



会社名；株式会社じげん
証券コード：3679

データブック 2024年3月期 第3四半期

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Notes

- ・ This data book is not reviewed by the independent auditor.
- ・ Some of the figures in this data book is calculated using other rounded figures in the book, and the calculated figures do not necessarily match the figures completely in the other publicly available documents.
- ・ The figures for FY2024/3E are earnings forecasts.
- ・ Regarding the past figures, the Other items and Separate line items have not been reconciled for consistency with the items already disclosed in the statutory disclosure documents.

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URL: <https://zigexn.co.jp/ir/>

各種指標	Performance Indicators	単位	Unit	FY2020/3	FY2021/3	FY2022/3	FY2023/3	FY2024/3E	補足
連結売上収益	Consolidated sales revenue	百万円	Millions of yen	13,199	12,564	15,272	18,709	23,300	
対前年増減率	YoY	%		2.7%	-4.8%	21.6%	22.5%	24.5%	
セグメント別売上収益	Sales revenue by segment								
Vertical HR		百万円	Millions of yen	4,530	4,800	6,010	7,181	9,300	
対前年増減率	YoY	%		14.3%	6.0%	25.2%	19.5%	29.5%	
対売上比	% to sales revenue	%		34.3%	38.2%	39.4%	38.4%	39.9%	
Living Tech		百万円	Millions of yen	2,520	3,391	4,051	4,819	5,800	
対前年増減率	YoY	%		8.6%	34.6%	19.5%	19.0%	20.4%	
対売上比	% to sales revenue	%		19.1%	27.0%	26.5%	25.8%	24.9%	
Life Service		百万円	Millions of yen	6,150	4,372	5,212	6,709	8,200	
対前年増減率	YoY	%		-6.4%	-28.9%	19.2%	28.7%	22.2%	
対売上比	% to sales revenue	%		46.6%	34.8%	34.1%	35.9%	35.2%	
積み上げ型収益	Recurring revenue	百万円	Millions of yen	8,518	8,415	9,415	10,981		
対前年増減率	YoY	%		29.7%	-1.2%	11.9%	16.6%		
対売上比	% to sales revenue	%		64.5%	67.0%	61.6%	58.7%		
EBITDA		百万円	Millions of yen	4,619	3,808	4,265	5,334	6,500	営業利益(損失)+減価償却費及び償却費+減損損失+固定資産除却損及び評価損 - 負ののれん発生益 EBITDA=Operating Income (loss) + Depreciation and amortization + Impairment loss + Loss on retirement of non-current assets and on revaluation - Gain on bargain purchase
対前年増減率	YoY	%		2.4%	-17.6%	12.0%	25.1%	21.9%	
対売上比	% to sales revenue	%		35.0%	30.3%	27.9%	28.5%	27.9%	
営業利益(損失)	Operating income (loss)	百万円	Millions of yen	3,806	-1,062	3,314	4,180	5,300	
対前年増減率	YoY	%		-6.6%	-	-	26.1%	26.8%	
対売上比	% to sales revenue	%		28.8%	-8.5%	21.7%	22.3%	22.7%	
税引前利益(損失)	Income (loss) before income tax	百万円	Millions of yen	3,800	-1,069	3,309	4,199	5,300	
対前年増減率	YoY	%		-6.7%	-	-	26.9%	26.2%	
対売上比	% to sales revenue	%		28.8%	-8.5%	21.7%	22.4%	22.7%	
親会社の所有者に帰属する当期利益(損失)	Net income attributable to owners of the parent company	百万円	Millions of yen	2,669	-1,964	2,262	2,930	3,650	
対前年増減率	YoY	%		-5.1%	-	-	29.5%	24.6%	
対売上比	% to sales revenue	%		20.2%	-15.6%	14.8%	15.7%	15.7%	
基本的1株当たり当期利益(損失)(円)	Earnings per share	円	Yen	24.02	-18.05	20.92	27.85	35.10	
対前年増減率	YoY	%		-4.8%	-	-	33.1%	26.0%	
資産合計	Total assets	百万円	Millions of yen	22,406	20,101	21,604	30,393		
負債合計	Total liability	百万円	Millions of yen	6,142	7,105	6,675	14,320		
資本合計	Total net assets	百万円	Millions of yen	16,264	12,997	14,929	16,073		
現金及び現金同等物	Cash and cash equivalents	百万円	Millions of yen	6,631	7,420	8,588	9,953		
有利子負債	Interest bearing debt	百万円	Millions of yen	1,053	2,769	2,132	5,229		長短借入金合計。リース負債を除く。Total amount of long-term and short-term loans. Excludes lease liabilities.
ネットキャッシュ(ネットデット)	Net Cash (Net Debt)	百万円	Millions of yen	5,578	4,651	6,456	4,724		
親会社の所有者に帰属する持分	Total equity attributable to owners of the parent company	百万円	Millions of yen	16,261	12,988	14,929	16,073		
親会社所有者帰属持分比率(≒自己資本比率)	Ratio of equity attributable to owners of the parent company to total assets (≒equity ratio)	%		72.6%	64.6%	69.1%	52.9%		
1株当たり親会社所有者帰属持分	Equity attributable to owners of the parent company per share	円	Yen	146.33	120.12	138.07	154.55		
のれん金額	Goodwill	百万円	Millions of yen	9,428	6,655	6,934	9,911		
内訳	Breakdown								
リジョブ	REJOB	百万円	Millions of yen	1,756	1,756	1,756	1,756		
タイズ	Ties	百万円	Millions of yen	-	-	-	1,393		
ブレイン・ラボ(キャリアプラス)	BrainLab (CAREER PLUS)	百万円	Millions of yen	988	988	988	988		
ブレイン・ラボ(マッチングッド)	BrainLab (MatchinGood)	百万円	Millions of yen	575	575	575	575		
ライフサポート	Life Support	百万円	Millions of yen	759	829	1,108	1,108		リショップナビを中心とするリフォーム事業。Renovation businesses (mainly RESHOP-NAVI)
パートナーソリューション	Partner Solution	百万円	Millions of yen	-	749	749	749		フランチャイズ比較.netを中心とする比較メディア事業。Comparison media businesses (mainly Franchise Hikaku.net)
ティ・エス・ディ	TSD	百万円	Millions of yen	-	-	-	668		
アップルワールド	Apple World	百万円	Millions of yen	2,225	497	497	497		
三光アド	Sanko Ad	百万円	Millions of yen	2,012	432	432	432		
のれん対資本倍率	Goodwill to capital ratio	倍	X	0.6	0.5	0.5	0.6		

