

Annual Report 2013



April 2013

Aeon Financial Services: a new journey begins.

On April 1, 2013, AEON CREDIT SERVICE CO., LTD. and AEON Bank, Ltd. merged to form a bank holding company that holds the subsidiaries operating our banking and credit card businesses. At the same time, we changed our trading name to AEON Financial Service Co., Ltd.

This marks the addition of the functions of AEON Bank, Ltd. to our organization, which has grown to date as the Aeon group integrated financial services company of our parent company, AEON Co., Ltd. As a result, we have created a financial services group that is unrivaled in its integration with the retail industry, with core businesses in the credit, banking, insurance, and e-money industries. This is our first step into a whole new stage of growth.

Going forward, we will maximize group synergy and aim to increase both corporate and shareholder value. We will also maximize customer satisfaction by providing sound, reliable, and convenient financial products and services.

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Highlights in Business Performance

Strengthening of Credit Card Businesses



Number of Active Card Members
*Consolidated
31.85
million
Yoy increase: 2.09 million

Active Card Members in Japan
2,224million
Yoy increase: 1.23 million

Active Card Members Overseas
961million
Yoy increase: 860,000

Total Card Shopping Volume Handled

*Consolidated
JPY
3.5615
trillion
Yoy increase: 24.7%



Expansion of e-Money Businesses

Number of WAON Cards Issued
31.8
million
Yoy increase: 7.7 million



Number of WAON Member Outlets
160,000
Yoy increase: 21,000

Increased Deposit Balance

Deposit Balance
JPY
1.2201 trillion
Yoy increase: JPY103.4 billion









Expansion of the Business Promotion Network

Number of Bank ATM Installations
2,680
Yoy increase: 737

Number of AEON Bank Branches
105 branches
Yoy increase: 24 branches



Providing sound, reliable, and convenient financial services

<p>Credit Card Businesses</p> <p>Our core credit card business consists of shopping and cashing businesses. Key sources of income in this business are fees from the retail outlets where our cards are used as well as fees from customers.</p>	<p>E-money Businesses</p> <p>The Aeon WAON e-money service stands at the center of our e-money business and we are taking actions toward expanding both the number of cards issued and the number of locations in which they can be used. We are working to improve customer convenience by offering both pre-paid services and cards that combine e-money and credit card services.</p>	<p>Housing Loan Businesses</p> <p>We are strengthening our business promotion ability by taking advantage of the AEON CREDIT SERVICE network, which spans throughout Japan. We also provide discount shopping services to housing loan customers at Aeon stores as a retail-linked service.</p>	<p>Processing Businesses</p> <p>We are developing call-center operation businesses in which we accept commissioning of customer inquiries, servicer businesses in which we take advantage of our expertise in the collection of retail claims, and marketing businesses in which we analyze customer purchasing information.</p>	<p>Insurance Agency Businesses</p> <p>We provide products including life, non-life, and motor vehicle insurance through both our in-store channel within the Aeon retail branch network and our Internet-based AEON INSURANCE Market channel.</p>	<p>Banking Businesses</p> <p>We provide unique products and services for our retail customers that other financial institutions have been unable to provide to date by taking advantage of both Aeon and AEON BANK in areas including deposit accounts, credit cards, and e-money services.</p>
					

An integral part of our customers' lives across wide-ranging locations

Through our flagship credit and e-money services, we have realized a switch to cashless services that touch our customers' lives in locations as wide-ranging as the ticket gate at their local station, the checkout at their favorite store, and the toll booth on the highway. In doing so, we are contributing to the realization of comfort and convenience in their lifestyles. Cards that incorporate ticketing services for public transportation and services enabling payment through mobile telephones are also examples of how we are achieving this. Moreover, we believe that we will be able to further

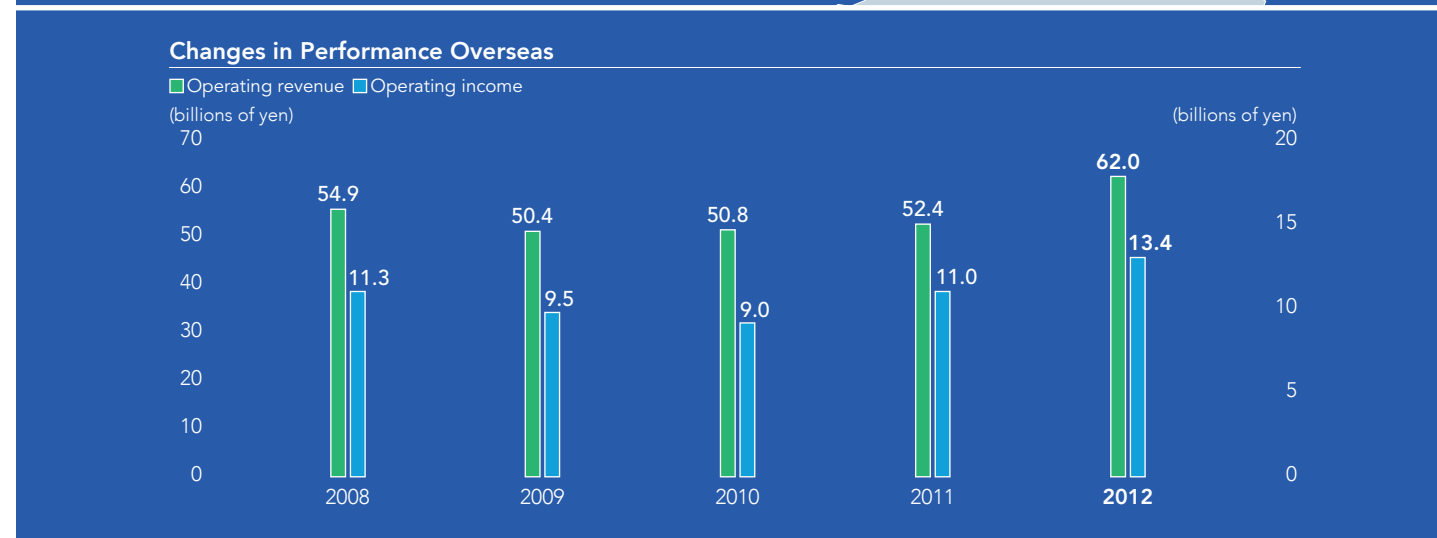
strengthen our customer relationships as a result of the merger in April 2013 by taking advantage of one of Japan's largest retail infrastructure networks, which has been developed by the Aeon group, and through contact points including bank branches, insurance shops, and our Internet-based service websites. We intend to work toward further strengthening structures and the scope of our businesses to ensure that we are able to provide sound, reliable, and convenient financial services to our customers across wide-ranging locations in their lives.

Being there for even more of our customers' changing life stages

Our customers experience a multitude of changes across their lifetimes such as family environment changes including marriage, having children, and their children's education, considering purchasing or renovating their homes, and planning for their retirement lifestyles. We are strengthening our product range by developing new services including banking, insurance, and home loan services to complement our existing credit services so that we are able to support our customers over the

long term as they go through these life stages. As a part of this, we are progressing with an expansion in our services for senior citizens as Japan's population continues to age. This is also one of the common medium-term strategies across the Aeon group. In addition to developing shopping malls that are tailored to the needs of senior citizens, we are also providing services including special discount days for our over-55 customers.

Further acceleration of development in Asia



Development Centered on Hong Kong

In mainland China, we have provided community-based financial services over the past quarter of a century, mainly through our local subsidiary listed on the Hong Kong Stock Exchange, and we continue to expand both the scope and the geographical area of our business development. In Hong Kong, we are taking actions to expand our credit card membership numbers by strengthening member subscription with alliance partners and through sales promotion planning. Further, we are working to expand the scope of our insurance agency businesses by strengthening both telemarketing-based

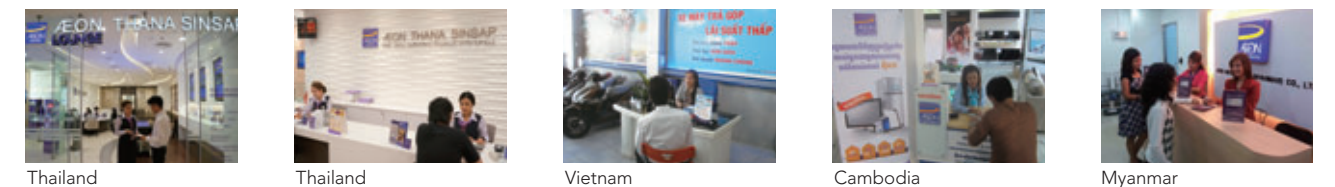
insurance sales and face-to-face sales at our marketing offices. In areas other than Hong Kong, we have been developing our screening, claim collection, and call center agency businesses. We established the first Japanese credit guarantee company in Beijing and are now conducting installment payment guarantee services at local Aeon retail branches and other outlets. We have also been expanding our business promotion foundations by establishing companies to conduct installment payment business in Shenyang in April 2011, in Tianjin in September 2012, and in Shenzhen in April 2013.



Development Centered on Thailand

We established a local subsidiary in Thailand in 1992 as our second overseas business promotion office after Hong Kong. Since that time, we have expanded credit card member numbers with our alliance partners, and we listed on the Stock Exchange of Thailand in 2001. We are currently using the expertise that we have built up in our credit businesses to proactively develop insurance agency, servicer, and leasing businesses.

In 2008, we established a local subsidiary in Ho Chi Minh City, which was the first Japanese corporation to commence installment sales business in Vietnam. We are strengthening actions toward commencing credit card businesses while progressing with expansion of alliance member outlets and the organization of our customers. Further, we have established subsidiaries in Cambodia and Myanmar, which are both experiencing rapid growth, and we have also commenced installment payment businesses there. In Laos, we have opened a representative office and are working on preparations to begin business operations.



Development Centered on Malaysia

We established a local subsidiary in Malaysia in 1996 as our third overseas office. We listed on Bursa Malaysia in 2007 and have been recording strong growth. In addition to developing credit card member outlets and customer subscriptions through our alliance partners, we introduced combined application forms for public transportation payment cards and Aeon Cards, and we are promoting the efficient acquisition of customers.

In 2006, we established a local subsidiary in Indonesia, which boasts the largest population in the ASEAN region. We have developed a hire purchase business for home appliances and furniture by taking advantage of our experience in credit businesses in Japan and throughout Asia, and we are also advancing with preparations to begin issuance of credit cards. In the Philippines, we established a local subsidiary in February 2008 for the development of information systems, and we also established a local subsidiary in March 2013 for an installment payment service. In India, we established a local subsidiary in Mumbai in February 2013, and we have started an installment payment service for durable consumer goods.





We aim to be the most trusted financial services company in Asia: Sound, Reliable, and Convenient. And we have established the necessary frameworks to achieve this.

Kazuhide Kamitani
President and CEO

Business Performance in Fiscal Year 2012

In addition to personal consumption in Japan reaching a firm bottom in the current consolidated accounting period, equity markets have rallied and the economy has gradually recovered. Nevertheless, the unclear future economic situation has continued as a result of the lackluster economies in Europe, China, and emerging markets. The management environment in the finance industry also remains severe, with factors including progression in the information technology revolution such as the Internet and smartphones and increasing competition resulting from new entrance into the market from players in other industries.

In this management environment, we have taken actions to promote subscription of new members in our credit businesses and in joint sales planning with our alliance partners. As a result, our active members on a consolidated basis increased by 2.09 million to 31.85 million and we handled a total card shopping volume of JPY3.561594 trillion (a yoy increase of 24.7%).

Our fee businesses include e-money business, bank agency business, and other businesses through our subsidiaries in Japan. In our e-money business, we developed our network of WAON member outlets and promoted the issuance of WAON-linked cards, resulting in strong increases in both the number of locations in which WAON can be used and the total settlement volume. In our

bank agency business, we continued to expand our business promotion network through actions such as establishing AEON Bank, Ltd. branches and increasing ATM facility numbers. At our subsidiaries in Japan, we worked on expansion of commissioning in claim management and collection businesses, strengthening of our insurance agency business by establishing insurance shop outlets, and developing new private-brand insurance products.

In our overseas businesses, we expanded our scope of business with a focus on listed companies in Hong Kong, Thailand, and Malaysia. At the same time, we established Aeon Financial Service (Hong Kong) Co., Ltd. in Hong Kong for the purpose of accelerating business development in Chinese markets. In Thailand, we made each local subsidiary involved in developing insurance agency business and servicer business a subsidiary of AEON THANA SINSAP (THAILAND) PLC. as a step toward improving efficiency in business operations. Further, we commenced installment payment businesses in Tianjin (China), Mumbai (India), and Manila (the Philippines).

We are using the capital raised through issuance of convertible bonds with stock acquisition rights on March 23, 2012 to repurchase shares and as investment and financing capital to develop into new countries and further accelerate growth in Asian businesses.

As a result of the above, consolidated

operating income increased by 21.3% yoy to JPY205.972 billion, operating profit increased by 36.2% yoy to JPY33.080 billion, ordinary profit increased by 37.5% to JPY33.367 billion, and net income increased by 51.5% yoy to JPY13.616 billion.

Objectives of the New Structure

On April 1, 2013, we changed our trading name to AEON Financial Service Co., Ltd. and became a bank holding company, holding each of the finance industry companies within the group. The decision to merge with AEON Bank, Ltd. was finalized on September 12, 2012 and AEON Bank, Ltd. became a wholly-owned subsidiary on January 1, 2013. Further, we conducted a share split that succeeded all rights and obligations related to our credit card businesses to AEON Bank, Ltd. on April 1, 2013. We then proceeded to conduct a share split that succeeded all rights and obligations related to other businesses to the newly established AEON CREDIT SERVICE CO., LTD.

A resolution approving the acquisition of all shares of Toshiba Finance Co., Ltd. (currently AEON Product Finance) was passed at our Board of Directors' meeting on April 11, 2013, and we acquired all of the issued and outstanding shares of the company on May 16, 2013, making it a wholly-owned subsidiary. In doing so, we have established the foundations for expansion in product-specific installment services and partner loans in growth fields such as home renovations and solar power generation systems. Going forward, we will develop this business as the next core source of profit to our credit card, banking, insurance, and e-money businesses.

Under this new structure, our group has emerged as an integrated financial group without rival in the way we combine retail and financial businesses. We will provide sound, reliable, and convenient financial products and services to our customers and aim to maximize customer satisfaction. At the same time, we will generate group synergy through the strengths of each company including highly efficient administrative processing and funding functions to develop new businesses such as product-specific installment services as well as accelerating our development into new regions.

As a bank holding company, we will take ongoing actions in formulation of growth strategies, development of global and specialist human

resources, and strengthening of our business promotion abilities. We will also continue to work toward strengthening compliance and corporate governance and aim to build robust group management structures.

Medium-term Vision

Our medium-term vision is to be the financial services company most trusted by customers throughout Asia and to provide sound, reliable, and convenient financial products and services.

We have raised the following four key topics under our new structure in order to realize our medium-term vision, improve corporate value, and achieve sustainable growth.

1. Improving convenience in financing businesses

We have centralized group financing businesses within AEON Bank and we will take advantage of AEON Bank funding functions to aim for improved efficiency. We have also introduced credit standards based on household income and financial asset information, and we will take actions to realize even more stable financing at lower interest rates than we have to date.

2. Strengthening marketing ability

In addition to data analysis based on Aeon Card application information and shopping information, we will also use AEON Bank information to enable effective database marketing. By doing this, we will realize proposal marketing that responds to our customers' life events.

3. Expanding overseas businesses

We will operate our businesses under an even tighter management structure from the perspectives of management soundness and depositor protection in association with our change to a bank holding company. We will use this creditworthiness as a bank holding company to accelerate our business development in emerging markets in Asia.

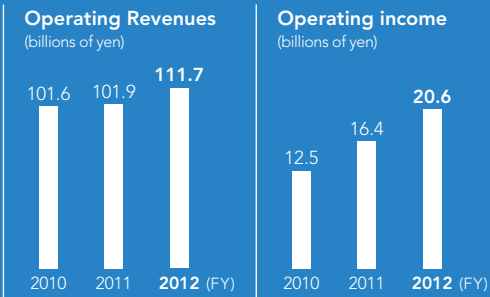
4. Strengthening business promotion ability and improving productivity

We will use our move to a bank holding company structure as an opportunity to centralize areas of duplication and increase administrative efficiency. Together with this, we will redeploy personnel into business promotion divisions and aim to further strengthen our business promotion ability and improve productivity. Further, we will take actions to strengthen the customer service abilities and operational efficiency that we have built up to date and also enhance our compliance and corporate governance structures.

Segment 1 **Credit Businesses**



Main areas of business include:
Retail and corporate credit business



Business Performance and Initiatives in Fiscal 2012

The number of active Aeon Card members in Japan increased strongly; up by 1.23 million compared to the beginning of the period to 22.24 million. Initiatives toward this expansion included promoting on-the-spot issuance of cards at partner outlets and bank branches as well as introducing the ability to complete membership application procedures on the Internet. We also worked to improve convenience of procedures associated with card applications. Further, member numbers for Aeon Card Select, which is a combined Aeon credit card and AEON BANK cash card, expanded by 420,000 compared to the beginning of the period to 1.95 million. Initiatives toward expansion of Aeon Card Select members included promoting a preferential interest rate campaign for AEON BANK ordinary deposit accounts. Total active member numbers and total card shopping volume

handled both grew strongly, with a net increase of 1.04 million members compared to the beginning of the period to 13.72 million and a yoy increase of 24.8% in card shopping to JPY3.448942 trillion. Initiatives in these areas included joint schemes with alliance partners such as a 10% rebate on power bills settled with Aeon cards and an interest-free installment payment campaign.

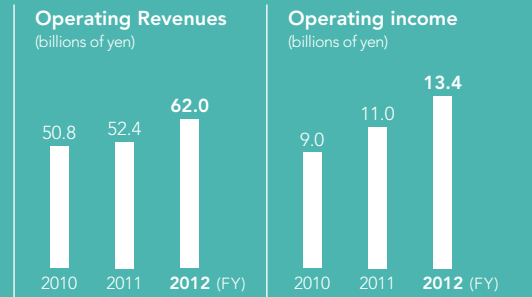
We also commenced a special discount day together with issuance of specialized cards for our over-55 customers from September 2012.

As a result of these initiatives, operating revenues in our credit businesses increased by 9.6% yoy to JPY111.728 billion and operating profit increased by 25.4% yoy to JPY20.636 billion.

Segment 3 **Overseas Businesses**



Main areas of business include:
Overseas credit business.



Business Performance and Initiatives in Fiscal 2012

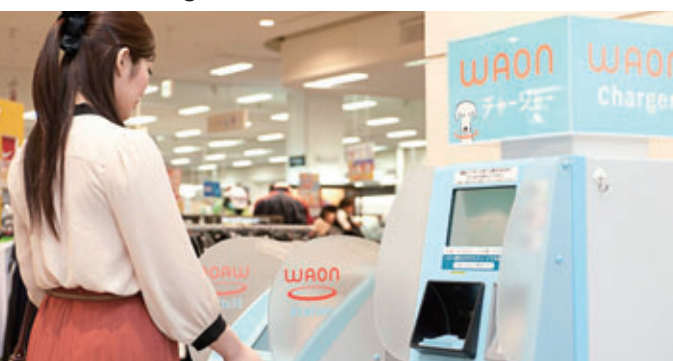
In Hong Kong, we used the new establishment of an alliance partner branch as an opportunity to strengthen subscription of card members, and also developed initiatives based on the 25th anniversary of our company establishment there. In addition to expansion in commissioning of claims collection business from financial institutions in Shenzhen and Guangzhou in China, we also implemented schemes promoting the use of installment payment cards in Shenyang and Tianjin.

