



会社名；株式会社じげん  
証券コード：3679

## データブック 2024年3月期 第1四半期

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### **Notes**

- ・ This data book is not reviewed by the independent auditor.
- ・ Some of the figures in this data book is calculated using other rounded figures in the book, and the calculated figures do not necessarily match the figures completely in the other publicly available documents.
- ・ The figures for FY2024/3E are earnings forecasts.
- ・ Regarding the past figures, the Other items and Separate line items have not been reconciled for consistency with the items already disclosed in the statutory disclosure documents.

Exce形式のデータは、当社ホームページの「投資家情報トップ」の「データブック」よりダウンロード可能です。

URL: <https://zigexn.co.jp/ir/>

各種指標 Performance Indicators	単位 Unit	FY2020/3	FY2021/3	FY2022/3	FY2023/3	FY2024/3E	補足
連結売上収益 Consolidated sales revenue	百万円 Millions of yen	13,199	12,564	15,272	18,709	23,300	
対前年増減率 YoY	%	2.7%	-4.8%	21.6%	22.5%	24.5%	
セグメント別売上収益 Sales revenue by segment							
Vertical HR	百万円 Millions of yen	4,530	4,800	6,010	7,181	9,300	
対前年増減率 YoY	%	14.3%	6.0%	25.2%	19.5%	29.5%	
対売上比 % to sales revenue	%	34.3%	38.2%	39.4%	38.4%	39.9%	
Living Tech	百万円 Millions of yen	2,520	3,391	4,051	4,819	5,800	
対前年増減率 YoY	%	8.6%	34.6%	19.5%	19.0%	20.4%	
対売上比 % to sales revenue	%	19.1%	27.0%	26.5%	25.8%	24.9%	
Life Service	百万円 Millions of yen	6,150	4,372	5,212	6,709	8,200	
対前年増減率 YoY	%	-6.4%	-28.9%	19.2%	28.7%	22.2%	
対売上比 % to sales revenue	%	46.6%	34.8%	34.1%	35.9%	35.2%	
積み上げ型収益 Recurring revenue	百万円 Millions of yen	8,518	8,415	9,415	10,981		
対前年増減率 YoY	%	29.7%	-1.2%	11.9%	16.6%		
対売上比 % to sales revenue	%	64.5%	67.0%	61.6%	58.7%		
EBITDA	百万円 Millions of yen	4,619	3,808	4,265	5,334	6,500	営業利益(損失)+減価償却費及び償却費+減損損失+固定資産除却損及び評価損 - 負ののれん発生益 EBITDA=Operating Income (loss) + Depreciation and amortization + Impairment loss + Loss on retirement of non-current assets and on revaluation - Gain on bargain purchase
対前年増減率 YoY	%	2.4%	-17.6%	12.0%	25.1%	21.9%	
対売上比 % to sales revenue	%	35.0%	30.3%	27.9%	28.5%	27.9%	
営業利益(損失) Operating income (loss)	百万円 Millions of yen	3,806	-1,062	3,314	4,180	5,300	
対前年増減率 YoY	%	-6.6%	-	-	26.1%	26.8%	
対売上比 % to sales revenue	%	28.8%	-8.5%	21.7%	22.3%	22.7%	
税引前利益(損失) Income (loss) before income tax	百万円 Millions of yen	3,800	-1,069	3,309	4,199	5,300	
対前年増減率 YoY	%	-6.7%	-	-	26.9%	26.2%	
対売上比 % to sales revenue	%	28.8%	-8.5%	21.7%	22.4%	22.7%	
親会社の所有者に帰属する当期利益(損失) Net income attributable to owners of the parent company	百万円 Millions of yen	2,669	-1,964	2,262	2,930	3,650	
対前年増減率 YoY	%	-5.1%	-	-	29.5%	24.6%	
対売上比 % to sales revenue	%	20.2%	-15.6%	14.8%	15.7%	15.7%	
基本的1株当たり当期利益(損失)(円) Earnings per share	円 Yen	24.02	-18.05	20.92	27.85	35.10	
対前年増減率 YoY	%	-4.8%	-	-	33.1%	26.0%	
資産合計 Total assets	百万円 Millions of yen	22,406	20,101	21,604	30,393		
負債合計 Total liability	百万円 Millions of yen	6,142	7,105	6,675	14,320		
資本合計 Total net assets	百万円 Millions of yen	16,264	12,997	14,929	16,073		
現金及び現金同等物 Cash and cash equivalents	百万円 Millions of yen	6,631	7,420	8,588	9,953		
有利子負債 Interest bearing debt	百万円 Millions of yen	1,053	2,769	2,132	5,229		長短借入金合計。リース負債を除く。Total amount of long-term and short-term loans. Excludes lease liabilities.
