

第3四半期 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 Nine months ended December 31,2013

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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)

	2012/12/31		2013/12/31	
	9ヵ月 Nine months ended December 31, 2012	前年比 YOY (%)	9ヵ月 Nine months ended December 31, 2013	前年比 YOY (%)
売上高 Total operating revenues	302,023	98.5	305,723	101.2
営業利益 Operating income	18,012	121.7	19,518	108.4
経常利益 Ordinary income	17,937	126.4	20,047	111.8
当期純利益 Net income	9,621	251.3	11,602	120.6
売上総利益率 Gross margin on total operating revenues	36.6%	+0.6%	37.6%	+1.0%
営業利益率 Operating income on total operating revenues	6.0%	+1.2%	6.4%	+0.4%

2. 売上高の状況

Operating revenues

(百万円 Millions of yen)

	2012/12/31		2013/12/31	
	9ヵ月 Nine months ended December 31, 2012	前年比 YOY (%)	9ヵ月 Nine months ended December 31, 2013	前年比 YOY (%)
婦人用品 Women's apparel	68,478	93.7	63,969	93.4
紳士・スポーツ用品 Men's apparel & sporting goods	47,425	95.0	45,238	95.4
装飾雑貨 Luxury & accessory goods	68,076	98.5	68,610	100.8
家庭用品 Furniture & household goods	16,273	93.5	15,549	95.5
食品・レストラン Foodstuffs & restaurant sales	38,910	99.4	40,109	103.1
その他 Others	3,630	96.8	3,746	103.2
小売・店舗事業 Retailing and store operation	242,795	96.2	237,223	97.7
消費者ローン利息収入 Interest income on consumer loans	16,049	87.2	15,879	98.9
割賦手数料 Financial charges earned on installment sales	12,237	120.1	15,228	124.4
加盟店手数料 Affiliated merchants	7,210	123.7	9,195	127.5
その他 Others	2,761	167.5	3,501	126.8
カード事業 Credit card services	38,259	106.0	43,805	114.5
小売関連サービス事業 Retailing-related services	20,967	115.2	24,694	117.8
合計 Total operating revenues	302,023	98.5	305,723	101.2

* 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等に伴う収入を「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. 販売費及び一般管理費の状況

Selling, general and administrative expenses

(百万円 Millions of yen)

	2012/12/31		2013/12/31	
	9ヵ月 Nine months ended December 31, 2012	前年比 YOY (%)	9ヵ月 Nine months ended December 31, 2013	前年比 YOY (%)
販売促進費 Sales promotion expenses	10,342	100.5	12,924	125.0
販売事務費 Sales administration costs	15,192	99.3	15,703	103.4
人件費 Personnel cost	33,129	99.5	33,323	100.6
設備費 Equipment costs	21,709	100.9	21,678	99.9
* 減価償却費 Depreciation and amortization	6,987	71.0	6,272	89.8
貸倒費用 Provision for bad debts	4,381	99.4	4,857	110.9
その他 Others	730	82.5	782	107.1
合計 Total	92,472	96.8	95,542	103.3

* 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.

4. セグメント情報

Segment information

(百万円 Millions of yen)

		2012/12/31		2013/12/31	
		9ヵ月 Nine months ended December 31, 2012	前年比 YOY (%)	9ヵ月 Nine months ended December 31, 2013	前年比 YOY (%)
小売・店舗 事業 Retailing and store operation	売上高 Operating revenues	246,894	96.2	241,317	97.7
	営業利益 Operating income	7,448	126.6	7,093	95.2
	営業利益率 Operating income on total operating revenues	3.0%	+0.7%	2.9%	△0.1%
カード 事業 Credit card services	売上高 Operating revenues	39,904	105.1	45,434	113.9
	営業利益 Operating income	10,056	106.6	11,842	117.8
	営業利益率 Operating income on total operating revenues	25.2%	+0.4%	26.1%	+0.9%
小売関連 サービス 事業 Retailing-related services	売上高 Operating revenues	35,076	107.6	41,209	117.5
	営業利益 Operating income	2,458	157.9	3,144	127.9
	営業利益率 Operating income on total operating revenues	7.0%	+2.2%	7.6%	+0.6%

* 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および運営管理等に伴う損益を「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.

