

2007年 2月期 決算補足資料

FACT BOOK 2007 For the Year Ended February 20, 2007



イオンクレジットサービス株式会社
AEON CREDIT SERVICE CO., LTD.

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(注) Remarks:

1: 記載数値は、すべて単位未満切り捨て表示しております。

All fractions of numbers posted are rounded off to the nearest figure.

2: 前期比および前年同期比のパーセント表示は、増減率を表しております。

YOY (%) represents the growth ratio compared with the results in the same period of the previous year.

将来の見通しに関する注意事項

本誌の内容のうち、当社の将来的な経営戦略や営業方針、業績予測等にかかわるものは、いずれも現時点において当社が把握している情報に基づいて想定、算出されたものであり、経済動向、業界での激しい競争、市場需要、為替レート、税制や諸制度等に関わるリスクや不確実な要素を含んでいます。従って、将来、実際に公表される業績等はこれらの種々の要素によって変動する可能性があります。

Forward-Looking Statements

The content of this fact book includes information related to our future strategies, policies and financial projections, based on and calculated using currently available data. It includes elements of risk and uncertainty related to economic trends, increased industry competition, market demand, exchange rates, taxes and other regulations. As a result, actual results may materially differ from these forecasts.

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連結決算報告 Consolidated Financial Summary

連結決算概要 Overview

業績ハイライト Consolidated Financial Highlights

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--------------------------------------|---------------------|---------------------|---------------------|---------------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 取扱高 Trading volume (前期比/YOY) | ¥1,638,610 14.5% | ¥1,884,909 15.0% | ¥2,183,060 15.8% | ¥2,482,920 13.7% |
| 営業収益 Operating revenues (前期比/YOY) | 109,389 7.7% | 122,810 12.3% | 144,751 17.9% | 173,481 19.8% |
| 営業利益 Operating income (前期比/YOY) | 30,502 14.3% | 34,969 14.6% | 40,231 15.0% | 40,955 1.8% |
| 経常利益 Ordinary income (前期比/YOY) | 30,537 15.5% | 35,084 14.9% | 40,170 14.5% | 41,018 2.1% |
| 当期純利益 Net income (前期比/YOY) | 16,179 15.7% | 18,683 15.5% | 21,262 13.8% | 20,592 3.2% |

主要な経営指標 Consolidated Key Indicators

2月20日に終了する各年度、または2月20日現在 For the years ended February 20/At February 20

(単位: 円/Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|---|-----------|-----------|-----------|---------|
| 自己資本当期純利益率(株主資本利益率) 1 Return on equity (ROE) | 17.0% | 17.0% | 16.6% | 14.0% |
| 総資産当期純利益率 2 Return on assets (ROA) | 3.6% | 3.6% | 3.4% | 2.7% |
| 自己資本比率(株主資本比率) Shareholders' equity ratio | 21.8% | 20.9% | 20.1% | 18.6% |
| 1株当たり当期純利益 Net income per share (EPS) | ¥308.24 | ¥356.10 | ¥405.22 | ¥131.23 |
| 1株当たり純資産(1株当たり株主資本) Shareholders' equity per share (BPS) | ¥1,943.09 | ¥2,244.93 | ¥2,650.32 | ¥991.07 |

1 当期純利益 ÷ 期首・期末平均純資産×100 ROE = Net income/Average total shareholders' equity at beginning and end of fiscal year×100

2 当期純利益 ÷ 期首・期末平均総資産×100 ROA = Net income/Average total assets at beginning and end of fiscal year×100

連結対象会社 Consolidated Subsidiaries and Affiliates

| 国内連結子会社 Consolidated Subsidiaries (Domestic) | 持分比率 Percentage of Ownership | 国内持分法適用会社 Consolidated Affiliates (Domestic) | 持分比率 Percentage of Ownership |
|---|------------------------------------|--|------------------------------------|
| エヌ・シー・エス興産株式会社 NCS Kosan Co., Ltd. | 100.0% | ジャスベル株式会社 Jusvel Co., Ltd. | 30.6% |
| エー・シー・エス債権管理回収株式会社 ACS Credit Management Co., Ltd. | 94.1% | エー・シー・エス・ファイナンス株式会社 ACS Finance Co., Ltd. | 100.0% |

| 海外連結子会社 Consolidated Subsidiaries (Overseas) | 持分比率 Percentage of Ownership | | 持分比率 Percentage of Ownership |
|--|------------------------------------|---|------------------------------------|
| AEON CREDIT SERVICE (ASIA) CO., LTD. 1 | 51.9% | AEON CREDIT SERVICE (TAIWAN) CO., LTD. | 96.2% |
| AEON THANA SINSAP (THAILAND) PLC. 2 | 54.3% | AEON CREDIT CARD (TAIWAN) CO., LTD. | 94.1% |
| ACS CAPITAL CORPORATION LTD. | 100.0% | AEON INFORMATION SERVICE (SHENZHEN) CO., LTD. | 76.0% |
| AEON CREDIT SERVICE (M) SDN. BERHAD | 91.8% | ACS INSURANCE BROKER (THAILAND) CO., LTD. | 100.0% |
| AEON CREDIT GUARANTEE (CHINA) CO.,LTD. | 76.0% | PT. AEON CREDIT SERVICE INDONESIA | 85.0% |

1 AEON CREDIT SERVICE (ASIA) CO., LTD. は、香港証券取引所に上場しております。(証券コード900)

The shares of AEON CREDIT SERVICE (ASIA) CO., LTD. are listed on The Stock Exchange of Hong Kong Limited. (Securities Code: 900)

2 AEON THANA SINSAP (THAILAND) PLC. は、タイ証券取引所に上場しております。(証券コードAEONTS)

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

連結貸借対照表 Consolidated Balance Sheets

2月20日現在 At February 20

(単位:百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--|------------------|-------------------|-------------------|-------------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 流動資産 Current assets (前期比/YOY) | ¥446,820 5.6% | ¥539,219 20.7% | ¥659,093 22.2% | ¥796,502 20.8% |
| 固定資産 Non-current assets (前期比/YOY) | 18,898 3.3% | 22,874 21.0% | 30,263 32.3% | 37,636 24.4% |
| 繰延資産 Deferred assets (前期比/YOY) | — — | — — | — — | 115 — |
| 資産合計 Total assets (前期比/YOY) | 465,719 5.5% | 562,094 20.7% | 689,356 22.6% | ¥834,254 21.0% |
| 流動負債 Current liabilities (前期比/YOY) | 128,936 11.9% | 138,035 7.0% | 157,931 14.4% | 221,828 40.5% |
| 固定負債 Non-current liabilities (前期比/YOY) | 224,900 14.1% | 294,711 31.0% | 377,539 28.1% | 439,813 16.5% |
| 負債合計 Total liabilities (前期比/YOY) | 353,836 3.0% | 432,746 22.3% | 535,471 23.7% | ¥661,642 23.6% |
| 少数株主持分 Minority interests (前期比/YOY) | 10,188 4.7% | 11,867 16.5% | 15,193 28.0% | 17,099 12.5% |
| 資本合計 Total stockholder's equity (前期比/YOY) | 101,694 15.2% | 117,480 15.5% | 138,691 18.1% | 147,699 6.5% |
| 評価・換算差額等合計 Total revaluation reserve (前期比/YOY) | — — | — — | — — | 7,812 — |
| 負債、少数株主持分及び資本合計 Total liabilities and net assets (前期比/YOY) | 465,719 5.5% | 562,094 20.7% | 689,356 22.6% | — — |
| 純資産合計 Total net assets (前期比/YOY) | — — | — — | — — | 172,611 — |
| 負債純資産合計 Total liabilities and net assets (前期比/YOY) | — — | — — | — — | 834,254 — |

