

2016年2月期第1四半期(2015年3月～5月)決算発表資料

Summary of Selected Financial Data

The First Quarter of FYE February 29, 2016(March-May 2015)

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2, July 2015

株式会社ファミリーマート

FamilyMart Co.,Ltd.

Note: Prepared in accordance with the financial accounting standards in Japan

—注意事項—

本資料の記述には、当社の将来の業績等に関する見通しが含まれていますが、これらは現在入手可能な情報から得られた当社経営陣の判断に基づいています。実際の業績等は、経済の動向、当社を取り巻く事業環境等の様々な要因により、これらの見通しとは大きく異なる結果となりうることをご承知おきください。

—Disclaimer—

This report contains forward-looking statements, including the Company's strategies, future business plans, and projections. Such forward-looking statements are not based on historical facts, and involve known and unknown risks and uncertainties that relate to, but are not necessarily confined to, such areas as economic trends and consumer preferences in Japan and abrupt changes in the market environment. Accordingly, the actual business performance of the Company may substantially differ from the forward-looking statements in this report.

1. 連結決算の概要 Consolidated Statements of Income

(単位：百万円 millions of yen)

| | 12年2月期 第1四半期 1st Q of FYE2/2012 | 13年2月期 第1四半期 1st Q of FYE2/2013 | 14年2月期 第1四半期 1st Q of FYE2/2014 | 15年2月期 第1四半期 1st Q of FYE2/2015 | 16年2月期 第1四半期 1st Q of FYE2/2016 | 16年2月期 (計画) FYE2/2016 (est.) |
|----------------------------------|--|--|--|--|--|---------------------------------------|
| 営業総収入 Gross operating revenue | 78,775 | 81,877 | 82,328 | 88,664 | 99,199 | 411,800 |
| 営業利益 Operating income | 9,139 | 10,926 | 10,169 | 9,020 | 11,122 | 46,900 |
| 経常利益 Ordinary income | 9,343 | 11,090 | 10,939 | 9,590 | 11,501 | 48,700 |
| 四半期純利益 Net income | △1,223 | 4,844 | 5,534 | 14,016 | 3,398 | 21,000 |

・連結損益計算書

| | 15年2月期 第1四半期 1st Q of FYE2/2015 | 16年2月期 第1四半期 1st Q of FYE2/2016 | 増減 Increase |
|---|--|--|----------------|
| 加盟店からの収入 Income from franchised stores | 56,181 | 61,223 | 5,042 |
| その他 Other operating revenue | 8,984 | 8,397 | △ 587 |
| 売上高 Net sales | 23,497 | 29,578 | 6,080 |
| 営業総収入 Gross operating revenue | 88,664 | 99,199 | 10,534 |
| 売上原価 Cost of sales | 15,663 | 19,859 | 4,196 |
| 売上総利益 Gross profit | 7,834 | 9,718 | 1,883 |
| 営業総利益 Operating gross profit | 73,001 | 79,339 | 6,338 |
| 販売費及び一般管理費 Selling, general and administrative expenses | 63,980 | 68,217 | 4,236 |
| 営業利益 Operating income | 9,020 | 11,122 | 2,101 |
| 営業外収益 Non-operating income | 901 | 1,205 | 304 |
| 営業外費用 Non-operating expenses | 331 | 826 | 495 |
| 経常利益 Ordinary income | 9,590 | 11,501 | 1,910 |
| 特別利益 Extraordinary income | 15,380 | 43 | △ 15,336 |
| 特別損失 Extraordinary loss | 2,306 | 3,536 | 1,230 |
| 税金等調整前四半期純利益 Income before income taxes and minority interests | 22,664 | 8,008 | △ 14,656 |
| 法人税、住民税及び事業税 Income taxes - current | 12,755 | 3,670 | △ 9,084 |
| 法人税等調整額 Income taxes - deferred | △ 4,484 | 599 | 5,083 |
| 少数株主損益調整前四半期純利益 Income before minority interests | 14,393 | 3,738 | △ 10,655 |
| 少数株主利益 Minority interests in net income | 376 | 340 | △ 36 |
| 四半期純利益 Net income | 14,016 | 3,398 | △ 10,618 |

