
DATABOOK

(2007年3月1日～2008年2月29日)
1 March 2007 ~ 29 February 2008

株式会社ポイント
POINT INC.
<http://www.point.co.jp>

point

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1. 連結決算概要 Financial Summary(Consolidated)

(単位:百万円/¥millions)

| | 55期(2005/2) | | | 56期(2006/2) | | | 57期(2007/2) | | | 58期(2008/2) | | |
|--------------------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|
| | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY |
| 売上高 Net sales | 37,795 | 100.0 | 135.7 | 49,073 | 100.0 | 129.8 | 61,650 | 100.0 | 125.6 | 73,941 | 100.0 | 119.9 |
| 売上原価 Cost of Sales | 14,981 | 39.6 | 126.8 | 19,383 | 39.5 | 129.4 | 24,483 | 39.7 | 126.3 | 29,244 | 39.6 | 119.4 |
| 売上総利益 Gross profit | 22,813 | 60.4 | 142.2 | 29,690 | 60.5 | 130.1 | 37,167 | 60.3 | 125.2 | 44,696 | 60.4 | 120.3 |
| 販管費 SG&A expenses | 15,309 | 40.5 | 130.3 | 19,716 | 40.2 | 128.8 | 24,880 | 40.4 | 126.2 | 31,736 | 42.9 | 127.6 |
| 営業利益 Operating income | 7,503 | 19.9 | 174.6 | 9,973 | 20.3 | 132.9 | 12,287 | 19.9 | 123.2 | 12,960 | 17.5 | 105.5 |
| 経常利益 Ordinary income | 7,494 | 19.8 | 176.1 | 9,957 | 20.3 | 132.9 | 12,324 | 20.0 | 123.8 | 13,030 | 17.6 | 105.7 |
| 当期純利益 Net income | 4,089 | 10.8 | 181.3 | 5,551 | 11.3 | 135.8 | 6,877 | 11.2 | 123.9 | 7,488 | 10.1 | 108.9 |

(単位:百万円/¥millions)

| | 55期(2005/2) | | | 56期(2006/2) | | | 57期(2007/2) | | | 58期(2008/2) | | |
|--|--------------|---------------|-------------|--------------|---------------|-------------|--------------|---------------|-------------|--------------|---------------|-------------|
| | 金額 amount | 構成比% ratio | 前期比 YtoY | 金額 amount | 構成比% ratio | 前期比 YtoY | 金額 amount | 構成比% ratio | 前期比 YtoY | 金額 amount | 構成比% ratio | 前期比 YtoY |
| 現預金 Cash on hand and in banks | 12,682 | 54.7 | 4,606 | 14,876 | 51.0 | 2,194 | 17,013 | 49.5 | 2,137 | 13,856 | 36.7 | ▲ 3,157 |
| たな卸資産 Inventories | 1,419 | 6.1 | 192 | 1,719 | 5.9 | 300 | 2,016 | 5.9 | 297 | 3,496 | 9.3 | 1,479 |
| 有形固定資産 Tangible Fixed Assets | 1,217 | 5.2 | ▲ 53 | 2,586 | 8.9 | 1,369 | 3,058 | 8.9 | 472 | 2,983 | 7.9 | ▲ 74 |
| 資産合計 Total Assets | 23,196 | 100.0 | 5,419 | 29,160 | 100.0 | 5,964 | 34,377 | 100.0 | 5,217 | 37,712 | 100.0 | 3,334 |
| 流動負債 Current Liabilities | 8,830 | 38.1 | 2,063 | 11,571 | 39.7 | 2,741 | 14,485 | 42.1 | 2,914 | 14,946 | 39.6 | 461 |
| 固定負債 Long-Term Liabilities | 832 | 3.6 | ▲ 144 | 740 | 2.5 | ▲ 92 | 345 | 1.0 | ▲ 395 | 417 | 1.1 | 72 |
| 資本金 Capital stock | 2,614 | 11.3 | 168 | 2,660 | 9.1 | 46 | 2,660 | 7.7 | 0 | 2,660 | 7.1 | 0 |
| 剰余金その他 Retained Earnings and Others | 11,506 | 49.6 | 3,914 | 16,289 | 55.9 | 4,783 | 21,322 | 62.0 | 5,033 | 26,366 | 69.9 | 5,044 |
| 自己株式 Treasury Stock | ▲ 588 | ▲ 2.5 | ▲ 584 | ▲ 2,102 | ▲ 7.2 | ▲ 1,514 | ▲ 4,437 | ▲ 12.9 | ▲ 2,335 | ▲ 6,677 | ▲ 17.7 | ▲ 2,240 |
| 純資産 Net Asset | 13,532 | 58.3 | 3,498 | 16,847 | 57.8 | 3,315 | 19,547 | 56.9 | 2,700 | 22,349 | 59.3 | 2,801 |
| 負債及び純資産合計 Total Liabilities and Net Asset | 23,196 | 100.0 | 5,419 | 29,160 | 100.0 | 5,964 | 34,377 | 100.0 | 5,217 | 37,712 | 100.0 | 3,334 |