In Thailand, we opened 13 new marketing offices, expanding to a total of 100. We also took actions including the issuance of partner cards with Thai Airways and initiatives based on the 20th anniversary of our company establishment. We strengthened development of member outlets in Vietnam and Cambodia, where installment payment businesses are developing, mainly centered on home appliance mass-retailers.

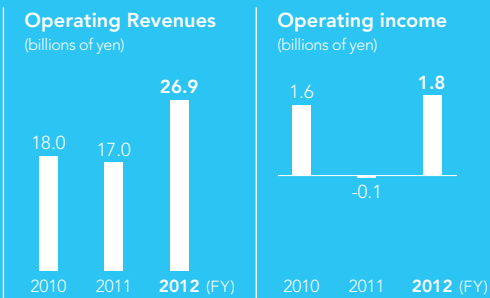
As well as promoting the issuance of point-program cards with our alliance partners in Malaysia, we also took actions to expand card member numbers such as the new commencement of member subscriptions for AEON Big Malaysia (AEON BIG (M) SDN. BHD.). In Mumbai, India, we commenced installment payment businesses. We accelerated new activities in the Philippines, which is our base for systems development for all of our overseas companies, such as building a framework of 200 systems engineers and establishing a local subsidiary for installment payment business.

As a result of these initiatives, we achieved increased income and profit in Hong Kong, Thailand, and Malaysia. Operating income from overseas businesses increased by 18.2% yoy to JPY62.035 billion and operating profit increased by 21.7% to JPY13.488 billion.

Segment 2 **Fee Businesses**



Main areas of business include:
e-money business, Internet business, bank agency business, insurance business, business subcontracting, and claim management and collection.



Business Performance and Initiatives in Fiscal 2012

In our e-money business, we increased the number of locations in which WAON e-money services can be used by 21,000 compared to the beginning of the period to 160,000. This was the result of WAON-member outlet development, mainly with home appliance mass-retailers, convenience stores, and pharmacies. We also promoted the issuance of combined WAON cards and various campaigns. As a result, the number of cards issued was 31.8 million as at March 31, 2013 and the total volume of settlements for the period from March 1, 2012 to March 31, 2013 was JPY1.311387 trillion (a yoy increase of 30.8%).

In our bank agency business, we established new,

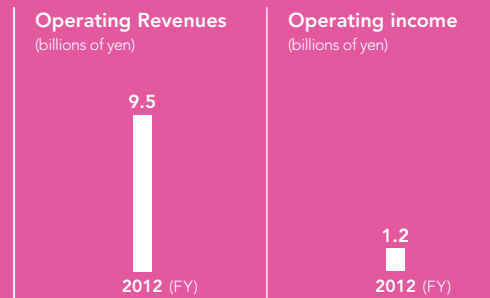
in-store branches (named "Kurashi-no-Money Plazas") to provide a one-stop response to various financial needs including securities and insurance in addition to credit and banking services. In our insurance-related businesses, we aimed to increase contract numbers by expanding our marketing office network to 90 locations in addition to improving convenience in terms of our Internet presence. We also developed private-brand insurance products for the over-55, senior segment.

As a result of these efforts, operating income increased by 58.4% yoy to JPY26.926 billion and operating profit increased by JPY1.918 billion yoy to JPY1.84 billion.

Segment 4 **Banking Businesses**



Main areas of business include:
Banking business.



Business Performance and Initiatives in Fiscal 2012

We expanded the business promotion network of AEON BANK, Ltd. to a total of 105 branches (+24 yoy). In our ATM operations, we promoted installation of machines in public facilities such as stations and airports in addition to Aeon group outlets and increased total ATM numbers to 2,680 (+737 yoy). Together with this, we also increased partner financial institutions with whom our customers can use ATMs and added functions enabling WAON charging and the exchanging of points. We believe that these initiatives have further improved customer convenience. Further, we

promoted preferential interest rate schemes for term deposits and campaigns for home loans. As a result of this, we achieved an increase in account numbers to 3.06 million (470,000 yoy), an increase in deposit balances to JPY1.220116 trillion (+9.3% yoy), and an increase in our loan balance (mainly home loans) to JPY702.4 billion (+51.4% yoy).

Further, operating revenues from banking businesses was JPY9.539 billion and operating income was JPY1.269 billion (*January 1, 2013 to March 31, 2013).

Approach to CSR

We strive for safety and soundness and to provide products and services with value. Our approach to CSR is to maximize corporate value by improving the quality of these business activities and take continuous actions toward environmental protection activities and social contribution activities.

Principles of Conduct

Customers

We endeavor to provide its customers with assurance and trust in their daily lives, In keeping with the view that “everything we do, we do for our customers.” We never-ending mission is to make a positive contribution to customer lifestyles.

Regional Society

We aim to set an example as a good corporate citizen, working together with the community for its growth and the improvement of quality of life.

Corporate Partners

We respect innovative business partners who help the company achieve its objective of “Customer Satisfaction.” We strive to work as equals with our business partners, dealing fairly and working for our mutual prosperity.

Shareholders

We strive to conduct innovative and sound management practices that result in high returns for its shareholders.

Employees

To achieve “Customer Satisfaction”, we must establish a workplace that fosters close interpersonal relationships and meaningful work. Our goal is to be recognized as the friendliest, people-oriented company to work for in the world.

Overseas CSR Activities in FY2012

We conduct CSR activities not only in Japan, but also overseas in each country in which we operate. In Hong Kong, we sponsored a paper recycling campaign that involved donations in addition to the proceeds from selling second-hand books on behalf of customers to build a junior high school in Shannxi Province in China. In Thailand, 65 of our employees and 300 members of the local community volunteered to plant trees in Si Lanna National Park in Chiang Mai Province. In Malaysia, we held a campaign to promote road safety in cooperation with our alliance partners and the local motorcycle association. As well as promoting safe driving, we also donated helmets.



Junior high school built as a result of the paper recycling campaign



Tree planting in Thailand



Road safety promotion campaign in Malaysia

Strengthening Corporate Governance

At our predecessor company, AEON CREDIT SERVICE CO., Ltd., we conducted due debate and consideration of management issues within the decision-making bodies: the Board of Directors and the Management Policy Committee. We did this to realize basic management policy and our medium-term vision, and to continuously improve corporate value. We also took actions to strengthen management supervision and internal control functions. The purpose of these actions was to secure objectivity of decision-making processes and compliance in terms of overall management.

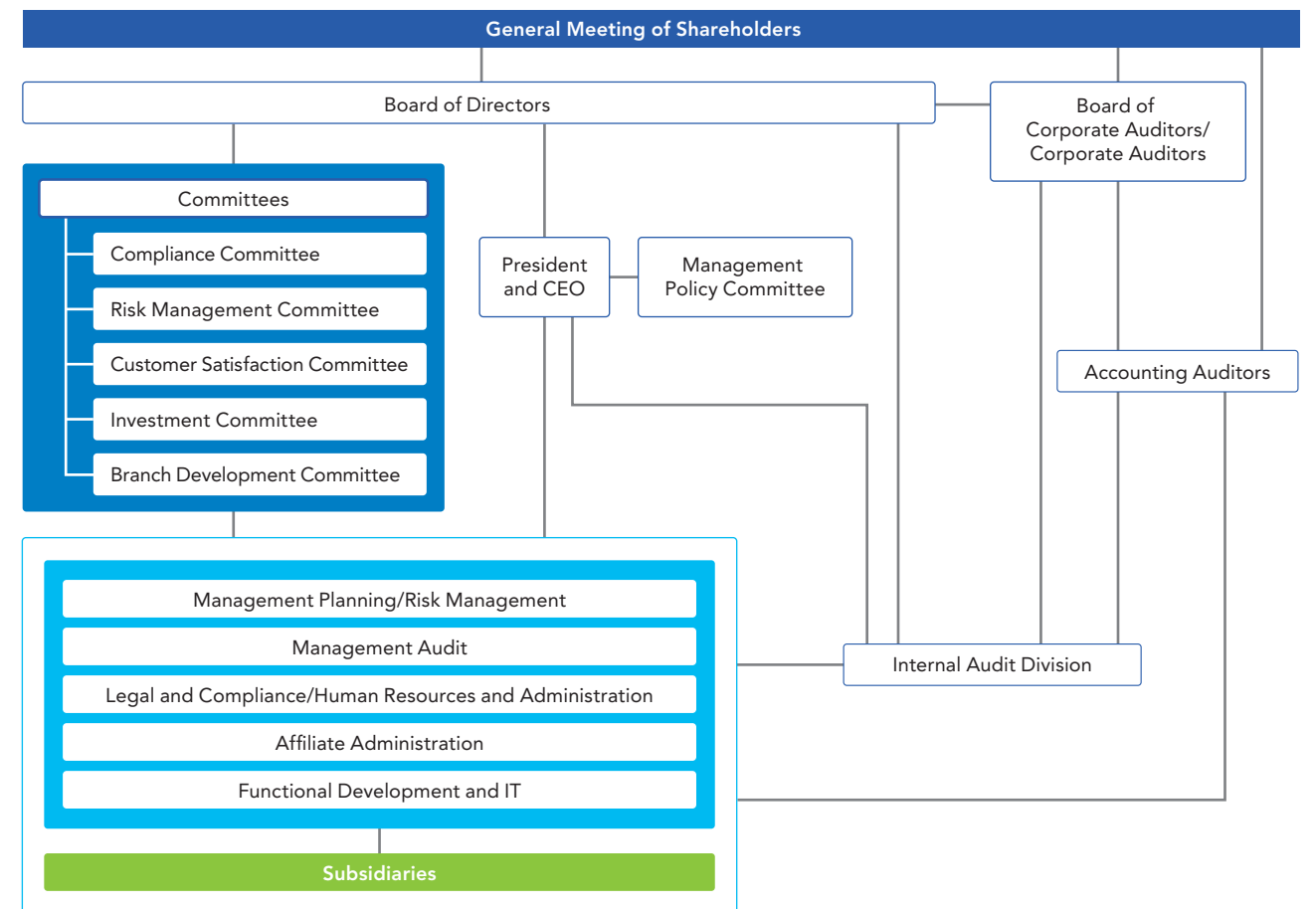
As a bank holding company, the newly established AEON Financial Services Co., Ltd. aims to further strengthen the management functions and corporate governance structures that AEON CREDIT SERVICE Co., Ltd has implemented to date. In order to realize this, we have established five new committees. Each of these committees considers and makes

decisions on certain items in each field within the scope delegated by the Board of Directors and then reports and makes recommendations to the Board of Directors.

With a focus on maneuverability and prompt decision-making, the Board of Directors is made up of a small number of directors. The Board makes decisions on important matters related to the management of AEON Financial Services and the AEON Financial Services group after debate in each committee and the Management Policy Committee from the perspectives of business efficiency and effectiveness.

Each corporate auditor making up the Board of Corporate Auditors ensures the independence of this. Corporate auditors attend important internal meetings to ensure the required dialogue such as appropriate debate on resolutions is made as well as making available important documents such as minutes of meetings and decision-making documents.

AEON Financial Services Co., Ltd. Corporate Governance Structure (As of June 21, 2013)



Financial Section

Five-Year Summary

AEON Financial Service Co., Ltd. (formerly, AEON Credit Service Co., Ltd.) and Subsidiaries
Year Ended March 31, 2013 and Years Ended February 20, 2012 through 2009

	Millions of Yen					Thousands of U.S. Dollars ¹
	2013 ⁴	2012	2011	2010	2009	2013 ⁴
For the Year:						
Total operating revenues ²	¥ 205,972	¥ 169,853	¥ 169,191	¥ 164,449	¥ 173,165	\$ 2,191,433
Total operating expenses ²	172,892	145,572	148,473	143,889	146,554	1,839,476
Income before income taxes and minority interests	30,492	17,907	20,936	4,698	30,365	324,415
Net income	13,616	8,988	9,541	198	14,789	144,870
						U.S. Dollars ¹
Per Share Data:						
Net assets	¥ 1,235.28	¥ 1,012.52	¥ 1,015.17	¥ 994.42	¥ 1,036.35	\$ 13.14
Basic net income	88.12	57.30	60.83	1.26	94.29	0.94
Diluted net income ³	78.25	57.30		1.26	94.28	0.83
						Thousands of U.S. Dollars ¹
At Year-End:						
Finance receivables—net of allowance for possible credit losses	¥ 891,556	¥ 640,992	¥ 625,362	¥ 671,493	¥ 678,148	\$ 9,485,647
Net property and equipment	20,061	13,854	12,849	9,929	9,470	213,440
Total assets	2,534,209	907,659	901,579	866,365	854,194	26,962,537
Total liabilities	2,275,337	725,806	721,379	689,647	672,293	24,208,282
Equity	258,872	181,853	180,200	176,718	181,901	2,754,255
						Percentage
Ratios:						
Equity ratio	9.1%	17.5%	17.7%	18.0%	19.0%	
Return on assets (ROA)	0.8	1.0	1.1	0.0	1.7	
Return on equity (ROE)	7.0	5.7	6.1	0.1	9.1	

1. The translation of Japanese yen amounts into U.S. dollar amounts is included solely for the convenience of readers outside Japan and has been made at the rate of ¥93.99 to U.S.\$1, the approximate rate of exchange on March 31, 2013. Such translation should not be construed as a representation that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate.
2. Previously, processing service fees were recorded by the gross amount of service fees collected from merchants. However, effective from the fiscal year ended February 20, 2011, the amount of processing service fees reflects the net amount, after deducting the relevant service fees paid to the e-money issuers through the e-money settlement service of AEON Financial Service Co., Ltd (the "Company"). As a result, total operating revenues and total operating expenses for the years ended February 20, 2010 and 2009 are retroactively restated.
3. Diluted EPS for the year ended February 20, 2011 is not disclosed as no potential dilution exists.
4. The consolidated amounts for the fiscal year ended March 31, 2013 includes the results of AEON Bank, Ltd. and its subsidiary as AEON Bank, Ltd. became a wholly-owned subsidiary of the Company through the share exchange as of January 1, 2013. In addition, the consolidated amounts for the fiscal year ended March 31, 2013 covers a period of 13 months and 11 days from February 21, 2012 through March 31, 2013, due to the change in the Company's fiscal year.

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Financial Review

AEON Financial Service Co., Ltd. (formerly, AEON Credit Service Co., Ltd.) and Subsidiaries
Years Ended March 31, 2013 and February 20, 2012

RESULTS OF OPERATIONS

	Millions of Yen			
	2013*	2012	Amount Change	Percentage Change
Operating Revenues:				
Credit card purchase contracts	¥ 86,988	¥ 70,367	¥ 16,621	23.6 %
Hire purchase contracts	8,418	7,370	1,048	14.2
Loan contracts	72,507	64,743	7,764	12.0
Processing services fees	8,689	7,092	1,597	22.5
Other operating revenues	29,370	20,281	9,089	44.8
Total operating revenues	¥ 205,972	¥ 169,853	¥ 36,119	21.3 %
Operating Expenses:				
Financial costs	¥ 13,943	¥ 14,149	¥ (206)	(1.5) %
Provision for possible credit losses and write-off of bad debts	23,577	26,738	(3,161)	(11.8)
Other operating expenses	135,372	104,685	30,687	29.3
Total operating expenses	¥ 172,892	¥ 145,572	¥ 27,320	18.8 %
Operating Income	¥ 33,080	¥ 24,281	¥ 8,799	36.2 %

(*) During the fiscal year ended March 31, 2013, the Company changed its fiscal year to March 31, and accordingly, the above table compares amounts for the current fiscal year (from February 21, 2012 through March 31, 2013) with those for the previous fiscal year (from February 21, 2011 through February 20, 2012). In addition, the amounts for the fiscal year ended March 31, 2013 include the results of AEON Bank, Ltd. and its subsidiary.

Fiscal Summary

For the year ended March 31, 2013, despite signs of recovery in consumer spending and the domestic stock market, the domestic economic conditions remained uncertain, due to the slowdown of overseas economies, such as Europe, China and developing countries. In the financial market, the economic conditions also remained challenging due to the continued development of information technologies, such as internet and smart phones, and severe competition due to new entrants from other industries.

Under such circumstances, the Company and its subsidiaries (collectively, “the Group”) reinforced solicitation of credit cards and collaborative campaigns with alliance partners in the credit card business. As a result, the number of active cardholders on a consolidated basis as at March 31, 2013 increased by 2.09 million to 31.85 million compared to the beginning of the current fiscal year and the transaction volume of credit card purchase contracts increased by 24.7% to ¥3,561,595 million compared to the previous fiscal year.

In the fee business, the Group’s results were as follows: (a) In the e-money business, the Group has developed affiliated merchants of e-money WAON and expanded the number of cardholders with WAON-compatible credit cards. As a result, the number of facilities where WAON can be used and the total settlement amount by WAON steadily increased. (b) In the bank agency business, the Group has expanded its marketing network by establishing AEON Bank, Ltd. agencies and expanding the number of ATMs installed. (c) Also, as for other fee businesses of domestic subsidiaries, the Group has expanded its servicing business and reinforced its insurance agency business by establishing more insurance agencies and developing private insurance products.

In the overseas business, in addition to the Group focusing on the expansion of its listed subsidiaries in Hong Kong, Thailand, and Malaysia, it established a subsidiary, AEON Credit Holdings (Hong Kong) Co., Ltd., in Hong Kong to accelerate the expansion of business in the Chinese market.

In Thailand, the Group reorganized its local insurance agency companies and servicing company into direct subsidiaries of AEON THANA SINSAP (THAILAND) PLC. to streamline its business operations.

Furthermore, the Group launched hire purchase businesses in Tianjin (China), Mumbai (India), and Manila (Philippines). In addition, the Group raised funds by issuing zero coupon convertible bonds on March 23, 2012, which have been utilized for acquiring treasury stocks and investing in emerging economies to accelerate growth of the Group’s Asian businesses.

Moreover, in order to maximize customer satisfaction as a comprehensive financial group that fuses retail and financial services, the Group resolved the management integration with AEON Bank, Ltd. on September 12, 2012, resulting in AEON Bank, Ltd. turning into a wholly-owned subsidiary as at January 1, 2013. In addition, on April 1, 2013, the Group executed the absorption-type splits with AEON Bank, Ltd. in which AEON Bank, Ltd. takes over rights and obligations of the Company’s credit card business. The rights and obligations related to businesses other than those taken over by AEON Bank, Ltd. are taken over by a newly formed company, New AEON Credit Service

Co., Ltd. As a result of the above, the Company has become a bank holding company and has changed its name to “AEON Financial Service Co., Ltd.”

