

# セグメント別の概況

*Performance per Operating Segment*

# セグメント別売上高 (セグメント間取引調整前)

決算

March '05

当期予想

March '06E



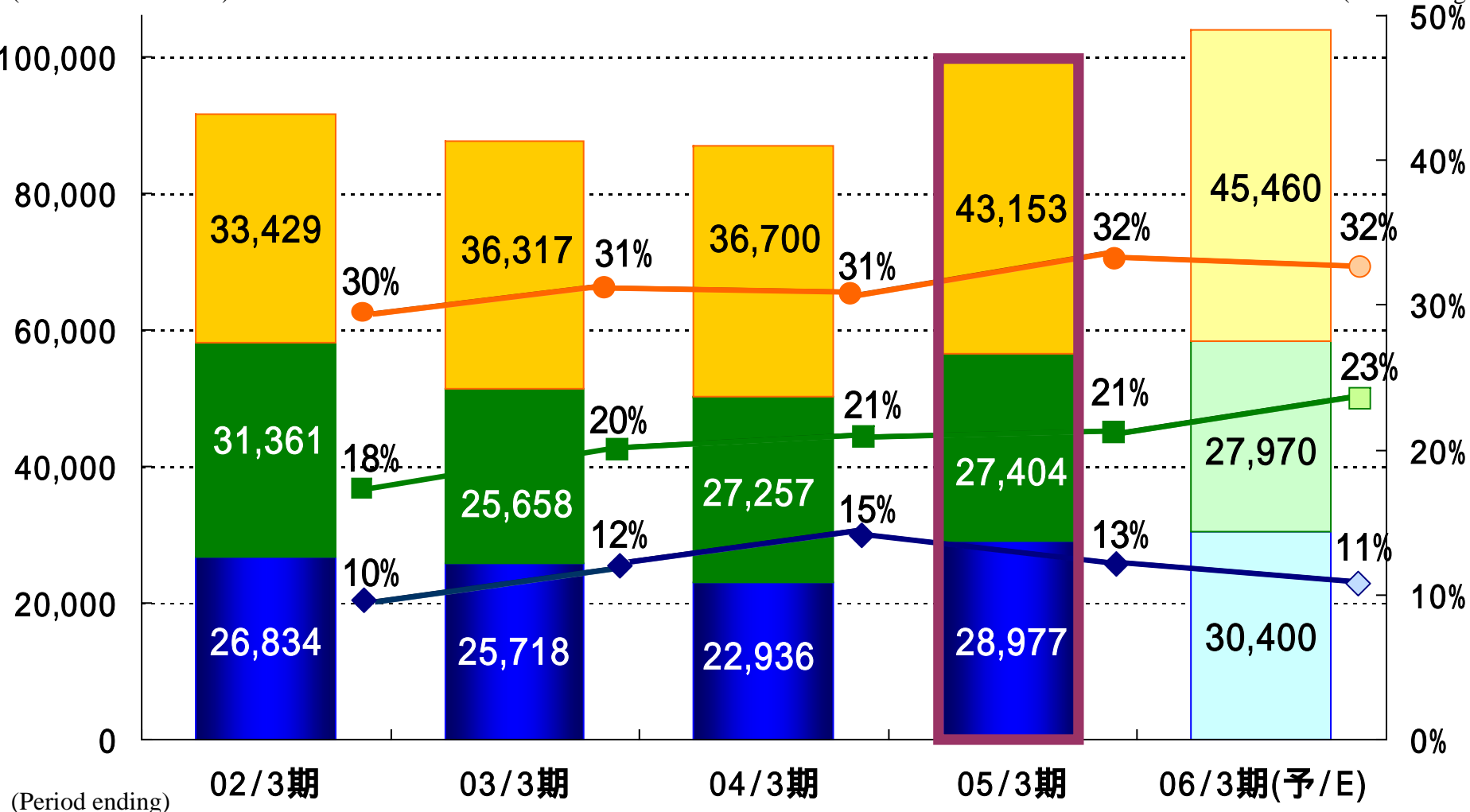
Net Sales for Each Segment (before adjustment for inter-segment sales)

(売上高: 百万円)

(Net Sales: ¥ million)

(売上総利益率)

(Profit margin)



