

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

	2009年度/FY2009		2010年度/FY2010		2011年度/FY2011		2012年度/FY2012			
	通期/Full year		通期/Full year		通期/Full year		第2四半期累計期間/2Q		通期計画/Full year (Forecast)	
	2009.3.1 - 2010.2.28		2010.3.1 - 2011.2.28		2011.3.1-2012.2.29		2012.3.1-8.31		2012.3.1-2013.2.28	
	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	金額/Amount	前年比/YoY
チェーン全店売上高 (百万円) Total net sales (millions of yen)	1,472,415	97.7%	1,502,754	102.1%	1,621,328	107.9%	865,000	106.0%	1,720,000	106.1%
加盟店売上高 (百万円) Net sales reported by franchised stores (millions of yen)	1,406,580	98.1%	1,456,113	103.5%	1,582,583	108.7%	-	-	-	-
直営店売上高 (百万円) Net sales from Company-operated stores (millions of yen)	65,834	91.3%	46,614	70.8%	38,745	83.1%	-	-	-	-
営業総収入 (百万円) ^{*1} Gross operating revenue (millions of yen)	271,513	97.1%	263,209	96.9%	272,498	103.5%	144,000	105.3%	287,000	105.3%
営業利益 (百万円) Operating profit (millions of yen)	44,997	95.9%	50,210	111.6%	56,263	112.1%	30,500	103.0%	60,000	106.6%
経常利益 (百万円) Recurring profit (millions of yen)	44,577	94.2%	49,312	110.6%	56,110	113.8%	30,500	102.8%	59,400	105.9%
当期純利益 (百万円) Net profit (millions of yen)	20,665	93.6%	24,643	119.2%	22,462	91.2%	15,800	172.2%	31,500	140.2%
(ご参考)資産除去債務及び災害による損失計上前の 当期純利益(概算) Net profit before accounting for asset retirement obligation and loss on disaster (estimated)	-	-	-	-	28,423	115.3%	-	-	-	-
1株当たり当期純利益 (円) ^{*2} Net profit per share (yen)	208.38		247.15		224.91		158.18		315.36	
純資産 (百万円) Net assets (millions of yen)	200,506		211,448		216,826		-		-	
総資産 (百万円) Total assets (millions of yen)	420,444		444,821		500,667		-		-	
1株当たり純資産 (円) Net assets per share (yen)	2,018.39		2,113.24		2,166.35		-		-	
総資産当期純利益率 ROA	5.0%		5.7%		4.8%		-		-	
自己資本当期純利益率 ROE	10.5%		12.0%		10.5%		-		-	
流動比率 Current ratio	70.6%		74.5%		70.2%		-		-	
固定比率 Fixed ratio	154.4%		152.4%		167.7%		-		-	
自己資本比率 Shareholder's equity ratio	47.6%		47.4%		43.2%		-		-	
総店舗数 Number of stores	8,629		8,776		9,065		-		9,555	

(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、2012年2月29日現在の期末発行済株式数を用いて算出しております。

Notes

*1 The gross operating revenues are a sum of total sales of LAWSON stores and commissions from franchised stores.

*2 Forecasted full-year net profit per share is calculated based on the number of outstanding shares as of February 29, 2012.

