

# 2020年3月期 第3四半期 決算FLASH

## Financial Results for the 3rd Quarter of Fiscal Year ending March 31, 2020 (Apr. 1, 2019 - Dec. 31, 2019)

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注意:業績計画の各数値は、現在入手可能な情報による判断及び仮定に基づき算定しており、今後の状況により実際の業績等が計画の数値と大きく異なる可能性もあります。  
Note: The estimated figures are based on present assumptions, and actual achievements may differ from these figures according to future risks and uncertainties.

# I. 連結業績 / Consolidated Results

## 1. 損益計算書 / Statements of Income

(単位：百万円、%)  
(millions of yen, %)

|  |   | 2020年3月期 (実績・予想) / FY2020 (Results & Estimates) |                         |                               |                             | 2019年3月期 (実績) / FY2019 (Results) |                       |                               |                         |
|--|---|---|-------------------------|-------------------------------|-----------------------------|----------------------------------|-----------------------|-------------------------------|-------------------------|
|  |   | 上期<br>1st Half (Results)                        | 第3四半期<br>3Q (Results)   | 第3四半期累計<br>9 Months (Results) | 通期<br>Full Year (Estimates) | 上期<br>1st Half (Results)         | 第3四半期<br>3Q (Results) | 第3四半期累計<br>9 Months (Results) | 通期<br>Full Year         |
| 売上高<br>Net Sales   | 金額 / Amount<br>増減率 / yoy chg.                     | 111,029<br>13.8                                 | 65,610<br>▲ 4.0         | 176,639<br>6.5                | 223,000<br>4.3              | 97,536<br>▲ 1.0                  | 68,366<br>2.5         | 165,902<br>0.5                | 213,840<br>0.7          |
| 売上原価<br>Cost of Goods Sold   | 金額 / Amount<br>増減率 / yoy chg.                     | 75,517<br>13.2                                  | 44,912<br>▲ 5.1         | 120,430<br>5.6                | 152,400<br>4.2              | 66,738<br>0.4                    | 47,327<br>2.9         | 114,065<br>1.4                | 146,259<br>1.3          |
| 売上総利益<br>Gross Profit  | 金額 / Amount<br>売上比 / % of Sales<br>増減率 / yoy chg. | 35,511<br>32.0<br>15.3                          | 20,697<br>31.5<br>▲ 1.6 | 56,208<br>31.8<br>8.4         | 70,600<br>31.7<br>4.5       | 30,797<br>31.6<br>▲ 3.8          | 21,039<br>30.8<br>1.7 | 51,837<br>31.2<br>▲ 1.7       | 67,581<br>31.6<br>▲ 0.6 |
| 人件費<br>Salaries  | 金額 / Amount<br>増減率 / yoy chg.                     | 14,448<br>3.9                                   | 7,632<br>11.4           | 22,081<br>6.4                 | 28,800<br>2.7               | 13,906<br>▲ 1.4                  | 6,850<br>▲ 3.4        | 20,756<br>▲ 2.0               | 28,050<br>▲ 3.4         |
| 販売費<br>Selling Expenses  | 金額 / Amount<br>増減率 / yoy chg.                     | 6,268<br>7.1                                    | 3,463<br>▲ 5.9          | 9,731<br>2.1                  | 12,000<br>▲ 4.6             | 5,852<br>6.9                     | 3,678<br>20.3         | 9,531<br>11.7                 | 12,577<br>15.3          |
| 設備費<br>Facilities  | 金額 / Amount<br>増減率 / yoy chg.                     | 5,271<br>4.1                                    | 2,673<br>3.9            | 7,944<br>4.0                  | 11,000<br>7.1               | 5,065<br>▲ 7.3                   | 2,572<br>1.7          | 7,638<br>▲ 4.5                | 10,267<br>▲ 3.6         |
| その他<br>Other   | 金額 / Amount<br>増減率 / yoy chg.                     | 5,075<br>13.7                                   | 2,503<br>8.7            | 7,578<br>12.0                 | 10,800<br>17.3              | 4,465<br>▲ 5.9                   | 2,303<br>▲ 0.3        | 6,768<br>▲ 4.1                | 9,206<br>▲ 3.9          |
| 販売費及び一般管理費<br>SG&A Expenses  | 金額 / Amount<br>売上比 / % of Sales<br>増減率 / yoy chg. | 31,064<br>28.0<br>6.1                           | 16,272<br>24.8<br>5.6   | 47,336<br>26.8<br>5.9         | 62,600<br>28.1<br>4.2       | 29,288<br>30.0<br>▲ 1.7          | 15,406<br>22.5<br>2.8 | 44,695<br>26.9<br>▲ 0.2       | 60,102<br>28.1<br>▲ 0.1 |
| 営業利益<br>Operating Income   | 金額 / Amount<br>売上比 / % of Sales<br>増減率 / yoy chg. | 4,447<br>4.0<br>194.8                           | 4,424<br>6.7<br>▲ 21.5  | 8,871<br>5.0<br>24.2          | 8,000<br>3.6<br>7.0         | 1,508<br>1.5<br>▲ 32.3           | 5,633<br>8.2<br>▲ 1.4 | 7,142<br>4.3<br>▲ 10.0        | 7,478<br>3.5<br>▲ 4.0   |
| 受取利息<br>Interest Income  | 金額 / Amount<br>増減率 / yoy chg.                     | 28<br>▲ 17.0                                    | 19<br>22.8              | 48<br>▲ 4.4                   | 80<br>26.6                  | 34<br>▲ 10.5                     | 16<br>▲ 16.3          | 50<br>▲ 12.4                  | 63<br>▲ 17.8            |
| 受取配当金<br>Dividend Income   | 金額 / Amount<br>増減率 / yoy chg.                     | 35<br>▲ 28.5                                    | 30<br>4.8               | 65<br>▲ 16.2                  | 80<br>2.1                   | 49<br>▲ 19.0                     | 28<br>12.0            | 78<br>▲ 9.8                   | 78<br>▲ 25.6            |
| 受取家賃<br>Rental Income  | 金額 / Amount<br>増減率 / yoy chg.                     | 15<br>57.1                                      | 6<br>10.9               | 21<br>40.3                    | 20<br>▲ 2.8                 | 9<br>▲ 45.4                      | 5<br>▲ 41.1           | 15<br>▲ 43.9                  | 20<br>▲ 39.1            |
| 情報機器賃貸料<br>Lease Revenue of System Equipment                             | 金額 / Amount<br>増減率 / yoy chg.                     | 362<br>▲ 0.1                                    | 181<br>▲ 2.4            | 543<br>▲ 0.9                  | 720<br>▲ 1.8                | 363<br>2.1                       | 185<br>3.1            | 548<br>2.5                    | 733<br>2.3              |
| 受取手数料<br>Commission Received   | 金額 / Amount<br>増減率 / yoy chg.                     | 30<br>▲ 15.3                                    | 14<br>20.3              | 45<br>▲ 6.4                   | 100<br>60.4                 | 36<br>▲ 13.8                     | 12<br>▲ 44.7          | 48<br>▲ 24.4                  | 62<br>▲ 38.0            |
| 受取保険金<br>Insurance Income  | 金額 / Amount<br>増減率 / yoy chg.                     | 114<br>▲ 17.3                                   | —<br>—                  | 114<br>▲ 17.3                 | —<br>—                      | 137<br>—                         | —<br>—                | 137<br>—                      | 158<br>—                |
| 持分法利益<br>Equity Income on Affiliates                                     | 金額 / Amount<br>増減率 / yoy chg.                     | 221<br>148.1                                    | 228<br>▲ 45.0           | 450<br>▲ 10.9                 | 300<br>▲ 18.0               | 89<br>51.8                       | 416<br>49.7           | 505<br>50.1                   | 365<br>147.1            |
| その他<br>Other   | 金額 / Amount<br>増減率 / yoy chg.                     | 354<br>▲ 39.1                                   | 275<br>13.4             | 630<br>▲ 23.7                 | 1,000<br>▲ 6.2              | 445<br>▲ 16.3                    | 242<br>42.3           | 826<br>17.6                   | 907<br>▲ 18.4           |
| 営業外収益<br>Non-operating Income  | 金額 / Amount<br>増減率 / yoy chg.                     | 1,163<br>▲ 0.2                                  | 756<br>▲ 16.6           | 1,920<br>▲ 7.4                | 2,300<br>▲ 3.8              | 1,165<br>5.4                     | 907<br>28.7           | 2,073<br>14.4                 | 2,390<br>4.2            |
| 支払利息<br>Interest Expenses  | 金額 / Amount<br>増減率 / yoy chg.                     | 35<br>148.4                                     | 20<br>188.5             | 56<br>161.8                   | 40<br>43.2                  | 14<br>▲ 18.3                     | 7<br>▲ 32.2           | 21<br>▲ 23.6                  | 27<br>▲ 31.2            |
| 情報機器賃貸費用<br>Lease Expenses of System Equipment                           | 金額 / Amount<br>増減率 / yoy chg.                     | 394<br>▲ 2.5                                    | 199<br>▲ 0.1            | 593<br>▲ 1.7                  | 840<br>4.3                  | 404<br>▲ 5.7                     | 199<br>▲ 4.8          | 604<br>▲ 5.4                  | 805<br>▲ 6.9            |
| 固定資産除却損<br>Loss on Disposal of Fixed Assets                              | 金額 / Amount<br>増減率 / yoy chg.                     | 28<br>▲ 66.1                                    | 5<br>512.7              | 33<br>▲ 60.0                  | 28<br>▲ 66.1                | 83<br>▲ 61.9                     | 0<br>▲ 94.6           | 84<br>▲ 64.1                  | 103<br>▲ 60.0           |
| その他<br>Other   | 金額 / Amount<br>増減率 / yoy chg.                     | 455<br>41.6                                     | 168<br>▲ 30.8           | 632<br>10.3                   | 692<br>▲ 5.0                | 321<br>48.7                      | 243<br>35.3           | 573<br>42.6                   | 729<br>5.3              |
| 営業外費用<br>Non-operating Expenses  | 金額 / Amount<br>増減率 / yoy chg.                     | 914<br>10.9                                     | 402<br>▲ 12.4           | 1,316<br>2.5                  | 1,600<br>▲ 3.9              | 824<br>▲ 6.6                     | 459<br>10.2           | 1,284<br>▲ 1.2                | 1,665<br>▲ 10.2         |
| 経常利益<br>Ordinary Income  | 金額 / Amount<br>売上比 / % of Sales<br>増減率 / yoy chg. | 4,696<br>4.2<br>153.9                           | 4,778<br>7.3<br>▲ 21.4  | 9,475<br>5.4<br>19.5          | 8,700<br>3.9<br>6.1         | 1,849<br>1.9<br>▲ 24.5           | 6,081<br>8.9<br>1.4   | 7,931<br>4.8<br>▲ 6.1         | 8,203<br>3.8<br>▲ 0.3   |
| 特別利益<br>Extraordinary Gains  | 金額 / Amount<br>増減率 / yoy chg.                     | 93<br>▲ 4.3                                     | 0<br>▲ 100.0            | 93<br>▲ 44.7                  | —<br>—                      | 97<br>▲ 20.8                     | 71<br>▲ 57.3          | 169<br>▲ 41.8                 | 1,403<br>▲ 5.0          |
| 特別損失<br>Extraordinary Losses   | 金額 / Amount<br>増減率 / yoy chg.                     | 475<br>▲ 50.5                                   | 0<br>▲ 100.0            | 475<br>▲ 61.5                 | —<br>—                      | 960<br>477.0                     | 275<br>▲ 55.3         | 1,235<br>57.9                 | 1,852<br>27.8           |
| 税引利益<br>Income before Income Taxes and Minority Interests                | 金額 / Amount<br>売上比 / % of Sales<br>増減率 / yoy chg. | 4,315<br>3.9<br>337.0                           | 4,778<br>7.3<br>▲ 18.7  | 9,093<br>5.1<br>32.5          | 8,700<br>3.9<br>12.2        | 987<br>1.0<br>▲ 59.0             | 5,877<br>8.6<br>5.9   | 6,865<br>4.1<br>▲ 13.7        | 7,754<br>3.6<br>▲ 6.1   |
| 法人税、住民税<br>及び事業税<br>Corporate, Local and Income Taxes                    | 金額 / Amount<br>増減率 / yoy chg.                     | 1,201<br>359.5                                  | 1,448<br>▲ 15.9         | 2,649<br>33.6                 | 2,900<br>49.2               | 261<br>▲ 72.1                    | 1,722<br>▲ 7.1        | 1,983<br>▲ 28.9               | 1,944<br>▲ 43.7         |
| 法人税等調整額<br>Adjustments to Income Taxes                                   | 金額 / Amount<br>増減率 / yoy chg.                     | 273<br>84.8                                     | ▲ 112<br>▲ 245.1        | 161<br>▲ 28.3                 | —<br>—                      | 148<br>13.5                      | 77<br>—               | 225<br>—                      | 345<br>▲ 158.8          |
| 四半期純利益<br>Net income   | 金額 / Amount<br>増減率 / yoy chg.                     | 2,840<br>391.5                                  | 3,442<br>▲ 15.6         | 6,282<br>34.9                 | 5,800<br>6.1                | 577<br>▲ 56.9                    | 4,078<br>2.1          | 4,656<br>▲ 12.7               | 5,464<br>1.5            |
| 親会社株主に帰属する<br>四半期純利益<br>Profit attributable to owners of parent          | 金額 / Amount<br>売上比 / % of Sales<br>増減率 / yoy chg. | 2,831<br>2.5<br>375.5                           | 3,406<br>5.2<br>▲ 16.3  | 6,237<br>3.5<br>33.7          | 5,800<br>2.6<br>5.7         | 595<br>▲ 54.8                    | 4,071<br>6.0<br>2.3   | 4,667<br>2.8<br>▲ 11.9        | 5,485<br>2.6<br>1.5     |
| 非支配株主に帰属する<br>四半期純利益<br>Profit attributable to non-controlling interests | 金額 / Amount<br>増減率 / yoy chg.                     | 8<br>—  | 36<br>—                 | 44<br>—                       | —<br>—                      | ▲ 17<br>—                        | 7<br>—                | ▲ 10<br>—                     | ▲ 20<br>—               |