営業活動によるキャッシュ・フロー	Cash flow from operating activities	百万円	Millions of yen	2,144	2,567	3,847	5,706	
投資活動によるキャッシュ・フロー	Cash flow from investing activities	百万円	Millions of yen	-1,642	-1,746	-1,283	-4,601	
財務活動によるキャッシュ・フロー	Cash flow from financing activities	百万円	Millions of yen	-1,160	-29	-1,391	267	
FCF (フリーキャッシュフロー) (excluding M&A investments)	Free cash flow	百万円	Millions of yen	1,649	1,987	2,964	4,697	営業活動によるキャッシュ・フロー+投資活動によるキャッシュ・フロー (M&A投資除く) Cash flow from operating activities + Cash flow from investing activities (excluding M&A)
1株当たりFCF (フリーキャッシュフロー)	Free cash flow per share	円	Yen	14.84	18.38	27.41	45.16	FCF (フリーキャッシュフロー) ÷ 発行済株式数 (自己株式控除後) FCF (Free Cash Flow) ÷ Outstanding stocks (excluding treasury stocks)
戦略投資額	Strategic investment	億円	Hundred Million yen	13.4	15.0	4	43.2	戦略投資額 (M&Aや提携等への拠出額) Total amount of investments such as M&As and alliances
配当総額	Total dividends	百万円	Millions of yen	333	324	378	416	DPS (1株当たり配当金) × 発行済株式数 (自己株式控除後) DPS (Dividend Per Share) * Outstanding stocks (excluding treasury stocks)
DPS (1株当たり配当額)	Dividends per share	円	Yen	3.0	3.0	3.5	4.0	
配当性向	Dividend payout ratio	%		12.5%	-	16.7%	14.4%	DPS (1株当たり配当金) ÷ EPS (基本的1株当たり当期利益) DPS (Dividend Per Share) ÷ EPS (Earnings Per Share)
配当利回り	Dividend yield	%		1.1%	0.7%	1.2%	0.8%	DPS (1株当たり配当金) ÷ 株価 (各期末終値) DPS (Dividend Per Share) ÷ Stock Price (closing price of each period)
自己株式取得額	Total amount of share buybacks	百万円	Millions of yen	997	-	-	1,400	
総還元性向	Total payout ratio	%		49.8%	-	16.7%	62.0%	(配当総額+自己株式取得額) ÷ 当期利益 (Total amount of dividend and share buybacks) ÷ net income
株価 (Stock Price)		円	Yen	264	432	301	482	各期末時点
EPS (基本的1株当たり当期利益)	Earning per share	円	Yen	24.02	-18.05	20.92	27.85	親会社の所有者に帰属する当期利益 (損失) ÷ 期中平均普通株式数 (自己株式控除後) Net income (loss) attributable to owners of the parent company ÷ Average number of outstanding stocks (excluding treasury stocks)
PER (株価収益率)	Price-to-earnings ratio (P/E)	倍 X		11.0	-	14.4	17.3	株価 ÷ EPS (基本的1株当たり当期利益) Stock Price ÷ EPS (Earnings Per Share)
M&Aリターン	Return on M&A							
年間リターン	Annual Return on M&A	%		34.8%	24.8%	28.3%	28.6%	単年度EBITDA ÷ M&A拠出額 Annual EBITDA ÷ M&A investment
累計リターン	Accumulated Return on M&A	%		128.5%	137.6%	166.0%	189.2%	(取得以降) 累計EBITDA ÷ M&A拠出額 Accumulated EBITDA (after acquisition) ÷ M&A investment
従業員数	Number of employees	名/person		465	772	704	857	正社員のみ Only full-time workers
法人顧客数	Number of coporate clients (companies)	社/company		18,720	18,968	20,491	21,589	直近1年間で売上収益が発生したアクティブ顧客数 Number of active corporate clients (companies) that contributed to the sales revenue in the last twelve months (LTM)
掲載事業所数	Number of business offices posting ads on the platform							
Vertical HR	事業所/business office			57,764	59,006	65,305	76,173	
