

単位:百万円

| 表示単位未満切捨 | FY2018 | | | | | | | FY2019 | | | | | | |
|-----------------|--------|--------|--------|---------|---------|---------|---------|---------|----|----|----|------|------|----|
| | 1Q | 2Q | 3Q | 4Q | 2Q累計 | 3Q累計 | 通期 | 1Q | 2Q | 3Q | 4Q | 2Q累計 | 3Q累計 | 通期 |
| 損益計算書 | | | | | | | | | | | | | | |
| 全社 | | | | | | | | | | | | | | |
| 売上高 | 60,332 | 63,751 | 68,717 | 71,124 | 124,083 | 192,801 | 263,925 | 54,972 | | | | | | |
| 前年同期比 | +8.2% | +5.3% | -8.9% | -2.8% | +6.7% | +0.6% | -0.4% | -8.9% | | | | | | |
| 売上総利益 | 11,995 | 12,637 | 13,184 | 14,062 | 24,633 | 37,817 | 51,880 | 12,581 | | | | | | |
| 前年同期比 | +6.0% | -0.1% | +1.5% | +5.1% | +2.8% | +2.3% | +3.0% | +4.9% | | | | | | |
| 販売費及び一般管理費 | 10,338 | 10,070 | 10,052 | 11,143 | 20,407 | 30,459 | 41,602 | 10,272 | | | | | | |
| 前年同期比 | +4.3% | +4.7% | +2.2% | +3.5% | +4.5% | +3.7% | +3.6% | -0.6% | | | | | | |
| 営業利益 | 1,656 | 2,567 | 3,131 | 2,919 | 4,226 | 7,358 | 10,277 | 2,308 | | | | | | |
| 前年同期比 | +18.1% | -15.3% | -0.7% | +11.5% | -4.7% | -3.0% | +0.7% | +39.4% | | | | | | |
| EBITDA | 2,241 | 3,118 | 3,723 | 3,516 | 5,362 | 9,085 | 12,601 | 2,897 | | | | | | |
| 前年同期比 | +13.4% | -13.5% | -0.4% | +10.0% | -3.9% | -2.5% | +0.7% | +29.2% | | | | | | |
| 経常利益 | 1,673 | 2,715 | 3,195 | 2,955 | 4,388 | 7,584 | 10,539 | 2,331 | | | | | | |
| 前年同期比 | +17.2% | -11.0% | +0.5% | +12.2% | -2.1% | -1.0% | +2.4% | +39.3% | | | | | | |
| 税引前四半期(当期)純利益 | 1,636 | 2,655 | 3,128 | 2,881 | 4,291 | 7,420 | 10,302 | 2,298 | | | | | | |
| 前年同期比 | +16.9% | -12.2% | -0.5% | +15.0% | -3.0% | -2.0% | +2.2% | +40.5% | | | | | | |
| 四半期(当期)純利益 | 1,080 | 1,786 | 2,111 | 1,942 | 2,866 | 4,978 | 6,921 | 1,535 | | | | | | |
| 前年同期比 | +18.7% | -12.2% | -0.1% | +15.7% | -2.7% | -1.6% | +2.7% | +42.0% | | | | | | |
| コンシューマ事業 | | | | | | | | | | | | | | |
| 売上高 | 56,502 | 59,263 | 64,285 | 64,535 | 115,766 | 180,052 | 244,587 | 50,651 | | | | | | |
| 前年同期比 | +10.2% | +6.4% | -9.0% | -5.0% | +8.2% | +1.4% | -0.4% | -10.4% | | | | | | |
| 商品売上高 | 41,361 | 43,787 | 47,340 | 45,942 | 85,149 | 132,490 | 178,432 | 35,908 | | | | | | |
| 手数料収入 | 15,141 | 15,475 | 16,945 | 18,592 | 30,616 | 47,561 | 66,154 | 14,742 | | | | | | |
| 営業利益 | 2,670 | 3,501 | 4,004 | 3,389 | 6,172 | 10,177 | 13,566 | 2,985 | | | | | | |
| 前年同期比 | +31.0% | +3.4% | +4.4% | +0.7% | +13.8% | +9.9% | +7.5% | +11.8% | | | | | | |
| 法人事業 | | | | | | | | | | | | | | |
| 売上高 | 3,829 | 4,487 | 4,431 | 6,588 | 8,317 | 12,748 | 19,337 | 4,320 | | | | | | |
| 前年同期比 | -14.4% | -7.7% | -7.5% | +25.9% | -10.9% | -9.8% | -0.1% | +12.8% | | | | | | |
| 商品売上高 | 1,041 | 1,449 | 1,314 | 2,720 | 2,490 | 3,805 | 6,526 | 1,345 | | | | | | |
| 手数料収入 | 1,917 | 2,060 | 2,055 | 2,819 | 3,978 | 6,033 | 8,853 | 2,099 | | | | | | |
| プライベートカード情報 | 870 | 977 | 1,061 | 1,047 | 1,847 | 2,909 | 3,956 | 876 | | | | | | |
| 営業利益 | 40 | 131 | 128 | 677 | 171 | 300 | 977 | 389 | | | | | | |
| 前年同期比 | -88.6% | -77.3% | -63.6% | +119.5% | -81.5% | -76.6% | -38.6% | +873.0% | | | | | | |
| 貸借対照表 | | | | | | | | | | | | | | |
| 資産合計 | 83,610 | 91,218 | 97,303 | 103,506 | - | - | - | 83,951 | | | | | | |
| 負債合計 | 45,916 | 51,758 | 57,104 | 61,400 | - | - | - | 41,669 | | | | | | |
| 純資産合計 | 37,694 | 39,460 | 40,199 | 42,106 | - | - | - | 42,282 | | | | | | |