# I. 連結業績 / Consolidated Results

## 2. 報告セグメント別業績 / Segment Information

(単位：百万円)

(millions of yen)

|   |                          | 2020年3月期 (実績・予想) / FY2020 (Results & Estimates) |                       |                               |                                | 2019年3月期実績 / FY2019 (Results) |             |                     |                 |
|---|--------------------------|---|-----------------------|-------------------------------|--------------------------------|-------------------------------|-------------|---------------------|-----------------|
|   |                          | 上期<br>1st Half (Results)                        | 第3四半期<br>3Q (Results) | 第3四半期累計<br>9 Months (Results) | 通期<br>Full Year<br>(Estimates) | 上期<br>1st Half                | 第3四半期<br>3Q | 第3四半期累計<br>9 Months | 通期<br>Full Year |
| 報告セグメント Segment   |                          |   |                       |                               |                                |                               |             |                     |                 |
| 国内オートバックス事業<br>Domestic AUTOBACS Business                         | 総売上高※1<br>Gross Sales    | 91,035  | 53,704                | 144,739                       | 183,810                        | 81,021                        | 59,307      | 140,328             | 179,060         |
|   | 売上高<br>Net Sales         | 90,334  | 53,383                | 143,717                       | 182,610                        | 80,428                        | 58,930      | 139,358             | 177,802         |
|   | 売上総利益<br>Gross Profit    | 28,777  | 16,519                | 45,297                        | 57,770                         | 25,063                        | 17,702      | 42,765              | 55,433          |
|   | 販管費<br>SG&A              | 21,042  | 11,060                | 32,102                        | 42,570                         | 19,668                        | 10,778      | 30,447              | 40,564          |
|   | 営業利益<br>Operating Income | 7,735   | 5,459                 | 13,194                        | 15,200                         | 5,394                         | 6,923       | 12,317              | 14,869          |
| 海外事業<br>Overseas Business   | 総売上高※1<br>Gross Sales    | 6,042   | 3,165                 | 9,207                         | 13,600                         | 5,374                         | 3,028       | 8,402               | 11,217          |
|   | 売上高<br>Net Sales         | 5,884   | 3,097                 | 8,981                         | 13,440                         | 5,232                         | 2,946       | 8,178               | 10,927          |
|   | 売上総利益<br>Gross Profit    | 2,735   | 1,552                 | 4,288                         | 5,750                          | 2,700                         | 1,407       | 4,107               | 5,432           |
|   | 販管費<br>SG&A              | 2,946   | 1,496                 | 4,442                         | 6,050                          | 3,057                         | 1,649       | 4,707               | 6,216           |
|   | 営業利益<br>Operating Income | ▲210  | 55                    | ▲154                          | ▲300                           | ▲357                          | ▲241        | ▲599                | ▲783            |
| ディーラー・BtoB・ネット事業<br>Car dealership, BtoB<br>and Internet Business | 総売上高※1<br>Gross Sales    | 18,045  | 11,349                | 29,395                        | 32,000                         | 14,357                        | 7,918       | 22,275              | 30,028          |
|   | 売上高<br>Net Sales         | 13,978  | 8,715                 | 22,694                        | 25,400                         | 11,048                        | 6,041       | 17,090              | 23,451          |
|   | 売上総利益<br>Gross Profit    | 3,611   | 2,423                 | 6,035                         | 6,340                          | 2,657                         | 1,747       | 4,405               | 6,002           |
|   | 販管費<br>SG&A              | 3,733   | 2,149                 | 5,882                         | 6,940                          | 3,443                         | 1,746       | 5,189               | 7,079           |
|   | 営業利益<br>Operating Income | ▲121  | 274                   | 152                           | ▲600                           | ▲786                          | 1           | ▲784                | ▲1,076          |
| その他の事業※2<br>Others Business                                       | 総売上高※1<br>Gross Sales    | 1,074   | 540                   | 1,615                         | 2,150                          | 1,120                         | 574         | 1,695               | 2,207           |
|   | 売上高<br>Net Sales         | 831   | 413                   | 1,244                         | 1,550                          | 827                           | 448         | 1,275               | 1,659           |
|   | 売上総利益<br>Gross Profit    | 386   | 201                   | 588                           | 740                            | 376                           | 182         | 558                 | 711             |
|   | 販管費<br>SG&A              | 151   | 89                    | 240                           | 440                            | 121                           | 140         | 262                 | 283             |
|   | 営業利益<br>Operating Income | 235   | 112                   | 347                           | 300                            | 255                           | 41          | 296                 | 428             |
| 調整額※3<br>Reconciling items  | 営業利益<br>Operating Income | ▲3,190  | ▲1,477                | ▲4,668                        | ▲6,600                         | ▲2,997                        | ▲1,091      | ▲4,088              | ▲5,958          |

※1「総売上高」はセグメント間の内部売上高および振替高を含む金額です。“Gross Sales” includes the transactions with other segments.

※2「その他の事業」には当社子会社によるリース事業などが含まれます。“Others” includes business such as lease business operated by subsidiary.

※3「調整額」は各報告セグメントに配分していない全社経費であり、主に一般管理費です。“Reconciling items” of Operating profit (loss) is the corporate administrative expense which is not allocable to each reportable segment.

