

# **FINANCIAL SUPPLEMENT FULL-YEAR ENDED MARCH 31, 2018**

**May 14, 2018**

**J Trust Co., Ltd.**



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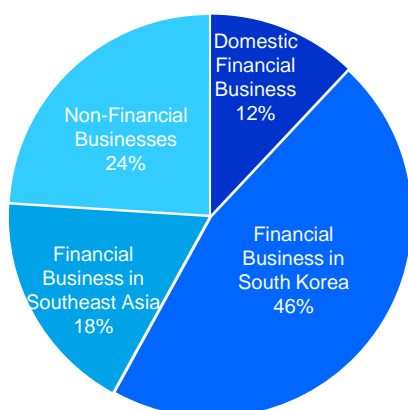
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# 1. Changes in Key Management Indices

	Mar. 31, 2018
Market cap (million yen)	78,592
Shares outstanding	112,596,710
Share price (yen)	698
PBR (times)	0.50
PER (times)	-

**Operating revenue breakdown (Full-Year FY03/2018)**



	(unit: million yen)			
	FY03/2015 Full-Year J-GAAP	FY03/2016 Full-Year J-GAAP	FY03/2017 Full-Year IFRS *1	FY03/2018 Full-Year IFRS *2
Operating revenue	63,281	75,478	66,453	76,266
Operating expenses	29,285	38,957	38,116	50,224
Gross operating profit	33,996	36,521	28,336	26,042
Selling, general and administrative expenses	39,214	40,635	26,431	25,493
Miscellaneous operating income	-	-	1,254	2,258
Miscellaneous operating expenses	-	-	2,552	451
Operating profit/ (loss)	-5,217	-4,114	606	2,355
Non-operating income	3,166	652	-	-
Non-operating expenses	333	1,216	-	-
Financial income	-	-	282	47
Financial expenses	-	-	1,320	1,974
Income (Loss) from Equity Method Investments	-	-	-2	-12
Ordinary income (loss)	-2,385	-4,678	-	-
Extraordinary income	15,482	1,753	-	-
Extraordinary losses	2,080	2,676	-	-
Profit/(loss) before tax	11,016	-5,602	-433	416
Profit/(loss) attributable to owners of the parent company	10,143	-5,712	-1,270	-731
Operating profit ratio	-8.25%	-5.45%	0.91%	3.09%
ROA	2.32%	-1.09%	-0.23%	-0.11%
ROE	5.39%	-3.50%	-0.85%	-0.48%

\*1 The figures were converted from J-GAAP to IFRS and excluded discontinued operation.

\*2 Discontinued operation are excluded from the above figures of FY03/2018 except Profit/(loss) attributable to owners of the parent company for FY03/2018

## Key Initiatives of J Trust Group (JTG) in Q4 FY03/2018 (some of them are ongoing)

### Developments in Japan

#### ➤ March 2018 - [Nihon Hoshou started Guarantees for Overseas Real Estate Secured Loans](#)

To target those who are having overseas properties in Hawaii, United States for now, to use it as collateral and to purchase other overseas properties for investment purpose.

#### ➤ March 2018 - [Transferred of all shares of ADORES](#) by KeyHolder

As a holding company, KeyHolder expects to grow the business by restructuring the organization with flexible manner and optimizing the management resources. In exchange for ADORES, it resolved to start the following businesses to generate revenue:

**1. Live Entertainment Business:** Signed a collaboration agreement with Allfuz INC. and made a rental agreement of Shinjuku Alta Store.

**2. TV Program Production Business:** Considering to purchase a part of BIGFACE Co., Ltd.'s business.

### Developments in South Korea

#### ➤ February 2018 - [JT Capital partially started credit guaranteed business](#)

Together with JT Savings Bank, started guarantee for [car collateral loans](#). ⇒ One of the measures to secure revenue sources under tighter regulations of the South Korean authorities. It will start handling unsecured loans.

