

2018 年 8 月 期 決 算 デ ー タ

Statement of account for the year ended August 20, 2018

21st August 2017 ~ 20th August 2018

(東京証券取引所 市場第一部 the 1st section of TSE 7445)

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※参考として過年度の数値も記載しておりますが、その数値は株式会社ライトオン個別のものとなります。

連結業績予想 Consolidated Forecast

| | 2019/2 (予想: First half Forecast) | | | 2019/8 (予想: Second half Forecast) | | | 2019/8(予想: Forecast) | | |
|---|----------------------------------|--------------|------------|-----------------------------------|--------------|------------|----------------------|--------------|------------|
| | 金額 Amount | 百分比 Share | 前期比 YOY | 金額 Amount | 百分比 Share | 前期比 YOY | 金額 Amount | 百分比 Share | 前期比 YOY |
| 売上高 Net Sales | Mil. ¥ 41,000 | % 100.0 | % 103.0 | Mil. ¥ 39,000 | % 100.0 | % 105.4 | Mil. ¥ 80,000 | % 100.0 | % 104.2 |
| 売上原価 Cost of Sales | 20,300 | 49.5 | 97.9 | 18,900 | 48.5 | 100.5 | 39,200 | 49.0 | 99.2 |
| 売上総利益 Gross Income | 20,700 | 50.5 | 108.6 | 20,100 | 51.5 | 110.4 | 40,800 | 51.0 | 109.5 |
| 販売費及び一般管理費 SGA expenses | 19,700 | 48.0 | 108.7 | 19,100 | 49.0 | 106.4 | 38,800 | 48.5 | 107.6 |
| 営業利益 Operating Income | 1,000 | 2.4 | 106.5 | 1,000 | 2.6 | 379.0 | 2,000 | 2.5 | 166.3 |
| 経常利益 Recurring Income | 1,000 | 2.4 | 108.4 | 1,000 | 2.6 | 880.9 | 2,000 | 2.5 | 193.0 |
| 税金等調整前 四半期／当期純利益 Income before Income Taxes | 900 | 2.2 | 110.6 | △ 100 | - | - | 800 | 1.0 | 94.4 |
| 親会社株主に帰属する 四半期／当期純利益 Net Income | 500 | 1.2 | 120.1 | △ 150 | - | - | 350 | 0.4 | 76.5 |
| 1株当たり四半期／当期純利益 ※ Earnings per share (¥) | 18.16 | | | △ 5.45 | | | 12.71 | | |
| 期末店舗数 Number of Stores | 出店 | 4 | | 出店 | 3 | | 出店 | 7 | |
| | 退店 | 4 | | 退店 | 13 | | 退店 | 17 | |
| | 期末店舗数 | 498 | | 期末店舗数 | 488 | | 期末店舗数 | 488 | |

※ 期中平均株式数により算出 Calculated by average number of shares

連結決算概要 Consolidated Three-Year Summary and Forecast

| | 2016/8(個別) | | | 2017/8(個別) | | | 2018/8 | | | 2019/8(予想: Forecast) | | |
|---|------------------|--------------|------------|------------------|--------------|------------|------------------|--------------|------------|----------------------|--------------|------------|
| | 金額 Amount | 百分比 Share | 前期比 YOY | 金額 Amount | 百分比 Share | 前期比 YOY | 金額 Amount | 百分比 Share | 前期比 YOY | 金額 Amount | 百分比 Share | 前期比 YOY |
| 売上高 Net Sales | Mil. ¥ 86,462 | % 100.0 | % 110.5 | Mil. ¥ 80,028 | % 100.0 | % 92.6 | Mil. ¥ 76,798 | % 100.0 | % 96.0 | Mil. ¥ 80,000 | % 100.0 | % 104.2 |
| 売上原価 Cost of Sales | 45,349 | 52.4 | 111.1 | 44,151 | 55.2 | 97.4 | 39,528 | 51.5 | 89.5 | 39,200 | 49.0 | 99.2 |
| 売上総利益 Gross Income | 41,112 | 47.6 | 109.9 | 35,877 | 44.8 | 87.3 | 37,269 | 48.5 | 103.9 | 40,800 | 51.0 | 109.5 |
| 販売費及び一般管理費 SGA expenses | 37,379 | 43.2 | 106.5 | 38,727 | 48.4 | 103.6 | 36,066 | 47.0 | 93.1 | 38,800 | 48.5 | 107.6 |
| 営業利益 Operating Income | 3,733 | 4.3 | 161.3 | △ 2,849 | - | - | 1,202 | 1.6 | - | 2,000 | 2.5 | 166.3 |
| 経常利益 Recurring Income | 3,677 | 4.3 | 161.0 | △ 2,888 | - | - | 1,036 | 1.3 | - | 2,000 | 2.5 | 193.0 |
| 税金等調整前 当期純利益 Income before Income Taxes | 2,997 | 3.5 | 175.1 | △ 3,888 | - | - | 847 | 1.1 | - | 800 | 1.0 | 94.4 |
| 親会社株主に帰属する 当期純利益 Net Income | 1,754 | 2.0 | 236.4 | △ 4,421 | - | - | 457 | 0.6 | - | 350 | 0.4 | 76.5 |
| 1株当たり当期純利益 Earnings per share(¥) ※ | 64.35 | | | △ 161.40 | | | 16.63 | | | 12.71 | | |
| 期末店舗数 Number of Stores | 出店 | 24 | | 出店 | 48 | | 出店 | 12 | | 出店 | 7 | |
| | 退店 | 26 | | 退店 | 49 | | 退店 | 29 | | 退店 | 17 | |
| | 期末店舗数 | 514 | | 期末店舗数 | 513 | | 期末店舗数 | 498 | | 期末店舗数 | 488 | |

