

単体業績 Non-consolidated operating results

LAWSON

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

	2021年度/FY2021				2022年度/FY2022			
	第2四半期/1H		通期/Full year		第2四半期/1H		通期計画/Full year (Forecast)	
	2021. 3. 1 - 2021. 8. 31		2021. 3. 1 - 2022. 2. 28		2022. 3. 1 - 2022. 8. 31		2022. 3. 1 - 2023. 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)	1,119,225	102.5%	2,211,981	102.1%	1,153,350	103.0%	2,290,000	103.5%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,103,832	102.7%	2,182,725	102.3%	1,140,129	103.3%	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	15,392	90.3%	29,256	88.1%	13,221	85.9%	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	180,482	100.8%	355,102	100.1%	178,447	98.9%	350,000	98.6%
営業総利益 (百万円) Operating gross profit (millions of yen)	169,260	101.6%	333,784	101.0%	169,006	99.9%	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	15.1%		15.1%		14.7%		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	152,766	99.2%	307,913	101.1%	150,357	98.4%	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.6%		13.9%		13.0%		-	
営業利益 (百万円) Operating income (millions of yen)	16,493	131.9%	25,870	98.9%	18,648	113.1%	30,000	116.0%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	1.5%		1.2%		1.6%		-	
経常利益 (百万円) Ordinary income (millions of yen)	25,900	121.3%	34,278	101.7%	24,962	96.4%	36,500	106.5%
四半期(当期)純利益 (百万円) Profit (millions of yen)	19,824	134.9%	13,470	84.7%	17,551	88.5%	18,500	137.3%
1株当たり四半期(当期)純利益 (円) Profit per share (yen)	198.11		134.61		175.38		184.85 *2	
純資産 (百万円) Net assets (millions of yen)	247,128		233,294		242,757		-	
総資産 (百万円) Total assets (millions of yen)	797,871		793,925		817,378		-	
1株当たり純資産 (円) Net assets per share (yen)	2,465.84		2,327.59		2,422.42		-	
1株当たり配当額 (円) Cash dividends per share (yen)	75.00		150.00		75.00		-	
総資産四半期(当期)純利益率 ROA	2.4%		1.6%		2.2%		-	
自己資本四半期(当期)純利益率 ROE	8.2%		5.8%		7.4%		-	
流動比率 Current ratio	53.2%		47.6%		53.2%		-	
固定比率 Fixed ratio	251.3%		266.6%		254.8%		-	
自己資本比率 Shareholders' equity ratio	30.9%		29.3%		29.7%		-	

(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、2022年8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。

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 August 31, 2022.

【収益認識に関する会計基準等の適用】

2022年度は収益認識に関する会計基準等適用後の数値です。この結果、売上高及び営業収入は6,794百万円減少（加盟店からの収入は21,363百万円減少、その他の営業収入は14,823百万円増加）し、売上原価は195百万円減少し、販売費及び一般管理費は6,708百万円減少し、営業利益、経常利益及び税引前四半期純利益がそれぞれ109百万円増加しております。

Application of Accounting Standards for Revenue Recognition, etc.

The Company has applied "Accounting Standard for Revenue Recognition" and other standards from fiscal year 2022. As a result, net sales and operating revenue decreased by 6,794 million yen, income from franchised stores decreased by 21,363 million yen, other operating revenue increased by 14,823 million yen, cost of sales decreased by 195 million yen, and selling, general and administrative expenses decreased by 6,708 million yen for the first half of the year under review, while operating income, ordinary income, and profit before income taxes increased respectively by 109 million yen.