### 【ご参考】 主な旧セグメント情報 / Segment Information

|  |                          | 2020年3月期 (実績・予想) / FY2020 (Results & Estimates) |                       |                               |                                | 2019年3月期実績 (実績) / FY2019 (Results) |             |                     |                 |
|--|--------------------------|---|-----------------------|-------------------------------|--------------------------------|------------------------------------|-------------|---------------------|-----------------|
|  |                          | 上期<br>1st Half (Results)                        | 第3四半期<br>3Q (Results) | 第3四半期累計<br>9 Months (Results) | 通期<br>Full Year<br>(Estimates) | 上期<br>1st Half                     | 第3四半期<br>3Q | 第3四半期累計<br>9 Months | 通期<br>Full Year |
| 単体<br>Non-consolidated                 | 売上高<br>Net Sales         | 79,545  | 49,389                | 128,934                       | 161,900                        | 70,496                             | 54,047      | 124,544             | 156,621         |
|  | 売上総利益<br>Gross Profit    | 16,789  | 10,741                | 27,531                        | 35,380                         | 14,762                             | 11,459      | 26,222              | 33,140          |
|  | 販管費<br>SG&A              | 14,046  | 7,131                 | 21,177                        | 28,910                         | 13,215                             | 6,991       | 20,206              | 26,930          |
|  | 営業利益<br>Operating Income | 2,743   | 3,610                 | 6,353                         | 6,470                          | 1,547                              | 4,468       | 6,015               | 6,210           |
| 国内店舗子会社<br>Domestic store subsidiaries | 売上高<br>Net Sales         | 27,983  | 15,364                | 43,348                        | 56,000                         | 24,345                             | 16,143      | 40,488              | 53,453          |
|  | 売上総利益<br>Gross Profit    | 12,241  | 6,374                 | 18,616                        | 23,760                         | 10,409                             | 6,625       | 17,034              | 22,857          |
|  | 販管費<br>SG&A              | 11,013  | 5,812                 | 16,826                        | 22,260                         | 10,244                             | 5,405       | 15,649              | 21,223          |
|  | 営業利益<br>Operating Income | 1,228   | 561                   | 1,789                         | 1,500                          | 165                                | 1,220       | 1,385               | 1,633           |

# I. 連結業績 / Consolidated Results

## 3. 連結キャッシュフロー計算書 / Consolidated Statements of Cash Flows

(単位：百万円)  
(millions of yen)

|  | 2020年3月期                      | 2019年3月期                      |
|--|-------------------------------|-------------------------------|
|  | 第3四半期累計<br>9 Months (Results) | 第3四半期累計<br>9 Months (Results) |
| <b>営業活動によるキャッシュ・フロー / Operating Activities</b>   |                               |                               |
| 税金等調整前四半期純利益<br>Income before income taxes and minority interests  | 9,093                         | 6,865                         |
| 減価償却費<br>Depreciation  | 3,327                         | 2,771                         |
| 減損損失<br>Impairment losses on fixed assets  | 177                           | -                             |
| のれん償却額<br>Amortization of goodwill   | 179                           | 94                            |
| 受取利息及び受取配当金<br>Interest and dividend income  | ▲ 114                         | ▲ 129                         |
| 支払利息<br>Interest expenses  | 56                            | 21                            |
| 特別退職金<br>Special retirement expenses   | -                             | 273                           |
| 災害による損失<br>Loss on disaster  | -                             | 962                           |
| 段階取得に係る差損益 (△は益)<br>Loss (gain) on step acquisitions   | ▲ 93                          | -                             |
| 商品自主回収関連損失<br>Voluntary product recall-related loss  | 141                           | -                             |
| 売上債権の増減額 (▲は増加)<br>Decrease (increase) in trade notes and accounts receivables   | ▲ 13,744                      | ▲ 19,069                      |
| リース投資資産の増減額 (▲は増加)<br>Decrease (increase) in investments in lease  | 770                           | 959                           |
| たな卸資産の増減額 (▲は増加)<br>Decrease (increase) in inventories   | ▲ 2,966                       | ▲ 5,146                       |
| 仕入債務の増減額 (▲は減少)<br>Increase (decrease) in trade notes and accounts payable   | 10,295                        | 14,109                        |
| その他<br>Others  | 2,116                         | 3,134                         |
| 小計<br>Subtotal   | 9,241                         | 4,846                         |
| 利息及び配当金の受取額<br>Interest and dividend received  | 140                           | 141                           |
| 利息の支払額<br>Interest paid  | ▲ 57                          | ▲ 21                          |
| 法人税等の支払額又は還付額 (▲は支払)<br>Taxes paid   | ▲ 1,231                       | ▲ 4,406                       |
| 営業活動によるキャッシュ・フロー<br>Net cash provided by (used in) operating   | 8,092                         | 559                           |
| <b>投資活動によるキャッシュ・フロー / Investing Activities</b>   |                               |                               |
| 定期預金の預入による支出<br>Payments into time deposits  | ▲ 81                          | ▲ 102                         |
| 定期預金の払戻による収入<br>Proceeds from withdrawal of time deposits  | 170                           | 19                            |
| 有形及び無形固定資産の取得による支出<br>Payment for tangible and intangible fixed assets (Capital expenditures)                              | ▲ 2,284                       | ▲ 4,131                       |
| 有形及び無形固定資産の売却による収入<br>Proceeds from sales of tangible and intangible fixed assets  | 257                           | 1,463                         |
| 有価証券、投資有価証券の取得による支出<br>Payment for marketable securities and investment securities   | -                             | ▲ 0                           |
| 有価証券、投資有価証券の売却及び償還による収入<br>Proceeds from sales of marketable securities and investment securities                          | 17                            | 25                            |
| 事業譲受による支出<br>Payments for transfer of business   | -                             | ▲ 109                         |
| 連結の範囲の変更を伴う子会社株式の取得による支出<br>Payment for purchase of shares of subsidiaries resulting in change in scope of consolidation   | ▲ 577                         | ▲ 629                         |
| 連結の範囲の変更を伴う子会社株式の取得による収入<br>Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation | 386                           | -                             |
| 関係会社株式の取得による支出<br>Purchase of stocks of subsidiaries and affiliates  | ▲ 618                         | -                             |
| 貸付けによる支出<br>Payment of loans receivable  | -                             | ▲ 0                           |
| 貸付金の回収による収入<br>Collection of loans   | 8                             | 758                           |
| その他<br>Others  | 32                            | ▲ 306                         |
| 投資活動によるキャッシュ・フロー<br>Net cash provided by (used in) investing activities  | ▲ 2,688                       | ▲ 3,013                       |
| <b>財務活動によるキャッシュ・フロー / Financing activities</b>   |                               |                               |
| 短期借入金の純増減額 (▲は減少)<br>Net increase (decrease) in short-term borrowings  | ▲ 1,425                       | ▲ 116                         |
| 長期借入による収入<br>Proceeds from long-term debt  | 637                           | -                             |
| 長期借入金の返済による支出<br>Repayments of long-term debt  | ▲ 443                         | ▲ 1,102                       |
| 自己株式の取得による支出<br>Purchase of treasury stock   | ▲ 2,088                       | ▲ 0                           |
| 配当金の支払額<br>Dividends paid  | ▲ 4,825                       | ▲ 4,948                       |
| その他<br>Others  | ▲ 422                         | ▲ 79                          |
| 財務活動によるキャッシュ・フロー<br>Net cash provided by (used in) financing activities  | ▲ 8,567                       | ▲ 6,247                       |
| 現金及び現金同等物に係る換算差額<br>Effect of exchange rate changes on cash and cash equivalents   | ▲ 24                          | ▲ 9                           |
| 現金及び現金同等物の増減額 (▲は減少)<br>Net increase (decrease) in cash and cash equivalents   | ▲ 3,188                       | ▲ 8,711                       |
| 現金及び現金同等物の期首残高<br>Cash and cash equivalents, beginning of the period/ year   | 30,531                        | 39,050                        |
| 現金及び現金同等物の四半期末残高<br>Cash and cash equivalents, end of the period   | 27,343                        | 30,339                        |

# I. 連結業績 / Consolidated Results

## 4. 設備投資 / Capital Expenditures

(単位：百万円)  
(millions of yen)

|                                       |                | 2020年3月期(実績・計画) / FY2020 (Results & Estimates) |                       |                               |                             | 2019年3月期(実績) / FY2019 (Results) |             |                     |                 |
|---------------------------------------|----------------|--|-----------------------|-------------------------------|-----------------------------|---------------------------------|-------------|---------------------|-----------------|
|                                       |                | 上期<br>1st Half (Results)                       | 第3四半期<br>3Q (Results) | 第3四半期累計<br>9 Months (Results) | 通期<br>Full Year (Estimates) | 上期<br>1st Half                  | 第3四半期<br>3Q | 第3四半期累計<br>9 Months | 通期<br>Full Year |
| 新規出店<br>New Store Openings            | 金額 / Amount    | 95   | 12                    | 108                           | 130                         | 849                             | 1,448       | 2,297               | 2,380           |
|                                       | 増減額 / yoy chg. | ▲ 753  | ▲ 1,435               | ▲ 2,189                       | ▲ 2,250                     | 687                             | 687         | 2,107               | 2,127           |
| 既存店改装・改修<br>Store Remodeling & Repair | 金額 / Amount    | 147  | 233                   | 380                           | 1,700                       | 269                             | 159         | 428                 | 178             |
|                                       | 増減額 / yoy chg. | ▲ 122  | 74                    | ▲ 48                          | 1,522                       | 196                             | 220         | 316                 | 24              |
| 土地<br>Land                            | 金額 / Amount    | 60   | 0                     | 60                            | 245                         | —                               | —           | —                   | —               |
|                                       | 増減額 / yoy chg. | 60   | 0                     | 60                            | 245                         | —                               | —           | ▲ 446               | ▲ 446           |
| 情報化投資<br>IT Systems                   | 金額 / Amount    | 625  | 319                   | 945                           | 2,745                       | 274                             | 249         | 523                 | 781             |
|                                       | 増減額 / yoy chg. | 351  | 70                    | 421                           | 1,964                       | ▲ 160                           | ▲ 134       | ▲ 77                | 33              |
| その他<br>Other                          | 金額 / Amount    | 503  | 287                   | 790                           | 580                         | 574                             | 306         | 881                 | 1,278           |
|                                       | 増減額 / yoy chg. | 503  | 287                   | 790                           | ▲ 698                       | ▲ 684                           | ▲ 306       | ▲ 1,117             | ▲ 708           |
| 設備投資計<br>Total Capital Expenditures   | 金額 / Amount    | 1,432  | 852                   | 2,284                         | 5,400                       | 1,968                           | 2,163       | 4,131               | 4,618           |
|                                       | 増減額 / yoy chg. | ▲ 536  | ▲ 1,310               | ▲ 1,846                       | 782                         | 39                              | 486         | 782                 | 1,031           |
| 減価償却費<br>Depreciation                 | 金額 / Amount    | 2,219  | 1,107                 | 3,327                         | 4,200                       | 1,823                           | 947         | 2,771               | 3,726           |
|                                       | 増減額 / yoy chg. | 396  | 160                   | 556                           | 474                         | ▲ 312                           | 5           | 317                 | ▲ 304           |

