt allowance	858	△18.9%	604	△29.6%	3,464	△14.3%
Provision of allowance for doubtful accounts	390	△16.9%	71	△81.8%	1,631	△16.8%
Bad debts expenses	468	△20.5%	533	13.9%	1,833	△12.0%
Personnel expenses	721	△13.8%	659	△8.5%	2,841	△4.7%
Administrative expenses	534	△5.4%	528	△1.3%	2,214	2.8%
Equipment expenses	588	△2.9%	582	△1.0%	2,397	△0.4%
General expenses	52	△18.2%	56	8.9%	226	△8.8%
Financial expenses	318	△7.3%	295	△7.2%	1,232	△4.4%
Total ordinary expenses	3,273	△11.3%	2,900	△11.4%	13,447	△3.7%

Mekong Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	935	21.1%	1,067	14.1%	4,108	40.2%
Bad debt allowance	3,791	△6.8%	4,476	18.0%	15,862	△2.7%
Provision of allowance for doubtful accounts	3,791	△6.8%	4,475	18.0%	15,859	△2.7%
Bad debts expenses	0	△15.6%	0	72.5%	2	1.8%
Personnel expenses	2,190	5.6%	2,492	13.8%	9,154	16.7%
Administrative expenses	2,084	4.5%	2,482	19.1%	9,561	13.5%
Equipment expenses	1,109	6.3%	1,198	8.0%	4,488	10.7%
General expenses	237	△0.7%	293	23.3%	1,111	7.8%
Financial expenses	1,732	△3.4%	1,935	11.7%	7,160	7.1%
Total ordinary expenses	12,083	0.8%	13,945	15.4%	51,446	8.9%

Malay Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	YOY	Results	YOY	Results	YOY
Advertising and promotion	200	7.3%	330	64.8%	974	33.7%
Bad debt allowance	2,529	17.7%	2,031	△19.7%	10,453	18.3%
Provision of allowance for doubtful accounts	2,529	17.7%	2,031	△19.7%	10,453	18.3%
Bad debts expenses	—	—	—	—	—	—
Personnel expenses	1,368	△6.3%	1,599	16.9%	6,311	9.7%
Administrative expenses	971	13.7%	1,182	21.8%	4,039	13.7%
Equipment expenses	359	2.3%	475	32.3%	1,539	11.4%
General expenses	208	6.1%	245	17.3%	890	18.9%
Financial expenses	1,532	8.7%	1,688	10.2%	6,359	12.4%
Total ordinary expenses	7,170	8.5%	7,553	5.3%	30,568	14.6%

Financial Summary for Global Business

Interest-Bearing Debt by Segment

China Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	—	△724	138	1	137	△587
Long-term loans payable	41,623	△731	39,002	380	38,622	△3,732
Commercial papers	—	—	—	—	—	—
Bonds payable	—	—	—	—	—	—
Lease obligations	—	—	—	—	—	—
Total interest-bearing debt	41,623	△1,456	39,141	381	38,759	△4,320

Mekong Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	10,790	△4,699	23,784	4,563	19,220	3,730
Long-term loans payable	123,679	197	140,635	△3,288	143,924	20,441
Commercial papers	—	—	—	—	—	—
Bonds payable	44,648	△402	45,819	153	45,665	615
Lease obligations	49	△5	6	△31	37	△17
Total interest-bearing debt	179,168	△4,909	210,245	1,397	208,848	24,770

Malay Area

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Short-term loans payable	15,154	1,854	5,203	△1,570	6,774	△6,526
Long-term loans payable	143,526	5,396	154,009	675	153,334	15,204
Commercial papers	—	—	1,361	1,361	—	—
Bonds payable	1,427	△3,642	—	—	—	△5,070
Lease obligations	—	—	—	—	—	—
Total interest-bearing debt	160,109	3,608	160,574	466	160,108	3,607

Key Operating Data

Number of Cardholders

(Unit : Ten thousand)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Number of cardholders	3,935	41	4,112	48	4,064	170
Number of credit cardholders in domestic	2,714	22	2,795	20	2,775	83

※The number of Family Card members is included in the number of credit cardholders in domestic.

Number of Active Cardholders in Domestic

(Unit : Ten thousand)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Active cardholders ※ 1	1,676	15	1,712	10	1,702	41
Card-use rate (%) ※ 2	66.2%	—	65.6%	—	65.7%	—

※ 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 Family Card members (2017/7 ~ 2018/6) × 100.

Results of AEON Bank

(Unit : Millions of Yen)

	2017/6		2018/6		2018/3	
	Results	Change	Results	Change	Results	Change
Balance of Deposits	2,696,832	151,213	3,212,524	158,716	3,053,808	508,189
Ordinary deposits	1,579,493	134,562	2,160,749	139,975	2,020,773	575,841
Time deposits	1,115,260	18,101	1,040,363	9,790	1,030,573	△66,584
Other deposits	2,078	△1,450	11,411	8,950	2,461	△1,067
Balance of loans and bills discounted	1,767,414	137,368	2,091,088	131,590	1,959,497	329,451

(Unit : Ten thousand)

Number of accounts	569	14	617	12	605	50
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Number of branches	135	—	140	—	140	5
Number of ATMs	5,904	49	6,205	24	6,181	326