

SMBCコンシューマーファイナンス月次営業指標
SMBC Consumer Finance monthly business indicators

| 2021年3月期 Fiscal Year Ended March 31, 2021 | 4月 April | | 5月 May | | 6月 June | | 7月 July | | 8月 August | | 9月 September | |
|--|------------------------|--|------------------------|--|------------------------|--|------------------------|--|------------------------|--|------------------------|--|
| | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | |

《営業貸付金残高および顧客数》

Loans outstanding and customers

| 営業貸付金残高 | Consumer loans outstanding (百万円/Yen-million) | 790,656 | 1.4 | 784,855 | 0.0 | 771,239 | -1.8 | 760,711 | -2.8 | 757,153 | -3.6 | 756,311 | -4.2 |
|----------|--|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|
| 無担保ローン | Unsecured loans | 790,169 | 1.4 | 784,381 | 0.0 | 770,776 | -1.7 | 760,255 | -2.8 | 756,706 | -3.6 | 755,877 | -4.2 |
| 有担保ローン | Secured loans | 486 | -28.1 | 474 | -27.5 | 463 | -27.0 | 455 | -26.7 | 446 | -25.9 | 434 | -26.3 |
| 顧客数 | Number of customers (千人/thousands) | 1,457 | 3.4 | 1,449 | 2.0 | 1,426 | 0.3 | 1,410 | -0.8 | 1,406 | -1.5 | 1,405 | -2.2 |
| 無担保ローン | Unsecured loans | 1,457 | 3.4 | 1,449 | 2.0 | 1,426 | 0.3 | 1,410 | -0.8 | 1,405 | -1.5 | 1,405 | -2.2 |
| 有担保ローン | Secured loans | 0 | -27.9 | 0 | -27.3 | 0 | -26.5 | 0 | -26.6 | 0 | -26.5 | 0 | -27.7 |
| 一顧客当たり残高 | Per customer (千円/Yen-thousand) | 542 | -2.0 | 541 | -2.0 | 540 | -2.1 | 539 | -2.0 | 538 | -2.1 | 538 | -2.0 |
| 無担保ローン | Unsecured loans | 542 | -1.9 | 541 | -2.0 | 540 | -2.0 | 539 | -2.0 | 538 | -2.1 | 537 | -2.0 |
| 有担保ローン | Secured loans | 1,605 | -0.4 | 1,587 | -0.3 | 1,593 | -0.7 | 1,614 | -0.2 | 1,613 | 0.9 | 1,614 | 1.9 |

《無担保ローン新規申込数および新規顧客数》

Number of applicants and new customers (unsecured loans)

| | | | | | | | | | | | | | |
|-------|-------------------------|--------|-------|--------|-------|--------|-------|--------|-------|--------|-------|--------|-------|
| 新規申込数 | Number of applicants | 41,283 | -10.7 | 31,474 | -42.7 | 25,198 | -42.9 | 29,117 | -32.8 | 37,361 | -17.5 | 44,520 | -13.3 |
| 新規顧客数 | Number of new customers | 16,953 | -17.7 | 12,832 | -49.2 | 10,152 | -49.1 | 11,250 | -40.4 | 14,742 | -28.1 | 17,117 | -28.0 |
| 成約率 | (%) Approval ratio (%) | 41.1 | -3.5 | 40.8 | -5.2 | 40.3 | -4.9 | 38.6 | -4.9 | 39.5 | -5.8 | 38.4 | -7.9 |

注) 成約率の増減率欄の斜体数値は、前年同月比増減数です。

Note: Italic figures represent the number of increase/decrease from the same month of previous fiscal year.

《チャネル展開》

Service channels

| | | | | | | | | | | | | | |
|------------|---------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 店舗数 (店) | Number of branches | 915 | -37 | 909 | -43 | 907 | -38 | 905 | -37 | 905 | -35 | 890 | -39 |
| お客様サービスプラザ | Customer Service Plazas | 17 | -1 | 17 | -1 | 17 | -1 | 17 | -1 | 17 | -1 | 17 | -1 |
| 自動契約店舗(無人) | Unstaffed branches | 898 | -36 | 892 | -42 | 890 | -37 | 888 | -36 | 888 | -34 | 873 | -38 |
| 自動契約機 (台) | Number of automated contract machines | 951 | -37 | 945 | -43 | 943 | -38 | 941 | -37 | 941 | -36 | 926 | -41 |

注) チャネル展開の増減率欄の斜体数値は前年同月比増減数です。

Note: Italic figures represent the number of increase/decrease from the same month of previous fiscal year.

