

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

| | 2009年度/FY2009 | | | | 2010年度/FY2010 | | | |
|---|---------------|---------|--------------------|---------|-----------------|---------------|---------------------------|---------|
| | 第1四半期/1Q | | 通期/Full year | | 第1四半期/1Q | | 通期計画/Full year (Forecast) | |
| | 2009.3.1-5.31 | | 2009.3.1-2010.2.28 | | 2010.3.1-5.31 | | 2010.3.1-2011.2.28 | |
| | 金額/Amount | 前年比/YoY | 金額/Amount | 前年比/YoY | 金額/Amount | 前年比/YoY | 金額/Amount | 前年比/YoY |
| チェーン全店売上高 (億円) Total net sales (Hundred millions of yen) | 3,710 | 104.1% | 14,724 | 97.7% | 3,575 | 96.4% | 14,700 | 99.8% |
| 営業総収入 (億円) Total operating revenues (Hundred millions of yen) | 690 | 101.8% | 2,715 | 97.1% | 635 | 92.1% | 2,600 | 95.8% |
| 営業利益 (億円) Operating profit (Hundred millions of yen) | 107 | 95.5% | 449 | 95.9% | 99 | 92.2% | 448 | 99.6% |
| 経常利益 (億円) Recurring profit (Hundred millions of yen) | 107 | 94.2% | 445 | 94.2% | 98 | 91.5% | 437 | 98.0% |
| 四半期(当期)純利益 (億円) Net profit (Hundred millions of yen) | 35 | 68.7% | 206 | 93.6% | 40 | 113.6% | 219 | 106.0% |
| 1株当たり四半期(当期)純利益 (円) Net profit per share (yen) | 35.87 | | 208.38 | | 40.74 | | 220.83 | |
| 純資産 (億円) Net assets (Hundred millions of yen) | 1,912 | | 2,005 | | 1,966 | | - | |
| 総資産 (億円) Total assets (Hundred millions of yen) | 4,321 | | 4,204 | | 4,517 | | - | |
| 1株当たり純資産 (円) Net assets per share (yen) | 1,925.87 | | 2,018.39 | | 1,979.14 | | - | |
| 総資産四半期(当期)純利益率 ROA | 0.9% | | 5.0% | | 0.9% | | - | |
| 自己資本四半期(当期)純利益率 ROE | 1.8% | | 10.5% | | 2.0% | | - | |
| 流動比率 Current ratio | 78.4% | | 70.6% | | 72.6% | | - | |
| 固定比率 Fixed ratio | 149.5% | | 154.4% | | 160.1% | | - | |
| 自己資本比率 Capital adequacy ratio | 44.2% | | 47.6% | | 43.5% | | - | |
| 総店舗数 Number of stores (Store) | 8,625 | | 8,629 | | 8,665 | | 8,679 | |

(注)1. 営業総収入は直営店売上高、加盟店からの収入等の合計です。
2. 通期計画の1株当たり当期純利益に関しては、2010年5月31日現在の期末発行済株式数を用いて算出しております。

Note1: The operating revenues includes total sales of company-owned stores and royalties from franchised stores.
2: Forecast net profit per share in the full-year plan is calculated based on the number of outstanding share as of May 31, 2010.

■損益計算書 Non-consolidated statement of income

| | 前第1四半期累計期間/1Q | 当第1四半期累計期間/1Q | 増減 |
|--|------------------------------------|-----------------------------------|---------------------|
| | Previous period 2009.3.1-2009.5.31 | Current period 2010.3.1-2010.5.31 | Increase (Decrease) |
| | 百万円/Millions of yen | 百万円/Millions of yen | 百万円/Millions of yen |
| 営業収入 Operating revenues | 51,722 | 50,960 | -761 |
| 加盟店からの収入 Franchise commission from franchised stores | 46,141 | 45,540 | -601 |
| 加盟店売上高 Net sales reported by franchised stores | 353,728 | 344,968 | -8,760 |
| 全店売上高 Total net sales of Lawson stores including franchised stores | 371,063 | 357,591 | -13,471 |
| その他の営業収入 Other | 5,580 | 5,420 | -160 |
| 売上高 Net sales | 17,334 | 12,623 | -4,711 |
| 営業総収入 Total operating revenues | 69,057 | 63,583 | -5,473 |
| 売上原価 Cost of goods sold | 12,495 | 8,944 | -3,551 |
| 売上総利益 Gross profit on sales | 4,839 | 3,678 | -1,160 |
| 営業総利益 Operating gross profit | 56,561 | 54,639 | -1,922 |
| 販売費及び一般管理費 Selling, general and administrative expenses | 45,769 | 44,690 | -1,079 |
| 営業利益 Operating profit | 10,792 | 9,949 | -842 |
| 営業外収益 Non-operating income | 377 | 426 | 49 |
| 営業外費用 Non-operating expense | 419 | 539 | 120 |
| 経常利益 Recurring profit | 10,750 | 9,836 | -913 |
| 特別利益 Special gains | 29 | 73 | 44 |
| 特別損失 Special losses | 2,708 | 2,848 | 140 |
| 税引前四半期純利益 Income before income taxes and minority interests | 8,071 | 7,062 | -1,008 |
| 法人税等 | 4,513 | 3,021 | -1,492 |
| 四半期純利益 Net profit | 3,557 | 4,040 | 483 |

