

1. Consolidated operating results

(1)Results and Forecasts for Major Financial Indicators

(Billions of yen)

	2006.11		2007.2		2007.11		2008.2(Forecast)	
	Nine months ended Nov.30		Fiscal term		Nine months ended Nov.30		Fiscal term	
		YOY		YOY		YOY		YOY
Total Net Sales	1,052.0	101.3%	1,386.6	101.8%	1,073.4	102.0%	1,434.0	103.4%
Operating Revenues	213.4	105.1%	283.0	105.6%	228.1	106.9%	304.0	107.4%
Operating Profit	35.4	98.1%	44.5	101.5%	37.9	106.9%	45.9	103.1%
Recurring Profit	35.6	99.0%	44.6	101.6%	37.8	106.1%	45.5	101.9%
Net Profit	17.5	95.8%	20.9	95.3%	18.8	107.4%	21.7	103.4%
EPS	¥168.63		¥201.50		¥180.51		¥207.78	
Net assets	196.0		199.4		206.3			
Total Assets	400.3		398.2		402.0			
Net Assets per share	¥1,836.67		¥1,868.91		¥1,943.70			
ROA	9.2%		11.5%		9.5%			
ROE	9.6%		11.3%		9.5%			
Current Ratio	101.5%		103.8%		102.3%			
Fixed Ratio	129.4%		127.4%		126.2%			
Capital adequacy Ratio	47.9%		49.0%		50.5%			
Number of Stores	8,488		8,564		8,576		8,614	

Note1:The operating revenues includes total sales of company-owned stores and royalties from franchised stores.

Note:The number of stores shows the total number of stores of LAWSON,NATURAL LAWSON and LAWSON STORE100.

(2)Number of stores

(Store)

	2006.11				2007.11				2008.2
	Sep	Oct	Nov	Mar - Nov	Sep	Oct	Nov	Mar - Nov	(Forecast)
Opening(+)	25	34	78	507	15	25	26	328	490
Closure (-)	39	28	37	385	44	23	26	316	440
Re-location	10	9	7	125	5	6	7	82	-
Total Number Of Stores	8,441	8,447	8,488	8,488	8,574	8,576	8,576	8,576	8,614
Net Increase	(14)	6	41	122	(29)	2	0	12	50

Note:The number of stores shows the total number of stores of LAWSON,NATURAL LAWSON and LAWSON STORE100.

(3) Number of stores by region and prefecture

(store)

Region	Prefecture	06/11	07/2	07/11	Net Increase
Hokkaido	Hokkaido	504	500	498	(2)
	Aomori	150	151	156	5
	Iwate	172	172	167	(5)
	Miyagi	161	157	159	2
	Akita	137	136	139	3
	Yamagata	57	57	55	(2)
	Fukushima	98	97	96	(1)
	Tohoku		775	770	772
	Ibaraki	104	105	106	1
	Tochigi	104	103	105	2
	Gunma	71	69	70	1
	Saitama	330	333	343	10
	Chiba	289	287	287	0
	Tokyo	882	895	892	(3)
	Kanagawa	484	494	487	(7)
	Kanto		2,264	2,286	2,290
	Niigata	111	108	103	(5)
	Yamanashi	60	61	63	2
	Nagano	139	139	140	1
Koshinetsu		310	308	306	(2)
	Toyama	101	99	103	4
	Ishikawa	71	72	74	2
	Fukui	80	85	87	2
	Hokuriku		252	256	264
	Shizuoka	147	148	146	(2)
	Aichi	331	329	329	0
	Gifu	96	104	102	(2)
	Mie	78	84	83	(1)
Tokai		652	665	660	(5)

Region	Prefecture	06/11	07/2	07/11	Net Increase
	Shiga	122	125	125	0
	Kyoto	191	193	192	(1)
	Osaka	833	835	824	(11)
	Hyogo	473	482	480	(2)
	Nara	102	104	105	1
	Wakayama	118	116	114	(2)
	Kinki		1,839	1,855	1,840
	Tottori	79	82	85	3
	Shimane	71	74	77	3
	Okayama	119	119	122	3
	Hiroshima	120	124	126	2
	Yamaguchi	110	110	113	3
Chugoku		499	509	523	14
	Tokushima	105	108	107	(1)
	Kagawa	95	97	99	2
	Ehime	162	163	155	(8)
	Kouchi	61	61	62	1
Shikoku		423	429	423	(6)
	Fukuoka	310	316	319	3
	Saga	59	60	62	2
	Nagasaki	78	79	82	3
	Kumamoto	90	91	92	1
	Oita	116	119	117	(2)
	Miyazaki	82	84	84	0
	Kagoshima	108	107	109	2
Okinawa	127	130	135	5	
Kyusyu		970	986	1000	14
Total		8,488	8,564	8,576	12

