

単位:百万円

表示単位未満切捨

	FY2016							FY2017						
	1Q	2Q	3Q	4Q	2Q累計	3Q累計	通期	1Q	2Q	3Q	4Q	2Q累計	3Q累計	通期
<b>損益計算書</b>														
<b>全社</b>														
売上高	54,749	65,485	70,980	68,801	120,235	191,215	260,016	55,743	60,558	75,413	73,181	116,302	191,715	264,897
前年同期比	-11.0%	-2.4%	-4.5%	-12.2%	-6.5%	-5.8%	-7.6%	+1.8%	-7.5%	+6.2%	+6.4%	-3.3%	+0.3%	+1.9%
売上総利益	10,677	11,607	12,336	13,638	22,285	34,621	48,260	11,315	12,650	12,994	13,386	23,966	36,961	50,347
前年同期比	+0.1%	+3.6%	+9.4%	+4.4%	+1.9%	+4.4%	+4.4%	+6.0%	+9.0%	+5.3%	-1.9%	+7.5%	+6.8%	+4.3%
販売費及び一般管理費	9,410	9,113	9,276	10,490	18,522	27,797	38,282	9,913	9,618	9,840	10,768	19,532	29,371	40,139
前年同期比	+5.1%	+2.6%	+2.2%	+3.8%	+3.9%	+3.3%	+3.4%	+5.3%	+5.6%	+6.1%	+2.7%	+5.5%	+5.7%	+4.9%
営業利益	1,266	2,494	3,060	3,148	3,762	6,823	9,978	1,402	3,031	3,153	2,617	4,434	7,589	10,207
前年同期比	-25.9%	+7.4%	+38.8%	+6.3%	-6.7%	+9.4%	+8.4%	+10.7%	+21.5%	+3.1%	-16.9%	+17.9%	+11.2%	+2.3%
EBITDA	1,822	3,055	3,627	3,731	4,879	8,507	12,245	1,975	3,604	3,738	3,195	5,580	9,319	12,516
前年同期比	-19.4%	+6.5%	+32.3%	+6.3%	-4.9%	+8.0%	+7.5%	+8.4%	+18.0%	+3.1%	-14.4%	+14.4%	+9.5%	+2.2%
経常利益	1,305	2,502	3,078	3,160	3,808	6,886	10,046	1,428	3,052	3,178	2,634	4,480	7,659	10,293
前年同期比	-24.4%	+6.6%	+37.5%	+6.0%	-6.5%	+9.1%	+8.1%	+9.4%	+22.0%	+3.3%	-16.7%	+17.7%	+11.2%	+2.5%
税引前四半期(当期)純利益	1,276	2,490	3,039	2,909	3,767	6,807	9,716	1,400	3,025	3,144	2,505	4,425	7,570	10,076
前年同期比	-25.5%	+10.9%	+38.6%	-10.1%	-4.9%	+10.6%	+3.5%	+9.7%	+21.5%	+3.5%	-13.9%	+17.5%	+11.2%	+3.7%
四半期(当期)純利益	823	1,659	2,037	1,948	2,483	4,520	6,469	910	2,035	2,113	1,678	2,945	5,059	6,738
前年同期比	-24.2%	+15.5%	+45.2%	-12.3%	-1.6%	+15.1%	+5.2%	+10.5%	+22.7%	+3.7%	-13.8%	+18.6%	+11.9%	+4.2%
<b>コンシューマ事業</b>														
売上高	50,892	61,569	66,786	63,706	112,461	179,248	242,954	51,269	55,696	70,620	67,947	106,966	177,586	245,534
前年同期比	-11.8%	-2.1%	-5.0%	-12.7%	-6.7%	-6.1%	-7.9%	+0.7%	-9.5%	+5.7%	+6.7%	-4.9%	-0.9%	+1.1%
商品売上高	37,758	46,957	50,771	45,396	84,716	135,487	180,884	37,150	40,868	55,113	49,899	78,019	133,133	183,032
手数料収入	13,133	14,612	16,015	18,310	27,745	43,760	62,070	14,118	14,827	15,506	18,048	28,946	44,452	62,501
営業利益	1,791	2,893	3,446	3,664	4,684	8,131	11,796	2,038	3,386	3,834	3,366	5,425	9,259	12,625
前年同期比	-11.0%	+8.3%	+39.4%	+6.5%	-0.0%	+13.6%	+11.3%	+13.8%	+17.1%	+11.2%	-8.1%	+15.8%	+13.9%	+7.0%
<b>法人事業</b>														
売上高	3,857	3,916	4,193	5,094	7,773	11,967	17,061	4,473	4,862	4,793	5,233	9,336	14,129	19,362
前年同期比	-0.2%	-6.5%	+3.0%	-4.8%	-3.5%	-1.3%	-2.4%	+16.0%	+24.2%	+14.3%	+2.7%	+20.1%	+18.1%	+13.5%
商品売上高	1,136	1,067	1,243	1,668	2,204	3,447	5,115	1,360	1,641	1,579	1,784	3,002	4,581	6,365
手数料収入	1,638	1,726	1,758	2,223	3,365	5,124	7,347	1,866	1,954	2,080	2,594	3,821	5,902	8,496
ﾌﾞﾘｯｸﾞｶｰﾄﾞ情報	1,081	1,122	1,191	1,202	2,203	3,395	4,598	1,246	1,265	1,133	854	2,512	3,646	4,500
営業利益	398	469	580	667	868	1,448	2,115	350	577	354	308	928	1,282	1,591
前年同期比	-8.6%	-7.7%	+0.1%	+5.9%	-8.1%	-5.0%	-1.8%	-12.1%	+23.1%	-38.9%	-53.8%	+6.9%	-11.4%	-24.8%
<b>貸借対照表</b>														
資産合計	73,983	83,105	92,168	95,254	-	-	-	78,346	85,513	102,790	100,776	-	-	-
負債合計	44,463	51,940	60,093	61,237	-	-	-	44,733	49,855	66,301	62,601	-	-	-
純資産合計	29,520	31,164	32,075	34,016	-	-	-	33,612	35,658	36,488	38,174	-	-	-

