

**Credit Saison (8253) Announces Financial Results for Q1 Fiscal 2013**

During the first quarter of fiscal 2013 (Q1 fiscal 2013: April 1 to June 30, 2013), the Company's transaction volume improved 6.0% year-on-year, boosted by a rise in credit-card and internet members who hold newly issued cards and use them frequently. In addition, the card cash advances transaction volume, recovering since the end of last year, grew 1.3% due to an increase in new card members. As a background of the progress according to plan above, the Company implemented forward-looking investments aimed at expanding the revenue base for the future in each business. In its Credit Service Business, The Company introduced smartphone settlement services, promoted an Internet-based customer pickup service and issued new prepaid cards, supporting the advancement of a cashless society. In the Lease and Finance Businesses, the Company advanced its comprehensive growth as a non-bank financial business by strengthening collaborative efforts with partner companies. Overseas, the Company launched consulting operations in Vietnam, making its full-fledged entry into the retail-financing business in Southeast Asia. Consequently, operating revenue was ¥62.1 billion, up 1.1% year-on-year; operating income was ¥10.9 billion, down 10.0% year-on-year; ordinary income of ¥13.2 billion, down 15.2% year-on-year; and quarterly net income was ¥8.1 billion, down 23.9% year-on-year.

A summary of performance for each segment during Q1 fiscal 2013 is as follows.

1. Sales Summary

(1) Credit Services Business

As the Company expanded our customer base to increase transaction volume, new applications grew steadily, both through partner retailers and Web, by 9.8% year-on-year to 910,000 new cards. In shopping, the Company energized transaction volume through campaigns aimed at retailers, travel agencies and communications carriers; local revitalization campaigns in partnership with department stores, specialty stores and home appliances bulk retailers in Tokyo's Shibuya, Sendai and Yokohama districts; and measures to stimulate online shopping through Eikyufumetsu.com. The Company issued prepaid cards in partnership with CocokaraFine Inc, a major pharmaceutical retailer, and introduced a smartphone settlement service in collaboration with Coiney, Inc., a developer of compact card-reader devices and systems. Through these efforts the Company enhanced its position in the burgeoning cashless market.

Shopping transaction volume grew 6.0% year-on-year to ¥913.7 billion. Boosted by a rise in new customers, cash advance transaction volume improved 1.3% year-on-year to ¥66.9 billion, as the Company's recovery unfolded according to plan. However, overall operating revenue in the Credit Services Business was ¥46.7 billion, down 2.1% year-on-year and operating income was ¥4.6 billion, down 35.6% year-on-year.

## (2) Lease Business

In leasing operations, the Company expanded growth in new sales outlets and launched a sales campaign training its sights on sales outlets affiliated with major manufacturers, setting the stage for stable growth going forward. Transaction volume in this segment rose 5.2% year-on-year to ¥26.3 billion. In rental operations, the Company enjoyed growth in LED lighting, serving the demand for energy-efficient solutions, and extended the range of products it handles; this segment saw transaction volume soar 37.0% year-on-year to ¥1.8 billion. As a result, transaction volume for the entire Lease Business was ¥28.1 billion, up 6.9% year-on-year.

## (3) Finance Business

In the credit guarantee business, the Company worked closely with partner financial institutions in both sales and management, with emphasis on free-loan guaranteed products. Guaranteed balance increased 3.2% year-on-year to ¥203.7 billion. In Flat 35, long-term fixed mortgage loans, the Company enjoyed steady growth for transactions with Flat 35 PLUS, a combined loan product for Flat 35 with 100% execution. Transactions also grew consistently for products such as privileges for card members. Transaction volume soared 76.9% year-on-year to ¥14.9 billion, while loan balance jumped 38.9% year-on-year to ¥165.9 billion. Asset Formation Loans, a form of loans for purchase of investment condominiums launched in January 2013, achieved new lending of ¥10.0 billion in their first six months of operation. The Company also redoubled its efforts to assure credit management. As a result, operating revenue for the entire Finance Business was ¥4.6 billion, up 10.3% year-on-year, and operating income was ¥2.3 billion, up 3.7% year-on-year.

## (4) Real Estate Related Business

Thanks to active sales efforts and a recovery in the real-estate market, Atrium Co., Ltd., a consolidated subsidiary, is advancing steadily and exceeding its planned targets.

## 2. Overview of Ordinary Income and Net Income

Credit risk management aimed at expanding its portfolio of high-quality credit obligations have enabled the Company to reduce credit cost 23.5% year-on-year to ¥4.6 billion. At the same time, the Company has made a prior investment to build a solid foundation for future growth. These efforts produced a rise in sales expenses of 3.8% year-on-year to ¥51.2 billion. Ordinary income was ¥13.2 billion, down 15.2% year-on-year. As a result, quarterly net income was ¥8.1 billion, down 23.9% year-on-year.

(For your reference)

◆Non-consolidated Results for the first quarter of 2013

|                                      |   |                |  |
|--------------------------------------|---|----------------|--|
| (1)New card members acquired         | : | 910,000        | (Up 13.8%)                                       |
| (2)New cards issued                  | : | 660,000        | (Up 9.8%)  |
| (3)Total No. of card members         | : | 24,870,000     | (Net increase from end of previous year 50,000)  |
| (4)Active card members               | : | 13,810,000     | (Net increase from end of previous year 190,000) |
| (5)Active ratio                      | : | 55.5%          | (Increase from end of previous year 0.6%)        |
| (6)Shopping transactions Volume      | : | ¥913.7 billion | (Up 6.0%)  |
| (7)Shopping revolving credit balance | : | ¥260.1 billion | (Down 0.9%)                                      |
| (8)Card advance transaction volume   | : | ¥66.9 billion  | (Up 1.3%)  |
| (9)Card cash advance balance         | : | ¥231.2 billion | (Down 14.4%)                                     |
| (10)Operating revenue                | : | ¥50.5 billion  | (Down 1.4%)                                      |
| (11)Ordinary income                  | : | ¥9.7 billion   | (Down 21.3%)                                     |
| (12)Quarterly net income             | : | ¥5.5 billion   | (Down 33.7%)                                     |