Living Tech	事業所/business office			19,228	22,576	25,129	26,457	
ROE (親会社所有者帰属持分当期利益率)	Return on equity	%		17.8%	-13.4%	16.2%	18.9%	売上高当期利益率 × 総資産回転率 × 財務レバレッジ Ratio of net income * Total assets turnover * financial leverage
売上高当期利益率	Net income margin (loss)	%		20.2%	-15.6%	14.8%	15.7%	親会社の所有者に帰属する当期利益 ÷ 売上収益 Net income (loss) attributable to owners of the parent company ÷ sales revenue
総資産回転率	Total assets turnover	回 turnover		0.62	0.59	0.73	0.72	売上収益 ÷ 総資産 (期首期末平均) Sales revenue ÷ Total assets (average at the beginning and end of the period)
財務レバレッジ	Financial leverage	倍 X		1.4	1.5	1.5	1.7	総資産 (期首期末平均) ÷ 親会社の所有者の所有者に帰属する持分 (期首期末平均) Total assets (average at the beginning and end of the period) ÷ Total equity attributable to owners of the parent company (average at the beginning and end of the period)
ROA (総資産利益率)	Return on assets	%		12.6%	-9.2%	10.8%	11.3%	売上高当期利益率 × 総資産回転率 Ratio of net income (loss) * Total assets turnover
WACC (加重平均資本コスト)	Weighted average cost of capital	%		9.6%	9.5%	10.3%	8.7%	税引後有利子負債コスト × D ÷ (D+E) + 株主資本コスト × E ÷ (D+E) D: 有利子負債合計, E: 株式時価総額 Cost of debt after tax * D / (D+E) + Cost of Equity * E / (D+E) D: Book value of debt, E: Market value of equity
株主資本コスト (GoE)	Cost of equity	%		9.6%	9.5%	10.3%	10.2%	リスクフリーレート + β (エクイティリスクプレミアム) + サイズリスクプレミアム Risk free rate + β * (Equity risk premium) + Size risk premium
ROIC (投下資本利益率)	Return on invested capital	%		16.2%	-4.5%	14.0%	15.1%	NOPAT ÷ 投下資本 (期首期末平均) NOPAT ÷ Invested capital (average at the beginning and end of the period)
NOPAT (税引後営業利益)	Net operating profit after tax	百万円	Millions of yen	2,641	-737	2,299	2,900	営業利益 × (1 - 実効税率) ※実効税率は30.62%として算出 Operating income * (1 - tax rate) notes: it is calculated based on the tax rate of 30.62%
投下資本	Invested capital	百万円	Millions of yen	17,314	15,757	17,061	21,302	有利子負債 + 親会社の所有者に帰属する持分 Interest bearing debt + Total equity attributable to owners of the parent company
EVAスプレッド	EVA spread	%		6.6%	-13.9%	3.7%	6.4%	ROIC (投下資本利益率) - WACC (加重平均資本コスト) ROIC (Return on invested capital) - WACC (Weighted average cost of capital)
DEレシオ	Debt equity ratio	倍 X		0.06	0.21	0.14	0.33	有利子負債 ÷ 親会社の所有者に帰属する持分 Interest bearing debt ÷ Total equity attributable to owners of the parent company
ネットDEレシオ	Net debt equity ratio	倍 X		0.34	0.36	0.43	0.29	ネットキャッシュ (ネットデット) ÷ 親会社の所有者に帰属する持分 Net cash (net debt) ÷ Total equity attributable to owners of the parent company
発行済株式数	Total number of outstanding stocks	株 stock		111,700,000	111,700,000	111,700,000	111,700,000	
自己株式数	Treasury stocks	株 stock		577,290	3,577,290	3,577,290	7,698,090	
発行済株式数 (自己株式控除後)	Total number of outstanding shares (excluding treasury stocks)	株 stock		111,122,710	108,122,710	108,122,710	104,001,910	

