

第 1 四半期 決算補足資料

2014年3月期

(2013年4月1日～2014年3月31日)

Financial and Operational Highlights Three months ended June 30,2013

目次	Contents	ページ	Page
1. 業績の概要	Financial summary	1	
2. 売上高の状況	Operating revenues	1	
3. 売上総利益高の状況	Gross profit	1	
4. 販売費及び一般管理費の状況	Selling, general and administrative expenses	2	
5. セグメント情報	Segment information	2	
6. 店別売上高	Breakdown of retailing and store operation sales by stores	3	
7. 月次小売・店舗事業売上	Year-on-year % change in monthly retailing and store operation sales	4	
8. 入店・買上客数及び客単価の伸長率	Trend in number of visiting customer	4	
9. カード会員数	Number of credit card members	4	
10. カード取扱高	Card transactions	4	
11. 営業債権の状況	Operating receivables	5	
12. 2014年3月期予想	Forecast for the year ending March 31, 2014	6	

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MARUI GROUP CO., LTD.

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1. 業績の概要

Financial summary

(百万円 Millions of yen)

	2012/6/30		2013/6/30	
	3ヵ月 Three months ended June 30, 2012	前年比 YOY (%)	3ヵ月 Three months ended June 30, 2013	前年比 YOY (%)
売上高 Total operating revenues	95,703	98.0	96,933	101.3
営業利益 Operating income	4,789	130.8	5,696	118.9
経常利益 Ordinary income	4,901	136.1	5,929	121.0
当期純利益 Net income	1,383	67.4	3,428	247.9
営業利益率 Operating income on total operating revenues	5.0%	+1.3%	5.9	+0.9%

2. 売上高の状況

Operating revenues

(百万円 Millions of yen)

	2012/6/30		2013/6/30	
	3ヵ月 Three months ended June 30, 2012	前年比 YOY (%)	3ヵ月 Three months ended June 30, 2013	前年比 YOY (%)
婦人用品 Women's apparel	21,503	92.7	20,647	96.0
紳士・スポーツ用品 Men's apparel & sporting goods	14,592	94.3	14,375	98.5
装飾雑貨 Luxury & accessory goods	21,469	99.1	21,804	101.6
家庭用品 Furniture & household goods	5,298	91.0	5,059	95.5
食品・レストラン Foodstuffs & restaurant sales	12,538	99.8	12,673	101.1
その他 Others	1,239	99.4	1,243	100.3
A 小売・店舗事業 Retailing and store operation	76,641	95.8	75,805	98.9
消費者ローン利息収入 Interest income on consumer loans	5,417	87.1	5,255	97.0
割賦手数料 Financial charges earned on installment sales	3,861	125.6	4,767	123.5
加盟店手数料 Affiliated merchants	2,219	123.3	2,790	125.7
その他 Others	869	145.4	1,112	127.9
カード事業 Credit card services	12,368	105.8	13,926	112.6
小売関連サービス事業 Retailing-related services	6,693	111.6	7,200	107.6
B 合計 Total operating revenues	95,703	98.0	96,933	101.3

*2013年度より、従来の「小売事業」を「小売・店舗事業」に変更しております。また、従来「小売関連サービス事業」に含めておりました、商業施設の賃貸および運営管理収入等を「小売・店舗事業」の「その他」に計上しております。
From fiscal 2013, the retailing segment has been changed to the retailing and store operation segment. Rent revenues and operation and management revenues related to commercial facilities, previously attributed to retailing-related services, are now included in "others" under retailing and store operation.

3. 売上総利益高の状況

Gross profit

(百万円 Millions of yen)

	2012/6/30		2013/6/30	
	3ヵ月 Three months ended June 30, 2012	前年比 YOY (%)	3ヵ月 Three months ended June 30, 2013	前年比 YOY (%)
C 小売・店舗事業 Retailing and store operation	21,556	96.5	21,056	97.7
カード事業 Credit card services	12,368	105.8	13,926	112.6
小売関連サービス事業 Retailing-related services	1,382	113.2	1,646	119.1
D 売上総利益高 Gross profit on total operating revenues	35,306	100.2	36,629	103.7
小売・店舗事業荒利益率 (C ÷ A) Gross margin of retailing and store operation	28.1%	+0.2%	27.8%	△0.3%
売上総利益率 (D ÷ B) Gross margin on total operating revenues	36.9%	+0.8%	37.8%	+0.9%

4. 販売費及び一般管理費の状況

Selling, general and administrative expenses (百万円 Millions of yen)

