

Financial and Non-Financial Summary

MARUI GROUP CO., LTD., and its consolidated subsidiaries

Financial and Non-Financial Summary

Fiscal years ended March 31	Millions of yen										
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total Group transactions	—	—	—	—	—	—	—	—	1,297,250	1,469,111	1,703,353
Retailing and Store Operation	—	—	—	—	—	—	—	—	338,705	322,866	312,511
Credit Card Services	—	—	—	—	—	—	—	—	1,054,706	1,234,339	1,465,227
Retailing-Related Services	—	—	—	—	—	—	—	—	34,695	33,816	37,279
Eliminations* ¹	—	—	—	—	—	—	—	—	(130,857)	(121,910)	(111,664)
Total operating revenues* ²	—	—	—	—	—	—	—	—	253,077	249,847	245,867
Revenue* ²	561,539	552,140	493,533	447,400	419,255	406,472	412,408	407,366	416,460	404,947	—
Gross profit	209,347	210,288	177,565	160,125	149,926	144,736	147,240	148,172	156,642	159,448	160,035
Selling, general and administrative expenses	164,641	166,599	159,382	150,986	139,488	129,940	129,224	123,886	129,495	131,406	130,419
EBITDA* ³	62,322	61,415	36,870	28,522	29,695	30,457	33,085	35,237	37,134	38,338	39,286
Operating income	44,705	43,688	18,183	9,138	10,438	14,795	18,015	24,285	27,146	28,042	29,615
Net income (loss) attributable to owners of parent	23,983	4,248	7,603	(8,750)	5,104	(23,638)	5,251	13,255	15,409	16,036	17,771
Segment income:											
Retailing and Store Operation	24,245	19,309	10,645	1,252	37	2,110	7,547	9,885	10,562	8,074	7,856
Credit Card Services	19,818	21,892	5,740	6,725	10,272	13,704	10,619	13,177	15,634	20,126	22,186
Retailing-Related Services	4,429	6,913	6,772	3,740	2,509	1,568	2,567	3,792	4,523	3,333	3,674
Total assets	722,578	740,373	695,491	685,351	664,357	628,910	615,130	624,173	664,019	675,627	730,126
Shareholders' equity	432,695	402,610	336,445	310,818	312,188	284,526	289,975	303,637	315,446	306,795	281,610
Installment sales accounts receivable	40,045	51,310	73,781	88,761	95,871	111,760	142,995	171,187	213,466	227,121	279,763
Consumer loans outstanding	258,488	248,464	222,534	207,117	191,486	158,707	132,280	123,739	125,215	128,030	134,107
Interest-bearing debt	201,175	239,308	277,537	292,061	283,676	264,692	245,175	243,762	264,824	277,839	359,324
Net cash provided by (used in) operating activities	36,116	23,828	13,919	15,316	30,811	30,280	24,897	5,111	(9,227)	12,310	(35,310)
Net cash provided by (used in) investing activities	(33,846)	(28,025)	3,134	(18,234)	(13,034)	(7,033)	(3,913)	435	(6,791)	(3,867)	(4,063)
Net cash provided by (used in) financing activities	(12,956)	6,300	(32,241)	2,409	(14,519)	(22,926)	(23,660)	(5,571)	16,141	(7,267)	40,719
Cash and cash equivalents	42,619	44,722	29,535	29,026	32,283	32,603	29,928	29,940	30,053	31,229	32,575
Capital investments	25,812	30,293	23,649	24,073	17,398	14,332	7,941	7,665	11,238	9,786	12,882
Depreciation and amortization	17,616	17,727	18,686	19,384	19,257	15,661	15,069	10,951	9,988	10,296	9,670
Earnings (loss) per share (yen)	70.39	12.92	24.91	(31.90)	18.65	(86.36)	19.19	48.43	56.29	58.87	70.68
Net assets per share (yen)	1,286	1,233	1,207	1,135	1,140	1,039	1,059	1,109	1,152	1,166	1,161
Cash dividends per share (yen)	28.0	28.0	28.0	28.0	14.0	14.0	14.0	15.0	18.0	19.0	22.0
