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(Incorporated in Hong Kong with limited liability)
(Stock Code: 900)

UNAUDITED RESULTS FOR THE NINE MONTHS ENDED 30TH NOVEMBER 2018

The Directors of AEON Credit Service (Asia) Company Limited (the "Company") are pleased to announce the unaudited consolidated results of the Company and its subsidiaries (the "Group") for the nine months ended 30th November 2018, together with comparative figures of the previous period as follows:

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS

For the nine months ended 30th November 2018

	Notes	1.3.2018 to 30.11.2018 (Unaudited) <i>HK\$'000</i>	1.3.2017 to 30.11.2017 (Unaudited) <i>HK</i> \$'000
Revenue	2	978,826	953,117
Interest income Interest expense		850,060 (63,057)	830,659 (65,268)
Net interest income Fees and commissions Handling and late charges Other income Other gains and losses	3 4	787,003 67,060 61,706 3,953 (660)	765,391 59,404 63,054 3,983 (7,877)
Operating income Operating expenses	5	919,062 (407,226)	883,955 (412,838)
Operating profit before impairment allowances Impairment losses and impairment allowances Recoveries of advances and receivables written-off Share of results of an associate		511,836 (152,158) 37,566 1,488	471,117 (177,139) 37,094 640
Profit before tax Income tax expense		398,732 (65,245)	331,712 (57,694)
Profit for the period		333,487	274,018
Profit for the period attributable to: Owners of the Company		333,487	274,018
Earnings per share — Basic		79.64 HK cents	65.43 HK cents

CONDENSED CONSOLIDATED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

For the nine months ended 30th November 2018

	1.3.2018 to	1.3.2017 to
	30.11.2018	30.11.2017
	(Unaudited)	(Unaudited)
	HK\$'000	HK\$'000
Profit for the period	333,487	274,018
Other comprehensive (expense) income		
Item that will not be reclassified to profit or loss:		
Fair value loss on equity investments at fair value through other comprehensive income	(1 240)	
Items that may be reclassified subsequently to profit or loss:	(1,349)	_
Fair value loss on available-for-sale investments	_	(2,522)
Investment revaluation reserve reclassified to		, , ,
profit or loss in relation to impairment loss on		
available-for-sale investments	-	6,003
Exchange difference arising from translation of	(25.229)	11.050
foreign operations	(25,338)	11,850
Net adjustment on cash flow hedges	27,327	16,574
Other comprehensive income for the period	640	31,905
		_
Total comprehensive income for the period	334,127	305,923
Total comprehensive income for the period attributable to:		2070
Owners of the Company	334,127	305,923

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION *At 30th November 2018*

Non-current assets Property, plant and equipment Investment in an associate	Notes	30.11.2018 (Unaudited) <i>HK\$'000</i> 67,764 13,903	28.2.2018 (Audited) <i>HK\$'000</i> 87,223 13,678
Equity instruments at fair value through other comprehensive income Available-for-sale investments Advances and receivables Prepayments, deposits and other debtors Derivative financial instruments Deferred tax assets Restricted deposits	6 11	87,485 - 861,427 56,115 22,986 15,486 38,000 1,163,166	15,900 981,330 26,559 18,249 38,000 1,180,939
Current assets Advances and receivables	6	3,992,277	4,202,214
Prepayments, deposits and other debtors Amounts due from fellow subsidiaries Amount due from immediate holding company Amount due from intermediate holding company	Ü	45,885 2,073 274 22	45,058 146 —
Amount due from an associate Derivative financial instruments Restricted deposits Time deposits Fiduciary bank balances Bank balances and cash	11	37 102 340,453 129,164 104 323,543	350 - 103,533 248 660,488
		4,833,934	5,012,037
Current liabilities Creditors and accruals Contract liabilities Amounts due to fellow subsidiaries Amount due to intermediate holding company Amount due to ultimate holding company Amount due to an associate Bank borrowings Collateralised debt obligation Derivative financial instruments Tax liabilities	9 10 11	224,024 8,860 36,742 69 21 2,109 275,000 375,500 11,653 74,863	235,808 56,705 154 33 2,904 345,000 1,865 25,772
Net current assets		3,825,093	4,343,796
Total assets less current liabilities		4,988,259	5,524,735