# I. 連結業績 / Consolidated Results

## 5. 海外子会社 国別の損益 / Sales and Profits by Country

(単位：百万円、%)  
(millions of yen, %)

|                      |                         | 2020年3月期(実績・計画) / FY2020 (Results & Estimates) |                       |                               |                             | 2019年3月期(実績) / FY2019 (Results) |             |                     |                 |
|----------------------|-------------------------|--|-----------------------|-------------------------------|-----------------------------|---------------------------------|-------------|---------------------|-----------------|
|                      |                         | 上期<br>1st Half (Results)                       | 第3四半期<br>3Q (Results) | 第3四半期累計<br>9 Months (Results) | 通期<br>Full Year (Estimates) | 上期<br>1st Half                  | 第3四半期<br>3Q | 第3四半期累計<br>9 Months | 通期<br>Full Year |
| フランス<br>France       | 売上高 / Net Sales         | 3,705  | 1,707                 | 5,412                         | 7,000                       | 4,172                           | 1,839       | 6,011               | 7,846           |
|                      | 増減率 / yoy chg.          | ▲ 11.2   | ▲ 7.2                 | ▲ 10.0                        | ▲ 10.8                      | 19.0                            | 9.7         | 16.0                | 9.1             |
| France               | 営業利益 / Operating Income | 24   | 6                     | 30                            | ▲ 10                        | 3                               | ▲ 77        | ▲ 74                | ▲ 93            |
|                      | 増減率 / yoy chg.          | 626.7  | —                     | —                             | —                           | ▲ 28.4                          | —           | —                   | —               |
| タイ<br>Thailand       | 売上高 / Net Sales         | 369  | 223                   | 592                           | 860                         | 223                             | 140         | 364                 | 510             |
|                      | 増減率 / yoy chg.          | 65.4   | 58.5                  | 62.7                          | 68.5                        | 27.6                            | 31.4        | 29.1                | 37.4            |
| Thailand             | 営業利益 / Operating Income | ▲ 55   | ▲ 15                  | ▲ 70                          | ▲ 100                       | ▲ 72                            | ▲ 28        | ▲ 101               | ▲ 139           |
|                      | 増減率 / yoy chg.          | —  | —                     | —                             | —                           | —                               | —           | —                   | —               |
| 中国<br>China          | 売上高 / Net Sales         | 549  | 303                   | 853                           | 1,070                       | 251                             | 222         | 473                 | 573             |
|                      | 増減率 / yoy chg.          | 119.0  | 36.6                  | 80.3                          | 86.7                        | 33.9                            | 41.0        | 37.1                | 26.7            |
| China                | 営業利益 / Operating Income | 10   | 15                    | 26                            | 50                          | ▲ 11                            | 38          | 26                  | 6               |
|                      | 増減率 / yoy chg.          | —  | ▲ 59                  | ▲ 1                           | 665                         | —                               | 145         | 715.9               | —               |
| シンガポール<br>Singapore  | 売上高 / Net Sales         | 661  | 556                   | 1,217                         | 1,560                       | 623                             | 364         | 987                 | 1,310           |
|                      | 増減率 / yoy chg.          | 6.1  | 52.6                  | 23.3                          | 19.0                        | ▲ 10.7                          | 2.7         | ▲ 6.2               | ▲ 5.8           |
| Singapore            | 営業利益 / Operating Income | 13   | 103                   | 116                           | 50                          | 7                               | 4           | 12                  | 25              |
|                      | 増減率 / yoy chg.          | 80.0   | 1,994.3               | 848.4                         | 95.0                        | ▲ 84.8                          | ▲ 71.9      | ▲ 81.4              | ▲ 76.4          |
| マレーシア<br>Malaysia    | 売上高 / Net Sales         | 30   | 17                    | 47                            | 50                          | 23                              | 12          | 35                  | 48              |
|                      | 増減率 / yoy chg.          | 30.0   | 36.5                  | 32.3                          | 3.6                         | 75.7                            | 40.5        | 61.4                | 30.8            |
| Malaysia             | 営業利益 / Operating Income | ▲ 9  | ▲ 4                   | ▲ 14                          | ▲ 40                        | ▲ 23                            | ▲ 8         | ▲ 32                | ▲ 38            |
|                      | 増減率 / yoy chg.          | —  | —                     | —                             | —                           | —                               | —           | —                   | —               |
| オーストラリア<br>Australia | 売上高 / Net Sales         | 692  | 354                   | 1,047                         | 1,760                       | —                               | 405         | 405                 | 763             |
|                      | 増減率 / yoy chg.          | —  | ▲ 12.5                | 158.3                         | 130.7                       | —                               | —           | —                   | —               |
| Australia            | 営業利益 / Operating Income | 12   | 3                     | 16                            | 110                         | —                               | 29          | 29                  | 38              |
|                      | 増減率 / yoy chg.          | —  | ▲ 88.4                | ▲ 45.1                        | 189.5                       | —                               | —           | —                   | —               |

## II. 国内オートバックス事業 / Domestic AUTOBACS Business

### 商品別・部門別売上高 / Net Sales Breakdown by Type of Operation and Merchandise

(単位：百万円、% / millions of yen, %)

|  |  | 2020年3月期(実績) / FY2020 (Results)              |                         |                          | 2019年3月期(実績) / FY2019 (Results) |                      |                      |                       |                       |
|--|--|--|-------------------------|--------------------------|---------------------------------|----------------------|----------------------|-----------------------|-----------------------|
|  |  | 上期 / 1st Half                                | 第3四半期<br>3Q             | 第3四半期累計<br>9 Months      | 上期 / 1st Half                   | 第3四半期<br>3Q          | 第3四半期累計<br>9 Months  | 通期<br>Full Year       |                       |
| 卸売部門<br>/<br>W<br>H<br>O<br>L<br>E<br>S<br>A<br>L<br>E   | タイヤ・ホイール<br>Tires and Wheels                         | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 17,807<br>31.5<br>21.0  | 11,453<br>32.6<br>▲ 29.9 | 29,260<br>31.9<br>▲ 5.8         | 14,721<br>28.8<br>-  | 16,335<br>40.5<br>-  | 31,057<br>34.0<br>-   | 36,339<br>31.9<br>-   |
|  | カーエレクトロニクス<br>Car Electronics                        | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 12,938<br>22.9<br>19.6  | 7,363<br>21.0<br>3.9     | 20,302<br>22.2<br>13.4          | 10,821<br>21.2<br>-  | 7,088<br>17.6<br>-   | 17,910<br>19.6<br>-   | 23,379<br>20.5<br>-   |
|  | オイル・バッテリー<br>Oil and Batteries                       | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 4,405<br>7.8<br>▲ 3.4   | 3,075<br>8.8<br>3.4      | 7,480<br>8.2<br>▲ 0.7           | 4,560<br>8.9<br>-    | 2,974<br>7.4<br>-    | 7,535<br>8.2<br>-     | 9,684<br>8.5<br>-     |
|  | アクセサリ・メンテナンス用品<br>Accessories and maintenance        | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 13,092<br>23.2<br>1.6   | 8,891<br>25.3<br>▲ 2.7   | 21,984<br>24.0<br>▲ 0.2         | 12,885<br>25.2<br>-  | 9,137<br>22.7<br>-   | 22,022<br>24.1<br>-   | 27,709<br>24.3<br>-   |
|  | 車検・サービス<br>Statutory safety inspections and services | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 2,899<br>5.1<br>3.0     | 1,417<br>4.0<br>▲ 8.4    | 4,317<br>4.7<br>▲ 1.0           | 2,814<br>5.5<br>-    | 1,547<br>3.8<br>-    | 4,361<br>4.8<br>-     | 5,710<br>5.0<br>-     |
|  | 車買取・販売<br>Car purchase & sales                       | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 755<br>1.3<br>▲ 18.6    | 230<br>0.7<br>▲ 35.1     | 985<br>1.1<br>▲ 23.2            | 928<br>1.8<br>-      | 354<br>0.9<br>-      | 1,282<br>1.4<br>-     | 1,685<br>1.5<br>-     |
|  | その他<br>Others  | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 4,553<br>8.1<br>3.3     | 2,668<br>7.6<br>▲ 7.2    | 7,222<br>7.9<br>▲ 0.8           | 4,407<br>8.6<br>-    | 2,876<br>7.1<br>-    | 7,283<br>7.9<br>-     | 9,487<br>8.3<br>-     |
|  | <b>小計<br/>Sub Total</b>                              | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 56,452<br>100<br>10.4   | 35,100<br>100<br>▲ 12.9  | 91,553<br>100<br>0.1            | 51,140<br>100<br>-   | 40,313<br>100<br>-   | 91,453<br>100<br>-    | 113,996<br>100<br>-   |
| 小売部門<br>/<br>R<br>E<br>T<br>A<br>I<br>L  | タイヤ・ホイール<br>Tires and Wheels                         | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 5,696<br>17.3<br>22.5   | 4,252<br>23.9<br>▲ 16.0  | 9,949<br>19.6<br>2.4            | 4,648<br>16.5<br>-   | 5,062<br>27.9<br>-   | 9,711<br>21.0<br>-    | 12,252<br>19.9<br>-   |
|  | カーエレクトロニクス<br>Car Electronics                        | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 5,063<br>15.4<br>26.7   | 2,358<br>13.3<br>14.5    | 7,421<br>14.7<br>22.5           | 3,995<br>14.2<br>-   | 2,060<br>11.4<br>-   | 6,055<br>13.1<br>-    | 8,235<br>13.3<br>-    |
|  | オイル・バッテリー<br>Oil and Batteries                       | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 2,559<br>7.8<br>6.4     | 1,520<br>8.5<br>8.9      | 4,079<br>8.1<br>7.3             | 2,405<br>8.5<br>-    | 1,395<br>7.7<br>-    | 3,801<br>8.2<br>-     | 5,051<br>8.2<br>-     |
|  | アクセサリ・メンテナンス用品<br>Accessories and maintenance        | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 7,168<br>21.8<br>12.6   | 3,808<br>21.4<br>0.3     | 10,976<br>21.7<br>8.0           | 6,364<br>22.6<br>-   | 3,797<br>20.9<br>-   | 10,162<br>21.9<br>-   | 13,541<br>21.9<br>-   |
|  | 車検・サービス<br>Statutory safety inspections and services | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 6,837<br>20.8<br>15.1   | 3,489<br>19.7<br>3.4     | 10,327<br>20.4<br>10.9          | 5,938<br>21.0<br>-   | 3,375<br>18.6<br>-   | 9,313<br>20.1<br>-    | 12,525<br>20.3<br>-   |
|  | 車買取・販売<br>Car purchase & sales                       | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 4,393<br>13.4<br>12.9   | 1,770<br>10.0<br>▲ 7.6   | 6,163<br>12.2<br>6.1            | 3,892<br>13.8<br>-   | 1,915<br>10.6<br>-   | 5,808<br>12.5<br>-    | 8,079<br>13.1<br>-    |
|  | その他<br>Others  | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 1,121<br>3.4<br>16.2    | 559<br>3.2<br>6.5        | 1,681<br>3.3<br>12.8            | 965<br>3.4<br>-      | 525<br>2.9<br>-      | 1,490<br>3.2<br>-     | 2,024<br>3.3<br>-     |
|  | <b>小計<br/>Sub Total</b>                              | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 32,840<br>100<br>16.4   | 17,759<br>100<br>▲ 2.1   | 50,599<br>100<br>9.2            | 28,211<br>100<br>-   | 18,133<br>100<br>-   | 46,344<br>100<br>-    | 61,711<br>100<br>-    |
| 不動産賃貸収入及びリース収入<br>Rent and Lease Revenue ①   | 売上高 / Sales<br>増減率 / yoy                             | 1,041<br>▲ 3.3                               | 524<br>8.4              | 1,565<br>0.3             | 1,077<br>-                      | 483<br>8.4           | 1,560<br>-           | 2,094<br>-            |                       |
| A<br>B<br>事業計<br>/<br>W<br>H<br>O<br>L<br>E<br>S<br>A<br>L<br>E<br>+<br>R<br>E<br>T<br>A<br>I<br>L | タイヤ・ホイール<br>Tires and Wheels                         | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 23,503<br>26.0<br>21.3  | 15,705<br>29.4<br>▲ 26.6 | 39,209<br>27.3<br>▲ 3.8         | 19,370<br>24.1<br>-  | 21,397<br>36.3<br>-  | 40,768<br>29.3<br>-   | 48,592<br>27.3<br>-   |
|  | カーエレクトロニクス<br>Car Electronics                        | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 18,001<br>19.9<br>21.5  | 9,722<br>18.2<br>6.3     | 27,723<br>19.3<br>15.7          | 14,817<br>18.4<br>-  | 9,148<br>15.5<br>-   | 23,966<br>17.2<br>-   | 31,614<br>17.8<br>-   |
|  | オイル・バッテリー<br>Oil and Batteries                       | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 6,964<br>7.7<br>▲ 0.0   | 4,595<br>8.6<br>5.2      | 11,559<br>8.0<br>2.0            | 6,966<br>8.7<br>-    | 4,369<br>7.4<br>-    | 11,336<br>8.1<br>-    | 14,736<br>8.3<br>-    |
|  | アクセサリ・メンテナンス用品<br>Accessories and maintenance        | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 20,261<br>22.4<br>5.3   | 12,700<br>23.8<br>▲ 1.8  | 32,961<br>22.9<br>2.4           | 19,249<br>23.9<br>-  | 12,935<br>22.0<br>-  | 32,185<br>23.1<br>-   | 41,251<br>23.2<br>-   |
|  | 車検・サービス<br>Statutory safety inspections and services | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 9,737<br>10.8<br>11.2   | 4,907<br>9.2<br>▲ 0.3    | 14,644<br>10.2<br>7.1           | 8,752<br>10.9<br>-   | 4,922<br>8.4<br>-    | 13,675<br>9.8<br>-    | 18,236<br>10.2<br>-   |
|  | 車買取・販売<br>Car purchase & sales                       | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 5,149<br>5.7<br>6.8     | 2,000<br>3.8<br>▲ 11.9   | 7,149<br>5.0<br>0.8             | 4,820<br>6.0<br>-    | 2,270<br>3.8<br>-    | 7,090<br>5.1<br>-     | 9,765<br>5.5<br>-     |
|  | その他+①<br>Others+①                                    | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 6,717<br>7.4<br>4.1     | 3,752<br>7.0<br>▲ 3.4    | 10,469<br>7.3<br>1.3            | 6,450<br>8.0<br>-    | 3,885<br>6.6<br>-    | 10,335<br>7.4<br>-    | 13,606<br>7.7<br>-    |
|  | <b>総合計<br/>Total</b>                                 | 売上高 / Sales<br>構成比 / % of Sales<br>増減率 / yoy | 90,334<br>100.0<br>12.3 | 53,383<br>100.0<br>▲ 9.4 | 143,717<br>100.0<br>3.1         | 80,428<br>100.0<br>- | 58,930<br>100.0<br>- | 139,358<br>100.0<br>- | 177,802<br>100.0<br>- |

