

Non-consolidated Balance Sheet

(Millions of yen)

Fiscal period Account item	Previous 3rd Quarter (As of November 30, 2006)		Current 3rd Quarter (As of November 30, 2007)		Last fiscal year (As of February 28, 2007)	
	Amount	Composition ratio	Amount	Composition ratio	Amount	Composition ratio
(Assets)		%		%		%
Current assets						
Cash and bank deposits	61,738		55,888		61,536	
Accounts receivable—due from franchised stores	13,339		14,010		11,711	
Marketable securities	24,986		18,984		15,994	
Merchandise inventories	1,617		1,682		1,491	
Accounts receivable—other	17,395		18,744		23,905	
Deferred tax assets	3,046		3,334		2,696	
Other	17,854		20,385		18,476	
Allowance for doubtful accounts	(86)		(1,709)		(114)	
Total current assets	139,890	35.6	131,321	33.4	135,696	34.9
Fixed assets						
Property and store equipment—at net book value						
Buildings	65,023		71,286		68,276	
Furniture, fixtures and equipment	16,155		13,927		15,483	
Land	6,094		5,657		4,708	
Other	14,637		14,396		15,267	
Total property and store equipment— net	101,911	25.9	105,268	26.8	103,736	26.7
Intangible assets	12,079	3.1	16,797	4.3	15,364	3.9
Investments and other						
Investments in securities	8,510		14,359		8,586	
Long-term loans receivable	23,561		25,248		24,379	
Lease deposits	88,184		83,253		87,583	
Deferred tax assets	11,131		12,128		11,424	
Deferred tax assets for land revaluation	3,330		467		467	
Other	8,987		6,159		5,886	
Allowance for doubtful accounts	(4,446)		(2,348)		(4,018)	
Total investments and other	139,258	35.4	139,269	35.5	134,310	34.5
Total fixed assets	253,248	64.4	261,334	66.6	253,412	65.1
Total Assets	393,139	100.0	392,656	100.0	389,109	100.0

(Millions of yen)

Fiscal period Account item	Previous 3rd Quarter (As of November 30, 2006)		Current 3rd Quarter (As of November 30, 2007)		Last fiscal year (As of February 28, 2007)	
	Amount	Composition ratio	Amount	Composition ratio	Amount	Composition ratio
(Liabilities)		%		%		%
Current liabilities						
Accounts payable—trade	72,402		70,330		64,308	
Accounts payable— due to franchised stores	2,270		1,570		2,757	
Account payable—other	11,092		9,489		14,633	
Income taxes payable	4,266		7,615		4,285	
Deposits received	46,666		37,207		42,474	
Accrued employees' bonuses	1,291		1,369		2,448	
Provision for use of points granted	529		749		494	
Other	4,027		4,903		2,748	
Total current liabilities	142,546	36.2	133,236	33.9	134,150	34.5
Long-term liabilities						
Allowance for employees' retirement benefits	3,350		3,833		3,472	
Allowance for retirement benefits to executive officers and corporate auditors	176		130		190	
Deposits received from franchisees and lessees	50,079		46,683		49,319	
Allowance for impairment loss on leased property	104		362		95	
Other	—		1,623		1,623	
Total long-term liabilities	53,710	13.7	52,633	13.4	54,701	14.0
Total Liabilities	196,256	49.9	185,869	47.3	188,851	48.5

(Millions of yen)

Fiscal period Account item	Previous 3rd Quarter (As of November 30, 2006)		Current 3rd Quarter (As of November 30, 2007)		Last fiscal year (As of February 28, 2007)	
	Amount	Composition ratio	Amount	Composition ratio	Amount	Composition ratio
(Net assets)						
Owners' equity						
Common stock	58,506	14.9	58,506	14.9	58,506	15.1
Capital surplus						
Additional paid-in capital	41,520		41,520		41,520	
Other capital surplus	741		709		733	
Total capital surplus	42,261	10.7	42,229	10.8	42,253	10.9
Retained earnings						
Legal reserve	727		727		727	
Other retained earnings						
General reserve	50,000		50,000		50,000	
Earned surplus brought forward	50,562		56,289		49,792	
Total retained earnings	101,289	25.8	107,016	27.3	100,519	25.8
Treasury stock-at cost	(847)	(0.2)	(656)	(0.2)	(738)	(0.2)
Total Owners' equity	201,210	51.2	207,097	52.8	200,541	51.6
Valuation and transaction adjustments						
Net unrealized gain on available-for-sale securities	455	0.1	220	0.1	319	0.1
Land revaluation difference	(4,854)	(1.2)	(682)	(0.2)	(682)	(0.2)
Total Valuation and transaction adjustments	(4,399)	(1.1)	(461)	(0.1)	(362)	(0.1)
Stock acquisition rights	71	0.0	151	0.0	78	0.0
Total net assets	196,882	50.1	206,786	52.7	200,257	51.5
Total Liabilities, and total net assets	393,139	100.0	392,656	100.0	389,109	100.0

Non-consolidated Statement of Income

(Millions of yen)

Fiscal period Account item	Previous 3rd Quarter (From March 1, 2006 to November 30, 2006)		Current 3rd Quarter (From March 1, 2007 to November 30, 2007)		Last Fiscal year (From March 1, 2006 to February 28, 2007)	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Operating revenues	144,392	74.6	150,486	73.5	190,674	74.5
Net sales reported by franchised stores						
Previous 3rd Quarter:	¥ 996,740million					
Current 3rd Quarter:	¥ 1,009,765million					
Last fiscal year:	¥ 1,312,493million					
Total net sales of Lawson stores including franchised stores						
Previous 3rd Quarter:	¥ 1,046,027million					
Current 3rd Quarter:	¥ 1,064,102million					
Last fiscal year:	¥ 1,377,842million	(100.0)		(100.0)		(100.0)
Net sales	49,286	25.4	54,336	26.5	65,349	25.5
Total operating revenues	193,679	100.0	204,823	100.0	256,023	100.0
Cost of goods sold	35,407	(71.8)	38,769	(71.4)	46,998	(71.9)
Gross profit on sales	(13,879)	(28.2)	(15,567)	(28.6)	(18,350)	(28.1)
Operating gross profit	158,271	81.7	166,054	81.1	209,025	81.6
Selling, general and administrative expenses	123,071	63.5	129,189	63.1	164,652	64.3
Operating profit	35,199	18.2	36,864	18.0	44,373	17.3
Non-operating income	1,131	0.6	1,321	0.7	1,617	0.7
Non-operating expense	823	0.5	1,209	0.6	1,463	0.6
Recurring profit	35,507	18.3	36,976	18.1	44,526	17.4
Special gains	293	0.2	—	0.0	1,270	0.5
Special losses	5,147	2.7	7,311	3.6	8,834	3.5
Income before income taxes	30,653	15.8	29,664	14.5	36,963	14.4
Income taxes	12,323	6.3	12,203	6.0	15,229	5.9
Net profit	18,330	9.5	17,461	8.5	21,733	8.5