ネットキャッシュ(ネットデット) Net Cash (Net Debt)	百万円 Millions of yen	5,578	4,651	6,456	4,724		
親会社の所有者に帰属する持分 Total equity attributable to owners of the parent company	百万円 Millions of yen	16,261	12,988	14,929	16,073		
親会社所有者帰属持分比率(≒自己資本比率) Ratio of equity attributable to owners of the parent company to total assets (≒equity ratio)	%	72.6%	64.6%	69.1%	52.9%		
1株当たり親会社所有者帰属持分 Equity attributable to owners of the parent company per share	円 Yen	146.33	120.12	138.07	154.55		
のれん金額 Goodwill	百万円 Millions of yen	9,428	6,655	6,934	9,911		
内訳 Breakdown							
リジョブ REJOB	百万円 Millions of yen	1,756	1,756	1,756	1,756		
タイズ Ties	百万円 Millions of yen	-	-	-	1,393		
ブレイン・ラボ(キャリアプラス) BrainLab (CAREER PLUS)	百万円 Millions of yen	988	988	988	988		
ブレイン・ラボ(マッチングッド) BrainLab (MatchinGood)	百万円 Millions of yen	575	575	575	575		
ライフサポート Life Support	百万円 Millions of yen	759	829	1,108	1,108		リショップナビを中心とするリフォーム事業。Renovation businesses (mainly RESHOP-NAVI)
パートナーソリューション Partner Solution	百万円 Millions of yen	-	749	749	749		フランチャイズ比較.netを中心とする比較メディア事業。Comparison media businesses (mainly Franchise Hikaku.net)
ティ・エス・ディ TSD	百万円 Millions of yen	-	-	-	668		
アップルワールド Apple World	百万円 Millions of yen	2,225	497	497	497		
三光アド Sanko Ad	百万円 Millions of yen	2,012	432	432	432		
のれん対資本倍率 Goodwill to capital ratio	倍 X	0.6	0.5	0.5	0.6		

営業活動によるキャッシュ・フロー	Cash flow from operating activities	百万円	Millions of yen	2,144	2,567	3,847	5,706	
投資活動によるキャッシュ・フロー	Cash flow from investing activities	百万円	Millions of yen	-1,642	-1,746	-1,283	-4,601	
財務活動によるキャッシュ・フロー	Cash flow from financing activities	百万円	Millions of yen	-1,160	-29	-1,391	267	
FCF (フリーキャッシュフロー) (excluding M&A investments)	Free cash flow	百万円	Millions of yen	1,649	1,987	2,964	4,697	営業活動によるキャッシュ・フロー+投資活動によるキャッシュ・フロー (M&A投資除く) Cash flow from operating activities + Cash flow from investing activities (excluding M&A)
1株当たりFCF (フリーキャッシュフロー)	Free cash flow per share	円	Yen	14.84	18.38	27.41	45.16	FCF (フリーキャッシュフロー) ÷ 発行済株式数(自己株式控除後) FCF (Free Cash Flow) ÷ Outstanding stocks (excluding treasury stocks)
戦略投資額	Strategic investment	億円	Hundred Million yen	13.4	15.0	4	43.2	戦略投資額(M&Aや提携等への拠出額) Total amount of investments such as M&As and alliances
配当総額	Total dividends	百万円	Millions of yen	333	324	378	416	DPS (1株当たり配当金) × 発行済株式数(自己株式控除後) DPS (Dividend Per Share) * Outstanding stocks (excluding treasury stocks)
DPS (1株当たり配当額)	Dividends per share	円	Yen	3.0	3.0	3.5	4.0	
配当性向	Dividend payout ratio	%		12.5%	-	16.7%	14.4%	DPS (1株当たり配当金) ÷ EPS (基本的1株当たり当期利益) DPS (Dividend Per Share) ÷ EPS (Earnings Per Share)