2. 四半期別連結損益概要 Quarterly Financial Results(Consolidated)

第58期(2008/2)

(単位:百万円/¥millions)

| | 第1四半期 The first quarter | | | 第2四半期 The second quarter | | | 上期 The first half | | | 第3四半期 The third quarter | | | 第4四半期 The fourth quarter | | | 下期 The second half | | |
|--------------------------|----------------------------|---------------|--------------|-----------------------------|---------------|--------------|----------------------|---------------|--------------|----------------------------|---------------|--------------|-----------------------------|---------------|--------------|-----------------------|---------------|--------------|
| | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY |
| 売上高 Net sales | 15,965 | 100.0 | 125.0 | 16,112 | 100.0 | 117.0 | 32,077 | 100.0 | 120.8 | 20,067 | 100.0 | 123.0 | 21,797 | 100.0 | 116.0 | 41,864 | 100.0 | 119.3 |
| 売上原価 Cost of Sales | 5,462 | 34.2 | 122.2 | 6,818 | 42.3 | 113.1 | 12,280 | 38.3 | 117.0 | 7,263 | 36.2 | 128.2 | 9,701 | 44.5 | 116.6 | 16,964 | 40.5 | 121.3 |
| 売上総利益 Gross profit | 10,503 | 65.8 | 126.5 | 9,294 | 57.7 | 120.0 | 19,797 | 61.7 | 123.4 | 12,803 | 63.8 | 120.2 | 12,096 | 55.5 | 115.5 | 24,899 | 59.5 | 117.9 |
| 販管費 SG&A expenses | 7,119 | 44.6 | 133.3 | 7,374 | 45.8 | 127.6 | 14,493 | 45.2 | 130.3 | 8,135 | 40.5 | 126.8 | 9,108 | 41.8 | 124.1 | 17,243 | 41.2 | 125.3 |
| 営業利益 Operating income | 3,383 | 21.2 | 114.2 | 1,920 | 11.9 | 97.9 | 5,303 | 16.5 | 107.7 | 4,668 | 23.3 | 110.3 | 2,989 | 13.7 | 95.5 | 7,657 | 18.3 | 104.0 |
| 経常利益 Ordinary income | 3,413 | 21.4 | 115.2 | 1,935 | 12.0 | 98.2 | 5,348 | 16.7 | 108.4 | 4,702 | 23.4 | 111.0 | 2,980 | 13.7 | 94.5 | 7,682 | 18.3 | 104.0 |
| 当期純利益 Net income | 1,974 | 12.4 | 120.8 | 1,091 | 6.8 | 100.5 | 3,065 | 9.6 | 112.7 | 2,683 | 13.4 | 109.8 | 1,740 | 8.0 | 101.6 | 4,423 | 10.6 | 106.4 |

第57期(2007/2)

(単位:百万円/¥millions)

| | 第1四半期 The first quarter | | | 第2四半期 The second quarter | | | 上期 The first half | | | 第3四半期 The third quarter | | | 第4四半期 The fourth quarter | | | 下期 The second half | | |
|--------------------------|----------------------------|---------------|--------------|-----------------------------|---------------|--------------|----------------------|---------------|--------------|----------------------------|---------------|--------------|-----------------------------|---------------|--------------|-----------------------|---------------|--------------|
| | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY |
| 売上高 Net sales | 12,776 | 100.0 | 118.4 | 13,769 | 100.0 | 118.2 | 26,545 | 100.0 | 118.3 | 16,314 | 100.0 | 130.7 | 18,791 | 100.0 | 132.8 | 35,105 | 100.0 | 131.8 |
| 売上原価 Cost of Sales | 4,470 | 35.0 | 117.2 | 6,027 | 43.8 | 124.5 | 10,497 | 39.5 | 121.3 | 5,666 | 34.7 | 129.8 | 8,320 | 44.3 | 130.7 | 13,986 | 39.8 | 130.4 |
| 売上総利益 Gross profit | 8,305 | 65.0 | 119.0 | 7,743 | 56.2 | 113.7 | 16,048 | 60.5 | 116.4 | 10,648 | 65.3 | 131.2 | 10,471 | 55.7 | 134.5 | 21,119 | 60.2 | 132.8 |
| 販管費 SG&A expenses | 5,342 | 41.8 | 121.0 | 5,781 | 42.0 | 121.4 | 11,123 | 41.9 | 121.2 | 6,415 | 39.3 | 129.2 | 7,342 | 39.1 | 131.7 | 13,757 | 39.2 | 130.5 |
| 営業利益 Operating income | 2,963 | 23.2 | 115.6 | 1,961 | 14.2 | 95.8 | 4,924 | 18.6 | 106.8 | 4,234 | 26.0 | 134.5 | 3,129 | 16.7 | 141.3 | 7,363 | 21.0 | 137.3 |
| 経常利益 Ordinary income | 2,963 | 23.2 | 115.5 | 1,971 | 14.3 | 96.4 | 4,934 | 18.6 | 107.0 | 4,237 | 26.0 | 134.8 | 3,153 | 16.8 | 143.1 | 7,390 | 21.1 | 138.2 |
| 当期純利益 Net income | 1,634 | 12.8 | 113.6 | 1,086 | 7.9 | 96.9 | 2,720 | 10.2 | 106.3 | 2,444 | 15.0 | 134.2 | 1,713 | 9.1 | 146.3 | 4,157 | 11.8 | 138.9 |