連結損益計算書 Consolidated Statements of Income

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--|------------------|-------------------|-------------------|-------------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 営業収益 Operating revenues (前期比/YOY) | ¥109,389 7.7% | ¥122,810 12.3% | ¥144,751 17.9% | ¥173,481 19.8% |
| 総合あっせん収益 Credit card shopping (前期比/YOY) | 21,005 14.1% | 25,559 21.7% | 31,701 24.0% | 39,775 25.5% |
| 個品あっせん収益 Hire purchase (前期比/YOY) | 6,422 3.6% | 6,063 5.6% | 7,634 25.9% | 7,530 1.4% |
| 融資収益 Income from direct cash loans (前期比/YOY) | 72,958 9.4% | 83,967 15.1% | 98,640 17.5% | 118,207 19.8% |
| 融資代行収益 Income from service fees (前期比/YOY) | 3,128 11.3% | 2,734 12.6% | 2,374 13.2% | 1,921 19.1% |
| その他の収益 Other income (前期比/YOY) | 5,843 4.4% | 4,477 23.4% | 4,359 2.6% | 5,748 31.9% |
| 金融収益 Financial income (前期比/YOY) | 30 80.4% | 7 74.0% | 39 403.6% | 296 647.1% |
| 営業費用 Operating expenses (前期比/YOY) | 78,886 5.4% | 87,840 11.4% | 104,519 19.0% | 132,526 26.8% |
| 販売費及び一般管理費 Selling, general and administrative expenses (前期比/YOY) | 72,713 7.0% | 81,790 12.5% | 96,710 18.2% | 121,117 25.2% |
| 金融費用 Financial expenses (前期比/YOY) | 6,173 10.4% | 6,050 2.0% | 7,809 29.1% | 11,409 46.1% |
| 支払利息 Interest paid (前期比/YOY) | 6,051 10.6% | 5,877 2.9% | 7,442 26.6% | 11,234 51.0% |
| その他 Other (前期比/YOY) | 122 4.7% | 173 41.8% | 367 112.5% | 175 52.4% |
| 営業利益 Operating income (前期比/YOY) | 30,502 14.3% | 34,969 14.6% | 40,231 15.0% | 40,955 1.8% |
| 営業外収益 Non-operating income (前期比/YOY) | 153 45.7% | 258 68.6% | 243 5.7% | 339 39.2% |
| 営業外費用 Non-operating expenses (前期比/YOY) | 118 66.3% | 144 22.2% | 304 111.1% | 276 9.1% |
| 経常利益 Ordinary income (前期比/YOY) | 30,537 15.5% | 35,084 14.9% | 40,170 14.5% | 41,018 2.1% |
| 特別利益 Extraordinary income (前期比/YOY) | 108 79.2% | — — | 604 — | 926 53.1% |
| 特別損失 Extraordinary losses (前期比/YOY) | 354 60.2% | 217 38.7% | 2,119 875.8% | 3,678 73.5% |
| 税引等調整前当期純利益 Income before income taxes and other (前期比/YOY) | 30,292 16.2% | 34,866 15.1% | 38,655 10.9% | 38,265 1.0% |
| 法人税、住民税及び事業税 Corporate, residential and enterprise taxes (前期比/YOY) | 13,349 16.9% | 15,649 17.2% | 19,585 25.2% | 21,649 10.5% |
| 法人税等調整額 Adjustment for corporate taxes and other (前期比/YOY) | 1,083 129.0% | 1,848 70.7% | 4,928 166.6% | 7,116 44.4% |
| 少数株主利益 Minority interest income (前期比/YOY) | 1,846 62.2% | 2,382 29.0% | 2,735 14.8% | 3,139 14.8% |
| 当期純利益 Net income (前期比/YOY) | ¥16,179 15.7% | ¥18,683 15.5% | ¥21,262 13.8% | ¥20,592 3.2% |

主な連結子会社の営業収益 Operating Revenues of Major Consolidated Subsidiaries

2月20日に終了する各年度 For the years ended February 20

主な国内連結子会社 Major Domestic Subsidiaries

(単位:百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|---|---------------|-----------------|----------------|----------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| エヌ・シー・エス興産株式会社(保険代理店) NCS Kosan Co., Ltd. (Insurance agency) (前期比/YOY) | ¥933 21.2% | ¥1,048 12.3% | ¥1,074 2.5% | ¥1,079 0.4% |
| エー・シー・エス債権管理回収株式会社(サービサー) ACS Credit Management Co., Ltd. (Collection servicer) (前期比/YOY) | 816 22.7% | 978 19.8% | 1,270 29.9% | 1,660 31.0% |

主な海外連結子会社 Major Overseas Subsidiaries

| | | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|---|--|----------------|----------------|----------------|----------------|
| | | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| AEON CREDIT SERVICE (ASIA) CO., LTD. (香港 Hong Kong) | 百万香港ドル Millions of HK\$ (前期比/YOY) | 847 12.3% | 851 0.5% | 880 3.4% | 1,152 30.9% |
| | 百万円 Millions of Yen | ¥12,461 | ¥11,762 | ¥12,670 | ¥17,375 |
| | 為替レート Avg. exchange rate | 1HK\$ = ¥14.71 | 1HK\$ = ¥13.81 | 1HK\$ = ¥14.39 | 1HK\$ = ¥15.08 |
| AEON THANA SINSAP (THAILAND) PLC. (タイ Thailand) | 百万タイバツ Millions of Baht (前期比/YOY) | 4,053 12.7% | 4,930 21.7% | 6,453 30.9% | 7,730 19.4% |
| | 百万円 Millions of Yen | ¥11,308 | ¥13,264 | ¥17,940 | ¥24,504 |
| | 為替レート Avg. exchange rate | 1Baht = ¥2.79 | 1Baht = ¥2.69 | 1Baht = ¥2.78 | 1Baht = ¥3.17 |
| AEON CREDIT SERVICE (M) SDN. BERHAD. (マレーシア Malaysia) | 百万マレーシアリングギット Millions of RM (前期比/YOY) | 34 6.9% | 51 47.0% | 82 62.2% | 141 70.3% |
| | 百万円 Millions of Yen | ¥1,047 | ¥1,447 | ¥2,451 | ¥4,558 |
| | 為替レート Avg. exchange rate | 1RM = ¥30.13 | 1RM = ¥28.32 | 1RM = ¥29.57 | 1RM = ¥32.29 |
| AEON CREDIT SERVICE (TAIWAN) CO., LTD. (台湾 Taiwan) | 百万台湾ドル Millions of NT\$ (前期比/YOY) | 41 1.1% | 39 4.6% | 40 1.6% | 45 13.5% |
| | 百万円 Millions of Yen | ¥139 | ¥129 | ¥140 | ¥165 |
| | 為替レート Avg. exchange rate | 1NT\$ = ¥3.34 | 1NT\$ = ¥3.25 | 1NT\$ = ¥3.48 | 1NT\$ = ¥3.60 |
| AEON INFORMATION SERVICE (SHENZHEN) CO., LTD. (中国 深圳 Shenzhen) | 百万人民元 Millions of RMB (前期比/YOY) | 10 21.9% | 12 16.4% | 14 11.8% | 18 28.7% |
| | 百万円 Millions of Yen | ¥150 | ¥164 | ¥194 | ¥269 |
| | 為替レート Avg. exchange rate | 1RMB = ¥13.78 | 1RMB = ¥12.95 | 1RMB = ¥13.69 | 1RMB = ¥14.79 |

