

単体業績 Non-consolidated operating results

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

	2017年度/FY2017		2018年度/FY2018		2019年度(計画)/FY2019 (Forecast)			
	通期/Full year 2017. 3. 1 - 2018. 2. 28		通期/Full year 2018. 3. 1 - 2019. 2. 28		第2四半期累計期間/1H 2019. 3. 1 - 2019. 8. 31		通期計画/Full year 2019. 3. 1 - 2020. 2. 29	
	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)	2,110,454	104.1%	2,236,125	106.0%	1,170,000	103.2%	2,310,000	103.3%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	2,060,690	103.7%	2,185,078	106.0%	-	-	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	49,764	121.6%	51,046	102.6%	-	-	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	372,891	104.7%	385,678	103.4%	202,000	102.7%	397,000	102.9%
営業総利益 (百万円) Operating gross profit (millions of yen)	335,792	103.1%	348,491	103.8%	-	-	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	15.9%		15.6%		-		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	284,771	106.1%	302,779	106.3%	-	-	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.5%		13.5%		-		-	
営業利益 (百万円) Operating income (millions of yen)	51,021	88.9%	45,711	89.6%	26,000	96.1%	45,300	99.1%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	2.4%		2.0%		-		-	
経常利益 (百万円) Ordinary income (millions of yen)	50,508	89.5%	51,443	101.9%	29,500	85.4%	46,000	89.4%
当期純利益 (百万円) Profit (millions of yen)	19,417	101.7%	31,002	159.7%	18,000	79.3%	16,500	53.2%
1株当たり当期純利益 (円) Profit per share (yen)	194.09		309.85		179.89		164.90 *2	
純資産 (百万円) Net assets (millions of yen)	233,489		240,280		-		-	
総資産 (百万円) Total assets (millions of yen)	798,603		838,260		-		-	
1株当たり純資産 (円) Net assets per share (yen)	2,331.65		2,399.24		-		-	
総資産当期純利益率 ROA	2.5%		3.8%		-		-	
自己資本当期純利益率 ROE	8.3%		13.1%		-		-	
流動比率 Current ratio	47.2%		41.5%		-		-	
固定比率 Fixed ratio	271.9%		277.6%		-		-	
自己資本比率 Shareholders' equity ratio	29.2%		28.6%		-		-	

(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、2019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, 2019.

単体業績 Non-consolidated operating results

■ 損益計算書 Non-consolidated statement of income

		2017年度/FY2017		2018年度/FY2018		前年増減
		2017. 3. 1 - 2018. 2. 28		2018. 3. 1 - 2019. 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	372,891	104.7%	385,678	103.4%	12,787
B. 売上高 Net sales *		51,048	120.5%	51,376	100.6%	327
C. 売上原価 Cost of sales		37,098	121.8%	37,187	100.2%	88
D. 売上総利益 Gross profit	B - C	13,949	117.3%	14,188	101.7%	238
E. 営業収入 Operating revenue	F + G	321,842	102.6%	334,302	103.9%	12,459
F. 加盟店からの収入 Income from franchised stores		282,075	103.0%	294,483	104.4%	12,407
G. その他の営業収入 Other operating revenue		39,766	99.7%	39,818	100.1%	51
H. 営業総利益 Operating gross profit	A - C = D + E	335,792	103.1%	348,491	103.8%	12,698
I. 販売費及び一般管理費 Selling, general and administrative expenses		284,771	106.1%	302,779	106.3%	18,008
J. 営業利益 Operating income	H - I	51,021	88.9%	45,711	89.6%	-5,309
営業外収益 Non-operating income		3,266	103.0%	11,236	344.0%	7,970
営業外費用 Non-operating expenses		3,779	91.5%	5,505	145.7%	1,726
経常利益 Ordinary income		50,508	89.5%	51,443	101.9%	934
特別利益 Extraordinary income		302	-	6,494	-	6,191
特別損失 Extraordinary losses		21,568	99.3%	17,365	80.5%	-4,202
税引前当期純利益 Profit before income taxes		29,243	84.2%	40,572	138.7%	11,329
法人税、住民税及び事業税 Income taxes - current		9,105	61.7%	12,438	136.6%	3,332
法人税等調整額 Income taxes - deferred		720	78.9%	-2,868	-	-3,588
当期純利益 Profit		19,417	101.7%	31,002	159.7%	11,585

