

単体業績 Non-consolidated operating results

LAWSON

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

	2021年度/FY2021			2022年度/FY2022			2023年度(計画)/FY2023 (Forecast) *2			
	通期/Full year 2021. 3. 1 – 2022. 2. 28			通期/Full year 2022. 3. 1 – 2023. 2. 28			第2四半期累計期間/1H 2023. 3. 1 – 2023. 8. 31		通期計画/Full year 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)	2, 211, 981	102. 1%		2, 299, 518	104. 0%		1, 220, 000	105. 8%	2, 400, 000	104. 4%
加盟店売上高 (百万円) Net sales of franchised stores (millions of yen)	2, 182, 725	102. 3%		2, 272, 571	104. 1%		–	–	–	–
直営店売上高 (百万円) Net sales of company-operated stores (millions of yen)	29, 256	88. 1%		26, 947	92. 1%		–	–	–	–
営業総収入 (百万円) *1 Gross operating revenue (millions of yen)	355, 102	100. 1%		357, 571	100. 7%		193, 000	108. 2%	374, 000	104. 6%
営業総利益 (百万円) Operating gross profit (millions of yen)	333, 784	101. 0%		338, 354	101. 4%		–	–	–	–
(対チェーン全店売上高比) (Operating gross profit on Net sales of all convenience stores)	15. 1%			14. 7%			–		–	
販売費及び一般管理費 (百万円) Selling, general and administrative expenses (millions of yen)	307, 913	101. 1%		303, 165	98. 5%		–	–	–	–
(対チェーン全店売上高比) (Selling, general and administrative expenses on Net sales of all convenience stores)	13. 9%			13. 2%			–		–	
営業利益 (百万円) Operating income (millions of yen)	25, 870	98. 9%		35, 188	136. 0%		21, 500	115. 3%	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%			–		–	
経常利益 (百万円) Ordinary income (millions of yen)	34, 278	101. 7%		40, 618	118. 5%		32, 000	128. 2%	44, 500	109. 6%
当期純利益 (百万円) Profit (millions of yen)	13, 470	84. 7%		22, 595	167. 7%		23, 500	133. 9%	26, 000	115. 1%
1株当たり当期純利益 (円) Profit per share (yen)	134. 61			225. 78			234. 81		259. 79	
純資産 (百万円) Net assets (millions of yen)	233, 294			240, 073			–		–	
総資産 (百万円) Total assets (millions of yen)	793, 925			805, 367			–		–	
1株当たり純資産 (円) Net assets per share (yen)	2, 327. 59			2, 395. 60			–		–	
1株当たり配当額 (円) Cash dividends per share (yen)	150. 00			150. 00			–		–	
総資産当期純利益率 ROA	1. 6%			2. 8%			–		–	
自己資本当期純利益率 ROE	5. 8%			9. 6%			–		–	
流動比率 Current ratio	47. 6%			52. 4%			–		–	
固定比率 Fixed ratio	266. 6%			255. 7%			–		–	
自己資本比率 Shareholders' equity ratio	29. 3%			29. 8%			–		–	

(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、2023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, 2023.

【収益認識に関する会計基準等の適用】

2022年度は収益認識に関する会計基準等適用後の数値です。この結果、売上高及び営業収入は16, 671百万円減少（加盟店からの収入は45, 466百万円減少、その他の営業収入は29, 293百万円増加）、売上原価は387百万円減少、販売費及び一般管理費は16, 352百万円減少、営業利益、経常利益及び税引前当期純利益がそれぞれ69百万円増加しております。

Application of Accounting Standards for Revenue Recognition, etc.

The Company has applied "Accounting Standard for Revenue Recognition" and other standards from fiscal year 2022. As a result, net sales and operating revenue decreased by 16,671 million yen, income from franchised stores decreased by 45,466 million yen, other operating revenue increased by 29,293 million yen, cost of sales decreased by 387 million yen, and selling, general and administrative expenses decreased by 16,352 million yen for the fiscal year under review, while operating income, ordinary income, and profit before income taxes increased respectively by 69 million yen.

