

2011年2月期 決算補足資料

FACT BOOK 2011 For the Year Ended February 20, 2011



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.

3: 連結記載数値は、決算期ごとの為替レートで換算しておりますので、為替レート変動による影響がございます。

The consolidated figure may be affected by fluctuation of exchange rates since the figure is converted to Japanese Yen in every financial closing.

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。

Remarks to the Forecasting

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

(単位:百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
取扱高 Trading volume (前期比/YOY)	¥2,756,725 11.0%	¥3,074,025 11.5%	¥2,993,335 △2.6%	¥3,194,657 6.7%
営業収益 Operating revenues (前期比/YOY)	181,076 4.4%	176,007 △2.8%	172,430 △2.0%	169,191 △1.9%
営業利益 Operating income (前期比/YOY)	32,863 △19.8%	26,611 △19.0%	20,560 △22.7%	20,717 0.8%
経常利益 Ordinary income (前期比/YOY)	33,014 △19.5%	26,805 △18.8%	20,424 △23.8%	20,823 2.0%
当期純利益 Net income (前期比/YOY)	17,653 △14.3%	14,788 △16.2%	197 △98.7%	9,540 4721.4%

なお、当期の取扱高合計数値について、業務代行に電子マネーのアクワイアリング分を含めた数値は、以下のとおりとなります。

Revised retroactively

取扱高合計 Total trading volume (前期比/YOY)	¥2,756,725 11.0%	¥3,074,025 11.5%	¥3,496,757 13.8%	¥3,984,085 13.9%
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主要な経営指標 Consolidated Key Indicators

(単位:円/Yen)

	2008/2	2009/2	2010/2	2011/2
自己資本比率(株主資本比率) Equity ratio	18.9%	19.0%	18.0%	17.7%
1株当たり当期純利益 Earnings per share (EPS)	¥112.52	¥94.29	¥1.26	¥60.83
1株当たり純資産(1株当たり株主資本) Book value per share	¥1,040.97	¥1,036.35	¥994.42	¥1,015.17

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
イー・シー・エス債権管理回収株式会社 ACS Credit Management Co., Ltd.	93.3%	ジャスベル株式会社 Jusvel Co., Ltd.	30.6%
イオン少額短期保険株式会社 AEON S.S. INSURANCE CO., LTD.	※2 90.0%	イオンマーケティング株式会社 AEON MARKETING CO.,LTD. 株式会社デジタルダイレクト Digital Direct Inc.	20.0% 20.0%

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. ※3	51.9%	AEON CREDIT GUARANTEE (CHINA) CO., LTD. 76.0%
AEON THANA SINSAP (THAILAND) PLC. ※4	54.3%	AEON INFORMATION SERVICE (SHENZHEN) CO., LTD. 76.0%
ACS CAPITAL CORPORATION LTD.	100.0%	ACS INSURANCE BROKER (THAILAND) CO., LTD. 100.0%
AEON CREDIT SERVICE (M) BERHAD ※5	59.0%	ACS LIFE INSURANCE BROKER (THAILAND) CO., LTD. 100.0%
AEON CREDIT SERVICE (TAIWAN) CO., LTD.	96.2%	ACS SERVICING (THAILAND) CO., LTD. 100.0%
AEON CREDIT CARD (TAIWAN) CO., LTD.	94.1%	ACS TRADING VIETNAM CO.,LTD. 90.9%
PT. AEON CREDIT SERVICE INDONESIA	83.9%	AEON CREDIT TECHNOLOGY SYSTEMS (PHILIPPINES)INC. 86.5%
AEON INSURANCE BROKERS (HK) LIMITED	51.9%	

※1 イオン保険サービス株式会社は、連結対象から除外しております。

AEON INSURANCE SERVICE CO., LTD. is excluded from the consolidation scope.

※2 イオン少額短期保険株式会社は、当第2四半期より、連結子会社の範囲に含めております。

AEON S.S. INSURANCE CO., LTD. has applied the Equity method from the 2Q.

※3 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)

※4 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)

※5 AEON CREDIT SERVICE (M) BERHADは、マレーシア証券取引所に上場しております。(証券コード5139)

The shares of AEON CREDIT SERVICE (M) BERHAD are listed on The Stock Exchange of Malaysia. (Securities Code: 5139)

連結貸借対照表 Consolidated Balance Sheets

(単位: 百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
流動資産 Current assets (前期比/YOY)	¥809,822 1.7%	¥797,954 △1.5%	¥769,527 △3.6%	¥750,651 △2.5%
固定資産 Non-current assets (前期比/YOY)	52,042 38.3%	56,081 7.8%	96,718 72.5%	150,936 56.1%
投資有価証券 Investment securities (※) (前期比/YOY)	23,052 61.7%	18,174 △21.2%	53,493 194.3%	99,779 86.5%
繰延資産 Deferred assets (前期比/YOY)	196 70.4%	157 △19.7%	119 △24.4%	80 △32.3%
資産合計 Total assets (前期比/YOY)	862,061 3.3%	854,193 △0.9%	866,364 1.4%	901,578 4.1%
流動負債 Current liabilities (前期比/YOY)	231,042 4.2%	230,795 △0.1%	272,178 17.9%	336,788 23.7%
固定負債 Long-term liabilities (前期比/YOY)	447,681 1.8%	441,496 △1.4%	417,468 △5.4%	384,590 △7.9%
負債合計 Total liabilities (前期比/YOY)	678,724 2.6%	672,292 △0.9%	689,647 2.6%	721,378 4.6%
株主資本合計 Total shareholder's equity (前期比/YOY)	158,948 7.6%	167,461 5.4%	161,712 △3.4%	164,978 2.0%
評価・換算差額等合計 Total revaluation reserve (前期比/YOY)	4,314 △44.8%	△4,926 △214.2%	△5,733 16.4%	△5,745 0.2%
新株予約権 Subscription rights to shares (前期比/YOY)	— —	25 —	— —	— —
少数株主持分 Minority interests (前期比/YOY)	20,074 17.4%	19,340 △3.7%	20,739 7.2%	20,967 1.1%
純資産合計 Total equity (前期比/YOY)	183,336 6.2%	181,901 △0.8%	176,717 △2.8%	180,199 2.0%
負債純資産合計 Total liabilities and equity (前期比/YOY)	862,061 3.3%	854,193 △0.9%	866,364 1.4%	901,578 4.1%

※投資有価証券には、債権流動化に伴う信託受益権が含まれております

Trusted beneficiary right from securitization is included in the Securities Investment.

