

# 2006年3月期 第1四半期営業報告

## Business Report

First Quarter Report for The Fiscal Year Ending March,2006

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2005年8月

August, 2005

**CREDIT SAISON CO.,LTD.**

広報室

Public Relations Office.

# FY2005 Q1 Results (2005.4 – 6)

CREDIT SAISON

## 1. 第1四半期のトピックス / Business Highlights

◇CREDIT SAISON ☆Consolidated

- ◇Start of operation at New Credit Center “Ubiquitous”
- ◇Started issuing “Mizuho Mileage Club Card SAISON” through alliance with Mizuho FG
- ◇Started New Prince Card through alliance with Prince Hotel
- ◇Alliance with Fukuoka Bank for Credit guarantee business
- ★Capital and business alliance with Mitsubishi Corporation. Transfer Direct marketing business of Saison Direct Marketing

## NEWS 2005. 7～

Alliance with Tokyo Electric Power Company : card payment from September  
 Co-development of “Car Security Insurance” with Saison Automobile and Fire Insurance  
 Started “SAISON Wedding Story” web based wedding information service  
 Started new CM promotion “The Daisyarin (Giant Swing) in Paris and London”  
 Started issuing “K-1 SAISON Card ” through alliance with FEG,  
 a Pioneer of the Martial Arts Boom

## 2. 経営成績 / Business Results (2005.4 ~ 6)

( ) = YOY

		Consolidated		Non-Consolidated
Operating Revenue	'04.6	¥ 57.3bil.(106%)		¥ 46.0bil.(106%)
	'05.6	¥ 63.9bil.(111%)	→	¥ 49.4bil.(107%)
Ordinary Income	'04.6	¥ 13.5bil.(118%)		¥ 11.1bil.(108%)
	'05.6	¥ 19.6bil.(145%)	→	¥ 13.5bil.(120%)
Net Income	'04.6	¥ 7.8bil.(141%)		¥ 6.6bil.(112%)
	'05.6	¥ 11.8bil.(150%)	→	¥ 8.2bil.(123%)

### 3. 連結会社の貢献概況 / Contribution to Consolidated Results

#### Consolidated Trends

(Units: Billion yen; times)

	'05.6	'06.3 (target)
Ordinary income	19.6	60.0
Net income	11.8	34.0
Ratio of consolidated to non-consolidated net income (times)	1.42	1.13
Shareholders' equity ratio	19.2%	—

#### Ordinary income: Consolidated/Non-consolidated difference

(Units: Billion yen)

	Non-Consolidated	Consolidated	Consolidated - Non-Consolidated
Ordinary income	13.5	19.6	6.1

#### Contribution to Consolidated Results

Main consolidated subsidiaries	Contribution to ordinary income
<b>Saison Fundex G</b> • Saison Fundex (loans & mortgage securities) • House Planning (real estate)	¥ 1.8 bil.
<b>Atrium G</b> • Atrium (real estate) • Atrium Servicing (credit collection agency)	¥ 2.5 bil.
<b>Vivre G</b> • Vivre (amusement business) • NOA Planning (consulting) • A & A (amusement business)	¥ 0.4 bil.
Main equity-method affiliates	Contribution to ordinary income
<b>Idemitsu Credit</b> (credit card business)	¥ -0.1 bil.
<b>UC Card</b> (credit card business)	¥ 1.2 bil.

### 4. 主要指標 (クレディセゾン単体) / Main Indices

(Credit Saison Non-Consolidated)

( ) = YOY

① New applications	680,000 (125%)	
② New cards issued	570,000 (123%)	
③ Total cardmembers	17,150,000 (106%)	05/4~6 +250,000
④ Active cardmembers	9,000,000 (106%)	05/4~6 +170,000
⑤ Transaction volume	¥ 688bil. (111%)	
Card shopping	¥ 552bil. (112%)	
Cash advances	¥ 136bil. (105%)	

## 5. 取扱高の実績 / Volume of New Contracts

単位:百万円/(¥ Million)