配当利回り	Dividend yield	%		1.1%	0.7%	1.2%	0.8%	DPS (1株当たり配当金) ÷ 株価 (各期末終値) DPS (Dividend Per Share) ÷ Stock Price (closing price of each period)
自己株式取得額	Total amount of share buybacks	百万円	Millions of yen	997	-	-	1,400	
総還元性向	Total payout ratio	%		49.8%	-	16.7%	62.0%	(配当総額+自己株式取得額) ÷ 当期利益 (Total amount of dividend and share buybacks) ÷ net income
株価 (Stock Price)		円	Yen	264	432	301	482	各期末時点
EPS (基本的1株当たり当期利益)	Earning per share	円	Yen	24.02	-18.05	20.92	27.85	親会社の所有者に帰属する当期利益 (損失) ÷ 期中平均普通株式数 (自己株式控除後) Net income (loss) attributable to owners of the parent company ÷ Average number of outstanding stocks (excluding treasury stocks)
PER (株価収益率)	Price-to-earnings ratio (P/E)	倍 X		11.0	-	14.4	17.3	株価 ÷ EPS (基本的1株当たり当期利益) Stock Price ÷ EPS (Earnings Per Share)
M&Aリターン	Return on M&A							
年間リターン	Annual Return on M&A	%		34.8%	24.8%	28.3%	28.6%	単年度EBITDA ÷ M&A拠出額 Annual EBITDA ÷ M&A investment
累計リターン	Accumulated Return on M&A	%		128.5%	137.6%	166.0%	189.2%	(取得以降) 累計EBITDA ÷ M&A拠出額 Accumulated EBITDA (after acquisition) ÷ M&A investment
従業員数	Number of employees	名/person		465	772	704	857	正社員のみ Only full-time workers
法人顧客数	Number of coporate clients (companies)	社/company		18,720	18,968	20,491	21,589	直近1年間で売上収益が発生したアクティブ顧客数 Number of active corporate clients (companies) that contributed to the sales revenue in the last twelve months (LTM)
掲載事業所数	Number of business offices posting ads on the platform							
Vertical HR	事業所/business office			57,764	59,006	65,305	76,173	
Living Tech	事業所/business office			19,228	22,576	25,129	26,457	
ROE (親会社所有者帰属持分当期利益率)	Return on equity	%		17.8%	-13.4%	16.2%	18.9%	売上高当期利益率 × 総資産回転率 × 財務レバレッジ Ratio of net income * Total assets turnover * financial leverage
売上高当期利益率	Net income margin (loss)	%		20.2%	-15.6%	14.8%	15.7%	親会社の所有者に帰属する当期利益 ÷ 売上収益 Net income (loss) attributable to owners of the parent company ÷ sales revenue
総資産回転率	Total assets turnover	回 turnover		0.62	0.59	0.73	0.72	売上収益 ÷ 総資産 (期首期末平均) Sales revenue ÷ Total assets (average at the beginning and end of the period)
財務レバレッジ	Financial leverage	倍 X		1.4	1.5	1.5	1.7	総資産 (期首期末平均) ÷ 親会社の所有者の所有者に帰属する持分 (期首期末平均) Total assets (average at the beginning and end of the period) ÷ Total equity attributable to owners of the parent company (average at the beginning and end of the period)
ROA (総資産利益率)	Return on assets	%		12.6%	-9.2%	10.8%	11.3%	売上高当期利益率 × 総資産回転率 Ratio of net income (loss) * Total assets turnover