■ 損益計算書 Non-consolidated statement of income

		2009年度/FY2009		2010年度/FY2010		2011年度/FY2011		前年増減 Increase (Decrease) 百万円/Millions of yen
		2009.3.1 - 2010.2.28		2010.3.1 - 2011.2.28		2011.3.1 - 2012.2.29		
		百万円/Millions of yen		百万円/Millions of yen	前年比/YoY	百万円/Millions of yen		
A.営業総収入 Gross operating revenues	B + E	271,513	263,209	96.9%	272,498	103.5%	9,288	
B.売上高 Net sales ^{*1}		65,834	46,641	70.8%	39,417	84.5%	-7,223	
C.売上原価 Cost of goods sold ^{*2}		47,046	33,053	70.3%	28,035	84.8%	-5,018	
D.売上総利益 Gross profit on sales ^{*3}	B - C	18,788	13,587	72.3%	11,382	83.8%	-2,205	
E.営業収入 Operating revenues	F + G	205,678	216,568	105.3%	233,080	107.6%	16,512	
F.加盟店からの収入 Franchise commission from franchised stores		183,566	193,746	105.5%	209,045	107.9%	15,298	
G.その他の営業収入 Other		22,112	22,821	103.2%	24,035	105.3%	1,213	
H.営業総利益 Gross operating profit	A - C = D + E	224,467	230,156	102.5%	244,462	106.2%	14,306	
I.販売費及び一般管理費 Selling, general and administrative expenses		179,469	179,945	100.3%	188,199	104.6%	8,253	
J.営業利益 Operating profit	H - I	44,997	50,210	111.6%	56,263	112.1%	6,053	
営業外収益 Non-operating income		1,518	1,297	85.4%	1,638	126.3%	341	
営業外費用 Non-operating expenses		1,939	2,195	113.2%	1,791	81.6%	-403	
経常利益 Recurring profit		44,577	49,312	110.6%	56,110	113.8%	6,798	
特別利益 Extraordinary gain		1,769	75	4.3%	97	129.1%	21	
特別損失 Extraordinary loss		7,874	7,180	91.2%	15,074	209.9%	7,894	
税引前当期純利益 Income before income taxes		38,471	42,206	109.7%	41,133	97.5%	-1,073	
法人税、住民税及び事業税 Income taxes - current		16,903	14,984	88.6%	21,216	141.6%	6,232	
法人税等調整額 Deferred income taxes		902	2,579	285.7%	-2,545	-98.7%	-5,125	
当期純利益 Net profit		20,665	24,643	119.2%	22,462	91.2%	-2,180	

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

	2009年度/FY2009		2010年度/FY2010		2011年度/FY2011		前年増減 Increase (Decrease) 百万円/Millions of yen
	2009.3.1 - 2010.2.28		2010.3.1 - 2011.2.28		2011.3.1 - 2012.2.29		
	百万円/Millions of yen		百万円/Millions of yen	前年比/YoY	百万円/Millions of yen		
地代家賃 Rents		63,897	66,621	104.3%	69,738	104.7%	3,117
人件費 Personal expenses		36,947	35,736	96.7%	35,891	100.4%	155
動産リース料 Equipment leasing charges		8,560	6,181	72.2%	4,772	77.2%	-1,408
有形固定資産減価償却費 Depreciation of property and store equipment		18,653	21,312	114.3%	24,191	113.5%	2,879
広告宣伝費 Advertising and promotional expenses ^{*4}		11,209	9,033	80.6%	11,144	123.4%	2,110
その他 Other ^{*5}		40,201	41,061	102.1%	42,460	103.4%	1,399
合計 Total		179,469	179,945	100.3%	188,199	104.6%	8,253

(注)

*1 「売上高」は、商品売上高です。

*2 「売上原価」は、商品売上原価です。

*3 「売上総利益」は、商品売上総利益です。

*4 「広告宣伝費」には、ポイント引当金繰入額を含んでおります。

*5 「その他」には、無形固定資産減価償却費を含んでおります。

Notes

*1 Net sales of goods.

*2 Cost of goods sold.

*3 Gross profit on sales.

*4 "Advertising and promotional expenses" include provision for point card certificates.

*5 "Other" includes amortization expenses of intangible assets.

単体業績 Non-consolidated operating results

LAWSON

■ 営業外収益・営業外費用内訳

Non-operating income & Non-operating expenses

	2009年度/FY2009 2009.3.1 - 2010.2.28	2010年度/FY2010 2010.3.1 - 2011.2.28	2011年度/FY2011 2011.3.1 - 2012.2.29	前年増減 Increase (Decrease)
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
受取利息 Interest received	621	679	725	46
受取損害金 Compensation received for damage	81	64	44	-19
受取補償金 Compensation income	294	177	348	171
その他 Other	521	376	519	143
営業外収益計 Non-operating income	1,518	1,297	1,638	341
支払利息 Interest expense	264	768	850	82
リース解約損 Loss on cancellation of store lease contract	1,382	1,075	579	-496
その他 Other	292	351	361	10
営業外費用計 Non-operating expense	1,939	2,195	1,791	-403