	Notes	30.11.2018 (Unaudited) <i>HK\$'000</i>	28.2.2018 (Audited) <i>HK</i> \$'000
Capital and reserves			
Share capital		269,477	269,477
Reserves		2,787,894	2,735,564
Total equity		3,057,371	3,005,041
Non-current liabilities			
Bank borrowings	9	1,055,011	1,230,020
Collateralised debt obligation	10	874,500	1,250,000
Derivative financial instruments	11	1,296	34,819
Deferred tax liabilities		81	4,855
		1,930,888	2,519,694
		4,988,259	5,524,735

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITYFor the nine months ended 30th November 2018

	Share capital HK\$'000	Investment revaluation reserve HK\$'000	Hedging reserve HK\$'000	Translation reserve HK\$'000	Accumulated profits HK\$'000	Total HK\$'000
At 1.3.2017 (Audited)	269,477	(4,421)	(53,651)	(18,489)	2,549,155	2,742,071
Profit for the period Fair value loss on available-for-sale investments Investment revaluation reserve reclassified to profit or loss in relation to impairment	-	(2,522)	- -	- -	274,018	274,018 (2,522)
loss on available-for-sale investments Exchange difference arising from translation	-	6,003	-	-	-	6,003
of foreign operations Net adjustment on cash flow hedges			16,574	11,850		11,850 16,574
Total comprehensive income for the period		3,481	16,574	11,850	274,018	305,923
Final dividend paid for the year from 1.3.2016 to 28.2.2017 Interim dividend paid for the year	-	-	-	-	(83,753)	(83,753)
from 1.3.2017 to 28.2.2018					(83,753)	(83,753)
		3,481	16,574	11,850	106,512	138,417
At 30.11.2017 (Unaudited)	269,477	(940)	(37,077)	(6,639)	2,655,667	2,880,488
At 1.3.2018 (Audited) Transitional adjustments on the initial	269,477	-	(19,529)	2,296	2,752,797	3,005,041
application of HKFRS 9		63,175			(160,716)	(97,541)
Adjusted as at 1.3.2018 Profit for the period Fair value loss on equity investments at fair value	269,477 -	63,175	(19,529) -	2,296 -	2,592,081 333,487	2,907,500 333,487
through other comprehensive income Exchange difference arising from translation of	-	(1,349)	-	-	-	(1,349)
foreign operations Net adjustment on cash flow hedges			27,327	(25,338)		(25,338) 27,327
Total comprehensive (expense) income for the period		(1,349)	27,327	(25,338)	333,487	334,127
Final dividend paid for the year from 1.3.2017 to 28.2.2018 Interim dividend paid for the year	-	-	-	-	(92,128)	(92,128)
from 1.3.2018 to 28.2.2019					(92,128)	(92,128)
	-	(1,349)	27,327	(25,338)	149,231	149,871
At 30.11.2018 (Unaudited)	269,477	61,826	7,798	(23,042)	2,741,312	3,057,371

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

For the nine months ended 30th November 2018

	1.3.2018 to 30.11.2018	1.3.2017 to
	(Unaudited)	30.11.2017
	HK\$'000	(Unaudited)
	HK\$ 000	HK\$'000
Net cash from operating activities	495,904	232,563
Dividends received	781	710
Purchase of property, plant and equipment	(3,210)	(5,201)
Deposits paid for acquisition of property, plant and equipment	(23,889)	(16,524)
(Increase) in time deposits with maturity of		
more than three months	(2,472)	(15,353)
Net cash used in investing activities	(28,790)	(36,368)
Discourant of westwisted demosits	(1 (54 735)	(1.502.742)
Placement of restricted deposits Withdrawal of restricted deposits	(1,654,725) 1,314,272	(1,582,742) 1,470,995
Dividends paid	(184,256)	(167,506)
New bank loans raised	(104,230)	90,000
Repayment of bank loans	(245,000)	(240,000)
Repulsion of bunk found	(242,000)	(210,000)
Net cash used in financing activities	(769,709)	(429,253)
Net decrease in cash and cash equivalents	(302,595)	(233,058)
Effect of changes in exchange rate	(7,072)	6,376
Cash and cash equivalents at beginning of the period	721,762	602,090
Cash and cash equivalents at end of the period	412,095	375,408
Being: Time deposits with maturity of three months or less	88,552	43,081
Bank balances and cash	323,543	332,327
Dank barances and cash	323,343	332,321
	412,095	375,408

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the nine months ended 30th November 2018

1. BASIS OF PREPARATION

The condensed consolidated financial statements have been prepared in accordance with Hong Kong Accounting Standard 34 "Interim Financial Reporting" ("HKAS 34") issued by the Hong Kong Institute of Certified Public Accountants (the "HKICPA") as well as with the applicable disclosure requirements of Appendix 16 to the Rules Governing the Listing of Securities on the Stock Exchange of Hong Kong Limited (the "Listing Rules").