2. 単体決算の概要 Non-Consolidated Statements of Income

(単位：百万円 millions of yen)

| | 12年2月期 第1四半期 1st Q of FYE2/2012 | 13年2月期 第1四半期 1st Q of FYE2/2013 | 14年2月期 第1四半期 1st Q of FYE2/2014 | 15年2月期 第1四半期 1st Q of FYE2/2015 | 16年2月期 第1四半期 1st Q of FYE2/2016 | 16年2月期 (計画) FYE2/2016 (est.) |
|---|--|--|--|--|--|---------------------------------------|
| チェーン全店売上高 Total net sales of FamilyMart stores | 364,364 | 389,660 | 414,041 | 452,577 | 488,724 | 1,990,500 |
| 営業総収入 Gross operating revenue | 66,000 | 66,566 | 69,299 | 73,709 | 79,540 | 317,300 |
| 営業利益 Operating income | 8,345 | 10,070 | 9,400 | 8,140 | 10,404 | 39,300 |
| 経常利益 Ordinary income | 8,847 | 10,380 | 10,393 | 8,845 | 11,154 | 42,000 |
| 四半期純利益 Net income | △687 | 4,633 | 5,599 | 18,004 | 3,725 | 18,100 |

・単体損益計算書

| | 15年2月期 第1四半期 1st Q of FYE2/2015 | 16年2月期 第1四半期 1st Q of FYE2/2016 | 増減 Increase |
|--|--|--|----------------|
| 加盟店からの収入 Income from franchised stores | 51,308 | 55,610 | 4,301 |
| その他 Other operating revenue | 6,112 | 6,050 | △ 62 |
| 売上高 Net sales | 16,287 | 17,879 | 1,592 |
| 営業総収入 Gross operating revenue | 73,709 | 79,540 | 5,830 |
| 売上原価 Cost of sales | 11,588 | 12,810 | 1,221 |
| 売上総利益 Gross profit | 4,698 | 5,069 | 370 |
| 営業総利益 Operating gross profit | 62,120 | 66,729 | 4,609 |
| 販売費及び一般管理費 Selling, general and administrative expenses | 53,980 | 56,325 | 2,345 |
| 営業利益 Operating income | 8,140 | 10,404 | 2,264 |
| 営業外収益 Non-operating income | 1,000 | 1,149 | 149 |
| 営業外費用 Non-operating expenses | 295 | 399 | 104 |
| 経常利益 Ordinary income | 8,845 | 11,154 | 2,308 |
| 特別利益 Extraordinary income | 23,049 | 34 | △ 23,014 |
| 特別損失 Extraordinary loss | 2,748 | 3,765 | 1,016 |
| 税引前四半期純利益 Income before income taxes | 29,145 | 7,423 | △ 21,722 |
| 法人税、住民税及び事業税 Income taxes-current | 12,353 | 3,292 | △ 9,060 |
| 法人税等調整額 Income taxes-deferred | △ 1,211 | 405 | 1,616 |
| 四半期純利益 Net income | 18,004 | 3,725 | △ 14,278 |

