

決算補足資料

2015年3月期

(2014年4月1日～2015年3月31日)

Financial and Operational Highlights of Fiscal Year ended March 31, 2015

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株式会社 丸井グループ
MARUI GROUP CO., LTD.

<http://www.0101maruigroup.co.jp>

1. 連結決算概要

Summary of consolidated financial results

(百万円 Millions of yen)

	2014/3/31		2015/3/31	
	12カ月 Fiscal year ended March 31, 2014	前年比 YOY (%)	12カ月 Fiscal year ended March 31, 2015	前年比 YOY (%)
売上高 Total operating revenues	416,460	102.2	404,947	97.2
売上総利益 Gross profit	155,726	105.1	158,144	101.6
販売費及び一般管理費 Selling, general and administrative expenses	128,579	103.8	130,102	101.2
営業利益 Operating income	27,146	111.8	28,042	103.3
経常利益 Ordinary income	27,698	113.3	28,002	101.1
当期純利益 Net income	15,409	116.3	16,036	104.1
売上総利益率 Gross margin on total operating revenues	37.4%	+ 1.0%	39.1%	+ 1.7%
小売・店舗事業荒利益率 Gross margin of retailing and store operation	27.7%	± 0.0%	27.5%	0.2%
営業利益率 Operating income on total operating revenues	6.5%	+ 0.5%	6.9%	+ 0.4%

(百万円 Millions of yen)

総資産 Total assets	664,019	106.4	675,627	101.7
自己資本 Shareholder's equity	315,446	103.9	306,795	97.3
自己資本比率 Equity ratio	47.5%	1.1%	45.4%	2.1%
自己資本当期純利益率 (ROE) Return on equity	5.0%	+ 0.5%	5.2%	+ 0.2%
営業債権 Operating receivables	338,681	114.8	355,152	104.9
有利子負債 Interest-bearing debt	264,824	108.6	277,839	104.9
営業キャッシュ・フロー Cash flows from operating activities	9,227	14,338	12,310	+ 21,537
営業債権の増加額を除く Excluding operating receivables	34,527	+ 9,764	28,781	5,746
投資キャッシュ・フロー Cash flows investing activities	6,791	7,226	3,867	+ 2,923
財務キャッシュ・フロー Cash flows financing activities	16,141	+ 21,712	7,267	23,408

(円 Yen)

1株当たり当期純利益 (EPS) Earnings per share	56.29	116.2	58.87	104.6
1株当たり純資産額 Net assets per share	1,152.28	103.9	1,166.20	101.2
1株当たり配当金 Cash dividends per share	18.00	120.0	19.00	105.6

2. 売上高の状況

Operating revenues

(百万円 Millions of yen)

	2014/3/31		2015/3/31	
	12ヵ月 Fiscal year ended March 31, 2014	前年比 YOY (%)	12ヵ月 Fiscal year ended March 31, 2015	前年比 YOY (%)
商品売上高 Product sales	317,334	98.8	296,564	93.5
賃貸収入等 Rent revenues and others	5,008	103.4	6,129	122.4
小売・店舗事業 Retailing and store operation	322,342	98.9	302,693	93.9
* (総売上高) (Gross sales of retailing and store operation)	(338,705)	(99.2)	(322,866)	(95.3)
割賦手数料 Financial charges earned on installment sales	20,700	123.8	25,820	124.7
消費者ローン利息収入 Interest income on consumer loans	21,084	99.5	21,712	103.0
加盟店手数料 Affiliated merchants	12,738	130.1	14,925	117.2
その他 Others	4,896	127.7	5,978	122.1
カード事業 Credit card services	59,421	115.3	68,436	115.2
小売関連サービス事業 Retailing-related services	34,695	116.3	33,816	97.5
合計 Total operating revenues	416,460	102.2	404,947	97.2

* 「小売・店舗事業」では、従来の仕入販売を中心としたビジネスモデルを転換し、定期借家契約によるテナント導入をすすめております。したがって、販売動向と売上規模を継続的に開示するため、商品売上高に定期借家テナントの売上高等を加えて「総売上高」を表示しております。

Retailing and store operations are transitioning from the conventional business model focused on product purchasing and sales to a model that includes revenues from tenants with fixed-term rental contracts. Accordingly, gross sales of retailing and store operation is displayed including both product sales and revenues from fixed-term rental tenant contracts in order to provide an ongoing view of sales trends and sales scale in these operations.

