

# CORPORATE DATA

2022年3月期 第2四半期  
1st Half of Fiscal Year ending March 31, 2022

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株式会社 ベルーナ  
BELLUNA Co., Ltd.

## 1-1. 決算サマリー(連結)

### 1-1. Financial Summary (Consolidated)

(単位:百万円 Unit: million yen)

\*百万円未満切捨 Rounded down to million yen

第2四半期累計 1st half	2015/9	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
売上高							
Net Sales	62,158	66,679	74,863	79,161	86,222	91,139	105,808
売上総利益							
Gross Profit	34,325	37,469	41,678	45,011	50,195	53,751	61,419
販売費及び一般管理費							
Selling, General and Administrative expenses	31,218	34,323	37,446	41,161	46,332	49,186	56,663
営業利益							
Operating Income	3,107	3,145	4,231	3,850	3,863	4,565	4,756
経常利益又は損失							
Ordinary Income(Loss)	3,170	-802	5,531	6,618	3,296	5,124	5,100
親会社株主に帰属する四半期純利益又は四半期純損失							
Profit(Loss) Attributable To Owners Of Parent	1,855	-827	4,333	4,228	1,678	2,923	3,210
1株当たり四半期純利益又は四半期純損失 <sup>*3</sup>							
Net Income(Loss) per Share (yen) <sup>*3</sup>	19.08	-8.51	44.56	43.49	17.35	30.24	33.21
総資産							
Total Assets	158,830	172,880	187,307	209,031	219,100	228,526	249,131
純資産 <sup>*2</sup>							
Net Assets <sup>*2</sup>	80,209	77,803	89,785	97,579	100,359	105,489	116,553
1株当たり純資産(円) <sup>*3</sup>							
Net Assets per Share (yen) <sup>*3</sup>	821.18	794.28	913.13	989.10	1,031.70	1,084.80	1,197.81
期末発行済株式数(自己株式を除く)(千株) <sup>*3</sup>							
Outstanding Shares without treasury stocks (1k) <sup>*3</sup>	97,237	97,236	97,235	97,243	96,657	96,672	96,685

通期 Annual	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高							
Net Sales	131,742	146,083	161,673	177,648	179,948	206,499	
売上総利益							
Gross Profit	72,500	81,762	89,897	101,364	105,062	121,556	
販売費及び一般管理費							
Selling, General and Administrative expenses	64,134	70,880	76,889	89,359	94,751	105,821	
営業利益							
Operating Income	8,366	10,882	13,008	12,005	10,311	15,734	
経常利益							
Ordinary Income	7,105	12,188	13,248	15,309	10,365	16,872	
親会社株主に帰属する当期純利益							
Profit Attributable To Owners Of Parent	3,544	5,802	9,665	10,343	5,862	11,036	
1株当たり当期純利益(円) <sup>*3</sup>							
Net Income per Share (yen) <sup>*3</sup>	36.45	59.68	99.41	106.39	60.62	114.17	
修正後1株当たり利益(円)							
Net Income per Share (yen)	-	-	-	-	-	-	
総資産							
Total Assets	161,055	179,024	195,946	213,786	223,128	240,211	
自己資本 <sup>*1</sup>							
Shareholders' Equity <sup>*1</sup>	80,177	84,873	92,344	99,830	101,889	112,620	
純資産 <sup>*2</sup>							
Net Assets <sup>*2</sup>	80,646	87,773	93,058	100,533	102,525	113,231	
1株当たり純資産(円) <sup>*3</sup>							
Net Assets per Share (yen) <sup>*3</sup>	824.56	872.86	949.70	1,028.56	1,054.14	1,164.97	
期末発行済株式数(自己株式を除く)(千株) <sup>*3</sup>							
Outstanding Shares without treasury stocks (1k) <sup>*3</sup>	97,237	97,236	97,235	97,058	96,657	96,672	

(注記/Note)

\*1: 自己資本=純資産-新株予約権-非支配株主持分

Shareholders' Equity = Net assets - Share Subscription Rights - Non-controlling interests

\*2: 純資産には新株予約権、及び非支配株主持分含む

Net assets includes Share Subscription Rights and Non-controlling interests

\*3:2018年8月24日を払込期日とする譲渡制限付株式報酬としての新株式発行により、発行済株式総数が8,016株増加しております。

\*3:2019年8月23日を払込期日とする譲渡制限付株式報酬としての自己株式の処分により、発行済株式総数が14,168株増加しております。

\*3:2020年8月19日を払込期日とする譲渡制限付株式報酬としての自己株式の処分により、発行済株式総数が16,099株増加しております。

\*3:2021年8月20日を払込期日とする譲渡制限付株式報酬としての自己株式の処分により、発行済株式総数が12,887株増加しております。

## 2-1. 財務指標(連結)

## 2-1. Financial Indicators (Consolidated)

(単位: %)

(Unit: %)

通期 Annual	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
売上高総利益率 Gross Profit on Net Sales	55.03	55.97	55.60	57.06	58.38	58.87
売上高営業利益率 Operating Income on Net Sales	6.35	7.45	8.05	6.76	5.73	7.62
売上高経常利益率 Ordinary Income on Net Sales	5.39	8.34	8.19	8.62	5.76	8.17
売上高当期利益率 Net Income on Net Sales	2.69	3.97	5.98	5.82	3.26	5.34
総資産経常利益率 Ordinary Income on Total Assets	4.54	7.17	7.07	7.47	4.75	7.28
総資産利益率(ROA) <sup>*1</sup> Return on Assets <sup>*1</sup>	5.75	6.81	7.25	6.07	4.90	7.05
自己資本経常利益率 <sup>*2</sup> Ordinary Income on Shareholders' Equity <sup>*2</sup>	8.91	14.77	14.95	15.93	10.28	15.73
自己資本利益率(ROE) <sup>*2</sup> Return on Equity <sup>*2</sup>	4.45	7.03	10.91	10.77	5.81	10.29

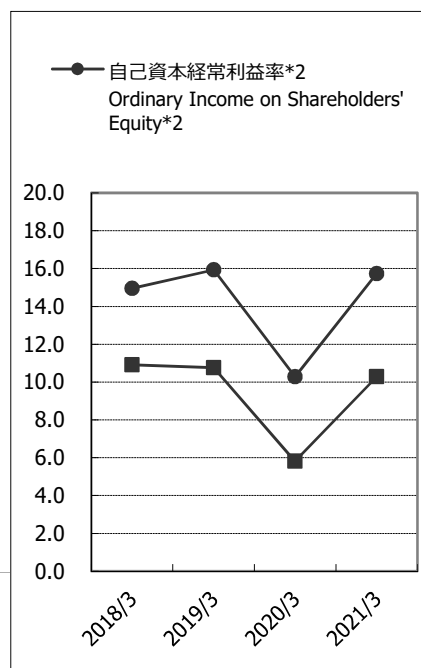
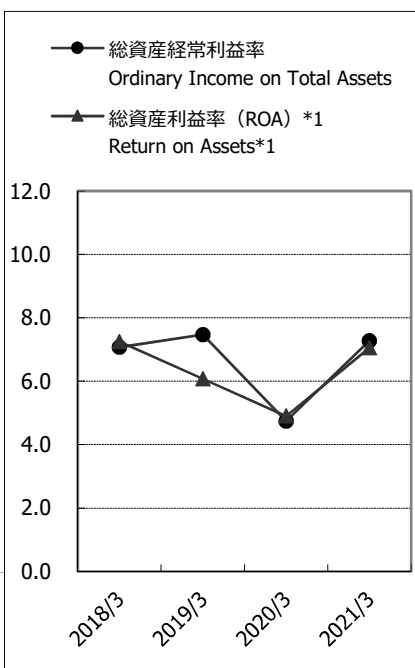
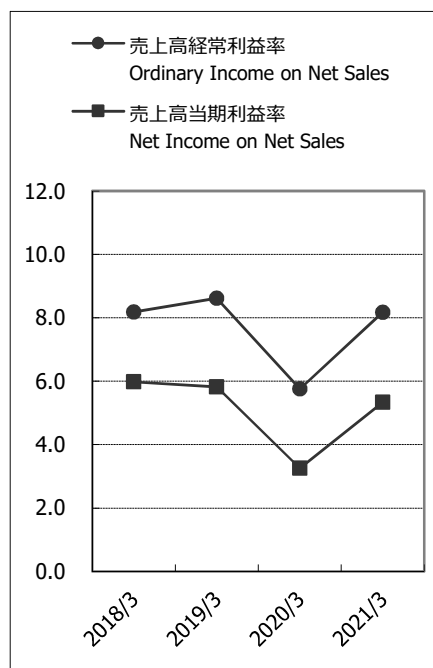
(注記/Note)

\*1: ROA = (営業利益+受取利息及び配当金)/期中平均総資産

Return on Assets = (Operating Income + Interest Income and Dividends Received) / Total Assets

\*2: 自己資本=純資産-新株予約権-非支配株主持分

Shareholders' Equity = Net assets - Share Subscription Rights - Minority Interests



## 2-2. 自己資本比率(連結)

### 2-2. Shareholders' Equity Ratio (Consolidated)

(単位: %、百万円)

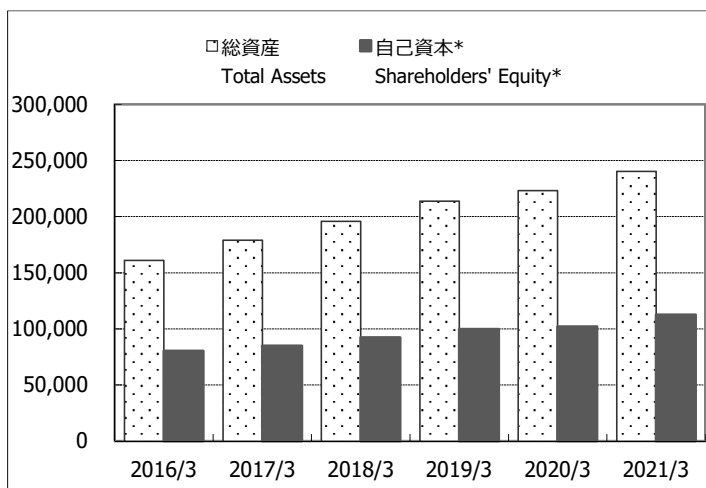
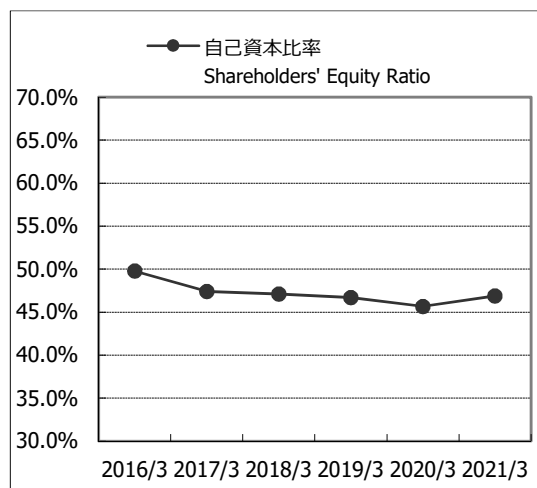
(Units: %, million yen)

通期 Annual	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
自己資本比率						
Shareholders' Equity Ratio	49.78%	47.41%	47.13%	46.70%	45.66%	46.88%
自己資本*						
Shareholders' Equity*	80,177	84,873	92,344	99,830	101,889	112,620
総資産						
Total Assets	161,055	179,024	195,946	213,786	223,128	240,211

(注記/Note)

\*自己資本＝純資産－新株予約権－非支配株主持分

Shareholders' Equity = Net assets - Share Subscription Rights - Non-controlling interests



## 2-3. その他の指標(連結)

### 2-3. Others (Consolidated)

通期 Annual		2016/3	2017/3	2018/3	2019/3	2020/3	2021/3
総資産回転率	(回)						
Net Sales/Total Assets	(Times)	0.82	0.82	0.83	0.83	0.81	0.86
デット・エクイティ・レシオ	(倍)						
Total Liabilities/Equity	(Times)	1.00	1.04	1.11	1.13	1.18	1.12
1株当たり利益 <sup>*1</sup>	(円)						
Net Income per Share <sup>*1</sup>	(yen)	36.45	59.68	99.41	106.39	60.62	114.17
前期比 (YOY)		-44.58%	63.73%	66.57%	7.02%	-43.02%	88.34%
1株当たり純資産 <sup>*1</sup>	(円)						
Net assets per Share <sup>*1</sup>	(yen)	824.56	872.86	949.70	1,028.56	1,054.14	1,164.97
前期比 (YOY)		1.18%	5.86%	8.80%	8.30%	2.49%	10.51%

(注記/Note)

\*1:純資産は非支配株主持分除く

Net assets includes Share Subscription Rights and Minority Interests.

