ALLIANCE DATA SYSTEMS CORP

Form 10-Q

November 05, 2015

UNITED STATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

FORM 10-Q

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF R 1934

For the quarterly period ended September 30, 2015

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF \pounds 1934

For the transition period from to

Commission File Number: 001-15749

ALLIANCE DATA SYSTEMS CORPORATION

(Exact name of registrant as specified in its charter)

Delaware 31-1429215

(State or other jurisdiction of incorporation or organization) (I.R.S. Employer Identification No.)

7500 Dallas Parkway, Suite 700

Plano, Texas 75024

(Address of principal executive office, including zip code)

(214) 494-3000

(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant: (1) has filed all reports required by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes R No £

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulations S-T ($\S232.405$ of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes R No £

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definition of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer R Accelerated filer \pounds Non-accelerated filer \pounds (Do not check if a smaller reporting company) Smaller reporting company \pounds

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes £ No R

As of October 31, 2015, 61,138,307 shares of common stock were outstanding.

ALLIANCE DATA SYSTEMS CORPORATION

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(unaudited)

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Consolidated

Balance Sheets

as of

September 30,

2015 and

December 31,

2014

Condensed

Consolidated

Statements of

Income for the 4

three and nine

months ended

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2015 and 2014

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PART I

Item 1. Financial Statements.

ALLIANCE DATA SYSTEMS CORPORATION UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEETS

	September	December
	30,	31,
	2015	2014
	(In thousands	
A GODETTO	share amounts	s)
ASSETS	ф0 77 241	¢1.077.150
Cash and cash equivalents	\$977,341	\$1,077,152
Trade receivables, less allowance for doubtful accounts (\$3,643 and \$3,811 at	(40, (01	742.204
September 30, 2015 and December 31, 2014, respectively)	642,681	743,294
Credit card and loan receivables:	0.500.202	0.212.201
Credit card receivables – restricted for securitization investors	8,589,282	8,312,291
Other credit card and loan receivables	3,210,737	2,931,589
Total credit card and loan receivables	11,800,019	11,243,880
Allowance for loan loss	(671,246)	
Credit card and loan receivables, net	11,128,773	10,673,709
Credit card and loan receivables held for sale	98,709	125,060
Deferred tax asset, net	237,723	218,872
Other current assets	544,069	456,349
Redemption settlement assets, restricted	468,417	520,340
Total current assets	14,097,713	13,814,776
Property and equipment, net	561,300	559,628
Deferred tax asset, net	841	164
Cash collateral, restricted	4,888	22,511
Intangible assets, net	1,268,627	1,515,994
Goodwill	3,835,419	3,865,484
Other non-current assets	531,886	485,420
Total assets	\$20,300,674	\$20,263,977
LIABILITIES AND EQUITY	¢202.220	¢ 455 (5)
Accounts payable	\$382,220	\$455,656
Accrued expenses	395,467	457,472
Contingent consideration	2.500.212	326,023
Deposits None and the second of the second	2,589,313	2,645,995
Non-recourse borrowings of consolidated securitization entities	1,230,000	1,058,750
Current debt	389,146	208,164
Other current liabilities Deferred revenue	280,720	306,123
	703,774	846,370
Deferred tax liability, net	1,719	930
Total current liabilities	5,972,359	6,305,483
Deferred revenue	148,443	166,807
Deferred tax liability, net	642,069	690,175
Deposits Non-many homeonic and formalistated accomiting time and time.	2,633,109	2,127,546
Non-recourse borrowings of consolidated securitization entities	3,743,166	4,133,166
Long-term and other debt	4,710,032	4,001,082
Other liabilities	266,764	207,772
Total liabilities	18,115,942	17,632,031

Commitments and contingencies (Note 12)		
Redeemable non-controlling interest	236,847	235,566
Stockholders' equity:		
Common stock, \$0.01 par value; authorized, 200,000 shares; issued, 112,072 shares and		
111,686 shares at September 30, 2015 and December 31, 2014, respectively	1,121	1,117
Additional paid-in capital	2,956,814	2,905,563
Treasury stock, at cost, 50,949 shares and 47,874 shares at September 30, 2015 and		
December 31, 2014, respectively	(3,840,253)	(2,975,795)
Retained earnings	2,948,081	2,540,948
Accumulated other comprehensive loss	(117,878)	(75,453)
Total stockholders' equity	1,947,885	2,396,380
Total liabilities and equity	\$20,300,674	\$20,263,977
See accompanying notes to unaudited condensed consolidated financial statements.		
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ALLIANCE DATA SYSTEMS CORPORATION UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF INCOME