Furthermore, to express the Company’s appreciation for the shareholders’ support, the Company paid a commemorative cash dividend for the management integration between the Company and AEON Bank, Ltd. of ¥5 per share with a record date of January 4, 2013.

As a result of the above, the Group’s financial results for the year ended March 31, 2013 were as follows: (a) operating revenues increased by 21.3% to ¥205,972 million, (b) operating income increased by 36.2% to ¥33,080 million, and (c) net income increased by 51.5% to ¥13,616 million, compared to the previous fiscal year.

In addition, the Company resolved at the meeting of its Board of Directors held on April 11, 2013 to acquire all shares of Toshiba Finance Corporation and turned it into a consolidated subsidiary as at May 16, 2013. Hereafter, the Company will nurture it as a key component of earnings alongside credit cards, banking, insurance, and e-money by expanding hire purchase and affiliated loans with a focus on future growth sectors of home renovation and solar energy systems. See Note 23 for the acquisition of shares of Toshiba Finance Corporation.

Transaction Volume

	Millions of Yen			
	2013*	2012	Amount Change	Percentage Change
Credit card purchase contracts	¥ 3,561,595	¥ 2,855,592	¥ 706,003	24.7 %
Hire purchase contracts	41,118	26,619	14,499	54.5
Loan contracts	406,743	327,086	79,657	24.4
Processing services	190,012	127,603	62,409	48.9
Other transaction volume	49,428	26,909	22,519	83.7
Total transaction volume	¥ 4,248,896	¥ 3,363,809	¥ 885,087	26.3 %

(*) The amounts of transaction volume for the fiscal year ended March 31, 2013 do not include transactions related to products of AEON Bank, Ltd.

Finance Receivables and loans and bills discounted in banking business

	Millions of Yen			
	2013	2012	Amount Change	Percentage Change
Installment sales receivables:				
Credit card purchase contracts	¥ 455,713	¥ 395,628	¥ 60,085	15.2 %
Hire purchase contracts	51,602	32,006	19,596	61.2
Subtotal	507,315	427,634	79,681	18.6
Operating loan receivables	421,196	255,705	165,491	64.7
Allowance for possible credit losses	(36,955)	(42,347)	5,392	(12.7)
Total finance receivables	¥ 891,556	¥ 640,992	¥ 250,564	39.1 %

	Millions of Yen	
	2013	
Loans and bills discounted in banking business	¥	706,845
Allowance for possible credit losses		(3,959)
Total loans and bills discounted in banking business	¥	702,886

Operating Revenues

	Millions of Yen			
	2013	2012	Amount Change	Percentage Change
Credit card purchase contracts	¥ 86,988	¥ 70,367	¥ 16,621	23.6 %
Hire purchase contracts	8,418	7,370	1,048	14.2
Loan contracts	72,507	64,743	7,764	12.0
Processing service fees	8,689	7,092	1,597	22.5
Other operating revenues	29,370	20,281	9,089	44.8
Total operating revenues	¥ 205,972	¥ 169,853	¥ 36,119	21.3 %

Operating Expenses

	Millions of Yen			
	2013	2012	Amount Change	Percentage Change
Financial costs	¥ 13,943	¥ 14,149	¥ (206)	(1.5) %
Provision for possible credit losses and write-off of bad debts	23,577	26,738	(3,161)	(11.8)
Other operating expenses	135,372	104,685	30,687	29.3
Total operating expenses	¥ 172,892	¥ 145,572	¥ 27,320	18.8 %

Cash flows

Net cash provided by operating activities for the year ended March 31, 2013 amounted to ¥27,278 million, mainly due to an increase in operating income and an increase in deposits in banking business due to the higher number of deposit accounts, which exceeded an increase in installment sales receivables due to the higher transaction volume of credit card purchases and an increase in operating loan receivables due to the recovery of the transaction volume of loan contracts.

Net cash provided by investing activities for the year ended March 31, 2013 amounted to ¥24,826 million, mainly due to proceeds from sale and redemption of securities in banking business and purchases of securities in banking business.

Net cash provided by financing activities for the year ended March 31, 2013 amounted to ¥219,960 million, mainly due to an increase in working capital, purchase of treasury stock, and commemorative dividends paid for management integration.

As a result of the above and the increase in cash and cash equivalents resulting from the exchange of shares of AEON Bank, Ltd. by ¥205,109 million, the balance of cash and cash equivalents as at March 31, 2013 increased by ¥479,845 million to ¥499,475 million compared to the end of the previous fiscal year.

BUSINESS PERFORMANCE BY REPORTABLE SEGMENT

Total assets and total operating revenues by reportable segment

	Millions of Yen			
	2013	2012	Amount Change	Percentage Change
Total Assets:				
Credit	¥ 766,072	¥ 577,401	¥ 188,671	32.7 %
Fee Business	75,423	68,472	6,951	10.2
Banking	1,343,687			
Overseas	323,108	224,608	98,500	43.9
Reconciliations	25,919	37,178		
Total assets	¥ 2,534,209	¥ 907,659	¥ 1,626,550	179.2 %
Operating Revenues:				
Credit	¥ 111,729	¥ 101,954	¥ 9,775	9.6 %
Fee Business	26,926	17,000	9,926	58.4
Banking	9,539			
Overseas	62,035	52,490	9,545	18.2
Reconciliations	(4,257)	(1,591)		
Total operating revenues	¥ 205,972	¥ 169,853	¥ 36,119	21.3 %

(*) Effective February 21, 2011, the Group adopted "Accounting Standard for Segment Information Disclosures" (Accounting Standards Board of Japan (ASBJ) Statement No. 17 revised in June 2010) and "Guidance on Accounting Standard for Segment Information Disclosures" (ASBJ Guidance No. 20 issued in March 2008).

* See Note 22 for details of the accounting standard and guidance noted above.

Consolidated Balance Sheet

AEON Financial Service Co., Ltd. (formerly, AEON Credit Service Co., Ltd.) and Subsidiaries
March 31, 2013 and February 20, 2012

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2013	2012	
ASSETS			
Current assets:			
Cash and cash equivalents (Note 14)	¥ 499,475	¥ 19,630	\$ 5,314,128
Call loans (Note 14)	10,000		106,394
Finance receivables-net of allowance for possible credit losses (Notes 4, 5, and 14)	891,556	640,992	9,485,647
Loans and bills discounted in banking business-net of allowance for possible credit losses (Notes 4, 14, and 21)	702,886		7,478,306
Securities in banking business (Notes 3, 5, and 14)	205,081		2,181,945
Deferred tax assets (Note 11)	15,320	19,215	162,994
Prepaid expenses and other current assets	100,333	53,637	1,067,484
Total current assets	2,424,651	733,474	25,796,898
Property and equipment:			
Land	737		7,841
Structures	6,555	3,831	69,737
Vehicles	6,105	5,016	64,952
Equipment	32,531	23,775	346,117
Construction in progress	17		180
Total	45,945	32,622	488,827
Accumulated depreciation	(25,884)	(18,768)	(275,387)
Net property and equipment	20,061	13,854	213,440
Investments and other assets:			
Investment securities (Notes 3, 4, and 14)	15,658	121,212	166,596
Investments in associated companies (Note 14)	207	205	2,201
Software	22,773	16,556	242,291
Deferred tax assets (Note 11)	1,403	4,351	14,922
Guarantee money deposits	3,815	1,897	40,590
Deferred charges	122	127	1,303
Long-term prepaid expenses	5,039	4,857	53,611
Goodwill (Note 19)	28,885	1,546	307,317
Other assets (Notes 6 and 21)	11,595	9,580	123,368
Total investments and other assets	89,497	160,331	952,199
Total	¥ 2,534,209	¥ 907,659	\$ 26,962,537
LIABILITIES AND EQUITY			
Current liabilities:			
Accounts payable (Notes 14 and 21)	¥ 207,650	¥ 149,426	\$ 2,209,278
Deposits in banking business (Note 14)	1,212,051		12,895,533
Short-term borrowings (Notes 5 and 14)	306,739	34,001	3,263,525
Commercial paper (Note 5)	5,443	921	57,909
Current portion of long-term debt (Notes 5 and 14)	131,014	128,352	1,393,914
Accrued expenses	15,924	4,595	169,427
Allowance for point program	8,696	10,860	92,520
Deferred revenue	2,831	792	30,123
Accrued income taxes	3,291	1,831	35,009
Other current liabilities	12,092	24,208	128,647
Total current liabilities	1,905,731	354,986	20,275,885
Long-term liabilities:			
Long-term debt (Notes 5 and 14)	355,860	359,767	3,786,149
Deferred tax liabilities (Note 11)	2,696	273	28,687
Allowance for loss on refund of interest received	3,722	9,251	39,593
Other liabilities (Note 6)	7,328	1,529	77,968
Total long-term liabilities	369,606	370,820	3,932,397
Commitment and contingent liabilities (Notes 13, 15, 16, and 17)			
Equity (Notes 7, 8, and 23)			
Common stock—authorized, 540,000,000 shares; issued, 187,357,208 shares in 2013 and 156,967,008 shares in 2012	15,467	15,467	164,555
Capital surplus	91,275	17,047	971,117
Stock acquisition rights—245 rights in 2013	23	13	241
Retained earnings	125,320	134,582	1,333,336
Treasury stock—at cost, 111,422 shares in 2013 and 113,690 shares in 2012	(143)	(188)	(1,518)
Accumulated other comprehensive income:			
Unrealized gain on available-for-sale securities	2,717	1,183	28,913
Deferred loss on derivatives under hedge accounting	(1,705)	(1,563)	(18,138)
Foreign currency translation adjustments	(1,631)	(7,712)	(17,360)
Total	231,323	158,829	2,461,146
Minority interests	27,549	23,024	293,109
Total equity	258,872	181,853	2,754,255
Total	¥ 2,534,209	¥ 907,659	\$ 26,962,537

See notes to consolidated financial statements.

Consolidated Statement of Income

AEON Financial Service Co., Ltd. (formerly, AEON Credit Service Co., Ltd.) and Subsidiaries
Years Ended March 31, 2013 and February 20, 2012

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2013	2012	2013
Operating revenues (Notes 4 and 21):			
Credit card purchase contracts	¥ 86,988	¥ 70,367	\$ 925,506
Hire purchase contracts	8,418	7,370	89,561
Loan contracts	72,507	64,743	771,432
Interest income in banking business:			
Interest on loans and bills discounted in banking business	3,382		35,987
Interest and dividends on securities in banking business	1,368		14,548
Interest on call loans	1		14
Total interest income in banking business	4,751		50,549
Processing service fees	8,689	7,092	92,454
Other operating revenues	24,619	20,281	261,931
Total operating revenues	205,972	169,853	2,191,433
Operating expenses:			
Financial costs	(13,943)	(14,149)	(148,347)
Interest expenses on deposits in banking business	(712)		(7,571)
Provision for possible credit losses and write-off of bad debts	(23,577)	(26,738)	(250,850)
Other operating expenses (Note 9)	(134,660)	(104,685)	(1,432,708)
Total operating expenses	(172,892)	(145,572)	(1,839,476)
Operating income	33,080	24,281	351,957
Nonoperating revenues (expenses):			
Losses from natural disasters (Note 10)		(6,154)	
Loss resulting from step acquisitions (Note 19)	(1,752)		(18,645)
Management integration expenses	(1,011)		(10,762)
Other nonoperating revenues (expenses), net (Note 10)	175	(220)	1,865
Total nonoperating expenses	(2,588)	(6,374)	(27,542)
Income before income taxes and minority interests	30,492	17,907	324,415
Income taxes (Note 11):			
Current	(5,215)	(3,123)	(55,483)
Deferred	(6,207)	(3,328)	(66,041)
Total income taxes	(11,422)	(6,451)	(121,524)
Net income before minority interests	19,070	11,456	202,891
Minority interests in net income	(5,454)	(2,468)	(58,021)
Net income	¥ 13,616	¥ 8,988	\$ 144,870

PER SHARE OF COMMON STOCK (Note 20):	Yen		U.S. Dollars
	2013	2012	2013
Basic net income	¥ 88.12	¥ 57.30	\$ 0.94
Diluted net income	78.25	57.30	0.83
Cash dividends applicable to the year	50.00	45.00	0.53

See notes to consolidated financial statements.

Consolidated Statement of Comprehensive Income

AEON Financial Service Co., Ltd. (formerly, AEON Credit Service Co., Ltd.) and Subsidiaries
Years Ended March 31, 2013 and February 20, 2012

	Millions of Yen		Thousands of U.S. Dollars (Note 1)
	2013	2012	2013
Net income before minority interests	¥ 19,070	¥ 11,456	\$ 202,891
Other comprehensive income (Note 18):			
Unrealized gain on available-for-sale securities	1,565	52	16,654
Deferred loss on derivatives under hedge accounting	(250)	(1,801)	(2,663)
Foreign currency transaction adjustments	10,499	(2,382)	111,707
Total other comprehensive income	11,814	(4,131)	125,698
Comprehensive income:	¥ 30,884	¥ 7,325	\$ 328,589
Total comprehensive income attributable to:			
Owners of the parent	¥ 21,089	¥ 6,643	\$ 224,374
Minority interests	9,795	682	104,215

See notes to consolidated financial statements.

Consolidated Statement of Changes in Equity

AEON Financial Service Co., Ltd. (formerly, AEON Credit Service Co., Ltd.) and Subsidiaries
Years Ended March 31, 2013 and February 20, 2012

	Millions of Yen											
	Thousands	Accumulated Other Comprehensive Income										
	Outstanding Number of Shares of Common Stock	Common Stock	Capital Surplus	Stock Acquisition Rights	Retained Earnings	Treasury Stock	Unrealized Gain on Available-for-sale Securities	Deferred Loss on Derivatives under Hedge Accounting	Foreign Currency Transaction Adjustments	Total	Minority Interests	Total Equity
Balance, February 21, 2011	156,854	¥ 15,467	¥ 17,047		¥ 132,652	¥ (188)	¥ 1,159	¥ (608)	¥ (6,296)	¥ 159,233	¥ 20,967	¥ 180,200
Net income					8,988					8,988		8,988
Cash dividends, ¥45 per share					(7,058)					(7,058)		(7,058)
Purchase of treasury stock	(1)											
Net change in the year				¥ 13			24	(955)	(1,416)	(2,334)	2,057	(277)
Balance, February 20, 2012	156,853	15,467	17,047	13	134,582	(188)	1,183	(1,563)	(7,712)	158,829	23,024	181,853
Net income					13,616					13,616		13,616
Cash dividends, ¥50 per share					(7,749)					(7,749)		(7,749)
Purchase of treasury stock	(12,270)					(15,001)				(15,001)		(15,001)
Disposal of treasury stock	3				(1)	4				3		3
Retirement of treasury stock					(15,042)	15,042						
Increase by share exchanges	42,660		74,228							74,228		74,228
Change of scope of equity method					(86)					(86)		(86)
Net change in the year				10			1,534	(142)	6,081	7,483	4,525	12,008
Balance, March 31, 2013	187,246	¥ 15,467	¥ 91,275	¥ 23	¥ 125,320	¥ (143)	¥ 2,717	¥ (1,705)	¥ (1,631)	¥ 231,323	¥ 27,549	¥ 258,872

	Thousands of U.S. Dollars (Note 1)											
	Thousands	Accumulated Other Comprehensive Income										
	Outstanding Number of Shares of Common Stock	Common Stock	Capital Surplus	Stock Acquisition Rights	Retained Earnings	Treasury Stock	Unrealized Gain on Available-for-sale Securities	Deferred Loss on Derivatives under Hedge Accounting	Foreign Currency Transaction Adjustments	Total	Minority Interests	Total Equity
Balance, February 20, 2012	156,853	\$ 164,555	\$ 181,369	\$ 133	\$ 1,431,883	\$ (2,002)	\$ 12,588	\$ (16,626)	\$ (82,049)	\$ 1,689,851	\$ 244,958	\$ 1,934,809
Net income					144,870					144,870		144,870
Cash dividends, \$0.53 per share					(82,447)					(82,447)		(82,447)
Purchase of treasury stock	(12,270)					(159,605)				(159,605)		(159,605)
Disposal of treasury stock	3				(10)	42				32		32
Retirement of treasury stock					(160,047)	160,047						
Increase by share exchanges	42,660		789,748							789,748		789,748
Change of scope of equity method					(913)					(913)		(913)
Net change in the year				108			16,325	(1,512)	64,689	79,610	48,151	127,761
Balance, March 31, 2013	187,246	\$ 164,555	\$ 971,117	\$ 241	\$ 1,333,336	\$ (1,518)	\$ 28,913	\$ (18,138)	\$ (17,360)	\$ 2,461,146	\$ 293,109	\$ 2,754,255

See notes to consolidated financial statements.

Consolidated Statement of Cash Flows

AEON Financial Service Co., Ltd. (formerly, AEON Credit Service Co., Ltd.) and Subsidiaries
Years Ended March 31, 2013 and February 20, 2012

	Millions of Yen			Thousands of U.S. Dollars (Note 1)
	2013	2012	2013	
OPERATING ACTIVITIES:				
Income before income taxes and minority interests	¥ 30,492	¥ 17,907	\$ 324,415	
Adjustments for:				
Income taxes—paid	(4,435)	(7,570)	(47,183)	
Income taxes—refund	1,989		21,161	
Depreciation and amortization	9,950	7,996	105,860	
Provision for possible credit losses	20,513	29,405	218,246	
Changes in assets and liabilities:				
Increase in finance receivables	(66,500)	(46,650)	(707,525)	
Increase in loans and bills discounted in banking business	(67,423)		(717,342)	
Decrease in other assets	27,017	27,335	287,453	
Increase in accounts payable	28,504	3,829	303,268	
Increase in deposits in banking business	77,516		824,728	
Decrease in other current liabilities	(15,903)	(1,562)	(169,199)	
Decrease in allowance for loss on refund of interest received	(5,529)	(6,767)	(58,830)	
Other	(8,913)	7,855	(94,830)	
Net cash provided by operating activities	27,278	31,778	290,222	
INVESTING ACTIVITIES:				
Increase in time deposits—net	(3,241)	(427)	(34,478)	
Purchases of securities in banking business	(35,197)		(374,476)	
Proceeds from sale and redemption of securities in banking business	78,918		839,642	
Purchases of property and equipment	(5,525)	(4,119)	(58,778)	
Proceeds from sale of property and equipment	786	309	8,367	
Purchases of software	(8,595)	(7,093)	(91,451)	
Purchases of investment securities	(86)	(60)	(919)	
Cash paid in conjunction with the purchase of consolidated subsidiary (Note 12)	(328)	(1,488)	(3,493)	
Other	(1,906)	(1,053)	(20,283)	
Net cash provided by (used in) investing activities	24,826	(13,931)	264,131	
FINANCING ACTIVITIES:				
Increase in short-term borrowings—net	269,555	2,878	2,867,909	
Increase in commercial paper—net	3,873	516	41,206	
Proceeds from issuance of convertible bonds	29,919		318,322	
Proceeds from issuance of long-term debt	80,384	162,446	855,239	
Repayments of long-term debt	(139,325)	(184,604)	(1,482,336)	
Increase in treasury stock—net	(15,017)		(159,768)	
Proceeds from issuance of subsidiaries' stock to minority shareholders	177		1,880	
Dividends paid to the Company's shareholders	(7,749)	(7,058)	(82,447)	
Dividends paid to minority shareholders	(1,857)	(1,555)	(19,752)	
Net cash provided by (used in) financing activities	219,960	(27,377)	2,340,253	
FOREIGN CURRENCY TRANSLATION ADJUSTMENTS ON CASH AND CASH EQUIVALENTS	2,672	(507)	28,424	
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	274,736	(10,037)	2,923,030	
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	19,630	29,667	208,847	
INCREASE IN CASH AND CASH EQUIVALENTS RESULTING FROM SHARE EXCHANGE (Note 12)	205,109		2,182,251	
CASH AND CASH EQUIVALENTS, END OF YEAR	¥ 499,475	¥ 19,630	\$ 5,314,128	

See notes to consolidated financial statements.

