

2019年3月期 第3四半期

決算資料

Reference Materials for the third quarter ended December 31, 2018

2019年 2月 8日

February 8, 2019



*Corporate Planning Dept.
81-3-3988-2110*

CREDIT SAISON CO., LTD.

第3四半期の業績概況

Materials Related to Business Report

☐ 第3四半期以降のトピックス	Business Highlights	1
☐ 経営成績	Business Results	1
☐ 連結会社の経営状況	Consolidated Results	2
☐ 主要指標（単体）	Main Indices (Non-Consolidated)	3
☐ 取扱高の実績	Total Transaction Volume	4
☐ 営業資産残高の実績	Operating Assets	5
☐ 営業収益の実績	Operating Revenue	6
☐ 販売費及び一般管理費の実績	Selling, General and Administrative Expenses	7
☐ 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	8

業績予測に関する資料

Materials Related to Performance Estimates

☐ 連結業績予測	Performance Estimates (Consolidated)	9
☐ 単体業績予測	Performance Estimates (Non-Consolidated)	10

ファクトブック

Fact Book

☐ 経営成績	Operating Results	11
☐ カード主要指標	Main Indices (Non-consolidated)	12
☐ 債権リスク	Credit Risk Trends	13
☐ 財務指標	Funding Structure	14
☐ カード属性・利用動向	Cardholders' attribute and usage	15

参考資料

For Reference

☐ クレディセゾンの貸借対照表	Balance Sheet (Credit Saison)	16
☐ クレディセゾンの損益計算書	Statement of Income (Credit Saison)	17
☐ アトリウムの貸借対照表	Balance Sheet (Atrium)	18
☐ アトリウムの損益計算書	Statement of Income (Atrium)	19
☐ セグメント別業績概況	Results by Business Segment	20

FY2018 Q3 Results (2018.4-12)

CREDIT SAISON CO., Ltd.

◆ Business Highlights (2018.4~)

- ◇ Second release of The Associated Core System towards creation of more growth opportunity (28th October 2018)
- ◇ Accelerating the development of Asia business by establishing SIAM SAISON Co., Ltd. in Thailand on agreement with Siam Cement Group and Mitsui & Co.
- ◇ Entered an agreement with Liquid Inc. to begin reviewing the introduction of the online identity verification service
- ◇ Introduction of AI into credit card fraud detection system
- ◇ Contributing to educational research and fostering capable person
 - ① Entered a comprehensive agreement with The Ritsumeikan Trust
 - ② Entered a partnership agreement with Kobe University

◆ Business Results (2018.4 ~ 12)

() YoY Change

		Consolidated		Non-consolidated
Operating Revenues	'17/12	¥220.4bil. (106%)		¥187.5bil. (105%)
	'18/12	¥227.5bil. (103%)		¥193.8bil. (103%) 
Ordinary Income	'17/12	¥51.0bil. (118%)		¥34.2bil. (112%)
	'18/12	¥43.0bil. (84%)		¥30.3bil. (89%) 
Net Income	'17/12	¥34.6bil. (94%)		¥20.0bil. (80%)
	'18/12	¥28.1bil. (81%)		¥18.9bil. (95%) 

◆ Consolidated Results

Consolidated Results

(Units:Billion yen; times)

	2018/12	2019/3 (estimate)
Ordinary Income	43.0 (YOY 84%)	51.0
Net Income	28.1 (YOY 81%)	33.0
Ratio of consolidated to non-consolidated net income(times)	1.48	1.43
Shareholders' equity ratio	15.4%	—

Ordinary income: Consolidated/Non-consolidated difference

(Units:Billion yen)

	Consolidated	Non-consolidated	Difference
Ordinary Income	43.0	30.3	12.6

Contribution to Consolidated Results

Main consolidated subsidiaries	Contribution to Ordinary income	Main equity-method affiliates	Contribution to Ordinary income
Atrium Group (Liquidation of real estate) (Servicing business)	¥4.15bil.	Saison Infomation System Co., Ltd. (Information plocessing)	¥1.32bil.
Saison Fundex Corporation (Loans) (Real estate finance business)	¥2.63bil.	Idemitsu Credit Co., Ltd. (Credit card business)	¥1.05bil.
Concerto Co.,Ltd. (Amusement business) (Real estate rental business)	¥1.90bil.	HD SAISON Finance Company Ltd. (Lease finance business in Vietnam)	¥1.03bil.
SAISON PERSONAL PLUS COMPANY LIMITED. (Temporary personnel business) (Servicing business)	¥0.48bil.	Takashimaya Credit Co., Ltd. (Credit card business)	¥0.79bil.

Ordinary income amounts represent amounts contributed after consolidation adjustments

◆ Main Indices (Non-Consolidated)

()YOY. < >From the end of previous fiscal year

	2018/12	2019/3 (target)
New card applications	1,870,000 (84%)	2,350,000 (81%)
New card issued	1,580,000 (85%)	2,000,000 (82%)
Total cardmembers	26,790,000 <▲150,000>	27,140,000 <+190,000>
Active cardmembers	14,980,000 <▲0>	15,100,000 <+120,000>
Transaction volume	3,788.3 bil. (102%)	5,070.0 bil. (103%)
Card Shopping	3,603.5 bil. (102%)	4,820.0 bil. (103%)
Cash Advances	184.8 bil. (99%)	250.0 bil. (101%)
Shopping revolving b a l a n c e	422.9 bil. (103%)	435.0 bil. (105%)
Cash advances balance	217.7 bil. (101%)	223.0 bil. (103%)

◆ 取扱高の実績 / Total Transaction Volume

単位: 百万円 / (¥ Million)

	2017/12	前年比%	構成比%	2018/12	前年比%	構成比%	2018/3	前年比%	構成比%
		YOY Change (%)	% of Total		YOY Change (%)	% of Total		YOY Change (%)	% of Total
	2017/4/1～12/31			2018/4/1～12/31			2017/4/1～2018/3/31		
カードショッピング Credit-card-related shopping services	3,530,881	105.2	55.7	3,603,520	102.1	54.6	4,683,038	104.6	55.2
カードキャッシング Cash advances	187,079	96.9	2.9	184,805	98.8	2.8	248,156	97.8	2.9
カード事業計 Credit card total	3,717,961	104.7	58.6	3,788,326	101.9	57.4	4,931,195	104.2	58.1
証書ローン Member's Loan	1,133	38.6	0.0	1,027	90.6	0.0	1,437	38.8	0.0
プロセッシング・他社カード代行 Agency services	2,147,782	107.6	33.9	2,278,516	106.1	34.5	2,873,183	107.5	33.9
クレジットサービス関連 Credit services related	22,997	94.3	0.4	19,420	84.5	0.3	30,653	95.3	0.4
クレジットサービス事業計 Credit services total	5,889,874	105.7	92.9	6,087,290	103.4	92.2	7,836,470	105.4	92.4
リース事業 Leases	86,901	107.3	1.4	85,653	98.6	1.3	114,569	106.0	1.4
信用保証 Guarantees	100,578	84.0	1.6	85,196	84.7	1.3	131,922	82.5	1.6
不動産担保ローン Mortgage loans	98,722	112.7	1.6	139,638	141.5	2.1	160,762	128.0	1.9
その他 Others	166,200	133.9	2.6	203,131	122.2	3.1	241,949	134.2	2.9
ファイナンス関連 Finance related	264,922	125.1	4.2	342,769	129.4	5.2	402,712	131.6	4.8
ファイナンス事業計 Finance business total	365,500	110.3	5.8	427,966	117.1	6.5	534,635	114.8	6.3
その他の事業 Other businesses	17	111.5	0.0	16	96.7	0.0	23	110.4	0.0
取扱高合計 Volume of new contracts	6,342,294	106.0	100.0	6,600,926	104.1	100.0	8,485,698	105.9	100.0

- ◆「プロセッシング・他社カード代行」はプロセッシング業務受託及び当社のATMでの他社カード利用分で、決算短信上の「業務代行」のこと。
Agency services are fees received for making insourcing processing services and cash advances at Credit Saison's ATM on behalf of other companies.
- ◆「クレジットサービス関連」は保険及び個別信用購入あっせんなどの取扱高を含む。
Credit service related business includes items such as volume contracts from insurance and shopping loan.
- ◆「その他の事業」は賃貸などの取扱高を含む。
Other business includes items such as volume contracts from rent.