3. 店舗業態別売上状況(連結) Sales Breakdown by Brand Category(Consolidated)

(単位:百万円/¥millions)

| | 55期(2005/2) | | | 56期(2006/2) | | | 57期(2007/2) | | | 58期(2008/2) | | |
|-------------------------------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|
| | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY |
| レイジブルー RAGEBLUE | 2,531 | 6.7 | 125.6 | 3,741 | 7.6 | 147.8 | 4,912 | 7.9 | 131.3 | 5,826 | 7.9 | 118.6 |
| ローリーズファーム LOWRYS FARM | 18,288 | 48.4 | 123.3 | 21,297 | 43.4 | 116.5 | 23,728 | 38.5 | 111.4 | 23,925 | 32.4 | 100.8 |
| グローバルワーク GLOBAL WORK | 10,653 | 28.2 | 160.3 | 14,597 | 29.7 | 137.0 | 17,371 | 28.2 | 119.0 | 20,684 | 28.0 | 119.1 |
| ジーナシス JEANASIS | 2,410 | 6.4 | 177.7 | 4,047 | 8.2 | 167.9 | 6,504 | 10.6 | 160.7 | 8,609 | 11.6 | 132.4 |
| ヘザー HEATHER | 1,546 | 4.1 | 143.1 | 1,819 | 3.7 | 117.7 | 2,570 | 4.2 | 141.3 | 3,708 | 5.0 | 144.3 |
| ハレ HARE | 890 | 2.4 | 224.7 | 1,764 | 3.6 | 198.2 | 2,881 | 4.7 | 163.4 | 3,716 | 5.0 | 129.0 |
| ナインブロックス NINE BLOCKS | 850 | 2.2 | 96.0 | 1,134 | 2.3 | 133.4 | 1,134 | 1.8 | 100.0 | 1,511 | 2.1 | 133.2 |
| アグレア AGREA | 208 | 0.6 | 124.6 | 79 | 0.2 | 38.0 | 69 | 0.1 | 87.3 | 15 | 0.0 | 21.6 |
| アンダーカレント UNDERCURRENT | 0 | 0.0 | - | 0 | 0.0 | - | 456 | 0.7 | - | 1,204 | 1.6 | 264.1 |
| アパートバイローリーズ APART BY LOWRYS | 0 | 0.0 | - | 1 | 0.0 | - | 958 | 1.6 | - | 2,046 | 2.8 | 213.6 |
| レプシムローリーズファーム LEPSIM LOWRYS FARM | 0 | 0.0 | - | 0 | 0.0 | - | 368 | 0.6 | - | 1,879 | 2.5 | 510.8 |
| その他(※) Others | 5 | 0.0 | 2.1 | 86 | 0.2 | - | 0 | 0.0 | 0.0 | ▲ 6 | ▲ 0.0 | - |
| 国内計 Total(Japan) | 37,386 | 98.9 | 135.4 | 48,570 | 99.0 | 129.9 | 60,957 | 98.9 | 125.5 | 73,121 | 98.9 | 120.0 |
| ローリーズファーム(台湾) LOWRYS FARM(TW) | 409 | 1.1 | 169.7 | 503 | 1.0 | 123.0 | 650 | 1.0 | 129.3 | 722 | 1.0 | 111.0 |
| レイジブルー(台湾) RAGEBLUE(TW) | 0 | 0.0 | - | 0 | 0.0 | - | 43 | 0.1 | - | 98 | 0.1 | 228.3 |
| 海外計 Total(TW) | 409 | 1.1 | 169.7 | 503 | 1.0 | 123.0 | 693 | 1.1 | 137.8 | 820 | 1.1 | 118.3 |
| 連結合計 Total | 37,795 | 100.0 | 135.7 | 49,073 | 100.0 | 129.8 | 61,650 | 100.0 | 125.6 | 73,941 | 100.0 | 119.9 |

