

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

	2017年度/FY2017				2018年度/FY2018			
	第3四半期/3Q 2017.3.1 - 2017.11.30		通期/Full year 2017.3.1 - 2018.2.28		第3四半期/3Q 2018.3.1 - 2018.11.30		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)	1,594,342	103.5%	2,110,454	104.1%	1,694,095	106.3%	2,260,000	107.1%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,556,409	103.1%	2,060,690	103.7%	1,655,018	106.3%	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	37,933	125.2%	49,764	121.6%	39,077	103.0%	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	282,330	104.5%	372,891	104.7%	293,458	103.9%	395,000	105.9%
営業総利益 (百万円) Operating gross profit (millions of yen)	254,061	102.6%	335,792	103.1%	264,913	104.3%	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	15.9%		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)	210,406	104.5%	284,771	106.1%	226,941	107.9%	-	-
(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%		13.4%		-	
営業利益 (百万円) Operating income (millions of yen)	43,654	94.3%	51,021	88.9%	37,972	87.0%	44,500	87.2%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	2.7%		2.4%		2.2%		-	
経常利益 (百万円) Ordinary income (millions of yen)	43,316	95.5%	50,508	89.5%	45,094	104.1%	50,000	99.0%
四半期(当期)純利益 (百万円) Profit (millions of yen)	27,990	101.8%	19,417	101.7%	28,730	102.6%	34,000	175.1%
1株当たり四半期(当期)純利益 (円) Profit per share (yen)	279.79		194.09		287.14		339.80 *2	
純資産 (百万円) Net assets (millions of yen)	241,673		233,489		239,066		-	
総資産 (百万円) Total assets (millions of yen)	810,025		798,603		840,058		-	
1株当たり純資産 (円) Net assets per share (yen)	2,413.44		2,331.65		2,387.09		-	
総資産四半期(当期)純利益率 ROA	3.5%		2.5%		3.5%		-	
自己資本四半期(当期)純利益率 ROE	11.7%		8.3%		12.2%		-	
流動比率 Current ratio	48.9%		47.2%		40.4%		-	
固定比率 Fixed ratio	263.2%		271.9%		280.2%		-	
自己資本比率 Shareholders' equity ratio	29.8%		29.2%		28.4%		-	

(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株当たり四半期(当期)純利益に関しては、2018年11月30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 November 30, 2018.

単体業績 Non-consolidated operating results

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■ 損益計算書 Non-consolidated statement of income

		2017年度第3四半期累計期間		2018年度第3四半期累計期間		前年増減
		2017.3.1 - 2017.11.30		2018.3.1 - 2018.11.30		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	282,330	104.5%	293,458	103.9%	11,128
B. 売上高 Net sales*		38,901	124.1%	39,406	101.3%	505
C. 売上原価 Cost of sales		28,269	125.9%	28,544	101.0%	275
D. 売上総利益 Gross profit	B - C	10,631	119.8%	10,861	102.2%	230
E. 営業収入 Operating revenue	F + G	243,429	101.9%	254,052	104.4%	10,622
F. 加盟店からの収入 Income from franchised stores		214,700	102.6%	224,868	104.7%	10,168
G. その他の営業収入 Other operating revenue		28,729	97.3%	29,183	101.6%	454
H. 営業総利益 Operating gross profit	A - C = D + E	254,061	102.6%	264,913	104.3%	10,852
I. 販売費及び一般管理費 Selling, general and administrative expenses		210,406	104.5%	226,941	107.9%	16,534
J. 営業利益 Operating income	H - I	43,654	94.3%	37,972	87.0%	-5,681
営業外収益 Non-operating income		2,513	100.1%	10,612	422.2%	8,099
営業外費用 Non-operating expenses		2,850	82.2%	3,491	122.5%	640
経常利益 Ordinary income		43,316	95.5%	45,094	104.1%	1,777
特別利益 Extraordinary income		302	-	-	-	-302
特別損失 Extraordinary losses		3,051	96.5%	4,453	146.0%	1,402
税引前四半期純利益 Profit before income taxes		40,568	96.2%	40,640	100.2%	71
法人税、住民税及び事業税 Income taxes - current		10,439	94.4%	11,029	105.7%	590
法人税等調整額 Income taxes - deferred		2,138	59.0%	880	41.2%	-1,257
四半期純利益 Profit		27,990	101.8%	28,730	102.6%	739

(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年度第3四半期累計期間		2018年度第3四半期累計期間		前年増減
	2017.3.1 - 2017.11.30		2018.3.1 - 2018.11.30		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	79,515	106.5%	84,668	106.5%	5,152
人件費 Personnel expenses	33,547	108.4%	34,364	102.4%	816
有形固定資産減価償却費 Depreciation of property and store equipment	29,867	100.7%	33,264	111.4%	3,397
広告宣伝費 Advertising expenses	9,523	83.7%	10,905	114.5%	1,381
販売手数料 Sales commission	14,361	120.1%	17,009	118.4%	2,647
その他 Other	43,591	102.0%	46,728	107.2%	3,137
合計 Total	210,406	104.5%	226,941	107.9%	16,534

(注)