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<b>キャッシュ・フロー計算書</b>														
営業キャッシュ・フロー	-	-	-	-	4,825	-	8,635	-	-	-	-	3,598	-	7,574
投資キャッシュ・フロー	-	-	-	-	-997	-	-1,904	-	-	-	-	-1,028	-	-2,079
財務キャッシュ・フロー	-	-	-	-	-3,640	-	-4,805	-	-	-	-	-1,342	-	-2,685
残高	-	-	-	-	3,276	-	5,013	-	-	-	-	6,241	-	7,821
<b>その他</b>														
1株当たり純資産額(円)	-	-	-	-	-	-	760.35	-	-	-	-	-	-	853.30
1株当たり配当金(円)	-	26.00	-	30.00	-	-	56.00	-	30.00	-	35.00	-	-	65.00
1株当たり四半期(当期)純利益(円)	18.41	37.09	45.55	43.55	55.50	101.05	144.60	20.35	45.50	47.25	37.53	65.85	113.10	150.62
自己資本比率(%)	39.9%	-	-	-	37.5%	34.8%	35.7%	42.9%	-	-	-	41.7%	35.5%	37.9%
ROE(%)	2.8%	-	-	-	8.1%	14.6%	20.3%	2.7%	-	-	-	8.5%	14.4%	18.7%
ROA(%)	1.0%	-	-	-	2.8%	4.8%	6.7%	1.0%	-	-	-	3.3%	5.1%	6.9%
<b>販売台数(万台)</b>														
合計	56.1	66.1	71.6	73.9	122.2	193.8	267.7	59.4	65.7	70.4	76.2	125.1	195.5	271.7
キャリア認定ショップ <sup>○</sup>	45.4	53.7	57.9	59.5	-	-	-	48.3	53.1	55.9	58.6	-	-	-
量販店等	8.2	9.8	11.0	10.7	-	-	-	8.5	10.0	11.7	13.6	-	-	-
法人	2.5	2.6	2.7	3.7	-	-	-	2.6	2.6	2.8	4.0	-	-	-
前年同期比	-13.4%	-5.7%	-0.9%	-9.2%	-9.4%	-6.4%	-7.2%	+5.9%	-0.7%	-1.6%	+3.0%	+2.4%	+0.9%	+1.5%
<b>運営店舗数(店)</b>														
合計	420	420	420	423	-	-	-	424	426	428	428	-	-	-
docomo	370	370	369	369	-	-	-	368	367	367	366	-	-	-
au	45	45	46	47	-	-	-	47	47	47	47	-	-	-
SoftBank	5	5	5	5	-	-	-	5	5	5	5	-	-	-
その他	-	-	-	2	-	-	-	4	7	9	10	-	-	-
直営ショップ合計	268	268	271	274	-	-	-	276	278	280	280	-	-	-
docomo	241	241	241	241	-	-	-	240	239	239	238	-	-	-
au	22	22	25	26	-	-	-	27	27	27	27	-	-	-
SoftBank	5	5	5	5	-	-	-	5	5	5	5	-	-	-
その他	-	-	-	2	-	-	-	4	7	9	10	-	-	-
<b>社員数(人)</b>														
従業員	5,295	5,151	5,023	4,974	-	-	-	5,279	5,188	5,083	5,070	-	-	-
臨時従業員	1,386	1,438	1,481	1,580	-	-	1,471	1,658	1,785	1,840	1,907	-	-	1,798
合計	6,681	6,589	6,504	6,554	-	-	-	6,937	6,973	6,923	6,977	-	-	-