[IFRS] 連結財政状態計算書 Consolidated Statement of Financial Position

単位: 百万円 Unit: yen in millions

	FY2021/3				FY2022/3				FY2023/3				FY2024/3			FY2021/3	FY2022/3	FY2023/3
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q			
資産 Assets																		
流動資産 Current assets																		
現金及び現金同等物 Cash and cash equivalents	6,324	7,062	6,924	7,420	7,910	8,650	8,630	8,588	8,186	8,155	7,815	9,953	9,776	10,579	8,934	7,420	8,588	9,953
営業債権及びその他の債権 Trade and other receivables	1,582	1,755	1,709	1,976	1,833	1,901	1,694	1,950	2,011	2,363	2,401	3,378	3,223	3,640	3,210	1,976	1,950	3,378
その他の金融資産 Other current assets	26	59	29	1	1	0	10	11	243	125	82	44	11	12	26	1	11	44
その他の流動資産 Other financial assets	626	272	494	563	476	231	285	349	711	737	729	933	1,239	1,205	1,206	563	349	933
流動資産合計 Total current assets	8,559	9,148	9,156	9,960	10,219	10,783	10,619	10,897	11,152	11,380	11,026	14,308	14,248	15,436	13,376	9,960	10,897	14,308
非流動資産 Non-current assets																		
有形固定資産 Tangible fixed assets	134	119	112	101	93	98	92	86	88	89	115	142	142	159	154	0	0	0
使用権資産 Right-of-use assets	1,134	1,051	1,019	926	823	745	677	787	730	641	573	1,408	1,310	1,216	1,142	101	86	142
のれん Goodwill	9,428	5,815	6,655	6,655	6,655	6,655	6,655	6,934	7,107	7,556	9,227	9,911	9,911	9,911	9,955	6,655	6,934	9,911
無形資産 Intangible assets	1,384	1,023	1,206	1,251	1,334	1,447	1,530	1,600	1,713	1,836	2,004	2,419	2,434	2,456	2,466	1,251	1,600	2,419
その他の金融資産 Other financial assets	471	451	450	444	439	444	443	455	433	442	716	897	893	1,006	961	444	455	897
繰延税金資産 Deferred tax assets	409	540	830	763	807	817	785	843	960	980	1,019	1,307	1,366	1,310	1,217	763	843	1,307
その他の非流動資産 Other non-current assets	0	0	1	1	1	1	1	3	3	5	4	3	6	10	10	1	3	3
非流動資産合計 Total non-current assets	12,960	8,999	10,273	10,141	10,152	10,207	10,183	10,707	11,034	11,548	13,657	16,086	16,062	16,068	15,905	10,141	10,707	16,086
資産合計 Total Assets	21,519	18,147	19,429	20,101	20,371	20,989	20,802	21,604	22,186	22,928	24,683	30,393	30,310	31,504	29,281	20,101	21,604	30,393
負債及び資本 Total liabilities and net assets																		
負債 Liabilities																		
流動負債 Current liabilities																		
借入金-短期 Short-term loans	337	231	647	637	637	637	637	637	2,040	2,057	2,632	3,051	2,296	2,140	2,071	637	637	3,051
営業債務及びその他の債務 Trade and other payables	517	711	729	841	873	937	854	898	1,166	1,507	1,248	1,872	1,932	2,336	2,345	841	898	1,872
その他の金融負債 Other financial liabilities	1,125	1,080	1,112	1,189	1,396	1,399	1,261	1,338	1,489	1,579	1,447	3,099	3,332	3,439	1,252	1,189	1,338	3,099
未払法人所得税等 Income taxes payable	257	501	266	423	338	599	373	449	399	697	543	817	419	699	383	423	449	817
引当金 Allowance	160	130	106	118	126	121	116	129	118	103	120	126	122	106	110	118	129	126
リース負債 Lease liabilities	412	412	409	410	408	416	436	382	345	304	264	464	471	466	472	410	382	464
その他の流動負債 Other current liabilities	665	768	780	653	694	698	742	795	965	1,119	1,318	1,608	1,737	1,837	1,763	653	795	1,608
流動負債合計 Total current liabilities	3,473	3,832	4,049	4,271	4,473	4,807	4,419	4,627	6,522	7,366	7,572	11,037	10,309	11,023	8,396	4,271	4,627	11,037
非流動負債 Non-current liabilities																		
借入金-長期 Long-term loans	1,467	1,412	2,191	2,132	1,972	1,813	1,654	1,495	448	415	1,461	2,178	2,486	2,118	1,663	2,132	1,495	2,178
引当金 Allowance	131	157	157	157	157	156	156	149	154	156	164	184	184	180	165	157	149	184
リース負債 Lease liabilities	693	614	591	500	401	312	227	383	361	310	274	900	801	712	631	500	383	900
その他の非流動負債 Other non-current liabilities	29	48	45	32	36	39	33	20	19	22	24	20	21	20	21	32	20	20
繰延税金負債 Deferred tax liabilities	34	73	26	13	11	3	2	0	0	1	0	0	0	0	0	13	0	0
非流動負債合計 Non-current liabilities	2,354	2,304	3,009	2,834	2,578	2,324	2,071	2,047	983	903	1,922	3,283	3,493	3,031	2,479	2,834	2,047	3,283
負債合計 Total Liabilities	5,827	6,136	7,058	7,105	7,051	7,130	6,490	6,675	7,504	8,269	9,494	14,320	13,801	14,054	10,875	7,105	6,675	14,320
資本 Net assets																		
資本金 Share capital	2,552	2,552	2,552	2,552	2,552	2,552	2,552	2,552	2,552	125	125	125	125	125	125	2,552	2,552	125
資本剰余金 Capital premium	2,538	2,538	2,538	2,538	2,540	2,542	2,542	2,542	2,542	4,969	4,969	4,969	4,969	4,969	4,969	2,538	2,542	4,969
利益剰余金 Retained earnings	11,668	8,232	8,669	9,281	9,614	10,155	10,607	11,224	11,540	12,216	12,884	13,776	14,207	15,154	16,135	9,281	11,224	13,776
自己株式 Treasury shares	(1,075)	(1,319)	(1,399)	(1,399)	(1,399)	(1,399)	(1,399)	(1,399)	(1,967)	(2,673)	(2,801)	(2,801)	(2,801)	(2,801)	(2,801)	(1,399)	(1,399)	(2,801)
その他の資本の構成要素 Other components of equity	9	7	5	16	4	9	10	10	14	22	12	4	9	3	(22)	16	10	4
親会社の所有者に帰属する持分合計 Total equity attributable to owners of the parent company	15,692	12,009	12,366	12,988	13,311	13,859	14,312	14,929	14,682	14,659	15,189	16,073	16,509	17,450	18,406	12,988	14,929	16,073
非支配持分 Non-controlling interests	1	2	5	8	10	0	0	0	0	0	0	0	0	0	0	8	0	0
資本合計 Total Net Assets	15,693	12,011	12,371	12,997	13,320	13,859	14,312	14,929	14,682	14,659	15,189	16,073	16,509	17,450	18,406	12,997	14,929	16,073
負債及び資本合計 Total Liabilities and Equity	21,519	18,147	19,429	20,101	20,371	20,989	20,802	21,604	22,186	22,928	24,683	30,393	30,310	31,504	29,281	20,101	21,604	30,393