Notes to Consolidated Financial Statements

Years Ended March 31, 2013 and February 20, 2012

1. BASIS OF PRESENTING CONSOLIDATED FINANCIAL STATEMENTS

The accompanying consolidated financial statements have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations and in accordance with accounting principles generally accepted in Japan ("Japanese GAAP"), which are different in certain respects as to the application and disclosure requirements of International Financial Reporting Standards ("IFRS") and accounting principles generally accepted in the United States of America ("U.S. GAAP").

The Company resolved the amendments of its articles of incorporation and changed its fiscal year-end to March 31 at the extraordinary shareholders' meeting held on November 21, 2012. This change was made in light of Article 52-26 of the Banking Act because the Company would change into a bank holding company through the absorption-type company split effective as of April 1, 2013. As a result, the fiscal year ended March 31, 2013 covers a period of 13 months and 11 days from February 21, 2012 through March 31, 2013.

In preparing these consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form which is more familiar to readers outside Japan. In addition, certain reclassifications have been made in the 2012 consolidated financial statements to conform to the classifications used in 2013.

The consolidated financial statements are stated in Japanese yen, the currency of the country in which the Company is incorporated and operates. The translation of Japanese yen amounts into U.S. dollar amounts is included solely for the convenience of readers outside Japan and has been made at the rate of ¥93.99 to \$1, the approximate rate of exchange at March 31, 2013. Such translation should not be construed as a representation that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

(a) Consolidation—The consolidated financial statements as at March 31, 2013 include the accounts of the Company and its 35 (27 in 2012) subsidiaries and two (three in 2012) companies accounted for under the equity method.

Under the control or influence concept, those companies in which the Company, directly or indirectly, is able to exercise control over operations are fully consolidated and those companies over which the Group has the ability to exercise significant influence are accounted for by the equity method.

The difference between the cost of an acquisition and the fair value of the net assets of the acquired subsidiary at the date of acquisition is recorded as goodwill. Goodwill recognized for the Company or its consolidated domestic subsidiaries was amortized over a period not exceeding 20 years (estimated effective period). Insignificant goodwill and negative goodwill were recognized in profit or loss in the period the business combinations occurred.

All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from transactions within the Group have been eliminated.

(b) Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements—In May 2006, the Accounting Standards Board of Japan (the "ASBJ") issued ASBJ Practical Issues Task Force (PITF) No. 18, "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements." PITF No. 18 prescribes that: (i) the accounting policies and procedures applied to a parent company and its subsidiaries for similar transactions and events under similar circumstances should, in principle, be unified for the preparation of the consolidated financial statements; (ii) financial statements prepared by foreign subsidiaries in accordance with either IFRS or U.S. GAAP tentatively may be used for the consolidation process; (iii) however, the following items should be adjusted in the consolidation process so that net income is accounted for in accordance with Japanese GAAP, unless they are not material: 1) amortization of goodwill; 2) scheduled amortization of actuarial gain or loss of pensions that has been directly recorded in equity; 3) expensing capitalized research and development costs; 4) cancellation of fair value model of accounting for property, plant, and equipment and investment properties and incorporation of cost model of accounting; and 5) exclusion of minority interests from net income, if contained. PITF No. 18 was effective for fiscal years beginning on or after April 1, 2008.

(c) Business Combination—In December 2008, the ASBJ issued a revised accounting standard for business combinations, ASBJ Statement No. 21, "Accounting Standard for Business Combinations."

Under the revised standard, the acquirer recognizes a gain on bargain purchase (negative goodwill) in profit or loss immediately on the acquisition date after reassessing and confirming that all of the assets acquired and all of the liabilities assumed have been identified after a review of the procedures used in the purchase price allocation, whereas the previous accounting standard provided for a bargain purchase gain to be systematically amortized over

a period not exceeding 20 years. This standard was applicable to business combinations undertaken on or after April 1, 2010.

As at September 12, 2012, the Company concluded the share exchange agreement with AEON Bank, Ltd., in which the Company became a wholly-owning parent company and AEON Bank, Ltd. became a wholly-owned subsidiary company. The Company executed the share exchange on January 1, 2013, after obtaining approval at the extraordinary shareholders' meeting held on November 21, 2012. As a result, the Company acquired 100% of the issued and outstanding shares of AEON Bank, Ltd. on January 1, 2013 and accounted for it by the purchase method of accounting. The related goodwill is systematically amortized over 20 years (see Note 19).

(d) Cash Equivalents—Cash equivalents are short-term investments that are readily convertible into cash and that are exposed to insignificant risk of changes in value. Cash equivalents of the Company and its consolidated subsidiaries, excluding the domestic subsidiary that operates banking business (hereafter "the domestic banking subsidiary"), include time deposits, certificates of deposit, commercial paper, and bond funds, all of which mature or become due within three months of the date of acquisition. Cash equivalent of the domestic banking subsidiary include due from the Bank of Japan.

(e) Finance Receivables—Finance receivables that the Group has the intent and ability to hold for the foreseeable future or until maturity or payoff are reported at their outstanding unpaid principal balances reduced by any write-off or valuation allowance.

(f) Allowance for Possible Credit Losses—The allowance for possible credit losses is stated at the amount considered to be appropriate based on past credit loss experience and an evaluation of potential losses in receivables.

The allowance for possible credit losses in banking business is determined by the domestic banking subsidiary in accordance with its internal standards for self-assessment of asset quality, write-offs and provisions.

The domestic banking subsidiary classifies its obligors into five categories for self-assessment purposes, namely, "normal," "in need of caution," "possible bankruptcy," "substantial bankruptcy," and "legal bankruptcy." For credits to obligors classified as normal or in need of caution, the allowance for possible credit losses is provided based on the domestic banking subsidiary's reasonably estimated rate of credit losses. For credits to those classified as possible bankruptcy, the allowance for possible credit losses is provided for the amount deemed necessary, deducting the expected amount recoverable through the disposal of collateral or execution of guarantee. For credits to those classified as substantial bankruptcy or legal bankruptcy, the allowance for possible credit losses is provided for the full amounts of such credits, deducting the expected amount recoverable through the disposal of collateral or execution of guarantee.

All claims are assessed initially by the operational departments based on the domestic banking subsidiary's internal standards for self-assessment of asset quality. The Internal Audit Department, which is independent from the operational departments, reviews the results of the self-assessments. The allowance is provided based on the results of the assessment procedures described above.

(g) Property and Equipment (excluding lease assets)—Property and equipment are stated at cost. Depreciation of property and equipment is computed under the straight-line method based on the estimated useful lives of the assets. The range of useful lives is principally from 2 to 15 years.

(h) Securities in Banking Business and Investment Securities—Securities are classified and accounted for, depending on management's intent, as follows: available-for-sale securities are reported at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of equity. Nonmarketable available-for-sale securities are stated at cost determined by the moving-average method. For other-than-temporary declines in fair value, securities are reduced to net realizable value by a charge to income.

(i) Software (excluding lease assets)—Software is carried at cost, less accumulated amortization. Amortization of software of the Group is calculated by the straight-line method over the estimate useful lives within five years.

(j) Bond Issuance Costs—Bond issuance costs as of March 31, 2013, which have been deferred and included in other assets, were ¥122 million (\$1,303 thousand). These costs are amortized by the interest method through the maturity of the bonds.

(k) Allowance for Point Program—The allowance for point program is stated at the amount considered to be appropriate based on the Company's past redemption experience.

(l) Allowance for Loss on Debt Guarantees—The allowance for loss on debt guarantees is stated at the amount considered to be appropriate based on the estimated loss on debt guarantees on loan instruments provided by partner financial institutions for individual customers.

(m) Allowance for Loss on Refund of Interest Received—The allowance for loss on refund of interest received (the amount of interest that exceeds the ceiling rate imposed by the Interest Rate Restriction Law) is provided by the Company and is stated at the amount considered to be appropriate based on the Company's past refund experience. In October 2006, "Application of auditing for provision of allowance for loss for reclaimed refund of interest in the accounting of consumer finance companies" of Industry Audit Practice Committee Report No. 37 by the Japanese Institute of Certified Public Accountants was issued and was adopted at the beginning of the fiscal year ended February 20, 2007.

(n) Retirement Benefit and Pension Plans—The Company and its consolidated domestic subsidiaries have a defined benefit pension plan, advance payment plan, and defined contribution pension plan covering substantially all employees. An overseas subsidiary has a severance payment plan for employees.

The defined benefit plan of the Company and its consolidated domestic subsidiaries was amended on January 15, 2010, and a new cash balance plan was implemented on April 1, 2010. Under the cash balance plan, the pension payment is adjusted for fluctuations in market interest rates. The Company and its consolidated domestic subsidiaries recognized all prior service costs arising from the amendment of the plan.

(o) Stock Options—ASBJ Statement No. 8, "Accounting Standard for Stock Options," and related guidance are applicable to stock options granted on and after May 1, 2006.

This standard requires companies to recognize compensation expense for employee stock options based on the fair value at the date of the grant and over the vesting period as consideration for receiving goods or services.

The standard also requires companies to account for stock options granted to nonemployees based on the fair value of either the stock option or the goods or services received. In the consolidated balance sheet, stock options are presented as stock acquisition rights as a separate component of equity until exercised.

The Company has applied the accounting standard for stock options to those granted on and after May 1, 2006.

(p) Recognition of Operating Revenues—The operations of the Group mainly comprise the following areas and the recognition of operating revenues is different according to each business. See Note 4 for amounts of transactions and realized operating revenues for each business.

(i) Credit card purchase contracts and hire purchase contracts

Installment sales receivables are recognized after the Group has accepted the relevant contracts that participating member stores refer to the Group.

The Group receives fees for collection of the installment sales and the related administrative services from the member stores under credit card purchase contracts and hire purchase contracts for shopping. The fees from the member stores are generally recognized at the time when the Group makes payments for the installment sales receivables to the member stores in advance.

The Group receives fees from customers under credit card purchase contracts and hire purchase contracts. The fees from customers are recognized principally by the effective interest method.

(ii) Loan contracts

The Group provides cash advance and loan services. Loan receivables are recognized when cash is drawn down to customers. The interest income and the customer charge at the start of the contract are recognized principally by the effective interest method.

(q) Leases—In March 2007, the ASBJ issued ASBJ Statement No. 13, "Accounting Standard for Lease Transactions," which revised the previous accounting standard for lease transactions issued in June 1993. The revised accounting standard for lease transactions was effective for fiscal years beginning on or after April 1, 2008.

Under the previous accounting standard, finance lease contracts that were deemed to transfer ownership of the leased property to the lessee were to be capitalized. However, other finance lease contracts were permitted to be accounted for as operating lease transactions if certain "as if capitalized" information was disclosed in the notes to the lessee's financial statements. Under the revised accounting standard, assets used under finance lease arrangements are capitalized and depreciated using the straight-line method with their residual values being zero over their leased periods. Finance lease contracts which commenced before the transition date and do not transfer ownership of the assets to the lessee are accounted for in the same manner as operating lease contracts with disclosure of certain as-if-capitalized amounts. All other leases are accounted for as operating lease contracts.

(r) Income Taxes—The provision for income taxes is computed based on the pretax income included in the consolidated statements of income. The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred taxes are measured by applying currently enacted tax laws to the temporary differences. A valuation allowance is provided for any portion of the deferred tax assets that is not considered to be realizable.

(s) Appropriations of Retained Earnings—Appropriations of retained earnings are reflected in the consolidated financial statements in the following year upon the Board of Directors' resolution or shareholders' approval.

(t) Foreign Currency Transactions—All short-term and long-term monetary receivables and payables denominated in foreign currencies are translated into Japanese yen at the exchange rates at each balance sheet date. The foreign exchange gains and losses from translation are recognized in the consolidated statements of income to the extent that they are not hedged by forward exchange contracts.

(u) Foreign Currency Financial Statements—The balance sheet accounts of the consolidated foreign subsidiaries are translated into Japanese yen at the current exchange rate as of each balance sheet date, except for equity, which is translated at the historical rate. Differences arising from such translation were shown as "Foreign currency translation adjustments" under accumulated other comprehensive income in a separate component of equity. Revenue and expense accounts of consolidated foreign subsidiaries are translated into yen at the average exchange rate.

(v) Derivative Financial Instruments—The Group uses derivative financial instruments to manage its exposures to market fluctuations in foreign currency exchange and interest rates. The Group enters into forward exchange contracts, currency swap contracts, and interest rate swap contracts to reduce its exposures to foreign currency and interest rate risk. The Group does not enter into any derivative contracts for trading or speculative purposes.

Derivative financial instruments and foreign currency transactions are classified and accounted for as follows:

(i) all derivatives are recognized as either assets or liabilities and measured at fair value with gains or losses on derivative transactions recognized in the consolidated statements of income and (ii) for derivatives used for hedging purposes, if the derivatives qualify for hedge accounting because of a high correlation and effectiveness between the hedging instruments and the hedged items, gains or losses on the derivatives are deferred until maturity of the hedged items. Foreign currency-denominated long-term debt for which forward exchange contracts are used as hedging instruments are translated at the forward exchange rate if the derivatives qualify for hedge accounting. Interest rate swaps are utilized to hedge interest rate exposures of long-term debt. In principle, these swaps which qualify for hedge accounting are measured at market value at the consolidated balance sheet date and the unrealized gains or losses, net of applicable taxes, are deferred until maturity as deferred gain/loss on derivatives under hedge accounting under accumulated other comprehensive income in a separate component of equity. Interest rate swaps which qualify for hedge accounting and meet specific matching criteria are not remeasured at market value, but the differential paid or received under the swap agreements is recognized and included in interest expense or income.

(w) Per Share Information—Basic net income per share is computed by dividing net income available to common shareholders by the weighted-average number of common shares outstanding for the period. Diluted net income per share reflects the potential dilution that could occur if outstanding stock acquisition rights were exercised. Diluted net income per share of common stock assumes full exercise of outstanding stock acquisition rights.

Cash dividends per share presented in the accompanying consolidated statements of income are dividends applicable to the respective years, including dividends to be paid after the end of the year.

(x) Accounting Changes and Error Corrections

In December 2009, the ASBJ issued ASBJ Statement No. 24, "Accounting Standard for Accounting Changes and Error Corrections," and ASBJ Guidance No. 24, "Guidance on Accounting Standard for Accounting Changes and Error Corrections." Accounting treatments under this standard and guidance are as follows:

(i) Changes in accounting policies

When a new accounting policy is applied due to a revision of accounting standards, the new policy is applied retrospectively, unless the revised accounting standards include specific transitional provisions. When the revised accounting standards include specific transitional provisions, an entity shall comply with the specific transitional provisions.

(ii) Changes in presentation

When the presentation of financial statements is changed, prior-period financial statements are reclassified in accordance with the new presentation.

(iii) Changes in accounting estimates

A change in an accounting estimate is accounted for in the period of the change if the change affects that period only and is accounted for prospectively if the change affects both the period of the change and future periods.

(iv) Correction of prior-period errors

When an error in prior-period financial statements is discovered, those statements are restated.

**(y) New Accounting Pronouncements
Retirement Benefits**

On May 17, 2012, the ASBJ issued ASBJ Statement No. 26, "Accounting Standard for Retirement Benefits," and ASBJ Guidance No. 25, "Guidance on Accounting Standard for Retirement Benefits," which replaced the

Accounting Standard for Retirement Benefits that had been issued by the Business Accounting Council in 1998 with an effective date of April 1, 2000 and the other related practical guidance, being followed by partial amendments from time to time through 2009.

Major changes are as follows:

(i) Treatment in the balance sheet

Under the current requirements, actuarial gains and losses and past service costs that are yet to be recognized in profit or loss are not recognized in the balance sheet, and the difference between retirement benefit obligations and plan assets (hereinafter, "deficit or surplus"), adjusted by such unrecognized amounts, is recognized as a liability or asset.

Under the revised accounting standard, actuarial gains and losses and past service costs that are yet to be recognized in profit or loss shall be recognized within equity (accumulated other comprehensive income), after adjusting for tax effects, and any resulting deficit or surplus shall be recognized as a liability (liability for retirement benefits) or asset (asset for retirement benefits).

(ii) Treatment in the statement of income and the statement of comprehensive income

The revised accounting standard does not change how to recognize actuarial gains and losses and past service costs in profit or loss. Those amounts would be recognized in profit or loss over a certain period no longer than the expected average remaining working lives of the employees. However, actuarial gains and losses and past service costs that arose in the current period and have not yet been recognized in profit or loss shall be included in other comprehensive income and actuarial gains and losses and past service costs that were recognized in other comprehensive income in prior periods and then recognized in profit or loss in the current period shall be treated as reclassification adjustments.

(iii) Amendments relating to the method of attributing expected benefit to periods and relating to the discount rate and expected future salary increases

The revised accounting standard also made certain amendments relating to the method of attributing expected benefit to periods and relating to the discount rate and expected future salary increases.

This accounting standard and the guidance for (i) and (ii) above are effective for the end of annual periods beginning on or after April 1, 2013, and for (iii) above are effective for the beginning of annual periods beginning on or after April 1, 2014, or for the beginning of annual periods beginning on or after April 1, 2015, subject to certain disclosure in March 2015, both with earlier application being permitted from the beginning of annual periods beginning on or after April 1, 2013. However, no retrospective application of this accounting standard to consolidated financial statements in prior periods is required.

The Company expects to apply the revised accounting standard for (i) and (ii) above from the end of the annual period beginning on April 1, 2013, and for (iii) above from the beginning of the annual period beginning on April 1, 2014, and is in the process of measuring the effects of applying the revised accounting standard in future applicable periods.