The financial information relating to the year ended 28th February 2018 that is included in these condensed consolidated financial statements as comparative information does not constitute the Company's statutory annual consolidated financial statements for that year but is derived from those consolidated financial statements. Further information relating to these statutory financial statements is as follows:

The Company has delivered the financial statements for the year ended 28th February 2018 to the Registrar of Companies as required by section 662(3) of, and Part 3 of Schedule 6 to, the Hong Kong Companies Ordinance.

The Company's auditor has reported on those financial statements. The auditor's report was unqualified; did not include a reference to any matters to which the auditor drew attention by way of emphasis without qualifying its report; and did not contain a statement under sections 406(2), 407(2) or (3) of the Hong Kong Companies Ordinance.

The condensed consolidated financial statements have been prepared on the historical cost basis except for certain financial instruments, which are measured at fair value, as appropriate.

Except for the adoption of the new and amendments to the Hong Kong Financial Reporting Standards, which have been used in the preparation of the Group's condensed consolidated financial statements for the six months ended 31st August 2018, the accounting policies and methods of computation used in the condensed consolidated financial statements for the nine months ended 30th November 2018 are the same as those used in the preparation of the Group's annual financial statements for the year ended 28th February 2018.

2. REVENUE

	1.3.2018 to 30.11.2018 (Unaudited) <i>HK\$</i> '000	1.3.2017 to 30.11.2017 (Unaudited) <i>HK</i> \$'000
Interest income (under HKFRS 9) Fees and commissions	850,060	830,659
Credit card	54,609	48,216
Insurance	12,451	11,188
Handling and late charges	61,706	63,054
	978,826	953,117

3. OTHER INCOME

		1.3.2018 to 30.11.2018 (Unaudited) <i>HK</i> \$'000	1.3.2017 to 30.11.2017 (Unaudited) <i>HK</i> \$'000
	Dividends received from financial instruments Listed equity securities Others	781 3,172	710 3,273
		3,953	3,983
4.	OTHER GAINS AND LOSSES		
		1.3.2018 to 30.11.2018 (Unaudited) <i>HK\$'000</i>	1.3.2017 to 30.11.2017 (Unaudited) <i>HK\$</i> '000
	Exchange gain (loss) Exchange gain (loss) on hedging instrument released from cash flow hedge reserve Exchange (loss) gain on a bank loan Other exchange (loss) gain, net Hedge ineffectiveness on cash flow hedges Losses on disposal/write-off of property, plant and equipment Impairment loss on available-for-sale investments	300 (300) (198) (98) (364) ————————————————————————————————————	(2,400) 2,400 166 (99) (102) (7,842)
5.	OPERATING EXPENSES		
		1.3.2018 to 30.11.2018 (Unaudited) <i>HK\$</i> '000	1.3.2017 to 30.11.2017 (Unaudited) <i>HK</i> \$'000
	Depreciation General administrative expenses Marketing and promotion expenses Minimum operating lease rentals in respect of rented premises, advertising space and equipment	28,875 123,594 41,163 53,349	31,457 119,522 46,253 57,832
	Other operating expenses Staff costs including Directors' emoluments	43,156 117,089	36,808 120,966
		407,226	412,838

6. ADVANCES AND RECEIVABLES

	30.11.2018	28.2.2018
	(Unaudited)	(Audited)
	HK\$'000	HK\$'000
Credit card receivables	3,810,414	3,808,249
Instalment loan receivables	1,203,642	1,375,933
	5,014,056	5,184,182
Accrued interest and other receivables	84,474	88,266
Gross advances and receivables	5,098,530	5,272,448
Impairment allowances (note 7)	(244,826)	(88,904)
	4,853,704	5,183,544
Current portion included under current assets	(3,992,277)	(4,202,214)
Amount due after one year	861,427	981,330

Note: All advances and receivables are unsecured.