[IFRS] 連結損益計算書 Consolidated Statement of Income

単位: 百万円 Unit: yen in millions

	FY2021/3				FY2022/3				FY2023/3				FY2024/3			FY2021/3	FY2022/3	FY2023/3
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q			
売上収益 Revenue	2,807	2,768	3,267	3,723	3,823	3,770	3,632	4,047	4,105	4,319	4,695	5,590	5,460	5,744	5,717	12,564	15,272	18,709
YoY growth (%)	-19.6%	-11.8%	5.9%	6.7%	36.2%	36.2%	11.2%	8.7%	7.4%	14.5%	29.3%	38.1%	33.0%	33.0%	21.8%	-4.8%	21.6%	22.5%
Vertical HR	971	969	1,437	1,423	1,640	1,499	1,433	1,438	1,572	1,510	1,894	2,205	2,358	2,299	2,285	4,800	6,010	7,181
YoY growth (%)	NA	NA	NA	NA	68.9%	54.7%	-0.3%	1.1%	-4.1%	0.8%	32.1%	53.4%	50.0%	52.2%	20.6%	NA	25.2%	19.5%
掲載課金 Monthly fee model	NA	NA	623	631	650	699	728	750	730	794	836	878	874	934	984	NA	2,827	3,238
成果課金 Pay-for-performance (=hire) model	NA	NA	519	504	693	513	421	419	568	460	781	1,036	1,189	1,086	1,024	NA	2,046	2,846
その他 Others	NA	NA	295	288	297	287	284	268	274	256	277	292	296	279	277	NA	1,137	1,098
Living Tech	780	780	806	1,025	934	993	937	1,187	1,001	1,139	1,191	1,487	1,161	1,246	1,281	3,391	4,051	4,819
YoY growth (%)	NA	NA	NA	NA	19.7%	27.3%	16.2%	15.8%	7.2%	14.6%	27.2%	25.3%	15.9%	9.4%	7.5%	NA	19.4%	19.0%
住まい Real estate	NA	NA	486	644	540	609	566	719	520	622	723	936	660	737	792	NA	2,435	2,801
リフォーム Renovation	NA	NA	247	274	287	292	269	314	337	430	377	400	383	415	382	NA	1,162	1,544
エネルギー Energy	NA	NA	73	107	107	92	101	154	145	87	91	151	117	94	107	NA	454	474
Life Service	1,055	1,018	1,023	1,276	1,249	1,278	1,262	1,422	1,531	1,669	1,610	1,898	1,941	2,199	2,151	4,372	5,211	6,709
YoY growth (%)	NA	NA	NA	NA	18.4%	25.5%	23.4%	11.4%	22.6%	30.6%	27.6%	33.5%	26.8%	31.7%	33.6%	NA	19.2%	28.7%
売上原価 Cost of goods sold	(468)	(454)	(573)	(586)	(598)	(625)	(617)	(653)	(686)	(703)	(842)	(928)	(928)	(1,000)	(972)	(2,081)	(2,493)	(3,158)
人件関連費(原価) Personnel-related Expenses	(334)	(279)	(449)	(442)	(443)	(458)	(441)	(455)	(454)	(482)	(620)	(671)	(652)	(672)	(619)	(1,503)	(1,798)	(2,227)
その他費用(原価) Others	(134)	(175)	(123)	(145)	(155)	(167)	(175)	(198)	(231)	(221)	(222)	(257)	(275)	(328)	(353)	(577)	(696)	(931)
売上総利益 Gross profit	2,339	2,314	2,694	3,137	3,224	3,145	3,016	3,394	3,419	3,616	3,853	4,662	4,532	4,744	4,744	10,484	12,779	15,550
粗利率 Gross profit margin (%)	83.3%	83.6%	82.5%	84.3%	84.3%	83.4%	83.0%	83.9%	83.3%	83.7%	82.1%	83.4%	83.0%	82.6%	83.0%	83.4%	83.7%	83.1%
