

単体業績 Non-consolidated operating results

LAWSON

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

	2020年度/FY2020				2021年度/FY2021			
	第2四半期/1H		通期/Full year		第2四半期/1H		通期計画/Full year (Forecast)	
	2020. 3. 1 - 2020. 8. 31		2020. 3. 1 - 2021. 2. 28		2021. 3. 1 - 2021. 8. 31		2021. 3. 1 - 2022. 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)	1,091,898	92.8%	2,165,818	94.3%	1,119,225	102.5%	2,260,000	104.3%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	1,074,844	93.3%	2,132,618	94.8%	1,103,832	102.7%	-	-
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	17,054	68.1%	33,200	69.6%	15,392	90.3%	-	-
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	179,027	89.1%	354,825	90.8%	180,482	100.8%	364,000	102.6%
営業総利益 (百万円) Operating gross profit (millions of yen)	166,578	91.2%	330,600	92.8%	169,260	101.6%	-	-
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	15.3%		15.3%		15.1%		-	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	154,070	99.1%	304,449	97.7%	152,766	99.2%	-	-
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	14.1%		14.1%		13.6%		-	
営業利益 (百万円) Operating income (millions of yen)	12,508	45.9%	26,150	58.5%	16,493	131.9%	29,000	110.9%
(対チェーン全店売上高比) (Operating income on Net sales of all convenience stores)	1.1%		1.2%		1.5%		-	
経常利益 (百万円) Ordinary income (millions of yen)	21,357	66.1%	33,700	73.3%	25,900	121.3%	35,000	103.9%
四半期 (当期) 純利益 (百万円) Profit (millions of yen)	14,691	69.5%	15,894	102.6%	19,824	134.9%	12,000	75.5%
1株当たり四半期 (当期) 純利益 (円) Profit per share (yen)	146.81		158.84		198.11		119.91 *2	
純資産 (百万円) Net assets (millions of yen)	244,780		234,977		247,128		-	
総資産 (百万円) Total assets (millions of yen)	829,223		839,426		797,871		-	
1株当たり純資産 (円) Net assets per share (yen)	2,442.82		2,344.86		2,465.84		-	
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	1.7%		1.9%		2.4%		-	
自己資本四半期 (当期) 純利益率 ROE	6.1%		6.8%		8.2%		-	
流動比率 Current ratio	48.3%		54.4%		53.2%		-	
固定比率 Fixed ratio	268.3%		268.6%		251.3%		-	
自己資本比率 Shareholders' equity ratio	29.5%		28.0%		30.9%		-	

(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、2021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, 2021.

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■ 損益計算書 Non-consolidated statement of income

		2020年度1H		2021年度1H		前年増減
		2020. 3. 1 - 2020. 8. 31		2021. 3. 1 - 2021. 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	179,027	89.1%	180,482	100.8%	1,454
B. 売上高 Net sales		17,047	68.1%	15,374	90.2%	-1,673
C. 売上原価 Cost of sales		12,448	68.7%	11,221	90.1%	-1,226
D. 売上総利益 Gross profit	B - C	4,598	66.5%	4,152	90.3%	-446
E. 営業収入 Operating revenue	F + G	161,979	92.1%	165,108	101.9%	3,128
F. 加盟店からの収入 Income from franchised stores		145,229	92.8%	147,367	101.5%	2,137
G. その他の営業収入 Other operating revenue		16,750	86.8%	17,740	105.9%	990
H. 営業総利益 Operating gross profit	A - C = D + E	166,578	91.2%	169,260	101.6%	2,681
I. 販売費及び一般管理費 Selling, general and administrative expenses		154,070	99.1%	152,766	99.2%	-1,303
J. 営業利益 Operating income	H - I	12,508	45.9%	16,493	131.9%	3,985
営業外収益 Non-operating income		11,988	163.2%	11,199	93.4%	-788
営業外費用 Non-operating expenses		3,138	136.5%	1,792	57.1%	-1,346
経常利益 Ordinary income		21,357	66.1%	25,900	121.3%	4,543
特別利益 Extraordinary income		221	135.6%	1,025	462.7%	804
特別損失 Extraordinary losses		4,586	103.3%	1,892	41.3%	-2,694
税引前四半期純利益 Profit before income taxes		16,992	60.6%	25,034	147.3%	8,041
法人税、住民税及び事業税 Income taxes - current		426	6.9%	3,595	843.3%	3,169
法人税等調整額 Income taxes - deferred		1,874	248.4%	1,613	86.1%	-261
四半期純利益 Profit		14,691	69.5%	19,824	134.9%	5,133