連結損益計算書 Consolidated Statements of Income

(単位: 百万円 / Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
営業収益 Operating revenues	¥181,076	¥176,007	¥172,430	¥169,191
(前期比/YOY)	4.4%	△2.8%	△2.0%	△1.9%
包括信用購入あっせん収益	47,330	52,697	55,966	63,838
Credit card purchase contracts (前期比/YOY)	19.0%	11.3%	6.2%	14.1%
個別信用購入あっせん収益	9,752	9,304	8,050	8,906
Hire purchase contracts (前期比/YOY)	29.5%	△4.6%	△13.5%	10.6%
融資収益	114,300	96,040	80,598	71,570
Financing revenue (前期比/YOY)	△3.3%	△16.0%	△16.1%	△11.2%
業務代行収益 (※)	—	6,150	13,012	6,626
Processing service fees (前期比/YOY)	—	408.4%	111.6%	△49.1%
融資代行収益	1,209	—	—	—
ATM acquiring service fees (前期比/YOY)	△37.0%	—	—	—
償却債権回収収益	2,896	2,366	3,273	2,957
Income from bad debt recovery (前期比/YOY)	45.4%	△18.3%	38.3%	△9.6%
その他収益	5,282	9,231	11,368	15,235
Other revenues (前期比/YOY)	40.6%	74.8%	23.2%	34.0%
金融収益	304	217	160	57
Financial revenue (前期比/YOY)	2.4%	△28.6%	△26.2%	△64.4%
販売費及び一般管理費	133,567	134,360	137,370	133,400
Selling, general and administrative expenses (前期比/YOY)	10.3%	0.6%	2.2%	△2.9%
金融費用 Financial expenses	14,645	15,035	14,499	15,073
(前期比/YOY)	28.4%	2.7%	△3.6%	4.0%
支払利息 Interest paid	14,456	14,432	13,522	13,275
(前期比/YOY)	28.7%	△0.2%	△6.3%	△1.8%
その他 Other	189	602	976	1,798
(前期比/YOY)	8.1%	218.3%	62.0%	84.1%
営業費用 Operating expenses	148,212	149,396	151,869	148,473
(前期比/YOY)	11.8%	0.8%	1.7%	△2.2%
営業利益 Operating income	32,863	26,611	20,560	20,717
(前期比/YOY)	△19.8%	△19.0%	△22.7%	0.8%
営業外収益 Nonoperating revenues	474	441	421	369
(前期比/YOY)	39.8%	△7.0%	△4.4%	△12.5%
営業外費用 Nonoperating expenses	324	246	557	263
(前期比/YOY)	17.0%	△23.8%	125.8%	△52.7%
経常利益 Ordinary income	33,014	26,805	20,424	20,823
(前期比/YOY)	△19.5%	△18.8%	△23.8%	2.0%
特別利益 Extraordinary income	2,639	12,168	369	4,732
(前期比/YOY)	185.1%	360.9%	△97.0%	1180.6%
特別損失 Extraordinary losses	1,326	8,609	16,096	4,620
(前期比/YOY)	△63.9%	549.0%	87.0%	△71.3%
税金等調整前当期純利益	34,327	30,364	4,698	20,935
Income before income taxes and other (前期比/YOY)	△10.3%	△11.5%	△84.5%	345.6%
少数株主利益 Minority interest income	4,276	4,392	3,805	3,699
(前期比/YOY)	36.2%	2.7%	△13.3%	△2.8%
当期純利益 Net income	17,653	14,788	197	9,540
(前期比/YOY)	△14.3%	△16.2%	△98.7%	4721.4%

※電子マネー収益の取扱方法を見直したことによる。2011年2月期業務代行収益の減収額は126億28百万円でございます。

Due to the revise of calculation method for revenue from electronic money, the decreased amount of revenue from agency service business in the financial year end 2011 February is 12 Billion 628 Million Japanese Yen.

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

主な国内連結子会社 Major Domestic Subsidiaries

(単位:百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
イオン保険サービス株式会社(保険代理店) AEON INSURANCE SERVICE CO.,LTD. (Insurance agency) (前期比/YOY)	¥1,137 5.0%	¥3,826 236.7%	¥3,951 3.3%	¥4,232 7.1%
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)	1,949 17.4%	2,311 18.6%	2,176 △5.8%	1,645 △25.0%

主な海外連結子会社 Major Overseas Subsidiaries

		2008/2	2009/2	2010/2	2011/2
		実績 Results	実績 Results	実績 Results	実績 Results
香港 Hong Kong	百万香港ドル Millions of HK\$ (前期比/YOY)	1,205 5.0%	1,255 4.2%	1,244 △0.8%	1,162 △6.6%
	百万円 Millions of Yen	¥17,908	¥16,348	¥14,986	¥13,012
	為替レート Avg. exchange rate	1HK\$ = ¥14.86	1HK\$ = ¥13.02	1HK\$ = ¥12.04	1HK\$ = ¥11.19
タイ Thailand	百万タイバーツ Millions of Baht (前期比/YOY)	9,262 17.0%	10,573 14.2%	10,323 △2.2%	11,047 7.0%
	百万円 Millions of Yen	¥33,821	¥32,036	¥28,266	¥30,601
	為替レート Avg. exchange rate	1Baht = ¥3.65	1Baht = ¥3.03	1Baht = ¥2.74	1Baht = ¥2.77
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)	187 33.0%	228 21.8%	259 13.6%	286 10.3%
	百万円 Millions of Yen	¥6,411	¥6,899	¥6,930	¥7,832
	為替レート Avg. exchange rate	1RM = ¥34.11	1RM = ¥30.14	1RM = ¥26.66	1RM = ¥27.31

連結財務諸表資料 Consolidated Financial Data

取扱高内訳 Trading Volume

(単位: 百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	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
包括信用購入あっせん Credit card purchase contracts (前期比/YOY)	¥1,874,219 17.8%	68.0%	¥2,109,905 12.6%	68.7%	¥2,261,616 7.2%	75.5%	¥2,587,516 14.4%	81.0%
個別信用購入あっせん Hire purchase contracts (前期比/YOY)	53,598 20.8%	1.9%	49,050 △8.5%	1.6%	44,119 △10.1%	1.5%	48,865 10.8%	1.5%
融資計 Total loan contracts (前期比/YOY)	694,898 △0.0%	25.2%	655,488 △5.7%	21.3%	586,125 △10.6%	19.6%	405,923 △30.7%	12.7%
カードキャッシング Cash advances (前期比/YOY)	574,037 △2.6%	20.8%	545,628 △4.9%	17.7%	496,176 △9.1%	16.6%	318,616 △35.8%	10.0%
その他融資 Other loans (前期比/YOY)	120,861 14.1%	4.4%	109,859 △9.1%	3.6%	89,949 △18.1%	3.0%	87,306 △2.9%	2.7%
業務代行 Processing services (前期比/YOY)	— —	—	225,908 —	7.3%	66,830 △70.4%	2.2%	105,883 58.4%	3.3%
融資代行 ATM acquiring service (前期比/YOY)	89,705 △36.7%	3.3%	— —	—	— —	—	— —	—
その他 Other (前期比/YOY)	44,303 290.4%	1.6%	33,673 △24.0%	1.1%	34,644 2.9%	1.2%	46,468 34.1%	1.5%
取扱高合計 Total trading volume (前期比/YOY)	2,756,725 11.0%	100.0%	3,074,025 11.5%	100.0%	2,993,335 △2.6%	100.0%	3,194,657 6.7%	100.0%