連結財務諸表資料 Consolidated Financial Data

取扱高内訳 Trading Volume

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|--------------------|-------------------|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|
| | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total |
| カードショッピング Credit card shopping (前期比/YOY) | ¥928,364 22.9% | 56.7% | ¥1,117,933 20.4% | 59.3% | ¥1,348,860 20.7% | 61.8% | ¥1,590,444 17.9% | 64.1% |
| 個品あっせん Hire purchase (前期比/YOY) | 45,579 9.2% | 2.8% | 53,444 17.3% | 2.8% | 45,023 15.8% | 2.1% | 44,360 1.5% | 1.8% |
| 融資計 Total loans (前期比/YOY) | 445,605 16.7% | 27.2% | 512,167 14.9% | 27.2% | 609,944 19.1% | 27.9% | 695,016 13.9% | 28.0% |
| カードキャッシング Cash advances (前期比/YOY) | 411,999 — | 25.1% | 467,675 13.5% | 24.8% | 531,348 13.6% | 24.3% | 589,044 10.9% | 23.7% |
| その他融資 Other loans (前期比/YOY) | 33,606 — | 2.1% | 44,491 32.4% | 2.4% | 78,595 76.7% | 3.6% | 105,971 34.8% | 4.3% |
| 融資代行 Service fees (前期比/YOY) | 213,104 10.9% | 13.0% | 194,052 8.9% | 10.3% | 174,036 10.3% | 8.0% | 141,750 18.6% | 5.7% |
| その他 Other (前期比/YOY) | 5,956 31.9% | 0.3% | 7,312 22.8% | 0.4% | 5,195 29.0% | 0.2% | 11,348 118.4% | 0.4% |
| 取扱高合計 Total trading volume (前期比/YOY) | 1,638,610 14.5% | 100.0% | 1,884,909 15.0% | 100.0% | 2,183,060 15.8% | 100.0% | 2,482,920 13.7% | 100.0% |

営業収益内訳 Operating Revenues

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|--|------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|
| | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total |
| カードショッピング Credit card shopping (前期比/YOY) | ¥21,005 14.1% | 19.2% | ¥25,559 21.7% | 20.8% | ¥31,701 24.0% | 21.9% | ¥39,775 25.5% | 22.9% |
| 個品あっせん Hire purchase (前期比/YOY) | 6,422 3.6% | 5.9% | 6,063 5.6% | 4.9% | 7,634 25.9% | 5.3% | 7,530 1.4% | 4.3% |
| 融資計 Total loans | 72,958 9.4% | 66.7% | 83,967 15.1% | 68.4% | 98,640 17.5% | 68.1% | 118,207 19.8% | 68.1% |
| カードキャッシング Cash advances (前期比/YOY) | 66,548 7.8% | 60.8% | 75,337 13.2% | 61.3% | 86,444 14.7% | 59.7% | 100,609 16.4% | 58.0% |
| その他融資 Other loans (前期比/YOY) | 6,409 30.0% | 5.9% | 8,630 34.6% | 7.0% | 12,195 41.3% | 8.4% | 17,598 44.3% | 10.1% |
| 融資代行 Service fees (前期比/YOY) | 3,128 11.3% | 2.9% | 2,734 12.6% | 2.2% | 2,374 13.2% | 1.6% | 1,921 19.1% | 1.1% |
| その他 Other (前期比/YOY) | 5,843 4.4% | 5.3% | 4,477 23.4% | 3.6% | 4,359 2.6% | 3.1% | 5,748 31.9% | 3.3% |
| 金融収益 Financial income (前期比/YOY) | 30 80.4% | 0.0% | 7 74.0% | 0.0% | 39 403.6% | 0.0% | 296 647.1% | 0.2% |
| 営業収益合計 Total operating revenues (前期比/YOY) | 109,389 7.7% | 100.0% | 122,810 12.3% | 100.0% | 144,751 17.9% | 100.0% | 173,481 19.8% | 100.0% |

営業債権内訳 Finance Receivables

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|--|-------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 割賦売掛金合計 Total installments receivable (前期比/YOY) | ¥117,803 12.8% | 17,341 | ¥158,008 34.1% | 40,204 | ¥197,092 24.7% | 39,083 | ¥260,790 32.3% | 63,698 |
| カードショッピング Credit card shopping (前期比/YOY) | 97,970 9.4% | 10,130 | 130,634 33.3% | 32,663 | 172,072 31.7% | 41,437 | 229,252 33.2% | 57,180 |
| 個品あっせん Hire purchase (前期比/YOY) | 19,832 26.7% | 7,211 | 27,373 38.0% | 7,540 | 25,019 8.6% | 2,353 | 31,537 26.1% | 6,518 |
| 営業貸付金計 Total loans receivable (前期比/YOY) | 304,293 14.3% | 37,980 | 355,041 16.7% | 50,748 | 439,365 23.8% | 84,324 | 507,115 15.4% | 67,749 |
| カードキャッシング Cash advances (前期比/YOY) | 273,706 12.6% | 30,587 | 311,782 13.9% | 38,075 | 369,507 18.5% | 57,724 | 416,266 12.7% | 46,759 |
| その他融資 Other loans (前期比/YOY) | 30,586 31.9% | 7,392 | 43,259 41.4% | 12,672 | 69,858 61.5% | 26,599 | 90,848 30.0% | 20,990 |
| 営業債権合計 Total finance receivables (前期比/YOY) | 422,096 5.1% | 20,638 | 513,049 21.5% | 90,952 | 636,458 24.1% | 123,408 | 767,906 20.7% | 131,448 |

債権流動化実施後の数値を記載しております。

Figures represent amounts after securitization of receivables

(債権流動化実施額)(Securitized Receivables)

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--|---------------|---------------|---------------|---------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 割賦売掛金合計 Total installments receivable | ¥61,236 | ¥51,792 | ¥60,930 | ¥51,799 |
| カードショッピング Credit card shopping | 57,134 | 47,716 | 56,452 | 46,384 |
| 個品あっせん Hire purchase | 4,062 | 4,076 | 4,477 | 5,415 |
| 営業貸付金計 loans receivable | 17,915 | 20,516 | 20,380 | 19,284 |
| カードキャッシング Cash advances | 17,915 | 20,516 | 20,380 | 19,284 |
| 債権流動化実施額計 Total securitized receivables | 79,151 | 72,309 | 81,310 | 71,083 |

(債権流動化分を含む営業債権残高)(Finance Receivables Including Securitized Receivables)

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|--|-------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 割賦売掛金合計 Total installments receivable (前期比/YOY) | ¥179,039 18.2% | 27,612 | ¥209,801 17.2% | 30,761 | ¥258,022 23.0% | 48,221 | ¥312,589 21.1% | 54,567 |
| 営業貸付金計 Total loans receivable (前期比/YOY) | 322,208 18.2% | 49,628 | 375,557 16.6% | 53,349 | 459,746 22.4% | 84,188 | 526,399 14.5% | 66,653 |
| 営業債権合計 Total finance receivables including securitized receivables (前期比/YOY) | 501,247 18.2% | 77,240 | 585,359 16.8% | 84,111 | 717,768 22.6% | 132,409 | 838,989 16.9% | 121,220 |