◆ 営業資産残高の実績 / Operating Assets

単位: 百万円 / (¥ Million)

	2017/12	2018/12	前年比% YOY Change (%)	2018/3	対期末増減 Increase/Decrease from 2018/3	前期末比% Change from 2018/3 (%)
カードショッピング Credit-card-related shopping services	1,112,608	1,111,068	99.9	1,028,581	82,487	108.0
(内 リボルビング) (include revolving)	412,319	422,986	102.6	414,225	8,760	102.1
カードキャッシング Cash advances	214,875	217,712	101.3	217,193	519	100.2
カード事業計 Credit card total	1,327,483	1,328,781	100.1	1,245,774	83,007	106.7
証書ローン Member's Loan	6,862	5,554	80.9	6,376	△ 821	87.1
プロセッシング・他社カード代行 Agency services	104,665	117,284	112.1	101,082	16,202	116.0
クレジットサービス関連 Credit services related	313	365	116.6	293	71	124.4
クレジットサービス事業計 Credit services total	1,439,325	1,451,986	100.9	1,353,526	98,460	107.3
リース事業 Leases	65,557	66,944	102.1	66,621	322	100.5
信用保証 Guarantees	1,417 (284,650)	1,404 (275,156)	99.1 (96.7)	1,412 (283,995)	△ 7 (△ 8,839)	99.4 (96.9)
不動産担保ローン Mortgage loans	305,104	469,290	153.8	354,993	114,296	132.2
その他 Others	61,136 (62,150)	78,401 (90,407)	128.2 (145.5)	74,553 (77,364)	3,848 (13,043)	105.2 (116.9)
ファイナンス関連 Finance related	366,241 (367,254)	547,692 (559,697)	149.5 (152.4)	429,546 (432,357)	118,145 (127,339)	127.5 (129.5)
ファイナンス事業計 Finance business total	367,658 (651,905)	549,096 (834,854)	149.3 (128.1)	430,958 (716,353)	118,137 (118,502)	127.4 (116.5)
割賦売掛金残高計 Installment accounts receivable	1,872,540 (2,156,787)	2,068,027 (2,353,784)	110.4 (109.1)	1,851,106 (2,136,501)	216,920 (217,283)	111.7 (110.2)
リース投資資産 Leased investment assets	230,675	238,095	103.2	231,774	6,321	102.7

◆ () は、保証残高(偶発債務)を含む。

・() is accounted for under receivables include guarantee commitments (contingent liabilities).

■ 債権流動化分を含む場合の残高

ショッピング 200億円 (1回払い)

The number of installment accounts receivable () includes securitized credit-card-related shopping ¥ 20bil (monthly payment).

単位: 百万円 / (¥ Million)

	2017/12	2018/12	前年比% YOY Change (%)	2018/3	対期末増減 Increase/Decrease from 2018/3	前期末比% Change from 2018/3 (%)
カードショッピング Credit-card-related shopping services	1,177,608	1,131,068	96.0	1,028,581	102,487	110.0

◆ 営業収益の実績 / Operating Revenue

単位: 百万円 / (¥ Million)

	2017/12	前年比% YOY Change (%)	構成比% % of Total	2018/12	前年比% YOY Change (%)	構成比% % of Total	2018/3	前年比% YOY Change (%)	構成比% % of Total
カードショッピング Credit-card-related shopping services	99,013	106.3	52.8	102,249	103.3	52.7	131,828	105.8	52.8
カードキャッシング Cash advances	24,811	98.8	13.2	24,554	99.0	12.7	32,822	99.3	13.1
カード事業計 Credit card total	123,825	104.7	66.0	126,803	102.4	65.4	164,651	104.4	65.9
証書ローン Member's Loan	699	82.7	0.4	526	75.3	0.3	896	81.6	0.4
プロセッシング・他社カード代行 Agency services	20,373	105.9	10.9	21,103	103.6	10.9	27,229	105.6	10.9
クレジットサービス関連 Credit services related	7,022	98.6	3.7	7,217	102.8	3.7	9,206	98.2	3.7
クレジットサービス事業計 Credit services total	151,920	104.5	81.0	155,650	102.5	80.3	201,984	104.1	80.8
リース Leases	9,688	96.8	5.2	9,555	98.6	4.9	12,863	97.1	5.1
信用保証 Guarantees	12,879	104.6	6.9	12,775	99.2	6.6	17,101	103.5	6.8
不動産担保ローン Mortgage loans	6,691	129.2	3.6	8,950	133.8	4.6	9,185	123.5	3.7
その他 Others	2,647	142.1	1.4	3,657	138.2	1.9	3,998	152.3	1.6
ファイナンス関連 Finance related	9,338	132.7	5.0	12,607	135.0	6.5	13,183	131.0	5.3
ファイナンス事業計 Finance business total	22,218	114.9	11.8	25,382	114.2	13.1	30,285	113.9	12.1
その他の事業 Other business	16	112.6	0.0	15	96.1	0.0	21	111.3	0.0
金融収益 Financial revenue	3,711	102.4	2.0	3,285	88.5	1.7	4,710	97.7	1.9
営業収益計 Total operating revenue	187,555	105.1	100.0	193,890	103.4	100.0	249,865	104.7	100.0

◆「プロセッシング・他社カード代行」はプロセッシング業務受託及び当社のCD機での他社カード利用分で、決算短信上の「業務代行収益」のこと。
Agency services are fees received for making insourcing processing services and cash advances at Credit Saison's ATM on behalf of other companies.

◆「クレジットサービス関連」は保険及び個別信用購入あっせんなど収益を含む。
Credit service related business includes items such as revenues from insurance and shopping loan.

◆「その他の事業」は賃貸収入などを含む。
Other businesses includes items such as revenue from rent.

→ ■ カードショッピング収益の内訳 / Breakdown of Operating revenue from shopping services.

	2017/12	前年比% YOY Change (%)	構成比% % of Total	2018/12	前年比% YOY Change (%)	構成比% % of Total	2018/3	前年比% YOY Change (%)	構成比% % of Total
加盟店収益 Revenues from Affiliated Stores	55,739	104.5	56.3	56,629	101.6	55.4	73,598	103.7	55.9
リボ残高収益 Revenues from Revolving Credit	37,068	109.9	37.4	39,304	106.0	38.4	49,940	109.5	37.9
年会費 Annual membership Fees	6,205	102.9	6.3	6,314	101.8	6.2	8,289	102.9	6.3
合計 Total	99,013	106.3	100.0	102,249	103.3	100.0	131,828	105.8	100.0

◆ 販売費及び一般管理費の実績 / Selling, General and Administrative Expenses

単位: 百万円 / (¥ Million)

	2017/12	増減 Increase/Decrease	前年比% YOY Change (%)	2018/12	増減 Increase/Decrease	前年比% YOY Change (%)	2018/3	増減 Increase/Decrease	前年比% YOY Change (%)
広告宣伝費 Advertising expenses	32,269	3,130	110.7	26,728	△ 5,541	82.8	42,047	3,005	107.7
貸倒引当金繰入額 Provision for losses on accounts receivable	14,693	1,633	112.5	16,967	2,274	115.5	20,976	920	104.6
利息返還損失引当金繰入額 Provision for losses for interest repayment	—	△ 4,581	—	—	—	—	—	△ 15,339	—
債務保証損失引当金繰入額 Provision for losses on guarantees	5,795	1,271	128.1	6,566	770	113.3	6,999	872	114.2
役員報酬 Directors' and statutory auditors' compensation	342	14	104.4	283	△ 58	83.0	461	15	103.4
従業員給料及び賞与 Employees' salaries and bonuses	15,684	662	104.4	15,674	△ 9	99.9	20,013	782	104.1
賞与引当金繰入額 Provision for bonus payable	566	65	113.0	610	43	107.7	1,687	186	112.4
退職給付費用 Retirement provisions	480	115	131.5	605	124	126.0	674	186	138.4
役員賞与引当金繰入額 Reserve for directors' and statutory auditors' bonuses	80	1	101.7	78	△ 1	97.7	149	21	116.4
福利厚生費 Health and welfare benefits	2,499	106	104.4	2,595	95	103.8	3,425	147	104.5
通信交通費 Communication and travel expenses	10,361	1,602	118.3	8,657	△ 1,703	83.6	13,485	1,788	115.3
租税公課 Taxes	5,061	303	106.4	5,410	349	106.9	7,207	734	111.3
賃借料 Rental fees	1,159	79	107.3	1,180	21	101.8	1,539	111	107.8
支払手数料 Fees paid	54,690	4,704	109.4	61,756	7,066	112.9	75,992	8,295	112.3
減価償却費 Depreciation expenses	3,127	936	142.8	9,987	6,860	319.4	6,369	3,492	221.4
その他 Others	4,407	△ 1,378	76.2	4,345	△ 62	98.6	6,065	△ 1,166	83.9
合計 Total	151,220	8,666	106.1	161,448	10,228	106.8	207,093	4,054	102.0