※業務代行については、前期より電子マネーのアクワイアリング分を除き(自社発行のカードに係る分は従来どおり含めております)算出しております。

The acquiring business of electronic money is being excluded from the brokerage business. However, those sales from the electronic money cards issued by the company are included as usual.

なお、当期の取扱高合計数値について、業務代行に電子マネーのアクワイアリング分を含めた数値は、以下のとおりとなります。

Revised retroactively

取扱高合計 Total trading volume (前期比/YOY)	¥2,756,725 11.0%	¥3,074,025 11.5%	¥3,496,757 13.8%	¥3,984,085 13.9%
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営業収益内訳 Operating Revenues

(単位: 百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	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
包括信用購入あっせん収益 Credit card purchase contracts (前期比/YOY)	¥47,330 19.0%	26.1%	¥52,697 11.3%	29.9%	¥55,966 6.2%	32.5%	¥63,838 14.1%	37.7%
個別信用購入あっせん収益 Hire purchase contracts (前期比/YOY)	9,752 29.5%	5.4%	9,304 △4.6%	5.3%	8,050 △13.5%	4.7%	8,906 10.6%	5.3%
融資収益計 Total loan contracts	114,300 △3.3%	63.1%	96,040 △16.0%	54.6%	80,598 △16.1%	46.7%	71,570 △11.2%	42.3%
カードキャッシング Cash advances (前期比/YOY)	92,884 △7.7%	51.3%	76,334 △17.8%	43.4%	63,441 △16.9%	36.7%	56,233 △11.4%	33.2%
その他融資 Other loans (前期比/YOY)	21,416 21.7%	11.8%	19,706 △8.0%	11.2%	17,157 △12.9%	10.0%	15,337 △10.6%	9.1%
業務代行収益 Processing service fees (前期比/YOY)	— —	—	6,150 —	3.6%	13,012 111.6%	7.5%	6,626 △49.1%	3.9%
融資代行収益 ATM acquiring service fees (前期比/YOY)	1,209 △37.0%	0.7%	— —	—	— —	—	— —	—
償却債権回収収益 Income from bad debt recovery (前期比/YOY)	2,896 45.4%	1.6%	2,366 △18.3%	1.3%	3,273 38.3%	1.9%	2,957 △9.6%	1.7%
その他収益 Other revenues (前期比/YOY)	5,282 40.6%	2.9%	9,231 74.8%	5.2%	11,368 23.2%	6.6%	15,235 34.0%	9.0%
金融収益 Financial revenue (前期比/YOY)	304 2.4%	0.2%	217 △28.6%	0.1%	160 △26.2%	0.1%	57 △64.4%	0.0%
営業収益合計 Total operating revenues (前期比/YOY)	181,076 4.4%	100.0%	176,007 △2.8%	100.0%	172,430 △2.0%	100.0%	169,191 △1.9%	100.0%

営業債権内訳 Finance Receivables

(単位: 百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change
割賦売掛金計 Total accounts receivable-installment	¥287,335	26,545	¥245,378	△41,957	¥300,782	55,404	¥384,261	83,479
(前期比/YOY)	10.2%		△14.6%		22.6%		27.8%	
包括信用購入あっせん Credit card purchase contracts (前期比/YOY)	248,229	18,976	211,117	△37,112	262,811	51,694	344,341	81,529
(前期比/YOY)	8.3%		△15.0%		24.5%		31.0%	
個別信用購入あっせん Hire purchase contracts (前期比/YOY)	39,106	7,568	34,261	△4,845	37,970	3,709	39,920	1,949
(前期比/YOY)	24.0%		△12.4%		10.8%		5.1%	
営業貸付金計 Total operating loans	503,720	△3,394	483,527	△20,193	423,324	△60,203	293,427	△129,897
(前期比/YOY)	△0.7%		△4.0%		△12.5%		△30.7%	
カードキャッシング Cash advances	409,314	△6,951	413,215	3,901	347,808	△65,407	217,186	△130,622
(前期比/YOY)	△1.7%		1.0%		△15.8%		△37.6%	
その他融資 Other loans	94,406	3,557	70,311	△24,094	75,515	5,203	76,240	725
(前期比/YOY)	3.9%		△25.5%		7.4%		1.0%	
営業債権合計 Total finance receivables	791,056	23,150	728,905	△62,150	724,106	△4,798	677,689	△46,417
(前期比/YOY)	3.0%		△7.9%		△0.7%		△6.4%	

(債権流動化残高)(Securitized Receivables)

(単位: 百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
割賦売掛金計 Total accounts receivable-installment	¥84,910	¥150,398	¥142,508	¥119,739
包括信用購入あっせん Credit card purchase contracts	84,910	(※2) 150,398	(※3) 142,508	(※5) 119,739
個別信用購入あっせん Hire purchase contracts	—	—	—	—
営業貸付金計 Total operating loans	28,376	18,078	53,326	141,308
カードキャッシング Cash advances	(※1) 28,376	9,364	(※4) 49,421	(※6) 139,685
その他融資 Othre loans	—	8,713	3,905	1,623
債権流動化実施額合計 Total securitized receivables	113,286	168,476	195,834	261,048

※ 同数値に含まれる信託受益権は、(※1)10,056百万円、(※2)12,916百万円、(※3)22,029百万円、(※4)13,934百万円、(※5)23,682百万円、(※6)56,112百万円であります。

The trust beneficiary rights included in the figure are (※1)10,056 Million Yen (※2)12,916 Million Yen (※3)22,029 Million Yen (※4)13,934 Million Yen (※5)23,682 Million Yen

(※6)56,112 Million Yen.