販売費及び一般管理費 SG&A	(1,753)	(1,689)	(1,983)	(2,235)	(2,308)	(2,395)	(2,372)	(2,458)	(2,456)	(2,687)	(2,895)	(3,243)	(3,336)	(3,436)	(3,403)	(7,661)	(9,533)	(11,282)
人件関連費(販管) Personnel-related Expenses	(656)	(625)	(743)	(836)	(838)	(803)	(819)	(838)	(889)	(973)	(1,114)	(1,232)	(1,314)	(1,334)	1,405	(2,860)	(3,298)	(4,208)
広告宣伝費+販売促進費 Ads + Promotion Expenses	(700)	(652)	(755)	(948)	(1,024)	(1,160)	(1,100)	(1,150)	(1,125)	(1,244)	(1,237)	(1,406)	(1,366)	(1,459)	1,348	(3,054)	(4,434)	(5,013)
その他 Others	(397)	(412)	(486)	(452)	(446)	(432)	(453)	(470)	(441)	(469)	(544)	(605)	(656)	(643)	650	(1,747)	(1,801)	(2,061)
その他の収益 Other revenue	15	88	4	25	15	20	14	25	10	10	11	23	14	15	9	131	74	54
その他の費用 Other expense	(1)	(4,002)	(4)	(8)	(0)	(0)	(1)	(4)	(1)	(5)	(8)	(129)	(7)	(12)	(4)	(4,016)	(5)	(143)
営業利益 Operating income (loss)	599	(3,290)	711	918	931	769	656	958	972	934	961	1,313	1,203	1,311	1,347	(1,062)	3,314	4,180
営業利益率 Operating income margin (%)	21.3%	-118.9%	21.8%	24.7%	24.4%	20.4%	18.1%	23.7%	23.7%	21.6%	20.5%	23.5%	22.0%	22.8%	23.6%	-8.5%	21.7%	22.3%
金融収益 Financial revenue	0	0	0	0	0	0	0	0	0	0	0	31	11	14	(24)	0	1	32
金融費用 Financial expense	(1)	(2)	(2)	(2)	(2)	(2)	(2)	(1)	(2)	(2)	(13)	6	(4)	(3)	(7)	(7)	(6)	(10)
持分法による投資損益 (△は損失) Share of profit of investments accounted for using the equity	0	0	0	0	0	0	0	0	0	0	(0)	(3)	(3)	(1)	(0)	0	0	(3)
税引前当期利益 Income (loss) before income taxes	597	(3,291)	709	916	929	768	655	957	971	933	948	1,348	1,207	1,321	1,316	(1,069)	3,309	4,199
利益率 Margin (%)	21.3%	-118.9%	21.7%	24.6%	24.3%	20.4%	18.0%	23.6%	23.6%	21.6%	20.2%	24.1%	22.1%	23.0%	23.0%	-8.5%	21.7%	22.4%
法人所得税費用 Income tax expenses	(176)	(144)	(268)	(302)	(271)	(225)	(203)	(345)	(276)	(256)	(280)	(456)	(359)	(374)	(334)	(889)	(1,043)	(1,269)
当期利益 Net income (loss)	421	(3,435)	441	615	659	543	452	612	694	676	667	892	847	947	981	(1,958)	2,266	2,930
利益率 Margin (%)	15.0%	-124.1%	13.5%	16.5%	17.2%	14.4%	12.4%	15.1%	16.9%	15.7%	14.2%	16.0%	15.5%	16.5%	17.2%	-15.6%	14.8%	15.7%
当期利益の帰属 Net income (loss) attributable to:																		
親会社の所有者 Owners of the parent company	423	(3,437)	438	612	657	541	452	612	694	676	667	892	847	947	981	(1,964)	2,262	2,930
非支配持分 Non-controlling interests	(2)	1	4	3	2	2	0	0	0	0	0	0	0	0	0	6	4	0