<b>下段</b> Lower	<b>航空関連事業</b> Aviation-related business	<b>中段</b> Middle	<b>生活関連事業</b> Lifestyle services business	<b>上段</b> Upper	<b>顧客サービス事業</b> Customer services business
◆		+		●	

# セグメント別売上総利益(セグメント間取引調整前)

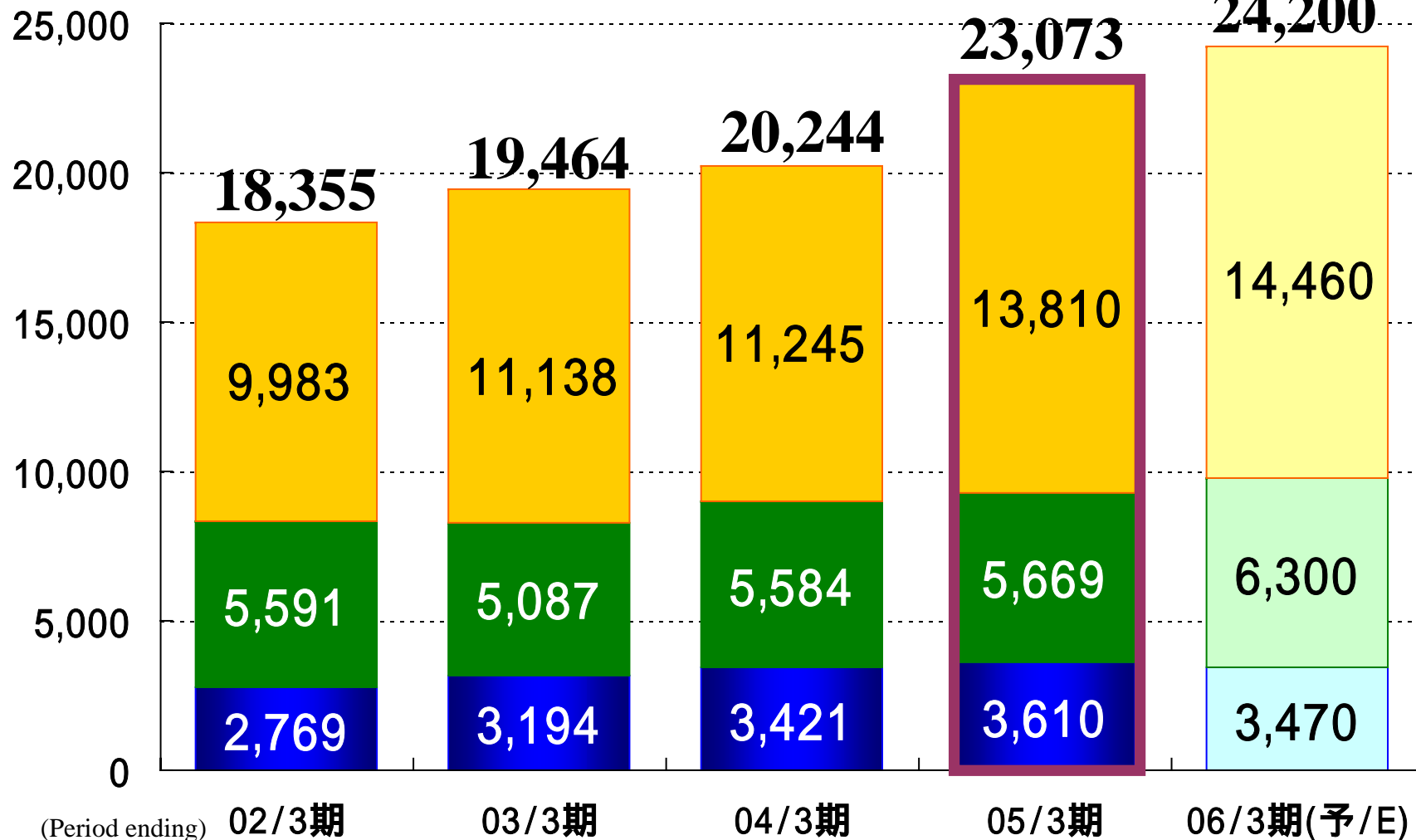
決算  
March '05

+ 当期予想  
March '06E



Gross Profit for Each Segment (before adjustment for inter-segment sales)

(百万円)  
(¥ million)