単体業績 Non-consolidated operating results

■ 損益計算書 Non-consolidated statement of income

		2021年度1H		2022年度1H		前年増減
		2021. 3. 1 - 2021. 8. 31		2022. 3. 1 - 2022. 8. 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	180,482	100.8%	178,447	98.9%	-2,034
B. 売上高 Net sales		15,374	90.2%	12,952	84.2%	-2,422
C. 売上原価 Cost of sales		11,221	90.1%	9,441	84.1%	-1,780
D. 売上総利益 Gross profit	B - C	4,152	90.3%	3,511	84.6%	-641
E. 営業収入 Operating revenue	F + G	165,108	101.9%	165,495	100.2%	387
F. 加盟店からの収入 Income from franchised stores		147,367	101.5%	132,506	89.9%	-14,860
G. その他の営業収入 Other operating revenue		17,740	105.9%	32,989	186.0%	15,248
H. 営業総利益 Operating gross profit	A - C = D + E	169,260	101.6%	169,006	99.9%	-253
I. 販売費及び一般管理費 Selling, general and administrative expenses		152,766	99.2%	150,357	98.4%	-2,408
J. 営業利益 Operating income	H - I	16,493	131.9%	18,648	113.1%	2,155
営業外収益 Non-operating income		11,199	93.4%	7,899	70.5%	-3,300
営業外費用 Non-operating expenses		1,792	57.1%	1,586	88.5%	-205
経常利益 Ordinary income		25,900	121.3%	24,962	96.4%	-938
特別利益 Extraordinary income		1,025	462.7%	-	-	-1,025
特別損失 Extraordinary losses		1,892	41.3%	1,768	93.4%	-124
税引前四半期純利益 Profit before income taxes		25,034	147.3%	23,194	92.6%	-1,840
法人税、住民税及び事業税 Income taxes - current		3,595	843.3%	3,255	90.6%	-339
法人税等調整額 Income taxes - deferred		1,613	86.1%	2,386	147.9%	772
四半期純利益 Profit		19,824	134.9%	17,551	88.5%	-2,273

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

	2021年度1H		2022年度1H		前年増減
	2021. 3. 1 - 2021. 8. 31		2022. 3. 1 - 2022. 8. 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	58,394	100.7%	58,302	99.8%	-91
人件費 Personnel expenses	22,368	98.5%	21,847	97.7%	-521
有形固定資産減価償却費 Depreciation of property and store equipment	23,817	96.3%	24,389	102.4%	572
広告宣伝費 Advertising expenses	5,123	98.4%	4,163	81.2%	-960
販売手数料 Sales commission	9,307	109.2%	162	1.7%	-9,144
その他 Other	33,755	96.8%	41,492	122.9%	7,736
合計 Total	152,766	99.2%	150,357	98.4%	-2,408

(注)

【収益認識に関する会計基準等の適用】

2022年度は収益認識に関する会計基準等適用後の数値です。この結果、広告宣伝費は313百万円減少し、販売手数料は11,979百万円減少し、その他は5,585百万円増加しております。

Application of Accounting Standards for Revenue Recognition, etc.

The Company has applied "Accounting Standard for Revenue Recognition" and other standards from fiscal year 2022. As a result, advertising expenses decreased by 313 million yen, sales commission decreased by 11,979 million yen, and other increased by 5,585 million yen for the first half of the year under review.

■ 投融資の状況 Capital expenditure

	2021年度1H	2022年度1H	前年増減	2022年度計画
	2021. 3. 1 - 2021. 8. 31	2022. 3. 1 - 2022. 8. 31	Increase (Decrease)	Forecasts / 2022. 3. 1 - 2023. 2. 28
	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	7,319	3,264	-4,055	12,000
既存店投資 Existing store investments	4,947	4,302	-645	19,000
システム関連投資 IT-related investments	2,868	4,261	1,392	12,000
その他 Other	202	-2	-205	-
投資小計 Subtotal	15,338	11,825	-3,512	43,000
出資・融資 Investments and advances	-6,302	513	6,816	6,000
リース Leases *	13,746	20,986	7,240	63,000
合計 Total	22,781	33,326	10,544	112,000
有形固定資産減価償却費 Depreciation of property and store equipment	23,817	24,389	572	50,100
無形固定資産償却費 Amortization of intangible assets	4,926	4,892	-33	10,300
減価償却費合計 Total depreciation and amortization	28,743	29,282	538	60,400

(注)

* リース債務の返済による支出は、2021年度第2四半期累計期間は18,931百万円、2022年度第2四半期累計期間は20,012百万円です。

Notes:

* The amount of repayments of lease obligations is 18,931 millions of yen in the first half of fiscal year 2021 and 20,012 millions of yen in the first half of fiscal year 2022.