### Developments in Southeast Asia

#### ➤ [New branch strategies of BJI](#)

Around 10 new branches will be opened in 2018. Currently 4 new branches are under construction.

#### ➤ January 2018 - [Collaboration Agreement with Shikoku Bank](#)

It will proactively support Shikoku Bank and the customers by providing information on the Indonesian economy, investment environment, tax related issues and regulations etc. as well as promoting business matching services. BJI will also continue to support Japanese companies to enter the Indonesian market by providing the various financial services.

## 2. Consolidated Financial Results for Full-Year FY03/2018

### ➤ YOY Comparison

IFRS (unit: million yen)

	Full-Year FY03/2017		Full-Year FY03/2018		YOY Change	YOY (%)	Major factors behind the changes
	Result	(%)	Result	(%)			
Operating revenue	66,453	100.0	76,266	100.0	9,813	14.8	<ul style="list-style-type: none"> <li>Increased in banking business revenue because <b>loans by banking business increased</b> with granting of new loans and purchase of receivables at savings banks in South Korea.</li> <li>Increased in banking business revenue because <b>interest income increased</b> by changing the loan portfolio mix at BJI.</li> <li><b>Increased in operating revenue as a result of re-classification of receivables from Group Lease PCL (GL) upon cancellation of their CDs.</b></li> </ul>
Operating expenses	38,116	57.4	50,224	65.9	12,108	31.8	<ul style="list-style-type: none"> <li>Decreased in other operating revenue compare to FY2017 when JTA recorded <b>gain on sales of shares of Bank Mayapada.</b></li> </ul>
SG&A expenses	26,431	39.8	25,493	33.4	-937	-3.5	<ul style="list-style-type: none"> <li>Increased in other operating expense by <b>impairment loss on holding shares of GL and cancelation of CDs of GL that caused a realized loss corresponding to the derivative component of CDs.</b></li> </ul>
Miscellaneous operating income and expenses	-1,298	-2.0	1,807	2.4	3,105	-	<ul style="list-style-type: none"> <li><b>Decreased in other expenses</b> due to the cost reduction of advertisement expense to improve its efficiency both in quantity and quality under the tighter regulation of the household debt in South Korea.</li> </ul>
Operating profit/(loss)	606	0.9	2,355	3.1	1,748	288.3	<ul style="list-style-type: none"> <li>There was a reversal on litigation cost in BJI which was reserved before.</li> <li>Decreased in miscellaneous operating expenses compared to FY2017 when BJI recorded the <b>provision for structure improvement.</b></li> </ul>
Financial income and expenses	-1,037	-1.6	-1,926	-2.5	-888	-	<ul style="list-style-type: none"> <li>Increased in financial expenses when JTA <b>recorded foreign exchange loss</b> due to USD depreciation.</li> </ul>
Income (Loss) from Equity Method Investments	-2	-0.0	-12	-0.0	-10	-	
Profit/(loss) before tax	-433	-0.7	416	0.5	850	-	
Profit/(loss) attributable to owners of parent company	-1,270	-1.9	-731	-1.0	538	-	<ul style="list-style-type: none"> <li>Decreased in corporate tax expense, etc.</li> <li>Changes in profits from non-controlling interests of discontinued operation.</li> </ul>

\* Full-Year FY03/2017 figures have been converted from J-GAAP to IFRS

\* Discontinued operation is excluded except for the profit/(loss) attributable to owners of parent company

## 2. Consolidated Financial Results for Full-Year FY2018

### ➤ By Business Segment

IFRS (unit: million yen)