5. 店別売上高

Breakdown of retailing and store operation sales by stores

(百万円 Millions of yen)

		2012/12/31		2013/12/31	
		9カ月 Nine months ended December 31, 2012	前年比 YOY (%)	9カ月 Nine months ended December 31, 2013	前年比 YOY (%)
北千住マルイ	Kitasenju Marui	25,983	98.3	26,115	100.5
*1 新宿	Shinjuku	21,600	98.2	21,633	102.9
有楽町マルイ	Yurakucho Marui	17,080	99.9	17,073	100.0
ファミリー溝口	Family Mizonokuchi	16,865	97.5	16,659	98.8
[通信販売]	[Online shopping and Mail-order]	14,461	96.2	14,688	101.6
シティ横浜	City Yokohama	12,317	93.7	11,293	91.7
国分寺マルイ	Kokubunji Marui	10,868	99.6	10,985	101.1
上野マルイ	Ueno Marui	9,969	94.5	10,135	101.7
ファミリー海老名	Family Ebina	10,066	99.5	9,665	96.0
錦糸町	Kinshicho	9,608	96.1	9,626	100.2
ファミリー志木	Family Shiki	9,024	102.1	9,584	106.2
なんばマルイ	Namba Marui	9,615	97.1	9,190	95.6
大宮	Omiya	9,232	98.1	8,780	95.1
渋谷	Shibuya	7,735	94.5	7,513	97.1
シティ池袋	City Ikebukuro	6,235	90.8	5,975	95.8
柏	Kashiwa	6,068	92.5	5,703	94.0
*2 吉祥寺	Kichijoji	5,433	94.8	5,213	105.0
静岡	Shizuoka	5,384	94.6	4,730	87.9
町田マルイ	Machida Marui	4,970	90.4	4,614	92.8
神戸マルイ	Kobe Marui	4,623	99.5	4,181	90.4
川崎	Kawasaki	3,994	92.3	3,701	92.7
草加マルイ	Soka Marui	3,465	99.7	3,400	98.1
京都マルイ	Kyoto Marui	2,910	98.9	3,200	110.0
水戸	Mito	3,549	98.7	3,164	89.2
中野マルイ	Nakano Marui	1,858	107.0	2,084	112.1
*3 [専門店]	[Specialty stores]	3,628	103.8	1,934	97.0

* 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等に伴う収入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.

* 1, 2, 3 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.

6. 小売・店舗事業月次売上

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	91.1	100.2	105.7	91.2	99.3	101.0	96.7	97.8	98.1				97.7
既存店 Existing stores	91.8	101.1	107.0	92.1	99.9	101.8	98.0	99.2	99.5				98.7

7. 入店・買上客数及び客単価の伸長率

Trend in number of visiting customer (%)

	2012/12/31		2013/12/31	
	9か月 Nine months ended December 31, 2012	既存店 Existing stores	9か月 Nine months ended December 31, 2013	既存店 Existing stores
入店客数 Number of customer coming to store	99.6	100.7	101.2	101.8
買上客数 Number of purchase	100.2	100.9	104.8	105.2
客単価 Sales per purchase	96.3	96.3	93.9	94.0

8. カード会員数

Number of credit card members (万人 10 thousand)

	2012/12/31		2013/12/31	
	9か月 Nine months ended December 31, 2012	増減 change	9か月 Nine months ended December 31, 2013	増減 change
エポスカード Epos Card	479	+ 35	521	+ 41
プラチナ/ゴールド Platinum/Gold Card	51	+ 16	77	+ 25
赤いカード Akai Card	10	△ 33	6	△ 4
会員数 合計 Total	490	+ 1	527	+ 37
新規会員数 New cardholders	52	+ 0	52	+ 0
利用客数 Active cardholders	292	+ 25	323	+ 31

* ゼロファーストを除く Exclude Zerofirst Card

9. カード取扱高

Card transactions (億円 100 millions of yen)