(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)

	2008/2		2009/2		2010/2		2011/2	
	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change
割賦売掛金計 Total accounts receivable-installment	¥372,246	59,656	(※2) ¥395,776	23,529	(※3) ¥443,290	47,514	(※5) ¥ 504,001	60,710
(前期比/YOY)	19.1%		6.3%		12.0%		13.7%	
営業貸付金計 Total operating loans	(※1) 532,097	5,697	501,605	△30,491	(※4) 476,651	△24,954	(※6) 434,735	△41,915
(前期比/YOY)	△1.1%		△5.7%		△5.0%		△8.8%	
営業債権合計 Finance Receivables Including Securitized Receivables	904,343	65,354	897,382	△6,961	919,941	22,559	938,737	18,795
(前期比/YOY)	7.8%		△0.8%		2.5%		2.0%	

※ 同数値に含まれる信託受益権は、(※1)10,056百万円、(※2)12,916百万円、(※3)22,029百万円、(※4)13,934百万円、(※5)23,682百万円、(※6)56,112百万円であります。

The trust beneficiary rights included in the figure are (※1)10,056 Million Yen (※2)12,916 Million Yen (※3)22,029 Million Yen (※4)13,934 Million Yen (※5)23,682 Million Yen

(※6)56,112 Million Yen.

営業費用 Operating Expenses

(単位: 百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	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	¥133,567	100.0%	¥134,360	100.0%	¥137,370	100.0%	¥133,400	100.0%
(前期比/YOY)	10.3%		0.6%		2.2%		△2.9%	
広告宣伝費 Advertising and promotion	14,537	10.9%	15,408	11.5%	14,715	10.7%	17,228	12.9%
(前期比/YOY)	7.2%		6.0%		△4.5%		17.1%	
貸倒関連費 Bad debt allowance	42,568	31.9%	32,767	24.4%	36,387	26.5%	35,306	26.5%
(前期比/YOY)	5.2%		△23.0%		11.1%		△3.0%	
人件費 Salaries and fringe benefits	20,281	15.2%	22,500	16.7%	22,516	16.4%	24,556	18.4%
(前期比/YOY)	12.0%		10.9%		0.1%		9.1%	
管理費 Administrative expenses	42,141	31.6%	46,861	34.9%	47,297	34.4%	38,049	28.5%
(前期比/YOY)	14.8%		11.2%		0.9%		△19.6%	
設備費 Equipment expenses	12,049	9.0%	13,801	10.3%	14,404	10.5%	16,182	12.1%
(前期比/YOY)	15.8%		14.5%		4.4%		12.3%	
一般費 General expenses	1,988	1.5%	3,021	2.2%	2,048	1.5%	2,077	1.6%
(前期比/YOY)	6.3%		52.0%		△32.2%		1.4%	
金融費用 Financial expenses	14,645	—	15,035	—	14,499	—	15,073	—
(前期比/YOY)	28.4%		2.7%		△3.6%		4.0%	
支払利息 Interest paid	14,456	—	14,432	—	13,522	—	13,275	—
(前期比/YOY)	28.7%		△0.2%		△6.3%		△1.8%	
その他 Other	189	—	602	—	976	—	1,798	—
(前期比/YOY)	8.1%		218.3%		62.0%		84.1%	
営業費用合計 Total operating expenses	148,212	—	149,396	—	151,869	—	148,473	—
(前期比/YOY)	11.8%		0.8%		1.7%		△2.2%	

期中平均調達コスト Average funding cost

	2008/2	2009/2	2010/2	2011/2
日本 Japan	1.21%	1.33%	1.48%	1.62%
香港 Hong Kong	4.80%	4.24%	4.11%	3.88%
タイ Thailand	5.09%	5.13%	4.88%	4.41%
マレーシア Malaysia	4.91%	4.62%	4.51%	4.43%
台湾 Taiwan	2.34%	2.43%	2.17%	1.87%

有利子負債内訳 Interest-Bearing Debt

(単位: 百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	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)	¥27,787 △18.3%	△6,232	¥26,581 △4.3%	△1,205	¥18,671 △29.8%	△7,909	¥5,586 △70.1%	△13,084
コマーシャル・ペーパー Commercial paper (前期比/YOY)	659 —	659	— —	△659	— —	—	410 —	410
社債 Corporate bonds (前期比/YOY)	131,452 12.0%	14,089	120,806 △8.1%	△10,646	105,864 △12.4%	△14,941	96,392 △8.9%	△9,471
(内1年以内償還予定) (Current portion of bonds and notes (前期比/YOY)	(18,498) 85.0%	(8,498)	(16,272) △12.0%	(△2,225)	(16,811) 3.3%	(538)	(14,507) △13.7%	(△2,304)
長期借入金 Long-term debt (前期比/YOY)	403,208 (80,198) △9.4%	△6,264 (△8,279)	392,524 (70,542) △12.0%	△10,683 (△9,655)	395,627 (93,891) 33.1%	3,103 (23,348)	380,286 (129,712) 38.2%	△15,341 (35,821)
債権流動化借入金 Securitization borrowings (前期比/YOY)	— —	—	— —	—	— —	—	30,000 —	30,000
有利子負債計 Total interest-bearing debt (前期比/YOY)	563,107 0.4%	2,251	539,911 △4.1%	△23,195	520,164 △3.7%	△19,747	512,676 △1.4%	△7,487
債権流動化 ABS & ABCP & ABL (前期比/YOY)	97,143 43.1%	29,277	140,883 45.0%	43,739	151,143 7.3%	10,260	176,029 16.5%	24,885
1年以上長期借入比率 (※) Long-term debt/Total borrowings		68.4%		68.2%		74.3%		73.6%
直接調達比率 Direct financing ratio (※)		36.9%		38.3%		38.3%		44.6%

※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 "Long-term debt/Total borrowings" and "Direct financing ratio" were calculated taking into consideration ABS & ABCP & ABL.

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

(単位: 百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
①期首貸倒引当金 Opening balance (前期比/YOY)	¥40,189 44.2%	¥47,896 19.2%	¥50,757 6.0%	¥52,613 3.7%
②貸倒関連費 Bad debt allowance (前期比/YOY)	42,568 5.2%	32,767 △23.0%	36,387 11.1%	35,306 △3.0%
③貸倒償却総額 Written-off amount (前期比/YOY)	34,861 30.6%	36,469 4.6%	36,584 0.3%	35,593 △2.7%
期末貸倒引当金 Ending balance ①+②-③ (前期比/YOY)	47,896 19.2%	(※1) 50,757 6.0%	(※2) 52,613 3.7%	52,327 △0.5%

※1 期末貸倒引当金には、特別損失に計上した貸倒引当金繰入額6,564百万円を含んでおります。

"Ending balance" includes 6,564 million Japanese yen of provision for doubtful accounts summed up extraordinary loss.