◆ 貸倒償却の実額 / Credit Losses

単位: 百万円 / (¥ Million)

	2017/12	増減 Increase/Decrease	前年比% YOY Change (%)	2018/12	増減 Increase/Decrease	前年比% YOY Change (%)	2018/3	増減 Increase/Decrease	前年比% YOY Change (%)
貸倒償却実額合計 Credit losses written off against the allowance	19,718	2,106	112.0	21,510	1,792	109.1	26,574	1,244	104.9

◆ 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:10億円/(¥ Billion)

2018/3			
変動金利資産 Variable-rate assets	685	変動金利負債 Variable-rate liabilities	730 (730)
準固定金利資産 Semi-fixed-rate assets	648	固定金利負債 Fixed-rate liabilities	1,220 (1,220)
固定金利資産 Fixed-rate assets	298	非金利負債 Non-interest-bearing liabilities	482
非金利資産 Non-interest-earning assets	1,199 (1,199)	資本 Shareholder's equity	396
資産合計 Total assets	2,831 (2,831)	負債・資本合計 Total liabilities and shareholder's equity	2,831 (2,831)

GAP額 GAP amount	45 (45)
GAP率 GAP rate	1.6% (1.6%)

単位:10億円/(¥ Billion)

2018/12			
変動金利資産 Variable-rate assets	837	変動金利負債 Variable-rate liabilities	901 (921)
準固定金利資産 Semi-fixed-rate assets	656	固定金利負債 Fixed-rate liabilities	1,296 (1,296)
固定金利資産 Fixed-rate assets	309	非金利負債 Non-interest-bearing liabilities	483
非金利資産 Non-interest-earning assets	1,278 (1,298)	資本 Shareholder's equity	400
資産合計 Total assets	3,081 (3,101)	負債・資本合計 Total liabilities and shareholder's equity	3,081 (3,101)

GAP額 GAP amount	63 (83)
GAP率 GAP rate	2.1% (2.7%)

◆ 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。
Number of () estimates are installment receivable securitization include in the credit-card-related shopping services.

◆ 連結業績予測／Performance Estimates (Consolidated)

単位: 百万円／(¥ Million)

	営業収益 Operating Revenue				
	2018/3	前年比% YOY Change (%)	2019/3	前年比% YOY Change (%)	構成比% % of Total
クレジットサービス事業収益 Income from the credit services business	218,952	104.1	228,300	104.3	74.7
リース事業収益 Income from the leases business	12,851	97.1	12,800	99.6	4.2
ファイナンス事業利益 Income from the finance business	35,417	114.0	40,300	113.8	13.2
不動産関連事業利益 Income from the real estate related business	15,446	113.4	15,200	98.4	5.0
エンタテインメント事業利益 Income from the entertainment business	9,288	89.3	8,600	92.6	2.8
金融収益 Financial revenue	226	81.3	300	132.7	0.1
営業収益合計 Operating revenue	292,183	104.7	305,500	104.6	100.0

	2018/3	前年比% YOY Change (%)	2019/3	前年比% YOY Change (%)
営業費用 Operating expenses	251,412	101.5	267,300	106.3
営業利益 Operating income	40,771	130.6	38,200	93.7
経常利益 Ordinary income	56,717	106.9	51,000	89.9
当期純利益 Net income	38,329	90.7	33,000	86.1

◆ 単体業績予測 / Performance Estimates (Non-Consolidated)

単位: 百万円 / (¥ Million)

	取扱高 Volume of New Contracts			営業収益 Operating Revenue		
	2019/3	前年比% YOY Change (%)	構成比% % of Total	2019/3	前年比% YOY Change (%)	構成比% % of Total
カードショッピング Credit-card-related shopping services	4,820,000	102.9	54.3	136,800	103.8	52.3
カードキャッシング Cash advances	250,000	100.7	2.8	32,800	99.9	12.5
カード事業計 Credit card total	5,070,000	102.8	57.1	169,600	103.0	64.8
証書ローン Member's Loan	1,600	111.3	0.0	700	78.1	0.3
プロセッシング・他社カード代行 Agency services	3,025,000	105.3	34.1	29,300	107.6	11.2
クレジットサービス関連 Credit services related business	29,000	94.6	0.3	10,200	110.8	3.9
クレジットサービス事業計 Credit services total	8,125,600	103.7	91.5	209,800	103.9	80.1
リース 事業 Leases	117,000	102.1	1.3	12,800	99.5	4.9
信用保証 Guarantees	126,000	95.5	1.4	17,100	100.0	6.5
不動産担保ローン Mortgage loans	203,000	126.3	2.3	12,300	133.9	4.7
その他 Others	305,000	126.1	3.4	5,400	135.1	2.1
ファイナンス関連 Finance related business	508,000	126.1	5.7	17,700	134.3	6.8
ファイナンス事業計 Finance business total	634,000	118.6	7.1	34,800	114.9	13.3
金融収益 Financial revenue				4,400	93.4	1.7
合計 Total	8,876,600	104.6	100.0	261,800	104.8	100.0

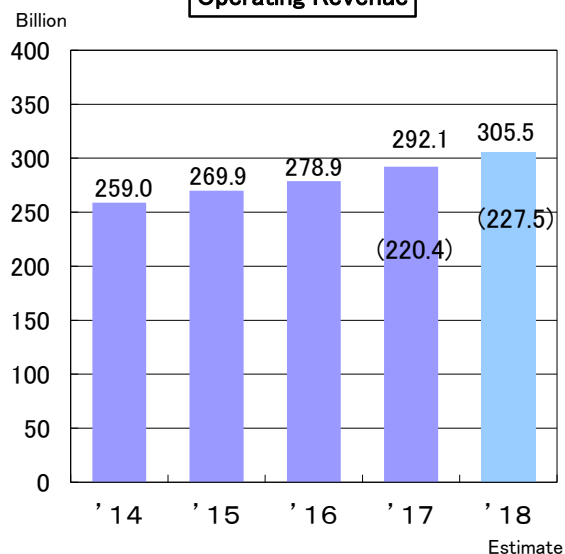
	2018/3	前年比% YOY Change (%)	2019/3	前年比% YOY Change (%)
販管費 SG&A expenses	207,093	102.0	220,800	106.6
金融費用 Financial expenses	9,872	87.5	9,900	100.3
計 Total	216,965	101.2	230,700	106.3
営業利益 Operating income	32,900	137.8	31,100	94.5
経常利益 Ordinary income	38,871	102.3	37,000	95.2
当期純利益 Net income	22,190	105.4	23,000	103.7