		Full-Year FY03/2017	Full-Year FY03/2018	YOY Change	YOY (%)	Major factors behind the changes
Domestic Financial Business	Operating revenue	9,814	9,129	-684	-7.0	• Decreased because of <u>recording an impairment loss on</u> purchased receivables.
	Operating profit	5,582	4,167	-1,414	-25.3	• Decreased in other expense compared to FY2017 when Nihon Hoshou recorded <u>gain on sale of fixed assets</u> .
Financial Business in South Korea	Operating revenue	29,182	35,857	6,674	22.9	• <u>Increased in banking business revenue</u> at savings banks due to a steady rise in the loan balance including new loan assets and purchased receivables.
	Operating profit	3,197	3,555	358	11.2	• Increased in operating revenue. • Other SG&A expenses decreased <u>after cost cutting efforts</u> , such as reducing advertisement expenses under restrictions by regulators household debt of the financial authorities.
Financial Business in Southeast Asia	Operating revenue	14,325	13,578	-747	-5.2	• Total operating revenue decreased due to <u>impairment loss on purchased receivables</u> recorded by JTII even though banking business revenue increased, thanks to <u>interest income</u> increase through changing the loan portfolio mix at BJI.
	Operating profit	-3,980	1,545	5,526	-	• Decreased in operating expense because BJI <u>reduced expense on provision for doubtful accounts</u> by strengthening its receivables collection activity and achieved lower deposit interest rate in banking business. • Increased in miscellaneous operating income of BJI by <u>recording the reversal of litigation cost</u> . • Decreased in other operating expenses compared to FY2017 when BJI <u>recorded the provision for structure improvement</u> .
General Entertainment Business	Operating revenue	2,072	1,944	-127	-6.2	• Decreased in operating revenue of Highlights Entertainment because of <u>delayed recognition of revenue after recognition of cost in advance, by adopting renting method for sales of new amusement machine</u> and operating profit stayed at low level by <u>recording an impairment loss of inventory and depreciation on the renting machines</u> .
	Operating profit	-856	-2,403	-1,547	-	
Real Estate Business	Operating revenue	6,278	6,968	689	11.0	• Increased in operating revenue and profit owing to higher land prices and labor costs even the number of dealing ready-built houses is increased due to expansion of the sales area.
	Operating profit	480	659	179	37.3	
Investment Business	Operating revenue	2,853	7,576	4,722	165.5	• Total operating revenue increased <u>as a result of re-classification of receivables from GL upon cancellation of their CDs</u> even though other operating revenue has decreased compared to FY2017 when JTA recorded gain on <u>sales of shares of Bank Mayapada</u> .
	Operating profit	-198	-2,852	-2,654	-	• Decreased in operating profit by <u>impairment loss on holding shares of GL and cancelation of CDs of GL which caused a realized loss corresponding to the derivative component of CDs</u> .
Other non-financial business	Operating revenue	2,771	2,024	-746	-27.0	• Decreased in operating revenue compared to FY2017 when Keynote <u>posted sales with the percentage-of-completion method for large-lot orders in the commercial facility construction business</u> .
	Operating profit	-82	57	140	-	
Total	Operating revenue	66,453	76,266	9,813	14.8	
	Operating profit	606	2,355	1,748	288.3	

\* Full-Year FY2017 figures have been converted from J-GAAP to IFRS

\*\* Discontinued operation is excluded except for the profit/ (loss) attributable to owners of parent company

### 3. FY03/2019's Forecast

IFRS (unit: million yen)

