

# **DATA BOOK**

**2018年3月期 決算**  
**The Fiscal Year Ended March, 2018**

**アコム株式会社**  
**ACOM CO., LTD.**

**2018年5月**  
**May 2018**  
**Code No. 8572**

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## データブックに関する注意事項

### (注1) 業績予想に関する注意事項

このデータブックの数値のうち、過去の事実以外のアコム株式会社の計画、方針その他の記載にかかるものは、将来の業績にかかる予想値であり、それらはいざれも、現時点においてアコム株式会社が把握している情報に基づく経営上の想定や見解を基礎に算出されたものです。従いまして、かかる予想値は、リスクや不確定要因を内包するものであって、現実の業績は、諸々の要因により、かかる予想値と異なる可能性があります。かかる潜在的なリスクや不確定要因として考えられるものとしては、例えば、アコム株式会社を取り巻く経済情勢や消費者金融を取り巻く市場規模の変化、債務不履行に陥る顧客の割合、「利息制限法」に基づく上限金利を超える部分の返還請求等の発生件数及び返還金額の変動、アコム株式会社が支払う借入金利率のレベル、法定制限利率が考えられますがこれらに限りません。

### (注2) 数値については金額の単位未満切り捨て、比率の単位未満は四捨五入にて表示しております。

### (注3) 1株当たり指標は単位未満四捨五入にて表示しております。

### (注4) 表中における項目の内数は内訳とは異なる場合があります。

- (注5) ・単位未満の値を含む実績値、または増減値が0である場合は「-」で表示。
- ・単位未満の値を含む実績値、または増減値が0超である場合は「0」で表示。
- ・増減率が1,000%を超える場合は「-」で表示。
- ・非開示とされている数値がある場合は、実績値、増減値及び増減率は「-」で表示。
- ・過去において非開示であり増減比較できない場合は、増減値及び増減率は「-」で表示。
- ・増減比較の基となる数値の一方、または両方がマイナスの場合は、増減値のみを表示。
- ・前期実績値が0超、かつ当期実績値が0である場合は、増減値のみを表示。

## Notes to DATA BOOK

### Notes: 1. Forward Looking Statements

The figures contained in this DATA BOOK 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 as results of 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.

: 2. All amounts less than one million have been truncated. Percentage figures have been as a result of rounding.

: 3. The amounts of adjusted per share data have been as a result of rounding.

: 4. The total amounts shown in the tables may not necessarily aggregate up with the sums of the individual amounts.

: 5. ・「-」は結果と「yoY」ではこれらの金額、特に100万円未満の場合はゼロ。

・「0」は結果と「yoY」ではこれらの金額が0超で100万円未満の場合はゼロ。

・「-」は「yoY%」では百分率変動が1,000%超の場合。

・「-」は「yoY%」、「yoY」、および過去に開示されていない場合は現在開示されていない場合。

・「-」は「yoY%」、「yoY」、および過去に開示されていない場合は現在開示されていない場合。

・「-」は「yoY」が二つの期間で正から負へ、または負から正へ変わった場合。

・「-」は「yoY」が二つの期間でどちらも負の場合。

・「-」は「yoY」が最終期間で0超で、現在の期間でゼロの場合。

: 6. "(E)" indicates estimates.

: 7. "yoY p.p." indicates year on year percentage point.

: 8. "C.R." indicates composition ratio.

## 1. アコムグループ一覧

## ACOM Group

| 会社名<br>Name of company | 設立年月<br>Incorporated | 資本金<br>Capital Stock | アコム持分比<br>Equity owned<br>by ACOM | 社員数<br>Number of<br>employees | 主な事業内容<br>Summary of Business |
|------------------------|----------------------|----------------------|-----------------------------------|-------------------------------|-------------------------------|
|------------------------|----------------------|----------------------|-----------------------------------|-------------------------------|-------------------------------|

|         |                |         |                                   |   |  |
|---------|----------------|---------|-----------------------------------|---|--|
| アコム株式会社 | ACOM CO., LTD. | 1978/10 | 63,832百万円<br>[63,832 million yen] | — | 1,936名<br>Loan Business, Credit Card Business and Guarantee Business |
|---------|----------------|---------|-----------------------------------|---|--|

【連結子会社】国内子会社 2社 海外子会社 3社

[Consolidated Subsidiaries] Domestic: 2 Overseas: 3

|     |                                      |          |                                      |        |  |          |        |  |
|-----|--------------------------------------|----------|--------------------------------------|--------|--|----------|--------|--|
| 国 内 | エム・ユー信用保証株式会社                        | Domestic | MU Credit Guarantee Co., LTD.        | 2013/9 | 300百万円<br>[300 million yen]              | 100.00 % | 53名    | 信用保証事業<br>Guarantee Business   |
|     | アイ・アール債権回収株式会社                       |          | IR Loan Servicing, Inc.              | 2000/6 | 520百万円<br>[520 million yen]              | 100.00 % | 138名   | サービサー事業(債権管理回収事業)<br>Servicing Business (Loan Servicing Business)  |
| 海 外 | EASY BUY Public Company Limited      | Overseas | EASY BUY Public Company Limited      | 1996/9 | 6,000百万タイバーツ<br>[6,000 million THB]      | 71.00 %  | 2,860名 | タイ王国における無担保ローン事業及びインストールメントローン事業<br>Unsecured Loan Business and Installment Loan Business in Kingdom of Thailand |
|     | PT. Bank Nusantara Parahyangan, Tbk. |          | PT. Bank Nusantara Parahyangan, Tbk. | 1972/1 | 3,384億ルピア<br>[3,384 Hundred million IDR] | 66.15 %  | 1,191名 | インドネシア共和国における銀行業<br>Banking Business in Republic of Indonesia  |
|     | ACOM CONSUMER FINANCE CORPORATION    |          | ACOM CONSUMER FINANCE CORPORATION    | 2017/7 | 500百万ペソ<br>[500 million PHP]             | 80.00 %  | 24名    | フィリピン共和国における無担保ローン事業<br>Unsecured Loan Business in Republic of the Philippines                                   |

(注)当社は2017年7月27日に、フィリピン共和国における個人向け融資を事業目的とした合弁会社「ACOM CONSUMER FINANCE CORPORATION」を、伊藤忠商事株式会社とともに設立いたしました。

Note : ACOM CO., LTD. and ITOCHU Corporation established a joint venture, "ACOM CONSUMER FINANCE CORPORATION" on July 27, 2017. The business objective of the company is providing personal loans in Republic of the Philippines.

【持分法適用関連会社】

[Equity-method Affiliate]

|                      |                             |        |                                 |         |   |   |
|----------------------|-----------------------------|--------|---------------------------------|---------|---|---|
| エム・ユー・コミュニケーションズ株式会社 | MU Communications Co., Ltd. | 2007/4 | 1,020百万円<br>[1,020 million yen] | 23.15 % | — | コンタクトセンターの請負及び人財派遣業務等<br>Contract of Contact Center and Temporary Staffing Business, etc. |
|----------------------|-----------------------------|--------|---------------------------------|---------|---|---|

## 2. 貸借対照表(連結)

Balance Sheet (Consolidated)

(単位:百万円/Millions of yen)

|               |  | 2016/3       |        | 2017/3       |           |              |           |              | 2018/3    |              |           |              |           | 2018/3       |           |               |
|---------------|--|--------------|--------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|--------------|-----------|---------------|
|               |  |              |        | 2016/6       |           | 2016/9       |           | 2016/12      |           | 2017/3       |           | 2017/6       |           | 2017/9       |           | 2017/12       |
|               |  | 前期比<br>yoy % | 2016/3 | 前期比<br>yoy % | 2016/6    | 前期比<br>yoy % | 2016/9    | 前期比<br>yoy % | 2016/12   | 前期比<br>yoy % | 2017/3    | 前期比<br>yoy % | 2017/6    | 前期比<br>ytd % | 2017/9    | 前期末比<br>ytd % |
| 流動資産          | Current Assets                             | 1,121,629    | -0.9   | 1,107,297    | 1,115,188 | 1,115,390    | 5.0       | 1,177,815    | 1,152,430 | -2.2         | 1,177,750 | -0.0         | 1,200,105 | 1.9          | 1,229,028 | 4.3           |
| 現金及び預金        | Cash and Deposits                          | 87,506       | -27.0  | 68,365       | 80,618    | 75,287       | 104,939   | 19.9         | 69,860    | -33.4        | 77,571    | -26.1        | 81,650    | -22.2        | 91,884    | -12.4         |
| 営業貸付金         | Accounts Receivable-operating Loans        | 902,150      | 2.8    | 906,071      | 903,967   | 908,067      | 930,292   | 3.1          | 938,366   | 0.9          | 949,229   | 2.0          | 958,346   | 3.0          | 975,116   | 4.8           |
| 銀行業貸出金        | Loans Receivable of Banking Business       | 56,575       | -12.4  | 52,321       | 46,402    | 42,989       | 45,872    | -18.9        | 43,318    | -5.6         | 44,666    | -2.6         | 43,915    | -4.3         | 48,808    | 6.4           |
| 割賦売掛金         | Accounts Receivable-instalment             | 28,393       | 27.4   | 30,422       | 32,725    | 35,735       | 38,648    | 36.1         | 41,904    | 8.4          | 45,890    | 18.7         | 49,714    | 28.6         | 53,034    | 37.2          |
| 買取債権          | Purchased Receivables                      | 10,709       | 26.4   | 10,169       | 11,290    | 10,651       | 11,334    | 5.8          | 10,824    | -4.5         | 11,230    | -0.9         | 10,370    | -8.5         | 10,603    | -6.4          |
| 総延税資産         | Deferred Tax Assets                        | 33,179       | 31.7   | 34,125       | 35,106    | 35,819       | 39,106    | 17.9         | 39,917    | 2.1          | 40,570    | 3.7          | 41,254    | 5.5          | 41,307    | 5.6           |
| 貸倒引当金         | Allowance for Doubtful Accounts            | -58,094      | -      | -59,546      | -60,106   | -62,843      | -66,685   | -            | -69,730   | -            | -71,969   | -            | -74,253   | -            | -75,686   | -             |
| 固定資産          | Noncurrent Assets                          | 53,434       | -8.6   | 52,453       | 51,631    | 51,532       | 51,115    | -4.3         | 52,045    | 1.8          | 51,943    | 1.6          | 52,530    | 2.8          | 51,822    | 1.4           |
| 有形固定資産        | Property, Plant and Equipment              | 23,495       | -3.0   | 23,251       | 23,014    | 22,612       | 22,739    | -3.2         | 22,478    | -1.1         | 23,280    | 2.4          | 23,238    | 2.2          | 22,800    | 0.3           |
| 無形固定資産        | Intangible Assets                          | 12,476       | -14.4  | 11,835       | 11,495    | 10,919       | 10,600    | -15.0        | 13,020    | 22.8         | 12,511    | 18.0         | 11,911    | 12.4         | 11,210    | 5.7           |
| のれん           | Goodwill                                   | 6,459        | -13.2  | 6,213        | 5,967     | 5,721        | 5,474     | -15.2        | 5,228     | -4.5         | 4,982     | -9.0         | 4,736     | -13.5        | 4,063     | -25.8         |
| ソフトウェア        | Software                                   | 5,973        | -15.6  | 5,579        | 5,485     | 5,156        | 5,082     | -14.9        | 7,749     | 52.5         | 7,486     | 47.3         | 7,132     | 40.3         | 7,103     | 39.8          |
| 投資その他の資産      | Investments and Other Assets               | 17,462       | -11.2  | 17,365       | 17,121    | 17,999       | 17,775    | 1.8          | 16,546    | -6.9         | 16,151    | -9.1         | 17,379    | -2.2         | 17,811    | 0.2           |
| 貸倒引当金         | Allowance for Doubtful Accounts            | -685         | -      | -701         | -726      | -765         | -762      | -            | -773      | -            | -830      | -            | -865      | -            | -899      | -             |
| 資産合計          | Total Assets                               | 1,175,063    | -1.3   | 1,159,750    | 1,166,819 | 1,166,922    | 1,228,930 | 4.6          | 1,204,475 | -2.0         | 1,229,693 | 0.1          | 1,252,635 | 1.9          | 1,280,851 | 4.2           |
| 流動負債          | Current Liabilities                        | 227,529      | -19.8  | 226,363      | 233,163   | 228,419      | 257,134   | 13.0         | 249,226   | -3.1         | 286,809   | 11.5         | 318,114   | 23.7         | 331,995   | 29.1          |
| 短期借入金         | Short-term Loans Payable                   | 18,286       | -44.3  | 10,476       | 19,232    | 16,003       | 17,627    | -3.6         | 12,577    | -28.6        | 8,125     | -53.9        | 15,958    | -9.5         | 10,873    | -38.3         |
| コマーシャル・ペーパー   | Commercial Papers                          | -            | -      | -            | 4,999     | 4,999        | 14,997    | -            | 29,997    | 100.0        | 29,997    | 100.0        | 44,997    | 200.0        | 29,998    | 100.0         |
| 1年内返済予定の長期借入金 | Current Portion of Long-term Loans Payable | 103,758      | -8.5   | 103,186      | 102,426   | 106,062      | 117,907   | 13.6         | 114,049   | -3.3         | 128,265   | 8.8          | 128,666   | 9.1          | 160,244   | 35.9          |
| 1年内償還予定の社債    | Current Portion of Bonds                   | 16,700       | -52.9  | 28,190       | 27,930    | 27,910       | 25,000    | 49.7         | 14,890    | -40.4        | 39,935    | 59.7         | 45,140    | 80.6         | 45,350    | 81.4          |
| 銀行業預金         | Deposits of Banking Business               | 63,875       | -19.4  | 62,741       | 54,985    | 51,444       | 55,427    | -13.2        | 52,350    | -5.6         | 52,012    | -6.2         | 55,683    | 0.5          | 53,074    | -4.2          |
| 債務保証損失引当金     | Provision for Loss on Guarantees           | 8,093        | 15.4   | 7,581        | 7,757     | 7,939        | 8,722     | 7.8          | 9,292     | 6.5          | 9,882     | 13.3         | 9,713     | 11.4         | 10,061    | 15.3          |
| 固定負債          | Noncurrent Liabilities                     | 609,401      | 5.4    | 579,876      | 564,632   | 565,558      | 704,570   | 15.6         | 671,449   | -4.7         | 639,550   | -9.2         | 609,146   | -13.5        | 604,417   | -14.2         |
| 社債            | Bonds Payable                              | 193,058      | 15.0   | 189,828      | 187,070   | 192,678      | 216,838   | 12.3         | 207,090   | -4.5         | 185,758   | -14.3        | 181,912   | -16.1        | 211,210   | -2.6          |
| 長期借入金         | Long-term Loans Payable                    | 316,766      | 6.5    | 308,551      | 313,605   | 311,362      | 313,505   | -1.0         | 304,499   | -2.9         | 309,436   | -1.3         | 296,977   | -5.3         | 276,841   | -11.7         |
| 利息返還損失引当金     | Provision for Loss on Interest Repayment   | 90,000       | -12.3  | 72,197       | 54,743    | 52,126       | 164,900   | 83.2         | 148,508   | -9.9         | 132,181   | -19.8        | 117,760   | -28.6        | 104,068   | -36.9         |
| 負債合計          | Total Liabilities                          | 836,930      | -2.9   | 806,240      | 797,796   | 793,978      | 961,704   | 14.9         | 920,676   | -4.3         | 926,359   | -3.7         | 927,261   | -3.6         | 936,413   | -2.6          |
| 株主資本          | Shareholders' Equity                       | 321,641      | 4.7    | 338,853      | 357,569   | 361,271      | 249,453   | -22.4        | 265,807   | 6.6          | 283,896   | 13.8         | 303,477   | 21.7         | 320,026   | 28.3          |
| 利益剰余金         | Retained Earnings                          | 204,025      | 7.7    | 221,237      | 239,953   | 243,655      | 131,837   | -35.4        | 148,191   | 12.4         | 166,280   | 26.1         | 185,860   | 41.0         | 202,410   | 53.5          |
| その他の包括利益累計額   | Accumulated Other Comprehensive Income     | 1,735        | -68.2  | 216          | -2,648    | -3,042       | 552       | -68.2        | 497       | -10.0        | 796       | 44.1         | 1,840     | 233.0        | 2,889     | 422.9         |
| 非支配株主持分       | Non-controlling Interests                  | 14,755       | -6.2   | 14,439       | 14,101    | 14,714       | 17,219    | 16.7         | 17,493    | 1.6          | 18,640    | 8.3          | 20,057    | 16.5         | 21,521    | 25.0          |
| 純資産合計         | Total Net Assets                           | 338,132      | 3.0    | 353,510      | 369,023   | 372,944      | 267,226   | -21.0        | 283,798   | 6.2          | 303,333   | 13.5         | 325,374   | 21.8         | 344,437   | 28.9          |
| 負債純資産合計       | Total Liabilities and Net Assets           | 1,175,063    | -1.3   | 1,159,750    | 1,166,819 | 1,166,922    | 1,228,930 | 4.6          | 1,204,475 | -2.0         | 1,229,693 | 0.1          | 1,252,635 | 1.9          | 1,280,851 | 4.2           |

|                |                                      |         |      |           |           |           |           |      |           |     |           |     |           |     |           |     |
|----------------|--------------------------------------|---------|------|-----------|-----------|-----------|-----------|------|-----------|-----|-----------|-----|-----------|-----|-----------|-----|
| 信用保証残高(オフバランス) | Guaranteed Receivables (Off Balance) | 987,508 | 14.7 | 1,021,926 | 1,058,866 | 1,088,618 | 1,129,773 | 14.4 | 1,161,646 | 2.8 | 1,183,885 | 4.8 | 1,185,244 | 4.9 | 1,199,644 | 6.2 |
|----------------|--------------------------------------|---------|------|-----------|-----------|-----------|-----------|------|-----------|-----|-----------|-----|-----------|-----|-----------|-----|

## 3. 損益計算書(連結)

## Income Statement (Consolidated)

(単位:百万円/Millions of yen)

|                 |  |         |              | 2017/3  |         |         |         | 2018/3       |         |                |         |                |         |                |         |              |             |              |
|-----------------|--|---------|--------------|---------|---------|---------|---------|--------------|---------|----------------|---------|----------------|---------|----------------|---------|--------------|-------------|--------------|
|                 |  | 2016/3  | 前期比<br>yoY % | 2016/6  | 2016/9  | 2016/12 | 2017/3  | 前期比<br>yoY % | 2017/6  | 前年同期比<br>yoY % | 2017/9  | 前年同期比<br>yoY % | 2017/12 | 前年同期比<br>yoY % | 2018/3  | 前期比<br>yoY % | 2019/3計画(E) | 前期比<br>yoY % |
| 営業収益            | Operating Revenue  | 237,683 | 8.4          | 59,878  | 121,023 | 182,516 | 245,148 | 3.1          | 63,457  | 6.0            | 128,986 | 6.6            | 195,951 | 7.4            | 263,453 | 7.5          | 269,900     | 2.4          |
| 営業貸付金利息         | Interest on Operating Loans                                      | 151,600 | 5.7          | 38,011  | 76,138  | 114,655 | 153,140 | 1.0          | 39,440  | 3.8            | 79,469  | 4.4            | 120,557 | 5.1            | 161,564 | 5.5          | -           | -            |
| 銀行業貸出金利息        | Interest on Loans of Banking Business                            | 8,104   | -4.7         | 1,750   | 3,422   | 4,944   | 6,550   | -19.2        | 1,518   | -13.2          | 3,051   | -10.9          | 4,498   | -9.0           | 6,049   | -7.7         | -           | -            |
| 包括信用購入あっせん収益    | Revenue from Credit Card Business                                | 3,401   | 29.0         | 986     | 2,047   | 3,215   | 4,455   | 31.0         | 1,351   | 37.0           | 2,840   | 38.7           | 4,474   | 39.1           | 6,168   | 38.4         | -           | -            |
| 信用保証収益          | Revenue from Credit Guarantee                                    | 43,472  | 19.9         | 11,982  | 24,389  | 37,241  | 50,400  | 15.9         | 13,936  | 16.3           | 28,224  | 15.7           | 43,347  | 16.4           | 58,401  | 15.9         | -           | -            |
| 買取債権回収高         | Collection from Purchased Receivable                             | 5,549   | 4.4          | 1,322   | 2,810   | 4,393   | 6,148   | 10.8         | 1,096   | -17.1          | 2,645   | -5.9           | 4,074   | -7.3           | 5,429   | -11.7        | -           | -            |
| 営業費用            | Operating Expenses   | 222,166 | 8.3          | 41,386  | 82,756  | 139,322 | 315,315 | 41.9         | 45,421  | 9.8            | 90,602  | 9.5            | 135,298 | -2.9           | 182,511 | -42.1        | 192,700     | 5.6          |
| 金融費用            | Financial Expenses   | 17,313  | -11.2        | 3,773   | 7,109   | 10,267  | 13,524  | -21.9        | 3,127   | -17.1          | 6,185   | -13.0          | 9,292   | -9.5           | 12,454  | -7.9         | 11,700      | -6.1         |
| 貸倒関連費用          | Provision for Bad Debts  | 60,040  | 11.5         | 15,981  | 31,900  | 48,815  | 68,538  | 14.2         | 20,153  | 26.1           | 39,627  | 24.2           | 58,088  | 19.0           | 77,570  | 13.2         | 81,900      | 5.6          |
| 貸倒損失            | Bad Debt Expenses  | 52,789  | 14.3         | 14,569  | 28,929  | 42,788  | 58,989  | 11.7         | 16,555  | 13.6           | 33,241  | 14.9           | 49,837  | 16.5           | 67,732  | 14.8         | -           | -            |
| 貸倒引当金増減額        | Increase or Decrease in Allowance for Doubtful Accounts          | 6,171   | -            | 1,923   | 3,307   | 6,181   | 8,919   | -            | 3,027   | -              | 5,227   | -              | 7,260   | -              | 8,498   | -            | -           | -            |
| 債務保証損失引当金増減額    | Increase or Decrease in Provision for Loss on Guarantees         | 1,079   | -            | -512    | -335    | -154    | 628     | -            | 570     | -              | 1,159   | -              | 990     | -              | 1,338   | -            | -           | -            |
| 利息返還関連費用        | Provision for Loss on Interest Repayment                         | 56,638  | 13.6         | -       | -       | 14,400  | 143,728 | 153.8        | -       | -              | -       | -              | -       | -              | -       | -            | -           | -            |
| 利息返還金           | Interest Repayment   | 57,600  | -2.0         | 15,220  | 29,942  | 44,592  | 58,852  | 2.2          | 14,227  | -6.5           | 28,466  | -4.9           | 41,249  | -7.5           | 53,470  | -9.1         | -           | -            |
| 貸倒損失(債権放棄)      | Bad Debt Expenses (ACOM's Voluntary Waiver of Repayments)        | 11,637  | -7.3         | 2,581   | 5,314   | 7,680   | 9,975   | -14.3        | 2,163   | -16.2          | 4,252   | -20.0          | 5,889   | -23.3          | 7,360   | -26.2        | -           | -            |
| 利息返還損失引当金増減額    | Increase or Decrease in Provision for Loss on Interest Repayment | -12,600 | -            | -17,802 | -35,256 | -37,873 | 74,900  | -            | -16,391 | -              | -32,718 | -              | -47,139 | -              | -60,831 | -            | -           | -            |
| その他の営業費用        | Other Operating Expenses   | 88,175  | 7.5          | 21,631  | 43,746  | 65,839  | 89,524  | 1.5          | 22,140  | 2.4            | 44,788  | 2.4            | 67,917  | 3.2            | 92,486  | 3.3          | 99,100      | 7.2          |
| 営業利益            | Operating Profit   | 15,516  | 10.3         | 18,491  | 38,266  | 43,194  | -70,166 | -            | 18,036  | -2.5           | 38,383  | 0.3            | 60,652  | 40.4           | 80,942  | -            | 77,200      | -4.6         |
| 営業外収益           | Non-operating Income   | 781     | 7.5          | 176     | 364     | 515     | 716     | -8.3         | 418     | 136.7          | 589     | 61.8           | 778     | 50.9           | 965     | 34.8         | 700         | -27.5        |
| 営業外費用           | Non-operating Expenses   | 97      | 83.1         | 90      | 146     | 88      | 92      | -5.2         | 68      | -24.7          | 145     | -0.8           | 152     | 72.4           | 213     | 129.8        | 200         | -6.1         |
| 経常利益            | Ordinary Profit  | 16,200  | 9.9          | 18,578  | 38,484  | 43,621  | -69,543 | -            | 18,386  | -1.0           | 38,828  | 0.9            | 61,278  | 40.5           | 81,694  | -            | 77,700      | -4.9         |
| 特別利益            | Extraordinary Income   | 113     | -85.5        | 0       | 1       | 9       | 190     | 67.4         | 29      | -              | 29      | -              | 30      | 206.7          | 63      | -66.7        | -           | -            |
| 特別損失            | Extraordinary Losses   | 1,329   | 951.0        | 13      | 49      | 89      | 144     | -89.1        | 19      | 37.0           | 44      | -10.9          | 98      | 10.0           | 589     | 307.1        | 100         | -83.0        |
| 税金等調整前当期純利益     | Profit Before Income Taxes                                       | 14,985  | -2.7         | 18,564  | 38,436  | 43,542  | -69,497 | -            | 18,397  | -0.9           | 38,814  | 1.0            | 61,210  | 40.6           | 81,168  | -            | 77,600      | -4.4         |
| 法人税、住民税及び事業税    | Income Taxes-current   | 4,656   | 43.9         | 1,770   | 3,170   | 4,225   | 5,251   | 12.8         | 2,096   | 18.4           | 4,127   | 30.2           | 6,102   | 44.4           | 8,505   | 62.0         | -           | -            |
| 法人税等調整額         | Income Taxes-deferred  | -7,606  | -            | -1,083  | -2,187  | -2,604  | -5,630  | -            | -836    | -              | -1,334  | -              | -1,473  | -              | -1,571  | -            | -           | -            |
| 当期純利益           | Profit   | 17,935  | 13.2         | 17,876  | 37,453  | 41,921  | -69,118 | -            | 17,137  | -4.1           | 36,020  | -3.8           | 56,581  | 35.0           | 74,233  | -            | 67,300      | -9.3         |
| 非支配株主に帰属する当期純利益 | Profit Attributable to Non-controlling Interests                 | 3,337   | 12.1         | 664     | 1,525   | 2,291   | 3,069   | -8.0         | 783     | 17.9           | 1,577   | 3.4            | 2,558   | 11.7           | 3,661   | 19.3         | 3,700       | 1.1          |
| 親会社株主に帰属する当期純利益 | Profit Attributable to Owners of Parent                          | 14,598  | 13.5         | 17,211  | 35,927  | 39,629  | -72,187 | -            | 16,353  | -5.0           | 34,442  | -4.1           | 54,023  | 36.3           | 70,572  | -            | 63,600      | -9.9         |