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)

	2014/3/31		2015/3/31	
	12ヵ月 Fiscal year ended March 31, 2014	前年比 YOY (%)	12ヵ月 Fiscal year ended March 31, 2015	前年比 YOY (%)
販売促進費 Sales promotion expenses	18,269	126.9	19,553	107.0
販売事務費 Sales administration costs	21,118	103.1	20,785	98.4
人件費 Personnel cost	44,115	100.5	44,053	99.9
設備費 Equipment costs	28,498	98.7	28,183	98.9
減価償却費 Depreciation and amortization	8,542	91.3	8,771	102.7
貸倒費用 Provision for bad debts	6,361	107.6	7,748	121.8
利息返還費用 Expenses for interest repayment	867	-	-	-
その他 Others	807	85.7	1,007	124.7
合計 Total	128,579	103.8	130,102	101.2

4. セグメント情報

Segment information

(百万円 Millions of yen)

		2014/3/31		2015/3/31	
		12ヵ月 Fiscal year ended March 31, 2014	前年比 YOY (%)	12ヵ月 Fiscal year ended March 31, 2015	前年比 YOY (%)
小売・店舗 事業 Retailing and store operation	売上高 Operating revenues	327,832	98.9	307,611	93.8
	営業利益 Operating income	10,562	103.3	8,074	76.4
	営業利益率 Operating income on total operating revenues	3.2%	+0.1%	2.6%	0.6%
カード 事業 Credit card services	売上高 Operating revenues	61,795	115.0	70,623	114.3
	営業利益 Operating income	15,634	118.6	20,126	128.7
	営業利益率 Operating income on total operating revenues	25.3%	+0.8%	28.5%	+3.2%
小売関連 サービス 事業 Retailing-related services	売上高 Operating revenues	59,509	118.7	56,149	94.4
	営業利益 Operating income	4,523	130.9	3,333	73.7
	営業利益率 Operating income on total operating revenues	7.6%	+0.7%	5.9%	1.7%

5. 連結貸借対照表の概要

Summary of consolidated balance sheet

(百万円 Millions of yen)

		2014/3/31		2015/3/31	
		Fiscal year ended March 31, 2014	前年比 YOY (%)	Fiscal year ended March 31, 2015	前年比 YOY (%)
割賦売掛金 Installment sales accounts receivable	213,466	124.7	227,121	106.4	
営業貸付金 Operating loans	125,215	101.2	128,030	102.2	
営業債権 Operating receivables	338,681	114.8	355,152	104.9	
固定資産 Fixed assets	249,476	99.2	248,873	99.8	
有利子負債 Interest-bearing debt	264,824	108.6	277,839	104.9	
利息返還損失引当金 Provision for loss on interest repayment	6,870	61.6	12,652	184.2	
自己資本 Shareholder's equity	315,446	103.9	306,795	97.3	
自己資本比率 Equity ratio	47.5%	1.1%	45.4%	2.1%	
総資産 Total assets	664,019	106.4	675,627	101.7	

6 . 店別総売上高

Gross sales of retailing and store operation by store

(百万円 Millions of yen)