* ITコスト(社内管理ベース)は、2018年度第3四半期累計で60億円になります。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 third quarter of fiscal 2018 stood at 6 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年度第3四半期累計期間	2018年度第3四半期累計期間	前年増減	2018年度計画
	2017. 3. 1 - 2017. 11. 30 百万円/Millions of yen	2018. 3. 1 - 2018. 11. 30 百万円/Millions of yen	Increase (Decrease) 百万円/Millions of yen	Forecasts / 2018. 3. 1 - 2019. 2. 28 百万円/Millions of yen
新店投資 New store investments	41,874	30,456	-11,417	49,000
既存店投資 Existing store investments	2,874	7,951	5,076	8,000
システム関連投資 IT-related investments	9,050	6,553	-2,496	12,000
その他 Other	4,475	83	-4,391	5,000
投資小計 Subtotal	58,274	45,045	-13,228	74,000
出資・融資 Investments and advances	11,929	-5,155	-17,085	-7,000
リース Leases *	28,501	36,814	8,313	71,000
合計 Total	98,705	76,704	-22,001	138,000
有形固定資産減価償却費 Depreciation of property and store equipment	29,867	33,264	3,397	47,600
無形固定資産償却費 Amortization of intangible assets	3,769	5,602	1,832	8,500
減価償却費合計 Total depreciation and amortization	33,637	38,867	5,230	56,100

(注)

* リース債務の返済による支出は、2017年度第3四半期累計期間は21,492百万円、2018年度第3四半期累計期間は24,928百万円です。

Note:

* The amount of repayments of lease obligations is 21,492 millions of yen in the third quarter of fiscal year 2017 and 24,928 millions of yen in the third quarter 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3四半期 (2018年11月30日現在)	2017年度末からの増減
	FY2017 (As of 2018. 2. 28)	FY2018 (As of 2018. 11. 30)	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	170,805	6,414
現金及び預金 Cash and deposits	8,483	4,934	-3,549
加盟店貸勘定 Accounts receivable - due from franchised stores	44,229	48,366	4,137
リース債権 Lease receivables	24,237	26,890	2,652
商品 Merchandise	1,460	1,524	64
前払費用 Prepaid expenses	15,834	17,821	1,986
未収入金 Accounts receivable - other	50,586	57,603	7,016
繰延税金資産 Deferred tax assets	2,234	1,902	-331
その他 Other	17,324	11,763	-5,561
固定資産 Non-current assets	634,212	669,252	35,039
有形固定資産 Property and store equipment	312,924	336,014	23,089
・建物 Buildings	156,067	165,968	9,900
・構築物 Structures	28,634	30,486	1,852
・工具、器具及び備品 Tools, furniture and fixtures	11,873	10,917	-955
・土地 Land	9,529	9,279	-249
・リース資産 Leased assets	105,120	117,238	12,118
・建設仮勘定 Construction in progress	1,699	2,122	423
無形固定資産 Intangible assets	44,074	47,525	3,450
・ソフトウェア Software	29,494	31,114	1,620
・のれん Goodwill	14,092	15,936	1,843
・その他 Other	487	474	-13
投資その他の資産 Investments and other assets	277,212	285,712	8,499
・投資有価証券 Investments securities	13,324	15,554	2,229
・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	47,795	1,283
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	13,236	717	-12,518
・長期前払費用 Long-term prepaid expenses	16,379	18,469	2,090
・差入保証金 Guarantee deposits	92,466	93,723	1,256
・繰延税金資産 Deferred tax assets	23,094	23,017	-76
・その他 Other	1,571	21,078	19,506
・貸倒引当金 Allowance for doubtful accounts	-1,092	-839	252
資産合計 Total assets	798,603	840,058	41,454
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	277,902	291,055	13,152

■貸借対照表 Non-consolidated balance sheet

	2017年度 (2018年2月28日現在)	2018年度第3四半期 (2018年11月30日現在)	2017年度末からの増減
	FY2017 (As of 2018. 2. 28)	FY2018 (As of 2018. 11. 30)	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	422,789	74,397
買掛金 Accounts payable - trade	106,137	119,458	13,321
短期借入金 Short-term loans payable	35,000	73,500	38,500
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	51,620	31,000	-20,620
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	32,860	3,372
未払金 Accounts payable - other	21,756	24,725	2,968
未払法人税等 Income taxes payable	3,817	1,699	-2,117
未払費用 Accrued expenses	2,191	2,366	174
預り金 Deposits received	91,891	80,491	-11,400
賞与引当金 Provision for bonuses	2,704	1,434	-1,270
その他 Other	3,784	5,253	1,468
固定負債 Non-current liabilities	216,722	178,201	-38,520
長期借入金 Long-term loans payable	50,000	-	-50,000
リース債務 Lease obligations	104,638	115,847	11,209
退職給付引当金 Provision for retirement benefits	10,913	11,565	652
役員退職慰労引当金 Provision for retirement benefits to executive officers	176	195	18
資産除去債務 Asset retirement obligations	25,689	27,138	1,449
その他 Other	25,304	23,454	-1,849
負債合計 Total liabilities	565,114	600,991	35,877
[純資産の部 Net assets]			
株主資本 Shareholders' equity	231,785	235,014	3,228
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	129,779	3,216
・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	79,051	3,216
自己株式 Treasury shares	-1,040	-1,032	8
評価・換算差額等 Valuation and translation adjustments	1,508	3,832	2,323
その他有価証券評価差額金 Valuation difference on available-for-sale securities	2,083	4,407	2,323
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	239,066	5,576
負債純資産合計 Liabilities and net assets	798,603	840,058	41,454