

## 2020年8月期第2四半期 決算データ

Interim Report for the 6 Months ended February 29, 2020

1<sup>st</sup> September 2019 ~ 29<sup>th</sup> February 2020

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

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※ 2020年通期の連結業績予想につきましては、発表日現在で未定としております。

連結業績予想 Consolidated Forecast

|   | 2020/2          |              |            | 2020/8 (予想: Second half Forecast) |              |            | 2020/8(予想: Forecast) |              |            |
|---|-----------------|--------------|------------|-----------------------------------|--------------|------------|----------------------|--------------|------------|
|   | 金額<br>Amount    | 百分比<br>Share | 前期比<br>YOY | 金額<br>Amount                      | 百分比<br>Share | 前期比<br>YOY | 金額<br>Amount         | 百分比<br>Share | 前期比<br>YOY |
| 売上高<br>Net Sales                                  | Mil.¥<br>31,276 | %<br>100.0   | %<br>80.1  | Mil.¥<br>-                        | %<br>-       | %<br>-     | Mil.¥<br>-           | %<br>-       | %<br>-     |
| 売上原価<br>Cost of Sales                             | 15,583          | 49.8         | 77.5       | -                                 | -            | -          | -                    | -            | -          |
| 売上総利益<br>Gross Income                             | 15,692          | 50.2         | 82.8       | -                                 | -            | -          | -                    | -            | -          |
| 販売費及び一般管理費<br>SGA expenses                        | 15,547          | 49.7         | 80.3       | -                                 | -            | -          | -                    | -            | -          |
| 営業利益<br>Operating Income                          | 145             | 0.5          | -          | -                                 | -            | -          | -                    | -            | -          |
| 経常利益<br>Recurring Income                          | 207             | 0.7          | -          | -                                 | -            | -          | -                    | -            | -          |
| 税金等調整前<br>四半期／当期純利益<br>Income before Income Taxes | △ 378           | -            | -          | -                                 | -            | -          | -                    | -            | -          |
| 親会社株主に帰属する<br>四半期／当期純利益<br>Net Income             | △ 483           | -            | -          | -                                 | -            | -          | -                    | -            | -          |
| 1株当たり四半期／当期純利益<br>Earnings per share(¥) ※         | △ 17.53         |              |            | -                                 |              |            | -                    |              |            |
| 期末店舗数<br>Number of Stores                         | 出店              |              | 4          | 出店                                |              | 4          | 出店                   |              | 8          |
|   | 退店              |              | 12         | 退店                                |              | 17         | 退店                   |              | 29         |
|   | 期末店舗数           |              | 465        | 期末店舗数                             |              | 452        | 期末店舗数                |              | 452        |

※ 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

|   | 2019/2          |              |            | 2020/2          |              |            | 2019/8          |              |            | 2020/8(予想:Forecast) |              |            |
|---|-----------------|--------------|------------|-----------------|--------------|------------|-----------------|--------------|------------|---------------------|--------------|------------|
|   | 金額<br>Amount    | 百分比<br>Share | 前期比<br>YOY | 金額<br>Amount    | 百分比<br>Share | 前期比<br>YOY | 金額<br>Amount    | 百分比<br>Share | 前期比<br>YOY | 金額<br>Amount        | 百分比<br>Share | 前期比<br>YOY |
| 売上高<br>Net Sales                                  | Mil.¥<br>39,043 | %<br>100.0   | %<br>98.1  | Mil.¥<br>31,276 | %<br>100.0   | %<br>80.1  | Mil.¥<br>73,960 | %<br>100.0   | %<br>96.3  | Mil.¥<br>-          | %<br>-       | %<br>-     |
| 売上原価<br>Cost of Sales                             | 20,098          | 51.5         | 96.9       | 15,583          | 49.8         | 77.5       | 38,524          | 52.1         | 97.5       | -                   | -            | -          |
| 売上総利益<br>Gross Income                             | 18,944          | 48.5         | 99.4       | 15,692          | 50.2         | 82.8       | 35,436          | 47.9         | 95.1       | -                   | -            | -          |
| 販売費及び一般管理費<br>SGA expenses                        | 19,364          | 49.6         | 106.9      | 15,547          | 49.7         | 80.3       | 37,611          | 50.9         | 104.3      | -                   | -            | -          |
| 営業利益<br>Operating Income                          | △ 419           | -            | -          | 145             | 0.5          | -          | △ 2,175         | -            | -          | -                   | -            | -          |
| 経常利益<br>Recurring Income                          | △ 336           | -            | -          | 207             | 0.7          | -          | △ 2,196         | -            | -          | -                   | -            | -          |
| 税金等調整前<br>四半期／当期純利益<br>Income before Income Taxes | △ 1,666         | -            | -          | △ 378           | -            | -          | △ 5,803         | -            | -          | -                   | -            | -          |
| 親会社株主に帰属する<br>四半期／当期純利益<br>Net Income             | △ 1,767         | -            | -          | △ 483           | -            | -          | △ 6,144         | -            | -          | -                   | -            | -          |
| 1株当たり四半期／当期純利益<br>Earnings per share(¥) ※         | △ 64.12         |              |            | △ 17.53         |              |            | △ 222.84        |              |            | -                   |              |            |
| 期末店舗数<br>Number of Stores                         | 出店              |              | 4          | 出店              |              | 4          | 出店              |              | 8          | 出店                  |              | 8          |
|   | 退店              |              | 7          | 退店              |              | 12         | 退店              |              | 33         | 退店                  |              | 29         |
|   | 期末店舗数           |              | 495        | 期末店舗数           |              | 465        | 期末店舗数           |              | 473        | 期末店舗数               |              | 452        |