•	Nine Months Ended September 30,	
2015 2014 2015 2014		
(In thousands, except per share amounts)		
Revenues		
	,390	
	,658	
	72,339	
	21,813	
	,991	
	17,191	
Operating expenses		
Cost of operations (exclusive of depreciation and amortization		
	23,210	
	,811	
	,498	
Regulatory settlement 64,563 — 64,563 —		
	555	
	,144	
	31,218	
Operating income 287,511 321,641 897,778 885	,973	
Interest expense		
Securitization funding costs 23,143 22,763 71,509 67,	974	
Interest expense on deposits 13,719 9,064 37,099 25,	526	
	643	
Total interest expense, net 82,098 61,464 240,820 192	,143	
Income before income tax \$205,413 \$260,177 \$656,958 \$693	,830	
Provision for income taxes 75,031 95,229 231,705 253	,946	
Net income \$130,382 \$164,948 \$425,253 \$439	,884	
Less: net income attributable to non-controlling interest 1,952 706 2,927 803	1	
Net income attributable to common stockholders \$128,430 \$164,242 \$422,326 \$439	,081	
Net income attributable to common stockholders per share:		
Basic \$2.09 \$2.84 \$6.55 \$7.9	8	
Diluted \$2.08 \$2.74 \$6.51 \$6.9	8	
Weighted average shares:		
	998	
Diluted 61,796 59,908 62,567 62,	887	

See accompanying notes to unaudited condensed consolidated financial statements.

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Three Months Ended Nine Months Ended

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ALLIANCE DATA SYSTEMS CORPORATION UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	September 30,		September 30,	
	2015	2014	2015	2014
	(In thousand	nds)		
Net income	\$130,382	\$164,948	\$425,253	\$439,884
Other comprehensive income (loss), net of tax:	, ,	, ,	, ,	, ,
Net unrealized gain (loss) on securities available-for-sale, net of tax expense (benefit) of \$700, \$(228), \$572 and \$688 for the three and nine months ended September 30, 2015 and 2014, respectively	420	(1,991)	(1,034)	(1,435)
Net unrealized gain (loss) on cash flow hedges, net of tax expense				
(benefit) of \$406, \$(34), \$(510) and \$(34) for the three and nine months				
ended September 30, 2015 and 2014, respectively	1,415	(104)	(1,466)	(104)
Foreign currency translation adjustments	4,633	(37,956)	(39,925)	(34,480)
Other comprehensive income (loss)	6,468	(40,051)	(42,425)	(36,019)
Total comprehensive income, net of tax	\$136,850	\$124,897	\$382,828	\$403,865
Less: comprehensive income attributable to non-controlling interest	2,363	1,251	3,360	1,514
Comprehensive income attributable to common				
stockholders	\$134,487	\$123,646	\$379,468	\$402,351

See accompanying notes to unaudited condensed consolidated financial statements.

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ALLIANCE DATA SYSTEMS CORPORATION UNAUDITED CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS

	September 30 2015 (In thousands
CASH FLOWS FROM OPERATING ACTIVITIES: Net income Adjustments to reconcile net income to net cash provided by operating activities:	\$425,253
Depreciation and amortization Deferred income tax (benefit)	367,114
expense Provision for loan	(62,807)
loss Non-cash stock	461,944
compensation Amortization of discount on	73,343
debt Amortization of deferred financing costs	646 23,489
Change in deferred revenue	(34,168)
Change in contingent consideration	(99,601)
Change in other operating assets and liabilities, net of acquisitions	(82,996)
Originations of credit card and loan receivables held for sale	(4,569,806)
Sales of credit card and loan receivables held for sale Excess tax benefits from stock-based	4,556,339
compensation Other	(22,952) (4,566)
Net cash provided by operating activities	1,031,232
CASH FLOWS FROM INVESTING ACTIVITIES: Change in redemption settlement	
assets Change in cash collateral,	(16,374)
restricted Change in restricted	18,000
cash Change in credit card and loan	(369)
receivables Purchase of credit card	(913,803)
portfolios Proceeds from the sale of a credit card	<u> </u>
portfolio	20,900

