

# 単体業績 Non-consolidated operating results

## ■ 主な業績と予想 Results and forecasts for major financial indicators

	2016年度/FY2016		2017年度/FY2017		2018年度(計画)/FY2018(Forecast)			
	通期/Full year 2016. 3. 1 - 2017. 2. 28		通期/Full year 2017. 3. 1 - 2018. 2. 28		第2四半期累計期間/1H 2018. 3. 1 - 2018. 8. 31		通期計画/Full year 2018. 3. 1 - 2019. 2. 28	
	金額/Amount	前年比/YoY	金額/Amount	前年比/YoY	金額/Amount	前年比/YoY	金額/Amount	前年比/YoY
チェーン全店売上高 (百万円) Net sales of all convenience stores (millions of yen)	2,027,504	103.4%	2,110,454	104.1%	1,150,000	107.9%	2,290,000	108.5%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,986,572	103.1%	2,060,690	103.7%	-	-	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	40,931	121.4%	49,764	121.6%	-	-	-	-
営業総収入 (百万円) Gross operating revenue (millions of yen) *1	356,186	106.7%	372,891	104.7%	201,000	106.3%	401,000	107.5%
営業総利益 (百万円) Operating gross profit (millions of yen)	325,716	105.4%	335,792	103.1%	-	-	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	16.1%		15.9%		-		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	268,296	106.6%	284,771	106.1%	-	-	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.2%		13.5%		-		-	
営業利益 (百万円) Operating income (millions of yen)	57,419	100.3%	51,021	88.9%	23,000	73.8%	44,500	87.2%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	2.8%		2.4%		-		-	
経常利益 (百万円) Ordinary income (millions of yen)	56,459	102.7%	50,508	89.5%	37,500	121.1%	67,500	133.6%
当期純利益 (百万円) Profit (millions of yen)	19,088	87.6%	19,417	101.7%	29,000	142.4%	45,500	234.3%
1株当たり当期純利益 (円) Profit per share (yen)	190.86		194.09		289.84		454.74 *2	
純資産 (百万円) Net assets (millions of yen)	237,409		233,489		-		-	
総資産 (百万円) Total assets (millions of yen)	767,986		798,603		-		-	
1株当たり純資産 (円) Net assets per share (yen)	2,370.59		2,331.65		-		-	
総資産当期純利益率 ROA	2.6%		2.5%		-		-	
自己資本当期純利益率 ROE	7.9%		8.3%		-		-	
流動比率 Current ratio	55.8%		47.2%		-		-	
固定比率 Fixed ratio	247.1%		271.9%		-		-	
自己資本比率 Shareholders' equity ratio	30.9%		29.2%		-		-	

(注)

\*1 営業総収入は直営店売上高、加盟店からの収入等の合計です。

\*2 計画の1株当たり当期純利益に関しては、2018年2月28日現在の期末発行済株式数を用いて算出しております。

Notes:

\*1 The gross operating revenue is a sum of total sales of company-operated stores, income from franchised stores and others.

\*2 Forecasted profit per share is calculated based on the number of outstanding shares as of February 28, 2018.

# 単体業績 Non-consolidated operating results

## ■ 損益計算書 Non-consolidated statement of income

		2016年度/FY2016		2017年度/FY2017		前年増減
		2016. 3. 1 - 2017. 2. 28		2017. 3. 1 - 2018. 2. 28		Increase (Decrease)
		百万円/Millions of yen	前年比/YoY	百万円/Millions of yen	前年比/YoY	百万円/Millions of yen
A. 営業総収入 Gross operating revenue	B + E	356,186	106.7%	372,891	104.7%	16,704
B. 売上高 Net sales *1		42,365	121.0%	51,048	120.5%	8,683
C. 売上原価 Cost of sales *2		30,470	122.0%	37,098	121.8%	6,627
D. 売上総利益 Gross profit *3	B - C	11,894	118.4%	13,949	117.3%	2,055
E. 営業収入 Operating revenue	F + G	313,821	105.0%	321,842	102.6%	8,021
F. 加盟店からの収入 Income from franchised stores		273,945	104.1%	282,075	103.0%	8,130
G. その他の営業収入 Other operating revenue		39,876	111.5%	39,766	99.7%	-109
H. 営業総利益 Operating gross profit	A - C = D + E	325,716	105.4%	335,792	103.1%	10,076
I. 販売費及び一般管理費 Selling, general and administrative expenses		268,296	106.6%	284,771	106.1%	16,474
J. 営業利益 Operating income	H - I	57,419	100.3%	51,021	88.9%	-6,398
営業外収益 Non-operating income		3,170	114.7%	3,266	103.0%	96
営業外費用 Non-operating expenses		4,130	82.1%	3,779	91.5%	-350
経常利益 Ordinary income		56,459	102.7%	50,508	89.5%	-5,951
特別利益 Extraordinary income		-	-	302	-	302
特別損失 Extraordinary losses		21,710	138.0%	21,568	99.3%	-141
税引前当期純利益 Profit before income taxes		34,749	88.5%	29,243	84.2%	-5,506
法人税、住民税及び事業税 Income taxes - current		14,749	94.1%	9,105	61.7%	-5,643
法人税等調整額 Income taxes - deferred		912	51.4%	720	78.9%	-192
当期純利益 Profit		19,088	87.6%	19,417	101.7%	329