Note:The above table shows the total number of stores of LAWSON, NATURAL LAWSON and LAWSON STORE100.

(4) Store opening status of subsidiaries

	06/11	07/2	07/11	Net Increase
Kanto	66	84	85	1
Kinki	7	16	8	(8)
Total	73	100	93	(7)

Note1:NATURAL LAWSON has opened stores since July,2001

	06/9	07/3	07/9	Net Increase
Kanto	8	10	7	(3)
Total	8	10	7	(3)

	06/11	07/2	07/11	Net Increase
Kanto	76	80	72	(8)
Total	76	80	72	(8)

Note1:STORE100 has opened stores since May,2005

	06/9	07/3	07/9	Net Increase
Kanto	843	780	815	35
Total	843	780	815	35

	06/9	07/3	07/9	Net Increase
Shanghai	281	285	284	(1)
Total	281	285	284	(1)

(5) Number of Stores by Store Type

(Store)

		End of Nov.06		End of Feb.07		End of Nov.07		Net Increase
		Share		Share		Share		
	Type B	1,541	18.2%	1,512	17.7%	1,415	16.5%	(97)
	Type G	2,238	26.4%	2,209	25.8%	2,151	25.1%	(58)
	Type C	4,272	50.3%	4,367	51.0%	4,557	53.1%	190
	Type C(NATURAL LAWSON)	5	0.1%	5	0.1%	13	0.2%	8
Franchised Stores		8,056	94.9%	8,093	94.5%	8,136	94.9%	43
Company-Owned Stores	LAWSON	288	3.4%	296	3.5%	288	3.4%	(8)
	NATURAL LAWSON	68	0.8%	95	1.1%	80	0.9%	(15)
	LAWSON STORE 100	76	0.9%	80	0.9%	72	0.8%	(8)
	Total	432	5.1%	471	5.5%	440	5.1%	(31)
Total		8,488	100.0%	8,564	100.0%	8,576	100.0%	12

(6) Consolidated Statement of Income

(Millions of yen)

	Previous 3rd Quarter	Current 3rd Quarter	Increase (Decrease)
	(From March 1,2006 to November 30,2006)	(From March 1,2007 to November 30,2007)	
Operating revenues	156,716	163,844	7,128
Franchise commissions from franchised stores	133,420	135,455	2,035
(Net sales reported by franchised stores)	995,726	1,009,765	14,039
(Total net sales of Lawson stores including franchised stores)	1,052,039	1,073,412	21,373
Other	23,296	28,389	5,093
Net sales	56,775	64,287	7,512
Total operating revenues	213,492	228,132	14,640
Cost of goods sold	41,361	46,607	5,246
Gross profit on sales	(15,413)	(17,679)	(2,266)
Operating gross profit	172,130	181,524	9,394
Selling, general and administrative expenses	136,682	143,613	6,931
Operating profit	35,448	37,910	2,462
Non-operating profit	1,092	1,217	125
Non-operating expense	902	1,309	407
Ordinary profit	35,637	37,818	2,181
Special gains	295	-	(295)
Special losses	5,213	5,685	472
Income before income taxes and minority interest	30,719	32,133	1,414
Income taxes	12,673	12,871	198
Minority interests in net profit	500	410	(90)
Net profit	17,545	18,851	1,306

(7) Selling, general and administrative expenses

(Millions of yen)

Account item	Previous 3rd Quarter	Current 3rd Quarter	Increase (Decrease)
	(From March 1,2006 to November 30,2006)	(From March 1,2007 to November 30,2007)	
Rent	41,096	43,701	2,605
Personnel Expenses	28,334	30,141	1,807
Equipment Lease	13,013	13,775	762
Depreciation	11,757	12,201	444
Promotions Expense	7,780	6,809	(971)
Other	34,700	36,985	2,285
Total	136,682	143,613	6,931

