

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

	2020年度/FY2020				2021年度/FY2021			
	第3四半期/3Q 2020.3.1 - 2020.11.30		通期/Full year 2020.3.1 - 2021.2.28		第3四半期/3Q 2021.3.1 - 2021.11.30		通期計画/Full year (Forecast) 2021.3.1 - 2022.2.28	
	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)	1,640,199	93.9%	2,165,818	94.3%	1,676,910	102.2%	2,260,000	104.3%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,614,561	94.4%	2,132,618	94.8%	1,654,310	102.5%	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	25,638	69.9%	33,200	69.6%	22,599	88.1%	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	269,497	90.5%	354,825	90.8%	269,398	100.0%	364,000	102.6%
営業総利益 (百万円) Operating gross profit (millions of yen)	250,819	92.5%	330,600	92.8%	252,933	100.8%	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	15.3%		15.3%		15.1%		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	228,308	97.8%	304,449	97.7%	229,831	100.7%	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.9%		14.1%		13.7%		-	
営業利益 (百万円) Operating income (millions of yen)	22,511	59.3%	26,150	58.5%	23,101	102.6%	29,000	110.9%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	1.4%		1.2%		1.4%		-	
経常利益 (百万円) Ordinary income (millions of yen)	30,806	74.4%	33,700	73.3%	31,818	103.3%	35,000	103.9%
四半期(当期)純利益 (百万円) Profit (millions of yen)	20,210	84.1%	15,894	102.6%	22,890	113.3%	12,000	75.5%
1株当たり四半期(当期)純利益 (円) Profit per share (yen)	201.96		158.84		228.74		119.91 *2	
純資産 (百万円) Net assets (millions of yen)	242,605		234,977		242,672		-	
総資産 (百万円) Total assets (millions of yen)	836,570		839,426		803,709		-	
1株当たり純資産 (円) Net assets per share (yen)	2,421.08		2,344.86		2,421.31		-	
総資産四半期(当期)純利益率 ROA	2.4%		1.9%		2.8%		-	
自己資本四半期(当期)純利益率 ROE	8.5%		6.8%		9.6%		-	
流動比率 Current ratio	49.9%		54.4%		49.9%		-	
固定比率 Fixed ratio	268.8%		268.6%		256.2%		-	
自己資本比率 Shareholders' equity ratio	29.0%		28.0%		30.1%		-	

(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、2021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, 2021.

単体業績 Non-consolidated operating results

■ 損益計算書 Non-consolidated statement of income

		2020年度第3四半期累計期間		2021年度第3四半期累計期間		前年増減
		2020. 3. 1 - 2020. 11. 30		2021. 3. 1 - 2021. 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	269,497	90.5%	269,398	100.0%	-99
B. 売上高 Net sales		25,621	69.9%	22,573	88.1%	-3,048
C. 売上原価 Cost of sales		18,678	70.5%	16,464	88.2%	-2,213
D. 売上総利益 Gross profit	B - C	6,943	68.3%	6,108	88.0%	-835
E. 営業収入 Operating revenue	F + G	243,875	93.4%	246,824	101.2%	2,948
F. 加盟店からの収入 Income from franchised stores		218,146	93.7%	220,438	101.1%	2,292
G. その他の営業収入 Other operating revenue		25,729	91.2%	26,385	102.5%	655
H. 営業総利益 Operating gross profit	A - C = D + E	250,819	92.5%	252,933	100.8%	2,113
I. 販売費及び一般管理費 Selling, general and administrative expenses		228,308	97.8%	229,831	100.7%	1,523
J. 営業利益 Operating income	H - I	22,511	59.3%	23,101	102.6%	589
営業外収益 Non-operating income		12,967	158.4%	11,686	90.1%	-1,281
営業外費用 Non-operating expenses		4,673	98.4%	2,968	63.5%	-1,704
経常利益 Ordinary income		30,806	74.4%	31,818	103.3%	1,012
特別利益 Extraordinary income		221	135.6%	1,025	462.7%	804
特別損失 Extraordinary losses		5,769	63.7%	3,175	55.0%	-2,593
税引前四半期純利益 Profit before income taxes		25,258	77.7%	29,669	117.5%	4,410
法人税、住民税及び事業税 Income taxes - current		1,456	22.7%	2,985	205.0%	1,529
法人税等調整額 Income taxes - deferred		3,592	176.5%	3,793	105.6%	201
四半期純利益 Profit		20,210	84.1%	22,890	113.3%	2,679