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

| | 前第1四半期累計期間/1Q | 当第1四半期累計期間/1Q | 増減 |
|--|------------------------------------|-----------------------------------|---------------------|
| | Previous period 2009.3.1-2009.5.31 | Current period 2010.3.1-2010.5.31 | Increase (Decrease) |
| | 百万円/Millions of yen | 百万円/Millions of yen | 百万円/Millions of yen |
| 地代家賃 Rent | 15,672 | 16,437 | 765 |
| 人件費 Personnel expenses | 9,694 | 8,630 | -1,063 |
| 動産リース料 Equipment lease | 2,554 | 1,658 | -896 |
| 減価償却費(有形固定資産) Depreciation expenses (property and store equipment) | 4,048 | 4,924 | 876 |
| 広告宣伝費 Advertising and promotional expenses | 2,332 | 2,395 | 63 |
| その他 Other | 11,467 | 10,642 | -824 |
| 合計 Total | 45,769 | 44,690 | -1,079 |

■投融資の状況

Capital expenditure

| | 前第1四半期累計期間/1Q | 当第1四半期累計期間/1Q | 通期計画 |
|--|---|--|---|
| | Previous period 2009.3.1-2009.5.31 百万円/Millions of yen | Current period 2010.3.1-2010.5.31 百万円/Millions of yen | Forecas / 2011.2 百万円/Millions of yen |
| 新店投資 New store | 3,490 | 3,344 | 12,000 |
| 既存店投資 Existing store | 1,522 | 1,379 | 10,000 |
| システム関連投資 IT | 2,388 | 2,213 | 8,500 |
| その他 Other | 189 | 545 | 500 |
| 投資小計 Subtotal | 7,589 | 7,481 | 31,000 |
| 出資・融資 Investments & loan | 444 | 291 | 6,000 |
| リース Lease | 4,549 | 2,181 | 12,000 |
| 合計 Total | 12,582 | 9,953 | 49,000 |
| 有形固定資産減価償却費 Depreciation of property and store equipment | 4,048 | 4,924 | 22,100 |
| 無形固定資産償却費 Depreciation of intangible assets | 927 | 1,759 | 7,900 |
| 減価償却費計 Depreciation | 4,975 | 6,683 | 30,000 |

(注)1.リースは各会計期間に取得したリース物件の取得価額相当額を記載しております。
 2.新リース会計の適用により有形固定資産減価償却費には、売買処理されるリース物件の減価償却費を含んでおります。
 3.2010年度のリース債務の返済による支出は、2,443百万円です。

Note1:'Lease' is the amount of equivalency charge in each fiscal term.
 2:Depreciation of property and store equipment includes depreciation for leased property treated as a sale-and-purchase transaction due to the application of new lease accounting standards in Japan.
 3:The amount of repayments of lease obligations is 2,443 millions of yen in FY2010.

■貸借対照表 Balance sheet (Non-consolidated)