	Full-Year FY03/2018 (Actual)	Full-Year FY03/2019 (Forecast)	YOY Change	YOY (%)	Milestones
Operating revenue	76,266	83,378	7,111	9.3%	
Domestic Financial Business	9,129	9,923	793	8.7%	<ul style="list-style-type: none"> <li>Focus on both credit guarantee and receivables collection business.</li> </ul>
Financial Business in South Korea	35,857	37,995	2,138	6.0%	<ul style="list-style-type: none"> <li>Expect the interest income to decrease due to decline in growth pace of loan balance after authority in South Korea strengthens regulations on loan disbursements. To secure the revenue level by;                             <ol style="list-style-type: none"> <li>(1) Change in loan portfolio mix; review the screening process to increase customers with good credit score.</li> <li>(2) Strengthen corporate loans portfolio.</li> <li>(3) Introduce new revenue generators such as starting credit guarantee on assigned accounts receivables, other than interest income from banking.</li> </ol> </li> </ul>
Financial Business in Southeast Asia	13,578	19,230	5,652	41.6%	<ul style="list-style-type: none"> <li>Ensure profitability and achieve higher interest income by changing the loan portfolio mix from large-lot (<i>Corporate Loan</i>) to medium-lot (<i>Commercial, SME, Small-lot Loan</i>).</li> <li>Reduce COF (Cost of Funds) by lowering interest rate on large depositors.</li> <li>Optimize human resource to clarify their roles and responsibilities, organizational changes and expanding the sales bases.</li> <li>Improve customer service and its convenience by enhancing branding, marketing and a new core banking system.</li> <li>Enhance collaboration with Japanese financial institution, e.g. Shikoku Bank.</li> </ul>
General Entertainment Business	1,944	6,719	4,774	245.6%	<ul style="list-style-type: none"> <li>Accelerate revenue recognition to encourage current customers, who use machines by rent, to purchase in Highlights Entertainment.</li> <li>Develop new business in KeyHolder to expand the revenue generator.</li> </ul>
Real Estate Business	6,968	6,679	-288	-4.1%	<ul style="list-style-type: none"> <li>Expect to decrease in operating revenue owing to special factors (sold a property for sale of 1.2 billion yen in FY03/2018), however, to maintain a certain level of sales in selling ready-built houses.</li> </ul>
Investment Business	7,576	1,257	-6,318	-83.4%	<ul style="list-style-type: none"> <li>Group Lease PCL (GL) related revenue is eliminated in FY03/2019</li> <li>Continue to pursue high return investment opportunities.</li> <li>Expand business by investing proactively to projects that have synergistic effect with J Trust Group.</li> </ul>
Other non-financial business	2,024	2,232	208	10.3%	<ul style="list-style-type: none"> <li>Perform well in the commercial facility construction business by Keynote.</li> </ul>
Operating profit	2,355	7,073	4,718	200.3%	
Domestic Financial Business	4,167	4,515	348	8.4%	<ul style="list-style-type: none"> <li>Secure stable operating revenue.</li> </ul>
Financial Business in South Korea	3,555	2,427	-1,127	-31.7%	<ul style="list-style-type: none"> <li>Adjust loan portfolio mix while maintaining stable revenue base.</li> <li>Reserve provision for doubtful accounts for tighter regulations in FY03/2019.*1</li> </ul>
Financial Business in Southeast Asia	1,545	2,618	1,072	69.4%	<ul style="list-style-type: none"> <li>Secure stable operating revenue.</li> <li>Continue to improve delinquency ratio by strengthening receivables collection activities to strict control of credit risk which lead to reduce bad debt expenses.</li> <li>Cost-cutting efforts thorough management of SG&amp;A expenses.</li> </ul>
General Entertainment Business	-2,403	217	2,621	-	<ul style="list-style-type: none"> <li>Speed-up profits recognition by Highlights entertainment.</li> </ul>
Real Estate Business	659	249	-409	-62.2%	<ul style="list-style-type: none"> <li>Expect to decrease in operating profit owing to special factors (sold a property for sale of 340 million yen), however, to increase the sales and improve the profitability by increasing the portion of in-house built properties.</li> </ul>
Investment Business	-2,852	560	3,413	-	<ul style="list-style-type: none"> <li>Eliminate GL related impairment and realized loss.</li> <li>Continue to focus on M&amp;A activities to maximize ROI.</li> </ul>
Other non-financial business	57	234	177	310.5%	