※2 期末貸倒引当金には、特別損失に計上した貸倒引当金繰入額2,052百万円を含んでおります。

"Ending balance" includes 2,052 million Japanese yen of provision for doubtful accounts summed up extraordinary loss.

期末貸倒引当金／営業債権残高比 Ending balance/Total finance receivables	6.05%	6.96%	7.27%	7.72%
流動化債権を含んだ場合 If including ABS & ABCP & ABL	5.30%	5.66%	5.72%	5.57%
期末償却総額／営業債権残高比 Written-off amount/Total finance receivables	4.41%	5.00%	5.05%	5.25%
流動化債権を含んだ場合 If including ABS & ABCP & ABL	3.85%	4.06%	3.98%	3.79%

単独決算報告 Nonconsolidated Financial Summary

単独決算概要 Overview

業績ハイライト Nonconsolidated Financial Highlights

(単位:百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
取扱高 Trading volume (前期比/YOY)	¥2,411,229 10.6%	¥2,742,474 13.7%	¥2,701,603 △1.5%	¥2,874,354 6.4%
営業収益 Operating revenues (前期比/YOY)	121,530 △2.9%	117,216 △3.5%	117,354 0.1%	113,739 △3.1%
営業利益 Operating income (前期比/YOY)	19,685 △35.4%	14,080 △28.5%	9,139 △35.1%	10,078 10.3%
経常利益 Ordinary income (前期比/YOY)	22,275 △29.6%	16,289 △26.9%	10,929 △32.9%	12,769 16.8%
当期純利益又は当期純損失(△) Net income (前期比/YOY)	14,106 △21.2%	12,192 △13.6%	△2,613 —	8,165 —

なお、当期の取扱高合計数値について、業務代行に電子マネーのアクワイアリング分を含めた数値は、以下のとおりとなります。

Revised retroactively

取扱高合計 Total trading volume (前期比/YOY)	¥2,411,229 10.6%	¥2,742,474 13.7%	¥3,205,025 16.9%	¥3,663,783 14.3%
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主要な経営指標 Nonconsolidated Key Indicators

(単位:円/Yen)

	2008/2	2009/2	2010/2	2011/2
自己資本比率(株主資本比率) Equity ratio	21.8%	21.9%	20.5%	19.9%
1株当たり当期純利益(損失) Earnings per share (EPS)	¥89.92	¥77.74	¥△16.66	¥52.06
1株当たり純資産(1株当たり株主資本) Book value per share (BPS)	¥909.24	¥924.97	¥868.14	¥882.53

株式分割の状況 Stock Split Review

分割日 Stock Split Date	株式分割 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

単独貸借対照表 Nonconsolidated Balance Sheets

(単位:百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
流動資産 Current assets (前期比/YOY)	¥603,702 0.8%	¥606,733 0.5%	¥568,549 △6.3%	¥548,032 △3.6%
固定資産 Non-current assets (前期比/YOY)	49,803 30.9%	54,055 8.5%	94,286 74.4%	148,721 57.7%
投資有価証券 Investment securities (※) (前期比/YOY)	22,459 61.6%	17,804 △20.7%	52,758 196.3%	99,074 87.8%
繰延資産 Deferred assets (前期比/YOY)	196 70.4%	157 △19.7%	119 △24.4%	80 △32.3%
資産合計 Total assets (前期比/YOY)	653,702 2.6%	660,946 1.1%	662,955 0.3%	696,834 5.1%
流動負債 Current liabilities (前期比/YOY)	164,178 0.8%	170,696 4.0%	207,322 21.5%	285,101 37.5%
固定負債 Long-term liabilities (前期比/YOY)	346,922 2.7%	345,157 △0.5%	319,460 △7.4%	273,304 △14.4%
負債合計 Total liabilities (前期比/YOY)	511,100 2.1%	515,853 0.9%	526,783 2.1%	558,405 6.0%
株主資本計 Total shareholder's equity (前期比/YOY)	138,460 5.9%	144,377 4.3%	135,514 △6.1%	137,405 1.4%
評価・換算差額等計 Total revaluation reserve (前期比/YOY)	4,141 △26.6%	691 △83.3%	657 △4.8%	1,023 55.6%
新株予約権 Subscription rights to shares (前期比/YOY)	— —	25 —	— —	— —
純資産合計 Total equity (前期比/YOY)	142,601 4.5%	145,093 1.7%	136,171 △6.1%	138,428 1.7%
負債純資産合計 Total liabilities and equity (前期比/YOY)	653,702 2.6%	660,946 1.1%	662,955 0.3%	696,834 5.1%

※投資有価証券には、債権流動化に伴う信託受益権が含まれております

Trusted beneficiary right from securitization is included in the Securities Investment.

