

2021年3月期 第3四半期

決算資料

Reference Materials for the third quarter ended December 31, 2020

2021年 2月 9日

February 9, 2021



経営企画部

Corporate Planning Dept.

03-3988-2110

CREDIT SAISON CO., LTD.

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Summary of FY2020 Q3

CREDIT SAISON CO., Ltd.

◆ Business Highlights

Payment Business

◇ Building a foundation for growth trajectory by developing new products for “young people”, “women” and “affluent segment”.

- As an initiative to promote “non-face-to-face” and “non-contact”, we launched “SAISON CARD Digital”, a service that allows the card’s use for online shopping and for contactless payment at physical stores by issuing a digital card via an app in a minimum of five minutes of completing the credit card application on a smartphone.

- Started offering “Daiwa Securities Saison Platinum American Express® Card” to customers who have subscribed to “Daiwa Fund Wrap Premium (Daiwa Fund Wrap with Premium Special Contract)” provided by Daiwa Securities Co. Ltd.

- Launched “Saison Rose Gold American Express® Card” as the Japan's first credit card with “monthly membership fee” with the concept of “a card that I really want to have”, targeting women in their 30s and 40s who live their own way in both work and private life.

- Started issuing a new concept card “Saison Gaming Card” that focuses on game players in the ever-expanding Japanese game market while providing worldview of games.

Global Business

◇ Started impact business in our Singapore subsidiary, Saison Capital Pte. Ltd.

- Started impact investment business to further promote financial inclusion in emerging markets centered on Southeast Asia and efforts toward the United Nations Sustainable Development Goals (SDGs).

◆ Business Results (2020.4 ~ 12)

() YoY Change

		Consolidated *IFRS		Non-consolidated *JGAAP	
Net Revenue *Operating Revenue	2019/12	¥237.7bil.(104%)		¥200.9bil.(104%)	
	2020/12	¥213.2bil.(90%)	→	¥189.6bil.(94%)	→
Business Profit *Ordinary Income	2019/12	¥47.4bil.(107%)		¥32.1bil.(106%)	
	2020/12	¥47.0bil.(99%)	→	¥35.6bil.(111%)	↑
Profit attributable to owners of parent *Net Income	2019/12	¥34.0bil.(122%)		¥32.1bil.(169%)	
	2020/12	¥33.3bil.(98%)	→	¥25.8bil.(80%)	→

◆ Consolidated Results

Consolidated Results

() YoY change

	2020/12	2021/3 (estimate)
Net Revenue	¥213.2bil.(90%)	¥287.5bil.
Business Profit	¥47.0bil.(99%)	¥44.0bil.
Profit attributable to owners of parent	¥33.3bil.(98%)	¥29.0bil.
Shareholders' equity ratio	14.9%	—

Business Profit:

Difference between consolidated and non-consolidated

	Consolidated	Non-consolidated *Ordinary income	Difference
Business Profit	¥47.0bil.	¥35.6bil.	¥11.3bil.

Contribution to Consolidated Results

Main consolidated subsidiaries	Contribution to Business profit	Main equity-method affiliates	Contribution to Business profit
Saison Fundex Corporation (lending business, real estate-related financing business)	¥3.75bil.	Saison Infomation System Co., Ltd. (information processing business)	¥1.09bil.
Atrium Group (comprehensive real estate business, servicing business)	¥2.07bil.	HD SAISON Finance Company Ltd. (retail financing business in Vietnam)	¥0.75bil.
SAISON PERSONAL PLUS COMPANY LIMITED. (Temporary staffing business, servicing business)	¥0.73bil.	Seven CS Card Service Co., Ltd. (Credit card business)	¥0.75bil.
Concerto Co.,Ltd. (entertainment business, real estate rental business)	¥0.71bil.	Idemitsu Credit Co., Ltd. (Credit card business)	¥0.75bil.

◆ Main Indices (Non-Consolidated)

()YOY change

	Q3 Results	Annual target
New card issuances	910,000 (67%)	1,490,000 (82%)
Total cardholders	25.80 million <-0.59 mil from end of FY19>	26.39 million <±0 mil from end of FY19>
Active cardholders	14.29 million <-0.67 mil from end of FY19>	14.85 million <-0.11 mil from end of FY19>
Transaction volume	¥3,502.0 bil. (89%)	¥4,872.0 bil. (94%)
Card Shopping	¥3,386.2 bil. (91%)	¥4,692.0 bil. (95%)
Cash advances	¥115.8 bil. (64%)	¥180.0 bil. (76%)
Shopping revolving balance	¥396.7 bil. (93%)	¥392.0 bil. (92%)
Cash advances balance	¥187.8 bil. (86%)	¥199.0 bil. (91%)

◆ 取扱高の実績 / Total Transaction Volume

単位: 百万円 / (¥ Million)

	2019/12	前年比%	構成比%	2020/12	前年比%	構成比%	2020/3	前年比%	構成比%
		YOY Change (%)	% of Total		YOY Change (%)	% of Total		YOY Change (%)	% of Total
	2019/4/1～12/31			2020/4/1～12/31			2019/4/1～2020/3/31		
カードショッピング Credit card-related shopping services	3,739,514	103.8	55.5	3,386,282	90.6	56.9	4,946,908	103.3	55.3
カードキャッシング Cash advances	180,571	97.7	2.7	115,807	64.1	1.9	237,555	97.8	2.7
カード事業計 Credit card business total	3,920,085	103.5	58.2	3,502,089	89.3	58.8	5,184,463	103.0	58.0
証書ローン Member's Loan	994	96.8	0.0	512	51.5	0.0	1,258	90.4	0.0
プロセッシング・他社カード代行 Agency services	2,271,743	99.7	33.7	1,967,398	86.6	33.0	2,985,255	99.0	33.4
ペイメント関連 Payment-related	21,649	111.5	0.3	19,517	90.2	0.3	28,978	112.5	0.3
ペイメント事業計 Payment business total	6,214,473	102.1	92.3	5,489,518	88.3	92.2	8,199,955	101.6	91.7
リース事業 Leases	96,638	112.8	1.4	84,999	88.0	1.4	127,178	110.0	1.4
信用保証 Credit guarantees	74,967	88.0	1.1	50,902	67.9	0.9	101,510	88.8	1.1
不動産担保ローン Mortgage loans	103,903	74.5	1.5	93,831	90.3	1.6	175,621	84.4	2.0
その他 Others	245,233	120.7	3.6	236,738	96.5	4.0	341,131	118.5	3.8
ファイナンス関連 Finance-related	349,137	101.9	5.2	330,570	94.7	5.6	516,752	104.2	5.8
ファイナンス事業計 Finance business total	424,104	99.1	6.3	381,473	89.9	6.4	618,263	101.3	6.9
その他の事業 Other businesses	17	102.9	0.0	18	107.8	0.0	23	101.7	0.0
取扱高合計 Total volume of transactions	6,735,233	102.0	100.0	5,956,009	88.4	100.0	8,945,420	101.7	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ATM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.

◆「ペイメント関連」は保険及び個別信用購入あっせんなど収益を含む。

Payment related business includes items such as insurance and revenue from installment sales finance business.

◆「その他の事業」は賃貸収入などを含む。

Other businesses includes items such as lease revenue.

◆ 営業資産残高の実績 / Operating Assets

単位: 百万円 / (¥ Million)

	2019/12	2020/12	前年比% YOY Change (%)	2020/3	対期末増減 Increase/Decrease from 2020/3	前期末比% Change from 2020/3 (%)
カードショッピング Credit card-related shopping services	1,149,918	1,103,259	95.9	1,044,962	58,296	105.6
(内 リボルビング) (shopping revolving included)	427,654	396,794	92.8	426,826	△ 30,031	93.0
カードキャッシング Cash advances	218,610	187,842	85.9	218,897	△ 31,055	85.8
カード事業計 Credit card business total	1,368,529	1,291,102	94.3	1,263,860	27,241	102.2
証書ローン Member's Loan	4,879	3,914	80.2	4,677	△ 762	83.7
プロセッシング・他社カード代行 Agency services	120,640	106,140	88.0	94,502	11,638	112.3
ペイメント関連 Payment-related	394	408	103.6	411	△ 2	99.4
ペイメント事業計 Payment business total	1,494,444	1,401,565	93.8	1,363,451	38,114	102.8
リース事業 Leases	69,303	71,755	103.5	70,438	1,317	101.9
信用保証 Credit guarantee	1,368 (262,858)	1,209 (232,094)	88.4 (88.3)	1,364 (261,835)	△ 155 (△ 29,741)	88.6 (88.6)
不動産担保ローン Mortgage loans	575,073	694,961	120.8	631,279	63,682	110.1
その他 Others	110,931 (149,680)	145,472 (216,163)	131.1 (144.4)	130,623 (177,886)	14,849 (38,276)	111.4 (121.5)
ファイナンス関連 Finance-related	686,004 (724,753)	840,434 (911,125)	122.5 (125.7)	761,902 (809,165)	78,532 (101,959)	110.3 (112.6)
ファイナンス事業計 Finance business total	687,373 (987,612)	841,644 (1,143,219)	122.4 (115.8)	763,267 (1,071,001)	78,376 (72,217)	110.3 (106.7)
割賦売掛金残高計 Accounts receivable - installment	2,251,120 (2,551,359)	2,314,965 (2,616,540)	102.8 (102.6)	2,197,156 (2,504,891)	117,808 (111,649)	105.4 (104.5)
リース投資資産 Investments in leases	254,116	258,156	101.6	257,713	443	100.2