## 3-1. セグメント別実績 3-1. Results by Segments

(単位:百万円 Unit: million yen)

### 1. 売上高 \* Net Sales \*

\*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half	2019/9			2020/9			2021/9		
	金額 Amount	前期比 YOY (%)	構成比 Share (%)	金額 Amount	前期比 YOY (%)	構成比 Share (%)	金額 Amount	前期比 YOY (%)	構成比 Share (%)
通販事業 ※単純合算	67,412		78.18	78,441	16.36	86.07	83,416	6.34	78.84
Mail Order Business									
アパレル・雑貨 Apparel&Goods	41,425		48.04	44,975	8.57	49.35	47,044	4.60	44.46
化粧品健康食品事業 Cosmetics&Healthy food	7,478		8.67	9,001	20.36	9.88	8,139	-9.58	7.69
グルメ事業 Gourmet	7,321		8.49	9,799	33.85	10.75	11,913	21.58	11.26
ナース関連事業 Nurse	5,399		6.26	7,892	46.18	8.66	8,766	11.07	8.28
データベース活用事業 Database	5,790		6.71	6,775	17.01	7.43	7,554	11.50	7.14
呉服関連事業 Kimono store sales	12,481		14.48	8,256	-33.85	9.06	10,189	23.41	9.63
プロパティ事業 Property	4,453		5.16	3,111	-30.14	3.41	10,775	246.40	10.18
その他の事業 Other	2,314		2.68	1,982	-14.35	2.17	1,938	-2.24	1.83
小計 Sub Total	86,660		100.51	91,790	5.92	100.71	106,318	15.83	100.48
調整額 Adjustments	-438		-0.51	-651	-	-0.71	-509	-	-0.48
連結合計 Consolidated Total	86,222		100.00	91,139	5.70	100.00	105,808	16.10	100.00

### 2. 営業利益 \* Op. Income \*

第2四半期累計 1st half	2019/9			2020/9			2021/9		
	金額 Amount	利益率 Rate (%)	構成比 Share (%)	金額 Amount	利益率 Rate (%)	構成比 Share (%)	金額 Amount	利益率 Rate (%)	構成比 Share (%)
通販事業 ※単純合算	3,973	5.9	102.84	6,678	8.5	146.27	4,866	5.8	102.30
Mail Order Business									
アパレル・雑貨 Apparel&Goods	408	0.98	10.55	1,730	3.85	37.89	-526	-1.12	-11.05
化粧品健康食品事業 Cosmetics&Healthy food	960	12.84	24.84	728	8.09	15.95	1,194	14.66	25.09
グルメ事業 Gourmet	68	0.93	1.76	575	5.87	12.61	540	4.53	11.34
ナース関連事業 Nurse	403	7.46	10.43	1,046	13.25	22.91	772	8.81	16.24
データベース活用事業 Database	2,135	36.87	55.26	2,598	38.35	56.91	2,886	38.21	60.68
呉服関連事業 Kimono store sales	-182	-1.46	-4.71	-1,711	-20.72	-37.48	-834	-8.19	-17.54
プロパティ事業 Property	301	6.76	7.79	-46	-1.49	-1.02	974	9.04	20.48
その他の事業 Other	-70	-3.03	-1.81	-160	-8.05	-3.49	-51	-2.64	-1.08
小計 Sub Total	4,022	4.64	104.11	4,761	5.19	104.28	4,954	4.66	104.17
調整額 Adjustments	-159	-	-4.11	-195	-	-4.28	-198	-	-4.17
連結合計 Consolidated Total	3,864	4.48	100.00	4,565	5.01	100.00	4,756	4.50	100.00

## 3-1. セグメント別実績 3-1. Results by Segments

(単位:百万円 Unit: million yen)

### 1. 売上高 \* Net Sales \*

\*百万円未満四捨五入 Rounded off to the nearest million

通期 Annual	2019/3			2020/3			2021/3		
	金額 Amount	前期比 YOY (%)	構成比 Share (%)	金額 Amount	前期比 YOY (%)	構成比 Share (%)	金額 Amount	前期比 YOY (%)	構成比 Share (%)
通販事業 ※単純合算	141,100		79.43	142,261	0.82	79.06	175,193	23.15	84.84
Mail Order Business									
アパレル・雑貨 Apparel&Goods	89,546		50.41	84,932	-5.15	47.20	99,626	17.30	48.24
化粧品健康食品事業 Cosmetics&Healthy food	13,691		7.71	15,443	12.80	8.58	18,293	18.46	8.86
グルメ事業 Gourmet	17,727		9.98	18,816	6.14	10.46	27,147	44.28	13.15
ナース関連事業 Nurse	10,156		5.72	10,493	3.32	5.83	15,942	51.93	7.72
データベース活用事業 Database	9,980		5.62	12,577	26.02	6.99	14,185	12.79	6.87
呉服関連事業 Kimono store sales	24,491		13.79	25,309	3.34	14.06	21,445	-15.27	10.38
プロパティ事業 Property	8,073		4.54	8,691	7.65	4.83	6,984	-19.64	3.38
その他の事業 Other	5,023		2.83	4,628	-7.87	2.57	4,207	-9.10	2.04
小計 Sub Total	178,687		100.58	180,889	1.23	100.52	207,829	14.89	100.64
調整額 Adjustments	-1,039		-0.58	-940	-	-0.52	-1,329	-	-0.64
連結合計 Consolidated Total	177,648		100.00	179,949	1.29	100.00	206,499	14.75	100.00

### 2. 営業利益 \* Op. Income \*

通期 Annual	2019/3			2020/3			2021/3		
	金額 Amount	利益率 Rate (%)	構成比 Share (%)	金額 Amount	利益率 Rate (%)	構成比 Share (%)	金額 Amount	利益率 Rate (%)	構成比 Share (%)
通販事業 ※単純合算	11,414	8.1	95.08	10,242	7.2	99.32	17,308	9.9	110.00
Mail Order Business									
アパレル・雑貨 Apparel&Goods	4,100	4.58	34.15	1,945	2.29	18.86	5,256	5.28	33.41
化粧品健康食品事業 Cosmetics&Healthy food	1,522	11.12	12.68	1,881	12.18	18.24	2,635	14.41	16.75
グルメ事業 Gourmet	753	4.25	6.27	1,102	5.86	10.69	2,146	7.90	13.64
ナース関連事業 Nurse	850	8.37	7.08	608	5.80	5.90	1,770	11.10	11.25
データベース活用事業 Database	4,190	41.98	34.90	4,704	37.41	45.62	5,501	38.78	34.96
呉服関連事業 Kimono store sales	1,066	4.35	8.88	-107	-0.42	-1.04	-1,059	-4.94	-6.73
プロパティ事業 Property	245	3.03	2.04	658	7.57	6.38	7	0.09	0.04
その他の事業 Other	-135	-2.68	-1.12	-71	-1.53	-0.69	-97	-2.31	-0.62
小計 Sub Total	12,591	7.05	104.87	10,722	5.93	103.98	16,159	7.78	102.70
調整額 Adjustments	-585	-	-4.87	-411	-	-3.98	-425	-	-2.70
連結合計 Consolidated Total	12,005	6.76	100.00	10,311	5.73	100.00	15,734	7.62	100.00

## 3-2-1. アパレル・雑貨

### 3-2-1. Apparel&Goods

#### 1. 会員数・発行部数 Members and Main Catalogs

第2四半期累計 1st half	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9	
総合通販会員数(1年以内) Number of Active Members (Purchase within 1 years)	(千人) (Th)	2,091	2,324	2,281	2,240	2,441	2,735
総合通販登録会員数 Total Number	(千人) (Th)	17,680	18,491	19,243	19,945	20,771	21,947
総合通販新規会員獲得数 Number of New Members	(千人) (Th)	331	387	356	367	489	589

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
総合通販会員数(1年以内) Number of Active Members (Purchase within 1 years)	(千人) (Th)	3,459	3,608	3,588	3,429	4,078
総合通販登録会員数 Total Number	(千人) (Th)	18,151	18,491	19,640	20,314	21,400
総合通販新規会員獲得数 Number of New Members	(千人) (Th)	830	849	801	776	1,155
主要カタログ*発行部数 Number of Main Catalogs*	(万部) (10th)	3,597	3,731	3,578	3,380	3,810

(注記/Note)

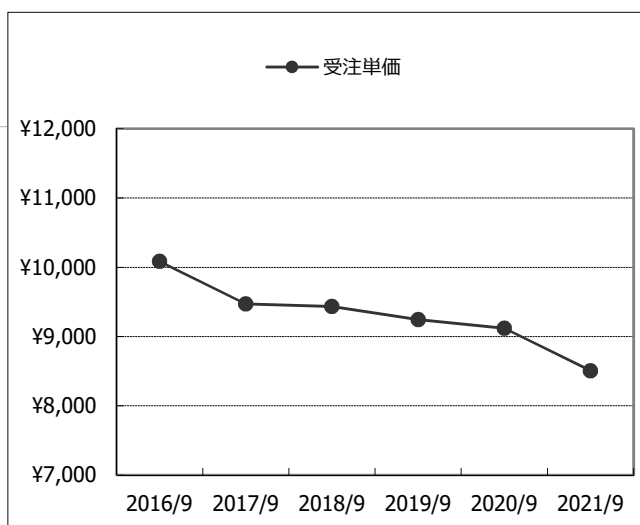
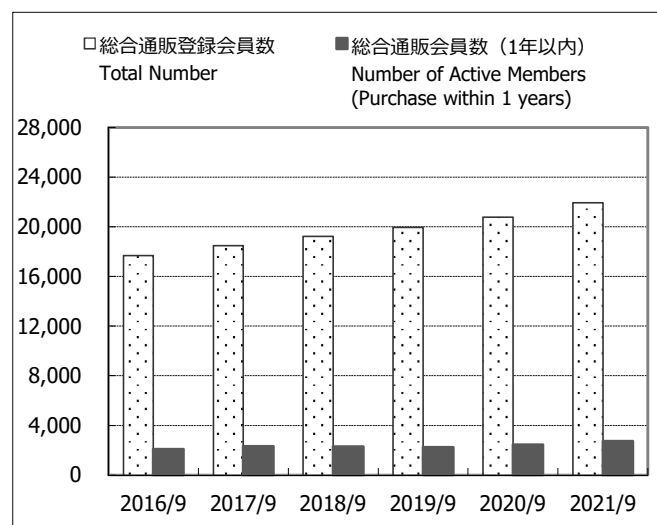
主要カタログ：ベルーナ、ルフラン、素敵なお生活

Main Catalogs: Belluna, Lefrant, Sutekina Seikatsu

#### 2. 受注単価 Average Ordering per Customer

第2四半期累計 1st half	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9	
受注単価 Average Ordering per Customer	(円) (yen)	10,084	9,473	9,435	9,247	9,118	8,507

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
受注単価 Average Ordering per Customer	(円) (yen)	10,099	9,734	9,644	9,307	9,138



## 3-2-1. アパレル・雑貨

### 3-2-1. Apparel&Goods

(単位: 百万円 Unit: million yen)

#### 3. ターゲット別の売上推移 Trend of Sales by Target

\*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
ミセス Mrs	(50代以上 For 50s or more)	28,031	30,998	30,699	30,484	35,150	42,187
ラナン RANAN	(40代向け For 40s)	2,695	2,991	2,915	2,818	2,764	2,752
ジーラ GeeRA	(20-30代向け For 20-30s)	3,413	3,244	2,403	2,234	2,539	2,105