※ 期中平均株式数により算出 Calculated by average number of shares

部門別売上高 Sales Breakdown by Merchandise Category

| | 2016/8(個別) | | | 2017/8(個別) | | | 2018/8 | | | 2019/8(予想: Forecast) | | |
|-----------------------------------|------------------|--------------|------------|------------------|--------------|------------|------------------|--------------|------------|----------------------|--------------|------------|
| | 金額 Amount | 構成比 Share | 前期比 YOY | 金額 Amount | 構成比 Share | 前期比 YOY | 金額 Amount | 構成比 Share | 前期比 YOY | 金額 Amount | 構成比 Share | 前期比 YOY |
| ボトムス Bottoms | Mil. ¥ 27,739 | % 32.1 | % 106.2 | Mil. ¥ 26,362 | % 32.9 | % 95.0 | Mil. ¥ 26,184 | % 34.1 | % 99.3 | Mil. ¥ 26,915 | % 33.7 | % 102.8 |
| カットソー・ニット Cut & sew, Knit wear | 25,402 | 29.4 | 114.0 | 23,773 | 29.7 | 93.6 | 23,555 | 30.7 | 99.1 | 25,302 | 31.6 | 107.4 |
| シャツ・アウター Shirts, Outer wear | 15,142 | 17.5 | 109.1 | 13,271 | 16.6 | 87.6 | 12,890 | 16.8 | 97.1 | 13,363 | 16.7 | 103.7 |
| その他 Others | 18,177 | 21.0 | 114.0 | 16,621 | 20.8 | 91.4 | 14,168 | 18.4 | 85.2 | 14,420 | 18.0 | 101.8 |
| 合計 Total | 86,462 | 100.0 | 110.5 | 80,028 | 100.0 | 92.6 | 76,798 | 100.0 | 96.0 | 80,000 | 100.0 | 104.2 |

販売費及び一般管理費の内訳 Selling, General and Administrative Expenses

| | 2016/8(個別) | | | 2017/8(個別) | | | 2018/8 | | | 2019/8(予想: Forecast) | | |
|---|------------------|--------------|------------|------------------|--------------|------------|------------------|--------------|------------|----------------------|--------------|------------|
| | 金額 Amount | 百分比 Share | 前期比 YOY | 金額 Amount | 百分比 Share | 前期比 YOY | 金額 Amount | 百分比 Share | 前期比 YOY | 金額 Amount | 百分比 Share | 前期比 YOY |
| 売上高 Net Sales | Mil. ¥ 86,462 | % 100.0 | % 110.5 | Mil. ¥ 80,028 | % 100.0 | % 92.6 | Mil. ¥ 76,798 | % 100.0 | % 96.0 | Mil. ¥ 80,000 | % 100.0 | % 104.2 |
| 人件費 ※ Personnel expenses | 12,287 | 14.2 | 106.3 | 12,676 | 15.8 | 103.2 | 12,025 | 15.7 | 94.9 | 12,460 | 15.6 | 103.6 |
| 販売促進費 Advertising and promotional expenditure | 4,408 | 5.1 | 135.6 | 4,630 | 5.8 | 105.0 | 3,501 | 4.6 | 75.6 | 4,290 | 5.4 | 122.5 |
| 減価償却費 Depreciation | 1,635 | 1.9 | 98.4 | 1,763 | 2.2 | 107.8 | 1,714 | 2.2 | 97.2 | 1,550 | 1.9 | 90.4 |
| 賃借料 Rent | 11,230 | 13.0 | 102.6 | 10,873 | 13.6 | 96.8 | 10,970 | 14.3 | 100.9 | 10,900 | 13.6 | 99.4 |
| その他 Others | 7,817 | 9.0 | 102.0 | 8,784 | 11.0 | 112.4 | 7,854 | 10.2 | 89.4 | 9,600 | 12.0 | 122.2 |
| 合計 Total | 37,379 | 43.2 | 106.5 | 38,727 | 48.4 | 103.6 | 36,066 | 47.0 | 93.1 | 38,800 | 48.5 | 107.6 |

