
Earnings Release Presentation

Fiscal Year Ended March 2015



ACOM CO., LTD.

http://www.acom.co.jp/corp/english/ir_index.html

May 8, 2015

Disclaimer

The figures contained in this presentation material with respect to ACOM's plans and strategies and other statements that are not historical facts are forward-looking statements about the future performance of ACOM which are based on management's assumptions and belief in light of the information currently available to it and involve risks and uncertainties and actual results may differ from those in the forward-looking statements due to various factors. Potential risks and uncertainties include, without limitation, general economic conditions in ACOM's market and changes in the size of the overall market for consumer loans, the rate of default by customers, the fluctuations in number of cases of claims from and the amount paid to customers who claim us to reimburse the portion of interest in excess of the interest ceiling as specified in the Interest-Rate Restriction Law, the level of interest rates paid on the ACOM's debt and legal limits on interest rates charged by ACOM.



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Financial Results Highlight

Fiscal Year Ended March 2015



Business Environment

Macro Environment

- ◇ There is trend for gradual recovery in overall Japanese economy owing to implementation of economic policies and growth strategies by government.
 - Improvement in corporate earnings.
 - Improvement of the employment environment.
 - The trend which shows a steady tone in consumer spending.
- ◇ However, outlook remains unclear as some concerns for economic slowdown still exists.
 - Unfavorable turns seen in economy of emerging nations.
 - Downturn in the overseas business environment caused by the Ukrainian situations, etc.

Competitive and Market Environment

- ◇ Although there are signs for recovery in market environment, some adversity such as requests for interest repayment still remains.
 - The impacts of full enforcement of money Lending Business Act has become less significant for nonbank market. The amount of lending and number of new applications show signs of recovery.
 - The market grew in stable manner by proactive marketing measures by Megabanks and top-tier regional banks in a bank market.
 - The number of requests for interest repayment has stayed at a high level.
- ◇ Competitions have intensified.
 - Major consumer finance companies, Megabanks and top-tier regional banks expanded investments in business.



Financial Results Summary

(Millions of yen, %)

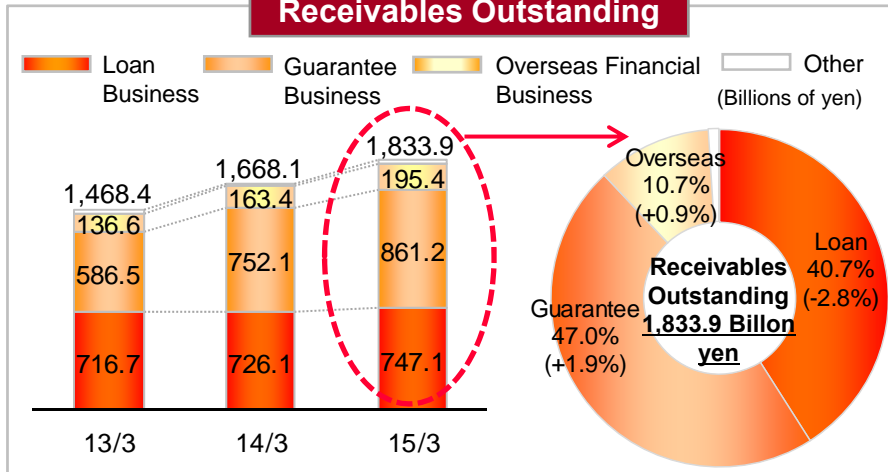
	Consolidated					Non-consolidated				
	2014/3		2015/3			2014/3		2015/3		
	Results	yoy	Results	yoy	Compared to forecast	Results	yoy	Results	yoy	Compared to forecast
Operating Revenue	202,240	4.8	219,289	8.4	10,489	155,659	-0.2	163,644	5.1	6,844
Loan Business	123,814	-3.6	125,739	1.6	3,839	123,814	-3.6	125,739	1.6	3,839
Guarantee Business	29,707	21.6	40,992	38.0	2,792	29,212	19.6	34,630	18.5	2,430
Overseas Financial Business	39,297	33.2	42,956	9.3	3,056	-	-	-	-	-
Operating Expenses	187,906	9.2	205,215	9.2	48,615	150,878	5.4	162,512	7.7	45,712
Financial Expenses	21,359	-4.2	19,498	-8.7	-402	13,217	-19.0	10,081	-23.7	-1,419
Provision for Bad Debts	41,953	22.5	53,828	28.3	3,728	31,182	19.8	40,428	29.7	2,528
Provision for Loss on Interest Repayment	45,493	5.9	49,859	9.6	49,859	45,493	5.9	49,859	9.6	49,859
Other Operating Expenses	79,100	9.0	82,029	3.7	-4,571	60,985	5.5	62,143	1.9	-5,257
Operating Income	14,333	-31.6	14,073	-1.8	-38,127	4,780	-62.8	1,132	-76.3	-38,868
Ordinary Income	15,567	-28.7	14,747	-5.3	-37,353	8,192	-55.6	4,161	-49.2	-38,339
Income Before Income Taxes and Minority Interests	15,362	-44.1	15,403	0.3	-36,397	8,016	-67.5	4,817	-39.9	-37,383
Income Taxes-current	2,400	-19.0	3,235	34.8	335	132	-83.5	131	-1.1	31
Income Taxes-deferred	13	-99.2	-3,672	-	-4,772	-413	-	-4,630	-	-4,530
Minority Interests in Income	2,316	16.9	2,975	28.5	175	-	-	-	-	-
Net Income	10,632	-49.0	12,864	21.0	-32,136	8,297	-62.2	9,316	12.3	-32,884



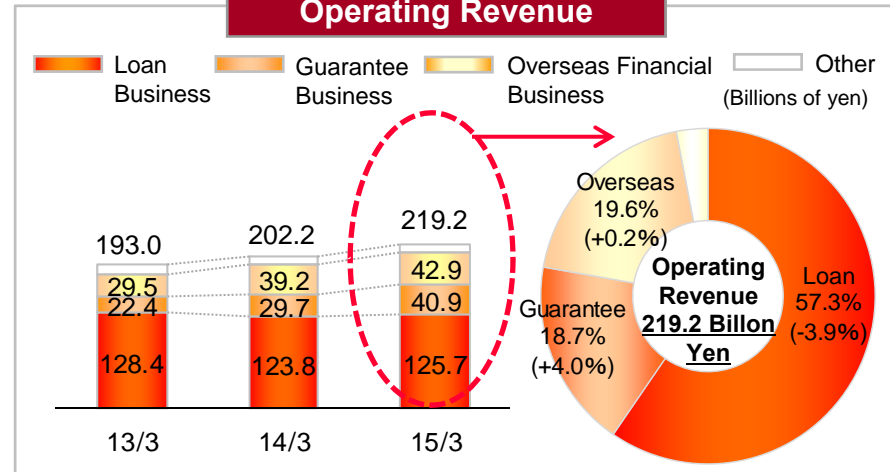
Composition Ratios by Reported Segment

- **Receivables Outstanding** : Increased owing primarily to growth in guaranteed receivables.
- **Operating Revenue** : Achieved revenue growth in all three core businesses.
- **Operating Income** : Segment income from loan business decreased mainly due to addition of provision for loss on interest repayment. However, those from guarantee and overseas financial business increased.