営業費用 Operating Expenses

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|--|---------------|-------------------|---------------|-------------------|---------------|-------------------|---------------|-------------------|
| | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total |
| 販売費及び一般管理費 Selling, general and administrative expenses | ¥72,713 | 100.0% | ¥81,790 | 100.0% | ¥96,710 | 100.0% | ¥121,117 | 100.0% |
| (前期比/YOY) | 7.0% | | 12.5% | | 18.2% | | 25.2% | |
| 広告宣伝費 Advertising and promotion | 6,445 | 8.9% | 7,806 | 9.5% | 11,469 | 11.9% | 13,558 | 11.2% |
| (前期比/YOY) | 20.5% | | 21.1% | | 46.9% | | 18.2% | |
| 貸倒関連費 Allowance for credit losses | 23,458 | 32.3% | 26,623 | 32.6% | 30,103 | 31.1% | 40,448 | 33.4% |
| (前期比/YOY) | 14.2% | | 13.5% | | 13.0% | | 34.4% | |
| 人件費 Salaries and fringe benefits | 12,565 | 17.3% | 13,773 | 16.8% | 15,977 | 16.5% | 18,111 | 15.0% |
| (前期比/YOY) | 0.9% | | 9.6% | | 16.0% | | 13.4% | |
| 管理費 Administrative expenses | 18,552 | 25.5% | 21,505 | 26.3% | 24,652 | 25.5% | 36,723 | 30.3% |
| (前期比/YOY) | 7.0% | | 15.9% | | 14.6% | | 49.0% | |
| 設備費 Equipment expenses | 9,399 | 12.9% | 9,979 | 12.2% | 11,682 | 12.1% | 10,405 | 8.6% |
| (前期比/YOY) | 2.6% | | 6.2% | | 17.1% | | 10.9% | |
| 一般費 General expenses | 2,291 | 3.1% | 2,102 | 2.6% | 2,824 | 2.9% | 1,870 | 1.5% |
| (前期比/YOY) | 4.9% | | 8.3% | | 34.3% | | 33.8% | |
| 金融費用 Financial expenses | 6,173 | — | 6,050 | — | 7,809 | — | 11,409 | — |
| (前期比/YOY) | 10.4% | | 2.0% | | 29.1% | | 46.1% | |
| 支払利息 Interest paid | 6,051 | — | 5,877 | — | 7,442 | — | 11,234 | — |
| (前期比/YOY) | 10.6% | | 2.9% | | 26.6% | | 51.0% | |
| その他 Other | 122 | — | 173 | — | 367 | — | 175 | — |
| (前期比/YOY) | 4.7% | | 41.8% | | 112.5% | | 52.4% | |
| 営業費用合計 Total operating expenses | 78,886 | — | 87,840 | — | 104,519 | — | 132,526 | — |
| (前期比/YOY) | 5.4% | | 11.4% | | 19.0% | | 26.8% | |

| 期中平均調達コスト Average funding cost | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--------------------------------|--------|--------|--------|--------|
| 日本 Japan | 1.10% | 0.93% | 0.88% | 0.98% |
| 香港 Hong Kong | 4.94% | 3.60% | 4.56% | 4.80% |
| タイ Thailand | 3.93% | 3.78% | 4.28% | 5.05% |
| マレーシア Malaysia | 4.39% | 4.45% | 4.68% | 4.95% |
| 台湾 Taiwan | 1.75% | 1.75% | 2.02% | 2.08% |

有利子負債内訳 Interest-Bearing Debt

2月20日現在 At February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|-------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 短期借入金 Short-term borrowings (前期比/YOY) | ¥21,892 2.6% | 579 | ¥18,589 15.1% | 3,302 | ¥28,238 51.9% | 9,649 | ¥34,019 20.5% | 5,780 |
| コマーシャル・ペーパー Commercial paper (前期比/YOY) | 8,000 69.2% | 18,000 | - - | 8,000 | 7,000 - | 7,000 | - - | 7,000 |
| 社債 Corporate bonds (前期比/YOY) | 52,740 23.3% | 9,970 | 62,750 19.0% | 10,010 | 93,986 56.6% | 33,986 | 117,363 24.9% | 23,376 |
| (内1年以内返済予定) (Paid off within a year) (前期比/YOY) | - - | - | (2,750) - | (2,750) | - - | - | (10,000) - | (10,000) |
| 長期借入金 Long-term borrowings (LTB) (前期比/YOY) | 203,552 1.6% | 3,133 | 284,443 39.7% | 80,891 | 324,144 13.9% | 39,700 | 409,472 26.3% | 85,328 |
| (内1年以内返済予定) (Paid off within a year) (前期比/YOY) | (33,460) 29.1% | (13,759) | (51,637) 54.3% | (18,177) | (46,382) 10.2% | (5,254) | (88,478) 90.8% | (42,095) |
| 有利子負債計 Total interest-bearing debt (前期比/YOY) | 286,184 1.9% | 5,477 | 365,783 27.8% | 79,598 | 453,369 23.9% | 87,585 | 560,855 23.4% | 107,485 |

| | | | | | | | | |
|--|------------------|--------|----------------|-------|----------------|-------|-----------------|-------|
| 債権流動化 Asset-backed securities & asset-backed commercial paper (前期比/YOY) | 75,675 235.6% | 53,126 | 72,309 4.4% | 3,366 | 77,310 6.9% | 5,001 | 67,865 12.2% | 9,445 |
|--|------------------|--------|----------------|-------|----------------|-------|-----------------|-------|

| | | | | |
|---------------------------------|-------|-------|-------|-------|
| 1年以上長期借入比率 LTB/Total borrowings | 68.8% | 74.5% | 75.2% | 70.8% |
| 直接調達比率 Direct financing ratio | 40.3% | 33.7% | 37.5% | 34.2% |

上記比率は債権流動化を有利子負債に含んでおります

The figures shown in "LTB/Total borrowings" and "Direct financing ratio" were calculated taking into consideration ABS & ABCP.

貸倒引当、貸倒損失 Allowance for Possible Credit Losses

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|---|------------------|------------------|------------------|---------------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 期首貸倒引当金 Balance, beginning of year (前期比/YOY) | ¥12,203 34.2% | ¥14,467 18.6% | ¥20,349 40.7% | ()¥27,870 37.0% |
| 貸倒関連費 Allowance for possible credit losses (前期比/YOY) | 23,458 14.2% | 26,623 13.5% | 30,103 13.1% | 40,448 34.4% |
| 貸倒償却総額 Written-off amount (前期比/YOY) | 21,194 21.6% | 20,741 2.1% | 22,581 8.8% | 26,699 18.2% |
| 期末貸倒引当金 Balance, end of year + - (前期比/YOY) | 14,467 18.6% | 20,349 40.7% | 27,870 37.0% | 40,189 44.2% |

() 利息返還損失引当金14億30百万円を含んでおります

Reclassification as provision for overpaid interest: JPY 1billion 430 million

| | | | | |
|---|-------|-------|-------|-------|
| 期末貸倒引当金 / 営業債権残高比 Year-end balance/Total finance receivables | 3.43% | 3.97% | 4.38% | 5.23% |
| 流動化債権を含んだ場合 If including ABS & ABCP | 2.89% | 3.48% | 3.88% | 4.79% |

| | | | | |
|--|-------|-------|-------|-------|
| 期末償却総額 / 営業債権残高比 Written-off amount/Total finance receivables | 5.02% | 4.04% | 3.55% | 3.48% |
| 流動化債権を含んだ場合 If including ABS & ABCP | 4.23% | 3.54% | 3.15% | 3.18% |

各項目内の為替換算は、決算期ごとのレートで換算しておりますので、為替の影響を含む金額となります

Each figure shown above includes the foreign exchange difference as of the transaction of monetary assets.

