Zホールディングス株式会社　2020年度第3四半期　セグメント別連結損益計算書　推移表 (IFRS)

Z Holdings Corporation FY2020/Q3 Consolidated Statements of Income Trend (IFRS)

単位: 百万円 | Unit: JPY Million

	連結 | Grand Total	2019年度 | FY2019				2020年度 | FY2020			当四半期 売上高比率 % of Revenue	前四半期比 | QoQ		前年同四半期比 | YoY		通期 | Full Year
1		Q1	Q2	Q3	Q4	Q1	Q2	Q3		増減額 Increase / Decrease	増減率 % Change	増減額 Increase / Decrease	増減率 % Change	FY2019
2	**売上収益** Revenue	238,634	245,510	275,469	293,329	273,879	283,344	316,592	*100.0%*	33,248	+11.7%	41,122	+14.9%	1,052,943
3	**広告** | Advertising	78,234	82,142	87,635	93,033	79,172	83,814	93,482	*29.5%*	9,667	+11.5%	5,846	+6.7%	341,045
4	**ビジネス** | Business Services	106,498	108,577	128,502	138,134	127,927	135,011	153,959	*48.6%*	18,947	+14.0%	25,456	+19.8%	481,713
5	**パーソナル** | Personal Services	53,638	54,007	58,075	62,474	65,695	63,740	68,055	*21.5%*	4,314	+6.8%	9,979	+17.2%	228,195
6	**その他** | Others	263	783	1,255	-313	1,084	777	1,095	*0.3%*	317	+40.8%	-160	-12.8%	1,988
7	**社内売上** | Intra-Company Revenue	-	-	-	-	-	-	-	*0.0%*	-	n.a.	-	n.a.	-
8	**売上原価** Cost of Sales	102,078	103,174	106,291	112,918	100,450	105,083	113,474	*35.8%*	8,391	+8.0%	7,183	+6.8%	424,463
9	**販売費及び一般管理費** Selling, General and Administrative Expenses	100,343	102,534	120,957	148,415	121,863	129,586	151,214	*47.8%*	21,628	+16.7%	30,256	+25.0%	472,251
10	**その他収益及び費用** Other Income and Expenses	-48	-304	-338	-3,260	-933	-1,070	-7,913[8]	*-2.5%*	-6,842	n.a.	-7,574	n.a.	-3,952
11	**営業利益** Operating Income	36,164	39,496	47,881	28,733	50,632	47,604	43,989	*13.9%*	-3,614	-7.6%	-3,891	-8.1%	152,276
12	**その他の営業外収益及び費用** Other Non-Operating Income and Expenses	11,096[4]	-235	-1,203	-1,715	-1,912	-2,339	-383	*-0.1%*	1,956	n.a.	820	n.a.	7,942
13	**持分法による投資損益** Equity in Earnings (Losses) of Associates	-5,900	-5,034	-6,253	-7,353	-3,791	-3,444	-2,791	*-0.9%*	652	n.a.	3,461	n.a.	-24,542
14	**税引前利益** Income before Income Taxes	41,360	34,226	40,424	19,664	44,928	41,820	40,814	*12.9%*	-1,005	-2.4%	389	+1.0%	135,676
15	**当期利益** Net Income	27,837	24,756	26,977	8,448	27,542	27,027	27,580	*8.7%*	553	+2.0%	603	+2.2%	88,020
16	**親会社の所有者に帰属する利益** Net Income Attributable to Owners of the Parent	27,379	23,798	23,878	6,618	22,750	23,087	21,031	*6.6%*	-2,055	-8.9%	-2,847	-11.9%	81,675
17	**営業利益率** Operating Margin	15.2%	16.1%	17.4%	9.8%	18.5%	16.8%	13.9%	n.a.	-2.9%	n.a.	-3.5%	n.a.	14.5%
18	**税引前利益率** Ratio of Income before Income Taxes to Revenue	17.3%	13.9%	14.7%	6.7%	16.4%	14.8%	12.9%	n.a.	-1.9%	n.a.	-1.8%	n.a.	12.9%
19	**親会社の所有者に帰属する利益率** Ratio of Net Income Attributable to Owners of the Parent to Revenue	11.5%	9.7%	8.7%	2.3%	8.3%	8.1%	6.6%	n.a.	-1.5%	n.a.	-2.0%	n.a.	7.8%

