

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

| | 2022年度/FY2022 | | | | 2023年度/FY2023 | | | |
|--|--------------------------------------|---------|--|---------|--------------------------------------|---------|---|---------|
| | 第1四半期/1Q 2022. 3. 1 - 2022. 5. 31 | | 通期/Full year 2022. 3. 1 - 2023. 2. 28 | | 第1四半期/1Q 2023. 3. 1 - 2023. 5. 31 | | 通期計画/Full year (Forecast) 2023. 3. 1 - 2024. 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) | 559,910 | 102.6% | 2,299,518 | 104.0% | 593,957 | 106.1% | 2,400,000 | 104.4% |
| 加盟店売上高 (百万円) Net sales of franchised stores (millions of yen) | 553,458 | 102.8% | 2,272,571 | 104.1% | 586,177 | 105.9% | - | - |
| 直営店売上高 (百万円) Net sales of company-operated stores (millions of yen) | 6,451 | 86.0% | 26,947 | 92.1% | 7,779 | 120.6% | - | - |
| 営業総収入 (百万円) *1 Gross operating revenue (millions of yen) | 86,542 | 99.1% | 357,571 | 100.7% | 95,011 | 109.8% | 374,000 | 104.6% |
| 営業総利益 (百万円) Operating gross profit (millions of yen) | 81,929 | 100.1% | 338,354 | 101.4% | 89,468 | 109.2% | - | - |
| (対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores) | 14.6% | | 14.7% | | 15.1% | | - | |
| 販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen) | 75,180 | 98.3% | 303,165 | 98.5% | 75,835 | 100.9% | - | - |
| (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% | | 13.2% | | 12.8% | | - | |
| 営業利益 (百万円) Operating income (millions of yen) | 6,749 | 124.9% | 35,188 | 136.0% | 13,633 | 202.0% | 35,000 | 99.5% |
| (対チェーン全店売上高比) (Operating income on Net sales of all convenience stores) | 1.2% | | 1.5% | | 2.3% | | - | |
| 経常利益 (百万円) Ordinary income (millions of yen) | 13,251 | 97.3% | 40,618 | 118.5% | 25,710 | 194.0% | 44,500 | 109.6% |
| 四半期(当期)純利益 (百万円) Profit (millions of yen) | 9,898 | 88.9% | 22,595 | 167.7% | 20,933 | 211.5% | 26,000 | 115.1% |
| 1株当たり四半期(当期)純利益 (円) Profit per share (yen) | 98.91 | | 225.78 | | 209.17 | | 259.79 *2 | |
| 純資産 (百万円) Net assets (millions of yen) | 235,437 | | 240,073 | | 253,651 | | - | |
| 総資産 (百万円) Total assets (millions of yen) | 843,532 | | 805,367 | | 877,391 | | - | |
| 1株当たり純資産 (円) Net assets per share (yen) | 2,349.07 | | 2,395.60 | | 2,531.28 | | - | |
| 総資産四半期(当期)純利益率 ROA | 1.2% | | 2.8% | | 2.5% | | - | |
| 自己資本四半期(当期)純利益率 ROE | 4.2% | | 9.6% | | 8.5% | | - | |
| 流動比率 Current ratio | 54.7% | | 52.4% | | 61.9% | | - | |
| 固定比率 Fixed ratio | 264.1% | | 255.7% | | 242.7% | | - | |
| 自己資本比率 Shareholders' equity ratio | 27.9% | | 29.8% | | 28.9% | | - | |

(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、2023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。

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, 2023.