(注)

* 「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。

Note:

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

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

	2017年度/FY2017		2018年度/FY2018		前年増減
	2017. 3. 1 - 2018. 2. 28		2018. 3. 1 - 2019. 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	107,027	106.8%	113,181	105.8%	6,154
人件費 Personnel expenses	44,722	107.7%	45,903	102.6%	1,180
有形固定資産減価償却費 Depreciation of property and store equipment	40,766	104.0%	45,642	112.0%	4,876
広告宣伝費 Advertising expenses	12,546	90.9%	13,363	106.5%	817
販売手数料 Sales commission	19,769	124.8%	22,384	113.2%	2,614
その他 Other	59,938	103.8%	62,303	103.9%	2,365
合計 Total	284,771	106.1%	302,779	106.3%	18,008

(注)

* ITコスト(社内管理ベース)は、2018年度累計で87億円になります。なお、ITコストは「有形固定資産減価償却費」及び「その他」に計上しています。

Note:

* According to our internal calculation, IT-related expenses for the fiscal year 2018 stood at 8.7 billions of yen. These IT-related expenses are recorded under "Depreciation of property and store equipment" and "Other."

■ 投融資の状況 Capital expenditure

	2017年度/FY2017	2018年度/FY2018	前年増減	2019年度計画
	2017. 3. 1 - 2018. 2. 28	2018. 3. 1 - 2019. 2. 28	Increase (Decrease)	Forecasts / 2019. 3. 1 - 2020. 2. 29
	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	52,888	38,407	-14,481	23,500
既存店投資 Existing store investments	6,428	9,771	3,342	11,000
システム関連投資 IT-related investments	12,105	8,935	-3,169	10,000
その他 Other	4,409	-62	-4,472	-
投資小計 Subtotal	75,831	57,050	-18,780	44,500
出資・融資 Investments and advances	17,324	-12,205	-29,530	5,500
リース Leases *	41,236	52,035	10,799	41,000
合計 Total	134,392	96,880	-37,511	91,000
有形固定資産減価償却費 Depreciation of property and store equipment	40,766	45,642	4,876	49,100
無形固定資産償却費 Amortization of intangible assets	5,711	7,515	1,804	10,100
減価償却費合計 Total depreciation and amortization	46,477	53,158	6,680	59,200

(注)

* リース債務の返済による支出は、2017年度は27,158百万円、2018年度は34,635百万円です。

Note:

* The amount of repayments of lease obligations is 27,158 millions of yen in fiscal year 2017 and 34,635 millions of yen in fiscal year 2018.

