# DOLLAR GENERALCORP 

FORM 8-K
(Current report filing)

# Filed 08/25/05 for the Period Ending 08/25/05 

Address 100 MISSION RIDGE<br>GOODLETTSVILLE, TN, 37072<br>Telephone 6158554000<br>CIK 0000029534<br>Symbol DG<br>SIC Code 5331-Retail-Variety Stores<br>Industry Discount Stores<br>Sector Consumer Cyclicals<br>Fiscal Year 02/02

# DOLLAR GENERAL CORP 

FORM 8-K

(Unscheduled Material Events)

## Filed 8/25/2005 For Period Ending 8/25/2005

| Address | 100 MISSION RIDGE |
| :--- | :--- |
|  | GOODLETTSVILLE, Tennessee 37072 |
| Telephone | $615-855-4000$ |
| CIK | 0000029534 |
| Industry | Retail (Specialty) |
| Sector | Services |
| Fiscal Year | $01 / 31$ |

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION 

# Washington, D.C. 20549 <br> FORM 8-K 

Current Report
Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): August 25, 2005
Dollar General Corporation
(Exact Name of Registrant as Specified in Charter)


100 Mission Ridge
Goodlettsville, Tennessee 37072
(Address of Principal Executive Offices) (Zip Code)
Registrant's telephone number, including area code: (615) 855-4000
(Former name or former address, if changed since last report)
Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## ITEM 2.02. RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On August 25, 2005, Dollar General Corporation (the "Company") issued a news release regarding results of operations and financial condition for the second quarter ended July 29, 2005. The news release is attached hereto as Exhibit 99 and incorporated by reference as if fully set forth herein.

## ITEM 7.01. REGULATION FD DISCLOSURE

The information set forth in Item 2.02 above is incorporated herein by reference. The press release also sets forth information regarding the planned conference call and webcast to discuss second quarter results, the outlook for the fiscal 2005 third and fourth quarters and full year, and other matters.

## ITEM 9.01. FINANCIAL STATEMENTS AND EXHIBITS

(a) Financial Statements of businesses acquired. N/A
(b) Pro Forma Financial Information. N/A
(c) Exhibits. See Exhibit Index immediately following the signature page hereto.

## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

## Date: August 25, 2005 DOLLAR GENERAL CORPORATION

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By: /s/ Susan S. Lanigan
Susan S. Lanigan
Executive Vice President and General Counsel
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## EXHIBIT INDEX

## Exhibit No.

Description

News release dated August 25, 2005.

## Exhibit 99

Dollar General Reports Second Quarter 2005 EPS of $\$ 0.23$; Comments on 2005 Outlook