◆ Operating Results

() 3Q results

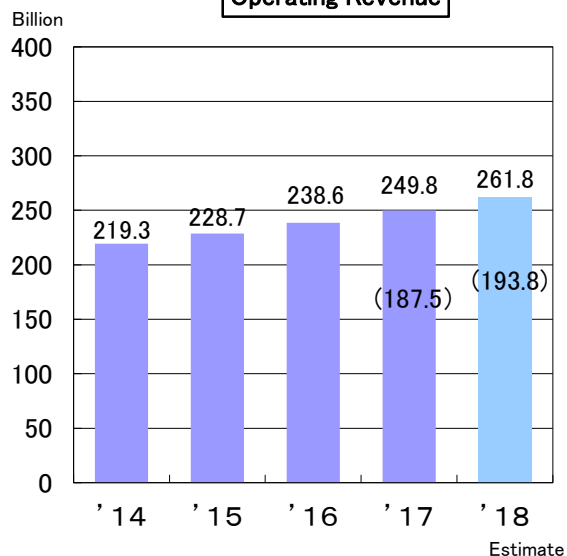
Consolidated

Operating Revenue

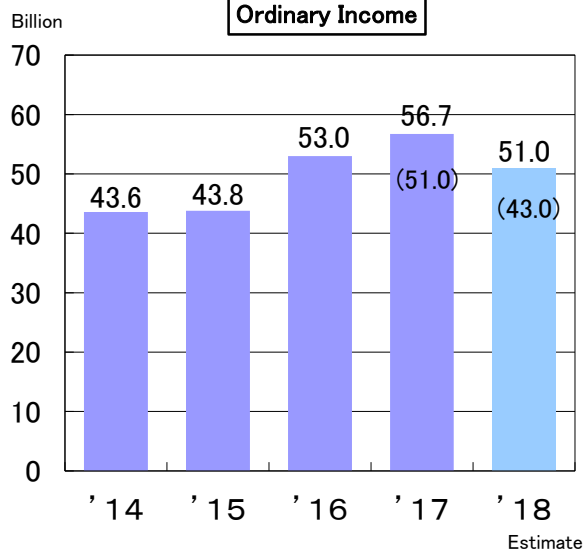


Non-consolidated

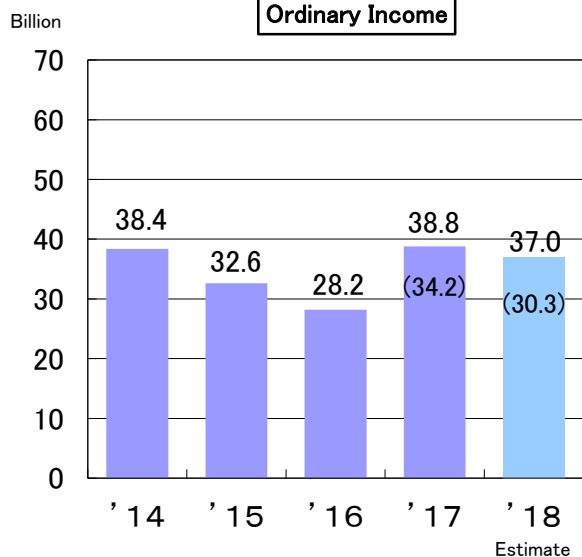
Operating Revenue



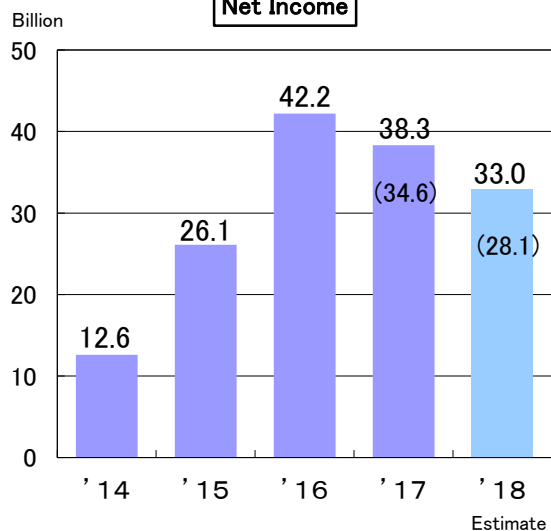
Ordinary Income



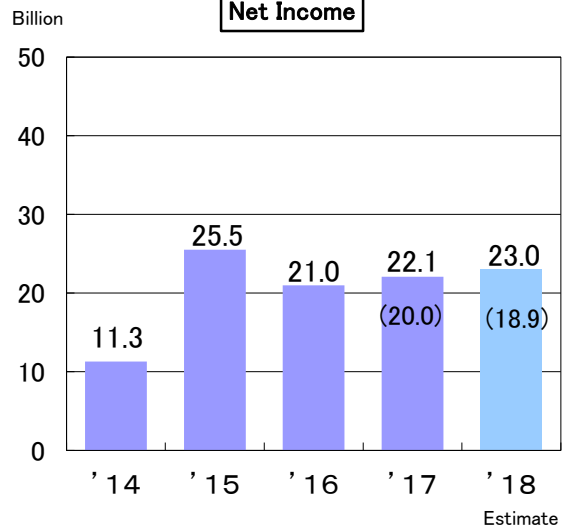
Ordinary Income



Net Income

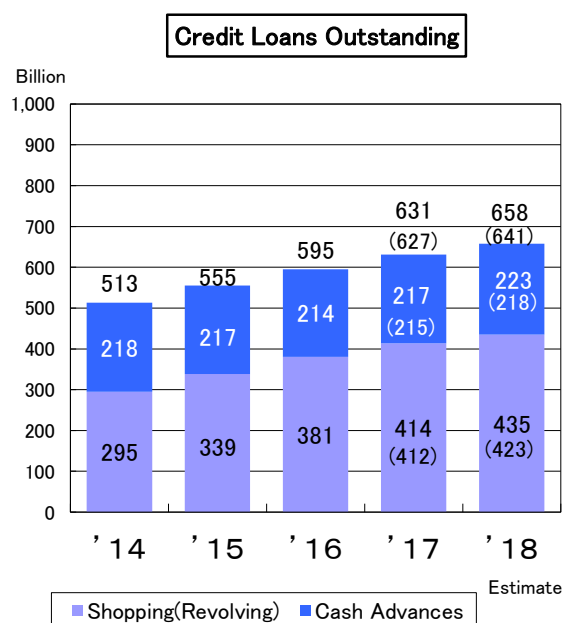
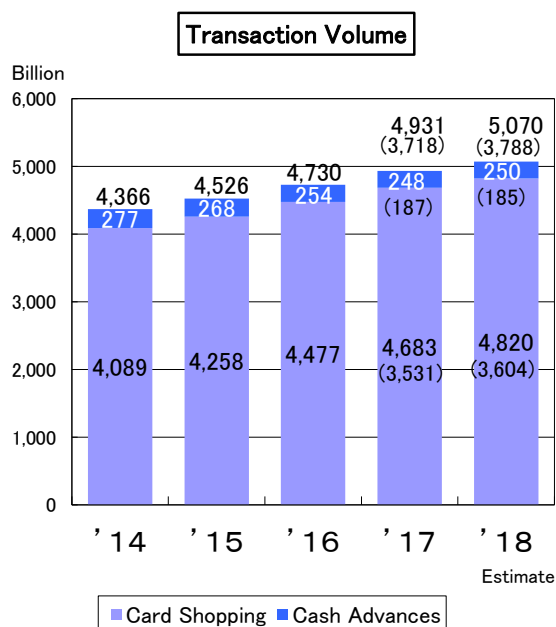
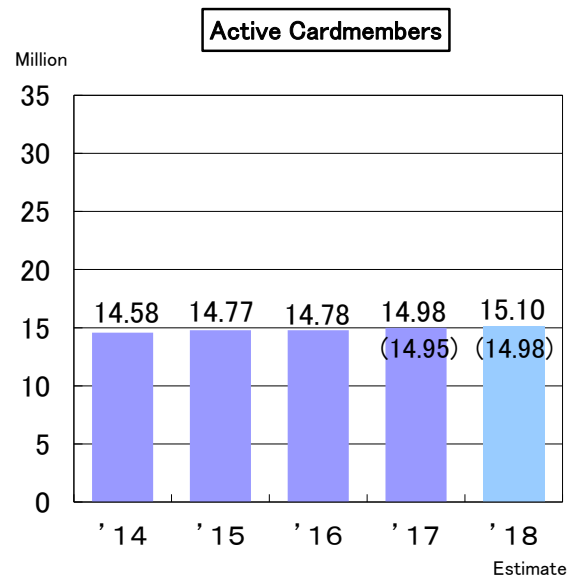
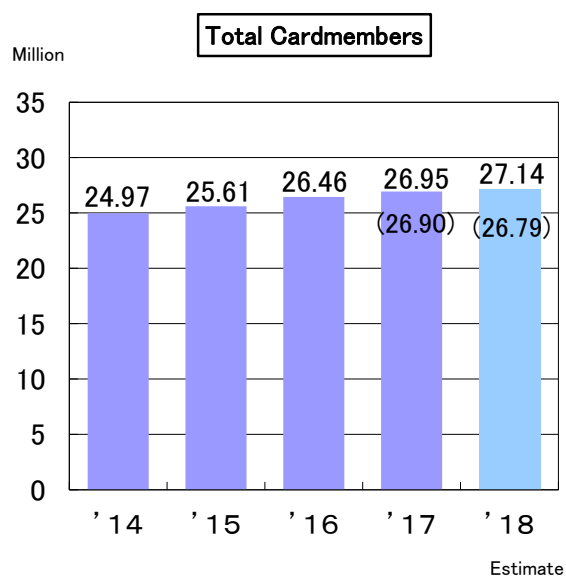
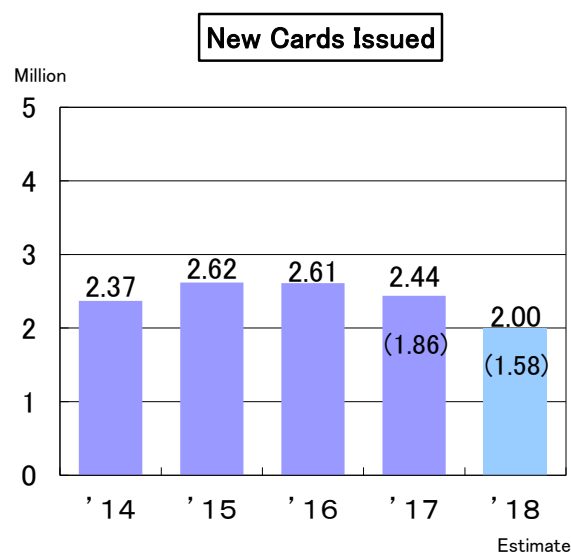
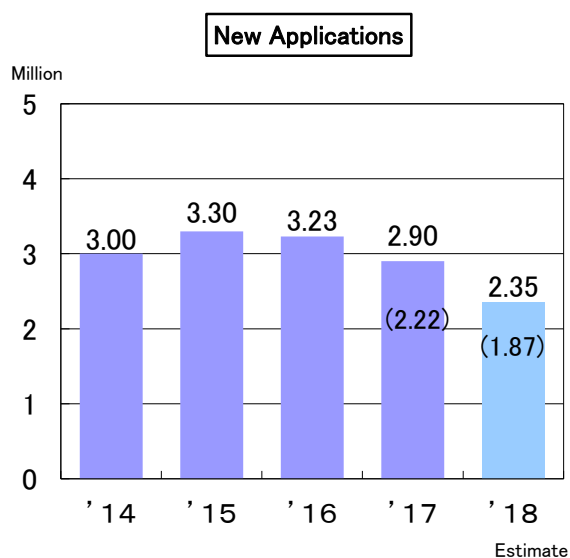