Nine Months

Payment for acquired businesses, net of cash	(45,430)
Capital	, , ,
expenditures	(140,091)
Purchases of other	
investments	(38,772)
Maturities/sales of other	
investments	7,981
Other	(1,011)
Net cash used in investing	(1.100.060)
activities	(1,102,969)
CASH FLOWS FROM FINANCING ACTIVITIES:	
Borrowings under debt	
agreements	2,426,443
Repayments of	
borrowings	(1,528,890)
Proceeds from convertible note hedge	
counterparties	_
Settlement of convertible note	
borrowings	_
Payment of acquisition-related contingent	(205.020)
consideration	(205,928)
Acquisition of non-controlling interest	(97.276
Issuances of	(87,376)
deposits	2,191,885
Repayments of	2,191,003
deposits	(1,743,004)
Non-recourse borrowings of consolidated securitization	(1,713,001)
entities	2,570,000
Repayments/maturities of non-recourse borrowings of consolidated securitization entities	(2,788,750)
Payment of deferred financing	· · · · · · · · · · · · · · · · · · ·
costs	(16,396)
Excess tax benefits from stock-based	
compensation	22,952
Proceeds from issuance of common	
stock	8,775
Purchase of treasury	(0.7.6.0.7.7)
shares	(856,855)
Other	_
Net cash (used in) provided by financing	(7.144
activities Effect of evolution rate changes on each and each	(7,144)
Effect of exchange rate changes on cash and cash equivalents	(20,930)
Change in cash and cash	(20,930)
equivalents	(99,811)
Cash and cash equivalents at beginning of	(22,011)
period	1,077,152
Cash and cash equivalents at end of	1,011,102
noried	\$077.341

period

\$977,341

SUPPLEMENTAL CASH FLOW INFORMATION:

Interest paid \$223,681

Income taxes paid,

net \$225,913

See accompanying notes to unaudited condensed consolidated financial statements.

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ALLIANCE DATA SYSTEMS CORPORATION

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The unaudited condensed consolidated financial statements included herein have been prepared by Alliance Data Systems Corporation ("ADSC" or, including its consolidated subsidiaries and variable interest entities ("VIEs"), the "Company"), without audit, pursuant to the rules and regulations of the Securities and Exchange Commission ("SEC"). Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America ("GAAP") have been condensed or omitted pursuant to such rules and regulations. However, the Company believes that the disclosures are adequate to make the information presented not misleading. These unaudited condensed consolidated financial statements should be read in conjunction with the consolidated financial statements and the notes thereto included in the Company's Annual Report filed on Form 10-K for the year ended December 31, 2014, filed with the SEC on February 27, 2015.

The unaudited condensed consolidated financial statements included herein reflect all adjustments (consisting of normal, recurring adjustments) which are, in the opinion of management, necessary to state fairly the results for the interim periods presented. The results of operations for the interim periods presented are not necessarily indicative of the operating results to be expected for any subsequent interim period or for the fiscal year.

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect (1) the reported amounts of assets; (2) liabilities and disclosure of contingent assets and liabilities at the date of the financial statements; and (3) the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

For purposes of comparability, certain prior period amounts have been reclassified to conform to the current year presentation in accordance with GAAP.

Recently Issued Accounting Standards

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2014-09, "Revenue from Contracts with Customers," which requires an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. Companies may adopt ASU 2014-09 using a full retrospective approach or report the cumulative effect as of the date of adoption. On July 9, 2015, the FASB voted to defer the effective date by one year to December 15, 2017 for interim and annual reporting periods beginning after that date and permitted early adoption of the standard, but not before the original effective date of December 15, 2016. The Company is evaluating the impact that adoption of ASU 2014-09 will have on its consolidated financial statements.

In February 2015, the FASB issued ASU 2015-02, "Amendments to the Consolidation Analysis," which amends the consolidation requirements in Accounting Standards Codification ("ASC") 810, "Consolidation." ASU 2015-02 makes targeted amendments to the current consolidation guidance for VIEs, which could change consolidation conclusions. ASU 2015-02 is effective for interim and annual periods beginning after December 15, 2015, with early application permitted. The Company does not expect the adoption of this standard to materially impact its consolidated financial statements.

In April 2015, the FASB issued ASU 2015-03, "Simplifying the Presentation of Debt Issuance Costs." ASU 2015-03 requires that debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts. ASU 2015-03 is effective for interim and annual reporting periods beginning after December 15, 2015, with early application permitted. Under ASU 2015-03, unamortized debt issuance costs of \$84.9 million would be reclassified from other non-current assets to a reduction of debt as of September 30, 2015.

In April 2015, the FASB issued ASU 2015-05, "Customer's Accounting for Fees Paid in a Cloud Computing Arrangement." ASU 2015-05 provides guidance about whether a cloud computing arrangement includes a software license and is effective for interim and annual reporting periods beginning after December 15, 2015, with early adoption permitted. The Company does not expect the adoption of this standard to materially impact its consolidated financial statements.