※ 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

|                                   | 2019/2           |              |            | 2020/2          |              |            | 2019/8           |              |            | 2020/8 (予想 : Forecast) |              |            |
|-----------------------------------|------------------|--------------|------------|-----------------|--------------|------------|------------------|--------------|------------|------------------------|--------------|------------|
|                                   | 金額<br>Amount     | 構成比<br>Share | 前期比<br>YOY | 金額<br>Amount    | 構成比<br>Share | 前期比<br>YOY | 金額<br>Amount     | 構成比<br>Share | 前期比<br>YOY | 金額<br>Amount           | 構成比<br>Share | 前期比<br>YOY |
| ボトムス<br>Bottoms                   | Mil. ¥<br>12,339 | %<br>31.6    | %<br>97.8  | Mil. ¥<br>9,950 | %<br>31.8    | %<br>80.6  | Mil. ¥<br>25,613 | %<br>34.6    | %<br>97.8  | Mil. ¥<br>-            | %<br>-       | %<br>-     |
| カットソー・ニット<br>Cut & sew, Knit wear | 11,742           | 30.1         | 100.5      | 10,334          | 33.1         | 88.0       | 23,078           | 31.2         | 98.0       | -                      | -            | -          |
| シャツ・アウター<br>Shirts, Outer wear    | 8,046            | 20.6         | 97.2       | 6,137           | 19.6         | 76.3       | 12,146           | 16.4         | 94.2       | -                      | -            | -          |
| その他<br>Others                     | 6,915            | 17.7         | 95.8       | 4,854           | 15.5         | 70.2       | 13,122           | 17.8         | 92.6       | -                      | -            | -          |
| 合計<br>Total                       | 39,043           | 100.0        | 98.1       | 31,276          | 100.0        | 80.1       | 73,960           | 100.0        | 96.3       | -                      | -            | -          |

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

|   | 2019/2       |              |            | 2020/2       |              |            | 2019/8       |              |            | 2020/8 (予想 : Forecast) |              |            |
|---|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|------------------------|--------------|------------|
|   | 金額<br>Amount | 百分比<br>Share | 前期比<br>YOY | 金額<br>Amount | 百分比<br>Share | 前期比<br>YOY | 金額<br>Amount | 百分比<br>Share | 前期比<br>YOY | 金額<br>Amount           | 百分比<br>Share | 前期比<br>YOY |
|   | Mil. ¥       | %            | %          | Mil. ¥       | %            | %          | Mil. ¥       | %            | %          | Mil. ¥                 | %            | %          |
| 売上高<br>Net Sales                                    | 39,043       | 100.0        | 98.1       | 31,276       | 100.0        | 80.1       | 73,960       | 100.0        | 96.3       | -                      | -            | -          |
| 人件費<br>Personnel expenses ※                         | 6,173        | 15.8         | 103.9      | 5,500        | 17.6         | 89.1       | 12,477       | 16.9         | 103.8      | -                      | -            | -          |
| 販売促進費<br>Advertising and<br>promotional expenditure | 2,586        | 6.6          | 135.9      | 1,208        | 3.9          | 46.8       | 4,251        | 5.7          | 121.4      | -                      | -            | -          |
| 減価償却費<br>Depreciation                               | 739          | 1.9          | 87.3       | 480          | 1.5          | 65.0       | 1,485        | 2.0          | 86.6       | -                      | -            | -          |
| 賃借料<br>Rent   | 5,545        | 14.2         | 100.5      | 5,115        | 16.3         | 92.3       | 11,206       | 15.2         | 102.1      | -                      | -            | -          |
| その他<br>Others                                       | 4,320        | 11.1         | 110.4      | 3,242        | 10.4         | 75.0       | 8,191        | 11.1         | 104.3      | -                      | -            | -          |
| 合計<br>Total   | 19,364       | 49.6         | 106.9      | 15,547       | 49.7         | 80.3       | 37,611       | 50.9         | 104.3      | -                      | -            | -          |