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

	2020年度第3四半期累計期間		2021年度第3四半期累計期間		前年増減
	2020. 3. 1 - 2020. 11. 30		2021. 3. 1 - 2021. 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	87,059	99.3%	87,590	100.6%	530
人件費 Personnel expenses	33,861	97.5%	33,297	98.3%	-564
有形固定資産減価償却費 Depreciation of property and store equipment	36,844	101.3%	35,918	97.5%	-925
広告宣伝費 Advertising expenses	6,303	57.0%	8,033	127.4%	1,729
販売手数料 Sales commission	13,560	89.9%	14,827	109.3%	1,266
その他 Other	50,677	104.8%	50,164	99.0%	-513
合計 Total	228,308	97.8%	229,831	100.7%	1,523

(注)

* ITコスト(社内管理ベース)は、2021年度第3四半期累計で83億円になります。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。

Notes:

* According to our internal calculation, IT-related expenses for the third quarter of fiscal year 2021 stood at 8.3 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

	2020年度第3四半期累計期間	2021年度第3四半期累計期間	前年増減	2021年度計画
	2020. 3. 1 - 2020. 11. 30 百万円/Millions of yen	2021. 3. 1 - 2021. 11. 30 百万円/Millions of yen	Increase (Decrease) 百万円/Millions of yen	Forecasts / 2021. 3. 1 - 2022. 2. 28 百万円/Millions of yen
新店投資 New store investments	7,057	9,275	2,217	12,000
既存店投資 Existing store investments	5,866	8,258	2,392	21,000
システム関連投資 IT-related investments	4,131	4,383	251	10,000
その他 Other	93	231	137	-
投資小計 Subtotal	17,149	22,149	4,999	43,000
出資・融資 Investments and advances	7,919	-163	-8,083	4,000
リース Leases *	17,040	20,489	3,448	57,000
合計 Total	42,110	42,475	364	104,000
有形固定資産減価償却費 Depreciation of property and store equipment	36,844	35,918	-925	48,200
無形固定資産償却費 Amortization of intangible assets	8,229	7,384	-845	10,600
減価償却費合計 Total depreciation and amortization	45,074	43,303	-1,771	58,800

(注)

* リース債務の返済による支出は、2020年度第3四半期累計期間は30,188百万円、2021年度第3四半期累計期間は28,380百万円です。

Notes:

* The amount of repayments of lease obligations is 30,188 millions of yen in the third quarter of fiscal year 2020 and 28,380 millions of yen in the third quarter of fiscal year 2021.

