

単体業績 Non-consolidated operating results

LAWSON

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

	2016年度/FY2016			2017年度/FY2017			2018年度(計画)/FY2018(Forecast)			
	通期/Full year 2016. 3. 1 - 2017. 2. 28			通期/Full year 2017. 3. 1 - 2018. 2. 28			第2四半期累計期間/1H 2018. 3. 1 - 2018. 8. 31		通期計画/Full year 2018. 3. 1 - 2019. 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)	2,027,504	103.4%		2,110,454	104.1%		1,150,000	107.9%	2,290,000	108.5%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,986,572	103.1%		2,060,690	103.7%		-	-	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	40,931	121.4%		49,764	121.6%		-	-	-	-
営業総収入 (百万円) Gross operating revenue (millions of yen) *1	356,186	106.7%		372,891	104.7%		201,000	106.3%	401,000	107.5%
営業総利益 (百万円) Operating gross profit (millions of yen)	325,716	105.4%		335,792	103.1%		-	-	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	16.1%			15.9%			-		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	268,296	106.6%		284,771	106.1%		-	-	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13.2%			13.5%			-		-	
営業利益 (百万円) Operating income (millions of yen)	57,419	100.3%		51,021	88.9%		23,000	73.8%	44,500	87.2%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	2.8%			2.4%			-		-	
経常利益 (百万円) Ordinary income (millions of yen)	56,459	102.7%		50,508	89.5%		30,000	96.9%	60,000	118.8%
当期純利益 (百万円) Profit (millions of yen)	19,088	87.6%		19,417	101.7%		21,500	105.6%	38,000	195.7%
1株当たり当期純利益 (円) Profit per share (yen)	190.86			194.09			214.88		379.79 *2	
純資産 (百万円) Net assets (millions of yen)	237,409			233,489			-		-	
総資産 (百万円) Total assets (millions of yen)	767,986			798,603			-		-	
1株当たり純資産 (円) Net assets per share (yen)	2,370.59			2,331.65			-		-	
総資産当期純利益率 ROA	2.6%			2.5%			-		-	
自己資本当期純利益率 ROE	7.9%			8.3%			-		-	
流動比率 Current ratio	55.8%			47.2%			-		-	
固定比率 Fixed ratio	247.1%			271.9%			-		-	
自己資本比率 Shareholders' equity ratio	30.9%			29.2%			-		-	

(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株当たり当期純利益に関しては、2018年2月28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 February 28, 2018.

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■損益計算書 Non-consolidated statement of income

		2016年度/FY2016		2017年度/FY2017		前年増減
		2016. 3. 1 - 2017. 2. 28		2017. 3. 1 - 2018. 2. 28		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	356, 186	106. 7%	372, 891	104. 7%	16, 704
B. 売上高 Net sales *1		42, 365	121. 0%	51, 048	120. 5%	8, 683
C. 売上原価 Cost of sales *2		30, 470	122. 0%	37, 098	121. 8%	6, 627
D. 売上総利益 Gross profit *3	B - C	11, 894	118. 4%	13, 949	117. 3%	2, 055
E. 営業収入 Operating revenue	F + G	313, 821	105. 0%	321, 842	102. 6%	8, 021
F. 加盟店からの収入 Income from franchised stores		273, 945	104. 1%	282, 075	103. 0%	8, 130
G. その他の営業収入 Other operating revenue		39, 876	111. 5%	39, 766	99. 7%	- 109
H. 営業総利益 Operating gross profit	A - C = D + E	325, 716	105. 4%	335, 792	103. 1%	10, 076
I. 販売費及び一般管理費 Selling, general and administrative expenses		268, 296	106. 6%	284, 771	106. 1%	16, 474
J. 営業利益 Operating income	H - I	57, 419	100. 3%	51, 021	88. 9%	- 6, 398
営業外収益 Non-operating income		3, 170	114. 7%	3, 266	103. 0%	96
営業外費用 Non-operating expenses		4, 130	82. 1%	3, 779	91. 5%	- 350
経常利益 Ordinary income		56, 459	102. 7%	50, 508	89. 5%	- 5, 951
特別利益 Extraordinary income		-	-	302	-	302
特別損失 Extraordinary losses		21, 710	138. 0%	21, 568	99. 3%	- 141
税引前当期純利益 Profit before income taxes		34, 749	88. 5%	29, 243	84. 2%	- 5, 506
法人税、住民税及び事業税 Income taxes - current		14, 749	94. 1%	9, 105	61. 7%	- 5, 643
法人税等調整額 Income taxes - deferred		912	51. 4%	720	78. 9%	- 192
当期純利益 Profit		19, 088	87. 6%	19, 417	101. 7%	329