◆ () 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 - 億円(1回払い)

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

単位: 百万円 / (¥ Million)

	2019/12	2020/12	前年比% YOY Change (%)	2020/3	対期末増減 Increase/Decrease from 2020/3	前期末比% Change from 2020/3 (%)
カードショッピング Credit card-related shopping services	1,176,918	1,103,259	93.7	1,059,962	43,296	104.1

◆ 営業収益の実績 / Operating Revenue

単位: 百万円 / (¥ Million)

	2019/12	前年比%	構成比%	2020/12	前年比%	構成比%	2020/3	前年比%	構成比%
		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	105,178	102.9	52.3	99,562	94.7	52.5	140,136	103.2	52.3
カードキャッシング Cash advances	24,418	99.4	12.1	21,796	89.3	11.5	32,376	99.5	12.1
カード事業計 Credit card business total	129,597	102.2	64.5	121,358	93.6	64.0	172,513	102.5	64.4
証書ローン Member's Loan	450	85.5	0.2	367	81.5	0.2	588	86.4	0.2
プロセッシング・他社カード代行 Agency services	23,602	111.8	11.7	20,465	86.7	10.8	31,260	109.9	11.7
ペイメント関連 Payment-related	7,718	106.9	3.8	7,665	99.3	4.0	10,111	103.1	3.8
ペイメント事業計 Payment business total	161,368	103.7	80.3	149,857	92.9	79.0	214,473	103.5	80.0
リース Leases	9,210	96.4	4.6	8,892	96.5	4.7	12,264	96.4	4.6
信用保証 Credit guarantee	12,548	98.2	6.2	11,380	90.7	6.0	16,628	98.0	6.2
不動産担保ローン Mortgage loans	9,949	111.2	5.0	11,249	113.1	5.9	13,995	110.8	5.2
その他 Others	4,374	119.5	2.2	4,923	112.5	2.6	6,051	120.4	2.3
ファイナンス関連 Finance-related	14,324	113.6	7.1	16,173	112.9	8.5	20,046	113.6	7.5
ファイナンス事業計 Finance business total	26,872	105.9	13.4	27,553	102.5	14.5	36,674	105.9	13.7
その他の事業 Other businesses	16	103.1	0.0	17	108.5	0.0	21	102.9	0.0
金融収益 Financial revenue	3,523	107.2	1.8	3,337	94.7	1.8	4,586	103.3	1.7
営業収益計 Total operating revenue	200,990	103.7	100.0	189,657	94.4	100.0	268,020	103.5	100.0

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◆「ペイメント関連」は保険及び個別信用購入あっせんなど収益を含む。

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◆「その他の事業」は賃貸収入などを含む。

Other businesses includes items such as lease revenue.

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

単位: 百万円 / (¥ Million)

	2019/12	前年比%	構成比%	2020/12	前年比%	構成比%	2020/3	前年比%	構成比%
		YOY Change (%)	% of Total		YOY Change (%)	% of Total		YOY Change (%)	% of Total
加盟店収益 Revenues from Affiliated Stores	59,019	104.2	56.1	53,829	91.2	54.1	78,280	104.3	55.9
リボ残高収益 Revenues from Revolving Credit	39,598	100.7	37.6	38,860	98.1	39.0	53,096	101.5	37.9
年会費 Annual membership Fees	6,560	103.9	6.2	6,872	104.8	6.9	8,758	104.2	6.3
合計 Total	105,178	102.9	100.0	99,562	94.7	100.0	140,136	103.2	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)

	2019/12	増減 Increase/Decrease	前年比% YOY Change (%)	2020/12	増減 Increase/Decrease	前年比% YOY Change (%)	2020/3	増減 Increase/Decrease	前年比% YOY Change (%)
広告宣伝費 Advertising expenses	28,259	1,531	105.7	26,309	△ 1,950	93.1	38,372	2,354	106.5
貸倒引当金繰入額 Provision of allowance for doubtful accounts	17,171	204	101.2	13,282	△ 3,889	77.3	23,928	421	101.8
利息返還損失引当金繰入額 Provision for loss on interest repayment	—	—	—	—	—	—	10,784	10,784	—
債務保証損失引当金繰入額 Provision for loss on guarantees	6,093	△ 472	92.8	5,634	△ 459	92.5	7,830	△ 80	99.0
役員報酬 Remuneration for directors (and other officers)	300	17	106.0	255	△ 45	84.8	410	15	103.9
従業員給料及び賞与 Employees' salaries and bonuses	14,826	△ 848	94.6	20,015	5,189	135.0	18,776	△ 1,100	94.5
賞与引当金繰入額 Provision for bonuses	568	△ 41	93.2	765	197	134.7	1,657	△ 59	96.5
退職給付費用 Retirement benefit expenses	588	△ 16	97.3	808	219	137.3	785	△ 17	97.9
役員賞与引当金繰入額 Provision for bonuses for directors (and other officers)	67	△ 11	85.5	46	△ 21	68.4	119	6	105.3
福利厚生費 Welfare expenses	2,454	△ 140	94.6	3,183	729	129.7	3,328	△ 158	95.5
通信交通費 Communication and transportation expenses	9,663	1,005	111.6	6,542	△ 3,120	67.7	12,615	1,250	111.0
租税公課 Taxes and dues	6,287	877	116.2	5,329	△ 957	84.8	8,220	926	112.7
賃借料 Rent expenses	1,283	103	108.8	1,649	365	128.5	1,711	149	109.6
支払手数料 Commission expenses	63,159	1,403	102.3	47,067	△ 16,092	74.5	85,122	2,924	103.6
減価償却費 Depreciation	10,721	733	107.3	14,335	3,613	133.7	14,435	866	106.4
その他 Others	5,682	1,336	130.8	5,425	△ 256	95.5	7,694	1,786	130.2
合計 Total	167,131	5,682	103.5	150,651	△ 16,479	90.1	235,794	20,068	109.3

◆ 貸倒償却の実額 / Depreciation expenses

単位: 百万円 / (¥ Million)

	2019/12	増減 Increase/Decrease	前年比% YOY Change (%)	2020/12	増減 Increase/Decrease	前年比% YOY Change (%)	2020/3	増減 Increase/Decrease	前年比% YOY Change (%)
貸倒償却実額合計 Total depreciation expenses	24,589	3,078	114.3	24,586	△ 3	100.0	33,209	4,141	114.2

◆ 金利感応度によるバランシートの構造 / Interest Rate Structure of Assets and Liabilities

単位:10億円／(¥ Billion)

2020/3			
変動金利資産 Variable-rate assets	997	変動金利負債 Variable-rate liabilities	956 (971)
準固定金利資産 Semi fixed-rate assets	663	固定金利負債 Fixed-rate liabilities	1,420 (1,420)
固定金利資産 Fixed-rate assets	356	非金利負債 Non interest-bearing liabilities	429
非金利資産 Non interest-earning assets	1,193 (1,208)	資本 Shareholder's equity	404
資産合計 Total assets	3,210 (3,225)	負債・資本合計 Total liabilities and shareholder's equity	3,210 (3,225)

GAP額 GAP amount	△ 41 (△26)
GAP率 GAP rate	－ －

単位:10億円／(¥ Billion)

2020/12			
変動金利資産 Variable-rate assets	1,074	変動金利負債 Variable-rate liabilities	909 (909)
準固定金利資産 Semi fixed-rate assets	599	固定金利負債 Fixed-rate liabilities	1,520 (1,520)
固定金利資産 Fixed-rate assets	363	非金利負債 Non interest-bearing liabilities	481
非金利資産 Non interest-earning assets	1,306 (1,306)	資本 Shareholder's equity	432
資産合計 Total assets	3,343 (3,343)	負債・資本合計 Total liabilities and shareholder's equity	3,343 (3,343)

GAP額 GAP amount	△ 165 (△165)
GAP率 GAP rate	－ －

◆ 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.