	2004/6	前年比%	構成比%	2005/6	前年比%	構成比%	2005/3	前年比%	構成比%
	2004/4/1~6/30			2005/4/1~6/30			2004/4/1~2005/3/31		
		YOY Change (%)	% of Total		YOY Change (%)	% of Total		YOY Change (%)	% of Total
カードショッピング Credit-card-related shopping services	491,063	107.5	65.2	552,020	112.4	59.8	2,078,116	108.7	61.4
カードキャッシング Cash advances	128,967	95.6	17.1	136,053	105.5	14.7	518,069	104.3	15.3
プロセッシング・他社カード代行 Agency services	87,091	96.2	11.6	171,960	197.4	18.6	576,270	175.6	17.1
カード事業計 Credit card total	707,122	103.7	93.9	860,034	121.6	93.1	3,172,455	115.9	93.8
個品あっせん Shopping loans	2,643	72.2	0.4	1,598	60.5	0.2	9,440	70.6	0.3
信用保証 Guarantees	7,093	87.5	0.9	12,428	175.2	1.4	36,179	114.2	1.1
各種ローン Specialty loans	13,614	89.5	1.8	24,278	178.3	2.6	74,289	124.9	2.2
リース Leases	21,019	112.3	2.8	23,073	109.8	2.5	82,998	112.7	2.4
その他 Others	1,851	118.9	0.2	2,207	119.3	0.2	8,316	125.9	0.2
非カード事業計 Non-credit card total	46,221	95.2	6.1	63,586	137.6	6.9	211,224	112.6	6.2
取扱高計 Volume of new contracts	753,345	103.1	100.0	923,620	122.6	100.0	3,383,680	115.7	100.0

◆「プロセッシング・他社カード代行」は当社のCD機 による他社カード利用分およびプロセッシング業務受託の取扱高を含む。

Fees received for making cash advances at Credit Saison cash dispensers on behalf of other companies are included in the line item and in sourcing processing services. Agency services in the financial statements.

Agency services in the financial statements.

◆「カードキャッシング」と「各種ローン」の合計は、決算短信上の「融資」のこと。

The total of cash advances and specialty loans are listed as the line item Loans in the financial statements.

## 6. 割賦売掛金残高の実績 / Installment Accounts Receivable

単位:百万円/(¥ Million)

	2004/6	2005/3	2005/6	前年比% YOY Change (%)	対期末増減 Increase/Decrease from 2004/3	前期末比% Change form 2004/3 (%)
カードショッピング Credit-card-related shopping services	396,820	418,025	471,727	118.9	53,701	112.8
(内 リボルビング) (include revolving)	127,355	137,288	140,100	110.0	2,812	102.0
カードキャッシング Cash advances	367,221	385,150	396,314	107.9	11,163	102.9
プロセッシング・他社カード代行 Agency services	7,628	13,471	14,042	184.1	570	104.2
カード事業計 Credit card total	771,670	816,647	882,084	114.3	65,436	108.0
個品あつせん Shopping loans	11,716	8,670	8,312	70.9	△ 358	95.9
信用保証 ※1 Guarantees	238 (79,057)	258 (78,349)	276 (80,029)	116.0 (101.2)	18 (1,679)	107.1 (102.1)
各種ローン Specialty loans	62,339	91,306	121,029	194.1	29,722	132.6
リース ※2 Leases	4,950 (166,555)	5,535 (183,510)	5,701 (190,740)	115.2 114.5	165 (7,230)	103.0 (103.9)
その他 others	13	1	0	4.9	△0	62.3
非カード事業計 Non-credit card total	79,259 (319,682)	105,772 (361,838)	135,320 (400,112)	170.7 125.2	29,548 (38,273)	127.9 (110.6)
割賦売掛金残高計 Installment accounts receivable	850,929 (1,091,352)	922,420 (1,178,486)	1,017,404 (1,282,196)	119.6 (117.5)	94,984 (103,710)	110.3 (108.8)

※1 信用保証の( )は保証残高(偶発債務)を含む。

Credit guarantees of ( ) accounted for under receivables include guarantee commitments(contingent liabilities).

※2 リースの( )は未到来債権を含む残高。

The lease balance of ( ) includes cash in transit.

### 債権流動化(ショッピング900億円・キャッシング300億円)を含むカード事業残高内訳

The amount of ABS(¥120bil.) includes in the credit card business.