単体業績 Non-consolidated operating results

LAWSON

■ 損益計算書 Non-consolidated statement of income

| | | 2022年度第1四半期累計期間 | | 2023年度第1四半期累計期間 | | 前年増減 |
|--|---------------|--------------------------|---------|--------------------------|---------|---------------------|
| | | 2022. 3. 1 - 2022. 5. 31 | | 2023. 3. 1 - 2023. 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 | 86,542 | 99.1% | 95,011 | 109.8% | 8,468 |
| B. 売上高 Net sales | | 6,337 | 84.6% | 7,626 | 120.3% | 1,289 |
| C. 売上原価 Cost of sales | | 4,613 | 84.0% | 5,542 | 120.1% | 928 |
| D. 売上総利益 Gross profit | B - C | 1,723 | 86.0% | 2,084 | 120.9% | 360 |
| E. 営業収入 Operating revenue | F + G | 80,205 | 100.4% | 87,384 | 109.0% | 7,179 |
| F. 加盟店からの収入 Income from franchised stores | | 64,354 | 90.1% | 69,407 | 107.9% | 5,052 |
| G. その他の営業収入 Other operating revenue | | 15,850 | 188.5% | 17,977 | 113.4% | 2,126 |
| H. 営業総利益 Operating gross profit | A - C = D + E | 81,929 | 100.1% | 89,468 | 109.2% | 7,539 |
| I. 販売費及び一般管理費 Selling, general and administrative expenses | | 75,180 | 98.3% | 75,835 | 100.9% | 655 |
| J. 営業利益 Operating income | H - I | 6,749 | 124.9% | 13,633 | 202.0% | 6,884 |
| 営業外収益 Non-operating income | | 7,283 | 79.8% | 12,761 | 175.2% | 5,478 |
| 営業外費用 Non-operating expenses | | 780 | 85.3% | 684 | 87.6% | -96 |
| 経常利益 Ordinary income | | 13,251 | 97.3% | 25,710 | 194.0% | 12,458 |
| 特別利益 Extraordinary income | | - | - | - | - | - |
| 特別損失 Extraordinary losses | | 1,139 | 105.7% | 562 | 49.4% | -576 |
| 税引前四半期純利益 Profit before income taxes | | 12,112 | 96.6% | 25,147 | 207.6% | 13,035 |
| 法人税、住民税及び事業税 Income taxes - current | | -5 | 4.5% | 2,557 | - | 2,563 |
| 法人税等調整額 Income taxes - deferred | | 2,218 | 145.7% | 1,656 | 74.6% | -562 |
| 四半期純利益 Profit | | 9,898 | 88.9% | 20,933 | 211.5% | 11,034 |

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

| | 2022年度第1四半期累計期間 | | 2023年度第1四半期累計期間 | | 前年増減 |
|--|--------------------------|---------|--------------------------|---------|---------------------|
| | 2022. 3. 1 - 2022. 5. 31 | | 2023. 3. 1 - 2023. 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 | 29,151 | 99.9% | 29,217 | 100.2% | 65 |
| 人件費 Personnel expenses | 10,778 | 95.7% | 10,710 | 99.4% | -68 |
| 有形固定資産減価償却費 Depreciation of property and store equipment | 12,192 | 102.6% | 12,291 | 100.8% | 99 |
| 広告宣伝費 Advertising expenses | 1,144 | 58.4% | 1,423 | 124.4% | 279 |
| 販売手数料 Sales commission | 78 | 1.8% | 84 | 106.9% | 5 |
| その他 Other | 21,834 | 123.2% | 22,107 | 101.3% | 273 |
| 合計 Total | 75,180 | 98.3% | 75,835 | 100.9% | 655 |