3. SECURITIES IN BANKING BUSINESS AND INVESTMENT SECURITIES

Securities in banking business and investment securities as at March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Marketable equity securities	¥ 5,689	¥ 4,483	\$ 60,523
Marketable debt securities:			
Government bonds	21,498		228,725
Corporate bonds	54,334		578,087
Total marketable debt securities	75,832		806,812
Other securities (Note 4)	139,218	116,729	1,481,206
Total	¥ 220,739	¥ 121,212	\$ 2,348,541

The carrying amounts and aggregate fair values of securities in banking business and investment securities as at March 31, 2013 and February 20, 2012 were as follows:

	Millions of Yen			
	Cost	Unrealized Gains	Unrealized Losses	Fair Value
March 31, 2013				
Securities classified as:				
Available-for-sale:				
Equity securities	¥ 2,615	¥ 3,086	¥ (12)	¥ 5,689
Debt securities	75,036	796		75,832
February 20, 2012				
Securities classified as:				
Available-for-sale:				
Equity securities	¥ 2,591	¥ 2,139	¥ (247)	¥ 4,483
	Thousands of U.S. Dollars			
	Cost	Unrealized Gains	Unrealized Losses	Fair Value
March 31, 2013				
Securities classified as:				
Available-for-sale:				
Equity securities	\$ 27,826	\$ 32,830	\$ (133)	\$ 60,523
Debt securities	798,346	8,466		806,812

Available-for-sale securities whose fair values are deemed to be difficult to determine as at March 31, 2013 and February 20, 2012 are disclosed in Note 14.

Loss on revaluation of investment securities for the year ended February 20, 2012 was ¥85 million (see Note 10).

4. FINANCE RECEIVABLES, LOANS AND BILLS DISCOUNTED IN BANKING BUSINESS AND OPERATING REVENUES

Finance receivables as at March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Installment sales receivables:			
Credit card purchase contracts	¥ 455,713	¥ 395,628	\$ 4,848,530
Hire purchase contracts	51,602	32,006	549,012
Subtotal	¥ 507,315	¥ 427,634	\$ 5,397,542
Operating loan receivables	421,196	255,705	4,481,286
Allowance for possible credit losses	(36,955)	(42,347)	(393,181)
Total	¥ 891,556	¥ 640,992	\$ 9,485,647

Loans and bills discounted in banking business as at March 31, 2013 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2013	2013
Loans and bills discounted in banking business	¥ 706,845	\$ 7,520,432	
Allowance for possible credit losses	(3,959)	(42,126)	
Total	¥ 702,886	\$ 7,478,306	

For the years ended March 31, 2013 and February 20, 2012, the Group securitized finance receivables and subsequently transferred the cash flow interests in those assets to unconsolidated special purpose entities.

The total amount of securitized receivables during the years ended March 31, 2013 and February 20, 2012 were ¥195,402 million (\$2,078,969 thousand) and ¥131,879 million, respectively.

Some of the interests in the securitized financial assets are retained in the form of seller or subordinated tranches (“remaining interests”), which are included in investment securities.

The remaining interests included in investment securities as at March 31, 2013 and February 20, 2012 were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Investment securities	¥ 9,113	¥ 105,980	\$ 96,967

Transaction volume and realized operating revenue by type of contract for the years ended March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen				Thousands of U.S. Dollars	
	2013		2012		2013	
	Transaction Volume	Operating Revenue	Transaction Volume	Operating Revenue	Transaction Volume	Operating Revenue
Credit card purchase contracts	¥ 3,561,595	¥ 86,988	¥ 2,855,592	¥ 70,367	\$ 37,893,339	\$ 925,506
Hire purchase contracts	41,118	8,418	26,619	7,370	437,477	89,561
Loan contracts	406,743	72,507	327,086	64,743	4,327,515	771,432
Processing services	190,012	8,689	127,603	7,092	2,021,620	92,454
Other	49,428	29,370	26,909	20,281	525,881	312,480
Total	¥ 4,248,896	¥ 205,972	¥ 3,363,809	¥ 169,853	\$ 45,205,832	\$ 2,191,433

5. SHORT-TERM BORROWINGS, COMMERCIAL PAPER, AND LONG-TERM DEBT

Short-term borrowings and commercial paper as at March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Bank loans, 0.22% to 7.20% (2013) and 0.47% to 16.00% (2012)	¥ 306,739	¥ 34,001	\$ 3,263,525
Commercial paper at 3.42% (2013) and 3.35% (2012)	5,443	921	57,909
Total	¥ 312,182	¥ 34,922	\$ 3,321,434

Long-term debt as at March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Issued by the Company:			
Unsecured 1.08% Japanese yen notes due May 2012		¥ 20,000	
Unsecured 1.55% Japanese yen notes due February 2013			10,000
Unsecured 1.79% Japanese yen notes due February 2014	¥ 20,000	20,000	\$ 212,789
Unsecured 1.78% Japanese yen notes due July 2012		20,000	
Unsecured 1.02% Japanese yen notes due April 2015	20,000	20,000	212,789
¥15,000,000,000 Zero Coupon Convertible Bonds due 2016	15,000		159,591
¥15,000,000,000 Zero Coupon Convertible Bonds due 2017	15,000		159,591
Issued by AEON Thana Sinsap (Thailand) Plc.:			
Unsecured 5.20% Thai baht notes due August 2012		2,574	
Unsecured 3.28% Thai baht notes due July 2015	1,861	1,569	19,801
Unsecured 4.06% Thai baht notes due July 2016	1,390	1,172	14,789
Unsecured 3.85% Thai baht notes due December 2016	1,841	1,551	19,585
Unsecured 4.44% Thai baht notes due August 2017	2,733		29,075
Unsecured 4.77% Thai baht notes due September 2017	1,868		19,874
Issued by AEON Credit Service (M) Berhad:			
Medium Term Note 4.18% ^(*) Malaysia Ringgit due January 2013		791	
Medium Term Note 4.15% ^(*) Malaysia Ringgit due May 2013	606	527	6,446
Medium Term Note 3.85% ^(*) Malaysia Ringgit due May 2012		1,055	
Medium Term Note 4.00% ^(*) Malaysia Ringgit due October 2013	1,514	1,319	16,113
Medium Term Note 4.05% ^(*) Malaysia Ringgit due July 2013	908	791	9,668
Medium Term Note 4.05% ^(*) Malaysia Ringgit due September 2013	909	791	9,668
Medium Term Note 3.85% ^(*) Malaysia Ringgit due November 2013	1,212	1,055	12,891
Medium Term Note 3.80% ^(*) Malaysia Ringgit due January 2014	303	264	3,223
Medium Term Note 3.85% ^(*) Malaysia Ringgit due January 2014	757	660	8,057
Medium Term Note 3.90% ^(*) Malaysia Ringgit due July 2013	454	396	4,834
Medium Term Note 3.95% ^(*) Malaysia Ringgit due April 2017	1,514		16,113
Medium Term Note 3.95% ^(*) Malaysia Ringgit due April 2017	1,212		12,891
Medium Term Note 3.95% ^(*) Malaysia Ringgit due May 2017	1,666		17,725
Medium Term Note 3.95% ^(*) Malaysia Ringgit due July 2017	1,666		17,725
Long-term loans from banks and other financial entities due through 2019 with interest rates ranging from 0.49% to 12.30% (2013) and from 0.61% to 6.61% (2012):			
Collateralized	17,813	15,234	189,519
Unsecured	370,834	362,650	3,945,463
Lease obligations	5,813	5,720	61,843
Total	¥ 486,874	¥ 488,119	\$ 5,180,063
Less current portion	(131,014)	(128,352)	(1,393,914)
Long term debt, less current portion	¥ 355,860	¥ 359,767	\$ 3,786,149

(*) Profit return rate

The following is a summary of the terms for conversion and redemption of the convertible bonds with stock acquisition rights:

	Conversion price ^(*)	Number of shares of common stock (thousands) ^(*)	Exercise Period
¥15,000,000,000 Zero Coupon Convertible Bonds due 2016	¥ 1,441.0	10,409	From April 6, 2012 to March 8, 2016
¥15,000,000,000 Zero Coupon Convertible Bonds due 2017	1,405.0	10,676	From April 6, 2012 to March 9, 2017

(*) The conversion price is subject to adjustment for certain subsequent events such as the issue of common stock at less than market value and stock splits.

(*) Numbers of shares of common stock are calculated on the assumption that all convertible bonds with stock acquisition rights are converted as of March 31, 2013.

The annual maturities of long-term debt as at March 31, 2013 were as follows:

Years ended March 31	Thousands of	
	Millions of Yen	U.S. Dollars
2014	¥ 131,014	\$ 1,393,914
2015	91,846	977,187
2016	117,113	1,246,019
2017	92,296	981,976
2018	43,380	461,542
2019 and thereafter	11,225	119,425
Total	¥ 486,874	\$ 5,180,063

The carrying amounts of assets pledged as collateral for long-term debt at March 31, 2013 was as follows:

	Thousands of	
	Millions of Yen	U.S. Dollars
Installment sales receivables	¥ 15,682	\$ 166,847
Operating loan receivables	11,302	120,252
Total	¥ 26,984	\$ 287,099

In addition, securities in banking business amounting to ¥21,498 million (\$228,725 thousand) as at March 31, 2013 have been pledged as collateral for exchange settlement and other transactions conducted by the domestic banking subsidiary.

6. RETIREMENT BENEFIT AND PENSION PLANS

The Company and its consolidated domestic subsidiaries sponsor a defined benefit pension plan, advance payment plan, and defined contribution pension plan for their employees. An overseas subsidiary has a severance payment plan for employees.

The net retirement benefit liability which was booked under other assets and/or other liabilities as at March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen		Thousands of
	2013	2012	U.S. Dollars
Projected benefit obligation	¥ 1,740	¥ 1,341	\$ 18,516
Fair value of plan assets	(987)	(730)	(10,506)
Unrecognized actuarial loss	(378)	(343)	(4,025)
Net retirement benefit liability	¥ 375	¥ 268	\$ 3,985
Asset	(45)	(11)	(480)
Liability	¥ 420	¥ 279	\$ 4,465

The components of net periodic benefit costs for the years ended March 31, 2013 and February 20, 2012 were as follows:

	Millions of Yen		Thousands of
	2013	2012	U.S. Dollars
Service cost	¥ 197	¥ 66	\$ 2,101
Interest cost	28	23	292
Expected return on plan assets	(11)	(8)	(119)
Recognized actuarial loss	95	72	1,014
Other	165	130	1,760
Total	¥ 474	¥ 283	\$ 5,048

Assumptions used for the years ended March 31, 2013 and February 20, 2012 were set forth as follows:

	2013	2012
Discount rate	1.9%	1.9%
Expected rate of return on plan assets	1.33%	1.21%
Recognition period of actuarial gain/loss	10 years	10 years

7. EQUITY

Japanese companies are subject to the Companies Act of Japan (the "Companies Act"). The significant provisions in the Companies Act that affect financial and accounting matters are summarized below:

(a) Dividends

Under the Companies Act, companies can pay dividends at any time during the fiscal year in addition to the year-end dividend upon resolution at the shareholders' meeting. For companies that meet certain criteria, such as: (i) having a Board of Directors, (ii) having independent auditors, (iii) having an Audit & Supervisory Board, and (iv) the term of service of the directors is prescribed as one year rather than two years of normal term by its articles of incorporation, the Board of Directors may declare dividends (except for dividends in kind) at any time during the fiscal year if the company has prescribed so in its articles of incorporation.

The Board of Directors of the Company can declare dividends without resolution at the shareholders' meeting since the Company is organized as a company with board committees and meet the above criteria. The Companies Act permits companies to distribute dividends in kind (noncash assets) to shareholders subject to certain limitations and additional requirements.

Semiannual interim dividends may also be paid once a year upon resolution by the Board of Directors if the articles of incorporation of the Company so stipulate. The Companies Act provides certain limitations on the amounts available for dividends or the purchase of treasury stock. The limitation is defined as the amount available for distribution to the shareholders, but the amount of net assets after dividends must be maintained at no less than ¥3 million.

(b) Increases/decreases and transfer of common stock, reserve and surplus

The Companies Act requires that an amount equal to 10% of dividends must be appropriated as a legal reserve (a component of retained earnings) or as additional paid-in capital (a component of capital surplus) depending on the equity account charged upon the payment of such dividends until the total of the aggregate amount of the legal reserve and additional paid-in capital equals 25% of the amount of common stock. Under the Companies Act, the total amount of additional paid-in capital and legal reserve may be reversed without limitation of such threshold. The Companies Act also provides that common stock, legal reserve, additional paid-in capital, other capital surplus, and retained earnings can be transferred among the accounts under certain conditions upon resolution of the shareholders.

(c) Treasury stock and treasury stock acquisition rights

The Companies Act also provides for companies to purchase treasury stock and dispose of such treasury stock by resolution of the Board of Directors. The amount of treasury stock purchased cannot exceed the amount available for distribution to the shareholders, which is determined by specific formula. Under the Companies Act, stock acquisition rights, which were previously presented as a liability, are now presented as a separate component of equity. The Companies Act also provides that companies can purchase both treasury stock acquisition rights and treasury stock. Such treasury stock acquisition rights are presented as a separate component of equity or deducted directly from stock acquisition rights.

(d) Significant change in equity

The share exchange was implemented between the Company and AEON Bank, Ltd. on January 1, 2013 resulting in the Company owning all shares of AEON Bank, Ltd. The Company issued and granted 42,660,000 shares of common stock at an issue price per share of ¥1,740 in exchange for the shares of AEON Bank, Ltd. As a result, the Company's additional paid-in capital increased by ¥74,228 million (\$789,748 thousand).

8. STOCK-BASED COMPENSATION

The stock options outstanding as at March 31, 2013 are as follows:

Stock Option	Persons Granted	Number of Options Granted	Date of Grant	Exercise Price	Exercise Period
2012 Stock Option	12 directors	15,500 shares	April 21, 2011	¥ 1 \$ 0.01	From May 21, 2011 through May 20, 2026
2013 Stock Option	6 directors	12,100 shares	April 21, 2012	¥ 1 \$ 0.01	From May 21, 2012 through May 20, 2027

The summary of stock option activity is as follows:

	2013 Stock Option	2012 Stock Option
Nonvested (Shares)		
Outstanding at beginning of year		
Granted	12,100	
Expired		
Vested	12,100	
Outstanding at end of year		
Vested (Shares)		
Outstanding at beginning of year		15,500
Vested	12,100	
Exercised	1,600	1,500
Expired		
Outstanding at end of year	10,500	14,000
Exercise price	¥ 1 \$ 0.01	¥ 1 \$ 0.01
Average stock price at exercise	¥ 2,439 \$ 25.95	¥ 2,439 \$ 25.95
Fair value price at grant date	¥ 1,081 \$ 11.50	¥ 809 \$ 8.61

The assumptions used to measure fair value of stock options vested during fiscal year 2013 were as follows:

	2013 Stock Option
Measurement method	Black-Scholes option-pricing model
Risk-free interest rate	1.08%
Expected life of option grants	7.5 years
Expected volatility of underlying stock	60.96%
Estimated dividend	¥45 per share

9. OTHER OPERATING EXPENSES

Other operating expenses for the years ended March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Human resources	¥ 32,583	¥ 23,280	\$ 346,664
Sales promotion expenses	24,650	19,209	262,267
Correspondence and transportation expenses	13,337	11,430	141,893
Commission fee	14,770	11,426	157,147
Other	49,320	39,340	524,737
Total	¥ 134,660	¥ 104,685	\$ 1,432,708

10. NONOPERATING REVENUES (EXPENSES)

Other nonoperating revenues (expenses) for the years ended March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Amortization of negative goodwill		¥ 100	
Loss on revaluation of investment securities		(85)	
Share of profit (loss) of associates	¥ 117	(157)	\$ 1,251
Other	58	(78)	614
Total	¥ 175	¥ (220)	\$ 1,865

Losses from natural disasters

The Group recorded ¥3,140 million of losses caused by the March 11 Earthquake for the year ended February 20, 2012, consisting of ¥2,953 million for estimated uncollectable amounts of finance receivables and ¥187 million of other items. In addition, the Group recorded losses of ¥3,014 million for estimated uncollectable amounts of finance receivables from the flooding in Thailand for the year ended February 20, 2012.

11. INCOME TAXES

The Company and its domestic subsidiaries are subject to Japanese national and local income taxes, which, in the aggregate, resulted in a normal effective statutory tax rate of approximately 37.7% for the year ended March 31, 2013, and 40.4% for the year ended February 20, 2012. The tax effects of significant temporary differences and tax loss carryforwards, which resulted in deferred tax assets and liabilities as at March 31, 2013 and February 20, 2012, were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Deferred tax assets:			
Allowance for possible credit losses	¥ 8,022	¥ 10,342	\$ 85,349
Finance receivables	243	501	2,585
Allowance for point program	3,402	4,332	36,192
Allowance for loss on refund of interest received	1,403	3,701	14,927
Accrued income	847	911	9,016
Property and equipment	173	374	1,841
Intangible assets	107	324	1,141
Tax loss carryforwards	15,277	2,226	162,538
Unrealized loss on acquisition of subsidiaries	4,032		42,901
Other	4,740	1,816	50,425
Less valuation allowance	(16,932)	(129)	(180,149)
Offset with deferred tax liabilities	(4,591)	(832)	(48,850)
Total deferred tax assets	¥ 16,723	¥ 23,566	\$ 177,916
Deferred tax liabilities:			
Enterprise taxes receivable		¥ 141	
Depreciation in consolidated foreign subsidiaries	¥ 417	273	\$ 4,441
Unrealized gain on available-for-sale securities	2,082	556	22,150
Unrealized gain on acquisition of subsidiaries	4,497		47,850
Other	291	135	3,095
Offset with deferred tax assets	(4,591)	(832)	(48,849)
Total deferred tax liabilities	¥ 2,696	¥ 273	\$ 28,687
Net deferred tax assets	¥ 14,027	¥ 23,293	\$ 149,229

Reconciliations between the normal effective statutory tax rates and the actual effective tax rates reflected in the accompanying consolidated statements of income for the years ended March 31, 2013 and February 20, 2012 were as follows:

	2013	2012
Normal effective statutory tax rate	37.7%	40.4%
Earnings not taxable and expenses not deductible for income tax purposes—net	(2.6)	(3.4)
Per capita portion of inhabitants tax	0.6	0.5
Lower income tax rates applicable to income in certain foreign countries	(7.3)	(9.0)
Influence of elimination in consolidation	7.6	5.8
Influence of changes in the statutory tax rates	4.3	3.4
Other—net	(2.8)	(1.7)
Actual effective tax rate	37.5%	36.0%

12. SUPPLEMENTAL CASH FLOW INFORMATION

Purchases of newly consolidated subsidiaries

For the year ended March 31, 2013, the Company executed the share exchange with AEON Bank, Ltd., in which the Company became the wholly-owning parent company and AEON Bank, Ltd. became the wholly-owned subsidiary company. Assets and liabilities of AEON Bank, Ltd. and one other company that were newly consolidated at the time of the share exchange were as follows:

	Millions of Yen	Thousands of U.S. Dollars
Current assets	¥ 1,221,266	\$ 12,993,580
Noncurrent assets	15,794	168,038
Total assets acquired	¥ 1,237,060	\$ 13,161,618
Current liabilities	¥ (1,182,169)	\$ (12,577,601)
Long-term liabilities	(3,019)	(32,125)
Total liabilities assumed	¥ (1,185,188)	\$ (12,609,726)

The cash and cash equivalents of ¥205,109 million (\$2,182,251 thousand) at the time of the share exchange are included in the current assets and recognized in “Increase in cash and cash equivalents resulting from share exchange.”