◆ ()はオフバランスの債権流動化を含む数値。

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)

	純収益 Net revenue				
	2020/3	前年比% YOY Change (%)	2021/3	前年比% YOY Change (%)	構成比% % of Total
ペイメント事業収益 Revenue from the payment business	230,160	101.7	213,600	92.8	74.3
リース事業収益 Revenue from the leases business	12,266	97.5	12,300	100.3	4.3
ファイナンス事業収益 Revenue from the finance business	43,112	109.9	41,700	96.7	14.5
不動産関連事業利益 Income from the real estate-related business	16,276	94.8	12,900	79.3	4.5
エンタテインメント事業利益 Income from the entertainment business	8,821	100.7	6,000	68.0	2.1
金融収益 Financial revenue	771	90.2	1,000	129.7	0.3
純収益合計 Total net revenue	311,410	102.2	287,500	92.3	100.0

※不動産事業利益・エンタテインメント事業利益は、不動産事業原価・エンタテインメント事業原価を控除した金額を記載しております。

	2020/3	前年比% YOY Change (%)	2021/3	前年比% YOY Change (%)
事業利益 Business profit	36,184	69.3	44,000	121.6
当期利益 Profit attributable to owners of parent	22,863	74.9	29,000	126.8

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

単位: 百万円 / (¥ Million)

	取扱高 Volume of New Contracts			営業収益 Operating Revenue		
	2021/3	前年比% YOY Change (%)	構成比% % of Total	2021/3	前年比% YOY Change (%)	構成比% % of Total
カードショッピング Credit card-related shopping services	4,692,000	94.8	56.8	133,800	95.5	52.1
カードキャッシング Cash advances	180,000	75.8	2.2	29,100	89.9	11.3
カード事業計 Credit card business total	4,872,000	94.0	59.0	162,900	94.4	63.5
証書ローン Member's Loan	640	50.9	0.0	400	68.0	0.2
プロセッシング・他社カード代行 Agency services	2,728,000	91.4	33.0	30,600	97.9	11.9
ペイメント関連 Payment-related	27,000	93.2	0.3	10,400	102.9	4.1
ペイメント事業計 Payment business total	7,627,640	93.0	92.4	204,300	95.3	79.6
リース 事業 Leases	120,000	94.4	1.5	12,100	98.7	4.7
信用保証 Credit guarantees	66,000	65.0	0.8	14,800	89.0	5.8
不動産担保ローン Mortgage loans	150,000	85.4	1.8	15,000	107.2	5.8
その他 Others	291,000	85.3	3.5	6,100	100.8	2.4
ファイナンス関連 Finance-related	441,000	85.3	5.3	21,100	105.3	8.2
ファイナンス事業計 Finance business total	507,000	82.0	6.1	35,900	97.9	14.0
金融収益 Financial revenue				4,400	95.9	1.7
合計 Total	8,254,640	92.3	100.0	256,700	95.8	100.0

	2020/3	前年比% YOY Change (%)	2021/3	前年比% YOY Change (%)
販管費 SG&A expenses	235,794	109.3	217,400	92.2
金融費用 Financial costs	10,535	108.1	11,600	110.1
計 Total	246,330	109.2	229,000	93.0
営業利益 Operating income	21,690	64.7	27,700	127.7
経常利益 Ordinary income	28,348	71.5	35,000	123.5
当期純利益 Net income	33,391	129.0	26,000	77.9

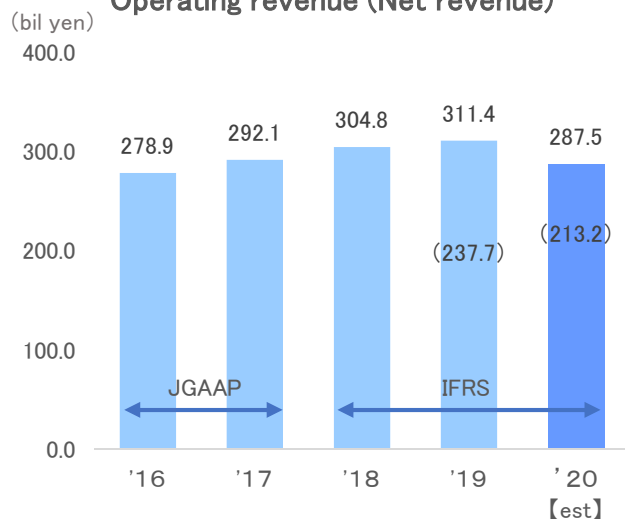
◆ Business Results

() 3Q results

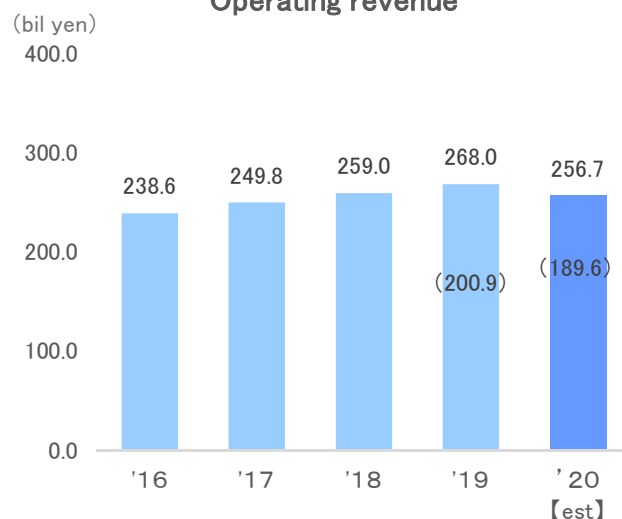
Consolidated

Non-consolidated

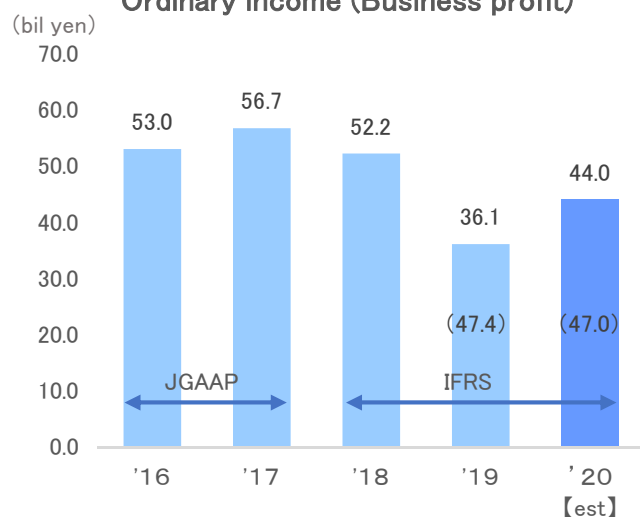
Operating revenue (Net revenue)



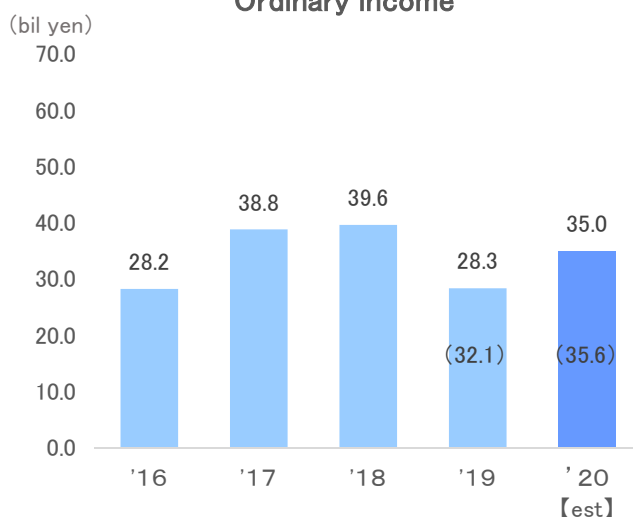
Operating revenue



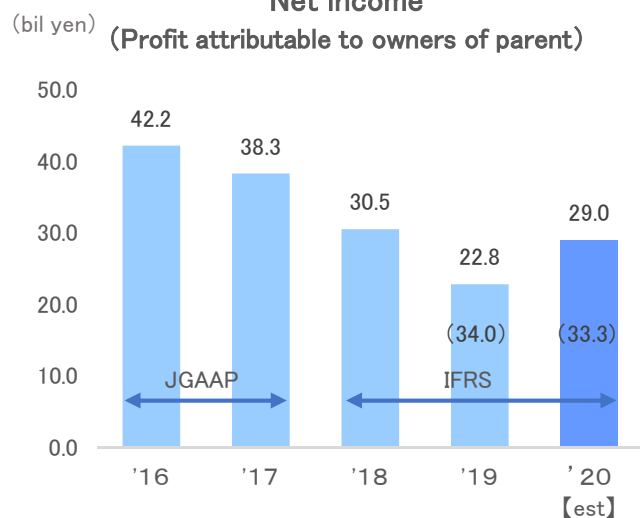
Ordinary income (Business profit)