	コマース事業 | Commerce Business	2019年度 | FY2019				2020年度 | FY2020			当四半期 売上高比率 % of Revenue	前四半期比 | QoQ		前年同四半期比 | YoY		通期 | Full Year
20		Q1	Q2	Q3	Q4	Q1	Q2	Q3		増減額 Increase / Decrease	増減率 % Change	増減額 Increase / Decrease	増減率 % Change	FY2019
21	**売上収益** Revenue	159,476	162,983	190,454	202,472	198,157	200,850	227,524	*100.0%*	26,673	+13.3%	37,070	+19.5%	715,386
22	**広告** | Advertising	7,712	7,976	11,008	10,683	12,413	10,383	13,505	*5.9%*	3,122	+30.1%	2,497	+22.7%	37,379
23	**ビジネス** | Business Services	103,833	106,293	126,184	136,354	127,175	134,081	152,952	*67.2%*	18,871	+14.1%	26,768	+21.2%	472,665
24	**パーソナル** | Personal Services	47,037	47,356	51,441	55,147	57,027	55,096	59,391	*26.1%*	4,294	+7.8%	7,949	+15.5%	200,982
25	**その他** | Others	263	783	1,255	-313	1,084	777	1,095	*0.5%*	317	+40.8%	-160	-12.8%	1,988
26	**社内売上** | Intra-Company Revenue	630	574	564	601	456	511	579	*0.3%*	68	+13.3%	15	+2.8%	2,370
27	**売上原価** Cost of Sales	82,795	83,258	85,303	90,557	80,829	83,432	90,125	*39.6%*	6,692	+8.0%	4,822	+5.7%	341,915
28	**販売費及び一般管理費** Selling, General and Administrative Expenses	61,065	61,794	78,690	93,598	81,785	86,480	102,610	*45.1%*	16,130	+18.7%	23,920	+30.4%	295,148
29	**その他収益及び費用** Other Income and Expenses	-8	-96	-143	-1,711	-538	-448	-6,886	*-3.0%*	-6,437	n.a.	-6,742	n.a.	-1,960
30	**営業利益** Operating Income	15,607	17,833	26,317	16,604	35,003	30,488	27,902	*12.3%*	-2,586	-8.5%	1,585	+6.0%	76,362
31	**営業利益率** Operating Margin	9.8%	10.9%	13.8%	8.2%	17.7%	15.2%	12.3%	n.a.	-2.9%	n.a.	-1.6%	n.a.	10.7%

	メディア事業 | Media Business	2019年度 | FY2019				2020年度 | FY2020			当四半期 売上高比率 % of Revenue	前四半期比 | QoQ		前年同四半期比 | YoY		通期 | Full Year
32		Q1	Q2	Q3	Q4	Q1	Q2	Q3		増減額 Increase / Decrease	増減率 % Change	増減額 Increase / Decrease	増減率 % Change	FY2019
33	**売上収益** Revenue	78,588	82,212	84,428	90,773	75,209	82,407	89,240	*100.0%*	6,832	+8.3%	4,812	+5.7%	336,003
34	**広告** | Advertising	70,703	74,369	76,822	82,639	66,821	73,653	80,339	*90.0%*	6,685	+9.1%	3,517	+4.6%	304,534
35	**ビジネス** | Business Services	1,865	1,424	1,176	992	404	390	437	*0.5%*	47	+12.1%	-738	-62.8%	5,459
36	**パーソナル** | Personal Services	6,019	6,419	6,429	7,141	7,982	8,363	8,463	*9.5%*	100	+1.2%	2,033	+31.6%	26,009
37	**社内売上** | Intra-Company Revenue	-	-	-	-	-	-	-	*0.0%*	-	n.a.	-	n.a.	-
38	**売上原価** Cost of Sales	19,234	19,877	20,968	22,324	19,599	21,627	23,333	*26.1%*	1,706	+7.9%	2,365	+11.3%	82,405
39	**販売費及び一般管理費** Selling, General and Administrative Expenses	23,569	24,697	23,200	24,666	20,933	25,759	25,197	*28.2%*	-561	-2.2%	1,996	+8.6%	96,134
40	**その他収益及び費用** Other Income and Expenses	-6	-9	-6	-409	-27	-33	-286	*-0.3%*	-253	n.a.	-279	n.a.	-433
41	**営業利益** Operating Income	35,778	37,627	40,251	43,373	34,648	34,988	40,422	*45.3%*	5,434	+15.5%	170	+0.4%	157,030
42	**営業利益率** Operating Margin	45.5%	45.8%	47.7%	47.8%	46.1%	42.5%	45.3%	n.a.	+2.8%	n.a.	-2.4%	n.a.	46.7%

