

| 単位:百万円         | FY2012   |          |          |          |        |         |         | FY2013   |          |    |    |      |         |    |
|----------------|----------|----------|----------|----------|--------|---------|---------|----------|----------|----|----|------|---------|----|
| 表示単位未満切捨       | 1Q       | 2Q       | 3Q       | 4Q       | 2Q累計   | 3Q累計    | 通期      | 1Q       | 2Q       | 3Q | 4Q | 2Q累計 | 3Q累計    | 通期 |
| 損益計算書          |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 全社             |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 売上高            | 30,143   | 39,149   | 68,482   | 71,527   | 69,293 | 137,776 | 209,303 | 67,855   | 62,505   |    |    |      | 130,360 |    |
| 売上総利益          | 6,147    | 7,380    | 11,610   | 12,052   | 13,528 | 25,138  | 37,191  | 11,337   | 10,687   |    |    |      | 22,024  |    |
| 販売費及び一般管理費     | 5,823    | 5,776    | 9,709    | 9,978    | 11,599 | 21,309  | 31,288  | 10,214   | 9,688    |    |    |      | 19,902  |    |
| 営業利益           | 324      | 1,604    | 1,900    | 2,074    | 1,928  | 3,829   | 5,903   | 1,123    | 998      |    |    |      | 2,121   |    |
| EBITDA         | 732      | 1,952    | 2,590    | 2,770    | 2,685  | 5,275   | 8,045   | 1,813    | 1,521    |    |    |      | 3,335   |    |
| 経常利益           | 349      | 1,625    | 1,934    | 2,125    | 1,974  | 3,909   | 6,034   | 1,152    | 1,032    |    |    |      | 2,185   |    |
| 税引前四半期(当期)純利益  | 307      | 1,586    | 1,850    | 2,042    | 1,894  | 3,744   | 5,787   | 1,089    | 1,020    |    |    |      | 2,109   |    |
| 四半期(当期)純利益     | 81       | 884      | 998      | 1,128    | 965    | 1,963   | 3,092   | 508      | 577      |    |    |      | 1,086   |    |
| コシューマ事業        |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 売上高            | 26,765   | 35,217   | 64,036   | 65,527   | 61,982 | 126,018 | 191,546 | 64,066   | 58,243   |    |    |      | 122,309 |    |
| 商品売上高          | 17,728   | 24,441   | 46,016   | 45,131   | 42,170 | 88,187  | 133,319 | 46,497   | 41,440   |    |    |      | 87,938  |    |
| 手数料収入          | 9,036    | 10,775   | 18,019   | 20,396   | 19,812 | 37,831  | 58,227  | 17,569   | 16,802   |    |    |      | 34,371  |    |
| 営業利益           | 475      | 1,611    | 2,725    | 2,465    | 2,086  | 4,811   | 7,276   | 1,678    | 1,414    |    |    |      | 3,092   |    |
| 法人事業           |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 売上高            | 3,378    | 3,932    | 4,446    | 5,999    | 7,310  | 11,757  | 17,757  | 3,788    | 4,261    |    |    |      | 8,050   |    |
| 商品売上高          | 997      | 1,222    | 1,277    | 2,142    | 2,220  | 3,498   | 5,640   | 1,054    | 1,233    |    |    |      | 2,287   |    |
| 手数料収入          | 1,830    | 2,146    | 2,494    | 3,154    | 3,976  | 6,471   | 9,625   | 2,032    | 2,338    |    |    |      | 4,370   |    |
| プライベートカード情報    | 549      | 563      | 674      | 702      | 1,113  | 1,788   | 2,490   | 701      | 690      |    |    |      | 1,392   |    |
| 営業利益           | 303      | 537      | 302      | 715      | 841    | 1,144   | 1,859   | 364      | 549      |    |    |      | 913     |    |
| 貸借対照表          |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 資産合計           | 41,107   | 42,217   | 91,056   | 87,297   | -      | -       | -       | 82,263   | 74,568   |    |    |      | -       |    |
| 負債合計           | 21,934   | 22,134   | 63,973   | 59,034   | -      | -       | -       | 54,234   | 55,130   |    |    |      | -       |    |
| 純資産合計          | 19,172   | 20,083   | 27,083   | 28,262   | -      | -       | -       | 28,028   | 19,437   |    |    |      | -       |    |
| 資本金            | 2,778    | 2,778    | 2,778    | 2,778    | -      | -       | -       | 2,778    | 2,778    |    |    |      | -       |    |
| 発行済株式総数(千株)    | 44,738.4 | 44,738.4 | 55,923.0 | 55,923.0 | -      | -       | -       | 55,923.0 | 55,923.0 |    |    |      | -       |    |
| キャッシュ・フロー計算書   |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 営業キャッシュ・フロー    | -        | -        | -        | -        | 733    | -       | △7,913  | -        | -        |    |    |      | 11,182  |    |
| 投資キャッシュ・フロー    | -        | -        | -        | -        | △ 601  | -       | △11,709 | -        | -        |    |    |      | △ 786   |    |
| 財務キャッシュ・フロー    | -        | -        | -        | -        | △ 592  | -       | 8,715   | -        | -        |    |    |      | △ 9,839 |    |
| 残高             | -        | -        | -        | -        | 9,000  | -       | 1,860   | -        | -        |    |    |      | 2,416   |    |
| 販売台数(万台)       |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 合計             | 40       | 49       | 80       | 86       | 89     | 169     | 255     | 75       | 66       |    |    |      | 141     |    |
| 量販店等           | 15       | 19       | 21       | 22       | -      | -       | -       | 19       | 14       |    |    |      | -       |    |
| キャリア認定ショップ     | 21       | 25       | 53       | 56       | -      | -       | -       | 52       | 47       |    |    |      | -       |    |
| 法人             | 4        | 5        | 6        | 8        | -      | -       | -       | 4        | 5        |    |    |      | -       |    |
| キャリア認定ショップ数(店) |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 合計             | 180      | 180      | 421      | 420      | -      | -       | -       | 427      | 427      |    |    |      | -       |    |
| docomo         | 122      | 122      | 363      | 363      | -      | -       | -       | 370      | 370      |    |    |      | -       |    |
| au             | 54       | 54       | 54       | 53       | -      | -       | -       | 53       | 53       |    |    |      | -       |    |
| SoftBank       | 4        | 4        | 4        | 4        | -      | -       | -       | 4        | 4        |    |    |      | -       |    |
| 直営ショップ合計       | 116      | 116      | 270      | 269      | -      | -       | -       | 271      | 271      |    |    |      | -       |    |
| docomo         | 87       | 87       | 241      | 241      | -      | -       | -       | 243      | 243      |    |    |      | -       |    |
| au             | 25       | 25       | 25       | 24       | -      | -       | -       | 24       | 24       |    |    |      | -       |    |
| SoftBank       | 4        | 4        | 4        | 4        | -      | -       | -       | 4        | 4        |    |    |      | -       |    |
| 社員数(人)         |          |          |          |          |        |         |         |          |          |    |    |      |         |    |
| 従業員            | 2,041    | 2,001    | 4,443    | 4,344    | -      | -       | -       | 5,031    | 4,911    |    |    |      | -       |    |
| 臨時従業員          | 1,801    | 1,871    | 2,186    | 2,358    | -      | -       | 2,057   | 1,894    | 1,897    |    |    |      | -       |    |