GOODLETTSVILLE, Tenn.--(BUSINESS WIRE)--Aug. 25, 2005--Dollar General Corporation (NYSE:DG) today reported net income for the second quarter of fiscal 2005 of $\$ 75.6$ million, or $\$ 0.23$ per share, compared to net income of $\$ 71.3$ million, or $\$ 0.22$ per share, in the second quarter of fiscal 2004. Earnings per share ("EPS") for the quarter increased five percent over the prior year quarter. As previously disclosed, excluding adjustments made in the second quarter of fiscal 2004 to reduce certain income tax-related liabilities and related interest accruals by $\$ 7.4$ million, net income for the second quarter of fiscal 2004 would have been $\$ 63.9$ million, or $\$ 0.19$ per share. Excluding last year's adjustment, fiscal 2005 results equate to a 21 percent growth in EPS.
Net sales for the second quarter ended July 29, 2005, were $\$ 2.07$ billion, a 12.5 percent increase over net sales of $\$ 1.84$ billion for the same period of fiscal 2004. The increase is primarily a result of 633 net new stores and a same-store sales increase of 3.9 percent.
As a percentage of sales, gross profit for the fiscal 2005 second quarter declined to 28.6 percent from 29.2 percent for the comparable period in fiscal 2004. The decrease in the gross profit rate is primarily attributable to: 1) lower sales, as a percent of total sales, of the Company's home products, basic clothing and seasonal categories, all of which have higher than average markups; 2) higher transportation costs, primarily resulting from increased fuel expenses; 3) increased inventory markdowns taken in connection with the Company's per-store inventory reduction initiatives; and 4) the unfavorable impact ( 17 basis points) resulting from the expansion from fiscal 2004 of the number of departments used in the Company's retail inventory method calculation of merchandise inventories and related profit margin ("RIM expansion").
Selling, general and administrative expenses ("SG\&A") decreased to 22.8 percent of sales for the second quarter of fiscal 2005 versus 23.4 percent of sales during the comparable prior year quarter. Significant factors contributing to the decrease in SG\&A, as a percent of sales are: 1) a decrease in store labor costs, resulting from cost-containment efforts, including the Company's EZstore project which has been fully implemented in 2,625 stores; 2) lower costs of counting physical inventories; and 3) lower health benefits expense, resulting from a decrease in the time lag used for estimating the Company's accrual for incurred, but not reported, claims based upon review and recommendation by the Company's outside actuary. These benefits were partially offset by increases in rent expense associated with the Company's leased store locations.
The effective income tax rate for the second quarter of 2005 was 34.8 percent compared to 31.5 percent in the comparable prior year period. The rate for the 2005 period is lower than the Company's estimated annual effective rate of approximately 36.1 percent (subject to quarterly adjustments) primarily due to the year-to-date impact of state investment tax credits associated with the construction of the distribution center in Indiana and the impact on certain taxes of an internal corporate restructuring. As discussed above, the tax rate in the 2004 period was favorably impacted by adjustments to reduce certain contingent income tax-related liabilities.
For the 26-week year-to-date period, net income was $\$ 140.5$ million in fiscal 2005, or $\$ 0.43$ per share, compared to $\$ 139.2$ million, or $\$ 0.42$ per share, in the comparable prior year period. Excluding the effect of the income tax-related adjustments described above, net income for the 26 -week period ended July 30, 2004 would have been $\$ 131.7$ million, or $\$ 0.39$ per share.
Year-to-date net sales increased 12.8 percent, including a same-store sales increase of 4.4 percent. As a percentage to sales, gross margin for the year-to-date period was 28.6 percent in 2005 compared to 29.3 percent in 2004 . The decrease in gross margin is primarily attributable to a decrease, as a percentage of total sales, of sales in higher margin categories, an unfavorable impact resulting from the RIM expansion (17 basis points), and increased transportation costs, primarily resulting from higher fuel costs.
SG\&A expenses for the year-to-date period decreased as a percentage of sales to 22.9 percent in 2005 from 23.1 percent in 2004. Significant factors contributing to the year-to-date decrease in SG\&A, as a percent of sales are: 1) a decrease in store labor costs, resulting from costcontainment efforts, including the Company's EZstore project; 2) lower health benefits expense, resulting from a decrease in the time lag used for estimating the Company's accrual for incurred, but not reported, claims based upon review and recommendation by the Company's outside actuary; and 3) decreases from the 2004 year-to-date period in external consulting fees, primarily relating to the Company's EZstore project and fees associated with the Company's initial Sarbanes-Oxley compliance efforts. These benefits were partially offset by increases in rent expense associated with the Company's leased store locations.
As of July 29, 2005, the Company operated 7,712 neighborhood stores, including 30 Dollar General Markets. For the 26-week period ended July 29,2005 , the Company opened 438 new stores and closed 46 stores. Store openings are on track to meet or exceed the Company's target of 730 total new stores this year.
Year-to-date, the Company repurchased approximately 8.4 million shares of its common stock for $\$ 172.8$ million. As of July 29, 2005, approximately 1.0 million shares remained available under the current repurchase authorization, which expires November 30, 2005.

## Third and Fourth Quarter 2005 Outlook

August same-store sales are currently estimated to be in the range of 0.5 percent to 1.0 percent. The Company believes that consumer discretionary spending has been greatly impacted in August due to the combination of fuel prices and aggressive back-to-school marketing and discounted pricing by competitors. Same-store sales are currently estimated to be in the range of one percent to three percent for the third quarter and in the range of two percent to four percent for the fourth quarter.
Accordingly, the Company expects EPS for its third quarter ending October 28, 2005 to be in the range of $\$ 0.19-\$ 0.21$. Included in this estimate is a negative impact of approximately $\$ 0.02-\$ 0.03$ per share resulting from the RIM expansion. Additionally, management expects transportation costs, primarily fuel-related, to have a significant negative impact on gross profit in the third quarter as the Company has its heaviest number of shipments in preparation for the holiday season.
For the fourth quarter of 2005, which includes an additional week, the Company expects EPS to be in the range of $\$ 0.53-\$ 0.55$. Included in this estimate is a favorable impact of approximately $\$ 0.03-\$ 0.04$ per share resulting from the RIM expansion.
For the 53-week year ending February 3, 2006, the Company expects to report EPS of \$1.15-\$1.19. Capital expenditures for the year are expected to be approximately $\$ 350$ million.

