

2016年3月期 決算説明資料  
FINANCIAL INFORMATION  
FOR THE FISCAL YEAR ENDED MARCH 31, 2016



アクシアル リテイリング株式会社

コード番号 8255 東証第一部

# 目次

## CONTENTS

### ■2016年3月期 決算概要

Summary of Selected Financial Data for the Fiscal Year Ended March 31, 2016

#### I. 連結決算

##### Consolidated Financial Results

|  |       |   |
|--|-------|---|
| 1. 業績概況  |       |   |
| Business Results                                   | ----- | 1 |
| 2. 主要財務指標  |       |   |
| Major Financial Indicators                         | ----- | 1 |
| 3. グループ別損益計算書                                      |       |   |
| Income Statements                                  | ----- | 2 |
| 4. 販売費及び一般管理費の内訳                                   |       |   |
| Selling, General and Administrative Expenses       | ----- | 3 |
| 5. 従業員の状況  |       |   |
| Employees  | ----- | 3 |
| 6. キャッシュフローの状況                                     |       |   |
| Cash Flow  | ----- | 4 |
| 7. 借入金及び金融収支の状況                                    |       |   |
| Debts Outstanding and Interest Income and Expenses | ----- | 5 |

#### II. スーパーマーケット事業

##### Supermarket Business

|                                |       |    |
|--------------------------------|-------|----|
| 1. スーパーマーケットの業績推移              |       |    |
| Supermarket Sales Performance  | ----- | 6  |
| 2. 売上高の状況                      |       |    |
| In-Store Sales Volumes         | ----- | 7  |
| 3. 都道府県別店舗の状況                  |       |    |
| Number of Stores by prefecture | ----- | 11 |
| 4. 稼働状況                        |       |    |
| Hours of Operation             | ----- | 12 |
| 5. 出店状況                        |       |    |
| Store Openings                 | ----- | 13 |

# 2016年3月期 決算概要

## SUMMARY OF SELECTED FINANCIAL DATA

For the Fiscal Year Ended March 31, 2016

### I. 連結決算 Consolidated Financial Results

#### 1. 業績概況 Business Results

(単位: 百万円 Millions of yen, except where indicated) Full-year estimates

|   | 2014/3   | 前年<br>同期比<br>YoY (%) | 2015/3   | 前年<br>同期比<br>YoY (%) | 2016/3   | 前年<br>同期比<br>YoY (%) | 2017/3<br>予測<br>(Est.) | 前年<br>同期比<br>YoY (%) |
|---|----------|----------------------|----------|----------------------|----------|----------------------|------------------------|----------------------|
| 売上高<br>Total revenues                               | 172,392  | 134.2                | 212,611  | 123.3                | 223,709  | 105.2                | 227,000                | 101.5                |
| 営業利益<br>Operating income                            | 5,518    | 141.5                | 6,665    | 120.8                | 8,543    | 128.2                | 8,700                  | 101.8                |
| 経常利益<br>Recurring income                            | 5,762    | 138.0                | 6,780    | 117.7                | 8,634    | 127.4                | 8,700                  | 100.8                |
| 親会社株主に帰属する当期純利益<br>Net income                       | 2,829    | 139.0                | 3,296    | 116.5                | 4,664    | 141.5                | 5,000                  | 107.2                |
| 総資産<br>Total assets                                 | 88,690   | 160.3                | 92,557   | 104.4                | 93,001   | 100.5                | —                      | —                    |
| 純資産<br>Shareholders' equity                         | 38,799   | 147.2                | 41,832   | 107.8                | 45,240   | 108.1                | —                      | —                    |
| 一株当たり当期純利益(円 銭 Yen)<br>Net income per share         | 138.71   | 119.3                | 141.21   | 101.8                | 199.84   | 141.5                | —                      | —                    |
| 一株当たり純資産(円 銭 Yen)<br>Shareholders' equity per share | 1,662.12 | 110.2                | 1,792.05 | 107.8                | 1,938.09 | 108.1                | —                      | —                    |

2013年10月1日をもって、当社を株式交換完全親会社、株式会社フレッセイホールディングスを株式交換完全子会社とする株式交換を行いました。

On October 1, 2013, FRESSAY Holdings Co., Ltd. became a wholly owned subsidiary of Harashin Narus Holdings Co., Ltd. through an exchange of shares.

#### 2. 主要財務指標 Major Financial Indicators

|   | 2014/3 | 増減<br>Change | 2015/3 | 増減<br>Change | 2016/3 | 増減<br>Change |
|---|--------|--------------|--------|--------------|--------|--------------|
| 総資本経常利益率 (%)<br>Ratio of recurring income to total assets | 8.0    | 0.4          | 7.5    | -0.5         | 9.3    | 1.8          |
| 総資本利益率 (%)<br>Return on total assets                      | 3.9    | 0.2          | 3.6    | -0.3         | 5.0    | 1.4          |
| 純資産利益率 (%)<br>Return on shareholders' equity              | 8.7    | 0.7          | 8.2    | -0.5         | 10.7   | 2.5          |
| 流動比率 (%)<br>Current ratio                                 | 80.6   | 0.3          | 83.1   | 2.5          | 78.4   | -4.7         |
| 固定比率 (%)<br>Ratio of fixed assets to shareholders' equity | 169.2  | 13.3         | 163.1  | -6.1         | 153.7  | -9.4         |
| 自己資本比率 (%)<br>Shareholders' equity ratio                  | 43.7   | -3.9         | 45.2   | 1.4          | 48.6   | 3.4          |
| 総資産回転率 (回)<br>Total asset turnover ratio (Times)          | 2.4    | 0.1          | 2.4    | 0.0          | 2.4    | 0.0          |
| 純資産回転率 (回)<br>Shareholders' equity turnover ratio (Times) | 5.3    | 0.2          | 5.3    | 0.0          | 5.1    | -0.2         |
| インタレスト・カバレッジ* (倍)<br>Interest coverage (Times)            | 66.4   | 26.0         | 67.5   | 1.1          | 92.9   | 25.4         |

\* インタレスト・カバレッジ・レシオ (営業活動によるキャッシュフロー) ÷ (利息の支払額)

Interest coverage ratio (Net cash provided by operating activities) ÷ (Interest paid)

### 3.グループ別損益計算書 Income Statements

(単位:百万円 Millions of yen)