(8) Consolidated Statement of Income

(Millions of yen)

	Previous 3rd Quarter	Current 3rd Quarter	Increase (Decrease)
	(From September 1,2006 to November 30,2006)	(From September 1,2007 to November 30,2007)	
Operating revenues	50,891	53,721	2,830
Franchise commissions from franchised stores	43,368	44,242	874
(Net sales reported by franchised stores)	326,736	330,677	3,941
(Total net sales of Lawson stores including franchised stores)	345,747	351,458	5,711
Other	7,523	9,478	1,955
Net sales	19,243	21,018	1,775
Total operating revenues	70,135	74,740	4,605
Cost of goods sold	14,111	15,214	1,103
Gross profit on sales	(5,132)	(5,804)	(672)
Operating gross profit	56,023	59,525	3,502
Selling, general and administrative expenses	44,767	47,135	2,368
Operating profit	11,256	12,389	1,133
Non-operating profit	286	390	104
Non-operating expense	254	475	221
Ordinary profit	11,289	12,304	1,015
Special gains	-	-	-
Special losses	1,253	832	(421)
Income before income taxes	10,035	11,471	1,436
Income taxes	4,272	4,834	562
Minority interests in net profit	135	102	(33)
Net profit	5,628	6,534	906

(9) Selling, general and administrative expenses

(Millions of yen)

	Previous 3rd Quarter	Current 3rd Quarter	Increase (Decrease)
	(From September 1,2006 to November 30,2006)	(From September 1,2007 to November 30,2007)	
Account item			
Rent	13,982	14,736	754
Personnel Expenses	9,581	10,147	566
Equipment Lease	4,462	4,668	206
Depreciation	4,132	4,280	148
Promotions Expense	2,014	2,048	34
Other	10,593	11,254	661
Total	44,767	47,135	2,368

Account item	Fiscal period	Previous fiscal term	Current 3rd Quarter	Increase
		(As of February 28,2007)	(As of November 30,2007)	(Decrease)
		Amounts	Amounts	Amounts
(Assets)				
Current assets		149,022	145,808	(3,214)
Cash and bank deposits		71,950	63,335	(8,615)
Accounts receivable - due from franchised stores		11,710	14,010	2,300
Marketable securities		19,592	25,978	6,386
Merchandise inventories		1,788	2,026	238
Accounts receivable - other		26,002	20,449	(5,553)
Deferred tax assets		2,795	3,410	615
Other		15,297	16,706	1,409
Allowance for doubtful accounts		(115)	(109)	6
Fixed assets		249,235	256,241	7,006
Property and store equipment-at net book value		104,255	106,069	1,814
Buildings and structures		82,403	84,759	2,356
Furniture, fixtures and equipment		15,548	14,267	(1,281)
Land		4,708	5,657	949
Construction in progress		1,594	1,385	(209)
Intangible assets		15,890	18,611	2,721
Investments and other		129,089	131,560	2,471
Investments in securities		2,569	5,954	3,385
Long-terms loans receivable		24,379	25,248	869
Lease deposits		87,903	83,539	(4,364)
Deferred tax assets		11,551	12,216	665
Deferred tax assets for land revaluation		467	467	-
Other		6,234	6,481	247
Allowance for doubtful accounts		(4,018)	(2,348)	1,670
Total Assets		398,258	402,049	3,791
Accumulated depreciation of property and store equipmen		103,849	112,630	8,781

