

2023年3月期第3Q
(2022.4.1~2022.12.31)

決算 補足資料

Financial results supplementary materials



株式会社コメリ
KOMERI Co., Ltd

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1、連結業績の概要 (Summary of consolidated results) 単位：百万円 (Millions of yen)

| | 2021年3月期第3Q 2020.4.1～2020.12.31 | | 2022年3月期第3Q 2021.4.1～2021.12.31 | | 2023年3月期第3Q 2022.4.1～2022.12.31 | |
|--|------------------------------------|------------------|------------------------------------|------------------|------------------------------------|------------------|
| | 金額 Actural result | 前年 同期比 YoY | 金額 Actural result | 前年 同期比 YoY | 金額 Actural result | 前年 同期比 YoY |
| 営業収益 Operating revenue | 302,777 | 110.9% | 293,983 | 97.1% | 296,785 | 101.0% |
| 売上高 Net Sales | 293,384 | 110.9% | 283,790 | 96.7% | 286,428 | 100.9% |
| 営業収入 Real estate lease revenue, etc. | 9,393 | 110.8% | 10,193 | 108.5% | 10,357 | 101.6% |
| 営業総利益 Operating gross profit | 106,732 | 115.5% | 102,995 | 96.5% | 103,307 | 100.3% |
| 営業総利益率 Operating gross margin ratio | 35.3% | +1.5 | 35.0% | △0.3 | 34.8% | △0.2 |
| 売上総利益 Gross profit | 97,338 | 116.0% | 92,802 | 95.3% | 92,949 | 100.2% |
| 売上総利益率 Gross margin ratio | 33.2% | +1.5 | 32.7% | △0.5 | 32.5% | △0.2 |
| 販売費及び一般管理費 Selling, general and administrative expenses | 79,075 | 104.5% | 77,873 | 98.5% | 79,091 | 101.6% |
| 人件費 Labor expenses | 35,630 | 102.9% | 35,865 | 100.7% | 35,212 | 98.2% |
| 販売費 Selling expenses | 11,267 | 107.0% | 9,743 | 86.5% | 10,033 | 103.0% |
| 設備費 Equipment expenses | 23,838 | 101.9% | 24,485 | 102.7% | 25,812 | 105.4% |
| その他経費 Other | 8,339 | 116.9% | 7,779 | 93.3% | 8,032 | 103.2% |
| 販管比率 SG&A expenses to operating revenue | 26.1% | △1.6 | 26.5% | +0.4 | 26.6% | +0.1 |
| 営業利益 Operating profit | 27,657 | 165.1% | 25,122 | 90.8% | 24,215 | 96.4% |
| 営業利益率 Operating profit ratio | 9.1% | +3.0 | 8.5% | △0.6 | 8.2% | △0.3 |
| 経常利益 Ordinary profit | 27,818 | 164.9% | 25,537 | 91.8% | 23,818 | 93.3% |
| 経常利益率 Ordinary profit ratio | 9.2% | +3.0 | 8.7% | △0.5 | 8.0% | △0.7 |
| 親会社株主に帰属する四半期純利益 Profit attributable to owners of parent | 18,778 | 158.4% | 17,137 | 91.3% | 16,190 | 94.5% |
| 親会社株主に帰属する四半期純利益率 Profit ratio attributable to owners of parent | 6.2% | +1.9 | 5.8% | △0.4 | 5.5% | △0.3 |

2、連結四半期業績の概要 (Summary of consolidated quarterly results)