単体業績 Non-consolidated operating results

LAWSON

■損益計算書 Non-consolidated statement of income

		2021年度/FY2021		2022年度/FY2022		前年増減
		2021. 3. 1 - 2022. 2. 28		2022. 3. 1 - 2023. 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	355,102	100.1%	357,571	100.7%	2,468
B. 売上高 Net sales		29,222	88.1%	26,419	90.4%	-2,802
C. 売上原価 Cost of sales		21,318	88.0%	19,217	90.1%	-2,101
D. 売上総利益 Gross profit	B - C	7,903	88.3%	7,202	91.1%	-700
E. 営業収入 Operating revenue	F + G	325,880	101.3%	331,151	101.6%	5,270
F. 加盟店からの収入 Income from franchised stores		289,038	101.1%	262,581	90.8%	-26,457
G. その他の営業収入 Other operating revenue		36,841	102.9%	68,569	186.1%	31,727
H. 営業総利益 Operating gross profit	A - C = D + E	333,784	101.0%	338,354	101.4%	4,570
I. 販売費及び一般管理費 Selling, general and administrative expenses		307,913	101.1%	303,165	98.5%	-4,747
J. 営業利益 Operating income	H - I	25,870	98.9%	35,188	136.0%	9,317
営業外収益 Non-operating income		12,301	89.9%	8,985	73.0%	-3,316
営業外費用 Non-operating expenses		3,894	63.5%	3,555	91.3%	-338
経常利益 Ordinary income		34,278	101.7%	40,618	118.5%	6,340
特別利益 Extraordinary income		1,103	17.1%	—	—	-1,103
特別損失 Extraordinary losses		18,546	88.9%	9,536	51.4%	-9,010
税引前当期純利益 Profit before income taxes		16,834	87.3%	31,082	184.6%	14,247
法人税、住民税及び事業税 Income taxes - current		4,512	106.1%	6,891	152.7%	2,378
法人税等調整額 Income taxes - deferred		-1,148	132.6%	1,595	-	2,744
当期純利益 Profit		13,470	84.7%	22,595	167.7%	9,124

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

	2021年度/FY2021		2022年度/FY2022		前年増減
	2021. 3. 1 - 2022. 2. 28		2022. 3. 1 - 2023. 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	116,758	100.5%	115,637	99.0%	-1,121
人件費 Personnel expenses	44,184	98.5%	43,723	99.0%	-460
有形固定資産減価償却費 Depreciation of property and store equipment	48,130	97.8%	50,050	104.0%	1,919
広告宣伝費 Advertising expenses	10,929	111.5%	10,997	100.6%	68
販売手数料 Sales commission	19,857	111.6%	324	1.6%	-19,533
その他 Other	68,052	102.2%	82,433	121.1%	14,380
合計 Total	307,913	101.1%	303,165	98.5%	-4,747

(注)

【収益認識に関する会計基準等の適用】

2022年度は収益認識に関する会計基準等適用後の数値です。この結果、広告宣伝費は104百万円減少、販売手数料は27,156百万円減少、その他は10,907百万円増加しております。

Application of Accounting Standards for Revenue Recognition, etc.

The Company has applied "Accounting Standard for Revenue Recognition" and other standards from fiscal year 2022. As a result, advertising expenses decreased by 104 million yen, sales commission decreased by 27,156 million yen, and other increased by 10,907 million yen for the fiscal year under review.

単体業績 Non-consolidated operating results

LAWSON

■ 投融資の状況 Capital expenditure

	2021年度/FY2021	2022年度/FY2022	前年増減	2023年度計画
	2021. 3. 1 – 2022. 2. 28	2022. 3. 1 – 2023. 2. 28	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 New store investments	12,236	5,689	– 6,546	7,000
既存店投資 Existing store investments	13,504	12,800	– 703	16,000
システム関連投資 IT-related investments	6,346	8,926	2,579	15,000
その他 Other	139	50	– 89	–
投資小計 Subtotal	32,227	27,466	– 4,760	38,000
出資・融資 Investments and advances	4,104	2,430	– 1,673	5,000
リース Leases *	31,261	37,426	6,165	49,000
合計 Total	67,593	67,324	– 268	92,000
有形固定資産減価償却費 Depreciation of property and store equipment	48,130	50,050	1,919	50,400
無形固定資産償却費 Amortization of intangible assets	9,870	9,511	– 358	9,600
減価償却費合計 Total depreciation and amortization	58,001	59,561	1,560	60,000

(注)

* リース債務の返済による支出は、2021年度は38,020百万円、2022年度は41,722百万円です。

Note:

* The amount of repayments of lease obligations is 38,020 millions of yen in fiscal year 2021 and 41,722 millions of yen in fiscal year 2022.