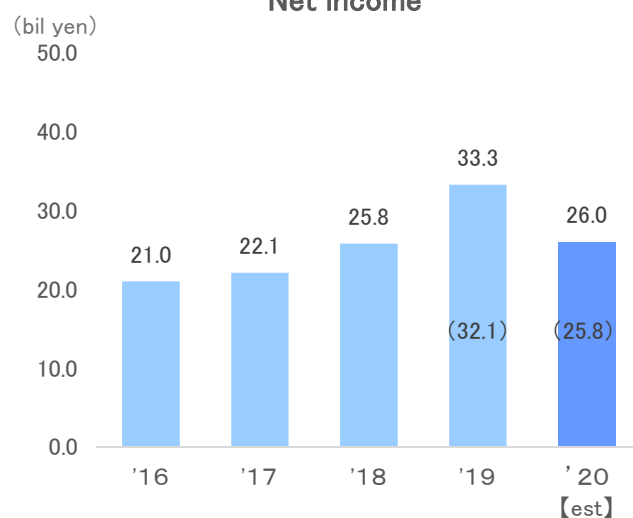
Ordinary income



Net income (Profit attributable to owners of parent)

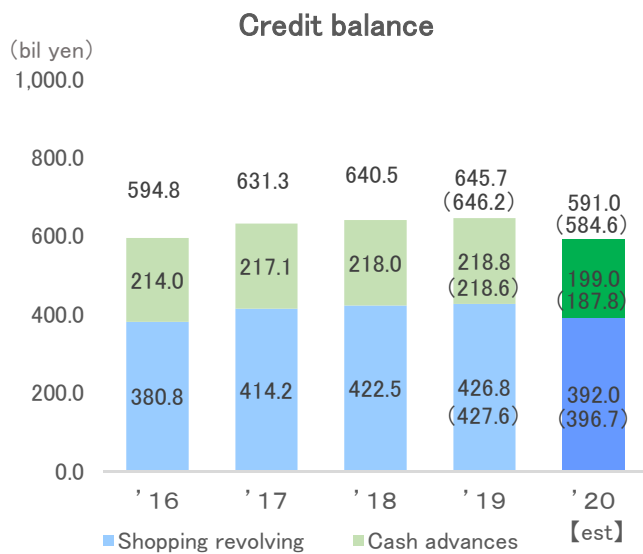
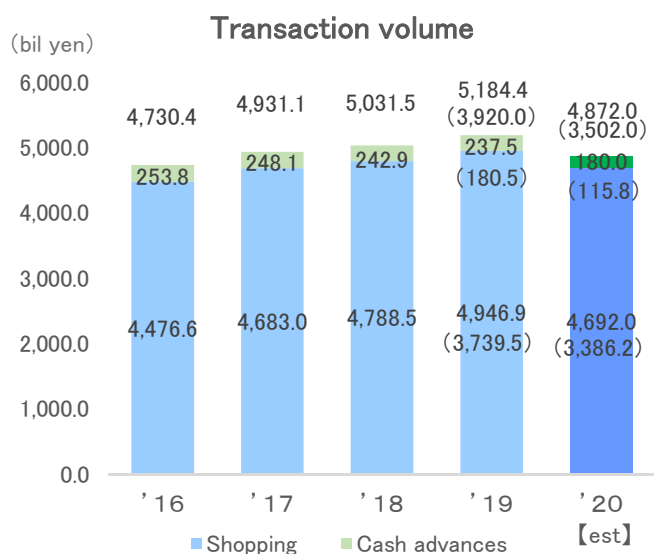
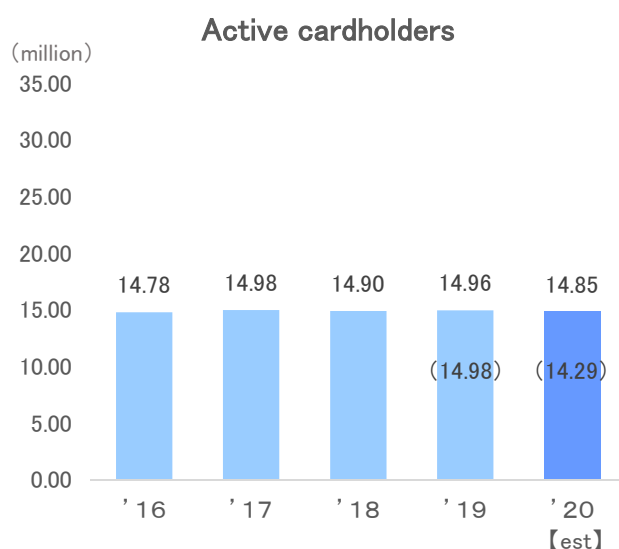
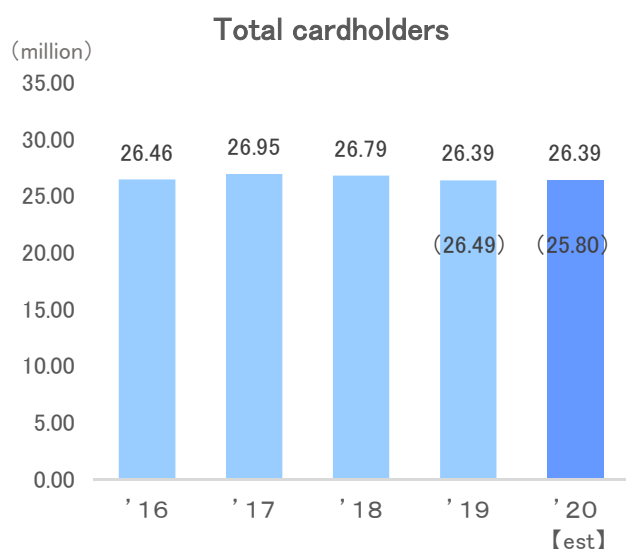
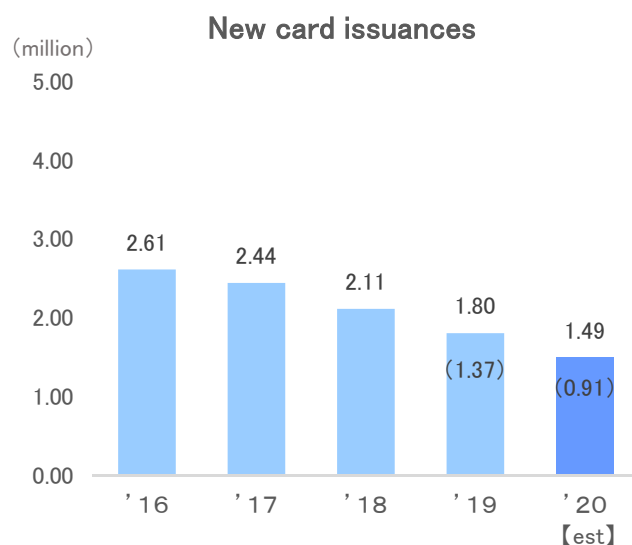
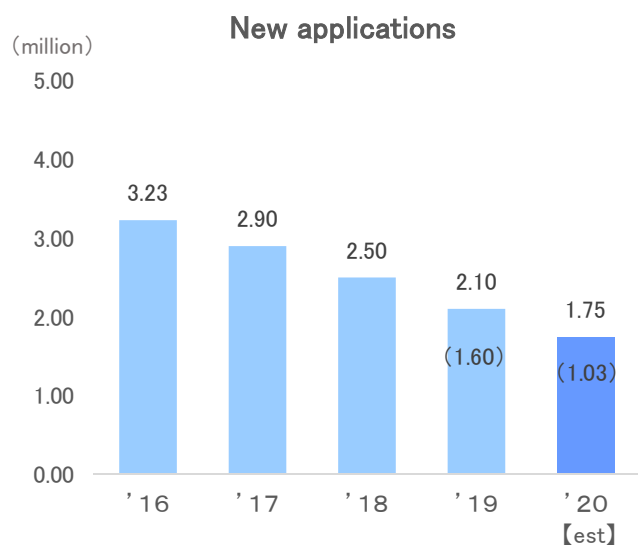


Net income

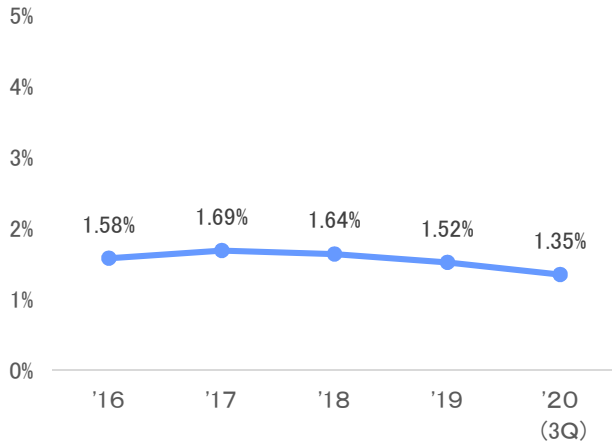


◆ Main Indices (Non-consolidated)