■ 貸借対照表 Non-consolidated balance sheet

[資産の部 Assets]	2020年度 (2021年2月28日現在)	2021年度第3四半期 (2021年11月30日現在)	2020年度末からの増減
	FY2020 (As of 2021.2.28)	FY2021 (As of 2021.11.30)	Increase (Decrease) from 2021.2.28
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
流動資産 Current assets	209,085	182,901	-26,183
現金及び預金 Cash and deposits	38,022	5,900	-32,122
加盟店貸勘定 Accounts receivable - due from franchised stores	46,057	51,440	5,382
リース債権 Lease receivables	16,621	15,454	-1,166
商品 Merchandise	1,062	1,017	-45
前払費用 Prepaid expenses	17,897	19,296	1,399
未収入金 Accounts receivable - other	79,468	80,999	1,531
その他 Other	9,954	8,793	-1,161
固定資産 Non-current assets	630,340	620,807	-9,533
有形固定資産 Property and store equipment	316,157	315,955	-202
・建物 Buildings	154,345	157,276	2,931
・構築物 Structures	27,486	26,045	-1,440
・工具、器具及び備品 Tools, furniture and fixtures	10,182	9,964	-218
・土地 Land	8,422	8,511	88
・リース資産 Leased assets	114,673	112,728	-1,944
・建設仮勘定 Construction in progress	1,047	1,428	381
無形固定資産 Intangible assets	36,151	32,838	-3,312
・ソフトウェア Software	24,106	22,194	-1,912
・のれん Goodwill	11,475	10,095	-1,379
・その他 Other	568	548	-20
投資その他の資産 Investments and other assets	278,031	272,013	-6,018
・投資有価証券 Investments securities	8,367	3,268	-5,098
・関係会社株式 Shares of subsidiaries and associates	64,658	64,658	0
・関係会社出資金 Investments in capital of subsidiaries and associates	29,832	35,104	5,271
・長期貸付金 Long-term loans receivable	39,966	38,208	-1,758
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	494	485	-8
・長期前払費用 Long-term prepaid expenses	13,575	12,834	-740
・差入保証金 Guarantee deposits	88,914	88,881	-33
・繰延税金資産 Deferred tax assets	32,344	28,655	-3,689
・その他 Other	531	652	121
・貸倒引当金 Allowance for doubtful accounts	-653	-735	-82
資産合計 Total assets	839,426	803,709	-35,717
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	320,318	333,886	13,568

■ 貸借対照表 Non-consolidated balance sheet

	2020年度 (2021年2月28日現在)	2021年度第3四半期 (2021年11月30日現在)	2020年度末からの増減
	FY2020 (As of 2021.2.28)	FY2021 (As of 2021.11.30)	Increase (Decrease) from 2021.2.28
	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	384,184	366,405	-17,778
買掛金 Accounts payable - trade	106,756	114,390	7,634
短期借入金 Short-term loans payable	38,070	35,570	-2,500
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	35,050	34,170	-880
1年内返済予定の長期借入金 Current portion of long-term loans payable	—	20,000	20,000
リース債務 Lease obligations	35,564	35,912	347
未払金 Accounts payable - other	21,581	21,542	-38
未払法人税等 Income taxes payable	1,985	2,009	23
未払費用 Accrued expenses	2,371	2,468	96
預り金 Deposits received	132,989	94,366	-38,623
賞与引当金 Provision for bonuses	2,942	1,561	-1,381
その他 Other	6,873	4,415	-2,457
固定負債 Non-current liabilities	220,264	194,631	-25,633
長期借入金 Long-term loans payable	50,000	30,000	-20,000
リース債務 Lease obligations	105,735	99,801	-5,933
退職給付引当金 Provision for retirement benefits	13,553	14,272	719
役員退職慰労引当金 Provision for retirement benefits to executive officers	200	167	-32
資産除去債務 Asset retirement obligations	31,803	32,430	626
その他 Other	18,971	17,958	-1,013
負債合計 Total liabilities	604,449	561,036	-43,412
[純資産の部 Net assets]			
株主資本 Shareholders' equity	233,069	240,967	7,897
資本金 Capital stock	58,506	58,506	—
資本剰余金 Capital surplus	47,760	47,761	0
・ 資本準備金 Legal capital surplus	47,696	47,696	—
・ その他資本剰余金 Other capital surplus	64	64	0
利益剰余金 Retained earnings	127,793	135,672	7,879
・ 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	77,065	84,945	7,879
自己株式 Treasury shares	-991	-973	17
評価・換算差額等 Valuation and translation adjustments	1,574	1,336	-237
その他有価証券評価差額金 Valuation difference on available-for-sale securities	1,782	1,544	-237
土地再評価差額金 Revaluation reserve for land	-207	-207	—
新株予約権 Subscription rights to shares	333	368	34
純資産合計 Net assets	234,977	242,672	7,695
負債純資産合計 Liabilities and net assets	839,426	803,709	-35,717