Net Income



◆ Main Indices (Non-consolidated)

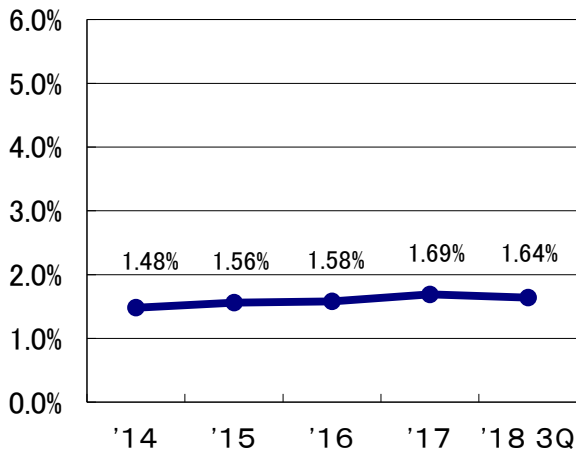
() 3Q results



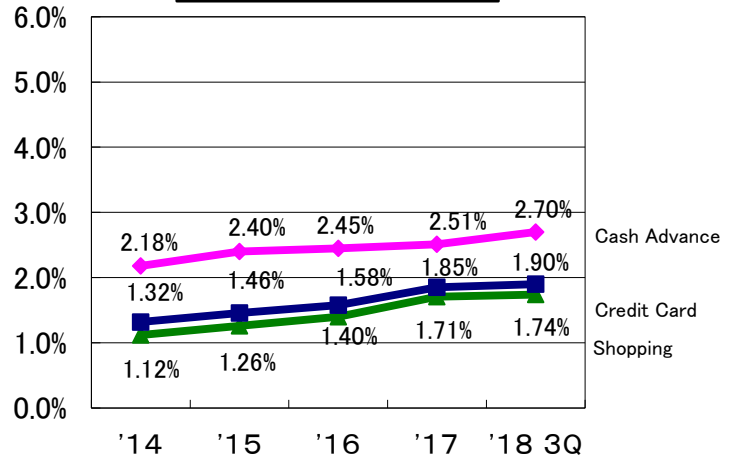
◆ Credit Risk Trends

() 3Q results

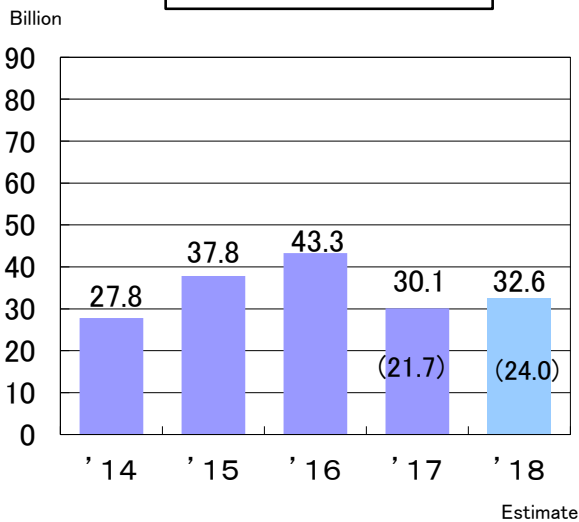
Delinquency of over 90 days (Consolidated)



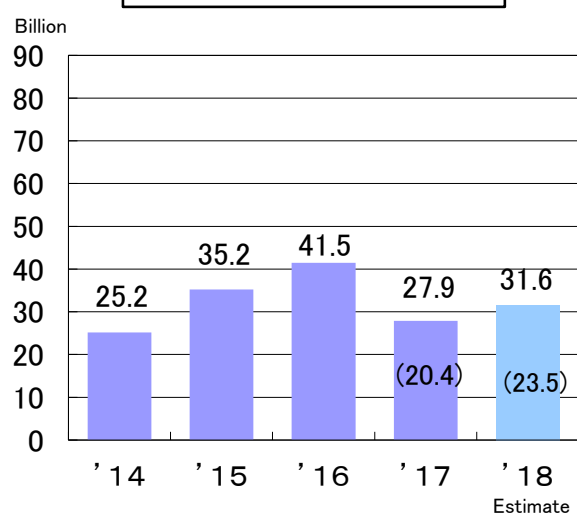
Delinquency of over 90 days (Non-consolidated)



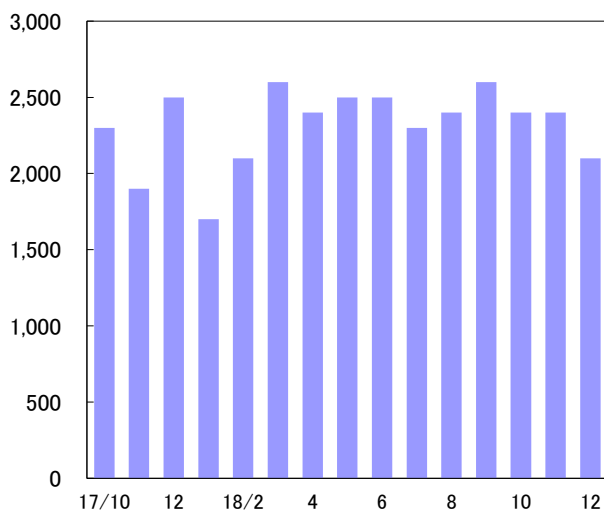
Credit Cost (Consolidated)



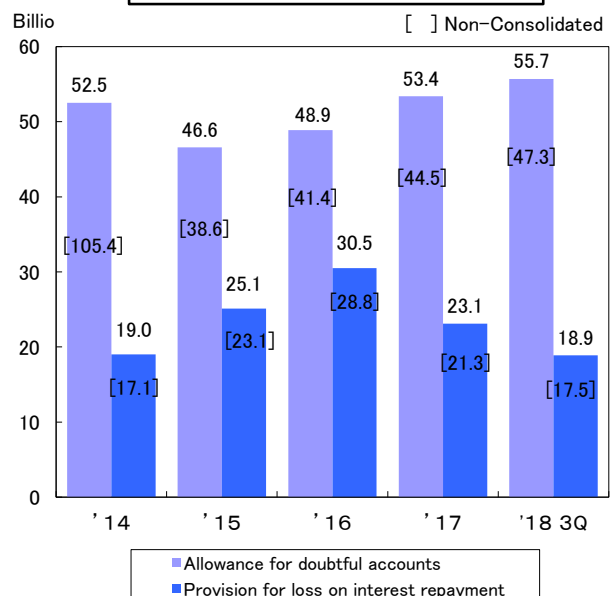
Credit Cost (Non-consolidated)



Trends in new interest repayment claims



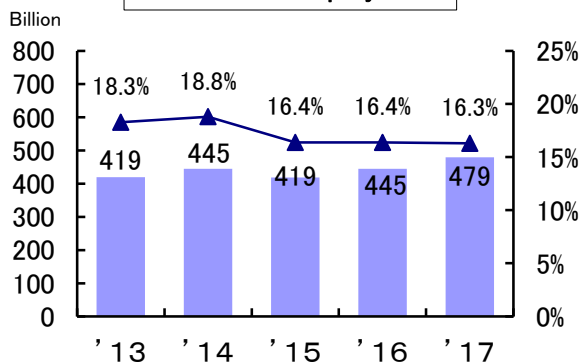
Allowance for doubtful accounts
Provision for loss on interest repayment



