

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

	2016年度/FY2016				2017年度/FY2017			
	第2四半期/1H		通期/Full year		第2四半期/1H		通期計画/Full year (Forecast)	
	2016.3.1 - 2016.8.31		2016.3.1 - 2017.2.28		2017.3.1 - 2017.8.31		2017.3.1 - 2018.2.28	
	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
<b>チェーン全店売上高</b> (百万円) Net sales of all convenience stores (millions of yen)	1,028,626	103.6%	2,027,504	103.4%	1,066,292	103.7%	2,140,000	105.5%
<b>加盟店売上高</b> (百万円) Net sales of franchised stores (millions of yen)	1,008,944	103.3%	1,986,572	103.1%	1,040,821	103.2%	—	—
<b>直営店売上高</b> (百万円) Net sales of company-operated stores (millions of yen)	19,682	117.6%	40,931	121.4%	25,470	129.4%	—	—
<b>営業総収入</b> (百万円) Gross operating revenue (millions of yen) <sup>*1</sup>	180,065	107.5%	356,186	106.7%	189,083	105.0%	383,000	107.5%
<b>営業総利益</b> (百万円) Operating gross profit (millions of yen)	165,495	106.7%	325,716	105.4%	170,118	102.8%	—	—
<b>(対チェーン全店売上高比)</b> (Operating gross profit on Net sales of all convenience stores)	16.1%		16.1%		16.0%		—	
<b>販売費及び一般管理費</b> (百万円) Selling, general and administrative expenses (millions of yen)	133,724	110.8%	268,296	106.6%	138,933	103.9%	—	—
<b>(対チェーン全店売上高比)</b> (Selling, general and administrative expenses on Net sales of all convenience stores)	13.0%		13.2%		13.0%		—	
<b>営業利益</b> (百万円) Operating income (millions of yen)	31,770	92.3%	57,419	100.3%	31,185	98.2%	52,500	91.4%
<b>(対チェーン全店売上高比)</b> (Operating income on Net sales of all convenience stores)	3.1%		2.8%		2.9%		—	
<b>経常利益</b> (百万円) Ordinary income (millions of yen)	30,407	90.6%	56,459	102.7%	30,956	101.8%	50,000	88.6%
<b>四半期(当期)純利益</b> (百万円) Profit (millions of yen)	18,216	137.2%	19,088	87.6%	20,368	111.8%	25,500	133.6%
<b>1株当たり四半期(当期)純利益</b> (円) Profit per share (yen)	182.14		190.86		203.61		254.85 <sup>*2</sup>	
<b>純資産</b> (百万円) Net assets (millions of yen)	248,855		237,409		246,278		—	
<b>総資産</b> (百万円) Total assets (millions of yen)	780,858		767,986		808,790		—	
<b>1株当たり純資産</b> (円) Net assets per share (yen)	2,484.90		2,370.59		2,459.45		—	
<b>総資産四半期(当期)純利益率</b> ROA	2.4%		2.6%		2.6%		—	
<b>自己資本四半期(当期)純利益率</b> ROE	7.4%		7.9%		8.4%		—	
<b>流動比率</b> Current ratio	60.2%		55.8%		52.6%		—	
<b>固定比率</b> Fixed ratio	234.6%		247.1%		253.1%		—	
<b>自己資本比率</b> Shareholders' equity ratio	31.8%		30.9%		30.4%		—	

(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、2017年8月31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 August 31, 2017.