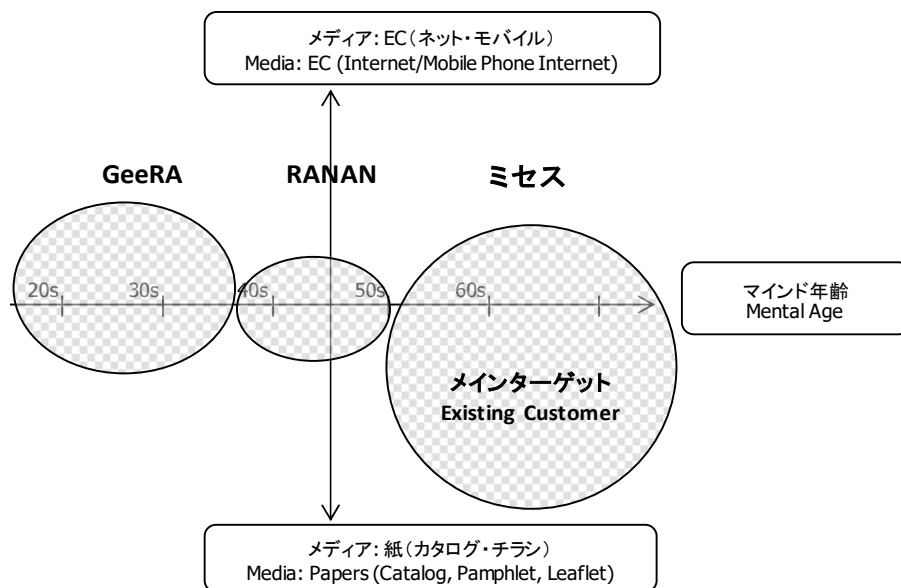
通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
ミセス Mrs	(50代以上 For 50s or more)	61,907	65,523	66,372	64,729	79,149	
ラナン RANAN	(40代向け For 40s)	5,904	6,232	6,182	5,566	5,493	
ジーラ GeeRA	(20-30代向け For 20-30s)	7,448	6,594	5,050	3,083	5,034	

#### 4. EC比率推移 Trend of Ratio of EC Sales

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
EC比率							
Ratio of EC Sales	(%)	20.4%	22.3%	23.6%	23.1%	26.5%	23.9%

通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
EC比率							
Ratio of EC Sales	(%)	21.7%	22.8%	23.3%	23.4%	26.5%	

#### 【参考: ターゲット別の位置付け】 (Ref. Positioning by Target)





## 3-2-1.アパレル・雑貨

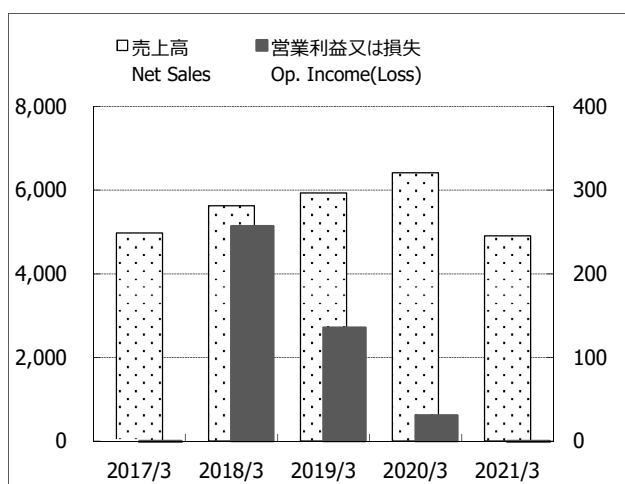
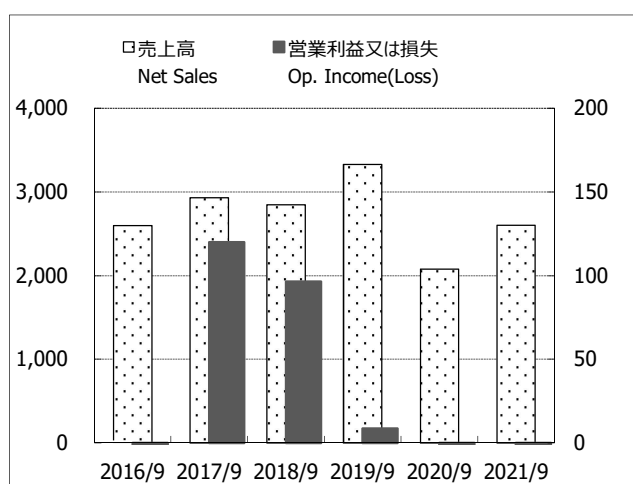
### 3-2-1. Apparel&Goods

(単位:百万円 Unit: million yen)

#### 5. アパレル店舗の売上・営業利益の推移 Trend of Sales and Op. Income \*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
売上高 Net Sales	(グラフ左軸) (Left)	2,597	2,932	2,845	3,330	2,077	2,603
営業利益又は損失 Op. Income(Loss)	(グラフ右軸) (Right)	-207	120	96	9	-296	-289

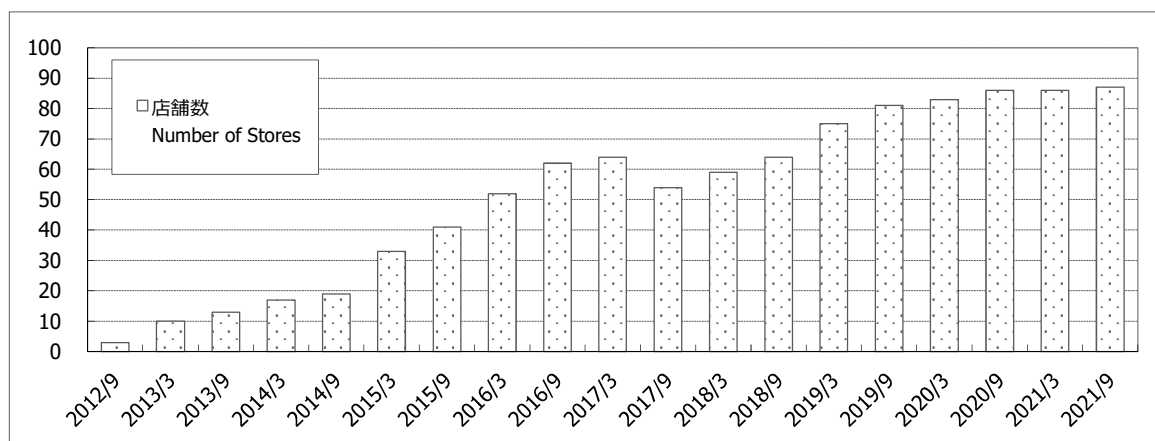
通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高 Net Sales	(グラフ左軸) (Left)	4,976	5,626	5,933	6,414	4,905	
営業利益又は損失 Op. Income(Loss)	(グラフ右軸) (Right)	-503	257	136	31	-384	



#### 6. 店舗数の推移 Trend of Number of Stores

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
店舗数 Number of Stores	(店) (Stores)	62	54	64	81	86	87

通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
店舗数 Number of Stores	(店) (Stores)	64	59	75	83	86	



## 3-2-2. 化粧品・健康食品事業

### 3-2-2. Cosmetics&Healthy food

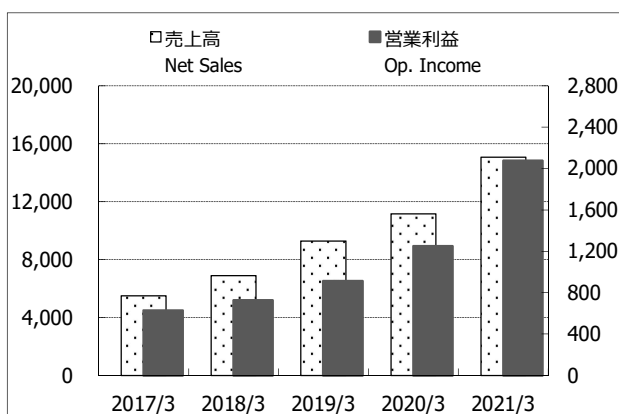
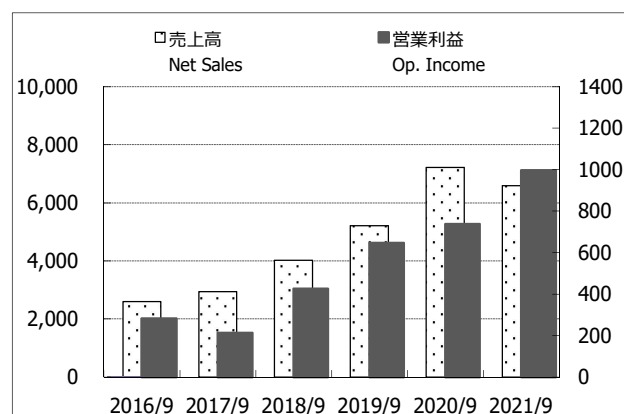
オージオ ※海外売上含む Ozio ※Including overseas sales

(単位:百万円 Unit: million yen)

1. 売上・営業利益の推移 Trend of Sales and Op. Income \*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9	
売上高 Net Sales	(グラフ左軸) (Left)	2,601	2,940	4,021	5,221	7,216	6,592
営業利益 Op. Income	(グラフ右軸) (Right)	281	213	425	646	738	997

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高 Net Sales	(グラフ左軸) (Left)	5,483	6,897	9,278	11,145	15,061
営業利益 Op. Income	(グラフ右軸) (Right)	628	726	912	1,249	2,076



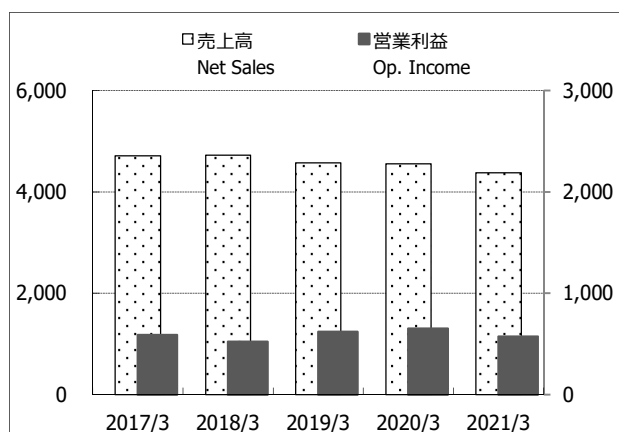
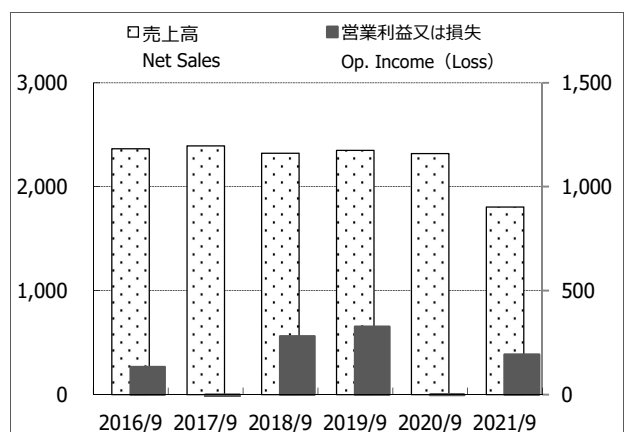
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(単位:百万円 Unit: million yen)

1. 売上・営業利益の推移 Trend of Sales and Op. Income \*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9	
売上高 Net Sales	(グラフ左軸) (Left)	2,364	2,390	2,321	2,349	2,317	1,804
営業利益又は損失 Op. Income (Loss)	(グラフ右軸) (Right)	132	-34	280	327	-0	191

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高 Net Sales	(グラフ左軸) (Left)	4,711	4,719	4,572	4,554	4,374
営業利益 Op. Income	(グラフ右軸) (Right)	586	521	617	650	572



## 3-2-3. グルメ事業

### 3-2-3. Gourmet

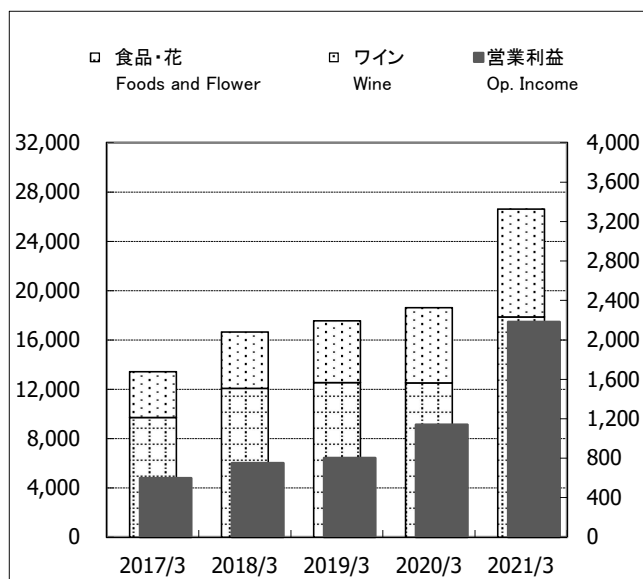
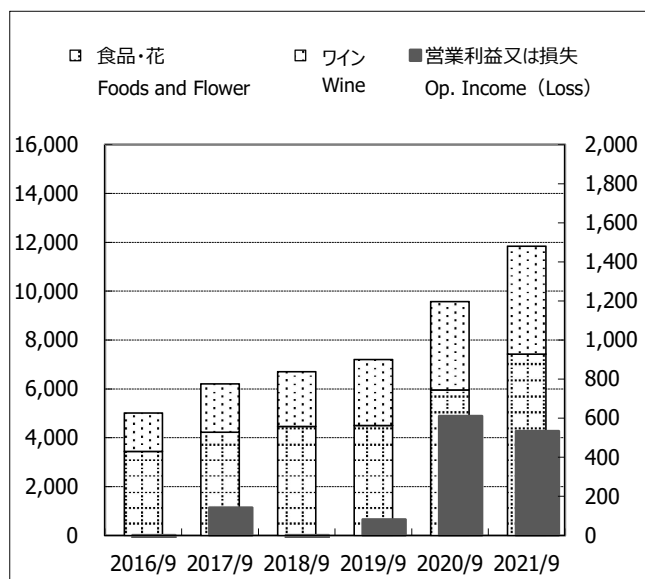
(単位:百万円 Unit: million yen)

