

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

		2020年度第3四半期会計期間		2021年度第3四半期会計期間		前年増減
		2020. 9. 1 - 2020. 11. 30		2021. 9. 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	174,534	96.0%	173,721	99.5%	- 813
B. 売上高 Net sales*		73,725	98.2%	71,796	97.4%	- 1,929
C. 売上原価 Cost of sales		50,589	98.6%	49,163	97.2%	- 1,425
D. 売上総利益 Gross profit	B - C	23,136	97.4%	22,632	97.8%	- 504
E. 営業収入 Operating revenue	F + G	100,808	94.5%	101,925	101.1%	1,116
F. 加盟店からの収入 Income from franchised stores		73,827	93.9%	73,784	99.9%	- 42
G. その他の営業収入 Other operating revenue		26,981	96.0%	28,140	104.3%	1,158
H. 営業総利益 Operating gross profit	A - C = D + E	123,944	95.0%	124,557	100.5%	612
I. 販売費及び一般管理費 Selling, general and administrative expenses		108,279	94.1%	112,612	104.0%	4,333
J. 営業利益 Operating income	H - I	15,665	102.0%	11,944	76.2%	- 3,720
営業外収益 Non-operating income		1,372	128.1%	1,233	89.9%	- 139
営業外費用 Non-operating expenses		1,627	55.9%	1,568	96.4%	- 58
経常利益 Ordinary income		15,411	114.0%	11,609	75.3%	- 3,801
特別利益 Extraordinary income		-	-	-	-	-
特別損失 Extraordinary losses		1,825	38.3%	1,416	77.6%	- 408
税金等調整前四半期純利益 Profit before income taxes		13,586	155.2%	10,193	75.0%	- 3,392
法人税、住民税及び事業税 Income taxes - current		2,712	169.1%	1,008	37.2%	- 1,703
法人税等調整額 Income taxes - deferred		2,267	173.6%	2,098	92.6%	- 168
四半期純利益 Profit		8,606	147.2%	7,086	82.3%	- 1,520
非支配株主に帰属する四半期純利益 Profit attributable to non-controlling interests		9	-	113	-	104
親会社株主に帰属する四半期純利益 Profit attributable to owners of parent		8,597	147.1%	6,972	81.1%	- 1,624

(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)

	2020年度第3四半期会計期間		2021年度第3四半期会計期間		前年増減
	2020. 9. 1 - 2020. 11. 30		2021. 9. 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	32,682	97.4%	32,682	100.0%	- 0
人件費 Personnel expenses	20,727	97.6%	20,855	100.6%	128
有形固定資産減価償却費 Depreciation of property and store equipment	15,503	100.3%	16,027	103.4%	524
広告宣伝費 Advertising expenses	4,118	54.4%	5,620	136.5%	1,501
販売手数料 Sales commission	9,926	86.3%	10,980	110.6%	1,054
その他 Other	25,321	98.2%	26,445	104.4%	1,124
合計 Total	108,279	94.1%	112,612	104.0%	4,333

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

		2020年度第3四半期会計期間		2021年度第3四半期会計期間		前年増減
		2020. 9. 1 - 2020. 11. 30		2021. 9. 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	90,470	93.3%	88,915	98.3%	-1,554
B. 売上高 Net sales		8,574	73.6%	7,199	84.0%	-1,375
C. 売上原価 Cost of sales		6,229	74.3%	5,243	84.2%	-986
D. 売上総利益 Gross profit	B - C	2,344	72.1%	1,956	83.4%	-388
E. 営業収入 Operating revenue	F + G	81,895	96.0%	81,716	99.8%	-179
F. 加盟店からの収入 Income from franchised stores		72,916	95.4%	73,071	100.2%	155
G. その他の営業収入 Other operating revenue		8,979	100.6%	8,645	96.3%	-334
H. 営業総利益 Operating gross profit	A - C = D + E	84,240	95.1%	83,672	99.3%	-568
I. 販売費及び一般管理費 Selling, general and administrative expenses		74,237	95.3%	77,065	103.8%	2,827
J. 営業利益 Operating income	H - I	10,003	93.7%	6,607	66.1%	-3,395
営業外収益 Non-operating income		979	116.3%	486	49.7%	-493
営業外費用 Non-operating expenses		1,534	62.6%	1,176	76.7%	-357
経常利益 Ordinary income		9,448	104.2%	5,918	62.6%	-3,530
特別利益 Extraordinary income		-	-	-	-	-
特別損失 Extraordinary losses		1,182	25.6%	1,283	108.5%	100
税引前四半期純利益 Profit before income taxes		8,266	185.9%	4,634	56.1%	-3,631
法人税、住民税及び事業税 Income taxes - current		1,029	407.2%	-610	-	-1,640
法人税等調整額 Income taxes - deferred		1,717	134.1%	2,180	126.9%	462
四半期純利益 Profit		5,518	189.5%	3,065	55.5%	-2,453

■ 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) *

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	2020. 9. 1 - 2020. 11. 30		2021. 9. 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	29,050	98.8%	29,196	100.5%	145
人件費 Personnel expenses	11,148	98.4%	10,928	98.0%	-219
有形固定資産減価償却費 Depreciation of property and store equipment	12,106	99.0%	12,101	100.0%	-4
広告宣伝費 Advertising expenses	1,097	32.0%	2,909	265.1%	1,812
販売手数料 Sales commission	5,040	92.4%	5,520	109.5%	479
その他 Other	15,794	98.3%	16,408	103.9%	614
合計 Total	74,237	95.3%	77,065	103.8%	2,827

(注)

* ITコスト(社内管理ベース)は、2021年度第3四半期会計期間で29億円になります。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 2021 stood at 2.9 billions of yen. These IT-related expenses are recorded under "Depreciation of property and store equipment" and "Other."