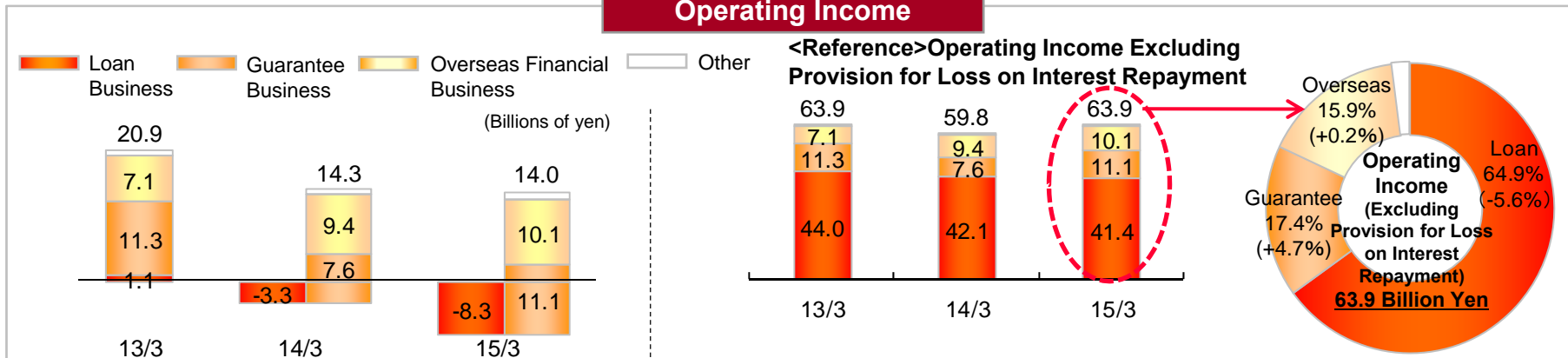
Receivables Outstanding



Operating Revenue



Operating Income



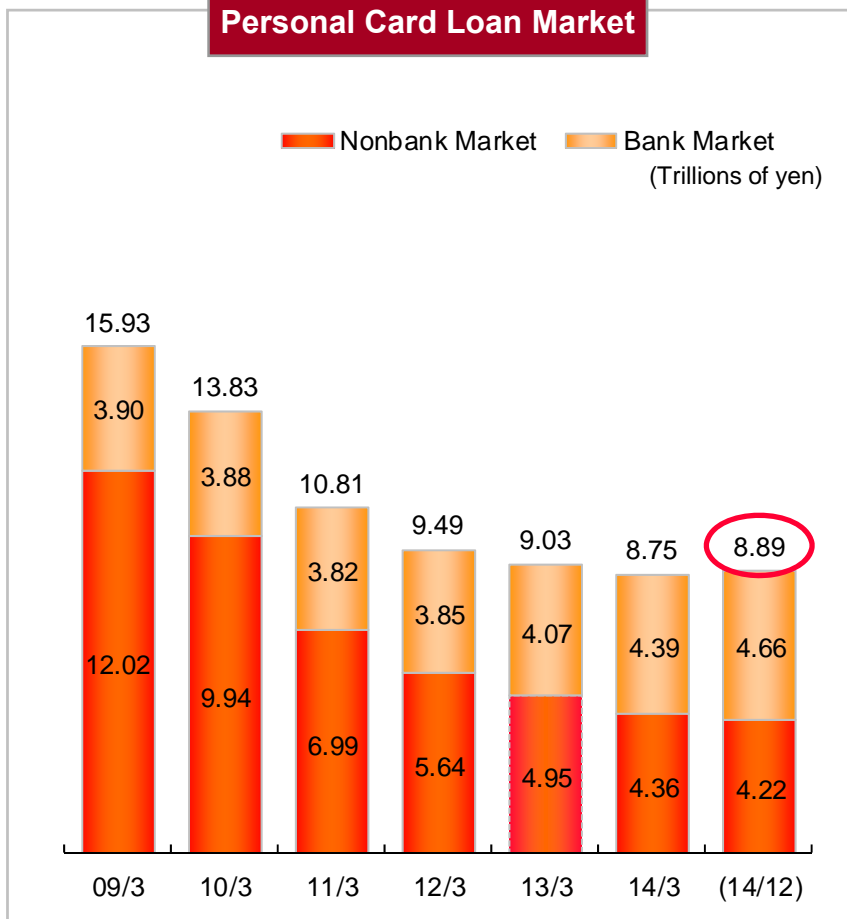
* The values in parentheses on pie charts above show yoy changes.
 * Operating Income of loan business consists of loan and credit card business.



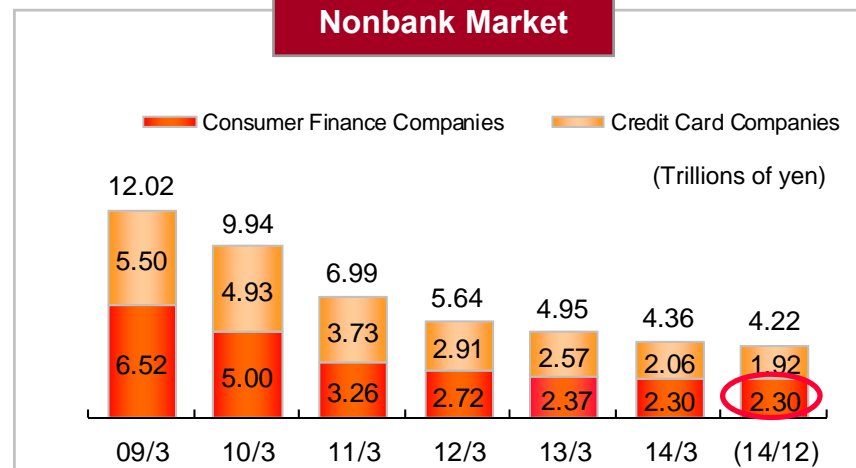
Trend of Market Volume of Personal Card Loans

- **Personal Card Loan Market** : Increased compared with the end of the last term owing to growth in the bank market.
- **Nonbank Market** : Still decreasing trend. However , consumer finance companies are holding steady.
- **Bank Market** : Increased owing to bank’s proactive marketing measures, combined with major nonbank’s further emphasis on guarantee business.

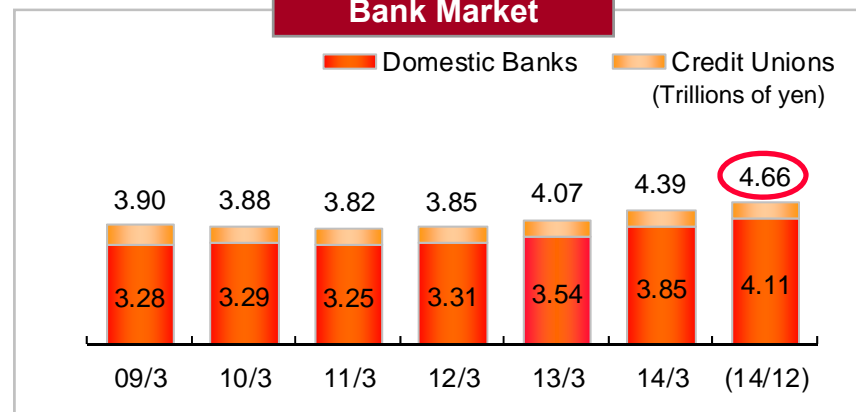
Personal Card Loan Market



Nonbank Market



Bank Market

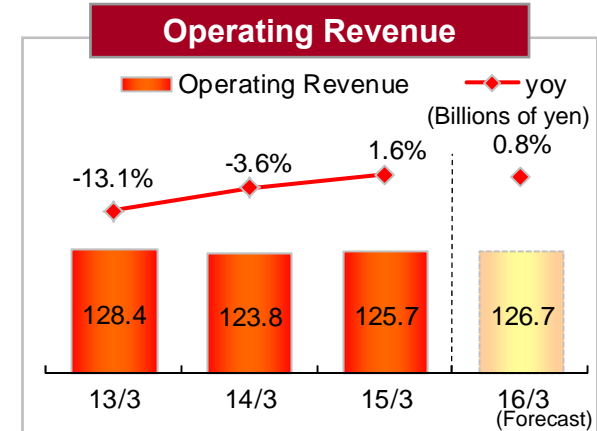
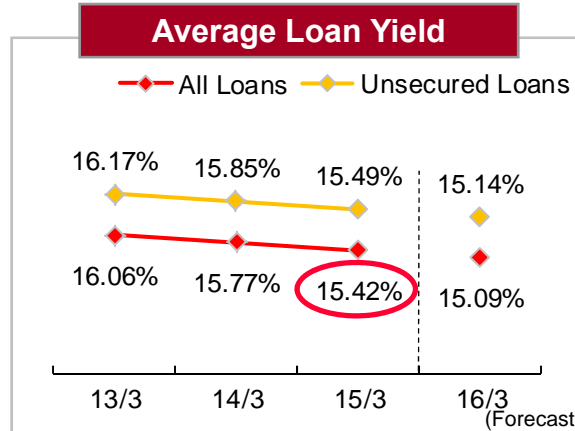
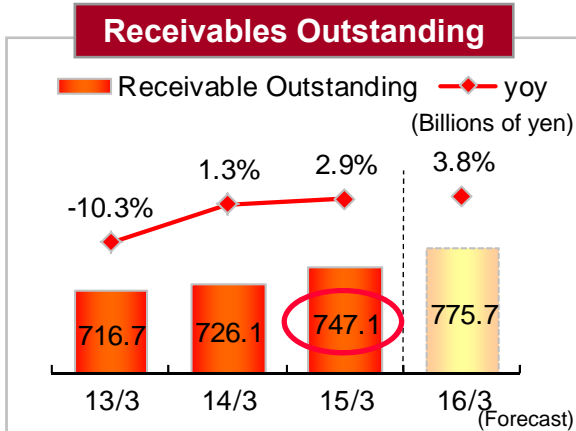