|  | 原信ナルス<br>HARASHIN NARUS |         |              |                 | フレッセイ<br>FRESSAY |        |              |                 |
|--|-------------------------|---------|--------------|-----------------|------------------|--------|--------------|-----------------|
|  | 2015/3                  | 2016/3  | 増減<br>Change | 前年同期比<br>YoY(%) | 2015/3           | 2016/3 | 増減<br>Change | 前年同期比<br>YoY(%) |
| 売上高<br>Sales   | 143,446                 | 152,904 | 9,458        | 106.6           | 69,472           | 71,411 | 1,939        | 102.8           |
| 売上原価<br>Cost of goods sold   | 104,562                 | 111,222 | 6,659        | 106.4           | 50,525           | 51,703 | 1,178        | 102.3           |
| 売上総利益<br>Gross Profit  | 38,883                  | 41,682  | 2,799        | 107.2           | 18,947           | 19,708 | 761          | 104.0           |
| 販売費及び一般管理費<br>Selling, general and<br>administrative expenses        | 33,866                  | 35,167  | 1,300        | 103.8           | 17,320           | 17,752 | 432          | 102.5           |
| 営業利益<br>Operating Income   | 5,017                   | 6,515   | 1,498        | 129.9           | 1,626            | 1,955  | 329          | 120.2           |
| 営業外収入<br>Non-operating income  | 246                     | 195     | -51          | 79.2            | 60               | 58     | -1           | 96.8            |
| 営業外費用<br>Non-operating expenses                                      | 151                     | 124     | -26          | 82.3            | 81               | 70     | -10          | 86.9            |
| 経常利益<br>Ordinary Profit  | 5,112                   | 6,585   | 1,473        | 128.8           | 1,606            | 1,943  | 337          | 121.0           |
| 特別利益<br>Extraordinary profits  | —                       | 0       | 0            | —               | 2                | 4      | 1            | 164.0           |
| 特別損失<br>Extraordinary loss   | 58                      | 1,098   | 1,039        | 1,877.1         | 678              | 90     | -588         | 13.4            |
| 税引前当期純利益<br>Pre-tax Profit   | 5,053                   | 5,488   | 434          | 108.6           | 930              | 1,857  | 927          | 199.8           |
| 法人税、住民税及び事業税<br>Corporation tax, residential tax<br>and business tax | 2,092                   | 1,917   | -175         | 91.6            | 568              | 738    | 170          | 129.9           |
| 当期純利益<br>Net Income  | 2,960                   | 3,571   | 610          | 120.6           | 361              | 1,119  | 757          | 309.5           |

#### 4.販売費及び一般管理費の内訳 Selling, General and Administrative Expenses

(単位:百万円 Millions of yen)

|  | 2014/3         |                      |                                     | 2015/3         |                      |                                     | 2016/3         |                      |                                     |
|--|----------------|----------------------|-------------------------------------|----------------|----------------------|-------------------------------------|----------------|----------------------|-------------------------------------|
|  | 金額<br>Expenses | 前年<br>同期比<br>YoY (%) | 営業<br>収益比<br>% of total<br>revenues | 金額<br>Expenses | 前年<br>同期比<br>YoY (%) | 営業<br>収益比<br>% of total<br>revenues | 金額<br>Expenses | 前年<br>同期比<br>YoY (%) | 営業<br>収益比<br>% of total<br>revenues |
| 販促費<br>Sales promotion<br>expenses         | 1,536          | 169.0                | 0.9                                 | 2,117          | 137.8                | 1.0                                 | 2,096          | 99.0                 | 0.9                                 |
| 人件費<br>Personnel expenses                  | 22,864         | 130.9                | 13.3                                | 28,605         | 125.1                | 13.5                                | 29,667         | 103.7                | 13.3                                |
| 販売費<br>Selling expenses                    | 3,046          | 115.1                | 1.8                                 | 3,457          | 113.5                | 1.6                                 | 3,595          | 104.0                | 1.6                                 |
| 店舗費<br>Store-related expenses              | 11,171         | 145.4                | 6.5                                 | 14,553         | 130.3                | 6.8                                 | 14,987         | 103.0                | 6.7                                 |
| その他管理費<br>Other administrative<br>expenses | 1,753          | 145.0                | 1.0                                 | 2,461          | 140.4                | 1.2                                 | 2,453          | 99.7                 | 1.1                                 |
| 合計<br>Total                                | 40,371         | 135.0                | 23.4                                | 51,195         | 126.8                | 24.1                                | 52,800         | 103.1                | 23.6                                |

#### 5.従業員の状況 Employees

|  | 2014/3 | 増減<br>Change | 2015/3 | 増減<br>Change | 2016/3 | 増減<br>Change |
|--|--------|--------------|--------|--------------|--------|--------------|
| 正社員 (人) A<br>Regular staff                               | 2,337  | 820          | 2,362  | 25           | 2,363  | 1            |
| パートナ-社員 (人) B<br>Part-time staff                         | 5,885  | 1,997        | 6,027  | 142          | 6,133  | 106          |
| パートナ-比率 (%) B/(A+B)<br>Ratio of part-time to total staff | 71.6   | -0.4         | 71.8   | 0.3          | 72.2   | 0.3          |
| 労働分配率 (%)<br>Personnel expenses/Gross profit             | 49.8   | -1.8         | 49.4   | -0.4         | 48.4   | -1.1         |

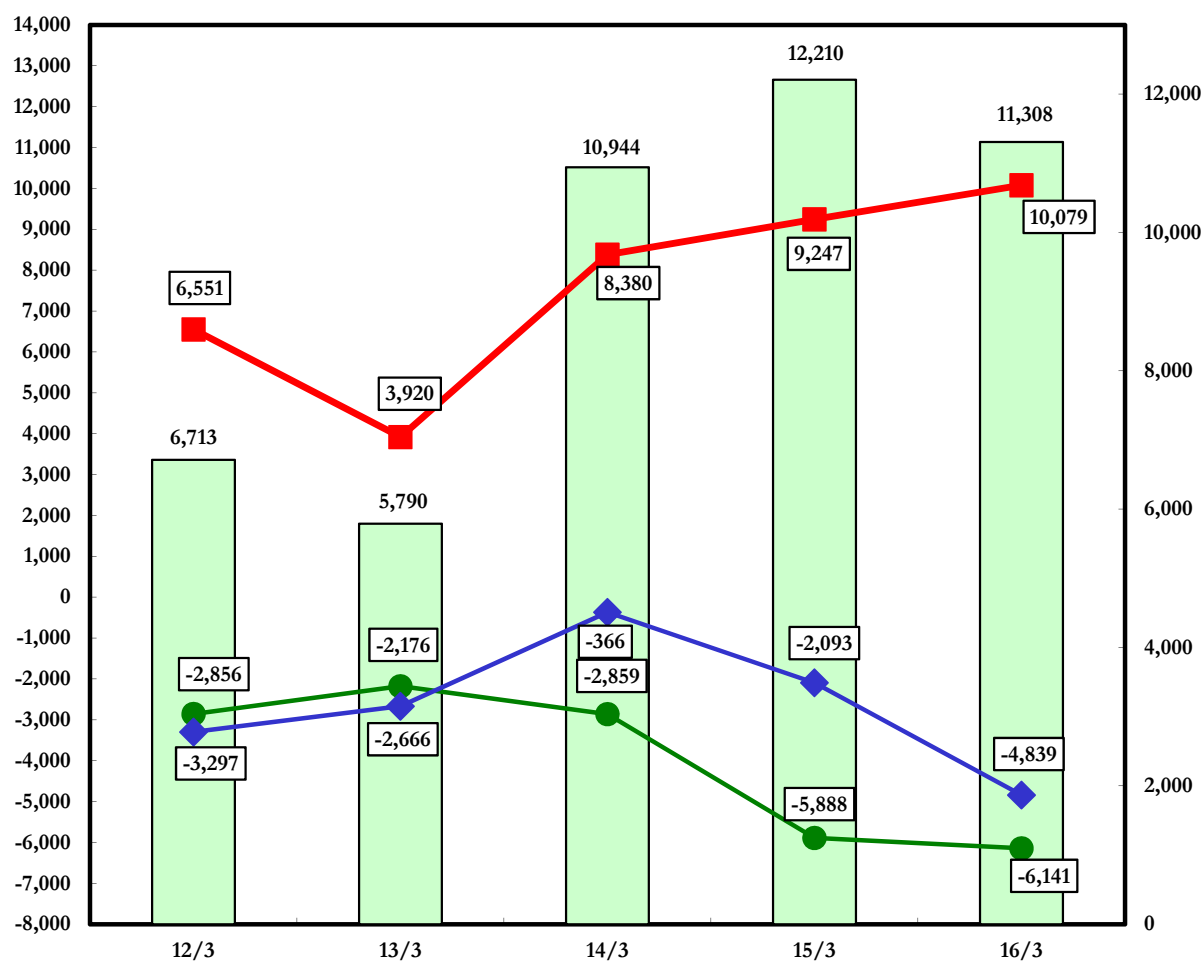
パートナ-社員は月200時間換算による期中平均人員

$$\text{Number of part-time staff} = \frac{\text{Total monthly working hours of part-time staff}}{200 \text{ (hours)} \times 12 \text{ (months)}}$$