Account item	Fiscal period	Previous fiscal term	Current 3rd Quarter	Increase
		(As of February 28,2007)	(As of November 30,2007)	(Decrease)
		Amounts	Amounts	Amounts
(Liabilities)				
Current liabilities		143,513	142,557	(956)
Accounts payable-trade		64,999	71,246	6,247
Accounts payable-due to franchised stores		2,757	1,570	(1,187)
Accounts payable-other		16,017	10,820	(5,197)
Income taxes payable		4,754	7,949	3,195
Deposits received		48,754	43,457	(5,297)
Accrued employees' bonuses		2,626	1,476	(1,150)
Provision for use of LAWSON PASS points		500	755	255
Other		3,102	5,280	2,178
Long-term liabilities		55,250	53,190	(2,060)
Allowance for employees' retirement benefits		3,526	3,900	374
Allowance for retirement benefits to executive officers and corporate auditors		249	168	(81)
Deposits received from franchisees and lessees		49,325	46,704	(2,621)
Allowance for impairment loss on leased property		95	362	267
Other		2,053	2,054	1
Total Liabilities		198,764	195,747	(3,017)
(Net assets)				
Owners' equity		195,366	203,311	7,945
Common stock		58,506	58,506	-
Capital surplus		42,253	42,229	(24)
Retained earnings		95,344	103,231	7,887
Treasury stock-at cost		(738)	(656)	82
Valuation and transaction adjustments		(227)	(322)	(95)
Net unrealized gain on available-for-sale securities		319	220	(99)
UnrealizedNet gain on hedge transaction		-	8	8
Land revaluation difference		(682)	(682)	-
Foreign currency translation adjustments		134	131	(3)
Stock acquisition rights		78	151	73
Minority Interests		4,276	3,161	(1,115)
Total net assets		199,493	206,301	6,808
Total Liabilities, and total net assets		398,258	402,049	3,791

(11) Consolidated Statement of Change in Net Asset

(From March 1, 2007 to November 30, 2007)

(Millions of yen)

	Owners' equity					Valuation and transaction adjustments					Stock acquisition rights	Minority interests	Total net assets
	Common stock	Capital surplus	Retained earnings	Treasury stock at cost	Total Owners' equity	Net unrealized gain on available-for-sale securities	Unrealized net gain on hedge transaction	Land revaluation difference	Foreign currency translation adjustments	Total Valuation and transaction adjustments			
Balance at the end of previous period	58,506	42,253	95,344	(738)	195,366	319	-	(682)	134	(227)	78	4,276	199,493
Changes of items during the period													
Dividends from surplus			(10,964)		(10,964)								(10,964)
Net income			18,851		18,851								18,851
Purchase of treasury stock-at cost				(1)	(1)								(1)
Exercise of stock options		(24)		83	59								59
Net changes of items other than owners' equity						(99)	8		(2)	(94)	72	(1,115)	(1,136)
Total changes of items during the period	-	(24)	7,886	82	7,944	(99)	8	-	(2)	(94)	72	(1,115)	6,807
Balance at the end of the 3rd Quarter	58,506	42,229	103,231	(656)	203,311	220	8	(682)	131	(322)	151	3,161	206,301

(12)Capital Expenditure (Consolidated)

(Millions of yen)

	2006.11	2007.11	2008.2(Forecast)	2007.2(Actual results)
New Store	16,274	10,324	13,000	23,444
Existing Store	3,617	5,609	7,700	5,887
IT	2,428	6,512	16,300	4,662
Other	580	513	2,300	(1,395)
Subtotal	22,899	22,958	39,300	32,598
Investments & Loan	1,500	6,067	8,100	3,013
Lease	10,208	11,093	18,600	14,211
Total	34,607	40,118	66,000	49,822
Tangible fixed assets	11,757	12,201	17,000	16,185
Intangible assets	3,754	3,893	5,000	5,163
Depreciation	15,512	16,094	22,000	21,348

Note: 'Lease' is the amount of equivalency charge in each fiscal term.

(13) Consolidated Statement of Cash Flows

(Millions of yen)