## 4. Business Strategy for FY03/2019 and Changes in each Segment for the last 3 years

### Banking Business is our main profit contributor for sustainable growth in Asia

Segment		Business Strategy
Domestic Financial Business (stable earnings base)		<ul style="list-style-type: none"> <li>Promote credit guarantee for property-related financial products, in particular <i>Apartment Loan</i>. Also, reinforce credit guarantee business in tie-ups with regional financial institutions.</li> <li>Strengthen relatively profitable <i>Servicer</i> business, which is JTG's competitive advantage.</li> </ul>
Financial Business in South Korea (main source of earnings)		<ul style="list-style-type: none"> <li>Ensure group entities: (i) play each role in capitalizing on industry features and JTG's strengths; (ii) work together to increase investment/loan balances through receivables purchase and new loan extension centering on prime assets; and (iii) reduce NPLs with collection ability as a competitive edge.</li> </ul>
Financial Business in Southeast Asia (main source of earnings)		<ul style="list-style-type: none"> <li>Focus on retail financing.</li> <li>Expand new loan assets constantly, especially medium size loan by increasing the number of sales reps, to achieve the volume growth and quality improvement of operating assets.</li> <li>Achieve better financial health and stronger earnings base by: (i) reducing underperforming loan assets; (ii) increasing NIM (net interest margin) and lowering cost of fund through raising CASA ratio (current account and savings account vs. total deposits); and (iii) increasing fee income by use of overseas network.</li> </ul>
Non-Financial Businesses (additional source of earnings)	General Entertainment Business	<ul style="list-style-type: none"> <li>Increase earnings through M&amp;As.</li> <li>Focus on developing and marketing new amusement machines.</li> </ul>
	Real Estate Business	<ul style="list-style-type: none"> <li>Boost earnings by increasing the number of ready-built housing, raising the ratio of in-house construction for cost-cutting purposes and receiving more orders for commercial facility construction.</li> </ul>
	Investment Business	<ul style="list-style-type: none"> <li>Target IRR of 15% or more in growing market.</li> <li>Aim to expand our business by proactively investing in businesses that can maximize synergy with J Trust Group.</li> </ul>

### Achievement and Forecast under IFRS

(unit: 100 million yen, %)

		FY03/2015 Actual (Unaudited)	FY03/2016 Actual (Unaudited)	FY03/2017 Actual (Unaudited)	FY03/2018 Actual
Domestic Financial Business	Operating revenue	120	101	98	91
	Operating profit	25	43	55	41
	Operating asset *1	365	533	859	1,418
Financial Business in South Korea	Operating revenue	187	255	279	358
	Operating profit	-52	5	30	35
	Operating asset *1	1,907	2,042	2,857	3,336
Financial Business in Southeast Asia	Operating revenue	-	122	142	135
	Operating profit	-	-17	-42	15
	Operating asset	760	854	901	916
General Entertainment Business *4	Sales	151	165	153	123
	Operating profit	9	-9	-0	-20
Real Estate Business *4	Sales	75	62	67	73
	Operating profit	5	5	5	6
Investment Business *3	Sales	-	-	29	75
	Operating profit	-	-	-1	-28
Other non-financial business *4	Sales	7	40	28	20
	Operating profit	-0	16	-1	0
Group total *2	Operating revenue	632	747	801	871
	Operating profit	-52	21	13	33
	Operating profit ratio	-	2.9%	1.6%	3.8%
	EPS (yen)	85.92	-0.88	-11.94	-7.11
	ROE	5.6%	-0.1%	-0.8%	-0.5%

\*1 Operating asset refers to the size of credit guarantee, excluding the principal amount of purchased receivables in *Servicer* business.

\*2 After consolidation adjustment.

\*3 Reported under the "other non-financial business" until FY03/2016

\*4 Discontinued operation is included.