3. 店舗の状況 Store Network

15年5月末時点 as of May 31, 2015

| FamilyMart stores | | | | | | | Area franchising stores | | Hokkaido | | | | | | |
|-------------------|----------|-------|----------|---------|-----------|-------------|-------------------------|-----------|----------|--------|-----------|--------------|---------------|----------|-----------|
| Taiwan | Thailand | China | U. S. A. | Vietnam | Indonesia | Philippines | | | 59 | | | | | | |
| 2,960 | 1,187 | 1,352 | 8 | 69 | 23 | 101 | | | | | | | | | |
| | | | | | | | Ishikawa | | | Aomori | Iwate | | | | |
| | | | | | | | 96 | | | 62 | 108 | | | | |
| | | | | | | | Yamaguchi | Shimane | Tottori | Kyoto | Fukuoka | Akita | Miyagi | | |
| | | | | | | | 89 | 63 | 65 | 245 | 106 | 79 | 252 | | |
| | | | | | | | | Hiroshima | Okayama | Hyogo | Shiga | Toyama | Niigata | Yamagata | Fukushima |
| | | | | | | | | 220 | 130 | 413 | 114 | 92 | 83 | 110 | 152 |
| | | | | | | | Ehime | Kagawa | Osaka | Gifu | Nagano | Gunma | Tochigi | Ibaraki | |
| | | | | | | | 125 | 112 | 1,085 | 108 | 139 | 107 | 167 | 244 | |
| | | | | | | | Kochi | Tokushima | Nara | Aichi | Yamanashi | Saitama | Tokyo | | |
| | | | | | | | 53 | 71 | 99 | 560 | 91 | 598 | 1,964 | | |
| | | | | | | | Nagasaki | Fukuoka | Wakayama | Mie | Shizuoka | Kanagawa | Chiba | | |
| | | | | | | | 145 | 377 | 91 | 175 | 253 | 765 | 533 | | |
| | | | | | | | Saga | Oita | | | | | | | |
| | | | | | | | 70 | 66 | | | | | | | |
| | | | | | | | 6 | 22 | | | | | | | |
| | | | | | | | Kumamoto | Miyazaki | | | | | | | |
| | | | | | | | 118 | 101 | | | | | | | |
| | | | | | | | 24 | 237 | | | | | | | |
| | | | | | | | Okinawa | Kagoshima | | | | | | | |
| | | | | | | | 253 | 237 | | | | | | | |
| | | | | | | | | | | | | Total | 17,099 | | |

① 店舗数の推移 Number of Stores

| | 15年2月期 第1四半期 1st Q of FYE2/2015 | | 16年2月期 第1四半期 1st Q of FYE2/2016 | | 16年2月期(計画) FYE2/2016 (est.) | |
|---|------------------------------------|--------------------------------|------------------------------------|--------------------------------|--------------------------------|--------------------------------|
| | 店舗数 Number of stores | 前期末差 Changes for Feb 28, 14 | 店舗数 Number of stores | 前期末差 Changes for Feb 28, 15 | 店舗数 Number of stores | 前期末差 Changes for Feb 28, 15 |
| 直営店 Company-owned stores | 411 | 25 | 440 | 24 | 369 | △47 |
| 1FC Type1 | 6,142 | 71 | 6,366 | 6 | | |
| 2FC Type2 | 3,372 | 49 | 3,789 | 51 | | |
| 加盟店 Franchised stores | 9,514 | 120 | 10,155 | 57 | 10,725 | 627 |
| 国内プロパー計(単体) FamilyMart stores(non-consolidated) | 9,925 | 145 | 10,595 | 81 | 11,094 | 580 |
| 沖縄FM Okinawa FamilyMart | 237 | 5 | 253 | 2 | | |
| 南九州FM Minami Kyushu FamilyMart | 332 | △1 | 338 | 1 | | |
| 北海道FM Hokkaido FamilyMart | 71 | 3 | 59 | △16 | | |
| JR九州リテール JR KYUSHU RETAIL | 138 | 4 | 154 | 3 | | |
| 国内AFC計 Domestic area franchising stores | 778 | 11 | 804 | △10 | 836 | 22 |
| 国内計 Domestic chain stores | 10,703 | 156 | 11,399 | 71 | 11,930 | 602 |
| 台湾 (Taiwan) | 2,908 | 11 | 2,960 | 8 | 2,994 | 42 |
| 韓国 (South Korea) | - | △7,925 | - | - | - | - |
| タイ (Thailand) | 1,096 | 26 | 1,187 | △6 | 1,300 | 107 |
| 上海 (Shanghai) | 818 | 26 | 903 | 10 | 998 | 105 |
| 広州 (Guangzhou) | 148 | 6 | 168 | 7 | 180 | 19 |
| 蘇州 (Suzhou) | 103 | 10 | 109 | 3 | 122 | 16 |
| 杭州 (Hangzhou) | 44 | 10 | 59 | 4 | 80 | 25 |
| 成都 (Chengdu) | 27 | 1 | 38 | 2 | 51 | 15 |
| 深圳 (Shenzhen) | 9 | 3 | 26 | 4 | 39 | 17 |
| 無錫 (Wuxi) | 5 | 3 | 32 | 7 | 47 | 22 |
| 北京 (Beijing) | - | - | 12 | 7 | 21 | 16 |
| 東莞 (Dongguan) | - | - | 5 | 2 | 12 | 9 |
| 中国小計(China Sub-total) | 1,154 | 59 | 1,352 | 46 | 1,550 | 244 |
| 米国 (U. S. A) | 9 | - | 8 | - | 8 | - |
| ベトナム (Vietnam) | 40 | 12 | 69 | △2 | 110 | 39 |
| インドネシア (Indonesia) | 14 | 2 | 23 | 2 | 35 | 14 |
| フィリピン(Philippines) | 45 | 6 | 101 | 10 | 165 | 74 |
| 海外AFC計 Overseas area franchising stores | 5,266 | △7,809 | 5,700 | 58 | 6,162 | 520 |
| 国内・海外AFC計 Total area franchising stores | 6,044 | △7,798 | 6,504 | 48 | 6,998 | 542 |
| FMチェーン計 Total chain stores | 15,969 | △7,653 | 17,099 | 129 | 18,092 | 1,122 |