	Previous 3rd Quarter (From March 1, 2006 to November 30, 2006)	Current 3rd Quarter (From March 1, 2007 to November 30, 2007)	Increase (Decrease)
I . Operating activities			
Income before income taxes	30,719	32,133	1,414
Depreciation of fixed assets	15,512	16,094	582
Increase in provision for allowance for retirement benefits to employees	584	373	(211)
Loss from disposal of fixed assets	2,277	1,368	(909)
Loss on impairment of long-lived assets	1,649	2,316	667
Interest received	(447)	(641)	(194)
Other - net	(629)	(135)	494
Increase in accounts receivable due from franchised stores	(2,576)	(2,300)	276
Decrease in accounts receivable - other	2,402	5,544	3,142
Increase in accounts payable-trade and due to franchised stores	8,847	5,060	(3,787)
Decrease in accounts payable - other	(1,171)	(5,197)	(4,026)
Increase(Decrease) in deposits received	6,690	(5,297)	(11,987)
Decrease in lease deposits from franchisee and lessees	(1,249)	(2,621)	(1,372)
Other - net	(601)	823	1,424
Subtotal	62,008	47,523	(14,485)
Interest received	432	626	194
Interest expenses paid	(25)	(19)	6
Income taxes paid	(18,079)	(10,892)	7,187
Net cash provided by operating activities	44,336	37,237	(7,099)
II . Investing activities			
Payment for purchases of marketable securities	(48,583)	(28,761)	19,822
Proceeds from redemption of marketable securities	43,351	32,000	(11,351)
Increase in advances to associated company	-	(3,985)	(3,985)
Proceed from sales of investments in securities	-	(2,131)	(2,131)
Payment for acquisition of property and store equipment	(19,392)	(15,835)	3,557
Payment for acquisition of intangible fixed assets	(2,420)	(6,238)	(3,818)
Other - net	(6,385)	(1,434)	4,951
Net cash used in investing activities	(33,431)	(26,386)	7,045
III . Financing activities			
Proceeds from disposal of treasury stock	9,020	-	(9,020)
Cash dividends paid	(9,822)	(10,964)	(1,142)
Other - net	(36)	(8)	28
Net cash used in financing activities	(837)	(10,973)	(10,136)
IV . Net increase (decrease) in cash and cash equivalents	10,067	(121)	(10,188)
V . Cash and cash equivalents, beginning of year	60,440	75,547	15,107
VI . Cash and cash equivalents, end of the 3rd Quarter	70,508	75,425	4,917

2. Non-consolidated operating results

(1)Results and Forecasts for Major Financial Indicators

(Billions of yen)

	2006.11		2007.2		2007.11		2008.2(Forecast)	
	Nine months ended Nov.30		Fiscal term		Nine months ended Nov.30		Fiscal term	
		YOY		YOY		YOY		YOY
Total Net Sales	1,046.0	100.8%	1,377.8	101.3%	1,064.1	101.7%	1,421.0	103.1%
Operating Revenues	193.6	102.8%	256.0	103.2%	204.8	105.8%	272.0	106.2%
Operating Profit	35.1	98.5%	44.3	101.3%	36.8	104.7%	44.8	101.0%
Recurring Profit	35.5	99.9%	44.5	102.0%	36.9	104.1%	44.5	99.9%
Net Profit	18.3	98.0%	21.7	95.7%	17.4	95.3%	20.2	92.9%
EPS	¥176.17		¥208.70		¥167.21		¥193.42	
Net Assets	196.8		200.2		206.7			
Total Assets	393.1		389.1		392.6			
Net Assets per share	¥1,885.41		¥1,917.18		¥1,978.62			
ROA	9.2%		11.7%		9.4%			
ROE	9.7%		11.5%		8.6%			
Current Ratio	98.1%		101.2%		98.6%			
Fixed Ratio	128.7%		126.6%		126.5%			
Capital adequacy Ratio	50.1%		51.4%		52.6%			

Note1:The operating revenues includes total sales of company-owned stores and royalties from franchised stores.

(2) Non-consolidated Statement of Income

(Millions of yen)

	Previous 3rd Quarter	Current 3rd Quarter	Increase (Decrease)
	(From March 1,2006 to November 30,2006)	(From March 1,2007 to November 30,2007)	
Operating revenues	144,392	150,486	6,094
Franchise commissions from franchised stores	133,431	135,455	2,024
(Net sales reported by franchised stores)	996,740	1,009,765	13,025
(Total net sales of Lawson stores including franchised stores)	1,046,027	1,064,102	18,075
Other	10,960	15,031	4,071
Net sales	49,286	54,336	5,050
Total operating revenues	193,679	204,823	11,144
Cost of goods sold	35,407	38,769	3,362
Gross profit on sales	(13,879)	(15,567)	(1,688)
Operating gross profit	158,271	166,054	7,783
Selling, general and administrative expenses	123,071	129,189	6,118
Operating profit	35,199	36,864	1,665
Non-operating profit	1,131	1,321	190
Non-operating expense	823	1,209	386
Ordinary profit	35,507	36,976	1,469
Special gains	293	-	(293)
Special losses	5,147	7,311	2,164
Income before income taxes	30,653	29,664	(989)
Income taxes	12,323	12,203	(120)
Net profit	18,330	17,461	(869)