* Nonbank market (statistics by Japan Financial Services Association, “JFSA”) refers to the receivables outstanding of nonbanks registered to JFSA (exclude housing loans).
 * Bank market (statistics by Bank of Japan) refers to the volume of personal card loans provided by domestic banks and credit unions.
 * Figures provided by JFSA for 2014/12 are preliminary figures.



Loan Business (ACOM)

- **Receivable Outstanding** : Increased by 2.9% yoy to 747.1 billion yen, however fell below the forecasts.
- **Average Loan Yield** : Decreased by 35bps yoy to 15.42%, exceeding the forecasts.
- **Operating Revenue** : Increased by 1.6% yoy to 125.7 billion yen, accomplishing the forecasts.



	2014/3		2015/3			2016/3	
	Results	yoy	Results	yoy	Compared to forecast	Forecasts	yoy
Receivables Outstanding	726,191	1.3	747,139	2.9	-4,961	775,700	3.8
No. of Customer Accounts	1,397,733	-2.0	1,397,049	-0.0	-6,651	1,415,200	1.3
No. of New Customers	192,209	12.4	218,706	13.8	-11,294	230,000	5.2
Loan Yield	15.77	-0.29	15.42	-0.35	0.27	15.09	-0.33
Operating Revenue	123,814	-3.6	125,739	1.6	3,839	126,700	0.8
Interest on Operating Loans	113,480	-4.6	113,608	0.1	2,008	114,700	1.0
<Reference> Operating Income	-3,323	-	-8,364	-	-	-	-

* "yoy" values in loan yield are the amount of changes from prior periods.

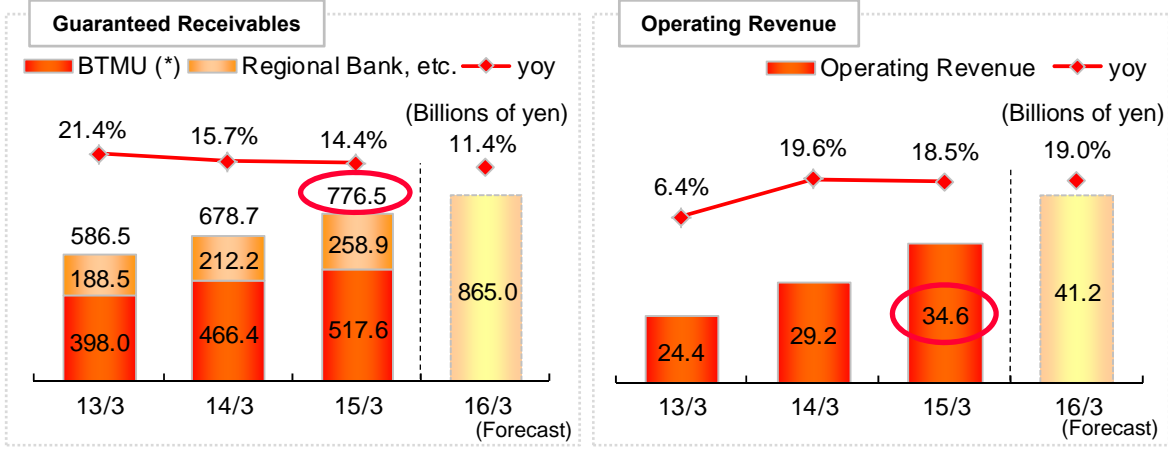
* Operating income consists of loan and credit card business.



Guarantee Business (ACOM and MU Credit Guarantee)

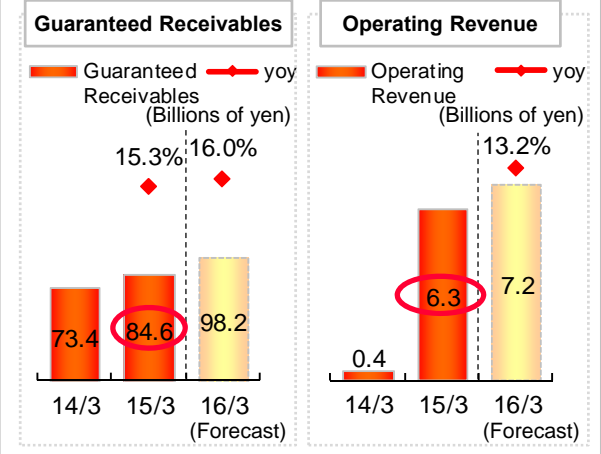
ACOM

- Guaranteed Receivables : Increased by 14.4% yoy to 776.5 billion yen, substantially outperforming forecast.
- Operating Revenue : Increased by 18.5% yoy to 34.6 billion yen, substantially outperforming forecast.



MU Credit Guarantee

- Guaranteed Receivables : 84.6 billion yen, achieving forecasts.
- Operating Revenue : 6.3 billion yen, achieving forecasts.



	2014/3		2015/3			2016/3	
	Results	yoy	Results	yoy	Compared to forecast	Forecasts	yoy
Guaranteed Receivables	752,185	28.2	861,212	14.5	42,712	963,200	11.8
ACOM	678,739	15.7	776,544	14.4	33,744	865,000	11.4
MU Credit Guarantee	73,446	-	84,667	15.3	8,967	98,200	16.0
Operating Revenue	29,707	21.6	40,992	38.0	2,792	48,400	18.1
ACOM	29,212	19.6	34,630	18.5	2,430	41,200	19.0
MU Credit Guarantee	495	-	6,361	-	361	7,200	13.2
<Reference> Operating Income	7,605	-32.7	11,125	46.3	-	-	-

* "BTMU" stand for The Bank of Tokyo-Mitsubishi UFJ, Ltd.

* MU Credit Guarantee Co., LTD. commenced its operation in March 2014

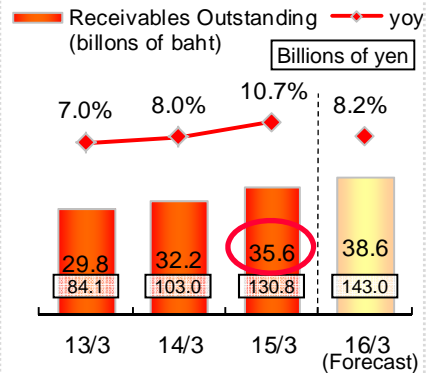


Overseas Financial Business (EASY BUY, Bank BNP)

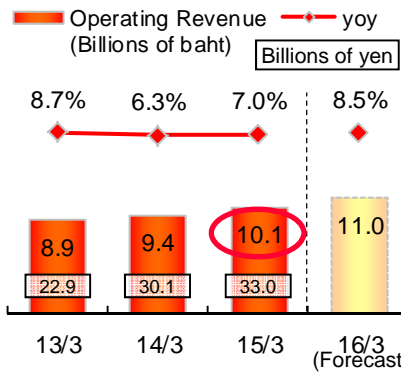
EASY BUY [Kingdom of Thailand]

- Receivables Outstanding : Increased by 10.7% yoy to 35.6 billions of baht, +0.9 billions of baht compared with the forecasts.
- Operating Revenue : Increased by 7.0% yoy to 10.1 billions of baht, +0.2billions of baht compared with the forecasts.