<b>下段</b> Lower	<b>航空関連事業</b> Aviation-related business	<b>中段</b> Middle	<b>生活関連事業</b> Lifestyle services business	<b>上段</b> Upper	<b>顧客サービス事業</b> Customer services business
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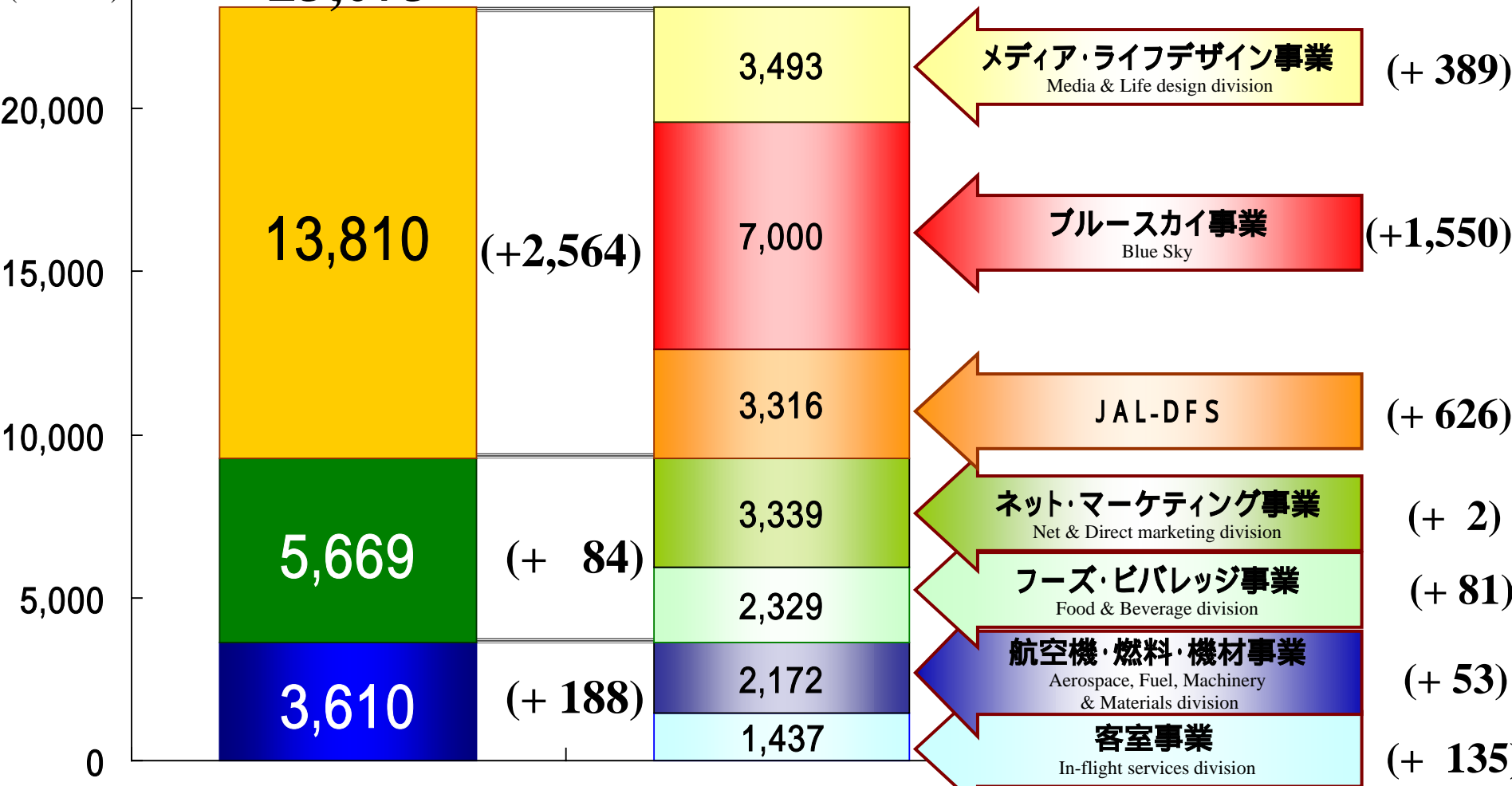
# サブセグメント別売上総利益

Gross Profit for Each Sub-Segment

決算  
March '05



(百万円)  
(¥ million)



(Period ending) 05/3期

(サブセグメント)  
(Sub-Segment)