#### 1. 売上・営業利益の推移 Trend of Sales and Op. Income

\*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9	
食品・花 Foods and Flower	3,433	4,226	4,464	4,499	5,954	7,424	
ワイン Wine	1,572	1,984	2,244	2,695	3,623	4,412	
売上合計 Total Sales	(グラフ左軸) (Left)	5,005	6,210	6,708	7,194	9,577	11,836
営業利益又は損失 Op. Income(Loss)	(グラフ右軸) (Right)	-187	142	-9	81	609	533

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
食品・花 Foods and Flower	9,709	12,077	12,521	12,516	17,849	
ワイン Wine	3,714	4,562	5,035	6,096	8,765	
売上合計 Total Sales	(グラフ左軸) (Left)	13,424	16,639	17,556	18,612	26,614
営業利益 Op. Income	(グラフ右軸) (Right)	594	750	799	1,139	2,182



## 3-2-4. ナース関連事業

### 3-2-4. Nurse

#### ナーサリー Nursery

(単位:百万円 Unit: million yen)

#### 1. 売上・営業利益の推移 Trend of Sales and Op. Income

\*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half 2016/9 2017/9 2018/9 2019/9 2020/9 2021/9

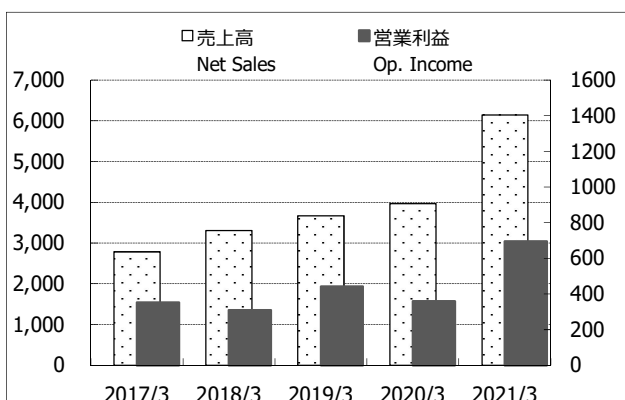
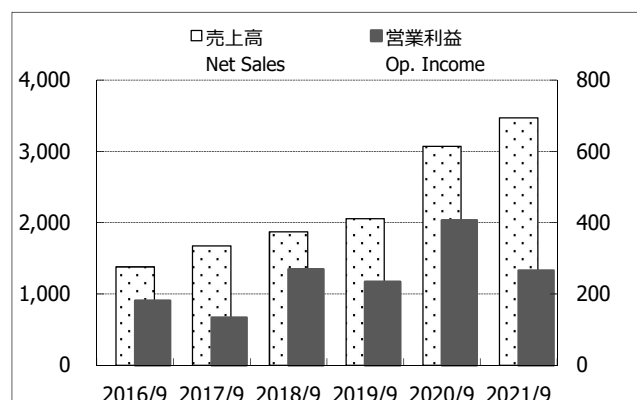
売上高 Net Sales	(グラフ左軸) (Left)	1,380	1,674	1,874	2,055	3,068	3,469
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営業利益 Op. Income	(グラフ右軸) (Right)	181	133	269	233	406	265
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通期 Annual 2017/3 2018/3 2019/3 2020/3 2021/3 2022/3

売上高 Net Sales	(グラフ左軸) (Left)	2,780	3,307	3,672	3,968	6,139
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営業利益 Op. Income	(グラフ右軸) (Right)	352	308	442	358	695
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#### アンファミエ infirmière

(単位:百万円 Unit: million yen)

#### 1. 売上・営業利益の推移 Trend of Sales and Op. Income

\*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half 2016/9 2017/9 2018/9 2019/9 2020/9 2021/9

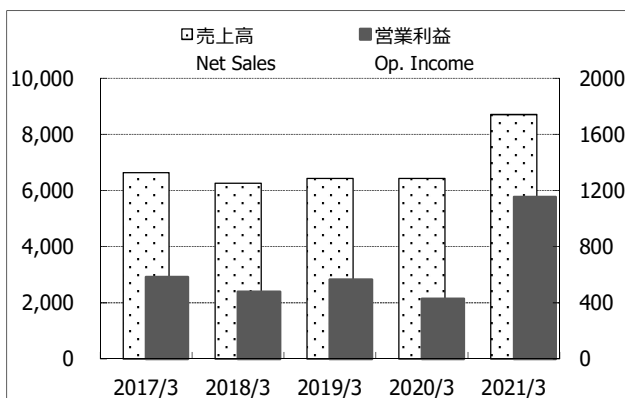
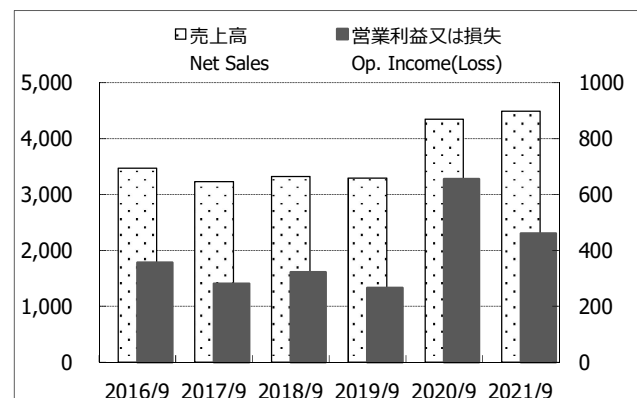
売上高 Net Sales	(グラフ左軸) (Left)	3,473	3,231	3,326	3,291	4,347	4,492
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営業利益又は損失 Op. Income(Loss)	(グラフ右軸) (Right)	356	281	322	266	655	461
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通期 Annual 2017/3 2018/3 2019/3 2020/3 2021/3 2022/3

売上高 Net Sales	(グラフ左軸) (Left)	6,639	6,265	6,427	6,425	8,713
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営業利益 Op. Income	(グラフ右軸) (Right)	583	477	566	428	1,154
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## 3-2-5. データベース活用事業

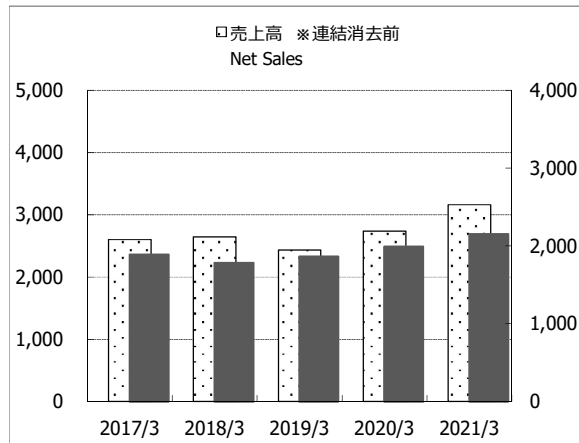
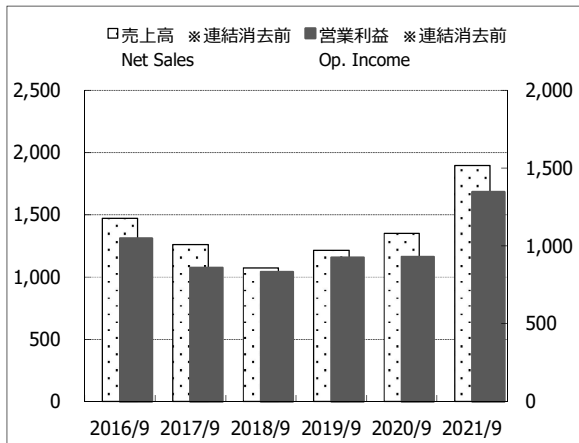
### 3-2-5. Database

封入・同送サービス(ベルーナダイレクト) Enclosing and shipping service(Belluna Direct) (単位:百万円 Unit: million yen)

#### 1. 売上・営業利益の推移 Trend of Sales and Op. Income \*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
売上高 ※連結消去前 Net Sales (グラフ左軸) (Left)	1,472	1,262	1,073	1,214	1,351	1,894
営業利益 ※連結消去前 Op. Income (グラフ右軸) (Right)	1,047	858	832	925	930	1,345

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高 ※連結消去前 Net Sales (グラフ左軸) (Left)	2,600	2,642	2,434	2,735	3,159	
営業利益 ※連結消去前 Op. Income (グラフ右軸) (Right)	1,886	1,779	1,862	1,988	2,150	

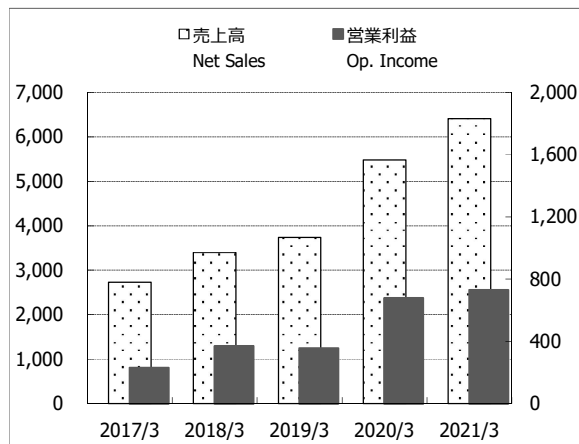
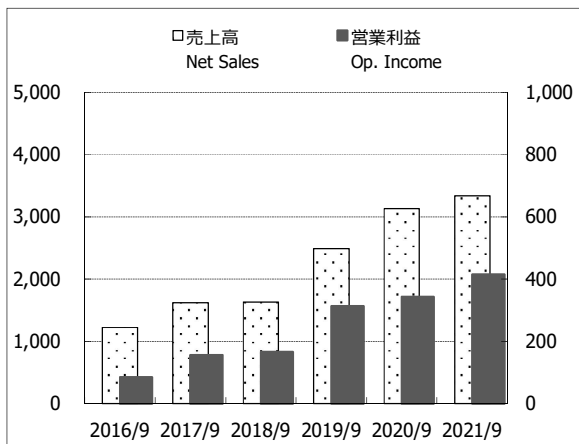


通販代行サービス(BBS) Mail order agent service(BBS) (単位:百万円 Unit: million yen)

#### 1. 売上・営業利益の推移 Trend of Sales and Op. Income \*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
売上高 Net Sales (グラフ左軸) (Left)	1,224	1,620	1,627	2,491	3,133	3,339
営業利益 Op. Income (グラフ右軸) (Right)	85	156	165	313	342	415

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高 Net Sales (グラフ左軸) (Left)	2,725	3,394	3,740	5,482	6,408	
営業利益 Op. Income (グラフ右軸) (Right)	229	368	355	678	730	



## 3-2-5. データベース活用事業

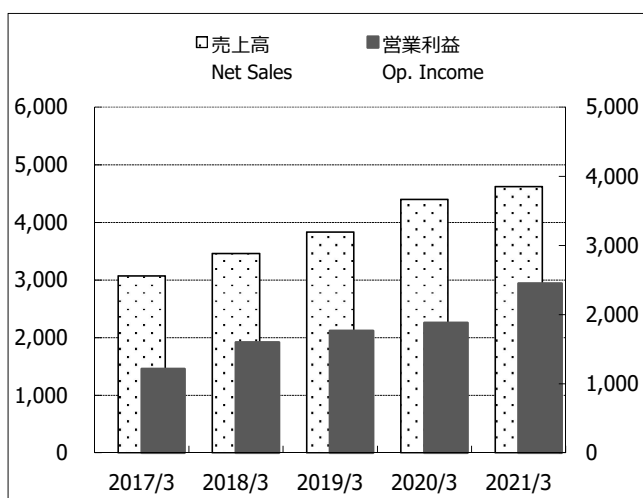
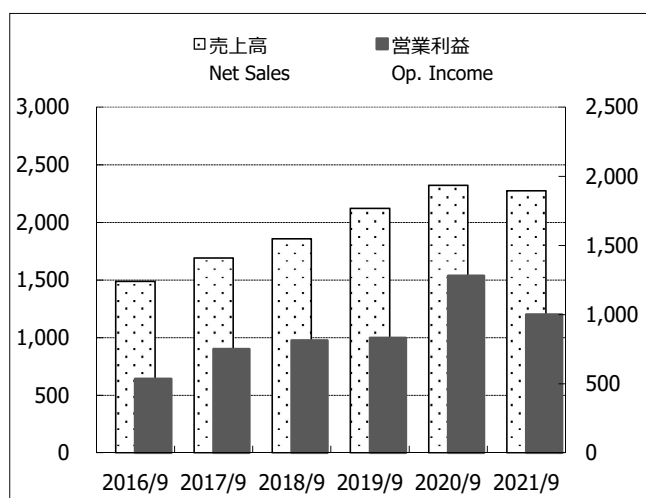
### 3-2-5. Database