※ 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

|                                       | 2019/2         |              | 2020/2         |              | 2019/8         |              | 2020/8(予想 : Forecast) |              |
|---------------------------------------|----------------|--------------|----------------|--------------|----------------|--------------|-----------------------|--------------|
|                                       |                | 構成比<br>Share |                | 構成比<br>Share |                | 構成比<br>Share |                       | 構成比<br>Share |
|                                       | m <sup>2</sup> | %            | m <sup>2</sup> | %            | m <sup>2</sup> | %            | m <sup>2</sup>        | %            |
| ショッピングセンター型<br>Shopping Center Stores | 220,622.2      | 87.2         | 212,543.0      | 88.8         | 216,082.5      | 88.7         | 207,895.8             | 89.5         |
| ロードサイド型<br>Road Side Stores           | 29,590.4       | 11.7         | 24,832.5       | 10.4         | 25,181.9       | 10.3         | 22,477.7              | 9.7          |
| 路面店型<br>Downtown Stores               | 1,415.7        | 0.6          | 1,415.7        | 0.6          | 1,415.7        | 0.6          | 1,415.7               | 0.6          |
| 国内合計<br>Sub Total                     | 251,628.4      | 99.5         | 238,791.2      | 99.8         | 242,680.2      | 99.6         | 231,789.4             | 99.8         |
| 海外<br>Overseas Stores                 | 1,239.5        | 0.5          | 533.4          | 0.2          | 920.2          | 0.4          | 533.4                 | 0.2          |
| 合計<br>Total                           | 252,868.0      | 100.0        | 239,324.7      | 100.0        | 243,600.5      | 100.0        | 232,322.8             | 100.0        |

### 出店形態別期末店舗数 Number of Stores

|                                       | 2019/2 |              | 2020/2 |              | 2019/8 |              | 2020/8(予想 : Forecast) |              |
|---------------------------------------|--------|--------------|--------|--------------|--------|--------------|-----------------------|--------------|
|                                       |        | 構成比<br>Share |        | 構成比<br>Share |        | 構成比<br>Share |                       | 構成比<br>Share |
|                                       |        | %            |        | %            |        | %            |                       | %            |
| ショッピングセンター型<br>Shopping Center Stores | 447    | 90.3         | 426    | 91.6         | 432    | 91.4         | 417                   | 92.3         |
| ロードサイド型<br>Road Side Stores           | 42     | 8.5          | 35     | 7.5          | 36     | 7.6          | 31                    | 6.9          |
| 路面店型<br>Downtown Stores               | 3      | 0.6          | 3      | 0.7          | 3      | 0.6          | 3                     | 0.6          |
| 国内合計<br>Sub Total                     | 492    | 99.4         | 464    | 99.8         | 471    | 99.6         | 451                   | 99.8         |
| 海外<br>Overseas Stores                 | 3      | 0.6          | 1      | 0.2          | 2      | 0.4          | 1                     | 0.2          |
| 合計<br>Total                           | 495    | 100.0        | 465    | 100.0        | 473    | 100.0        | 452                   | 100.0        |

業態別期末店舗数 Number of Stores

|                         | 2019/2 |              | 2020/2 |              | 2019/8 |              | 2020/8(予想 : Forecast) |              |
|-------------------------|--------|--------------|--------|--------------|--------|--------------|-----------------------|--------------|
|                         |        | 構成比<br>Share |        | 構成比<br>Share |        | 構成比<br>Share |                       | 構成比<br>Share |
|                         |        | %            |        | %            |        | %            |                       | %            |
| ライトオン<br>Right-on       | 457    | 92.3         | 443    | 95.3         | 450    | 95.2         | 430                   | 95.2         |
| ノーティードッグ<br>Naughty Dog | 30     | 6.1          | 19     | 4.1          | 19     | 4.0          | 19                    | 4.2          |
| バックナンバー<br>BACK NUMBER  | 5      | 1.0          | 2      | 0.4          | 2      | 0.4          | 2                     | 0.4          |
| 国内合計<br>Sub Total       | 492    | 99.4         | 464    | 99.8         | 471    | 99.6         | 451                   | 99.8         |
| 海外<br>Overseas Stores   | 3      | 0.6          | 1      | 0.2          | 2      | 0.4          | 1                     | -            |
| 合計<br>Total             | 495    | 100.0        | 465    | 100.0        | 473    | 100.0        | 452                   | 100.0        |