	2012/6/30		2013/6/30	
	3ヵ月 Three months ended June 30, 2012	前年比 YOY (%)	3ヵ月 Three months ended June 30, 2013	前年比 YOY (%)
販売促進費 Sales promotion expenses	3,297	96.4	3,678	111.6
販売事務費 Sales administration costs	4,900	95.1	5,151	105.1
人件費 Personnel cost	11,156	100.5	11,199	100.4
設備費 Equipment costs	7,128	103.4	7,050	98.9
* 減価償却費 Depreciation and amortization	2,311	71.5	2,075	89.8
貸倒費用 Provision for bad debts	1,472	94.7	1,563	106.2
その他 Others	249	110.7	214	85.8
合計 Total	30,517	96.6	30,933	101.4

* 2012年度より、有形固定資産の減価償却方法を定率法から定額法に変更いたしました。

The straight-line method has been applied to all tangible fixed assets, from fiscal year ended March 31, 2013.

5. セグメント情報

Segment information

< 14年3月期 第1四半期 > Three months ended June 30, 2013 (百万円 Millions of yen)

	売上高 Operating revenues		営業利益 Operating income		営業利益率 Operating margin	
		前年比 YOY (%)		前年比 YOY (%)		増減 Change
小売・店舗事業 Retailing and store operation	77,183	99.0	1,913	115.6	2.5%	+ 0.4%
カード事業 Credit card services	14,451	112.2	3,727	115.4	25.8%	+ 0.7%
小売関連サービス事業 Retailing-related services	11,719	106.3	687	108.5	5.9%	+ 0.2%

< 13年3月期 第1四半期 > Three months ended June 30, 2012 (百万円 Millions of yen)

	売上高 Operating revenues		営業利益 Operating income		営業利益率 Operating margin	
		前年比 YOY (%)		前年比 YOY (%)		増減 Change
小売・店舗事業 Retailing and store operation	77,991	96.0	1,654	209.8	2.1%	+ 1.1%
カード事業 Credit card services	12,884	104.8	3,228	105.6	25.1%	+ 0.2%
小売関連サービス事業 Retailing-related services	11,022	96.7	633	105.2	5.7%	+ 0.4%

* 2013年度より報告セグメントの区分を変更し、従来「小売関連サービス事業」に含めておりました商業施設の賃貸収入および運営管理に伴う損益等を「小売事業」に加え、新たに「小売・店舗事業」として区分し直しております。なお、前期のセグメント情報は、変更後の報告セグメントに基づき組み替え表示しております。

For fiscal 2013, a change in reportable segments was instituted. In accordance with this change, income and losses associated with rent and operation and management of commercial facilities, previously attributed to the retailing-related services segment, are now attributed to the retailing segment, which has subsequently been renamed the retailing and store operation segment.

Segment information for fiscal 2012 has been restated to reflect this change.

6. 店別売上高

Breakdown of retailing and store operation sales by stores (百万円 Millions of yen)

		*1 2012/6/30		*2 2013/6/30	
		3ヵ月 Three months ended June 30, 2012	前年比 YOY (%)	3ヵ月 Three months ended June 30, 2013	前年比 YOY (%)
北千住マルイ	Kitasenju Marui	8,281	97.4	8,407	101.5
*3 新宿	Shinjuku	6,626	98.0	6,932	104.6
ファミリー溝口	Family Mizonokuchi	5,348	96.3	5,388	100.8
有楽町マルイ	Yurakucho Marui	5,282	103.4	5,378	101.8
[通信販売]	[Online shopping and Mail-order]	4,548	90.2	4,607	101.3
国分寺マルイ	Kokubunji Marui	3,480	98.8	3,550	102.0
シティ横浜	City Yokohama	3,713	93.0	3,548	95.6
上野マルイ	Ueno Marui	3,195	95.5	3,196	100.0
ファミリー海老名	Family Ebina	3,155	97.6	3,106	98.4
錦糸町	Kinshicho	3,029	93.6	3,047	100.6
ファミリー志木	Family Shiki	2,929	103.4	3,027	103.3
なんばマルイ	Namba Marui	2,978	96.6	2,862	96.1
大宮	Omiya	2,833	96.3	2,828	99.8
渋谷	Shibuya	2,434	96.6	2,430	99.8
シティ池袋	City Ikebukuro	2,063	90.7	1,953	94.7
柏	Kashiwa	1,903	91.2	1,850	97.2
吉祥寺	Kichijoji	1,859	97.4	1,704	91.6
静岡	Shizuoka	1,659	95.7	1,473	88.8
町田マルイ	Machida Marui	1,553	91.3	1,470	94.7
神戸マルイ	Kobe Marui	1,422	100.4	1,311	92.2
川崎	Kawasaki	1,214	91.7	1,166	96.0
草加マルイ&アウトレット	Soka Marui& Outlet	1,088	95.8	1,120	102.9
京都マルイ	Kyoto Marui	931	91.4	1,059	113.7
水戸	Mito	1,125	104.2	1,028	91.4
中野マルイ	Nakano Marui	608	103.5	703	115.6
*4 [専門店]	[Specialty stores]	1,268	102.9	570	100.8