■ 特別利益・特別損失内訳

Extraordinary gain & Extraordinary loss

	2009年度/FY2009 2009.3.1 - 2010.2.28	2010年度/FY2010 2010.3.1 - 2011.2.28	2011年度/FY2011 2011.3.1 - 2012.2.29	前年増減 Increase (Decrease)
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
投資有価証券売却益 Gain on sales of investment securities	-	1	-	-1
固定資産売却益 Gain on sales of noncurrent assets	33	-	50	50
関係会社株式売却益 Gain on sales of subsidiaries and affiliates' stocks	1,671	73	2	-71
その他 Other	64	-	44	44
特別利益計 Extraordinary gain	1,769	75	97	21
固定資産除却損 Loss on retirement of noncurrent assets	3,863	2,926	1,888	-1,037
固定資産売却損 Loss on sales of noncurrent assets	29	1,303	40	-1,263
減損損失 Loss on impairment of long-lived assets	2,867	2,410	2,764	353
災害による損失 Loss on disaster	-	-	3,229	3,229
資産除去債務会計基準の適用に伴う影響額 Loss on adjustment for changes of accounting standard for asset retirement obligations	-	-	6,823	6,823
子会社株式評価損 Loss on valuation of subsidiaries' stocks	-	-	229	229
その他 Other	1,113	540	99	-441
特別損失計 Extraordinary loss	7,874	7,180	15,074	7,894

■ 投融資の状況

Capital expenditure

	2009年度/FY2009 2009.3.1 - 2010.2.28	2010年度/FY2010 2010.3.1 - 2011.2.28	2011年度/FY2011 2011.3.1 - 2012.2.29	2012年度計画 Forecast / 2013.2
	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen	百万円/Millions of yen
新店投資 New store investments	18,090	12,374	18,990	26,000
既存店投資 Existing store investments	7,143	7,741	10,523	12,000
システム関連投資 IT-related investments	8,862	7,099	7,202	4,000
その他 Other	238	1,393	333	-
投資小計 Subtotal	34,334	28,607	37,049	42,000
出資・融資 Investments and advances	-2,786	661	16,441	6,000
リース Leases ¹	31,950	11,298	17,196	18,000
合計 Total	63,499	40,566	70,686	66,000
有形固定資産減価償却費 Depreciation of property and store equipment ²	18,653	21,312	24,191	27,500
無形固定資産償却費 Amortization of intangible assets	4,894	7,348	7,514	8,800
減価償却費計 Total depreciation and amortization	23,547	28,660	31,706	36,300

(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。2011年度のリース債務の返済による支出は7,381百万円です。

*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。2011年度以降の有形固定資産減価償却費には、除去費用資産減価償却費及び資産除去債務利息を含んでおります。

Notes

*1 "Leases" are the amount of charges equivalent to the acquisition cost of leased property acquired during each fiscal year. The amount of repayments of lease obligations (consolidated) of is 7,381million of yen in FY2011.

*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. The amount for FY2011 includes depreciation of asset retirement obligations and interest on asset retirement obligations.

