

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

	2018年度/FY2018				2019年度/FY2019			
	第1四半期/1Q 2018. 3. 1 - 2018. 5. 31		通期/Full year 2018. 3. 1 - 2019. 2. 28		第1四半期/1Q 2019. 3. 1 - 2019. 5. 31		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)	546,498	106.4%	2,236,125	106.0%	574,268	105.1%	2,310,000	103.3%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	533,728	106.5%	2,185,078	106.0%	561,711	105.2%	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	12,770	104.8%	51,046	102.6%	12,557	98.3%	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	94,269	103.9%	385,678	103.4%	97,438	103.4%	397,000	102.9%
営業総利益 (百万円) Operating gross profit (millions of yen)	84,853	104.0%	348,491	103.8%	88,317	104.1%	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	15.5%		15.6%		15.4%		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	75,514	109.4%	302,779	106.3%	78,350	103.8%	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.8%		13.5%		13.6%		-	
営業利益 (百万円) Operating income (millions of yen)	9,339	74.2%	45,711	89.6%	9,967	106.7%	45,300	99.1%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	1.7%		2.0%		1.7%		-	
経常利益 (百万円) Ordinary income (millions of yen)	17,168	135.4%	51,443	101.9%	15,578	90.7%	46,000	89.4%
四半期(当期)純利益 (百万円) Profit (millions of yen)	13,282	155.2%	31,002	159.7%	11,245	84.7%	16,500	53.2%
1株当たり四半期(当期)純利益 (円) Profit per share (yen)	132.74		309.85		112.38		164.89 *2	
純資産 (百万円) Net assets (millions of yen)	234,260		240,280		238,282		-	
総資産 (百万円) Total assets (millions of yen)	835,339		838,260		857,607		-	
1株当たり純資産 (円) Net assets per share (yen)	2,339.76		2,399.24		2,379.32		-	
総資産四半期(当期)純利益率 ROA	1.6%		3.8%		1.3%		-	
自己資本四半期(当期)純利益率 ROE	5.7%		13.1%		4.7%		-	
流動比率 Current ratio *3	49.8%		40.8%		41.5%		-	
固定比率 Fixed ratio *3	275.5%		278.8%		284.4%		-	
自己資本比率 Shareholders' equity ratio	28.0%		28.6%		27.8%		-	

(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5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。

\*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 May 31, 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.

# 単体業績 Non-consolidated operating results

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

		2018年度第1四半期累計期間		2019年度第1四半期累計期間		前年増減
		2018. 3. 1 - 2018. 5. 31		2019. 3. 1 - 2019. 5. 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	94,269	103.9%	97,438	103.4%	3,168
B. 売上高 Net sales		12,970	103.7%	12,557	96.8%	-413
C. 売上原価 Cost of sales		9,416	103.4%	9,120	96.9%	-296
D. 売上総利益 Gross profit	B - C	3,554	104.5%	3,436	96.7%	-117
E. 営業収入 Operating revenue	F + G	81,299	103.9%	84,880	104.4%	3,581
F. 加盟店からの収入 Income from franchised stores		72,081	104.5%	75,653	105.0%	3,571
G. その他の営業収入 Other operating revenue		9,217	99.5%	9,227	100.1%	9
H. 営業総利益 Operating gross profit	A - C = D + E	84,853	104.0%	88,317	104.1%	3,464
I. 販売費及び一般管理費 Selling, general and administrative expenses		75,514	109.4%	78,350	103.8%	2,836
J. 営業利益 Operating income	H - I	9,339	74.2%	9,967	106.7%	628
営業外収益 Non-operating income		9,112	916.2%	6,655	73.0%	-2,457
営業外費用 Non-operating expenses		1,282	141.1%	1,043	81.3%	-239
経常利益 Ordinary income		17,168	135.4%	15,578	90.7%	-1,589
特別利益 Extraordinary income		-	-	-	-	-
特別損失 Extraordinary losses		1,316	124.4%	1,833	139.3%	517
税引前四半期純利益 Profit before income taxes		15,851	133.0%	13,744	86.7%	-2,107
法人税、住民税及び事業税 Income taxes - current		2,534	116.1%	1,411	55.7%	-1,122
法人税等調整額 Income taxes - deferred		35	3.0%	1,088	-	1,052
四半期純利益 Profit		13,282	155.2%	11,245	84.7%	-2,037

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

	2018年度第1四半期累計期間		2019年度第1四半期累計期間		前年増減
	2018. 3. 1 - 2018. 5. 31		2019. 3. 1 - 2019. 5. 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	27,797	107.1%	29,034	104.4%	1,236
人件費 Personnel expenses	11,466	101.2%	11,489	100.2%	22
有形固定資産減価償却費 Depreciation of property and store equipment	10,798	113.3%	12,169	112.7%	1,371
広告宣伝費 Advertising expenses	3,523	117.6%	4,193	119.0%	670
販売手数料 Sales commission	5,328	129.7%	4,761	89.4%	-566
その他 Other	16,599	109.9%	16,701	100.6%	102
合計 Total	75,514	109.4%	78,350	103.8%	2,836

(注)