Receivables Outstanding (*)



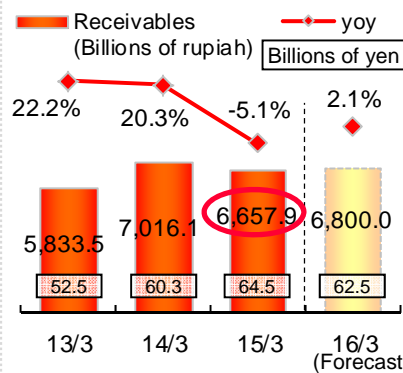
Operating Revenue



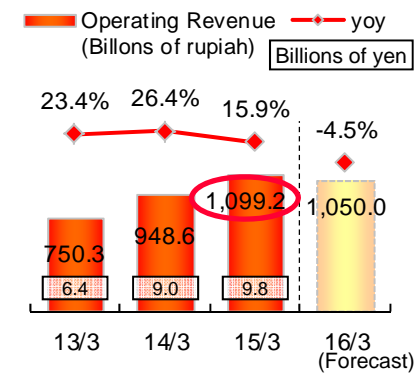
Bank BNP [Republic of Indonesia]

- Receivables Outstanding : Decreased by 5.1% yoy to 6.6 trillions of rupiah, -1.0 trillions of rupiah compared with the forecast.
- Operating Revenue : Increased by 15.9% yoy to 1.0 trillions of rupiah, -20.8 billions of rupiah compared with the forecast.

Receivables Outstanding



Operating Revenue



(Millions of yen, %)

	2014/3		2015/3			2016/3	
	Results	yoy	Results	yoy	Compared to forecast	Forecasts	yoy
Receivables Outstanding	163,426	19.6	195,471	19.6	15,071	205,500	5.1
EASY BUY	103,088	22.5	130,889	27.0	20,789	143,000	9.3
Bank BNP	60,338	14.9	64,582	7.0	-5,718	62,500	-3.2
Operating Revenue	39,145	33.3	42,939	9.7	-	-	-
EASY BUY	30,133	31.6	33,046	9.7	-	-	-
Bank BNP	9,011	39.6	9,893	9.8	-	-	-
<Reference> Operating Income	9,411	31.6	10,156	7.9	-	-	-

* This receivables outstanding is the sum of accounts receivable-operating loans and accounts receivable-installment.

* Exchange rates for EASY BUY: B/S: ¥2.82 (2013/3), ¥3.20 (2014/3), ¥3.67 (2015/3) P/L: ¥2.57 (2013/3), ¥3.18 (2014/3), ¥3.26 (2015/3)

* Exchange rates for Bank BNP: B/S: ¥0.0090(2013/3), ¥0.0086 (2014/3), ¥0.0097 (2015/3) P/L: ¥0.0086 (2013/3), ¥0.0095 (2014/3), ¥0.0090 (2015/3)



[Reference] Target Market in Overseas Financial Business

Kingdom of Thailand (EASY BUY)

- 1996: Commenced installment loan business
- 2001: Commenced unsecured loan business
- 2005: Approved as a public company
- 2012: Increased investment ratio to 71% (49% → 71%)

It continues to expand business by implementing proper control on its loan portfolio in spite of facing some adversities such as slowing economy and household debt issues.

Republic of Indonesia (Bank BNP)

- 2007: Acquisition in joint manner with The Bank of Tokyo-Mitsubishi UFJ.
- 2013: Increased investment ratio to 66% (60% → 66%)

Business scale is shrunk due to slowing economy and responses to regulation on loan-deposit ratio.

People's Republic of China

- 2006: Established a representative office and commenced market research.

We will conduct further research activities and consider opportunity for market entry in deliberately.

Socialist Republic of Vietnam

- 2006 : Established a representative office and commenced market research.
- May 2014 : Submit request for license on establishing a finance company.

<Detail of Request Submitted>

Company name	: ACOM VIETNAM FINANCE COMPANY LIMITED
Location	: Ho Chi Minh
Capital	: 600 billion dong (About 3 billion yen)
Stockholder	: ACOM (100%)

Waiting for issuance of license rules. Plans to commence business at the earliest date upon completion of screening procedures.



FY March 2016 Forecast

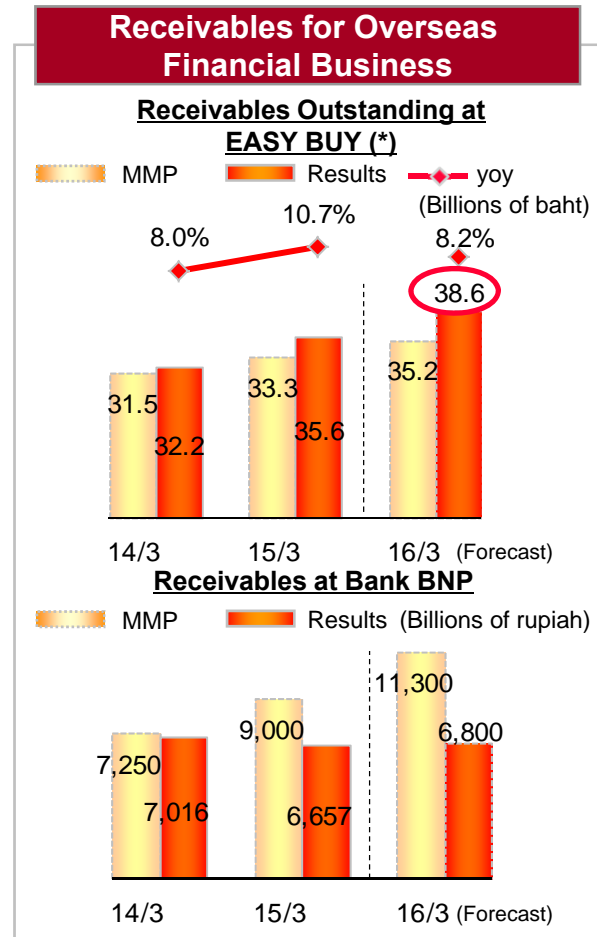
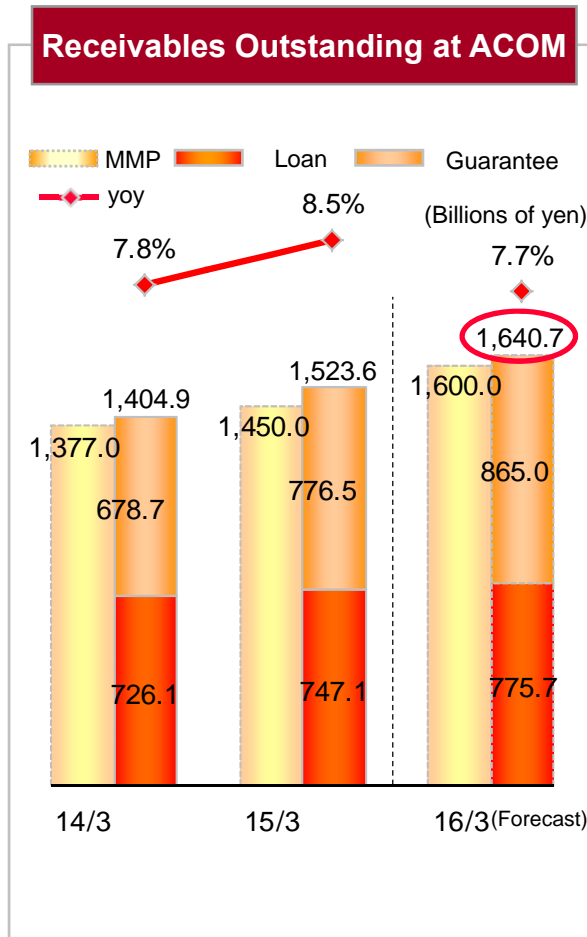
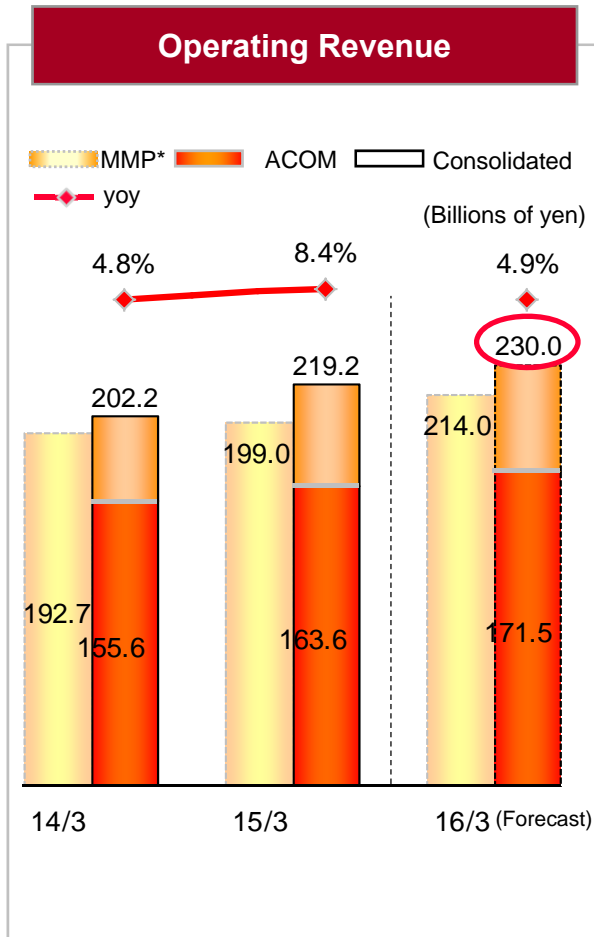
(Millions of yen, %)