※ 人件費は、給与手当及び賞与、採用関係費、教育費、社宅費用、厚生費、法定福利費（アルバイト分含む）、賞与引当金繰入額、退職給付費用、役員報酬の合計であります。

期末売場面積の推移 Sales Floor Space

| | 2016/8(個別) | | 2017/8(個別) | | 2018/8 | | 2019/8(予想: Forecast) | |
|---------------------------------------|-----------------------------|--------------|-----------------------------|--------------|-----------------------------|--------------|-----------------------------|--------------|
| | | 構成比 Share | | 構成比 Share | | 構成比 Share | | 構成比 Share |
| ショッピングセンター型 Shopping Center Stores | m ² 229,421.4 | % 86.8 | m ² 230,126.1 | % 87.1 | m ² 222,103.1 | % 87.3 | m ² 217,190.8 | % 87.2 |
| ロードサイド型 Road Side Stores | 34,096.4 | 12.9 | 32,790.4 | 12.4 | 29,590.4 | 11.6 | 29,186.5 | 11.7 |
| 路面店型 Downtown Stores | 786.4 | 0.3 | 1,415.7 | 0.5 | 1,415.7 | 0.6 | 1,415.7 | 0.6 |
| 国内合計 Sub Total | 264,304.3 | 100.0 | 264,332.3 | 100.0 | 253,109.3 | 99.5 | 247,793.2 | 99.5 |
| 海外 Overseas Stores | - | - | - | - | 1,239.5 | 0.5 | 1,239.5 | 0.5 |
| 合計 Total | 264,304.3 | 100.0 | 264,332.3 | 100.0 | 254,348.8 | 100.0 | 249,032.8 | 100.0 |

出店形態別期末店舗数 Number of Stores

| | 2016/8(個別) | | 2017/8(個別) | | 2018/8 | | 2019/8(予想: Forecast) | |
|---------------------------------------|------------|--------------|------------|--------------|--------|--------------|----------------------|--------------|
| | | 構成比 Share | | 構成比 Share | | 構成比 Share | | 構成比 Share |
| ショッピングセンター型 Shopping Center Stores | 466 | 90.7 | 466 | 90.8 | 450 | 90.4 | 443 | 90.8 |
| ロードサイド型 Road Side Stores | 46 | 8.9 | 44 | 8.6 | 42 | 8.4 | 39 | 8.0 |
| 路面店型 Downtown Stores | 2 | 0.4 | 3 | 0.6 | 3 | 0.6 | 3 | 0.6 |
| 国内合計 Sub Total | 514 | 100.0 | 513 | 100.0 | 495 | 99.4 | 485 | 99.4 |
| 海外 Overseas Stores | - | - | - | - | 3 | 0.6 | 3 | 0.6 |
| 合計 Total | 514 | 100.0 | 513 | 100.0 | 498 | 100.0 | 488 | 100.0 |

業態別期末店舗数 Number of Stores

| | 2016/8(個別) | | 2017/8(個別) | | 2018/8 | | 2019/8(予想: Forecast) | |
|--------------------------------|------------|--------------|------------|--------------|--------|--------------|----------------------|--------------|
| | | 構成比 Share | | 構成比 Share | | 構成比 Share | | 構成比 Share |
| | | % | | % | | % | | % |
| ライトオン Right-on | 476 | 92.6 | 477 | 93.0 | 459 | 92.2 | 452 | 92.6 |
| ノーティードッグ Naughty Dog | - | - | 28 | 5.4 | 30 | 6.0 | 29 | 6.0 |
| バックナンバー BACK NUMBER | 9 | 1.8 | 7 | 1.4 | 5 | 1.0 | 4 | 0.8 |
| バックナンバーキッズ BACK NUMBER KIDS | 1 | 0.2 | 1 | 0.2 | 1 | 0.2 | - | - |
| フラッシュレポート FLASH REPORT | 15 | 2.9 | - | - | - | - | - | - |
| チャイム CHIME | 13 | 2.5 | - | - | - | - | - | - |
| 国内合計 Sub Total | 514 | 100.0 | 513 | 100.0 | 495 | 99.4 | 485 | 99.4 |
| 海外 Overseas Stores | - | - | - | - | 3 | 0.6 | 3 | 0.6 |
| 合計 Total | 514 | 100.0 | 513 | 100.0 | 498 | 100.0 | 488 | 100.0 |

1店舗当たり平均売場面積の推移 Average Sales Floor Space per Store

| | 2016/8(個別) | 2017/8(個別) | 2018/8 | 2019/8(予想 : Forecast) |
|---------------------------------------|----------------------|----------------------|----------------------|-----------------------|
| ショッピングセンター型 Shopping Center Stores | 492.3 m ² | 493.8 m ² | 493.5 m ² | 494.7 m ² |
| ロードサイド型 Road Side Stores | 741.2 m ² | 745.2 m ² | 704.5 m ² | 678.7 m ² |
| 路面店型 Downtown Stores | 393.2 m ² | 471.9 m ² | 471.9 m ² | 471.9 m ² |
| 国内合計 Sub Total | 514.2 m ² | 515.2 m ² | 511.3 m ² | 510.9 m ² |
| 海外 Overseas Stores | - m ² | - m ² | 413.1 m ² | 413.1 m ² |
| 合計 Total | 514.2 m ² | 515.2 m ² | 510.7 m ² | 510.3 m ² |

