

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

	2022年度/FY2022				2023年度/FY2023			
	第3四半期/3Q		通期/Full year		第3四半期/3Q		通期予想/Full year (Forecast)	
	2022. 3. 1 - 2022. 11. 30		2022. 3. 1 - 2023. 2. 28		2023. 3. 1 - 2023. 11. 30		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)	1,733,595	103.4%	2,299,518	104.0%	1,820,105	105.0%	2,410,000	104.8%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,713,522	103.6%	2,272,571	104.1%	1,796,437	104.8%	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	20,073	88.8%	26,947	92.1%	23,667	117.9%	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	268,586	99.7%	357,571	100.7%	292,943	109.1%	390,000	109.1%
営業総利益 (百万円) Operating gross profit (millions of yen)	254,245	100.5%	338,354	101.4%	276,155	108.6%	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	14.7%		14.7%		15.2%		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	225,084	97.9%	303,165	98.5%	231,380	102.8%	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.0%		13.2%		12.7%		-	
営業利益 (百万円) Operating income (millions of yen)	29,160	126.2%	35,188	136.0%	44,775	153.5%	52,000	147.8%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	1.7%		1.5%		2.5%		-	
経常利益 (百万円) Ordinary income (millions of yen)	35,054	110.2%	40,618	118.5%	56,282	160.6%	63,000	155.1%
四半期(当期)純利益 (百万円) Profit (millions of yen)	24,258	106.0%	22,595	167.7%	40,449	166.7%	42,000	185.9%
1株当たり四半期(当期)純利益 (円) Profit per share (yen)	242.39		225.78		404.18		419.67 *2	
純資産 (百万円) Net assets (millions of yen)	241,920		240,073		261,615		-	
総資産 (百万円) Total assets (millions of yen)	807,694		805,367		818,121		-	
1株当たり純資産 (円) Net assets per share (yen)	2,414.06		2,395.60		2,609.57		-	
総資産四半期(当期)純利益率 ROA	3.0%		2.8%		5.0%		-	
自己資本四半期(当期)純利益率 ROE	10.2%		9.6%		16.2%		-	
流動比率 Current ratio	52.7%		52.4%		51.0%		-	
固定比率 Fixed ratio	253.9%		255.7%		237.4%		-	
自己資本比率 Shareholders' equity ratio	29.9%		29.8%		31.9%		-	

(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 予想の1株当たり四半期(当期)純利益に関しては、2023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, 2023.

# 単体業績 Non-consolidated operating results

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

		2022年度第3四半期累計期間		2023年度第3四半期累計期間		前年増減
		2022. 3. 1 - 2022. 11. 30		2023. 3. 1 - 2023. 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	268,586	99.7%	292,943	109.1%	24,357
B. 売上高 Net sales		19,671	87.1%	23,181	117.8%	3,510
C. 売上原価 Cost of sales		14,340	87.1%	16,787	117.1%	2,447
D. 売上総利益 Gross profit	B - C	5,330	87.3%	6,393	119.9%	1,062
E. 営業収入 Operating revenue	F + G	248,914	100.8%	269,761	108.4%	20,847
F. 加盟店からの収入 Income from franchised stores		198,217	89.9%	213,816	107.9%	15,598
G. その他の営業収入 Other operating revenue		50,697	192.1%	55,945	110.4%	5,248
H. 営業総利益 Operating gross profit	A - C = D + E	254,245	100.5%	276,155	108.6%	21,909
I. 販売費及び一般管理費 Selling, general and administrative expenses		225,084	97.9%	231,380	102.8%	6,295
J. 営業利益 Operating income	H - I	29,160	126.2%	44,775	153.5%	15,614
営業外収益 Non-operating income		8,506	72.8%	13,703	161.1%	5,197
営業外費用 Non-operating expenses		2,612	88.0%	2,196	84.1%	-415
経常利益 Ordinary income		35,054	110.2%	56,282	160.6%	21,228
特別利益 Extraordinary income		-	-	-	-	-
特別損失 Extraordinary losses		2,244	70.7%	2,210	98.5%	-33
税引前四半期純利益 Profit before income taxes		32,810	110.6%	54,072	164.8%	21,262
法人税、住民税及び事業税 Income taxes - current		5,103	171.0%	10,733	210.3%	5,630
法人税等調整額 Income taxes - deferred		3,448	90.9%	2,888	83.8%	-559
四半期純利益 Profit		24,258	106.0%	40,449	166.7%	16,191

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

	2022年度第3四半期累計期間		2023年度第3四半期累計期間		前年増減
	2022. 3. 1 - 2022. 11. 30		2023. 3. 1 - 2023. 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	87,508	99.9%	87,948	100.5%	439
人件費 Personnel expenses	32,598	97.9%	33,064	101.4%	465
有形固定資産減価償却費 Depreciation of property and store equipment	36,624	102.0%	37,105	101.3%	480
広告宣伝費 Advertising expenses	5,947	74.0%	9,263	155.8%	3,315
販売手数料 Sales commission	248	1.7%	262	105.8%	14
その他 Other	62,157	123.9%	63,736	102.5%	1,578
合計 Total	225,084	97.9%	231,380	102.8%	6,295