*1,2 当期および前期の店別売上高は、従来の「小売事業」売上高に加えて、商業施設の賃貸および運営管理収入等を計上しております。

Rent revenues and operation and management revenues related to commercial facilities have been added to the sales of the former retailing segment for fiscal 2012 and fiscal 2013.

*3,4 前年比は、閉鎖店を除いております。YOY(%) is calculated from retailing and store operation sales without closed stores.

7. 月次小売・店舗事業売上

Year-on-year % change in monthly retailing and store operation sales (%)

	4月 APR.	5月 MAY	6月 JUN.	7月 JUL.	8月 AUG.	9月 SEP.	10月 OCT.	11月 NOV.	12月 DEC.	1月 JAN.	2月 FEB.	3月 MAR.	年度 TOTAL
2014/3/31	91.2	100.2	105.7	/	/	/	/	/	/	/	/	/	98.9
既存店 Existing stores	91.8	101.1	107.0	/	/	/	/	/	/	/	/	/	99.8

8. 入店・買上客数及び客単価の伸長率

Trend in number of visiting customer (%)

	2012/6/30		2013/6/30	
	3ヵ月 Three months ended June 30, 2012	既存店 Existing stores	3ヵ月 Three months ended June 30, 2013	既存店 Existing stores
入店客数 Number of customer coming to store	99.8	100.8	101.7	101.7
買上客数 Number of purchase	99.5	100.2	105.8	105.8
客単価 Sales per purchase	96.5	96.6	94.8	94.8

9. カード会員数

Number of credit card members (万人 10 thousand)

	2012/6/30		2013/6/30	
	3ヵ月 Three months ended June 30, 2012	増減 change	3ヵ月 Three months ended June 30, 2013	増減 change
エポスカード Epos Card	461	+ 37	500	+ 40
プラチナ/ゴールド Platinum/Gold Card	42	+ 11	65	+ 22
デザイン Design Card	20	+ 3	21	+ 1
赤いカード Akai Card	20	△ 37	7	△ 13
合計 Total	481	△ 0	508	+ 26
新規会員数 New cardholders	17	+ 2	18	+ 0
利用客数 Active cardholders	211	+ 24	232	+ 21

*ゼロファーストを除く Exclude Zerofirst Card

10. カード取扱高

Card transactions (億円 100 millions of yen)

	2012/6/30		2013/6/30	
	3ヵ月 Three months ended June 30, 2012	前年比 YOY (%)	3ヵ月 Three months ended June 30, 2013	前年比 YOY (%)
ショッピング取扱高 Card shopping transactions	1,569	121.0	1,900	121.1
丸井内取扱高 Total transactions at Marui stores	297	93.7	300	101.0
外部加盟店取扱高 Total transactions outside Marui stores	1,272	129.8	1,600	125.8
リボ分割取扱高 Total transactions for revolving and installment payments	214	114.6	259	121.3
キャッシング取扱高 Cash advance transactions	280	113.7	314	112.3

11. 営業債権の状況

Operating receivables

(1) 割賦売掛金残高 Installment sales accounts receivable (百万円 Millions of yen)

	2012/6/30		2013/6/30		2013/3/31	
	Three months ended June 30, 2012	前年比 YOY (%)	Three months ended June 30, 2013	前年比 YOY (%)	Fiscal year ended March 31, 2013	前年比 YOY (%)
リボ・分割払い Revolving repayment, Payment by installments (流動化債権を含む) (Including factoring accounts receivable)	111,063	128.7	139,814	125.9	133,400	126.8
	(116,086)	(118.8)	(139,814)	(120.4)	(134,244)	(119.9)
1・2回、ボーナス1回払い等 Payment by installments within two times, lump-sum payment in bonus months, Others (流動化債権を含む) (Including factoring accounts receivable)	39,465	99.2	40,993	103.9	37,786	99.9
	(66,465)	(119.2)	(80,993)	(121.9)	(74,786)	(117.2)
合計 Total (流動化債権を含む) (Including factoring accounts receivable)	150,529	119.4	180,807	120.1	171,187	119.7
	(182,552)	(118.9)	(220,807)	(121.0)	(209,030)	(118.9)