連結営業状況報告 Consolidated Key Operating Data

カード会員数の推移 Number of Cardholders

2月20日現在 At February 20

(単位:万人/Ten thousand)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|----------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 日本 Japan | 1,210.0 | 80.0 | 1,290.0 | 80.0 | 1,370.0 | 80.0 | 1,455.0 | 85.0 |
| 香港 Hong Kong | 70.4 | 4.8 | 79.1 | 8.7 | 87.6 | 8.5 | 95.0 | 7.4 |
| タイ Thailand | 113.2 | 33.1 | 132.1 | 18.9 | 139.8 | 7.6 | 154.1 | 14.3 |
| 台湾 Taiwan | 3.2 | 3.2 | 6.0 | 2.8 | 10.1 | 4.0 | 11.0 | 0.9 |
| マレーシア Malaysia | — | — | — | — | 3.0 | 3.0 | 7.0 | 4.0 |
| 合計 Total | 1,396.8 | 111.5 | 1,507.2 | 110.4 | 1,610.5 | 103.3 | 1,722.1 | 111.6 |

CD・ATMネットワークの状況

Cash Dispenser (CD) and Automated Teller Machine (ATM) Network

2月20日現在 At February 20

(単位:台/Number of Machines)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|--------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 日本 Japan | 1,518 | 23 | 1,551 | 33 | 1,467 | 84 | 1,271 | 196 |
| 香港 Hong Kong | 269 | 2 | 272 | 3 | 300 | 28 | 303 | 3 |
| タイ Thailand | 235 | 49 | 265 | 30 | 312 | 47 | 328 | 16 |
| 合計 Total | 2,022 | 70 | 2,088 | 66 | 2,079 | 9 | 1,902 | 177 |

従業員数の推移 Number of Employees

2月20日現在 At February 20

(単位:人/Man)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 従業員数 Number of employees | 2,814 | 269 | 3,159 | 345 | 3,652 | 493 | 3,882 | 230 |
| 平均臨時雇用者数 Number of average part-timers | 3,340 | 443 | 3,650 | 310 | 4,495 | 845 | 4,725 | 230 |

単独決算報告 Non-Consolidated Financial Summary

単独決算概要 Overview

業績ハイライト Non-Consolidated Financial Highlights

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--------------------------------------|---------------------|---------------------|---------------------|---------------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 取扱高 Trading volume (前期比/YOY) | ¥1,487,899 15.3% | ¥1,695,840 14.0% | ¥1,949,631 15.0% | ¥2,180,248 11.8% |
| 営業収益 Operating revenues (前期比/YOY) | 83,090 12.6% | 94,682 14.0% | 109,736 15.9% | 125,169 14.1% |
| 営業利益 Operating income (前期比/YOY) | 25,533 12.5% | 28,582 11.9% | 32,001 12.0% | 30,478 4.8% |
| 経常利益 Ordinary income (前期比/YOY) | 26,141 12.4% | 29,249 11.9% | 32,728 11.9% | 31,627 3.4% |
| 当期純利益 Net income (前期比/YOY) | 14,870 12.1% | 16,904 13.7% | 19,056 12.7% | 17,902 6.1% |

主要な経営指標 Non-Consolidated Key Indicators

2月20日に終了する各年度 For the years ended February 20

(単位: 円/Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|---|-----------|-----------|-----------|---------|
| 自己資本当期純利益率(株主資本利益率) 1 Return on equity (ROE) | 17.3% | 17.0% | 16.6% | 13.8% |
| 総資産当期純利益率 2 Return on assets (ROA) | 4.0% | 4.0% | 3.8% | 3.0% |
| 自己資本比率(株主資本比率) Shareholders' equity ratio | 24.2% | 23.2% | 22.7% | 21.4% |
| 1株当たり当期純利益 Net income per share (EPS) | ¥283.39 | ¥322.25 | ¥363.24 | ¥114.09 |
| 1株当たり純資産(1株当たり株主資本) Shareholders' equity per share (BPS) | ¥1,762.92 | ¥2,031.89 | ¥2,360.82 | ¥869.25 |

1 当期純利益 ÷ 期首・期末平均純資産 × 100

ROE = Net income/Average total shareholders' equity at beginning and end of fiscal year×100

2 当期純利益 ÷ 期首・期末平均総資産 × 100

ROA = Net income/Average total assets at beginning and end of fiscal year×100

株式分割の状況 Stock Split Review

| 分割日 | 株式分割 |
|------------------|-------------------|
| Stock Split Date | Stock Split Ratio |
| Apr. 10, 1995 | 1:1.1 |
| Apr. 10, 1996 | 1:1.1 |
| Apr. 10, 1997 | 1:1.2 |
| Feb. 17, 1998 | 1:1.2 |
| Apr. 8, 1999 | 1:1.1 |
| Feb. 10, 2000 | 1:2.0 |
| Apr. 10, 2003 | 1:1.1 |
| Feb. 21, 2006 | 1:3.0 |

配当性向の状況 Payout Ratio Review

| | 配当性向 |
|-----------------|--------------|
| | Payout Ratio |
| 1999/2 | 16.4% |
| 2000/2 | 19.1% |
| 2001/2 | 21.1% |
| 2002/2 | 23.1% |
| 2003/2 | 19.7% |
| 2004/2 | 21.2% |
| 2005/2 | 21.7% |
| 2006/2 | 24.8% |
| 2007/2 | 35.1% |
| 2008/2(Planned) | 33.9% |

单独貸借对照表 Non-Consolidated Balance Sheets

2月20日現在 At February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--|------------------|-------------------|-------------------|-------------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 流動資産 Current assets (前期比/YOY) | ¥361,559 7.4% | ¥436,767 20.8% | ¥515,200 18.0% | ¥598,924 16.3% |
| 固定資産 Non-current assets (前期比/YOY) | 18,904 5.1% | 22,030 16.5% | 29,092 32.1% | 38,037 30.7% |
| 繰延資産 Deferred assets (前期比/YOY) | — — | — — | — — | 115 — |
| 資産合計 Total assets (前期比/YOY) | ¥380,463 7.3% | ¥458,797 20.6% | ¥544,293 18.6% | ¥637,077 17.0% |
| 流動負債 Current liabilities (前期比/YOY) | ¥92,622 18.3% | ¥101,641 9.7% | ¥114,530 12.7% | ¥162,832 42.2% |
| 固定負債 Non-current liabilities (前期比/YOY) | 195,579 20.9% | 250,827 28.2% | 306,223 22.1% | 337,847 10.3% |
| 負債合計 Total liabilities (前期比/YOY) | 288,201 4.7% | 352,469 22.3% | 420,754 19.4% | 500,680 19.0% |
| 資本合計 Total assets (前期比/YOY) | 92,261 16.4% | 106,328 15.2% | 123,539 16.2% | - - |
| 負債及び資本合計 Total liabilities and assets (前期比/YOY) | 380,463 7.3% | 458,797 20.6% | 544,293 18.6% | - - |
| 株主資本合計 Total shareholder's equity (前期比/YOY) | — — | — — | — — | 130,758 — |
| 評価・換算差額等合計 Total revaluation reserve (前期比/YOY) | — — | — — | — — | 5,638 — |
| 純資産合計 Total net assets (前期比/YOY) | — — | — — | — — | 136,396 — |
| 負債純資産合計 Total liabilities and net assets (前期比/YOY) | — — | — — | — — | 637,077 — |