ファイナンス事業(国内消費者金融事業) Finance Business (Domestic B to C financing service) (単位:百万円 Unit: million yen)

#### 1. 売上・営業利益の推移 Trend of Sales and Op. Income \*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
売上高 Net Sales	(グラフ左軸) (Left)	1,487	1,691	1,857	2,120	2,320	2,274
営業利益 Op. Income	(グラフ右軸) (Right)	533	748	812	831	1,279	1,000

通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高 Net Sales	(グラフ左軸) (Left)	3,072	3,457	3,829	4,396	4,617	
営業利益 Op. Income	(グラフ右軸) (Right)	1,210	1,593	1,762	1,877	2,449	



## 3-2-5. データベース活用事業

### 3-2-5. Database

ファイナンス事業(国内消費者金融事業) Finance Business (Domestic B to C financing service)

#### 2. 残高・貸倒・利息返還 Balance, Loan-loss and Interests Repayments

第2四半期累計 1st half	2015/9	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9	
融資残高 <sup>*1</sup> Balance At Term End <sup>*1</sup>	(百万円) (million yen)	15,611	17,841	20,229	22,328	25,844	27,009	26,867
貸倒発生額 Loan-loss Charge	(百万円) (million yen)	140	152	184	181	230	255	285
内、貸倒発生額(除債権放棄) Loan-loss Charge (excluding Voluntary Waiver)	(百万円) (million yen)	88	97	122	143	195	222	230
内、債権放棄 Voluntary Waiver of Repayments	(百万円) (million yen)	52	55	62	38	36	33	55
貸倒率(含債権放棄) <sup>*2</sup> Loan-loss Rate <sup>*2</sup> (including Voluntary Waiver)	(%)	0.89	0.85	0.91	0.81	0.89	0.99	1.10
貸倒率(除債権放棄) <sup>*2</sup> Loan-loss Rate <sup>*2</sup> (excluding Voluntary Waiver)	(%)	0.56	0.54	0.60	0.64	0.75	0.86	0.89
貸倒引当金繰入額 Increase of Loan-loss Reserve	(百万円) (million yen)	113	132	137	158	220	239	253
利息返還発生額 Loss of Interests Repayments	(百万円) (million yen)	227	234	227	162	136	132	210
内、返還額 Actual Repayments	(百万円) (million yen)	175	179	165	125	101	99	155
内、債権放棄 Voluntary Waiver of Repayments	(百万円) (million yen)	52	55	62	38	36	33	55
利息返還損失引当金繰入額 Increase or Decrease of Reserve for losses on interest repayments	(百万円) (million yen)	203	134	125	141	201	122	245
利息返還損失引当金残高 Reserve Outstanding for losses on interest repayments	(百万円) (million yen)	1,075	948	818	705	726	722	772

通期 Annual	2016/3	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
融資残高 <sup>*1</sup> Balance At Term End <sup>*1</sup>	(百万円) (million yen)	16,744	19,022	20,906	23,863	27,374	26,959
期中平均残高 Average Balance	(百万円) (million yen)	15,863	17,883	19,964	22,385	25,619	27,166
貸倒発生額 Loan-loss Charge	(百万円) (million yen)	280	310	332	360	468	547
内、貸倒発生額(除債権放棄) Loan-loss Charge (excluding Voluntary Waiver)	(百万円) (million yen)	173	185	225	284	383	466
内、債権放棄 Voluntary Waiver of Repayments	(百万円) (million yen)	107	125	107	77	86	80
貸倒率(含債権放棄) <sup>*2</sup> Loan-loss Rate <sup>*2</sup> (including Voluntary Waiver)	(%)	1.67	1.63	1.59	1.51	1.71	2.03
貸倒率(除債権放棄) <sup>*2</sup> Loan-loss Rate <sup>*2</sup> (excluding Voluntary Waiver)	(%)	1.03	0.97	1.08	1.19	1.40	1.73
貸倒引当金繰入額 Increase of Loan-loss Reserve	(百万円) (million yen)	173	199	257	331	490	483
利息返還発生額 Loss of Interests Repayments	(百万円) (million yen)	463	500	449	309	277	296
内、返還額 Actual Repayments	(百万円) (million yen)	356	375	342	232	192	215
内、債権放棄 Voluntary Waiver of Repayments	(百万円) (million yen)	107	125	107	77	86	80
利息返還損失引当金繰入額 Increase or Decrease of Reserve for losses on interest repayments	(百万円) (million yen)	419	372	255	244	348	300
利息返還損失引当金残高 Reserve Outstanding for losses on interest repayments	(百万円) (million yen)	1,048	920	726	661	732	736

(注記/Note)

\*1: 融資残高は貸倒償却後の残高 / Balance at term end after write-off of bad loans

\*2: 貸倒率 = 貸倒発生額(含・除債権放棄) / 期末貸倒償却前営業貸付金残高(含破産更正債権)

Loan-loss Rate = Loan-loss Charge (including or excluding voluntary waiver of repayments) /

Balance at term end before write-off of bad loans including Bankruptcy rehabilitation claims

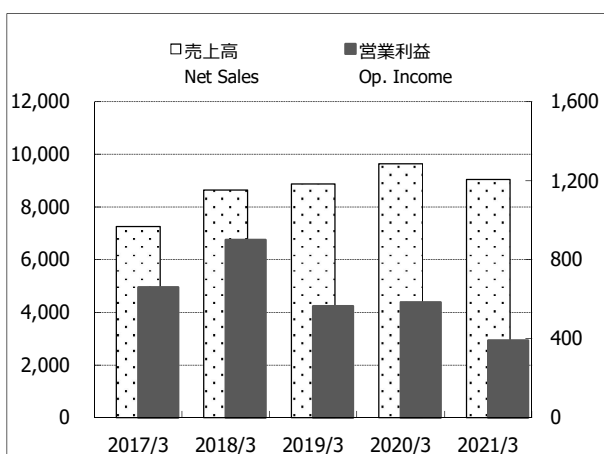
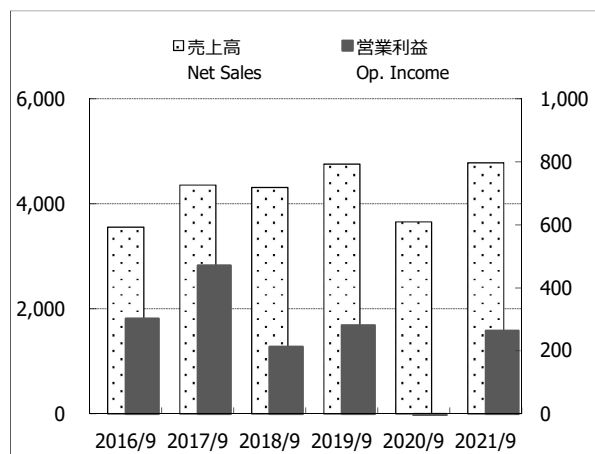
## 3-3-1. BANKANわものや 3-3-1. BANKANwamonoya

(単位:百万円 Unit: million yen)

### 1. 売上・営業利益の推移 Trend of Sales and Op. Income \*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
売上高 Net Sales	(グラフ左軸) (Left)	3,553	4,355	4,310	4,756	3,655	4,783
営業利益 Op. Income	(グラフ右軸) (Right)	302	471	213	281	-188	264

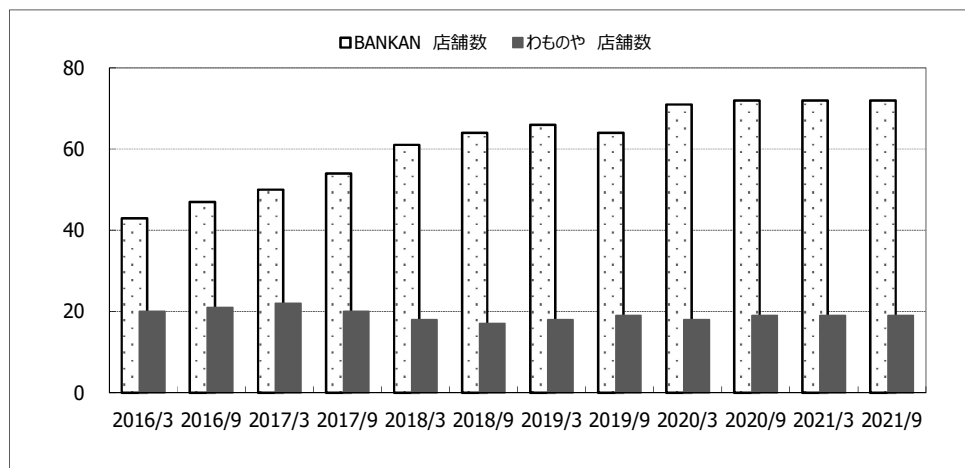
通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高 Net Sales	(グラフ左軸) (Left)	7,258	8,640	8,876	9,636	9,039	
営業利益 Op. Income	(グラフ右軸) (Right)	660	901	565	583	390	



### 2. 店舗数の推移 Trend of Number of Stores

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
BANKAN 店舗数 Number of Stores	(店) (Stores)	47	54	64	64	72	72
わものや 店舗数 Number of Stores	(店) (Stores)	21	20	17	19	19	19

通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
BANKAN 店舗数 Number of Stores	(店) (Stores)	50	61	66	71	72	
わものや 店舗数 Number of Stores	(店) (Stores)	22	18	18	18	19	





## 3-3-2. さが美グループホールディングス

### 3-3-2. Sagami Group Holdings

(単位:百万円 Unit: million yen)

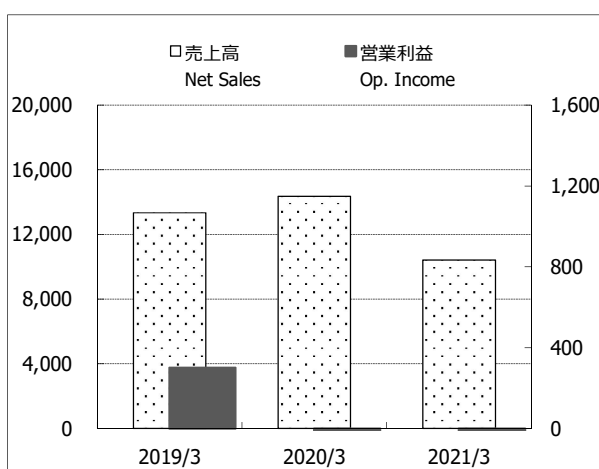
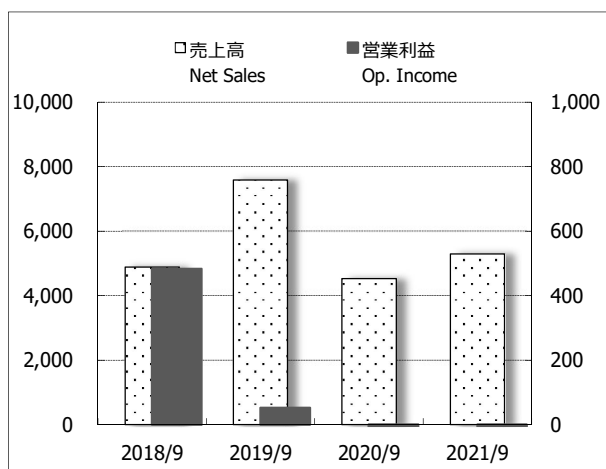
#### 1. 売上・営業利益の推移 Trend of Sales and Op. Income

\*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
売上高 Net Sales	(グラフ左軸) (Left)			4,885	7,581	4,530	5,286
営業利益 Op. Income	(グラフ右軸) (Right)			482	53	-1,105	-601