(2) 営業貸付金残高 Consumer loans outstanding (百万円 Millions of yen)

	2012/6/30		2013/6/30		2013/3/31	
	Three months ended June 30, 2012	前年比 YOY (%)	Three months ended June 30, 2013	前年比 YOY (%)	Fiscal year ended March 31, 2013	前年比 YOY (%)
エポスカード Epos Card Co., Ltd.	115,304	88.6	113,510	98.4	112,950	96.1
ゼロファースト Zero First Co., Ltd.	13,533	67.7	10,169	75.1	10,788	73.0
合計 Total	128,838	85.8	123,680	96.0	123,739	93.5

(3) 1顧客当たり貸付残高 Loans outstanding by customer (万円 10 thousands of yen)

	2012/6/30		2013/6/30		2013/3/31	
	Three months ended June 30, 2012	前年比 YOY (%)	Three months ended June 30, 2013	前年比 YOY (%)	Fiscal year ended March 31, 2013	前年比 YOY (%)
エポスカード Epos Card Co., Ltd.	19.5	94.1	20.1	103.2	20.0	101.5
ゼロファースト Zero First Co., Ltd.	24.9	87.6	24.5	98.3	24.2	94.6
合計 Total	20.0	92.8	20.4	102.3	20.3	100.4

(4) 貸倒率 Ratio of bad debt write-offs (%)

	2012/6/30		2013/6/30		2013/3/31	
	Three months ended June 30, 2012	増減 change	Three months ended June 30, 2013	増減 change	Fiscal year ended March 31, 2013	増減 change
エポスカード Epos Card Co., Ltd.	0.66	△ 0.09	0.51	△ 0.15	2.27	△ 0.69
ゼロファースト Zero First Co., Ltd.	0.93	△ 0.50	0.69	△ 0.24	3.77	△ 2.19
合計 Total	0.67	△ 0.13	0.52	△ 0.15	2.32	△ 0.78

* 貸倒率 = 貸倒償却額 / 営業債権 (期末)

Ratio of bad debt write-offs = Bad debt write-offs / Operating receivables (at June 30, 2013)

12. 2014年3月期予想

Forecast for the year ending March 31, 2014

連結 MARUI GROUP CO., LTD. and its consolidated subsidiaries (百万円 Millions of yen)

	2013/3/31		2013/9/30		2014/3/31	
	Fiscal year ended March 31, 2013	前年比 YOY (%)	予 想 Forecast	前年比 YOY (%)	予 想 Forecast	前年比 YOY (%)
売上高 Total operating revenues	407,366	98.8	195,500	100.8	413,000	101.4
小売・店舗事業 Retailing and store operation	325,995	96.5	152,500	98.6	325,000	99.7
既存店 Existing stores	—	97.5	—	99	—	100
カード事業 Credit card services	51,525	107.2	28,000	112.0	58,500	113.5
小売関連サービス事業 Retailing-related services	29,845	113.1	15,000	104.8	29,500	98.8
売上総利益 Gross profit	148,172	100.6	73,500	103.4	154,500	104.3
販売費及び一般管理費 Selling, general and administrative expenses	123,886	95.9	63,500	103.2	128,000	103.3
営業利益 Operating income	24,285	134.8	10,000	104.5	26,500	109.1
小売・店舗事業 Retailing and store operation	10,220	133.2	3,000	98.1	10,500	102.7
カード事業 Credit card services	13,177	124.1	7,400	116.1	16,000	121.4
小売関連サービス事業 Retailing-related services	3,457	141.5	1,500	95.9	3,300	95.5
消去又は全社 Eliminations/Corporate	△2,569	—	△1,900	—	△3,300	—
経常利益 Ordinary income	24,443	138.7	10,000	104.9	27,000	110.5
当期純利益 Net income	13,255	252.4	5,500	146.1	16,000	120.7

(%)

売上総利益率 Gross margin of total operating revenues	36.4	+ 0.7	37.6	+ 1.0	37.4	+ 1.0
小売・店舗事業荒利益率 Gross margin of retailing and store operation	27.7	△ 0.1	27.9	± 0.0	27.8	+ 0.1
営業利益率 Operating income on total operating revenues	6.0	+ 1.6	5.1	+ 0.2	6.4	+ 0.4

(円 Yen)

1株当たり当期純利益 Net income per share	48.43	252.4	20.09	146.0	58.46	120.7
1株当たり配当金 Cash dividends per share	15.00	107.1	9.00	128.6	18.00	120.0