For the year ended February 20, 2012, Toshiba Housing Loan Service Corporation was included in the Group because of the purchase of the stock. Assets and liabilities of the subsidiary at the time of purchase, cash paid by purchasing the stock, and cash paid in conjunction with the purchase of consolidated subsidiary were as follows:

	Millions of Yen
Assets	¥ 38,186
Goodwill	1,539
Liabilities	(32,005)
Minority interests	(3,028)
Cash paid by purchasing the stock	4,692
Cash and cash equivalents of consolidated subsidiary	(3,204)
Cash paid in conjunction with the purchase of consolidated subsidiary	¥ 1,488

13. LEASES

The Group leases equipment, software, and other assets.

Total rental expenses for the years ended March 31, 2013 and February 20, 2012 were ¥7,804 million (\$83,028 thousand) and ¥6,039 million, respectively, including ¥187 million (\$1,988 thousand) and ¥209 million of lease payments under finance leases.

Pro forma information for the years ended March 31, 2013 and February 20, 2012

As discussed in Note 2.q., the Group accounts for finance lease contracts which existed at the transition date and which did not transfer ownership to the lessee as operating lease transactions. Pro forma information of such finance lease contracts on an “as if capitalized” basis for the years ended March 31, 2013 and February 20, 2012 were as follows:

(a) Acquisition cost and accumulated depreciation of finance leases

	Millions of Yen			
	2013			
	Equipment	Furniture and Fixtures	Software	Total
Acquisition cost	¥ 47	¥ 688	¥ 52	¥ 787
Accumulated depreciation	(43)	(589)	(44)	(676)
Net leased property	¥ 4	¥ 99	¥ 8	¥ 111

	Millions of Yen			
	2012			
	Equipment	Furniture and Fixtures	Software	Total
Acquisition cost	¥ 98	¥ 695	¥ 57	¥ 850
Accumulated depreciation	(75)	(465)	(39)	(579)
Net leased property	¥ 23	¥ 230	¥ 18	¥ 271

	Thousands of U.S. Dollars			
	2013			
	Equipment	Furniture and Fixtures	Software	Total
Acquisition cost	\$ 504	\$ 7,319	\$ 552	\$ 8,375
Accumulated depreciation	(465)	(6,262)	(466)	(7,193)
Net leased property	\$ 39	\$ 1,057	\$ 86	\$ 1,182

(b) Obligations under finance leases

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
	Due within one year	¥ 133	¥ 157
Due after one year		146	
Total	¥ 133	¥ 303	\$ 1,414

(c) Depreciation expense and interest expense under finance leases

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
	Depreciation expense	¥ 159	¥ 165
Interest expense	6	9	60
Total	¥ 165	¥ 174	\$ 1,758

Depreciation expense and interest expense, which are not reflected in the accompanying consolidated statements of income, are computed by the straight-line method and the interest method, respectively.

The minimum rental commitments under noncancelable operating leases as at March 31, 2013 were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Due within one year	¥ 1,386		\$ 14,743
Due after one year	1,597		16,999
Total	¥ 2,983		\$ 31,742

14. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

In March 2008, the ASBJ revised ASBJ Statement No. 10, “Accounting Standard for Financial Instruments,” and issued ASBJ Guidance No. 19, “Guidance on Accounting Standard for Financial Instruments and Related Disclosures.” This accounting standard and the guidance are applicable to financial instruments and related disclosures at the end of the fiscal years ended on or after March 31, 2010. The Group applied the revised accounting standard and the new guidance effective February 20, 2011.

(a) Conditions of financial instruments

(i) Group policy for financial instruments

The Group (except for the domestic banking subsidiary) engages in the financial service business, which includes credit card services, loans, hire purchase, and other financial services. In order to conduct this business, the Group finances its operations through bank borrowings, issuance of corporate bonds and commercial paper, and securitization of financial assets. Several consolidated subsidiaries are overseas subsidiaries which operate within foreign currency-denominated economies.

Because the Group's financial assets and liabilities are exposed to market risk, such as volatilities in interest rates and foreign currency exchange rates, the Group enters into derivative financial instruments to mitigate the risk. The Group does not enter into or trade derivative financial instruments for speculative purposes.

The domestic banking subsidiary operates ATM business developed mainly through affiliated merchants of AEON and MaxValu across Japan, loan business developed through in-store branches of these merchants and financial service business providing investment products. To conduct these businesses, the domestic banking subsidiary raises funds primarily through deposits from customers, taking into account market conditions and the balance between short and long term funding requirements. As to fund management, the domestic banking subsidiary invests mainly in loans to individual customers, as well as in financing to corporations, call loans and securities comprised primarily of bonds. Accordingly, the domestic banking subsidiary holds financial assets and liabilities which are sensitive to fluctuations in interest rates. To manage the interest rate risks, the domestic banking subsidiary utilizes asset and liability management.

(ii) Nature and extent of risks arising from financial instruments

The Group's major financial assets are finance receivables which are exposed to credit risk of customer defaults.

Investment securities consist of equity securities and trust beneficiary rights. Equity securities are held for maintaining business with other companies and are exposed to market risk and credit risk. Trust beneficiary rights are held under the securitization programs of the Company and their dividends are derived from and collateralized by a pool of underlying assets, finance receivables. Therefore, trust beneficiary rights are exposed to credit risk.

The Group is exposed to risks relating to interest-bearing debt, such as borrowings, corporate bonds, and commercial paper whereby the Group may be unable to execute payments of such liabilities on the payment dates in cases, for example, where the Group is unable to use the market under certain environments, such as greater than expected fluctuations in financial conditions or a downgrade in the Group's credit rating. Several long-term debts are variable interest rate instruments and foreign currency-denominated instruments which are exposed to market risk, such as changes in interest rates and foreign currency exchange rates. The Group enters into a variety of derivative financial instruments to manage its exposure to such market risk.

Derivative financial instruments have market risk and credit risk. Market risk is comprised of interest rate risk and foreign currency risk. The Group enters into derivative financial instruments to minimize the market risk to which long-term debts are exposed. Credit risk on derivative financial instruments reflects the possibility that a counterparty will fail to honor the contracts and default on the required payment.

The main financial assets held by the domestic banking subsidiary are loans to individual customers. These assets are exposed to credit risk arising from defaults by the customers. In addition, securities comprised primarily of bonds are exposed to risk of changes in interest rates and market risk arising from fluctuations in market prices. The main financing source of the domestic banking subsidiary is deposits from customers which are exposed to liquidity risk arising from deterioration in the financial position of the domestic banking subsidiary that makes it difficult to meet its obligations on the due date.

(iii) Risk management for financial instruments

• Credit risk management

The Group's credit risk is primarily attributable to their finance receivables. In order to minimize the credit risk, the Group companies have established credit risk control policies and systems. Management of the Group companies control the credit risk with appropriate credit limits and credit approvals in order to prevent over-lending to individual customers and to continuously improve the credit quality of their finance receivables. In addition, credit risk management divisions and credit assessment divisions monitor and analyze the credit quality to supervise prolonged overdue debts. The credit risk monitoring and controlling systems and processes are audited by an internal auditor.

For securities with active market quotations, management of the Group companies continuously monitor the market values. For securities with no active market quotations, management of the Group companies monitor the financial positions of the issuers on a regular basis.

Though derivative financial instruments are exposed to credit risk, the credit risk is limited because the counterparties are financial institutions with high credit-ratings and are well diversified.

The domestic banking subsidiary manages credit risks of individual borrowers by performing rigid credit risk assessments and management of debtors in accordance with credit risk management regulations. The Risk Management Department regularly performs these credit risk assessments through self-assessments of new and existing loans to individual borrowers to evaluate the creditworthiness of individual borrowers at all times. In addition, the Risk Management Department measures Value at Risk (which estimates the potential losses arising from financial instruments held in a certain period with a given probability based on historical data, hereafter, "VaR") to quantify risks on a daily basis and regularly reports to the Risk Management Committee and Board of

Directors.

• Market risk management (foreign exchange risk and interest rate risk)

The Group enters into derivative financial instruments to manage its exposure to financial risk of changes in interest rates and foreign currency exchange rates of long-term debt. Upon entering derivative contracts, the notional amounts, maturities and expirations, and timings are determined according to internal rules. The transactions are executed and controlled by the Finance Department. The current positions of derivative financial instruments are periodically reported to management of the Group companies.

The domestic banking subsidiary manages market risk by a system of mutual checks and balances through assigning the functions of market front office, middle office and back office to different departments that are independent from one another. In addition, the domestic banking subsidiary generally performs quantitative market risk analysis for all financial instruments held and manages the level of market risk by mainly using VaR. Specifically, the domestic banking subsidiary controls market risk so that VaR does not exceed risk limits (allocated capital amount) resolved by the Board of Directors. Under the risk management system described above, the domestic banking subsidiary performs the following market risk managements.

(1) Interest rate risk management

The basic policy is to manage interest rate risk across all of the banking operation related accounts, so that the overall earning capacity of the domestic banking subsidiary is improved and customer needs for various financial services are met. The Risk Management Department measures and manages VaR and Basis Point Value (which denotes the change in value of a financial instrument resulting from, for example, a 10 basis point (0.1 percentage) change in the interest rate) in order to quantify interest rate risk within the banking operation related accounts on a daily basis. In addition, the Risk Management Department performs stress tests and regularly reports to the Risk Management Committee and Board of Directors.

(2) Security price risk management

The domestic banking subsidiary manages the risk of holding securities in accordance with the basic policy of risk management; "Implementing market risk management based on the business strategy, characteristics of business operations, and size of business." The domestic banking subsidiary measures the security price risk using VaR and monitors the results of VaR and stress tests against the risk limits to ensure both soundness and profitability. In addition, the domestic banking subsidiary regularly reports the monitoring results of the securities issuers' performance to the Risk Management Committee and Board of Directors because changes in creditworthiness of the securities issuers affect the price of the securities.

(3) Quantitative information on market risk

For interest rate risk, the domestic banking subsidiary measured VaR using the variance co-variance model (holding period: 240 days, historical observation period: 1 year, and confidence interval: 99%). The amount of VaR as at March 31, 2013 was ¥5,060 million (\$53,833 thousand). For security price risk other than interest rate risk, the domestic banking subsidiary measured VaR using the Monte-Carlo simulation (holding period: 3 months, historical observation period: 5 years, and confidence interval: 99%). The amount of VaR as at March 31, 2013 was ¥6,285 million (\$66,867 thousand). However, it should be noted that these figures are statistical figures based on changes in the historical market prices and represent quantities of market risks with a given probability. Accordingly, these figures may not cover the risk of drastic changes in market conditions beyond normal expectations.

• Liquidity risk management

The Group manages liquidity risk by maintaining adequate reserves and banking facilities by continuously monitoring forecasted and actual cash flows and maintaining a conservative level of long-term funding to finance its short-term financial assets.

For liquidity risk management, the domestic banking subsidiary sets asset reserve ratios and funding gap limits, and its Risk Management Department monitors the results on a daily basis and periodically reports to the Risk Management Committee and Board of Directors. In managing assets, the domestic banking subsidiary focuses on maintaining liquidity considering efficient use of funds.

(iv) Supplementary information on fair value of financial instruments

The fair values of financial instruments are measured based on quoted market prices, if available, or a reasonably assessed value if a quoted market price is not available. In the case of the latter, certain assumptions and variable preconditions are adopted. Accordingly, if different assumptions and preconditions are adopted, the calculated amount of the fair value may also be different.

See Note 15 for the details regarding fair value for derivatives.

(b) Fair value of financial instruments

The following presents the carrying amount of financial instruments in the consolidated balance sheet, the fair value, and the difference between the two as at March 31, 2013 and February 20, 2012. Financial instruments whose fair values are deemed to be difficult to determine are not included in the fair value disclosure. In addition, embedded derivatives contained in hybrid instruments that are not required to be separated from host instruments are included in the host instruments.

Millions of Yen			
2013			
	Carrying amount	Fair value	Difference
(1) Cash and cash equivalents	¥ 499,475	¥ 499,475	
(2) Call loans	10,000	10,000	
(3) Finance receivables—net of allowance for possible credit losses	891,556	916,732	¥ 25,176
(4) Loans and bills discounted in banking business—net of allowance for possible credit losses	702,886	705,177	2,291
(5) Securities in banking business	205,081	205,081	
(6) Investment securities	5,689	5,689	
Total	¥ 2,314,687	¥ 2,342,154	¥ 27,467
(7) Accounts payable	¥ 207,650	¥ 207,650	
(8) Deposits in banking business	1,212,051	1,210,950	¥ (1,101)
(9) Short-term borrowings	306,739	306,739	
(10) Long-term debt	486,874	518,419	31,545
Total	¥ 2,213,314	¥ 2,243,758	¥ 30,444
(11) Derivative financial instruments (Note 15)	¥ (10,657)	¥ (10,657)	

Millions of Yen			
2012			
	Carrying amount	Fair value	Difference
(1) Cash and cash equivalents	¥ 19,630	¥ 19,630	
(3) Finance receivables—net of allowance for possible credit losses	640,992	651,348	¥ 10,356
(6) Investment securities	4,483	4,483	
Total	¥ 665,105	¥ 675,461	¥ 10,356
(7) Accounts payable	¥ 149,426	¥ 149,426	
(9) Short-term borrowings	34,001	34,001	
(10) Long-term debt	488,119	491,697	¥ 3,578
Total	¥ 671,546	¥ 675,124	¥ 3,578
(11) Derivative financial instruments (Note 15)	¥ (1,924)	¥ (1,924)	

Thousands of U.S. Dollars

2013			
	Carrying amount	Fair value	Difference
(1) Cash and cash equivalents	\$ 5,314,128	\$ 5,314,128	
(2) Call loans	106,394	106,394	
(3) Finance receivables—net of allowance for possible credit losses	9,485,647	9,753,513	\$ 267,866
(4) Loans and bills discounted in banking business—net of allowance for possible credit losses	7,478,306	7,502,681	24,375
(5) Securities in banking business	2,181,945	2,181,945	
(6) Investment securities	60,523	60,523	
Total	\$ 24,626,943	\$ 24,919,184	\$ 292,241
(7) Accounts payable	\$ 2,209,278	\$ 2,209,278	
(8) Deposits in banking business	12,895,533	12,883,817	\$ (11,716)
(9) Short-term borrowings	3,263,525	3,263,525	
(10) Long-term debt	5,180,063	5,515,688	335,625
Total	\$ 23,548,399	\$ 23,872,308	\$ 323,909
(11) Derivative financial instruments (Note 15)	\$ (113,381)	\$ (113,381)	

(i) Fair value of financial instruments

(1) Cash and cash equivalents and (2) Call loans

The carrying amounts of cash and cash equivalents and call loans are considered to approximate their fair values because of their short maturities.

(3) Finance receivables—net of allowance for possible credit losses

The fair value of finance receivables is determined by discounting expected cash flows (credit risk incorporated) of each segmented product with a discount rate consisting of a risk-free rate and collection costs of each product (expense ratio).

(4) Loans and bills discounted in banking business—net of allowance for possible credit losses

The carrying amount of loans in the banking business with floating interest rates approximates the fair value as long as borrowers' credit risks have not changed significantly after the execution of loans because the market rates are promptly reflected in the floating interest rates. The fair value of loans in the banking business with fixed interest rates is the present value that is estimated for each classification based on the type, internal rating, and term of the loans, and by discounting the total amounts of the principal and interest using the rates at which similar new loans would be made. For loans in the banking business with maturity less than one year, the carrying amount is considered to approximate their fair values because of their short maturities.

For loans to borrowers which are bankrupt, substantially bankrupt or potentially bankrupt, an allowance is provided based on amounts expected to be collected through the disposal of collateral or execution of guarantees. The carrying value of those loans, net of allowance for possible credit losses, as of the consolidated balance sheet date is a reasonable estimate of the fair values of those loans.

The carrying amount of loans in the banking business that do not have fixed maturities due to loan characteristics, such as limited loan amounts within the value of pledged assets, approximates the fair value due to their expected repayment periods and interest rate conditions.

(5) Securities in banking business

The fair value of bonds is determined based on prices published by the Japanese Securities Dealers Association, prices provided by financial institutions or the discounted present value of future cash flows. The fair value of monetary claims bought is determined based on prices provided by financial institutions or the discounted present value of future cash flows.

(6) Investment securities

The fair value of stock with market quotations is determined with reference to quoted market prices. Stock with no market quotations and trust beneficiary rights are considered to be financial instruments whose fair values are deemed to be difficult to determine. Their fair values are not included in the fair value disclosure.

(7) Accounts payable and (9) Short-term borrowings

The carrying amounts of accounts payable and short-term borrowings are considered to approximate their fair values because these items will be settled in a short period of time.

(8) Deposits in banking business

For demand deposits, the amount payable on demand as of the consolidated balance sheet date is considered to be the fair value. The fair value of time deposits is calculated based on the discounted present value of future cash flows by certain time period. The discount rate used in the calculation is the interest rate that would be applied to newly accepted deposits. For short-term deposits, the carrying amount is considered to approximate their fair values

because of their short maturities.

(10) Long-term debt

The fair values of bonds are determined with reference to quoted market prices. The fair values of other long-term debt are determined by discounting the total amounts of principal and interest by current interest rates assumed for the same debt.

(11) Derivative financial instruments

Information on the fair values of derivative financial instruments is included in Note 15.

(ii) Financial instruments whose fair values are deemed to be difficult to determine

The financial instruments below are not included in the fair value disclosure due to difficulties in the determination of fair values:

	Millions of Yen		Thousands of
	2013	2012	U.S. Dollars
Stock with no active market quotations:			2013
Investment securities	¥ 856	¥ 10,749	\$ 9,106
Investments in associated companies	207	205	2,201
Trust beneficiary rights	9,113	105,980	96,967

(iii) Maturity analysis for financial assets with contractual maturities

The table below analyzes the carrying amount of the Group's assets by maturity groupings based on the remaining period at the end of the reporting period to the contractual maturity date:

	Millions of Yen					
	2013					
	Up to 1 year	1-2 years	2-3 years	3-4 years	4-5 years	Over 5 years
Cash and cash equivalents	¥ 499,475					
Call loans	10,000					
Finance receivables ^(*)	691,783	¥ 129,602	¥ 44,571	¥ 17,357	¥ 6,802	¥ 9,737
Loans and bills discounted in banking business ^(**)	59,226	37,084	34,341	33,976	34,521	492,919
Securities in banking business:						
Securities	32,500	24,500	18,000	50,000	2,000	57,276
Monetary claims bought	1,920			3,434	753	12,472
Total securities in banking business	¥ 34,420	¥ 24,500	¥ 18,000	¥ 53,434	¥ 2,753	¥ 69,748
Total	¥ 1,294,904	¥ 191,186	¥ 96,912	¥ 104,767	¥ 44,076	¥ 572,404

	Millions of Yen					
	2012					
	Up to 1 year	1-2 years	2-3 years	3-4 years	4-5 years	Over 5 years
Cash and cash equivalents	¥ 19,630					
Finance receivables ^(*)	547,406	¥ 57,122	¥ 18,712	¥ 6,375	¥ 3,016	¥ 16,985
Total	¥ 567,036	¥ 57,122	¥ 18,712	¥ 6,375	¥ 3,016	¥ 16,985

	Thousands of U.S. Dollars					
	2013					
	Up to 1 year	1-2 years	2-3 years	3-4 years	4-5 years	Over 5 years
Cash and cash equivalents	\$ 5,314,128					
Call loans	106,394					
Finance receivables ^(*)	7,360,182	\$ 1,378,893	\$ 474,209	\$ 184,675	\$ 72,367	\$ 103,592
Loans and bills discounted in banking business ^(**)	630,131	394,554	365,365	361,482	367,283	5,244,378
Securities in banking business:						
Securities	345,782	260,666	191,510	531,972	21,279	609,383
Monetary claims bought	20,428			36,533	8,019	132,699
Total securities in banking business	\$ 366,210	\$ 260,666	\$ 191,510	\$ 568,505	\$ 29,298	\$ 742,082
Total	\$ 13,777,045	\$ 2,034,113	\$ 1,031,084	\$ 1,114,662	\$ 468,948	\$ 6,090,052

(*1) Finance receivables exclude ¥28,659 million (\$304,910 thousand) and ¥33,723 million which have no specific contractual maturity date due to late payments or being under negotiations for the years ended March 31, 2013 and February 20, 2012, respectively.