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| 2021年3月期 Fiscal Year Ended March 31, 2021 | 10月 October | | 11月 November | | 12月 December | | 1月 January | | 2月 February | | 3月 March | |
|--|------------------------|--|------------------------|--|------------------------|--|------------------------|--|------------------------|--|------------------------|--|
| | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | | 前年同月比 増減率 YOY(%) | |

《営業貸付金残高および顧客数》

Loans outstanding and customers

| 営業貸付金残高 | Consumer loans outstanding (百万円/Yen-million) | 755,779 | -4.6 | 756,961 | -5.0 | 749,146 | -5.2 | 747,084 | -5.5 | 746,224 | -6.0 | 746,835 | -6.2 |
|----------|--|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|
| 無担保ローン | Unsecured loans | 755,353 | -4.6 | 756,547 | -5.0 | 748,740 | -5.2 | 746,683 | -5.5 | 745,832 | -6.0 | 746,449 | -6.2 |
| 有担保ローン | Secured loans | 425 | -25.8 | 413 | -25.6 | 406 | -24.1 | 401 | -23.5 | 392 | -23.4 | 385 | -22.9 |
| 顧客数 | Number of customers (千人/thousands) | 1,406 | -2.6 | 1,410 | -3.0 | 1,395 | -3.2 | 1,395 | -3.6 | 1,397 | -3.9 | 1,403 | -4.0 |
| 無担保ローン | Unsecured loans | 1,406 | -2.6 | 1,410 | -2.9 | 1,395 | -3.2 | 1,395 | -3.6 | 1,397 | -3.9 | 1,403 | -4.0 |
| 有担保ローン | Secured loans | 0 | -27.8 | 0 | -26.8 | 0 | -26.3 | 0 | -25.9 | 0 | -25.7 | 0 | -23.2 |
| 一顧客当たり残高 | Per customer (千円/Yen-thousand) | 537 | -2.1 | 536 | -2.1 | 536 | -2.0 | 535 | -2.0 | 533 | -2.2 | 532 | -2.3 |
| 無担保ローン | Unsecured loans | 537 | -2.0 | 536 | -2.1 | 536 | -2.0 | 535 | -2.0 | 533 | -2.1 | 531 | -2.3 |
| 有担保ローン | Secured loans | 1,638 | 2.7 | 1,627 | 1.7 | 1,631 | 3.0 | 1,630 | 3.2 | 1,634 | 3.1 | 1,620 | 0.5 |

《無担保ローン新規申込数および新規顧客数》

Number of applicants and new customers (unsecured loans)

| | | | | | | | | | | | | | |
|-------|-------------------------|--------|-------|--------|-------|--------|-------|--------|-------|--------|-------|--------|------|
| 新規申込数 | Number of applicants | 45,018 | -5.2 | 48,074 | -2.7 | 38,889 | -7.4 | 48,022 | -0.2 | 52,892 | 7.0 | 62,502 | 5.5 |
| 新規顧客数 | Number of new customers | 17,421 | -21.8 | 18,163 | -21.1 | 13,902 | -24.1 | 16,259 | -20.3 | 18,925 | -14.7 | 23,443 | -6.5 |
| 成約率 | (%) Approval ratio (%) | 38.7 | -8.2 | 37.8 | -8.8 | 35.7 | -7.9 | 33.9 | -8.6 | 35.8 | -9.1 | 37.5 | -4.8 |

注) 成約率の増減率欄の斜体数値は、前年同月比増減数です。

Note: Italic figures represent the number of increase/decrease from the same month of previous fiscal year.

《チャネル展開》

Service channels

| | | | | | | | | | | | | | |
|------------|---------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 店舗数 (店) | Number of branches | 876 | -50 | 859 | -64 | 848 | -75 | 840 | -81 | 828 | -93 | 825 | -98 |
| お客様サービスプラザ | Customer Service Plazas | 11 | -6 | 11 | -6 | 11 | -6 | 11 | -6 | 11 | -6 | 11 | -6 |
| 自動契約店舗(無人) | Unstaffed branches | 865 | -44 | 848 | -58 | 837 | -69 | 829 | -75 | 817 | -87 | 814 | -92 |
| 自動契約機 (台) | Number of automated contract machines | 913 | -49 | 895 | -64 | 884 | -75 | 876 | -81 | 864 | -93 | 860 | -99 |

注) チャネル展開の増減率欄の斜体数値は前年同月比増減数です。

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