## 4. セグメント情報(連結)

## Segment Information (Consolidated)

(単位:百万円/Millions of yen)

|                    |  |         |       | 2017/3 |         |         |         |        | 2018/3       |        |                |        |                |         |                |        |              |  |
|--------------------|--|---------|-------|--------|---------|---------|---------|--------|--------------|--------|----------------|--------|----------------|---------|----------------|--------|--------------|--|
|                    |  |         |       | 2016/3 | 2016/6  | 2016/9  | 2016/12 | 2017/3 | 前期比<br>yoY % | 2017/6 | 前年同期比<br>yoY % | 2017/9 | 前年同期比<br>yoY % | 2017/12 | 前年同期比<br>yoY % | 2018/3 | 前期比<br>yoY % |  |
|                    |  |         |       |        |         |         |         |        |              |        |                |        |                |         |                |        |              |  |
| 営業収益               | Operating Revenue  | 237,622 | 8.3   | 59,929 | 121,128 | 182,675 | 245,344 | 3.3    | 63,477       | 5.9    | 129,151        | 6.6    | 196,137        | 7.4     | 263,668        | 7.5    |              |  |
| 外部顧客からの営業収益        | Operating Revenue from External Customers                | 237,683 | 8.4   | 59,878 | 121,023 | 182,516 | 245,148 | 3.1    | 63,457       | 6.0    | 128,986        | 6.6    | 195,951        | 7.4     | 263,453        | 7.5    |              |  |
| セグメント間の内部営業収益又は振替高 | Revenues from Transactions with Other Operating Segments | -61     | -     | 50     | 105     | 159     | 196     | -      | 19           | -61.4  | 165            | 56.8   | 186            | 17.0    | 214            | 9.5    |              |  |
| ローン・クレジットカード事業     | Loan and Credit Card Business                            | 133,170 | 3.5   | 33,680 | 67,636  | 102,230 | 135,971 | 2.1    | 34,668       | 2.9    | 69,628         | 2.9    | 105,125        | 2.8     | 139,826        | 2.8    |              |  |
| 信用保証事業             | Guarantee Business                                       | 48,868  | 19.2  | 13,141 | 27,332  | 41,352  | 56,411  | 15.4   | 15,289       | 16.3   | 31,700         | 16.0   | 48,196         | 16.6    | 65,295         | 15.7   |              |  |
| 海外金融事業             | Overseas Financial Business                              | 48,294  | 12.5  | 11,512 | 22,756  | 33,832  | 45,618  | -5.5   | 12,141       | 5.5    | 24,578         | 8.0    | 37,843         | 11.9    | 51,904         | 13.8   |              |  |
| 債権管理回収事業           | Loan Servicing Business                                  | 6,579   | 0.7   | 1,547  | 3,305   | 5,109   | 7,159   | 8.8    | 1,355        | -12.4  | 3,190          | -3.5   | 4,904          | -4.0    | 6,560          | -8.4   |              |  |
| その他                | Others   | 709     | 139.0 | 47     | 98      | 150     | 184     | -74.0  | 23           | -51.2  | 52             | -46.3  | 67             | -55.2   | 81             | -55.6  |              |  |
| 営業費用               | Operating Expenses                                       | 222,308 | 8.1   | 41,475 | 82,986  | 139,625 | 315,734 | 42.0   | 45,487       | 9.7    | 90,742         | 9.3    | 135,514        | -2.9    | 182,819        | -42.1  |              |  |
| 連結財務諸表の営業費用        | Operating Expenses in Consolidated Financial Statements  | 222,166 | 8.3   | 41,386 | 82,756  | 139,322 | 315,315 | 41.9   | 45,421       | 9.8    | 90,602         | 9.5    | 135,298        | -2.9    | 182,511        | -42.1  |              |  |
| セグメント間取引消去等        | Elimination of Intersegment Transactions, etc.           | 141     | -64.6 | 89     | 229     | 302     | 419     | 195.7  | 65           | -26.3  | 139            | -39.1  | 215            | -28.7   | 308            | -26.5  |              |  |
| ローン・クレジットカード事業     | Loan and Credit Card Business                            | 145,011 | 5.8   | 22,621 | 44,657  | 81,345  | 229,344 | 58.2   | 23,157       | 2.4    | 45,120         | 1.0    | 68,572         | -15.7   | 92,961         | -59.5  |              |  |
| 信用保証事業             | Guarantee Business                                       | 34,401  | 15.2  | 8,930  | 19,040  | 29,301  | 46,796  | 36.0   | 12,237       | 37.0   | 24,739         | 29.9   | 35,738         | 22.0    | 47,487         | 1.5    |              |  |
| 海外金融事業             | Overseas Financial Business                              | 37,155  | 13.3  | 8,771  | 16,508  | 24,383  | 32,978  | -11.2  | 8,911        | 1.6    | 17,897         | 8.4    | 26,973         | 10.6    | 36,425         | 10.5   |              |  |
| 債権管理回収事業           | Loan Servicing Business                                  | 5,508   | -4.8  | 1,152  | 2,779   | 4,594   | 6,615   | 20.1   | 1,182        | 2.6    | 2,984          | 7.4    | 4,230          | -7.9    | 5,945          | -10.1  |              |  |
| その他                | Others   | 230     | 160.9 | -      | -       | -       | -       | -      | -            | -      | -              | -      | -              | -       | -              | -      |              |  |
| セグメント利益            | Segment Profit   | 15,313  | 10.4  | 18,453 | 38,142  | 43,050  | -70,389 | -      | 17,989       | -2.5   | 38,409         | 0.7    | 60,622         | 40.8    | 80,848         | -      |              |  |
| 連結財務諸表の営業利益        | Operating Profit in Consolidated Financial Statements    | 15,516  | 10.3  | 18,491 | 38,266  | 43,194  | -70,166 | -      | 18,036       | -2.5   | 38,383         | 0.3    | 60,652         | 40.4    | 80,942         | -      |              |  |
| セグメント間取引消去等        | Elimination of Intersegment Transactions, etc.           | -203    | -     | -38    | -123    | -143    | -223    | -      | -46          | -      | 25             | -      | -29            | -       | -93            | -      |              |  |
| ローン・クレジットカード事業     | Loan and Credit Card Business                            | -11,841 | -     | 11,059 | 22,978  | 20,885  | -93,373 | -      | 11,511       | 4.1    | 24,508         | 6.7    | 36,553         | 75.0    | 46,864         | -      |              |  |
| 信用保証事業             | Guarantee Business                                       | 14,466  | 30.0  | 4,210  | 8,291   | 12,051  | 9,614   | -33.5  | 3,052        | -27.5  | 6,960          | -16.0  | 12,458         | 3.4     | 17,808         | 85.2   |              |  |
| 海外金融事業             | Overseas Financial Business                              | 11,138  | 9.7   | 2,740  | 6,247   | 9,448   | 12,640  | 13.5   | 3,229        | 17.8   | 6,681          | 6.9    | 10,869         | 15.0    | 15,478         | 22.5   |              |  |
| 債権管理回収事業           | Loan Servicing Business                                  | 1,071   | 43.5  | 395    | 526     | 515     | 544     | -49.2  | 173          | -56.2  | 205            | -60.9  | 674            | 30.8    | 615            | 13.1   |              |  |
| その他                | Others   | 478     | 129.6 | 47     | 98      | 150     | 184     | -61.5  | 23           | -51.2  | 52             | -46.3  | 67             | -55.2   | 81             | -55.6  |              |  |

[営業債権残高営業利益率] [Operating Profit to Receivables Outstanding] (単位: %)

| ローン・クレジットカード事業 | Loan and Credit Card Business | -1.5 | (-0.4) | 5.5 | 5.7 | 3.4 | -11.5 | (-10.0) | 5.6 | (0.1)  | 5.9 | (0.2)  | 5.8 | (2.4)  | 5.6 | (17.1) |
|----------------|-------------------------------|------|--------|-----|-----|-----|-------|---------|-----|--------|-----|--------|-----|--------|-----|--------|
| 信用保証事業         | Guarantee Business            | 1.5  | (0.2)  | 1.6 | 1.6 | 1.5 | 0.9   | (-0.6)  | 1.0 | (-0.6) | 1.2 | (-0.4) | 1.4 | (-0.1) | 1.5 | (0.6)  |

(注1)前期比欄には( )書きで増減値を表示

(注2)ローン・クレジットカード事業=セグメント利益(((期首営業貸付金残高+期首割賦売掛金残高)+(期末営業貸付金残高

+期末割賦売掛金残高))2)x100

(注3)信用保証事業=セグメント利益((期首信用保証残高+期首求償債権残高)+(期末信用保証残高+期末求償債権残高))2)x100

Notes : 1. Figures in brackets indicate year-on-year change in percentage points.

: 2. Loan and Credit Card Business = Segment Profit / ((Receivables Outstanding at the beginning of the term + Card Shopping Receivables at the beginning of the term

+ (Receivables Outstanding at the end of the term + Card Shopping Receivables at the end of the term)) / 2) x 100

: 3. Guarantee Business = Segment Profit / ((Guaranteed Receivables at the beginning of the term + Right to reimbursement at the beginning of the term) + (Guaranteed

Receivables at the end of the term + Right to reimbursement at the end of the term)) / 2) x 100

## 5. 事業別営業債権残高(連結)

Receivables Outstanding by Segment (Consolidated)

|                                      |  | 2016/3  |       | 2017/3    |           |           |           | 2018/3    |           |           |           | 2019/3計画(E)  |           |      |
|--------------------------------------|--|---------|-------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------------|-----------|------|
|                                      |  |         |       | 2016/6    | 2016/9    | 2016/12   | 2017/3    | 2017/6    | 2017/9    | 2017/12   | 2018/3    | 前期比<br>yoY % |           |      |
| 営業債権残高<br>(百万円)                      | Receivables Outstanding (Millions of yen)              | 997,828 | 2.6   | 998,985   | 994,386   | 997,443   | 1,026,147 | 1,034,413 | 1,051,017 | 1,062,346 | 1,087,562 | 6.0          | 1,119,500 | 2.9  |
| ローン・クレジットカード事業                       | Loan and Credit Card Business                          | 795,051 | 3.4   | 804,620   | 811,272   | 815,413   | 822,967   | 832,259   | 840,590   | 844,542   | 855,851   | 4.0          | 886,700   | 3.6  |
| ローン事業                                | Loan Business  | 767,196 | 2.7   | 774,696   | 778,991   | 780,121   | 784,858   | 790,944   | 795,317   | 795,412   | 795,370   | 2.0          | 803,405   | 2.4  |
| DCキャッシュワン(求償債権分)を除く                  | Exclude Right to Reimbursement of DC Cash One's Credit | 767,127 | 2.7   | 774,632   | 778,934   | 780,066   | 784,806   | 790,894   | 795,271   | 795,370   | 803,365   | 2.4          | 820,800   | 2.2  |
| クレジットカード事業                           | Credit Card Business                                   | 27,855  | 29.0  | 29,924    | 32,280    | 35,292    | 38,109    | 41,315    | 45,273    | 49,129    | 52,445    | 37.6         | 65,900    | 25.7 |
| 海外金融事業                               | Overseas Financial Business                            | 192,068 | -1.7  | 184,195   | 171,823   | 171,378   | 191,845   | 191,329   | 199,195   | 207,434   | 221,107   | 15.3         | 222,600   | 0.7  |
| EASY BUY Public Company Limited      | EASY BUY Public Company Limited                        | 135,492 | 3.5   | 131,874   | 125,420   | 128,389   | 145,973   | 148,011   | 154,529   | 163,519   | 172,299   | 18.0         | 176,600   | 2.5  |
| ローン事業                                | Loan Business  | 134,954 | 3.7   | 131,375   | 124,976   | 127,946   | 145,434   | 147,422   | 153,912   | 162,933   | 171,711   | 18.1         | 176,000   | 2.5  |
| インストールメントローン事業                       | Installment Loan Business                              | 538     | -23.1 | 498       | 444       | 443       | 538       | 588       | 617       | 585       | 588       | 9.2          | 600       | 2.0  |
| PT. Bank Nusantara Parahyangan, Tbk. | PT. Bank Nusantara Parahyangan, Tbk.                   | 56,575  | -12.4 | 52,321    | 46,402    | 42,989    | 45,872    | 43,318    | 44,666    | 43,915    | 48,808    | 6.4          | 46,000    | -5.8 |
| 債権管理回収事業                             | Loan Servicing Business                                | 10,709  | 26.4  | 10,169    | 11,290    | 10,651    | 11,334    | 10,824    | 11,230    | 10,370    | 10,603    | -6.4         | 10,200    | -3.8 |
| 信用保証残高                               | Guaranteed Receivables                                 | 987,508 | 14.7  | 1,021,926 | 1,058,866 | 1,088,618 | 1,129,773 | 1,161,646 | 1,183,885 | 1,185,244 | 1,199,644 | 6.2          | 1,236,100 | 3.0  |
| アコム                                  | ACOM CO., LTD.   | 885,770 | 14.1  | 914,986   | 946,882   | 970,600   | 1,005,029 | 1,029,609 | 1,047,105 | 1,045,583 | 1,056,532 | 5.1          | 1,082,700 | 2.5  |
| エム・ユー信用保証                            | MU Credit Guarantee Co., Ltd.                          | 101,737 | 20.2  | 106,939   | 111,984   | 118,017   | 124,744   | 132,037   | 136,780   | 139,661   | 143,112   | 14.7         | 153,400   | 7.2  |

## 6. 事業別利用者数(連結)

Number of Customer Accounts by Segment (Consolidated)

|                                      |  | 2016/3    |       | 2017/3    |           |           |           | 2018/3    |           |           |           | 2019/3計画(E)  |           |     |
|--------------------------------------|--|-----------|-------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------------|-----------|-----|
|                                      |  |           |       | 2016/6    | 2016/9    | 2016/12   | 2017/3    | 2017/6    | 2017/9    | 2017/12   | 2018/3    | 前期比<br>yoY % |           |     |
| ローン事業<br>(件)                         | Loan Business  | 1,409,926 | 0.9   | 1,419,513 | 1,428,510 | 1,431,381 | 1,441,786 | 1,451,648 | 1,463,412 | 1,468,377 | 1,486,183 | 3.1          | 1,520,800 | 2.3 |
| DCキャッシュワン(求償債権分)を除く                  | Exclude Right to Reimbursement of DC Cash One's Credit | 1,409,768 | 0.9   | 1,419,369 | 1,428,381 | 1,431,269 | 1,441,686 | 1,451,553 | 1,463,325 | 1,468,304 | 1,486,114 | 3.1          | 1,520,800 | 2.3 |
| クレジットカード事業<br>(名)                    | Credit Card Business                                   | 254,534   | 18.0  | 270,656   | 283,954   | 298,356   | 314,235   | 339,217   | 365,150   | 384,438   | 400,220   | 27.4         | 433,000   | 8.2 |
| 海外金融事業<br>(件)                        | Overseas Financial Business                            | 1,185,219 | 2.2   | 1,185,614 | 1,204,605 | 1,256,390 | 1,284,127 | 1,297,878 | 1,329,052 | 1,347,250 | 1,371,840 | 6.8          | -         | -   |
| EASY BUY Public Company Limited      | EASY BUY Public Company Limited                        | 1,163,219 | 2.1   | 1,156,686 | 1,175,297 | 1,198,344 | 1,213,440 | 1,217,870 | 1,241,760 | 1,265,894 | 1,298,299 | 7.0          | 1,357,100 | 4.5 |
| ローン事業                                | Loan Business  | 1,150,661 | 2.5   | 1,145,035 | 1,164,260 | 1,187,552 | 1,202,393 | 1,206,107 | 1,229,445 | 1,253,979 | 1,286,090 | 7.0          | 1,344,700 | 4.6 |
| インストールメントローン事業                       | Installment Loan Business                              | 12,558    | -26.5 | 11,651    | 11,037    | 10,792    | 11,047    | 11,763    | 12,315    | 11,915    | 12,209    | 10.5         | 12,400    | 1.6 |
| PT. Bank Nusantara Parahyangan, Tbk. | PT. Bank Nusantara Parahyangan, Tbk.                   | 22,000    | 7.5   | 28,928    | 29,308    | 58,046    | 70,687    | 80,008    | 87,292    | 81,356    | 73,541    | 4.0          | -         | -   |
| 債権管理回収事業<br>(件)                      | Loan Servicing Business                                | 336,266   | 1.7   | 339,923   | 343,874   | 344,283   | 434,848   | 436,242   | 352,785   | 352,332   | 355,584   | -18.2        | -         | -   |

(注1)ローン事業: 営業貸付金残高を有する口座数

(注2)クレジットカード事業: 有効会員数

(注3)インストールメントローン事業: 利賦先掛金残高を有する契約件数

(注4)債権管理回収事業: 債権買取額の残高を有する口座数

## 7. その他の指標(連結)

Other Indices (Consolidated)

|                 |   | 2016/3 |     | 2017/3 |        |         |        | 2018/3 |        |         |        | 2019/3計画(E)  |       |     |
|-----------------|---|--------|-----|--------|--------|---------|--------|--------|--------|---------|--------|--------------|-------|-----|
|                 |   |        |     | 2016/6 | 2016/9 | 2016/12 | 2017/3 | 2017/6 | 2017/9 | 2017/12 | 2018/3 | 前期比<br>yoY % |       |     |
| 店舗数<br>(店)      | Number of Outlets                         | 1,244  | -2  | 1,245  | 1,238  | 1,239   | 1,221  | 1,229  | 1,231  | 1,231   | 1,218  | -3           | 1,205 | -16 |
| 社員数(正社員)<br>(名) | Number of Employees (Permanent Employees) | 6,036  | 216 | 6,146  | 6,143  | 6,140   | 6,057  | 6,217  | 6,161  | 6,161   | 6,165  | 108          | 6,202 | 145 |

## 8. 貸借対照表(アコム)

Balance Sheet (ACOM)