\* ITコスト(社内管理ベース)は、2019年度第1四半期累計で24億円になります。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 quarter of fiscal 2019 stood at 2.4 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1四半期累計期間	2019年度第1四半期累計期間	前年増減	2019年度計画
	2018. 3. 1 - 2018. 5. 31	2019. 3. 1 - 2019. 5. 31	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	9,195	4,251	-4,944	23,500
既存店投資 Existing store investments	4,179	1,348	-2,831	11,000
システム関連投資 IT-related investments	2,505	3,065	559	10,000
その他 Other	143	242	99	-
投資小計 Subtotal	16,024	8,908	-7,116	44,500
出資・融資 Investments and advances	1,872	4,440	2,568	5,500
リース Leases *	10,630	10,089	-541	41,000
合計 Total	28,528	23,438	-5,089	91,000
有形固定資産減価償却費 Depreciation of property and store equipment	10,798	12,169	1,371	49,100
無形固定資産償却費 Amortization of intangible assets	1,833	2,176	342	10,100
減価償却費合計 Total depreciation and amortization	12,632	14,346	1,714	59,200

(注)

\* リース債務の返済による支出は、2018年度第1四半期累計期間は8,143百万円、2019年度第1四半期累計期間は9,474百万円です。

Note:

\* The amount of repayments of lease obligations is 8,143 millions of yen in the first quarter of fiscal year 2018 and 9,474 millions of yen in the first 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1四半期 (2019年5月31日現在)	2018年度末からの増減
	FY2018 (As of 2019. 2. 28)	FY2019 (As of 2019. 5. 31)	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>流動資産 Current assets</b>	169,053	180,463	11,410
現金及び預金 Cash and deposits	8,266	9,211	945
加盟店貸勘定 Accounts receivable - due from franchised stores	46,032	49,604	3,571
リース債権 Lease receivables	26,698	26,314	-384
商品 Merchandise	1,501	1,458	-43
前払費用 Prepaid expenses	16,898	16,771	-126
未収入金 Accounts receivable - other	57,662	65,765	8,102
その他 Other	12,043	11,520	-523
貸倒引当金 Allowance for doubtful accounts	-51	-182	-131
<b>固定資産 Non-current assets</b>	669,207	677,144	7,937
<b>有形固定資産 Property and store equipment</b>	341,088	342,536	1,447
・建物 Buildings	163,750	163,787	37
・構築物 Structures	30,565	30,592	26
・工具、器具及び備品 Tools, furniture and fixtures	10,087	9,625	-462
・土地 Land	8,999	8,999	-
・リース資産 Leased assets	125,580	127,430	1,849
・建設仮勘定 Construction in progress	2,106	2,102	-4
<b>無形固定資産 Intangible assets</b>	47,784	48,266	481
・ソフトウェア Software	31,868	32,863	995
・のれん Goodwill	15,431	14,920	-510
・その他 Other	485	482	-2
<b>投資その他の資産 Investments and other assets</b>	280,333	286,340	6,007
・投資有価証券 Investments securities	12,861	12,101	-759
・関係会社株式 Shares of subsidiaries and associates	63,224	66,825	3,601
・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	43,263	184
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	714	711	-2
・長期前払費用 Long-term prepaid expenses	17,415	17,135	-279
・差入保証金 Guarantee deposits	93,689	93,702	12
・繰延税金資産 Deferred tax assets	29,145	28,271	-874
・その他 Other	1,197	1,367	169
・貸倒引当金 Allowance for doubtful accounts	-833	-861	-28
<b>資産合計 Total assets</b>	838,260	857,607	19,347
<b>有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment</b>	296,344	302,752	6,408

## ■ 貸借対照表 Non-consolidated balance sheet

	2018年度 (2019年2月28日現在)	2019年度第1四半期 (2019年5月31日現在)	2018年度末からの増減
	FY2018 (As of 2019. 2. 28)	FY2019 (As of 2019. 5. 31)	Increase (Decrease) from 2019.2.28
[負債の部 Liabilities]	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
流動負債 Current liabilities	413,869	434,627	20,757
買掛金 Accounts payable - trade	109,034	122,240	13,206
短期借入金 Short-term loans payable	54,800	32,900	-21,900
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	32,750	27,750	-5,000
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	35,143	751
未払金 Accounts payable - other	23,133	23,535	402
未払法人税等 Income taxes payable	2,752	1,808	-943
未払費用 Accrued expenses	2,260	2,504	244
預り金 Deposits received	96,943	131,387	34,444
賞与引当金 Provision for bonuses	2,950	1,637	-1,313
その他 Other	4,854	5,721	866
固定負債 Non-current liabilities	184,110	184,698	587
リース債務 Lease obligations	121,603	122,405	802
退職給付引当金 Provision for retirement benefits	11,794	12,020	225
役員退職慰労引当金 Provision for retirement benefits to executive officers	201	212	11
資産除去債務 Asset retirement obligations	27,578	27,744	165
その他 Other	22,932	22,315	-617
負債合計 Total liabilities	597,980	619,325	21,345
[純資産の部 Net assets]			
株主資本 Shareholders' equity	237,281	235,783	-1,498
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	130,530	-1,512
・ 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	79,802	-1,512
自己株式 Treasury shares	-1,028	-1,010	18
評価・換算差額等 Valuation and translation adjustments	2,782	2,297	-485
その他有価証券評価差額金 Valuation difference on available-for-sale securities	3,349	2,863	-485
土地再評価差額金 Revaluation reserve for land	-566	-566	-
新株予約権 Subscription rights to shares	215	201	-14
純資産合計 Net assets	240,280	238,282	-1,997
負債純資産合計 Liabilities and net assets	838,260	857,607	19,347