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

	2020年度1H		2021年度1H		前年増減
	2020. 3. 1 - 2020. 8. 31		2021. 3. 1 - 2021. 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	58,009	99.5%	58,394	100.7%	385
人件費 Personnel expenses	22,713	97.0%	22,368	98.5%	-344
有形固定資産減価償却費 Depreciation of property and store equipment	24,738	102.5%	23,817	96.3%	-921
広告宣伝費 Advertising expenses	5,206	68.2%	5,123	98.4%	-82
販売手数料 Sales commission	8,520	88.5%	9,307	109.2%	786
その他 Other	34,883	108.0%	33,755	96.8%	-1,127
合計 Total	154,070	99.1%	152,766	99.2%	-1,303

(注)

* ITコスト(社内管理ベース)は、2021年度第2四半期累計で53億円になります。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。

Notes:

* According to our internal calculation, IT-related expenses for the first half of fiscal year 2021 stood at 5.3 billions of yen. These IT-related expenses are recorded under "Depreciation of property and store equipment" and "Other."

■ 投融資の状況 Capital expenditure

	2020年度1H	2021年度1H	前年増減	2021年度計画
	2020. 3. 1 - 2020. 8. 31	2021. 3. 1 - 2021. 8. 31	Increase (Decrease)	Forecasts / 2021. 3. 1 - 2022. 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	4,827	7,319	2,492	12,000
既存店投資 Existing store investments	3,584	4,947	1,363	21,000
システム関連投資 IT-related investments	2,834	2,868	34	10,000
その他 Other	43	202	158	-
投資小計 Subtotal	11,290	15,338	4,048	43,000
出資・融資 Investments and advances	7,130	- 6,302	- 13,433	- 7,000
リース Leases *	11,781	13,746	1,964	57,000
合計 Total	30,202	22,781	- 7,420	93,000
有形固定資産減価償却費 Depreciation of property and store equipment	24,738	23,817	- 921	48,200
無形固定資産償却費 Amortization of intangible assets	5,650	4,926	- 724	10,600
減価償却費合計 Total depreciation and amortization	30,389	28,743	- 1,645	58,800

(注)

* リース債務の返済による支出は、2020年度第2四半期累計期間は20,807百万円、2021年度第2四半期累計期間は18,931百万円です。

Notes:

* The amount of repayments of lease obligations is 20,807 millions of yen in the first half of fiscal year 2020 and 18,931 millions of yen in the first half of fiscal year 2021.

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■貸借対照表 Non-consolidated balance sheet

