

Financial and Non-Financial Summary

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

FACT BOOK  
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Financial and Non-Financial Summary

	Millions of yen										
Fiscal years ended March 31	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Total Group transactions	—	—	—	—	—	—	—	1,297,250	1,469,111	1,703,353	1,933,685
Retailing* <sup>1</sup>	—	—	—	—	—	—	—	—	—	341,478	326,327
FinTech* <sup>1</sup>	—	—	—	—	—	—	—	—	—	1,473,539	1,723,254
Eliminations* <sup>2</sup>	—	—	—	—	—	—	—	—	—	(111,664)	(115,896)
Total operating revenues* <sup>3</sup>	—	—	—	—	—	—	—	253,077	249,847	245,867	237,022
Revenue* <sup>3</sup>	552,140	493,533	447,400	419,255	406,472	412,408	407,366	416,460	404,947	—	—
Gross profit	210,288	177,565	160,125	149,926	144,736	147,240	148,172	156,642	159,448	160,035	165,964
Selling, general and administrative expenses	166,599	159,382	150,986	139,488	129,940	129,224	123,886	129,495	131,406	130,419	134,711
EBITDA* <sup>4</sup>	61,415	36,870	28,522	29,695	30,457	33,085	35,237	37,134	38,338	39,286	41,374
Operating income	43,688	18,183	9,138	10,438	14,795	18,015	24,285	27,146	28,042	29,615	31,253
Net income (loss) attributable to owners of parent	4,248	7,603	(8,750)	5,104	(23,638)	5,251	13,255	15,409	16,036	17,771	18,724
Segment income* <sup>1</sup>											
Retailing* <sup>1</sup>	—	—	—	—	—	—	—	—	—	10,658	7,759
FinTech* <sup>1</sup>	—	—	—	—	—	—	—	—	—	23,094	27,111
Retailing and Store Operation* <sup>1</sup>	19,309	10,645	1,252	37	2,110	7,547	9,885	10,562	8,074	7,856	—
Credit Card Services* <sup>1</sup>	21,892	5,740	6,725	10,272	13,704	10,619	13,177	15,634	20,126	22,186	—
Retailing-Related Services* <sup>1</sup>	6,913	6,772	3,740	2,509	1,568	2,567	3,792	4,523	3,333	3,674	—
Total assets	740,373	695,491	685,351	664,357	628,910	615,130	624,173	664,019	675,627	730,126	806,575
Shareholders' equity	402,610	336,445	310,818	312,188	284,526	289,975	303,637	315,446	306,795	281,610	273,883
Installment sales accounts receivable	51,310	73,781	88,761	95,871	111,760	142,995	171,187	213,466	227,121	279,763	348,191
Consumer loans outstanding	248,464	222,534	207,117	191,486	158,707	132,280	123,739	125,215	128,030	134,107	140,569
Interest-bearing debt	239,308	277,537	292,061	283,676	264,692	245,175	243,762	264,824	277,839	359,324	434,327
Net cash provided by (used in) operating activities	23,828	13,919	15,316	30,811	30,280	24,897	5,111	(9,227)	12,310	(35,310)	(45,955)
Core operating cash flow* <sup>5</sup>	—	—	—	—	—	—	—	—	25,484	26,788	28,188
Net cash provided by (used in) investing activities	(28,025)	3,134	(18,234)	(13,034)	(7,033)	(3,913)	435	(6,791)	(3,867)	(4,063)	1,995
Net cash provided by (used in) financing activities	6,300	(32,241)	2,409	(14,519)	(22,926)	(23,660)	(5,571)	16,141	(7,267)	40,719	47,630
Cash and cash equivalents	44,722	29,535	29,026	32,283	32,603	29,928	29,940	30,053	31,229	32,575	36,245
Capital investments	30,293	23,649	24,073	17,398	14,332	7,941	7,665	11,238	9,786	12,882	15,696
Depreciation and amortization	17,727	18,686	19,384	19,257	15,661	15,069	10,951	9,988	10,296	9,670	10,121
Earnings (loss) per share (yen)	12.92	24.91	(31.90)	18.65	(86.36)	19.19	48.43	56.29	58.87	70.68	80.24
Net assets per share (yen)	1,233	1,207	1,135	1,140	1,039	1,059	1,109	1,152	1,166	1,161	1,196
Cash dividends per share (yen)	28.0	28.0	28.0	14.0	14.0	14.0	15.0	18.0	19.0	22.0	33.0