※2020年3月期より連結業績から国内オートバックス事業の商品別・部門別売上高に変更しています。

From the fiscal year ending March 31, 2020, the figures have been changed from consolidated results to sales by product / department in the domestic AUTOBACS business.

### III. 国内店舗売上高(FC含む)の推移 / Domestic Retail Sales (Including FC Stores)

#### 商品別店舗売上高 / Retail Sales Breakdown and Change by Merchandise

(単位：百万円、%)

(millions of yen, %)

(全店 / total store basis)

|                               |                               | 2020年3月期(実績) / FY2020 (Results) |                      |                     | 2019年3月期(実績) / FY2019 (Results) |                      |                     |                |
|-------------------------------|-------------------------------|---------------------------------|----------------------|---------------------|---------------------------------|----------------------|---------------------|----------------|
|                               |                               | 上期 / 1st Half                   | 第3四半期<br>3rd Quarter | 第3四半期累計<br>9 Months | 上期 / 1st Half                   | 第3四半期<br>3rd Quarter | 第3四半期累計<br>9 Months | 通期 / Full Year |
| サービス<br>Services              | 売上高 / Category Sales          | 29,421                          | 15,185               | 44,607              | 26,855                          | 16,074               | 42,930              | 57,118         |
|                               | 増減率 / yoy chg.                | 9.5                             | ▲ 5.6                | 3.9                 | 1.4                             | 6.2                  | 3.2                 | 3.8            |
|                               | 構成比 / % of Total Retail Sales | 25.3                            | 22.9                 | 24.4                | 25.8                            | 21.6                 | 24.0                | 24.5           |
| タイヤ<br>Tires                  | 売上高 / Category Sales          | 23,951                          | 17,351               | 41,302              | 19,630                          | 21,997               | 41,627              | 51,366         |
|                               | 増減率 / yoy chg.                | 22.0                            | ▲ 21.2               | ▲ 0.8               | ▲ 2.9                           | 3.3                  | 0.3                 | ▲ 1.8          |
|                               | 構成比 / % of Total Retail Sales | 20.6                            | 26.2                 | 22.6                | 18.9                            | 29.5                 | 23.3                | 22.0           |
| ホイール<br>Wheels                | 売上高 / Category Sales          | 2,332                           | 3,409                | 5,742               | 2,006                           | 4,740                | 6,747               | 8,190          |
|                               | 増減率 / yoy chg.                | 16.2                            | ▲ 28.1               | ▲ 15.0              | ▲ 10.3                          | ▲ 0.6                | ▲ 3.7               | ▲ 7.8          |
|                               | 構成比 / % of Total Retail Sales | 2.0                             | 5.1                  | 3.1                 | 1.9                             | 6.4                  | 3.8                 | 3.5            |
| カーエレクトロニクス<br>Car Electronics | 売上高 / Category Sales          | 21,713                          | 9,461                | 31,175              | 18,054                          | 9,332                | 27,387              | 37,304         |
|                               | 増減率 / yoy chg.                | 20.2                            | 1.3                  | 13.8                | 6.6                             | ▲ 7.0                | 1.5                 | 2.4            |
|                               | 構成比 / % of Total Retail Sales | 18.6                            | 14.3                 | 17.1                | 17.4                            | 12.5                 | 15.3                | 16.0           |
| オイル<br>Oil                    | 売上高 / Category Sales          | 6,677                           | 3,348                | 10,026              | 6,609                           | 3,387                | 9,996               | 13,069         |
|                               | 増減率 / yoy chg.                | 1.0                             | ▲ 1.2                | 0.3                 | ▲ 2.0                           | ▲ 0.6                | ▲ 1.5               | ▲ 0.5          |
|                               | 構成比 / % of Total Retail Sales | 5.7                             | 5.1                  | 5.5                 | 6.4                             | 4.5                  | 5.6                 | 5.6            |
| バッテリー<br>Batteries            | 売上高 / Category Sales          | 4,194                           | 2,897                | 7,091               | 4,060                           | 2,939                | 6,999               | 9,486          |
|                               | 増減率 / yoy chg.                | 3.2                             | ▲ 1.5                | 1.3                 | 8.9                             | 4.0                  | 6.8                 | 6.0            |
|                               | 構成比 / % of Total Retail Sales | 3.6                             | 4.4                  | 3.9                 | 3.9                             | 3.9                  | 3.9                 | 4.1            |
| メンテナンス<br>Maintenance parts   | 売上高 / Category Sales          | 5,583                           | 4,153                | 9,736               | 5,303                           | 5,522                | 10,826              | 14,715         |
|                               | 増減率 / yoy chg.                | 8.0                             | ▲ 24.0               | ▲ 8.5               | ▲ 0.5                           | 27.4                 | 12.0                | 1.4            |
|                               | 構成比 / % of Total Retail Sales | 4.8                             | 6.3                  | 5.3                 | 5.1                             | 7.4                  | 6.1                 | 6.3            |
| アクセサリ<br>Accessories          | 売上高 / Category Sales          | 10,990                          | 4,774                | 15,764              | 10,628                          | 4,720                | 15,349              | 19,878         |
|                               | 増減率 / yoy chg.                | 2.1                             | ▲ 0.2                | 1.4                 | ▲ 2.1                           | ▲ 1.1                | ▲ 1.8               | ▲ 1.0          |
|                               | 構成比 / % of Total Retail Sales | 9.4                             | 7.2                  | 8.6                 | 10.2                            | 6.3                  | 8.6                 | 8.5            |
| カーリペア<br>Car Repair Parts     | 売上高 / Category Sales          | 6,184                           | 3,116                | 9,300               | 5,605                           | 3,143                | 8,748               | 11,415         |
|                               | 増減率 / yoy chg.                | 10.3                            | ▲ 0.9                | 6.3                 | ▲ 1.5                           | 4.2                  | 0.5                 | 1.2            |
|                               | 構成比 / % of Total Retail Sales | 5.3                             | 4.7                  | 5.1                 | 5.4                             | 4.2                  | 4.9                 | 4.9            |
| カースポーツ<br>Motor Sports Goods  | 売上高 / Category Sales          | 4,969                           | 2,481                | 7,450               | 5,036                           | 2,628                | 7,664               | 10,036         |
|                               | 増減率 / yoy chg.                | ▲ 1.4                           | ▲ 5.6                | ▲ 2.8               | ▲ 7.2                           | ▲ 7.2                | ▲ 7.2               | ▲ 5.9          |
|                               | 構成比 / % of Total Retail Sales | 4.2                             | 3.7                  | 4.1                 | 4.8                             | 3.5                  | 4.3                 | 4.3            |
| カーレジャー<br>Car Leisure         | 売上高 / Category Sales          | 168                             | 78                   | 246                 | 158                             | 79                   | 238                 | 315            |
|                               | 増減率 / yoy chg.                | 6.2                             | ▲ 2.2                | 3.4                 | ▲ 14.5                          | ▲ 6.2                | ▲ 11.9              | ▲ 11.0         |
|                               | 構成比 / % of Total Retail Sales | 0.1                             | 0.1                  | 0.1                 | 0.2                             | 0.1                  | 0.1                 | 0.1            |
| モーターサイクル<br>Motorcycle Goods  | 売上高 / Category Sales          | 38                              | 9                    | 48                  | 96                              | 23                   | 119                 | 132            |
|                               | 増減率 / yoy chg.                | ▲ 59.7                          | ▲ 57.7               | ▲ 59.3              | 628.9                           | ▲ 57.3               | 75.5                | 1.9            |
|                               | 構成比 / % of Total Retail Sales | 0.0                             | 0.0                  | 0.0                 | 0.1                             | 0.0                  | 0.1                 | 0.1            |
| 合計 / Total                    | 売上高 / Total Major Store Sales | 116,225                         | 66,267               | 182,493             | 104,046                         | 74,591               | 178,637             | 233,031        |
|                               | 増減率 / yoy chg.                | 11.7                            | ▲ 11.2               | 2.1                 | 0.2                             | 2.8                  | 1.3                 | 0.6            |