	その他 | Others	2019年度 | FY2019				2020年度 | FY2020			当四半期 売上高比率 % of Revenue	前四半期比 | QoQ		前年同四半期比 | YoY		通期 | Full Year
43		Q1	Q2	Q3	Q4	Q1	Q2	Q3		増減額 Increase / Decrease	増減率 % Change	増減額 Increase / Decrease	増減率 % Change	FY2019
44	**売上収益** Revenue	2,197	1,887	2,145	1,773	1,784	1,630	1,769	*100.0%*	139	+8.6%	-375	-17.5%	8,004
45	**広告** | Advertising	-	-	-	-	-	-	1	*0.1%*	1	n.a.	1	n.a.	-
46	**ビジネス** | Business Services	803	862	1,143	790	349	541	571	*32.3%*	29	+5.5%	-572	-50.1%	3,600
47	**パーソナル** | Personal Services	581	231	204	186	685	280	200	*11.3%*	-80	-28.5%	-3	-1.8%	1,204
48	**社内売上** | Intra-Company Revenue	812	793	797	796	748	807	996	*56.3%*	188	+23.3%	198	+24.9%	3,199
49	**売上原価** Cost of Sales	48	37	19	29	22	23	15	*0.9%*	-7	-31.3%	-3	-19.9%	135
50	**販売費及び一般管理費** Selling, General and Administrative Expenses	1,915	2,158	2,250	5,753	2,095	2,362	1,591	*89.9%*	-771	-32.7%	-659	-29.3%	12,077
51	**その他収益及び費用** Other Income and Expenses	-6	-156	-62	-235	-315	-242	-206	*-11.7%*	35	n.a.	-144	n.a.	-460
52	**営業利益** Operating Income	227	-465	-187	-4,244	-648	-998	-44	*-2.5%*	954	n.a.	142	n.a.	-4,669
53	**営業利益率** Operating Margin	10.3%	-24.6%	-8.7%	-239.4%	-36.3%	-61.3%	-2.5%	n.a.	+58.8%	n.a.	+6.2%	n.a.	-58.3%

	調整額 | Adjustment	2019年度 | FY2019				2020年度 | FY2020			当四半期 売上高比率 % of Revenue	前四半期比 | QoQ		前年同四半期比 | YoY		通期 | Full Year
54		Q1	Q2	Q3	Q4	Q1	Q2	Q3		増減額 Increase / Decrease	増減率 % Change	増減額 Increase / Decrease	増減率 % Change	FY2019
55	**売上収益** Revenue	-1,628	-1,573	-1,558	-1,690	-1,271	-1,544	-1,942	n.a.	-398	n.a.	-384	n.a.	-6,450
56	**広告** | Advertising	-181	-202	-194	-289	-63	-223	-364	n.a.	-141	n.a.	-169	n.a.	-868
57	**ビジネス** | Business Services	-3	-2	-2	-3	-3	-2	-2	n.a.	-0	n.a.	0	n.a.	-12
58	**パーソナル** | Personal Services	-	-	-	-	-	-	-	n.a.	-	n.a.	-	n.a.	-
59	**社内売上** | Intra-Company Revenue	-1,443	-1,367	-1,361	-1,397	-1,204	-1,319	-1,576	n.a.	-256	n.a.	-214	n.a.	-5,569
60	**売上原価** Cost of Sales	-	-	-	7	-	0	-	n.a.	-0	n.a.	-	n.a.	7
61	**販売費及び一般管理費** Selling, General and Administrative Expenses	13,793	13,884	16,815	24,397	17,048	14,983	21,815	n.a.	6,831	+45.6%	5,000	+29.7%	68,891
62	**その他収益及び費用** Other Income and Expenses	-27	-41	-126	-904	-52	-345	-533	n.a.	-187	n.a.	-407	n.a.	-1,098
63	**営業利益** Operating Income	-15,448	-15,499	-18,500	-26,999	-18,371	-16,874	-24,291	n.a.	-7,417	n.a.	-5,791	n.a.	-76,448
64	**営業利益率** Operating Margin	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.