下段  
Lower

航空関連事業  
Aviation-related business

中段  
Middle

生活関連事業  
Lifestyle services business

上段  
Upper

顧客サービス事業  
Customer services business

# 航空関連事業の売上総利益(セグメント間取引調整前)

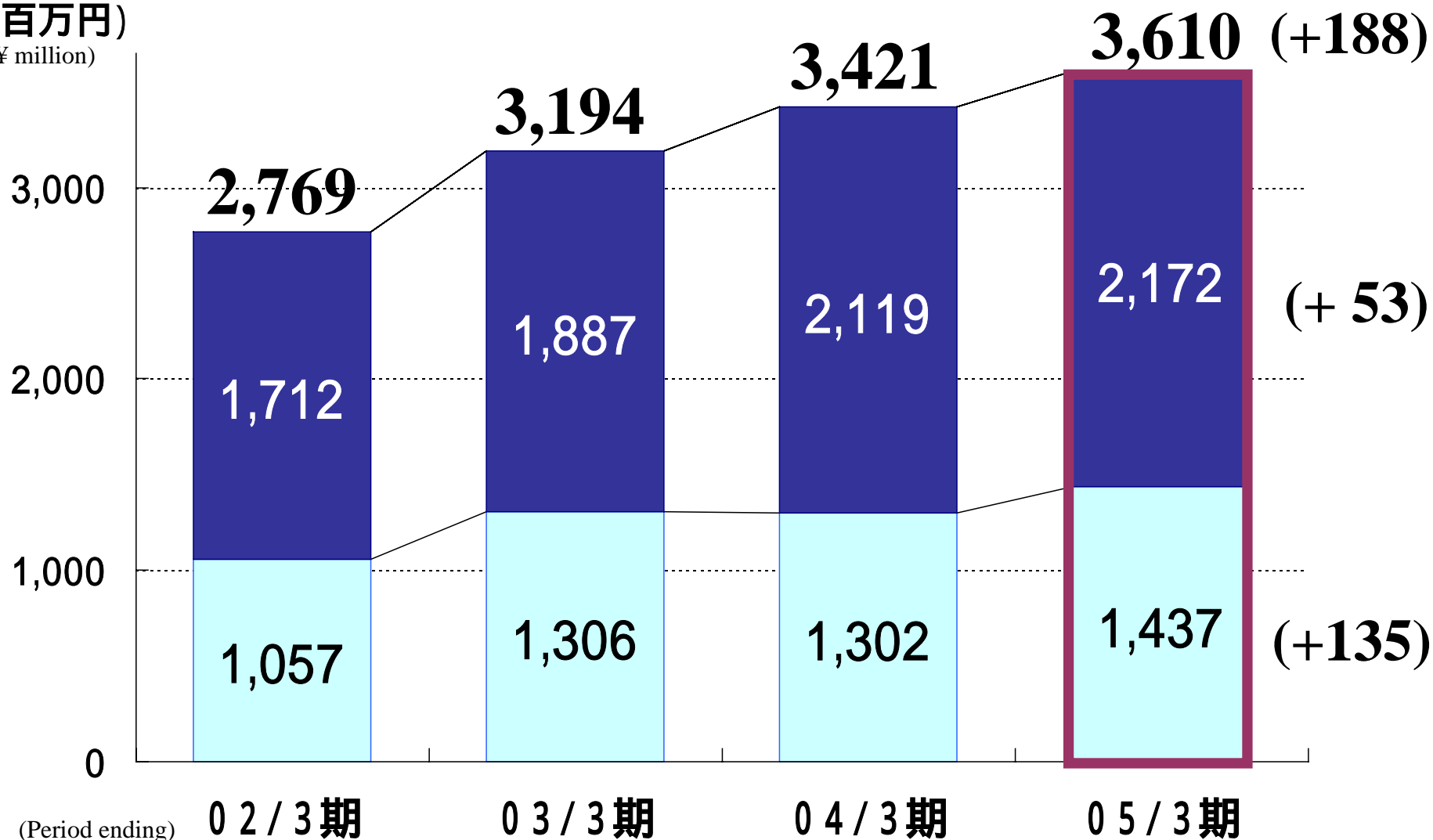
Gross Profit for Aviation-Related Business (before adjustment for inter-segment sales)

決算  
March '05

Jalux

(百万円)

(¥ million)



