

事業概要 (セグメント、チャネル、ターゲット)

Business Outline (Segments, Channels, and Targets)

※セグメント数値は08/3期実績と連結業績に占めるシェア

コアターゲット
Core target

一般企業・航空関連企業
General Companies
Aviation-Related Companies

一般消費者・航空旅客
General Consumers
Air Passengers

チャネル
Channel

卸販売・業務受託
Wholesale business, consulting service and supporting work

機内販売・サービス
In-flight sales and services

通信販売 (カタログ, WEB)
Catalog sales, websites

店舗販売
Shop sales

セグメント
Segment

生活提案事業 Lifestyle Creation

航空関連事業
Aviation-Related Business

| | | |
|---------------------|-------------------|-----|
| 売上高 Net Sales | 430億 43billion | 35% |
| 粗利益 Gross profit | 36億 3 billion | 15% |

生活関連事業
Lifestyle Services Business

| | | |
|---------------------|-------------------|-----|
| 売上高 Net Sales | 353億 35billion | 29% |
| 粗利益 Gross profit | 65億 6 billion | 27% |

顧客サービス事業
Customer Services Business

| | | |
|---------------------|-------------------|-----|
| 売上高 Net Sales | 431億 43billion | 36% |
| 粗利益 Gross profit | 137億 13billion | 58% |

航空事業
航空機部品 機械・資材
Aerospace Aircraft Parts Machinery & Materials

客室事業
客室用品 機内販売品 制服
In-flight Services Cabin service supply In-flight Sales Textile Supply

フーズ・ビバレッジ
食品 ワイン
Food & Beverage Food Wine

メディア・カルチャー
印刷・メディア 商品企画
Media & Culture Printing General Merchandise

ダイレクトマーケティング
マーケティング (通販)
Direct Marketing (Mail-order Sales)

ライフデザイン
保険 不動産
Life Design Insurance Real Estate

ブルースカイ
(空港店舗)
BLUE SKY (Airport Shops)

JAL-DFS
(空港免税店)
(Duty-free Shops)

2008年3月期 決算概要

Outline of Consolidated Financial Results for March 2008

(March 2008 = The Year Ended March 31, 2008)

2008年3月期業績(対期初予想)

Business Results for March 2007 (vs. Pre-term Projection)

決算
March '08

Jalux

| (単位:百万円、%) (Million yen, %) | 期初予想 Pre-term projection | | 2008年3月期 March 2008 | | 対期初予想 Compared with pre-term projection | |
|--------------------------------|-----------------------------|-----------------------|------------------------|-----------------------|---|--------------|
| | 金額 Amount | 売上比 Ratio to sales | 金額 Amount | 売上比 Ratio to sales | 増減額 Increase/Decrease | 比率 Change |
| 売上高 Net Sales | 120,000 | — | 120,228 | — | 228 | 100.2 |
| 売上総利益 Gross profit | 25,500 | 21.3 | 23,869 | 19.9 | △1,630 | 93.6 |
| 販売管理費 SG&A | 22,000 | 18.3 | 21,680 | 18.0 | △319 | 98.5 |
| 営業利益 Operating income | 3,500 | 2.9 | 2,188 | 1.8 | △1,311 | 62.5 |
| 経常利益 Ordinary income | 3,700 | 3.1 | 2,596 | 2.2 | △1,103 | 70.2 |
| 当期純利益 Net income | 1,850 | 1.5 | 978 | 0.8 | △871 | 52.9 |
| EPS(円) (Yen) | 144.98 | | 76.68 | | △68.30 | 52.9 |
| 設備投資額 Capital expenditure | 1,750 | | 1,060 | | △689 | 60.6 |
| 減価償却費 Depreciation | 1,150 | | 1,111 | | △38 | 96.7 |

Although business expansion went as planned, sluggish growth in revenue from airport shops meant that we fell short of profit targets.

2008年3月期業績(対前期)

Business Results for March 2008 (vs. Results for March 2007)

決算
March '08

Jalux

| (単位:百万円、%) (Million yen, %) | 2007年3月期 March 2007 | | 2008年3月期 March 2008 | | 対前期 Compared with the previous period | |
|--------------------------------|------------------------|-----------------------|------------------------|-----------------------|---|--------------|
| | 金額 Amount | 売上比 Ratio to sales | 金額 Amount | 売上比 Ratio to sales | 増減額 Increase/Decrease | 比率 Change |
| 売上高 Net Sales | 114,133 | — | 120,228 | — | 6,094 | 105.3 |
| 売上総利益 Gross profit | 24,530 | 21.5 | 23,869 | 19.9 | △661 | 97.3 |
| 販売管理費 SG&A | 21,284 | 18.6 | 21,680 | 18.0 | 395 | 101.9 |
| 営業利益 Operating income | 3,246 | 2.8 | 2,188 | 1.8 | △1,057 | 67.4 |
| 経常利益 Ordinary income | 3,516 | 3.1 | 2,596 | 2.2 | △919 | 73.8 |
| 当期純利益 Net income | 1,579 | 1.4 | 978 | 0.8 | △601 | 61.9 |
| EPS(円) (Yen) | 124.01 | | 76.68 | | △47.33 | 61.8 |
| 設備投資額 Capital expenditure | 1,476 | | 1,060 | | △415 | 71.8 |
| 減価償却費 Depreciation | 759 | | 1,111 | | 352 | 146.4 |

Results were harsh with year-on-year decreases seen in operating income, ordinary income and net income.