	Consolidated				Non-consolidated			
	2015/3		2016/3		2015/3		2016/3	
	Results	yoy	Forecasts	yoy	Results	yoy	Forecasts	yoy
Receivables Outstanding	1,833,990	9.9	1,979,300	7.9	1,545,279	8.7	1,666,600	7.9
Loan Business	747,139	2.9	775,700	3.8	747,139	2.9	775,700	3.8
Guarantee Business	861,212	14.5	963,200	11.8	776,544	14.4	865,000	11.4
Overseas Financial Business	195,471	19.6	205,500	5.1	-	-	-	-
Operating Revenue	219,289	8.4	230,000	4.9	163,644	5.1	171,500	4.8
Loan Business	125,739	1.6	126,700	0.8	125,739	1.6	126,700	0.8
Guarantee Business	40,992	38.0	48,400	18.1	34,630	18.5	41,200	19.0
Overseas Business	42,956	9.3	45,100	5.0	-	-	-	-
Operating Expenses	205,215	9.2	172,400	-16.0	162,512	7.7	126,400	-22.2
Financial Expenses	19,498	-8.7	19,000	-2.6	10,081	-23.7	10,000	-0.8
Provision for Bad Debts	53,828	28.3	62,700	16.5	40,428	29.7	47,500	17.5
Provision for Loss on Interest Repayment	49,859	9.6	-	-	49,859	9.6	-	-
Other Operating Expenses	82,029	3.7	90,700	10.6	62,143	1.9	68,900	10.9
Operating Income	14,073	-1.8	57,600	309.3	1,132	-76.3	45,100	-
Ordinary Income	14,747	-5.3	57,800	291.9	4,161	-49.2	46,300	-
Net Income	12,864	21.0	51,000	296.5	9,316	12.3	46,100	394.8



Progress of Mid-term Management Plan (2014/3-2016/3)

- Operating Revenue** : We have already accomplished final target of operating revenue surpassing 210.0 billion yen in advance.
- Receivables at ACOM** : Making a smooth progress for final target of 1.6 trillion of yen.
- Receivables for Overseas Financial Business** : EASY BUY has already accomplished final target for FY March 2016 in advance, but the situation at Bank BNP is severe.



* Receivables outstanding at ACOM is the sum of accounts receivable-operating loans and guaranteed receivables.

* Receivables outstanding at EASY BUY is the sum of accounts receivable-operating loans and accounts receivable-installment.

* MMP stands for Mid-term Management Plan.



Basic Policy and Forecasts on Dividends

Basic Policy on Profit Distribution

- ◇ **Attempt stable and continuous profit distribution, taking the business environment surrounding the company, shareholders' equity and our own performance into consideration.**

Forecasts on Dividends

- ◇ **We plan to resume dividend payment as soon as we are certain that our mainstay three businesses (loan, guarantee and overseas financial businesses) are in stable growth and risks on shareholders' equity to be impaired due to requests for interest repayment are eliminated.**

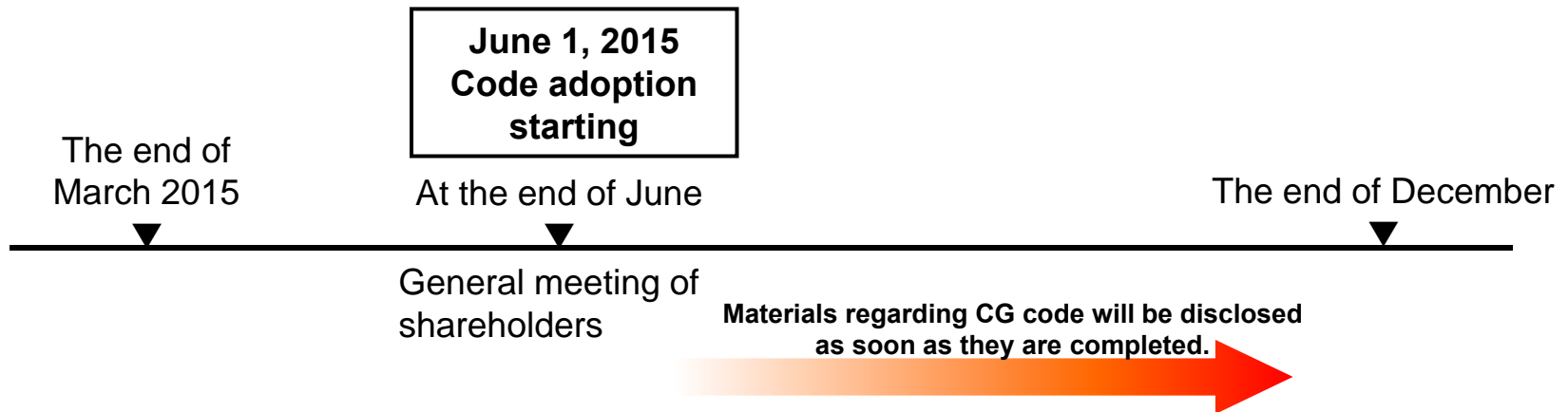
- **Year-end dividend for the fiscal year ended March 2015** ... **“None”(*)**
- **Dividend for the second quarter of fiscal year ending March 2016** ... **“None” (forecast)**
- **Year-end dividend for the fiscal year ending March 2016** ... **“Undecided”**

* Year-end dividend for the fiscal year ended March 2015 assumes approval at the general meeting of shareholders scheduled on June 2015.



Regarding Corporate Governance Code

Our Roadmap of Disclosure



Our policy

- ◇ ACOM respects the gist and spirit of the corporate governance code (CG code), and will take spontaneous measures to materialize sustainable growth and increase its corporate value in medium-to-long-term manner. In addition, the company will endeavor to conduct transparent and fair decision makings, and disclose its information in prompt and proper manner.
- ◇ The company currently under arrangement to choose 2 persons, to whom we can expect contribution in earnest, active and constructive management of the board of directors, as candidates for outside directors.
- ◇ The Board is conducting deliberate considerations and preparations for implementation of the CG code. The company plans to make announcement regarding the CG code after sufficient discussions are conducted at the board of directors which consists of the directors approved at the general meeting of shareholders.