## 6. キャッシュフローの状況 Cash Flow

(単位：百万円 Millions of yen)

(単位：百万円 Millions of yen)



現金及び現金同等物の期末残高  
Cash and Cash Equivalents at the End of Year

営業活動によるキャッシュフロー  
Net Cash Provided Operating Activities

投資活動によるキャッシュフロー  
Net Cash Used in Investing Activities

財務活動によるキャッシュフロー  
Net Cash Provided by (Used in) Financing Activities

|   | 12/3   | 13/3   | 14/3   | 15/3   | 16/3   |
|---|--------|--------|--------|--------|--------|
| 営業活動によるキャッシュフロー<br>Net Cash Provided<br>Operating Activities              | 6,551  | 3,920  | 8,380  | 9,247  | 10,079 |
| 投資活動によるキャッシュフロー<br>Net Cash Used in Investing<br>Activities               | -2,856 | -2,176 | -2,859 | -5,888 | -6,141 |
| 財務活動によるキャッシュフロー<br>Net Cash Provided by (Used in)<br>Financing Activities | -3,297 | -2,666 | -366   | -2,093 | -4,839 |
| 現金及び現金同等物の期末<br>残高<br>Cash and Cash Equivalents<br>at the End of Year     | 6,713  | 5,790  | 10,944 | 12,210 | 11,308 |

## 7.借入金・金融収支の状況

## Debts Outstanding and Interest Income and Expenses

## (1)借入金の状況 Debt Outstanding

(単位:百万円 Millions of yen)

|   | 2014/3 | 増減<br>Change | 2015/3 | 増減<br>Change | 2016/3 | 増減<br>Change |
|---|--------|--------------|--------|--------------|--------|--------------|
| 短期借入金<br>Short-term debt                      | 520    | 220          | 0      | -520         | 1,000  | 1,000        |
| 長期借入金<br>Long-term debt                       | 10,808 | 5,991        | 11,771 | 963          | 7,015  | -4,756       |
| リース債務<br>lease obligation included            | 4,910  | 1,938        | 4,412  | -498         | 4,285  | -127         |
| 計<br>Subtotal                                 | 16,238 | 8,149        | 16,184 | -54          | 12,300 | -3,884       |
| 社債<br>Bonds outstanding                       |        |              |        |              |        |              |
| 無担保社債<br>Domestic issue of<br>unsecured bonds | 1,000  | 0            | 0      | -1,000       | 0      | 0            |
| 計<br>Subtotal                                 | 1,000  | 0            | 0      | -1,000       | 0      | 0            |
| 合計<br>Total                                   | 17,238 | -1,417       | 16,184 | -1,054       | 12,300 | -3,884       |

## (2)金融収支の状況 Interest Income and Expenses

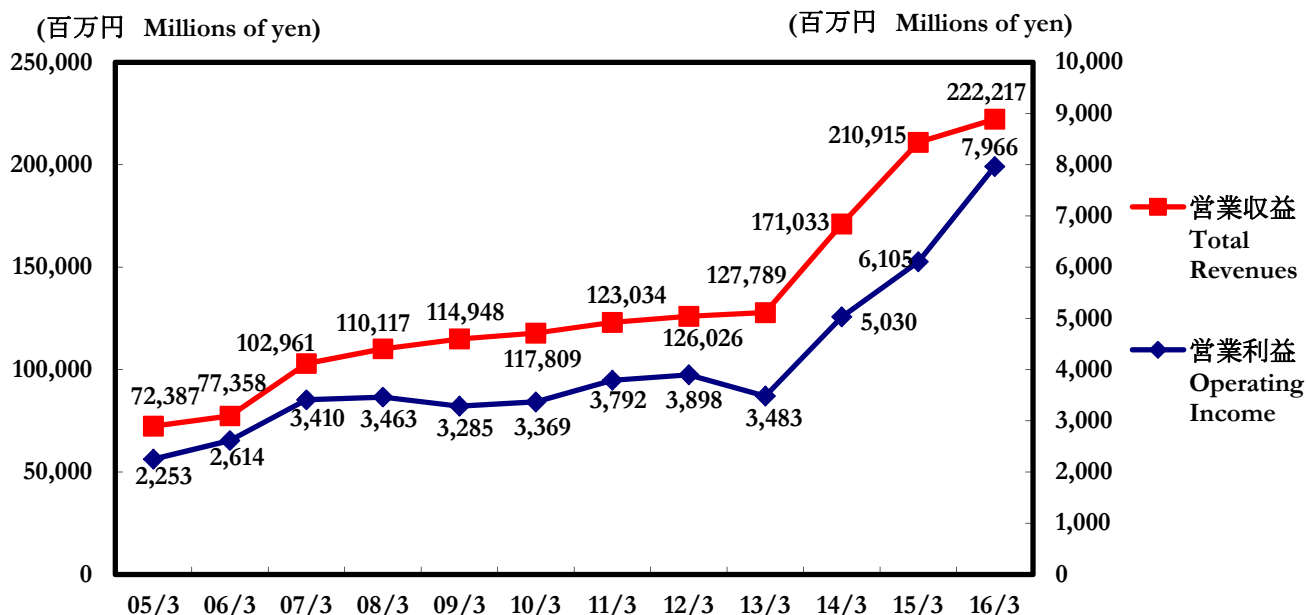
(単位:百万円 Millions of yen)

|   | 2014/3 | 前年同期比<br>YoY (%) | 2015/3 | 前年同期比<br>YoY (%) | 2016/3 | 前年同期比<br>YoY (%) |
|---|--------|------------------|--------|------------------|--------|------------------|
| 受取利息<br>Interest income   | 73     | 114.1            | 80     | 109.6            | 74     | 92.4             |
| 受取配当金<br>Dividend income  | 29     | 116.0            | 34     | 117.2            | 38     | 110.9            |
| 合計<br>Total   | 103    | 114.4            | 114    | 110.7            | 112    | 97.9             |
| 借入金利息及びリース債務支<br>払利息<br>Interest expenses and interest<br>on leases obligations | 130    | 136.8            | 154    | 118.5            | 127    | 82.7             |
| 社債利息<br>Bond interest paid  | 5      | 83.3             | 2      | 40.0             | 0      | 0.0              |
| 合計<br>Total   | 135    | 133.7            | 156    | 115.6            | 127    | 81.4             |
| 金融収支<br>Net interest expenses   | -32    |                  | -41    |                  | -15    |                  |
| 改善額<br>Change   | -21    |                  | -9     |                  | 26     |                  |