Payout ratio (%)	216.7	112.4	—	75.1	—	73.0	31.0	32.0	32.3	31.1	41.1
Total return ratio (%)	646.1	911.3	—	75.1	—	73.0	31.0	32.0	125.3	227.5	147.5
Operating income margin (%)* <sup>6</sup>	7.9	3.7	2.0	2.5	3.6	4.4	6.0	10.7	11.2	12.0	13.2
Return on equity (%)	1.0	2.1	(2.7)	1.6	(7.9)	1.8	4.5	5.0	5.2	6.0	6.7
Return on invested capital (%)	—	1.9	1.0	1.1	1.7	2.1	3.0	3.0	3.3	3.3	3.1
Return on assets (%)	6.1	2.4	1.1	1.5	2.2	2.8	3.9	4.3	4.2	4.1	4.1
Equity ratio (%)	54.4	48.4	45.4	47.0	45.2	47.1	48.6	47.5	45.4	38.6	34.0
Stock price at year-end (yen)	1,445	1,061	523	678	537	690	975	885	1,365	1,613	1,513
Market capitalization (including treasury stock) (billions of yen)	532.7	338.0	166.6	216.0	171.1	219.8	310.6	282.0	380.3	449.4	353.5
Price earnings ratio (times)	111.8	42.6	—	36.4	—	36.0	20.1	15.7	23.2	22.8	18.9
Price book-value ratio (times)	1.2	0.9	0.5	0.6	0.5	0.7	0.9	0.8	1.2	1.4	1.3
Number of common shares issued (including treasury stock)	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	233,660,417
Number of shares of treasury stock	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	4,704,750
Total number of employees	8,154	7,147	7,085	6,847	6,492	6,218	6,101	5,966	5,918	5,899	5,732
Ratio of female employees (%)	39.9	44.4	44.6	44.7	44.4	44.4	44.3	44.5	44.6	45.5	45.1
Ratio of female managers (%)	—	—	—	—	—	—	6.4	7.3	8.5	8.9	10.0
Employee turnover rate (excluding mandatory retirement) (%)	—	—	—	—	—	—	2.8	2.3	2.0	1.6	2.6
Total number of stores	28	25	25	25	26	27	27	27	27	28	31
Total sales floor area (thousand m <sup>2</sup> )	381.4	381.4	444.8	453.3	457.8	458.4	453.1	446.5	444.0	441.8	452.1
EPOS cardholders (including Akai Card) (ten thousands of members)	403	429	437	476	476	487	498	542	591	613	636
Ratio of delinquent debt (%)	3.42	4.22	3.91	3.19	3.35	3.10	2.32	1.84	1.68	1.57	1.45
Energy consumption (GJ)	—	—	—	—	—	—	1,998,182	2,525,815	2,350,595	2,305,099	2,341,454
GHG emissions (Scope 1 & 2) (t-CO <sub>2</sub> )* <sup>7</sup> * <sup>8</sup>	142,006	125,628	122,136	130,600	114,900	96,300	86,765	119,129	111,216	103,613	118,183
GHG emissions (Scope 3) (t-CO <sub>2</sub> )* <sup>7</sup> * <sup>8</sup>	—	—	—	—	—	—	—	550,612	530,595	509,070	489,439

\*1 Beginning with the fiscal year ended March 31, 2017, the prior segments of Retailing and Store Operation, Credit Card Services, and Retailing-Related Services were reorganized into the Retailing and FinTech segments.  
\*2 Eliminations under total Group transactions represent the deduction of credit card transactions recorded in Retailing.  
\*3 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.

\*4 EBITDA (earnings before interest, taxes, and depreciation and amortization) = Operating income + Depreciation and amortization  
\*5 Core operating cash flow represents net cash provided by (used in) operating activities less the increase in operating receivables.  
\*6 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.  
\*7 Scope 1 & 2 represent GHG emissions from the Group. Scope 3 represents GHG emissions from areas including raw material procurement, transportation, and use by customers. Scope 3 emissions calculations are verified by Mizuho Information & Research Institute, Inc.  
\*8 In the fiscal year ended March 31, 2014, the scope of data collection was expanded to include the entire Group.