単独損益計算書 Non-Consolidated Statements of Income

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--|------------------|------------------|-------------------|-------------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 営業収益 Operating revenues (前期比/YOY) | ¥83,090 12.6% | ¥94,682 14.0% | ¥109,736 15.9% | ¥125,169 14.1% |
| 総合あっせん収益 Credit card shopping (前期比/YOY) | 18,107 15.2% | 22,256 22.9% | 27,397 23.1% | 32,896 20.1% |
| 個品あっせん収益 Hire purchase (前期比/YOY) | 26 60.5% | 19 25.6% | 18 8.9% | 14 19.4% |
| 融資収益 Income from direct cash loans (前期比/YOY) | 58,061 11.9% | 67,108 15.6% | 78,119 16.4% | 88,599 13.4% |
| 融資代行収益 Income from service fees (前期比/YOY) | 3,137 11.2% | 2,745 12.5% | 2,386 13.1% | 1,934 18.9% |
| その他の収益 Other income (前期比/YOY) | 3,756 46.3% | 2,550 32.1% | 1,813 28.9% | 1,697 6.4% |
| 金融収益 Financial income (前期比/YOY) | 0 79.3% | 0 113.5% | 0 0.0% | 27 3461.5% |
| 営業費用 Operating expenses (前期比/YOY) | 57,557 12.7% | 66,100 14.8% | 77,735 17.6% | 94,691 21.8% |
| 販売費及び一般管理費 : Selling, general and administrative expenses (前期比/YOY) | 54,536 13.6% | 62,923 15.4% | 73,926 17.5% | 90,045 21.8% |
| 金融費用 Financial expenses (前期比/YOY) | 3,021 2.3% | 3,176 5.1% | 3,809 19.9% | 4,645 22.0% |
| 支払利息 Interest paid (前期比/YOY) | 2,908 2.3% | 3,084 6.1% | 3,605 16.9% | 4,615 28.0% |
| その他 Other (前期比/YOY) | 113 0.0% | 91 18.8% | 203 121.6% | 30 85.1% |
| 営業利益 Operating income (前期比/YOY) | 25,533 12.5% | 28,582 11.9% | 32,001 12.0% | 30,478 4.8% |
| 営業外収益 Non-operating income (前期比/YOY) | 711 8.4% | 791 11.3% | 977 23.5% | 1,381 41.3% |
| 営業外費用 Non-operating expenses (前期比/YOY) | 103 13.2% | 123 19.9% | 250 102.2% | 231 7.4% |
| 経常利益 Ordinary income (前期比/YOY) | 26,141 12.4% | 29,249 11.9% | 32,728 11.9% | 31,627 3.4% |
| 特別利益 Extraordinary income (前期比/YOY) | — — | — — | 604 — | 729 20.6% |
| 特別損失 Extraordinary losses (前期比/YOY) | 320 60.9% | 216 32.4% | 1,800 730.4% | 2,631 46.1% |
| 税引前当期純利益 : Income before income taxes and other (前期比/YOY) | 25,820 12.5% | 29,032 12.4% | 31,532 8.6% | 29,725 5.7% |
| 法人税、住民税及び事業税 : Corporate, residential and enterprise taxes (前期比/YOY) | 12,253 22.2% | 13,725 12.0% | 17,246 25.6% | 18,789 8.9% |
| 法人税等調整額 : Adjustment for corporate taxes and other (前期比/YOY) | 1,304 284.7% | 1,596 22.4% | 4,770 198.8% | 6,966 46.0% |
| 当期純利益 Net income (前期比/YOY) | 14,870 12.1% | 16,904 13.7% | 19,056 12.7% | 17,902 6.1% |

単独財務諸表資料 Non-Consolidated Financial Data

取扱高内訳 Trading Volume

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|--------------------|-------------------|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|
| | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total |
| カードショッピング Credit card shopping (前期比/YOY) | ¥895,868 23.3% | 60.2% | ¥1,075,473 20.0% | 63.4% | ¥1,294,645 20.4% | 66.4% | ¥1,516,639 17.1% | 69.6% |
| 融資計 Total loans (前期比/YOY) | 378,509 16.6% | 25.5% | 426,001 12.5% | 25.1% | 480,698 12.8% | 24.7% | 521,640 8.5% | 23.9% |
| カードキャッシングCash advances (前期比/YOY) | 371,150 16.5% | 25.0% | 415,294 11.9% | 24.5% | 466,978 12.4% | 24.0% | 509,336 9.1% | 23.4% |
| その他融資 Other loans (前期比/YOY) | 7,359 19.8% | 0.5% | 10,707 45.5% | 0.6% | 13,720 28.1% | 0.7% | 12,303 10.3% | 0.6% |
| 融資代行 Service fees (前期比/YOY) | 213,104 10.9% | 14.3% | 194,052 8.9% | 11.4% | 174,036 10.3% | 8.9% | 141,750 18.6% | 6.5% |
| 個品あっせん Hire purchase (前期比/YOY) | 377 21.6% | 0.0% | 275 27.0% | 0.0% | 215 21.6% | 0.0% | 184 14.6% | 0.0% |
| その他 Other (前期比/YOY) | 39 7.1% | 0.0% | 37 4.6% | 0.0% | 35 7.1% | 0.0% | 33 4.0% | 0.0% |
| 取扱高合計 Total trading volume (前期比/YOY) | 1,487,899 15.3% | 100.0% | 1,695,840 14.0% | 100.0% | 1,949,631 15.0% | 100.0% | 2,180,248 11.8% | 100.0% |

営業収益内訳 Operating Revenues

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|
| | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total |
| カードショッピング Credit card shopping (前期比/YOY) | ¥18,107 15.2% | 21.8% | ¥22,256 22.9% | 23.5% | ¥27,397 23.1% | 25.0% | ¥32,896 20.1% | 26.3% |
| 加盟店収益 Revenue from affiliated merchants (前期比/YOY) | 15,390 13.6% | 18.5% | 18,449 19.9% | 19.5% | 22,066 19.6% | 20.1% | 25,600 16.0% | 20.5% |
| リボ・分割払収益 Revenue from revolving credit (前期比/YOY) | 2,614 24.3% | 3.1% | 3,671 40.5% | 3.9% | 5,120 39.5% | 4.7% | 7,014 37.0% | 5.6% |
| その他収益 Other revenues (前期比/YOY) | 102 54.8% | 0.1% | 135 31.6% | 0.1% | 209 55.2% | 0.2% | 280 33.9% | 0.2% |
| 融資計 Total loans (前期比/YOY) | 58,061 11.9% | 69.9% | 67,108 15.6% | 70.9% | 78,119 16.4% | 71.2% | 88,599 13.4% | 70.8% |
| カードキャッシングCash advances (前期比/YOY) | 56,374 11.7% | 67.8% | 65,138 15.5% | 68.8% | 75,487 15.9% | 68.8% | 85,479 13.2% | 68.3% |
| その他融資 Other loans (前期比/YOY) | 1,686 16.4% | 2.1% | 1,970 16.8% | 2.1% | 2,632 33.6% | 2.4% | 3,119 18.5% | 2.5% |
| 融資代行 Service fee (前期比/YOY) | 3,137 11.2% | 3.8% | 2,745 12.5% | 2.9% | 2,386 13.1% | 2.2% | 1,934 18.9% | 1.5% |
| 個品あっせん Hire purchase (前期比/YOY) | 26 60.5% | 0.0% | 19 25.6% | 0.0% | 18 8.9% | 0.0% | 14 19.4% | 0.0% |
| その他 Other (前期比/YOY) | 3,756 46.3% | 4.5% | 2,550 32.1% | 2.7% | 1,813 28.9% | 1.6% | 1,697 6.4% | 1.4% |
| 金融収益 Financial income (前期比/YOY) | 0 79.3% | 0.0% | 0 113.5% | 0.0% | 0 23.4% | 0.0% | 27 3461.5% | 0.0% |
| 営業収益合計 Total operating revenues (前期比/YOY) | 83,090 12.6% | 100.0% | 94,682 14.0% | 100.0% | 109,736 15.9% | 100.0% | 125,169 14.1% | 100.0% |

営業債権内訳 Finance Receivables

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 割賦売掛金合計 Total installments receivable (前期比/YOY) | ¥84,882 12.3% | 11,907 | ¥117,145 38.0% | 32,263 | ¥148,821 27.0% | 31,675 | ¥197,211 32.5% | 48,390 |
| カードショッピング Credit card shopping (前期比/YOY) | 84,667 12.2% | 11,758 | 116,975 38.2% | 32,308 | 148,688 27.1% | 31,712 | 197,099 32.6% | 48,410 |
| 内リボ・分割払い残高 Revolving payment card shoppin (前期比/YOY) | 29,503 28.6% | 6,567 | 41,285 39.9% | 11,782 | 58,344 41.3% | 17,059 | 63,487 8.9% | 5,143 |
| 個品あっせん Hire purchase (前期比/YOY) | 215 40.8% | 148 | 169 21.1% | 45 | 132 22.1% | 37 | 112 14.7% | 19 |
| 営業貸付金計 Total loans receivable (前期比/YOY) | 257,164 14.0% | 31,637 | 298,064 15.9% | 40,899 | 349,904 17.4% | 51,840 | 385,585 10.2% | 35,681 |
| カードキャッシング Cash advances (前期比/YOY) | 244,942 14.1% | 30,182 | 282,501 15.3% | 37,558 | 330,702 17.1% | 48,201 | 365,839 10.6% | 35,137 |
| その他融資 Other loans (前期比/YOY) | 12,222 13.5% | 1,455 | 15,563 27.3% | 3,341 | 19,202 23.4% | 3,639 | 19,746 2.8% | 543 |
| 営業債権合計 Total finance receivables (前期比/YOY) | 342,046 6.1% | 19,730 | 415,210 21.4% | 73,163 | 498,726 20.1% | 83,515 | 582,797 16.9% | 84,071 |

債権流動化実施後の数値を記載しております。 Figures represent amounts after securitization of receivables.