※第58期より、当社のオンラインショッピングサイトにおける会員向けに付与した「お買い物ポイント」の将来利用見込額に対し、B/S上は流動負債に計上、P/L上は売上高より差し引いております。

From FYE February 2008, allowance was made for the expected future usage of the "Shopping point" given to our On-line shopping sight members, and the corresponding amount was deducted from our gross sales figure.

4. 商品別売上状況(連結) Sales Breakdown by Goods Category(Consolidated)

(単位:百万円/¥millions)

| | 55期(2005/2) | | | 56期(2006/2) | | | 57期(2007/2) | | | 58期(2008/2) | | |
|-----------------------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|
| | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY |
| メンズボトムス Men's bottoms | 1,185 | 3.1 | 133.0 | 2,035 | 4.1 | 171.7 | 2,339 | 3.8 | 114.9 | 2,557 | 3.5 | 109.3 |
| メンズトップス Men's tops | 5,257 | 13.9 | 134.6 | 7,633 | 15.6 | 145.2 | 9,884 | 16.0 | 129.5 | 12,132 | 16.4 | 122.7 |
| メンズ計 Men's Subtotal | 6,443 | 17.0 | 134.3 | 9,669 | 19.7 | 150.1 | 12,224 | 19.8 | 126.4 | 14,689 | 19.9 | 120.2 |
| レディースボトムス Lady's bottoms | 6,530 | 17.3 | 145.9 | 8,292 | 16.9 | 127.0 | 9,676 | 15.7 | 116.7 | 9,255 | 12.5 | 95.6 |
| レディーストップス Lady's tops | 18,549 | 49.1 | 129.2 | 23,001 | 46.9 | 124.0 | 29,271 | 47.5 | 127.3 | 37,610 | 50.9 | 128.5 |
| レディース計 Lady's Subtotal | 25,080 | 66.4 | 133.2 | 31,294 | 63.8 | 124.8 | 38,947 | 63.2 | 124.5 | 46,865 | 63.3 | 120.3 |
| 雑貨・その他(※) Others | 6,271 | 16.6 | 148.4 | 8,110 | 16.5 | 129.3 | 10,478 | 17.0 | 129.2 | 12,386 | 16.8 | 118.2 |
| 合計 Total | 37,795 | 100.0 | 135.7 | 49,073 | 100.0 | 129.8 | 61,650 | 100.0 | 125.6 | 73,941 | 100.0 | 119.9 |

※第58期より、当社のオンラインショッピングサイトにおける会員向けに付与した「お買い物ポイント」の将来利用見込額に対し、B/S上は流動負債に計上、P/L上は売上高より差し引いております。

From FYE February 2008, allowance was made for the expected future usage of the "Shopping point" given to our On-line shopping sight members, and the corresponding amount was deducted from our gross sales figure.

5. 販売費及び一般管理費明細(連結) SG&A expenses(Consolidated)

(単位:百万円/¥millions)

| | 55期(2005/2) | | | 56期(2006/2) | | | 57期(2007/2) | | | 58期(2008/2) | | |
|---|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|
| | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY |
| 広告宣伝費 Advertising and promotional cost | 682 | 4.5 | 129.4 | 895 | 4.5 | 131.2 | 1,235 | 5.0 | 138.0 | 1,559 | 4.9 | 126.2 |
| 人件費(福利厚生費含む) Personnel | 5,172 | 33.8 | 124.1 | 6,620 | 33.6 | 128.0 | 8,150 | 32.8 | 123.1 | 10,464 | 33.0 | 128.4 |
| 地代家賃 Rent | 5,714 | 37.3 | 134.5 | 7,436 | 37.7 | 130.1 | 9,321 | 37.5 | 125.3 | 11,591 | 36.5 | 124.4 |
| リース料 Lease payments | 894 | 5.8 | 141.7 | 1,170 | 5.9 | 130.9 | 1,517 | 6.1 | 129.7 | 2,053 | 6.5 | 135.3 |
| 減価償却費 Depreciation and amortization | 237 | 1.5 | 111.8 | 301 | 1.5 | 127.0 | 376 | 1.5 | 124.9 | 563 | 1.8 | 149.7 |
| その他 Others | 2,610 | 17.0 | 133.3 | 3,294 | 16.7 | 126.2 | 4,279 | 17.2 | 130.0 | 5,504 | 17.3 | 128.6 |
| 合計 Total | 15,309 | 100.0 | 130.3 | 19,716 | 100.0 | 128.8 | 24,880 | 100.0 | 126.2 | 31,736 | 100.0 | 127.6 |