単位:百万円/(¥ Million)

	2004/6	2005/3	2005/6	前年比% YOY Change (%)	対期末増減 Increase/Decrease from 2004/3	前期末比% Change form 2004/3 (%)
カードショッピング Credit-card-related shopping services	506,820 (507,219)	508,025 (508,426)	561,727 (562,126)	110.8 (110.8)	53,701 (53,699)	110.6 (110.6)
(内 リボルビング) (include revolving)	167,355 (167,754)	177,288 (177,688)	180,100 (180,499)	107.6 (107.6)	2,812 (2,810)	101.6 (101.6)
カードキャッシング Cash advances	395,587 (395,972)	413,797 (414,196)	425,054 (425,438)	107.4 (107.4)	11,257 (11,242)	102.7 (102.7)
プロセッシング・他社カード代行 Agency services	7,628	13,471	14,042	184.1	570	104.2
カード事業計 Credit card total	910,036 (910,819)	935,294 (936,094)	1,000,824 (1,001,607)	110.0 (110.0)	65,529 (65,512)	107.0 (107.0)

( )は未収収益を含んだ場合。

The number of ( ) includes amount of accrued revenue.

## 7. 営業収益の実績 / Operating Revenue

	2004/6	構成比% % of Total	2005/6	前年比% YOY Change (%)	構成比% % of Total	2005/3	前年比% YOY Change (%)	構成比% % of Total
カードショッピング Credit-card-related shopping services	14,961 (16,315)	32.5	16,442 (17,819)	109.9 (109.2)	33.2	62,616 (68,055)	105.5 (105.3)	32.9
カードキャッシング Cash advances	20,517 (21,495)	44.6	21,268 (22,901)	103.7 (106.5)	43.0	82,310 (88,545)	97.3 (104.6)	43.3
プロセッシング・他社カード代行 Agency services	2,406 (2,350)	5.2	2,519 (2,444)	104.7 (104.2)	5.1	10,326 (10,051)	158.1 (158.8)	5.4
カード事業計 Credit card total	37,885 (40,161)	82.3	40,231 (43,165)	106.2 (107.5)	81.4	155,253 (166,653)	103.2 (107.1)	81.6
個品あっせん Shopping loans	264	0.6	197	74.6	0.4	997	78.2	0.5
信用保証 Guarantees	803	1.7	875	109.0	1.8	3,203	99.2	1.7
各種ローン Specialty loans	1,535	3.3	2,733	178.0	5.5	7,412	118.4	3.9
リース Leases	1,546	3.4	1,706	110.3	3.4	6,853	122.2	3.6
その他 Others	800	1.8	840	105.0	1.7	4,490	143.1	2.4
金融収益 Financial revenue	3,181 (104)	6.9	2,867 (165)	90.1 (158.7)	5.8	12,037 (536)	226.2 (72.0)	6.3
非カード事業計 Non-credit card total	8,130 (5,054)	17.7	9,219 (6,517)	113.4 (128.5)	18.6	34,994 (23,493)	138.7 (113.7)	18.4
営業収益計 Total operating revenue	46,016 (45,215)	100.0	49,450 (49,683)	107.5 (109.9)	100.0	190,248 (190,146)	108.3 (107.9)	100.0

◆( )は債権流動化分を含んだ場合。

Number of ( ) is credit-card-related shopping services revenues including from amount of ABS 40bil.

◆「プロセッシング・他社カード代行」は当社のCDIによる他社カード利用分及びその他業務代行で、決算短信上の「業務代行」のこと。

Fees received for making cash advances at Credit Saison cash dispensers on behalf of other companies are included in the line item. Agency services in the financial statements and processing.

◆「カードキャッシング」と「各種ローン」の合計は、決算短信上の「融資」のこと。

The total of cash advances and specialty loans are listed as the line item Loans in the financial statements.

◆「その他」は賃貸収入および保険収入など。

Others include items such as revenue from rentals and insurance.