■貸借対照表 Non-consolidated balance sheet

	2021年度 (2022年2月28日現在)	2022年度第2四半期 (2022年8月31日現在)	2021年度末からの増減
	FY2021 (As of 2022.2.28)	FY2022 (As of 2022.8.31)	Increase (Decrease) from 2022.2.28
[資産の部 Assets]	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
流動資産 Current assets	173,022	199,638	26,615
現金及び預金 Cash and deposits	5,028	13,094	8,066
加盟店貸勘定 Accounts receivable - due from franchised stores	46,386	45,875	-510
リース債権 Lease receivables	15,480	14,663	-817
商品 Merchandise	934	898	-36
前払費用 Prepaid expenses	17,629	17,298	-331
未収入金 Accounts receivable - other	79,989	99,807	19,817
その他 Other	7,573	8,001	427
固定資産 Non-current assets	620,902	617,739	-3,163
有形固定資産 Property and store equipment	309,252	313,016	3,763
・建物 Buildings	154,144	154,450	305
・構築物 Structures	24,484	23,609	-875
・工具、器具及び備品 Tools, furniture and fixtures	10,266	9,711	-554
・土地 Land	8,461	8,383	-77
・リース資産 Leased assets	111,020	116,437	5,417
・建設仮勘定 Construction in progress	876	423	-452
無形固定資産 Intangible assets	31,451	30,656	-794
・ソフトウェア Software	21,261	21,394	133
・のれん Goodwill	9,647	8,750	-897
・その他 Other	542	511	-30
投資その他の資産 Investments and other assets	280,198	274,066	-6,132
・投資有価証券 Investments securities	3,276	3,025	-250
・関係会社株式 Shares of subsidiaries and associates	63,866	63,380	-486
・関係会社出資金 Investments in capital of subsidiaries and associates	40,691	40,691	-
・長期貸付金 Long-term loans receivable	37,430	36,049	-1,381
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	482	476	-5
・長期前払費用 Long-term prepaid expenses	12,294	11,536	-757
・差入保証金 Guarantee deposits	88,669	87,483	-1,186
・繰延税金資産 Deferred tax assets	33,580	31,443	-2,136
・その他 Other	666	794	127
・貸倒引当金 Allowance for doubtful accounts	-759	-815	-55
資産合計 Total assets	793,925	817,378	23,452
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	336,023	348,264	12,240

■ 貸借対照表 Non-consolidated balance sheet

	2021年度 (2022年2月28日現在)	2022年度第2四半期 (2022年8月31日現在)	2021年度末からの増減
	FY2021 (As of 2022.2.28)	FY2022 (As of 2022.8.31)	Increase (Decrease) from 2022.2.28
[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	363,285	375,018	11,733
買掛金 Accounts payable - trade	101,427	125,618	24,190
短期借入金 Short-term loans payable	41,062	-	-41,062
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	24,730	39,680	14,950
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	35,614	36,523	909
未払金 Accounts payable - other	24,676	22,872	-1,803
未払法人税等 Income taxes payable	5,142	5,637	494
未払費用 Accrued expenses	2,292	2,511	218
預り金 Deposits received	102,241	114,589	12,348
賞与引当金 Provision for bonuses	3,048	3,176	128
その他 Other	3,049	4,409	1,359
固定負債 Non-current liabilities	197,345	199,601	2,256
長期借入金 Long-term loans payable	30,000	30,000	-
リース債務 Lease obligations	102,414	104,757	2,342
退職給付引当金 Provision for retirement benefits	14,360	14,726	365
役員退職慰労引当金 Provision for retirement benefits to executive officers	151	148	-3
資産除去債務 Asset retirement obligations	32,795	32,956	161
その他 Other	17,623	17,012	-610
負債合計 Total liabilities	560,631	574,620	13,989
[純資産の部 Net assets]			
株主資本 Shareholders' equity	231,409	241,268	9,859
資本金 Capital stock	58,506	58,506	-
資本剰余金 Capital surplus	47,761	47,760	-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	126,114	135,950	9,835
・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	75,387	85,222	9,835
自己株式 Treasury shares	-973	-949	24
評価・換算差額等 Valuation and translation adjustments	1,516	1,160	-355
その他有価証券評価差額金 Valuation difference on available-for-sale securities	1,585	1,230	-355
土地再評価差額金 Revaluation reserve for land	-69	-69	-
新株予約権 Subscription rights to shares	368	328	-40
純資産合計 Net assets	233,294	242,757	9,463
負債純資産合計 Liabilities and net assets	793,925	817,378	23,452