		2014/3/31		2015/3/31	
		12カ月 Fiscal year ended March 31, 2014	前年比 YOY (%)	12カ月 Fiscal year ended March 31, 2015	前年比 YOY (%)
(1) マルイ Marui					
北千住マルイ	Kitasenju Marui	35,795	101.8	34,544	96.5
*1 新宿	Shinjuku	29,358	104.6	28,458	100.2
有楽町マルイ	Yurakucho Marui	23,252	101.6	22,954	98.7
ファミリー溝口	Family Mizonokuchi	22,672	100.1	21,388	94.3
[通 信 販 売]	[Online shopping and Mail-order]	20,487	104.1	19,852	96.9
国分寺マルイ	Kokubunji Marui	14,850	101.8	14,089	94.9
上野マルイ	Ueno Marui	13,791	103.5	13,983	101.4
シティ横浜	City Yokohama	15,421	93.7	13,862	89.9
ファミリー志木	Family Shiki	13,309	109.0	13,055	98.1
錦糸町	Kinshicho	13,125	102.5	13,012	99.1
ファミリー海老名	Family Ebina	13,164	97.6	12,718	96.6
なんばマルイ	Namba Marui	12,546	95.8	12,046	96.0
大 宮	Omiya	12,045	96.7	11,004	91.4
渋谷	Shibuya	10,094	97.3	9,236	91.5
柏	Kashiwa	7,600	94.5	7,363	96.9
*2 池袋マルイ	Ikebukuro Marui	7,915	96.2	6,886	87.0
*3 町田マルイ	Machida Marui	6,057	91.0	5,777	95.4
静 岡	Shizuoka	6,520	89.2	5,710	87.6
*4 吉祥寺	Kichijoji	6,698	103.5	5,674	90.9
中野マルイ	Nakano Marui	5,431	105.2	5,371	98.9
神戸マルイ	Kobe Marui	5,628	91.2	5,190	92.2
川 崎	Kawasaki	5,107	94.6	4,782	93.6
草加マルイ	Soka Marui	4,720	102.8	4,568	96.8
京都マルイ	Kyoto Marui	4,638	107.8	4,496	96.9
水 戸	Mito	4,347	91.6	3,948	90.8
*5 [専 門 店]	[Specialty stores]	2,507	95.6	1,904	91.6
(2) モディ Modi					
戸塚モディ	Totsuka Modi	9,470	105.5	9,314	98.4
町田モディ	Machida Modi	8,958	105.8	8,688	97.0
川越モディ	Kawagoe Modi	1,622	95.4	1,399	86.2

* 「店別総売上高」は、従来の商品売上高に定期借家テナントの売上高等を加えて算出しております。

Gross sales of retailing and store operation by store includes revenues from fixed-term rental tenant contracts in addition to conventional product sales.

* 1,4,5 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.

* 2 池袋マルイは、フロアを一部閉鎖しております。(14年度の売場閉鎖率12%)

Ikebukuro Marui closed a portion of its sales floors. (12% of sales floors closed during the year, 2014).

* 3 町田マルイは一部フロア閉鎖を経て、2014年5月21日にリニューアルオープンしております。(14年度の売場閉鎖率6%)

Machida Marui closed a portion of its sales floors, which was then reopened on May 21, 2014.

(6% of sales floors closed during the year, 2014).

7. 小売・店舗事業 総売上高前年比推移

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

	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
総売上高 Gross sales of retailing and store operation	95.9	98.5	93.3	93.8	97.5	98.9	96.1	98.7	96.3	91.6	98.8	88.1	95.3
既存店 Existing stores	98.0	99.7	94.4	95.2	99.0	99.7	96.4	99.1	96.6	91.8	100.6	88.4	96.2

8. 入店・買上客数及び客単価の伸長率

Trend in number of visiting customer (%)

	2014/3/31		2015/3/31	
	12ヵ月 Fiscal year ended March 31, 2014	既存店 Existing stores	12ヵ月 Fiscal year ended March 31, 2015	既存店 Existing stores
入店客数 Number of customer coming to store	100.8	101.5	100.3	100.9
買上客数 Number of purchase	104.4	105.0	101.7	101.9
客単価 Sales per purchase	95.2	95.4	93.4	94.1

9. カード会員数

Number of credit card members (万人 10 thousand)

	2014/3/31		2015/3/31	
	12ヵ月 Fiscal year ended March 31, 2014	前年差 change	12ヵ月 Fiscal year ended March 31, 2015	前年差 change
カード会員数合計 Total	542	+ 44	591	+ 49
プラチナ/ゴールド Platinum/Gold Card	83	+ 25	103	+ 21
新規会員数 New cardholders	71	0	73	+ 2
グループ外入会 Cards issued outside of Marui Group	9	+ 2	13	+ 5
利用客数 Active cardholders	354	+ 30	372	+ 18

10. カード取扱高

Card transactions (億円 100 millions of yen)