6. 店舗業態別出退店状況(連結) Number of stores opened/closed by Brand Category(Consolidated)

| | 55期(2005/2) | | | | 56期(2006/2) | | | | | 57期(2007/2) | | | | | 58期(2008/2) | | | | |
|-------------------------------------|--------------|--------------|--------------|----------|--------------|--------------|--------------|---------------|----------|--------------|--------------|--------------|---------------|----------|--------------|--------------|--------------|---------------|----------|
| | 出店 Opened | 退店 Closed | 変更 Change | 期末 YE | 出店 Opened | 退店 Closed | 変更 Change | 改装 Remodel | 期末 YE | 出店 Opened | 退店 Closed | 変更 Change | 改装 Remodel | 期末 YE | 出店 Opened | 退店 Closed | 変更 Change | 改装 Remodel | 期末 YE |
| レイジブルー RAGEBLUE | 4 | ▲1 | 1 | 18 | 6 | ▲1 | 0 | 2 | 23 | 7 | ▲1 | 0 | 4 | 29 | 10 | 0 | 0 | 3 | 39 |
| ローリーズファーム LOWRYS FARM | 14 | ▲3 | 0 | 92 | 8 | 0 | *0 | 24 | 100 | 9 | ▲4 | ▲1 | 12 | 104 | 10 | ▲1 | ▲1 | 24 | 112 |
| グローバルワーク GLOBAL WORK | 23 | ▲4 | *0 | 70 | 15 | ▲2 | 0 | 17 | 83 | 22 | ▲1 | 0 | 3 | 104 | 26 | 0 | 0 | 11 | 130 |
| ジーナシス JEANASIS | 4 | 0 | 0 | 23 | 13 | 0 | ▲1 | 4 | 35 | 12 | ▲2 | 0 | 7 | 45 | 12 | ▲2 | 0 | 3 | 55 |
| ヘザー HEATHER | 3 | 0 | 0 | 19 | 5 | ▲1 | 0 | 7 | 23 | 3 | ▲1 | ▲1 | 1 | 24 | 8 | 0 | 1 | 7 | 33 |
| ハレ HARE | 3 | 0 | 0 | 9 | 2 | 0 | 1 | 0 | 12 | 7 | 0 | 1 | 1 | 20 | 5 | 0 | 0 | 0 | 25 |
| ナインブロック NINE BLOCKS | 1 | 0 | 0 | 8 | 3 | ▲1 | 0 | 1 | 10 | 1 | 0 | 0 | 1 | 11 | 4 | 0 | 0 | 4 | 15 |
| アグレア AGREA | 0 | ▲2 | ▲1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | ▲1 | 0 | 0 | 0 |
| アンダーカレント UNDERCURRENT | - | - | - | - | - | - | - | - | - | 9 | 0 | 0 | 0 | 9 | 3 | 0 | 0 | 0 | 12 |
| アパートバイローリーズ APART BY LOWRYS | - | - | - | - | 1 | 0 | 0 | 0 | 1 | 8 | 0 | 0 | 0 | 9 | 5 | 0 | 0 | 0 | 14 |
| レプシムローリーズファーム LEPSIM LOWRYS FARM | - | - | - | - | - | - | - | - | - | 5 | 0 | 1 | 0 | 6 | 15 | 0 | 0 | 0 | 21 |
| その他 Others | 0 | 0 | 0 | 0 | 3 | ▲3 | 0 | 0 | 0 | - | - | - | - | - | - | - | - | - | - |
| 国内計 Total(Japan) | 52 | ▲10 | 0 | 240 | 56 | ▲8 | 0 | 55 | 288 | 83 | ▲9 | 0 | 29 | 362 | 98 | ▲4 | 0 | 52 | 456 |
| ローリーズファーム(台湾) LOWRYS FARM(TW) | 2 | ▲3 | 0 | 6 | 2 | 0 | 0 | 0 | 8 | 2 | ▲1 | 0 | 0 | 9 | 2 | ▲1 | 0 | 0 | 10 |
| レイジブルー(台湾) RAGEBLUE(TW) | - | - | - | - | - | - | - | - | - | 3 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 3 |
| 海外計 Total(TW) | 2 | ▲3 | 0 | 6 | 2 | 0 | 0 | 0 | 8 | 5 | ▲1 | 0 | 0 | 12 | 2 | ▲1 | 0 | 0 | 13 |
| 連結合計 Total | 54 | ▲13 | 0 | 246 | 58 | ▲8 | 0 | 55 | 296 | 88 | ▲10 | 0 | 29 | 374 | 100 | ▲5 | 0 | 52 | 469 |

*業態変更による出・退店各1店舗の為、増減0となっています。

Net effect is nil as a result of open and close of one shop each due to brand change.