(債権流動化実施額) (Securitized Receivables)

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|--|---------------|---------------|---------------|---------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 割賦売掛金 Installments receivable | ¥53,450 | ¥41,304 | ¥50,000 | ¥40,217 |
| 一回払い Single-payment credit | 43,450 | 41,304 | 50,000 | 40,217 |
| リボ払い Revolving payment credit | 10,000 | — | — | — |
| ボーナス払い Twice-yearly payment credit | — | — | — | — |
| 営業貸付金 Loans receivable | 10,000 | 10,000 | 10,000 | 10,000 |
| リボ払い Revolving payment credit | 10,000 | 10,000 | 10,000 | 10,000 |
| 債権流動化実施額計 Total securitized receivables | 63,450 | 51,304 | 60,000 | 50,217 |

(債権流動化分を含む営業債権残高) (Finance Receivables Including Securitized Receivables)

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|--|-------------------|--------------|-------------------|--------------|-------------------|--------------|-------------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 割賦売掛金合計 Total installments receivable (前期比/YOY) | ¥138,332 25.7% | 28,243 | ¥158,450 14.5% | 20,117 | ¥198,821 25.5% | 40,371 | ¥237,428 19.4% | 38,607 |
| 営業貸付金計 Total loans receivable (前期比/YOY) | 267,164 18.5% | 41,637 | 308,064 15.3% | 40,899 | 359,904 16.8% | 51,840 | 395,585 9.9% | 35,681 |
| 営業債権合計 Total finance receivables including securitized receivables (前期比/YOY) | 405,496 20.8% | 69,880 | 466,514 15.0% | 61,017 | 558,726 19.8% | 92,211 | 633,014 13.3% | 74,288 |

営業費用 Operating Expenses

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|--|---------------|-------------------|---------------|-------------------|---------------|-------------------|---------------|-------------------|
| | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total | 実績 Results | 構成比 % of Total |
| 販売費及び一般管理費 Selling, general and administrative expenses | ¥54,536 | 100.0% | ¥62,923 | 100.0% | ¥73,926 | 100.0% | ¥90,045 | 100.0% |
| (前期比/YOY) | 13.6% | | 15.4% | | 17.5% | | 21.8% | |
| 広告宣伝費 Advertising and promotion | 5,718 | 10.5% | 6,864 | 10.9% | 10,324 | 14.0% | 11,950 | 9.6% |
| (前期比/YOY) | 22.9% | | 20.0% | | 50.4% | | 15.8% | |
| 貸倒関連費 Allowance for credit losses | 15,070 | 27.6% | 18,660 | 29.7% | 19,930 | 26.9% | 26,521 | 21.2% |
| (前期比/YOY) | 38.4% | | 23.8% | | 6.8% | | 33.1% | |
| 人件費 Salaries and fringe benefits | 9,272 | 17.0% | 10,118 | 16.1% | 11,654 | 15.8% | 12,109 | 9.7% |
| (前期比/YOY) | 1.4% | | 9.1% | | 15.2% | | 3.9% | |
| 管理費 Administrative expenses | 16,573 | 30.4% | 19,423 | 30.9% | 22,401 | 30.3% | 29,795 | 33.1% |
| (前期比/YOY) | 9.6% | | 17.2% | | 15.3% | | 33.0% | |
| 設備費 Equipment expenses | 6,056 | 11.1% | 6,254 | 9.9% | 7,542 | 10.2% | 8,067 | 6.5% |
| (前期比/YOY) | 1.0% | | 3.3% | | 20.6% | | 7.0% | |
| 一般費 General expenses | 1,847 | 3.4% | 1,603 | 2.5% | 2,073 | 2.8% | 1,601 | 1.3% |
| (前期比/YOY) | 1.5% | | 13.2% | | 29.3% | | 22.8% | |
| 金融費用 Financial expenses | 3,021 | — | 3,176 | — | 3,809 | — | 4,645 | — |
| (前期比/YOY) | 2.3% | | 5.1% | | 19.9% | | 22.0% | |
| 支払利息 Interest paid | 2,908 | — | 3,084 | — | 3,605 | — | 4,615 | — |
| (前期比/YOY) | 2.3% | | 6.1% | | 16.9% | | 28.0% | |
| その他 Other | 113 | — | 91 | — | 203 | — | 30 | — |
| (前期比/YOY) | 0% | | 18.8% | | 121.6% | | 85.1% | |
| 営業費用合計 Total operating expenses | 57,557 | — | 66,100 | — | 77,735 | — | 94,691 | — |
| (前期比/YOY) | 12.7% | | 14.8% | | 17.6% | | 21.8% | |
| 期中平均調達コスト Average funding cost | 1.10% | — | 0.93% | — | 0.88% | — | 0.98% | — |

有利子負債内訳 Interest-Bearing Debt

2月20日現在 At February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|-------------------|--------------|--------------------|--------------|------------------|--------------|--------------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 短期借入金 Short-term borrowings (前期比/YOY) | ¥5,860 10.2% | 544 | ¥2,502 57.3% | 3,357 | ¥1,300 48.1% | 1,202 | ¥14,400 1007.7% | 13,100 |
| コマーシャル・ペーパー Commercial paper (前期比/YOY) | 8,000 69.2% | 18,000 | — — | 8,000 | 7,000 — | 7,000 | — — | 7,000 |
| 社債 Corporate bonds (前期比/YOY) | 50,000 25.0% | 10,000 | 60,000 20.0% | 10,000 | 90,000 50.0% | 30,000 | 110,000 22.2% | 20,000 |
| (内1年以内返済予定) (Paid off within a (前期比/YOY) | — — | — | — — | — | — — | — | (10,000) — | (10,000) |
| 長期借入金 Long-term borrowings (LTB) (前期比/YOY) | 162,200 3.5% | 5,500 | 230,500 42.1% | 68,300 | 251,700 9.1% | 21,200 | 287,000 14.0% | 35,300 |
| (内1年以内返済予定) (Paid off within a (前期比/YOY) | (17,700) 50.1% | (17,800) | (41,200) 132.8% | (23,500) | (38,300) 7.0% | (2,900) | (58,800) 53.5% | (20,500) |
| 有利子負債計 Total interest-bearing debt (前期比/YOY) | 226,060 0.9% | 1,956 | 293,002 29.6% | 66,942 | 350,000 19.4% | 56,998 | 411,400 17.5% | 61,400 |

| | | | | | | | | |
|-------------------------------|------------------|--------|-----------------|--------|-----------------|-------|-----------------|-------|
| 債権流動化 ABS & ABCP (前期比/YOY) | 59,974 347.6% | 46,575 | 48,000 20.0% | 11,974 | 56,000 16.6% | 8,000 | 47,000 16.1% | 9,000 |
|-------------------------------|------------------|--------|-----------------|--------|-----------------|-------|-----------------|-------|

| | | | | |
|---------------------------------|-------|-------|-------|-------|
| 1年以上長期借入比率 LTB/Total borrowings | 71.5% | 76.0% | 77.2% | 72.7% |
| 直接調達比率 Direct financing ratio | 41.2% | 32.0% | 37.7% | 34.2% |