新店状況 New Stores

| | 2016/8(個別) | | 2017/8(個別) | | 2018/8 | | 2019/8(予想 : Forecast) | |
|---------------------------------------|---------------------------|-----|----------------------------|-----|---------------------------|-----|---------------------------|-----|
| | 売場面積 | 出店数 | 売場面積 | 出店数 | 売場面積 | 出店数 | 売場面積 | 出店数 |
| ショッピングセンター型 Shopping Center Stores | m ² 8,545.1 | 24 | m ² 13,711.1 | 47 | m ² 4,983.3 | 11 | m ² 3,159.5 | 7 |
| ロードサイド型 Road Side Stores | - | - | - | - | - | - | - | - |
| 路面店型 Downtown Stores | - | - | 642.3 | 1 | - | - | - | - |
| 国内合計 Sub Total | 8,545.1 | 24 | 14,353.4 | 48 | 4,983.3 | 11 | 3,159.5 | 7 |
| 海外 Overseas Stores | - | - | - | - | 386.8 | 1 | - | - |
| 合計 Total | 8,545.1 | 24 | 14,353.4 | 48 | 5,370.1 | 12 | 3,159.5 | 7 |
| 1店舗平均 Average | 356.0 | | 299.0 | | 447.5 | | 451.3 | |

単位当たり売上高 Sales per 1 m² & Sales per employee

| | | 2016/8(個別) | | 2017/8(個別) | | 2018/8 | | 2019/8(予想: Forecast) | |
|--|---|----------------|--------------|----------------|--------------|----------------|--------------|----------------------|--------------|
| | | | 前 期 比 YOY | | 前 期 比 YOY | | 前 期 比 YOY | | 前 期 比 YOY |
| 売上高 Net Sales Mil. ¥ | | 百万円 | % | 百万円 | % | 百万円 | % | 百万円 | % |
| | | 86,462 | 110.5 | 80,028 | 92.6 | 76,798 | 96.0 | 80,000 | 104.2 |
| 1 m ² 当たり売上高 Sales per 1m ² | 売場面積(平均) Sales Floor space(Average) | m ² | | m ² | | m ² | | m ² | |
| | 1 m ² 当たり期間売上高 Average sales a year per 1m ² Thousands¥ | 千円 | | 千円 | | 千円 | | 千円 | |
| | | 269,821 | 98.6 | 274,616 | 101.8 | 262,286 | 95.5 | 254,934 | 97.2 |
| | | 320 | 112.1 | 291 | 90.9 | 292 | 100.5 | 313 | 107.2 |
| 1人当たり売上高 Sales per employee | 従業員数(平均) ※ Number of employees(Average) | 人 | | 人 | | 人 | | 人 | |
| | 1人当たり売上高 Average sales a year per employee Thousands¥ | 千円 | | 千円 | | 千円 | | 千円 | |
| | | 3,932 | 104.9 | 3,987 | 101.4 | 3,672 | 92.1 | 3,884 | 105.8 |
| | | 21,989 | 105.3 | 20,072 | 91.3 | 20,914 | 104.2 | 20,597 | 98.5 |

※ パートタイマーは8時間換算

The total number of part-time employees is converted to regular working hours per day
(The regular working hours per day is 8 hours)

従業員数 Number of Employees

| | 2016/8(個別) | | | 2017/8(個別) | | | 2018/8 | | | 2019/8(予想: Forecast) | | |
|---|------------|--------------|------------|------------|--------------|------------|--------|--------------|------------|----------------------|--------------|------------|
| | | 構成比 Share | 前期比 YOY | | 構成比 Share | 前期比 YOY | | 構成比 Share | 前期比 YOY | | 構成比 Share | 前期比 YOY |
| | | % | % | | % | % | | % | % | | % | % |
| 正社員 (平均) Full-time employees(Average) | 954 | 24.3 | 101.4 | 984 | 24.7 | 103.1 | 1,021 | 27.8 | 103.8 | 1,000 | 25.7 | 97.9 |
| 契約社員 (平均) One-year contracted employees(Average) | 471 | 12.0 | 102.8 | 470 | 11.8 | 99.8 | 423 | 11.5 | 90.0 | 400 | 10.3 | 94.6 |
| パートタイマー (平均) ※ Part-time employees(Average) | 2,507 | 63.7 | 106.8 | 2,533 | 63.5 | 101.0 | 2,228 | 60.7 | 88.0 | 2,484 | 64.0 | 111.5 |
| 合計 Total | 3,932 | 100.0 | 104.9 | 3,987 | 100.0 | 101.4 | 3,672 | 100.0 | 92.1 | 3,884 | 100.0 | 105.8 |
| 期末正社員 Full-time employees at fiscal year end | 954 | | 101.5 | 998 | | 104.6 | 1,010 | | 101.2 | 1,023 | | 101.3 |
| 期末契約社員 One-year contracted employees at fiscal year end | 471 | | 104.9 | 453 | | 96.2 | 405 | | 89.4 | 400 | | 98.8 |

※ パートタイマーは8時間換算

The total number of part-time employees is converted to regular working hours per day
(The regular working hours per day is 8 hours)