7. 売上高・客数・客単価前期比推移(個別)

Sales, Number of customers and Ave. spending per customer (Compared with same month of previous year) (Non-consolidated)

第58期(2008/2)

(単位:%)

| | | 上期 1st half | | | | | | | | | 下期 2nd half | | | | | | | | | 通期 Full-term |
|------------------------------|------------------------|----------------------|-----------|-----------|-------|----------------------|-----------|-----------|-------|-------|----------------------|------------|------------|-------|----------------------|-----------|-----------|-------|-------|-----------------|
| | | 第1四半期 1st quarter | | | | 第2四半期 2nd quarter | | | | 小計 | 第3四半期 3rd quarter | | | | 第4四半期 4th quarter | | | | 小計 | |
| | | 3月 Mar | 4月 Apr | 5月 May | 小計 | 6月 Jun | 7月 Jul | 8月 Aug | 小計 | | 9月 Sep | 10月 Oct | 11月 Nov | 小計 | 12月 Dec | 1月 Jan | 2月 Feb | 小計 | | |
| 売上高 Sales | 全店 Total | 125.6 | 130.5 | 118.4 | 124.7 | 134.7 | 101.4 | 124.1 | 116.9 | 120.6 | 120.0 | 125.8 | 123.1 | 123.2 | 123.6 | 113.5 | 108.3 | 116.2 | 119.5 | 120.0 |
| | 既存店 Existing Stores | 98.6 | 103.5 | 93.9 | 98.6 | 106.8 | 80.5 | 99.4 | 92.8 | 95.6 | 99.1 | 105.1 | 102.5 | 102.5 | 102.6 | 95.4 | 89.0 | 97.0 | 99.5 | 97.8 |
| 客数 Number of Customers | 全店 Total | 128.6 | 131.2 | 118.4 | 125.8 | 135.2 | 102.2 | 124.8 | 116.6 | 120.5 | 122.2 | 126.2 | 121.4 | 123.4 | 126.7 | 114.1 | 102.0 | 115.8 | 119.1 | 119.8 |
| | 既存店 Existing Stores | 102.3 | 105.5 | 95.3 | 100.7 | 108.3 | 81.9 | 101.3 | 93.5 | 96.7 | 102.5 | 106.1 | 101.5 | 103.5 | 105.5 | 96.3 | 84.1 | 97.2 | 99.9 | 98.4 |
| 客単価 Spending | 全店 Total | 97.6 | 99.5 | 100.0 | 99.1 | 99.6 | 99.3 | 99.4 | 100.3 | 100.1 | 98.2 | 99.7 | 101.4 | 99.8 | 97.6 | 99.5 | 106.1 | 100.4 | 100.3 | 100.2 |
| | 既存店 Existing Stores | 96.4 | 98.1 | 98.6 | 97.8 | 98.6 | 98.3 | 98.1 | 99.2 | 98.9 | 96.7 | 99.0 | 101.0 | 99.1 | 97.3 | 99.1 | 105.9 | 99.8 | 99.6 | 99.4 |

第57期(2007/2)

(単位:%)