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

	2016年度/FY2016		2017年度/FY2017		前年増減
	2016. 3. 1 - 2017. 2. 28		2017. 3. 1 - 2018. 2. 28		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	100, 182	105. 0%	107, 027	106. 8%	6, 845
人件費 Personnel expenses	41, 527	105. 8%	44, 722	107. 7%	3, 194
有形固定資産減価償却費 Depreciation of property and store equipment	39, 210	109. 1%	40, 766	104. 0%	1, 556
広告宣伝費 Advertising expenses	13, 808	93. 9%	12, 546	90. 9%	- 1, 262
販売手数料 Sales commission	15, 845	130. 1%	19, 769	124. 8%	3, 924
その他 Other	57, 721	106. 6%	59, 938	103. 8%	2, 216
合計 Total	268, 296	106. 6%	284, 771	106. 1%	16, 474

(注)

*1 「売上高」は、直営店売上高及びEコマース売上高の合計です。

*2 「売上原価」は、商品売上原価です。

*3 「売上総利益」は、商品売上総利益です。

Notes:

*1 Net sales of company-operated stores and e-commerce business.

*2 Cost of goods sold.

*3 Gross profit on goods sales.

■ 投融資の状況 Capital expenditure

	2016年度/FY2016	2017年度/FY2017	前年増減	2018年度計画
	2016. 3. 1 - 2017. 2. 28	2017. 3. 1 - 2018. 2. 28	Increase (Decrease)	Forecasts / 2018. 3. 1 - 2019. 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	44, 746	52, 888	8, 141	49, 000
既存店投資 Existing store investments	6, 155	6, 428	272	8, 000
システム関連投資 IT - related investments	17, 771	12, 105	- 5, 666	12, 000
その他 Other	827	4, 409	3, 581	5, 000
投資小計 Subtotal	69, 501	75, 831	6, 330	74, 000
出資・融資 Investments and advances	- 3, 181	17, 324	20, 505	- 7, 000
リース Leases *	37, 834	41, 236	3, 401	71, 000
合計 Total	104, 154	134, 392	30, 237	138, 000
有形固定資産減価償却費 Depreciation of property and store equipment	39, 210	40, 766	1, 556	47, 600
無形固定資産償却費 Amortization of intangible assets	5, 981	5, 711	- 270	8, 500
減価償却費合計 Total depreciation and amortization	45, 192	46, 477	1, 285	56, 100

(注)

* リース債務の返済による支出は、2016年度は26,120百万円、2017年度は27,158百万円です。

Note:

* The amount of repayments of lease obligations is 26,120 millions of yen in fiscal year 2016 and 27,158 millions of yen in fiscal year 2017.

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■貸借対照表 Non-consolidated balance sheet