WACC (加重平均資本コスト)	Weighted average cost of capital	%		9.6%	9.5%	10.3%	8.7%	税引後有利子負債コスト × D ÷ (D+E) + 株主資本コスト × E ÷ (D+E) D: 有利子負債合計, E: 株式時価総額 Cost of debt after tax * D / (D+E) + Cost of Equity * E / (D+E) D: Book value of debt, E: Market value of equity
株主資本コスト (CoE)	Cost of equity	%		9.6%	9.5%	10.3%	10.2%	リスクフリーレート + β (エクイティリスクプレミアム) + サイズリスクプレミアム Risk free rate + β * (Equity risk premium) + Size risk premium
ROIC (投下資本利益率)	Return on invested capital	%		16.2%	-4.5%	14.0%	15.1%	NOPAT ÷ 投下資本 (期首期末平均) NOPAT ÷ Invested capital (average at the beginning and end of the period)
NOPAT (税引後営業利益)	Net operating profit after tax	百万円	Millions of yen	2,641	-737	2,299	2,900	営業利益 × (1 - 実効税率) ※実効税率は30.62%として算出 Operating income * (1 - tax rate) notes: it is calculated based on the tax rate of 30.62%
投下資本	Invested capital	百万円	Millions of yen	17,314	15,757	17,061	21,302	有利子負債 + 親会社の所有者に帰属する持分 Interest bearing debt + Total equity attributable to owners of the parent company
EVAスプレッド	EVA spread	%		6.6%	-13.9%	3.7%	6.4%	ROIC (投下資本利益率) - WACC (加重平均資本コスト) ROIC (Return on invested capital) - WACC (Weighted average cost of capital)
DEレシオ	Debt equity ratio	倍 X		0.06	0.21	0.14	0.33	有利子負債 ÷ 親会社の所有者に帰属する持分 Interest bearing debt ÷ Total equity attributable to owners of the parent company
ネットDEレシオ	Net debt equity ratio	倍 X		0.34	0.36	0.43	0.29	ネットキャッシュ (ネットデット) ÷ 親会社の所有者に帰属する持分 Net cash (net debt) ÷ Total equity attributable to owners of the parent company
発行済株式数	Total number of outstanding stocks	株 stock		111,700,000	111,700,000	111,700,000	111,700,000	
自己株式数	Treasury stocks	株 stock		577,290	3,577,290	3,577,290	7,698,090	
発行済株式数(自己株式控除後)	Total number of outstanding shares (excluding treasury stocks)	株 stock		111,122,710	108,122,710	108,122,710	104,001,910	

[IFRS] 連結財政状態計算書 Consolidated Statement of Financial Position

単位: 百万円 Unit: yen in millions

	FY2021/3				FY2022/3				FY2023/3				FY2024/3	FY2020/3	FY2021/3	FY2022/3	FY2023/3
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q				
<b>資産 Assets</b>																	
流動資産 Current assets																	
現金及び現金同等物 Cash and cash equivalents	6,324	7,062	6,924	7,420	7,910	8,650	8,630	8,588	8,186	8,155	7,815	9,953	9,776	6,631	7,420	8,588	9,953
営業債権及びその他の債権 Trade and other receivables	1,582	1,755	1,709	1,976	1,833	1,901	1,694	1,950	2,011	2,363	2,401	3,378	3,223	2,014	1,976	1,950	3,378
その他の金融資産 Other current assets	26	59	29	1	1	0	10	11	243	125	82	44	11	3	1	11	44
その他の流動資産 Other financial assets	626	272	494	563	476	231	285	349	711	737	729	933	1,239	783	563	349	933
小計 Subtotal	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