	2014/3/31		2015/3/31	
	12ヵ月 Fiscal year ended March 31, 2014	前年比 YOY (%)	12ヵ月 Fiscal year ended March 31, 2015	前年比 YOY (%)
ショッピング取扱高 Card shopping transactions	8,491	123.6	9,765	115.9
(リボ分割取扱高) (Total transactions for revolving and installment payments)	(1,129)	(118.6)	(1,252)	(110.9)
丸井内取扱高 Total transactions at Marui stores	1,291	101.2	1,199	92.9
外部加盟店取扱高 Total transactions outside Marui stores	7,199	128.8	8,565	120.0
カードキャッシング取扱高 Cash advance transactions	1,277	111.1	1,373	107.5
合計 Total	9,768	121.9	11,138	114.8

11. カード事業 取扱高前年比推移

Year-on-year % change in monthly card transactions of credit card services (%)

	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
ショッピング Card shopping transactions	116.7	119.9	117.0	117.4	121.0	118.8	117.6	117.5	118.5	113.2	120.7	99.4	115.9
外部加盟店 Outside Marui stores	119.5	125.0	121.2	122.3	124.0	123.4	122.0	122.3	122.1	117.8	124.6	102.9	120.0
カードキャッシング Cash advance transactions	108.3	110.5	109.8	107.3	113.3	116.6	109.0	104.2	104.8	100.5	103.8	102.1	107.5

12. 営業債権の状況

Operating receivables

(1) 営業債権残高 Balance of operating receivables (百万円 Millions of yen)

	2014/3/31		2015/3/31	
	Fiscal year ended March 31, 2014	前年比 YOY (%)	Fiscal year ended March 31, 2015	前年比 YOY (%)
リボ・分割払い Revolving repayment, Payment by installments	160,562	120.4	171,274	106.7
(流動化債権を含む) (Including factoring accounts receivable)	(160,562)	(119.6)	(184,800)	(115.1)
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	52,903	140.0	55,847	105.6
(流動化債権を含む) (Including factoring accounts receivable)	(98,903)	(132.2)	(108,847)	(110.1)
割賦売掛金残高 Installment sales accounts receivable	213,466	124.7	227,121	106.4
(流動化債権を含む) (Including factoring accounts receivable)	(259,466)	(124.1)	(293,648)	(113.2)
営業貸付金残高 Consumer loans outstanding	125,215	101.2	128,030	102.2
合計 Total	338,681	114.8	355,152	104.9
(流動化債権を含む) (Including factoring accounts receivable)	(384,681)	(115.6)	(421,678)	(109.6)

(万円 10 thousands of yen)

1人当たり営業貸付金残高 Loans outstanding per customer	21.6	106.5	23.0	106.8
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(2) 貸倒率 Ratio of bad debt write-offs (%)

	2014/3/31		2015/3/31	
	12ヵ月 Fiscal year ended March 31, 2014	前年差 change	12ヵ月 Fiscal year ended March 31, 2015	前年差 change
貸倒率 Ratio of bad debt write-offs	1.84	0.48	1.68	0.16

* 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 March 31, 2015)

13. 設備投資

Capital investments

(1) 改装の状況

Store renovations and closings

	2014/3/31 Fiscal year ended March 31, 2014		2015/3/31 Fiscal year ended March 31, 2015	
主な改装店舗 Major store renovations	新宿 Shinjuku		町田マルイ Machida Marui	
	町田マルイ Machida Marui		シティ横浜 City Yokohama	
	有楽町マルイ Yurakucho Marui		吉祥寺 Kichijoji	
	北千住マルイ Kitasenju Marui		新宿 Shinjuku	
	錦糸町 Kinshicho		錦糸町 Kinshicho	
閉鎖 Store closings	新宿マルイ ワン Shinjuku Marui One			

(2) 売場面積の状況

Sales floor space

(千㎡ Thousand m²)

	2014/3/31 Fiscal year ended March 31, 2014		2015/3/31 Fiscal year ended March 31, 2015	
閉鎖及び減床 Store closings and Contraction of sales floor space		6.6		2.6
期末売場面積 Total floor space at the end of period		408.4		405.9
期中平均売場面積 Average sales floor space during the period		411.3		406.5

(3) 今後の出店計画

Planned store openings

	所在地 Location	売場面積 Sales floor space	開店時期 Date of opening	投資額 Total investment
博 多 Hakata	福岡県 福岡市 Fukuoka-city, Fukuoka	15,000m ²	2016年春 Spring	50億円 5.0 Billion yen