出店地域別店舗数 Number of Stores Breakdown by Area

| | | 2016/8(個別) | 2017/8(個別) | 2018/8 | 2019/8(予想: Forecast) |
|------|-----------|------------|------------|--------|----------------------|
| 北海道 | Hokkaido | 26 | 23 | 22 | 22 |
| 青森県 | Aomori | 8 | 6 | 5 | 5 |
| 岩手県 | Iwate | 4 | 3 | 3 | 3 |
| 宮城県 | Miyagi | 8 | 8 | 8 | 8 |
| 秋田県 | Akita | 3 | 3 | 3 | 3 |
| 山形県 | Yamagata | 3 | 3 | 3 | 3 |
| 福島県 | Fukushima | 8 | 7 | 7 | 7 |
| 茨城県 | Ibaraki | 15 | 17 | 15 | 15 |
| 栃木県 | Tochigi | 11 | 11 | 11 | 11 |
| 群馬県 | Gunma | 8 | 8 | 8 | 8 |
| 埼玉県 | Saitama | 30 | 30 | 28 | 28 |
| 千葉県 | Chiba | 35 | 33 | 33 | 33 |
| 東京都 | Tokyo | 26 | 29 | 31 | 31 |
| 神奈川県 | Kanagawa | 28 | 28 | 24 | 24 |
| 新潟県 | Niigata | 9 | 6 | 6 | 6 |
| 富山県 | Toyama | 4 | 4 | 3 | 3 |
| 石川県 | Ishikawa | 3 | 5 | 5 | 5 |
| 福井県 | Fukui | 3 | 2 | 2 | 2 |
| 山梨県 | Yamanashi | 3 | 3 | 4 | 4 |
| 長野県 | Nagano | 8 | 8 | 9 | 9 |
| 岐阜県 | Gifu | 13 | 13 | 13 | 13 |
| 静岡県 | Shizuoka | 13 | 13 | 13 | 13 |
| 愛知県 | Aichi | 40 | 38 | 36 | 36 |
| 三重県 | Mie | 10 | 11 | 8 | 8 |

| | | 2016/8(個別) | 2017/8(個別) | 2018/8 | 2019/8(予想: Forecast) |
|------|---------------|------------|------------|--------|----------------------|
| 滋賀県 | Shiga | 9 | 11 | 11 | 11 |
| 京都府 | Kyoto | 11 | 10 | 9 | 9 |
| 大阪府 | Osaka | 25 | 22 | 22 | 22 |
| 兵庫県 | Hyogo | 21 | 22 | 23 | 23 |
| 奈良県 | Nara | 6 | 9 | 8 | 8 |
| 和歌山県 | Wakayama | 5 | 6 | 6 | 6 |
| 鳥取県 | Tottori | 2 | 2 | 2 | 2 |
| 島根県 | Shimane | 3 | 3 | 3 | 3 |
| 岡山県 | Okayama | 7 | 7 | 7 | 7 |
| 広島県 | Hiroshima | 13 | 13 | 13 | 13 |
| 山口県 | Yamaguchi | 8 | 8 | 8 | 8 |
| 徳島県 | Tokushima | 1 | 3 | 3 | 3 |
| 香川県 | Kagawa | 5 | 6 | 6 | 6 |
| 愛媛県 | Ehime | 9 | 10 | 9 | 9 |
| 高知県 | Kouchi | 2 | 2 | 2 | 2 |
| 福岡県 | Fukuoka | 31 | 29 | 27 | 27 |
| 佐賀県 | Saga | 4 | 4 | 3 | 3 |
| 長崎県 | Nagasaki | 4 | 4 | 4 | 4 |
| 熊本県 | Kumamoto | 5 | 5 | 5 | 5 |
| 大分県 | Oita | 8 | 8 | 7 | 7 |
| 宮崎県 | Miyazaki | 4 | 4 | 4 | 4 |
| 鹿児島県 | Kagoshima | 4 | 4 | 4 | 4 |
| 沖縄県 | Okinawa | 8 | 9 | 9 | 9 |
| 海外 | Overseas | - | - | 3 | 3 |
| 新店 | Opening Store | | | | 7 |
| 退店 | Closing Store | | | | 17 |
| 合計 | Total | 514 | 513 | 498 | 488 |

主要財務指標 Major Financial Highlight

| | 2016/8(個別) | 2017/8(個別) | 2018/8 | 2019/8 (予想 : Forecast) |
|---|----------------------|----------------------|----------------------|------------------------|
| 総資産額 Total Assets | 64,202 百万円 Mil. ¥ | 59,908 百万円 Mil. ¥ | 57,990 百万円 Mil. ¥ | 53,949 百万円 Mil. ¥ |
| 総資産利益率 Return on total assets | 5.8 % | △4.6 % | 2.1 % | 3.6 % |
| 純資産 Net assets | 34,535 百万円 Mil. ¥ | 29,532 百万円 Mil. ¥ | 29,360 百万円 Mil. ¥ | 29,175 百万円 Mil. ¥ |
| 自己資本比率 Equity ratio | 53.7 % | 49.2 % | 50.5 % | 53.9 % |
| 自己資本当期純利益率 Return on equity | 5.2 % | △ 13.8 % | 1.6 % | 1.2 % |
| 発行済株式総数 Number of shares of common stock | 29,631,500 株 | 29,631,500 株 | 29,631,500 株 | 29,631,500 株 |
| 1株当たり純資産 Book value per share | 1,260.09 円 ¥ | 1,074.23 円 ¥ | 1,063.22 円 ¥ | 1,055.93 円 ¥ |
| 1株当たり当期純利益 Earnings per share ※ | 64.35 円 ¥ | △ 161.40 円 ¥ | 16.63 円 ¥ | 12.71 円 ¥ |
| 1株当たり配当金 Dividends per share | 30.00 円 ¥ | 20.00 円 ¥ | 20.00 円 ¥ | 20.00 円 ¥ |
| 配当性向 Payout ratio | 46.6 % | - % | 120.3 % | 157.4 % |