単独損益計算書 Nonconsolidated Statements of Income

(単位:百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
営業収益 Operating revenues	¥121,530	¥117,216	¥117,354	¥113,739
(前期比/YOY)	△2.9%	△3.5%	0.1%	△3.1%
包括信用購入あっせん収益 Credit card purchase contracts (前期比/YOY)	38,462 16.9%	44,191 14.9%	48,334 9.4%	54,679 13.1%
個別信用購入あっせん収益 Hire purchase contracts (前期比/YOY)	11 △21.0%	10 △10.5%	8 △15.7%	7 △16.2%
融資収益 Financing revenue (前期比/YOY)	79,235 △10.6%	63,837 △19.4%	52,094 △18.4%	45,262 △13.1%
業務代行収益 (※) Processing service fees (前期比/YOY)	— —	6,142 —	13,004 111.7%	6,611 △49.2%
融資代行収益 ATM acquiring service fees (前期比/YOY)	1,205 △37.7%	— —	— —	— —
償却債権回収収益 Income from bad debt recovery (前期比/YOY)	546 12.9%	498 △8.7%	117 △76.5%	149 27.4%
その他収益 Other revenues (前期比/YOY)	2,012 65.8%	2,500 24.3%	3,705 48.2%	7,001 88.9%
金融収益 Financial revenue (前期比/YOY)	56 110.4%	34 △39.4%	89 161.0%	27 △68.9%
販売費及び一般管理費 Selling, general and administrative expenses (前期比/YOY)	95,954 6.6%	96,328 0.4%	101,265 5.1%	95,793 △5.4%
金融費用 Financial expenses (前期比/YOY)	5,890 26.8%	6,807 15.6%	6,949 2.1%	7,868 13.2%
支払利息 Interest paid (前期比/YOY)	5,824 26.2%	6,339 8.8%	6,144 △3.1%	6,351 3.4%
その他 Other (前期比/YOY)	66 118.6%	467 606.7%	804 72.2%	1,516 88.4%
営業費用 Operating expenses (前期比/YOY)	101,844 7.6%	103,135 1.3%	108,214 4.9%	103,661 △4.2%
営業利益 Operating income (前期比/YOY)	19,685 △35.4%	14,080 △28.5%	9,139 △35.1%	10,078 10.3%
営業外収益 Nonoperating revenues (前期比/YOY)	2,851 106.5%	2,292 △19.6%	2,173 △5.2%	2,809 29.3%
営業外費用 Nonoperating expenses (前期比/YOY)	261 12.6%	83 △68.1%	383 360.5%	117 △69.2%
経常利益 Ordinary income (前期比/YOY)	22,275 △29.6%	16,289 △26.9%	10,929 △32.9%	12,769 16.8%
特別利益 Extraordinary income (前期比/YOY)	2,174 198.0%	11,927 448.6%	233 △98.0%	5,280 2164.1%
特別損失 Extraordinary losses (前期比/YOY)	1,265 △51.9%	8,240 551.2%	16,066 95.0%	4,995 △68.9%
税引前当期純利益又は税引前当期純損失(△) Income before income taxes and other (前期比/YOY)	23,184 △22.0%	19,977 △13.8%	△4,903 —	13,055 —
当期純利益又は当期純損失(△) Net income (前期比/YOY)	14,106 △21.2%	12,192 △13.6%	△2,613 —	8,165 —

※電子マネー収益の取扱方法を見直したことによる、2011年2月期業務代行収益の減収額は126億28百万円でございます。

Due to the revise of calculation method for revenue from electronic money, the decreased amount of revenue from agency service business in the financial year end 2011 February is 12 Billion 628 Million Japanese Yen.

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

取扱高内訳 Trading Volume

(単位: 百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	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
包括信用購入あっせん Credit card purchase contracts (前期比/YOY)	¥1,791,784 18.1%	74.3%	¥2,030,898 13.3%	74.1%	¥2,186,723 7.7%	80.9%	¥2,501,943 14.4%	87.0%
個別信用購入あっせん Hire purchase contracts (前期比/YOY)	135 △26.3%	0.0%	116 △14.1%	0.0%	80 △31.1%	0.0%	53 △33.5%	0.0%
融資計 Total loan contracts (前期比/YOY)	499,006 △4.3%	20.7%	484,447 △2.9%	17.7%	445,291 △8.1%	16.5%	255,173 △42.7%	8.9%
カードキャッシング Cash advances (前期比/YOY)	492,901 △3.2%	20.4%	479,213 △2.8%	17.5%	440,595 △8.1%	16.3%	253,276 △42.5%	8.8%
その他融資 Other loans (前期比/YOY)	6,105 △50.4%	0.3%	5,234 △14.3%	0.2%	4,696 △10.3%	0.2%	1,896 △59.6%	0.1%
業務代行 Processing services (前期比/YOY)	— —	—	225,908 —	8.2%	66,830 △70.4%	2.5%	105,883 58.4%	3.7%
融資代行 ATM acquiring service (前期比/YOY)	89,705 △36.7%	3.7%	— —	—	— —	—	— —	—
その他 Other (前期比/YOY)	30,597 90828.2%	1.3%	1,103 △96.4%	0.0%	2,677 142.7%	0.1%	11,300 322.1%	0.4%
取扱高合計 Total trading volume (前期比/YOY)	2,411,229 10.6%	100.0%	2,742,474 13.7%	100.0%	2,701,603 △1.5%	100.0%	2,874,354 6.4%	100.0%

※業務代行については、前期より電子マネーのアクワイアリング分を除き(自社発行のカードに係る分は従来どおり含めております)算出しております。

The acquiring business of electronic money is being excluded from the brokerage business. However, those sales from the electronic money cards issued by the company are included as usual.

なお、当期の取扱高合計数値について、業務代行に電子マネーのアクワイアリング分を含めた数値は、以下のとおりとなります。

Revised retroactively

取扱高合計 Total trading volume (前期比/YOY)	¥2,411,229 10.6%	¥2,742,474 13.7%	¥3,205,025 16.9%	¥3,663,783 14.3%
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営業収益内訳 Operating Revenues

(単位: 百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	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
包括信用購入あっせん収益 Credit card purchase contracts (前期比/YOY)	¥38,462 16.9%	31.6%	¥44,191 14.9%	37.7%	¥48,334 9.4%	41.2%	¥54,679 13.1%	48.1%
加盟店収益 Affiliated merchants (前期比/YOY)	29,669 15.9%	24.4%	32,732 10.3%	27.9%	34,951 6.8%	29.8%	39,255 12.3%	34.5%
リボ・分割払収益 Revolving credit (前期比/YOY)	8,303 18.4%	6.8%	10,791 30.0%	9.2%	12,643 17.2%	10.8%	14,595 15.4%	12.8%
その他 Other (前期比/YOY)	489 74.2%	0.4%	667 36.5%	0.6%	739 10.7%	0.6%	828 12.1%	0.7%
個別信用購入あっせん収益 Hire purchase contracts (前期比/YOY)	11 △21.0%	0.0%	10 △10.5%	0.0%	8 △15.7%	0.0%	7 △16.2%	0.0%
融資収益計 Total financing revenues (前期比/YOY)	79,235 △10.6%	65.2%	63,837 △19.4%	54.5%	52,094 △18.4%	44.3%	45,262 △13.1%	39.8%
カードキャッシング Cash advances (前期比/YOY)	76,643 △10.3%	63.1%	62,142 △18.9%	53.0%	50,885 △18.1%	43.4%	44,337 △12.9%	39.0%
その他融資 Other loans (前期比/YOY)	2,591 △16.9%	2.1%	1,694 △34.6%	1.5%	1,209 △28.6%	1.0%	924 △23.6%	0.8%
業務代行収益 Processing service fees (前期比/YOY)	— —	—	6,142 —	5.3%	13,004 111.7%	11.1%	6,611 △49.2%	5.8%
融資代行収益 ATM acquiring service fees (前期比/YOY)	1,205 △37.7%	1.0%	— —	—	— —	—	— —	—
償却債権回復収益 Income from bad debt recovery (前期比/YOY)	546 12.9%	0.4%	498 △8.7%	0.4%	117 △76.5%	0.1%	149 27.4%	0.1%
その他収益 Other revenues (前期比/YOY)	2,012 65.8%	1.7%	2,500 24.3%	2.1%	3,705 48.2%	3.2%	7,001 88.9%	6.2%
金融収益 Financial income (前期比/YOY)	56 110.4%	0.0%	34 △39.4%	0.0%	89 161.0%	0.1%	27 △68.9%	0.0%
営業収益合計 Total operating revenues (前期比/YOY)	121,530 △2.9%	100.0%	117,216 △3.5%	100.0%	117,354 0.1%	100.0%	113,739 △3.1%	100.0%