単位: 百万円 (Millions of yen)

| | 2023年3月期 第1Q 2022.4.1~6.30 | | 2023年3月期 第2Q 2022.7.1~9.30 | | 2023年3月期 第3Q 2022.10.1~12.31 | | 2023年3月期 第4Q 2023.1.1~3.31 | |
|--|-------------------------------|------------------|-------------------------------|------------------|---------------------------------|------------------|-------------------------------|------------------|
| | 金額 Actural result | 前年 同期比 YoY | 金額 Actural result | 前年 同期比 YoY | 金額 Actural result | 前年 同期比 YoY | 金額 Actural result | 前年 同期比 YoY |
| 営業収益 Operating revenue | 107,595 | 101.1% | 90,293 | 99.8% | 98,896 | 101.9% | - | - |
| 売上高 Net Sales | 103,945 | 101.1% | 86,944 | 99.7% | 95,537 | 101.9% | - | - |
| 営業収入 Real estate lease revenue, etc. | 3,649 | 99.7% | 3,348 | 102.4% | 3,358 | 103.0% | - | - |
| 営業総利益 Operating gross profit | 37,032 | 100.5% | 32,821 | 98.9% | 33,453 | 101.5% | - | - |
| 営業総利益率 Operating gross margin ratio | 34.4% | △0.2 | 36.3% | △0.4 | 33.8% | △0.2 | - | - |
| 売上総利益 Gross profit | 33,382 | 100.5% | 29,472 | 98.6% | 30,094 | 101.3% | - | - |
| 売上総利益率 Gross margin ratio | 32.1% | △0.2 | 33.9% | △0.4 | 31.5% | △0.2 | - | - |
| 販売費及び一般管理費 Selling, general and administrative expenses | 26,436 | 99.9% | 26,341 | 102.0% | 26,313 | 102.9% | - | - |
| 人件費 Labor expenses | 11,818 | 96.8% | 11,766 | 98.6% | 11,627 | 99.2% | - | - |
| 販売費 Selling expenses | 3,719 | 103.6% | 3,199 | 103.7% | 3,114 | 101.5% | - | - |
| 設備費 Equipment expenses | 8,229 | 102.3% | 8,687 | 105.7% | 8,895 | 108.2% | - | - |
| その他経費 Other | 2,670 | 101.7% | 2,686 | 104.0% | 2,675 | 104.1% | - | - |
| 販管比率 SG&A expenses to operating revenue | 24.6% | △0.3 | 29.2% | +0.7 | 26.6% | +0.2 | - | - |
| 営業利益 Operating profit | 10,595 | 101.9% | 6,480 | 88.2% | 7,139 | 96.8% | - | - |
| 営業利益率 Operating profit ratio | 9.8% | +0.0 | 7.2% | △0.9 | 7.2% | △0.4 | - | - |
| 経常利益 Ordinary profit | 10,199 | 97.8% | 6,309 | 84.8% | 7,309 | 95.3% | - | - |
| 経常利益率 Ordinary profit ratio | 9.5% | △0.3 | 7.0% | △1.2 | 7.4% | △0.5 | - | - |
| 親会社株主に帰属する四半期純利益 Profit attributable to owners of parent | 6,916 | 98.9% | 4,386 | 87.1% | 4,887 | 95.7% | - | - |
| 親会社株主に帰属する四半期純利益率 Profit ratio attributable to owners of parent | 6.4% | △0.2 | 4.9% | △0.7 | 4.9% | △0.4 | - | - |

3、連結財政状況等 (Consolidated financial situation) 単位：百万円 (Millions of yen)