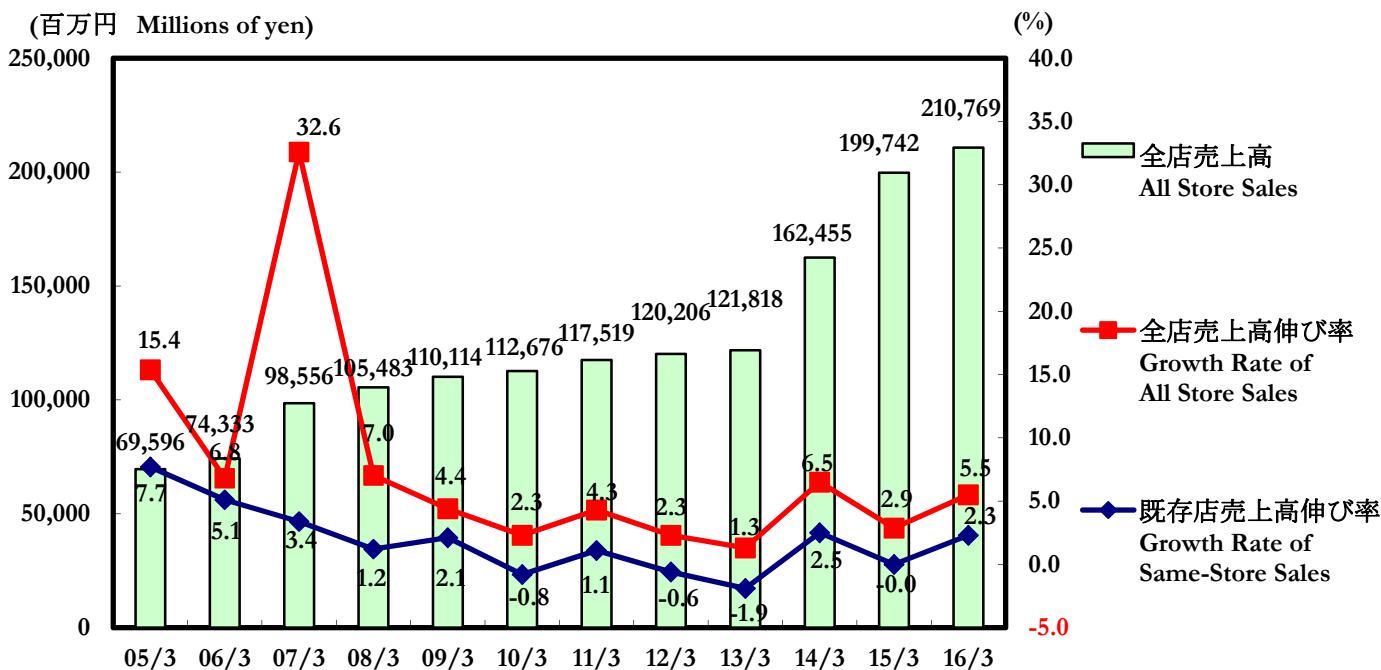
### Ⅲ.スーパーマーケット事業 Supermarket Business

#### 1.業績推移 Supermarket Sales Performance

##### (1)営業収益、営業利益の推移 Total Revenues and Operating Income Performance



##### (2)店舗売上高伸び率の推移 Rate of Growth in Store Sales



営業数値の伸び率は株式会社フレッセイの前年同期の数値について遡り調整しております。  
 The rate of growth in store sales has been retrospectively adjusted based on the operating results of FRESSAY Co., LTD. in the corresponding period of the previous fiscal year.



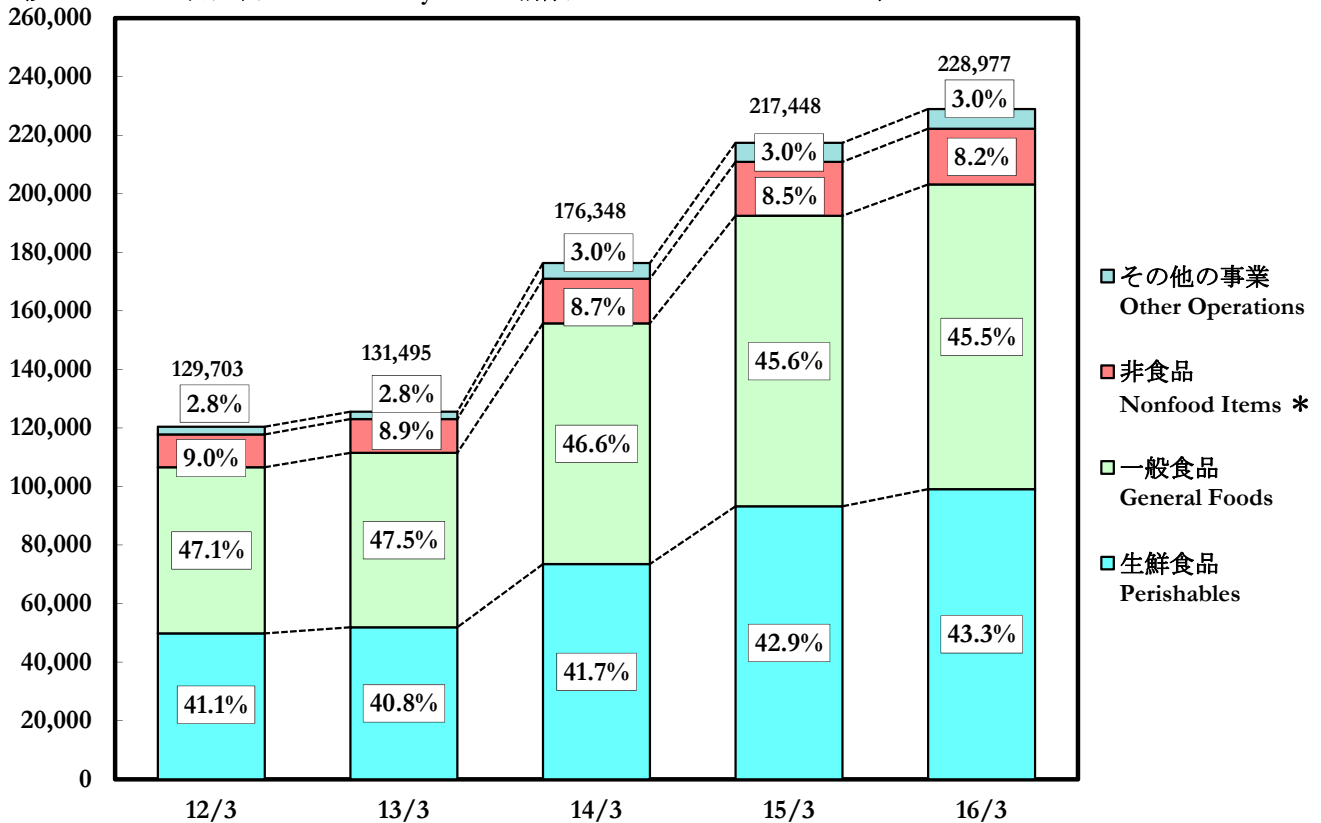
2. 売上高の状況 In-Store Sales Volumes

(1) 分類別売上高 Net In-Store Sales by Product Category

(単位: 百万円 Millions of yen)