| | | 上期 1st half | | | | | | | | | 下期 2nd half | | | | | | | | | 通期 Full-term |
|------------------------------|------------------------|----------------------|-----------|-----------|-------|----------------------|-----------|-----------|-------|-------|----------------------|------------|------------|-------|----------------------|-----------|-----------|-------|-------|-----------------|
| | | 第1四半期 1st quarter | | | | 第2四半期 2nd quarter | | | | 小計 | 第3四半期 3rd quarter | | | | 第4四半期 4th quarter | | | | 小計 | |
| | | 3月 Mar | 4月 Apr | 5月 May | 小計 | 6月 Jun | 7月 Jul | 8月 Aug | 小計 | | 9月 Sep | 10月 Oct | 11月 Nov | 小計 | 12月 Dec | 1月 Jan | 2月 Feb | 小計 | | |
| 売上高 Sales | 全店 Total | 127.9 | 111.9 | 116.0 | 118.3 | 118.0 | 119.6 | 115.0 | 118.0 | 118.1 | 126.6 | 131.2 | 133.5 | 130.6 | 127.6 | 135.7 | 135.5 | 132.7 | 131.7 | 125.5 |
| | 既存店 Existing Stores | 112.4 | 98.4 | 102.1 | 103.8 | 104.3 | 106.5 | 100.2 | 104.5 | 104.1 | 108.8 | 108.1 | 107.5 | 108.1 | 101.7 | 109.9 | 106.7 | 106.3 | 107.1 | 105.8 |
| 客数 Number of Customers | 全店 Total | 121.0 | 104.9 | 108.3 | 110.9 | 114.3 | 113.4 | 110.9 | 113.1 | 112.1 | 121.6 | 127.1 | 127.3 | 125.4 | 119.2 | 131.0 | 134.3 | 127.7 | 126.7 | 119.6 |
| | 既存店 Existing Stores | 106.9 | 93.2 | 96.2 | 98.1 | 102.1 | 102.0 | 97.5 | 101.0 | 99.8 | 105.5 | 105.4 | 104.1 | 105.0 | 96.2 | 106.5 | 107.0 | 103.1 | 103.9 | 101.9 |
| 客単価 Spending | 全店 Total | 105.7 | 106.7 | 107.2 | 106.7 | 103.2 | 105.4 | 103.7 | 104.4 | 105.4 | 104.2 | 103.2 | 104.9 | 104.2 | 107.0 | 103.6 | 100.9 | 103.9 | 104.0 | 105.0 |
| | 既存店 Existing Stores | 105.1 | 105.6 | 106.1 | 105.7 | 102.2 | 104.4 | 102.8 | 103.4 | 104.4 | 103.2 | 102.6 | 103.2 | 102.9 | 105.8 | 103.2 | 99.7 | 103.1 | 103.1 | 103.8 |

8. 主要な経営指標等(連結) Major Financial Data(Consolidated)

| | 単位 Unit | 53期(2003/2) | 54期(2004/2) | 55期(2005/2) | 56期(2006/2) | 57期(2007/2) | 58期(2008/2) | |
|----|---|--------------------------|-------------|-------------|-------------|-------------|-------------|------------|
| 1 | 総資産経常利益率 Ordinary income to Total assets | % | 28.0 | 28.3 | 36.6 | 38.0 | 38.8 | 36.2 |
| 2 | 自己資本当期純利益率(ROE) Return on Equity | % | 36.6 | 28.4 | 34.7 | 36.5 | 37.8 | 35.8 |
| 3 | 総資産当期純利益率(ROA) Net income to Total assets | % | 15.3 | 15.0 | 20.0 | 21.2 | 21.6 | 20.8 |
| 4 | 売上高総利益率 Gross profit ratio | % | 56.3 | 57.6 | 60.4 | 60.5 | 60.3 | 60.4 |
| 5 | 売上高販管費率 SG&A expenses ratio | % | 42.5 | 42.2 | 40.5 | 40.2 | 40.4 | 42.9 |
| 6 | 売上高経常利益率 Ordinary income ratio | % | 13.6 | 15.3 | 19.8 | 20.3 | 20.0 | 17.6 |
| 7 | 自己資本比率 Shareholders' equity ratio | % | 47.8 | 56.4 | 58.3 | 57.8 | 56.8 | 59.1 |
| 8 | 総資産回転率 Total assets turnover | 回 times | 2.1 | 1.9 | 1.8 | 1.9 | 1.9 | 2.1 |
| 9 | 在庫回転率 Inventory turnover (Cost of Goods Sold Base) | 回 times | 6.2 | 8.5 | 11.3 | 12.3 | 13.1 | 10.6 |
| 10 | 発行済株式総数 Number of shares issued | 株 Number of Shares | 8,531,600 | 14,178,400 | 25,891,020 | 25,990,720 | 25,990,720 | 25,990,720 |
| 11 | 1株当り当期純利益(EPS) Earning per share | 円 ¥ | 194.6 | 163.5 | 156.7 | 216.2 | 270.3 | 298.9 |
| 12 | 1株当り株主資本(BPS) Book value per share | 円 ¥ | 687.5 | 703.2 | 523.5 | 659.1 | 775.0 | 900.9 |
| 13 | 1株当り配当金(DPS) Dividends per share | 円 ¥ | 18 | 20 | 20 | 40 | 60 | 80 |
| 14 | 期末店舗数 Number of Stores | 店舗 Number of Stores | 151 | 205 | 246 | 296 | 374 | 469 |
| 15 | 期末店舗売場面積 Total floor space | m ² | 22,908 | 33,667 | 40,778 | 49,011 | 64,059 | 80,528 |
| 16 | 従業員数 Number of employees(full-time) | 人 Number of employees | 434 | 571 | 692 | 846 | 1,073 | 1,388 |
| 17 | 平均臨時雇用者数 Number of employees(part-time) | 人 Number of employees | 504 | 705 | 1,029 | 1,329 | 1,622 | 1,986 |
| | | | | | | | | |
| | | | | | | | | |

9. 連結子会社決算概要 Financial Summary(Consolidated Subsidiaries)

㈱ポジック(物流子会社)決算概要 Posic CO.,LTD.