| | 2021年3月期第3Q 2020.4.1～2020.12.31 | | 2022年3月期第3Q 2021.4.1～2021.12.31 | | 2023年3月期第3Q 2022.4.1～2022.12.31 | |
|---|------------------------------------|------------|------------------------------------|------------|------------------------------------|------------|
| | 金額 Actural result | 前期比 YoY | 金額 Actural result | 前期比 YoY | 金額 Actural result | 前期比 YoY |
| 総資産 Total assets | 348,493 | 106.9% | 354,916 | 101.8% | 357,171 | 100.6% |
| 純資産 Net assets | 199,009 | 108.2% | 215,231 | 108.2% | 226,374 | 105.2% |
| 自己資本比率 Equity ratio | 57.1% | +0.7 | 60.6% | +3.5 | 63.4% | +2.8 |
| 有利子負債 Interest-bearing debt | 45,460 | 95.4% | 41,112 | 90.4% | 27,958 | 68.0% |
| うち、リース債務 inside, Lease obligations | 4,284 | 104.1% | 4,505 | 105.2% | 4,608 | 102.3% |
| 減価償却費 Depreciation expense | 8,497 | 100.1% | 8,737 | 102.8% | 8,772 | 100.4% |
| 営業キャッシュ・フロー Cash flows from operating activities | 39,257 | 156.5% | 29,538 | 75.2% | 25,293 | 85.6% |
| 投資キャッシュ・フロー Cash flows from investing activities | △9,768 | 125.4% | △7,691 | 78.7% | △7,371 | 95.8% |
| 財務キャッシュ・フロー Cash flows from financing activities | △13,431 | 92.4% | △7,346 | 54.7% | △13,615 | 185.3% |
| 総資産経常利益率 ROA | 8.8% | +3.4 | 8.0% | △0.8 | 7.5% | △0.5 |
| 自己資本当期純利益率 ROE | 9.9% | +3.7 | 9.1% | △0.8 | 7.7% | △1.4 |
| 1株当たり四半期純利益 Earnings per share | 377.59円 | +143.28円 | 344.57円 | △33.02円 | 332.99円 | △11.58円 |
| 1株当たり純資産 Net assets per share | 4,001.68円 | +363.43円 | 4,327.28円 | +325.60円 | 4,657.84円 | +330.56円 |
| 出退店数 Number of stores opened and closed | 店数 Stores | - | 店数 Stores | - | 店数 Stores | - |
| 出店数 Number of store openings | 19店 | - | 12店 | - | 10店 | - |
| 閉店数 Number of stores closed | 9店 | - | 8店 | - | 9店 | - |
| 期末店舗数 Number of stores at the end of the period | 1,207店 | - | 1,212店 | - | 1,215店 | - |

4、(1) 商品別連結売上高の状況 (Status of consolidated sales by product)

単位：百万円 (Millions of yen)

| | 2022年3月期第3Q 2021.4.1～2021.12.31 | | 2023年3月期第3Q 2022.4.1～2022.12.31 | | |
|--|------------------------------------|--------------|------------------------------------|--------------|------------|
| | 金額 Actural result | 構成比 Share | 金額 Actural result | 構成比 Share | 前年比 YoY |
| 工具・金物・作業用品 Tools, hardware and workwear | 53,621 | 18.2% | 53,883 | 18.2% | 100.5% |
| リフォーム資材・エクステリア用品 Exterior goods and goods for remodeling | 43,991 | 15.0% | 44,973 | 15.1% | 102.2% |
| 園芸・農業・ペット用品 Gardening and agricultural and pet supplies | 87,655 | 29.8% | 91,364 | 30.7% | 104.2% |
| 日用品・家電・カー・レジャー用品 Commodities and appliances and outdoor goods | 57,586 | 19.6% | 56,620 | 19.1% | 98.3% |
| インテリア・家庭・オフィス用品 Interior goods and cleaning supplies | 29,733 | 10.1% | 28,405 | 9.6% | 95.5% |
| 燃料他 Fuel,etc | 7,768 | 2.6% | 7,665 | 2.6% | 98.7% |
| その他 Real estate lease revenue,etc. | 10,178 | 3.5% | 10,342 | 3.5% | 101.6% |
| ホームセンター事業計 Homecenter business total sales | 290,536 | 98.8% | 293,255 | 98.8% | 100.9% |
| その他事業 Other business | 3,447 | 1.2% | 3,530 | 1.2% | 102.4% |
| 営業収益 Operating revenue | 293,983 | 100.0% | 296,785 | 100.0% | 101.0% |