※2018年6月より連結子会社化、PLへの取込みは2018年7月～

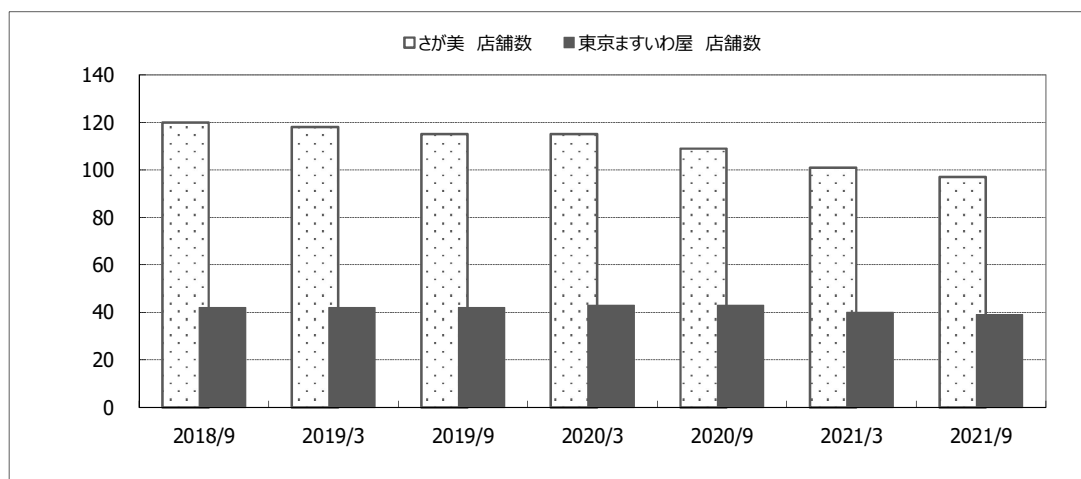
通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
売上高 Net Sales	(グラフ左軸) (Left)			13,337	14,350	10,419	
営業利益 Op. Income	(グラフ右軸) (Right)			300	-305	-1,627	



#### 2. 店舗数の推移 Trend of Number of Stores

第2四半期累計 1st half		2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
さが美 店舗数 Number of Stores	(店) (Stores)			120	115	109	97
東京ますいわ屋 店舗数 Number of Stores	(店) (Stores)			42	42	43	39

通期 Annual		2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
さが美 店舗数 Number of Stores	(店) (Stores)			118	115	101	
東京ますいわ屋 店舗数 Number of Stores	(店) (Stores)			42	43	40	



## 4. 設備投資、減価償却

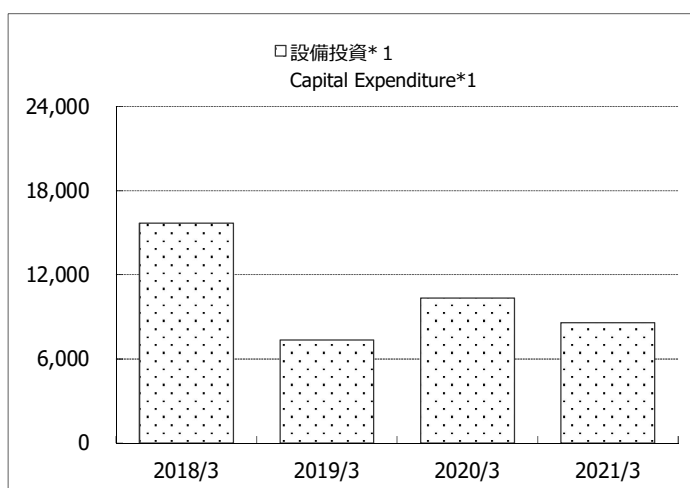
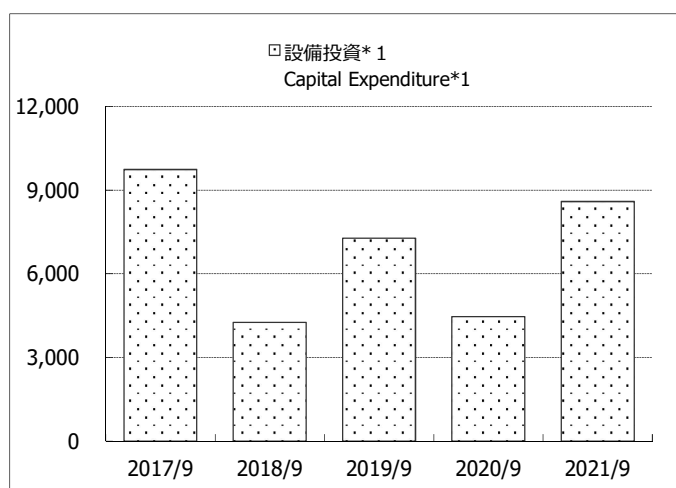
### 4. Capex, Depreciation and Amortization

(単位: 百万円 Unit: million yen)

\*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half	2017/9	2018/9	2019/9	2020/9	2021/9
設備投資*1					
Capital Expenditure*1	9,744	4,262	7,279	4,472	8,596
固定資産*3					
Fixed Assets	101,573	115,074	119,297	122,700	135,226
減価償却*2					
Depreciation & Amortization	1,526	1,521	1,896	2,007	2,151

通期 Annual	2018/3	2019/3	2020/3	2021/3	2022/3
設備投資*1					
Capital Expenditure*1	15,687	7,338	10,342	8,596	
固定資産*3					
Fixed Assets	105,956	114,542	119,445	124,677	
減価償却*2					
Depreciation & Amortization	3,044	3,343	3,793	4,050	



(注記/Note)

\*1: 設備投資額にはソフトウェアなどの無形固定資産およびリース資産への投資額を含む  
It includes the amount of investment in intangible fixed assets and leased assets such as software.

\*2: 減価償却費には無形固定資産関連の償却および長期前払費用を含む  
It includes the amount related investment in intangible fixed assets and long-term expenses in advance.

\*3: 『『税効果会計に係る会計基準』の一部改正』(企業会計基準第28号 平成30年2月16日)等を  
2019年3月期の期首から適用しており、繰延税金資産は投資その他の資産の区分に  
表示し、繰延税金負債は固定負債の区分に表示しております。

"Partial revision of" Accounting Standard for Tax Effect Accounting ""

(Corporate Accounting Standard No. 28, February 16, 2018) etc. has been applied from the beginning of the fiscal year ending March 31, 2019, and deferred tax assets are investments and other The deferred tax liabilities are shown in the fixed liabilities category.

## 5. 借入金の状況(連結)

### 5. Borrowings (Consolidated)

(単位:百万円 Unit: million yen)

\*百万円未満四捨五入 Rounded off to the nearest million

第2四半期累計 1st half	2016/9	2017/9	2018/9	2019/9	2020/9	2021/9
短期 Short-term	9,535	10,548	14,325	25,876	11,729	10,947
長期 Long-term	45,986	47,310	44,874	39,690	53,548	59,117
小計 Sub Total	55,521	57,858	59,199	65,566	65,277	70,064
普通社債 Straight Bond	0	0	10,000	10,000	10,000	10,000
新株予約権付社債 Convertible Bond	0	0	0	0	0	0
合計 Total	55,521	57,858	69,199	75,566	75,277	80,064

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
短期 Short-term	5,925	7,653	14,368	12,046	5,909	
長期 Long-term	46,157	45,472	45,339	55,774	56,798	
小計 Sub Total	52,082	53,125	59,707	67,821	62,707	
普通社債 Straight Bond	0	10,000	10,000	10,000	10,000	
新株予約権付社債 Convertible Bond	0	0	0	0	0	
合計 Total	52,082	63,125	69,707	77,821	72,707	

## 6. 従業員数(連結)

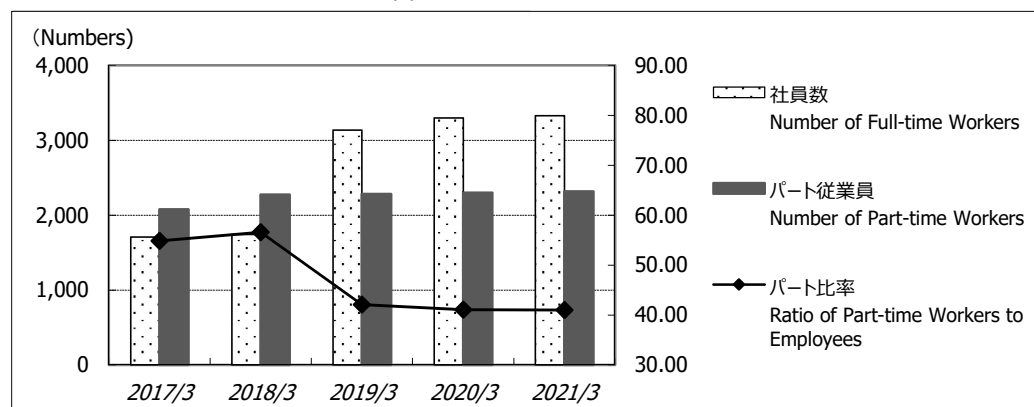
### 6. Number of Employees (Consolidated)

通期 Annual	2017/3	2018/3	2019/3	2020/3	2021/3	2022/3
社員数 Number of Full-time Workers	1,708	1,742	3,134	3,297	3,328	
パート従業員 Number of Part-time Workers	2,076	2,271	2,280	2,299	2,313	
総従業員数 Total Employee	3,784	4,013	5,414	5,596	5,641	
パート比率 Ratio of Part-time Workers to Employees (%)	54.86	56.59	42.11	41.08	41.01	

(注記/Note)

パート従業員数は8時間換算

Part-time workers have been counted by per 8 hours shift.



## 7. 株主・株式数

### 7. Shareholders

#### 1. 株主数 Number of Shareholders

第2四半期累計 1st half	2019/9		2020/9		2021/9	
		増減 Change		増減 Change		増減 Change
単元株主数 Number of Round Lot Shareholders	11,067	3,594	11,834	767	18,502	6,668
個人株主数 Number of Individual Round Lot Shareholders	10,737	3,578	11,482	745	18,081	6,599
総株主数 Number of Shareholders	11,704	3,574	12,563	859	19,295	6,732

通期 Annual	2020/3		2021/3		2022/3	
		増減 Change		増減 Change		増減 Change
単元株主数 Number of Round Lot Shareholders	11,895	3,433	10,231	-1,664		
個人株主数 Number of Individual Round Lot Shareholders	11,586	3,441	9,902	-1,684		
総株主数 Number of Shareholders	12,567	3,459	10,978	-1,589		

#### 2. 所有株式数割合 Distribution of Shareholders

(単位:千株 Unit: 1K shares) 単位:千株 Unit: 1K shares)

第2四半期累計 1st half	2019/9		2020/9		2021/9	
		割合(%) Share		割合(%) Share		割合(%) Share
金融機関 Financial Institutions	20,525	21.2	18,869	19.4	19,924	20.5
その他法人 Corporate Institutions	35,337	36.6	35,306	36.3	42,789	44.0
外国法人等 Foreign Companies	18,413	19.0	19,893	20.5	16,606	17.1
個人その他 Individuals and Others	22,382	23.2	23,177	23.8	17,925	18.4
合計 Total	96,657	100.0	97,244	100.0	97,244	100.0

通期 Annual	2020/3		2021/3		2022/3	
		割合(%) Share		割合(%) Share		割合(%) Share
金融機関 Financial Institutions	18,985	19.5	20,318	20.9		
その他法人 Corporate Institutions	35,353	36.4	35,204	36.2		
外国法人等 Foreign Companies	19,444	20.0	19,425	20.0		
個人その他 Individuals and Others	23,463	24.1	22,297	22.9		
合計 Total	97,244	100.0	97,244	100.0		