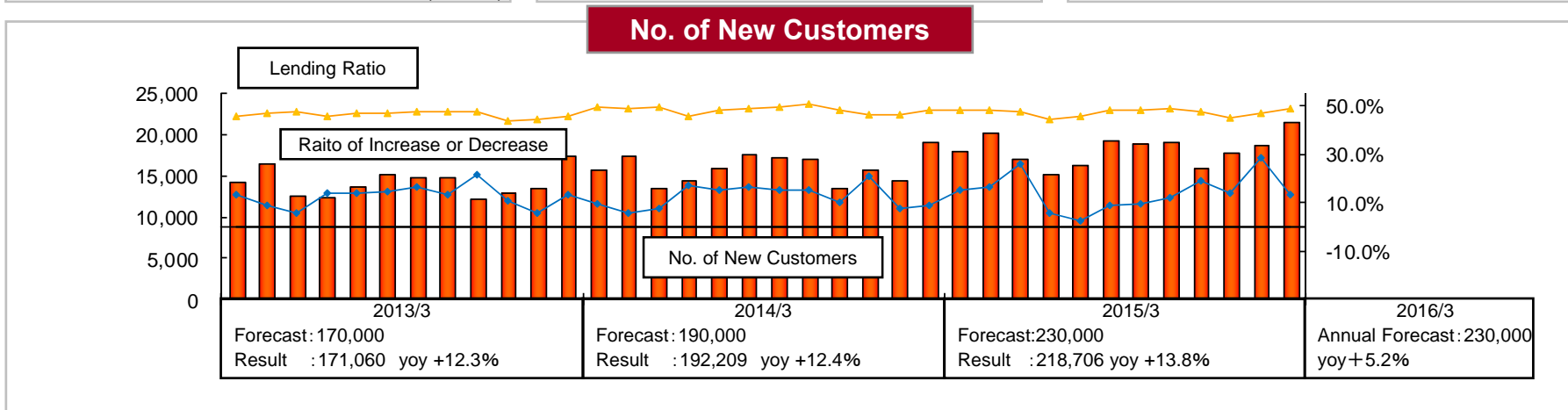
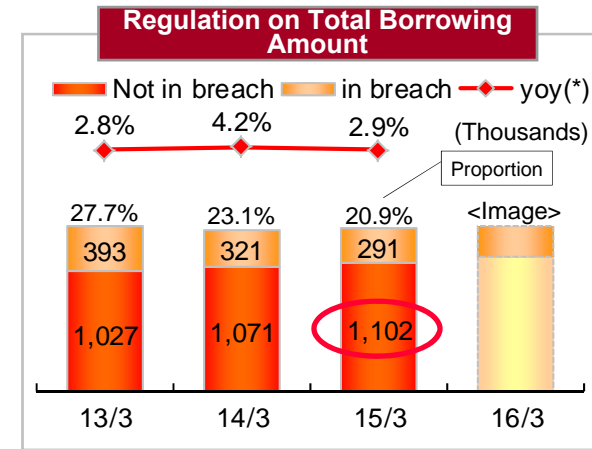
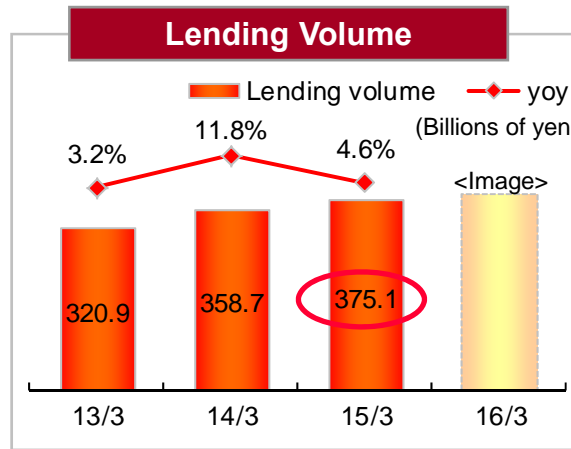
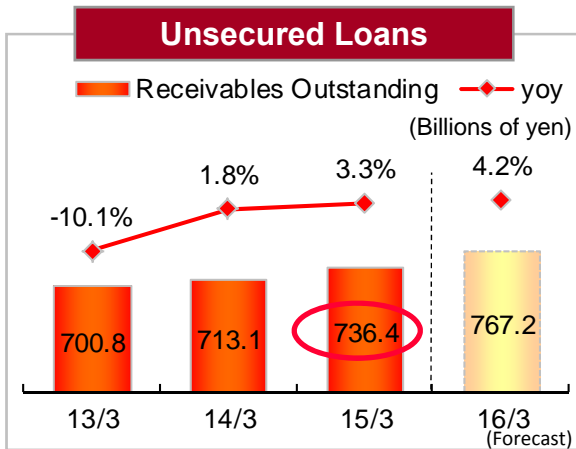
Supplementary Explanation (ACOM)

Fiscal Year Ended March 2015



Unsecured Loans (ACOM)

- **Unsecured Loans** : Increased by 3.3% yoy to 736.4 billion yen, however fell below the forecasts.
- **Lending Volume** : Increased by 4.6% yoy to 375.1 billion yen owing primarily to increase in the number of customers eligible for additional borrowings.
- **No. of New Customers** : Increased by 13.8% yoy to 218 thousands, however fell below the forecasts.



* "yoy" values in "Regulation on Total Borrowing Amount" are the rate of changes from prior periods.



Trend of No. of Requests for Interest Repayment (ACOM)

- **No. of requests** : Increased by 13.9% yoy to 79.6 thousands.
- **Cause** : Requests from certain law offices and other similar offices increased whereas those from other law offices decreased.

● **Monthly Number of Requests for Interest Repayment (*)** (%)

	2011/3		2012/3		2013/3		2014/3			2015/3		
	No. of Requests for Interest Repayment	yoy	No. of Requests for Interest Repayment	yoy	No. of Requests for Interest Repayment	yoy	No. of Requests for Interest Repayment	yoy	Per business day	No. of Requests for Interest Repayment	yoy	Per business day
Total	142,600	-2.9	90,500	-36.5	73,500	-18.8	69,900	-4.9	285	79,600	13.9	323
Apr.	11,100	-22.4	10,100	-9.0	6,400	-36.6	6,700	4.7	319	6,500	-3.0	309
May	9,600	-23.2	8,900	-7.3	7,000	-21.3	6,200	-11.4	295	6,200	0.0	310
June	10,800	-23.4	9,500	-12.0	6,600	-30.5	5,600	-15.2	280	6,600	17.9	314
July	9,600	-26.2	7,300	-24.0	6,600	-9.6	6,100	-7.6	277	7,100	16.4	322
Aug.	8,500	-19.8	7,500	-11.8	5,500	-26.7	4,600	-16.4	209	5,900	28.3	280
Sept.	9,500	-18.8	7,400	-22.1	5,800	-21.6	5,900	1.7	310	7,800	32.2	390
Oct.	13,800	1.5	7,300	-47.1	6,600	-9.6	6,400	-3.0	290	7,500	17.2	340
Nov.	12,900	15.2	7,100	-45.0	5,900	-16.9	5,600	-5.1	280	6,000	7.1	333
Dec.	13,100	6.5	6,200	-52.7	5,000	-19.4	5,500	10.0	275	6,300	14.5	300
Jan.	12,500	33.0	5,000	-60.0	5,000	0.0	5,000	0.0	263	4,900	-2.0	257
Feb.	16,500	44.7	7,200	-56.4	6,300	-12.5	5,900	-6.3	310	6,900	16.9	363
Mar.	14,700	15.7	7,000	-52.4	6,800	-2.9	6,400	-5.9	320	7,900	23.4	359

* No. of requests which interest repayment occurs as a result of ACOM's recalculation based on the interest ceiling as specified in Interest Rate Restriction Act from claims which lawyers or judicial scriveners accept debt consolidation



Trend of Loss on Interest Repayment (ACOM)

Interest Repayment

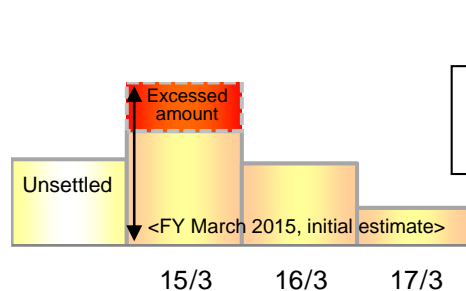
(Millions of yen, %)