# 単体業績 Non-consolidated operating results

LAWSON

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

		2016年度1H		2017年度1H		前年増減
		2016.3.1 - 2016.8.31		2017.3.1 - 2017.8.31		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				
		180,065	107.5%	189,083	105.0%	9,018
B.売上高	Net sales *1					5,703
		20,408	117.6%	26,112	127.9%	
C.売上原価	Cost of sales *2					4,395
		14,570	118.1%	18,965	130.2%	
D.売上総利益	Gross profit *3	B - C				1,308
		5,838	116.3%	7,146	122.4%	
E.営業収入	Operating revenue	F + G				3,314
	F.加盟店からの収入 Income from franchised stores					3,729
		140,082	105.2%	143,811	102.7%	
	G.その他の営業収入 Other operating revenue					-414
		19,574	115.5%	19,159	97.9%	
H.営業総利益	Operating gross profit	A - C = D + E				4,623
		165,495	106.7%	170,118	102.8%	
I.販売費及び一般管理費	Selling, general and administrative expenses					5,208
		133,724	110.8%	138,933	103.9%	
J.営業利益	Operating income	H - I				-584
		31,770	92.3%	31,185	98.2%	
営業外収益	Non-operating income					-89
		1,898	130.7%	1,808	95.3%	
営業外費用	Non-operating expenses					-1,223
		3,261	140.8%	2,037	62.5%	
経常利益	Ordinary income					548
		30,407	90.6%	30,956	101.8%	
特別利益	Extraordinary income					302
		-	-	302	-	
特別損失	Extraordinary losses					-337
		2,333	27.1%	1,995	85.6%	
税引前四半期純利益	Profit before income taxes					1,188
		28,074	112.5%	29,262	104.2%	
法人税、住民税及び事業税	Income taxes - current					501
		7,348	75.4%	7,849	106.8%	
法人税等調整額	Income taxes - deferred					-1,464
		2,509	129.5%	1,044	41.6%	
四半期純利益	Profit					2,151
		18,216	137.2%	20,368	111.8%	

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

	2016年度1H		2017年度1H		前年増減
	2016.3.1 - 2016.8.31		2017.3.1 - 2017.8.31		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	49,460	104.9%	52,491	106.1%	3,031
人件費 Personnel expenses	20,707	107.1%	22,451	108.4%	1,744
有形固定資産減価償却費 Depreciation of property and store equipment	19,514	111.1%	19,492	99.9%	-22
広告宣伝費 Advertising expenses	7,661	148.2%	6,358	83.0%	-1,302
販売手数料 Sales commission	7,276	138.3%	8,894	122.2%	1,617
その他 Other	29,105	110.9%	29,244	100.5%	138
合計 Total	133,724	110.8%	138,933	103.9%	5,208

(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1H	2017年度1H	前年増減	2017年度計画
	2016.3.1 - 2016.8.31	2017.3.1 - 2017.8.31	Increase (Decrease)	Forecasts / 2017.3.1 - 2018.2.28
	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	15,835	27,544	11,708	64,500
既存店投資 Existing store investments	2,941	1,544	-1,397	7,000
システム関連投資 IT - related investments	6,822	6,769	-52	15,500
その他 Other	617	4,311	3,694	5,000
投資小計 Subtotal	26,217	40,170	13,953	92,000
出資・融資 Investments and advances	-4,272	10,306	14,579	13,000
リース Leases *	22,767	19,023	-3,743	54,000
合計 Total	44,712	69,501	24,788	159,000
有形固定資産減価償却費 Depreciation of property and store equipment	19,514	19,492	-22	40,900
無形固定資産償却費 Amortization of intangible assets	2,918	2,453	-464	6,700
減価償却費合計 Total depreciation and amortization	22,433	21,946	-487	47,600

(注)

\* リース債務の返済による支出は、2016年度第2四半期累計期間は12,885百万円、2017年度第2四半期累計期間は14,126百万円です。

Note:

\* The amount of repayments of lease obligations is 12,885 millions of yen in the first half of fiscal year 2016 and 14,126 millions of yen in the first half of fiscal year 2017.

