

■ 連結損益計算書 (四半期会計期間) Consolidated statement of income (Quarterly accounting period)

		2017年度第3四半期会計期間		2018年度第3四半期会計期間		前年増減
		2017. 9. 1 - 2017. 11. 30		2018. 9. 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	164,650	105.7%	175,663	106.7%	11,012
B. 売上高 Net sales*		65,386	109.5%	71,013	108.6%	5,627
C. 売上原価 Cost of sales		45,441	109.5%	49,715	109.4%	4,274
D. 売上総利益 Gross profit	B - C	19,945	109.4%	21,298	106.8%	1,352
E. 営業収入 Operating revenues	F + G	99,264	103.4%	104,649	105.4%	5,385
F. 加盟店からの収入 Income from franchised stores		72,726	104.7%	76,307	104.9%	3,581
G. その他の営業収入 Other operating revenue		26,538	100.1%	28,342	106.8%	1,804
H. 営業総利益 Operating gross profit	A - C = D + E	119,209	104.3%	125,947	105.7%	6,738
I. 販売費及び一般管理費 Selling, general and administrative expenses		103,892	107.7%	112,625	108.4%	8,732
J. 営業利益 Operating income	H - I	15,316	86.2%	13,322	87.0%	-1,994
営業外収益 Non-operating income		978	89.6%	836	85.5%	-141
営業外費用 Non-operating expenses		970	295.3%	1,053	108.6%	83
経常利益 Ordinary income		15,324	82.7%	13,104	85.5%	-2,219
特別利益 Extraordinary income		-	-	-	-	-
特別損失 Extraordinary losses		1,181	140.5%	1,332	112.8%	151
税金等調整前四半期純利益 Profit before income taxes		14,143	80.0%	11,772	83.2%	-2,371
法人税、住民税及び事業税 Income taxes - current		3,483	76.6%	2,892	83.0%	-590
法人税等調整額 Income taxes - deferred		1,495	87.4%	1,481	99.1%	-14
四半期純利益 Profit		9,165	80.2%	7,398	80.7%	-1,766
非支配株主に帰属する四半期純利益 Profit attributable to non-controlling interests		13	7.7%	21	157.3%	7
親会社株主に帰属する四半期純利益 Profit attributable to owners of parent		9,151	81.4%	7,376	80.6%	-1,774

(注)

* 「売上高」は、直営店売上高、Eコマース売上高、卸売事業売上高等の合計です。

Note:

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

■ 販売費及び一般管理費の主な明細 (四半期会計期間) Selling, general and administrative expenses (Quarterly accounting period)

	2017年度第3四半期会計期間		2018年度第3四半期会計期間		前年増減
	2017. 9. 1 - 2017. 11. 30		2018. 9. 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	31,368	108.9%	33,466	106.7%	2,098
人件費 Personnel expenses	19,802	110.3%	20,972	105.9%	1,170
有形固定資産減価償却費 Depreciation of property and store equipment	12,118	106.4%	13,319	109.9%	1,200
広告宣伝費 Advertising expenses	6,647	80.6%	7,865	118.3%	1,217
販売手数料 Sales commission	10,582	128.3%	11,836	111.9%	1,254
その他 Other	23,373	107.1%	25,164	107.7%	1,790
合計 Total	103,892	107.7%	112,625	108.4%	8,732

■ 損益計算書 (四半期会計期間) Non-consolidated statement of income (Quarterly accounting period)

		2017年度第3四半期会計期間		2018年度第3四半期会計期間		前年増減
		2017. 9. 1 - 2017. 11. 30		2018. 9. 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	93,246	103.5%	96,830	103.8%	3,584
B. 売上高 Net sales*		12,788	117.0%	12,656	99.0%	-132
C. 売上原価 Cost of sales		9,303	117.9%	9,136	98.2%	-167
D. 売上総利益 Gross profit	B - C	3,484	114.7%	3,520	101.0%	35
E. 営業収入 Operating revenue	F + G	80,457	101.7%	84,174	104.6%	3,716
F. 加盟店からの収入 Income from franchised stores		70,888	102.4%	74,292	104.8%	3,404
G. その他の営業収入 Other operating revenue		9,569	96.3%	9,881	103.3%	312
H. 営業総利益 Operating gross profit	A - C = D + E	83,942	102.2%	87,694	104.5%	3,751
I. 販売費及び一般管理費 Selling, general and administrative expenses		71,473	105.7%	76,791	107.4%	5,317
J. 営業利益 Operating income	H - I	12,469	85.8%	10,903	87.4%	-1,565
営業外収益 Non-operating income		705	115.1%	542	77.0%	-162
営業外費用 Non-operating expenses		813	394.0%	905	111.3%	92
経常利益 Ordinary income		12,360	82.8%	10,540	85.3%	-1,820
特別利益 Extraordinary income		-	-	-	-	-
特別損失 Extraordinary losses		1,055	127.1%	1,274	120.8%	219
税引前四半期純利益 Profit before income taxes		11,305	80.1%	9,265	82.0%	-2,039
法人税、住民税及び事業税 Income taxes - current		2,589	69.8%	1,782	68.9%	-806
法人税等調整額 Income taxes - deferred		1,093	98.3%	1,444	132.0%	350
四半期純利益 Profit		7,622	82.1%	6,038	79.2%	-1,583

(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 (四半期会計期間) Selling, general and administrative expenses (Quarterly accounting period)

	2017年度第3四半期会計期間		2018年度第3四半期会計期間		前年増減
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	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	27,024	107.2%	28,611	105.9%	1,587
人件費 Personnel expenses	11,096	108.3%	11,350	102.3%	254
有形固定資産減価償却費 Depreciation of property and store equipment	10,374	102.3%	11,362	109.5%	987
広告宣伝費 Advertising expenses	3,164	85.2%	3,704	117.1%	540
販売手数料 Sales commission	5,467	116.8%	6,318	115.6%	850
その他 Other	14,346	105.1%	15,444	107.6%	1,097
合計 Total	71,473	105.7%	76,791	107.4%	5,317

(注)

* ITコスト(社内管理ベース)は、2018年度第3四半期会計期間で25億円になります。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 2.5 billions of yen. These IT-related expenses are recorded under "Depreciation of property and store equipment" and "Other."