|                                      | 2014/3  |           |                         | 2015/3  |           |                         | 2016/3  |           |                         |
|--------------------------------------|---------|-----------|-------------------------|---------|-----------|-------------------------|---------|-----------|-------------------------|
|                                      | 売上高     | 前年<br>同期比 | 構成比                     | 売上高     | 前年<br>同期比 | 構成比                     | 売上高     | 前年<br>同期比 | 構成比                     |
|                                      | Sales   | YoY (%)   | % of<br>all store sales | Sales   | YoY (%)   | % of<br>all store sales | Sales   | YoY (%)   | % of<br>all store sales |
| 生鮮食品 計<br>Perishables - total        | 73,528  | 136.9     | 41.7                    | 93,274  | 126.9     | 42.9                    | 99,108  | 106.3     | 43.3                    |
| 一般食品 計<br>General Foods - total      | 82,214  | 131.7     | 46.6                    | 99,197  | 120.7     | 45.6                    | 104,098 | 104.9     | 45.5                    |
| 住居<br>Sundries                       | 6,917   | 127.0     | 3.9                     | 7,800   | 112.8     | 3.6                     | 8,033   | 103.0     | 3.5                     |
| 衣料品<br>Clothing                      | 179     | 87.7      | 0.1                     | 167     | 93.3      | 0.1                     | 154     | 92.4      | 0.1                     |
| その他<br>Other Merchandise             | 8,192   | 136.7     | 4.7                     | 10,476  | 127.9     | 4.8                     | 10,822  | 103.3     | 4.6                     |
| スーパーマーケット事業計<br>Supermarkets - total | 171,033 | 133.8     | 97.0                    | 210,915 | 123.3     | 97.0                    | 222,217 | 105.4     | 97.0                    |
| その他の事業<br>Other Operations           | 5,315   | 143.4     | 3.0                     | 6,532   | 122.9     | 3.0                     | 6,759   | 103.5     | 3.0                     |
| 合計<br>Total                          | 176,348 | 134.1     | 100.0                   | 217,448 | 123.3     | 100.0                   | 228,977 | 105.3     | 100.0                   |

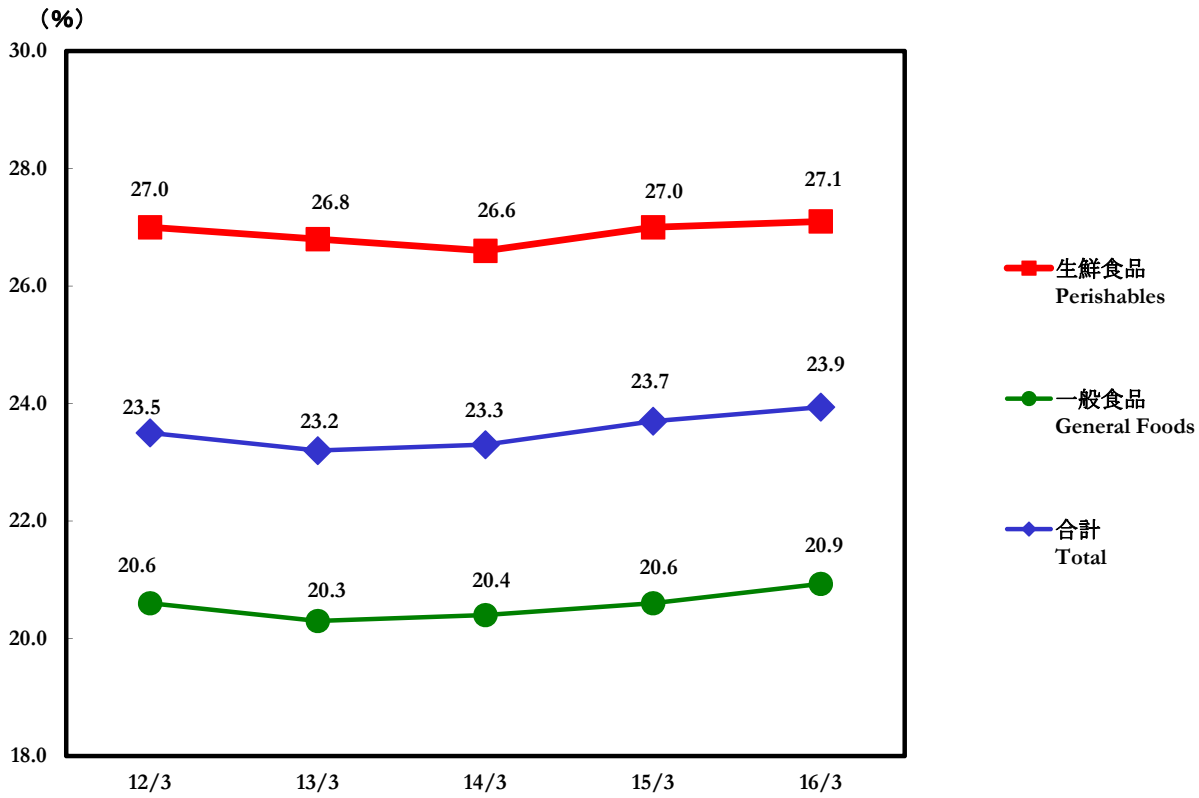
(売上 Sales : 百万円 Millions of yen 構成比 % of all store sales : %)



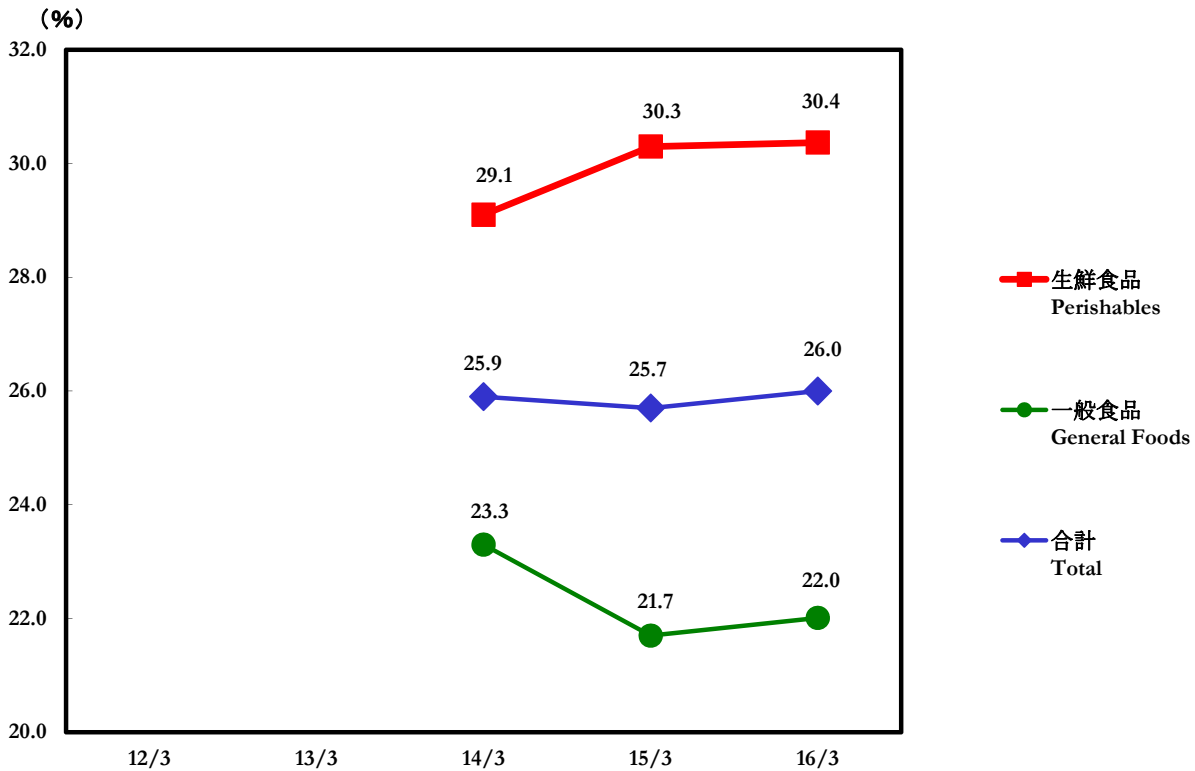
\* 非食品には住居・衣料・その他を含んでおります。  
\* Nonfood items include sundries, clothing and other merchandise.