(既存店 / yoy sales growth rate in comparable store basis)

(%)

|                              | 2020年3月期(実績) / FY2020 (Results) |                      |                     | 2019年3月期(実績) / FY2019(Results) |                      |                     |                |
|------------------------------|---------------------------------|----------------------|---------------------|--------------------------------|----------------------|---------------------|----------------|
|                              | 上期 / 1st Half                   | 第3四半期<br>3rd Quarter | 第3四半期累計<br>9 Months | 上期 / 1st Half                  | 第3四半期<br>3rd Quarter | 第3四半期累計<br>9 Months | 通期 / Full Year |
| サービス / Services              | 9.8                             | ▲ 5.6                | 4.0                 | 1.7                            | 6.7                  | 3.5                 | 4.3            |
| タイヤ / Tires                  | 22.3                            | ▲ 21.4               | ▲ 0.8               | ▲ 2.6                          | 3.7                  | 0.6                 | ▲ 1.4          |
| ホイール / Wheels                | 16.3                            | ▲ 28.5               | ▲ 15.2              | ▲ 10.1                         | ▲ 0.3                | ▲ 3.4               | ▲ 7.6          |
| カーエレクトロニクス / Car Electronics | 20.3                            | 1.1                  | 13.8                | 6.8                            | ▲ 6.8                | 1.7                 | 2.6            |
| オイル / Oil                    | 1.2                             | ▲ 1.2                | 0.4                 | ▲ 1.7                          | ▲ 0.1                | ▲ 1.2               | ▲ 0.1          |
| バッテリー / Batteries            | 3.6                             | ▲ 1.5                | 1.5                 | 9.3                            | 4.5                  | 7.2                 | 6.5            |
| メンテナンス / Maintenance Parts   | 8.2                             | ▲ 24.1               | ▲ 8.4               | ▲ 0.2                          | 27.9                 | 12.4                | 1.7            |
| アクセサリ / Accessories          | 2.2                             | ▲ 0.4                | 1.4                 | ▲ 1.9                          | ▲ 0.9                | ▲ 1.6               | ▲ 0.7          |
| カーリペア / Car Repair Parts     | 10.5                            | ▲ 1.0                | 6.4                 | ▲ 1.3                          | 4.5                  | 0.7                 | 1.5            |
| カースポーツ / Motor Sport Goods   | ▲ 1.6                           | ▲ 5.7                | ▲ 3.0               | ▲ 6.9                          | ▲ 7.0                | ▲ 7.0               | ▲ 5.7          |
| カーレジャー / Car Leisure         | 4.5                             | ▲ 2.3                | 2.2                 | ▲ 14.4                         | ▲ 6.0                | ▲ 11.8              | ▲ 10.9         |
| モーターサイクル / Motorcycle Goods  | ▲ 59.7                          | ▲ 57.7               | ▲ 59.3              | 638.9                          | ▲ 57.1               | 76.7                | 2.5            |
| 合計 / Total                   | 11.9                            | ▲ 11.4               | 2.2                 | 0.5                            | 3.2                  | 1.6                 | 0.9            |

注意：対象業態はスーパーオートバックス、オートバックスです。

NOTE: Include sales at Super AUTOBACS, AUTOBACS stores.

# IV. 店舗の出退店状況 / Number of Stores by Store Type

(単位: 店)  
(stores)

