

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

	2017年度/FY2017				2018年度/FY2018			
	第2四半期/1H 2017.3.1 - 2017.8.31		通期/Full year 2017.3.1 - 2018.2.28		第2四半期/1H 2018.3.1 - 2018.8.31		通期計画/Full year (Forecast) 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)	1,066,292	103.7%	2,110,454	104.1%	1,133,211	106.3%	2,260,000	107.1%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,040,821	103.2%	2,060,690	103.7%	1,106,790	106.3%	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	25,470	129.4%	49,764	121.6%	26,421	103.7%	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	189,083	105.0%	372,891	104.7%	196,627	104.0%	395,000	105.9%
営業総利益 (百万円) Operating gross profit (millions of yen)	170,118	102.8%	335,792	103.1%	177,219	104.2%	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	16.0%		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)	138,933	103.9%	284,771	106.1%	150,150	108.1%	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.0%		13.5%		13.2%		-	
営業利益 (百万円) Operating income (millions of yen)	31,185	98.2%	51,021	88.9%	27,069	86.8%	44,500	87.2%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	2.9%		2.4%		2.4%		-	
経常利益 (百万円) Ordinary income (millions of yen)	30,956	101.8%	50,508	89.5%	34,553	111.6%	50,000	99.0%
四半期(当期)純利益 (百万円) Profit (millions of yen)	20,368	111.8%	19,417	101.7%	22,691	111.4%	34,000	175.1%
1株当たり四半期(当期)純利益 (円) Profit per share (yen)	203.61		194.09		226.78		339.80 *2	
純資産 (百万円) Net assets (millions of yen)	246,278		233,489		244,988		-	
総資産 (百万円) Total assets (millions of yen)	808,790		798,603		824,534		-	
1株当たり純資産 (円) Net assets per share (yen)	2,459.45		2,331.65		2,446.27		-	
総資産四半期(当期)純利益率 ROA	2.6%		2.5%		2.8%		-	
自己資本四半期(当期)純利益率 ROE	8.4%		8.3%		9.5%		-	
流動比率 Current ratio	52.6%		47.2%		47.5%		-	
固定比率 Fixed ratio	253.1%		271.9%		267.6%		-	
自己資本比率 Shareholders' equity ratio	30.4%		29.2%		29.7%		-	

(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, 2018.

# 単体業績 Non-consolidated operating results

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

		2017年度1H		2018年度1H		前年増減
		2017.3.1 - 2017.8.31		2018.3.1 - 2018.8.31		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	189,083	105.0%	196,627	104.0%	7,544
B. 売上高 Net sales*		26,112	127.9%	26,750	102.4%	637
C. 売上原価 Cost of sales		18,965	130.2%	19,408	102.3%	443
D. 売上総利益 Gross profit	B - C	7,146	122.4%	7,341	102.7%	194
E. 営業収入 Operating revenue	F + G	162,971	102.1%	169,877	104.2%	6,906
F. 加盟店からの収入 Income from franchised stores		143,811	102.7%	150,575	104.7%	6,764
G. その他の営業収入 Other operating revenue		19,159	97.9%	19,302	100.7%	142
H. 営業総利益 Operating gross profit	A - C = D + E	170,118	102.8%	177,219	104.2%	7,101
I. 販売費及び一般管理費 Selling, general and administrative expenses		138,933	103.9%	150,150	108.1%	11,216
J. 営業利益 Operating income	H - I	31,185	98.2%	27,069	86.8%	-4,115
営業外収益 Non-operating income		1,808	95.3%	10,069	556.8%	8,261
営業外費用 Non-operating expenses		2,037	62.5%	2,585	126.9%	548
経常利益 Ordinary income		30,956	101.8%	34,553	111.6%	3,597
特別利益 Extraordinary income		302	-	-	-	-302
特別損失 Extraordinary losses		1,995	85.6%	3,178	159.3%	1,182
税引前四半期純利益 Profit before income taxes		29,262	104.2%	31,374	107.2%	2,111
法人税、住民税及び事業税 Income taxes - current		7,849	106.8%	9,246	117.8%	1,396
法人税等調整額 Income taxes - deferred		1,044	41.6%	-563	-	-1,608
四半期純利益 Profit		20,368	111.8%	22,691	111.4%	2,323

(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1H		2018年度1H		前年増減
	2017.3.1 - 2017.8.31		2018.3.1 - 2018.8.31		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	52,491	106.1%	56,057	106.8%	3,565
人件費 Personnel expenses	22,451	108.4%	23,014	102.5%	562
有形固定資産減価償却費 Depreciation of property and store equipment	19,492	99.9%	21,902	112.4%	2,409
広告宣伝費 Advertising expenses	6,358	83.0%	7,200	113.2%	841
販売手数料 Sales commission	8,894	122.2%	10,691	120.2%	1,797
その他 Other	29,244	100.5%	31,284	107.0%	2,040
合計 Total	138,933	103.9%	150,150	108.1%	11,216

(注)