4、(2) 商品別連結荒利益高の状況 (Status of consolidated gross profit by product)

| | 2022年3月期第3Q 2021.4.1～2021.12.31 | | 2023年3月期第3Q 2022.4.1～2022.12.31 | | |
|--|------------------------------------|--------------|------------------------------------|------------|--------------|
| | 金額 Actural result | 荒利益率 GM % | 金額 Actural result | 前年比 YoY | 荒利益率 GM % |
| 工具・金物・作業用品 Tools, hardware and workwear | 23,368 | 43.6% | 23,454 | 100.4% | 43.5% |
| リフォーム資材・エクステリア用品 Exterior goods and goods for remodeling | 13,310 | 30.3% | 13,260 | 99.6% | 29.5% |
| 園芸・農業・ペット用品 Gardening and agricultural and pet supplies | 27,360 | 31.2% | 28,455 | 104.0% | 31.1% |
| 日用品・家電・カー・レジャー用品 Commodities and appliances and outdoor goods | 14,101 | 24.5% | 14,017 | 99.4% | 24.8% |
| インテリア・家庭・オフィス用品 Interior goods and cleaning supplies | 12,293 | 41.3% | 11,513 | 93.6% | 40.5% |
| 燃料他 Fuel,etc | 1,419 | 18.3% | 1,303 | 91.8% | 17.0% |
| その他 Real estate lease revenue,etc. | 10,178 | 100.0% | 10,342 | 101.6% | 100.0% |
| ホームセンター事業計 Homecenter business gross profit | 102,033 | 35.1% | 102,347 | 100.3% | 34.9% |
| その他事業 Other business | 962 | 27.9% | 959 | 99.7% | 27.2% |
| 営業総利益 Operating gross profit | 102,995 | 35.0% | 103,307 | 100.3% | 34.8% |

5、業態別売上高の状況 (Status of sales by Store Format)

| | | 2021年3月期第3Q 2020.4.1～2020.12.31 | | 2022年3月期第3Q 2021.4.1～2021.12.31 | | 2023年3月期第3Q 2022.4.1～2022.12.31 | |
|-----|--|------------------------------------|-------------|------------------------------------|-------------|------------------------------------|-------------|
| | | 全店 | 既存店 | 全店 | 既存店 | 全店 | 既存店 |
| | | All stores | Same stores | All stores | Same stores | All stores | Same stores |
| PW | 売上高前年比 Sales YoY | 115.1% | 111.3% | 103.8% | 97.2% | 102.4% | 99.3% |
| | 客数前年比 Number of customers YoY | 113.9% | 110.4% | 97.4% | 91.6% | 97.2% | 94.5% |
| | 客単価前年比 Customer unit price YoY | 101.0% | 100.8% | 106.5% | 106.1% | 105.4% | 105.1% |
| PRO | 売上高前年比 Sales YoY | 192.0% | 102.0% | 153.8% | 103.3% | 148.0% | 106.4% |
| | 客数前年比 Number of customers YoY | 254.9% | 111.6% | 152.9% | 95.0% | 140.5% | 97.8% |
| | 客単価前年比 Customer unit price YoY | 75.2% | 91.4% | 100.6% | 108.7% | 105.3% | 108.8% |
| H&G | 売上高前年比 Sales YoY | 109.0% | 108.8% | 95.2% | 94.9% | 99.9% | 99.8% |
| | 客数前年比 Number of customers YoY | 107.2% | 107.1% | 92.8% | 92.6% | 94.1% | 94.2% |
| | 客単価前年比 Customer unit price YoY | 101.6% | 101.5% | 102.6% | 102.4% | 106.1% | 105.8% |
| 合計 | 売上高前年比 Sales YoY | 111.0% | 109.5% | 97.9% | 95.6% | 100.9% | 99.6% |
| | 灯油除く売上高前年比 Sales excluding kerosene YoY | 111.6% | 110.2% | 97.5% | 95.1% | 101.0% | 99.7% |
| | 客数前年比 Number of customers YoY | 108.7% | 107.8% | 93.9% | 92.4% | 95.0% | 94.3% |
| | 客単価前年比 Customer unit price YoY | 102.0% | 101.6% | 104.2% | 103.4% | 106.2% | 105.7% |