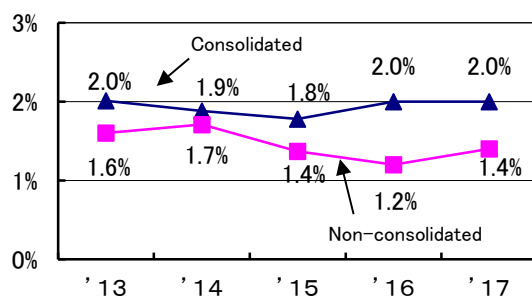
◆ Financial Indices

Consolidated

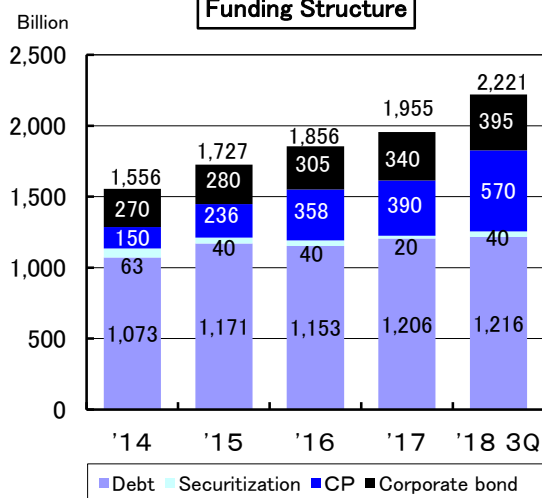
Shareholders' Equity Ratio



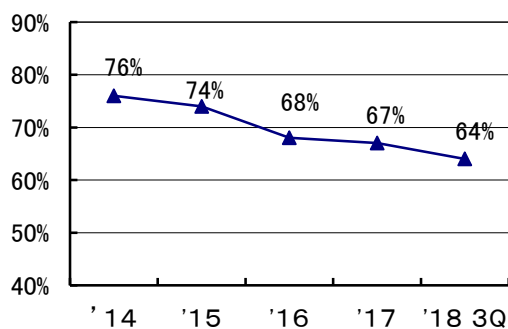
R O A (Ordinary Income Basis)



Funding Structure

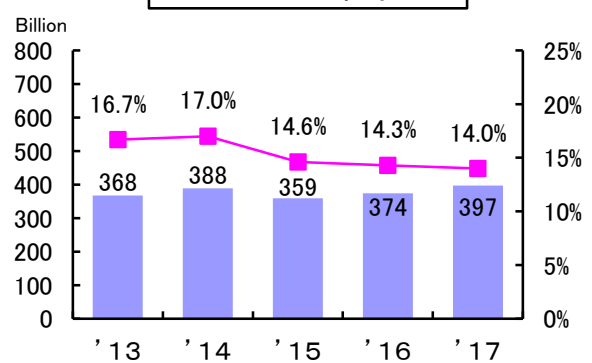


Long-term Ratio

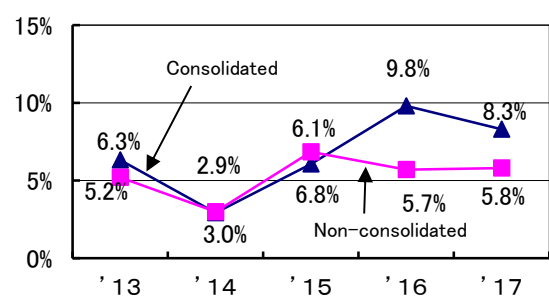


Non-consolidated

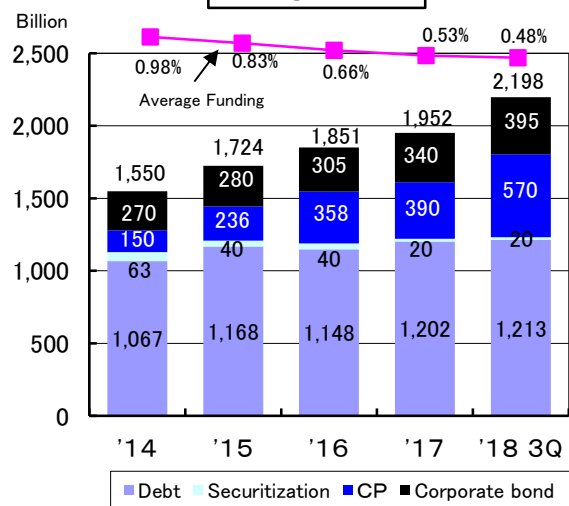
Shareholders' Equity Ratio



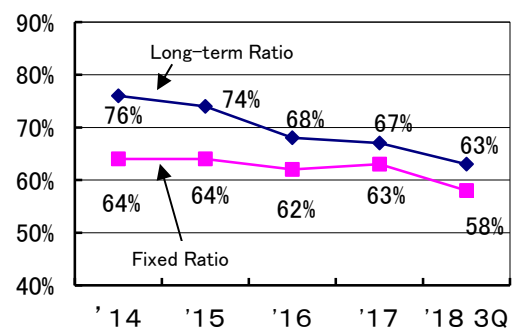
R O E



Funding Structure



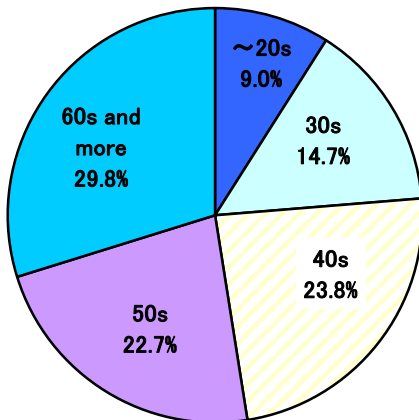
Long-term Ratio/Fixed Ratio



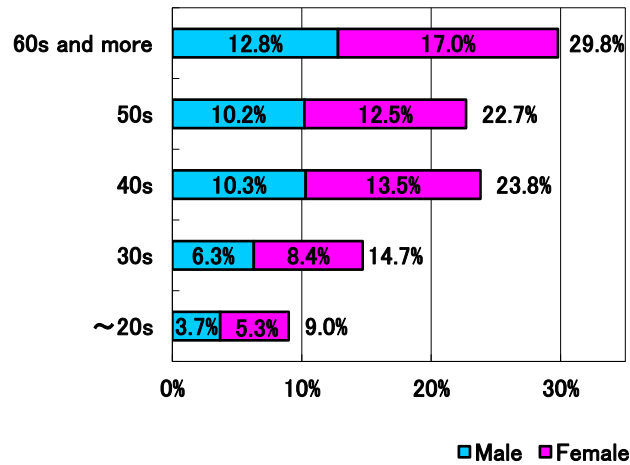
◆ Cardholders' Attributes and Usage Trends