■ 投融資の状況 Capital expenditure

| | 2022年度第1四半期累計期間 | 2023年度第1四半期累計期間 | 前年増減 | 2023年度計画 |
|--|--------------------------|--------------------------|---------------------|--------------------------------------|
| | 2022. 3. 1 - 2022. 5. 31 | 2023. 3. 1 - 2023. 5. 31 | Increase (Decrease) | Forecasts / 2023. 3. 1 - 2024. 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 <small>New store investments</small> | 1,061 | 2,067 | 1,005 | 7,000 |
| 既存店投資 <small>Existing store investments</small> | 1,815 | 2,683 | 867 | 16,000 |
| システム関連投資 <small>IT-related investments</small> | 2,346 | 3,379 | 1,033 | 15,000 |
| その他 <small>Other</small> | 32 | 2,265 | 2,233 | - |
| 投資小計 <small>Subtotal</small> | 5,256 | 10,396 | 5,139 | 38,000 |
| 出資・融資 <small>Investments and advances</small> | 321 | 325 | 4 | 5,000 |
| リース <small>Leases *</small> | 13,627 | 10,169 | -3,457 | 49,000 |
| 合計 <small>Total</small> | 19,205 | 20,891 | 1,685 | 92,000 |
| 有形固定資産減価償却費 <small>Depreciation of property and store equipment</small> | 12,192 | 12,291 | 99 | 50,400 |
| 無形固定資産償却費 <small>Amortization of intangible assets</small> | 2,460 | 2,050 | -410 | 9,600 |
| 減価償却費合計 <small>Total depreciation and amortization</small> | 14,652 | 14,342 | -310 | 60,000 |

(注)

* リース債務の返済による支出は、2022年度第1四半期累計期間は10,044百万円、2023年度第1四半期累計期間は9,739百万円です。

Note:

* The amount of repayments of lease obligations is 10,044 millions of yen in the first quarter of fiscal year 2022 and 9,739 millions of yen in the first quarter of fiscal year 2023.

■貸借対照表 Non-consolidated balance sheet

| [資産の部 Assets] | 2022年度 (2023年2月28日現在) | 2023年度第1四半期 (2023年5月31日現在) | 2022年度末からの増減 |
|--|--------------------------|-------------------------------|------------------------------------|
| | FY2022 (As of 2023.2.28) | FY2023 (As of 2023.5.31) | Increase (Decrease) from 2023.2.28 |
| | 百万円/Millions of yen | 百万円/Millions of yen | 百万円/Millions of yen |
| 流動資産 Current assets | 192,427 | 262,491 | 70,064 |
| 現金及び預金 Cash and deposits | 6,316 | 66,529 | 60,213 |
| 加盟店貸勘定 Accounts receivable - due from franchised stores | 49,329 | 49,405 | 75 |
| リース債権 Lease receivables | 14,196 | 14,125 | -70 |
| 商品 Merchandise | 907 | 1,013 | 105 |
| 前払費用 Prepaid expenses | 15,444 | 16,413 | 968 |
| 未収入金 Accounts receivable - other | 99,524 | 107,894 | 8,370 |
| その他 Other | 6,708 | 7,109 | 401 |
| 固定資産 Non-current assets | 612,940 | 614,899 | 1,959 |
| 有形固定資産 Property and store equipment | 312,118 | 314,091 | 1,972 |
| ・建物 Buildings | 154,347 | 154,657 | 310 |
| ・構築物 Structures | 22,136 | 21,527 | -608 |
| ・工具、器具及び備品 Tools, furniture and fixtures | 10,017 | 9,750 | -266 |
| ・土地 Land | 8,374 | 8,354 | -20 |
| ・リース資産 Leased assets | 117,011 | 119,260 | 2,248 |
| ・建設仮勘定 Construction in progress | 231 | 539 | 308 |
| 無形固定資産 Intangible assets | 29,088 | 30,821 | 1,732 |
| ・ソフトウェア Software | 22,239 | 24,372 | 2,133 |
| ・のれん Goodwill | 6,565 | 6,168 | -396 |
| ・その他 Other | 284 | 279 | -4 |
| 投資その他の資産 Investments and other assets | 271,732 | 269,987 | -1,745 |
| ・投資有価証券 Investments securities | 3,003 | 3,307 | 304 |
| ・関係会社株式 Shares of subsidiaries and associates | 65,098 | 65,098 | - |
| ・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 | 36,164 | 35,127 | -1,037 |
| ・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates | 470 | 467 | -2 |
| ・長期前払費用 Long-term prepaid expenses | 11,017 | 12,090 | 1,073 |
| ・差入保証金 Guarantee deposits | 82,950 | 82,575 | -374 |
| ・繰延税金資産 Deferred tax assets | 32,333 | 30,610 | -1,722 |
| ・その他 Other | 827 | 882 | 55 |
| ・貸倒引当金 Allowance for doubtful accounts | -823 | -863 | -40 |
| 資産合計 Total assets | 805,367 | 877,391 | 72,023 |
| 有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment | 351,063 | 353,435 | 2,371 |

