

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

		2019年度第3四半期会計期間		2020年度第3四半期会計期間		前年増減
		2019. 9. 1 - 2019. 11. 30		2020. 9. 1 - 2020. 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	181,769	103.5%	174,534	96.0%	-7,235
B. 売上高 Net sales*		75,043	105.7%	73,725	98.2%	-1,317
C. 売上原価 Cost of sales		51,295	103.2%	50,589	98.6%	-706
D. 売上総利益 Gross profit	B - C	23,747	111.5%	23,136	97.4%	-611
E. 営業収入 Operating revenue	F + G	106,726	102.0%	100,808	94.5%	-5,917
F. 加盟店からの収入 Income from franchised stores		78,632	103.0%	73,827	93.9%	-4,804
G. その他の営業収入 Other operating revenue		28,094	99.1%	26,981	96.0%	-1,113
H. 営業総利益 Operating gross profit	A - C = D + E	130,474	103.6%	123,944	95.0%	-6,529
I. 販売費及び一般管理費 Selling, general and administrative expenses		115,115	102.2%	108,279	94.1%	-6,836
J. 営業利益 Operating income	H - I	15,358	115.3%	15,665	102.0%	307
営業外収益 Non-operating income		1,071	128.1%	1,372	128.1%	301
営業外費用 Non-operating expenses		2,913	276.5%	1,627	55.9%	-1,286
経常利益 Ordinary income		13,516	103.1%	15,411	114.0%	1,894
特別利益 Extraordinary income		-	-	-	-	-
特別損失 Extraordinary losses		4,761	357.3%	1,825	38.3%	-2,935
税金等調整前四半期純利益 Profit before income taxes		8,755	74.4%	13,586	155.2%	4,830
法人税、住民税及び事業税 Income taxes - current		1,603	55.4%	2,712	169.1%	1,108
法人税等調整額 Income taxes - deferred		1,306	88.2%	2,267	173.6%	960
四半期純利益 Profit		5,845	79.0%	8,606	147.2%	2,761
非支配株主に帰属する四半期純利益 Profit attributable to non-controlling interests		-0	-	9	-	9
親会社株主に帰属する四半期純利益 Profit attributable to owners of parent		5,845	79.2%	8,597	147.1%	2,751

(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)

	2019年度第3四半期会計期間		2020年度第3四半期会計期間		前年増減
	2019. 9. 1 - 2019. 11. 30		2020. 9. 1 - 2020. 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	33,566	100.3%	32,682	97.4%	-883
人件費 Personnel expenses	21,241	101.3%	20,727	97.6%	-513
有形固定資産減価償却費 Depreciation of property and store equipment	15,452	116.0%	15,503	100.3%	50
広告宣伝費 Advertising expenses	7,574	96.3%	4,118	54.4%	-3,455
販売手数料 Sales commission	11,503	97.2%	9,926	86.3%	-1,577
その他 Other	25,777	102.4%	25,321	98.2%	-456
合計 Total	115,115	102.2%	108,279	94.1%	-6,836

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

		2019年度第3四半期会計期間		2020年度第3四半期会計期間		前年増減
		2019. 9. 1 - 2019. 11. 30		2020. 9. 1 - 2020. 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	96,981	100.2%	90,470	93.3%	-6,511
B. 売上高 Net sales		11,643	92.0%	8,574	73.6%	-3,069
C. 売上原価 Cost of sales		8,389	91.8%	6,229	74.3%	-2,160
D. 売上総利益 Gross profit	B - C	3,254	92.4%	2,344	72.1%	-909
E. 営業収入 Operating revenue	F + G	85,337	101.4%	81,895	96.0%	-3,441
F. 加盟店からの収入 Income from franchised stores		76,415	102.9%	72,916	95.4%	-3,499
G. その他の営業収入 Other operating revenue		8,921	90.3%	8,979	100.6%	57
H. 営業総利益 Operating gross profit	A - C = D + E	88,591	101.0%	84,240	95.1%	-4,350
I. 販売費及び一般管理費 Selling, general and administrative expenses		77,916	101.5%	74,237	95.3%	-3,679
J. 営業利益 Operating income	H - I	10,675	97.9%	10,003	93.7%	-671
営業外収益 Non-operating income		841	155.1%	979	116.3%	137
営業外費用 Non-operating expenses		2,451	270.8%	1,534	62.6%	-917
経常利益 Ordinary income		9,065	86.0%	9,448	104.2%	383
特別利益 Extraordinary income		-	-	-	-	-
特別損失 Extraordinary losses		4,618	362.3%	1,182	25.6%	-3,435
税引前四半期純利益 Profit before income taxes		4,446	48.0%	8,266	185.9%	3,819
法人税、住民税及び事業税 Income taxes - current		252	14.2%	1,029	407.2%	776
法人税等調整額 Income taxes - deferred		1,281	88.7%	1,717	134.1%	436
四半期純利益 Profit		2,912	48.2%	5,518	189.5%	2,606

■ 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) \*

	2019年度第3四半期会計期間		2020年度第3四半期会計期間		前年増減
	2019. 9. 1 - 2019. 11. 30		2020. 9. 1 - 2020. 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	29,396	102.7%	29,050	98.8%	-345
人件費 Personnel expenses	11,328	99.8%	11,148	98.4%	-179
有形固定資産減価償却費 Depreciation of property and store equipment	12,233	107.7%	12,106	99.0%	-126
広告宣伝費 Advertising expenses	3,430	92.6%	1,097	32.0%	-2,333
販売手数料 Sales commission	5,455	86.3%	5,040	92.4%	-415
その他 Other	16,072	104.1%	15,794	98.3%	-278
合計 Total	77,916	101.5%	74,237	95.3%	-3,679

(注)

\* ITコスト(社内管理ベース)は、2020年度第3四半期会計期間で28億円になります。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 2020 stood at 2.8 billions of yen. These IT-related expenses are recorded under "Depreciation of property and store equipment" and "Other."