【IFRS】連結キャッシュ・フロー計算書 Consolidated Statement of Cash Flow

単位: 百万円 Unit: million yen

	FY2021/3				FY2022/3				FY2023/3				FY2024/3			FY2021/3	FY2022/3	FY2023/3
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q			
営業活動によるキャッシュ・フロー Cash flows from operating activities																		
税引前当期利益 Income (loss) before income taxes	597	(3,291)	709	916	929	768	655	957	971	933	948	1,348	1,207	1,321	1,316	(1,069)	3,309	4,199
減価償却費及び償却費 Depreciation and amortization	235	242	211	217	220	231	242	237	232	242	252	299	302	317	324	905	930	1,025
負のれん発生益 Gain on bargain purchase	0	(76)	0	0	0	0	0	0	0	0	0	0	0	0	0	(76)	0	0
減損損失 Impairment loss	0	3,986	(0)	4	0	0	0	0	0	0	0	0	0	0	0	3,991	0	0
金融収益及び金融費用 Financial revenue and expenses	1	1	2	2	2	1	1	1	1	1	12	(37)	(7)	(11)	31	6	6	(22)
株式報酬費用 Stock compensation expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
その他の収益 Other revenue	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
その他の費用 Other expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
営業債権及びその他の債権の減少額 (増加) Decrease (increase) in trade and other receivables	436	38	46	(216)	178	(100)	200	(245)	2	(177)	169	(561)	155	(392)	424	304	32	(567)
前渡金の増減額 (増加) Decrease (increase) in advance payments to suppliers	0	0	0	0	0	0	0	0	0	0	0	(559)	143	(51)	129	0	0	(559)
営業債務及びその他の債務の増加額 (減少) Increase (decrease) in trade and other payables	(381)	88	17	112	28	67	(83)	44	244	309	(318)	309	55	408	9	(164)	56	543
前受金の増減額 (減少) Increase (decrease) in advances received	0	0	0	0	0	0	0	0	0	0	0	208	92	92	(152)	0	0	208
預り金の増減額 (減少) Increase (decrease) in deposits	0	0	0	0	0	0	0	0	0	0	0	1,720	230	92	(2,195)	0	0	1,720
預り保証金の増減額 Increase (decrease) in guarantee deposits	(47)	11	22	8	18	15	9	9	12	15	(2)	(13)	2	15	12	(6)	51	11
販売促進引当金の増減額 Increase (decrease) in sales promotion expenses	0	0	0	(52)	0	0	0	5	0	0	0	3	0	0	0	(52)	5	3
未払消費税等の増減額 Increase (decrease) in accrued consumption taxes	179	(55)	(118)	(16)	212	3	34	0	(39)	(32)	(34)	55	(14)	(34)	56	(11)	250	(50)
その他 Others	(137)	(102)	(33)	149	61	21	(196)	144	(83)	(30)	(160)	299	0	21	(57)	(123)	31	26
小計 Subtotal	885	842	856	1,123	1,648	1,006	862	1,153	1,340	1,261	866	3,070	2,166	1,777	(103)	3,705	4,670	6,536
利息及び配当金の受取額 Interest and dividend received	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1
利息の支払額 Interest paid	(1)	(2)	(2)	(2)	(2)	(2)	(2)	(1)	(2)	(2)	(3)	(4)	(4)	(3)	(3)	(7)	(6)	(10)
法人所得税等の支払額 Income taxes paid	(733)	(7)	(538)	(276)	(380)	5	(400)	(299)	(429)	(1)	(461)	(37)	(1,220)	(1)	(619)	(1,553)	(1,073)	(927)
法人所得税等の還付額 Income taxes return	5	415	2	0	1	258	(0)	(2)	2	105	(1)	(0)	0	0	0	421	256	106
営業活動によるキャッシュ・フロー Cash flows from operating activities	155	1,248	318	846	1,268	1,267	461	851	911	1,364	402	3,030	943	1,773	(724)	2,567	3,847	5,706
投資活動によるキャッシュ・フロー Cash flows from investing activities																		
定期預金の払い戻しによる収入 Proceeds from withdrawal of time deposits	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
有形固定資産の取得による支出 Purchase of tangible fixes assets	(10)	(3)	(6)	(7)	(3)	(17)	(8)	(8)	(11)	(13)	(9)	(55)	(11)	(33)	(8)	(26)	(36)	(88)
有形固定資産の売却による収入 Proceeds from sales of tangible fixed assets	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
無形資産の取得による支出 Purchase of intangible assets	(146)	(153)	(137)	(148)	(187)	(225)	(202)	(204)	(230)	(247)	(232)	(226)	(181)	(196)	(203)	(584)	(817)	(935)
投資有価証券の売却による収入 Proceeds from the sale of investment securities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
敷金・保証金の差入れによる支出 Payment due to deposit of deposit / security deposit	0	0	(0)	(3)	0	0	0	(23)	0	0	0	(15)	0	0	0	(3)	(23)	(15)