	2011/3	2012/3	2013/3	2014/3	2015/3	yoy	2016/3 Forecasts
Reversal of Provision	164,656	131,907	92,168	72,393	71,359	-1.4	-
Interest Repayment	104,479	93,952	70,502	58,461	58,803	0.6	-
<Reference> Cash-out basis	104,451	89,102	74,005	57,592	59,183	2.8	-
Bad Debt Expenses (ACOM's voluntary waiver of repayments)	60,176	37,954	21,666	13,932	12,556	-9.9	-
Addition of Provision	243,456	48,807	42,968	45,493	49,859	9.6	-
Increase or Decrease in Provision	78,800	-83,100	-49,200	-26,900	-21,500	-	-
Provision at the End of Respective Periods	283,300	200,200	151,000	124,100	102,600	-17.3	-

FY March 2015

<Initial prediction: 124.1 billions of yen>

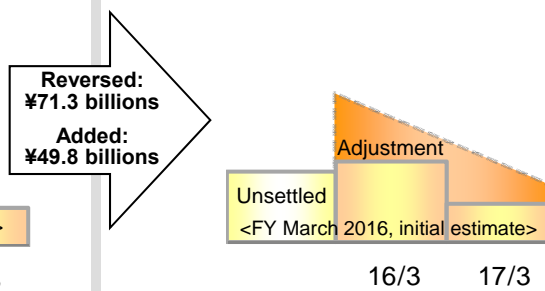
<image>



FY March 2016

<Initial prediction: 102.6 billions of yen>

<image>



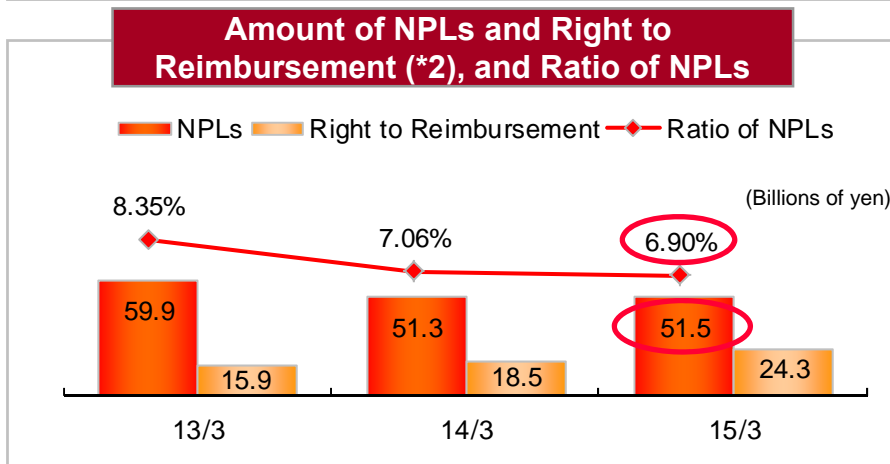
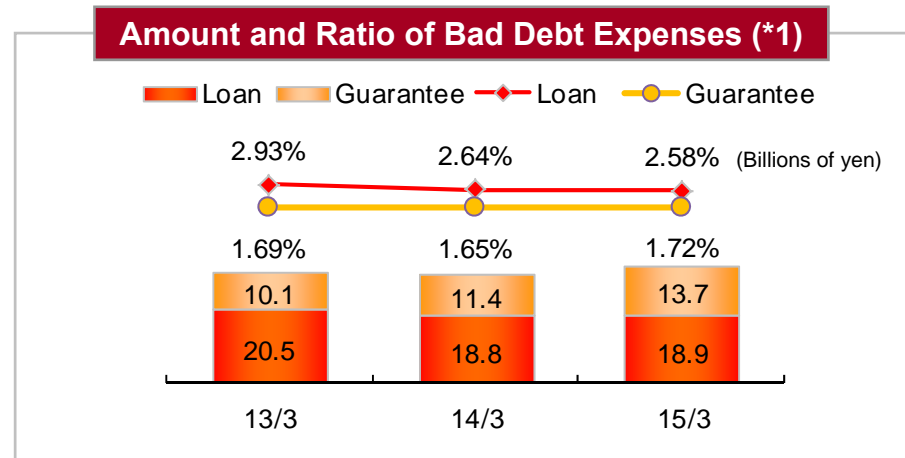
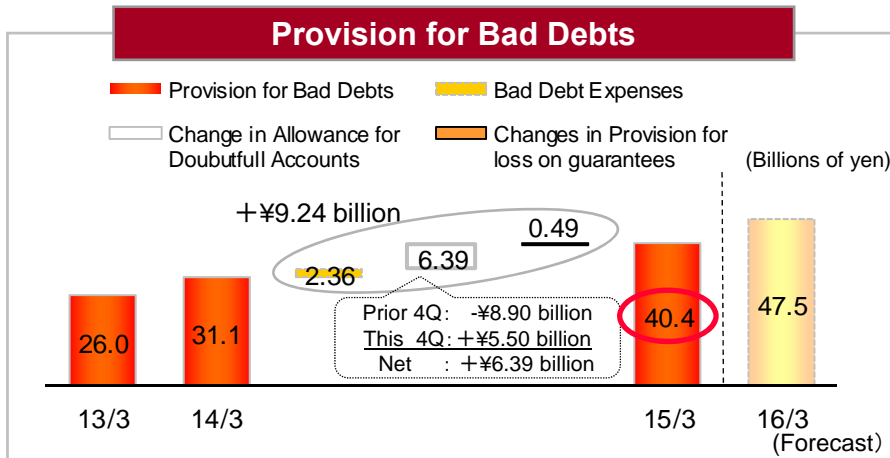
Key Points for Provision

- ① ¥71.3 billion (¥58.8 billion of repayment and ¥12.5 billion of waiver) was reversed from ¥124.1 billion of beginning balance in provision.
- ② ¥49.8 billion was added to provision in this FY
 - Amount that exceeded initial estimate was adjusted for FY March 2015.
 - Future estimate was adjusted taking recent trend in account
- ③ Hence, ending balance is ¥102.6 billion.



Bad Debts Related Figures (ACOM)

- **Provision for Bad Debts** : Increased by 9.2 billion yen yoy to 40.4 billion yen mainly due to increase in allowance for doubtful accounts.
- **Bad Debt Expenses** : Made a slight increase for loan business while that for guarantee business increased due to increase in receivables.
- **Quality of Loan Portfolio** : The ratio of NPLs decreased by 0.16 pts due to improvement of the loan portfolio.



Provision for Bad Debts (Billions of yen)

	2014/3		2015/3		2016/3	
	Results	yoy	Results	yoy	Forecasts	yoy
Provision for Bad Debts	31.18	5.16	40.42	9.24	47.50	7.07
Bad Debt Expenses	31.54	-0.69	33.90	2.36	39.50	5.59
Change in Allowance	-0.88	4.39	5.50	6.39	6.20	0.69
Change in Provision	0.53	1.75	1.02	0.49	1.80	0.78
Allowance for Doubtful Accounts	35.00	-0.90	40.50	5.50	46.70	6.20
Provision for Loss on Guarantees	5.54	0.53	6.56	1.02	8.36	1.80

*1 These figures exclude waiver of repayments accompanying interest repayment.

*2 Right to reimbursement is loans in which guarantee obligations have been performed by ACOM, but not yet written-off.