営業債権内訳 Finance Receivables

(単位:百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change
割賦売掛金計 Total accounts receivable-installment	¥217,971	20,759	¥182,591	△35,380	¥230,874	48,283	¥309,889	79,015
(前期比/YOY)	10.5%		△16.2%		26.4%		34.2%	
包括信用購入あっせん Credit card purchase contracts (前期比/YOY)	217,883	20,784	182,506	△35,377	230,801	48,294	309,831	79,029
(前期比/YOY)	10.5%		△16.2%		26.5%		34.2%	
内リボ・分割払い残高 Revolving payment credit card purchase (前期比/YOY)	81,405	17,918	69,539	△11,865	49,349	△20,190	64,966	15,617
(前期比/YOY)	28.2%		△14.6%		△29.0%		31.6%	
個別信用購入あっせん Hire purchase contracts (前期比/YOY)	87	△25	84	△2	72	△11	58	△14
(前期比/YOY)	△22.9%		△3.2%		△13.6%		△19.8%	
営業貸付金計 Total operating loans	382,698	2,262	375,312	△7,385	314,102	△61,210	184,229	△129,872
(前期比/YOY)	0.6%		△1.9%		△16.3%		△41.3%	
カードキャッシング Cash advances (前期比/YOY)	366,046	6,372	370,683	4,636	306,637	△64,046	177,206	△129,430
(前期比/YOY)	1.8%		1.3%		△17.3%		△42.2%	
その他融資 Other loans (前期比/YOY)	16,652	△4,109	4,629	△12,022	7,465	2,835	7,022	△442
(前期比/YOY)	△19.8%		△72.2%		61.3%		△5.9%	
営業債権合計 Total finance receivables (前期比/YOY)	600,669	23,021	557,903	△42,765	544,976	△12,926	494,119	△50,857
(前期比/YOY)	4.0%		△7.1%		△2.3%		△9.3%	

(債権流動化残高)(Securitized Receivables)

(単位:百万円/Millions of Yen)

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
割賦売掛金計 Total accounts receivable-installment	¥76,086	¥146,553	¥139,756	¥116,409
一回払い Single-payment credit	76,086	113,636	72,727	47,727
リボ払い Revolving payment credit	—	(※2) 32,916	(※3) 67,029	(※5) 68,682
営業貸付金計 Total operating loans	14,956	8,713	47,839	134,370
リボ払い Revolving payment credit	(※1) 14,956	—	(※4) 43,934	(※6) 132,747
その他融資 Other loans	—	8,713	3,905	1,623
債権流動化実施額合計 Total securitized receivables	91,043	155,266	187,596	250,780

※ 同数値に含まれる信託受益権は、(※1)10,056百万円、(※2)12,916百万円、(※3)22,029百万円、(※4)13,934百万円、(※5)23,682百万円、(※6)56,112百万円であります。
The trust beneficiary rights included in the figure are (※1)10,056 Million Yen (※2)12,916 Million Yen (※3)22,029 Million Yen (※4)13,934 Million Yen
(※5)23,682 Million Yen (※6)56,112 Million Yen.

(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)

	2008/2		2009/2		2010/2		2011/2	
	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change
割賦売掛金計 Total accounts receivable-installment (前期比/YOY)	¥294,058	56,628	(※2) ¥329,144	35,086	(※3) ¥370,630	41,486	(※5) ¥426,299	55,668
(前期比/YOY)	23.9%		11.9%		12.6%		15.0%	
営業貸付金計 Total operating loans (前期比/YOY)	(※1) 397,654	7,219	384,025	△13,628	(※4) 361,942	△22,083	(※6) 318,599	△43,342
(前期比/YOY)	1.8%		△3.4%		△5.8%		△12.0%	
営業債権合計 Total finance receivables and including securitized receivables (前期比/YOY)	691,712	63,848	713,169	21,457	732,573	19,403	744,899	12,326
(前期比/YOY)	10.2%		3.1%		2.7%		1.7%	

※ 同数値に含まれる信託受益権は、(※1)10,056百万円、(※2)12,916百万円、(※3)22,029百万円、(※4)13,934百万円、(※5)23,682百万円、(※6)56,112百万円であります。
The trust beneficiary rights included in the figure are (※1)10,056 Million Yen (※2)12,916 Million Yen (※3)22,029 Million Yen (※4)13,934 Million Yen
(※5)23,682 Million Yen (※6)56,112 Million Yen.

営業費用 Operating Expenses

(単位: 百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	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 (前期比/YOY)	¥95,954 6.6%	100.0%	¥96,328 0.4%	100.0%	¥101,265 5.1%	100.0%	¥95,793 △5.4%	100.0%
広告宣伝費 Advertising and promotion (前期比/YOY)	12,528 4.8%	13.1%	13,325 6.4%	13.8%	12,948 △2.8%	12.8%	15,315 18.3%	16.0%
貸倒関連費 Bad debt allowance (前期比/YOY)	26,806 1.1%	27.9%	18,164 △32.2%	18.9%	21,962 20.9%	21.7%	20,715 △5.7%	21.6%
人件費 Salaries and fringe benefits (前期比/YOY)	13,007 7.4%	13.6%	13,209 1.5%	13.6%	13,666 3.5%	13.5%	15,442 13.0%	16.1%
管理費 Administrative expenses (前期比/YOY)	34,362 15.3%	35.8%	43,028 25.2%	44.7%	43,556 1.2%	43.0%	33,328 △23.5%	34.8%
設備費 Equipment expenses (前期比/YOY)	7,861 △2.5%	8.2%	7,084 △9.9%	7.4%	8,123 14.7%	8.0%	9,972 22.8%	10.4%
一般費 General expenses (前期比/YOY)	1,386 △13.4%	1.4%	1,517 9.4%	1.6%	1,008 △33.6%	1.0%	1,018 1.0%	1.1%
金融費用 Financial expenses (前期比/YOY)	5,890 26.8%	—	6,807 15.6%	—	6,949 2.1%	—	7,868 13.2%	—
支払利息 Interest paid (前期比/YOY)	5,824 26.2%	—	6,339 8.8%	—	6,144 △3.1%	—	6,351 3.4%	—
その他 Other (前期比/YOY)	66 118.6%	—	467 606.7%	—	804 72.2%	—	1,516 88.4%	—
営業費用合計 Total operating expenses (前期比/YOY)	101,844 7.6%	—	103,135 1.3%	—	108,214 4.9%	—	103,661 △4.2%	—
期中平均調達コスト Average funding cost	1.21%	—	1.33%	—	1.48%	—	1.62%	—