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

|                                       | 2019/2               | 2020/2               | 2019/8               | 2020/8(予想: Forecast) |
|---------------------------------------|----------------------|----------------------|----------------------|----------------------|
| ショッピングセンター型<br>Shopping Center Stores | 493.5 m <sup>2</sup> | 498.9 m <sup>2</sup> | 500.1 m <sup>2</sup> | 498.5 m <sup>2</sup> |
| ロードサイド型<br>Road Side Stores           | 704.5 m <sup>2</sup> | 709.5 m <sup>2</sup> | 699.4 m <sup>2</sup> | 725.8 m <sup>2</sup> |
| 路面店型<br>Downtown Stores               | 471.9 m <sup>2</sup> | 471.9 m <sup>2</sup> | 471.9 m <sup>2</sup> | 471.9 m <sup>2</sup> |
| 国内合計<br>Sub Total                     | 511.4 m <sup>2</sup> | 514.6 m <sup>2</sup> | 515.2 m <sup>2</sup> | 513.9 m <sup>2</sup> |
| 海外<br>Overseas Stores                 | 413.1 m <sup>2</sup> | 533.4 m <sup>2</sup> | 460.1 m <sup>2</sup> | 533.4 m <sup>2</sup> |
| 合計<br>Total                           | 510.8 m <sup>2</sup> | 514.6 m <sup>2</sup> | 515.0 m <sup>2</sup> | 513.9 m <sup>2</sup> |

### 新店状況 New Stores

|                                       | 2019/2                    |     | 2020/2                    |     | 2019/8                    |     | 2020/8(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<br>Shopping Center Stores | m <sup>2</sup><br>1,583.2 | 4   | m <sup>2</sup><br>1,903.6 | 4   | m <sup>2</sup><br>3,705.9 | 8   | m <sup>2</sup><br>3,535.9 | 8   |
| ロードサイド型<br>Road Side Stores           | -                         | -   | -                         | -   | -                         | -   | -                         | -   |
| 路面店型<br>Downtown Stores               | -                         | -   | -                         | -   | -                         | -   | -                         | -   |
| 国内合計<br>Sub Total                     | 1,583.2                   | 4   | 1,903.6                   | 4   | 3,705.9                   | 8   | 3,535.9                   | 8   |
| 海外<br>Overseas Stores                 | -                         | -   | -                         | -   | -                         | -   | -                         | -   |
| 合計<br>Total                           | 1,583.2                   | 4   | 1,903.6                   | 4   | 3,705.9                   | 8   | 3,535.9                   | 8   |
| 1店舗平均<br>Average                      | 395.8                     |     | 475.9                     |     | 463.2                     |     | 441.9                     |     |

単位当たり売上高 Sales per 1 m<sup>2</sup> & Sales per employee

|  |   | 2019/2         |              | 2020/2         |              | 2019/8         |              | 2020/8(予想 : Forecast) |              |
|--|---|----------------|--------------|----------------|--------------|----------------|--------------|-----------------------|--------------|
|  |   |                | 前 期 比<br>YOY |                | 前 期 比<br>YOY |                | 前 期 比<br>YOY |                       | 前 期 比<br>YOY |
| 売上高<br>Net Sales<br>Mil. ¥                           |   | 百万円            | %            | 百万円            | %            | 百万円            | %            | 百万円                   | %            |
|  |   | 39,043         | 98.1         | 31,276         | 80.1         | 73,960         | 96.3         | -                     | -            |
| 1 m <sup>2</sup> 当たり売上高<br>Sales per 1m <sup>2</sup> | 売場面積(平均)<br>Sales Floor space(Average)  | m <sup>2</sup> |              | m <sup>2</sup> |              | m <sup>2</sup> |              | m <sup>2</sup>        |              |
|  |   | 253,648        | 96.2         | 243,210        | 95.9         | 252,568        | 96.3         | -                     | -            |
|  | 1 m <sup>2</sup> 当たり期間売上高<br>Average sales a year per 1m <sup>2</sup><br>Thousands¥ | 千円             |              | 千円             |              | 千円             |              | 千円                    |              |
|  |   | 153            | 102.0        | 128            | 83.5         | 292            | 100.0        | -                     | -            |
| 1人当たり売上高<br>Sales per employee                       | 従業員数(平均) ※<br>Number of employees(Average)  | 人              |              | 人              |              | 人              |              | 人                     |              |
|  |   | 3,687          | 99.5         | 3,302          | 89.6         | 3,627          | 98.8         | -                     | -            |
|  | 1人当たり売上高<br>Average sales a year per employee<br>Thousands¥                         | 千円             |              | 千円             |              | 千円             |              | 千円                    |              |
|  |   | 10,589         | 98.7         | 9,472          | 89.4         | 20,391         | 97.5         | -                     | -            |