Payout ratio (%)	39.8	216.7	112.4	—	75.1	—	73.0	31.0	32.0	32.3	31.1
Total return ratio (%)	144.4	646.1	911.3	—	75.1	—	73.0	31.0	32.0	125.3	227.5
Operating income margin (%)* ⁴	8.0	7.9	3.7	2.0	2.5	3.6	4.4	6.0	10.7	11.2	12.0
Return on equity (%)	5.5	1.0	2.1	(2.7)	1.6	(7.9)	1.8	4.5	5.0	5.2	6.0
Return on invested capital (%)	—	—	—	—	—	—	—	—	—	3.3	3.3
Return on assets (%)	6.4	6.1	2.4	1.1	1.5	2.2	2.8	3.9	4.3	4.2	4.1
Equity ratio (%)	59.9	54.4	48.4	45.4	47.0	45.2	47.1	48.6	47.5	45.4	38.6
Stock price at year-end (yen)	2,325	1,445	1,061	523	678	537	690	975	885	1,365	1,613
Market capitalization (including treasury stock) (billions of yen)	857.1	532.7	338.0	166.6	216.0	171.1	219.8	310.6	282.0	380.3	449.4
Price earnings ratio (times)	33.0	111.8	42.6	—	36.4	—	36.0	20.1	15.7	23.2	22.8
Price book-value ratio (times)	1.8	1.2	0.9	0.5	0.6	0.5	0.7	0.9	0.8	1.2	1.4
Number of common shares issued (including treasury stock)	368,660,417	368,660,417	318,660,417	318,660,417	318,660,417	318,660,417	318,660,417	318,660,417	318,660,417	278,660,417	278,660,417
Number of shares of treasury stock	32,217,405	42,222,840	39,913,811	44,918,979	44,941,174	44,946,398	44,947,345	44,948,289	44,901,353	15,588,364	36,270,334
Total number of employees	8,156	8,154	7,147	7,085	6,847	6,492	6,218	6,101	5,966	5,918	5,899
Ratio of female employees (%)	39.4	39.9	44.4	44.6	44.7	44.4	44.4	44.3	44.5	44.6	45.5
Total number of stores	31	28	25	25	25	26	27	27	27	27	28
Total sales floor area (thousand m ²)	381.4	381.4	381.4	444.8	453.3	457.8	458.4	453.1	446.5	444.0	441.8
Environment preservation expenditure (thousands of yen)	—	588,300	660,600	731,900	633,700	893,700	1,165,400	1,141,300	924,500	1,281,000	837,400
Electricity consumption (thousands of kWh)	—	—	—	—	259,800	244,800	204,484	204,825	214,905	199,700	196,196
CO ₂ emissions (Scope 1 and 2) (t-CO ₂)* ⁵	150,975	142,006	125,628	122,136	130,600	114,900	96,300	104,299	113,227	109,528	101,278
CO ₂ emissions (Scope 3) (t-CO ₂)* ⁵	—	—	—	—	—	—	—	—	550,612	530,595	509,070

*1 Eliminations under total Group transactions represent the deduction of credit card transactions recorded in Retailing and Store Operation.

*2 Beginning with the fiscal year ended March 31, 2016, the display method was changed from total value display to net value display, the portion that represents income to the Company, for sales recorded through sale or return arrangements. In conjunction with this change, the previous "operating revenues" line item was replaced with the new "revenue" line item.

*3 EBITDA (earnings before interest, taxes, and depreciation and amortization) = Operating income + Depreciation and amortization

*4 Operating income margin is calculated using operating revenues for the fiscal year ended March 31, 2013, and prior fiscal years and revenue for the fiscal year ended March 31, 2014, and subsequent fiscal years.

*5 Scope 1 and 2 represent CO₂ emissions from the Group. Scope 3 represents CO₂ emissions from areas including raw material procurement, transportation, and use by customers. Emissions calculations are verified by Mizuho Information & Research Institute, Inc.