売却目的で保有する非流動資産 Non-current assets held for sale	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>流動資産合計 Total current assets</b>	<b>8,559</b>	<b>9,148</b>	<b>9,156</b>	<b>9,960</b>	<b>10,219</b>	<b>10,783</b>	<b>10,619</b>	<b>10,897</b>	<b>11,152</b>	<b>11,380</b>	<b>11,026</b>	<b>14,308</b>	<b>14,248</b>	<b>9,430</b>	<b>9,960</b>	<b>10,897</b>	<b>14,308</b>
非流動資産 Non-current assets																	
有形固定資産 Tangible fixed assets	134	119	112	101	93	98	92	86	88	89	115	142	142	141	101	86	142
使用権資産 Right-of-use assets	1,134	1,051	1,019	926	823	745	677	787	730	641	573	1,408	1,310	1,211	926	787	1,408
のれん Goodwill	9,428	5,815	6,655	6,655	6,655	6,555	6,555	6,934	7,107	7,556	9,227	9,911	9,911	9,428	6,655	6,934	9,911
無形資産 Intangible assets	1,384	1,023	1,206	1,251	1,334	1,447	1,530	1,600	1,713	1,836	2,004	2,419	2,434	1,348	1,251	1,600	2,419
その他の金融資産 Other financial assets	471	451	450	444	439	444	443	455	433	442	716	897	893	470	444	455	897
繰延税金資産 Deferred tax assets	409	540	830	763	807	817	785	843	960	980	1,019	1,307	1,366	378	763	843	1,307
その他の非流動資産 Other non-current assets	0	0	1	1	1	1	1	3	3	5	4	3	6	1	1	3	3
<b>非流動資産合計 Total non-current assets</b>	<b>12,960</b>	<b>8,999</b>	<b>10,273</b>	<b>10,141</b>	<b>10,152</b>	<b>10,207</b>	<b>10,183</b>	<b>10,707</b>	<b>11,034</b>	<b>11,548</b>	<b>13,657</b>	<b>16,086</b>	<b>16,062</b>	<b>12,977</b>	<b>10,141</b>	<b>10,707</b>	<b>16,086</b>
<b>資産合計 Total Assets</b>	<b>21,519</b>	<b>18,147</b>	<b>19,429</b>	<b>20,101</b>	<b>20,371</b>	<b>20,989</b>	<b>20,802</b>	<b>21,604</b>	<b>22,186</b>	<b>22,928</b>	<b>24,683</b>	<b>30,393</b>	<b>30,310</b>	<b>22,406</b>	<b>20,101</b>	<b>21,604</b>	<b>30,393</b>
<b>負債及び資本 Total liabilities and net assets</b>																	
負債 Liabilities																	
流動負債 Current liabilities																	
借入金-短期 Short-term loans	337	231	647	637	637	637	637	637	2,040	2,057	2,632	3,051	2,296	431	637	637	3,051
営業債務及びその他の債務 Trade and other payables	517	711	729	841	873	937	854	898	1,166	1,507	1,248	1,872	1,932	861	841	898	1,872
その他の金融負債 Other financial liabilities	1,125	1,080	1,112	1,189	1,396	1,399	1,261	1,338	1,489	1,579	1,447	3,099	3,332	1,379	1,189	1,338	3,099
未払法人所得税等 Income taxes payable	257	501	266	423	338	599	373	449	399	697	543	817	419	535	423	449	817
引当金 Allowance	160	130	106	118	126	121	116	129	118	103	120	126	122	170	118	129	126
リース負債 Lease liabilities	412	412	409	410	408	416	436	382	345	304	264	464	471	416	410	382	464
その他の流動負債 Other current liabilities	665	768	780	653	694	698	742	795	965	1,119	1,318	1,608	1,737	769	653	795	1,608