as of Mar.31, 2018

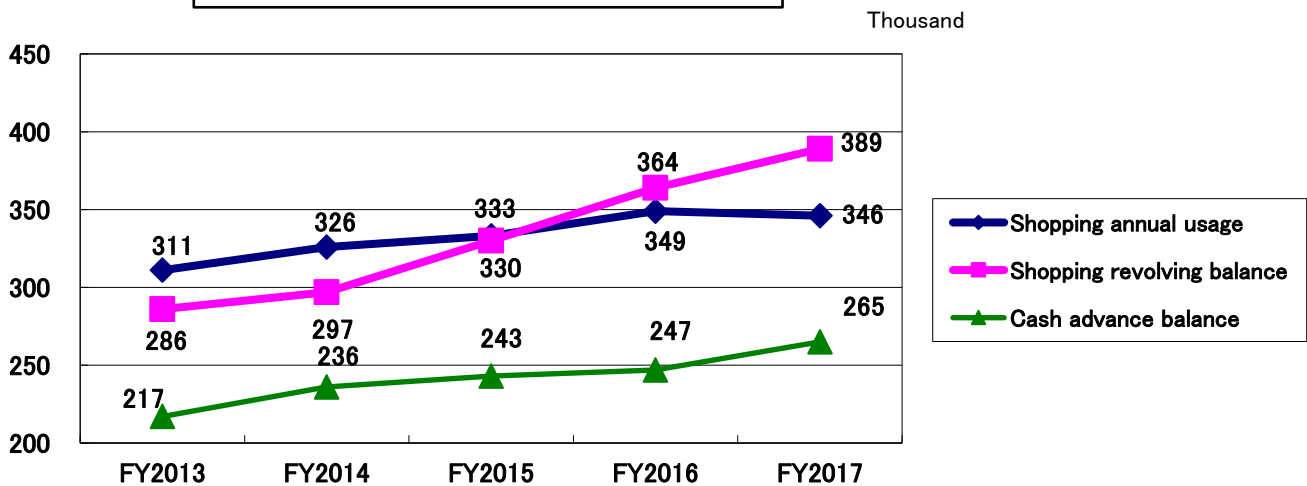
Share by Age



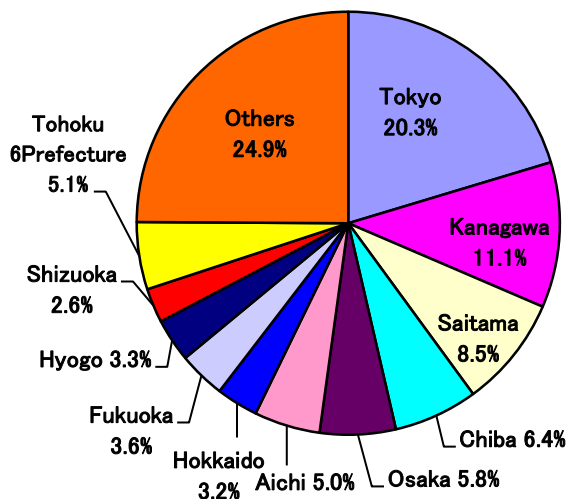
Share by Age and Sex



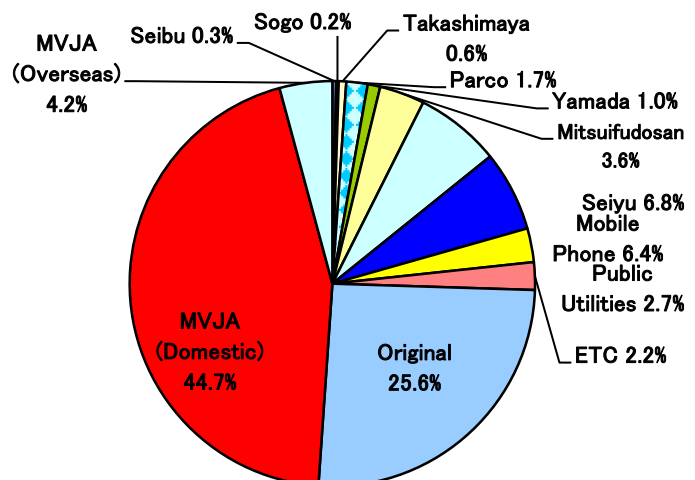
Average Annual Usage and Balance per Customer



Share by Prefecture (Saison)



Share by Shopping Usage Point (Saison)



(参考) 貸借対照表 (2018年12月31日現在)
Balance Sheets (As of December 31, 2018)

CREDIT SAISON Co., Ltd.

(単位:百万円、Millions of yen)

Term 科 目 Item		2018年12月 連結貸借対照表 (A) Consolidated	2018年12月 単体貸借対照表 (B) Non-consolidated	差 Difference (A-B)	Term 科 目 Item		2018年12月 連結貸借対照表 (A) Consolidated	2018年12月 単体貸借対照表 (B) Non-consolidated	差 Difference (A-B)
		金額 Amount					金額 Amount		
(資産の部)	(Assets)				(負債の部)	(Liabilities)			
流動資産	Current assets	(2,631,236)	(2,655,528)	(△ 24,291)	流動負債	Current liabilities	(1,280,601)	(1,269,655)	(10,945)
現金及び預金	Cash and deposits	92,342	61,683	30,658	支払手形及び買掛金	Notes and accounts payable-trade	295,569	295,363	205
割賦売掛金	Accounts receivable-installment	2,153,577	2,068,027	85,550	短期借入金	Short-term loans payable	239,960	239,960	—
買取債権	Purchased receivables	17,232	—	17,232	一年以内に返済予定の長期借入金	Current portion of long-term loans payable	74,000	73,600	400
リース投資資産	Lease investments assets	238,051	238,095	△ 44	一年以内に償還予定の社債	Current portion of bonds	30,000	30,000	—
その他営業債権	Other operating receivables	683	—	683	コマーシャル・ペーパー	Commercial paper	570,000	570,000	—
営業投資有価証券	Operational investment securities	32,261	30,933	1,327	リース債務	Leases obligations	476	476	0
たな卸資産	Inventory	110,892	2,489	108,402	未払法人税等	Income taxes payable	1,250	288	961
短期貸付金	Short-term loans	3,927	269,514	△ 265,586	賞与引当金	Provision for bonuses	1,141	610	531
その他の	Other trade receivables	35,055	32,139	2,916	役員賞与引当金	Provision for directors' bonuses	96	78	17
貸倒引当金	Allowance for doubtful accounts	△ 52,787	△ 47,355	△ 5,432	利息返還損失引当金	Provision for loss on interest repayment	6,617	5,946	670
					商品券回収損失引当金	Allowance for loss on collecting gift tickets	136	136	—
					割賦利益繰延	Deferred installment income	9,475	9,475	—
					その他の	Others	51,877	43,718	8,158
固定資産	Noncurrent assets	(558,539)	(423,853)	(134,686)					
有形固定資産	Property, plant and equipment	(76,362)	(15,029)	(61,333)	固定負債	Long-term liabilities	(1,418,555)	(1,411,008)	(7,546)
建物	Buildings	29,967	5,338	24,628	社債	Bonds payable	365,000	365,000	—
土地	Land	41,207	6,904	34,302	長期借入金	Long-term loans payable	901,799	899,099	2,700
リース資産	Equipment for lease	1,345	1,345	—	債権流動化借入金	Long-term loans payable under credit fluidity	20,000	20,000	—
建設仮勘定	Construction in progress	19	11	8	リース債務	Leases obligations	1,240	1,240	—
その他の	Others	3,822	1,429	2,392	役員退職慰労引当金	Provision for directors' retirement benefits	136	—	136
					債務保証損失引当金	Provision for loss on guarantees	7,903	7,485	418
無形固定資産	Intangible assets	(210,062)	(146,185)	(63,877)	ポイント引当金	Provision for point card certificates	103,665	103,665	—
借地権	Leaseholds	970	14	956	利息返還損失引当金	Provision for loss on interest repayment	12,358	11,565	792
ソフトウェア	Software	207,479	145,135	62,344	資産除去債務	Asset retirement obligations	814	—	814
リース資産	Equipment for lease	194	194	—	その他の	Others	5,636	2,953	2,683
建設仮勘定	Construction in progress	1,062	589	473					
その他の	Others	356	252	103					
					負債合計	Total Liabilities	2,699,156	2,680,664	18,491
投資その他の資産	Investments and other assets	(272,113)	(262,638)	(9,475)	(純資産の部)	(Net assets)			
投資有価証券	Long-term investment securities	186,325	150,546	35,779	株主資本	Shareholders' equity	(465,771)	(373,773)	(91,998)
長期貸付金	Long-term loans	11,712	42,104	△ 30,391	資本金	Capital stock	75,929	75,929	—
長期前払費用	Long-term prepaid expense	1,975	29,459	△ 27,484	資本剰余金	Capital surplus	85,574	84,100	1,474
差入保証金	Lease deposits	5,346	2,843	2,502	利益剰余金	Retained earnings	357,148	266,339	90,808
整理事業関連資産	Liquidation business assets	32,025	—	32,025	自己株式	Treasury common stock	△ 52,880	△ 52,596	△ 284
繰延税金資産	Deferred income taxes	29,245	31,109	△ 1,864					
その他の	Others	8,396	6,583	1,813	その他の包括利益累計額	Accumulated other comprehensive income	(25,939)	(26,680)	(△ 740)
貸倒引当金	Allowance for doubtful accounts	△ 2,914	△ 9	△ 2,904	その他有価証券評価差額金	Valuation difference on available-for-sale securities	27,107	27,098	8
					繰延ヘッジ損益	Deferred gains or (losses) on hedges	△ 417	△ 417	—
繰延資産	Deferred assets	(1,736)	(1,736)	(—)	為替換算調整勘定	Foreign currency translation adjustment	△ 749	—	△ 749
社債発行費	Bond issue cost	1,736	1,736	—	新株予約権	Stock option	0	—	0
					非支配株主持分	Non-controlling interests	645	—	645
					純資産合計	Net assets	492,356	400,453	91,902
資産合計	Total assets	3,191,513	3,081,118	110,394	負債及び純資産合計	Total liabilities and net assets	3,191,513	3,081,118	110,394

(参考) 損 益 計 算 書 (2018年4月1日 ~ 2018年12月31日)
Statements of Income (From April 1, 2018 to December 31, 2018)

CREDIT SAISON Co., Ltd.