(3) Selling, general and administrative expenses

(Millions of yen)

Account item	Previous 3rd Quarter	Current 3rd Quarter	Increase (Decrease)
	(From March 1,2006 to November 30,2006)	(From March 1,2007 to November 30,2007)	
Rent	40,667	43,266	2,599
Personnel Expenses	25,332	26,811	1,479
Equipment Lease	11,215	12,210	995
Depreciation	11,682	12,122	440
Promotions Expense	7,834	6,576	(1,258)
Other	26,339	28,202	1,863
Total	123,071	129,189	6,118

(4) Non-consolidated Statement of Income

(Millions of yen)

	Previous 3rd Quarter	Current 3rd Quarter	Increase (Decrease)
	(From September 1, 2006 to November 30, 2006)	(From September 1, 2007 to November 30, 2007)	
Operating revenues	46,958	49,250	2,292
Franchise commissions from franchised stores	43,369	44,242	873
(Net sales reported by franchised stores)	326,808	330,677	3,869
(Total net sales of Lawson stores including franchised stores)	343,157	348,288	5,131
Other	3,588	5,007	1,419
Net sales	16,348	17,610	1,262
Total operating revenues	63,307	66,861	3,554
Cost of goods sold	11,758	12,541	783
Gross profit on sales	(4,590)	(5,068)	(478)
Operating gross profit	51,548	54,319	2,771
Selling, general and administrative expenses	40,074	42,235	2,161
Operating profit	11,473	12,084	611
Non-operating profit	323	470	147
Non-operating expense	247	468	221
Ordinary profit	11,549	12,085	536
Special gains	-	-	-
Special losses	1,199	823	(376)
Income before income taxes	10,350	11,261	911
Income taxes	4,160	4,654	494
Net profit	6,190	6,607	417

(5) Selling, general and administrative expenses

(Millions of yen)

Account item	Previous 3rd Quarter	Current 3rd Quarter	Increase (Decrease)
	(From September 1, 2006 to November 30, 2006)	(From September 1, 2007 to November 30, 2007)	
Rent	13,832	14,592	760
Personnel Expenses	8,514	9,031	517
Equipment Lease	3,865	4,118	253
Depreciation	4,103	4,254	151
Promotions Expense	1,939	1,906	(33)
Other	7,819	8,331	512
Total	40,074	42,235	2,161

(6)Non-consolidated Balance Sheet

(Millions of yen)

Account item	Fiscal period	Previous fiscal term	Current 3rd Quarter	Increase
		(As of February 28,2007)	(As of November 30,2007)	(Decrease)
	Amount	Amounts	Amounts	Amounts
(Assets)				
Current assets		135,696	131,321	(4,375)
Cash and bank deposits	61,536	55,888	(5,648)	
Accounts receivable - due from franchised stores	11,711	14,010	2,299	
Marketable securities	15,994	18,984	2,990	
Merchandise inventories	1,491	1,682	191	
Accounts receivable - other	23,905	18,744	(5,161)	
Deferred tax assets	2,696	3,334	638	
Other	18,476	20,385	1,909	
Allowance for doubtful accounts	(114)	(1,709)	(1,595)	
Fixed assets		253,412	261,334	7,922
Property and store equipment - at net book value	103,736	105,268	1,532	
Buildings	68,276	71,286	3,010	
Furniture, fixtures and equipment	15,483	13,927	(1,556)	
Land	4,708	5,657	949	
Other	15,267	14,396	(871)	
Intangible assets	15,364	16,797	1,433	
Investments and other	134,310	139,269	4,959	
Investments in securities	8,586	14,359	5,773	
Long-term loans receivable	24,379	25,248	869	
Lease deposits	87,583	83,253	(4,330)	
Deferred tax assets	11,424	12,128	704	
Deferred tax assets for land revaluation	467	467	-	
Other	5,886	6,159	273	
Allowance for doubtful accounts	(4,018)	(2,348)	1,670	
Total Assets		389,109	392,656	3,547
Accumulated depreciation of property and store equipment	103,556	112,263	8,707	