上段  
Upper

航空機・燃料・機材事業

Aerospace, Fuel, Machinery & Materials division

下段  
Lower

客室事業

In-flight services division

# 航空関連事業の売上総利益

## Gross Profit Factors in the Aviation-Related Business

決算  
March '05

+ 当期予想  
March '06E



05 / 3期  
March '05

06 / 3期(予)  
March '06 (E)

航空機・燃料・燃料・機材事業  
Aerospace, Fuel, Machinery & Materials division

- 航空機・燃料**調達等の受託業務は、概ね安定的に推移  
*Aircraft and fuel:* Procurement supporting business posted stable growth.
- 部品**販売は、エアラインおよび重工業向けエンジン部品・客室装着品の好調な販売等により増益  
*Components:* Profits rose due to strong sales of engine parts and cabin equipment for airlines and heavy industry.
- 中古機**販売は、販売可能な航空機の一時減少に伴い減益  
*Used aircraft:* Profits fell due to a temporary drop in the number of aircraft for sale.
- 機械・資材**販売は、空港車両・整備機材（中部国際空港他）等の販売で増益  
*Machinery and materials:* Profits rose from sales of airport rolling stock and equipment & machinery (for Chubu International Airport and other locations).

- 部品**販売は保管・供給ビジネス拡充により増益を予想  
*Parts:* Profits are forecast to rise due to expansion of supply businesses.
- 中古機**販売は若干の減益を予想  
*Used aircraft:* Profits are forecast to fall slightly.
- 機械・資材**は、海外空港整備参画等による増益を予想  
*Materials:* Profits are forecast to rise due to airport infrastructure business.

客室事業  
In-flight services division

- 客室用品**調達の受託業務は、需要回復に伴い増益  
*Cabin service supplies:* Procurement supporting profits rose alongside a recovery in demand.
- 繊維用品**（制服等）調達・クリーニング業務は、需要回復および中部国際空港関連新規納入等により増益  
*Textile supplies (incl. uniforms):* Procurement and cleaning profits rose due to recovery in demand and new supplies relating to Chubu International Airport.
- 機内販売品**（国際線免税品等）は、国際旅客数の増加および新規商品企画の奏功等により増益  
*In-flight sales (incl. duty-free goods on international airlines):* Profits rose due to the increase in international passenger numbers and the success of new product planning.

- 客室用品**調達業務では減益を予想  
*Cabin service supplies:* Profits from procurement are forecast to fall.
- 繊維用品、機内販売品**は順調な推移による増益を予想  
*Textile supplies & in-flight sales products:* Profits from steady results are forecast to rise.

計  
Total  
(百万円)  
Million yen

04 / 3期	05 / 3期	前期比	+ 188 (106%)
		y-o-y	
3,421	3,610	予想比	+ 220 (106%)
		vs. forecast	

06 / 3E	前期比
	y-o-y
3,470	140(96%)

