

# 単体業績 Non-consolidated operating results

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

	2018年度/FY2018				2019年度/FY2019			
	第3四半期/3Q 2018. 3. 1 - 2018. 11. 30		通期/Full year 2018. 3. 1 - 2019. 2. 28		第3四半期/3Q 2019. 3. 1 - 2019. 11. 30		通期計画/Full year (Forecast) 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)	1,694,095	106.3%	2,236,125	106.0%	1,746,843	103.1%	2,310,000	103.3%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,655,018	106.3%	2,185,078	106.0%	1,710,171	103.3%	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	39,077	103.0%	51,046	102.6%	36,672	93.8%	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	293,458	103.9%	385,678	103.4%	297,798	101.5%	397,000	102.9%
営業総利益 (百万円) Operating gross profit (millions of yen)	264,913	104.3%	348,491	103.8%	271,295	102.4%	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	15.6%		15.6%		15.5%		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	226,941	107.9%	302,779	106.3%	233,347	102.8%	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.4%		13.5%		13.4%		-	
営業利益 (百万円) Operating income (millions of yen)	37,972	87.0%	45,711	89.6%	37,948	99.9%	45,300	99.1%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	2.2%		2.0%		2.2%		-	
経常利益 (百万円) Ordinary income (millions of yen)	45,094	104.1%	51,443	101.9%	41,384	91.8%	46,000	89.4%
四半期(当期)純利益 (百万円) Profit (millions of yen)	28,730	102.6%	31,002	159.7%	24,042	83.7%	16,500	53.2%
1株当たり四半期(当期)純利益 (円) Profit per share (yen)	287.14		309.85		240.28		164.89 *2	
純資産 (百万円) Net assets (millions of yen)	239,066		240,280		243,078		-	
総資産 (百万円) Total assets (millions of yen)	840,058		838,260		879,925		-	
1株当たり純資産 (円) Net assets per share (yen)	2,387.09		2,399.24		2,426.71		-	
総資産四半期(当期)純利益率 ROA	3.5%		3.8%		2.8%		-	
自己資本四半期(当期)純利益率 ROE	12.2%		13.1%		10.0%		-	
流動比率 Current ratio *3	39.9%		40.8%		51.6%		-	
固定比率 Fixed ratio *3	281.0%		278.8%		276.7%		-	
自己資本比率 Shareholders' equity ratio	28.4%		28.6%		27.6%		-	

(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株当たり四半期(当期)純利益に関しては、2019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。

\*3 「『税効果会計に係る会計基準』の一部改正」等を当期首から適用しており、過去の主要な経営指標等については、当該会計基準等を遡って適用した後の指標等となっております。

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, 2019.

\*3 Partial Amendments to Accounting Standard for Tax Effect Accounting, etc. have been applied to our non-consolidated financial statements since the beginning of the fiscal year 2019. They have been retrospectively applied to major management indices related to the previous fiscal year.

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

		2018年度第3四半期累計期間		2019年度第3四半期累計期間		前年増減
		2018. 3. 1 - 2018. 11. 30		2019. 3. 1 - 2019. 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	293,458	103.9%	297,798	101.5%	4,339
B. 売上高 Net sales		39,406	101.3%	36,672	93.1%	-2,734
C. 売上原価 Cost of sales		28,544	101.0%	26,502	92.8%	-2,041
D. 売上総利益 Gross profit	B - C	10,861	102.2%	10,169	93.6%	-692
E. 営業収入 Operating revenue	F + G	254,052	104.4%	261,126	102.8%	7,073
F. 加盟店からの収入 Income from franchised stores		224,868	104.7%	232,902	103.6%	8,033
G. その他の営業収入 Other operating revenue		29,183	101.6%	28,224	96.7%	-959
H. 営業総利益 Operating gross profit	A - C = D + E	264,913	104.3%	271,295	102.4%	6,381
I. 販売費及び一般管理費 Selling, general and administrative expenses		226,941	107.9%	233,347	102.8%	6,405
J. 営業利益 Operating income	H - I	37,972	87.0%	37,948	99.9%	-24
営業外収益 Non-operating income		10,612	422.2%	8,187	77.1%	-2,425
営業外費用 Non-operating expenses		3,491	122.5%	4,751	136.1%	1,260
経常利益 Ordinary income		45,094	104.1%	41,384	91.8%	-3,709
特別利益 Extraordinary income		-	-	163	-	163
特別損失 Extraordinary losses		4,453	146.0%	9,059	203.4%	4,605
税引前四半期純利益 Profit before income taxes		40,640	100.2%	32,488	79.9%	-8,152
法人税、住民税及び事業税 Income taxes - current		11,029	105.7%	6,409	58.1%	-4,619
法人税等調整額 Income taxes - deferred		880	41.2%	2,035	231.1%	1,155
四半期純利益 Profit		28,730	102.6%	24,042	83.7%	-4,687