(4) 設備投資額と減価償却費

Capital investments and depreciation and amortization

(百万円 Millions of yen)

	2015/3/31	2016/3/31	2017/3/31	2018/3/31
設備投資額 Capital investments	9,786	14,000	15,000	10,000
減価償却費 Depreciation and amortization	10,296	10,000	11,000	11,000

14. 有利子負債

Interest-bearing debt

(1) 有利子負債の内訳 Breakdown of interest-bearing debt

(百万円 Millions of yen)

	2014/3/31		2015/3/31	
	Fiscal year ended March 31, 2014	前期末差 Change	Fiscal year ended March 31, 2015	前期末差 Change
短期借入金 Short-term loans	71,324	+ 2,062	56,839	14,485
長期借入金 Long-term loans	79,500	8,000	109,000	+ 29,500
コマーシャル・ペーパー Commercial paper	12,000	+ 7,000	10,000	2,000
社債 Straight bonds	102,000	+ 20,000	102,000	-
合計 Total	264,824	+ 21,062	277,839	+ 13,014

(2) 社債明細 Breakdown of bonds

(百万円 Millions of yen)

銘柄 Issues	2015/3/31残高 Amount due at March 31, 2015	利率 Interest rates	年限 Years		
				発行年月 Date of issuance	償還期限 Due date
第13回普通社債 #13 Straight bond	10,000	1.510%	7年	2010/3	2017/3
第16回普通社債 #16 Straight bond	12,000	1.010%	5年	2010/12	2015/12
第18回普通社債 #18 Straight bond	10,000	0.970%	5年	2012/3	2017/3
第19回普通社債 #19 Straight bond	5,000	0.580%	3年	2012/5	2015/5
第20回普通社債 #20 Straight bond	10,000	0.790%	5年	2012/5	2017/5
第21回普通社債 #21 Straight bond	10,000	0.570%	5年	2012/11	2017/11
第22回普通社債 #22 Straight bond	5,000	0.850%	7年	2012/11	2019/11
第23回普通社債 #23 Straight bond	10,000	0.342%	3年	2013/8	2016/8
第24回普通社債 #24 Straight bond	10,000	0.582%	5年	2013/8	2018/8
第25回普通社債 #25 Straight bond	10,000	0.344%	5年	2014/6	2019/6
第26回普通社債 #26 Straight bond	10,000	0.562%	7年	2014/6	2021/6
合計 Total	102,000	-	-	-	-

15. 従業員の状況

Number of employees

(人 Number)

	2014/3/31		2015/3/31	
	Fiscal year ended March 31, 2014	前年差 Change	Fiscal year ended March 31, 2015	前年差 Change
小売・店舗事業 Retailing and store operation	4,253	205	3,967	286
カード事業 Credit card services	648	+ 124	808	+ 160
小売関連サービス事業 Retailing-related service	882	26	960	+ 78
本社管理部門 Head office, corporate management departments	183	28	183	± 0
合計 Total	5,966	135	5,918	48
臨時従業員 (期中平均) Temporary employees (average over the fiscal year)	1,976	+ 15	2,053	+ 77

16. 2016年3月期予想

Forecast for the year ending March 31, 2016

グループの成長力を表す新たな指標として「グループ総取扱高」を表示しております。

2016年3月期より売上計上基準を変更し、小売・店舗事業において、消化仕入売上高を総額表示から純額表示に変更いたします。(前年数値については新基準で表示しています。)

また、「売上高」の表示を「売上収益」に変更しております。詳細は11ページをご覧ください。

Total Group transactions will be displayed as new management indicator of the Group's growth.

From the fiscal year ending March 31, 2016, sales through the consignment buying system (in which products are procured from suppliers at the same time they are sold to customers) will be displayed at net value by deducting cost of sales from total operating revenues. Figures and year-on-year comparisons for the fiscal year ended March 31, 2015, reflecting this change have been provided. Based on this change, the line item that was previously "total operating revenues" will be displayed as "revenue."