(*2) Loans and bills discounted in banking business exclude the loans of ¥3,903 million (\$41,528 thousand) with no specific recoverable amounts, such as loans to borrowers classified as legal bankruptcy, substantial bankruptcy, or possible bankruptcy, and ¥8,740 million (\$92,986 thousand) which have no fixed maturity.

(iv) Maturity analysis of deposits in banking business and long-term debt with contractual maturities

The table below analyzes the carrying amount of financial assets and liabilities into the relevant maturity groupings based on the remaining period at the end of the reporting period to the contractual maturity date:

	Millions of Yen					
	2013					
	Up to 1 year	1-2 years	2-3 years	3-4 years	4-5 years	Over 5 years
Deposits in banking business ^(*)	¥ 687,926	¥ 196,535	¥ 243,124	¥ 33,539	¥ 41,420	¥ 4,409
Long-term debt	131,014	91,846	117,113	92,296	43,380	11,225
Total	¥ 818,940	¥ 288,381	¥ 360,237	¥ 125,835	¥ 84,800	¥ 15,634

	Thousands of U.S. Dollars					
	2013					
	Up to 1 year	1-2 years	2-3 years	3-4 years	4-5 years	Over 5 years
Deposits in banking business ^(*)	\$ 7,319,140	\$ 2,091,025	\$ 2,586,699	\$ 356,840	\$ 440,682	\$ 46,906
Long-term debt	1,393,914	977,187	1,246,019	981,976	461,541	119,426
Total	\$ 8,713,054	\$ 3,068,212	\$ 3,832,718	\$ 1,338,816	\$ 902,223	\$ 166,332

(*1) The cash flow of demand deposits is included in the "Up to 1 year" group.

15. DERIVATIVES

The Group enters into forward exchange contracts and currency swap contracts to hedge foreign currency risk on foreign currency-denominated debt. The Group also enters into interest rate swap contracts to limit the unfavorable impact from increases in interest rates on its floating-rate long-term debt. The interest rate swap contracts effectively swap a floating-rate interest payment to a fixed-rate interest payment. The Group does not enter into or trade derivative financial instruments for speculative purposes.

Derivative financial instruments are subject to market risk and credit risk. Since the Group enters into derivative financial instruments only for hedging purposes, market risk in those hedging instruments is basically offset by opposite movements in the value of hedged items. The credit risk on those derivative financial instruments is limited as the counterparties are major financial institutions with high credit ratings.

The basic policies for the use of derivative financial instruments are approved by the Board of Directors and transactions are executed and controlled by the Finance Department. Each derivative transaction is periodically reported to management each time evaluation and analysis are made.

As noted in Note 14, the Group applied ASBJ Statement No. 10, "Accounting Standard for Financial Instruments," and ASBJ Guidance No. 19, "Guidance on Accounting Standard for Financial Instruments and Related Disclosures." The accounting standard and the guidance are applicable to financial instruments and related disclosures at the end of the fiscal years ended on or after March 31, 2010. The Group applied the revised

accounting standard and the new guidance effective February 20, 2011.

Derivative financial instruments qualifying for hedge accounting as at March 31, 2013 and February 20, 2012 consisted of the following:

	Millions of Yen		
	2013		
	Contract Amount	Fair value	Unrealized Gain/Loss
Currency swap contracts:			
Receive JPY/Pay THB	¥ 32,638	¥ (4,772)	¥ (4,772)
Receive USD/Pay HKD	5,636	(8)	(8)
Receive USD/Pay MYR	19,524	(550)	(550)
Receive USD/Pay THB	60,272	(2,322)	(2,322)
Currency forward contracts:			
Receive USD/Pay MYR	326	1	1
Interest rate swap contracts:			
Receive floating/Pay fixed	34,547	(2,112)	(2,112)

	Millions of Yen		
	2012		
	Contract Amount	Fair value	Unrealized Gain/Loss
Currency swap contracts:			
Receive JPY/Pay THB	¥ 24,952	¥ 1,153	¥ 1,153
Receive JPY/Pay MYR	893	77	77
Receive USD/Pay HKD	4,791	20	20
Receive USD/Pay THB	32,802	(281)	(281)
Receive USD/Pay MYR	11,071	(613)	(613)
Currency forward contracts:			
Receive JPY/Pay MYR	806	(68)	(68)
Receive USD/Pay MYR	1,041	(46)	(46)
Interest rate swap contracts:			
Receive floating/Pay fixed	39,720	(2,166)	(2,166)

	Thousands of U.S. Dollars		
	2013		
	Contract Amount	Fair value	Unrealized Gain/Loss
Currency swap contracts:			
Receive JPY/Pay THB	\$ 347,245	\$ (50,775)	\$ (50,775)
Receive USD/Pay HKD	59,963	(83)	(83)
Receive USD/Pay MYR	207,729	(5,849)	(5,849)
Receive USD/Pay THB	641,262	(24,707)	(24,707)
Currency forward contracts:			
Receive USD/Pay MYR	3,469	6	6
Interest rate swap contracts:			
Receive floating/Pay fixed	367,561	(22,463)	(22,463)

Derivative financial instruments not qualifying for hedge accounting as at March 31, 2013 consisted of the following:

	Millions of Yen		
	2013		
	Contract Amount	Fair value	Unrealized Gain/Loss
Credit default swap contracts:			
Short position	¥ 3,000	¥ (894)	¥ 373

	Thousands of U.S. Dollars		
	2013		
	Contract Amount	Fair value	Unrealized Gain/Loss
Credit default swap contracts:			
Short position	\$ 31,918	\$ (9,510)	\$ 3,977

There were no derivative financial instruments which did not qualify for hedge accounting as at February 20, 2012.

Fair values of derivative financial instruments are based on forward market quotations and mark-to-market reports provided by financial institutions.

The contract or notional amounts of derivative contracts shown above do not represent the amounts exchanged by the parties and do not measure the Group's exposure to credit risk or market risk.

16. CONTINGENT LIABILITIES

Guaranteed amounts pertaining to finance receivables provided by partner firms, such as financial institutions, as at March 31, 2013 amounted to ¥549 million (\$5,836 thousand).

17. LOAN COMMITMENTS

The Group provides cash advance and card loan services that supplement its credit card operations. The unexercised portion of loan commitments in these businesses was as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
Total loan limits	¥ 5,855,998	¥ 5,568,113	\$ 62,304,476
Loan executions	292,533	301,383	3,112,379
Unexercised portion of loan commitments	¥ 5,563,465	¥ 5,266,730	\$ 59,192,097

Most of the contracts for the above loan commitments were for cash advance services supplementary to credit card services. The execution of the loan commitments requires positive credit assessment. Therefore, not all unexercised portions of loan commitments will necessarily be executed.

The domestic banking subsidiary has entered into overdraft facility and loan commitment contracts. These contracts are contracts under which the domestic banking subsidiary lends to customers up to the prescribed limits upon receipt of a customer application as long as there is no violation of any condition in the contracts. As at March 31, 2013, the amount of unutilized commitments were ¥28,353 million (\$301,656 thousand). Of these, the amount of unutilized commitments whose remaining contract terms were one year or less (or which were unconditionally revocable at any time) were ¥19,075 million (\$202,948 thousand).

Since many of these commitments expire without being drawn down, the unutilized amount does not necessarily affect future cash flows. Many of these contracts have conditions whereby the domestic banking subsidiary can refuse customer applications for loans or decrease the contract limits for certain reasons, such as changes in financial situation, protection of own credit, and other reasonable grounds. After the conclusion of the contracts, the domestic banking subsidiary performs periodic reviews of the customers' business results based on internal rules and takes necessary measures to reconsider conditions in the contracts and protect own credit.

18. COMPREHENSIVE INCOME

Reclassification adjustments to profit or loss and tax effects of other comprehensive income for the year ended March 31, 2013 were as follows:

	Millions of Yen		Thousands of U.S. Dollars	
	2013		2013	
Unrealized gain on available-for-sale securities:				
Gains arising during the year	¥	3,093	\$	32,903
Reclassification adjustments to profit or loss		(568)		(6,041)
Amount before income tax effect		2,525		26,862
Income tax effect		960		10,208
Total	¥	1,565	\$	16,654
Deferred gain (loss) on derivatives under hedge accounting:				
Gains arising during the year	¥	(487)	\$	(5,182)
Reclassification adjustments to profit or loss		159		1,690
Amount before income tax effect		(328)		(3,492)
Income tax effect		(78)		(829)
Total	¥	(250)	\$	(2,663)
Foreign currency translation adjustments:				
Gains arising during the year	¥	10,499	\$	111,707
Amount before income tax effect		10,499		111,707
Income tax effect				
Total	¥	10,499	\$	111,707
Total other comprehensive income	¥	11,814	\$	125,698

The corresponding information for the year ended February 20, 2012 is not required to be disclosed under the accounting standard for presentation of comprehensive income as it is the first year of adopting the standard.

19. BUSINESS COMBINATION

Business combination through acquisition

As at September 12, 2012, the Company concluded the agreement of share exchange with AEON Bank, Ltd. (hereafter "AEON Bank") in which the Company became a wholly-owning parent company and AEON Bank became a wholly-owned subsidiary company (hereafter "Share Exchange"). The Company executed the Share Exchange on January 1, 2013, after obtaining approval at the extraordinary shareholders' meeting held on November 21, 2012.

(a) Overview of business combination

(i) Name and business of acquired company

Name	AEON Bank, Ltd.
Business	• Banking business • Insurance agency business

(ii) Major reason for business combination

The Company achieved an improvement in business performance by expanding its fee business, primarily in e-money and bank agency business, strengthening business development into 11 foreign countries and regions, and advancing the transformation of its business structure. However, the competition has further intensified with the entry of IT companies, cell phone companies, and other new market entrants, making it necessary to pursue a new growth strategy. Since establishment in 2007, AEON Bank has increased deposits, housing loans, and extended its branch /ATM network by taking advantage of AEON Card Select and making use of its ties with the Company and other AEON Group companies, realizing a profit in the fiscal year ended March 31, 2012. Despite these positive indicators, AEON Bank believes that it must work to further solidify its revenue base to promote continuous and stable growth and enhance its corporate value.

In order to provide more convenient financial services from the customers' perspective, the Company and AEON Bank consider that it has now become essential to build a one-of-a-kind comprehensive financial group through structural reform that fuses retail and financial services, with credit, banking, insurance, and e-money business at its core.

Based on this background, through the management integration, the Company and AEON Bank, as financial services companies with roots in the retail industry, are working to maximize customer satisfaction by providing

"safe, secure, economical, and convenient" financial products and services through fusing customers' purchasing and financial asset information.

Additionally, through further development of human resources, the Group aim to put in place an organizational structure that can be more successful in the global markets.

(iii) Date of business combination

January 1, 2013

(iv) Legal form of business combination

Share Exchange was conducted with the Company as the wholly-owning parent company in the share exchange and AEON Bank as the wholly-owned subsidiary company in the share exchange.

(v) Name of company after business combination

No change

(vi) Percentage of voting rights acquired

100%

In addition, 200,000 shares of AEON Bank's Class B common stock owned by the Company at the time of Share Exchange were nonvoting stocks.

(vii) Major grounds for determination of acquiring company

As under the business combination where shares are issued as a purchase consideration, the Company was the issuer of the shares and shareholders of the Company before Share Exchange received the largest portion of the voting rights in the Company after Share Exchange.

(b) Period for which financial results of acquired company were consolidated

From January 1, 2013 through March 31, 2013

(c) Acquisition cost of acquired company and the breakdown

	Millions of Yen	Thousands of U.S. Dollars
Consideration for acquisition:		
Market value of AEON Bank's shares owned by the Company prior to business combination	¥ 8,248	\$ 87,749
Market value of the Company's common stocks granted at the date of business combination	74,228	789,748
Costs directly attributable to the acquisition:		
Advisory fees and others	584	6,218
Total acquisition cost	¥ 83,060	\$ 883,715

(d) Allocation ratio for Share Exchange by types of shares, method of calculating the ratio and number of shares granted

(i) Allocation ratio for Share Exchange by types of shares

For each share of the Company's common stock, 23.7 shares of AEON Bank's stock (common stock, Class A common stock, and Class B common stock) were allocated and granted.

(Note) The 200,000 shares of AEON Bank's Class B common stock owned by the Company did not receive any share allocation under Share Exchange.

(ii) Method of calculating allocation ratio for Share Exchange

The Company and AEON Bank determined the allocation ratio for Share Exchange by discussing the calculation results provided by Nomura Securities Co., Ltd. and LA Consulting Inc., which were designated as third-party institutions for calculating the ratio by the Company and AEON Bank, respectively.

(iii) Number of shares granted

42,660,000 shares

In addition, the amount of the Company's additional paid-in capital increased by ¥74,228 million (\$789,748 thousand) due to the issuance of the shares granted.

(e) Difference between acquisition cost of acquired company and total acquisition cost through transactions relating to the acquisition

	Millions of Yen	Thousands of U.S. Dollars
Acquisition cost of acquired company	¥ 83,060	\$ 883,715
Total acquisition cost through transactions relating to the acquisition	84,812	902,360
Difference	¥ 1,752	\$ 18,645

(f) Amount, cause, amortization method, and amortization period of goodwill incurred

(i) Amount of goodwill incurred

¥27,770 million (\$295,457 thousand)

(ii) Cause of goodwill incurred

Excess earnings power is expected to be produced by the development of business and the effect of synergies in the future.

(iii) Amortization method and amortization period of goodwill incurred

The goodwill is amortized using the straight-line method over 20 years.

(g) Amounts of assets acquired and liabilities assumed at the date of business combination and the breakdown

	Millions of Yen	Thousands of U.S. Dollars
Current assets	¥ 1,221,266	\$ 12,993,580
Noncurrent assets	15,794	168,038
Total assets acquired	¥ 1,237,060	\$ 13,161,618
Current liabilities	¥ 1,182,169	\$ 12,577,601
Long-term liabilities	3,019	32,125
Total liabilities assumed	¥ 1,185,188	\$ 12,609,726

(h) Estimated amount of effect on the Company's consolidated statement of income if business combination were to be completed at the beginning of the current fiscal year and method of determining the effect

	Millions of Yen	Thousands of U.S. Dollars
Operating revenues	¥ 34,834	\$ 370,610

(Method of determining the effect)

The effect was determined by calculating the difference between operating revenues calculated if the business combination were to be completed at the beginning of the current fiscal year and operating revenues on the acquiring company's consolidated statement of income.

However, this note is not audited.

20. NET INCOME PER SHARE

Basic and diluted EPS for the years ended March 31, 2013 and February 20, 2012 were as follows:

	Millions of Yen	Thousands of Shares	Yen	U.S. Dollar
	Net Income	Weighted-Average Shares	EPS	
For the year ended March 31, 2013:				
Basic EPS				
Net income	¥ 13,616			
Net income available to common shareholders	¥ 13,616	154,520	¥ 88.12	\$ 0.94
Effect of dilutive securities		26		
—Warrants of the Company		19,471		
—Convertible bonds of the Company				
Diluted EPS	¥ 13,616	174,017	¥ 78.25	\$ 0.83
For the year ended February 20, 2012:				
Basic EPS				
Net income	¥ 8,988			
Net income available to common shareholders	¥ 8,988	156,853	¥ 57.30	
Effect of dilutive securities		13		
—Warrants of the Company				
Diluted EPS	¥ 8,988	156,866	¥ 57.30	

21. RELATED PARTY TRANSACTIONS

Transactions with the parent company and its subsidiaries for the years ended March 31, 2013 and February 20, 2012 were as follows:

	Millions of Yen		Thousands of U.S. Dollars
	2013	2012	2013
AEON Co., Ltd. ^(*) (the parent company)			
Cash deposits	¥ 4,685	¥ 1,616	\$ 49,845
Interest income	24	8	252

	Millions of Yen		Thousands of U.S. Dollars
AEON Retail Co., Ltd. (subsidiary of the parent company)	2013	2012	2013
Accounts payable	¥ 37,714	¥ 8,393	\$ 401,259
Credit card purchase contracts	10,878	9,641	115,740
Processing service fees	5,892	4,925	62,691

The terms of the above transactions were set on an arm's-length basis and in the normal course of business.

The transaction stated as "cash deposits" above are deposits of temporary excess operating cash in hand. The transaction amounts of "interest income" represent the average outstanding balance for each fiscal year. There was no outstanding balance as at March 31, 2013 or February 20, 2012. The interest on deposits is based on a Japanese yen short-term market interest rate.

(*) AEON Co., Ltd. is listed on the Tokyo Stock Exchange, First Section.

Transactions with related parties for the year ended March 31, 2013 were as follows:

	Transaction amount		Balance at end	
	Millions of Yen	Thousands of U.S. Dollars	Millions of Yen	Thousands of U.S. Dollars
Directors and executive officers of the Company and AEON Co., Ltd.	2013	2013	2013	2013
Housing loans				
(Loans and bills discounted in banking business)	¥ 29	\$ 309	¥ 115	\$ 1,227

The transaction stated as "housing loans" above are standard products provided by AEON Bank, Ltd., a consolidated subsidiary of the Company. Interest rate and condition of repayment are similar to those given to third-party customers.

22. SEGMENT INFORMATION

The ASBJ revised ASBJ Statement No. 17, "Accounting Standard for Segment Information Disclosures," in June 2010 and issued ASBJ Guidance No. 20, "Guidance on Accounting Standard for Segment Information Disclosures," in March 2008. Under the standard and guidance, an entity is required to report financial and descriptive information about its reportable segments. Reportable segments are operating segments or aggregations of operating segments that meet specified criteria. Operating segments are components of an entity about which separate financial information is available and such information is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performance. Generally, segment information is required to be reported on the same basis as is used internally for evaluating operating segment performance and deciding how to allocate resources to operating segments.

(a) Description of reportable segments

The Company's reportable segments are those for which separate financial information is available and regular evaluation by the Board of Directors is being performed in order to decide how resources are allocated among the Group.