## ■ 投融資の状況 Capital expenditure

	2022年度第3四半期累計期間	2023年度第3四半期累計期間	前年増減	2023年度計画
	2022. 3. 1 - 2022. 11. 30	2023. 3. 1 - 2023. 11. 30	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>	3,991	8,048	4,057	7,000
既存店投資 <small>Existing store investments</small>	7,413	9,447	2,033	13,500
システム関連投資 <small>IT-related investments</small>	6,700	10,835	4,134	15,000
その他 <small>Other</small>	4	2,605	2,601	2,500
投資小計 <small>Subtotal</small>	18,109	30,936	12,826	38,000
出資・融資 <small>Investments and advances</small>	548	3,313	2,764	5,000
リース <small>Leases *</small>	27,702	27,899	197	49,000
合計 <small>Total</small>	46,360	62,149	15,789	92,000
有形固定資産減価償却費 <small>Depreciation of property and store equipment</small>	36,624	37,105	480	50,400
無形固定資産償却費 <small>Amortization of intangible assets</small>	7,290	6,217	-1,073	9,600
減価償却費合計 <small>Total depreciation and amortization</small>	43,915	43,323	-592	60,000

(注)

\* リース債務の返済による支出は、2022年度第3四半期累計期間は30,196百万円、2023年度第3四半期累計期間は29,112百万円です。

Notes:

\* The amount of repayments of lease obligations is 30,196 millions of yen in the third quarter of fiscal year 2022 and 29,112 millions of yen in the third 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3四半期 (2023年11月30日現在)	2022年度末からの増減
	FY2022 (As of 2023.2.28)	FY2023 (As of 2023.11.30)	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	198,064	5,637
現金及び預金 Cash and deposits	6,316	5,587	-729
加盟店貸勘定 Accounts receivable - due from franchised stores	49,329	50,403	1,073
リース債権 Lease receivables	14,196	13,710	-485
商品 Merchandise	907	919	12
前払費用 Prepaid expenses	15,444	17,492	2,047
未収入金 Accounts receivable - other	99,524	102,397	2,872
その他 Other	6,708	7,553	845
固定資産 Non-current assets	612,940	620,056	7,116
有形固定資産 Property and store equipment	312,118	317,298	5,180
・建物 Buildings	154,347	156,654	2,306
・構築物 Structures	22,136	20,779	-1,356
・工具、器具及び備品 Tools, furniture and fixtures	10,017	10,020	3
・土地 Land	8,374	8,354	-20
・リース資産 Leased assets	117,011	120,970	3,958
・建設仮勘定 Construction in progress	231	519	288
無形固定資産 Intangible assets	29,088	33,269	4,180
・ソフトウェア Software	22,239	27,568	5,329
・のれん Goodwill	6,565	5,424	-1,140
・その他 Other	284	276	-7
投資その他の資産 Investments and other assets	271,732	269,487	-2,245
・投資有価証券 Investments securities	3,003	5,083	2,080
・関係会社株式 Shares of subsidiaries and associates	65,098	107,142	42,044
・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	33,861	-2,303
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	470	20	-449
・長期前払費用 Long-term prepaid expenses	11,017	11,369	352
・差入保証金 Guarantee deposits	82,950	82,654	-295
・繰延税金資産 Deferred tax assets	32,333	29,344	-2,989
・その他 Other	827	901	74
・貸倒引当金 Allowance for doubtful accounts	-823	-890	-66
資産合計 Total assets	805,367	818,121	12,753
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	351,063	357,069	6,005

■ 貸借対照表 Non-consolidated balance sheet

	2022年度 (2023年2月28日現在)	2023年度第3四半期 (2023年11月30日現在)	2022年度末からの増減
	FY2022 (As of 2023.2.28)	FY2023 (As of 2023.11.30)	Increase (Decrease) from 2023.2.28
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
<b>[負債の部 Liabilities]</b>			
流動負債 Current liabilities	367,066	388,274	21,208
買掛金 Accounts payable - trade	110,202	122,585	12,382
短期借入金 Short-term loans payable	11,900	14,400	2,500
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	53,930	66,410	12,480
リース債務 Lease obligations	35,754	36,880	1,125
未払金 Accounts payable - other	26,407	25,221	-1,186
未払法人税等 Income taxes payable	8,789	5,969	-2,820
未払費用 Accrued expenses	2,386	2,397	11
預り金 Deposits received	109,222	105,913	-3,309
賞与引当金 Provision for bonuses	3,349	1,657	-1,692
その他 Other	5,123	6,840	1,716
固定負債 Non-current liabilities	198,227	168,231	-29,996
長期借入金 Long-term loans payable	30,000	-	-30,000
リース債務 Lease obligations	104,060	104,259	198
退職給付引当金 Provision for retirement benefits	15,064	15,135	71
役員退職慰労引当金 Provision for retirement benefits to executive officers	164	194	29
資産除去債務 Asset retirement obligations	32,989	32,992	2
その他 Other	15,948	15,650	-297
負債合計 Total liabilities	565,294	556,505	-8,788
<b>[純資産の部 Net assets]</b>			
株主資本 Shareholders' equity	238,806	259,995	21,188
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	154,672	21,184
・ 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	103,945	21,184
自己株式 Treasury shares	-948	-943	5
評価・換算差額等 Valuation and translation adjustments	938	1,166	227
その他有価証券評価差額金 Valuation difference on available-for-sale securities	1,007	1,235	227
土地再評価差額金 Revaluation reserve for land	-69	-69	-
新株予約権 Subscription rights to shares	328	453	125
純資産合計 Net assets	240,073	261,615	21,542
負債純資産合計 Liabilities and net assets	805,367	818,121	12,753