<b>流動負債合計 Total current liabilities</b>	<b>3,473</b>	<b>3,832</b>	<b>4,049</b>	<b>4,271</b>	<b>4,473</b>	<b>4,807</b>	<b>4,419</b>	<b>4,627</b>	<b>6,522</b>	<b>7,366</b>	<b>7,572</b>	<b>11,037</b>	<b>10,309</b>	<b>4,560</b>	<b>4,271</b>	<b>4,627</b>	<b>11,037</b>
非流動負債 Non-current liabilities																	
借入金-長期 Long-term loans	1,467	1,412	2,191	2,132	1,972	1,813	1,654	1,495	448	415	1,461	2,178	2,486	622	2,132	1,495	2,178
引当金 Allowance	131	157	157	157	157	156	156	149	154	156	164	184	184	128	157	149	184
リース負債 Lease liabilities	693	614	591	500	401	312	227	383	361	310	274	900	801	753	500	383	900
その他の非流動負債 Other non-current liabilities	29	48	45	32	36	39	33	20	19	22	24	20	21	35	32	20	20
繰延税金負債 Deferred tax liabilities	34	73	26	13	11	3	2	0	0	1	0	0	0	44	13	0	0
<b>非流動負債合計 Non-current liabilities</b>	<b>2,354</b>	<b>2,304</b>	<b>3,009</b>	<b>2,834</b>	<b>2,578</b>	<b>2,324</b>	<b>2,071</b>	<b>2,047</b>	<b>983</b>	<b>903</b>	<b>1,922</b>	<b>3,283</b>	<b>3,493</b>	<b>1,582</b>	<b>2,834</b>	<b>2,047</b>	<b>3,283</b>
<b>負債合計 Total Liabilities</b>	<b>5,827</b>	<b>6,136</b>	<b>7,058</b>	<b>7,105</b>	<b>7,051</b>	<b>7,130</b>	<b>6,490</b>	<b>6,675</b>	<b>7,504</b>	<b>8,269</b>	<b>9,494</b>	<b>14,320</b>	<b>13,801</b>	<b>6,142</b>	<b>7,105</b>	<b>6,675</b>	<b>14,320</b>
資本 Net assets																	
資本金 Share capital	2,552	2,552	2,552	2,552	2,552	2,552	2,552	2,552	2,552	125	125	125	125	2,552	2,552	2,552	125
資本剰余金 Capital premium	2,538	2,538	2,538	2,538	2,540	2,542	2,542	2,542	2,542	4,969	4,969	4,969	4,969	2,538	2,538	2,542	4,969
利益剰余金 Retained earnings	11,668	8,232	8,669	9,281	9,614	10,155	10,607	11,224	11,540	12,216	12,884	13,776	14,207	11,578	9,281	11,224	13,776
自己株式 Treasury shares	(1,075)	(1,319)	(1,399)	(1,399)	(1,399)	(1,399)	(1,399)	(1,399)	(1,967)	(2,673)	(2,801)	(2,801)	(2,801)	(401)	(1,399)	(1,399)	(2,801)
その他の資本の構成要素 Other components of equity	9	7	5	16	4	9	10	10	14	22	12	4	9	(6)	16	10	4
親会社の所有者に帰属する持分合計 Total equity attributable to owners of the parent company	15,692	12,009	12,366	12,988	13,311	13,859	14,312	14,929	14,682	14,659	15,189	16,073	16,509	16,261	12,988	14,929	16,073
非支配持分 Non-controlling interests	1	2	5	8	10	0	0	0	0	0	0	0	0	2	8	0	0
<b>資本合計 Total Net Assets</b>	<b>15,693</b>	<b>12,011</b>	<b>12,371</b>	<b>12,997</b>	<b>13,320</b>	<b>13,859</b>	<b>14,312</b>	<b>14,929</b>	<b>14,682</b>	<b>14,659</b>	<b>15,189</b>	<b>16,073</b>	<b>16,509</b>	<b>16,264</b>	<b>12,997</b>	<b>14,929</b>	<b>16,073</b>