| [資産の部 Assets] | 前事業年度末 (2010年2月28日現在) | 当第1四半期会計期間末 (2010年5月31日現在) | 増減 |
|---|--|---|--|
| | Previous fiscal term (As of February 28,2010) 百万円/Millions of yen | Current period (As of May 31,2010) 百万円/Millions of yen | Increase (Decrease) 百万円/Millions of yen |
| 流動資産 Current assets | 111,412 | 137,536 | 26,124 |
| 現金及び預金 Cash and bank deposits | 53,862 | 88,643 | 34,781 |
| 加盟店貸勘定 Accounts receivable - due from franchised stores | 20,767 | 14,246 | -6,521 |
| 有価証券 Marketable securities | 2,500 | 2,500 | - |
| 商品 Merchandise inventories | 1,063 | 1,136 | 72 |
| 未収入金 Accounts receivable - other | 21,484 | 21,191 | -292 |
| 繰延税金資産 Deferred tax assets | 3,188 | 1,743 | -1,445 |
| その他 Other | 8,620 | 8,138 | -482 |
| 貸倒引当金 Allowance for doubtful accounts | -74 | -63 | 11 |
| 固定資産 Fixed assets | 309,031 | 314,223 | 5,191 |
| 有形固定資産 Property and store equipment-at net book value | 133,828 | 137,702 | 3,874 |
| ・建物及び構築物 Buildings and structures | 89,812 | 88,913 | -898 |
| ・車両運搬具及び工具器具備品 Vehicles, tools, furniture and fixtures | 11,708 | 11,321 | -387 |
| ・その他 Other | 32,307 | 37,467 | 5,159 |
| 無形固定資産 Intangible assets | 27,807 | 28,324 | 517 |
| 投資その他の資産 Investments and other | 147,395 | 148,195 | 800 |
| ・関係会社株式 Stocks of subsidiaries and affiliates | 18,301 | 18,479 | 178 |
| ・長期貸付金 Long-terms loans receivable | 29,670 | 30,491 | 820 |
| ・差入保証金 Lease deposits | 79,338 | 78,980 | -358 |
| ・繰延税金資産 Deferred tax assets | 14,424 | 14,474 | 50 |
| ・その他 Other | 7,639 | 7,801 | 162 |
| ・貸倒引当金 Allowance for doubtful accounts | -1,979 | -2,032 | -52 |
| 資産合計 Total Assets | 420,444 | 451,760 | 31,315 |
| 有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment | 127,314 | 130,921 | 3,607 |

■貸借対照表 Balance sheet (Non-consolidated)

| | 前事業年度末 (2010年2月28日現在) | 当第1四半期会計期間末 (2010年5月31日現在) | 増減 |
|---|--|---|--|
| | Previous fiscal term (As of February 28,2010) 百万円/Millions of yen | Current period (As of May 31,2010) 百万円/Millions of yen | Increase (Decrease) 百万円/Millions of yen |
| [負債の部 Liabilities] | | | |
| 流動負債 Current liabilities | 157,764 | 189,422 | 31,658 |
| 買掛金 Accounts payable-trade | 64,271 | 72,139 | 7,867 |
| 加盟店借勘定 Accounts payable-due to franchised stores | 905 | 1,391 | 485 |
| 未払法人税等 Income taxes payable | 8,812 | 1,709 | -7,103 |
| 預り金 Deposits received | 55,999 | 90,979 | 34,980 |
| 賞与引当金 Accrued employees' bonuses | 2,629 | 1,171 | -1,458 |
| ポイント引当金 Provision for use of points granted | 2,095 | 1,582 | -513 |
| その他 Other | 23,050 | 20,449 | -2,600 |
| 固定負債 Long-term liabilities | 62,173 | 65,720 | 3,547 |
| 退職給付引当金 Allowance for employees' retirement benefits | 6,095 | 6,363 | 268 |
| 役員退職慰労引当金 Allowance for retirement benefits to executive officers and corporate auditors | 201 | 171 | -30 |
| 長期預り保証金 Deposits received from franchisees and lessees | 38,735 | 38,486 | -248 |
| その他 Other | 17,140 | 20,699 | 3,558 |
| 負債合計 Total liabilities | 219,937 | 255,143 | 35,205 |
| [純資産の部 Net assets] | | | |
| 株主資本 Owners' equity | 200,803 | 196,910 | -3,892 |
| 資本金 Common stock | 58,506 | 58,506 | - |
| 資本剰余金 Capital surplus | 41,520 | 41,520 | - |
| 利益剰余金 Retained earnings | 102,490 | 98,597 | -3,892 |
| 自己株式 Treasury stock-at cost | -1,713 | -1,713 | - |
| 評価・換算差額等 Valuation and translation adjustments | -643 | -642 | 0 |
| その他有価証券評価差額金 Net unrealized gain on available-for-sale securities | -8 | -7 | 0 |
| 土地再評価差額金 Land revaluation difference | -634 | -634 | - |
| 新株予約権 Stock acquisition rights | 346 | 348 | 2 |
| 純資産合計 Total net assets | 200,506 | 196,616 | -3,889 |
| 負債純資産合計 Total liabilities, and total net assets | 420,444 | 451,760 | 31,315 |