## 5. Progress Report on Management Indices in Business Plan

### ➤ Group Total (Discontinued operation is included)

IFRS (unit: million yen)

		FY03/2018 Forecast	FY03/2018 Actual	Changes	Achievement (%)	Major factors behind the changes
Domestic Financial Business	Operating revenue	10,721	9,129	-1,591	85.2%	<ul style="list-style-type: none"> <li>Decreased because of recording an impairment loss on purchased receivables.</li> <li>The amount of collecting receivables was less than expected.</li> </ul>
	Operating profit	4,648	4,167	-481	89.7%	<ul style="list-style-type: none"> <li>Decrease in operating revenue.</li> </ul>
	Operating asset* <sup>1</sup>	142,200	141,881	-319	99.8%	<ul style="list-style-type: none"> <li>Increased in the size of credit guarantee in <i>Apartment Loan</i>.</li> </ul>
Financial Business in South Korea	Operating revenue	34,123	35,857	1,734	105.1%	<ul style="list-style-type: none"> <li>Earned interest income by increasing loan balance.</li> </ul>
	Operating profit	3,260	3,555	294	109.0%	<ul style="list-style-type: none"> <li>Increase in operating revenue.</li> </ul>
	Operating asset* <sup>1</sup>	295,800	333,600	37,800	112.8%	<ul style="list-style-type: none"> <li>The loan balance is increasing through effective marketing and sales strategy.</li> </ul>
Financial Business in Southeast Asia	Operating revenue	16,783	13,578	-3,205	80.9%	<ul style="list-style-type: none"> <li>The loan balance decreased because of decrease in interest income and recorded an impairment loss on purchased receivables.</li> </ul>
	Operating profit	2,457	1,545	-911	62.9%	<ul style="list-style-type: none"> <li>Although there was a reversal on the provision for doubtful accounts by reviewing the credit rating and reversal on litigation cost which was reserved, operating profit decreased as a result of decrease in operating revenue.</li> </ul>
	Operating asset	126,300	91,630	-34,670	72.5%	<ul style="list-style-type: none"> <li>By changing the loan portfolio mix, small-lot/retail loan increased, but because the large-lot loan decreased as a result of decline in growth pace of loan balance.</li> </ul>
General Entertainment Business* <sup>3</sup>	Sales	16,518	12,387	-4,131	75.0%	<ul style="list-style-type: none"> <li>Games, VR did not performed well, and delayed recognition of revenue by adopting renting method for sales of new amusement machine in Highlights Entertainment.</li> </ul>
	Operating profit	351	-2,020	-2,371	-	<ul style="list-style-type: none"> <li>Operating revenue decreased, impairment loss of inventory in Highlights Entertainment, and decrease in operating profit by recording amortization of rental equipment.</li> </ul>
Real Estate Business* <sup>3</sup>	Sales	8,000	7,390	-609	92.4%	<ul style="list-style-type: none"> <li>Steady performance with the increase in detached houses managed by Keynote.</li> </ul>
	Operating profit	482	686	204	142.3%	<ul style="list-style-type: none"> <li>Steady performance with the increase in detached houses managed by Keynote.</li> </ul>
Investment Business	Sales	2,773	7,576	4,803	273.2%	<ul style="list-style-type: none"> <li>Recorded operating revenue as a result of re-classification of receivables from Group Lease PCL (GL) upon cancellation of their CDs.</li> </ul>
	Operating profit	2,541	-2,852	-5,393	-	<ul style="list-style-type: none"> <li>Other operating expenses increased owing to impairment loss on holding shares of GL and cancelation of CDs of GL which caused a realized loss corresponding to the derivative component of CDs.</li> </ul>
Other non-financial business* <sup>3</sup>	Sales	569	2,044	1,474	359.2%	<ul style="list-style-type: none"> <li>Maintaining good performance in the commercial facility construction division.</li> </ul>
	Operating profit	5	51	46	-	<ul style="list-style-type: none"> <li>Increase in operating revenue.</li> </ul>
Group total* <sup>2,3</sup>	Operating revenue	89,490	87,151	-2,338	97.4%	<ul style="list-style-type: none"> <li>In Financial Business in South Korea, the operating revenue increased through growth of the loan balance. In Investment Business, although there was an increase in revenue recognition there was a decline in interest income and recorded impairment loss on purchased receivables in Financial Business in Southeast Asia. In General Entertainment Business, the operating revenue decreased because of the lack of performance.</li> </ul>
	Operating profit	10,058	3,330	-6,727	33.1%	<ul style="list-style-type: none"> <li>Decrease in operating revenue, recorded impairment loss on inventory in General Entertainment Business, and recorded impairment and realized loss in Investment Business.</li> </ul>
	Operating profit ratio	11.2%	3.8%	-	-	
	EPS (yen)	116.00	-7.11	-	-	
	ROE	6.80%	-0.48%	-	-	