■ 貸借対照表 Non-consolidated balance sheet

| | 2022年度 (2023年2月28日現在) | 2023年度第1四半期 (2023年5月31日現在) | 2022年度末からの増減 |
|---|--------------------------|-------------------------------|------------------------------------|
| | FY2022 (As of 2023.2.28) | FY2023 (As of 2023.5.31) | Increase (Decrease) from 2023.2.28 |
| | 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 | 367,066 | 424,357 | 57,291 |
| 買掛金 Accounts payable - trade | 110,202 | 126,307 | 16,104 |
| 短期借入金 Short-term loans payable | 11,900 | - | -11,900 |
| 関係会社短期借入金 Short-term loans payable to subsidiaries and associates | 53,930 | 59,280 | 5,350 |
| リース債務 Lease obligations | 35,754 | 36,238 | 483 |
| 未払金 Accounts payable - other | 26,407 | 24,360 | -2,047 |
| 未払法人税等 Income taxes payable | 8,789 | 1,301 | -7,488 |
| 未払費用 Accrued expenses | 2,386 | 2,473 | 87 |
| 預り金 Deposits received | 109,222 | 166,647 | 57,425 |
| 賞与引当金 Provision for bonuses | 3,349 | 1,642 | -1,707 |
| その他 Other | 5,123 | 6,106 | 982 |
| 固定負債 Non-current liabilities | 198,227 | 199,382 | 1,154 |
| 長期借入金 Long-term loans payable | 30,000 | 30,000 | - |
| リース債務 Lease obligations | 104,060 | 105,023 | 962 |
| 退職給付引当金 Provision for retirement benefits | 15,064 | 15,120 | 56 |
| 役員退職慰労引当金 Provision for retirement benefits to executive officers | 164 | 179 | 14 |
| 資産除去債務 Asset retirement obligations | 32,989 | 32,999 | 9 |
| その他 Other | 15,948 | 16,059 | 111 |
| 負債合計 Total liabilities | 565,294 | 623,740 | 58,446 |
| [純資産の部 Net assets] | | | |
| 株主資本 Shareholders' equity | 238,806 | 252,238 | 13,432 |
| 資本金 Capital stock | 58,506 | 58,506 | - |
| 資本剰余金 Capital surplus | 47,760 | 47,759 | -1 |
| ・ 資本準備金 Legal capital surplus | 47,696 | 47,696 | - |
| ・ その他資本剰余金 Other capital surplus | 64 | 62 | -1 |
| 利益剰余金 Retained earnings | 133,488 | 146,916 | 13,428 |
| ・ 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 | 82,760 | 96,188 | 13,428 |
| 自己株式 Treasury shares | -948 | -943 | 5 |
| 評価・換算差額等 Valuation and translation adjustments | 938 | 1,088 | 149 |
| その他有価証券評価差額金 Valuation difference on available-for-sale securities | 1,007 | 1,157 | 149 |
| 土地再評価差額金 Revaluation reserve for land | -69 | -69 | - |
| 新株予約権 Subscription rights to shares | 328 | 323 | -4 |
| 純資産合計 Net assets | 240,073 | 253,651 | 13,577 |
| 負債純資産合計 Liabilities and net assets | 805,367 | 877,391 | 72,023 |