※ 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

|   | 2019/2 |              |            | 2020/2 |              |            | 2019/8 |              |            | 2020/8(予想: Forecast) |              |            |
|---|--------|--------------|------------|--------|--------------|------------|--------|--------------|------------|----------------------|--------------|------------|
|   |        | 構成比<br>Share | 前期比<br>YOY |        | 構成比<br>Share | 前期比<br>YOY |        | 構成比<br>Share | 前期比<br>YOY |                      | 構成比<br>Share | 前期比<br>YOY |
|   |        | %            | %          |        | %            | %          |        | %            | %          |                      | %            | %          |
| 正社員 (平均)<br>Full-time employees (Average)                     | 1,034  | 28.0         | 104.0      | 1,000  | 30.3         | 96.7       | 1,046  | 28.8         | 102.4      | -                    | -            | -          |
| 契約社員 (平均)<br>One-year contracted employees (Average)          | 380    | 10.3         | 87.4       | 325    | 9.8          | 85.5       | 363    | 10.0         | 85.8       | -                    | -            | -          |
| パートタイマー (平均) ※<br>Part-time employees (Average)               | 2,273  | 61.7         | 99.8       | 1,977  | 59.9         | 87.0       | 2,218  | 61.2         | 99.6       | -                    | -            | -          |
| 合計<br>Total   | 3,687  | 100.0        | 99.5       | 3,302  | 100.0        | 89.6       | 3,627  | 100.0        | 98.8       | -                    | -            | -          |
| 期末正社員<br>Full-time employees at fiscal year end               | 1,021  |              | 103.7      | 974    |              | 95.4       | 1,040  |              | 103.0      | -                    |              | -          |
| 期末契約社員<br>One-year contracted employees at<br>fiscal year end | 371    |              | 88.5       | 315    |              | 84.9       | 337    |              | 83.2       | -                    |              | -          |

※ 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

|      |           | 2019/2 | 2020/2 | 2019/8 | 2020/8(予想 : Forecast) |
|------|-----------|--------|--------|--------|-----------------------|
| 北海道  | Hokkaido  | 22     | 21     | 21     | 21                    |
| 青森県  | Aomori    | 5      | 5      | 5      | 5                     |
| 岩手県  | Iwate     | 3      | 3      | 3      | 3                     |
| 宮城県  | Miyagi    | 7      | 5      | 5      | 5                     |
| 秋田県  | Akita     | 3      | 2      | 2      | 2                     |
| 山形県  | Yamagata  | 3      | 3      | 3      | 3                     |
| 福島県  | Fukushima | 7      | 7      | 7      | 7                     |
| 茨城県  | Ibaraki   | 15     | 14     | 15     | 14                    |
| 栃木県  | Tochigi   | 11     | 10     | 11     | 10                    |
| 群馬県  | Gunma     | 8      | 6      | 7      | 6                     |
| 埼玉県  | Saitama   | 26     | 24     | 24     | 24                    |
| 千葉県  | Chiba     | 33     | 30     | 32     | 30                    |
| 東京都  | Tokyo     | 31     | 31     | 31     | 31                    |
| 神奈川県 | Kanagawa  | 23     | 23     | 23     | 23                    |
| 新潟県  | Niigata   | 6      | 6      | 6      | 6                     |
| 富山県  | Toyama    | 3      | 3      | 2      | 3                     |
| 石川県  | Ishikawa  | 5      | 5      | 5      | 5                     |
| 福井県  | Fukui     | 2      | 2      | 2      | 2                     |
| 山梨県  | Yamanashi | 4      | 4      | 4      | 4                     |
| 長野県  | Nagano    | 9      | 8      | 9      | 8                     |
| 岐阜県  | Gifu      | 13     | 12     | 12     | 12                    |
| 静岡県  | Shizuoka  | 13     | 13     | 12     | 13                    |
| 愛知県  | Aichi     | 37     | 37     | 38     | 37                    |
| 三重県  | Mie       | 9      | 8      | 8      | 8                     |