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

	2018年度第3四半期累計期間		2019年度第3四半期累計期間		前年増減
	2018. 3. 1 - 2018. 11. 30		2019. 3. 1 - 2019. 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	84,668	106.5%	87,715	103.6%	3,046
人件費 Personnel expenses	34,364	102.4%	34,738	101.1%	373
有形固定資産減価償却費 Depreciation of property and store equipment	33,264	111.4%	36,376	109.4%	3,111
広告宣伝費 Advertising expenses	10,905	114.5%	11,059	101.4%	154
販売手数料 Sales commission	17,009	118.4%	15,084	88.7%	-1,924
その他 Other	46,728	107.2%	48,373	103.5%	1,644
合計 Total	226,941	107.9%	233,347	102.8%	6,405

(注)

\* ITコスト(社内管理ベース)は、2019年度第3四半期累計で85億円になります。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 year 2019 stood at 8.5 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

	2018年度第3四半期累計期間	2019年度第3四半期累計期間	前年増減	2019年度計画
	2018. 3. 1 - 2018. 11. 30 百万円/Millions of yen	2019. 3. 1 - 2019. 11. 30 百万円/Millions of yen	Increase (Decrease) 百万円/Millions of yen	Forecasts / 2019. 3. 1 - 2020. 2. 29 百万円/Millions of yen
新店投資 New store investments	30,456	15,243	-15,213	17,500
既存店投資 Existing store investments	7,951	5,027	-2,923	11,000
システム関連投資 IT-related investments	6,553	6,451	-102	10,000
その他 Other	83	-3	-87	-
投資小計 Subtotal	45,045	26,718	-18,327	38,500
出資・融資 Investments and advances	-5,155	7,047	12,203	5,500
リース Leases *	36,814	28,307	-8,506	37,000
合計 Total	76,704	62,073	-14,630	81,000
有形固定資産減価償却費 Depreciation of property and store equipment	33,264	36,376	3,111	49,100
無形固定資産償却費 Amortization of intangible assets	5,602	7,236	1,634	10,100
減価償却費合計 Total depreciation and amortization	38,867	43,612	4,745	59,200

(注)

\* リース債務の返済による支出は、2018年度第3四半期累計期間は24,928百万円、2019年度第3四半期累計期間は29,133百万円です。

Note:

\* The amount of repayments of lease obligations is 24,928 millions of yen in the third quarter of fiscal year 2018 and 29,133 millions of yen in the third quarter of fiscal year 2019.