(単位:百万円/Millions of yen)

|                |  | 2017/3  |       |              |         |  |         |         |         |        |           | 2018/3       |        |           |               |        |           |               |         |           |               |        |           |              |
|----------------|--|---------|-------|--------------|---------|--|---------|---------|---------|--------|-----------|--------------|--------|-----------|---------------|--------|-----------|---------------|---------|-----------|---------------|--------|-----------|--------------|
|                |  | 2016/3  |       | 前期比<br>yoY % | 2016/6  |  | 2016/9  | 2016/12 |         | 2017/3 |           | 前期比<br>yoY % | 2017/6 |           | 前期末比<br>ytd % | 2017/9 |           | 前期末比<br>ytd % | 2017/12 |           | 前期末比<br>ytd % | 2018/3 |           | 前期比<br>yoY % |
| 流動資産           | Current Assets                             | 905,226 | 0.0   |              | 897,529 |  | 917,123 |         | 918,190 |        | 958,234   | 5.9          |        | 936,877   | -2.2          |        | 953,075   | -0.5          |         | 962,630   | 0.5           |        | 984,283   | 2.7          |
| 現金及び預金         | Cash and Deposits                          | 73,932  | -28.4 |              | 57,054  |  | 66,398  |         | 62,964  |        | 90,802    | 22.8         |        | 60,000    | -33.9         |        | 65,599    | -27.8         |         | 69,307    | -23.7         |        | 78,196    | -13.9        |
| 営業貸付金          | Accounts Receivable-operating Loans        | 767,127 | 2.7   |              | 774,632 |  | 778,934 |         | 780,066 |        | 784,806   | 2.3          |        | 790,894   | 0.8           |        | 795,271   | 1.3           |         | 795,370   | 1.3           |        | 803,365   | 2.4          |
| 割賦売掛金          | Accounts Receivable-installment            | 27,855  | 29.0  |              | 29,924  |  | 32,280  |         | 35,292  |        | 38,109    | 36.8         |        | 41,315    | 8.4           |        | 45,273    | 18.8          |         | 49,129    | 28.9          |        | 52,445    | 37.6         |
| 繰延税金資産         | Deferred Tax Assets                        | 30,638  | 35.0  |              | 31,402  |  | 32,333  |         | 32,877  |        | 36,506    | 19.2         |        | 36,605    | 0.3           |        | 37,024    | 1.4           |         | 37,636    | 3.1           |        | 37,632    | 3.1          |
| 貸倒引当金          | Allowance for Doubtful Accounts            | -44,020 | -     |              | -45,910 |  | -47,080 |         | -49,040 |        | -50,750   | -            |        | -53,340   | -             |        | -54,590   | -             |         | -56,360   | -             |        | -57,230   | -            |
| 固定資産           | Noncurrent Assets                          | 65,577  | -7.4  |              | 64,783  |  | 64,277  |         | 64,452  |        | 63,693    | -2.9         |        | 65,925    | 3.5           |        | 66,743    | 4.8           |         | 66,644    | 4.6           |        | 65,629    | 3.0          |
| 有形固定資産         | Property, Plant and Equipment              | 22,065  | -1.3  |              | 21,922  |  | 21,841  |         | 21,533  |        | 21,319    | -3.4         |        | 21,134    | -0.9          |        | 21,943    | 2.9           |         | 21,928    | 2.9           |        | 21,563    | 1.1          |
| 無形固定資産         | Intangible Assets                          | 10,728  | -13.6 |              | 10,206  |  | 9,862   |         | 9,426   |        | 9,004     | -16.1        |        | 11,583    | 28.6          |        | 11,159    | 23.9          |         | 10,692    | 18.8          |        | 10,001    | 11.1         |
| のれん            | Goodwill                                   | 6,459   | -13.2 |              | 6,213   |  | 5,967   |         | 5,721   |        | 5,474     | -15.2        |        | 5,228     | -4.5          |        | 4,982     | -9.0          |         | 4,736     | -13.5         |        | 4,063     | -25.8        |
| ソフトウェア         | Software                                   | 4,226   | -14.2 |              | 3,950   |  | 3,853   |         | 3,663   |        | 3,486     | -17.5        |        | 6,312     | 81.0          |        | 6,134     | 75.9          |         | 5,913     | 69.6          |        | 5,895     | 69.1         |
| 投資その他の資産       | Investments and Other Assets               | 32,782  | -9.0  |              | 32,654  |  | 32,573  |         | 33,491  |        | 33,369    | 1.8          |        | 33,207    | -0.5          |        | 33,640    | 0.8           |         | 34,023    | 2.0           |        | 34,064    | 2.1          |
| 貸倒引当金          | Allowance for Doubtful Accounts            | -680    | -     |              | -690    |  | -720    |         | -760    |        | -750      | -            |        | -760      | -             |        | -810      | -             |         | -840      | -             |        | -870      | -            |
| 資産合計           | Total Assets                               | 970,803 | -0.5  |              | 962,313 |  | 981,401 |         | 982,643 |        | 1,021,927 | 5.3          |        | 1,002,802 | -1.9          |        | 1,019,819 | -0.2          |         | 1,029,275 | 0.7           |        | 1,049,913 | 2.7          |
| 流動負債           | Current Liabilities                        | 114,356 | -30.8 |              | 133,704 |  | 145,849 |         | 144,948 |        | 166,158   | 45.3         |        | 165,473   | -0.4          |        | 202,344   | 21.8          |         | 219,266   | 32.0          |        | 241,385   | 45.3         |
| 短期借入金          | Short-term Loans Payable                   | -       | -     |              | -       |  | 6,000   |         | 6,000   |        | 6,000     | -            |        | 6,000     | -             |        | -         | -             |         | -         | -             |        | -         | -            |
| コマーシャル・ペーパー    | Commercial Papers                          | -       | -     |              | -       |  | 4,999   |         | 4,999   |        | 14,997    | -            |        | 29,997    | 100.0         |        | 29,997    | 100.0         |         | 44,997    | 200.0         |        | 29,998    | 100.0        |
| 1年内返済予定の長期借入金  | Current Portion of Long-term Loans Payable | 93,942  | -12.7 |              | 91,612  |  | 91,196  |         | 91,064  |        | 99,666    | 6.1          |        | 100,190   | 0.5           |        | 114,952   | 15.3          |         | 116,567   | 17.0          |        | 150,572   | 51.1         |
| 1年内償還予定の社債     | Current Portion of Bonds                   | -       | -     |              | 25,000  |  | 25,000  |         | 25,000  |        | 25,000    | -            |        | 10,000    | -60.0         |        | 35,000    | 40.0          |         | 35,000    | 40.0          |        | 35,000    | 40.0         |
| 債務保証損失引当金      | Provision for Loss on Guarantees           | 7,590   | 15.7  |              | 7,080   |  | 7,210   |         | 7,360   |        | 8,100     | 6.7          |        | 8,680     | 7.2           |        | 9,220     | 13.8          |         | 9,040     | 11.6          |        | 9,360     | 15.6         |
| 固定負債           | Noncurrent Liabilities                     | 556,337 | 6.9   |              | 512,758 |  | 503,336 |         | 503,886 |        | 634,952   | 14.1         |        | 599,893   | -5.5          |        | 563,814   | -11.2         |         | 539,776   | -15.0         |        | 524,529   | -17.4        |
| 社債             | Bonds Payable                              | 171,000 | 17.1  |              | 156,000 |  | 156,000 |         | 156,000 |        | 176,000   | 2.9          |        | 166,000   | -5.7          |        | 141,000   | -19.9         |         | 141,000   | -19.9         |        | 166,000   | -5.7         |
| 長期借入金          | Long-term Loans Payable                    | 289,014 | 9.0   |              | 278,321 |  | 286,438 |         | 289,512 |        | 287,890   | -0.4         |        | 277,138   | -3.7          |        | 281,823   | -2.1          |         | 272,276   | -5.4          |        | 246,150   | -14.5        |
| 利息返還損失引当金      | Provision for Loss on Interest Repayment   | 90,000  | -12.3 |              | 72,197  |  | 54,743  |         | 52,126  |        | 164,900   | 83.2         |        | 148,508   | -9.9          |        | 132,181   | -19.8         |         | 117,760   | -28.6         |        | 104,068   | -36.9        |
| 負債合計           | Total Liabilities                          | 670,693 | -2.2  |              | 646,462 |  | 649,186 |         | 648,834 |        | 801,110   | 19.4         |        | 765,366   | -4.5          |        | 766,158   | -4.4          |         | 759,042   | -5.3          |        | 765,915   | -4.4         |
| 株主資本           | Shareholders' Equity                       | 300,101 | 3.4   |              | 315,842 |  | 332,209 |         | 333,803 |        | 220,812   | -26.4        |        | 237,432   | 7.5           |        | 253,658   | 14.9          |         | 270,231   | 22.4          |        | 283,997   | 28.6         |
| 利益剰余金          | Retained Earnings                          | 180,052 | 5.8   |              | 195,793 |  | 212,160 |         | 213,754 |        | 100,763   | -44.0        |        | 117,383   | 16.5          |        | 133,609   | 32.6          |         | 150,182   | 49.0          |        | 163,948   | 62.7         |
| 評価・換算差額等       | Valuation and translation adjustments      | 7       | -3.8  |              | 7       |  | 5       |         | 5       |        | 4         | -47.6        |        | 3         | -5.5          |        | 2         | -37.0         |         | 0         | -79.3         |        | 0         | -88.9        |
| 純資産合計          | Total Net Assets                           | 300,109 | 3.4   |              | 315,850 |  | 332,214 |         | 333,808 |        | 220,816   | -26.4        |        | 237,436   | 7.5           |        | 253,661   | 14.9          |         | 270,232   | 22.4          |        | 283,997   | 28.6         |
| 負債純資産合計        | Total Liabilities and Net Assets           | 970,803 | -0.5  |              | 962,313 |  | 981,401 |         | 982,643 |        | 1,021,927 | 5.3          |        | 1,002,802 | -1.9          |        | 1,019,819 | -0.2          |         | 1,029,275 | 0.7           |        | 1,049,913 | 2.7          |
| 信用保証残高(オフバランス) | Guaranteed Receivables (Off Balance)       | 885,770 | 14.1  |              | 914,986 |  | 946,882 |         | 970,600 |        | 1,005,029 | 13.5         |        | 1,029,609 | 2.4           |        | 1,047,105 | 4.2           |         | 1,045,583 | 4.0           |        | 1,056,532 | 5.1          |

## 9. 損益計算書(アコム)

## Income Statement (ACOM)

(単位:百万円/Millions of yen)

|              |  | 2016/3  |       | 2017/3  |         |         |         |              | 2018/3  |                |         |                |         | 2019/3計画(E)    |         |              |
|--------------|--|---------|-------|---------|---------|---------|---------|--------------|---------|----------------|---------|----------------|---------|----------------|---------|--------------|
|              |  |         |       | 2016/6  | 2016/9  | 2016/12 | 2017/3  | 前期比<br>yoY % | 2017/6  | 前年同期比<br>yoY % | 2017/9  | 前年同期比<br>yoY % | 2017/12 | 前年同期比<br>yoY % | 2018/3  | 前期比<br>yoY % |
| 営業収益         | Operating Revenue  | 175,380 | 7.2   | 44,833  | 90,931  | 137,409 | 183,997 | 4.9          | 47,605  | 6.2            | 96,559  | 6.2            | 146,036 | 6.3            | 195,310 | 6.1          |
| 営業貸付金利息      | Interest on Operating Loans                                      | 116,112 | 2.2   | 29,197  | 58,725  | 88,608  | 117,819 | 1.5          | 29,810  | 2.1            | 60,004  | 2.2            | 90,553  | 2.2            | 120,405 | 2.2          |
| 包括信用購入あっせん収益 | Revenue from Credit Card Business                                | 3,401   | 29.0  | 986     | 2,047   | 3,215   | 4,455   | 31.0         | 1,351   | 37.0           | 2,840   | 38.7           | 4,474   | 39.1           | 6,168   | 38.4         |
| 信用保証収益       | Revenue from Credit Guarantee                                    | 36,460  | 20.8  | 10,038  | 20,438  | 31,196  | 42,199  | 15.7         | 11,654  | 16.1           | 23,585  | 15.4           | 36,277  | 16.3           | 48,892  | 15.9         |
| 営業費用         | Operating Expenses   | 174,352 | 7.3   | 30,239  | 60,713  | 106,236 | 269,388 | 54.5         | 33,870  | 12.0           | 66,378  | 9.3            | 99,282  | -6.5           | 133,542 | -50.4        |
| 金融費用         | Financial Expenses   | 8,299   | -17.7 | 1,904   | 3,676   | 5,362   | 7,153   | -13.8        | 1,658   | -12.9          | 3,231   | -12.1          | 4,807   | -10.4          | 6,442   | -9.9         |
| 貸倒関連費用       | Provision for Bad Debts  | 43,780  | 8.3   | 12,092  | 24,353  | 37,317  | 51,786  | 18.3         | 15,820  | 30.8           | 30,393  | 24.8           | 44,661  | 19.7           | 59,253  | 14.4         |
| 貸倒損失         | Bad Debt Expenses  | 38,543  | 13.7  | 10,702  | 21,633  | 32,446  | 44,475  | 15.4         | 12,640  | 18.1           | 25,373  | 17.3           | 38,021  | 17.2           | 51,389  | 15.5         |
| 貸倒引当金増減額     | Increase or Decrease in Allowance for Doubtful Accounts          | 4,206   | -     | 1,900   | 3,100   | 5,100   | 6,800   | -            | 2,600   | -              | 3,900   | -              | 5,700   | -              | 6,603   | -            |
| 債務保証損失引当金増減額 | Increase or Decrease in Provision for Loss on Guarantees         | 1,030   | -     | -510    | -380    | -230    | 510     | -            | 580     | -              | 1,120   | -              | 940     | -              | 1,260   | -            |
| 利息返還関連費用     | Provision for Loss on Interest Repayment                         | 56,638  | 13.6  | -       | -       | 14,400  | 143,728 | 153.8        | -       | -              | -       | -              | -       | -              | -       | -            |
| 利息返還金        | Interest Repayment   | 57,600  | -2.0  | 15,220  | 29,942  | 44,592  | 58,852  | 2.2          | 14,227  | -6.5           | 28,466  | -4.9           | 41,249  | -7.5           | 53,470  | -9.1         |
| 貸倒損失(債権放棄)   | Bad Debt Expenses (ACOM's Voluntary Waiver of Repayments)        | 11,637  | -7.3  | 2,581   | 5,314   | 7,680   | 9,975   | -14.3        | 2,163   | -16.2          | 4,252   | -20.0          | 5,889   | -23.3          | 7,360   | -26.2        |
| 利息返還損失引当金増減額 | Increase or Decrease in Provision for Loss on Interest Repayment | -12,600 | -     | -17,802 | -35,256 | -37,873 | 74,900  | -            | -16,391 | -              | -32,718 | -              | -47,139 | -              | -60,831 | -            |
| その他の営業費用     | Other Operating Expenses   | 65,405  | 5.3   | 16,242  | 32,683  | 49,156  | 66,720  | 2.0          | 16,391  | 0.9            | 32,753  | 0.2            | 49,813  | 1.3            | 67,846  | 1.7          |
| 営業利益         | Operating Profit   | 1,028   | -9.1  | 14,594  | 30,218  | 31,173  | -85,390 | -            | 13,735  | -5.9           | 30,180  | -0.1           | 46,754  | 50.0           | 61,767  | -            |
| 営業外収益        | Non-operating Income   | 4,282   | 39.1  | 983     | 1,119   | 1,244   | 1,366   | -68.1        | 3,524   | 258.5          | 3,634   | 224.7          | 3,773   | 203.2          | 3,899   | 185.3        |
| 営業外費用        | Non-operating Expenses   | 140     | 183.1 | 63      | 84      | 18      | 30      | -78.3        | 65      | 2.2            | 128     | 52.0           | 139     | 671.6          | 195     | 542.9        |
| 経常利益         | Ordinary Profit  | 5,171   | 24.3  | 15,513  | 31,253  | 32,400  | -84,054 | -            | 17,194  | 10.8           | 33,686  | 7.8            | 50,388  | 55.5           | 65,471  | -            |
| 特別利益         | Extraordinary Income   | 108     | -86.0 | -       | 0       | 8       | 189     | 74.4         | 25      | -              | 25      | -              | 25      | 186.1          | 29      | -84.3        |
| 特別損失         | Extraordinary Losses   | 1,402   | -     | 12      | 43      | 68      | 121     | -91.3        | 15      | 26.1           | 34      | -20.1          | 85      | 24.0           | 574     | 373.6        |
| 税引前当期純利益     | Profit Before Income Taxes                                       | 3,876   | -19.5 | 15,501  | 31,209  | 32,340  | -83,986 | -            | 17,204  | 11.0           | 33,677  | 7.9            | 50,328  | 55.6           | 64,926  | -            |
| 法人税、住民税及び事業税 | Income Taxes-current   | 1,816   | -     | 541     | 830     | 696     | 1,005   | -44.7        | 718     | 32.7           | 1,419   | 71.0           | 1,896   | 172.3          | 2,759   | 174.5        |
| 法人税等調整額      | Income Taxes-deferred  | -7,797  | -     | -780    | -1,727  | -2,057  | -5,702  | -            | -134    | -              | -588    | -              | -987    | -              | -1,018  | -            |
| 当期純利益        | Profit   | 9,857   | 5.8   | 15,740  | 32,107  | 33,701  | -79,289 | -            | 16,619  | 5.6            | 32,845  | 2.3            | 49,418  | 46.6           | 63,184  | -            |
|              |  |         |       |         |         |         |         |              |         |                |         |                |         |                | 56,900  | -9.9         |

## 10. 事業別営業収益 (アコム)

Operating Revenue by Segment (ACOM)

(単位:百万円/Millions of yen)

|                |                               |         |       | 2017/3 |              |        |         |         | 2018/3  |              |        |                |        |                |         |                |         |              |
|----------------|-------------------------------|---------|-------|--------|--------------|--------|---------|---------|---------|--------------|--------|----------------|--------|----------------|---------|----------------|---------|--------------|
|                |                               |         |       | 2016/3 | 前期比<br>yoY % | 2016/6 | 2016/9  | 2016/12 | 2017/3  | 前期比<br>yoY % | 2017/6 | 前年同期比<br>yoY % | 2017/9 | 前年同期比<br>yoY % | 2017/12 | 前年同期比<br>yoY % | 2018/3  | 前期比<br>yoY % |
| 営業収益           | Operating Revenue             | 175,380 | 7.2   | 44,833 |              | 90,931 | 137,409 |         | 183,997 | 4.9          | 47,605 | 6.2            | 96,559 | 6.2            | 146,036 | 6.3            | 195,310 | 6.1          |
| ローン・クレジットカード事業 | Loan and Credit Card Business | 133,170 | 3.5   | 33,680 |              | 67,636 | 102,230 |         | 135,971 | 2.1          | 34,668 | 2.9            | 69,628 | 2.9            | 105,125 | 2.8            | 139,826 | 2.8          |
| ローン事業          | Loan Business                 | 129,385 | 2.9   | 32,605 |              | 65,410 | 98,744  |         | 131,155 | 1.4          | 33,217 | 1.9            | 66,596 | 1.8            | 100,366 | 1.6            | 133,281 | 1.6          |
| 無担保ローン         | Unsecured Loans               | 128,260 | 3.1   | 32,363 |              | 64,938 | 98,051  |         | 130,256 | 1.6          | 33,021 | 2.0            | 66,187 | 1.9            | 99,767  | 1.8            | 132,517 | 1.7          |
| 消費者向け          | Consumers                     | 128,259 | 3.1   | 32,363 |              | 64,937 | 98,051  |         | 130,255 | 1.6          | 33,021 | 2.0            | 66,187 | 1.9            | 99,767  | 1.8            | 132,516 | 1.7          |
| 有担保ローン         | Secured Loans                 | 1,125   | -17.4 | 242    |              | 472    | 693     |         | 899     | -20.1        | 195    | -19.3          | 409    | -13.3          | 598     | -13.6          | 763     | -15.0        |
| クレジットカード事業     | Credit Card Business          | 3,785   | 26.8  | 1,074  |              | 2,225  | 3,486   |         | 4,815   | 27.2         | 1,451  | 35.0           | 3,031  | 36.2           | 4,758   | 36.5           | 6,545   | 35.9         |
| 信用保証事業         | Guarantee Business            | 41,500  | 19.8  | 11,105 |              | 23,197 | 35,028  |         | 47,842  | 15.3         | 12,913 | 16.3           | 26,877 | 15.9           | 40,844  | 16.6           | 55,401  | 15.8         |
| その他            | Others                        | 709     | 145.7 | 47     |              | 98     | 150     |         | 184     | -74.0        | 23     | -51.2          | 52     | -46.3          | 67      | -55.2          | 81      | -55.6        |

## 10-2. 営業収益の事業別構成比 (アコム)

Composition Ratio of Operating Revenue by Segment (ACOM)

(単位:%)

|                |                               |       |       | 2017/3 |        |        |         |        | 2018/3 |        |         |        |             |       |       |
|----------------|-------------------------------|-------|-------|--------|--------|--------|---------|--------|--------|--------|---------|--------|-------------|-------|-------|
|                |                               |       |       | 2016/3 | 2016/6 | 2016/9 | 2016/12 | 2017/3 | 2017/6 | 2017/9 | 2017/12 | 2018/3 | 2019/3計画(E) |       |       |
| 営業収益           | Operating Revenue             | 100.0 | 100.0 | 100.0  | 100.0  | 100.0  | 100.0   | 100.0  | 100.0  | 100.0  | 100.0   | 100.0  | 100.0       | 100.0 | 100.0 |
| ローン・クレジットカード事業 | Loan and Credit Card Business | 75.9  | 75.1  | 74.4   | 74.4   | 73.9   | 72.8    | 72.1   | 72.0   | 71.6   | 71.3    | 71.0   | 70.7        | 70.4  | 70.1  |
| ローン事業          | Loan Business                 | 73.8  | 72.7  | 71.9   | 71.9   | 71.3   | 69.8    | 69.0   | 68.7   | 68.2   | 67.2    | 66.9   | 66.6        | 66.3  | 66.0  |
| クレジットカード事業     | Credit Card Business          | 2.1   | 2.4   | 2.5    | 2.5    | 2.6    | 3.0     | 3.1    | 3.3    | 3.4    | 4.1     | 2.8    | 2.8         | 2.8   | 2.8   |
| 信用保証事業         | Guarantee Business            | 23.7  | 24.8  | 25.5   | 25.5   | 26.0   | 27.1    | 27.8   | 28.0   | 28.4   | 28.7    | 28.1   | 28.0        | 28.0  | 28.0  |
| その他            | Others                        | 0.4   | 0.1   | 0.1    | 0.1    | 0.1    | 0.1     | 0.1    | 0.1    | 0.0    | 0.0     | 0.0    | 0.0         | 0.0   | 0.0   |