|      |               | 2019/2 | 2020/2 | 2019/8 | 2020/8(予想 : Forecast) |
|------|---------------|--------|--------|--------|-----------------------|
| 滋賀県  | Shiga         | 11     | 10     | 10     | 10                    |
| 京都府  | Kyoto         | 9      | 9      | 9      | 9                     |
| 大阪府  | Osaka         | 22     | 22     | 22     | 22                    |
| 兵庫県  | Hyogo         | 23     | 21     | 22     | 21                    |
| 奈良県  | Nara          | 8      | 6      | 6      | 6                     |
| 和歌山県 | Wakayama      | 6      | 5      | 5      | 5                     |
| 鳥取県  | Tottori       | 2      | 2      | 2      | 2                     |
| 島根県  | Shimane       | 3      | 3      | 3      | 3                     |
| 岡山県  | Okayama       | 7      | 6      | 6      | 6                     |
| 広島県  | Hiroshima     | 13     | 13     | 13     | 13                    |
| 山口県  | Yamaguchi     | 7      | 7      | 6      | 7                     |
| 徳島県  | Tokushima     | 3      | 3      | 3      | 3                     |
| 香川県  | Kagawa        | 6      | 7      | 7      | 7                     |
| 愛媛県  | Ehime         | 9      | 7      | 7      | 7                     |
| 高知県  | Kouchi        | 2      | 2      | 2      | 2                     |
| 福岡県  | Fukuoka       | 27     | 25     | 26     | 25                    |
| 佐賀県  | Saga          | 3      | 3      | 3      | 3                     |
| 長崎県  | Nagasaki      | 4      | 4      | 4      | 4                     |
| 熊本県  | Kumamoto      | 5      | 4      | 5      | 4                     |
| 大分県  | Oita          | 7      | 6      | 6      | 6                     |
| 宮崎県  | Miyazaki      | 4      | 4      | 4      | 4                     |
| 鹿児島県 | Kagoshima     | 4      | 4      | 4      | 4                     |
| 沖縄県  | Okinawa       | 9      | 9      | 9      | 9                     |
| 海外   | Overseas      | 3      | 1      | 2      | 1                     |
| 新店   | Opening Store |        |        |        | 4                     |
| 退店   | Closing Store |        |        |        | 17                    |
| 合計   | Total         | 495    | 465    | 473    | 452                   |

## 主要財務指標 Major Financial Highlight

|   | 2019/2               | 2020/2               | 2019/8               | 2020/8 (予想 : Forecast) |
|---|----------------------|----------------------|----------------------|------------------------|
| 総資産額<br>Total Assets                        | 56,187 百万円<br>Mil. ¥ | 45,129 百万円<br>Mil. ¥ | 46,606 百万円<br>Mil. ¥ | - 百万円<br>Mil. ¥        |
| 総資産利益率<br>Return on total assets            | △ 0.7 %              | 0.3 %                | △ 4.2 %              | - %                    |
| 純資産<br>Net assets                           | 27,321 百万円<br>Mil. ¥ | 22,126 百万円<br>Mil. ¥ | 22,640 百万円<br>Mil. ¥ | - 百万円<br>Mil. ¥        |
| 自己資本比率<br>Equity ratio                      | 48.5 %               | 48.8 %               | 48.4 %               | - %                    |
| 自己資本当期純利益率<br>Return on equity              | △ 6.4 %              | △ 2.2 %              | △ 23.7 %             | - %                    |
| 発行済株式総数<br>Number of shares of common stock | 29,631,500 株         | 29,631,500 株         | 29,631,500 株         | - 株                    |
| 1株当たり純資産<br>Book value per share            | 987.37 円<br>¥        | 799.02 円<br>¥        | 817.53 円<br>¥        | - 円<br>¥               |
| 1株当たり四半期／当期純利益<br>Earnings per share (¥) ※  | △ 64.12 円<br>¥       | △ 17.53 円<br>¥       | △ 222.84 円<br>¥      | - 円<br>¥               |
| 1株当たり配当金<br>Dividends per share             | 10.00 円<br>¥         | 0.00 円<br>¥          | 10.00 円<br>¥         | - 円<br>¥               |
| 配当性向<br>Payout ratio                        | - %                  | 0.0 %                | - %                  | - %                    |

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

## 借入金の状況 Interest-bearing Debts

|  | 2019/2  |              | 2020/2  |              | 2019/8  |              | 2020/8 (予想 : Forecast) |              |
|--|---------|--------------|---------|--------------|---------|--------------|------------------------|--------------|
|  |         | 前 期 比<br>YOY |         | 前 期 比<br>YOY |         | 前 期 比<br>YOY |                        | 前 期 比<br>YOY |
|  | Mill. ¥ | %            | Mill. ¥ | %            | Mill. ¥ | %            | Mill. ¥                | %            |
| 1年以内返済予定の長期借入金<br>Current Portion of Long-term Debts | 3,590   | 108.1        | 3,140   | 87.5         | 3,290   | 85.7         | 3,020                  | 91.8         |
| 長期借入金<br>Long-term Debts                             | 6,960   | 84.8         | 3,820   | 54.9         | 5,340   | 61.9         | 2,320                  | 43.4         |
| 合計<br>Total  | 10,550  | 91.5         | 6,960   | 66.0         | 8,630   | 69.2         | 5,340                  | 61.9         |