※ 15年5月末において、鉄道事業者13社との取り組みにより、国内計で475店を展開しております。(国内AFC含む)

※ Total of railway station stores as of May-15 is 475 stores in 13 railway organizations of Domestic. (incl. domestic area franchising stores)

② 出店・閉店数の推移 Number of Store Opening and Closure

| | 15年2月期 第1四半期 1st Q of FYE2/2015 | | | 16年2月期 第1四半期 1st Q of FYE2/2016 | | | 16年2月期(計画) FYE2/2016 (est.) | | |
|---|------------------------------------|---------------|--------------------|------------------------------------|---------------|--------------------|--------------------------------|---------------|--------------------|
| | 出店 Opening | 閉店 Closure | 純増 Net Increase | 出店 Opening | 閉店 Closure | 純増 Net Increase | 出店 Opening | 閉店 Closure | 純増 Net Increase |
| 国内計(国内AFC含む) Domestic chain stores (incl. domestic area franchising stores) | 212 | 56 | 156 | 181 | 110 | 71 | 1,000 | 398 | 602 |
| うち国内プロパー(単体) FamilyMart (non-consolidated) | 195 | 50 | 145 | 163 | 82 | 81 | 930 | 350 | 580 |

4. 商品分類別売上高の推移 Breakdown of Sales by Merchandise Category

(単位:百万円 millions of yen)

| | 14年2月期 第1四半期 1st Q of FYE2/2014 | | | 15年2月期 第1四半期 1st Q of FYE2/2015 | | | 16年2月期 第1四半期 1st Q of FYE2/2016 | | |
|--------------------------------------|------------------------------------|--------------|--------------|------------------------------------|--------------|--------------|------------------------------------|--------------|--------------|
| | | 前年同期比 YoY | 構成比 Share | | 前年同期比 YoY | 構成比 Share | | 前年同期比 YoY | 構成比 Share |
| ファスト・フード Fast food | 16,113 | 124.1% | 3.9% | 22,356 | 138.3% | 4.9% | 26,022 | 116.4% | 5.3% |
| 日配食品 Daily food | 116,079 | 104.8% | 28.0% | 128,610 | 110.7% | 28.4% | 137,075 | 106.6% | 28.1% |
| 加工食品 Processed food | 106,894 | 104.6% | 25.8% | 114,934 | 107.5% | 25.4% | 124,666 | 108.5% | 25.5% |
| 酒(免許品) Liquor (License goods) | 17,556 | 105.6% | 4.2% | 19,138 | 108.9% | 4.2% | 21,266 | 111.1% | 4.4% |
| 食品小計 Food sub-total | 239,087 | 105.8% | 57.8% | 265,901 | 111.1% | 58.7% | 287,765 | 108.2% | 58.9% |
| 非食品 Non-food items | 134,727 | 102.9% | 32.5% | 141,503 | 105.3% | 31.3% | 148,532 | 105.0% | 30.4% |
| 煙草(免許品) Cigarette (License goods) | 106,904 | 104.1% | 25.8% | 112,400 | 105.4% | 24.8% | 119,003 | 105.9% | 24.4% |
| サービス Services | 8,238 | 99.4% | 2.0% | 8,484 | 102.7% | 1.9% | 8,187 | 96.5% | 1.7% |
| EC Electronic Commerce | 31,929 | 130.4% | 7.7% | 36,620 | 114.3% | 8.1% | 44,168 | 120.6% | 9.0% |
| 合計 Total net sales of FM stores | 413,980 | 106.3% | 100.0% | 452,509 | 109.3% | 100.0% | 488,653 | 108.0% | 100.0% |

※ 上記には、ASDを含んでおりません。

※ The figures above do not reflect the performance results of ASD machines.