※ 期中平均株式数により算出 Calculated by average number of shares

設備投資の状況 Capital Expenditure

| | 2016/8(個別) | 2017/8(個別) | 2018/8 | 2019/8(予想: Forecast) |
|--------------------------------|------------|------------|--------|----------------------|
| 出店数 Number of Stores Opened | 24 | 48 | 12 | 7 |
| 退店数 Number of Stores Closed | 26 | 49 | 29 | 17 |
| 店舗増減数 Net Stores | △ 2 | △ 1 | △ 17 | △ 10 |

| | 2016/8(個別) | | 2017/8(個別) | | 2018/8 | | 2019/8(予想: Forecast) | |
|---|------------|------------|------------|------------|--------|------------|----------------------|------------|
| | | 前期比 YOY | | 前期比 YOY | | 前期比 YOY | | 前期比 YOY |
| 設備投資額 (敷金保証金を含む) Capital Expenditure (Included Rent guarantees) ※1 | Mil. ¥ | % | Mil. ¥ | % | Mil. ¥ | % | Mil. ¥ | % |
| | 2,648 | 107.8 | 4,666 | 176.2 | 1,643 | 35.2 | 2,000 | 121.7 |
| キャッシュ・フロー Cash Flows ※2 | 2,709 | 135.7 | △ 3,341 | - | 1,622 | - | 1,349 | 83.1 |
| 減価償却費 Depreciation Expenses | 1,635 | 98.4 | 1,763 | 107.8 | 1,714 | 97.2 | 1,550 | 90.4 |

※1 設備投資額は、固定資産取得増加額でキャッシュ・フロー計算書の数値とは異なります。

※2 キャッシュ・フロー：親会社株主に帰属する当期純利益＋減価償却費－（前期末配当＋中間配当）

借入金の状況 Interest-bearing Debts

| | 2016/8(個別) | | 2017/8(個別) | | 2018/8 | | 2019/8(予想: Forecast) | |
|--|------------|--------------|------------|--------------|--------|--------------|----------------------|--------------|
| | | 前 期 比 YOY | | 前 期 比 YOY | | 前 期 比 YOY | | 前 期 比 YOY |
| | Mil. ¥ | % | Mil. ¥ | % | Mil. ¥ | % | Mil. ¥ | % |
| 1年以内返済予定の長期借入金 Current Portion of Long-term Debts | 2,765 | 48.4 | 4,255 | 153.9 | 3,840 | 90.2 | 3,290 | 85.7 |
| 長期借入金 Long-term Debts | 7,425 | 202.9 | 9,870 | 132.9 | 8,630 | 87.4 | 5,340 | 61.9 |
| 合計 Total | 10,190 | 108.8 | 14,125 | 138.6 | 12,470 | 88.3 | 8,630 | 69.2 |

個別決算概要 Non-consolidated Four-Year Summary

| | 2015/8 | | | 2016/8 | | | 2017/8 | | | 2018/8 | | |
|--|------------------|--------------|------------|------------------|--------------|------------|------------------|--------------|------------|------------------|--------------|------------|
| | 金額 Amount | 百分比 Share | 前期比 YOY |
| 売上高 Net Sales | Mil. ¥ 78,228 | % 100.0 | % 103.1 | Mil. ¥ 86,462 | % 100.0 | % 110.5 | Mil. ¥ 80,028 | % 100.0 | % 92.6 | Mil. ¥ 76,623 | % 100.0 | % 95.7 |
| 売上原価 Cost of Sales | 40,829 | 52.2 | 104.3 | 45,349 | 52.4 | 111.1 | 44,151 | 55.2 | 97.4 | 39,471 | 51.5 | 89.4 |
| 売上総利益 Gross Income | 37,399 | 47.8 | 101.9 | 41,112 | 47.6 | 109.9 | 35,877 | 44.8 | 87.3 | 37,152 | 48.5 | 103.6 |
| 販売費及び一般管理費 SGA expenses | 35,084 | 44.8 | 100.3 | 37,379 | 43.2 | 106.5 | 38,727 | 48.4 | 103.6 | 35,781 | 46.7 | 92.4 |
| 営業利益 Operating Income | 2,314 | 3.0 | 132.8 | 3,733 | 4.3 | 161.3 | △ 2,849 | △ 3.6 | - | 1,370 | 1.8 | - |
| 経常利益 Recurring Income | 2,284 | 2.9 | 138.3 | 3,677 | 4.3 | 161.0 | △ 2,888 | △ 3.6 | - | 968 | 1.3 | - |
| 税引前当期純利益 Income before Income Taxes | 1,711 | 2.2 | 156.3 | 2,997 | 3.5 | 175.1 | △ 3,888 | △ 4.9 | - | 679 | 0.9 | - |
| 当期純利益 Net Income | 742 | 0.9 | 176.1 | 1,754 | 2.0 | 236.4 | △ 4,421 | △ 5.5 | - | 298 | 0.4 | - |
| 1株当たり当期純利益 Earnings per share(¥) ※ | 27.30 | | | 64.35 | | | △ 161.40 | | | 10.85 | | |
| 期末店舗数 Number of Stores | 出店 | | 46 | 出店 | | 24 | 出店 | | 48 | 出店 | | 11 |
| | 退店 | | 20 | 退店 | | 26 | 退店 | | 49 | 退店 | | 29 |
| | 期末店舗数 | | 516 | 期末店舗数 | | 514 | 期末店舗数 | | 513 | 期末店舗数 | | 495 |