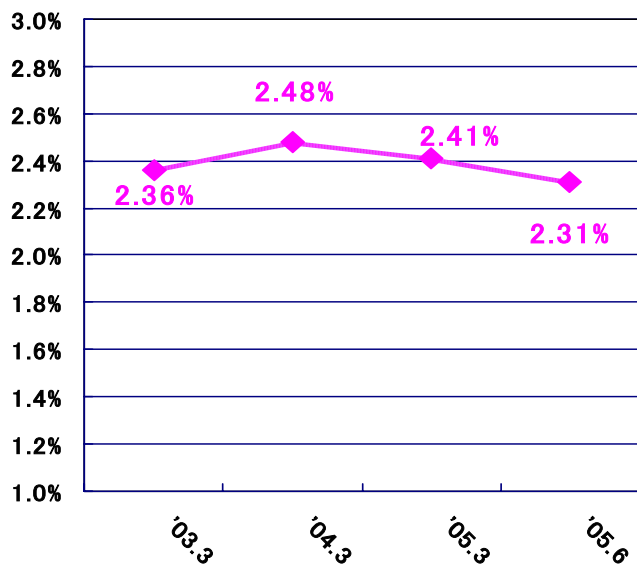
## 8. 販売費および一般管理費の実績 / Selling, General and Administrative Expenses

	2004/6	前年比% YOY Change (%)	2005/6	前年比% YOY Change (%)		2005/3	前年比% YOY Change (%)	
合計 TOTAL	33,492	105.5	34,548	103.2		135,402	109.4	

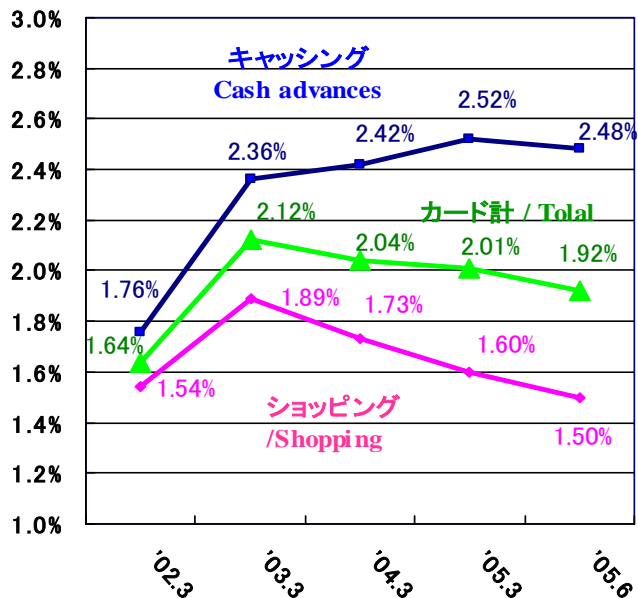
## 9. 債権リスク状況 / Trends in Delinquent Loans