有利子負債内訳 Interest-Bearing Debt

(単位:百万円/Millions of Yen)

	2008/2		2009/2		2010/2		2011/2	
	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)	¥2,150 △85.1%	△12,250	¥500 △76.7%	△1,650	¥2,750 450.0%	2,250	¥800 △70.9%	△1,950
社債 Corporate bonds (前期比/YOY)	120,000 9.1%	10,000	105,000 △12.5%	△15,000	90,000 △14.3%	△15,000	80,000 △11.1%	△10,000
(内1年以内償還予定) (Current portion of bonds and notes) (前期比/YOY)	(15,000) 50.0%	(5,000)	(15,000) —	—	(10,000) △33.3%	(△5,000)	(10,000) —	—
長期借入金 Long-term debt (前期比/YOY)	284,800 △0.8%	△2,200	288,900 1.4%	4,100	277,100 △4.1%	△11,800	249,700 △9.9%	△27,400
(内1年以内返済予定) (Current portion of long-term debt) (前期比/YOY)	(53,200) △9.5%	(△5,600)	(47,600) △10.5%	(△5,600)	(62,000) 30.3%	14,400	(97,400) 57.1%	35,400
債権流動化借入金 Securitization borrowings (前期比/YOY)	— —	—	— —	—	— —	—	30,000 —	30,000
有利子負債計 Total interest-bearing debt (前期比/YOY)	406,950 △1.1%	△4,450	394,400 △3.1%	△12,550	369,850 △6.2%	△24,550	360,500 △2.5%	△9,350

債権流動化 ABS & ABCP & ABL (前期比/YOY)	74,900 59.4%	27,900	128,713 71.8%	53,813	142,905 11.0%	14,192	165,761 16.0%	22,856
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1年以上長期借入比率 Long-term debt/Total borrowings (*)	69.9%	67.7%	78.0%	73.6%
直接調達比率 Direct financing ratio (*)	40.4%	44.7%	45.4%	52.4%

※ 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 "Long-term debt/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, A+
格付投資情報センター Rating and Investment A

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

(単位:百万円/Millions of Yen) 立:百万円/Millions of Yen

	2008/2	2009/2	2010/2	2011/2
	実績 Results	実績 Results	実績 Results	実績 Results
①期首貸倒引当金 Opening balance (前期比/YOY)	¥33,564 48.3%	¥42,673 27.1%	¥45,676 7.0%	¥47,774 4.6%
②貸倒関連費 Bad debt allowance (前期比/YOY)	26,806 1.1%	18,164 △32.2%	21,962 20.9%	20,715 △5.7%
③貸倒償却総額 Written-off amount (前期比/YOY)	19,130 35.0%	21,724 13.6%	21,917 0.9%	21,670 △1.1%
期末貸倒引当金 Ending balance ①+②-③ (前期比/YOY)	(※1) 42,673 27.1%	(※2) 45,676 7.0%	(※3) 47,774 4.6%	46,819 △2.0%

※1 期末貸倒引当金はACSファイナンスの吸収合併により引き継いだ貸倒引当金残高1,432百万円を含んでおります。

1,432 million yen of balance brought forward from the take over of ACS finance is included in ending balance.

※2 期末貸倒引当金には、特別損失に計上した貸倒引当金繰入額6,564百万円を含んでおります。

6,564 million yen of provision of possible credit losses from extraordinary losses is included in ending balance.

※3 期末貸倒引当金には、特別損失に計上した貸倒引当金繰入額2,052百万円を含んでおります。

2,052 million yen of provision of possible credit losses from extraordinary losses is included in ending balance.

期末貸倒引当金/営業債権残高比 Ending balance/Total finance receivables	7.10%	8.19%	8.77%	9.48%
流動化債権を含んだ場合 If including ABS & ABCP & ABL	6.17%	6.40%	6.52%	6.29%

期末償却総額/営業債権残高比 Written-off amount/Total finance receivables	3.18%	3.89%	4.02%	4.39%
流動化債権を含んだ場合 If including ABS & ABCP & ABL	2.77%	3.05%	2.99%	2.91%

カード会員の状況 Number of Cardholders

カード会員数の推移 Number of Cardholders

	2008/2		2009/2		2010/2		2011/2	
	実績 Results	期首増減 Change	実績 Results	期首増減 Change	実績 Results	期首増減 Change	実績 Results	期首増減 Change
有効会員数 Number of card holders	2,286	—	2,494	208	2,653	159	2,807	154
連結カード会員数 Number of Credit card holders	1,947	—	2,096	148	2,229	133	2,350	120
国内カード会員数 (※) Domestic	1,673	—	1,790	116	1,905	114	2,000	95
海外カード会員数 Overseas	273	—	305	31	324	18	349	25
ハウスカード会員数 Number of Local card holders	338	—	398	60	424	25	457	33

※国内カード会員数には家族カード会員数を含んでおります。

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

稼働会員数の推移 Number of Domestic Cardholders

(単位: 万人/Ten thousand)

	2008/2		2009/2		2010/2		2011/2	
	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change	実績 Results	増減 Change
稼働会員数 (※1) Active cardholders	932	—	1,023	91	1,115	92	1,193	78
年間稼働率(%) (※2) Card-use rate (%)	61.1%	—	62.4%	—	63.6%	—	64.4%	—

※1 稼働会員数とは国内カード会員数(家族カード除く)の内、1年間に1回以上カードを利用した会員数です。

※2 年間稼働率=稼働会員数÷期首・期末平均国内カード会員数(家族カード除く)会員数×100

会員属性 Cardholder Characteristics

— 男女別構成比 Cardholders by Gender

	男女別構成比 Cardholders by gender
男性 Male	32.1%
女性 Female	67.9%

— 年齢別構成比 Cardholders by age

	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	5.8%	6.9%	5.3%
30—39	18.2%	16.9%	18.8%
40—49	25.7%	23.8%	26.6%
50—59	21.8%	20.9%	22.2%
60 and over	28.5%	31.5%	27.1%
Total	100.0%	100.0%	100.0%