## Conference Call

The Company will host a conference call on Thursday, August 25, 2005, at 10 a.m. EDT. The security code for the conference call is "Dollar General." If you wish to participate, please call (334) 260-2280 at least 10 minutes before the conference call is scheduled to begin. The call will also be broadcast live online at www.dollargeneral.com and can be accessed by clicking on the homepage "Spotlight Item." A replay of the conference call will be available until 5 p.m. EDT on Thursday, September 8, online or by calling (334) 323-7226. The replay pass code is 30073306.

## Non-GAAP Disclosures

This press release and the tables accompanying this release include certain financial information not derived in accordance with generally accepted accounting principles ("GAAP"), including net income and EPS, each excluding an adjustment resulting from the reduction of certain income tax liabilities and the related interest accruals. Management believes that net income and EPS, excluding the income tax-related adjustment, more clearly reflect the Company's actual performance on a comparable and ongoing basis. In addition, return on invested capital ("ROIC"), included in the accompanying schedules to this release, may be considered a non-GAAP financial measure. Management believes that ROIC is useful because it provides investors with additional useful information for evaluating the efficiency of the Company's capital deployed in its operations. The Company has also provided a calculation of ROIC and return on assets, computed using net income, excluding a restatement-related penalty, a non-GAAP measure, which management believes more clearly reflects the ongoing operations of the Company None of these non-GAAP measures should be considered a substitute for measures derived in accordance with GAAP. The Company has included its calculations of these non-GAAP measures and reconciliations to the most comparable GAAP financial measures in the accompanying schedules.

## Forward-Looking Information

This press release contains forward-looking information, such as the information in the sections entitled "Third and Fourth Quarter 2005 Outlook," as well as expected fiscal 2005 new store openings and comments regarding the Company's ongoing effective income tax rate. The words "believe," "anticipate," "project," "plan," "schedule," "expect," "estimate," "objective," "forecast," "goal," "intend," "will likely result," or "will continue" and similar expressions generally identify forward-looking statements. These matters involve risks, uncertainties and other factors that may cause the actual performance of the Company to differ materially from that expressed or implied by these forward-looking statements. All forward-looking information should be evaluated in the context of these risks, uncertainties and other factors. The Company believes the assumptions underlying these forward-looking statements are reasonable; however, any of the assumptions could be inaccurate and, therefore, actual results may differ materially from those projected by, or implied in, the forward-looking statements. Factors that may result in actual results differing from such forward-looking information include, but are not limited to:
-- fuel price and interest rate fluctuations;
-- a deterioration in general economic conditions, such as unemployment levels, business conditions, high fuel and energy costs, interest rates and tax rates, whether caused by acts of war, terrorism or other factors;
-- changes in demand due to unexpected or unusual weather patterns, economic conditions or other factors;
-- transportation and distribution delays or interruptions both domestically and internationally;
-- labor shortages in the trucking industry;
-- the Company's ability to negotiate effectively the cost and purchase of merchandise;
-- prolonged or repeated price increases of certain raw materials that could affect vendors' product costs;
-- inventory risks due to shifts in market demand;
-- changes in product mix;
-- interruptions in suppliers' businesses;
-- the inability to execute operating initiatives;
-- costs and potential problems and interruptions associated with implementation of new or upgraded systems and technology or with maintenance or adequate support of existing systems;
-- higher than expected increases in health insurance costs or workers' compensation, general liability insurance, property insurance or directors' and officers' liability insurance costs;
-- seasonality of the Company's business such as a sales shortfall during the Christmas selling season;
-- unanticipated changes in the federal or state minimum wage or living wage requirements or changes in other wage or workplace regulations, as well as the Company's ability to timely comply with those regulations;
-- changes in federal, state or local regulations governing the sale of the Company's products, particularly "over-the-counter" medications or health products;
-- excessive costs and delays associated with building, opening and operating new stores;
-- excessive costs and delays associated with building or opening distribution centers;
-- competition in the retail industry;
-- results of legal proceedings and claims; and
-- other risk factors described in the Company's Form 10-K for the fiscal year ended January 28, 2005, filed with the SEC on April 12, 2005, and most recent Form 10-Q, as well as elsewhere in this press release.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this release. Except as may be required by law, the Company disclaims any obligation to publicly update or revise any forward-looking statements contained herein to reflect events or circumstances occurring after the date of this release or to reflect the occurrence of unanticipated events. Readers are advised, however, to consult any further disclosures the Company may make on related subjects in its public disclosures or documents filed with the SEC.