## 個別売上高前年同月比 Monthly YOY Change in Sales

2018/8

(%)

|                     | 17/9 | 17/10 | 17/11 | 17/12 | 18/1 | 18/2 | First<br>half | 18/3 | 18/4  | 18/5 | 18/6 | 18/7 | 18/8  | Second<br>half | Full<br>-term |
|---------------------|------|-------|-------|-------|------|------|---------------|------|-------|------|------|------|-------|----------------|---------------|
| 全 店 Total Stores    | 91.4 | 89.5  | 83.3  | 101.6 | 95.9 | 95.4 | 92.9          | 98.8 | 105.9 | 96.4 | 97.7 | 96.9 | 97.9  | 99.0           | 95.7          |
| 既存店 Existing Stores | 89.0 | 86.3  | 81.1  | 100.0 | 93.9 | 92.4 | 90.6          | 95.7 | 105.4 | 98.1 | 99.0 | 98.1 | 101.1 | 99.8           | 94.8          |

2019/8

(%)

|                     | 18/9  | 18/10 | 18/11 | 18/12 | 19/1  | 19/2 | First<br>half | 19/3 | 19/4 | 19/5  | 19/6 | 19/7 | 19/8 | Second<br>half | Full<br>-term |
|---------------------|-------|-------|-------|-------|-------|------|---------------|------|------|-------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 107.0 | 101.0 | 90.9  | 96.4  | 101.0 | 92.9 | 97.9          | 94.6 | 87.8 | 98.3  | 91.4 | 90.6 | 87.9 | 91.7           | 94.8          |
| 既存店 Existing Stores | 107.1 | 102.6 | 92.6  | 98.5  | 103.6 | 96.8 | 99.9          | 99.1 | 91.6 | 101.7 | 95.2 | 94.1 | 89.6 | 95.0           | 97.6          |

2020/8

(%)

|                     | 19/9 | 19/10 | 19/11 | 19/12 | 20/1 | 20/2 | First<br>half | 20/3 | 20/4 | 20/5 | 20/6 | 20/7 | 20/8 | Second<br>half | Full<br>-term |
|---------------------|------|-------|-------|-------|------|------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 75.6 | 79.5  | 81.9  | 77.3  | 83.8 | 89.1 | 80.5          | 59.9 |      |      |      |      |      |                |               |
| 既存店 Existing Stores | 78.6 | 82.7  | 85.4  | 79.9  | 88.1 | 90.0 | 83.5          | 60.9 |      |      |      |      |      |                |               |

個別売上点数前年同月比 Monthly YOY Change in Total Units of Sales

2018/8

(%)

|                     | 17/9 | 17/10 | 17/11 | 17/12 | 18/1 | 18/2 | First<br>half | 18/3 | 18/4 | 18/5 | 18/6 | 18/7 | 18/8 | Second<br>half | Full<br>-term |
|---------------------|------|-------|-------|-------|------|------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 89.4 | 80.4  | 77.1  | 96.4  | 86.0 | 88.3 | 85.9          | 75.6 | 91.7 | 86.3 | 87.9 | 90.0 | 69.3 | 83.2           | 84.5          |
| 既存店 Existing Stores | 86.9 | 77.9  | 75.4  | 95.3  | 84.1 | 86.3 | 83.9          | 73.9 | 92.1 | 87.8 | 88.9 | 91.4 | 71.8 | 84.4           | 84.2          |

2019/8

(%)

|                     | 18/9 | 18/10 | 18/11 | 18/12 | 19/1  | 19/2  | First<br>half | 19/3 | 19/4 | 19/5 | 19/6 | 19/7 | 19/8 | Second<br>half | Full<br>-term |
|---------------------|------|-------|-------|-------|-------|-------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 86.3 | 89.3  | 80.5  | 94.2  | 99.0  | 96.9  | 91.4          | 87.7 | 81.4 | 91.9 | 85.1 | 89.4 | 89.8 | 87.7           | 89.5          |
| 既存店 Existing Stores | 87.6 | 90.7  | 82.4  | 96.3  | 102.1 | 101.3 | 93.7          | 92.2 | 85.7 | 95.0 | 89.6 | 93.4 | 91.6 | 91.2           | 92.4          |

2020/8

(%)

|                     | 19/9 | 19/10 | 19/11 | 19/12 | 20/1 | 20/2 | First<br>half | 20/3 | 20/4 | 20/5 | 20/6 | 20/7 | 20/8 | Second<br>half | Full<br>-term |
|---------------------|------|-------|-------|-------|------|------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 64.4 | 68.7  | 71.8  | 72.1  | 74.7 | 95.1 | 72.8          | 63.0 |      |      |      |      |      |                |               |
| 既存店 Existing Stores | 68.3 | 72.9  | 75.6  | 75.2  | 80.8 | 97.0 | 76.8          | 64.2 |      |      |      |      |      |                |               |