## 11. 営業費用(アコム)

## Operating Expenses (ACOM)

(単位:百万円/Millions of yen)

|              |  | 2017/3  |       |              |  |         |  |         |  |         |       | 2018/3  |       |              |       |         |       | 2019/3計画(E)    |       |         |       |                |  |  |
|--------------|--|---------|-------|--------------|--|---------|--|---------|--|---------|-------|---------|-------|--------------|-------|---------|-------|----------------|-------|---------|-------|----------------|--|--|
|              |  | 2016/3  |       | 前期比<br>yoY % |  | 2016/6  |  | 2016/9  |  | 2016/12 |       | 2017/3  |       | 前期比<br>yoY % |       | 2017/6  |       | 前年同期比<br>yoY % |       | 2017/9  |       | 前年同期比<br>yoY % |  |  |
| 営業費用         | Operating Expenses   | 174,352 | 7.3   | 30,239       |  | 60,713  |  | 106,236 |  | 269,388 | 54.5  | 33,870  | 12.0  | 66,378       | 9.3   | 99,282  | -6.5  | 133,542        | -50.4 | 142,100 | 6.4   |                |  |  |
| 金融費用         | Financial Expenses   | 8,299   | -17.7 | 1,904        |  | 3,676   |  | 5,362   |  | 7,153   | -13.8 | 1,658   | -12.9 | 3,231        | -12.1 | 4,807   | -10.4 | 6,442          | -9.9  | 5,900   | -8.4  |                |  |  |
| 貸倒関連費用       | Provision for Bad Debts  | 43,780  | 8.3   | 12,092       |  | 24,353  |  | 37,317  |  | 51,786  | 18.3  | 15,820  | 30.8  | 30,393       | 24.8  | 44,661  | 19.7  | 59,253         | 14.4  | 63,400  | 7.0   |                |  |  |
| 貸倒損失         | Bad Debt Expenses  | 38,543  | 13.7  | 10,702       |  | 21,633  |  | 32,446  |  | 44,475  | 15.4  | 12,640  | 18.1  | 25,373       | 17.3  | 38,021  | 17.2  | 51,389         | 15.5  | 57,800  | 12.5  |                |  |  |
| 貸倒引当金増減額     | Increase or Decrease in Allowance for Doubtful Accounts          | 4,206   | -     | 1,900        |  | 3,100   |  | 5,100   |  | 6,800   | -     | 2,600   | -     | 3,900        | -     | 5,700   | -     | 6,603          | -     | 5,600   | -     |                |  |  |
| 債務保証損失引当金増減額 | Increase or Decrease in Provision for Loss on Guarantees         | 1,030   | -     | -510         |  | -380    |  | -230    |  | 510     | -     | 580     | -     | 1,120        | -     | 940     | -     | 1,260          | -     | -       | -     |                |  |  |
| 利息返還関連費用     | Provision for Loss on Interest Repayment                         | 56,638  | 13.6  | -            |  | -       |  | 14,400  |  | 143,728 | 153.8 | -       | -     | -            | -     | -       | -     | -              | -     | -       | -     | -              |  |  |
| 利息返還金        | Interest Repayment   | 57,600  | -2.0  | 15,220       |  | 29,942  |  | 44,592  |  | 58,852  | 2.2   | 14,227  | -6.5  | 28,466       | -4.9  | 41,249  | -7.5  | 53,470         | -9.1  | -       | -     |                |  |  |
| 貸倒損失(債権放棄)   | Bad Debt Expenses (ACOM's Voluntary Waiver of Repayments)        | 11,637  | -7.3  | 2,581        |  | 5,314   |  | 7,680   |  | 9,975   | -14.3 | 2,163   | -16.2 | 4,252        | -20.0 | 5,889   | -23.3 | 7,360          | -26.2 | -       | -     |                |  |  |
| 利息返還損失引当金増減額 | Increase or Decrease in Provision for Loss on Interest Repayment | -12,600 | -     | -17,802      |  | -35,256 |  | -37,873 |  | 74,900  | -     | -16,391 | -     | -32,718      | -     | -47,139 | -     | -60,831        | -     | -       | -     |                |  |  |
| その他の営業費用     | Other Operating Expenses   | 65,405  | 5.3   | 16,242       |  | 32,683  |  | 49,156  |  | 66,720  | 2.0   | 16,391  | 0.9   | 32,753       | 0.2   | 49,813  | 1.3   | 67,846         | 1.7   | 72,800  | 7.3   |                |  |  |
| 人件費          | Personnel Expenses   | 14,637  | 1.8   | 3,546        |  | 7,247   |  | 10,907  |  | 14,563  | -0.5  | 3,734   | 5.3   | 7,313        | 0.9   | 11,113  | 1.9   | 15,174         | 4.2   | 15,700  | 3.5   |                |  |  |
| 広告宣伝費        | Advertising Expenses   | 11,155  | -0.9  | 2,984        |  | 5,764   |  | 8,664   |  | 11,427  | 2.4   | 2,747   | -8.0  | 5,666        | -1.7  | 8,577   | -1.0  | 11,299         | -1.1  | 11,600  | 2.7   |                |  |  |
| 事務所費         | Administrative Expenses  | 6,993   | 1.4   | 1,610        |  | 3,290   |  | 4,891   |  | 6,519   | -6.8  | 1,531   | -4.9  | 3,138        | -4.6  | 4,690   | -4.1  | 6,261          | -4.0  | 6,500   | 3.8   |                |  |  |
| 電算機費         | Computer Expenses  | 15,883  | 9.4   | 3,890        |  | 7,954   |  | 12,075  |  | 16,841  | 6.0   | 3,822   | -1.7  | 7,726        | -2.9  | 12,224  | 1.2   | 17,115         | 1.6   | 19,500  | 13.9  |                |  |  |
| 手数料          | Fees   | 8,377   | 1.4   | 2,058        |  | 4,162   |  | 6,172   |  | 8,460   | 1.0   | 2,087   | 1.4   | 4,206        | 1.1   | 6,250   | 1.3   | 8,463          | 0.0   | 8,700   | 2.8   |                |  |  |
| 保険料          | Insurance Expenses   | 59      | -0.6  | 3            |  | 21      |  | 31      |  | 60      | 0.8   | 3       | -10.4 | 22           | 4.9   | 33      | 7.2   | 66             | 10.1  | 100     | 51.5  |                |  |  |
| 減価償却費        | Depreciation   | 734     | -9.2  | 182          |  | 372     |  | 566     |  | 760     | 3.6   | 166     | -8.4  | 334          | -10.0 | 504     | -10.9 | 674            | -11.3 | 600     | -11.0 |                |  |  |
| 公租公課         | Taxes and Other Public Charges                                   | 3,761   | 51.9  | 999          |  | 1,915   |  | 2,843   |  | 3,846   | 2.3   | 1,216   | 21.8  | 2,199        | 14.9  | 3,160   | 11.1  | 4,153          | 8.0   | 4,000   | -3.7  |                |  |  |
| 事業税(外形標準課税)  | Enterprise Tax (Pro Forma Standard Taxation)                     | 601     | 135.7 | 282          |  | 534     |  | 763     |  | 993     | 65.2  | 253     | -10.3 | 531          | -0.6  | 813     | 6.6   | 1,099          | 10.7  | 1,400   | 27.4  |                |  |  |
| その他          | Others   | 3,201   | -0.6  | 685          |  | 1,421   |  | 2,240   |  | 3,247   | 1.4   | 828     | 20.8  | 1,614        | 13.6  | 2,446   | 9.2   | 3,538          | 9.0   | 4,700   | 32.8  |                |  |  |

## 11-2. 営業収益営業費用率(アコム)

## Ratio of Operating Expenses to Operating Revenue (ACOM)

(単位: %)

|          |  | 2017/3 |      |                 |  |        |  |        |  |         |      | 2018/3 |      |                 |      |        |      | 2019/3計画(E)       |       |        |      |                   |  |  |
|----------|--|--------|------|-----------------|--|--------|--|--------|--|---------|------|--------|------|-----------------|------|--------|------|-------------------|-------|--------|------|-------------------|--|--|
|          |  | 2016/3 |      | 前期比<br>yoY p.p. |  | 2016/6 |  | 2016/9 |  | 2016/12 |      | 2017/3 |      | 前期比<br>yoY p.p. |      | 2017/6 |      | 前年同期比<br>yoY p.p. |       | 2017/9 |      | 前年同期比<br>yoY p.p. |  |  |
| 営業費用     | Operating Expenses                       | 99.4   | 0.1  | 67.4            |  | 66.8   |  | 77.3   |  | 146.4   | 47.0 | 71.1   | 3.7  | 68.7            | 1.9  | 68.0   | -9.3 | 68.4              | -78.0 | 70.9   | 2.5  |                   |  |  |
| 金融費用     | Financial Expenses                       | 4.7    | -1.4 | 4.2             |  | 4.1    |  | 3.9    |  | 3.9     | -0.8 | 3.5    | -0.7 | 3.3             | -0.8 | 3.3    | -0.6 | 3.3               | -0.6  | 2.9    | -0.4 |                   |  |  |
| 貸倒関連費用   | Provision for Bad Debts                  | 25.0   | 0.3  | 27.0            |  | 26.8   |  | 27.1   |  | 28.1    | 3.1  | 33.2   | 6.2  | 31.5            | 4.7  | 30.6   | 3.5  | 30.4              | 2.3   | 31.7   | 1.3  |                   |  |  |
| 貸倒損失     | Bad Debt Expenses                        | 22.0   | 1.3  | 23.9            |  | 23.8   |  | 23.6   |  | 24.1    | 2.1  | 26.5   | 2.6  | 26.3            | 2.5  | 26.0   | 2.4  | 26.3              | 2.2   | 28.9   | 2.6  |                   |  |  |
| 利息返還関連費用 | Provision for Loss on Interest Repayment | 32.3   | 1.8  | -               |  | -      |  | 10.5   |  | 78.1    | 45.8 | -      | -    | -               | -    | -      | -    | -                 | -78.1 | -      | -    | -                 |  |  |
| その他の営業費用 | Other Operating Expenses                 | 37.3   | -0.7 | 36.2            |  | 35.9   |  | 35.8   |  | 36.3    | -1.0 | 34.4   | -1.8 | 33.9            | -2.0 | 34.1   | -1.7 | 34.7              | -1.6  | 36.3   | 1.6  |                   |  |  |
| 人件費      | Personnel Expenses                       | 8.4    | -0.4 | 7.9             |  | 8.0    |  | 7.9    |  | 7.9     | -0.5 | 7.8    | -0.1 | 7.6             | -0.4 | 7.6    | -0.3 | 7.8               | -0.1  | 7.8    | 0.0  |                   |  |  |
| 広告宣伝費    | Advertising Expenses                     | 6.4    | -0.5 | 6.7             |  | 6.3    |  | 6.3    |  | 6.2     | -0.2 | 5.8    | -0.9 | 5.9             | -0.4 | 5.9    | -0.4 | 5.8               | -0.4  | 5.8    | 0.0  |                   |  |  |
| 事務所費     | Administrative Expenses                  | 4.0    | -0.2 | 3.6             |  | 3.6    |  | 3.6    |  | 3.6     | -0.4 | 3.2    | -0.4 | 3.2             | -0.4 | 3.2    | -0.4 | 3.2               | -0.4  | 3.2    | 0.0  |                   |  |  |
| 電算機費     | Computer Expenses                        | 9.1    | 0.2  | 8.7             |  | 8.7    |  | 8.8    |  | 9.2     | 0.1  | 8.0    | -0.7 | 8.0             | -0.7 | 8.4    | -0.4 | 8.8               | -0.4  | 9.7    | 0.9  |                   |  |  |
| 手数料      | Fees                                     | 4.8    | -0.2 | 4.6             |  | 4.6    |  | 4.5    |  | 4.6     | -0.2 | 4.4    | -0.2 | 4.4             | -0.2 | 4.3    | -0.2 | 4.3               | -0.3  | 4.3    | 0.0  |                   |  |  |

(注) 営業収益営業費用率(%) = 営業費用 / 営業収益

Note: Ratio of Operating Expenses to Operating Revenue = Operating Expenses / Operating Revenue

## 12. 事業別営業債権残高(アコム)

## Receivables Outstanding by Segment (ACOM)

|                              |   | 2016/3  | 前期比<br>yoy % | 2017/3  |         |         |           |              | 2018/3    |                |           |                |           | 2019/3計画(E)    | 前期比<br>yoy % |       |
|------------------------------|---|---------|--------------|---------|---------|---------|-----------|--------------|-----------|----------------|-----------|----------------|-----------|----------------|--------------|-------|
|                              |   |         |              | 2016/6  | 2016/9  | 2016/12 | 2017/3    | 前期比<br>yoy % | 2017/6    | 前年同期比<br>yoy % | 2017/9    | 前年同期比<br>yoy % | 2017/12   | 前年同期比<br>yoy % |              |       |
| ローン・クレジットカード事業 (百万円)         | Loan and Credit Card Business (Millions of yen)                                 | 794,982 | 3.4          | 804,557 | 811,215 | 815,358 | 822,916   | 3.5          | 832,210   | 3.4            | 840,544   | 3.6            | 844,500   | 3.6            | 855,811      | 4.0   |
| ローン事業                        | Loan Business   | 767,127 | 2.7          | 774,632 | 778,934 | 780,066 | 784,806   | 2.3          | 790,894   | 2.1            | 795,271   | 2.1            | 795,370   | 2.0            | 803,365      | 2.4   |
| 無担保ローン                       | Unsecured Loans   | 758,283 | 3.0          | 766,176 | 770,924 | 772,462 | 777,535   | 2.5          | 783,949   | 2.3            | 788,629   | 2.3            | 789,036   | 2.1            | 797,288      | 2.5   |
| 消費者向け                        | Consumers   | 758,278 | 3.0          | 766,172 | 770,920 | 772,458 | 777,531   | 2.5          | 783,945   | 2.3            | 788,625   | 2.3            | 789,032   | 2.1            | 797,284      | 2.5   |
| 有担保ローン                       | Secured Loans   | 8,844   | -17.4        | 8,455   | 8,010   | 7,604   | 7,270     | -17.8        | 6,945     | -17.9          | 6,642     | -17.1          | 6,334     | -16.7          | 6,077        | -16.4 |
| 不動産カードローン                    | Real Estate Card Loan   | 7,580   | -17.4        | 7,219   | 6,835   | 6,480   | 6,172     | -18.6        | 5,888     | -18.4          | 5,642     | -17.5          | 5,365     | -17.2          | 5,162        | -16.4 |
| クレジットカード事業                   | Credit Card Business  | 27,855  | 29.0         | 29,924  | 32,280  | 35,292  | 38,109    | 36.8         | 41,315    | 38.1           | 45,273    | 40.2           | 49,129    | 39.2           | 52,445       | 37.6  |
| 1口座当たり貸付単価<br>[消費者向け無担保(千円)] | Average Balance of Unsecured Loans for Consumers per Account (Thousands of yen) | 539     | 2.1          | 540     | 540     | 540     | 540       | 0.2          | 541       | 0.2            | 539       | -0.2           | 538       | -0.4           | 537          | -0.6  |
| 信用保証残高                       | Guaranteed Receivables  | 885,770 | 14.1         | 914,986 | 946,882 | 970,600 | 1,005,029 | 13.5         | 1,029,609 | 12.5           | 1,047,105 | 10.6           | 1,045,583 | 7.7            | 1,056,532    | 5.1   |
| 1口座当たり利用単価<br>[信用保証残高(千円)]   | Average Balance of Guaranteed Receivables per Account (Thousands of yen)        | 582     | 4.7          | 587     | 596     | 601     | 608       | 4.5          | 613       | 4.4            | 620       | 4.0            | 623       | 3.7            | 628          | 3.3   |
| 求償債権                         | Right to reimbursement  | 30,901  | 27.0         | 32,755  | 34,865  | 37,101  | 38,525    | 24.7         | 41,362    | 26.3           | 43,886    | 27.0           | 46,521    | 25.4           | 47,852       | 24.2  |

## 13. 利用者数(アコム)

## Number of Customer Accounts (ACOM)

|                |                      | 2016/3    | 前期比<br>yoy % | 2017/3    |           |           |           |              | 2018/3    |                |           |                |           | 2019/3計画(E)    | 前期比<br>yoy % |       |
|----------------|----------------------|-----------|--------------|-----------|-----------|-----------|-----------|--------------|-----------|----------------|-----------|----------------|-----------|----------------|--------------|-------|
|                |                      |           |              | 2016/6    | 2016/9    | 2016/12   | 2017/3    | 前期比<br>yoy % | 2017/6    | 前年同期比<br>yoy % | 2017/9    | 前年同期比<br>yoy % | 2017/12   | 前年同期比<br>yoy % |              |       |
| ローン事業 (件)      | Loan Business        | 1,409,768 | 0.9          | 1,419,369 | 1,428,381 | 1,431,269 | 1,441,686 | 2.3          | 1,451,553 | 2.3            | 1,463,325 | 2.4            | 1,468,304 | 2.6            | 1,486,114    | 3.1   |
| 無担保ローン         | Unsecured Loans      | 1,406,663 | 0.9          | 1,416,373 | 1,425,518 | 1,428,543 | 1,439,063 | 2.3          | 1,449,037 | 2.3            | 1,460,914 | 2.5            | 1,465,993 | 2.6            | 1,483,887    | 3.1   |
| 消費者向け          | Consumers            | 1,406,657 | 0.9          | 1,416,367 | 1,425,514 | 1,428,539 | 1,439,059 | 2.3          | 1,449,033 | 2.3            | 1,460,910 | 2.5            | 1,465,989 | 2.6            | 1,483,883    | 3.1   |
| 有担保ローン         | Secured Loans        | 3,105     | -13.9        | 2,996     | 2,863     | 2,726     | 2,623     | -15.5        | 2,516     | -16.0          | 2,411     | -15.8          | 2,311     | -15.2          | 2,227        | -15.1 |
| クレジットカード事業 (名) | Credit Card Business | 254,534   | 18.0         | 270,656   | 283,954   | 298,356   | 314,235   | 23.5         | 339,217   | 25.3           | 365,150   | 28.6           | 384,438   | 28.9           | 400,220      | 27.4  |
| 信用保証事業         | Guarantee Business   | 1,520,494 | 8.9          | 1,557,550 | 1,588,494 | 1,612,878 | 1,651,161 | 8.6          | 1,679,526 | 7.8            | 1,686,688 | 6.2            | 1,676,045 | 3.9            | 1,680,937    | 1.8   |

(注1)ローン事業: 営業貸付金残高を有する口座数

Notes : 1. Loan Business: Number of loan accounts with loans receivable.

(注2)クレジットカード事業: 有効会員数

2. Credit Card Business: Number of cardholders.

## 14. ローン事業新規申込数、新客数及び新規貸付率(アコム)

Number of Applicants, New Loan Customers and Lending Ratio (ACOM)

|       |     | 2016/3                       | 前期比<br>yoy % | 2017/3 |         |         |         |              | 2018/3 |                |        |                |         | 2019/3計画(E)    | 前期比<br>yoy % |         |        |         |      |
|-------|-----|------------------------------|--------------|--------|---------|---------|---------|--------------|--------|----------------|--------|----------------|---------|----------------|--------------|---------|--------|---------|------|
|       |     |                              |              | 2016/6 | 2016/9  | 2016/12 | 2017/3  | 前期比<br>yoy % | 2017/6 | 前年同期比<br>yoy % | 2017/9 | 前年同期比<br>yoy % | 2017/12 | 前年同期比<br>yoy % |              |         |        |         |      |
| 新規申込数 | (件) | Number of Applicants         | 462,434      | -0.0   | 125,107 | 248,986 | 373,450 | 501,950      | 8.5    | 129,998        | 3.9    | 260,831        | 4.8     | 398,156        | 6.6          | 539,919 | 7.6    | -       | -    |
| 新客数   | (件) | Number of New Loan Customers | 221,791      | 1.4    | 60,113  | 118,395 | 177,274 | 234,838      | 5.9    | 60,576         | 0.8    | 120,073        | 1.4     | 180,874        | 2.0          | 242,008 | 3.1    | 242,000 | -0.0 |
| 新規貸付率 | (%) | Lending Ratio (%)            | 47.9         | (0.6)  | 48.0    | 47.5    | 47.5    | 46.8         | (-1.1) | 46.6           | (-1.4) | 46.0           | (-1.5)  | 45.4           | (-2.1)       | 44.8    | (-2.0) | -       | -    |

(注1)新規貸付率は提携カード分を除く  
(注2)新規貸付率の前期比欄には( )書きで増減値を表示

Notes : 1. Lending Ratio of New Loan Customers above do not include numbers for tie-up cards.  
2. Figures in brackets indicate year-on-year change in percentage points.

| 初回貸付単価 | (千円) | Initial Average Lending Amount<br>(Thousands of yen) | 147 | 2.1 | 149 | 148 | 149 | 151 | 2.7 | 147 | -1.3 | 149 | 0.7 | 150 | 0.7 | 153 | 1.3 | - | - |
|--------|------|--|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|---|---|
|--------|------|--|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|---|---|

## 15. ローン事業店舗数(アコム)

Number of Loan Business Outlets (ACOM)

|          |     | 2016/3                          | 前期比<br>yoy | 2017/3 |        |         |        |            | 2018/3 |             |        |             |         | 2019/3計画(E) | 前期比<br>yoy |       |       |       |     |     |
|----------|-----|---------------------------------|------------|--------|--------|---------|--------|------------|--------|-------------|--------|-------------|---------|-------------|------------|-------|-------|-------|-----|-----|
|          |     |                                 |            | 2016/6 | 2016/9 | 2016/12 | 2017/3 | 前期比<br>yoy | 2017/6 | 前期末比<br>ytd | 2017/9 | 前期末比<br>ytd | 2017/12 | 前期末比<br>ytd |            |       |       |       |     |     |
| ローン事業店舗数 | (店) | Number of Loan Business Outlets | 1,085      | -1     | 1,087  | 1,089   | 1,087  | 1,068      | -17    | 1,066       | -2     | 1,066       | -2      | 1,056       | -12        | 1,042 | -26   | 1,017 | -25 |     |
| 有人店舗     |     | Staffed                         |            | 39     | -      | 39      | 39     | 22         | 22     | -17         | 22     | -           | 22      | -           | 22         | -     | 22    | -     |     |     |
| 無人店舗     |     | Unstaffed                       |            | 1,046  | -1     | 1,048   | 1,050  | 1,065      | 1,046  | -           | 1,044  | -2          | 1,044   | -2          | 1,034      | -12   | 1,020 | -26   | 995 | -25 |

## 16. 自動契約機(アコム)

Automatic Contract Machines (ACOM)

|           |     | 2016/3                                       | 前期比<br>yoy | 2017/3 |        |         |        |            | 2018/3 |             |        |             |         | 2019/3計画(E) | 前期比<br>yoy |       |     |       |     |   |
|-----------|-----|--|------------|--------|--------|---------|--------|------------|--------|-------------|--------|-------------|---------|-------------|------------|-------|-----|-------|-----|---|
|           |     |  |            | 2016/6 | 2016/9 | 2016/12 | 2017/3 | 前期比<br>yoy | 2017/6 | 前期末比<br>ytd | 2017/9 | 前期末比<br>ytd | 2017/12 | 前期末比<br>ytd |            |       |     |       |     |   |
| 自動契約コーナー数 | (所) | Number of Automatic Contract Machine Outlets | 1,085      | -1     | 1,087  | 1,089   | 1,087  | 1,068      | -17    | 1,066       | -2     | 1,066       | -2      | 1,056       | -12        | 1,042 | -26 | 1,017 | -25 |   |
| 自動契約機台数   | (台) | Number of Automatic Contract Machines        | 1,119      | 7      | 1,121  | 1,123   | 1,125  | 1,107      | -12    | 1,105       | -2     | 1,105       | -2      | 1,096       | -11        | 1,082 | -25 | 1,057 | -25 |   |
| カード発行機台数  |     | Number of Card Issuance Machines             |            | 343    | -1     | 343     | 343    | 342        | 494    | 151         | 644    | 150         | 645     | 151         | 647        | 153   | 645 | 151   | -   | - |