## 8. 株価

### 8. Stock Price

#### 1. 分割調整前 Stock Price Before Adjustment

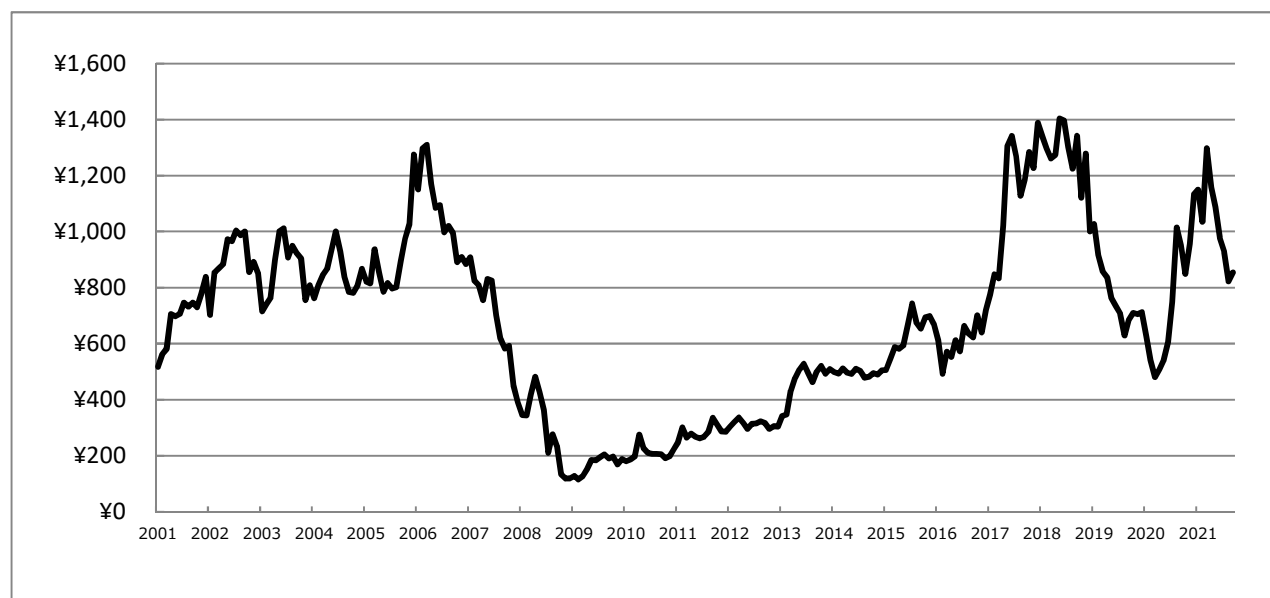
Year	高値 Highest	日付 Date	安値 Lowest	日付 Date	売買高(千株) Stock Dealt (1K)	株式分割 Share Split	日付 Date
2021(to Sep. 30)	¥1,351	19-Mar	¥773	20-Aug	52,679		
2020	¥1,140	30-Dec	¥393	19-Mar	70,523		
2019	¥1,074	17-Jan	¥585	28-Aug	49,141		
2018	¥1,535	1-Feb	¥914	26-Dec	57,307		
2017	¥1,427	27-Dec	¥727	23-Jan	68,675		
2016	¥731	29-Dec	¥486	19-Feb	22,808		
2015	¥779	4-Aug	¥485	7-Jan	18,824		
2014	¥540	21-Jan	¥439	17-Oct	16,740		
2013	¥1,343	8-May	¥617	4-Jan	17,804	1→2	30-Sep
2012	¥679	2-Apr	¥541	15-May	6,104		
2011	¥688	11-Oct	¥408	15-Mar	20,978		
2010	¥570	30-Apr	¥355	1-Feb	20,958		
2009	¥435	26-May	¥217	27-Apr	29,882		
2008	¥984	30-Apr	¥211	3-Dec	90,056		
2007	¥1,911	22-Jan	¥780	28-Dec	66,462		
2006	¥5,480	27-Mar	¥1,732	20-Dec	38,568	1→2	28-Mar
2005	¥5,100	30-Dec	¥3,060	8-Aug	17,035	1→1.1	28-Mar
2004	¥4,530	21-Jun	¥3,300	16-Sep	14,407	1→1.1	26-Mar
2003	¥5,130	19-Jun	¥3,170	9-Dec	14,556	*	
2002	¥5,290	16-Jul	¥3,580	14-Nov	8,841	1→1.1	26-Mar
2001	¥4,660	6-Dec	¥2,150	12-Jan	9,678	1→1.1	27-Mar
2000	¥5,000	14-Aug	¥1,650	11-Jan	13,982	1→1.2	28-Mar
1999	¥4,460	5-Jul	¥800	11-Jan	18,464		
1998	¥1,040	10-Feb	¥600	6-Oct	2,086		
1997	¥1,900	5-Feb	¥530	24-Dec	2,789		
1996	¥2,740	2-Jul	¥1,500	5-Dec	11,439	1→1.1	31-Mar
1995	¥4,310	12-Jan	¥1,580	21-Nov	1,268	1→1.3	31-Mar
1994	¥4,340	26-Dec	¥3,800	2-Dec	2,971		

(注記/Note)

・2003年3月31日現在の株主に対して10株につき1個の新株予約権(1個につき1株)の有償割当を実施。

The new share subscription rights were allocated to the shareholders recorded in the final register of shareholders as of March 31, 2003, at the rate of one new subscription right to ten shares for value.

#### 2. 分割調整後終値 Closing Price With Adjustment



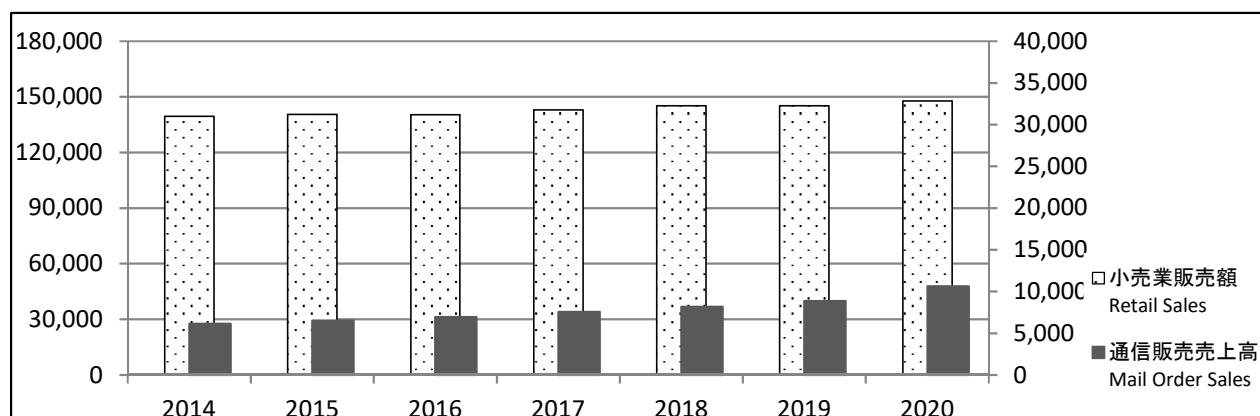
## 9. 通販売業

### 9. Market

#### 1. 市場規模 Market Size

(単位:10億円 Unit: billion yen)

年度 Fiscal Year	2015	2016	2017	2018	2019	2020
小売業販売額 Retail Sales	140,565	140,275	143,005	145,226	145,208	147,857
通信販売売上高 Mail Order Sales	6,510	6,940	7,550	8,180	8,850	10,630
通販シェア(対小売業販売額) Mail Order Share (to Retail Sales)	4.63%	4.95%	5.28%	5.63%	6.09%	7.19%



#### 2. 同業他社業績との比較 Competitor's Data

(単位:百万円 Unit: million yen)

年度 Fiscal Year	2015	2016	2017	2018	2019	2020
<b>ベルーナ(連結) Belluna (Consolidated)</b>						
売上高 Net Sales	131,742	146,083	161,673	177,648	179,948	206,499
経常利益 Ordinary Profit	7,105	12,188	13,248	15,309	10,365	16,872
当期利益 Net Income	3,544	5,802	9,665	10,343	5,862	11,036
<b>ニッセン(連結) Nissen (Consolidated)</b>						
売上高 Net Sales	157,289					
経常利益 Ordinary Profit	-7,363					
当期利益 Net Income	-13,324					
<b>千趣会(連結) Sensyukai (Consolidated)</b>						
売上高 Net Sales	134,321	129,074	125,999	113,344	89,150	83,286
経常利益 Ordinary Profit	-2,540	1,673	-4,206	-4,277	1,418	-3,800
当期利益 Net Income	-5,307	1,420	-11,090	-6,027	8,182	-3,946
<b>スクロール(連結・旧ムトウ) Scroll(Consolidated)</b>						
売上高 Net Sales	62,839	58,864	62,207	71,153	72,634	85,195
経常利益 Ordinary Profit	2,108	1,350	1,458	1,415	2,296	7,519
当期利益 Net Income	2,383	672	-1,035	631	703	5,183
<b>総合通販4社合計 Total of 4 general mail order companies</b>						
売上高 Net Sales	486,191	334,021	349,879	362,145	341,732	374,980
経常利益 Ordinary Profit	-690	15,211	10,500	12,447	14,079	20,591
当期利益 Net Income	-12,704	7,894	-2,460	4,947	14,747	12,273

※2016年から3社合計

Calculated in total for 3 companies from 2016

## 10-1. 連結貸借対照表

### 10-1. Consolidated Balance Sheet

(単位:百万円 Unit: million yen)

\*百万円未満切捨 Rounded down to million yen

(1) 資産	(1) ASSETS	2021/3	2021/9	差額 Change
<b>流動資産</b>	<b>CURRENT ASSETS</b>			
現金及び預金	Cash and deposits	30,778	27,545	-3,233
受取手形及び売掛金	Trade notes and accounts receivable	10,242	-	-10,242
受取手形、売掛金及び契約資産	Trade notes,accounts receivable and contract assets	-	10,099	10,099
営業貸付金	Trade loans	26,892	26,851	-41
有価証券	Marketable Securities	182	184	2
商品及び製品	Merchandise and finished goods	22,006	26,870	4,864
原材料及び貯蔵品	Raw materials and supplies	1,410	1,024	-386
販売用不動産	Real estate for sale	3,385	3,369	-16
仕掛販売用不動産	Real estate for sale in process	9,519	6,936	-2,583
その他	Other current assets	11,782	11,749	-33
貸倒引当金	Allowance for doubtful accounts	-665	-725	-60
<b>流動資産合計</b>	<b>TOTAL CURRENT ASSETS</b>	<b>115,534</b>	<b>113,905</b>	<b>-1,629</b>
<b>固定資産</b>	<b>FIXED ASSETS</b>			
<b>有形固定資産</b>	<b>PROPERTY, PLANT AND EQUIPMENT</b>			
建物及び構築物	Buildings and structures	28,156	35,630	7,474
機械装置及び運搬具	Machinery and equipment	7,486	7,371	-115
工具、器具及び備品	Furniture and fixtures	1,709	1,706	-3
土地	Land	43,038	46,449	3,411
リース資産	Leased assets	110	253	143
建設仮勘定	Construction in progress	12,056	9,574	-2,482
<b>有形固定資産合計</b>	<b>TOTAL PROPERTY, PLANT AND EQUIPMENT</b>	<b>92,558</b>	<b>100,985</b>	<b>8,427</b>
<b>無形固定資産</b>	<b>INTANGIBLE FIXED ASSETS</b>			
のれん	Goodwill	1,988	2,336	348
リース資産	Leased assets	579	658	79
その他	Other intangible assets	8,337	8,493	156
<b>無形固定資産合計</b>	<b>TOTAL INTANGIBLE FIXED ASSETS</b>	<b>10,904</b>	<b>11,487</b>	<b>583</b>
<b>投資その他の資産</b>	<b>INVESTMENTS AND OTHER ASSETS</b>			
投資有価証券	Investment securities	13,314	14,453	1,139
長期貸付金	Long-term lending	1,770	1,776	6
破産更正債権等	Claims provable in bankruptcy, rehabilitation and other	221	191	-30
繰延税金資産	Deferred tax assets	1,371	1,224	-147
その他	Other assets	5,166	5,720	554
貸倒引当金	Allowance for doubtful accounts	-631	-613	18
<b>投資その他の資産合計</b>	<b>TOTAL INVESTMENTS AND OTHER ASSETS</b>	<b>21,213</b>	<b>22,753</b>	<b>1,540</b>
<b>固定資産合計</b>	<b>TOTAL FIXED ASSETS</b>	<b>124,677</b>	<b>135,226</b>	<b>10,549</b>
<b>資産合計</b>	<b>TOTAL ASSETS</b>	<b>240,211</b>	<b>249,131</b>	<b>8,920</b>

## 10-1. 連結貸借対照表

### 10-1. Consolidated Balance Sheet

(単位:百万円 Unit: million yen)