(注) 商品分類の主な内訳は下記の通りです。

| | |
|-----------|---|
| ファスト・フード: | 店頭で調理・販売するフライドチキン、中華まん、おでん、フライドポテト、カウンターコーヒー等 |
| 日配食品: | 米飯、調理麺、調理パン、惣菜、乳製品、デザート等 |
| 加工食品: | 飲料、酒、カップ麺、菓子、調味料等 |
| 非食品: | 雑誌、ゲーム、雑貨、煙草等 |
| サービス: | コピー、宅急便等 |
| EC: | チケット、プリペイドカード、Famiポートによる売上 |

Note: The main description of each merchandise category as follows:

| | |
|-----------------|---|
| Fast food: | Fried chickens, steamed meat buns, <i>oden</i> , french fries and counter coffee etc. made and sold over the counter. |
| Daily food: | Lunch boxes, noodles, sandwiches, delicatessen, desserts etc. |
| Processed food: | Beverages, liquor, instant noodles, confectionery, seasonings etc. |
| Non-food items: | Magazines, daily goods, cigarette etc. |
| Services: | Copy service, express service etc. |
| EC: | Ticket, pre-paid card, sales by Famiport (multimedia terminals). |

5. 差益率の推移 Gross Profit Ratio

| | 14年2月期 第1四半期 1st Q of FYE2/2014 | | 15年2月期 第1四半期 1st Q of FYE2/2015 | | 16年2月期 第1四半期 1st Q of FYE2/2016 | | 16年2月期(計画) FYE2/2016 (est.) | |
|--------------------------------------|------------------------------------|--------------|------------------------------------|--------------|------------------------------------|--------------|--------------------------------|------------|
| | | 前年同期差 YoY | | 前年同期差 YoY | | 前年同期差 YoY | | 前期差 YoY |
| ファスト・フード Fast food | 53.69% | 0.60% | 42.98% | △10.71% | 45.92% | 2.94% | | |
| 日配食品 Daily food | 36.09% | △0.26% | 36.47% | 0.38% | 36.08% | △0.39% | | |
| 加工食品 Processed food | 37.56% | △0.05% | 38.15% | 0.59% | 38.12% | △0.03% | | |
| 酒(免許品) Liquor (License goods) | 24.90% | △0.21% | 24.78% | △0.12% | 24.65% | △0.13% | | |
| 食品小計 Food sub-total | 37.94% | 0.05% | 37.74% | △0.20% | 37.86% | 0.12% | | |
| 非食品 Non-food items | 15.51% | △0.01% | 15.84% | 0.33% | 15.71% | △0.13% | | |
| 煙草(免許品) Cigarette (License goods) | 10.49% | - | 10.74% | 0.25% | 10.79% | 0.05% | | |
| サービス Services | 9.87% | 0.31% | 10.14% | 0.27% | 9.43% | △0.71% | | |
| EC Electronic Commerce | 3.95% | 0.62% | 4.63% | 0.68% | 5.33% | 0.70% | | |
| 合計 Total | 27.48% | △0.13% | 27.71% | 0.23% | 27.72% | 0.01% | 28.10% | 0.30% |

※ 上記には、TOMONY 及び ASDを含んでおりません。

※ The figures above do not reflect the performance results of the TOMONY and ASD machines.

※ 15年2月期より、ファスト・フード包材の仕入計上方法を変更しております。尚、差益率合計への影響はございません。

※ From fiscal 2014, FamilyMart has changed its accounting method for the procurement of fast food packing materials. This change does not affect the gross profit ratio.