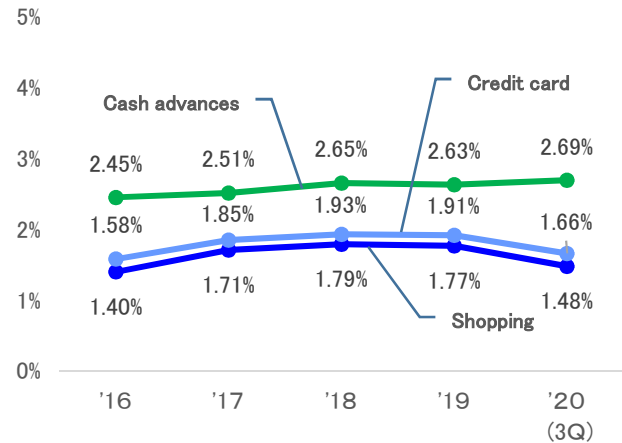
() 3Q results



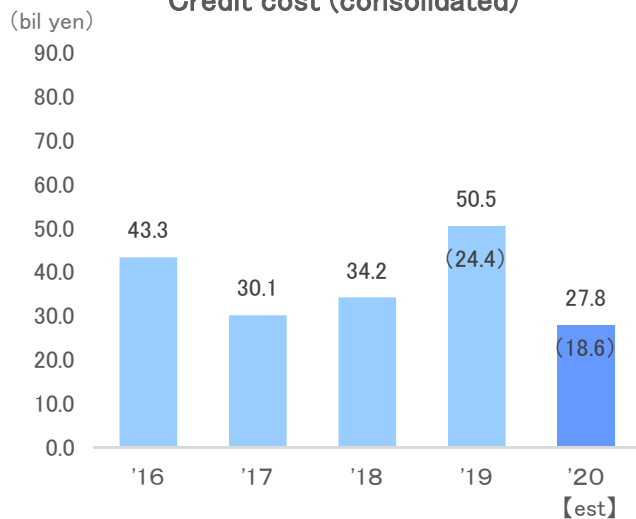
Delinquency over 90 days
(consolidated)



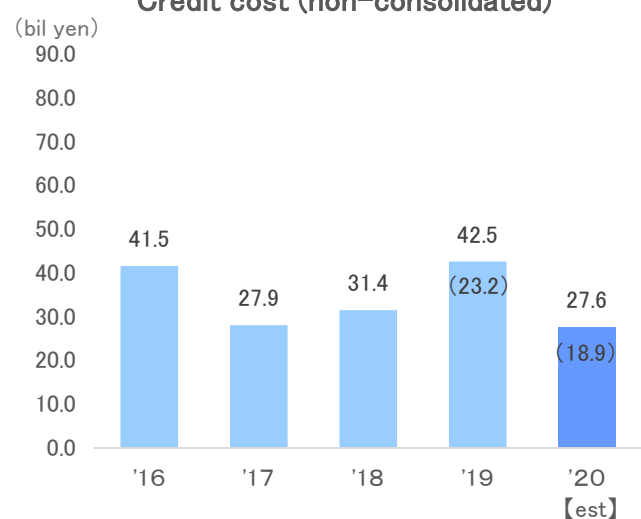
Delinquency over 90 days
(non-consolidated)



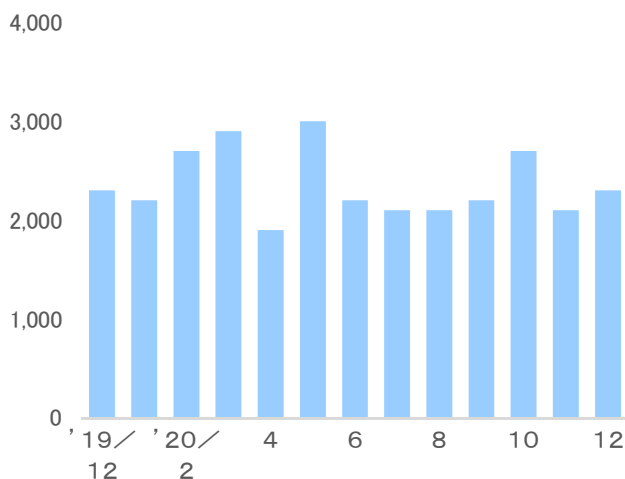
Credit cost (consolidated)



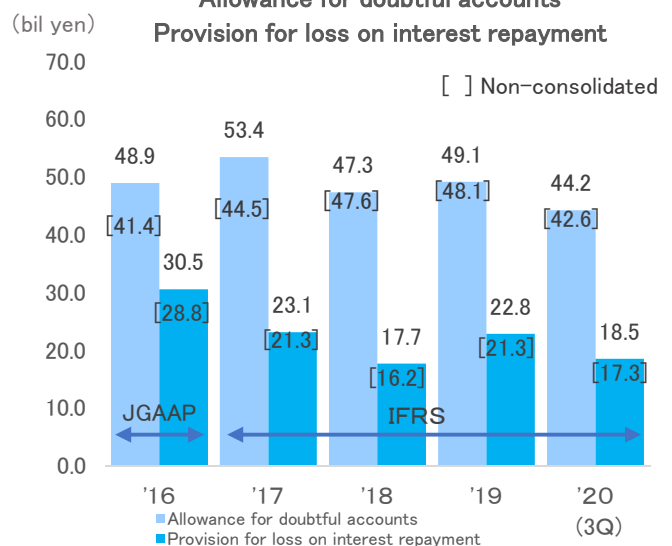
Credit cost (non-consolidated)



New repayment claims

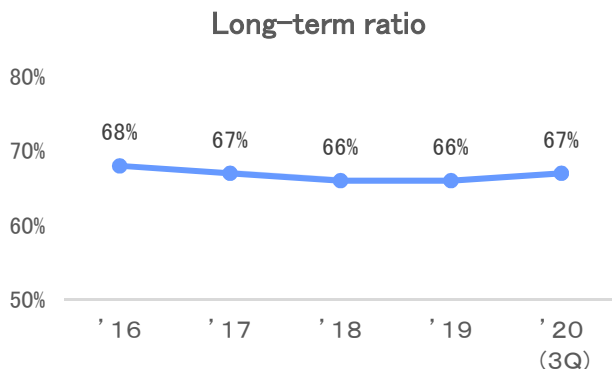
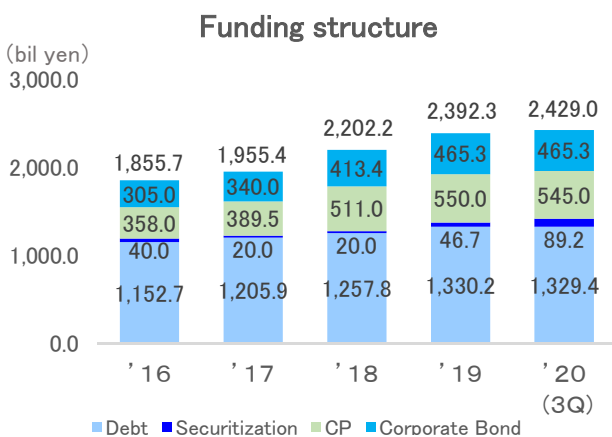
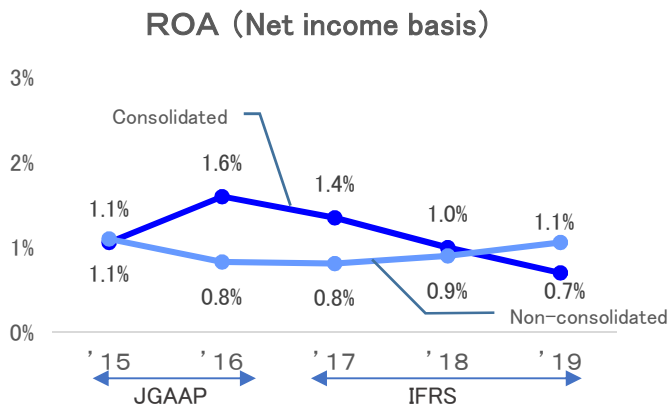
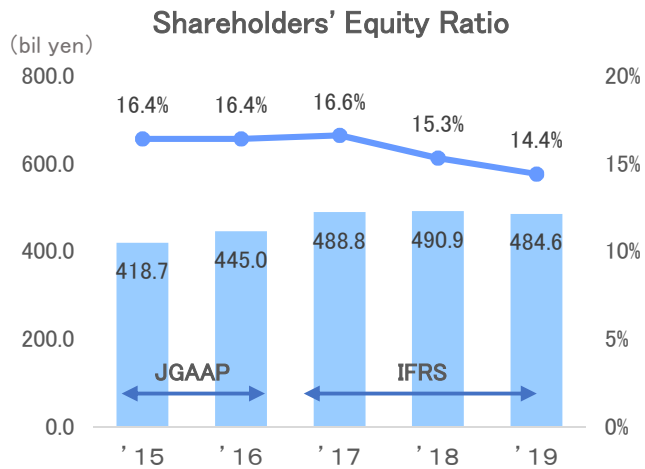