注記 | Notes

1 各セグメントの主な商品内訳は右記の通り。ビジネス、パーソナルの区分けは、契約者が法人の場合はビジネス、個人の場合にはパーソナルに分類。商品項目によっては、ビジネスとパーソナルに分かれて実績が計上される
Please refer to the right table for the breakdown of inner classification of business segments. The contracts of business services are concluded with corporations; the contracts of personal services are concluded with individual users. The same product may be classified in different segments depending on the contractor.

2 「コマース事業」の売上収益「その他」は、（株）ジャパンネット銀行の投資運用損益等を計上
Investment profit/loss etc., of The Japan Net Bank, Limited is recorded in “Others” in “Commerce Business” revenue.

3 調整額は、セグメント間取引および報告セグメントに帰属しない全社費用
Adjustments figures represent inter-segment transaction and general corporate expenses not belonging to any reporting segment.

4 2019年度第1四半期に、PayPay（株）の持分変動利益108億円をその他の営業外収益及び費用に計上
In FY2019-Q1, gain on change in equity of PayPay Corporation of ¥10.8 billion is recorded in “Other Non-Operating Income and Expenses”.

5 2019年11月13日に（株）ZOZOを連結子会社化したため、2019年11月より（株）ZOZOの業績を連結
ZOZO, Inc. became a consolidated subsidiary on November 13, 2019. The financial results of ZOZO, Inc. have been consolidated from Nov-2019.

6 2020年度第1四半期より、一部のサービスおよび子会社をセグメント間で移管。主な変更は、子会社である（株）カービューを含む自動車関連サービスの「コマース事業」から「メディア事業」への移管。過去のデータおよび比較については現在のセグメントに合わせて遡及修正済
Some services and subsidiaries have been transferred among segments from FY2020-Q1. The main change is the transfer of automobile-related services including our subsidiary Carview Corporation, from “Commerce Business” to “Media Business”.
Prior data and comparative figures have been adjusted to the current segments retroactively.

7 2020年度第3四半期よりデジタルコンテンツ事業はメディア事業に移管
Digital Content Business has been transferred to Media Business from FY2020-Q3.

8 2020年度第3四半期に、主にクレジットカード事業の既存システム刷新に伴う除却損等をその他収益及び費用に計上
In FY2020-Q3, mainly recorded retirement loss due to renewal of existing system in credit card business, etc. in “Other Non-Operating Income and Expenses”.

各セグメントの主な商品 | Business Segment Breakdown

コマース事業 Commerce Business	広告 | Advertising	ディスプレイ広告（「運用型」、「予約型」）、「ZOZO」 | Display advertising (Programmatic, reservation), ZOZO
	ビジネス | Business Services	「ASKUL」、「ZOZO」、アフィリエイト関連、予約関連、「ヤフオク!」法人向けシステム利用料、決済関連、銀行業関連、クレジットカード関連等、不動産関連 ASKUL, ZOZO, Affiliate-related services, Reservation-related services, Corporate system-use fees of YAHUOKU!, Payment-related services, Banking-related services, Credit card-related services and others, Real estate-related services
	パーソナル | Personal Services	「LOHACO」、「ZOZO」、「Yahoo!プレミアム」、「ヤフオク!」個人向けシステム利用料、「PayPayフリマ」販売手数料、クレジットカード関連、ペット用品関連、通信キャリア関連、銀行業関連、FX関連等、決済関連 LOHACO, ZOZO, Yahoo! JAPAN Premium, Personal system-use fees of YAHUOKU!, PayPay Flea Market sales commission, and related services of Credit card, Pet supplies, Telecommunications carrier, Banking, FX, and Payment.
	その他 | Others	銀行業関連 | Banking-related services
メディア事業 Media Business	広告 | Advertising	検索広告、ディスプレイ広告 (「運用型」、「予約型」) | Search advertising, Display advertising (Programmatic, reservation)
	ビジネス | Business Services	メディア関連、CRM関連等 | Media-related services, CRM-related services and others
	パーソナル | Personal Services	動画関連、電子書籍関連等 | Video-related services, E-book and others
その他 Others	ビジネス | Business Services	公金決済関連等 | Utilities payment-related services and others
	パーソナル | Personal Services	「Yahoo!メール」、公金決済関連等 Yahoo! JAPAN Mail, Utilities payment-related services and others