※ 期中平均株式数により算出 Calculated by average number of shares

個別売上高伸長率 Growth of Net Sales

2017/8

(%)

| | 16/9 | 16/10 | 16/11 | 16/12 | 17/1 | 17/2 | First half | 17/3 | 17/4 | 17/5 | 17/6 | 17/7 | 17/8 | Second half | Full -term |
|---------------------|--------|--------|-------|--------|--------|--------|---------------|--------|--------|-------|--------|--------|-------|----------------|---------------|
| 全 店 Total Stores | △ 11.2 | △ 14.6 | 13.4 | △ 12.8 | △ 9.5 | △ 13.5 | △ 7.7 | △ 10.3 | △ 9.9 | △ 2.8 | △ 12.9 | △ 6.9 | △ 0.3 | △ 7.1 | △ 7.4 |
| 既存店 Existing Stores | △ 11.2 | △ 14.7 | 12.0 | △ 13.8 | △ 10.2 | △ 12.0 | △ 8.2 | △ 10.3 | △ 12.1 | △ 8.0 | △ 16.3 | △ 11.4 | △ 2.3 | △ 10.2 | △ 9.1 |

2018/8

(%)

| | 17/9 | 17/10 | 17/11 | 17/12 | 18/1 | 18/2 | First half | 18/3 | 18/4 | 18/5 | 18/6 | 18/7 | 18/8 | Second half | Full -term |
|---------------------|--------|--------|--------|-------|-------|-------|---------------|-------|------|-------|-------|-------|-------|----------------|---------------|
| 全 店 Total Stores | △ 8.6 | △ 10.5 | △ 16.7 | 1.6 | △ 4.1 | △ 4.6 | △ 7.1 | △ 1.2 | 5.9 | △ 3.6 | △ 2.3 | △ 3.1 | △ 2.1 | △ 1.0 | △ 4.3 |
| 既存店 Existing Stores | △ 11.0 | △ 13.7 | △ 18.9 | 0.0 | △ 6.1 | △ 7.6 | △ 9.4 | △ 4.3 | 5.4 | △ 1.9 | △ 1.0 | △ 1.9 | 1.1 | △ 0.2 | △ 5.2 |

2019/8

(%)

| | 18/9 | 18/10 | 18/11 | 18/12 | 19/1 | 19/2 | First half | 19/3 | 19/4 | 19/5 | 19/6 | 19/7 | 19/8 | Second half | Full -term |
|---------------------|------|-------|-------|-------|------|------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores | 7.0 | | | | | | | | | | | | | | |
| 既存店 Existing Stores | 7.1 | | | | | | | | | | | | | | |

個別売上点数伸長率 Growth of Total Units of Sales

2017/8

(%)

| | 16/9 | 16/10 | 16/11 | 16/12 | 17/1 | 17/2 | First half | 17/3 | 17/4 | 17/5 | 17/6 | 17/7 | 17/8 | Second half | Full -term |
|---------------------|-------|-------|-------|--------|--------|--------|---------------|-------|-------|-------|--------|--------|-------|----------------|---------------|
| 全 店 Total Stores | △ 1.3 | △ 6.9 | 11.5 | △ 18.3 | △ 12.5 | △ 26.3 | △ 9.3 | △ 4.5 | △ 5.1 | 0.3 | △ 13.0 | △ 14.3 | △ 1.6 | △ 6.4 | △ 7.8 |
| 既存店 Existing Stores | △ 1.1 | △ 7.2 | 9.3 | △ 19.8 | △ 13.5 | △ 25.0 | △ 10.0 | △ 5.4 | △ 8.3 | △ 4.4 | △ 15.8 | △ 18.1 | △ 1.4 | △ 9.0 | △ 9.5 |

2018/8

(%)

| | 17/9 | 17/10 | 17/11 | 17/12 | 18/1 | 18/2 | First half | 18/3 | 18/4 | 18/5 | 18/6 | 18/7 | 18/8 | Second half | Full -term |
|---------------------|--------|--------|--------|-------|--------|--------|---------------|--------|-------|--------|--------|--------|--------|----------------|---------------|
| 全 店 Total Stores | △ 10.6 | △ 19.6 | △ 22.9 | △ 3.6 | △ 14.0 | △ 11.7 | △ 14.1 | △ 24.4 | △ 8.3 | △ 13.7 | △ 12.1 | △ 10.0 | △ 30.7 | △ 16.8 | △ 15.5 |
| 既存店 Existing Stores | △ 13.1 | △ 22.1 | △ 24.6 | △ 4.7 | △ 15.9 | △ 13.7 | △ 16.1 | △ 26.1 | △ 7.9 | △ 12.2 | △ 11.1 | △ 8.6 | △ 28.2 | △ 15.6 | △ 15.8 |