Allowance for doubtful accounts
Provision for loss on interest repayment

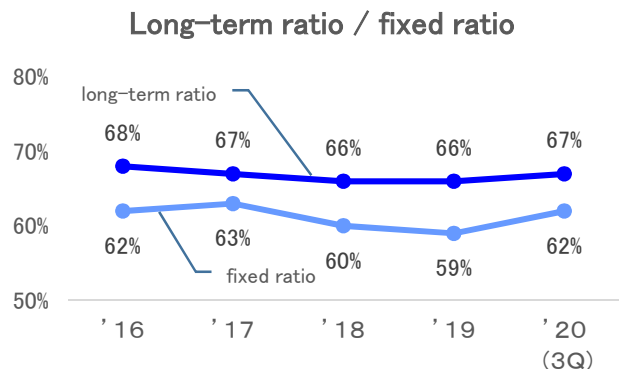
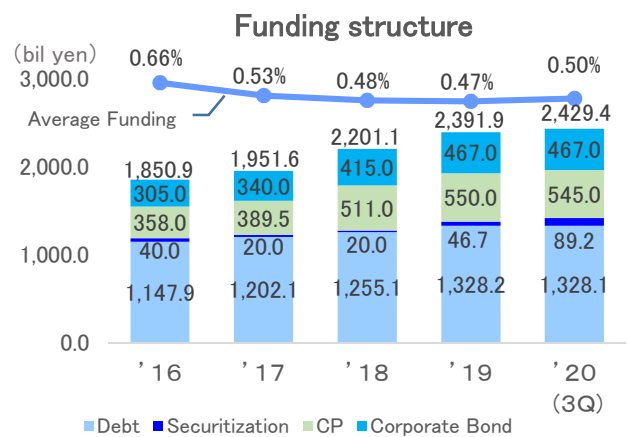
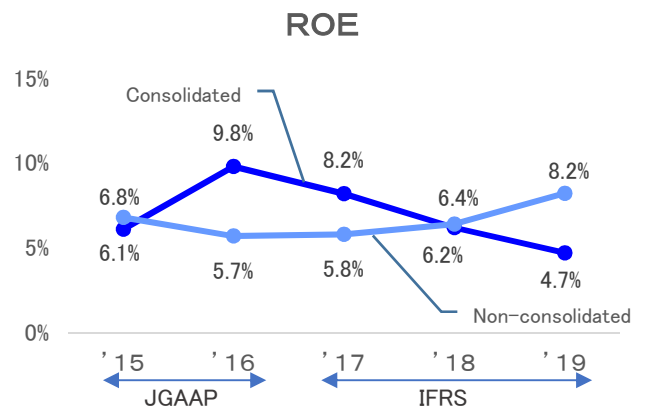
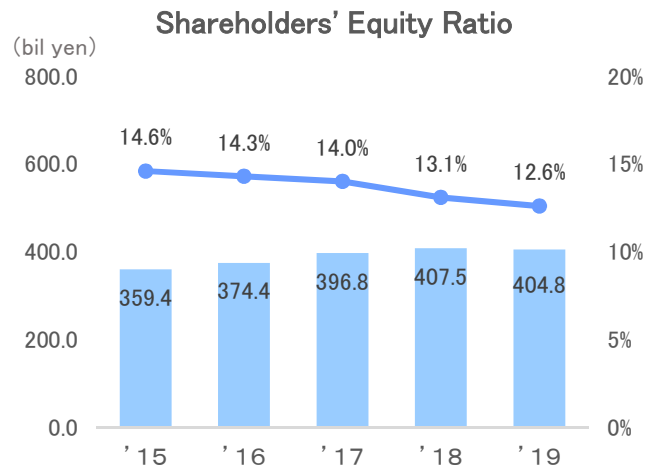


◆ Financial Indices

Consolidated



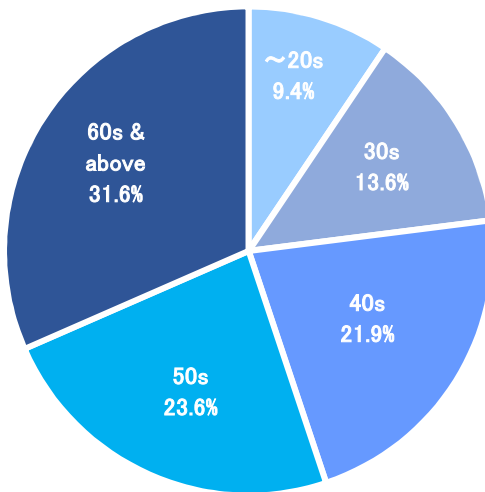
Non-consolidated



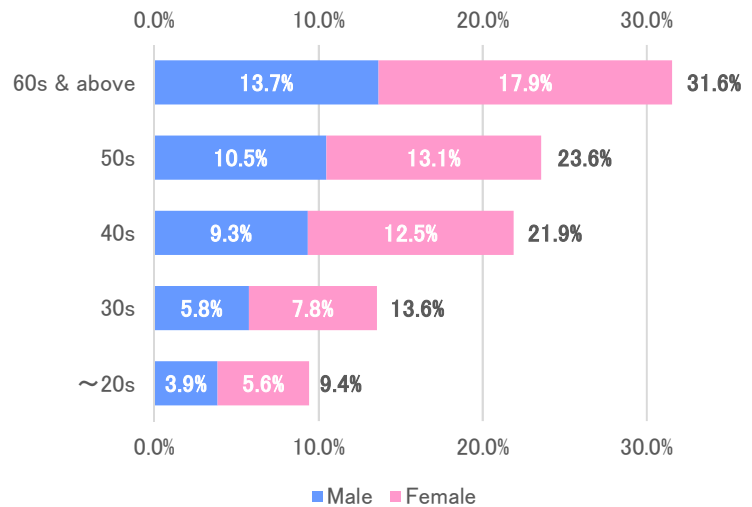
◆ Cardholders' attributes and usage trend

As of Mar 31, 2020

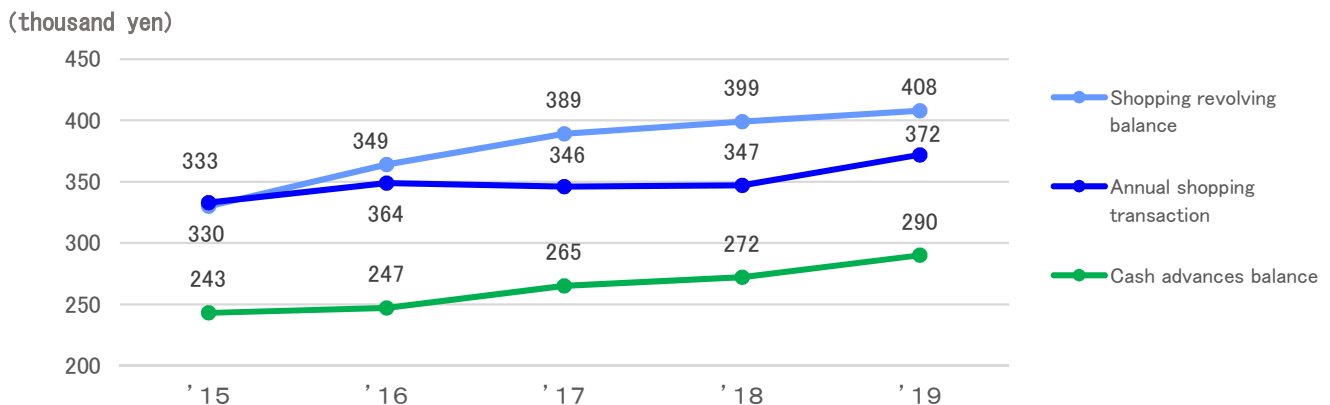
Cardholders by age



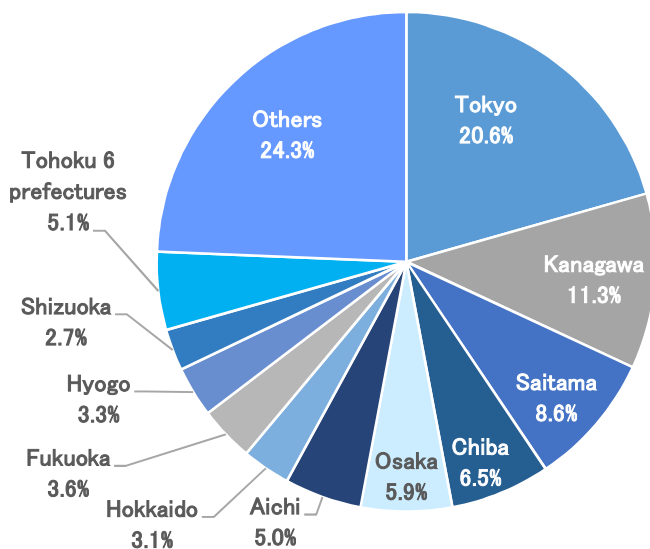
Cardholders by age and gender



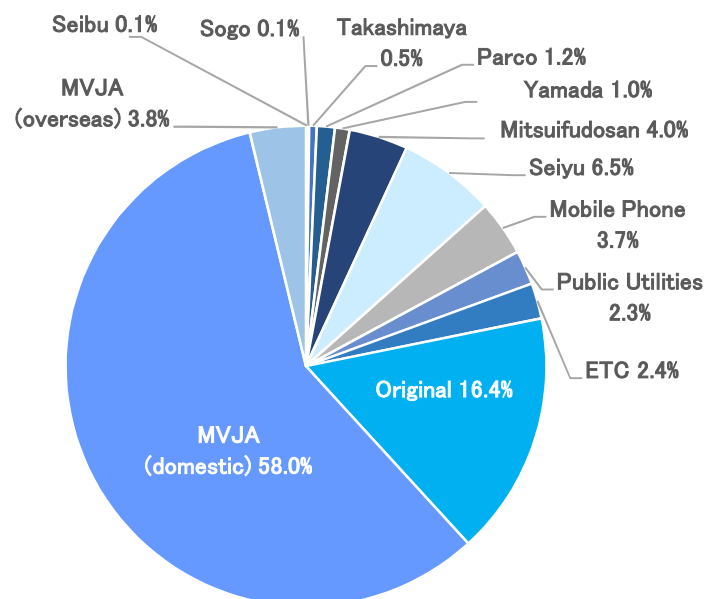
Average usage and credit balance per customer