敷金・保証金の回収による収入 Proceeds from deposit of deposit / security deposit	7	4	0	28	2	0	(0)	2	24	0	3	2	30	1	0	40	5	28
資産除去債務の履行による支出 Payment due to assets retirement obligations	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
金銭の信託の取得による支出 Purchase of money held in trust	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
金銭の信託の払戻による収入 Proceeds from cancellation of money held in trust	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
持分法で会計処理されている投資の取得による支出 Acquisition of investments accounted for by the equity method	0	0	0	0	0	0	0	0	0	0	(54)	0	0	0	0	0	0	(54)
連結の範囲の変更を伴う子会社株式の取得による収入 Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation	0	155	0	0	0	0	0	0	0	0	0	0	0	0	0	155	0	0
連結の範囲の変更を伴う子会社株式の取得による支出 Purchase of shares of subsidiaries resulting in change in scope of consolidation	0	0	0	0	0	0	0	0	(164)	(271)	(1,508)	(1,650)	0	0	0	0	0	(3,592)
事業譲受による支出 Payment for transfer of business	0	0	(1,321)	0	0	0	0	(400)	0	0	0	0	0	0	(20)	(1,321)	(400)	0
短期貸付金の純増減額 Net increase (decrease) in short-term loans receivable	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
その他 Others	0	0	0	(6)	(3)	(6)	(11)	9	(1)	5	29	23	15	(85)	(9)	(6)	(11)	56
投資活動によるキャッシュ・フロー Cash flows from investing activities	(149)	2	(1,463)	(136)	(191)	(248)	(221)	(623)	(383)	(527)	(1,771)	(1,921)	(147)	(313)	(239)	(1,746)	(1,283)	(4,601)
財務活動によるキャッシュ・フロー Cash flows from financing activities																		
リース負債の返済 Repayment of lease liabilities	(109)	(108)	(108)	(103)	(105)	(105)	(106)	(107)	(103)	(103)	(109)	(99)	(121)	(127)	(126)	(428)	(423)	(414)
短期借入金の純増額 (純減額) Net increase (decrease) in short-term borrowings	10	0	0	(10)	0	0	0	0	500	0	(1)	0	0	0	0	0	0	500
長期借入れによる収入 Proceeds from long-term borrowings	900	0	1,250	100	0	0	0	0	0	0	1,700	1,774	900	0	0	2,250	0	3,474
長期借入金の返済による支出 Repayment of long-term borrowings	(159)	(161)	(55)	(159)	(159)	(159)	(159)	(159)	(159)	(168)	(545)	(637)	(1,348)	(523)	(525)	(535)	(637)	(1,510)
新株予約権の行使による株式の発行による収入 Proceeds from issuance of shares by exercising stock acquisition rights	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
新株発行費用の支払額 Payment of new shares issue expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
新株予約権の発行による収入 Proceeds from issuance of stock acquisition rights	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
配当金の支払額 Dividends paid	(296)	(4)	(1)	(32)	(321)	(3)	(0)	(0)	(373)	(5)	(0)	(0)	(413)	(3)	(0)	(333)	(324)	(378)
自己株式の取得による支出 Purchase of treasury stocks	(675)	(245)	(80)	0	0	0	0	0	(568)	(707)	(128)	0	0	0	0	(999)	0	(1,403)
自己株式取得のための預託金の増減額 (増加) Decrease (increase) in deposits for purchase of treasury shares	0	0	0	0	0	0	0	0	(232)	107	125	0	0	0	0	0	0	0
その他 Others	15	0	0	0	0	(7)	0	0	0	(1)	(0)	0	0	0	(0)	15	(7)	(1)
財務活動によるキャッシュ・フロー Cash flows from financing activities	(314)	(517)	1,006	(204)	(585)	(275)	(265)	(266)	(935)	(878)	1,042	1,038	(981)	(653)	(651)	(29)	(1,391)	267
現金及び現金同等物の為替変動による影響 Effects of exchange rate changes on cash and cash equivalents	0	5	2	(9)	(3)	(4)	5	(4)	5	9	(13)	(8)	8	(5)	(30)	(2)	(5)	(7)
現金及び現金同等物の増減額 Increase (decrease) in cash and cash equivalents	(307)	431	293	790	489	1,230	1,209	1,168	(402)	(433)	(773)	1,365	(177)	626	(1,019)	790	1,168	1,365
現金及び現金同等物の期首残高 Cash and cash equivalents at the beginning of the period	6,631	6,631	6,631	6,631	7,420	7,420	7,420	7,420	8,588	8,588	8,588	8,588	9,953	9,953	9,953	6,631	7,420	8,588
現金及び現金同等物の期末残高 Cash and cash equivalents at the end of the period	6,324	7,062	6,924	7,420	7,910	8,650	8,630	8,588	8,186	8,155	7,815	9,953	9,776	10,579	8,934	7,420	8,588	9,953