\*<sup>1</sup> Excluding the principal amount of purchased receivables in the receivable collection businesses in Japan and South Korea. (Operating assets in Domestic Financial Business refers to the amount of credit guarantees.)

\*<sup>2</sup> After consolidation adjustments

\*<sup>3</sup> Discontinued operation is included

## ➤ Domestic Financial Business (under IFRS)

(unit: million yen, %)

	FY03/2018 Forecast	FY03/2018 Actual	Achievement (%)
Operating revenue* <sup>1</sup>	10,721	9,129	85.2%
Credit guarantee business* <sup>2</sup>	6,344	6,194	97.6%
Receivable collection business	3,269	2,409	73.7%
Operating Profit* <sup>1</sup>	4,648	4,167	89.7%
Operating profit ratio	43.4%	45.7%	-
Credit guarantee business* <sup>2</sup>	3,433	3,562	103.7%
Operating profit ratio	54.1%	57.5%	-
Receivable collection business	1,371	637	46.5%
Operating profit ratio	41.9%	26.4%	-
Size of guarantees	142,200	141,881	99.8%
<i>Apartment Loan</i> balance	103,300	101,462	98.2%
Guarantee fee rate	-	2.18%	-

\*<sup>1</sup> The sum of operating revenue and operating profit include figures for credit card and sales on credit business in addition to credit guarantee business and receivables collection business.

\*<sup>2</sup> Figures in credit guarantee business include those of financial business and off-balance receivables collection at Nihon Hoshou.

## Other numerical targets

(unit: 100 million yen, %)

		Targets as of ended Mar. 2018	As of ended Mar. 2015	As of ended Mar. 2016	As of ended Mar. 2017	As of ended Mar. 2018
Property related credit guarantee	Size of guarantees	130,118	22,500	37,978	71,146	125,712
Purchased receivables	Principal amount	744,786	340,000	469,281	730,631	772,364

## ➤ Financial Business in South Korea (under IFRS)

(unit: million yen, %)

	FY2018 Forecast	Q4 FY03/2018 Actual	Achievement (%)
Operating revenue	34,123	35,857	105.1%
Operating profit	3,260	3,555	109.0%
Operating profit ratio	9.6%	9.9%	-
Operating assets	295,800	333,600	112.8%
Average lending interest rate*1	12.23%	12.82%	-
Average deposit interest rate*1	2.30%	2.40%	-
Net interest margin*1	7.05%	6.81%	-
Average lending interest rate*2	12.50%	12.56%	-
Average funding interest rate*2	3.02%	3.19%	-
BIS Capital Adequacy Ratio*1	10.85%	10.92%	-

\*1 Weighted average of 2 savings banks (JT Chinae Savings Bank and JT Savings Bank)

\*2 Weighted average of 3 companies (2 savings banks and JT Capital)

Note: Figures for FY2018 (Forecast) are based on the following exchange rates: 1 won = 0.090 yen for B/S and P/L items, and figures for Q4 FY2018 (Actual) are based on 1 won = 0.1062 yen for B/S, 1 won = 0.0996 yen for P/L items (the period average)

## Other numerical targets

(unit: 100 million won, %)

	Targets FY2018	Ended Mar. 2015	Ended Mar. 2016	Ended Mar. 2017	Ended Mar. 2018
<b>Savings banks and capital company</b>					
Consumer loan balance	13,284	7,564	8,084	11,687	12,427
Credit ratings (average)	5.8	6.9	6.9	6.4	6.3
Cost to obtain a customer (10 thousand won)	49	60	39	44	38
Ratio of loans to large corporations, secured loans, and loans with government guarantee	55.7%	50.0%	55.3%	55.7%	55.4%
	14,486	9,000	10,863	15,865	18,510
<b>Receivables collection business</b>					
Principal balance	4,023	2,600	2,068	1,852	2,582
Principal balance per employee	60	40	33	34	49
Return on investment	maintains 250%		96.1%	136.0%	116.8%*1

\*1 the actual figure based on the average payback period of 23.17 months. If adjusted with the numerical target of 60 months, the rate becomes 303%.