*3 It indicates "Compared to forecasts"

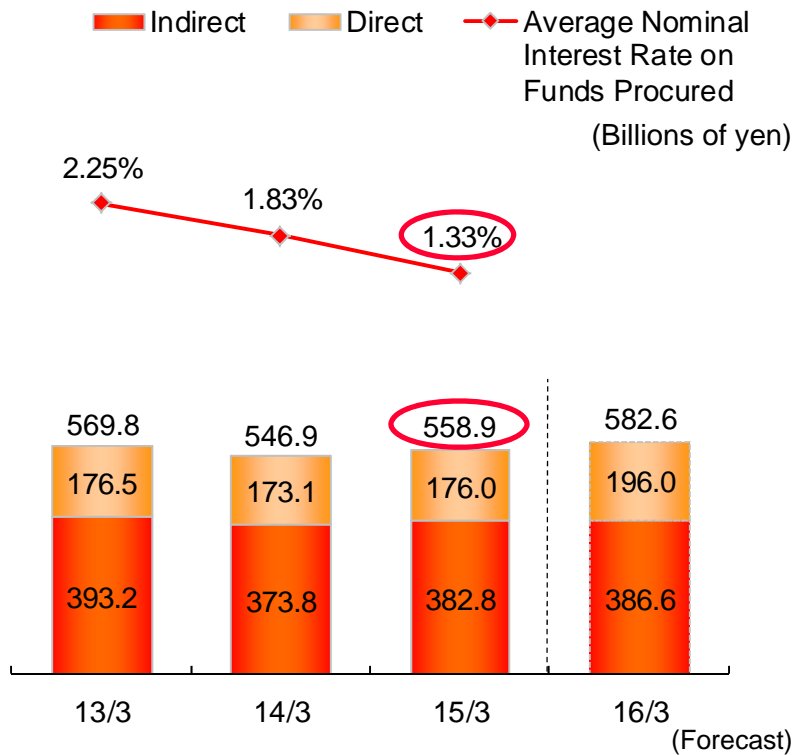
*4 "yoy" values in the table above are amount of changes from prior periods.



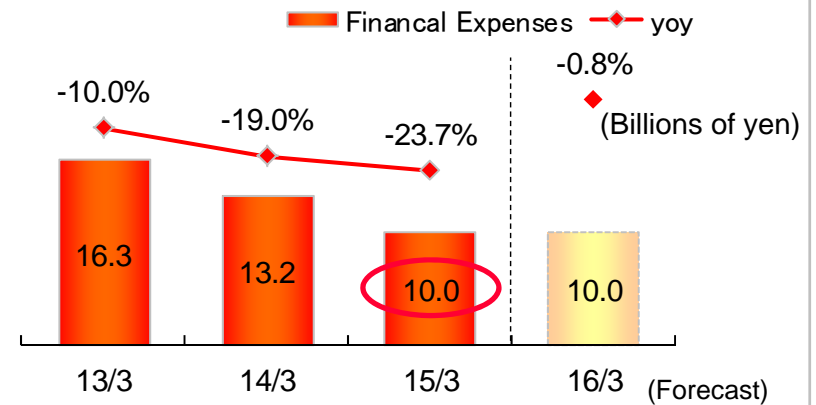
Fund Procurements (ACOM)

- **Borrowings** : Increased by 2.2% yoy to 558.9 billion yen.
- **Average Nominal Interest Rate on Funds Procured** : Decreased by 50 basis points yoy to 1.33% as some borrowings have been replaced in improving funding environment.
- **Financial Expenses** : Decreased by 23.7% yoy to 10.0 billion yen owing to decline in average nominal interest rate.

Borrowings and Procurement Interest Rate



Financial Expenses



	Bonds Issued (Billions of yen, years, %)							
	2014/3				2015/3			
	63 rd	64 th	65 th	66 th	67 th	68 th	69 th	
Bond value	25.0	25.0	18.0	18.0	10.0	20.0	20.0	
Maturity period	4	5	6	7	5	8	10	
Coupon	0.99	0.88	0.70	0.90	0.50	0.95	1.21	

	Bonds Matured (Billions of yen, years, %)							
	2014/3					2015/3		
	51 st	57 th	58 th	59 th	60 th	40 th	50 th	61 st
Bond value	20.0	10.0	20.0	13.0	15.0	10.0	10.0	30.0
Maturity period	6	3	2	1.8	2.3	10	7	3
Coupon	2.07	3.72	3.67	3.57	3.85	1.66	2.09	2.62



[Reference] Summary of Segment Income

● Operating Revenue and Segment Income

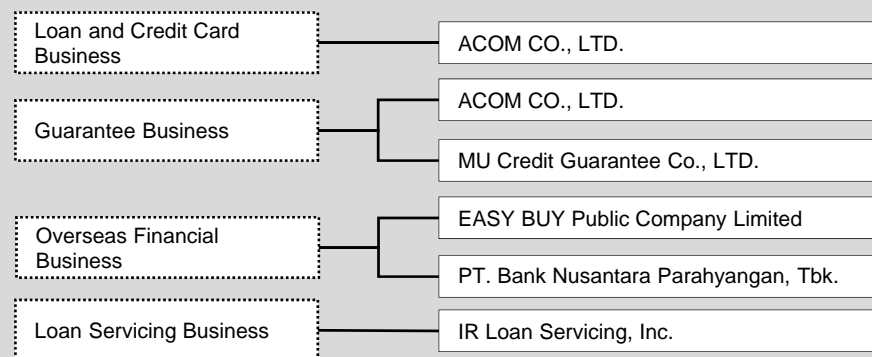
(Millions of yen, %)

	Loan and Credit Card Business		Guarantee Business		Overseas Financial Business		Loan Servicing Business		Subtotal		Others	Total
		yoy		yoy		yoy		yoy		yoy		
Operating Revenue	128,725	1.9	40,992	38.0	42,939	9.7	6,535	-0.2	219,192	8.6	296	219,489
Revenue from External Customers	128,725	1.9	40,992	38.0	42,956	9.3	6,533	-0.1	219,207	8.6	82	219,289
Revenue from Transactions with Other Operating Segments	-	-	-	-	-16	-	2	-71.4	-14	-	214	200
Operating Expenses	137,089	5.7	29,866	35.1	32,783	10.3	5,788	-2.2	205,528	9.6	88	205,616
Segment Income	-8,364	-	11,125	46.3	10,156	7.9	746	18.8	13,664	-4.6	208	13,872

● Difference between Segment and Consolidated Operating Income

Income	Amount	
		yoy
Segment Income	13,664	-4.6
Income of "Others" Category	208	-
Elimination of Intersegment Transactions	209	-17.1
Adjustments due to Unification of Accounting Treatment between Parent Company and Subsidiary	-8	-
Consolidated Operating Income	14,073	-1.8

<Reference>





[Reference] Market Volume and ACOM's Share

● Market Volume of Personal Card Loan

(Billions of yen, %)

		2011/3		2012/3		2013/3		2014/3		(2014/12)	
			yoy		yoy		yoy		yoy		yoy
Market Volume	Personal Card Loan Market	10,818.4	-21.8	9,495.8	-12.2	9,031.9	-4.9	8,759.9	-3.0	8,892.2	2.9
	Nonbank Market	6,996.6	-29.7	5,643.3	-19.3	4,955.1	-12.2	4,364.4	-11.9	4,229.4	-4.1
	Consumer Finance Companies	3,266.6	-34.8	2,725.9	-16.6	2,379.4	-12.7	2,302.2	-3.2	2,301.5	-0.2
	Bank Market	3,821.8	-1.6	3,852.5	0.8	4,076.8	5.8	4,395.5	7.8	4,662.8	10.3
	Banks Only	3,255.4	-1.1	3,312.4	1.8	3,544.2	7.0	3,851.4	8.7	4,114.9	11.1
ACOM's Share	Personal Card Loan Market	12.4	2.1	13.5	1.1	14.4	0.9	16.0	1.6	16.7	0.9
	Nonbank Market	12.9	1.8	14.2	1.3	14.5	0.3	16.6	2.1	17.5	1.2
	Consumer Finance Companies	27.6	5.6	29.3	1.7	30.1	0.8	31.5	1.4	32.1	0.9
	Bank Market	11.6	3.4	12.5	0.9	14.4	1.9	15.4	1.0	16.0	0.7
	Banks Only	13.6	4.0	14.6	1.0	16.5	1.9	17.6	1.1	18.2	0.7

* Nonbank market (statistics by Japan Financial Services Association, "JFSA") refers to the receivables outstanding of nonbanks registered to JFSA (exclude housing loans).

* Bank market (statistics by Bank of Japan) refers to the volume of consumer card loans provided by domestic banks and credit unions.

* "yoy" values in ACOM's Share are the amount of changes from prior periods.

* Figures provided by JFSA for 2014/12 are preliminary figures.



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