	2016年度 (2017年2月28日現在) FY2016 (As of 2017.2.28)	2017年度 (2018年2月28日現在) FY2017 (As of 2018.2.28)	2016年度末からの増減 Increase (Decrease) from 2017.2.28
[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	182,009	164,391	- 17,618
現金及び預金 Cash and deposits	51,283	8,483	- 42,800
加盟店貸勘定 Accounts receivable - due from franchised stores	38,301	44,229	5,928
リース債権 Lease receivables	20,276	24,237	3,961
商品 Merchandise	1,426	1,460	34
前払費用 Prepaid expenses	13,741	15,834	2,093
未収入金 Accounts receivable - other	46,705	50,586	3,881
繰延税金資産 Deferred tax assets	2,718	2,234	- 484
その他 Other	7,563	17,324	9,761
貸倒引当金 Allowance for doubtful accounts	- 6	-	6
固定資産 Non-current assets	585,976	634,212	48,235
有形固定資産 Property and store equipment	292,400	312,924	20,524
・建物 Buildings	144,619	156,067	11,448
・構築物 Structures	26,147	28,634	2,486
・工具、器具及び備品 Tools, furniture and fixtures	14,760	11,873	- 2,886
・土地 Land	9,648	9,529	- 119
・リース資産 Leased assets	95,632	105,120	9,487
・建設仮勘定 Construction in progress	1,591	1,699	108
無形固定資産 Intangible assets	40,186	44,074	3,888
・ソフトウェア Software	29,852	29,494	- 358
・のれん Goodwill	9,831	14,092	4,261
・その他 Other	501	487	- 14
投資その他の資産 Investments and other assets	253,390	277,212	23,822
・投資有価証券 Investments securities	8,781	13,324	4,543
・関係会社株式 Shares of subsidiaries and associates	63,375	71,720	8,345
・長期貸付金 Long-term loans receivable	43,564	46,512	2,947
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	16,823	13,236	- 3,587
・長期前払費用 Long-term prepaid expenses	10,313	16,379	6,065
・差入保証金 Guarantee deposits	87,783	92,466	4,683
・繰延税金資産 Deferred tax assets	21,599	23,094	1,494
・その他 Other	2,111	1,571	- 539
・貸倒引当金 Allowance for doubtful accounts	- 962	- 1,092	- 130
資産合計 Total assets	767,986	798,603	30,617
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	255,226	277,902	22,676

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	2016年度 (2017年2月28日現在) FY2016 (As of 2017.2.28)	2017年度 (2018年2月28日現在) FY2017 (As of 2018.2.28)	2016年度末からの増減 Increase (Decrease) from 2017.2.28
[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	326,070	348,392	22,322
買掛金 Accounts payable - trade	100,160	106,137	5,977
短期借入金 Short-term loans payable	30,000	35,000	5,000
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	47,280	51,620	4,340
リース債務 Lease obligations	25,385	29,488	4,102
未払金 Accounts payable - other	21,425	21,756	331
未払法人税等 Income taxes payable	8,349	3,817	-4,531
未払費用 Accrued expenses	2,157	2,191	34
預り金 Deposits received	84,380	91,891	7,510
賞与引当金 Provision for bonuses	2,586	2,704	118
その他 Other	4,345	3,784	-560
固定負債 Non-current liabilities	204,506	216,722	12,215
長期借入金 Long-term loans payable	50,000	50,000	-
リース債務 Lease obligations	93,337	104,638	11,301
退職給付引当金 Provision for retirement benefits	10,098	10,913	814
役員退職慰労引当金 Provision for retirement benefits to executive officers	242	176	-65
資産除去債務 Asset retirement obligations	23,654	25,689	2,034
その他 Other	27,173	25,304	-1,869
負債合計 Total liabilities	530,576	565,114	34,537
[純資産の部 Net assets]			
株主資本 Shareholders' equity	237,439	231,785	-5,653
資本金 Capital stock	58,506	58,506	-
資本剰余金 Capital surplus	47,696	47,757	60
・資本準備金 Legal capital surplus	47,696	47,696	-
・その他資本剰余金 Other capital surplus	-	60	60
利益剰余金 Retained earnings	132,447	126,563	-5,883
・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	81,719	75,835	-5,883
自己株式 Treasury shares	-1,210	-1,040	169
評価・換算差額等 Valuation and translation adjustments	-344	1,508	1,852
その他有価証券評価差額金 Valuation difference on available-for-sale securities	274	2,083	1,809
土地再評価差額金 Revaluation reserve for land	-618	-575	42
新株予約権 Subscription rights to shares	314	195	-119
純資産合計 Net assets	237,409	233,489	-3,920
負債純資産合計 Liabilities and net assets	767,986	798,603	30,617