単体業績 Non-consolidated operating results

LAWSON

■貸借対照表 Non-consolidated balance sheet

	2021年度 (2022年2月28日現在) FY2021 (As of 2022.2.28)	2022年度 (2023年2月28日現在) FY2022 (As of 2023.2.28)	2021年度末からの増減 Increase (Decrease) from 2022.2.28
[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	173,022	192,427	19,404
現金及び預金 Cash and deposits	5,028	6,316	1,288
加盟店貸勘定 Accounts receivable - due from franchised stores	46,386	49,329	2,943
リース債権 Lease receivables	15,480	14,196	-1,284
商品 Merchandise	934	907	-26
前払費用 Prepaid expenses	17,629	15,444	-2,185
未収入金 Accounts receivable - other	79,989	99,524	19,534
その他 Other	7,573	6,708	-865
固定資産 Non-current assets	620,902	612,940	-7,962
有形固定資産 Property and store equipment	309,252	312,118	2,865
・建物 Buildings	154,144	154,347	202
・構築物 Structures	24,484	22,136	-2,347
・工具、器具及び備品 Tools, furniture and fixtures	10,266	10,017	-249
・土地 Land	8,461	8,374	-86
・リース資産 Leased assets	111,020	117,011	5,991
・建設仮勘定 Construction in progress	876	231	-645
無形固定資産 Intangible assets	31,451	29,088	-2,362
・ソフトウェア Software	21,261	22,239	978
・のれん Goodwill	9,647	6,565	-3,082
・その他 Other	542	284	-258
投資その他の資産 Investments and other assets	280,198	271,732	-8,465
・投資有価証券 Investments securities	3,276	3,003	-273
・関係会社株式 Shares of subsidiaries and associates	63,866	65,098	1,231
・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	37,430	36,164	-1,266
・関係会社長期貸付金 Long-term loans receivable from subsidiaries and associates	482	470	-11
・長期前払費用 Long-term prepaid expenses	12,294	11,017	-1,276
・差入保証金 Guarantee deposits	88,669	82,950	-5,718
・繰延税金資産 Deferred tax assets	33,580	32,333	-1,246
・その他 Other	666	827	160
・貸倒引当金 Allowance for doubtful accounts	-759	-823	-63
資産合計 Total assets	793,925	805,367	11,441
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	336,023	351,063	15,039

単体業績 Non-consolidated operating results

LAWSON

■貸借対照表 Non-consolidated balance sheet

	2021年度 (2022年2月28日現在) FY2021 (As of 2022.2.28)	2022年度 (2023年2月28日現在) FY2022 (As of 2023.2.28)	2021年度末からの増減 Increase (Decrease) from 2022.2.28
	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	363,285	367,066	3,780
買掛金 Accounts payable - trade	101,427	110,202	8,774
短期借入金 Short-term loans payable	41,062	11,900	-29,162
関係会社短期借入金 Short-term loans payable to subsidiaries and associates	24,730	53,930	29,200
1年内返済予定の長期借入金 Current portion of long-term loans payable	20,000	-	-20,000
リース債務 Lease obligations	35,614	35,754	140
未払金 Accounts payable - other	24,676	26,407	1,731
未払法人税等 Income taxes payable	5,142	8,789	3,646
未払費用 Accrued expenses	2,292	2,386	93
預り金 Deposits received	102,241	109,222	6,981
賞与引当金 Provision for bonuses	3,048	3,349	301
その他 Other	3,049	5,123	2,074
固定負債 Non-current liabilities	197,345	198,227	882
長期借入金 Long-term loans payable	30,000	30,000	-
リース債務 Lease obligations	102,414	104,060	1,645
退職給付引当金 Provision for retirement benefits	14,360	15,064	703
役員退職慰労引当金 Provision for retirement benefits to executive officers	151	164	13
資産除去債務 Asset retirement obligations	32,795	32,989	194
その他 Other	17,623	15,948	-1,675
負債合計 Total liabilities	560,631	565,294	4,662
[純資産の部 Net assets]			
株主資本 Shareholders' equity	231,409	238,806	7,397
資本金 Capital stock	58,506	58,506	-
資本剰余金 Capital surplus	47,761	47,760	-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	126,114	133,488	7,373
・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	75,387	82,760	7,373
自己株式 Treasury shares	-973	-948	24
評価・換算差額等 Valuation and translation adjustments	1,516	938	-578
その他有価証券評価差額金 Valuation difference on available-for-sale securities	1,585	1,007	-578
土地再評価差額金 Revaluation reserve for land	-69	-69	-
新株予約権 Subscription rights to shares	368	328	-40
純資産合計 Net assets	233,294	240,073	6,779
負債純資産合計 Liabilities and net assets	793,925	805,367	11,441