Cardholders by prefecture



Shopping transaction by shopping centre (Saison)



(参考) 貸借対照表 (2020年12月31日現在) ※単体
Balance Sheets (As of December 31, 2020) Non-Consolidated

CREDIT SAISON Co., Ltd.

(単位: 百万円)

(Millions of yen)

Term		2020年3月	2020年12月	増減	Term		2020年3月	2020年12月	増減
		March, 2020	December, 2020	Increase/Decrease			March, 2020	December, 2020	Increase/Decrease
科 目	Item	金額 Amount			科 目	Item	金額 Amount		
(資 産 の 部)	(Assets)				(負 債 の 部)	(Liabilities)			
流 動 資 産	Total Current assets	(2,807,614)	(2,942,656)	(135,041)	流 動 負 債	Total Current liabilities	(1,303,514)	(1,331,596)	(28,082)
現 金 及 び 預 金	Cash and deposits	74,974	81,690	6,715	支 払 手 形	Notes payable – trade	0	—	△ 0
割 賦 売 掛 金	Accounts receivable - installment	2,197,156	2,314,965	117,808	買 掛 金	Accounts payable - trade	229,187	284,191	55,003
リ ー ス 投 資 資 産	Investments in leases	257,713	258,156	443	短 期 借 入 金	Short-term borrowings	256,504	250,477	△ 6,026
営 業 投 資 有 価 証 券	Operational investment securities	43,709	41,917	△ 1,792	1年内返済予定の長期借入金	Current portion of long-term borrowings	124,400	106,600	△ 17,800
商 品	Merchandise	113	113	—	1 年 内 償 還 予 定 の 社 債	Current portion of bonds payable	75,000	80,000	5,000
貯 蔵 品	Supplies	1,581	1,673	91	コ マ ー シ ャ ル ・ ペ ー パ ー	Commercial papers	550,000	545,000	△ 5,000
前 払 費 用	Prepaid expenses	4,837	1,315	△ 3,521	1年内返済予定の債権流動化借入金	Current portion of long-term loans payable under securitized borrowings	5,059	6,121	1,061
短 期 貸 付 金	Short-term loans receivable	544	943	399	リ ー ス 債 務	Lease obligations	536	506	△ 30
関 係 会 社 短 期 貸 付 金	Short-term loans receivable from subsidiaries and associates	244,208	252,680	8,472	未 払 金	Accounts payable – other	4,178	3,885	△ 293
未 収 入 金	Accounts receivable - other	26,338	24,470	△ 1,867	未 払 費 用	Accrued expenses	20,620	20,263	△ 356
そ の 他	Other	4,212	6,959	2,746	未 払 法 人 税 等	Income taxes payable	6,835	1,328	△ 5,507
貸 倒 引 当 金	Allowance for doubtful accounts	△ 47,776	△ 42,230	5,545	預 り 金	Deposits received	8,249	11,895	3,645
					前 受 取 益	Unearned revenue	692	1,066	373
固 定 資 産	Total non-current assets	(401,477)	(398,720)	(△ 2,757)	賞 与 引 当 金	Provision for bonuses	1,657	762	△ 895
有形固定資産	Total property, plant and equipment	(15,045)	(16,290)	(1,245)	役 員 賞 与 引 当 金	Provision for bonuses for directors (and other officers)	119	46	△ 72
建 物 (純 額)	Buildings, net	5,449	5,325	△ 123	利 息 返 還 損 失 引 当 金	Provision for loss on interest repayment	6,372	6,201	△ 171
車 両 運 搬 具 (純 額)	Vehicles, net	0	0	0	商 品 券 回 収 損 失 引 当 金	Provision for loss on collecting gift tickets	132	132	△ 0
器 具 備 品 (純 額)	Equipment, net	1,438	2,774	1,336	割 賦 利 益 繰 延	Deferred installment income	9,049	8,251	△ 798
土 地	Land	6,904	6,904	—	そ の 他	Other	4,915	4,867	△ 48
リ ー ス 資 産 (純 額)	Leased assets, net	1,234	1,188	△ 46					
建 設 仮 勘 定	Construction in progress	18	97	78	固 定 負 債	Total non-current liabilities	(1,502,601)	(1,578,897)	(76,296)
					社 債	Bonds payable	392,000	387,000	△ 5,000
無形固定資産	Total intangible assets	(137,589)	(158,752)	(21,163)	長 期 借 入 金	Long-term borrowings	947,299	971,099	23,800
借 地 権	Leasehold interests in land	14	14	—	債 権 流 動 化 借 入 金	Long-term loans payable under securitized borrowings	26,674	83,137	56,463
ソ フ ト ウ エ ア	Software	135,947	156,423	20,475	リ ー ス 債 務	Lease obligations	927	846	△ 81
リ ー ス 資 産	Leased assets	98	40	△ 57	債 務 保 証 損 失 引 当 金	Provision for loss on guarantees	7,869	9,079	1,209
ソ フ ト ウ エ ア 仮 勘 定	Software in progress	1,277	2,022	745	ポ イ ン ト 引 当 金	Provision for point card certificates	109,938	112,498	2,560
そ の 他	Other	252	252	0	利 息 返 還 損 失 引 当 金	Provision for loss on interest repayment	15,003	11,178	△ 3,825
					受 入 保 証 金	Guarantee deposits received	1,199	1,062	△ 136
投資その他の資産	Total investments and other assets	(248,843)	(223,677)	(△ 25,165)	そ の 他	Other	1,689	2,995	1,306
投 資 有 価 証 券	Investment securities	56,379	62,849	6,470					
関 係 会 社 株 式	Shares of subsidiaries and associates	64,531	64,321	△ 209	負 債 合 計	Total Liabilities	2,806,115	2,910,494	104,379
関 係 会 社 社 債	Bonds of subsidiaries and associates	400	400	—	(純 資 産 の 部)	(Net assets)			
出 資 金	Investments in capital	0	0	—	株 主 資 本	Total shareholders' equity	(396,694)	(415,562)	(18,867)
関 係 会 社 出 資 金	Investments in capital of subsidiaries and associates	8,480	8,480	—	1 資 本 金	Share capital	(75,929)	(75,929)	(—)
長 期 貸 付 金	Long-term loans receivable	10,079	10,079	—	2 資 本 剰 余 金	Total Capital surplus	(84,100)	(84,073)	(△ 26)
関 係 会 社 長 期 貸 付 金	Long-term loans receivable from subsidiaries and associates	29,979	29,546	△ 433	(1) 資本準備金	Legal capital surplus	82,497	82,497	—
長 期 前 払 費 用	Long-term prepaid expenses	34,318	7,662	△ 26,656	(2) その他資本剰余金	Other capital surplus	1,602	1,576	△ 26
差 入 保 証 金	Guarantee deposits	2,765	2,998	233	3 利 益 剰 余 金	Total retained earnings	(299,262)	(318,082)	(18,820)
繰 延 税 金 資 産	Deferred tax assets	36,417	32,021	△ 4,396	(1) 利益準備金	Legal retained earnings	3,020	3,020	—
そ の 他	Other	5,901	5,746	△ 155	(2) その他利益剰余金	Other retained earnings	296,242	315,062	18,820
貸 倒 引 当 金	Allowance for doubtful accounts	△ 409	△ 427	△ 18	別 途 積 立 金	General reserve	247,455	274,455	27,000
					繰 越 利 益 剰 余 金	Retained earnings brought forward	48,787	40,607	△ 8,179
繰 延 資 産	Total deferred assets	(1,833)	(1,771)	(△ 61)	4 自 己 株 式	Treasury shares	(△ 62,596)	(△ 62,523)	(73)
社 債 発 行 費	Bond issuance cost	1,833	1,771	△ 61					
					評 価 ・ 換 算 差 額 等	Valuation and translation adjustments	(8,115)	(17,091)	(8,976)
					1 そ の 他 有 価 証 券 評 価 差 額 金	Valuation difference on available-for-sale securities	8,346	17,345	8,998
					2 繰 延 ヘ ッ ジ 損 益	Deferred gains or losses on hedges	△ 231	△ 253	△ 22
資 産 合 計	Total assets	3,210,925	3,343,148	132,222	純 資 産 合 計	Total net assets	404,809	432,653	27,843
					負債及び純資産合計	Total liabilities and net assets	3,210,925	3,343,148	132,222

(参考) 損 益 計 算 書 (2020年4月1日 ~ 2020年12月31日) ※単体

CREDIT SAISON Co., Ltd.