■貸借対照表 Non-consolidated balance sheet

[資産の部 Assets]	2017年度 (2018年2月28日現在)	2018年度 (2019年2月28日現在)	2017年度末からの増減
	FY2017 (As of 2018.2.28)	FY2018 (As of 2019.2.28)	Increase (Decrease) from 2018.2.28
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
流動資産 Current assets	164,391	171,740	7,349
現金及び預金 Cash and deposits	8,483	8,266	-216
加盟店貸勘定 Accounts receivable - due from franchised stores	44,229	46,032	1,803
リース債権 Lease receivables	24,237	26,698	2,461
商品 Merchandise	1,460	1,501	41
前払費用 Prepaid expenses	15,834	16,898	1,063
未収入金 Accounts receivable - other	50,586	57,662	7,076
繰延税金資産 Deferred tax assets	2,234	2,687	453
その他 Other	17,324	12,043	-5,280
貸倒引当金 Allowance for doubtful accounts	-	-51	-51
固定資産 Non-current assets	634,212	666,520	32,307
有形固定資産 Property and store equipment	312,924	341,088	28,164
・建物 Buildings	156,067	163,750	7,682
・構築物 Structures	28,634	30,565	1,930
・工具、器具及び備品 Tools, furniture and fixtures	11,873	10,087	-1,786
・土地 Land	9,529	8,999	-529
・リース資産 Leased assets	105,120	125,580	20,459
・建設仮勘定 Construction in progress	1,699	2,106	407
無形固定資産 Intangible assets	44,074	47,784	3,710
・ソフトウェア Software	29,494	31,868	2,373
・のれん Goodwill	14,092	15,431	1,338
・その他 Other	487	485	-2
投資その他の資産 Investments and other assets	277,212	277,646	433
・投資有価証券 Investments securities	13,324	12,861	-463
・関係会社株式 Shares of subsidiaries and associates	71,720	63,224	-8,495
・関係会社出資金 Investments in capital of subsidiaries and associates	38	19,838	19,800
・長期貸付金 Long-term loans receivable	46,512	43,079	-3,433
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	13,236	714	-12,521
・長期前払費用 Long-term prepaid expenses	16,379	17,415	1,036
・差入保証金 Guarantee deposits	92,466	93,689	1,222
・繰延税金資産 Deferred tax assets	23,094	26,457	3,363
・その他 Other	1,532	1,197	-335
・貸倒引当金 Allowance for doubtful accounts	-1,092	-833	259
資産合計 Total assets	798,603	838,260	39,656
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	277,902	296,344	18,441

■ 貸借対照表 Non-consolidated balance sheet

	2017年度 (2018年2月28日現在)	2018年度 (2019年2月28日現在)	2017年度末からの増減
	FY2017 (As of 2018.2.28)	FY2018 (As of 2019.2.28)	Increase (Decrease) from 2018.2.28
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
[負債の部 Liabilities]			
流動負債 Current liabilities	348,392	413,869	65,477
買掛金 Accounts payable - trade	106,137	109,034	2,896
短期借入金 Short-term loans payable	35,000	54,800	19,800
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	51,620	32,750	-18,870
1年内返済予定の長期借入金 Current portion of long-term loans payable	—	50,000	50,000
リース債務 Lease obligations	29,488	34,391	4,903
未払金 Accounts payable - other	21,756	23,133	1,376
未払法人税等 Income taxes payable	3,817	2,752	-1,064
未払費用 Accrued expenses	2,191	2,260	68
預り金 Deposits received	91,891	96,943	5,051
賞与引当金 Provision for bonuses	2,704	2,950	246
その他 Other	3,784	4,854	1,070
固定負債 Non-current liabilities	216,722	184,110	-32,611
長期借入金 Long-term loans payable	50,000	—	-50,000
リース債務 Lease obligations	104,638	121,603	16,964
退職給付引当金 Provision for retirement benefits	10,913	11,794	881
役員退職慰労引当金 Provision for retirement benefits to executive officers	176	201	24
資産除去債務 Asset retirement obligations	25,689	27,578	1,889
その他 Other	25,304	22,932	-2,371
負債合計 Total liabilities	565,114	597,980	32,865
[純資産の部 Net assets]			
株主資本 Shareholders' equity	231,785	237,281	5,495
資本金 Capital stock	58,506	58,506	—
資本剰余金 Capital surplus	47,757	47,761	4
・資本準備金 Legal capital surplus	47,696	47,696	—
・その他資本剰余金 Other capital surplus	60	64	4
利益剰余金 Retained earnings	126,563	132,042	5,479
・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	75,835	81,315	5,479
自己株式 Treasury shares	-1,040	-1,028	12
評価・換算差額等 Valuation and translation adjustments	1,508	2,782	1,274
その他有価証券評価差額金 Valuation difference on available-for-sale securities	2,083	3,349	1,265
土地再評価差額金 Revaluation reserve for land	-575	-566	8
新株予約権 Subscription rights to shares	195	215	20
純資産合計 Net assets	233,489	240,280	6,790
負債純資産合計 Liabilities and net assets	798,603	838,260	39,656