	2012/12/31		2013/12/31	
	9か月 Nine months ended December 31, 2012	前年比 YOY (%)	9か月 Nine months ended December 31, 2013	前年比 YOY (%)
ショッピング取扱高 Card shopping transactions	5,069	119.7	6,139	121.1
丸井内取扱高 Total transactions at Marui stores	948	96.9	941	99.3
外部加盟店取扱高 Total transactions outside Marui stores	4,121	126.5	5,199	126.2
リボ分割取扱高 Total transactions for revolving and installment payments	690	113.3	828	119.9
キャッシング取扱高 Cash advance transactions	853	111.6	949	111.3

10. 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)

	2012/12/31		2013/12/31		2013/3/31	
	Nine months ended December 31, 2012	前年比 YOY (%)	Nine months ended December 31, 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)	125,467 (127,524)	127.3 (118.9)	153,229 (153,229)	122.1 (120.2)	133,400 (134,244)	126.8 (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)	43,546 (78,546)	104.3 (117.6)	50,974 (94,974)	117.1 (120.9)	37,786 (74,786)	99.9 (117.2)
合 計 Total (流動化債権を含む) (Including factoring accounts receivable)	169,013 (206,071)	120.4 (118.4)	204,204 (248,204)	120.8 (120.4)	171,187 (209,030)	119.7 (118.9)

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

	2012/12/31		2013/12/31		2013/3/31	
	Nine months ended December 31, 2012	前年比 YOY (%)	Nine months ended December 31, 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.	112,336	93.7	113,927	101.4	112,950	96.1
ゼロファースト Zero First Co., Ltd.	11,489	70.8	9,062	78.9	10,788	73.0
合 計 Total	123,826	91.0	122,990	99.3	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)

	2012/12/31		2013/12/31		2013/3/31	
	Nine months ended December 31, 2012	前年比 YOY (%)	Nine months ended December 31, 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.	19.6	98.8	20.7	105.7	20.0	101.5
ゼロファースト Zero First Co., Ltd.	24.2	91.9	25.0	103.1	24.2	94.6
合 計 Total	20.0	97.6	21.0	105.1	20.3	100.4

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

	2012/12/31		2013/12/31		2013/3/31	
	Nine months ended December 31, 2012	増減 change	Nine months ended December 31, 2013	増減 change	Fiscal year ended March 31, 2013	増減 change
エポスカード Epos Card Co., Ltd.	1.77	△ 0.46	1.42	△ 0.35	2.27	△ 0.69
ゼロファースト Zero First Co., Ltd.	2.90	△ 1.47	2.08	△ 0.82	3.77	△ 2.19
合 計 Total	1.80	△ 0.54	1.44	△ 0.36	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 December 31, 2013)

11. 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		2014/3/31	
	Fiscal year ended March 31, 2013	前年比 YOY (%)	予 想 Forecast	前年比 YOY (%)
売上高 Total operating revenues	407,366	98.8	413,500	101.5
小売・店舗事業 Retailing and store operation	325,995	96.5	323,500	99.2
既存店 Existing stores	—	97.5	—	101
カード事業 Credit card services	51,525	107.2	59,000	114.5
小売関連サービス事業 Retailing-related services	29,845	113.1	31,000	103.9
売上総利益 Gross profit	148,172	100.6	155,000	104.6
販売費及び一般管理費 Selling, general and administrative expenses	123,886	95.9	128,000	103.3
営業利益 Operating income	24,285	134.8	27,000	111.2
小売・店舗事業 Retailing and store operation	10,220	133.2	10,500	102.7
カード事業 Credit card services	13,177	124.1	16,000	121.4
小売関連サービス事業 Retailing-related services	3,457	141.5	3,800	109.9
消去又は全社 Eliminations/Corporate	△2,569	—	△3,300	—
経常利益 Ordinary income	24,443	138.7	28,000	114.5
当期純利益 Net income	13,255	252.4	16,000	120.7

(%)

売上総利益率 Gross margin of total operating revenues	36.4	+ 0.7	37.5	+ 1.1
営業利益率 Operating income on total operating revenues	6.0	+ 1.6	6.5	+ 0.5

(円 Yen)

1株当たり当期純利益 Net income per share	48.43	252.4	58.45	120.7
1株当たり配当金 Cash dividends per share	15.00	107.1	18.00	120.0