7. IMPAIRMENT ALLOWANCES

			30.11.2018 (Unaudited) <i>HK\$</i> '000	28.2.2018 (Audited) <i>HK</i> \$'000
Analysis by products as:				
Credit card receivables			123,934	38,785
Instalment loan receivables			115,201	48,128
Accrued interest and other receivables			5,691	1,991
			244,826	88,904
ECL model under HKFRS 9	Stage 1	Stage 2	Stage 3	Total
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
At 1.3.2018 Impairment losses and impairment	115,555	51,856	110,623	278,034
allowances	(6,050)	(5,088)	163,296	152,158
Amounts written-off as uncollectable	_	_	(184,259)	(184,259)
Exchange realignment	<u> </u>		(1,107)	(1,107)
At 30.11.2018	109,505	46,768	88,553	244,826
		Individual	Collective	
Incurred Credit Loss Model under HKAS 39		assessment	assessment	Total
		HK\$'000	HK\$'000	HK\$'000
At 1.3.2017		58,146	42,927	101,073
Impairment losses and impairment allowances	S	183,899	(6,760)	177,139
Amounts written-off as uncollectable		(194,864)	_	(194,864)
Exchange realignment		344		344
At 30.11.2017	:	47,525	36,167	83,692

8. OVERDUE ADVANCES AND RECEIVABLES

Set out below is an analysis of the gross balance of advances and receivables (excluding impairment allowances) which is overdue for more than 1 month:

	30.11.2018 (Unaudited)		28.2.2018 (Audited)	
	HK\$'000	%*	HK\$'000	%*
Overdue 1 month but less than 2 months	84,793	1.7	91,926	1.7
Overdue 2 months but less than 3 months	45,443	0.9	45,406	0.9
Overdue 3 months but less than 4 months	25,125	0.5	28,745	0.6
Overdue 4 months or above	46,307	0.9	54,588	1.0
	201,668	4.0	220,665	4.2

^{*} Percentage of gross advances and receivables

9. BANK BORROWINGS

	30.11.2018 (Unaudited) <i>HK\$</i> '000	28.2.2018 (Audited) <i>HK</i> \$'000
Bank loans, unsecured	1,330,011	1,575,020
Carrying amount repayable (Note) Within one year Between one and two years Between two and five years	275,000 250,000 745,011	345,000 175,000 965,020
Over five years	1,330,011	90,000
Amount repayable within one year included under current liabilities	(275,000)	(345,000)
Amount repayable after one year	1,055,011	1,230,020

Note: The amounts due are based on scheduled repayment dates set out in the loan agreements.

10. COLLATERALISED DEBT OBLIGATION

	30.11.2018	28.2.2018
	(Unaudited)	(Audited)
	HK\$'000	HK\$'000
Tranche A	550,000	550,000
Tranche B	550,000	550,000
Tranche C	150,000	150,000
	1,250,000	1,250,000
Amount repayable within one year included under current liabilities	(375,500)	
Amount repayable after one year	874,500	1,250,000

11. DERIVATIVE FINANCIAL INSTRUMENTS

	30.11.2018 (Unaudited)		28.2.2018 (Audited)	
	Assets	Liabilities	Assets	Liabilities
	HK\$'000	HK\$'000	HK\$'000	HK\$'000
Interest rate swaps	5,796	12,949	2,473	36,684
Cross-currency interest rate swaps	17,292	_	15,770	_
Interest rate caps			6	
	23,088	12,949	18,249	36,684
Current portion	(102)	(11,653)		(1,865)
Non-current portion	22,986	1,296	18,249	34,819

All derivative financial instruments entered into by the Group that remain outstanding at 30th November 2018 and 28th February 2018 are for hedging purposes. The credit risk on those derivative financial instruments is limited as the counterparties are banks with high credit-ratings assigned by international credit-rating agencies. The classification of current/non-current for derivative financial instruments is in accordance with the maturity dates of the corresponding bank borrowings and collateralised debt obligation, the designated hedged items.

12. PLEDGE OF ASSETS

At 30th November 2018, the collateralised debt obligation was secured by credit card receivables and restricted deposits of HK\$1,556,435,000 and HK\$378,453,000 respectively (28th February 2018: HK\$1,660,345,000 and HK\$38,000,000).

MANAGEMENT DISCUSSION AND ANALYSIS

For the nine months ended 30th November 2018, the Group recorded a profit attributable to owners of HK\$333.5 million, representing an increase of 21.7% or HK\$59.5 million when compared to HK\$274.0 million for the nine months ended 30th November 2017. The Group's basic earnings per share increased from 65.43 HK cents to 79.64 HK cents when compared with the previous period.

During the period under review, domestic demand remained strong and the unemployment rate also remained at a low level of around 2.8%. Under the favourable economic environment, the Group continued to enhance its card benefits to capture new sales and to enhance yield on its portfolio. Although there was a slight decrease in advances and receivables, the Group still recorded an increase in interest income of 2.3% or HK\$19.4 million from HK\$830.7 million in the previous period to HK\$850.1 million in the current period.