## ■貸借対照表 Non-consolidated balance sheet

	2016年度 (2017年2月28日現在)	2017年度第2四半期 (2017年8月31日現在)	2016年度末からの増減
	FY2016 (As of 2017.2.28)	FY2017 (As of 2017.8.31)	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>[ 資産の部 Assets ]</b>			
<b>流動資産 Current assets</b>	182,009	185,943	3,934
現金及び預金 Cash and deposits	51,283	45,372	-5,911
加盟店貸勘定 Accounts receivable - due from franchised stores	38,301	36,379	-1,921
リース債権 Lease receivables	20,276	20,058	-218
商品 Merchandise	1,426	1,449	23
前払費用 Prepaid expenses	13,741	13,811	69
未収入金 Accounts receivable - other	46,705	54,333	7,628
繰延税金資産 Deferred tax assets	2,718	2,649	-68
その他 Other	7,563	11,896	4,333
貸倒引当金 Allowance for doubtful accounts	-6	-7	-1
<b>固定資産 Non-current assets</b>	585,976	622,846	36,869
有形固定資産 Property and store equipment	292,400	304,802	12,402
・建物 Buildings	144,619	150,013	5,394
・構築物 Structures	26,147	26,870	722
・工具、器具及び備品 Tools, furniture and fixtures	14,760	13,611	-1,149
・土地 Land	9,648	9,790	142
・リース資産 Leased assets	95,632	102,264	6,631
・建設仮勘定 Construction in progress	1,591	2,252	660
無形固定資産 Intangible assets	40,186	50,183	9,997
・ソフトウェア Software	29,852	33,648	3,795
・のれん Goodwill	9,831	9,361	-469
・その他 Other	501	7,174	6,672
投資その他の資産 Investments and other assets	253,390	267,860	14,469
・投資有価証券 Investments securities	8,781	11,902	3,121
・関係会社株式 Shares of subsidiaries and associates	63,375	69,973	6,598
・長期貸付金 Long-term loans receivable	43,564	44,576	1,012
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	16,823	15,058	-1,765
・長期前払費用 Long-term prepaid expenses	10,313	15,873	5,559
・差入保証金 Guarantee deposits	87,783	89,683	1,899
・繰延税金資産 Deferred tax assets	21,599	20,239	-1,359
・その他 Other	2,111	1,563	-547
・貸倒引当金 Allowance for doubtful accounts	-962	-1,011	-49
<b>資産合計 Total assets</b>	767,986	808,790	40,803
<b>有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment</b>	255,226	266,057	10,831

## ■貸借対照表 Non-consolidated balance sheet

	2016年度 (2017年2月28日現在)	2017年度第2四半期 (2017年8月31日現在)	2016年度末からの増減
	FY2016 (As of 2017.2.28)	FY2017 (As of 2017.8.31)	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>			
<b>流動負債 Current liabilities</b>	326,070	353,535	27,465
買掛金 Accounts payable - trade	100,160	123,124	22,964
短期借入金 Short-term loans payable	30,000	—	-30,000
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	47,280	56,050	8,770
リース債務 Lease obligations	25,385	27,286	1,900
未払金 Accounts payable - other	21,425	20,602	-822
未払法人税等 Income taxes payable	8,349	9,472	1,123
未払費用 Accrued expenses	2,157	2,407	249
預り金 Deposits received	84,380	106,029	21,648
賞与引当金 Provision for bonuses	2,586	2,864	278
その他 Other	4,345	5,699	1,353
<b>固定負債 Non-current liabilities</b>	204,506	208,976	4,470
長期借入金 Long-term loans payable	50,000	50,000	—
リース債務 Lease obligations	93,337	97,924	4,586
退職給付引当金 Provision for retirement benefits	10,098	10,498	400
役員退職慰労引当金 Provision for retirement benefits to executive officers	242	231	-11
資産除去債務 Asset retirement obligations	23,654	24,382	727
その他 Other	27,173	25,940	-1,233
<b>負債合計 Total liabilities</b>	530,576	562,511	31,935
<b>[ 純資産の部 Net assets ]</b>			
<b>株主資本 Shareholders' equity</b>	237,439	245,536	8,097
資本金 Capital stock	58,506	58,506	—
資本剰余金 Capital surplus	47,696	47,756	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	140,313	7,866
・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	89,586	7,866
自己株式 Treasury shares	-1,210	-1,040	170
<b>評価・換算差額等 Valuation and translation adjustments</b>	-344	544	888
その他有価証券評価差額金 Valuation difference on available-for-sale securities	274	1,162	888
土地再評価差額金 Revaluation reserve for land	-618	-618	—
<b>新株予約権 Subscription rights to shares</b>	314	197	-117
<b>純資産合計 Net assets</b>	237,409	246,278	8,868
<b>負債純資産合計 Liabilities and net assets</b>	767,986	808,790	40,803