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単位:百万円

| 表示単位未満切捨 | FY2018 | | | | | | | FY2019 | | | | | | |
|-------------------------|--------|-------|--------|--------|--------|--------|--------|--------|----|----|----|------|------|----|
| | 1Q | 2Q | 3Q | 4Q | 2Q累計 | 3Q累計 | 通期 | 1Q | 2Q | 3Q | 4Q | 2Q累計 | 3Q累計 | 通期 |
| キャッシュ・フロー計算書 | | | | | | | | | | | | | | |
| 営業キャッシュ・フロー | - | - | - | - | 3,355 | - | 8,558 | - | | | | | | |
| 投資キャッシュ・フロー | - | - | - | - | -770 | - | -2,108 | - | | | | | | |
| 財務キャッシュ・フロー | - | - | - | - | -1,566 | - | -2,909 | - | | | | | | |
| 残高 | - | - | - | - | 8,841 | - | 11,360 | - | | | | | | |
| その他 | | | | | | | | | | | | | | |
| 1株当たり純資産額(円) | - | - | - | - | - | - | 941.18 | - | | | | | | |
| 1株当たり配当金(円) | - | 30.00 | - | 30.00 | - | - | 60.00 | - | | | | | | |
| 1株当たり四半期(当期)純利益(円) | 24.16 | 39.92 | 47.21 | 43.43 | 64.08 | 111.29 | 154.72 | 34.31 | | | | | | |
| 自己資本比率(%) | 45.1% | - | - | - | 43.3% | 41.3% | 40.7% | 50.4% | | | | | | |
| ROE(%) | 2.8% | - | - | - | 7.4% | 12.7% | 17.2% | 3.6% | | | | | | |
| ROA(%) | 1.2% | - | - | - | 3.0% | 5.1% | 7.4% | 1.6% | | | | | | |
| 販売台数(万台) | | | | | | | | | | | | | | |
| 合計 | 60.2 | 62.8 | 60.6 | 68.0 | 123.0 | 183.6 | 251.6 | 55.0 | | | | | | |
| キャリア認定ショップ ^o | 47.0 | 50.3 | 48.6 | 53.4 | - | - | - | 45.0 | | | | | | |
| 量販店等 | 11.0 | 9.7 | 9.8 | 11.3 | - | - | - | 7.7 | | | | | | |
| 法人 | 2.2 | 2.8 | 2.2 | 3.3 | - | - | - | 2.3 | | | | | | |
| 前年同期比 | +1.3% | -4.4% | -13.9% | -10.8% | -1.7% | -6.1% | -7.4% | -8.6% | | | | | | |
| 運営店舗数(店) | | | | | | | | | | | | | | |
| 合計 | 428 | 428 | 431 | 435 | - | - | - | 436 | | | | | | |
| docomo | 365 | 364 | 364 | 364 | - | - | - | 364 | | | | | | |
| * au | 47 | 47 | 47 | 47 | - | - | - | 47 | | | | | | |
| SoftBank | 5 | 5 | 6 | 6 | - | - | - | 6 | | | | | | |
| 楽天 | 11 | 12 | 14 | 18 | - | - | - | 19 | | | | | | |
| 直営ショップ合計 | 281 | 281 | 285 | 289 | - | - | - | 290 | | | | | | |
| docomo | 238 | 237 | 238 | 238 | - | - | - | 238 | | | | | | |
| * au | 27 | 27 | 27 | 27 | - | - | - | 27 | | | | | | |
| * SoftBank | 5 | 5 | 6 | 6 | - | - | - | 6 | | | | | | |
| * 楽天 | 11 | 12 | 14 | 18 | - | - | - | 19 | | | | | | |
| 社員数(人) | | | | | | | | | | | | | | |
| 従業員 | 5,410 | 5,255 | 5,220 | 5,222 | - | - | - | 5,595 | | | | | | |
| 臨時従業員 | 1,731 | 1,606 | 1,655 | 1,720 | - | - | 1,678 | 1,575 | | | | | | |
| 合計 | 7,141 | 6,861 | 6,875 | 6,942 | - | - | - | 7,170 | | | | | | |

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