# 生活関連事業の売上総利益(セグメント間取引調整前)

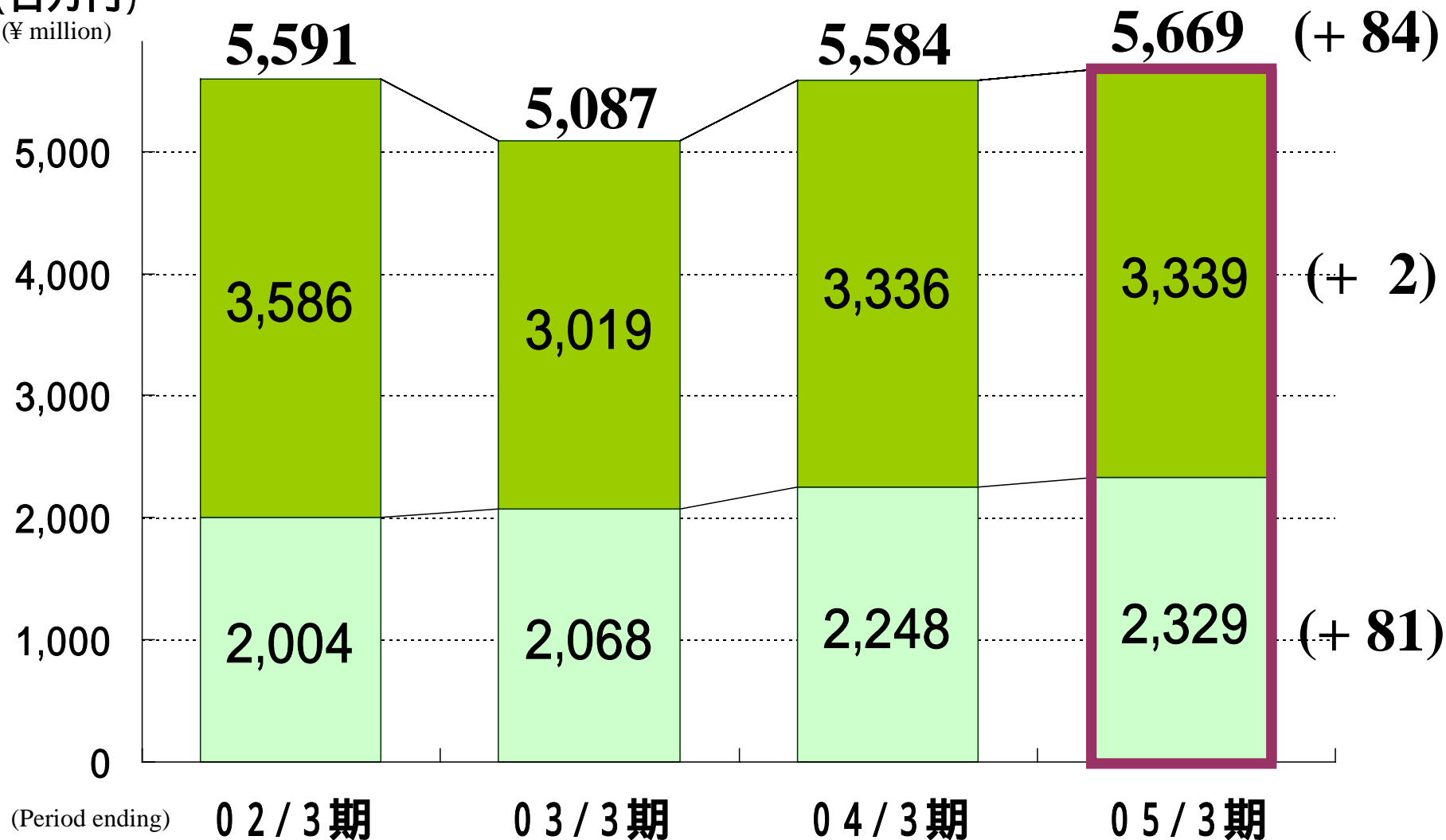
Gross Profit for Lifestyle Services Business (before adjustment for inter-segment sales)

決算  
March '05

Jalux

(百万円)

(¥ million)



上段  
Upper

ネット・マーケティング(雑貨、通販)事業  
Net & Direct marketing division

下段  
Lower

フーズ・ビバレッジ事業  
Food & Beverage division

# 生活関連事業の売上総利益

Gross Profit Factors in the Lifestyle Services Business

決算  
March '05

+ 当期予想  
March '06E



05 / 3期  
March '05

06 / 3期(予)  
March '06 (E)

ネット・マーケティング事業  
Net & Direct marketing div.

・**通信販売**は、食品カタログ「グルメ・ファーストクラス」およびWEBモール「JALショッピング」の順調な推移等により増益

*Mail order:* Profits rose due to steady sales from the Gourmet First Class food catalog and JAL Shopping web mall.

・**雑貨卸販売**は、電報台紙、宝飾品の卸販売等において減益

*Wholesale general merchandise:* Profits fell from wholesale telegram paper and jewelry.

・**通信販売**は顧客基盤・商品拡充等により増益を予想

*Mail order:* Profits are forecast to rise due to expansion of customer base and products.

・**新規事業**は『中国大紀行』DVD販売等による増益を予想

*New businesses:* Profits are forecast to rise from sales of the China travelogue DVD.

フーズ・ビバレッジ事業  
Food & Beverage division

・**農水産物**は、冷凍水産物(サーモン、サバ等)や青果物の輸入販売、加工販売等の寄与で増益

*Agricultural and marine products:* Profits rose due to the contribution of imported frozen marine products such as salmon and mackerel, fruit & vegetables, and processed foods.

・**加工食品**は、「JAL SELECTIONS デスカイシリーズ」の順調な販売や機内食材の受注拡大等により増益

*Processed food:* Profits rose from steady sales of the JAL Selection De Sky Series and expansion of in-flight foodstuffs.