## ■ 販売費及び一般管理費の主な明細 Selling, general and administrative expenses

	2016年度/FY2016		2017年度/FY2017		前年増減
	2016. 3. 1 - 2017. 2. 28		2017. 3. 1 - 2018. 2. 28		Increase (Decrease)
	百万円/Millions of yen	前年比/YoY	百万円/Millions of yen	前年比/YoY	百万円/Millions of yen
地代家賃 Rents	100,182	105.0%	107,027	106.8%	6,845
人件費 Personnel expenses	41,527	105.8%	44,722	107.7%	3,194
有形固定資産減価償却費 Depreciation of property and store equipment	39,210	109.1%	40,766	104.0%	1,556
広告宣伝費 Advertising expenses	13,808	93.9%	12,546	90.9%	-1,262
販売手数料 Sales commission	15,845	130.1%	19,769	124.8%	3,924
その他 Other	57,721	106.6%	59,938	103.8%	2,216
合計 Total	268,296	106.6%	284,771	106.1%	16,474

(注)

\*1 「売上高」は、直営店売上高及びEコマース売上高の合計です。

\*2 「売上原価」は、商品売上原価です。

\*3 「売上総利益」は、商品売上総利益です。

Notes:

\*1 Net sales of company-operated stores and e-commerce business.

\*2 Cost of goods sold.

\*3 Gross profit on goods sales.

**■ 投融資の状況** Capital expenditure

	2016年度/FY2016	2017年度/FY2017	前年増減	2018年度計画
	2016. 3. 1 - 2017. 2. 28	2017. 3. 1 - 2018. 2. 28	Increase (Decrease)	Forecasts / 2018. 3. 1 - 2019. 2. 28
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
新店投資 New store investments	44,746	52,888	8,141	49,000
既存店投資 Existing store investments	6,155	6,428	272	8,000
システム関連投資 IT - related investments	17,771	12,105	-5,666	12,000
その他 Other	827	4,409	3,581	5,000
投資小計 Subtotal	69,501	75,831	6,330	74,000
出資・融資 Investments and advances	-3,181	17,324	20,505	2,000
リース Leases *	37,834	41,236	3,401	71,000
合計 Total	104,154	134,392	30,237	147,000
有形固定資産減価償却費 Depreciation of property and store equipment	39,210	40,766	1,556	47,600
無形固定資産償却費 Amortization of intangible assets	5,981	5,711	-270	8,500
減価償却費合計 Total depreciation and amortization	45,192	46,477	1,285	56,100

(注)

\* リース債務の返済による支出は、2016年度は26,120百万円、2017年度は27,158百万円です。

Note:

\* The amount of repayments of lease obligations is 26,120 millions of yen in fiscal year 2016 and 27,158 millions of yen in fiscal year 2017.