上記比率は債権流動化を有利子負債に含んでおります

The figures shown in "LTB/Total borrowings" and "Direct financing ratio" were calculated taking into consideration ABS & ABCP.

| | | |
|-----------------|--|-----|
| 格付 Ratings from | 日本格付研究所 Japan Credit Rating Agency, Ltd. | A + |
| | 格付投資情報センター Rating and Investment Information, Inc. | A + |
| | スタンダード&プアズ Standard & Poor's | A - |

貸倒引当、貸倒損失 Allowance for Possible Credit Losses

2月20日に終了する各年度 For the years ended February 20

(単位: 百万円/Millions of Yen)

| | 2004/2 | 2005/2 | 2006/2 | 2007/2 |
|---|-----------------|------------------|------------------|----------------------|
| | 実績 Results | 実績 Results | 実績 Results | 実績 Results |
| 期首貸倒引当金 Balance, beginning of year (前期比/YOY) | ¥7,500 18.7% | ¥10,584 41.1% | ¥16,211 53.2% | () ¥22,639 39.7% |
| 貸倒関連費 Allowance for possible credit losses (前期比/YOY) | 15,070 38.4% | 18,660 23.8% | 19,930 6.8% | 26,521 33.1% |
| 貸倒償却総額 Written-off amount (前期比/YOY) | 11,986 23.5% | 13,033 8.7% | 13,502 3.6% | 14,166 4.9% |
| 期末貸倒引当金 Balance, end of year (前期比/YOY) | 10,584 41.1% | 16,211 53.2% | 22,639 39.7% | 33,564 48.3% |

() 利息返還損失引当金14億30百万円を含んでおります

Reclassification as provision for overpaid interest : JPY 1billion 430 million

| | | | | |
|---|-------|-------|-------|-------|
| 期末貸倒引当金 / 営業債権残高比 Year-end balance/Total finance receivables | 3.09% | 3.90% | 4.54% | 5.76% |
| 流動化債権を含んだ場合 If including ABS & ABCP | 2.61% | 3.47% | 4.05% | 5.30% |

| | | | | |
|--|-------|-------|-------|-------|
| 期末償却総額 / 営業債権残高比 Written-off amount/Total finance receivables | 3.50% | 3.14% | 2.71% | 2.43% |
| 流動化債権を含んだ場合 If including ABS & ABCP | 2.96% | 2.79% | 2.42% | 2.24% |

単独営業状況報告 Non-Consolidated Key Operating Data

カード会員数の推移 Number of Cardholders

2月20日現在 At February 20

(単位: 万人/Ten thousand)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|----------------------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 有効会員数 1 Total cardholders | 1,210 | 80 | 1,290 | 80 | 1,370 | 80 | 1,455 | 85 |
| 稼働会員数 2 Active cardholders | 640 | 65 | 717 | 77 | 766 | 49 | 830 | 64 |
| 年間稼働率 3 (%) Card-use rate (%) | 54.7% | - | 57.4% | - | 57.6% | - | 58.8% | - |

1 有効会員数とは実際にカードを保有している会員数です。一人で複数枚保有する会員は、一人として算出しております。
"Total cardholders" counts each cardholder only once, even when an individual holds more than one card.

2 稼働会員数とは有効会員数の内、1年間に1回以上カードを利用した会員数です。

"Active cardholders" means the number of cardholders who have used their card at least once within the previous 12 months.

3 年間稼働率=稼働会員数÷期首・期末平均有効会員数×100

Card-use rate = Total cardholders/Average total active cardholders at beginning and end of fiscal year × 100

会員属性 Cardholder Characteristics

- 男女別構成比 Cardholders by Gender

2007年2月20日現在 At February 20, 2007

| | 男女別構成比 Cardholders by Gender |
|-----------|---------------------------------|
| 男性 Male | 27.5% |
| 女性 Female | 72.5% |

- 年齢別構成比 Cardholders by Age

2007年2月20日現在 At February 20, 2007

| | 年齢別構成比: 全体 Total Cardholders by Age | 年齢別構成比: 男性 Male Cardholders by Age | 年齢別構成比: 女性 Female Cardholders by Age |
|--------------|--|---------------------------------------|---|
| 29 and under | 6.6% | 6.5% | 6.6% |
| 30 - 39 | 23.3% | 20.3% | 24.4% |
| 40 - 49 | 25.9% | 25.0% | 26.2% |
| 50 - 59 | 22.9% | 22.0% | 23.2% |
| 60 and over | 21.4% | 26.1% | 19.6% |
| Total | 100.0% | 100.0% | 100.0% |

1口座当たりのカードキャッシング債権残高 Cash advance Receivables per Account

2月10日現在 At February 10

(単位: 千円/Thousands of Yen)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|--|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 1口座当たりのカードキャッシング債権残高 Cash advance Receivables per Account | 287 | 31 | 304 | 17 | 318 | 14 | 323 | 5 |

CD・ATMネットワークの状況

Cash Dispenser (CD) and Automated Teller Machine (ATM) Network

2月20日現在 At February 20

(単位: 台/Number of Machines)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 自社CD Self-owned CDs | 1,518 | 23 | 1,551 | 33 | 1,467 | 84 | 1,271 | 196 |

当社カード会員の融資利用可能な提携先のCD機及びATMの台数。CDs and ATMs available for our cardholders at other financial institutions.

加盟店数の推移 Total Number of Affiliated Merchants

2月20日現在 At February 20

(単位: 店/Number of Merchants)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 加盟店数 Total number of affiliated merchants | 405,000 | 46,000 | 478,000 | 73,000 | 538,000 | 60,000 | 600,000 | 62,000 |

従業員数の推移 Number of Employees

2月20日現在 At February 20

(単位: 人/Man)

| | 2004/2 | | 2005/2 | | 2006/2 | | 2007/2 | |
|---|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change | 実績 Results | 増減 Change |
| 従業員数 Number of employees | 716 | 10 | 751 | 35 | 801 | 50 | 841 | 40 |
| 平均臨時雇用者数 Number of average part-timers | 1,801 | 325 | 2,319 | 518 | 2,351 | 32 | 2,817 | 466 |

2008年2月期の業績予測

Estimated Results for the Year Ending February 20, 2008

(単位: 百万円/Millions of Yen)

| | 連結業績予測 Consolidated Estimated Results | 単独業績予測 Non-Consolidated Estimated Results |
|---------------------------------|--|--|
| 取扱高合計 Total Trading volume | ¥2,850,000 | ¥2,500,000 |
| (前期比/YOY) | 14.8% | 14.7% |
| カードショッピング Credit card shopping | — | 1,790,000 |
| (前期比/YOY) | — | 18.0% |
| カードキャッシング Cash advances | — | 535,000 |
| (前期比/YOY) | — | 5.0% |
| その他 Other | — | 175,000 |
| (前期比/YOY) | — | 13.4% |
| 営業収益合計 Total Operating revenues | 185,000 | 130,000 |
| (前期比/YOY) | 6.6% | 3.9% |
| 営業費用合計 Total operating expenses | 144,000 | 102,400 |
| (前期比/YOY) | 8.7% | 8.1% |
| 営業利益 Operating income | 41,000 | 27,600 |
| (前期比/YOY) | 0.1% | 9.4% |
| 経常利益 Ordinary income | 41,200 | 28,600 |
| (前期比/YOY) | 0.4% | 9.6% |
| 当期純利益 Net income | 20,700 | 16,200 |
| (前期比/YOY) | 0.5% | 9.5% |