・**贈答用食品、ワイン輸入販売**は、概ね前期水準

*Gift foods and wine import sales:* Mostly unchanged.

・**農水産物**は外食・中食市場向け施策等により増益を予想

*Agricultural and marine products:* Profits are forecast to rise due to initiatives aimed at the dining out/dining at home markets.

・**贈答用食品**は物流コスト削減、利益率向上等により増益を予想

*Gift foods:* Profits are forecast to rise due to reduced distribution costs and higher profit ratios.

計  
(百万円)  
Million yen

04 / 3期	05 / 3期	前期比	+	84	(	102	%)
5,584	5,669	予想比		310	(	95	%)

06 / 3E	前期比
6,300	+630(111%)



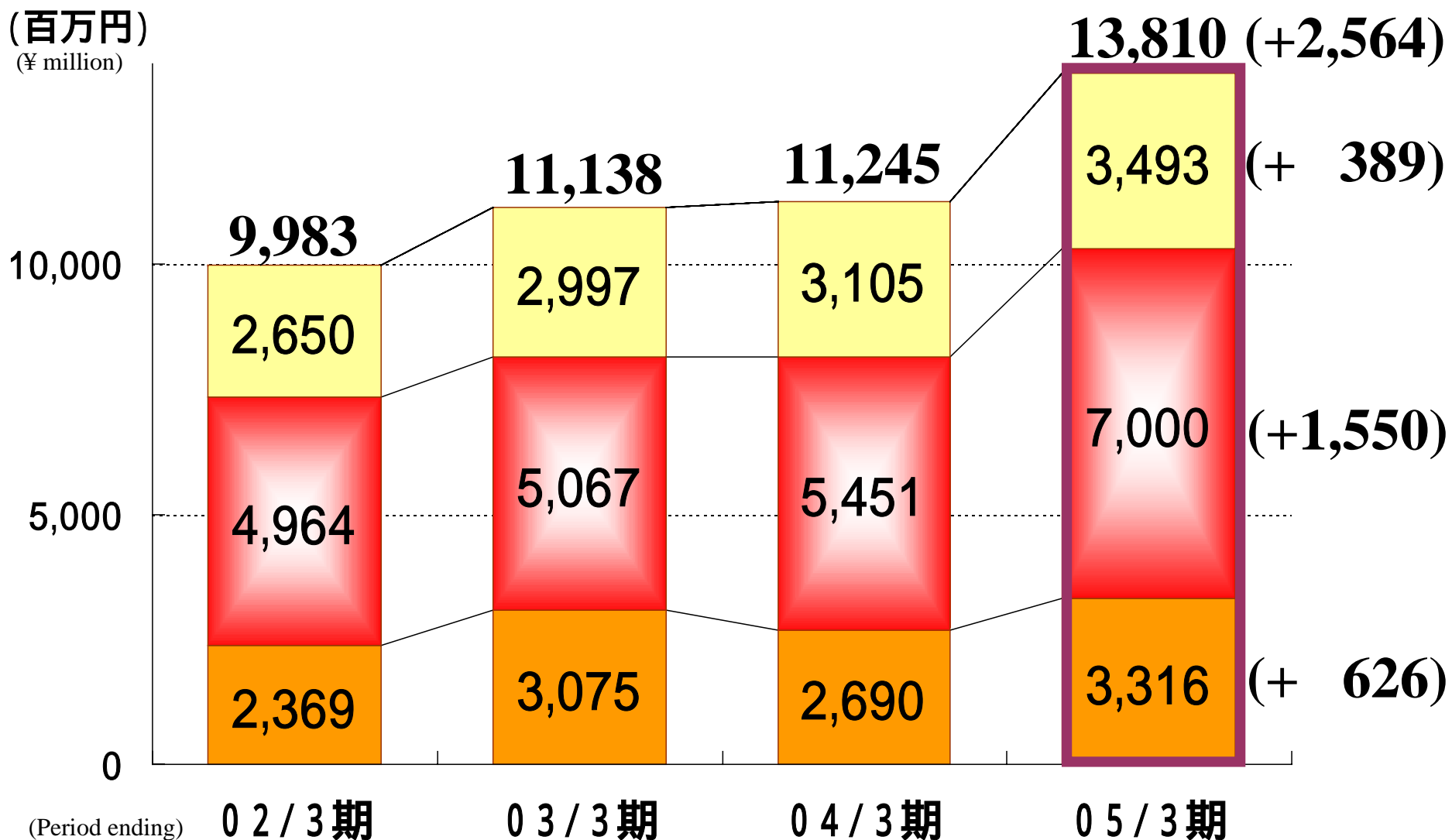
# 顧客サービス事業の売上総利益 (セグメント間取引調整前)