## ➤ Financial Business in Southeast Asia (under IFRS)

(unit: million yen, %)

	FY2018 Forecast	Q4 FY03/2018 Actual	Achievement (%)
Operating revenue	16,783	13,578	80.9%
Operating profit	2,457	1,545	62.9%
Operating asset	126,300	91,630	72.5%
Average lending interest rate	13.1%	11.96%	-
Average deposit interest rate	6.0%	6.56%	-
Net interest margin	4.7%	2.80%	-
Capital Adequacy Ratio (CAR)	13.6%	12.30%	-

Note: Figures for FY2018 (Forecast) are based on the following exchange rates: 1 rupiah = 0.0087 yen for B/S and P/L items, and figures for Q4 FY2018 (Actual) are based on 1 rupiah = 0.0078 yen for B/S and 1 rupiah = 0.0083 (the period average) for P/L.

## Other numerical targets

(unit: trillion rupiah, %)

	Targets FY2018	Ended Mar. 2015	Ended Mar. 2016	Ended Mar. 2017	Ended Mar. 2018
Balance of SME loan	9.7	3.8	5.1	6.8	9.0
Balance of multi finance	2.4	2.4	3.2	2.5	1.8
Average deposit interest rate	6.02%	8.85%	7.84%	7.64%	6.56%
CASA ratio	15.60%	10.30%	13.50%	10.00%	14.70%
Fee income	0.47	0.09	0.12	0.08	0.29 <sup>*1</sup>

<sup>\*1</sup> Actual figures up to Q4 FY2018 (Full-Year)

## ➤ Others (under IFRS)

(unit: million yen, %)

## General Entertainment Business

	FY2018 Forecast	Q4 FY03/2018 Actual	Achievement (%)
Sales	16,518	12,387	75.0%
Operating profit	351	-2,020	-

## Real Estate Business

	FY2018 Forecast	Q4 FY03/2018 Actual	Achievement (%)
Sales	8,000	7,390	92.4%
Operating profit	482	686	142.3%

## Investment Business

	FY2018 Forecast	Q4 FY03/2018 Actual	Achievement (%)
Sales	2,773	7,576	273.2%
Operating profit	2,541	-2,852	-

Note: Figures for FY2018 (Forecast) are based on the following exchange rates: 1 Singapore dollar = 83.09 yen for B/S and P/L items, and Q3 FY2018 figures are based on 1 Singapore dollar = 84.49 yen for B/S/ and 1 Singapore dollar = 81.59 yen (period average) for P/L.

## Other non-financial business

	FY2018 Forecast	Q4 FY03/2018 Actual	Achievement (%)
Sales	569	2,044	359.2%
Operating profit	5	51	-

## Other numerical targets

		Targets FY2018	Ended Mar. 2015	Ended Mar. 2016	Ended Mar. 2017	Ended Mar. 2018
General Entertainment Business	Number of content facilities*1	12	4	7	5	Sold
	Number of collaboration events*1	75	25	29	40	Sold
Real Estate Business	Number of ready-built housing sold*1	130	85	111	125	114
	Ratio of in-house construction*1	75.0%	12.0%	35.2%	12.9%	45.0%
	Number of receiving orders for commercial facility construction*1	40	25	31	27	24

\*1 Actual figures up to Q4 FY2018 (Full-Year)

The data have been moved to our website. Please refer to:  
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