(単位: 百万円、Millions of yen)

Term 科 目 Item		2018年12月 連結損益計算書 Consolidated (A)			2018年12月 単体損益計算書 Non-consolidated (B)			差 Difference (A-B)		
		金額	Amount	%	金額	Amount	%	金額	Amount	%
営業収益	Operating revenue									
クレジットサービス事業収益	Income from the credit service business		168,608			155,650			12,957	
リース事業収益	Income from the leases business		9,555			9,555			△0	
ファイナンス事業収益	Income from the finance business		29,853			25,382			4,470	
不動産関連事業利益	Income from the real estate business									
不動産関連事業収益	Revenue from the real estate business	28,236			16			28,219		
不動産関連事業原価	Cost of the real estate business	15,546	12,689		1	15		15,545	12,674	
エンタテインメント事業利益	Income from the entertainment business									
エンタテインメント事業収益	Revenue from the entertainment business	38,226			—			38,226		
エンタテインメント事業原価	Cost of the entertainment business	31,612	6,614		—	—		31,612	6,614	
金融収益	Financial revenues		185			3,285			△ 3,100	
計	Total		227,507	100.0%		193,890	100.0%		33,616	117.3%
営業費用	Operating expenses									
販売費及び一般管理費	Selling, general and administrative expenses		187,461	82.4%		161,448	83.3%		26,012	116.1%
金融費用	Financial expenses		7,094	3.1%		7,260	3.7%		△ 165	97.7%
計	Total		194,556	85.5%		168,709	87.0%		25,847	115.3%
営業利益	Operating income		32,950	14.5%		25,181	13.0%		7,769	130.9%
営業外収益	Non-operating income		10,265	4.5%		5,353	2.8%		4,911	191.7%
営業外費用	Non-operating expenses		195	0.1%		176	0.1%		19	110.8%
経常利益	Ordinary income		43,020	18.9%		30,358	15.7%		12,662	141.7%
特別利益	Extraordinary income		276	0.1%		276	0.1%		—	100.0%
特別損失	Extraordinary loss		4,347	1.9%		2,941	1.5%		1,405	147.8%
税金等調整前四半期純利益	Profit before income taxes		38,949	17.1%		27,692	14.3%		11,257	140.7%
法人税、住民税及び事業税	Income taxes-current	4,508			2,543			1,965		
法人税等調整額	Income taxes-deferred	7,205	11,714	5.1%	6,157	8,701	4.5%	1,048	3,013	134.6%
四半期純利益	Profit		27,235	12.0%		—	—		27,235	—
非支配株主に帰属する四半期純利益	Profit attributable to non-controlling interests		△ 934	△0.4%		—	—		△ 934	—
親会社株主に帰属する四半期純利益	Profit attributable to owners of parent		28,169	12.4%		18,991	9.8%		9,178	148.3%

		連結 Consolidated	単体 Non-consolidated
自己資本比率	Shareholders' equity/total assets	15.4%	13.0%
総資産利益率	ROA	0.92%	0.64%
自己資本利益率	ROE	5.80%	4.76%
連単倍率	Consolidated/Non-consolidated	1.48	

貸 借 対 照 表 (2018年11月30日現在)
Balance Sheet (As of November 30, 2018)

Term		2018年2月	2018年11月	増減	Term		2018年2月	2018年11月	増減
		February, 2018	November, 2018	Increase/Decrease			February, 2018	November, 2018	Increase/Decrease
科 目	Items	金額	Amount		科 目	Items	金額	Amount	
(資産の部)	(Assets)				(負債の部)	(Liabilities)			
流動資産	Current assets	119,613	121,443	1,829	流動負債	Current liabilities	181,504	189,151	7,646
現金及び預金	Cash and deposits	3,104	3,335	231	支払手形及び買掛金	Notes and accounts payable-trade	429	156	△ 273
受取手形及び営業未収入金	Notes and operating accounts receivable	341	156	△ 185	短期借入金	Short-term loans payable	176,930	182,350	5,420
たな卸資産	Inventories	100,697	100,772	75	未払金・未払費用	Accounts payable-other and accrued expenses	537	484	△ 52
買取債権	Purchased receivables	14,280	16,049	1,769	預り保証金	Guarantee deposited	1,750	1,524	△ 225
求償債権	Guarantor's claims	18	20	1	その他	Other	1,857	4,635	2,778
短期貸付金	Short-term loans receivable	36	33	△ 2					
その他	Other	2,802	2,715	△ 86					
貸倒引当金	Allowance for doubtful accounts	△ 1,666	△ 1,641	25					
					固定負債	Noncurrent liabilities	1,130	1,368	238
固定資産	Noncurrent assets	67,758	76,456	8,698	瑕疵保証引当金	Provision for guarantees for defects	19	15	△ 4
有形固定資産	Property, plant and equipment	33,143	40,956	7,812	預り保証金	Guarantee deposited	803	931	127
無形固定資産	Intangible assets	52	86	34	その他	Other	307	422	114
投資その他の資産	Investments and other assets	34,563	35,414	851					
整理事業関連資産	Liquidation business assets	34,206	34,070	△ 135					
その他	Other	3,256	4,234	977					
貸倒引当金	Allowance for doubtful accounts	△ 2,900	△ 2,890	9					
					負 債 合 計	Total liabilities	182,634	190,520	7,885
					(純資産の部)	(Net assets)			
					株主資本	Shareholders'equity	4,596	7,377	2,781
					資本金	Capital stock	50	50	-
					資本剰余金	Capital surplus	50	50	-
					利益剰余金	Retained earnings	4,496	7,277	2,781
					評価・換算差額等	Valuation and translation adjustments	2	1	△ 1
					その他有価証券評価差額金	Valuation difference on available-for-sale securities	2	1	△ 1
					非支配株主持分	Non-controlling interests	137	-	△ 137
					純 資 産 合 計	Total net assets	4,736	7,379	2,643
資 産 合 計	Total assets	187,371	197,900	10,528	負 債 純 資 産 合 計	Total liabilities and net assets	187,371	197,900	10,528

損 益 計 算 書 (2018年3月1日 ~ 2018年11月30日)

Statement of Income (March 1, 2018 to November 30, 2018)

(単位:百万円)

(Millions of yen)

Term		2017年11月 (17/03－17/11)	2018年11月 (18/03－18/11)	増減 Increase/Decrease
科 目	Items			
売上高	Net sales	29,420	25,746	△ 3,674
売上原価	Cost of sales	17,989	14,606	△ 3,383
売上総利益	Gross profit	11,431	11,139	△ 291
販売費及び一般管理費	Selling, general and administrative expenses	5,835	5,639	△ 195
営業利益	Operating income	5,595	5,500	△ 95
営業外収益	Non-operating income	395	759	364
営業外費用	Non-operating expenses	1,930	2,003	72
経常利益	Ordinary income	4,060	4,255	195
特別利益	Extraordinary income	0	－	△0
特別損失	Extraordinary loss	－	－	－
分配前税金等調整前四半期純利益	Income before dividends distribution, income taxes	4,061	4,255	194
匿名組合分配額	Dividend distribution from silent partnerships	△ 13	－	13
税金等調整前四半期純利益	Income before income taxes and minority interests	4,074	4,255	181
法人税等	Income taxes	57	1,482	1,424
非支配株主利益に帰属する四半期純利益	Profit attributable to non-controlling interests	△ 5	－	5
親会社株主に帰属する四半期純利益	Profit attributable to owners of parent	4,023	2,773	△ 1,249

◆ セグメント別業績概況 / Results by Business Segment

単位: 百万円 / (¥ Million)

	営業収益			営業利益		
	Operating Revenue			Operating Income		
	2017/12	2018/12	前年比% YOY Change (%)	2017/12	2018/12	前年比% YOY Change (%)
クレジットサービス Credit Service	165,667	169,822	102.5	14,868	8,414	56.6
リース Leases	9,704	9,560	98.5	3,226	4,399	136.4
ファイナンス Finance	26,050	29,853	114.6	12,080	13,195	109.2
不動産関連 Real-Estate-related	12,824	12,703	99.1	6,001	5,931	98.8
エンタテインメント Entertainment	7,101	6,614	93.1	950	1,007	106.0
計 Total	221,347	228,555	103.3	37,127	32,948	88.7
セグメント間取引 Inter-segment Transactions	(886)	(1,048)	—	2	2	—
連結 Consolidated	220,461	227,507	103.2	37,130	32,950	88.7