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ALLIANCE DATA SYSTEMS CORPORATION NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (CONTINUED)

In July 2015, the FASB issued ASU 2015-11, "Simplifying the Measurement of Inventory." ASU 2015-11 changes the measurement principle for inventory from the lower of cost or market to lower of cost and net realizable value. Net realizable value is defined as the estimated selling prices in the ordinary course of business, less reasonably predictable costs of completion, disposal and transportation. ASU 2015-11 is effective for interim and annual reporting periods beginning after December 15, 2016, with early adoption permitted. The Company does not expect the adoption of this standard to materially impact its consolidated financial statements.

2. EARNINGS PER SHARE

The following table sets forth the computation of basic and diluted net income per share for the periods indicated:

	Three Mo	nths Ended	Nine Mon	ths Ended
	September 30, September 30,		r 30,	
	2015	2014	2015	2014
		(In thousan	nds,	
		except per	share	
		amounts)		
Numerator:				
Net income attributable to common stockholders	\$128,430	\$ 164,242	\$422,326	\$439,081
Less: accretion of redeemable non-controlling interest		_	15,194	
Net income attributable to common stockholders after accretion of				
redeemable non-controlling interest	\$128,430	\$ 164,242	\$407,132	\$439,081
Denominator:				
Weighted average shares, basic	61,430	57,742	62,149	54,998
Weighted average effect of dilutive securities:				
Shares from assumed conversion of convertible senior notes	_	_	_	2,816
Shares from assumed exercise of convertible note warrants	_	1,664	_	4,561
Net effect of dilutive stock options and unvested restricted stock	366	502	418	512
Denominator for diluted calculations	61,796	59,908	62,567	62,887
Net income attributable to common stockholders per share:				
Basic	\$2.09	\$ 2.84	\$6.55	\$7.98
Diluted	\$2.08	\$ 2.74	\$6.51	\$6.98
3. ACQUISITIONS				

2014 Acquisitions:

Brand Loyalty Group B.V.

On January 2, 2014, the Company acquired a 60% ownership interest in BrandLoyalty Group B.V. ("BrandLoyalty"), a Netherlands-based, data-driven loyalty marketer. BrandLoyalty designs, organizes, implements and evaluates innovative and tailor-made loyalty programs for food retailers worldwide. The acquisition expands the Company's presence across Europe, Asia and Latin America. The results of BrandLoyalty have been included since the date of acquisition and are reflected in the Company's LoyaltyOne® segment. The initial cash consideration was approximately \$259.5 million in addition to the assumption of debt. The goodwill resulting from the acquisition is not deductible for tax purposes.

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ALLIANCE DATA SYSTEMS CORPORATION

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (CONTINUED)

The following table summarizes the final allocation of consideration and the respective fair values of the assets acquired and liabilities assumed in the BrandLoyalty acquisition as of the date of purchase:

	(111
	thousands)
Current assets, net of cash	
acquired	\$246,769
Deferred tax asset	3,509
Property and	
equipment	19,719
Other non-current	
assets	3,994
Intangible assets	423,832
Goodwill	565,015
Total assets	
acquired	1,262,838
a	446.770
Current liabilities	146,559
Current portion of long-term	
debt	34,180
Deferred tax	407.740
liability	105,512
Long-term debt (net of current	
portion)	126,323
Other liabilities	142
Total liabilities	
assumed	412,716
D. J	
Redeemable non-controlling	241.007
interest	341,907
Net assets acquired	\$508,215
- · · · · · · · · · · · · · · · · · · ·	Ψ200,212

As part of the initial purchase price allocation, the Company recorded a liability for the earn-out provision included in the BrandLoyalty share purchase agreement of €181.9 million (\$248.7 million as of January 2, 2014). The liability was

measured at fair value on the date of purchase and subsequent changes in the fair value of the liability were included in operating expenses in the Company's consolidated statements of income. On February 10, 2015, the Company paid

€269.9 million (\$305.5 million) to settle the contingent liability.

Conversant, Inc.

On December 10, 2014, the Company completed the acquisition of 100% of the common stock of Conversant, Inc. ("Conversant"), a digital marketing services company offering unique end-to-end digital marketing solutions that empower clients to more effectively market to their customers across all channels. The results of Conversant® have been included since the date of the acquisition and are reflected in the Company's Epsilon® segment.