## 17. ATM(アコム)

ATMs (ACOM)

|        |     | 2016/3             | 前期比<br>yoy | 2017/3 |        |         |        |            | 2018/3 |             |        |             |         | 2019/3計画(E) | 前期比<br>yoy |        |     |       |     |
|--------|-----|--------------------|------------|--------|--------|---------|--------|------------|--------|-------------|--------|-------------|---------|-------------|------------|--------|-----|-------|-----|
|        |     |                    |            | 2016/6 | 2016/9 | 2016/12 | 2017/3 | 前期比<br>yoy | 2017/6 | 前期末比<br>ytd | 2017/9 | 前期末比<br>ytd | 2017/12 | 前期末比<br>ytd |            |        |     |       |     |
| ATM台数  | (台) | Number of ATMs     | 64,156     | 1,915  | 64,461 | 64,957  | 65,239 | 55,796     | -8,360 | 56,009      | 213    | 56,263      | 467     | 56,141      | 345        | 56,128 | 332 | -     | -   |
| 自社設置分  |     | Proprietary        | 1,112      | -      | 1,106  | 1,107   | 1,105  | 1,087      | -25    | 1,083       | -4     | 1,082       | -5      | 1,069       | -18        | 1,057  | -30 | 1,032 | -25 |
| 年中無休   |     | Open 365 Days/Year | 1,112      | -      | 1,106  | 1,107   | 1,105  | 1,087      | -25    | 1,083       | -4     | 1,082       | -5      | 1,069       | -18        | 1,057  | -30 | -     | -   |
| 24時間稼働 |     | Open 24 Hours/Day  | 978        | 4      | 973    | 974     | 975    | 958        | -20    | 954         | -4     | 953         | -5      | 948         | -10        | 940    | -18 | -     | -   |
| 提携分    |     | Tie-up             | 63,044     | 1,915  | 63,355 | 63,850  | 64,134 | 54,709     | -8,335 | 54,926      | 217    | 55,181      | 472     | 55,072      | 363        | 55,071 | 362 | -     | -   |

## 18. 社員数(アコム)

Employees (ACOM)

|      |     | 2016/3                    | 前期比<br>yoy | 2017/3 |        |         |        |            | 2018/3 |             |        |             |         | 2019/3計画(E) | 前期比<br>yoy |       |     |       |    |
|------|-----|---------------------------|------------|--------|--------|---------|--------|------------|--------|-------------|--------|-------------|---------|-------------|------------|-------|-----|-------|----|
|      |     |                           |            | 2016/6 | 2016/9 | 2016/12 | 2017/3 | 前期比<br>yoy | 2017/6 | 前期末比<br>ytd | 2017/9 | 前期末比<br>ytd | 2017/12 | 前期末比<br>ytd |            |       |     |       |    |
| 合計   | (名) | Number of Total Employees | 2,032      | 11     | 2,106  | 2,075   | 2,057  | 2,021      | -11    | 2,102       | 81     | 2,085       | 64      | 2,084       | 63         | 2,061 | 40  | -     | -  |
| 正社員  |     | Permanent Employees       | 1,892      | 41     | 1,947  | 1,916   | 1,891  | 1,854      | -38    | 1,990       | 136    | 1,970       | 116     | 1,964       | 110        | 1,936 | 82  | 1,991 | 55 |
| 非正社員 |     | Temporary Employees       | 140        | -30    | 159    | 159     | 166    | 167        | 27     | 112         | -55    | 115         | -52     | 120         | -47        | 125   | -42 | -     | -  |

## 19. 期中平均利回り(アコム)

Average Loan Yield (ACOM)

(単位: %)

|         |                    | 2016/3 | 前期比<br>yoy p.p. | 2017/3 |                   |        |                   |         |                   | 2018/3 |                   |        |                   |        |                   | 2019/3計画(E) | 前期比<br>yoy p.p.   |       |      |
|---------|--------------------|--------|-----------------|--------|-------------------|--------|-------------------|---------|-------------------|--------|-------------------|--------|-------------------|--------|-------------------|-------------|-------------------|-------|------|
|         |                    |        |                 | 2016/6 | 前年同期比<br>yoy p.p. | 2016/9 | 前年同期比<br>yoy p.p. | 2016/12 | 前年同期比<br>yoy p.p. | 2017/3 | 前年同期比<br>yoy p.p. | 2017/6 | 前年同期比<br>yoy p.p. | 2017/9 | 前年同期比<br>yoy p.p. | 2017/12     | 前年同期比<br>yoy p.p. |       |      |
| 期中平均利回り | Average Loan Yield | 15.34  | -0.08           | 15.21  | -0.20             | 15.17  | -0.22             | 15.16   | -0.20             | 15.16  | -0.18             | 15.18  | -0.03             | 15.17  | 0.00              | 15.17       | 0.01              | 15.17 | 0.01 |
| 無担保ローン  | Unsecured Loans    | 15.39  | -0.10           | 15.26  | -0.20             | 15.22  | -0.21             | 15.21   | -0.20             | 15.21  | -0.18             | 15.22  | -0.04             | 15.20  | -0.02             | 15.20       | -0.01             | 15.21 | 0.00 |
| 消費者向け   | Consumers          | 15.39  | -0.10           | 15.26  | -0.20             | 15.22  | -0.21             | 15.21   | -0.20             | 15.21  | -0.18             | 15.22  | -0.04             | 15.20  | -0.02             | 15.20       | -0.01             | 15.21 | 0.00 |
| 有担保ローン  | Secured Loans      | 11.40  | -0.01           | 11.15  | -0.73             | 11.05  | -0.79             | 11.07   | -0.52             | 11.08  | -0.32             | 10.94  | -0.21             | 11.60  | 0.55              | 11.56       | 0.49              | 11.36 | 0.28 |

(注)期中平均利回り=常業貸付金利息/月初平均貸付金残高(%) [年率換算]

Note: Average Loan Yield = Interest on Operating Loans / Term Average of Receivable Outstanding at the Beginning of the Each Month (% , Annual Rate).

## 20. 貸付金利別残高構成 [消費者向け無担保ローン] (アコム)

Accounts Receivable-operating Loans by Interest Rate [Unsecured Loans for Consumers] (ACOM)

(単位: 百万円/Millions of yen)

| 実質年率                | Effective Annual Interest Rate | 2016/3  | 構成比<br>C.R. (%) | 2017/3  |                 |         |                 |         |                 | 2018/3  |                 |         |                 |         |                 | 2019/3計画(E) | 構成比<br>C.R. (%) |         |       |
|---------------------|--------------------------------|---------|-----------------|---------|-----------------|---------|-----------------|---------|-----------------|---------|-----------------|---------|-----------------|---------|-----------------|-------------|-----------------|---------|-------|
|                     |                                |         |                 | 2016/6  | 構成比<br>C.R. (%) | 2016/9  | 構成比<br>C.R. (%) | 2016/12 | 構成比<br>C.R. (%) | 2017/3  | 構成比<br>C.R. (%) | 2017/6  | 構成比<br>C.R. (%) | 2017/9  | 構成比<br>C.R. (%) | 2017/12     | 構成比<br>C.R. (%) |         |       |
| 合計                  | Total                          | 758,278 | 100.0           | 766,172 | 100.0           | 770,920 | 100.0           | 772,458 | 100.0           | 777,531 | 100.0           | 783,945 | 100.0           | 788,625 | 100.0           | 789,032     | 100.0           | 797,284 | 100.0 |
| 20.000% <           | 20.000% <                      | 14,317  | 1.9             | 13,256  | 1.7             | 12,262  | 1.6             | 11,366  | 1.5             | 9,915   | 1.3             | 9,265   | 1.2             | 8,637   | 1.1             | 8,117       | 1.0             | 7,230   | 0.9   |
| 18.000% < ≤ 20.000% | 18.000% < ≤ 20.000%            | 3,548   | 0.5             | 3,352   | 0.4             | 3,166   | 0.4             | 3,004   | 0.4             | 2,589   | 0.3             | 2,443   | 0.3             | 2,311   | 0.3             | 2,200       | 0.3             | 1,955   | 0.2   |
| 15.000% < ≤ 18.000% | 15.000% < ≤ 18.000%            | 349,646 | 46.1            | 353,878 | 46.2            | 357,172 | 46.3            | 358,335 | 46.4            | 360,802 | 46.4            | 363,512 | 46.4            | 367,716 | 46.6            | 370,177     | 46.9            | 375,683 | 47.1  |
| 10.000% < ≤ 15.000% | 10.000% < ≤ 15.000%            | 357,650 | 47.1            | 362,237 | 47.3            | 363,626 | 47.2            | 364,041 | 47.1            | 366,952 | 47.2            | 370,316 | 47.2            | 370,266 | 47.0            | 368,292     | 46.7            | 371,123 | 46.6  |
| ≤ 10.000%           | ≤ 10.000%                      | 33,116  | 4.4             | 33,446  | 4.4             | 34,692  | 4.5             | 35,710  | 4.6             | 37,271  | 4.8             | 38,408  | 4.9             | 39,693  | 5.0             | 40,244      | 5.1             | 41,291  | 5.2   |

## 20-2. 貸付金利別口座数構成 [消費者向け無担保ローン] (アコム)

Number of Accounts by Interest Rate [Unsecured Loans for Consumers] (ACOM)

| 実質年率                | Effective Annual Interest Rate | 2016/3    | 構成比<br>C.R. (%) | 2017/3    |                 |           |                 |           |                 | 2018/3    |                 |           |                 |           |                 | 2019/3計画(E) | 構成比<br>C.R. (%) |           |       |
|---------------------|--------------------------------|-----------|-----------------|-----------|-----------------|-----------|-----------------|-----------|-----------------|-----------|-----------------|-----------|-----------------|-----------|-----------------|-------------|-----------------|-----------|-------|
|                     |                                |           |                 | 2016/6    | 構成比<br>C.R. (%) | 2016/9    | 構成比<br>C.R. (%) | 2016/12   | 構成比<br>C.R. (%) | 2017/3    | 構成比<br>C.R. (%) | 2017/6    | 構成比<br>C.R. (%) | 2017/9    | 構成比<br>C.R. (%) | 2017/12     | 構成比<br>C.R. (%) |           |       |
| 合計                  | Total                          | 1,406,657 | 100.0           | 1,416,367 | 100.0           | 1,425,514 | 100.0           | 1,428,539 | 100.0           | 1,439,059 | 100.0           | 1,449,033 | 100.0           | 1,460,910 | 100.0           | 1,465,989   | 100.0           | 1,483,883 | 100.0 |
| 20.000% <           | 20.000% <                      | 34,698    | 2.5             | 31,928    | 2.3             | 29,463    | 2.1             | 27,086    | 1.9             | 23,263    | 1.6             | 21,531    | 1.5             | 19,992    | 1.4             | 18,582      | 1.3             | 16,278    | 1.1   |
| 18.000% < ≤ 20.000% | 18.000% < ≤ 20.000%            | 2,237     | 0.1             | 2,128     | 0.1             | 2,035     | 0.1             | 1,937     | 0.1             | 1,664     | 0.1             | 1,593     | 0.1             | 1,504     | 0.1             | 1,446       | 0.1             | 1,260     | 0.1   |
| 15.000% < ≤ 18.000% | 15.000% < ≤ 18.000%            | 956,022   | 68.0            | 965,529   | 68.2            | 975,074   | 68.4            | 979,444   | 68.6            | 989,024   | 68.7            | 996,697   | 68.8            | 1,007,898 | 69.0            | 1,016,063   | 69.3            | 1,032,094 | 69.5  |
| 10.000% < ≤ 15.000% | 10.000% < ≤ 15.000%            | 343,055   | 24.4            | 345,890   | 24.4            | 346,582   | 24.3            | 346,173   | 24.2            | 348,763   | 24.3            | 350,854   | 24.2            | 350,638   | 24.0            | 347,694     | 23.7            | 349,733   | 23.6  |
| ≤ 10.000%           | ≤ 10.000%                      | 70,645    | 5.0             | 70,892    | 5.0             | 72,360    | 5.1             | 73,899    | 5.2             | 76,345    | 5.3             | 78,358    | 5.4             | 80,878    | 5.5             | 82,204      | 5.6             | 84,518    | 5.7   |

## 21. 貸付金額別残高構成 [消費者向け無担保ローン] (アコム)

## Accounts Receivable-operating Loans by Classified Receivables Outstanding [Unsecured Loans for Consumers] (ACOM)

(単位:百万円/Millions of yen)

| 残高ランク         | Classified Receivable Outstanding<br>(Thousands of yen) | 2016/3  | 構成比<br>C.R.(%) | 2017/3  |                |         |                |         |                | 2018/3  |                |         |       |                |       | 2019/3計画(E)<br>構成比<br>C.R.(%) |       |         |       |         |       |
|---------------|---|---------|----------------|---------|----------------|---------|----------------|---------|----------------|---------|----------------|---------|-------|----------------|-------|-------------------------------|-------|---------|-------|---------|-------|
|               |   |         |                | 2016/6  |                | 2016/9  |                | 2016/12 |                | 2017/3  |                | 2017/6  |       | 2017/9         |       | 2017/12                       |       |         |       |         |       |
|               |   |         |                |         | 構成比<br>C.R.(%) |         | 構成比<br>C.R.(%) |         | 構成比<br>C.R.(%) |         | 構成比<br>C.R.(%) |         |       | 構成比<br>C.R.(%) |       | 構成比<br>C.R.(%)                |       |         |       |         |       |
| 合計            | Total   | 758,278 | 100.0          | 766,172 | 100.0          | 770,920 | 100.0          | 772,458 | 100.0          | 777,531 | 100.0          | 783,945 | 100.0 | 788,625        | 100.0 | 789,032                       | 100.0 | 797,284 | 100.0 | 816,000 | 100.0 |
| 10万円以下        | ≤ 100   | 10,545  | 1.4            | 10,610  | 1.4            | 10,868  | 1.4            | 10,881  | 1.4            | 11,206  | 1.5            | 11,361  | 1.4   | 11,487         | 1.5   | 11,553                        | 1.5   | 11,885  | 1.5   | 12,600  | 1.6   |
| 10万円超 30万円以下  | 100 < ≤ 300   | 69,877  | 9.2            | 69,246  | 9.0            | 69,259  | 9.0            | 68,937  | 8.9            | 69,438  | 8.9            | 69,477  | 8.9   | 70,283         | 8.9   | 70,843                        | 9.0   | 72,365  | 9.1   | 78,500  | 9.6   |
| 30万円超 50万円以下  | 300 < ≤ 500   | 205,566 | 27.1           | 208,041 | 27.1           | 209,723 | 27.2           | 210,942 | 27.3           | 211,394 | 27.2           | 212,300 | 27.1  | 214,128        | 27.1  | 214,789                       | 27.2  | 216,456 | 27.1  | 221,200 | 27.1  |
| 50万円超 100万円以下 | 500 < ≤ 1,000   | 184,232 | 24.3           | 185,935 | 24.3           | 187,265 | 24.3           | 187,554 | 24.3           | 189,041 | 24.3           | 191,194 | 24.4  | 192,626        | 24.4  | 192,778                       | 24.4  | 194,977 | 24.5  | 200,700 | 24.6  |
| 100万円超        | 1,000 <   | 288,056 | 38.0           | 292,338 | 38.2           | 293,803 | 38.1           | 294,141 | 38.1           | 296,451 | 38.1           | 299,611 | 38.2  | 300,098        | 38.1  | 299,067                       | 37.9  | 301,600 | 37.8  | 303,000 | 37.1  |

## 21-2. 貸付金額別口座数構成 [消費者向け無担保ローン] (アコム)

## Number of Accounts by Classified Receivables Outstanding [Unsecured Loans for Consumers] (ACOM)

| 残高ランク         | Classified Receivable Outstanding<br>(Thousands of yen) | 2016/3    | 構成比<br>C.R.(%) | 2017/3    |                |           |                |           |                | 2018/3    |                |           |       |                |       | 2019/3計画(E)<br>構成比<br>C.R.(%) |       |           |       |   |   |
|---------------|---|-----------|----------------|-----------|----------------|-----------|----------------|-----------|----------------|-----------|----------------|-----------|-------|----------------|-------|-------------------------------|-------|-----------|-------|---|---|
|               |   |           |                | 2016/6    |                | 2016/9    |                | 2016/12   |                | 2017/3    |                | 2017/6    |       | 2017/9         |       | 2017/12                       |       |           |       |   |   |
|               |   |           |                |           | 構成比<br>C.R.(%) |           | 構成比<br>C.R.(%) |           | 構成比<br>C.R.(%) |           | 構成比<br>C.R.(%) |           |       | 構成比<br>C.R.(%) |       | 構成比<br>C.R.(%)                |       |           |       |   |   |
| 合計            | Total   | 1,406,657 | 100.0          | 1,416,367 | 100.0          | 1,425,514 | 100.0          | 1,428,539 | 100.0          | 1,439,059 | 100.0          | 1,449,033 | 100.0 | 1,460,910      | 100.0 | 1,465,989                     | 100.0 | 1,483,883 | 100.0 | - | - |
| 10万円以下        | ≤ 100   | 170,790   | 12.2           | 172,390   | 12.2           | 175,314   | 12.3           | 175,656   | 12.3           | 179,473   | 12.5           | 181,792   | 12.5  | 183,460        | 12.5  | 184,460                       | 12.6  | 187,641   | 12.7  | - | - |
| 10万円超 30万円以下  | 100 < ≤ 300   | 331,650   | 23.6           | 329,226   | 23.2           | 329,086   | 23.1           | 327,651   | 22.9           | 329,817   | 22.9           | 330,326   | 22.8  | 333,958        | 22.9  | 335,869                       | 22.9  | 342,575   | 23.1  | - | - |
| 30万円超 50万円以下  | 300 < ≤ 500   | 475,894   | 33.8           | 481,148   | 34.0           | 484,619   | 34.0           | 487,636   | 34.1           | 488,551   | 33.9           | 490,716   | 33.9  | 494,730        | 33.9  | 496,785                       | 33.9  | 500,487   | 33.7  | - | - |
| 50万円超 100万円以下 | 500 < ≤ 1,000   | 242,250   | 17.2           | 244,433   | 17.3           | 246,133   | 17.3           | 246,606   | 17.3           | 248,837   | 17.3           | 251,673   | 17.4  | 253,823        | 17.4  | 254,299                       | 17.3  | 257,275   | 17.3  | - | - |
| 100万円超        | 1,000 <   | 186,073   | 13.2           | 189,170   | 13.3           | 190,362   | 13.3           | 190,990   | 13.4           | 192,381   | 13.4           | 194,526   | 13.4  | 194,939        | 13.3  | 194,576                       | 13.3  | 195,905   | 13.2  | - | - |

## 22. 顧客年収別件数構成比 [消費者向け無担保ローン] (アコム)

## Composition Ratio of Customer Accounts by Annual Income [Unsecured Loans for Consumers] (ACOM)

(単位:千円/Thousands of yen, %)

| 年収ランク            | Annual Income (Millions of yen) | 2016/3             |                         |  | 2017/3             |                         |  |                    |                         |  |                    |                         |  |                    |                         |  | 2018/3             |                         |  |                    |                         |  |                    |                         |  |                    |                         |      |
|------------------|---------------------------------|--------------------|-------------------------|--|--------------------|-------------------------|--|--------------------|-------------------------|--|--------------------|-------------------------|--|--------------------|-------------------------|--|--------------------|-------------------------|--|--------------------|-------------------------|--|--------------------|-------------------------|--|--------------------|-------------------------|------|
|                  |                                 | 2016/6             |                         |  | 2016/9             |                         |  | 2016/12            |                         |  | 2017/3             |                         |  | 2017/6             |                         |  | 2017/9             |                         |  | 2017/12            |                         |  | 2018/3             |                         |  |                    |                         |      |
|                  |                                 | 新規<br>New Accounts | 既存<br>Existing Accounts | 初回<br>貸付単価<br>Initial Average Lending Amount | 新規<br>New Accounts | 既存<br>Existing Accounts | 初回<br>貸付単価<br>Initial Average Lending Amount | 新規<br>New Accounts | 既存<br>Existing Accounts | 初回<br>貸付単価<br>Initial Average Lending Amount | 新規<br>New Accounts | 既存<br>Existing Accounts | 初回<br>貸付単価<br>Initial Average Lending Amount | 新規<br>New Accounts | 既存<br>Existing Accounts | 初回<br>貸付単価<br>Initial Average Lending Amount | 新規<br>New Accounts | 既存<br>Existing Accounts | 初回<br>貸付単価<br>Initial Average Lending Amount | 新規<br>New Accounts | 既存<br>Existing Accounts | 初回<br>貸付単価<br>Initial Average Lending Amount | 新規<br>New Accounts | 既存<br>Existing Accounts | 初回<br>貸付単価<br>Initial Average Lending Amount | 新規<br>New Accounts | 既存<br>Existing Accounts |      |
| 合計               | Total                           | 100.0              | 147                     | 100.0  | 100.0              | 149                     | 100.0  | 148                | 100.0                   | 149  | 100.0              | 151                     | 100.0  | 147                | 100.0                   | 149  | 100.0              | 150                     | 100.0  | 153                | 100.0                   | 153  | 100.0              | 153                     | 100.0  | 153                | 100.0                   | 153  |
| 200万円以下          | ≤ 2                             | 25.7               | 117                     | 23.0   | 24.1               | 119                     | 22.8   | 25.0               | 117                     | 22.8   | 25.2               | 117                     | 22.9   | 25.6               | 119                     | 22.9   | 24.2               | 119                     | 22.8   | 25.0               | 119                     | 22.8   | 25.3               | 119                     | 22.8   | 25.4               | 120                     | 22.7 |
| 200万円超 500万円以下   | 2 < ≤ 5                         | 64.3               | 148                     | 59.5   | 65.8               | 150                     | 59.7   | 65.2               | 151                     | 59.8   | 65.0               | 152                     | 59.9   | 64.7               | 154                     | 59.8   | 66.2               | 150                     | 60.1   | 65.6               | 153                     | 60.2   | 65.2               | 153                     | 60.3   | 65.0               | 156                     | 60.2 |
| 500万円超 700万円以下   | 5 < ≤ 7                         | 6.8                | 192                     | 11.3   | 6.9                | 196                     | 11.3   | 6.7                | 196                     | 11.3   | 6.6                | 197                     | 11.2   | 6.6                | 201                     | 11.2   | 6.6                | 183                     | 11.1   | 6.4                | 192                     | 11.1   | 6.4                | 195                     | 11.0   | 6.5                | 201                     | 11.1 |
| 700万円超 1,000万円以下 | 7 < ≤ 10                        | 2.6                | 233                     | 4.9  | 2.6                | 220                     | 4.9  | 2.5                | 225                     | 4.8  | 2.5                | 230                     | 4.8  | 2.5                | 233                     | 4.8  | 2.4                | 220                     | 4.8  | 2.4                | 220                     | 4.7  | 2.4                | 225                     | 4.7  | 2.5                | 233                     | 4.7  |
| 1,000万円超         | 10 <                            | 0.6                | 306                     | 1.3  | 0.6                | 277                     | 1.3  | 0.6                | 298                     | 1.3  | 0.7                | 295                     | 1.2  | 0.6                | 291                     | 1.3  | 0.6                | 312                     | 1.2  | 0.6                | 315                     | 1.2  | 0.7                | 318                     | 1.2  | 0.6                | 316                     | 1.3  |