■ 貸借対照表 Non-consolidated balance sheet

[資産の部 Assets]	2018年度 (2019年2月28日現在)	2019年度第3四半期 (2019年11月30日現在)	2018年度末からの増減
	FY2018 (As of 2019. 2. 28)	FY2019 (As of 2019. 11. 30)	Increase (Decrease) from 2019.2.28
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
流動資産 Current assets	169,053	208,153	39,100
現金及び預金 Cash and deposits	8,266	20,731	12,464
加盟店貸勘定 Accounts receivable - due from franchised stores	46,032	53,276	7,244
リース債権 Lease receivables	26,698	25,572	-1,126
商品 Merchandise	1,501	1,450	-50
前払費用 Prepaid expenses	16,898	18,892	1,993
未収入金 Accounts receivable - other	57,662	78,218	20,556
その他 Other	12,043	10,125	-1,918
貸倒引当金 Allowance for doubtful accounts	-51	-114	-63
固定資産 Non-current assets	669,207	671,772	2,565
有形固定資産 Property and store equipment	341,088	342,524	1,435
・建物 Buildings	163,750	163,392	-357
・構築物 Structures	30,565	30,261	-304
・工具、器具及び備品 Tools, furniture and fixtures	10,087	9,380	-706
・土地 Land	8,999	8,977	-22
・リース資産 Leased assets	125,580	128,776	3,196
・建設仮勘定 Construction in progress	2,106	1,736	-370
無形固定資産 Intangible assets	47,784	44,699	-3,085
・ソフトウェア Software	31,868	30,327	-1,540
・のれん Goodwill	15,431	13,898	-1,532
・その他 Other	485	473	-12
投資その他の資産 Investments and other assets	280,333	284,549	4,215
・投資有価証券 Investments securities	12,861	11,145	-1,716
・関係会社株式 Shares of subsidiaries and associates	63,224	67,530	4,305
・関係会社出資金 Investments in capital of subsidiaries and associates	19,838	23,822	3,984
・長期貸付金 Long-term loans receivable	43,079	43,038	-40
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	714	705	-8
・長期前払費用 Long-term prepaid expenses	17,415	16,179	-1,236
・差入保証金 Guarantee deposits	93,689	93,965	275
・繰延税金資産 Deferred tax assets	29,145	27,527	-1,617
・その他 Other	1,197	1,286	88
・貸倒引当金 Allowance for doubtful accounts	-833	-652	180
資産合計 Total assets	838,260	879,925	41,665
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	296,344	311,740	15,395

■ 貸借対照表 Non-consolidated balance sheet

	2018年度 (2019年2月28日現在)	2019年度第3四半期 (2019年11月30日現在)	2018年度末からの増減
	FY2018 (As of 2019. 2. 28)	FY2019 (As of 2019. 11. 30)	Increase (Decrease) from 2019.2.28
	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	413,869	403,423	-10,446
買掛金 Accounts payable - trade	109,034	122,083	13,049
短期借入金 Short-term loans payable	54,800	51,280	-3,520
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	32,750	45,700	12,950
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	34,391	36,132	1,741
未払金 Accounts payable - other	23,133	24,474	1,341
未払法人税等 Income taxes payable	2,752	4,420	1,667
未払費用 Accrued expenses	2,260	2,455	194
預り金 Deposits received	96,943	108,153	11,210
賞与引当金 Provision for bonuses	2,950	1,543	-1,407
その他 Other	4,854	7,180	2,325
固定負債 Non-current liabilities	184,110	233,424	49,313
長期借入金 Long-term loans payable	-	50,000	50,000
リース債務 Lease obligations	121,603	121,784	180
退職給付引当金 Provision for retirement benefits	11,794	12,457	662
役員退職慰労引当金 Provision for retirement benefits to executive officers	201	215	14
資産除去債務 Asset retirement obligations	27,578	27,891	313
その他 Other	22,932	21,075	-1,857
負債合計 Total liabilities	597,980	636,847	38,866
<b>[純資産の部 Net assets]</b>			
株主資本 Shareholders' equity	237,281	241,076	3,794
資本金 Capital stock	58,506	58,506	-
資本剰余金 Capital surplus	47,761	47,757	-3
・ 資本準備金 Legal capital surplus	47,696	47,696	-
・ その他資本剰余金 Other capital surplus	64	60	-3
利益剰余金 Retained earnings	132,042	135,823	3,780
・ 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	81,315	85,095	3,780
自己株式 Treasury shares	-1,028	-1,010	17
評価・換算差額等 Valuation and translation adjustments	2,782	1,746	-1,036
その他有価証券評価差額金 Valuation difference on available-for-sale securities	3,349	2,312	-1,036
土地再評価差額金 Revaluation reserve for land	-566	-566	-
新株予約権 Subscription rights to shares	215	255	39
純資産合計 Net assets	240,280	243,078	2,798
負債純資産合計 Liabilities and net assets	838,260	879,925	41,665