(Millions of yen)

Account item	Fiscal period	Previous fiscal term	Current 3rd Quarter	Increase
		(As of February 28,2007)	(As of November 30,2007)	(Decrease)
	Amount	Amounts	Amounts	Amounts
(Liabilities)				
Current liabilities		134,150	133,236	(914)
Accounts payable-trade	64,308	70,330	6,022	
Accounts payable-due to franchised stores	2,757	1,570	(1,187)	
Accounts payable-other	14,633	9,489	(5,144)	
Income taxes payable	4,285	7,615	3,330	
Deposits received	42,474	37,207	(5,267)	
Accrued employees' bonuses	2,448	1,369	(1,079)	
Provision for use of LAWSON PASS points	494	749	255	
Other	2,748	4,903	2,155	
Long-term liabilities		54,701	52,633	(2,068)
Allowance for employees' retirement benefits	3,472	3,833	361	
Allowance for retirement benefits to executive officers and corporate auditors	190	130	(60)	
Deposits received from franchisees and lessees	49,319	46,683	(2,636)	
Allowance for impairment loss on leased property	95	362	267	
Other	1,623	1,623	-	
Total Liabilities		188,851	185,869	(2,982)
(Net assets)				
Owners' equity		200,541	207,097	6,556
Common stock	58,506	58,506	-	
Capital surplus	42,253	42,229	(24)	
Retained earnings	100,519	107,016	6,497	
Treasury stock-at cost	(738)	(656)	82	
Valuation and translation adjustments		(362)	(461)	(99)
Net unrealized gain on available-for-sale securities	319	220	(99)	
Land revaluation difference	(682)	(682)	-	
Stock acquisition rights		78	151	73
Total net assets		200,257	206,786	6,529
Total Liabilities, and total net assets		389,109	392,656	3,547

(7)Capital Expenditure

(Millions of yen)

	2006.11	2007.11	2008.2(Forecast)	2007.2(Actual results)
New Store	15,747	10,339	12,800	22,905
Existing Store	3,482	5,535	7,700	5,749
IT	2,208	5,370	14,600	4,106
Other	555	500	2,300	(1,477)
Subtotal	21,992	21,744	37,400	31,283
Investments & Loan	3,300	6,667	9,000	5,713
Lease	8,924	6,967	12,600	12,191
Total	34,216	35,378	59,000	49,187
Tangible fixed assets	11,682	12,122	16,700	16,071
Intangible fixes assets	3,471	3,786	4,700	4,835
Depreciation	15,154	15,909	21,400	20,906

Note: 'Lease' is the total amount of equivalency of acquisition charge in each fiscal term.

3. Sales and Products

(1)YOY Rate of Sales on Existing Stores

	2006.11	2007.2	2007.11
	97.4%	98.2%	99.1%

(2)Average Daily Sales per Store

(Thousands of Yen)

	2006.11	2007.2	2007.11
Total Stores	481	477	481
New Stores	437	429	439

(3)Average Number of Customers and Average Purchase Value per Customer in Existing Stores

(Persons,yen)

	2006.11	2007.2	2007.11
Number of Customers	827	813	826
Spend per Custmer	580	585	581

(4)Gross Profit Margin at Store Level

	2006.11	2007.2	2007.11
Fast foods	36.5%	36.5%	36.2%
Daily delivered foods	34.0%	33.8%	33.7%
Processed foods	26.6%	26.4%	26.5%
Nonfood Products	38.2%	38.0%	38.8%
Total	31.4%	31.3%	31.3%

Note1:Gross profit of non-food products include service commissions.

Note2:Processed Foods includes cigarettes.

(5)Sales by Merchandise Category in Total Stores

(Billions of Yen)

	2006.11		2007.2		2007.11	
		Share		Share		Share
Fast foods	247.1	23.6%	324.0	23.5%	248.4	23.3%
Daily delivered foods	117.5	11.2%	152.8	11.1%	121.4	11.4%
Processed foods	532.9	51.0%	700.8	50.9%	547.7	51.5%
Nonfood Products	148.3	14.2%	200.1	14.5%	146.3	13.8%
Total	1,046.0	100.0%	1,377.8	100.0%	1,064.1	100.0%