	2020年度 (2021年2月28日現在) FY2020 (As of 2021.2.28)	2021年度第2四半期 (2021年8月31日現在) FY2021 (As of 2021.8.31)	2020年度末からの増減 Increase (Decrease) from 2021.2.28
[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	209,085	177,661	-31,424
現金及び預金 Cash and deposits	38,022	5,649	-32,373
加盟店貸勘定 Accounts receivable - due from franchised stores	46,057	45,028	-1,029
リース債権 Lease receivables	16,621	15,684	-937
商品 Merchandise	1,062	1,027	-35
前払費用 Prepaid expenses	17,897	15,717	-2,180
未収入金 Accounts receivable - other	79,468	85,595	6,127
その他 Other	9,954	8,958	-995
固定資産 Non-current assets	630,340	620,209	-10,130
有形固定資産 Property and store equipment	316,157	316,491	334
・建物 Buildings	154,345	156,805	2,460
・構築物 Structures	27,486	26,649	-837
・工具、器具及び備品 Tools, furniture and fixtures	10,182	9,827	-355
・土地 Land	8,422	8,511	88
・リース資産 Leased assets	114,673	113,614	-1,058
・建設仮勘定 Construction in progress	1,047	1,083	36
無形固定資産 Intangible assets	36,151	33,932	-2,219
・ソフトウェア Software	24,106	22,831	-1,275
・のれん Goodwill	11,475	10,544	-930
・その他 Other	568	556	-12
投資その他の資産 Investments and other assets	278,031	269,785	-8,245
・投資有価証券 Investments securities	8,367	2,849	-5,517
・関係会社株式 Shares of subsidiaries and associates	64,658	64,658	0
・関係会社出資金 Investments in capital of subsidiaries and associates	29,832	29,832	-
・長期貸付金 Long-term loans receivable	39,966	38,908	-1,058
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	494	488	-5
・長期前払費用 Long-term prepaid expenses	13,575	13,303	-271
・差入保証金 Guarantee deposits	88,914	88,997	82
・繰延税金資産 Deferred tax assets	32,344	30,828	-1,515
・その他 Other	531	596	65
・貸倒引当金 Allowance for doubtful accounts	-653	-678	-25
資産合計 Total assets	839,426	797,871	-41,554
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	320,318	328,054	7,735

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■ 貸借対照表 Non-consolidated balance sheet

	2020年度 (2021年2月28日現在)	2021年度第2四半期 (2021年8月31日現在)	2020年度末からの増減
	FY2020 (As of 2021.2.28)	FY2021 (As of 2021.8.31)	Increase (Decrease) from 2021.2.28
[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	384,184	334,068	- 50,115
買掛金 Accounts payable - trade	106,756	116,969	10,213
短期借入金 Short-term loans payable	38,070	2,420	- 35,650
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	35,050	34,420	- 630
リース債務 Lease obligations	35,564	35,826	261
未払金 Accounts payable - other	21,581	21,643	62
未払法人税等 Income taxes payable	1,985	4,990	3,005
未払費用 Accrued expenses	2,371	2,426	54
預り金 Deposits received	132,989	107,205	- 25,783
賞与引当金 Provision for bonuses	2,942	3,342	400
その他 Other	6,873	4,824	- 2,048
固定負債 Non-current liabilities	220,264	216,674	- 3,590
長期借入金 Long-term loans payable	50,000	50,000	-
リース債務 Lease obligations	105,735	101,799	- 3,936
退職給付引当金 Provision for retirement benefits	13,553	14,028	475
役員退職慰労引当金 Provision for retirement benefits to executive officers	200	153	- 47
資産除去債務 Asset retirement obligations	31,803	32,306	502
その他 Other	18,971	18,386	- 585
負債合計 Total liabilities	604,449	550,743	- 53,705
[純資産の部 Net assets]			
株主資本 Shareholders' equity	233,069	245,407	12,338
資本金 Capital stock	58,506	58,506	-
資本剰余金 Capital surplus	47,760	47,761	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	127,793	140,113	12,319
・ 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	77,065	89,385	12,319
自己株式 Treasury shares	- 991	- 973	17
評価・換算差額等 Valuation and translation adjustments	1,574	1,352	- 221
その他有価証券評価差額金 Valuation difference on available-for-sale securities	1,782	1,560	- 221
土地再評価差額金 Revaluation reserve for land	- 207	- 207	-
新株予約権 Subscription rights to shares	333	368	34
純資産合計 Net assets	234,977	247,128	12,151
負債純資産合計 Liabilities and net assets	839,426	797,871	- 41,554