(単位:百万円/¥millions)

| | 2005/2期 | | | 2006/2期 | | | 2007/2期 | | | 2008/2期 | | |
|--------------------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|
| | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY |
| 売上高 Net sales | 512 | 100.0 | 131.3 | 648 | 100.0 | 126.6 | 669 | 100.0 | 103.2 | 764 | 100.0 | 114.1 |
| 営業利益 Operating income | 67 | 13.1 | 124.1 | 99 | 15.3 | 147.8 | 96 | 14.4 | 97.0 | 117 | 15.4 | 122.4 |
| 経常利益 Ordinary income | 66 | 12.9 | 122.2 | 98 | 15.1 | 148.5 | 95 | 14.3 | 96.9 | 117 | 15.4 | 122.7 |
| 当期純利益 Net income | 39 | 7.6 | 121.9 | 58 | 9.0 | 148.7 | 56 | 8.4 | 96.6 | 67 | 8.9 | 119.6 |

波茵特股份有限公司(台湾子会社)決算概要 POINT TW INC.

(単位:百万円/¥millions)

| | 2004/12期 | | | 2005/12期 | | | 2006/12期 | | | 2007/12期 | | |
|--------------------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|--------------|---------------|--------------|
| | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY | 金額 amount | 構成比% ratio | 前期比% YtoY |
| 売上高 Net sales | 408 | 100.0 | 176.6 | 502 | 100.0 | 123.0 | 693 | 100.0 | 138.0 | 820 | 100.0 | 118.3 |
| 営業利益 Operating income | ▲ 4 | ▲ 1.0 | 66.7 | 66 | 13.1 | N.A. | 76 | 11.1 | 115.2 | 129 | 15.8 | 169.4 |
| 経常利益 Ordinary income | 0 | 0.0 | 0.0 | 76 | 15.1 | N.A. | 77 | 11.1 | 101.3 | 128 | 15.6 | 166.2 |
| 当期純利益 Net income | ▲ 4 | ▲ 1.0 | 30.8 | 56 | 11.2 | N.A. | 52 | 7.6 | 92.9 | 90 | 11.1 | 172.7 |

10. 大株主状況(2008年2月29日現在) Principal Shareholders(As of February 29,2008)

| 株主名 Name | 持株数(千株) Number of Shares(1000shares) | 持株比率% % of Total Shares in Issue |
|------------------------------------|---|-------------------------------------|
| 株式会社テツカンパニー | 2,174 | 8.4 |
| 日本マスタートラスト信託銀行株式会社 (信託口) | 1,630 | 6.3 |
| 株式会社フクゾウ | 1,510 | 5.8 |
| 株式会社武平 | 1,500 | 5.8 |
| 株式会社月岡 | 1,500 | 5.8 |
| 福田 三千男 | 1,299 | 5.0 |
| 株式会社ポイント | 1,234 | 4.7 |
| ステートストリートバンクアンドトラストカンパ ニー | 1,060 | 4.1 |
| 日本トラスティ・サービス信託銀行株式会社 (信託口) | 900 | 3.5 |
| ステートストリートバンクアンドトラストカンパ ニー505103 | 678 | 2.6 |

11.所有者別株式分布状況(2008年2月29日現在) Breakdown of Holdings by Shareholder Type(As of February 29,2008)

| 所有者 Type of Shareholder | 株主数(名) Number of Shareholders | 株式数(千株) Number of Shares(1000shares) | 構成比 ratio% |
|---|----------------------------------|---|---------------|
| 外国人 Foreign investors | 145 | 7,143 | 27.5 |
| 個人・その他 Japanese individuals,others | 9,427 | 6,506 | 25.0 |
| 金融機関 Japanese financial institutions | 50 | 4,363 | 16.8 |
| 事業会社・その他法人 Other Japanese companies and corporations | 64 | 7,799 | 30.0 |
| 証券会社 Japanese securities companies | 37 | 179 | 0.7 |
| 合計 Total | 9,723 | 25,991 | 100.0 |