### 90日以上延滞状況 / Over 90 days

#### ◇ 連結 Consolidated



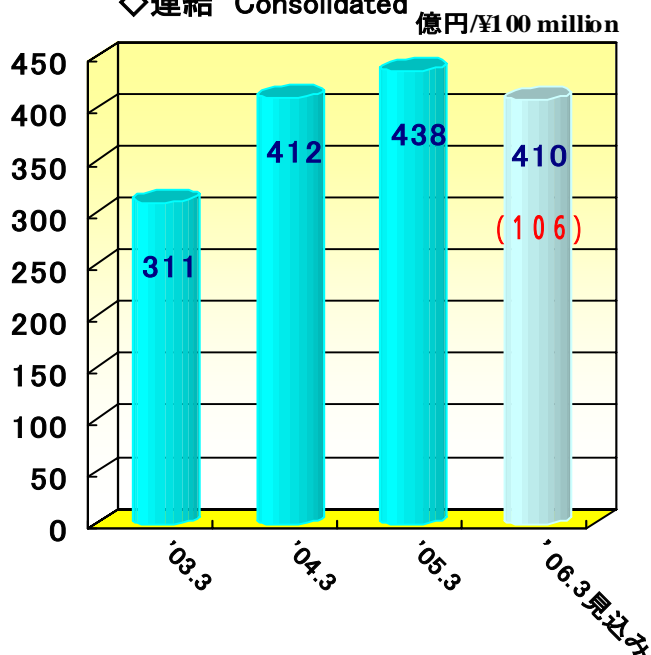
#### ◇ 単体 Non-Consolidated



## 10. 貸倒コストの推移 / Credit Cost

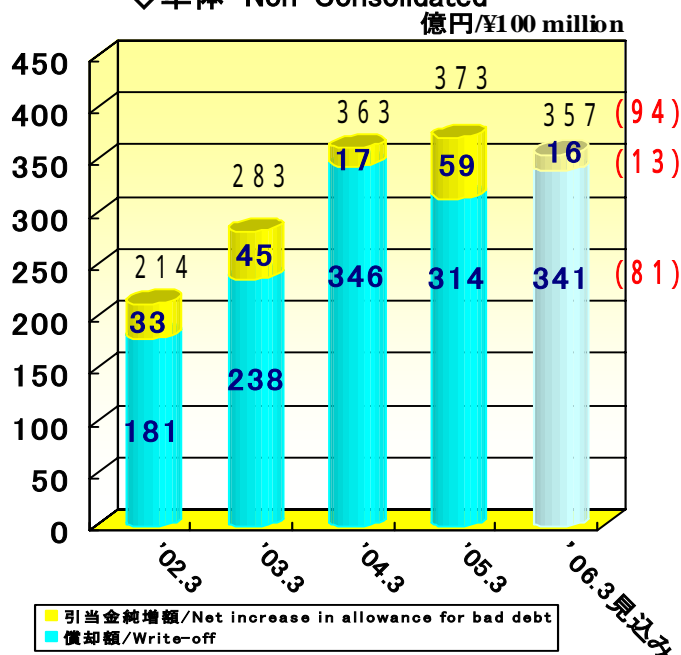
### 償却状況 / Write-off

#### ◇ 連結 Consolidated



※( )は05.6実績 actual no.

#### ◇ 単体 Non-Consolidated



※連結は貸倒コスト合計額 Total Credit Cost

# 11. 金利感応度によるバランスシートの構造

## / Interest Rate Structure of Assets and Liabilities

単位: 億円 / ( ¥100 Million )

05/3

変動金利資産 Variable-rate assets	734	変動金利負債 Variable-rate liabilities	3,619 (4,119)
準固定金利資産 Semi-fixed-rate assets	5,338 (6,032)	固定金利負債 Fixed-rate liabilities	4,636 (5,361)
固定金利資産 Fixed-rate assets	2,323	非金利負債 Non-interest-bearing liabilities	1,630
非金利資産 Non-interest-earning assets	4,506 (5,006)	資本 Shareholders equity	2,985
資産合計 Total assets	12,901 (14,095)	負債・資本合計 Total liabilities and shareholders equity	12,901 (14,095)

GAP額 GAP amount	2,886 (3,386)
GAP率 GAP rate	22.4% (24.0%)

単位: 億円 / ( ¥100 Million )

05/6

変動金利資産 Variable-rate assets	779	変動金利負債 Variable-rate liabilities	3,998 (4,498)
準固定金利資産 Semi-fixed-rate assets	5,376 (6,067)	固定金利負債 Fixed-rate liabilities	5,110 (5,801)
固定金利資産 Fixed-rate assets	2,561	非金利負債 Non-interest-bearing liabilities	1,729
非金利資産 Non-interest-earning assets	5,137 (5,637)	資本 Shareholders equity	3,036
資産合計 Total assets	13,873 (15,065)	負債・資本合計 Total liabilities and shareholders equity	13,873 (15,065)

GAP額 GAP amount	3,199 (3,699)
GAP率 GAP rate	23.1% (24.6%)

準固定金利資産とは、クレジット債権のことである。

Semi-fixed-rate assets represent credit receivables.

GAP額とは、変動金利負債額から変動金利資産を差し引いた額である。

The GAP amount is the difference between variable-rate liabilities and variable rate assets.

GAP率とは、GAP額を総資産額で除した百分率である。

The GAP ratio is GAP amount / Total assets.

( )は債権流動化分を含む数値。

The number of ( ) includes securitized installment account receivable.