\*百万円未満切捨 Rounded down to million yen

		2021/3	2021/9	差額 Change
<b>(2) 負債</b>	<b>(2) LIABILITIES</b>			
<b>流動負債</b>	<b>CURRENT LIABILITIES</b>			
支払手形及び買掛金	Trade notes and accounts payable	22,250	23,645	1,395
短期借入金	Short-term borrowings	5,909	10,946	5,037
未払費用	Accrued expenses	13,743	12,158	-1,585
リース債務	Lease obligations	235	280	45
未払法人税等	Income taxes payable	4,907	2,338	-2,569
賞与引当金	Provision for bonuses	883	893	10
返品調整引当金	Provision for sales returns	79	-	-79
ポイント引当金	Provision for point program	549	-	-549
その他	Other current liabilities	7,085	8,485	1,400
<b>流動負債合計</b>	<b>TOTAL CURRENT LIABILITIES</b>	<b>55,645</b>	<b>58,748</b>	<b>3,103</b>
<b>固定負債</b>	<b>LONG-TERM LIABILITIES</b>			
社債	Straight Bonds	10,000	10,000	0
長期借入金	Long-term borrowings	56,797	59,117	2,320
利息返還損失引当金	Provision for loss on interest repayment	584	569	-15
リース債務	Lease obligations	459	635	176
退職給付に係る負債	Net defined benefit liability	251	239	-12
役員退職慰労引当金	Provision for directors' retirement benefits	249	249	0
資産除去債務	Asset retirement obligations	1,150	1,144	-6
修繕引当金	Provision for repairs	35	50	15
その他	Other long-term liabilities	1,806	1,824	18
<b>固定負債合計</b>	<b>TOTAL LONG-TERM LIABILITIES</b>	<b>71,334</b>	<b>73,829</b>	<b>2,495</b>
<b>負債合計</b>	<b>TOTAL LIABILITIES</b>	<b>126,980</b>	<b>132,578</b>	<b>5,598</b>
<b>(3) 純資産</b>	<b>(3) NET ASSETS</b>			
<b>株主資本</b>	<b>SHAREHOLDERS' EQUITY</b>			
資本金	Common stock	10,612	10,612	0
資本剰余金	Capital Surplus	10,954	10,954	0
利益剰余金	Retained earnings	94,667	97,055	2,388
自己株式	Treasury stock	-481	-470	11
<b>株主資本合計</b>	<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>115,752</b>	<b>118,153</b>	<b>2,401</b>
<b>その他の包括利益累計額</b>	<b>ACCUMULATED OTHER COMPREHENSIVE INCOME</b>			
その他有価証券評価差額金	Unrealized gains (losses) on available-for-sale securities	1,975	2,144	169
繰延ヘッジ損益	Deferred gains or losses on hedges	-	-59	-59
土地再評価差額金	Revaluation reserve for land	-7	-7	0
為替換算調整勘定	Foreign currency translation adjustment	-5,028	-4,360	668
退職給付に係る調整累計額	Remeasurements of defined benefit plans	-72	-59	13
<b>その他の包括利益累計額合計</b>	<b>TOTAL ACCUMULATED OTHER COMPREHENSIVE INCOME</b>	<b>-3,132</b>	<b>-2,342</b>	<b>790</b>
<b>非支配株主持分</b>	<b>TOTAL MINORITY INTERESTS</b>	<b>611</b>	<b>742</b>	<b>131</b>
<b>純資産合計</b>	<b>TOTAL NET ASSETS</b>	<b>113,231</b>	<b>116,553</b>	<b>3,322</b>
<b>負債・純資産合計</b>	<b>TOTAL LIABILITIES and NET ASSETS</b>	<b>240,211</b>	<b>249,131</b>	<b>8,920</b>



## 10-2. 連結損益計算書

### 10-2. Consolidated Statement of Income

(単位:百万円 Unit: million yen)  
\*百万円未満切捨 Rounded down to million yen

		2020/9	2021/9	前期比 YOY
売上高	Net sales	91,139	105,808	14,669
売上原価	Cost of sales	37,369	44,388	7,019
売上総利益	GROSS PROFIT	53,769	61,419	7,650
返品調整引当金繰延差額	Recersal of provision for returned items	17	-	-17
差引売上総利益	GROSS PROFIT	53,751	61,419	7,668
販売費及び一般管理費	Selling, general and administrative expenses	49,186	56,663	7,477
営業利益	OPERATING INCOME	4,565	4,756	191
<b>営業外収益</b> NON-OPERATING PROFIT				
受取利息	Interest income			0
受取配当金	Dividend income	222	254	32
受取賃貸料	Rent income			0
支払不要債務益	Extinction of dept			0
受取補償金	Compensation income			0
為替差益	Foreign exchange gains		126	126
デリバティブ評価益	Gain on valuation of derivatives	2	-	-2
投資事業組合運用益	Gain on investments in partnership			0
助成金収入	Subsidy income	298	195	-103
その他	Other	337	371	34
営業外収益合計	TOTAL NON-OPERATING PROFIT	860	948	88
<b>営業外費用</b> NON-OPERATING EXPENSES				
支払利息	Interest expense	101	122	21
為替差損	Foreign exchange loss	87	-	-87
支払手数料	Commission fee	12	385	373
減価償却費	Depreciation	9	10	1
その他	Other	88	86	-2
営業外費用合計	TOTAL NON-OPERATING EXPENSES	300	605	305
経常利益	ORDINARY INCOME	5,124	5,100	-24
<b>特別利益</b> EXTRAORDINARY GAINS				
固定資産売却益	Gain from sales of fixed assets	-	4	4
投資有価証券売却益	Gain on sales of investment securities	2	61	59
特別利益合計	TOTAL EXTRAORDINARY GAINS	2	66	64
<b>特別損失</b> EXTRAORDINARY LOSSES				
有形固定資産売却損	Loss on sales of property, plant and equipment	17	0	-17
固定資産除却損	Loss on retirement of noncurrent assets	1	6	5
減損損失	Impairment loss	46	-	-46
有価証券評価損	Loss on valuation of securities	56	-	-56
投資有価証券評価損	Loss on valuation of investment securities	74	35	-39
抱合せ株式消滅差損	Loss on extinguishment of tie-in shares	46	-	-46
特別損失合計	TOTAL EXTRAORDINARY LOSSES	242	41	-201
税金等調整前四半期純利益	INCOME BEFORE INCOME TAXES and MINORITY INTERESTS	4,884	5,125	241
法人税、住民税及び事業税	Income taxes-current	2,107	1,806	-301
法人税等調整額	Income taxes-deferred	-136	106	242
法人税等合計	Total income taxes	1,971	1,913	-58
当期純利益	NET INCOME	2,913	3,212	299
非支配株主に帰属する当期純利益又は当期純損失	Income(Loss) attributable to non-controlling interests	-10	1	11
親会社株主に帰属する当期純利益	Profit attributable to owners of parent	2,923	3,210	287

## 10-3. 連結キャッシュ・フロー計算書

### 10-3. Consolidated Statement of Cash Flows

(単位:百万円 Unit: million yen)

\*百万円未満切捨 Rounded down to million yen

(1) 営業活動によるキャッシュ・フロー	(1) CASH FLOWS FROM OPERATING ACTIVITIES	2020/9	2021/9
税金等調整前当期純利益	Income before income taxes and minority interests	4,884	5,125
減価償却費	Depreciation and amortization	1,645	1,797
返品調整引当金の増減額(-:減少額)	Increase(decrease) in provision for sales returns	17	-
減損損失	Impairment loss	46	-
のれん償却額	Amortization for goodwill	342	328
貸倒引当金の増減額(-:減少額)	Increase(decrease) in allowance for doubtful accounts	-30	38
賞与引当金増減額(-:減少額)	Increase(decrease) in provision for bonuses	-23	1
退職給付に係る負債の増減額(-:減少額)	Increase(decrease) in Net defined benefit liability	25	6
役員退職慰労引当金の増減額(-:減少額)	Increase (decrease) in provision for directors' retirement benefits	-3	-
ポイント引当金の増減額(-:減少額)	Increase(decrease) in provision for point program	-13	-
利息返還損失引当金の増減額(-:減少額)	Increase(decrease) in provision for loss on interest repayment	-10	-15
修繕引当金の増減額(-:減少額)	Increase(decrease) in provision for repairs	14	14
受取利息及び受取配当金	Interest and dividend income	-260	-272
支払利息	Interest expense	101	122
デリバティブ評価損益(-:益)	Loss (gain) on valuation of derivatives	-2	-
投資有価証券売却損益(-:益)	Loss (gain) on sales of investment securities	-2	-61
投資有価証券評価損益(-:益)	Loss (gain) on valuation of investment securities	74	35
為替差損益(-:益)	Foreign exchange losses(gains)	56	-27
固定資産除却損	Loss on retirement of non-current assets	1	6
固定資産売却損益(-:増加額)	Loss on sales of property, plant and equipment	-	-4
売上債権の増減額(-:増加額)	Decrease(increase) in notes and accounts receivable	-904	291
営業貸付金の増減額(-:増加額)	Decrease(increase) in trade loans	365	71
たな卸資産の増減額(-:増加額)	Decrease(increase) in inventories	-2,928	-4,135
販売用不動産の増減額(-:増加額)	Decrease(increase) in real estate for sale	-675	2,936
その他流動資産の増減額(-:増加額)	Decrease(increase) in other current assets	107	53
仕入債務の増減額(-:減少額)	Decrease(increase) of purchase liabilities	3,382	1,151
その他流動負債の増減額(-:減少額)	Increase(decrease) in other current liabilities	741	85
その他固定負債の増減額(-:減少額)	Increase(decrease) in other fixed liabilities	-41	41
その他	Other	-208	-456
小計	Subtotal	6,705	7,135
利息及び配当金の受取額	Interest and dividends received	308	273
利息の支払額	Interest paid	-98	-121
法人税等の還付額	Refund of income taxes	39	25
法人税等の支払額	Income taxes paid	-962	-4,653
<b>営業活動によるキャッシュ・フロー</b>	<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	<b>5,991</b>	<b>2,658</b>
(2) 投資活動によるキャッシュ・フロー	(2) CASH FLOWS FROM INVESTING ACTIVITIES	2020/9	2021/9
定期預金の預入による支出	Payment into time deposits	-674	-
定期預金の払戻による収入	Proceeds from withdrawal of time deposits	667	-
有価証券の売却による収入	Proceeds from sales of marketable securities	75	157
有形固定資産の取得による支出	Acquisition of property, plant and equipment	-4,061	-9,986
有形固定資産の売却による収入	Proceeds from sales of property, plant and equipment	3	4
無形固定資産の取得による支出	Acquisition of intangible fixed assets	-201	-540
投資有価証券の取得による支出	Acquisition of investment securities	-146	-1,604
投資有価証券の売却による収入	Proceeds from sales of investment securities	133	639
子会社株式の取得による支出	Purchase of stock of subsidiaries	-	-626
貸付けによる支出	Payments of loans receivable	-50	-
貸付金の回収による収入	Collection of loans receivable	58	11
差入保証金の差入による支出	Payment for guarantee deposits	-173	-596
差入保証金の回収による収入	Proceeds from collection of guarantee deposits	51	68
その他の支出	Payments for others	-101	-120
その他の収入	Proceeds from others	10	1
連結の範囲の変更を伴う子会社株式の取得による収入		-	385
<b>投資活動によるキャッシュ・フロー</b>	<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>	<b>-4,407</b>	<b>-12,204</b>

## 10-3. 連結キャッシュ・フロー計算書

### 10-3. Consolidated Statement of Cash Flows

(単位:百万円 Unit: million yen)

\*百万円未満切捨 Rounded down to million yen

<b>(3) 財務活動によるキャッシュ・フロー (3) CASH FLOWS FROM FINANCING ACTIVITIES</b>		2020/9	2021/9
短期借入金の純増減額(−:減少)	Net increase(decrease) in short-term loans payable	-1,297	4,353
長期借入れによる収入	Proceeds from long-term loans payable	1,521	5,546
長期借入金の返済による支出	Repayments of long-term loans payable	-2,760	-2,759
自己株式の取得による支出	Purchase of treasury shares	-0	-0
配当金の支払額	Cash dividends paid	-773	-821
リース債務の返済による支出	Repayments of lease obligations	-198	-104
<b>財務活動によるキャッシュ・フロー</b>	<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>	<b>-3,508</b>	<b>6,214</b>
<i>現金及び現金同等物に係る 換算差額</i>	<i>Effect of exchange rate change on cash and cash equivalents</i>	<i>41</i>	<i>100</i>
<i>現金及び現金同等物の増減額 (−:減少)</i>	<i>Net increase(decrease) in cash and cash equivalents</i>	<i>-1,882</i>	<i>-3,230</i>
<i>現金及び現金同等物の期首残高</i>	<i>Cash and cash equivalents at beginning of period</i>	<i>22,292</i>	<i>30,958</i>
<i>合併に伴う 現金及び現金同等物の増加額</i>	<i>Increase in cash and cash equivalents resulting from merger</i>	<i>3</i>	<i>-</i>
<i>現金及び現金同等物の 四半期末残高</i>	<i>Cash and cash equivalents at end of period</i>	<i>20,413</i>	<i>27,728</i>