販売管理費の内訳

Breakdown of SG&A Expenses

決算
March '08

Jalux

| (単位:百万円、%) (Million yen, %) | 2007年3月期 March 2007 | | 2008年3月期 March 2008 | | 対前期 Compared with the previous period | |
|---|------------------------|------------------------------|------------------------|------------------------------|---|--------------|
| | 金額 Amount | 売総比 Ratio to gross profit | 金額 Amount | 売総比 Ratio to gross profit | 増減額 Increase/Decrease | 比率 Change |
| 売上総利益 Gross profit | 24,530 | — | 23,869 | — | △661 | 97.3 |
| 人件費 Personal expenses | 8,339 | 34.0 | 8,401 | 35.2 | 61 | 100.7 |
| 賃借料 Rent expenses | 4,784 | 19.5 | 4,757 | 19.9 | △26 | 99.4 |
| 社外役務費 Rent expenses | 1,187 | 4.8 | 1,407 | 5.9 | 219 | 118.4 |
| 減価償却費 Depreciation | 396 | 1.6 | 715 | 3.0 | 319 | 180.5 |
| 荷造運送費 Packing and transportation expenses | 971 | 4.0 | 971 | 4.1 | 0 | 100.0 |
| その他 Other expenses | 5,604 | 22.8 | 5,427 | 22.7 | △177 | 96.8 |
| 販売管理費計 SG&A | 21,284 | 86.8 | 21,680 | 90.8 | 395 | 101.9 |
| 営業利益 Operating income | 3,246 | 13.2 | 2,188 | 9.2 | △1,057 | 67.4 |

Profit was affected by increases in depreciation charge and external service expenses, both due to the introduction of a new computer base system.

連結経常利益の増減要因(対前期)

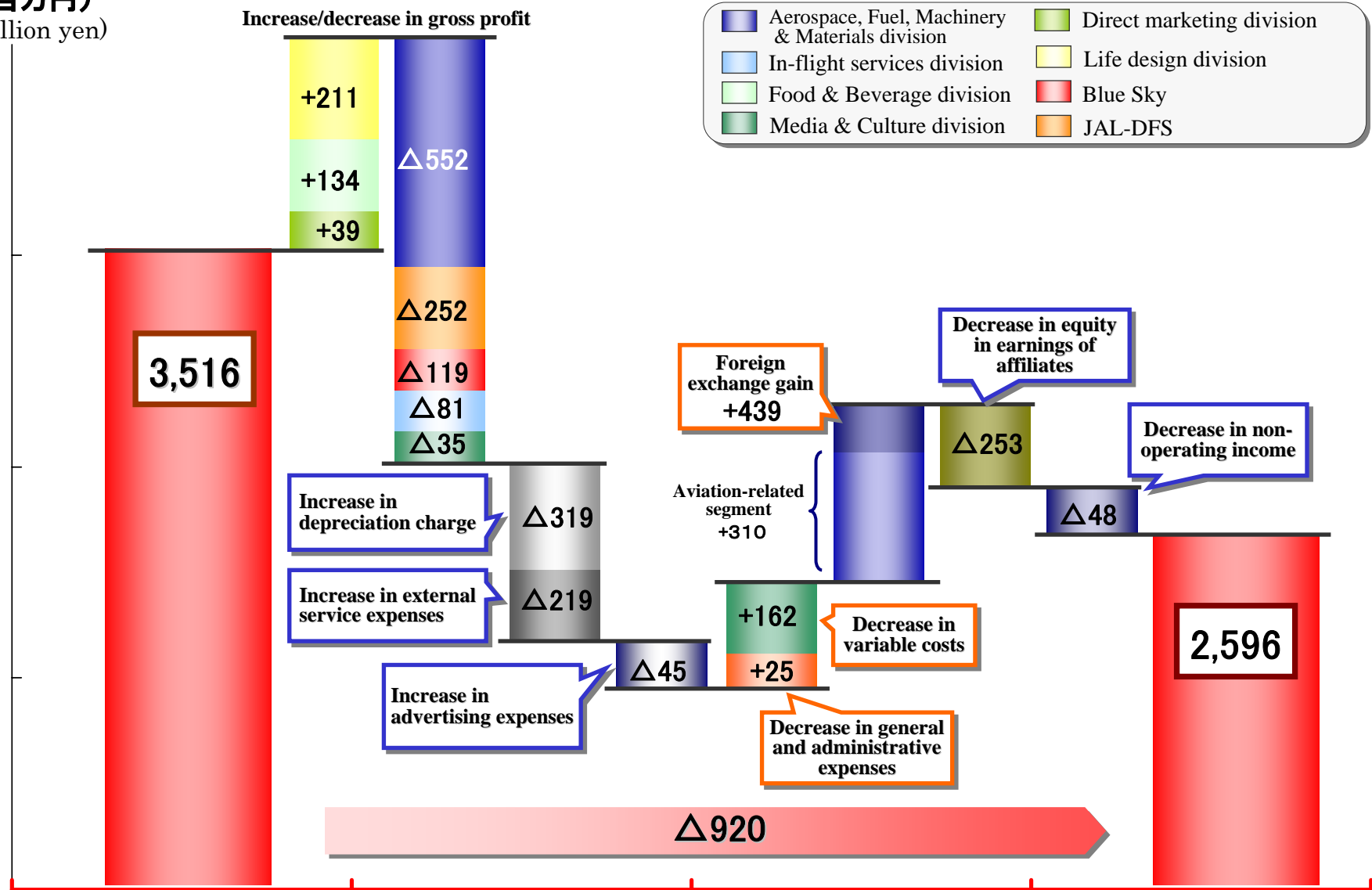
Contributing Factors to Consolidated Ordinary Income

決算
March '08



(百万円)
(Million yen)

- Aerospace, Fuel, Machinery & Materials division
- In-flight services division
- Food & Beverage division
- Media & Culture division
- Direct marketing division
- Life design division
- Blue Sky
- JAL-DFS



07 / 3期

(Period ending)

08 / 3期