\* ITコスト(社内管理ベース)は、2018年度第2四半期累計で35億円になります。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 first half of fiscal 2018 stood at 3.5 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1H	2018年度1H	前年増減	2018年度計画
	2017.3.1 - 2017.8.31	2018.3.1 - 2018.8.31	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	27,544	18,241	-9,303	49,000
既存店投資 Existing store investments	1,544	5,714	4,169	8,000
システム関連投資 IT-related investments	6,769	4,884	-1,885	12,000
その他 Other	4,311	-26	-4,338	5,000
投資小計 Subtotal	40,170	28,813	-11,357	74,000
出資・融資 Investments and advances	10,306	-5,212	-15,519	-7,000
リース Leases *	19,023	22,110	3,086	71,000
合計 Total	69,501	45,711	-23,789	138,000
有形固定資産減価償却費 Depreciation of property and store equipment	19,492	21,902	2,409	47,600
無形固定資産償却費 Amortization of intangible assets	2,453	3,720	1,266	8,500
減価償却費合計 Total depreciation and amortization	21,946	25,622	3,676	56,100

(注)

\* リース債務の返済による支出は、2017年度第2四半期累計期間は14,126百万円、2018年度第2四半期累計期間は16,385百万円です。

Note:

\* The amount of repayments of lease obligations is 14,126 millions of yen in the first half of fiscal year 2017 and 16,385 millions of yen in the first half of 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年度第2四半期 (2018年8月31日現在)	2017年度末からの増減
	FY2017 (As of 2018.2.28)	FY2018 (As of 2018.8.31)	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	169,433	5,042
現金及び預金 Cash and deposits	8,483	11,240	2,756
加盟店貸勘定 Accounts receivable - due from franchised stores	44,229	39,939	-4,290
リース債権 Lease receivables	24,237	27,272	3,035
商品 Merchandise	1,460	1,419	-40
前払費用 Prepaid expenses	15,834	14,648	-1,185
未収入金 Accounts receivable - other	50,586	60,645	10,059
繰延税金資産 Deferred tax assets	2,234	2,782	548
その他 Other	17,324	11,515	-5,809
貸倒引当金 Allowance for doubtful accounts	-	-31	-31
固定資産 Non-current assets	634,212	655,101	20,888
有形固定資産 Property and store equipment	312,924	324,120	11,195
・建物 Buildings	156,067	161,766	5,699
・構築物 Structures	28,634	29,641	1,007
・工具、器具及び備品 Tools, furniture and fixtures	11,873	11,004	-869
・土地 Land	9,529	9,296	-232
・リース資産 Leased assets	105,120	110,455	5,335
・建設仮勘定 Construction in progress	1,699	1,954	255
無形固定資産 Intangible assets	44,074	48,146	4,072
・ソフトウェア Software	29,494	31,226	1,732
・のれん Goodwill	14,092	16,440	2,347
・その他 Other	487	479	-7
投資その他の資産 Investments and other assets	277,212	282,834	5,621
・投資有価証券 Investments securities	13,324	14,539	1,214
・関係会社株式 Shares of subsidiaries and associates	71,720	66,196	-5,523
・長期貸付金 Long-term loans receivable	46,512	47,481	968
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	13,236	720	-12,515
・長期前払費用 Long-term prepaid expenses	16,379	16,237	-142
・差入保証金 Guarantee deposits	92,466	93,404	937
・繰延税金資産 Deferred tax assets	23,094	23,925	831
・その他 Other	1,571	21,204	19,632
・貸倒引当金 Allowance for doubtful accounts	-1,092	-874	218
資産合計 Total assets	798,603	824,534	25,931
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	277,902	285,978	8,075

■貸借対照表 Non-consolidated balance sheet

	2017年度 (2018年2月28日現在)	2018年度第2四半期 (2018年8月31日現在)	2017年度末からの増減
	FY2017 (As of 2018.2.28)	FY2018 (As of 2018.8.31)	Increase (Decrease) from 2018.2.28
	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	348,392	356,779	8,387
買掛金 Accounts payable - trade	106,137	129,244	23,106
短期借入金 Short-term loans payable	35,000	40,448	5,448
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	51,620	27,700	-23,920
リース債務 Lease obligations	29,488	31,379	1,891
未払金 Accounts payable - other	21,756	24,451	2,694
未払法人税等 Income taxes payable	3,817	4,576	759
未払費用 Accrued expenses	2,191	2,249	57
預り金 Deposits received	91,891	87,987	-3,904
賞与引当金 Provision for bonuses	2,704	2,949	245
その他 Other	3,784	5,794	2,009
固定負債 Non-current liabilities	216,722	222,766	6,044
長期借入金 Long-term loans payable	50,000	50,000	-
リース債務 Lease obligations	104,638	110,491	5,852
退職給付引当金 Provision for retirement benefits	10,913	11,358	445
役員退職慰労引当金 Provision for retirement benefits to executive officers	176	183	6
資産除去債務 Asset retirement obligations	25,689	26,757	1,067
その他 Other	25,304	23,977	-1,327
負債合計 Total liabilities	565,114	579,546	14,432
<b>[純資産の部 Net assets]</b>			
株主資本 Shareholders' equity	231,785	241,733	9,947
資本金 Capital stock	58,506	58,506	-
資本剰余金 Capital surplus	47,757	47,760	3
・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	3
利益剰余金 Retained earnings	126,563	136,497	9,934
・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	85,770	9,934
自己株式 Treasury shares	-1,040	-1,031	9
評価・換算差額等 Valuation and translation adjustments	1,508	3,034	1,526
その他有価証券評価差額金 Valuation difference on available-for-sale securities	2,083	3,610	1,526
土地再評価差額金 Revaluation reserve for land	-575	-575	-
新株予約権 Subscription rights to shares	195	220	24
純資産合計 Net assets	233,489	244,988	11,499
負債純資産合計 Liabilities and net assets	798,603	824,534	25,931