個別客数前年同月比 Monthly YOY Change in Number of Customers

2018/8

(%)

|                     | 17/9 | 17/10 | 17/11 | 17/12 | 18/1 | 18/2 | First<br>half | 18/3 | 18/4  | 18/5 | 18/6 | 18/7 | 18/8 | Second<br>half | Full<br>-term |
|---------------------|------|-------|-------|-------|------|------|---------------|------|-------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 91.6 | 85.6  | 77.8  | 102.3 | 92.4 | 92.6 | 90.4          | 86.5 | 104.3 | 95.8 | 99.4 | 96.4 | 82.5 | 93.9           | 92.1          |
| 既存店 Existing Stores | 89.0 | 82.7  | 75.7  | 100.6 | 90.0 | 90.3 | 88.0          | 83.6 | 103.3 | 97.1 | 99.9 | 97.1 | 84.7 | 94.3           | 91.1          |

2019/8

(%)

|                     | 18/9 | 18/10 | 18/11 | 18/12 | 19/1  | 19/2  | First<br>half | 19/3 | 19/4 | 19/5 | 19/6 | 19/7 | 19/8 | Second<br>half | Full<br>-term |
|---------------------|------|-------|-------|-------|-------|-------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 95.5 | 101.5 | 88.0  | 97.1  | 104.2 | 101.8 | 98.2          | 90.9 | 82.1 | 90.4 | 84.6 | 85.5 | 87.5 | 86.6           | 92.3          |
| 既存店 Existing Stores | 96.0 | 103.2 | 89.7  | 98.8  | 106.9 | 106.8 | 100.3         | 97.7 | 88.3 | 95.7 | 91.3 | 91.5 | 91.3 | 92.2           | 96.3          |

2020/8

(%)

|                     | 19/9 | 19/10 | 19/11 | 19/12 | 20/1 | 20/2 | First<br>half | 20/3 | 20/4 | 20/5 | 20/6 | 20/7 | 20/8 | Second<br>half | Full<br>-term |
|---------------------|------|-------|-------|-------|------|------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 63.5 | 62.2  | 68.9  | 66.9  | 69.3 | 86.9 | 68.2          | 63.6 |      |      |      |      |      |                |               |
| 既存店 Existing Stores | 68.1 | 67.0  | 73.7  | 70.4  | 75.2 | 88.8 | 72.7          | 64.7 |      |      |      |      |      |                |               |

個別売上客単価前年同月比 Monthly YOY Change in Sales per Customers

2018/8

(%)

|                     | 17/9  | 17/10 | 17/11 | 17/12 | 18/1  | 18/2  | First<br>half | 18/3  | 18/4  | 18/5  | 18/6 | 18/7  | 18/8  | Second<br>half | Full<br>-term |
|---------------------|-------|-------|-------|-------|-------|-------|---------------|-------|-------|-------|------|-------|-------|----------------|---------------|
| 全 店 Total Stores    | 99.8  | 104.5 | 107.1 | 99.3  | 103.8 | 103.0 | 102.8         | 114.3 | 101.6 | 106.0 | 98.3 | 100.5 | 118.7 | 105.4          | 103.9         |
| 既存店 Existing Stores | 100.0 | 104.3 | 107.2 | 99.4  | 104.3 | 102.4 | 102.9         | 114.4 | 102.1 | 101.1 | 99.0 | 101.1 | 119.4 | 105.0          | 104.1         |

2019/8

(%)

|                     | 18/9  | 18/10 | 18/11 | 18/12 | 19/1 | 19/2 | First<br>half | 19/3  | 19/4  | 19/5  | 19/6  | 19/7  | 19/8  | Second<br>half | Full<br>-term |
|---------------------|-------|-------|-------|-------|------|------|---------------|-------|-------|-------|-------|-------|-------|----------------|---------------|
| 全 店 Total Stores    | 112.1 | 99.6  | 103.3 | 99.3  | 96.9 | 91.3 | 99.6          | 104.1 | 107.0 | 108.7 | 107.9 | 106.0 | 100.4 | 105.8          | 102.8         |
| 既存店 Existing Stores | 111.5 | 99.5  | 103.2 | 99.6  | 96.9 | 90.6 | 99.6          | 101.5 | 103.8 | 106.3 | 104.3 | 102.8 | 98.1  | 103.0          | 101.3         |

2020/8

(%)

|                     | 19/9  | 19/10 | 19/11 | 19/12 | 20/1  | 20/2  | First<br>half | 20/3 | 20/4 | 20/5 | 20/6 | 20/7 | 20/8 | Second<br>half | Full<br>-term |
|---------------------|-------|-------|-------|-------|-------|-------|---------------|------|------|------|------|------|------|----------------|---------------|
| 全 店 Total Stores    | 119.2 | 127.9 | 118.9 | 115.5 | 121.0 | 102.6 | 118.0         | 94.2 |      |      |      |      |      |                |               |
| 既存店 Existing Stores | 115.4 | 123.5 | 115.9 | 113.4 | 117.2 | 101.4 | 114.9         | 94.2 |      |      |      |      |      |                |               |