Statements of Income (From April 1, 2020 to December 31, 2020) Non-Consolidated

(単位: 百万円)
(Millions of yen)

科 目 Item	Term	2019年12月 (19/04-19/12)			2020年12月 (20/04-20/12)			増減 Increase/Decrease		
		金額	Amount	%	金額	Amount	%	金額	Amount	%
営 業 収 益	Operating revenue									
ペイメント事業収益	Income from the payment business		161,368			149,857			△ 11,511	92.9%
リース事業収益	Income from the leases business		9,210			8,892			△ 317	96.5%
ファイナンス事業収益	Income from the finance business		26,872			27,553			681	102.5%
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	17			18			1		
不動産関連事業原価	Cost of the real estate business	1	16		1	17		-	1	108.5%
金融収益	Financial revenue		3,523			3,337			△ 186	94.7%
計	Total		200,990	100.0%		189,657	100.0%		△ 11,333	94.4%
営 業 費 用	Operating expenses									
販売費及び一般管理費	Selling, general and administrative expenses		167,131	83.2%		150,651	79.4%		△ 16,479	90.1%
金 融 費 用	Financial expenses		7,826	3.9%		8,671	4.6%		845	110.8%
計	Total		174,957	87.0%		159,323	84.0%		△ 15,633	91.1%
営 業 利 益	Operating profit		26,033	13.0%		30,334	16.0%		4,300	116.5%
営 業 外 収 益	Non-operating income		6,342	3.2%		5,520	2.9%		△ 821	87.0%
営 業 外 費 用	Non-operating expenses		215	0.1%		156	0.1%		△ 59	72.5%
経 常 利 益	Ordinary profit		32,160	16.0%		35,698	18.8%		3,538	111.0%
特 別 利 益	Extraordinary income		21,360	10.6%		842	0.4%		△ 20,517	3.9%
特 別 損 失	Extraordinary losses		8,750	4.4%		4,094	2.2%		△ 4,656	46.8%
税引前四半期純利益	Profit before income taxes		44,770	22.3%		32,446	17.1%		△ 12,323	72.5%
法人税、住民税及び事業税	Income taxes - current	10,881			6,145			△ 4,736		
法 人 税 等 調 整 額	Income taxes - deferred	1,702	12,583	6.3%	446	6,591	3.5%	△ 1,255	△ 5,992	52.4%
四半期純利益	Profit		32,186	16.0%		25,854	13.6%		△ 6,331	80.3%

		2019年12月	2020年12月
自己資本比率	Equity ratio	13.0%	12.9%
総資産利益率	ROA	1.01%	0.79%
自己資本利益率	ROE	7.74%	6.17%

貸 借 対 照 表 (2020年11月30日現在)
Balance Sheet (As of November 30, 2020)

Term 科 目 Items		2020年2月 February, 2020	2020年11月 November, 2020	増減 Increase/Decrease	Term 科 目 Items		2020年2月 February, 2020	2020年11月 November, 2020	増減 Increase/Decrease
		金額 Amount					金額 Amount		
(資産の部)	(Assets)				(負債の部)	(Liabilities)			
流動資産	Current assets	108, 883	108, 183	△ 699	流動負債	Current liabilities	170, 157	180, 320	10, 162
現金及び預金	Cash and deposits	6, 733	3, 112	△ 3, 620	支払手形及び買掛金	Notes and accounts payable-trade	207	327	120
受取手形及び営業未収入金	Trade notes and accounts receivable	127	186	59	短期借入金	Short-term loans payable	164, 600	177, 300	12, 700
たな卸資産	Inventories	81, 885	80, 789	△ 1, 096	未払金・未払費用	Accounts payable - other and accrued expenses	483	495	12
買取債権	Purchased receivables	19, 541	21, 493	1, 951	預り保証金	Guarantee deposits	1, 207	1, 109	△ 98
求償債権	Guarantor's claims	25	11	△ 13	その他	Other	3, 659	1, 086	△ 2, 572
短期貸付金	Short-term loans receivable	26	24	△ 1					
その他	Other	2, 298	4, 377	2, 079					
貸倒引当金	Allowance for doubtful accounts	△ 1, 754	△ 1, 812	△ 57					
					固定負債	Noncurrent liabilities	1, 742	1, 777	35
固定資産	Noncurrent assets	72, 695	84, 402	11, 707	瑕疵保証引当金	Provision for guarantees for defects	15	11	△ 4
有形固定資産	Property, plant and equipment	39, 917	52, 160	12, 243	預り保証金	Guarantee deposited	1, 138	1, 146	8
無形固定資産	Intangible assets	104	94	△ 9	その他	Other	588	619	31
投資その他の資産	Investments and other assets	32, 674	32, 146	△ 527					
整理事業関連資産	Liquidation business assets	30, 856	30, 422	△ 433					
その他	Other	3, 609	3, 523	△ 85					
貸倒引当金	Allowance for doubtful accounts	△ 1, 791	△ 1, 799	△ 8					
					負 債 合 計	Total liabilities	171, 899	182, 097	10, 198
					(純資産の部)	(Net assets)			
					株主資本	Shareholders' equity	9, 679	10, 488	809
					資本金	Share capital	50	50	—
					資本剰余金	Capital surplus	50	50	—
					利益剰余金	Retained earnings	9, 579	10, 388	809
					自己株式	Treasury shares	—	—	—
					評価・換算差額等	Valuation and translation adjustments	—	—	—
					その他有価証券評価差額金	Valuation difference on available-for-sale securities	—	—	—
					非支配株主持分	Non-controlling interests	—	—	—
					純 資 産 合 計	Total net assets	9, 679	10, 488	809
資 産 合 計	Total assets	181, 579	192, 586	11, 007	負 債 純 資 産 合 計	Total liabilities and net assets	181, 579	192, 586	11, 007

損 益 計 算 書 (2020年3月1日 ~ 2020年11月30日)

Statements of Income (March 1, 2020 to November 30, 2020)

(単位:百万円)

(Millions of yen)

Term		2019年11月 (19/03-19/11)	2020年11月 (20/03-20/11)	増減 Increase/Decrease
科 目	Items			
売上高	Net sales	36,164	16,850	△ 19,313
売上原価	Cost of sales	25,497	9,571	△ 15,925
売上総利益	Gross profit	10,666	7,278	△ 3,387
販売費及び一般管理費	Selling, general and administrative expenses	5,895	4,844	△ 1,051
営業利益	Operating profit	4,771	2,434	△ 2,336
営業外収益	Non-operating income	1,990	484	△ 1,506
営業外費用	Non-operating expenses	2,053	1,952	△ 101
経常利益	Ordinary profit	4,708	966	△ 3,741
特別利益	Extraordinary income	-	201	201
特別損失	Extraordinary loss	-	0	0
分配前税金等調整前四半期純利益	Profit before dividends distribution, income taxes	4,708	1,167	△ 3,540
匿名組合分配額	Dividend distribution from silent partnerships	-	-	-
税金等調整前四半期純利益	Profit before income taxes	4,708	1,167	△ 3,540
法人税等	Income taxes	1,971	358	△ 1,612
非支配株主利益に帰属する四半期純利益	Profit attributable to non-controlling interests	-	-	-
親会社株主に帰属する四半期純利益	Profit attributable to owners of parent	2,737	809	△ 1,928

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

単位: 百万円 / (¥ Million)

	純収益			事業利益		
	Net Revenue			Business profit		
	2019/12	2020/12	前年比% YOY Change (%)	2019/12	2020/12	前年比% YOY Change (%)
ペイメント Payment	176,133	158,160	89.8	17,703	21,881	123.6
リース Leases	9,203	8,900	96.7	3,475	4,245	122.2
ファイナンス Finance	32,213	32,608	101.2	16,044	16,884	105.2
不動産関連 Real-Estate-related	15,325	11,370	74.2	8,146	5,219	64.1
エンタテインメント Entertainment	6,720	3,979	59.2	2,116	△1,208	—
計 Total	239,596	215,020	89.7	47,485	47,022	99.0
セグメント間取引 Inter-segment Transactions	(1,841)	(1,791)	—	2	2	—
連結 Consolidated	237,755	213,229	89.7	47,488	47,025	99.0