## 23. 顧客年代別件数構成比 [消費者向け無担保ローン] (アコム)

## Composition Ratio of Customer Accounts by Age [Unsecured Loans for Consumers] (ACOM)

(単位: %)

|          |             | 2016/3             |                         |                          | 2017/3             |                         |                          |                    |                         |                          |                    |                         |                          |                    |                         |                          | 2018/3             |                         |                          |                    |                         |                          |                    |                         |                          |       |       |      |
|----------|-------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|-------|-------|------|
|          |             | 2016/6             |                         |                          | 2016/9             |                         |                          | 2016/12            |                         |                          | 2017/3             |                         |                          | 2017/6             |                         |                          | 2017/9             |                         |                          | 2017/12            |                         |                          | 2018/3             |                         |                          |       |       |      |
|          |             | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account |       |       |      |
| 合計       | Total       | 100.0              | 100.0                   | 100.0                    | 100.0              | 100.0                   | 100.0                    | 100.0              | 100.0                   | 100.0                    | 100.0              | 100.0                   | 100.0                    | 100.0              | 100.0                   | 100.0                    | 100.0              | 100.0                   | 100.0                    | 100.0              | 100.0                   | 100.0                    | 100.0              | 100.0                   | 100.0                    | 100.0 | 100.0 |      |
| ~ 29才    | Under 29    | 49.5               | 22.7                    | 26.0                     | 50.7               | 23.1                    | 26.7                     | 51.5               | 23.4                    | 27.1                     | 52.0               | 23.7                    | 27.5                     | 52.2               | 24.0                    | 28.1                     | 53.5               | 24.3                    | 29.9                     | 54.3               | 24.6                    | 30.2                     | 55.2               | 25.0                    | 30.8                     | 55.2  | 25.4  | 31.6 |
| 30 ~ 39才 | Age 30 - 39 | 18.9               | 24.5                    | 21.0                     | 18.9               | 24.4                    | 20.4                     | 18.5               | 24.2                    | 20.6                     | 18.3               | 24.2                    | 20.4                     | 18.2               | 24.1                    | 20.2                     | 18.1               | 23.9                    | 19.9                     | 17.8               | 23.8                    | 19.7                     | 17.6               | 23.7                    | 19.8                     | 17.6  | 23.5  | 19.9 |
| 40 ~ 49才 | Age 40 - 49 | 16.8               | 24.6                    | 21.7                     | 16.5               | 24.6                    | 21.7                     | 16.3               | 24.6                    | 21.7                     | 16.1               | 24.5                    | 21.6                     | 16.0               | 24.2                    | 21.5                     | 15.4               | 24.1                    | 20.8                     | 15.0               | 23.9                    | 20.6                     | 14.6               | 23.7                    | 20.4                     | 14.6  | 23.5  | 20.2 |
| 50 ~ 59才 | Age 50 - 59 | 10.2               | 16.7                    | 16.0                     | 9.9                | 16.6                    | 16.3                     | 9.6                | 16.5                    | 15.9                     | 9.5                | 16.4                    | 15.9                     | 9.5                | 16.5                    | 15.7                     | 9.3                | 16.6                    | 15.8                     | 9.0                | 16.6                    | 16.0                     | 8.9                | 16.5                    | 15.7                     | 8.9   | 16.5  | 15.4 |
| 60才以上    | Over 60     | 4.6                | 11.5                    | 15.3                     | 4.0                | 11.3                    | 14.9                     | 4.1                | 11.3                    | 14.7                     | 4.1                | 11.2                    | 14.6                     | 4.1                | 11.2                    | 14.5                     | 3.7                | 11.1                    | 13.6                     | 3.9                | 11.1                    | 13.5                     | 3.7                | 11.1                    | 13.3                     | 3.7   | 11.1  | 12.9 |

## 24. 顧客性別件数構成比 [消費者向け無担保ローン] (アコム)

## Composition Ratio of Customer Accounts by Gender [Unsecured Loans for Consumers] (ACOM)

(単位: %)

|    |        | 2016/3             |                         |                          | 2017/3             |                         |                          |                    |                         |                          |                    |                         |                          |                    |                         |                          | 2018/3             |                         |                          |                    |                         |                          |                    |                         |                          |      |      |      |
|----|--------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|--------------------|-------------------------|--------------------------|------|------|------|
|    |        | 2016/6             |                         |                          | 2016/9             |                         |                          | 2016/12            |                         |                          | 2017/3             |                         |                          | 2017/6             |                         |                          | 2017/9             |                         |                          | 2017/12            |                         |                          | 2018/3             |                         |                          |      |      |      |
|    |        | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account | 新規<br>New Accounts | 既存<br>Existing Accounts | 償却<br>Write-offs Account |      |      |      |
| 男性 | Male   | 71.4               | 74.3                    | 74.1                     | 72.1               | 74.2                    | 74.5                     | 71.3               | 74.1                    | 74.8                     | 71.0               | 74.0                    | 74.5                     | 71.1               | 73.9                    | 74.5                     | 71.1               | 73.8                    | 74.1                     | 70.7               | 73.7                    | 74.3                     | 70.7               | 73.6                    | 74.0                     | 70.6 | 73.5 | 74.0 |
| 女性 | Female | 28.6               | 25.7                    | 25.9                     | 27.9               | 25.8                    | 25.5                     | 28.7               | 25.9                    | 25.2                     | 29.0               | 26.0                    | 25.5                     | 28.9               | 26.1                    | 25.5                     | 28.9               | 26.2                    | 25.9                     | 29.3               | 26.3                    | 25.7                     | 29.3               | 26.4                    | 26.0                     | 29.4 | 26.5 | 26.0 |

## 25. 貸倒損失(アコム)

| Bad Debt Expenses (ACOM)     |  |        |       |              |        |        |        |         |        |              |        |                |        |                |         |                |        |              |
|------------------------------|--|--------|-------|--------------|--------|--------|--------|---------|--------|--------------|--------|----------------|--------|----------------|---------|----------------|--------|--------------|
|                              |  | 2016/3 |       | 前期比<br>yoY % |        | 2017/3 |        |         |        | 2018/3       |        |                |        | 2019/3計画(E)    |         |                |        |              |
|                              |  |        |       |              |        | 2016/6 | 2016/9 | 2016/12 | 2017/3 | 前期比<br>yoY % | 2017/6 | 前年同期比<br>yoY % | 2017/9 | 前年同期比<br>yoY % | 2017/12 | 前年同期比<br>yoY % | 2018/3 | 前期比<br>yoY % |
| 貸倒損失 (百万円)                   | Bad Debt Expenses (Millions of yen)  | 50,181 | 8.0   | 13,284       | 26,947 | 40,126 | 54,451 | 8.5     | 14,804 | 11.4         | 29,626 | 9.9            | 43,911 | 9.4            | 58,750  | 7.9            | 62,800 | 6.9          |
| ローン・クレジットカード事業               | Loan and Credit Card Business  | 33,253 | 1.8   | 8,433        | 16,948 | 24,910 | 33,390 | 0.4     | 8,683  | 3.0          | 17,109 | 0.9            | 25,063 | 0.6            | 33,316  | -0.2           | 33,800 | 1.5          |
| ローン事業                        | Loan Business  | 32,019 | 0.8   | 8,081        | 16,213 | 23,788 | 31,826 | -0.6    | 8,232  | 1.9          | 16,191 | -0.1           | 23,622 | -0.7           | 31,297  | -1.7           | 31,400 | 0.3          |
| 無担保ローン                       | Unsecured Loans  | 31,909 | 1.2   | 8,057        | 16,155 | 23,710 | 31,741 | -0.5    | 8,214  | 2.0          | 16,167 | 0.1            | 23,575 | -0.6           | 31,233  | -1.6           | 31,400 | 0.5          |
| 貸倒損失                         | Bad Debt Expenses  | 20,271 | 6.8   | 5,475        | 10,841 | 16,029 | 21,765 | 7.4     | 6,050  | 10.5         | 11,914 | 9.9            | 17,685 | 10.3           | 23,872  | 9.7            | -      | -            |
| 利息返還請求に伴う債権放棄                | Waiver of Repayments accompanied with Interest Repayments                              | 11,637 | -7.3  | 2,581        | 5,314  | 7,680  | 9,975  | -14.3   | 2,163  | -16.2        | 4,252  | -20.0          | 5,889  | -23.3          | 7,360   | -26.2          | -      | -            |
| 有担保ローン                       | Secured Loans  | 110    | -54.2 | 24           | 57     | 77     | 85     | -22.8   | 17     | -28.3        | 23     | -58.8          | 47     | -39.5          | 64      | -24.7          | 2,400  | 18.9         |
| クレジットカード事業                   | Credit Card Business   | 1,233  | 37.9  | 351          | 735    | 1,122  | 1,563  | 26.7    | 450    | 28.0         | 918    | 24.9           | 1,440  | 28.4           | 2,018   | 29.1           | 29,000 | 14.1         |
| 信用保証事業                       | Guarantee Business   | 16,926 | 22.8  | 4,850        | 9,998  | 15,216 | 21,057 | 24.4    | 6,121  | 26.2         | 12,516 | 25.2           | 18,847 | 23.9           | 25,424  | 20.7           | -      | -            |
| 1口座当たり償却単価<br>[無担保ローン(千円)]   | Average Amount of Bad Debt Expenses per Account for Unsecured Loans (Thousands of yen) | 442    | 2.1   | 449          | 451    | 449    | 448    | 1.4     | 452    | 0.7          | 453    | 0.4            | 449    | 0.0            | 448     | 0.0            | -      | -            |
| <参考>                         | <Reference>  |        |       |              |        |        |        |         |        |              |        |                |        |                |         |                |        |              |
| 1口座当たり既存顧客単価<br>[無担保ローン(千円)] | Average Balance of Unsecured Loans for Consumers per Account (Thousands of yen)        | 539    | 2.1   | 540          | 540    | 540    | 540    | 0.2     | 541    | 0.2          | 539    | -0.2           | 538    | -0.4           | 537     | -0.6           | 537    | 0.0          |

| [貸倒損失率]            |   | [Ratio of Bad Debt Expenses] |         |      |      |      |      |         |      |         |      |         |      |         |      |         |      |         |
|--------------------|---|------------------------------|---------|------|------|------|------|---------|------|---------|------|---------|------|---------|------|---------|------|---------|
| ローン・クレジットカード事業 (%) | Loan and Credit Card Business (%)                         | 4.18                         | (-0.07) | 1.05 | 2.09 | 3.05 | 4.06 | (-0.12) | 1.04 | (-0.01) | 2.03 | (-0.06) | 2.97 | (-0.08) | 3.89 | (-0.17) | 3.81 | (-0.08) |
| ローン事業              | Loan Business   | 4.17                         | (-0.08) | 1.04 | 2.08 | 3.05 | 4.05 | (-0.12) | 1.04 | (0.00)  | 2.03 | (-0.05) | 2.97 | (-0.08) | 3.89 | (-0.16) | 3.82 | (-0.07) |
| 無担保ローン             | Unsecured Loans   | 4.21                         | (-0.07) | 1.05 | 2.09 | 3.07 | 4.08 | (-0.13) | 1.05 | (0.00)  | 2.05 | (-0.04) | 2.99 | (-0.08) | 3.92 | (-0.16) | 3.85 | (-0.07) |
| 貸倒損失               | Bad Debt Expenses   | 2.67                         | (0.09)  | 0.71 | 1.41 | 2.07 | 2.80 | (0.13)  | 0.77 | (0.06)  | 1.51 | (0.10)  | 2.24 | (0.17)  | 2.99 | (0.19)  | -    | -       |
| 利息返還請求に伴う債権放棄      | Waiver of Repayments accompanied with Interest Repayments | 1.53                         | (-0.17) | 0.34 | 0.69 | 0.99 | 1.28 | (-0.25) | 0.28 | (-0.06) | 0.54 | (-0.15) | 0.75 | (-0.24) | 0.92 | (-0.36) | -    | -       |
| 有担保ローン             | Secured Loans   | 1.22                         | (-0.98) | 0.29 | 0.71 | 1.00 | 1.15 | (-0.07) | 0.25 | (-0.04) | 0.35 | (-0.36) | 0.72 | (-0.28) | 1.03 | (-0.12) | 3.64 | (-0.21) |
| クレジットカード事業         | Credit Card Business                                      | 4.43                         | (0.29)  | 1.18 | 2.28 | 3.18 | 4.10 | (-0.33) | 1.09 | (-0.09) | 2.03 | (-0.25) | 2.93 | (-0.25) | 3.85 | (-0.25) | 2.55 | (0.25)  |
| 信用保証事業             | Guarantee Business  | 1.85                         | (0.13)  | 0.51 | 1.02 | 1.51 | 2.02 | (0.17)  | 0.57 | (0.06)  | 1.15 | (0.13)  | 1.72 | (0.21)  | 2.30 | (0.28)  | -    | -       |

(注1)貸倒損失率

Notes:1. Ratio of Bad Debt Expenses

Loan Business = Bad Debt Expenses of Loan Business / (Receivables Outstanding plus Claims Provable in Bankruptcy, Claims Provable in Rehabilitation and Other )

Credit Card Business = Bad Debt Expenses of Credit Card Business / (Card Shopping Receivables plus Claims Provable in Bankruptcy, Claims Provable in Rehabilitation and Other )

Guarantee Business = Bad Debt Expenses of Guarantee Business / (Guaranteed Receivables plus Right to reimbursement plus Claims Provable in Bankruptcy, Claims Provable in Rehabilitation and Other )

(2)貸倒損失率の前期比欄には(書き)で増減幅を表示

## 25-2. 無担保ローン貸倒損失理由別状況(アコム)

| Bad Debt Expenses of Unsecured Loans by Reasons (ACOM) |   |                                    |       |        |       |                 |       |        |                 |        |                 |         |                 |        |                 |        |       |
|--|---|------------------------------------|-------|--------|-------|-----------------|-------|--------|-----------------|--------|-----------------|---------|-----------------|--------|-----------------|--------|-------|
| 【金額ベース】  |   | [Based on Receivables Outstanding] |       | 2016/3 |       | 構成比<br>C.R. (%) |       | 2017/3 |                 |        |                 | 2018/3  |                 |        |                 | 2018/3 |       |
|  |   |                                    |       |        |       |                 |       | 2016/6 | 構成比<br>C.R. (%) | 2016/9 | 構成比<br>C.R. (%) | 2016/12 | 構成比<br>C.R. (%) | 2017/3 | 構成比<br>C.R. (%) |        |       |
| 貸倒損失 (百万円)   | Amount of Bad Debt Expenses (Millions of yen)             | 31,909                             | 100.0 | 8,057  | 100.0 | 16,155          | 100.0 | 23,710 | 100.0           | 31,741 | 100.0           | 8,214   | 100.0           | 16,167 | 100.0           | 23,575 | 100.0 |
| 自己破産   | Personal Bankruptcy                                       | 2,568                              | 8.0   | 565    | 7.0   | 1,215           | 7.5   | 1,997  | 8.4             | 2,833  | 8.9             | 612     | 7.5             | 1,335  | 8.3             | 2,198  | 9.3   |
| 行方不明   | Failure to Locate Borrowers                               | 491                                | 1.5   | 84     | 1.1   | 215             | 1.4   | 366    | 1.6             | 559    | 1.8             | 111     | 1.4             | 275    | 1.7             | 470    | 2.0   |
| 支払不能等  | Borrowers' Inability of Making Repayments, etc.           | 16,260                             | 51.0  | 4,616  | 57.3  | 8,968           | 55.5  | 12,999 | 54.8            | 17,465 | 55.0            | 5,121   | 62.3            | 9,908  | 61.3            | 14,444 | 61.3  |
| 債権放棄   | ACOM's Voluntary Waiver of Repayments                     | 12,589                             | 39.5  | 2,790  | 34.6  | 5,755           | 35.6  | 8,346  | 35.2            | 10,882 | 34.3            | 2,369   | 28.8            | 4,648  | 28.7            | 6,462  | 27.4  |
| 利息返還請求に伴う債権放棄  | Waiver of Repayments accompanied with Interest Repayments | 11,637                             | -     | 2,581  | -     | 5,314           | -     | 7,680  | -               | 9,975  | -               | 2,163   | -               | 4,252  | -               | 5,889  | -     |

## 26. 不良債権の状況(アコム)

Non-performing Loans (ACOM)

(単位:百万円/Millions of yen)

|           |  | 2016/3 | 末残比 % | 2017/3 |        |        |         |        |       |         |        | 2018/3 |         |        |       |        |        |         |        |        |       |         |  |       |        |  |
|-----------|--|--------|-------|--------|--------|--------|---------|--------|-------|---------|--------|--------|---------|--------|-------|--------|--------|---------|--------|--------|-------|---------|--|-------|--------|--|
|           |  |        |       | 2016/6 |        | 末残比 %  | 2016/9  |        | 末残比 % | 2016/12 |        | 末残比 %  | 2017/3  |        | 末残比 % | 2017/6 |        | 末残比 %   | 2017/9 |        | 末残比 % | 2017/12 |  | 末残比 % | 2018/3 |  |
|           |  |        |       | 2016/6 | 2016/9 |        | 2016/12 | 2017/3 |       | 2017/6  | 2017/9 |        | 2017/12 | 2018/3 |       | 2018/3 | 2018/9 | 2018/12 | 2019/3 | 2019/9 |       | 2019/12 |  |       |        |  |
| 不良債権合計    | Total Amount of Non-performing Loans                     | 53,223 | 6.93  | 54,127 | 6.98   | 54,674 | 7.02    | 55,904 | 7.16  | 56,020  | 7.13   | 56,679 | 7.16    | 56,817 | 7.14  | 57,331 | 7.20   | 56,912  | 7.08   |        |       |         |  |       |        |  |
| 破綻先債権     | Loans to Borrowers in Bankruptcy or Under Reorganization | 709    | 0.09  | 712    | 0.09   | 712    | 0.09    | 713    | 0.09  | 713     | 0.09   | 744    | 0.09    | 740    | 0.09  | 764    | 0.10   | 788     | 0.10   |        |       |         |  |       |        |  |
| 破産申立債権    | Applications for Bankruptcy are Proceeded                | 75     | 0.01  | 67     | 0.01   | 73     | 0.01    | 67     | 0.01  | 66      | 0.01   | 73     | 0.01    | 54     | 0.01  | 73     | 0.01   | 61      | 0.01   |        |       |         |  |       |        |  |
| 民事再生申立債権  | Applications for The Civil Rehabilitation are Proceeded  | 230    | 0.03  | 245    | 0.03   | 230    | 0.03    | 229    | 0.03  | 239     | 0.03   | 260    | 0.03    | 261    | 0.03  | 263    | 0.03   | 274     | 0.03   |        |       |         |  |       |        |  |
| 民事再生決定債権  | Applications for The Civil Rehabilitation are Determined | 231    | 0.03  | 231    | 0.03   | 237    | 0.03    | 245    | 0.03  | 239     | 0.03   | 246    | 0.03    | 253    | 0.03  | 264    | 0.03   | 271     | 0.03   |        |       |         |  |       |        |  |
| 延滞債権      | Loans in Arrears   | 23,966 | 3.12  | 24,242 | 3.13   | 24,479 | 3.14    | 24,816 | 3.18  | 24,644  | 3.14   | 24,155 | 3.05    | 23,975 | 3.01  | 24,208 | 3.04   | 23,774  | 2.96   |        |       |         |  |       |        |  |
| 3ヶ月以上延滞債権 | Loans Past Due for Three Months or More                  | 1,625  | 0.21  | 2,166  | 0.28   | 1,927  | 0.25    | 2,259  | 0.29  | 1,704   | 0.22   | 2,283  | 0.29    | 1,904  | 0.24  | 2,114  | 0.27   | 1,767   | 0.22   |        |       |         |  |       |        |  |
| 貸出条件緩和債権  | Restructured Loans                                       | 26,922 | 3.51  | 27,005 | 3.48   | 27,555 | 3.54    | 28,115 | 3.60  | 28,957  | 3.69   | 29,496 | 3.73    | 30,197 | 3.80  | 30,244 | 3.80   | 30,582  | 3.80   |        |       |         |  |       |        |  |

(注1)「金融業者の貸付業務のための社債の発行等に関する法律」第9条の規定、及び同法を実施するために定めた「特定金融会社等の会計の整理に関する内閣府令」等に従い、営業貸付金(破産更生債権等を含む)における不良債権の状況を表示  
 (注2)利息返還損失引当金の計上に伴い、2006年3月期より弁護士等委任中の未和解債権残高を未収利息不計上貸付金として延滞債権に含んで表示  
 :2. In line with the inclusion of Provision for Loss on Interest Repayment, the amount of loans to borrowers seeking legal counsel that has not been resolved yet is counted in the amount of loans in arrears as loans exclusive of accrued interest from the fiscal year ended March 31, 2006.