Gross Profit for Customer Services Business (before adjustment for inter-segment sales)

決算  
March '05



(百万円)  
(¥ million)



上段 Upper	メディア・ライフデザイン事業 Media & Life design division	中段 Middle	ブルースカイ Blue Sky	下段 Lower	JAL DFS
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# 顧客サービス事業の売上総利益

Gross Profit Factors in the Customer Services Business

決算  
March '05

当期予想  
March '06E



05 / 3期

March '05

06 / 3期(予)

March '06 (E)

メディア・

ライフデザイン事業

Life design division

- **印刷メディア**事業は、メディア企画制作(印刷物・電子メディア)や新規取引先拡大等の寄与により増益 Print media: Profits rose due to the contribution of media planning creation (printed matter & electronic media) and new client expansion.
- **保険・FP**事業は、継続的な顧客拡大と旅行関連、情報漏洩関連保険の取扱い増加等により増益 Insurance and FP: Profits rose due to sustained customer expansion and a rise in travel- and data leak-related insurance handling.
- **不動産**事業は、中部国際空港関連物件のサブリース事業や売買仲介事業等の寄与により増益 Real estate: Profits rose due to the contribution of subleasing of properties connected with Chubu International Airport and sales agency business.

- **保険**はWEB、マイル活用により増益を予想 Insurance: Profits are forecast to rise due to Internet and mileage activities.
- **不動産**はサブリース、管理業務拡充により増益を予想 Real estate: Profits are forecast to rise due to expansion in subleasing.
- **新規事業**はパッケージオーナーシップシステム拡充により増益を予想 New business: Profits are forecast to rise due to expansion of vacation ownership systems.

ブルースカイ

Blue Sky

- 合併および国際旅客数の回復等により羽田、成田、千歳、福岡等を中心に増収となり大幅な増益(既存店ベースにおいても前期を上回る水準)  
Profits rose sharply from a rise in income at airport shops (Haneda, Narita, Chitose, Fukuoka and elsewhere) resulting from the merger and a recovery in international passenger numbers. (Profits from established shops rose over the previous year.)

- 千歳、福岡等における増収と商品開発の推進等により増益を予想 Profits are forecast to rise due to higher income from shops at Chitose and Fukuoka airports and promotion of product development.

JALDES

- ブランド専門店『ブルガリ』の移転増床等による増収、同専門店『モンブラン』の新規出店および国際旅客数の回復等により大幅な増益  
Profits rose sharply due to higher income from increased floor space at the BVLGARI brand boutique, opening of new MONTBLANC brand boutique, and a recovery in international passenger numbers.

- サテライト店改装、集客力向上等により増益を予想 Profits are forecast to rise due to an increase in remodeling and customer acquisition.

計  
(百万円)  
Total  
Million yen

04 / 3期	05 / 3期	前期比 + 2,564 (123%) y-o-y
11,245	13,810	予想比 + 40 (100%) vs. forecast

06 / 3E	前期比 y-o-y
14,460	+649 (105%)

# 2006年3月期業績予想

Outlook for Year Ending March '06

当期予想  
March '06E



(単位:百万円、%) (Million yen, %)	05年3月期 March '05		06年3月期(予) March '06(E)		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	98,622	-	103,000	-	4,377	104.4
売上総利益 Gross profit	23,073	23.4	24,200	23.5	1,126	104.9
販売管理費 SG&A	20,332	20.6	21,200	20.6	867	104.3
営業利益 Operating income	2,741	2.8	3,000	2.9	258	109.4
経常利益 Ordinary income	2,878	2.9	3,200	3.1	321	111.2
当期純利益 Net income	1,435	1.5	1,600	1.6	164	111.4
EPS(円) (Yen)	110.62		125.38		14.76	113.3
設備投資額 Capital expenditure	819		2,380		1,561	290.6
減価償却費 Depreciation and amortization	634		678		44	106.9