The Group conducts business activities composed of the "Credit" business dealing in credit card purchase contracts, loan contracts, and hire purchase contracts in the domestic markets, "Fee Business" providing services including e-money in the domestic markets, "Banking" business dealing in banking services in the domestic markets, and "Overseas" business dealing in credit extensions and lending in the foreign markets. The Group formulates comprehensive strategies for each business. Accordingly, the Group has four reportable segments, "Credit," "Fee Business," "Banking," and "Overseas."

"Credit" consists of financial services such as credit card contracts and loan contracts with domestic customers.

"Fee Business" consists of the e-money business, the bank agency business, and the ATM business in the domestic markets.

"Banking" consists of banking businesses, including lending and management of deposits from customers.

"Overseas" consists of financial services, including credit card contracts and loan contracts with customers in Asia such as in Hong Kong, Thailand, and Malaysia.

(b) Methods of measurement for the amounts of operating revenues, profit (loss), assets, and other items for each reportable segment

The method of accounting by reportable segment is consistent with the method of accounting used for the preparation of the consolidated financial statements. The reportable segment profit (loss) is measured based on operating income of the financial statements. The intersegment revenues or transfers are based on the current market prices.

(c) Information about operating revenues, profit (loss), assets, and other items for each reportable segment

	Millions of Yen								
	2013							Reconciliations (*)	Consolidated (**)
	Reportable segment				Total				
Credit	Fee Business	Banking	Overseas						
Operating revenues									
Operating revenues from customers	¥ 111,254	¥ 24,223	¥ 8,473	¥ 62,022	¥ 205,972			¥ 205,972	
Intersegment revenues or transfers	475	2,703	1,066	13	4,257	¥ (4,257)			
Total operating revenues	111,729	26,926	9,539	62,035	210,229	(4,257)		205,972	
Segment profit	¥ 20,636	¥ 1,804	¥ 1,269	¥ 13,489	¥ 37,198	¥ (4,118)		¥ 33,080	
Segment assets	¥ 766,072	¥ 75,423	¥ 1,343,687	¥ 323,108	¥ 2,508,290	¥ 25,919		¥ 2,534,209	
Other items									
Depreciation and amortization	¥ 2,949	¥ 3,464	¥ 273	¥ 3,217	¥ 9,903	¥ 47		¥ 9,950	
Amortization of goodwill		319	226	12	557			557	
Financial costs	5,684	371	735	7,868	14,658	(3)		14,655	
Provision for possible credit losses	8,028	601	962	10,922	20,513			20,513	
Provision for point program	8,061	17	618		8,696			8,696	
Increases in tangible and intangible assets	¥ 5,493	¥ 5,632	¥ 1,251	¥ 2,273	¥ 14,649	¥ 130		¥ 14,779	

	Millions of Yen								
	2012							Reconciliations (*)	Consolidated (**)
	Reportable segment				Total				
Credit	Fee Business	Overseas	Total						
Operating revenues									
Operating revenues from customers	¥ 101,568	¥ 15,815	¥ 52,470	¥ 169,853				¥ 169,853	
Intersegment revenues or transfers	386	1,185	20	1,591	¥ (1,591)				
Total operating revenues	101,954	17,000	52,490	171,444	(1,591)			169,853	
Segment profit (loss)	¥ 16,451	¥ (114)	¥ 11,081	¥ 27,418	¥ (3,137)			¥ 24,281	
Segment assets	¥ 577,401	¥ 68,472	¥ 224,608	¥ 870,481	¥ 37,178			¥ 907,659	
Other items									
Depreciation and amortization	¥ 2,303	¥ 2,866	¥ 2,790	¥ 7,959	¥ 37			¥ 7,996	
Financial costs	7,133	90	6,929	14,152	(3)			14,149	
Provision for possible credit losses	12,795	150	10,448	23,393				23,393	
Provision for point program	10,860			10,860				10,860	
Increases in tangible and intangible assets	¥ 3,726	¥ 3,482	¥ 3,772	¥ 10,980	¥ 76			¥ 11,056	

	Thousands of U.S. Dollars								
	2013							Reconciliations (*)	Consolidated (**)
	Reportable segment				Total				
Credit	Fee Business	Banking	Overseas	Total					
Operating revenues									
Operating revenues from customers	\$ 1,183,678	\$ 257,724	\$ 90,150	\$ 659,881	\$ 2,191,433			\$ 2,191,433	
Intersegment revenues or transfers	5,054	28,756	11,343	140	45,293	\$ (45,293)			
Total operating revenues	1,188,732	286,480	101,493	660,021	2,236,726	(45,293)		2,191,433	
Segment profit	\$ 219,558	\$ 19,197	\$ 13,502	\$ 143,513	\$ 395,770	\$ (43,813)		\$ 351,957	
Segment assets	\$ 8,150,567	\$ 802,462	\$ 14,296,062	\$ 3,437,689	\$ 26,686,780	\$ 275,757		\$ 26,962,537	
Other items									
Depreciation and amortization	\$ 31,375	\$ 36,859	\$ 2,900	\$ 34,225	\$ 105,359	\$ 501		\$ 105,860	
Amortization of goodwill		3,395	2,403	120	5,918			5,918	
Financial costs	60,470	3,946	7,816	83,714	155,946	(27)		155,919	
Provision for possible credit losses	85,415	6,390	10,234	116,207	218,246			218,246	
Provision for point program	85,760	185	6,576		92,521			92,521	
Increases in tangible and intangible assets	\$ 58,444	\$ 59,923	\$ 13,303	\$ 24,187	\$ 155,857	\$ 1,388		\$ 157,245	

(*1) ¥(4,118) million (\$ (43,813) thousand) of reconciliations to segment profit for the year ended March 31, 2013 and ¥(3,137) million of reconciliations to segment profit for the year ended February 20, 2012 represent the corporate expenses unallocated to any reportable segment. The corporate expenses are mainly comprised of general and administrative expenses unattributable to any reportable segment. In addition, ¥25,919 million (\$25,757 thousand) of reconciliations to segment assets for the year ended March 31, 2013 and ¥37,178 million of reconciliations to segment assets for the year ended February 20, 2012 represent the corporate assets unallocated to any reportable segment and the eliminations of intersegment transactions.

(*2) Segment profit is reconciled with operating income on the consolidated statements of income for the fiscal year ended March 31, 2013 and February 20, 2012.

(d) Information about geographic areas

(i) Operating revenues

Millions of Yen			
2013			
Japan	Thailand	Other	Total
¥ 144,285	¥ 33,952	¥ 27,735	¥ 205,972

Millions of Yen			
2012			
Japan	Thailand	Other	Total
¥ 117,383	¥ 29,351	¥ 23,119	¥ 169,853

Thousands of U.S. Dollars			
2013			
Japan	Thailand	Other	Total
\$ 1,535,113	\$ 361,230	\$ 295,090	\$ 2,191,433

(ii) Property and equipment

Millions of Yen				
2013				
Japan	Thailand	Other	Total	
¥ 12,829	¥ 5,979	¥ 1,253	¥ 20,061	
Millions of Yen				
2012				
Japan	Thailand	Other	Total	
¥ 7,998	¥ 4,916	¥ 940	¥ 13,854	
Thousands of U.S. Dollars				
2013				
Japan	Thailand	Other	Total	
\$ 136,499	\$ 63,615	\$ 13,326	\$ 213,440	

(e) Information about goodwill and negative goodwill by reportable segment

Millions of Yen					
2013					
	Credit	Fee Business	Banking	Overseas	Total
Goodwill at March 31, 2013 ^(*)		¥ 11,830	¥ 16,943	¥ 112	¥ 28,885
Millions of Yen					
2012					
	Credit	Fee Business	Overseas	Total	
Goodwill at February 20, 2012 ^(*)		¥ 1,539	¥ 7	¥ 1,546	
Thousands of U.S. Dollars					
2013					
	Credit	Fee Business	Banking	Overseas	Total
Goodwill at March 31, 2013 ^(*)		\$ 125,860	\$ 180,260	\$ 1,197	\$ 307,317

(*1) Amortization of goodwill is offset by amortization of negative goodwill recognized on or before March 31, 2010.

(*2) Disclosure of amortization of negative goodwill is omitted because the amount was insignificant. The balance of unamortized negative goodwill was nil at the year-end.

(*3) Disclosure of amortization of goodwill is omitted because the similar information to the amount is disclosed in "(c) Information about operating revenues, profit (loss), assets, and other items for each reportable segment."

23. SUBSEQUENT EVENTS

(a) Appropriations of Retained Earnings

The following appropriations of retained earnings as at March 31, 2013 were approved at the Company's Board of Directors' meeting held on May 28, 2013:

	Millions of Yen	Thousands of U.S. Dollars
Year-end cash dividends, ¥25.00 (\$0.27) per share	¥ 4,681	\$ 49,805

(b) Transactions under common control

As at January 25, 2013, the Company concluded the absorption-type split agreements with AEON Bank, Ltd. (hereafter "AEON Bank") in which AEON Bank will take over rights and obligations related to the Company's credit card and other businesses (hereafter referred to as "Absorption-type Split (i)"), and with AEON Credit Service Co., Ltd. (hereafter "AEON Credit Service") in which AEON Credit Service will take over rights and obligations related to businesses other than those to be taken over by AEON Bank as a result of Absorption-type Split (i) (hereafter referred to as "Absorption-type Split (ii)"), and hereafter Absorption-type Split (i) and Absorption-type Split (ii) are collectively referred to as "Absorption-type Split". The Company executed the Absorption-type Split on April 1, 2013, after obtaining approval at the extraordinary shareholders' meeting held on February 28, 2013.

(i) Overview of business combination

(1) Name and contents of the business involved in the Absorption-type Split

The Absorption-type Split (i)	The Company's rights and obligations related to the credit card and other businesses
The Absorption-type Split (ii)	The Company's rights and obligations related to businesses other than those to be taken over by AEON Bank (excluding any rights and obligations under separate agreements between the parties)

(2) Legal form of business combination

The Absorption-type Split (i)	An absorption-type split with the Company as the absorbed company and AEON Bank as the successor company.
The Absorption-type Split (ii)	An absorption-type split with the Company as the absorbed company and AEON Credit Service as the successor company.

(3) Name, amount of assets, liabilities, and total equity, and number of employees of the absorbed company and the successor companies involved in the Absorption-type Split (As at March 31, 2013)

	Absorbed company	Successor companies	
	AEON Financial Service Co., Ltd. ^(*)	AEON Bank, Ltd.	AEON Credit Service Co., Ltd. ^(*)
Assets	¥961,269 million	¥1,329,099 million	¥50 million
Liabilities	¥759,001 million	¥1,265,084 million	¥20 million
Total equity	¥202,268 million	¥64,015 million	¥30 million
Number of employees	1,274	836	

	Absorbed company	Successor companies	
	AEON Financial Service Co., Ltd. ^(*)	AEON Bank, Ltd.	AEON Credit Service Co., Ltd. ^(*)
Assets	\$10,227,358 thousand	\$14,140,853 thousand	\$532 thousand
Liabilities	\$8,075,338 thousand	\$13,459,767 thousand	\$218 thousand
Total equity	\$2,152,020 thousand	\$681,086 thousand	\$314 thousand
Number of employees	1,274	836	

(*1) AEON Credit Service Co., Ltd. has changed its name to AEON Financial Service Co., Ltd. as at April 1, 2013.

(*2) New AEON Credit Service Co., Ltd. has changed its name to AEON Credit Service Co., Ltd. as at April 1, 2013.

(4) Date of business combination

April 1, 2013

(5) Name of company after business combination

No change

(6) Other information regarding business combination

See Note 19.

(ii) Outline of accounting method to be applied

Because the Absorption-type Split (i) and the Absorption-type Split (ii) are transactions between a wholly-owning parent company and its wholly-owned subsidiary company, these transactions will be accounted for as "transactions under common control" under "Accounting Standard for Business Combinations" (ASBJ statement No. 21 revised on December 26, 2008) and "Revised Guidance on Accounting Standard for Business Combinations and Accounting Standard for Business Divestitures" (ASBJ Guidance No. 10 revised on December 26, 2008).

(c) Business combination through acquisition of shares

The Company resolved at the meeting of its Board of Directors held on April 11, 2013 to acquire shares of Toshiba Finance Corporation (hereafter "Toshiba Finance") and as at the same date concluded the share assignment agreement with Toshiba Corporation and acquired the shares on May 16, 2013.

(i) Purposes of business combination

The Company became a bank holding company with financial services subsidiaries on April 1, 2013. In addition to providing various secure, convenient, and beneficial financial products and services to the customers, the Company aims to further expand its business operations, leveraging on the strengths of each subsidiary to achieve synergies and develop new businesses.

Toshiba Finance Corporation was established in 1959. Since then, it expanded its operations, building its business on installment sales and credit guarantees in connection with sales of Toshiba home electronics and other products, using its operating capabilities, credit review knowhow, and nationwide sales network.

Making Toshiba Finance a consolidated subsidiary will bring its sales capabilities and specialized employees to the Company. In addition, the Company will nurture the newly acquired company as a key component of earnings alongside credit cards, banking, insurance, and e-money businesses, by expanding installment sales and affiliated loans with a focus on home renovation, solar energy systems, and agricultural equipment sales by leveraging on AEON Group's sales network, AEON Credit Service's low-cost administration and processing capabilities, and AEON Bank's deposit-taking capabilities.

(ii) Overview of business combination

(1) Name, business contents, and size of the acquired company

- | | |
|---------------------|--|
| ① Name | Toshiba Finance Corporation |
| ② Business contents | <ul style="list-style-type: none"> • Installment sales, credit guarantees, and hire purchases • Guarantee business and loan purchases • Collection and payment agency |
| ③ Capital | ¥3,910 million (\$41,600 thousand) |

- | | |
|--|--|
| (2) Legal form of business combination | Acquisition of shares |
| (3) Date of business combination | May 16, 2013 |
| (4) Name of company after business combination | No change |
| (5) Percentage of voting rights acquired | 100% |
| (6) Major grounds for determination of the acquiring company | As the Company acquired the shares for a cash consideration. |
| (7) Acquisition cost of acquired company and the breakdown | |

	Millions of Yen	Thousands of U.S. Dollars
Consideration for acquisition ^(*) : Cash	¥ 5,753	\$ 61,209
Advisory fees and other	89	950
Total acquisition cost	5,842	62,159

(*) Reflects price adjustments specified in the share assignment agreement.

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of AEON Financial Service Co., Ltd.:

We have audited the accompanying consolidated balance sheet of AEON Financial Service Co., Ltd. (the "Company") (formerly AEON Credit Service Co., Ltd.) and its subsidiaries as of March 31, 2013, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the 13 month and 11 days period then ended, and a summary of significant accounting policies and other explanatory information, all expressed in Japanese yen.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of AEON Financial Service Co., Ltd. (formerly AEON Credit Service Co., Ltd.) and its subsidiaries as of March 31, 2013, and the consolidated results of their operations and their cash flows for the 13 month and 11 days period then ended in accordance with accounting principles generally accepted in Japan.

Emphasis of Matter

As discussed in Note 23 to the consolidated financial statements, as at January 25, 2013, the Company concluded the absorption-type split agreements with AEON Bank, Ltd. (hereafter "AEON Bank") in which AEON Bank will take over rights and obligations related to the Company's credit card and other businesses, and with AEON Credit Service Co., Ltd. (hereafter "AEON Credit Service") in which AEON Credit Service will take over rights and obligations related to businesses other than those to be taken over by AEON Bank as a result of the absorption-type split with AEON Bank. The Company executed the absorption-type split on April 1, 2013, after obtaining approval at the extraordinary shareholders' meeting held on February 28, 2013. Our opinion is not qualified in respect of this matter.

Convenience Translation

Our audit also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in accordance with the basis stated in Note 1 to the consolidated financial statements. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.



June 21, 2013

Company Name	AEON Financial Service Co., Ltd.
Head Office	Kanda Mitoshiro-cho 1, Chiyoda-ku, Tokyo 101-8445, Japan
Tel	+81-3-5281-2030
URL	http://www.aeonfinancial.co.jp/eng/
Established	June 20, 1981
Capital Stock	¥27,676.5 million
Number of Employees	1,274/9,230 (Consolidated) (As of March 2013)
Domestic Subsidiaries	AEON CREDIT SERVICE CO., LTD. AEON BANK, LTD. AEON INSURANCE SERVICE CO., LTD. AEON HOUSING LOAN SERVICE CO., LTD. ACS CREDIT MANAGEMENT CO., LTD. AEON S.S. Insurance CO., LTD. AEON Product Finance CO., LTD.

Overseas Subsidiaries

Hong Kong	AEON Financial Service (Hong Kong) Co., Ltd. AEON CREDIT SERVICE (ASIA) CO., LTD. AEON INSURANCE BROKERS (HK) LIMITED
China	AEON INFORMATION SERVICE (SHENZHEN) CO., LTD. AEON MICRO FINANCE (SHENYANG) CO., LTD. AEON CREDIT GUARANTEE (CHINA) CO., LTD. AEON MICRO FINANCE (TIANJIN) CO., LTD. AEON MICRO FINANCE (SHENZHEN) CO., LTD.
Thailand	AEON THANA SINSAP (THAILAND) PLC. ACS CAPITAL CORPORATION LTD. ACS SERVICING (THAILAND) CO., LTD. AEON Insurance Service (Thailand) Co., Ltd.
Malaysia	AEON CREDIT SERVICE (M) BERHAD
Taiwan	AEON CREDIT SERVICE (TAIWAN) CO., LTD. AEON CREDIT CARD (TAIWAN) CO., LTD.
Indonesia	PT. AEON CREDIT SERVICE INDONESIA
Vietnam	ACS TRADING VIETNAM CO., LTD.
Philippines	AEON CREDIT SERVICE SYSTEMS (PHILIPPINES) INC. AEON CREDIT SERVICE (PHILIPPINES) INC.
Cambodia	AEON MICROFINANCE (CAMBODIA) PRIVATE COMPANY LIMITED
India	AEON CREDIT SERVICE INDIA PRIVATE LIMITED
Myanmar	AEON MICROFINANCE (MYANMAR) CO., LTD.

Closing Date	March 31
Stock Exchange Listing	Tokyo Stock Exchange, First Section (Securities Code: 8570)
Transfer Agent	Mizuho Trust & Banking Co., Ltd.
Shares Issued	204,583,554 shares (as of September 30, 2013)
Shareholders' Meeting	Held in June of each year
Independent Auditors	Deloitte Touche Tohmatsu LLC

Board of Directors and Auditors (As of September 2013)**Directors**

President & CEO	Kazuhide Kamitani
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Directors, Senior Managing Executive Officers	Takashi Kiyonaga Hideki Wakabayashi Hiroyuki Watanabe Yutaka Yuge Masao Mizuno Takamitsu Moriyama
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Auditors

Standing Corporate Auditor	Yotoku Hiramatsu
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Corporate Auditors	Koshi Yamaura Motonari Ohtsuru Kazumasa Hamada * All corporate auditors are external auditors
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 **AEON Financial Service**