## 26-2. 3ヶ月未満の延滞債権 [本社管理債権を除く] (アコム)

Loans in Arrears for Less Than 3 Months [excluding balance held by headquarters' collection department] (ACOM)

(単位:百万円/Millions of yen)

|               |                      | 2016/3 | 末残比 % | 2017/3 |        |        |         |        |       |         |        | 2018/3 |         |        |       |        |        |        |        |        |       |         |  |       |        |  |
|---------------|----------------------|--------|-------|--------|--------|--------|---------|--------|-------|---------|--------|--------|---------|--------|-------|--------|--------|--------|--------|--------|-------|---------|--|-------|--------|--|
|               |                      |        |       | 2016/6 |        | 末残比 %  | 2016/9  |        | 末残比 % | 2016/12 |        | 末残比 %  | 2017/3  |        | 末残比 % | 2017/6 |        | 末残比 %  | 2017/9 |        | 末残比 % | 2017/12 |  | 末残比 % | 2018/3 |  |
|               |                      |        |       | 2016/6 | 2016/9 |        | 2016/12 | 2017/3 |       | 2017/6  | 2017/9 |        | 2017/12 | 2018/3 |       | 2018/3 | 2018/6 | 2018/9 | 2019/3 | 2019/6 |       | 2019/9  |  |       |        |  |
| 11日以上3ヶ月未満延滞額 | 11 days ≤ < 3 months | 12,994 | 1.69  | 15,617 | 2.02   | 19,210 | 2.46    | 15,224 | 1.95  | 17,477  | 2.23   | 16,930 | 2.14    | 20,535 | 2.58  | 15,765 | 1.98   | 18,605 | 2.31   |        |       |         |  |       |        |  |
| 31日以上3ヶ月未満延滞額 | 31 days ≤ < 3 months | 5,875  | 0.77  | 6,056  | 0.78   | 6,569  | 0.84    | 6,008  | 0.77  | 6,421   | 0.82   | 6,941  | 0.88    | 7,285  | 0.92  | 6,553  | 0.82   | 7,325  | 0.91   |        |       |         |  |       |        |  |
| 11日以上31日未満延滞額 | 11 days ≤ < 31 days  | 7,119  | 0.93  | 9,560  | 1.23   | 12,640 | 1.62    | 9,215  | 1.18  | 11,055  | 1.41   | 9,989  | 1.26    | 13,250 | 1.67  | 9,212  | 1.16   | 11,280 | 1.40   |        |       |         |  |       |        |  |

## 27. 貸倒引当金(アコム)

Allowance for Doubtful Accounts (ACOM)

(単位:百万円/Millions of yen)

|             |   | 2016/3 | 前期比<br>yoY % | 2017/3 |        |        |         |        |        |        |        | 2018/3 |         |        |        |        |        |        |         |        |        |        |         |        |         |  |
|-------------|---|--------|--------------|--------|--------|--------|---------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|---------|--------|--------|--------|---------|--------|---------|--|
|             |   |        |              | 2016/6 |        | 2016/9 | 2016/12 |        | 2017/3 | 2017/6 |        | 2017/9 | 2017/12 |        | 2018/3 | 2018/6 |        | 2018/9 | 2018/12 |        | 2019/3 | 2019/6 |         | 2019/9 | 2019/12 |  |
|             |   |        |              | 2016/6 | 2016/9 |        | 2016/12 | 2017/3 |        | 2017/6 | 2017/9 |        | 2017/12 | 2018/3 |        | 2018/3 | 2018/6 | 2018/9 | 2019/3  | 2019/6 |        | 2019/9 | 2019/12 |        |         |  |
| 貸倒引当金 (百万円) | Allowance for Doubtful Accounts (Millions of yen) | 44,700 | 10.4         | 46,600 | 47,800 | 49,800 | 51,500  | 15.2   | 54,100 | 16.1   | 55,400 | 15.9   | 57,200  | 14.9   | 58,100 | 12.8   | 63,700 | 9.6    |         |        |        |        |         |        |         |  |
| 一般債権        | General Allowance                                 | 18,469 | 5.6          | 19,140 | 18,957 | 19,210 | 17,713  | -4.1   | 18,617 | -2.7   | 18,214 | -3.9   | 18,921  | -1.5   | 19,003 | 7.3    |        | -      |         |        |        |        |         |        |         |  |
| 消費者向け無担保債権  | Unsecured Consumer Loans                          | 16,599 | 3.5          | 17,142 | 16,817 | 16,924 | 15,398  | -7.2   | 16,148 | -5.8   | 16,569 | -1.5   | 17,152  | 1.4    | 17,201 | 11.7   |        | -      |         |        |        |        |         |        |         |  |
| 本社管理債権      | Specific Allowance                                | 25,890 | 14.4         | 27,180 | 28,543 | 30,251 | 33,480  | 29.3   | 35,164 | 29.4   | 36,897 | 29.3   | 37,975  | 25.5   | 38,872 | 16.1   |        | -      |         |        |        |        |         |        |         |  |
| 引当金増減額      | Increase or Decrease in Allowance                 | 4,200  | -            | 1,900  | 3,100  | 5,100  | 6,800   | -      | 2,600  | -      | 3,900  | -      | 5,700   | -      | 6,600  | -      | 5,600  | -      |         |        |        |        |         |        |         |  |
| 債務保証損失引当金   | Provision for Loss on Guarantees                  | 7,590  | 15.7         | 7,080  | 7,210  | 7,360  | 8,100   | 6.7    | 8,680  | 22.6   | 9,220  | 27.9   | 9,040   | 22.8   | 9,360  | 15.6   | 9,360  | -      |         |        |        |        |         |        |         |  |
| 引当金増減額      | Increase or Decrease in Provision                 | 1,030  | -            | -510   | -380   | -230   | 510     | -      | 580    | -      | 1,120  | -      | 940     | -      | 1,260  | -      | -      | -      |         |        |        |        |         |        |         |  |

## 28. 利息返還損失引当金(アコム)

Provision for Loss on Interest Repayment (ACOM)

(単位:百万円/Millions of yen)

|               |   | 2016/3  | 前期比<br>yoY % | 2017/3 |        |        |         |        |         |        |         | 2018/3 |         |        |         |        |         |        |        | 2019/3 |  |
|---------------|---|---------|--------------|--------|--------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|--------|--------|--|
|               |   |         |              | 2016/6 |        | 2016/9 | 2016/12 |        | 2017/3  | 2017/6 |         | 2017/9 | 2017/12 |        | 2018/3  | 2018/6 |         | 2018/9 | 2019/3 |        |  |
|               |   |         |              | 2016/6 | 2016/9 |        | 2016/12 | 2017/3 |         | 2017/6 | 2017/9  |        | 2017/12 | 2018/3 |         | 2018/3 | 2018/6  | 2018/9 |        |        |  |
| 期末引当金残高 (百万円) | Provision at the End of Respective Period (Millions of yen) | 102,600 | -17.3        | 90,000 | 90,000 | 90,000 | 90,000  | -12.3  | 164,900 | 83.2   | 164,900 | 83.2   | 164,900 | 83.2   | 164,900 | 83.2   | 104,068 | -36.9  |        |        |  |
| 取崩額           | Drawdown of Provision                                       | 69,238  | -3.0         | 17,802 | 35,256 | 52,273 | 68,828  | -0.6   | 16,391  | -7.9   | 32,718  | -7.2   | 47,139  | -9.8   |         |        |         |        |        |        |  |

## 29. 資金調達(アコム)

## Funds Procurement (ACOM)

(単位:百万円/Millions of yen)

|              |   | 2016/3  |                | 2017/3  |         | 2018/3  |         | 2019/3計画(E)    |         |                |         |                |         |                |         |              |                |             |              |                |
|--------------|---|---------|----------------|---------|---------|---------|---------|----------------|---------|----------------|---------|----------------|---------|----------------|---------|--------------|----------------|-------------|--------------|----------------|
|              |   | 2016/3  | 構成比<br>C.R.(%) | 2016/6  | 2016/9  | 2016/12 | 2017/3  | 構成比<br>C.R.(%) | 2017/6  | 構成比<br>C.R.(%) | 2017/9  | 構成比<br>C.R.(%) | 2017/12 | 構成比<br>C.R.(%) | 2018/3  | 前期比<br>yoy % | 構成比<br>C.R.(%) | 2019/3計画(E) | 前期比<br>yoy % | 構成比<br>C.R.(%) |
| 借入金残高        | Borrowings  | 553,956 | 100.0          | 550,933 | 569,634 | 572,576 | 609,554 | 100.0          | 589,326 | 100.0          | 602,773 | 100.0          | 609,840 | 100.0          | 627,720 | 3.0          | 100.0          | 646,400     | 3.0          | 100.0          |
| 間接           | Indirect  | 382,956 | 69.1           | 369,933 | 383,635 | 386,576 | 393,557 | 64.6           | 383,328 | 65.0           | 396,775 | 65.8           | 388,843 | 63.8           | 396,722 | 0.8          | 63.2           | 405,400     | 2.2          | 62.7           |
| 都市銀行等        | City Banks, etc.  | 130,615 | 23.6           | 129,740 | 131,643 | 141,105 | 138,321 | 22.7           | 141,446 | 24.0           | 142,524 | 23.6           | 148,949 | 24.4           | 143,023 | 3.4          | 22.8           | -           | -            | -              |
| 地方銀行         | Regional Banks  | 37,156  | 6.7            | 36,475  | 36,277  | 42,546  | 41,918  | 6.9            | 41,293  | 7.0            | 41,381  | 6.9            | 41,377  | 6.8            | 40,484  | -3.4         | 6.4            | -           | -            | -              |
| 信託銀行         | Trust Banks   | 156,608 | 28.3           | 149,088 | 156,508 | 148,508 | 156,908 | 25.8           | 147,744 | 25.1           | 156,808 | 26.0           | 146,601 | 24.0           | 159,208 | 1.5          | 25.4           | -           | -            | -              |
| 外国銀行         | Foreign Banks   | 3,400   | 0.6            | 3,200   | 2,000   | 2,000   | 3,000   | 0.5            | 3,000   | 0.5            | 2,900   | 0.5            | 2,800   | 0.5            | 2,700   | -10.0        | 0.4            | -           | -            | -              |
| 生命保険会社       | Life Insurance Companies  | 21,862  | 3.9            | 19,237  | 20,560  | 18,271  | 21,902  | 3.6            | 19,156  | 3.2            | 19,916  | 3.3            | 17,938  | 3.0            | 18,402  | -16.0        | 2.9            | -           | -            | -              |
| 損害保険会社       | Non-life Insurance Companies                                    | 3,672   | 0.7            | 3,631   | 3,590   | 4,049   | 4,459   | 0.7            | 3,918   | 0.7            | 4,377   | 0.7            | 4,336   | 0.7            | 4,295   | -3.7         | 0.7            | -           | -            | -              |
| その他          | Others  | 29,643  | 5.3            | 28,562  | 33,057  | 30,097  | 27,049  | 4.4            | 26,771  | 4.5            | 28,869  | 4.8            | 26,842  | 4.4            | 28,610  | 5.8          | 4.6            | -           | -            | -              |
| 直接           | Direct  | 171,000 | 30.9           | 181,000 | 185,999 | 185,999 | 215,997 | 35.4           | 205,997 | 35.0           | 205,997 | 34.2           | 220,997 | 36.2           | 230,998 | 6.9          | 36.8           | 241,000     | 4.3          | 37.3           |
| コマーシャル・ペーパー  | Commercial Papers   | -       | -              | -       | 4,999   | 4,999   | 14,997  | 2.4            | 29,997  | 5.1            | 29,997  | 5.0            | 44,997  | 7.4            | 29,998  | 100.0        | 4.8            | -           | -            | -              |
| 普通社債         | Straight Bonds  | 171,000 | 30.9           | 181,000 | 181,000 | 181,000 | 201,000 | 33.0           | 176,000 | 29.9           | 176,000 | 29.2           | 176,000 | 28.8           | 201,000 | -            | 32.0           | -           | -            | -              |
| 短期借入金        | Short-term Loans Payable  | -       | -              | -       | 10,999  | 10,999  | 20,997  | 3.4            | 35,997  | 6.1            | 29,997  | 5.0            | 44,997  | 7.4            | 29,998  | 42.9         | 4.8            | -           | -            | -              |
| 長期借入金        | Long-term Loans Payable   | 553,956 | 100.0          | 550,933 | 558,635 | 561,576 | 588,557 | 96.6           | 553,328 | 93.9           | 572,775 | 95.0           | 564,843 | 92.6           | 597,722 | 1.6          | 95.2           | -           | -            | -              |
| 固定金利借入       | Fixed   | 505,039 | 91.2           | 524,836 | 521,679 | 510,294 | 528,700 | 86.7           | 512,919 | 87.0           | 507,239 | 84.2           | 509,867 | 83.6           | 503,740 | -4.7         | 80.2           | -           | -            | -              |
| 金利スワップ(想定元本) | Interest Rate Swaps (Notional)                                  | 258,473 | 46.7           | 244,281 | 230,371 | 218,524 | 206,044 | 33.8           | 194,477 | 33.0           | 180,649 | 30.0           | 169,154 | 27.7           | 155,904 | -24.3        | 24.8           | -           | -            | -              |
| 期中平均調達金利 (%) | Average Interest Rate on Funds Procured During the Year (%)     | 1.48    | -              | 1.38    | 1.32    | 1.27    | 1.27    | -              | 1.09    | -              | 1.08    | -              | 1.06    | -              | 1.07    | -            | -              | 0.94        | -            | -              |
| 期中平均表面調達金利   | Average Nominal Interest Rate on Funds Procured During the Year | 0.98    | -              | 0.84    | 0.83    | 0.81    | 0.80    | -              | 0.74    | -              | 0.72    | -              | 0.71    | -              | 0.70    | -            | -              | -           | -            | -              |
| 変動金利         | Floating Interest Rate  | 1.02    | -              | 0.78    | 0.76    | 0.74    | 0.71    | -              | 0.71    | -              | 0.70    | -              | 0.69    | -              | 0.68    | -            | -              | -           | -            | -              |
| 固定金利         | Fixed Interest Rate   | 1.51    | -              | 1.42    | 1.36    | 1.31    | 1.31    | -              | 1.15    | -              | 1.13    | -              | 1.12    | -              | 1.13    | -            | -              | -           | -            | -              |
| 短期借入金利       | Short-term  | -       | -              | -       | -       | -       | -       | -              | -       | -              | -       | -              | -       | -              | -       | -            | -              | -           | -            |                |
| 長期借入金利       | Long-term   | 1.48    | -              | 1.38    | 1.33    | 1.28    | 1.28    | -              | 1.10    | -              | 1.10    | -              | 1.10    | -              | 1.13    | -            | -              | -           | -            | -              |
| 直接借入金利       | Direct  | 1.00    | -              | 1.01    | 0.92    | 0.89    | 0.93    | -              | 0.74    | -              | 0.71    | -              | 0.69    | -              | 0.74    | -            | -              | -           | -            | -              |
| 間接借入金利       | Indirect  | 1.72    | -              | 1.54    | 1.51    | 1.46    | 1.43    | -              | 1.29    | -              | 1.28    | -              | 1.26    | -              | 1.25    | -            | -              | -           | -            | -              |

&lt;参考&gt;

&lt;Reference&gt;

|               |                                      |      |   |      |      |      |      |   |      |   |      |   |      |   |      |   |   |   |   |
|---------------|--------------------------------------|------|---|------|------|------|------|---|------|---|------|---|------|---|------|---|---|---|---|
| 期間平均長期プライムレート | Term Average of Long-term Prime Rate | 1.11 | - | 0.95 | 0.94 | 0.94 | 0.95 | - | 0.95 | - | 0.97 | - | 0.98 | - | 0.99 | - | - | - | - |
|---------------|--------------------------------------|------|---|------|------|------|------|---|------|---|------|---|------|---|------|---|---|---|---|

(注1)期中平均表面調達金利はデリバティブ等付随金融費用を除いて算出

(注2)シングルート・ローンは間接調達の「その他」に記載

Notes : 1. Financial expenses pertaining to derivatives have been excluded from the calculation of average nominal interest rate on funds procured during the year.

: 2. Syndicated loans are booked under "Others" in "Indirect".

## 30. クレジットカード事業(アコム)

## Credit Card Business (ACOM)

(単位:百万円/Millions of yen)

|              |  | 2016/3  |        | 2017/3  |         |         |         |              | 2018/3  |                |         |                |         | 2019/3計画(E)    |         |              |
|--------------|--|---------|--------|---------|---------|---------|---------|--------------|---------|----------------|---------|----------------|---------|----------------|---------|--------------|
|              |  |         |        | 2016/6  | 2016/9  | 2016/12 | 2017/3  | 前期比<br>yoY % | 2017/6  | 前年同期比<br>yoY % | 2017/9  | 前年同期比<br>yoY % | 2017/12 | 前年同期比<br>yoY % | 2018/3  | 前期比<br>yoY % |
| 割賦売掛金残高      | Card Shopping Receivables                    | 27,855  | 29.0   | 29,924  | 32,280  | 35,292  | 38,109  | 36.8         | 41,315  | 38.1           | 45,273  | 40.2           | 49,129  | 39.2           | 52,445  | 37.6         |
| リボルビング残高     | Revolving Receivables                        | 25,148  | 29.1   | 26,890  | 28,892  | 31,370  | 34,285  | 36.3         | 37,081  | 37.9           | 40,467  | 40.1           | 44,214  | 40.9           | 48,084  | 40.2         |
| 有効会員数 (名)    | Number of Cardholders                        | 254,534 | 18.0   | 270,656 | 283,954 | 298,356 | 314,235 | 23.5         | 339,217 | 25.3           | 365,150 | 28.6           | 384,438 | 28.9           | 400,220 | 27.4         |
| 残有效会員数 (名)   | Number of Accounts with Shopping Receivables | 142,797 | 18.6   | 152,400 | 160,360 | 167,989 | 172,965 | 21.1         | 186,641 | 22.5           | 198,870 | 24.0           | 207,748 | 23.7           | 215,103 | 24.4         |
| 営業収益         | Revenue from Credit Card Business            | 3,785   | 26.8   | 1,074   | 2,225   | 3,486   | 4,815   | 27.2         | 1,451   | 35.0           | 3,031   | 36.2           | 4,758   | 36.5           | 6,545   | 35.9         |
| 期中平均手数料率 (%) | Average Commission Rates (%)                 | 13.69   | (0.11) | 13.69   | 13.65   | 13.67   | 13.68   | (-0.01)      | 13.71   | (0.02)         | 13.73   | (0.08)         | 13.75   | (0.08)         | 13.69   | (0.01)       |

(注1)期中平均手数料率 = 割賦手数料 / 月初平均リボルビング残高(%) [年率換算]

Notes : 1. Average Commission Rates = Charge for Instalment Payment / Term Average of Revolving Receivables at the Beginning of the Each Month (% Annual Rate).

(注2)期中平均手数料率の前期比欄には( )書きで増減値を表示

: 2. Figures in brackets indicate year-on-year change in percentage points.

## 31. 信用保証事業(アコム)

## Guarantee Business (ACOM)

(単位:百万円/Millions of yen)

|                 |  | 2016/3    |      | 2017/3    |           |           |           |              | 2018/3    |                |           |                |           | 2019/3計画(E)    |           |              |
|-----------------|--|-----------|------|-----------|-----------|-----------|-----------|--------------|-----------|----------------|-----------|----------------|-----------|----------------|-----------|--------------|
|                 |  |           |      | 2016/6    | 2016/9    | 2016/12   | 2017/3    | 前期比<br>yoY % | 2017/6    | 前年同期比<br>yoY % | 2017/9    | 前年同期比<br>yoY % | 2017/12   | 前年同期比<br>yoY % | 2018/3    | 前期比<br>yoY % |
| 利用残高            | Guaranteed Receivables   | 885,770   | 14.1 | 914,986   | 946,882   | 970,600   | 1,005,029 | 13.5         | 1,029,609 | 12.5           | 1,047,105 | 10.6           | 1,045,583 | 7.7            | 1,056,532 | 5.1          |
| 利用件数 (件)        | Number of Accounts with Outstanding Balance                              | 1,520,494 | 8.9  | 1,557,550 | 1,588,494 | 1,612,878 | 1,651,161 | 8.6          | 1,679,526 | 7.8            | 1,686,688 | 6.2            | 1,676,045 | 3.9            | 1,680,937 | 1.8          |
| 1口座当たり利用単価 (千円) | Average Balance of Guaranteed Receivables per Account (Thousands of yen) | 582       | 4.7  | 587       | 596       | 601       | 608       | 4.5          | 613       | 4.4            | 620       | 4.0            | 623       | 3.7            | 628       | 3.3          |
| 営業収益            | Revenue from Guarantee Business  | 41,500    | 19.8 | 11,105    | 23,197    | 35,028    | 47,842    | 15.3         | 12,913    | 16.3           | 26,877    | 15.9           | 40,844    | 16.6           | 55,401    | 15.8         |
| 保証提携先 (行)       | Alliance Partners  | 28        | -    | 28        | 29        | 29        | 29        | -            | 30        | -              | 30        | -              | 30        | -              | 30        | -            |

(注)当社は、2017年4月25日より、株式会社山梨中央銀行が提供する個人向け無担保ローンの保証業務の取り扱いを開始しております。

Note : ACOM CO., LTD. commenced guarantee business for the unsecured personal loans provided by The Yamanashi Chuo Bank, Ltd. from April 25, 2017.

## &lt;参考&gt;信用保証事業(エム・ユー信用保証)

## &lt;Reference&gt; Guarantee Business (MU Credit Guarantee Co., LTD.)

(単位:百万円/Millions of yen)

|                 |  | 2016/3  |      | 2017/3  |         |         |         |              | 2018/3  |                |         |                |         | 2019/3計画(E)    |         |              |
|-----------------|--|---------|------|---------|---------|---------|---------|--------------|---------|----------------|---------|----------------|---------|----------------|---------|--------------|
|                 |  |         |      | 2016/6  | 2016/9  | 2016/12 | 2017/3  | 前期比<br>yoY % | 2017/6  | 前年同期比<br>yoY % | 2017/9  | 前年同期比<br>yoY % | 2017/12 | 前年同期比<br>yoY % | 2018/3  | 前期比<br>yoY % |
| 利用残高            | Guaranteed Receivables   | 101,737 | 20.2 | 106,939 | 111,984 | 118,017 | 124,744 | 22.6         | 132,037 | 23.5           | 136,780 | 22.1           | 139,661 | 18.3           | 143,112 | 14.7         |
| 利用件数 (件)        | Number of Accounts with Outstanding Balance                              | 190,035 | 14.5 | 197,258 | 203,161 | 210,049 | 217,020 | 14.2         | 226,332 | 14.7           | 230,576 | 13.5           | 233,419 | 11.1           | 236,690 | 9.1          |
| 1口座当たり利用単価 (千円) | Average Balance of Guaranteed Receivables per Account (Thousands of yen) | 535     | 4.9  | 542     | 551     | 561     | 574     | 7.3          | 583     | 7.6            | 593     | 7.6            | 598     | 6.6            | 604     | 5.2          |
| 営業収益            | Revenue from Guarantee Business  | 7,367   | 15.8 | 2,035   | 4,135   | 6,323   | 8,569   | 16.3         | 2,375   | 16.7           | 4,823   | 16.6           | 7,352   | 16.3           | 9,893   | 15.5         |
| 保証提携先 (行)       | Alliance Partners  | 22      | -    | 22      | 22      | 22      | 24      | -            | 25      | -              | 25      | -              | 25      | -              | 25      | -            |

(注)エム・ユー信用保証株式会社は、2017年6月1日より、株式会社福井銀行が提供する個人向け無担保ローンの保証業務の取り扱いを開始しております。

Note : MU Credit Guarantee Co., LTD. commenced guarantee business for the unsecured personal loans provided by The Fukui Bank, Ltd. from June 1, 2017.