|                         | 2019年3月期 (実績) / FY2019(Results)                           |              |           |            |                            |                  |              |           |                                  |                            |                  |              | 2020年3月期 (実績・予想) / FY2020(Results&Estimates)              |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
|-------------------------|---|--------------|-----------|------------|----------------------------|------------------|--------------|-----------|----------------------------------|----------------------------|------------------|--------------|---|------------|----------------------------|------------------|-----------------------|-----------|------------|----------------------------|------------------------------------|--------------|-----------|------------|----------------------------|------------------|--------------|-----------|------------|----------------------------|-----|----|----|-----|-----|-----|----|-----|----|
|                         | 上期 (実績)<br>1st Half (Results)                             |              |           |            | 第3四半期 (実績)<br>3Q(Results)  |                  |              |           | 下期 (実績) / Full<br>year (Results) |                            |                  |              | 上期<br>1st Half (Results)                                  |            |                            |                  | 第3四半期<br>3Q (Results) |           |            |                            | 下期 (予想) / Full<br>year (Estimates) |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
|                         | 新店 / newly built  | 退店 / closure | 開店 / open | 閉店 / close | 法人変更 / change in ownership | 新店 / newly built | 退店 / closure | 開店 / open | 閉店 / close                       | 法人変更 / change in ownership | 新店 / newly built | 退店 / closure | 開店 / open   | 閉店 / close | 法人変更 / change in ownership | 新店 / newly built | 退店 / closure          | 開店 / open | 閉店 / close | 法人変更 / change in ownership | 新店 / newly built                   | 退店 / closure | 開店 / open | 閉店 / close | 法人変更 / change in ownership | 新店 / newly built | 退店 / closure | 開店 / open | 閉店 / close | 法人変更 / change in ownership |     |    |    |     |     |     |    |     |    |
|                         | S&B・リロケーション (含業態転換)<br>S/B & R/L (include format changes) |              |           |            |                            |                  |              |           |                                  |                            |                  |              | S&B・リロケーション (含業態転換)<br>S/B & R/L (include format changes) |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
|                         | 上期末店舗数 / No. of stores at Sep 30, 2018                    |              |           |            |                            |                  |              |           |                                  |                            |                  |              | 上期末店舗数 / No. of stores at Sep 30, 2019                    |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
|                         | 第3四半期末店舗数 / No. of stores at Dec 31, 2018                 |              |           |            |                            |                  |              |           |                                  |                            |                  |              | 第3四半期末店舗数 / No. of stores at Dec 31, 2019                 |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
|                         | 2019年3月末店舗数 / No. of stores at Mar 31, 2019               |              |           |            |                            |                  |              |           |                                  |                            |                  |              | 2020年3月末店舗数 / No. of stores at Mar 31, 2020               |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
|                         | 2020年3月期増減 / Change in No. of stores in FY2020            |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| 国内 / Domestic           |   |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| FC                      |   |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| AUTOBACS                | -3  |              |           |            | 397                        | 1                |              | 1         | -1                               |                            | 398              | 1            |   | 1          | -1                         | -7               | 391                   |           | 2          | -2                         |                                    | 391          | 2         |            |                            |                  | -7           | 386       | 3          |                            |     |    | -7 | 387 | -4  |     |    |     |    |
| Super AUTOBACS          |   |              |           |            | 52                         |                  |              |           |                                  |                            | 52               |              |   |            |                            |                  | 52                    |           |            |                            |                                    | 52           |           |            |                            |                  | -1           | 51        |            |                            |     |    | -1 | 51  | -1  |     |    |     |    |
| AUTOBACS Secohan Ichiba |   |              |           |            | 6                          |                  |              |           |                                  |                            | 6                |              |   |            |                            | -1               | 5                     |           |            |                            |                                    | 5            |           |            |                            |                  |              | 5         |            |                            |     |    |    | 5   |     |     |    |     |    |
| AUTOBACS EXPRESS        |   |              |           |            | 10                         |                  |              |           |                                  |                            | 10               |              |   |            |                            |                  | 10                    |           |            |                            |                                    | 10           |           |            |                            |                  |              | 10        |            |                            |     |    |    | 10  |     |     |    |     |    |
| AUTOBACS CARS           |   |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| 小計 / Subtotal           | 0   | -3           | 0         | 0          | 0                          | 465              | 1            | 0         | 1                                | -1                         | 0                | 466          | 1   | -1         | 1                          | -1               | -7                    | 458       | 0          | 0                          | 2                                  | -2           | 0         | 458        | 2                          | 0                | 0            | 0         | 0          | -8                         | 452 | 3  | 0  | 0   | 0   | 0   | -8 | 453 | -5 |
| 子会社 / Subsidiaries      |   |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| AUTOBACS                |   |              |           |            | 88                         |                  |              | 1         | -1                               |                            | 88               |              |   | -1         | 1                          | -1               | 7                     | 94        |            |                            |                                    |              | 94        |            |                            |                  |              | 7         | 101        |                            |     | -1 |    | 7   | 100 | 6   |    |     |    |
| Super AUTOBACS          |   |              |           |            | 20                         |                  |              |           |                                  |                            | 20               |              |   |            |                            |                  | 20                    |           |            |                            |                                    | 20           |           |            |                            |                  | 1            | 21        |            |                            |     |    | 1  | 21  | 1   |     |    |     |    |
| AUTOBACS Secohan Ichiba |   |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| AUTOBACS EXPRESS        |   |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| AUTOBACS CARS           |   |              |           | 2          | 2                          |                  |              |           |                                  |                            | 1                |              |   |            |                            |                  | -1                    | 1         |            |                            |                                    |              | 1         |            |                            |                  |              |           | 1          |                            |     |    |    |     | 1   |     |    |     |    |
| 小計 / Subtotal           | 0   | 0            | 0         | 0          | 2                          | 110              | 0            | -1        | 1                                | -1                         | 0                | 109          | 0   | -2         | 1                          | -1               | 7                     | 115       | 0          | 0                          | 0                                  | 0            | 0         | 115        | 0                          | 0                | 0            | 0         | 0          | 8                          | 123 | 0  | -1 | 0   | 0   | 0   | 8  | 122 | 7  |
| 直営 / Company Owned      |   |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| AUTOBACS                | 1   | -1           |           |            | 9                          |                  |              |           |                                  |                            | 9                |              |   | -1         |                            |                  | 8                     |           |            |                            |                                    | 6            |           |            |                            |                  | -1           | 5         |            |                            | -2  |    |    | 4   | -4  |     |    |     |    |
| Super AUTOBACS          |   |              |           |            | 2                          |                  |              | 2         | -2                               |                            | 2                |              |   | 2          | -2                         |                  | 2                     |           |            |                            |                                    | 2            |           |            |                            |                  |              | 2         |            |                            |     |    |    | 2   |     |     |    |     |    |
| AUTOBACS Secohan Ichiba |   |              |           |            | 2                          |                  |              |           |                                  |                            | 2                |              |   |            |                            |                  | 2                     |           |            |                            |                                    | 2            |           |            |                            |                  |              | 2         |            |                            |     |    |    | 2   |     |     |    |     |    |
| AUTOBACS EXPRESS        |   |              |           |            | 1                          |                  |              |           |                                  |                            | 1                |              |   |            |                            |                  | 1                     |           |            |                            |                                    | 1            |           |            |                            |                  |              | 1         |            |                            |     |    |    | 1   |     |     |    |     |    |
| AUTOBACS CARS           |   |              |           |            | 8                          |                  |              |           |                                  |                            | 8                |              |   |            |                            |                  | 8                     |           |            |                            |                                    | 2            |           |            |                            |                  |              | 2         |            |                            |     |    |    | 2   |     |     |    |     |    |
| 小計 / Subtotal           | 1   | -4           | 0         | 0          | -2                         | 22               | 0            | 0         | 2                                | -2                         | 0                | 22           | 0   | -2         | 2                          | -2               | 0                     | 20        | 0          | -7                         | 0                                  | 0            | 0         | 13         | 0                          | -1               | 0            | 0         | 0          | 12                         | 0   | -2 | 0  | 0   | 0   | 11  | -9 |     |    |
| AUTOBACS                | 1   | -4           |           |            | 494                        | 1                |              | 2         | -2                               |                            | 495              | 1            | -2  | 2          | -2                         |                  | 493                   |           | -2         | 2                          | -2                                 |              | 491       | 2          | -1                         |                  |              |           | 492        | 3                          | -3  |    |    |     | 491 | -2  |    |     |    |
| Super AUTOBACS          |   |              |           |            | 74                         |                  |              | 2         | -2                               |                            | 74               |              |   | 2          | -2                         |                  | 74                    |           |            |                            |                                    | 74           |           |            |                            |                  |              | 74        |            |                            |     |    |    | 74  |     |     |    |     |    |
| AUTOBACS Secohan Ichiba |   |              |           |            | 8                          |                  |              |           |                                  |                            | 8                |              |   |            |                            |                  | 7                     |           |            |                            |                                    | 7            |           |            |                            |                  |              | 7         |            |                            |     |    |    | 7   |     |     |    |     |    |
| AUTOBACS EXPRESS        |   |              |           |            | 11                         |                  |              |           |                                  |                            | 11               |              |   |            |                            |                  | 11                    |           |            |                            |                                    | 11           |           |            |                            |                  |              | 11        |            |                            |     |    |    | 11  |     |     |    |     |    |
| AUTOBACS CARS           |   |              |           |            | 10                         |                  |              |           |                                  |                            | 9                |              |   |            |                            |                  | 8                     |           |            |                            |                                    | 3            |           |            |                            |                  |              | 3         |            |                            |     |    |    | 3   |     |     |    |     |    |
| 国内合計 / Total Domestic   | 1   | -7           | 0         | 0          | 0                          | 597              | 1            | -1        | 4                                | -4                         | 0                | 597          | 1   | -5         | 4                          | -4               | 0                     | 593       | 0          | -7                         | 2                                  | -2           | 0         | 586        | 2                          | -1               | 0            | 0         | 0          | 587                        | 3   | -3 | 0  | 0   | 0   | 586 | -7 |     |    |
| 海外 / Overseas           |   |              |           |            |                            |                  |              |           |                                  |                            |                  |              |   |            |                            |                  |                       |           |            |                            |                                    |              |           |            |                            |                  |              |           |            |                            |     |    |    |     |     |     |    |     |    |
| 台湾 / Taiwan             | 2   |              | 1         | -1         |                            | 8                |              |           |                                  |                            |                  | 7            |   |            |                            |                  |                       | 7         |            |                            |                                    |              | 7         |            |                            |                  |              | -1        | 6          |                            |     |    |    | -1  | 6   | -1  |    |     |    |
| シンガポール / Singapore      |   |              |           |            |                            | 3                |              |           |                                  |                            |                  | 3            |   |            |                            |                  |                       | 3         |            |                            |                                    |              | 3         |            |                            |                  |              |           | 3          |                            |     |    |    |     | 3   |     |    |     |    |
| タイ / Thailand           | 4   |              |           |            |                            | 13               |              |           |                                  |                            |                  | 13           | 2   |            |                            |                  |                       | 15        | 1          |                            |                                    |              | 16        | 1          |                            |                  |              |           | 17         | 1                          |     |    |    |     | 17  | 2   |    |     |    |
| フランス / France           |   |              |           |            |                            | 11               |              |           |                                  |                            |                  | 11           |   |            |                            |                  |                       | 11        |            |                            |                                    |              | 11        |            |                            |                  |              |           | 11         |                            |     |    |    |     | 10  | -1  |    |     |    |
| マレーシア / Malaysia        |   |              |           |            |                            | 4                |              |           |                                  |                            |                  | 4            |   |            |                            |                  |                       | 4         |            |                            |                                    |              | 4         |            |                            |                  |              |           | 4          | 1                          |     |    |    |     | 5   | 1   |    |     |    |
| インドネシア / Indonesia      |   |              |           |            |                            | 3                | 1            |           |                                  |                            |                  | 3            | 1   |            |                            |                  |                       | 3         |            |                            |                                    |              | 2         |            |                            |                  |              |           | 2          | 1                          |     |    |    |     | 2   | -1  |    |     |    |
| フィリピン / Philippines     |   |              |           |            |                            | 3                |              |           |                                  |                            |                  | 3            |   |            |                            |                  |                       | 3         |            |                            |                                    |              | 3         |            |                            |                  |              |           | 3          |                            |     |    |    |     | 3   |     |    |     |    |
| 海外合計 / Total Oversease  | 6   | -2           | 1         | -1         | 0                          | 45               | 1            | -2        | 0                                | 0                          | 0                | 44           | 3   | -2         | 0                          | 0                | 0                     | 46        | 1          | -1                         | 0                                  | 0            | 0         | 46         | 1                          | -1               | 0            | 0         | 0          | 46                         | 3   | -3 | 0  | 0   | 0   | 46  |    |     |    |
| 総合計 / Total             | 7   | -9           | 1         | -1         | 0                          | 642              | 2            | -3        | 4                                | -4                         | 0                | 641          | 4   | -7         | 4                          | -4               | 0                     | 639       | 1          | -8                         | 2                                  | -2           | 0         | 632        | 3                          | -2               | 0            | 0         | 0          | 633                        | 6   | -6 | 0  | 0   | 0   | 632 | -7 |     |    |



# V. 単体業績 / Non-consolidated Results

## 損益計算書 / Statements of Income

(単位：百万円、%)  
(millions of yen, %)