6. 営業実績の推移 Business Performance

(per store)

| | | 14年2月期 第1四半期 1st Q of FYE2/2014 | | 15年2月期 第1四半期 1st Q of FYE2/2015 | | 16年2月期 第1四半期 1st Q of FYE2/2016 | | 16年2月期(計画) FYE2/2016 (est.) | |
|--|------------------------|------------------------------------|--------------|------------------------------------|--------------|------------------------------------|--------------|--------------------------------|-------------|
| | | | 前年同期差 YoY | | 前年同期差 YoY | | 前年同期差 YoY | | 前期末差 YoY |
| 日商(千円) Average daily sales (thousands of yen) | 全店 Total stores | 516 | △7 | 504 | △12 | 507 | 3 | 512 | 4 |
| | 既存店 Existing stores | 526 | △1 | 517 | △9 | 515 | △2 | 513 | 1 |
| | 新店 New stores | 450 | △10 | 487 | 37 | 506 | 19 | 480 | 56 |
| 客数(人) Number of customers | 全店 Total stores | 930 | △19 | 913 | △17 | 911 | △2 | 916 | 2 |
| | 既存店 Existing stores | 949 | 1 | 933 | △16 | 926 | △7 | 921 | - |
| | 新店 New stores | 450 | △10 | 487 | 37 | 506 | 19 | 480 | 56 |
| 客単価(円) Spend per customer (yen) | 全店 Total stores | 554 | 3 | 553 | △1 | 557 | 4 | 559 | 3 |
| | 既存店 Existing stores | 554 | △2 | 554 | - | 556 | 2 | 557 | 1 |
| | 新店 New stores | 450 | △10 | 487 | 37 | 506 | 19 | 480 | 56 |
| 既存店日商伸び率(%) Growth rate of average daily sales of existing stores | | 99.5 | | 99.4 | | 101.2 | | 100.5 | |

※ 上記には、TOMONY を含んでおりません。

※ The figures above do not reflect the performance results of the TOMONY.

7. 営業時間 Business Hours

| | 14年2月期 第1四半期 1st Q of FYE2/2014 | | | 15年2月期 第1四半期 1st Q of FYE2/2015 | | | 16年2月期 第1四半期 1st Q of FYE2/2016 | | |
|--------------------------|------------------------------------|--------------|-----------------------------------|------------------------------------|--------------|-----------------------------------|------------------------------------|--------------|-----------------------------------|
| | 店舗数 Number of stores | 構成比 Share | 前期末差 Changes for Feb 28, 13 | 店舗数 Number of stores | 構成比 Share | 前期末差 Changes for Feb 28, 14 | 店舗数 Number of stores | 構成比 Share | 前期末差 Changes for Feb 28, 15 |
| 24時間営業 24 hours a day | 8,387 | 94.6% | 94 | 9,331 | 94.0% | 118 | 9,949 | 93.9% | 55 |
| その他 Others | 482 | 5.4% | 3 | 594 | 6.0% | 27 | 646 | 6.1% | 26 |
| 計 Total | 8,869 | 100.0% | 97 | 9,925 | 100.0% | 145 | 10,595 | 100.0% | 81 |

8. 免許品(酒・煙草)有店 Liquor-Licensed and Cigarette-Licensed Stores

| | 14年2月期 第1四半期 1st Q of FYE2/2014 | | | 15年2月期 第1四半期 1st Q of FYE2/2015 | | | 16年2月期 第1四半期 1st Q of FYE2/2016 | | |
|-----------------------------------|------------------------------------|--------------|-----------------------------------|------------------------------------|--------------|-----------------------------------|------------------------------------|--------------|-----------------------------------|
| | 店舗数 Number of stores | 構成比 Share | 前期末差 Changes for Feb 28, 13 | 店舗数 Number of stores | 構成比 Share | 前期末差 Changes for Feb 28, 14 | 店舗数 Number of stores | 構成比 Share | 前期末差 Changes for Feb 28, 15 |
| 酒有店 Liquor-licensed stores | 8,583 | 96.8% | 125 | 9,626 | 97.0% | 158 | 10,247 | 96.7% | 48 |
| 煙草有店 Cigarette-licensed stores | 8,120 | 91.6% | 130 | 9,222 | 92.9% | 188 | 9,834 | 92.8% | 58 |

Note: In Japan, sales of liquor and cigarettes are strictly controlled by the government and require a license.