(1) 連結業績予想 Consolidated financial results forecast (百万円 Millions of yen)

	2015/3/31		2015/9/30		2016/3/31	
	Fiscal year ended March 31, 2015	前年比 YOY (%)	予 想 Forecast	前年比 YOY (%)	予 想 Forecast	前年比 YOY (%)
グループ総取扱高 Total Group transactions	1,464,398	113.3	810,000	116.4	1,710,000	116.8
小売・店舗事業 Retailing and store operation	322,866	95.3	153,000	100.0	325,000	100.7
カード事業 Credit card services	1,107,715	120.5	641,000	121.6	1,350,000	121.9
小売関連サービス事業 Retailing-related services	33,816	97.5	16,000	103.0	35,000	103.5
売上収益 Revenue	249,847	98.7	121,000	100.1	251,000	100.5
売上総利益 Gross profit	158,144	101.6	77,500	100.2	162,000	102.4
販売費及び一般管理費 Selling, general and administrative expenses	130,102	101.2	66,000	98.7	132,000	101.5
営業利益 Operating income	28,042	103.3	11,500	109.9	30,000	107.0
小売・店舗事業 Retailing and store operation	8,074	76.4	2,500	118.2	8,500	105.3
カード事業 Credit card services	20,126	128.7	10,000	113.0	22,000	109.3
小売関連サービス事業 Retailing-related services	3,333	73.7	1,500	103.9	3,500	105.0
消去又は全社 Eliminations/Corporate	3,492	-	2,500	-	4,000	-
経常利益 Ordinary income	28,002	101.1	11,500	109.5	29,500	105.3
親会社株主に帰属する当期純利益 Attributable to owners of parent	16,036	104.1	6,500	110.3	17,500	109.1

(%)

売上総利益率 Gross margin to revenue	63.3	+ 1.8	64.0	± 0.0	64.5	+ 1.2
営業利益率 Operating income to revenue	11.2	+ 0.5	9.5	+ 0.8	12.0	+ 0.8

(円 Yen)

1株当たり当期純利益 (EPS) Earnings per share	58.87	104.6	25.43	118.2	69.39	117.9
自己資本当期純利益率 (ROE) Return on equity	5.2%	+ 0.2%	-	-	5.8%	+ 0.6%
1株当たり配当金 Cash dividends per share	19.00	105.6	11.00	122.2	22.00	115.8
配当性向 Payout ratio	32.3%	+ 0.3%	-	-	31.7%	0.6%

グループ総取扱高は、小売・店舗事業における商品売上高およびテナントからの賃貸収入等、カード事業におけるグループ外加盟店でのショッピングクレジット取扱高、カードキャッシング取扱高、家賃立替額、運転免許クレジット取扱高、小売関連サービス事業における外部売上高の合計です。

Total Group transactions is the total of sales from retailing and store operation (product sales and rent revenues from tenants), credit card services (card shopping transaction volumes at external affiliates, cash advance transactions, rent advances, and driver license acquisition support credit), and retailing-related services (external sales).

(2) 前提条件 Forecast assumptions (百万円 Millions of yen)

	2015/3/31		2015/9/30		2016/3/31	
	Fiscal year ended March 31, 2015	前年比 YOY (%)	予 想 Forecast	前年比 YOY (%)	予 想 Forecast	前年比 YOY (%)
売上収益 Revenue	249,847	98.7	121,000	100.1	251,000	100.5
小売・店舗事業 Retailing and store operation	147,593	92.8	69,000	97.1	141,000	95.5
商品売上高 Product sales	102,146	91.3	46,500	93.5	93,500	91.5
消化仕入売上高（純額表示後） Consignment sales	39,663	93.4	18,500	99.4	39,000	98.3
賃貸収入等 Rent revenues and others	5,783	124.7	4,000	150.0	8,500	147.0
カード事業 Credit card services	68,436	115.2	36,000	104.8	75,000	109.6
割賦手数料 Financial charges earned on installment sales	25,820	124.7	13,500	99.8	28,000	108.4
加盟店手数料 Affiliated merchants	14,925	117.2	8,500	119.9	18,000	120.6
消費者ローン利息収入 Interest income on consumer loans	21,712	103.0	11,000	101.3	23,000	105.9
小売関連サービス事業 Retailing-related services	33,816	97.5	16,000	103.0	35,000	103.5

カード事業取扱高 Credit card services transactions	1,107,715	120.5	641,000	121.6	1,350,000	121.9
ショッピング取扱高 Card shopping transactions	854,655	120.0	493,000	121.8	1,040,000	121.7
カードキャッシング取扱高 Cash advance transactions	137,317	107.5	76,000	109.6	160,000	116.5
その他取扱高 Others	115,742	146.4	72,000	136.1	150,000	129.6