2019/8

(%)

| | 18/9 | 18/10 | 18/11 | 18/12 | 19/1 | 19/2 | First half | 19/3 | 19/4 | 19/5 | 19/6 | 19/7 | 19/8 | Second half | Full -term |
|---------------------|--------|-------|-------|-------|------|------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores | △ 13.7 | | | | | | | | | | | | | | |
| 既存店 Existing Stores | △ 12.4 | | | | | | | | | | | | | | |

個別客数伸長率 Growth of Number of Customers

2017/8

(%)

| | 16/9 | 16/10 | 16/11 | 16/12 | 17/1 | 17/2 | First half | 17/3 | 17/4 | 17/5 | 17/6 | 17/7 | 17/8 | Second half | Full -term |
|---------------------|-------|--------|-------|--------|--------|--------|---------------|-------|-------|-------|--------|--------|-------|----------------|---------------|
| 全 店 Total Stores | △ 0.8 | △ 10.5 | 18.1 | △ 12.3 | △ 7.8 | △ 23.1 | △ 6.1 | △ 5.5 | △ 4.1 | 1.6 | △ 13.0 | △ 11.0 | 0.9 | △ 4.7 | △ 5.4 |
| 既存店 Existing Stores | △ 2.1 | △ 11.9 | 14.5 | △ 14.5 | △ 10.0 | △ 23.0 | △ 8.0 | △ 6.7 | △ 7.2 | △ 4.2 | △ 16.7 | △ 15.9 | △ 0.9 | △ 8.6 | △ 8.3 |

2018/8

(%)

| | 17/9 | 17/10 | 17/11 | 17/12 | 18/1 | 18/2 | First half | 18/3 | 18/4 | 18/5 | 18/6 | 18/7 | 18/8 | Second half | Full -term |
|---------------------|--------|--------|--------|-------|--------|-------|---------------|--------|------|-------|-------|-------|--------|----------------|---------------|
| 全 店 Total Stores | △ 8.4 | △ 14.4 | △ 22.2 | 2.3 | △ 7.6 | △ 7.4 | △ 9.6 | △ 13.5 | 4.3 | △ 4.2 | △ 0.6 | △ 3.6 | △ 17.5 | △ 6.1 | △ 7.9 |
| 既存店 Existing Stores | △ 11.0 | △ 17.3 | △ 24.3 | 0.6 | △ 10.0 | △ 9.7 | △ 12.0 | △ 16.4 | 3.3 | △ 2.9 | △ 0.1 | △ 2.9 | △ 15.3 | △ 5.7 | △ 8.9 |

2019/8

(%)

| | 18/9 | 18/10 | 18/11 | 18/12 | 19/1 | 19/2 | First half | 19/3 | 19/4 | 19/5 | 19/6 | 19/7 | 19/8 | Second half | Full -term |
|---------------------|-------|-------|-------|-------|------|------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores | △ 4.5 | | | | | | | | | | | | | | |
| 既存店 Existing Stores | △ 4.0 | | | | | | | | | | | | | | |

個別売上客単価伸長率 Growth of Purchase amount per Customer

2017/8

(%)

| | 16/9 | 16/10 | 16/11 | 16/12 | 17/1 | 17/2 | First half | 17/3 | 17/4 | 17/5 | 17/6 | 17/7 | 17/8 | Second half | Full -term |
|---------------------|--------|-------|-------|-------|-------|------|---------------|-------|-------|-------|------|------|-------|----------------|---------------|
| 全 店 Total Stores | △ 10.5 | △ 4.6 | △ 4.0 | △ 0.6 | △ 1.9 | 12.5 | △ 1.7 | △ 5.1 | △ 6.1 | △ 4.3 | 0.1 | 4.7 | △ 1.2 | △ 2.6 | △ 2.1 |
| 既存店 Existing Stores | △ 9.3 | △ 3.2 | △ 2.2 | 0.8 | △ 0.2 | 14.2 | △ 0.2 | △ 3.8 | △ 5.4 | △ 4.0 | 0.5 | 5.4 | △ 1.4 | △ 1.7 | △ 0.9 |

2018/8

(%)

| | 17/9 | 17/10 | 17/11 | 17/12 | 18/1 | 18/2 | First half | 18/3 | 18/4 | 18/5 | 18/6 | 18/7 | 18/8 | Second half | Full -term |
|---------------------|-------|-------|-------|-------|------|------|---------------|------|------|------|-------|------|------|----------------|---------------|
| 全 店 Total Stores | △ 0.2 | 4.5 | 7.1 | △ 0.7 | 3.8 | 3.0 | 2.8 | 14.3 | 1.6 | 6.0 | △ 1.7 | 0.5 | 18.7 | 5.4 | 3.9 |
| 既存店 Existing Stores | 0.0 | 4.3 | 7.2 | △ 0.6 | 4.3 | 2.4 | 2.9 | 14.4 | 2.1 | 1.1 | △ 1.0 | 1.1 | 19.4 | 5.0 | 4.1 |

2019/8

(%)

| | 18/9 | 18/10 | 18/11 | 18/12 | 19/1 | 19/2 | First half | 19/3 | 19/4 | 19/5 | 19/6 | 19/7 | 19/8 | Second half | Full -term |
|---------------------|------|-------|-------|-------|------|------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores | 12.1 | | | | | | | | | | | | | | |
| 既存店 Existing Stores | 11.5 | | | | | | | | | | | | | | |