<b>負債及び資本合計 Total Liabilities and Equity</b>	<b>21,519</b>	<b>18,147</b>	<b>19,429</b>	<b>20,101</b>	<b>20,371</b>	<b>20,989</b>	<b>20,802</b>	<b>21,604</b>	<b>22,186</b>	<b>22,928</b>	<b>24,683</b>	<b>30,393</b>	<b>30,310</b>	<b>22,406</b>	<b>20,101</b>	<b>21,604</b>	<b>30,393</b>

[IFRS] 連結損益計算書 Consolidated Statement of Income

単位: 百万円 Unit: yen in millions

	FY2021/3				FY2022/3				FY2023/3				FY2024/3	FY2021/3	FY2022/3	FY2023/3
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q			
<b>売上収益 Revenue</b>	<b>2,807</b>	<b>2,768</b>	<b>3,267</b>	<b>3,723</b>	<b>3,823</b>	<b>3,770</b>	<b>3,632</b>	<b>4,047</b>	<b>4,105</b>	<b>4,319</b>	<b>4,695</b>	<b>5,590</b>	<b>5,460</b>	<b>12,564</b>	<b>15,272</b>	<b>18,709</b>
YoY growth (%)	-19.6%	-11.8%	5.9%	6.7%	36.2%	36.2%	11.2%	8.7%	7.4%	14.5%	29.3%	38.1%	33.0%	-4.8%	21.6%	22.5%
Vertical HR	971	969	1,437	1,423	1,640	1,499	1,433	1,438	1,572	1,510	1,894	2,205	2,358	4,800	6,010	7,181
YoY growth (%)	-59.0%	-52.4%	-31.3%	-35.1%	68.9%	54.7%	-0.3%	1.1%	-4.1%	0.8%	32.1%	53.4%	50.0%	NA	25.2%	19.5%
掲載課金 Monthly fee model	NA	NA	623	631	650	699	728	750	730	794	836	878	874	NA	2,827	3,238
成果課金 Pay-for-performance (=hire) model	NA	NA	519	504	693	513	421	419	568	460	781	1,036	1,189	NA	2,046	2,846
その他 Others	NA	NA	295	288	297	287	284	268	274	256	277	292	296	NA	1,137	1,098
Living Tech	780	780	806	1,025	934	993	937	1,187	1,001	1,139	1,191	1,487	1,161	3,391	4,051	4,819
YoY growth (%)	32.5%	37.4%	64.5%	18.5%	19.7%	27.3%	16.2%	15.8%	7.2%	14.6%	27.2%	25.3%	15.9%	NA	19.4%	19.0%
住まい Real estate	NA	NA	486	644	540	609	566	719	520	622	723	936	660	NA	2,435	2,801
リフォーム Renovation	NA	NA	247	274	287	292	269	314	337	430	377	400	383	NA	1,162	1,544
エネルギー Energy	NA	NA	73	107	107	92	101	154	145	87	91	151	117	NA	454	474
Life Service	1,055	1,018	1,023	1,276	1,249	1,278	1,262	1,422	1,531	1,669	1,610	1,898	1,941	4,372	5,211	6,708
YoY growth (%)	97.9%	90.3%	103.4%	195.4%	18.4%	25.5%	23.4%	11.4%	22.6%	30.6%	27.6%	33.5%	26.8%	NA	19.2%	28.7%
売上原価 Cost of goods sold	(468)	(454)	(573)	(586)	(598)	(625)	(617)	(653)	(686)	(703)	(842)	(928)	(928)	(2,081)	(2,493)	(3,158)
人件関連費(原価) Personnel-related Expenses	(334)	(279)	(449)	(442)	(443)	(458)	(441)	(455)	(454)	(482)	(620)	(671)	(652)	(1,503)	(1,798)	(2,227)
その他費用(原価) Others	(134)	(175)	(123)	(145)	(155)	(167)	(175)	(198)	(231)	(221)	(222)	(257)	(275)	(577)	(696)	(931)
<b>売上総利益 Gross profit</b>	<b>2,339</b>	<b>2,314</b>	<b>2,694</b>	<b>3,137</b>	<b>3,224</b>	<b>3,145</b>	<b>3,016</b>	<b>3,394</b>	<b>3,419</b>	<b>3,616</b>	<b>3,853</b>	<b>4,662</b>	<b>4,532</b>	<b>10,484</b>	<b>12,779</b>	<b>15,550</b>