■貸借対照表 Non-consolidated balance sheet

	2016年度 (2017年2月28日現在)	2017年度 (2018年2月28日現在)	2016年度末からの増減
	FY2016 (As of 2017.2.28)	FY2017 (As of 2018.2.28)	Increase (Decrease) from 2017.2.28
[資産の部 Assets]	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
流動資産 Current assets	182,009	164,391	-17,618
現金及び預金 Cash and deposits	51,283	8,483	-42,800
加盟店貸勘定 Accounts receivable - due from franchised stores	38,301	44,229	5,928
リース債権 Lease receivables	20,276	24,237	3,961
商品 Merchandise	1,426	1,460	34
前払費用 Prepaid expenses	13,741	15,834	2,093
未収入金 Accounts receivable - other	46,705	50,586	3,881
繰延税金資産 Deferred tax assets	2,718	2,234	-484
その他 Other	7,563	17,324	9,761
貸倒引当金 Allowance for doubtful accounts	-6	-	6
固定資産 Non-current assets	585,976	634,212	48,235
有形固定資産 Property and store equipment	292,400	312,924	20,524
・建物 Buildings	144,619	156,067	11,448
・構築物 Structures	26,147	28,634	2,486
・工具、器具及び備品 Tools, furniture and fixtures	14,760	11,873	-2,886
・土地 Land	9,648	9,529	-119
・リース資産 Leased assets	95,632	105,120	9,487
・建設仮勘定 Construction in progress	1,591	1,699	108
無形固定資産 Intangible assets	40,186	44,074	3,888
・ソフトウェア Software	29,852	29,494	-358
・のれん Goodwill	9,831	14,092	4,261
・その他 Other	501	487	-14
投資その他の資産 Investments and other assets	253,390	277,212	23,822
・投資有価証券 Investments securities	8,781	13,324	4,543
・関係会社株式 Shares of subsidiaries and associates	63,375	71,720	8,345
・長期貸付金 Long-term loans receivable	43,564	46,512	2,947
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	16,823	13,236	-3,587
・長期前払費用 Long-term prepaid expenses	10,313	16,379	6,065
・差入保証金 Guarantee deposits	87,783	92,466	4,683
・繰延税金資産 Deferred tax assets	21,599	23,094	1,494
・その他 Other	2,111	1,571	-539
・貸倒引当金 Allowance for doubtful accounts	-962	-1,092	-130
資産合計 Total assets	767,986	798,603	30,617
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	255,226	277,902	22,676

■ 貸借対照表 Non-consolidated balance sheet

	2016年度 (2017年2月28日現在)	2017年度 (2018年2月28日現在)	2016年度末からの増減
	FY2016 (As of 2017.2.28)	FY2017 (As of 2018.2.28)	Increase (Decrease) from 2017.2.28
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
<b>[負債の部 Liabilities]</b>			
流動負債 Current liabilities	326,070	348,392	22,322
買掛金 Accounts payable - trade	100,160	106,137	5,977
短期借入金 Short-term loans payable	30,000	35,000	5,000
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	47,280	51,620	4,340
リース債務 Lease obligations	25,385	29,488	4,102
未払金 Accounts payable - other	21,425	21,756	331
未払法人税等 Income taxes payable	8,349	3,817	-4,531
未払費用 Accrued expenses	2,157	2,191	34
預り金 Deposits received	84,380	91,891	7,510
賞与引当金 Provision for bonuses	2,586	2,704	118
その他 Other	4,345	3,784	-560
固定負債 Non-current liabilities	204,506	216,722	12,215
長期借入金 Long-term loans payable	50,000	50,000	-
リース債務 Lease obligations	93,337	104,638	11,301
退職給付引当金 Provision for retirement benefits	10,098	10,913	814
役員退職慰労引当金 Provision for retirement benefits to executive officers	242	176	-65
資産除去債務 Asset retirement obligations	23,654	25,689	2,034
その他 Other	27,173	25,304	-1,869
負債合計 Total liabilities	530,576	565,114	34,537
<b>[純資産の部 Net assets]</b>			
株主資本 Shareholders' equity	237,439	231,785	-5,653
資本金 Capital stock	58,506	58,506	-
資本剰余金 Capital surplus	47,696	47,757	60
・資本準備金 Legal capital surplus	47,696	47,696	-
・その他資本剰余金 Other capital surplus	-	60	60
利益剰余金 Retained earnings	132,447	126,563	-5,883
・利益準備金 Legal retained earnings	727	727	-
・別途積立金 General reserve	50,000	50,000	-
・繰越利益剰余金 Retained earnings brought forward	81,719	75,835	-5,883
自己株式 Treasury shares	-1,210	-1,040	169
評価・換算差額等 Valuation and translation adjustments	-344	1,508	1,852
その他有価証券評価差額金 Valuation difference on available-for-sale securities	274	2,083	1,809
土地再評価差額金 Revaluation reserve for land	-618	-575	42
新株予約権 Subscription rights to shares	314	195	-119
純資産合計 Net assets	237,409	233,489	-3,920
負債純資産合計 Liabilities and net assets	767,986	798,603	30,617