Leveraging long-term borrowings with relatively stable interest rates to offset the adverse effects of rising interest rates, interest expense of the Group in the first nine months of this financial year was HK\$63.1 million, a slight decrease when compared with HK\$65.3 million in the previous corresponding period.

Net interest income of the Group in the first nine months of 2018/19 amounted to HK\$787.0 million, an increase of HK\$21.6 million when compared to the previous corresponding period.

Following the increase in credit card sales, there was an increase in fees and commissions from credit card business of 13.3% or HK\$6.4 million to HK\$54.6 million in the current period. Fees and commissions from insurance business recorded an increase of HK\$1.3 million to HK\$12.5 million in the current period. The Group recorded an overall increase of HK\$7.7 million in fees and commissions from HK\$59.4 million in the first nine months of 2017/18 to HK\$67.1 million in 2018/19.

During the period under review, the Group continued to manage its marketing and promotion expenses prudently for generating new sales and brand building, resulting in a drop of HK\$5.1 million in those expenses when compared with the previous period. Following the launch of different digitalization projects, there was an increase in system running costs, resulting in general administrative expenses and other operating expenses increased by HK\$4.1 million and HK\$6.3 million respectively. Overall operating expenses recorded a drop of HK\$5.6 million from HK\$412.8 million in the previous period to HK\$407.2 million in the current period. Cost-to-income ratio improved from 46.7% in the previous period to 44.3% in the current period.

At the operating level before impairment allowances, the Group recorded an operating profit of HK\$511.8 million for the nine months ended 30th November 2018, representing an increase of 8.6% from HK\$471.1 million in the previous corresponding period.

Credit quality continued to improve in the first nine months of the year, attributable to the low unemployment rate in Hong Kong and the Group's effective asset quality management. Impairment losses and impairment allowances were HK\$152.2 million and HK\$177.1 million in the first nine months of 2018/19 and 2017/18 respectively. The calculation of impairment losses and impairment allowances in the first nine months of 2018/19 was based on the new accounting standard, HKFRS 9, effective from 1st March 2018, and the corresponding impairment losses and impairment allowances in the nine months of 2017/18, calculated under the previous accounting standard, HKAS 39, had not been restated. If the calculation of impairment losses and impairment allowances in the first nine months of 2018/19 was to base on HKAS 39, the amount would have been HK\$170.8 million.

For China operations, due to the keen competition and changes in business environment, the microfinance subsidiaries recorded a drop in their sales in the first nine months of the year. Revenue from China operations recorded a decrease of HK\$16.0 million, from HK\$49.0 million in 2017/18 to HK\$33.0 million in 2018/19. Despite the continued review of their credit assessment process, their asset quality had yet to improve. Losses from our China operations recorded an increase of 23.2% or HK\$2.2 million in the first nine months of 2018/19, from a loss of HK\$9.5 million in 2017/18 to a loss of HK\$11.7 million, with the loss in the third quarter being HK\$6.9 million, as compared with HK\$4.3 million loss in the third quarter of 2017/18. The Group will closely monitor the impact of regulatory changes and market environment on its subsidiaries' prospects and revisit our business strategy in China as appropriate.

The Group's gross advances and receivables as at 30th November 2018 amounted to HK\$5,098.5 million, representing a decrease of HK\$173.9 million when compared to HK\$5,272.4 million as at 28th February 2018.

At 30th November 2018, 54.2% of the Group's funding was derived from total equity, 23.6% from bank borrowings and 22.2% from structured finance. As far as maturity was concerned, including the collateralised debt obligation, 25.2% of these borrowings will mature within one year, 29.6% between one and two years, 42.9% between two and five years and 2.3% over five years. The duration of indebtedness was around 1.8 years.

Please note that the quarterly results of the Group presented herein have not been audited or reviewed by the Company's auditors. Shareholders of the Company and potential investors are advised to exercise caution when dealing in the shares of the Company.

By order of the Board **Hideo Tanaka** *Managing Director*

Hong Kong, 20th December 2018

As at the date of this announcement, the Board comprises Mr. Hideo Tanaka (Managing Director), Mr. Lai Yuk Kwong (Deputy Managing Director), Ms. Koh Yik Kung, Mr. Tomoharu Fukayama and Mr. Toru Hosokawa as Executive Directors; Mr. Masaaki Mangetsu (Chairman) as Non-executive Director; and Mr. Lee Ching Ming, Adrian, Mr. Wong Hin Wing and Mr. Kenji Hayashi as Independent Non-executive Directors.