■貸借対照表 Non-consolidated balance sheet

	2009年度/FY2009 (2010年2月28日現在)	2010年度/FY2010 (2011年2月28日現在)	2011年度/FY2011 (2012年2月29日現在)	2010年度末からの増減
	FY2009 (As of 2010.2.28) 百万円/Millions of yen	FY2010 (As of 2011.2.28) 百万円/Millions of yen	FY2011 (As of 2012.2.29) 百万円/Millions of yen	Increase (Decrease) from 2011.2.28 百万円/Millions of yen
[資産の部 Assets]				
流動資産 Current assets	111,412	123,234	137,840	14,605
現金及び預金 Cash and deposits	53,862	68,743	75,389	6,645
加盟店貸勘定 Accounts receivable - due from franchised stores	20,767	15,661	18,064	2,403
有価証券 Marketable securities	2,500	2,999	4,999	1,999
商品 Merchandise inventories	1,063	862	807	-54
未収入金 Accounts receivable - other	21,484	23,641	26,212	2,571
繰延税金資産 Deferred tax assets	3,188	3,344	3,122	-221
その他 Other	8,620	8,059	9,316	1,257
貸倒引当金 Allowance for doubtful accounts	-74	-77	-73	4
固定資産 Noncurrent assets	309,031	321,586	362,826	41,239
有形固定資産 Property, plant and equipment	133,828	141,614	162,075	20,461
・建物及び構築物 Buildings and structures	89,812	89,321	97,812	8,490
・車両運搬具及び工具器具備品 Vehicles, tools, furniture and fixtures	11,708	10,962	11,884	921
・その他 Other	32,307	41,329	52,378	11,049
無形固定資産 Intangible assets	27,807	27,925	27,413	-512
投資その他の資産 Investments and other assets	147,395	152,046	173,337	21,290
・関係会社株式 Stocks of subsidiaries and affiliates	18,301	16,656	27,288	10,632
・長期貸付金 Long-terms loans receivable	29,670	39,856	41,982	2,126
・差入保証金 Guarantee deposits	79,338	77,164	78,450	1,285
・繰延税金資産 Deferred tax assets	14,424	11,693	14,475	2,781
・その他 Other	7,639	8,277	12,521	4,243
・貸倒引当金 Allowance for doubtful accounts	-1,979	-1,601	-1,380	220
資産合計 Total Assets	420,444	444,821	500,667	55,845
有形固定資産の減価償却累計額 Accumulated depreciation of property and store equipment	127,314	140,922	163,004	22,081

■貸借対照表 Non-consolidated balance sheet

	2009年度/FY2009 (2010年2月28日現在)	2010年度/FY2010 (2011年2月28日現在)	2011年度/FY2011 (2012年2月29日現在)	2010年度末からの増減
	FY2009(As of 2010.2.28) 百万円/Millions of yen	FY2010 (As of 2011.2.28) 百万円/Millions of yen	FY2011 (As of 2012.2.29) 百万円/Millions of yen	Increase (Decrease) from 2011.2.28 百万円/Millions of yen
[負債の部 Liabilities]				
流動負債 Current liabilities	157,764	165,398	196,405	31,007
買掛金 Accounts payable - trade	64,271	67,633	72,752	5,119
加盟店借勘定 Accounts payable - due to franchised stores	905	1,171	1,006	-165
未払金 Accounts payable - other	17,502	13,534	13,902	367
未払法人税等 Income taxes payable	8,812	9,738	14,259	4,521
預り金 Deposits payable	55,999	52,548	63,587	11,039
賞与引当金 Provision for bonuses	2,629	3,610	3,012	-597
ポイント引当金 Provision for point card certificates	2,095	925	556	-369
その他 Other	5,548	16,235	27,327	11,092
固定負債 Noncurrent liabilities	62,173	67,974	87,435	19,460
退職給付引当金 Liability for employees' retirement benefits	6,095	7,036	8,188	1,152
役員退職慰労引当金 Allowance for retirement benefits to executive officers and corporate auditors	201	212	289	77
長期預り保証金 Long-term guarantee deposits	38,735	37,240	35,718	-1,521
リース債務 Lease obligations	16,298	22,612	30,699	8,086
資産除去債務 Asset retirement obligations	-	-	11,642	11,642
その他 Other	842	873	897	24
負債合計 Total liabilities	219,937	233,372	283,840	50,468
[純資産の部 Net assets]				
株主資本 Shareholders' equity	200,803	211,692	216,986	5,294
資本金 Common stock	58,506	58,506	58,506	-
資本剰余金 Capital surplus	41,520	47,696	47,707	10
利益剰余金 Retained earnings	102,490	107,182	112,400	5,217
自己株式 Treasury stock	-1,713	-1,693	-1,627	65
評価・換算差額等 Valuation and translation adjustments	-643	-648	-602	45
その他有価証券評価差額金 Net unrealized gain (loss) on available-for-sale securities	-8	-14	-35	-21
土地再評価差額金 Revaluation reserve for land	-634	-634	-567	67
新株予約権 Subscription rights to shares	346	405	442	37
純資産合計 Net assets	200,506	211,448	216,826	5,377
負債純資産合計 Liabilities and assets	420,444	444,821	500,667	55,845