(2)主要商品別店舗荒利益率 Store Gross Profit Margin by Main Product Category

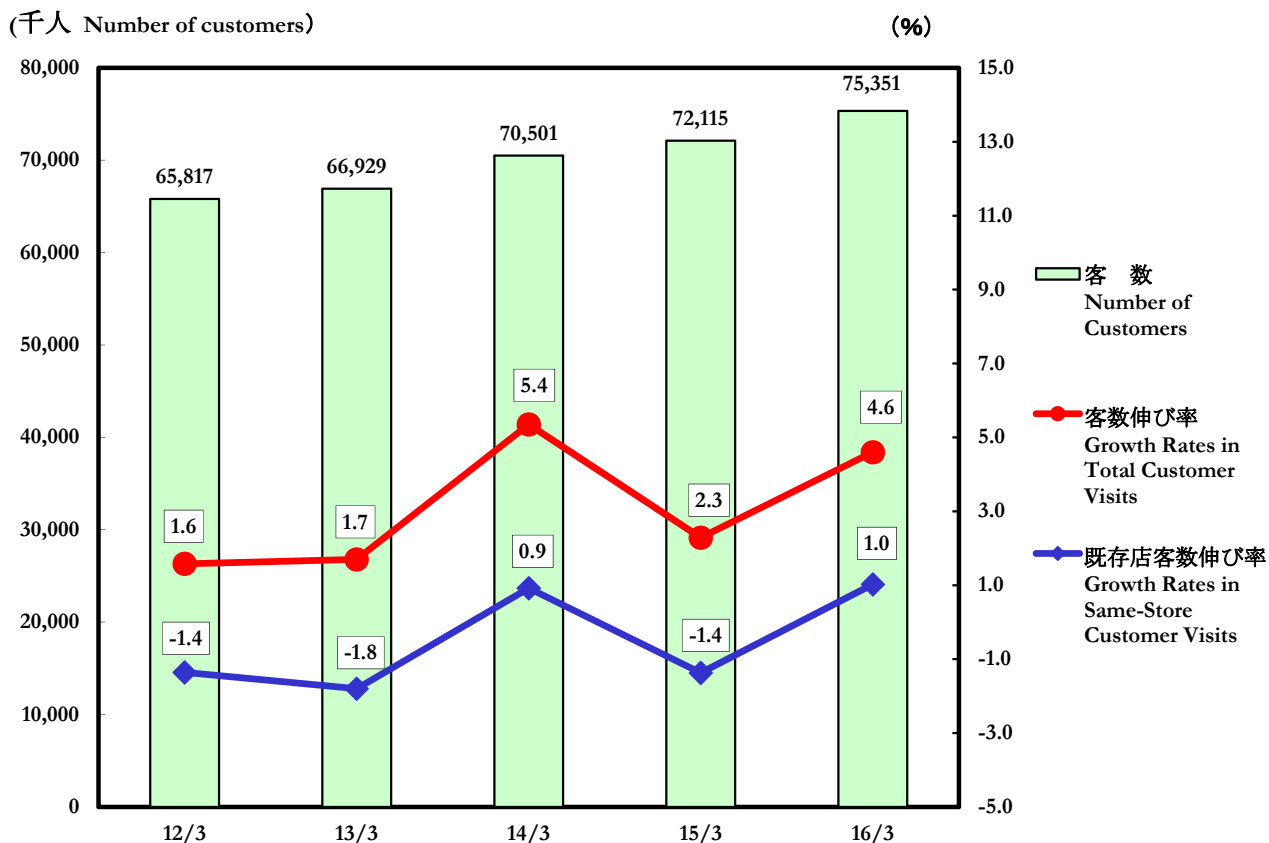
原信ナルス HARASHIN NARUS



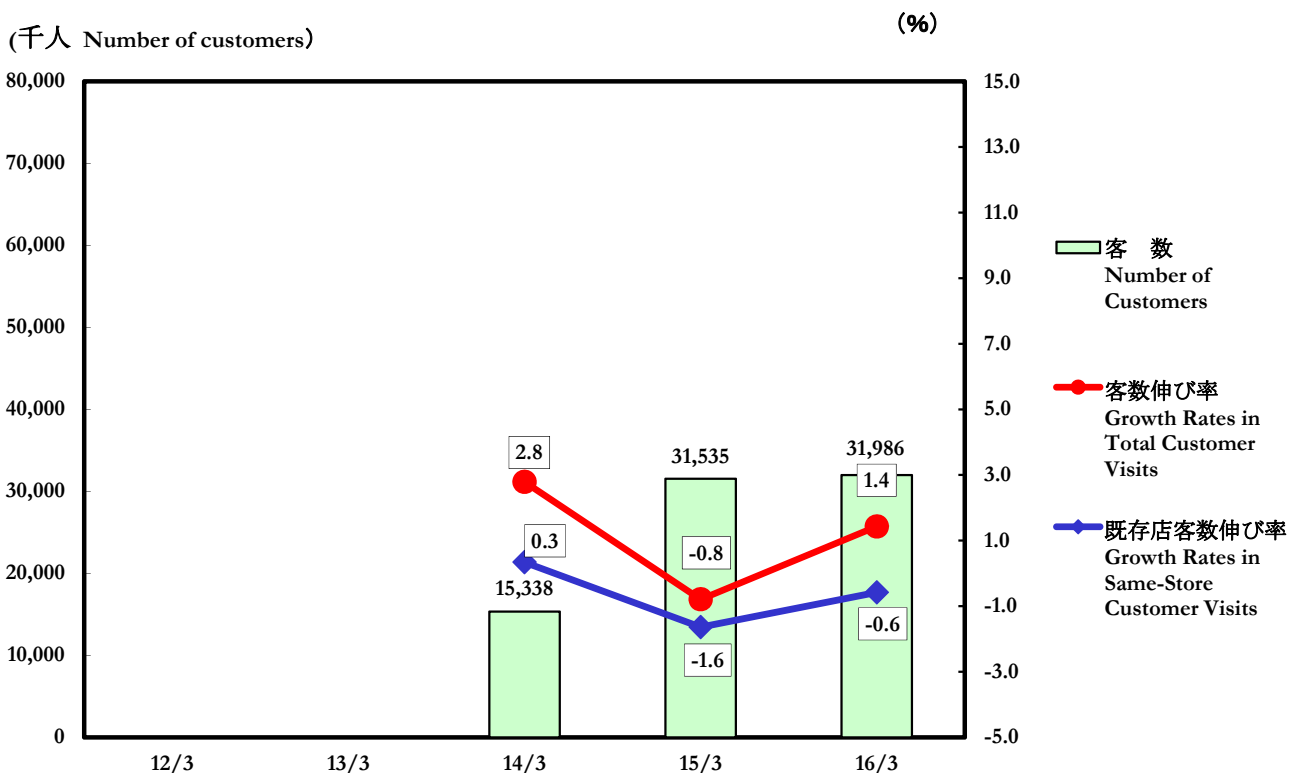
フレッセイ FRESSAY



(3)客数伸び率の推移 Total Customer Visits  
原信ナルス HARASHIN NARUS



フレッセイ FRESSAY

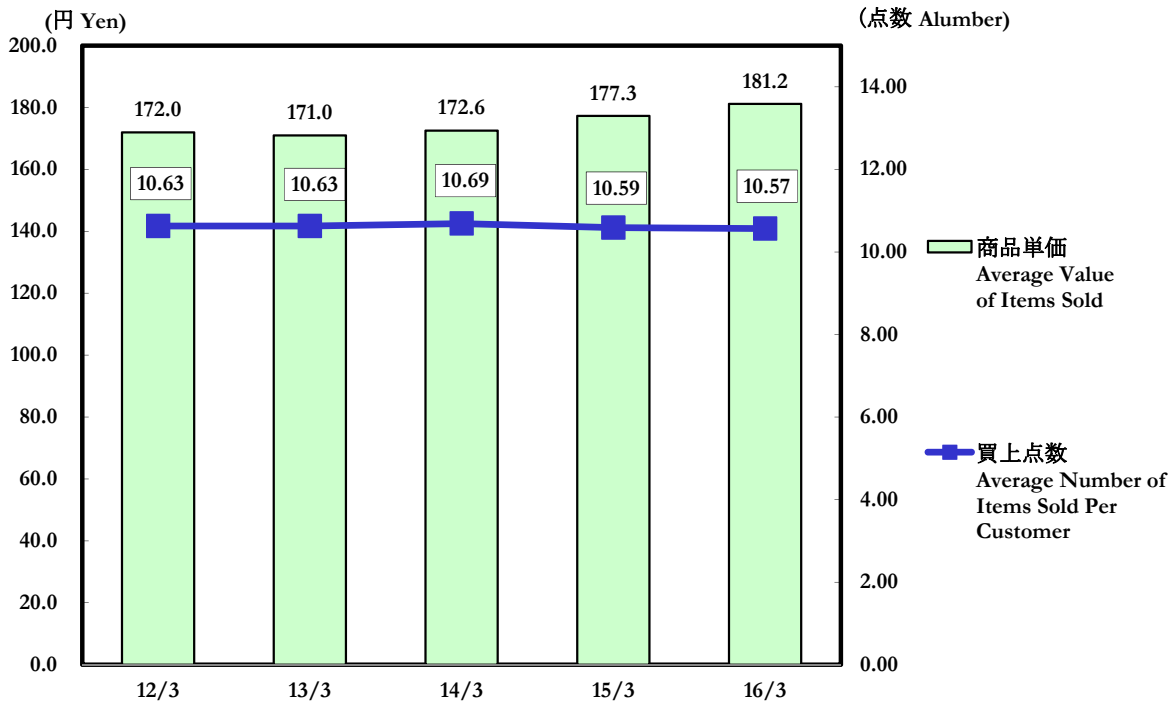


株式会社フレッセイの2014年3月期の数値は統合後6ヶ月分です。

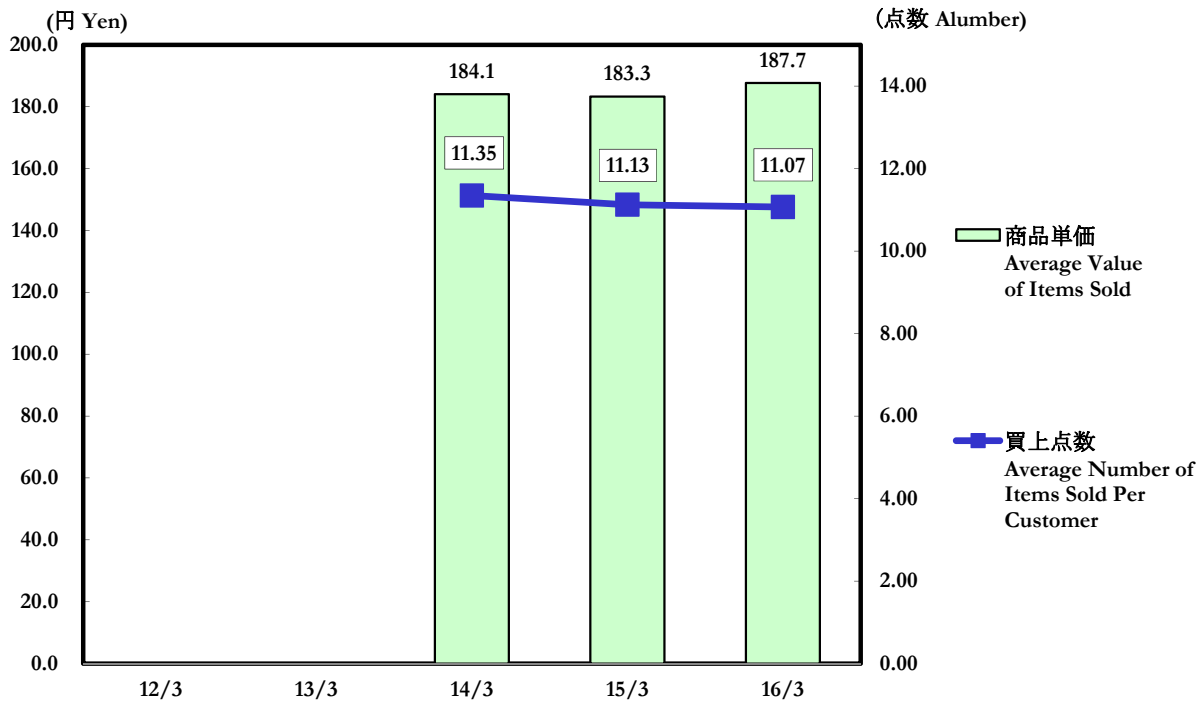
The operating results of FRESSAY Co., LTD. for fiscal 2014, ended March 31, 2014, consist only of figures for the six-month period following the business integration.

(4)商品単価・買上点数の推移 Trends in the Average Value of Items Sold and Number of Items Sold per Customer

原信ナルス HARASHIN NARUS



フレッセイ FRESSAY



3. 都道府県別店舗の状況 Store Openings and Closings by Prefecture

原信ナルス HARASHIN NARUS

(単位:店 Number of stores)

|   | 2012/3 |        |       | 2013/3 |        |       | 2014/3 |        |       | 2015/3 |        |       | 2016/3 |        |       |
|---|--------|--------|-------|--------|--------|-------|--------|--------|-------|--------|--------|-------|--------|--------|-------|
|   | 閉店     | 開店     | 店舗数   | 閉店     | 開店     | 店舗数   | 閉店     | 開店     | 店舗数   | 閉店     | 開店     | 店舗数   | 閉店     | 開店     | 店舗数   |
|   | Closed | Opened | Total | Closed | Opened | Total | Closed | Opened | Total | Closed | Opened | Total | Closed | Opened | Total |
| 新潟県内店舗数<br>Number of stores in Niigata Prefecture | 2      | 3      | 62    | -      | 2      | 64    | -      | 2      | 66    | 1      | 3      | 68    | -      | 1      | 69    |
| 長野県内店舗数<br>Number of stores in Nagano Prefecture  | -      | -      | 3     | -      | -      | 3     | -      | 1      | 4     | -      | 1      | 5     | -      | -      | 5     |
| 富山県内店舗数<br>Number of stores in Toyama Prefecture  | -      | -      | 1     | -      | 1      | 2     | -      | -      | 2     | -      | -      | 2     | -      | -      | 2     |
| 計<br>Total  | 2      | 3      | 66    | 0      | 3      | 69    | 0      | 3      | 72    | 1      | 4      | 75    | 0      | 1      | 76    |