6、都道府県別店舗数 (Number of stores by prefecture)

2022年12月31日現在

As of December 31, 2022

| 都道府県名 Prefecture | 店舗業態 (Store Format) [※] | | | | | 都道府県名 Prefecture | 店舗業態 (Store Format) [※] | | | | |
|---------------------|----------------------------------|-----|-----|----|-------------|---------------------|----------------------------------|-----|-------|----|-------------|
| | PW | PRO | H&G | AT | 合計 Total | | PW | PRO | H&G | AT | 合計 Total |
| 北海道 Hokkaido | 11 | | 14 | | 25 | 三重県 Mie | 4 | 6 | 38 | | 48 |
| 青森県 Aomori | 2 | | 18 | | 20 | 滋賀県 Shiga | 3 | | 25 | | 28 |
| 岩手県 Iwate | 3 | | 36 | | 39 | 京都府 Kyoto | | | 19 | | 19 |
| 宮城県 Miyagi | 1 | | 35 | | 36 | 大阪府 Osaka | | | 7 | | 7 |
| 秋田県 Akita | 4 | 1 | 33 | | 38 | 兵庫県 Hyogo | | | 30 | | 30 |
| 山形県 Yamagata | 3 | 1 | 22 | 1 | 27 | 奈良県 Nara | 2 | | 12 | | 14 |
| 福島県 Fukushima | 1 | | 52 | | 53 | 和歌山県 Wakayama | 3 | | 17 | | 20 |
| 茨城県 Ibaraki | 4 | | 42 | | 46 | 鳥取県 Tottori | | | 12 | | 12 |
| 栃木県 Tochigi | 2 | | 38 | | 40 | 島根県 Shimane | | | 8 | | 8 |
| 群馬県 Gunma | 1 | | 40 | | 41 | 岡山県 Okayama | 2 | | 27 | | 29 |
| 埼玉県 Saitama | | | 33 | | 33 | 広島県 Hiroshima | 1 | | 20 | | 21 |
| 千葉県 Chiba | 5 | | 47 | | 52 | 山口県 Yamaguchi | | | 16 | | 16 |
| 東京都 Tokyo | | | 10 | | 10 | 徳島県 Tokushima | | | 17 | | 17 |
| 神奈川県 Kanagawa | | | 7 | | 7 | 香川県 Kagawa | 1 | | 9 | | 10 |
| 新潟県 Niigata | 11 | 2 | 65 | 6 | 84 | 愛媛県 Ehime | 1 | | 9 | | 10 |
| 富山県 Toyama | 2 | | 22 | | 24 | 高知県 Kochi | | | 11 | | 11 |
| 石川県 Ishikawa | 2 | | 17 | | 19 | 福岡県 Fukuoka | 7 | | 20 | | 27 |
| 福井県 Fukui | 2 | | 18 | | 20 | 佐賀県 Saga | | | 14 | | 14 |
| 山梨県 Yamanashi | | | 19 | | 19 | 長崎県 Nagasaki | 1 | | 15 | | 16 |
| 長野県 Nagano | 3 | | 50 | | 53 | 熊本県 Kumamoto | 1 | | 39 | | 40 |
| 岐阜県 Gifu | | | 39 | | 39 | 大分県 Oita | | | 15 | | 15 |
| 静岡県 Shizuoka | 1 | | 21 | | 22 | 宮崎県 Miyazaki | | | 21 | | 21 |
| 愛知県 Aichi | 2 | | 8 | | 10 | 鹿児島県 Kagoshima | 2 | | 23 | | 25 |
| | | | | | | 合計 Total | 88 | 10 | 1,110 | 7 | 1,215 |

※店舗業態 (Store Format) 表記は以下の通り

PW: パワー (Power)、PRO: プロ (PRO)、H&G: ハード&グリーン (Hard&Green)、AT: アテナ (Athena)