## About Dollar General

Dollar General is a Fortune $500(\mathrm{R})$ discount retailer with 7,712 neighborhood stores as of July 29, 2005. Dollar General stores offer convenience and value to customers by offering consumable basic items that are frequently used and replenished, such as food, snacks, health and beauty aids and cleaning supplies, as well as a selection of basic apparel, housewares and seasonal items at everyday low prices. The Company store support center is located in Goodlettsville, Tennessee. Dollar General's Web site can be reached at www.dollargeneral.com.

## DOLLAR GENERAL CORPORATION AND SUBSIDIARIES

## Consolidated Statements of Income

(In thousands, except per share amounts)
(Unaudited)

|  | For the 13 Weeks Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | July 29, \%of Net 2005 Sales |  |  | July 30, \%of Net 2004 Sales |  |  |
| Net sales |  | 066,016 | 100.00\% |  | 1,836,243 | 100.00\% |
| Cost of goods sold |  | 474,486 | 71.37\% |  | 1,299,263 | $70.76 \%$ |
| Gross profit |  | 591,530 | 28.63\% |  | 536,980 | 29.24\% |
| Selling, general and administrative |  | 470,460 | $22.77 \%$ |  | 428,854 | 23.35\% |
| Operating profit |  | 121,070 | 5.86\% |  | 108,126 | 5.89\% |
| Interest income |  | $(2,156)$ | -0.10\% |  | $(1,404)$ | -0.08\% |
| Interest expense |  | 7,344 | $0.36 \%$ |  | 5,445 | $0.30 \%$ |
| Income before income taxes |  | 115,882 | 5.61\% |  | 104,085 | 5.67\% |
| Income taxes |  | 40,324 | 1.95\% |  | 32,763 | 1.78\% |
| Net income | \$ | 75,558 | 3.66\% | \$ | 71,322 | 3.88\% |
| Basic earnings per share | \$ | 0.23 |  | \$ | 0.22 |  |
| Weighted average basic shares |  | 323,836 |  |  | 327,799 |  |
| Diluted earnings per share | \$ | 0.23 |  | \$ | 0.22 |  |
| Weighted average diluted shares |  | 326,340 |  |  | 330,298 |  |
| Dividends per share | \$ | 0.045 |  | \$ | 0.040 |  |



# DOLLAR GENERAL CORPORATION AND SUBSIDIARIES 

## Consolidated Balance Sheets

(In thousands)

|  | $\begin{gathered} \text { July } 29, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { Jan. } 28, \\ 2005 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (Unaudited) |  |
| ASSETS |  |  |
| Current assets: |  |  |
| Cash and cash equivalents | \$ 145,950 | \$ 232,830 |
| Short-term investments | - | 42,925 |
| Merchandise inventories | 1,460,700 | 1,376,537 |
| Deferred income taxes | 33,708 | 24,908 |
| Prepaid expenses and other current assets | 58,305 | 53,702 |
| Total current assets | 1,698,663 | 1,730,902 |
| Property and equipment, at cost | 2,063,696 | 1,940,335 |
| Less: accumulated depreciation and amortization | 941,999 | 859,497 |
| Net property and equipment | 1,121,697 | 1,080,838 |
| Other assets, net | 20,006 | 29,264 |
| Total assets | \$2,840,366 | \$2,841,004 |

LIABILITIES AND SHAREHOLDERS' EQUITY
Current liabilities:


Shareholders' equity:
Preferred stock

| Common stock | 160,630 | 164,086 |
| :---: | :---: | :---: |
| Additional paid-in capital | 447,617 | 421,600 |
| Retained earnings | 1,046,650 | 1,102,457 |
| Accumulated other comprehensive loss | (883) | (973) |
|  | 1,654,014 | 1,687,170 |
| Other shareholders' equity | $(6,197)$ | $(2,705)$ |
| Total shareholders' equity | 1,647,817 | 1,684,465 |
| Total liabilities and shareholders' equity | \$2,840,366 | \$2,841,004 |

## DOLLAR GENERAL CORPORATION AND SUBSIDIARIES

Consolidated Statements of Cash Flows
(In thousands)
(Unaudited)

|  | For the 26 Weeks Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} u l y 29, \\ 2005 \end{gathered}$ |  | $\begin{aligned} & \text { aly } 30, \\ & 2004(\mathrm{a}) \end{aligned}$ |
| Cash flows from operating activities: |  |  |  |  |
| Net income |  | 140,458 |  | 39,171 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation and amortization |  | 90,316 |  | 80,697 |
| Deferred income taxes |  | $(13,449)$ |  | 29,017 |
| Tax benefit from stock option exercises |  | 3,810 |  | 3,684 |
| Change in operating assets and liabilities: |  |  |  |  |
| Merchandise inventories |  | $(84,163)$ |  | (22,402) |
| Prepaid expenses and other current assets |  | $(4,603)$ |  | $(2,159)$ |
| Accounts payable |  | 62,213 |  | 60,971 |
| Accrued expenses and other |  | 14,391 |  | 8,172 |
| Income taxes |  | $(20,165)$ |  | $(26,295)$ |
| Other |  | 10,208 |  | $(16,268)$ |
| Net cash provided by operating activities |  | 199,016 |  | 54,588 |
| Cash flows from investing activities: |  |  |  |  |
| Purchases of property and equipment |  | (139,594) |  | (34,453) |
| Purchases of short-term investments |  | $(30,250)$ |  | (49,425) |
| Sales of short-term investments |  | 73,175 |  | 206,850 |
| Proceeds from sale of property and equipment |  | 822 |  | 90 |
| Net cash used in investing activities |  | $(95,847)$ |  | $(76,938)$ |
| Cash flows from financing activities: |  |  |  |  |
| Repayments of long-term obligations |  | $(8,183)$ |  | $(8,419)$ |
| Payment of cash dividends |  | $(27,596)$ |  | $(26,448)$ |
| Proceeds from exercise of stock options |  | 18,441 |  | 14,285 |
| Repurchases of common stock |  | (72,755) |  | (69,391) |
| Other financing activities |  | 44 |  | (970) |
| Net cash used in financing activities |  | (190,049) |  | (90,943) |
| Net decrease in cash and cash equivalents |  | $(86,880)$ |  | (213,293) |
| Cash and cash equivalents, beginning of period |  | 232,830 |  | 345,899 |
| Cash and cash equivalents, end of period |  | 145,950 |  | 32,606 |
| Supplemental schedule of noncash investing and financing activities: |  |  |  |  |
| Purchases of property and equipment awaiting processing for payment, included in accounts payable | \$ | 4,078 | \$ | 5,366 |
| Purchases of property and equipment under capital lease obligations | \$ | 1,845 |  | 1,364 |

(a) Certain amounts have been reclassified to conform to the current period presentation.

DOLLAR GENERAL CORPORATION AND SUBSIDIARIES
Selected Additional Information
(Unaudited)
Highly consumable
Seasonal
Home products
Basic clothing
Total sales

| 13 Weeks Ended |  |  |
| :---: | :---: | :---: |
| $\begin{gathered} \text { July } 29, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { July } 30, \\ 2004 \end{gathered}$ | $\begin{gathered} \stackrel{\circ}{\circ} \\ \text { Increase } \end{gathered}$ |
| \$1,351,796 | \$1,167,324 | 15.8\% |
| 317,544 | 290,893 | 9.2\% |
| 215,132 | 208,153 | 3.4\% |
| 181,544 | 169,873 | 6.9\% |
| \$2,066,016 | \$1,836,243 | 12.5\% |



| 26 Weeks Ended |  |
| :---: | :---: |
| $\begin{gathered} \text { July } 29, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { July } 30, \\ 2004 \end{gathered}$ |
| 7,320 | 6,700 |
| 438 | 420 |
| 46 | 41 |
| 392 | 379 |
| 7,712 | 7,079 |