フレッセイ FRESSAY

(単位:店 Number of stores)

|   |  |  |  | 2013/10－2014/3 |        |       | 2015/3 |        |       | 2016/3 |        |       |
|---|--|--|--|----------------|--------|-------|--------|--------|-------|--------|--------|-------|
|   |  |  |  | 閉店             | 開店     | 店舗数   | 閉店     | 開店     | 店舗数   | 閉店     | 開店     | 店舗数   |
|   |  |  |  | Closed         | Opened | Total | Closed | Opened | Total | Closed | Opened | Total |
| 群馬県内店舗数<br>Number of stores in Gunma Prefecture   |  |  |  | -              | -      | 44    | 1      | 1      | 44    | -      | 2      | 46    |
| 埼玉県内店舗数<br>Number of stores in Saitama Prefecture |  |  |  | -              | -      | 3     | -      | -      | 3     | -      | -      | 3     |
| 栃木県内店舗数<br>Number of stores in Tochigi Prefecture |  |  |  | -              | -      | 2     | -      | -      | 2     | -      | -      | 2     |
| 計<br>Total  |  |  |  | 0              | 0      | 49    | 1      | 1      | 49    | 0      | 2      | 51    |

\*店舗数に100円ショップ、フィットネスクラブは含んでおりません。

\*The number of stores doesn't include 100-yen shops or fitness clubs.

4. 稼働状況 Hours of Operation

原信ナルス HARASHIN NARUS

|                                      |  |                   |
|--------------------------------------|--|-------------------|
| 営業時間別<br>Business hours              | 午前7:00～午後10:00迄営業店<br>Stores open to 7:00 a.m. to 10:00 p.m. | 1店舗<br>1 store    |
|                                      | 午前7:00～午後11:00迄営業店<br>Stores open to 7:00 a.m. to 11:00 p.m. | 1店舗<br>1 store    |
|                                      | 午前7:00～午前0:00迄営業店<br>Stores open to 7:00 a.m. to 12:00 a.m.  | 11店舗<br>11 stores |
|                                      | 午前8:00～午前0:00迄営業店<br>Stores open to 8:00 a.m. to 12:00 a.m.  | 1店舗<br>1 store    |
|                                      | 午前9:00～午後9:00迄営業店<br>Stores open to 9:00 a.m. to 9:00 p.m.   | 3店舗<br>3 stores   |
|                                      | 午前9:00～午後10:00迄営業店<br>Stores open to 9:00 a.m. to 10:00 p.m. | 16店舗<br>16 stores |
|                                      | 午前9:00～午後10:30迄営業店<br>Stores open to 9:00 a.m. to 10:30 p.m. | 2店舗<br>2 stores   |
|                                      | 午前9:00～午後11:00迄営業店<br>Stores open to 9:00 a.m. to 11:00 p.m. | 2店舗<br>2 stores   |
|                                      | 午前9:00～午前0:00迄営業店<br>Stores open to 9:00 a.m. to 12:00 a.m.  | 26店舗<br>26 stores |
| 24時間営業店<br>Stores open 24 hour a day | 13店舗<br>13 stores  |                   |

フレッセイ FRESSAY

|                         |  |                   |
|-------------------------|--|-------------------|
| 営業時間別<br>Business hours | 午前9:00～午後9:00迄営業店<br>Stores open to 9:00 a.m. to 9:00 p.m.   | 15店舗<br>15 stores |
|                         | 午前9:00～午後10:00迄営業店<br>Stores open to 9:00 a.m. to 10:00 p.m. | 16店舗<br>16 stores |
|                         | 午前9:00～午後11:00迄営業店<br>Stores open to 9:00 a.m. to 11:00 p.m. | 12店舗<br>12 stores |
|                         | 午前9:00～午前0:00迄営業店<br>Stores open to 9:00 a.m. to 12:00 a.m.  | 1店舗<br>1 store    |
|                         | 午前10:00～午後8:00迄営業店<br>Stores open to 10:00 a.m. to 8:00 p.m. | 2店舗<br>2 stores   |
|                         | 午前10:00～午後9:00迄営業店<br>Stores open to 10:00 a.m. to 9:00 p.m. | 5店舗<br>5 stores   |

5. 出店状況 Store Openings

2016年3月期 For the fiscal year ended March 31, 2016

|              | 店名               |                     | 所在地                                      | 時期         | 売場面積<br>Sales floor space<br>(㎡) | 当期売上<br>Store sales<br>(Millions of yen) | 年商見込<br>Projected annual turnover<br>(Millions of yen) |
|--------------|------------------|---------------------|--|------------|----------------------------------|--|--|
|              | 原信<br>Harashin   | 女池店<br>Meike        |  |            |                                  |  |  |
| 開店<br>Opened | 原信<br>Harashin   | 女池店<br>Meike        | 新潟県新潟市<br>Niigata City,<br>Niigata Pref. | Sept. 2015 | 2,086                            | 1,071                                    | 1,900  |
|              | フレッセイ<br>Fressay | 榛東新井店<br>Shintoarai | 群馬県北群馬郡<br>Kita-gunmagun,<br>Gunma Pref. | Sept. 2015 | 1,746                            | 668                                      | 1,350  |
|              | フレッセイ<br>Fressay | 沼田恩田店<br>Numataonda | 群馬県沼田市<br>Numata City,<br>Gunma Pref.    | Oct. 2015  | 1,745                            | 757                                      | 1,550  |

2017年3月期(予定) For the fiscal year ending March 31, 2017 (Projected)

|                       | 店名               |                       | 所在地                                      | 売場面積<br>Sales floor space<br>(㎡) | 当期売上見込<br>Projected net sales<br>(Millions of yen) | 年商見込<br>Projected annual turnover<br>(Millions of yen) |
|-----------------------|------------------|-----------------------|--|----------------------------------|--|--|
|                       | 原信<br>Harashin   | *蒼海店<br>*Oumi         |  |                                  |  |  |
| 開店<br>Planned opening | フレッセイ<br>Fressay | *蒼海店<br>*Oumi         | 群馬県前橋市<br>Maebashi City,<br>Gunma Pref.  | 1,983                            | 870  | 1,750  |
|                       | 原信<br>Harashin   | *花園店<br>*Hanazono     | 新潟県長岡市<br>Nagaoka City,<br>Niigata Pref. | 2,083                            | 700  | 1,700  |
|                       | 原信<br>Harashin   | *七日町店<br>*Nanokamachi | 新潟県長岡市<br>Nagaoka City,<br>Niigata Pref. | 2,083                            | 650  | 1,800  |
|                       | ナルス<br>Narus     | *高田西店<br>*Takadanishi | 新潟県上越市<br>Joetsu City,<br>Niigata Pref.  | 2,078                            | 80   | 1,800  |

\*開店予定の店舗の名称は仮称であります。

\*Intended or planned name at the time of publication.