リボ・分割払い残高 Revolving repayment, Payment by installments	171,274	106.7	185,000	116.5	203,000	118.5
営業貸付金残高 Consumer loans outstanding	128,030	102.2	135,000	105.5	148,000	115.6

2016年3月期に予定する売上計上基準の変更について

(消化仕入売上高の純額表示)

小売・店舗事業において、顧客への商品の販売と同時に取引先より商品を仕入れる、いわゆる消化仕入れ取引について、従来、売上高および売上原価を総額表示しておりましたが、会計制度委員会研究報告第13号「我が国の収益認識に関する研究報告(中間報告)」を総合的に勘案し、重要な在庫リスク等、通常負うべき様々なリスクを実質的に負担しない取引であるため、2016年3月期より、売上高に売上原価控除後の金額を計上する純額表示への変更を予定しております。

当社グループでは、消費環境の変化に対応するため、中期経営計画にもとづき仕入販売を中心としたビジネスモデルを転換し、丸井独自のショッピングセンター型の店づくりに取り組んでおりますが、この取り組みをさらに本格的にすすめるうえで、中期経営計画の進捗を測る経営成績をより適切に表示し、売上高の経営指標としての有用性をより高める必要があるため、上記の変更を行う予定であり、2016年3月期の業績予想につきましては新基準で算定し、前年同期比較は遡及修正後の数値で行っております。

なお、これにともない「売上高」の表示を「売上収益」へ変更しております。

Scheduled change in sales display method in the fiscal year ending March 31, 2016
(Display of net value for consignment sales)

In retailing and store operation, the Company utilizes the consignment buying system in which products are procured from suppliers at the same time they are sold to customers. Previously, sales and cost of sales related to consignment buying was displayed at total value. However, based on a comprehensive evaluation of the content of the 13th research report issued by the Accounting Standards Committee of the Japanese Institute of Certified Public Accountants (an interim report on the recognition of revenues in Japan), the Company has decided to display sales from consignment buying at net value by deducting cost of sales from total operating revenues beginning in the fiscal year ending March 31, 2016. This decision was made based on the fact that consignment buying transactions do not entail the serious inventory and other risks that are associated with normal transactions.

In response to changes in the consumer market environment, the Group has been moving away from its traditional consignment buying-centric business model in accordance with the medium-term management plan. As part of this transition, Marui is developing its own unique style of shopping centers, and these efforts will be accelerated going forward. The Company plans to institute the aforementioned change in display method in response to the need resulting from this transition to display business performance in a manner that is more appropriate for measuring the medium-term management plan's progress and to increase the viability of total operating revenues as a management indicator. Consolidated financial results forecasts for the fiscal year ending March 31, 2016, have been formulated in accordance with the new display method and year-on-year comparisons use figures from the fiscal year ended March 31, 2015, that have been restated based on this change.

In addition, based on this change, the line item that was previously "total operating revenues" will be displayed as "revenue."

2015年3月期の変更影響

Effects of change on performance for fiscal year ended March 31, 2015 (百万円 Millions of yen)

	変更前		変更後		影響 Difference % change
	Before change	前年比 YOY(%)	After change	前年比 YOY(%)	
売上高 / 売上収益 Total operating revenues / Revenue	404,947	97.2	249,847	98.7	155,100
小売・店舗事業 Retailing and store operation	302,693	93.9	147,593	92.8	155,100
商品売上高 Product sales	102,146	91.3	102,146	91.3	-
消化仕入売上高 Consignment sales	194,417	94.6	39,663	93.4	154,754
賃貸収入等 Rent revenues and others	6,129	122.4	5,783	124.7	345
売上総利益率 Gross margin of total operating revenues	39.1%	+ 1.7%	63.3%	+ 1.8%	+ 24.2%
小売・店舗事業荒利益率 Gross margin of retailing and store operation	27.5%	0.2%	56.3%	+ 0.1%	+ 28.8%
営業利益率 Operating income on total operating revenues	6.9%	+ 0.4%	11.2%	+ 0.5%	+ 4.3%