|  |                  | 2020年3月期 (実績・予想) / FY2020 (Results & Estimates) |                       |                              |                             | 2019年3月期 (実績) / FY2019 (Results) |             |                    |                 |
|--|------------------|---|-----------------------|------------------------------|-----------------------------|----------------------------------|-------------|--------------------|-----------------|
|  |                  | 上期<br>1st Half (Results)                        | 第3四半期<br>3Q (Results) | 第3四半期累計<br>9Months (Results) | 通期<br>Full Year (Estimates) | 上期<br>1st Half                   | 第3四半期<br>3Q | 第3四半期累計<br>9Months | 通期<br>Full Year |
| 売上高<br>Net Sales   | 金額 / Amount      | 79,545  | 49,389                | 128,934                      | 161,900                     | 70,496                           | 54,047      | 124,544            | 156,621         |
|  | 増減率 / yoy chg.   | 12.8  | ▲ 8.6                 | 3.5                          | 3.4                         | ▲ 2.4                            | 2.3         | ▲ 0.4              | 0.2             |
| 売上原価<br>Cost of Goods Sold                                   | 金額 / Amount      | 62,755  | 38,647                | 101,403                      | 126,520                     | 55,733                           | 42,588      | 98,321             | 123,481         |
|  | 増減率 / yoy chg.   | 12.6  | ▲ 9.3                 | 3.1                          | 2.5                         | ▲ 2.3                            | 1.6         | ▲ 0.6              | ▲ 0.4           |
| 売上総利益<br>Gross Profit  | 金額 / Amount      | 16,789  | 10,741                | 27,531                       | 35,380                      | 14,762                           | 11,459      | 26,222             | 33,140          |
|  | 売上比 / % of Sales | 21.1  | 21.7                  | 21.4                         | 21.9                        | 20.9                             | 21.2        | 21.1               | 21.2            |
|  | 増減率 / yoy chg.   | 1.5   | ▲ 6.3                 | 5.0                          | 6.8                         | ▲ 2.9                            | 5.3         | 0.5                | 2.6             |
| 人件費<br>Salaries  | 金額 / Amount      | 5,686   | 2,969                 | 8,655                        | 11,320                      | 5,599                            | 2,737       | 8,337              | 11,091          |
|  | 増減率 / yoy chg.   | 1.5   | 8.5                   | 3.8                          | 2.1                         | 2.3                              | ▲ 0.4       | 1.4                | ▲ 2.7           |
| 販売費<br>Selling Expenses                                      | 金額 / Amount      | 3,294   | 1,780                 | 5,075                        | 6,770                       | 3,222                            | 1,986       | 5,209              | 6,733           |
|  | 増減率 / yoy chg.   | 2.2   | ▲ 10.4                | ▲ 2.6                        | 0.5                         | 6.8                              | 27.7        | 13.9               | 18.8            |
| 設備費<br>Facilities  | 金額 / Amount      | 1,733   | 841                   | 2,574                        | 3,560                       | 1,565                            | 820         | 2,385              | 3,244           |
|  | 増減率 / yoy chg.   | 10.7  | 2.6                   | 7.9                          | 9.7                         | ▲ 15.9                           | 4.6         | ▲ 9.8              | ▲ 5.5           |
| その他<br>Other   | 金額 / Amount      | 3,332   | 1,540                 | 4,872                        | 7,260                       | 2,827                            | 1,446       | 4,274              | 5,862           |
|  | 増減率 / yoy chg.   | 17.9  | 6.5                   | 14.0                         | 23.8                        | ▲ 7.0                            | ▲ 2.2       | ▲ 5.5              | ▲ 5.7           |
| 販売費及び一般管理費<br>SG&A Expenses                                  | 金額 / Amount      | 14,046  | 7,131                 | 21,177                       | 28,910                      | 13,215                           | 6,991       | 20,206             | 26,930          |
|  | 売上比 / % of Sales | 17.7  | 14.4                  | 16.4                         | 17.9                        | 18.7                             | 12.9        | 16.2               | 17.2            |
|  | 増減率 / yoy chg.   | 6.3   | 2.0                   | 4.8                          | 7.3                         | ▲ 1.4                            | 6.5         | 1.2                | 0.8             |
| 営業利益<br>Operating Income                                     | 金額 / Amount      | 2,743   | 3,610                 | 6,353                        | 6,470                       | 1,547                            | 4,468       | 6,015              | 6,210           |
|  | 売上比 / % of Sales | 3.4   | 7.3                   | 4.9                          | 4.0                         | 2.2                              | 8.3         | 4.8                | 4.0             |
|  | 増減率 / yoy chg.   | 77.3  | ▲ 19.2                | 5.6                          | 4.2                         | ▲ 14.2                           | 3.5         | ▲ 1.7              | 11.1            |
| 受取利息<br>Interest Income                                      | 金額 / Amount      | 67  | 34                    | 101                          | 127                         | 63                               | 36          | 99                 | 132             |
|  | 増減率 / yoy chg.   | 5.8   | ▲ 5.8                 | 1.6                          | ▲ 4.1                       | ▲ 4.5                            | 11.3        | 0.7                | 0.3             |
| 受取配当金<br>Dividend Income                                     | 金額 / Amount      | 744   | 40                    | 784                          | 744                         | 750                              | 36          | 786                | 786             |
|  | 増減率 / yoy chg.   | ▲ 0.8   | 10.9                  | ▲ 0.3                        | ▲ 5.4                       | 50.9                             | 11.3        | 48.4               | 42.5            |
| 受取家賃<br>Rental Income  | 金額 / Amount      | 23  | 11                    | 34                           | 40                          | 21                               | 10          | 32                 | 43              |
|  | 増減率 / yoy chg.   | 6.8   | 6.9                   | 6.8                          | ▲ 8.9                       | 12.2                             | 3.0         | 9.0                | 8.4             |
| 情報機器賃貸料<br>Lease Revenue of System<br>Equipment              | 金額 / Amount      | 544   | 281                   | 825                          | 1,040                       | 538                              | 281         | 820                | 1,092           |
|  | 増減率 / yoy chg.   | 1.0   | 0.2                   | 0.7                          | ▲ 4.8                       | 1.5                              | 1.4         | 1.4                | 1.3             |
| 受取手数料<br>Commission Received                                 | 金額 / Amount      | 10  | 4                     | 14                           | 20                          | 11                               | 2           | 13                 | 16              |
|  | 増減率 / yoy chg.   | ▲ 3.8   | 59.8                  | 8.0                          | 19.2                        | ▲ 33.0                           | ▲ 68.7      | ▲ 44.7             | ▲ 65.0          |
| その他<br>Other   | 金額 / Amount      | 309   | 166                   | 476                          | 309                         | 288                              | 72          | 360                | 499             |
|  | 増減率 / yoy chg.   | 7.6   | 129.9                 | 32.2                         | ▲ 37.9                      | 19.4                             | ▲ 5.2       | 13.5               | 3.3             |
| 営業外収益<br>Non-operating Income                                | 金額 / Amount      | 1,699   | 538                   | 2,238                        | 2,280                       | 1,673                            | 439         | 2,113              | 2,571           |
|  | 増減率 / yoy chg.   | 1.5   | 22.5                  | 5.9                          | ▲ 11.3                      | 22.0                             | 0.5         | 16.8               | 10.2            |
| 支払利息<br>Interest Expenses                                    | 金額 / Amount      | 3   | 4                     | 4                            | 10                          | 3                                | 1           | 4                  | 6               |
|  | 増減率 / yoy chg.   | ▲ 7.1   | 24.3                  | 2.2                          | 58.9                        | ▲ 42.0                           | ▲ 34.6      | ▲ 40.0             | ▲ 37.0          |
| 情報機器賃貸費用<br>Lease Expenses of<br>System Equipment            | 金額 / Amount      | 591   | 310                   | 901                          | 1,200                       | 588                              | 302         | 891                | 1,188           |
|  | 増減率 / yoy chg.   | 0.5   | 2.4                   | 1.2                          | 1.0                         | ▲ 8.0                            | ▲ 5.9       | ▲ 7.3              | ▲ 8.6           |
| その他<br>Other   | 金額 / Amount      | 284   | 95                    | 378                          | 390                         | 208                              | 171         | 379                | 453             |
|  | 増減率 / yoy chg.   | 36.3  | ▲ 44.6                | ▲ 0.3                        | ▲ 13.9                      | ▲ 63.2                           | ▲ 5.3       | ▲ 49.4             | ▲ 57.3          |
| 営業外費用<br>Non-operating Expenses                              | 金額 / Amount      | 879   | 405                   | 1,285                        | 1,600                       | 801                              | 474         | 1,275              | 1,647           |
|  | 増減率 / yoy chg.   | 9.8   | ▲ 14.6                | 0.7                          | ▲ 2.9                       | ▲ 34.0                           | ▲ 6.1       | ▲ 25.8             | ▲ 30.5          |
| 経常利益<br>Ordinary Income                                      | 金額 / Amount      | 3,563   | 3,743                 | 7,306                        | 7,150                       | 2,419                            | 4,433       | 6,853              | 7,133           |
|  | 売上比 / % of Sales | 4.5   | 7.6                   | 5.7                          | 4.4                         | 3.4                              | 8.4         | 5.5                | 4.6             |
|  | 増減率 / yoy chg.   | 47.3  | ▲ 15.6                | 6.6                          | 0.2                         | 23.3                             | 4.4         | 10.4               | 28.5            |
| 特別利益<br>Extraordinary Gains                                  | 金額 / Amount      | —   | —                     | —                            | —                           | 9                                | 96          | 105                | 1,323           |
|  | 増減率 / yoy chg.   | —   | —                     | —                            | —                           | ▲ 92.7                           | ▲ 42.7      | ▲ 63.9             | —               |
| 特別損失<br>Extraordinary Losses                                 | 金額 / Amount      | 351   | 89                    | 440                          | —                           | 560                              | 1,118       | 1,678              | 3,366           |
|  | 増減率 / yoy chg.   | ▲ 37.2  | ▲ 92.0                | ▲ 73.7                       | —                           | 246.7                            | 21.1        | 54.7               | —               |
| 税前利益<br>Income before Income Taxes<br>and Minority Interests | 金額 / Amount      | 3,211   | 3,654                 | 6,865                        | 7,150                       | 1,868                            | 3,411       | 5,279              | 5,089           |
|  | 売上比 / % of Sales | 4.0   | 7.4                   | 5.3                          | 4.4                         | 2.6                              | 6.5         | 4.2                | 3.2             |
|  | 増減率 / yoy chg.   | 71.9  | 7.1                   | 30.0                         | 40.5                        | ▲ 2.9                            | ▲ 2.3       | ▲ 2.5              | 4.6             |
| 法人税、住民税<br>及び事業税<br>Corporate, Local and<br>Income Taxes     | 金額 / Amount      | 541   | 1,021                 | 1,562                        | 2,100                       | 0                                | 1,158       | 1,158              | 1,102           |
|  | 増減率 / yoy chg.   | —   | ▲ 11.8                | 34.9                         | 90.5                        | —                                | ▲ 18.3      | ▲ 44.1             | ▲ 58.1          |
| 法人税等調整額<br>Adjustments to Income Taxes                       | 金額 / Amount      | 278   | ▲ 55                  | 222                          | —                           | 209                              | ▲ 93        | 115                | 417             |
|  | 増減率 / yoy chg.   | 32.6  | ▲ 40.7                | 92.0                         | —                           | —                                | —           | —                  | —               |
| 当期純利益<br>Net Income  | 金額 / Amount      | 2,391   | 2,689                 | 5,080                        | 5,050                       | 1,658                            | 2,347       | 4,005              | 3,570           |
|  | 売上比 / % of Sales | 3.0   | 5.4                   | 3.9                          | 3.1                         | 2.4                              | 4.3         | 3.2                | 2.3             |
|  | 増減率 / yoy chg.   | 44.2  | 14.6                  | 26.8                         | 41.5                        | 29.8                             | 0.3         | 10.7               | 21.9            |