## 32. 財務指標(アコム)

## Financial Ratios (ACOM)

(単位:%)

|            |                                      | 2016/3         | 前期比<br>yoY p.p. | 2017/3         |                |                |                |                 | 2018/3         |                   |                |                   |                | 2019/3計画(E)       |                | 前期比<br>yoY p.p. |                |              |
|------------|--------------------------------------|----------------|-----------------|----------------|----------------|----------------|----------------|-----------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|-----------------|----------------|--------------|
|            |                                      |                |                 | 2016/6         | 2016/9         | 2016/12        | 2017/3         | 前期比<br>yoY p.p. | 2017/6         | 前年同期比<br>yoY p.p. | 2017/9         | 前年同期比<br>yoY p.p. | 2017/12        | 前年同期比<br>yoY p.p. |                |                 |                |              |
| 配当性向       | Dividend Pay-out Ratio               | -              | -               | -              | -              | -              | -              | -               | -              | -                 | -              | -                 | -              | -                 | 2.5            | 2.5             | 5.5 3.0        |              |
| 自己資本比率     | Shareholders' Equity Ratio           | 30.9<br>(16.2) | 1.2<br>(-0.4)   | 32.8<br>(16.8) | 33.9<br>(17.2) | 34.0<br>(17.1) | 21.6<br>(10.9) | -9.3<br>(-5.3)  | 23.7<br>(11.7) | -9.1<br>(-5.1)    | 24.9<br>(12.3) | -9.0<br>(-4.9)    | 26.3<br>(13.0) | -7.7<br>(-4.1)    | 27.0<br>(13.5) | 5.4<br>(2.6)    | 31.3<br>(15.6) | 4.3<br>(2.1) |
| 自己資本配当率    | Dividend on Equity                   | -              | -               | -              | -              | -              | -              | -               | -              | -                 | -              | -                 | -              | -                 | 0.6            | 0.6             | 1.0 0.4        |              |
| 自己資本当期純利益率 | Return on Equity (ROE)               | 3.3            | 0.0             | 20.5           | 20.3           | 14.1           | -30.4          | -33.7           | 29.1           | 8.6               | 27.6           | 7.3               | 26.7           | 12.6              | 25.0           | 55.4            | 18.3 -6.7      |              |
| 総資産営業利益率   | Operating Profit to Total Assets     | 0.1            | 0.0             | 6.1            | 6.2            | 4.2            | -8.6           | -8.7            | 5.4            | -0.7              | 5.9            | -0.3              | 6.1            | 1.9               | 6.0            | 14.6            | 5.5 -0.5       |              |
| 総資産経常利益率   | Ordinary Profit to Total Assets      | 0.5            | 0.1             | 6.4            | 6.4            | 4.4            | -8.4           | -8.9            | 6.8            | 0.4               | 6.6            | 0.2               | 6.5            | 2.1               | 6.3            | 14.7            | 5.8 -0.5       |              |
| 総資産当期純利益率  | Return on Assets (ROA)               | 1.0            | 0.0             | 6.5            | 6.6            | 4.6            | -8.0           | -9.0            | 6.6            | 0.1               | 6.4            | -0.2              | 6.4            | 1.8               | 6.1            | 14.1            | 5.3 -0.8       |              |
| 営業収益営業利益率  | Operating Margin                     | 0.6            | -0.1            | 32.6           | 33.2           | 22.7           | -46.4          | -47.0           | 28.9           | -3.7              | 31.3           | -1.9              | 32.0           | 9.3               | 31.6           | 78.0            | 29.1 -2.5      |              |
| 営業収益経常利益率  | Ordinary Profit to Operating Revenue | 2.9            | 0.4             | 34.6           | 34.4           | 23.6           | -45.7          | -48.6           | 36.1           | 1.5               | 34.9           | 0.5               | 34.5           | 10.9              | 33.5           | 79.2            | 31.0 -2.5      |              |
| 営業収益当期純利益率 | Profit Margin                        | 5.6            | -0.1            | 35.1           | 35.3           | 24.5           | -43.1          | -48.7           | 34.9           | -0.2              | 34.0           | -1.3              | 33.8           | 9.3               | 32.4           | 75.5            | 28.4 -4.0      |              |
| 流動比率       | Current Ratio                        | 791.6          | 243.8           | 671.3          | 628.8          | 633.5          | 576.7          | -214.9          | 566.2          | -105.1            | 471.0          | -157.8            | 439.0          | -194.5            | 407.8          | -168.9          | 403.7 -4.1     |              |
| 固定比率       | Fixed Assets Ratio                   | 21.9           | -2.5            | 20.5           | 19.3           | 19.3           | 28.8           | 6.9             | 27.8           | 7.3               | 26.3           | 7.0               | 24.7           | 5.4               | 23.1           | -5.7            | 19.2 -3.9      |              |

(注1)自己資本比率の下段( )内は総資産に信用保証残高を含めた場合の値を表示

Notes : 1. The figures in the brackets on the second line of shareholders' equity ratio item represent the ratios calculated with the equity including guaranteed receivables.

(注2)一部数値については年率換算にて表示

: 2. Some of figures are converted into annual percentage ratio.

## &lt;参考&gt;連結財務指標

## &lt;Reference&gt; Financial Ratios (Consolidated)

(単位:%)

|            |                                      | 2016/3         | 前期比<br>yoY p.p. | 2017/3         |                |                |                |                 | 2018/3         |                   |                |                   |                | 2018/3            |                | 前期比<br>yoY p.p. |
|------------|--------------------------------------|----------------|-----------------|----------------|----------------|----------------|----------------|-----------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|-----------------|
|            |                                      |                |                 | 2016/6         | 2016/9         | 2016/12        | 2017/3         | 前期比<br>yoY p.p. | 2017/6         | 前年同期比<br>yoY p.p. | 2017/9         | 前年同期比<br>yoY p.p. | 2017/12        | 前年同期比<br>yoY p.p. |                |                 |
| 自己資本比率     | Shareholders' Equity Ratio           | 27.5<br>(15.0) | 1.2<br>(-0.2)   | 29.2<br>(15.5) | 30.4<br>(15.9) | 30.7<br>(15.9) | 20.3<br>(10.6) | -7.2<br>(-4.4)  | 22.1<br>(11.3) | -7.1<br>(-4.2)    | 23.2<br>(11.8) | -7.2<br>(-4.1)    | 24.4<br>(12.5) | -6.3<br>(-3.4)    | 25.2<br>(13.0) | 4.9<br>(2.4)    |
| 自己資本当期純利益率 | Return on Equity (ROE)               | 4.6            | 0.4             | 20.8           | 21.1           | 15.4           | -25.2          | -29.8           | 25.4           | 4.6               | 25.7           | 4.6               | 25.8           | 10.4              | 24.6           | 49.8            |
| 総資産営業利益率   | Operating Profit to Total Assets     | 1.3            | 0.1             | 6.4            | 6.5            | 4.9            | -5.8           | -7.1            | 5.9            | -0.5              | 6.2            | -0.3              | 6.5            | 1.6               | 6.5            | 12.3            |
| 総資産経常利益率   | Ordinary Profit to Total Assets      | 1.4            | 0.1             | 6.4            | 6.6            | 4.9            | -5.8           | -7.2            | 6.1            | -0.3              | 6.3            | -0.3              | 6.6            | 1.7               | 6.5            | 12.3            |
| 総資産当期純利益率  | Return on Assets (ROA)               | 1.2            | 0.1             | 5.9            | 6.1            | 4.5            | -6.0           | -7.2            | 5.4            | -0.5              | 5.6            | -0.5              | 5.8            | 1.3               | 5.6            | 11.6            |
| 営業収益営業利益率  | Operating Margin                     | 6.5            | 0.1             | 30.9           | 31.6           | 23.7           | -28.6          | -35.1           | 28.4           | -2.5              | 29.8           | -1.8              | 31.0           | 7.3               | 30.7           | 59.3            |
| 営業収益経常利益率  | Ordinary Profit to Operating Revenue | 6.8            | 0.1             | 31.0           | 31.8           | 23.9           | -28.4          | -35.2           | 29.0           | -2.0              | 30.1           | -1.7              | 31.3           | 7.4               | 31.0           | 59.4            |
| 営業収益当期純利益率 | Profit Margin                        | 6.1            | 0.2             | 28.7           | 29.7           | 21.7           | -29.4          | -35.5           | 25.8           | -2.9              | 26.7           | -3.0              | 27.6           | 5.9               | 26.8           | 56.2            |
| 流動比率       | Current Ratio                        | 493.0          | 94.2            | 489.2          | 478.3          | 488.3          | 458.1          | -34.9           | 462.4          | -26.8             | 410.6          | -67.7             | 377.3          | -111.0            | 370.2          | -87.9           |
| 固定比率       | Fixed Assets Ratio                   | 16.5           | -2.2            | 15.5           | 14.5           | 14.4           | 20.4           | 3.9             | 19.5           | 4.0               | 18.2           | 3.7               | 17.2           | 2.8               | 16.0           | -4.4            |

(注1)自己資本比率の下段( )内は総資産に信用保証残高を含めた場合の値を表示

Notes : 1. The figures in the brackets on the second line of shareholders' equity ratio item represent the ratios calculated with the equity including guaranteed receivables.

(注2)一部数値については年率換算にて表示

: 2. Some of figures are converted into annual percentage ratio.

## 33. 1株当たり指標(アコム)

Per Share Data (ACOM)

(単位:円/Yen)

|       |    |            | 2016/3           | 2017/3 |        |         |        | 2018/3 |        |         |        | 2019/3計画(E) |        |
|-------|----|------------|------------------|--------|--------|---------|--------|--------|--------|---------|--------|-------------|--------|
|       |    |            |                  | 2016/6 | 2016/9 | 2016/12 | 2017/3 | 2017/6 | 2017/9 | 2017/12 | 2018/3 |             |        |
| 当期純利益 | 単体 | Profit     | Non-consolidated | 6.29   | 10.05  | 20.49   | 21.51  | -50.61 | 10.61  | 20.97   | 31.55  | 40.33       | 36.32  |
|       | 連結 |            | Consolidated     | 9.32   | 10.99  | 22.93   | 25.30  | -46.08 | 10.44  | 21.99   | 34.48  | 45.05       | 40.60  |
| 配当金   |    | Dividends  |                  | -      | -      | -       | -      | -      | -      | -       | -      | 1.00        | 2.00   |
| 純資産   | 単体 | Net Assets | Non-consolidated | 191.57 | 201.61 | 212.06  | 213.08 | 140.95 | 151.56 | 161.92  | 172.49 | 181.28      | 215.62 |
|       | 連結 |            | Consolidated     | 206.42 | 216.44 | 226.55  | 228.66 | 159.58 | 169.99 | 181.73  | 194.89 | 206.12      | 242.05 |

| [前年同期比増減率] |    |            | [Ratio of Increase or Decrease from the Previous Fiscal Year] |        |         |        | [単位: %] |        |         |        |             |       |      |
|------------|----|------------|---|--------|---------|--------|---------|--------|---------|--------|-------------|-------|------|
|            |    | 2016/3     | 2017/3  |        |         |        | 2018/3  |        |         |        | 2019/3計画(E) |       |      |
|            |    |            | 2016/6  | 2016/9 | 2016/12 | 2017/3 | 2017/6  | 2017/9 | 2017/12 | 2018/3 |             |       |      |
| 当期純利益      | 単体 | Profit     | Non-consolidated  | 5.7    | 0.2     | 5.6    | 5.3     | -      | 5.6     | 2.3    | 46.7        | -9.9  |      |
|            | 連結 |            | Consolidated  | 13.5   | 1.7     | 6.3    | 11.6    | -      | -5.0    | -4.1   | 36.3        | -9.9  |      |
| 配当金        |    | Dividends  |   | -      | -       | -      | -       | -      | -       | -      | -           | 100.0 |      |
| 純資産        | 単体 | Net Assets | Non-consolidated  | 3.4    | 3.2     | 3.6    | 3.6     | -26.4  | -24.8   | -23.6  | -19.0       | 28.6  | 18.9 |
|            | 連結 |            | Consolidated  | 3.5    | 3.0     | 2.7    | 3.8     | -22.7  | -21.5   | -19.8  | -14.8       | 29.2  | 17.4 |

## 34. 発行済株式総数(アコム)

Shares Issued (ACOM)

(単位:千株/Thousands)

|          |  | 2016/3    | 2017/3    |           |           |           | 2018/3    |           |           |           | 2019/3計画(E) |
|----------|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
|          |  |           | 2016/6    | 2016/9    | 2016/12   | 2017/3    | 2017/6    | 2017/9    | 2017/12   | 2018/3    |             |
| 期中平均株式数  | Average Number of Shares Issued<br>During the Year | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | -           |
| 期末発行済株式数 | Number of Shares Issued<br>at Year-end             | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | 1,566,614 | -           |

(注1)期中平均株式数は期中平均自己株式数を除いて記載

(注2)期末発行済株式数は期末自己株式数を除いて記載

Notes: 1. Average number of treasury stocks during the year are excluded from the average number of shares issued during the year.

2. Number of treasury stocks at year-end are excluded from the number of shares issued at year-end.

## 35. EASY BUY Public Company Limited

## EASY BUY Public Company Limited

(単位:百万円、百万タイバーツ/Millions of yen, Millions of THB)

|               |  | 2016/3    | 前期比<br>yoy % | 2017/3    |           |           |           |              | 2018/3    |                |           |                |           | 2019/3計画(E)    |           | 前期比<br>yoy % |           |       |
|---------------|--|-----------|--------------|-----------|-----------|-----------|-----------|--------------|-----------|----------------|-----------|----------------|-----------|----------------|-----------|--------------|-----------|-------|
|               |  |           |              | 2016/6    | 2016/9    | 2016/12   | 2017/3    | 前期比<br>yoy % | 2017/6    | 前年同期比<br>yoy % | 2017/9    | 前年同期比<br>yoy % | 2017/12   | 前年同期比<br>yoy % | 2018/3    | 前期比<br>yoy % |           |       |
| 営業貸付金残高       | Accounts Receivable-operating Loans                  | 134,954   | 3.7          | 131,375   | 124,976   | 127,946   | 145,434   | 7.8          | 147,422   | 12.2           | 153,912   | 23.2           | 162,933   | 27.3           | 171,711   | 18.1         | -         | -     |
| (40,405)      | (13.9)   | (41,183)  | (42,654)     | (43,967)  | (44,887)  | (11.1)    | (45,221)  | (9.8)        | (46,781)  | (9.7)          | (48,205)  | (9.6)          | (49,771)  | (10.9)         | (51,700)  | (3.9)        |           |       |
| 口座数           | (件) Number of Customer Accounts                      | 1,150,661 | 2.5          | 1,145,035 | 1,164,260 | 1,187,552 | 1,202,393 | 4.5          | 1,206,107 | 5.3            | 1,229,445 | 5.6            | 1,253,979 | 5.6            | 1,286,090 | 7.0          | 1,344,700 | 4.6   |
| 割賦売掛金残高       | Accounts Receivable-installment                      | 538       | -23.1        | 498       | 444       | 443       | 538       | 0.0          | 588       | 18.1           | 617       | 38.9           | 585       | 32.0           | 588       | 9.2          | -         | -     |
| (161)         | (-15.5)  | (156)     | (151)        | (152)     | (166)     | (3.1)     | (180)     | (15.5)       | (187)     | (23.7)         | (173)     | (13.7)         | (170)     | (2.6)          | (200)     | (17.6)       |           |       |
| 契約件数          | (件) Number of Contracts with Receivables Outstanding | 12,558    | -26.5        | 11,651    | 11,037    | 10,792    | 11,047    | -12.0        | 11,763    | 1.0            | 12,315    | 11.6           | 11,915    | 10.4           | 12,209    | 10.5         | 12,400    | 1.6   |
| 決算日為替レート      | (円) Current Exchange Rate (Yen)                      | 3.34      | -            | 3.19      | 2.93      | 2.91      | 3.24      | -            | 3.26      | -              | 3.29      | -              | 3.38      | -              | 3.45      | -            | -         | -     |
| 営業収益          | Operating Revenue                                    | 39,041    | 18.1         | 9,521     | 18,787    | 28,084    | 38,053    | -2.5         | 10,397    | 9.2            | 21,019    | 11.9           | 32,550    | 15.9           | 44,773    | 17.7         | -         | -     |
|               |  | (11,028)  | (8.8)        | (2,938)   | (5,964)   | (9,118)   | (12,354)  | (12.0)       | (3,209)   | (9.2)          | (6,487)   | (8.8)          | (9,954)   | (9.2)          | (13,526)  | (9.5)        | (14,200)  | (5.0) |
| 営業利益(セグメント利益) | Operating Profit (Segment Profit)                    | 10,973    | 16.0         | 2,866     | 6,166     | 9,556     | 13,090    | 19.3         | 3,386     | 18.2           | 7,079     | 14.8           | 11,754    | 23.0           | 16,456    | 25.7         | -         | -     |
| (3,099)       | (6.8)  | (884)     | (1,957)      | (3,102)   | (4,250)   | (37.1)    | (1,045)   | (18.2)       | (2,185)   | (11.6)         | (3,594)   | (15.9)         | (4,971)   | (17.0)         | (5,100)   | (2.6)        |           |       |
| 期中平均為替レート     | (円) Average Exchange Rate (Yen)                      | 3.54      | -            | 3.24      | 3.15      | 3.08      | 3.08      | -            | 3.24      | -              | 3.24      | -              | 3.27      | -              | 3.31      | -            | -         | -     |

(注1)会計年度末 : 12月31日

Notes : 1. End of fiscal year : December 31

(注2)各数値下段の ( ) 内は現地通貨ベースを表示

: 2. Figures in brackets indicate the amounts in local currencies.

## 36. PT. Bank Nusantara Parahyangan, Tbk.

## PT. Bank Nusantara Parahyangan, Tbk.

(単位:百万円、億ルピア/Millions of yen, Hundred millions of IDR)

|               |                                       | 2016/3   | 前期比<br>yoy % | 2017/3   |          |          |          |              | 2018/3   |                |          |                |          | 2019/3計画(E)    |          | 前期比<br>yoy % |          |       |
|---------------|---------------------------------------|----------|--------------|----------|----------|----------|----------|--------------|----------|----------------|----------|----------------|----------|----------------|----------|--------------|----------|-------|
|               |                                       |          |              | 2016/6   | 2016/9   | 2016/12  | 2017/3   | 前期比<br>yoy % | 2017/6   | 前年同期比<br>yoy % | 2017/9   | 前年同期比<br>yoy % | 2017/12  | 前年同期比<br>yoy % | 2018/3   | 前期比<br>yoy % |          |       |
| 銀行業貸出金        | Loans Receivables of Banking Business | 56,575   | -12.4        | 52,321   | 46,402   | 42,989   | 45,872   | -18.9        | 43,318   | -17.2          | 44,666   | -3.7           | 43,915   | 2.2            | 48,808   | 6.4          | -        | -     |
|               |                                       | (64,290) | (-3.4)       | (61,554) | (58,737) | (55,114) | (52,726) | (-18.0)      | (51,569) | (-16.2)        | (53,174) | (-9.5)         | (52,280) | (-5.1)         | (58,105) | (10.2)       | (58,900) | (1.4) |
| 口座数           | (件) Number of Customer Accounts       | 22,000   | 7.5          | 28,928   | 29,308   | 58,046   | 70,687   | 221.3        | 80,008   | 176.6          | 87,292   | 197.8          | 81,356   | 40.2           | 73,541   | 4.0          | -        | -     |
| 決算日為替レート      | (円) Current Exchange Rate (Yen)       | 0.0088   | -            | 0.0085   | 0.0079   | 0.0078   | 0.0087   | -            | 0.0084   | -              | 0.0084   | -              | 0.0084   | -              | 0.0084   | -            | -        | -     |
| 営業収益          | Operating Revenue                     | 9,252    | -6.5         | 1,990    | 3,969    | 5,748    | 7,565    | -18.2        | 1,743    | -12.4          | 3,559    | -10.3          | 5,292    | -7.9           | 7,129    | -5.8         | -        | -     |
|               |                                       | (10,167) | (-7.5)       | (2,314)  | (4,725)  | (7,010)  | (9,226)  | (-9.3)       | (2,051)  | (-11.4)        | (4,187)  | (-11.4)        | (6,300)  | (-10.1)        | (8,487)  | (-8.0)       | (8,600)  | (1.3) |
| 営業利益(セグメント利益) | Operating Profit (Segment Profit)     | 490      | -48.8        | -36      | 233      | 132      | -137     | -            | -87      | -              | -271     | -              | -655     | -              | -651     | -            | -        | -     |
| (539)         | (-49.3)                               | (-42)    | (277)        | (161)    | (-167)   | (- -)    | (-103)   | (- -)        | (-319)   | (- -)          | (-780)   | (- -)          | (-775)   | (- -)          | (-900)   | (- -)        |          |       |
| 期中平均為替レート     | (円) Average Exchange Rate (Yen)       | 0.0091   | -            | 0.0086   | 0.0084   | 0.0082   | 0.0082   | -            | 0.0085   | -              | 0.0085   | -              | 0.0084   | -              | 0.0084   | -            | -        | -     |

(注1)会計年度末 : 12月31日

Notes : 1. End of fiscal year : December 31

(注2)各数値下段の ( ) 内は現地通貨ベースを表示

: 2. Figures in brackets indicate the amounts in local currencies.

(参考) 不良債権の状況に関する分類基準

**破綻先債権**

未収利息不計上貸付金(本社管理債権または121日以上延滞債権)のうち、破産債権、再生債権、更生債権、その他これらに準ずる貸付金。

**延滞債権**

その他の未収利息不計上貸付金。ただし、債務者の経営再建または支援を図ることを目的として利息の支払いを猶予したものを除く。

**3カ月以上延滞債権**

営業店債権の内、3カ月以上121日未満の延滞債権。

**貸出条件緩和債権**

上記以外の当該貸付金の回収を促進することなどを目的に、金利の減免等債務者に有利となる取決めを行った貸付金。

(Reference) Category criteria concerning situations of Non-performing  
Loans are as follows ;

**Loans to borrowers in bankruptcy or under reorganization**

Loans to borrowers declared bankrupt, to borrowers under rehabilitation, to borrowers under reorganization, or other similar circumstances, which are part of loans exclusive of accrued interest that are past due for over 121 days and held by headquarters' collection department.

**Loans in arrears**

Other delinquent loans exclusive of accrued interest.  
This category excludes loans on which interest is being waived in support of business restructuring.

**Loans past due for three months or more**

Loans past due for three months or more that do not fall into the above two categories.

**Restructured loans**

Loans, other than those in the above three categories, in which favorable terms, such as the reduction of interest, have been granted with a view to promoting recovery of the loans.