粗利率 Gross profit margin (%)	83.3%	83.6%	82.5%	84.3%	84.3%	83.4%	83.0%	83.9%	83.3%	83.7%	82.1%	83.4%	83.0%	83.4%	83.7%	83.1%
販売費及び一般管理費 SG&A	(1,753)	(1,689)	(1,983)	(2,235)	(2,308)	(2,395)	(2,372)	(2,458)	(2,456)	(2,687)	(2,895)	(3,243)	(3,336)	(7,661)	(9,533)	(11,282)
人件関連費(販管) Personnel-related Expenses	(656)	(625)	(743)	(836)	(838)	(803)	(819)	(838)	(889)	(973)	(1,114)	(1,232)	(1,314)	(2,860)	(3,298)	(4,208)
広告宣伝費+販売促進費 Ads + Promotion Expenses	(700)	(652)	(755)	(948)	(1,024)	(1,160)	(1,100)	(1,150)	(1,125)	(1,244)	(1,237)	(1,406)	(1,366)	(3,054)	(4,434)	(5,013)
その他 Others	(397)	(412)	(486)	(452)	(446)	(432)	(453)	(470)	(441)	(469)	(544)	(605)	(656)	(1,747)	(1,801)	(2,061)
その他の収益 Other revenue	15	88	4	25	15	20	14	25	10	10	11	23	14	131	74	54
その他の費用 Other expense	(1)	(4,002)	(4)	(8)	0	0	(1)	(4)	(1)	(5)	(8)	(129)	(7)	(4,016)	(5)	(143)
<b>営業利益 Operating income (loss)</b>	<b>599</b>	<b>(3,290)</b>	<b>711</b>	<b>918</b>	<b>931</b>	<b>769</b>	<b>656</b>	<b>958</b>	<b>972</b>	<b>934</b>	<b>961</b>	<b>1,313</b>	<b>1,203</b>	<b>(1,062)</b>	<b>3,314</b>	<b>4,180</b>
営業利益率 Operating income margin (%)	21.3%	-118.9%	21.8%	24.7%	24.4%	20.4%	18.1%	23.7%	23.7%	21.6%	20.5%	23.5%	22.0%	-8.5%	21.7%	22.3%
金融収益 Financial revenue	0	0	0	0	0	0	0	0	0	0	0	31	11	0	1	32
金融費用 Financial expense	(1)	(2)	(2)	(2)	(2)	(2)	(2)	(1)	(2)	(2)	(13)	6	(4)	(7)	(6)	(10)
持分法による投資損益 (△は損失) Share of profit of investments accounted for using the equity	0	0	0	0	0	0	0	0	0	0	0	(3)	(3)	0	0	(3)
<b>税引前当期利益 Income (loss) before income taxes</b>	<b>597</b>	<b>(3,291)</b>	<b>709</b>	<b>916</b>	<b>929</b>	<b>768</b>	<b>655</b>	<b>957</b>	<b>971</b>	<b>933</b>	<b>948</b>	<b>1,348</b>	<b>1,207</b>	<b>(1,069)</b>	<b>3,309</b>	<b>4,199</b>
利益率 Margin (%)	21.3%	-118.9%	21.7%	24.6%	24.3%	20.4%	18.0%	23.6%	23.6%	21.6%	20.2%	24.1%	22.1%	-8.5%	21.7%	22.4%
法人所得税費用 Income tax expenses	(176)	(144)	(268)	(302)	(271)	(225)	(203)	(345)	(276)	(256)	(280)	(456)	(359)	(889)	(1,043)	(1,269)
<b>当期利益 Net income (loss)</b>	<b>421</b>	<b>(3,435)</b>	<b>441</b>	<b>615</b>	<b>659</b>	<b>543</b>	<b>452</b>	<b>612</b>	<b>694</b>	<b>676</b>	<b>667</b>	<b>892</b>	<b>847</b>	<b>(1,958)</b>	<b>2,266</b>	<b>2,930</b>
利益率 Margin (%)	15.0%	-124.1%	13.5%	16.5%	17.2%	14.4%	12.4%	15.1%	16.9%	15.7%	14.2%	16.0%	15.5%	-15.6%	14.8%	15.7%
当期利益の帰属 Net income (loss) attributable to:																
親会社の所有者 Owners of the parent company	423	(3,437)	438	612	657	541	452	612	694	676	667	892	847	(1,964)	2,262	2,930
非支配持分 Non-controlling interests	(2)	1	4	3	2	2	0	0	0	0	0	0	0	6	4	0