The Company paid total consideration of approximately \$2.3 billion, with cash consideration of approximately \$936.3 million, net of cash acquired and equity consideration of approximately \$1.3 billion through the issuance of approximately 4.6 million shares and the exchange of certain restricted stock awards and stock options. The cash and equity consideration paid and issued were determined in accordance with the terms of the merger agreement, with the

As of January 2, 2014 (In

value based on the volume weighted average price per share of the Company's common stock for the consecutive period of 15 trading days ending on the close of trading on the second trading day immediately preceding the closing of the merger. The goodwill recognized is attributable to expected synergies and an assembled workforce. The goodwill resulting from the acquisition is not deductible for tax purposes.

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ALLIANCE DATA SYSTEMS CORPORATION

NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (CONTINUED)

In the first quarter of 2015, the Company finalized the purchase price allocation, with no changes from the preliminary purchase price allocation disclosed in the Company's Annual Report on Form 10-K for the year ended December 31, 2014. The following table summarizes the allocation of the consideration and the respective fair values of the assets acquired and liabilities assumed in the Conversant acquisition as of the date of purchase:

	December 10, 2014 (In thousands)
Current assets, net of cash	mousands)
acquired	\$180,030
Deferred tax asset	11,905
Property and	7
equipment	25,555
Developed	
technology	182,500
Other non-current	
assets	1,744
Intangible assets	755,600
Goodwill	1,650,299
Total assets	
acquired	2,807,633
Current liabilities	177,585
Deferred tax	
liability	344,081
Other liabilities	26,933
Total liabilities	
assumed	548,599
Not assets acquired	\$2 259 034

Net assets acquired \$2,259,034

The following table presents the Company's unaudited pro forma consolidated revenue and net income for the three and nine months ended September 30, 2014. The unaudited pro forma results include the historical consolidated statements of income of the Company and Conversant, giving effect to the Conversant acquisition and related financing transactions as if they had occurred on January 1, 2013.

	Tince	TVIIIC
	Months	Months
	Ended	Ended
	September	September
	30, 2014	30, 2014
	(In thousand	ls, except
	per share amounts)	
Total revenue	\$1,457,446	\$4,238,797
Net income	\$151,921	\$411,476
Net income attributable to common stockholders	\$151,215	\$410,673

Nine

Net income attributable to common stockholders per share:

As of

Basic	\$2.43	\$6.89
Diluted	\$2.34	\$6.08

The unaudited pro forma results are not necessarily indicative of the operating results that would have occurred if the Conversant acquisition had been completed as of the date for which the unaudited pro forma financial information is presented. The unaudited pro forma financial information for the three and nine months ended September 30, 2014 includes adjustments that are directly related to the acquisition, factually supportable and expected to have a continuing impact. These adjustments include, but are not limited to, amortization related to fair value adjustments to intangible assets and interest expense on acquisition-related debt. The unaudited pro forma financial information for the three months and nine months ended September 30, 2014 exclude \$6.6 million of acquisition costs consisting primarily of advisory, legal and other professional fees.

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ALLIANCE DATA SYSTEMS CORPORATION NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS – (CONTINUED)

2015 Acquisition:

Edison International Concept & Agencies B.V. and Max Holding B.V.

On August 31, 2015, BrandLoyalty acquired all of the stock of Edison International Concept & Agencies B.V. ("Edison") and Max Holding B.V. ("Merison"), two Netherlands-based loyalty marketers, for consideration of approximately \$45.4 million, net of \$2.2 million of cash and cash equivalents acquired. The acquisition expands BrandLoyalty's short-term loyalty programs into new markets with new brands. Total net assets acquired were \$61.4 million, including \$6.7 million of intangible assets and \$34.7 million of goodwill, with total liabilities assumed of \$16.0 million. The goodwill resulting from the acquisition is not deductible for tax purposes. The results of Edison and Merison have been included since the date of acquisition and are reflected in the Company's LoyaltyOne segment. 4. CREDIT CARD AND LOAN RECEIVABLES

The Company's credit card and loan receivables are the only portfolio segment or class of financing receivables. Quantitative information about the components of credit card and loan receivables is presented in the table below:

	September	December
	30,	31,
	2015	2014
	(In thousands)	
Principal receivables	\$11,297,882	\$10,762,498
Billed and accrued finance charges	480,315	422,838
Other credit card and loan receivables	21,822	58,544
Total credit card and loan receivables	11,800,019	11,243,880
Less credit card receivables – restricted for securitization investors	8,589,282	8,312,291
Other credit card and loan receivables	\$	