Total selling square footage (000's) 53,004 48,139

|  | Cust | ner Trans | ction Dat |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 13 Wee | Ended | 26 Weeks | Ended |
|  | $\begin{gathered} \text { July } 29 \\ 2005 \end{gathered}$ | $\begin{gathered} \text { July } 30 \\ 2004 \end{gathered}$ | $\begin{gathered} \text { July } 29, \\ 2005 \end{gathered}$ | $\begin{gathered} \text { July } 30, \\ 2004 \end{gathered}$ |
| Same-store customer transactions | $+0.3 \%$ | + $2.8 \%$ | $+0.8 \%$ | + 3.2\% |
| Average customer purchase (total stores) | \$8.76 | \$8.36 | \$8.78 | \$8.38 |

## DOLLAR GENERAL CORPORATION AND SUBSIDIARIES

Non-GAAP Disclosures and Reconciliations Return on Invested Capital (b)
(Unaudited)
(Restated) (a)

| (In thousands) |  | $\begin{gathered} \text { July 29, } \\ 2005 \end{gathered}$ |  | $\begin{gathered} \text { July 30, } \\ 2004 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Net income | \$ | 345,477 | \$ | 317,905 |
| Add: |  |  |  |  |
| Interest expense, net |  | 20,276 |  | 24,676 |
| Rent expense |  | 275,669 |  | 235,547 |
| Tax effect of interest and rent |  | $(107,311)$ |  | $(95,177)$ |
| Interest and rent, net of tax |  | 188,634 |  | 165,046 |
| Return, net of tax | \$ | 534,111 | \$ | 482,951 |
| Restatement-related penalty expense |  | - |  | 10,000 |
| Return excluding restatement-related items | \$ | 534,111 | \$ | 492,951 |
| Average invested capital: |  |  |  |  |
| Average long-term obligations (c) | \$ | 282,876 | \$ | 282,100 |
| Shareholders' equity (d) |  | ,626,274 |  | ,479,715 |
| Average rent x 8 (e) |  | ,044,864 |  | ,748,760 |
| Invested capital |  | ,954,014 |  | ,510,575 |
| Return on invested capital |  | 13.5\% |  | 13.8\% |
| Return on invested capital, excluding restatement-related items |  | 13.5\% |  | 14.0\% |

(a) Certain amounts used in the above calculations have been restated using the accounting practices for leases described in the Company's Form 10-K for the year ended January 28, 2005.
(b) The Company believes that the most directly comparable ratio calculated solely using GAAP measures is the ratio of net income to the sum of average long-term obligations, including current portion, and average shareholders' equity. This ratio was $18.1 \%$ and $18.0 \%$ for the rolling four quarters ended July 29, 2005 and July 30, 2004, respectively.
(c) Average long-term obligations is equal to the average long-term obligations, including current portion, measured at the end of each of the last five fiscal quarters.
(d) Average shareholders' equity is equal to the average shareholders' equity measured at the end of each of the last five fiscal quarters.
(e) Average rent expense is computed using a rolling two-year period. Average rent expense is multiplied by a factor of eight to capitalize operating leases in the determination of pretax invested capital. This is a conventional methodology utilized by credit rating agencies and investment bankers.

## DOLLAR GENERAL CORPORATION AND SUBSIDIARIES

## Non-GAAP Disclosures and Reconciliations Return on Assets

(Unaudited)
(Restated) (a)
For the four
quarters ended,

| Net income, excluding restatement-related items | \$ 345,477 | \$ 327,905 |
| :---: | :---: | :---: |
| Average assets (b) | \$2,801,149 | \$2,556,443 |
| Return on assets | 12.3\% | 12.4\% |
| Return on assets, excluding restatement-related items | 12.3\% | 12.8\% |

(a) Certain amounts used in the above calculations have been restated using the accounting practices for leases described in the Company's Form 10-K for the year ended January 28, 2005.
(b) Average assets is equal to the average total assets measured at the end of each of the last five fiscal quarters.

## DOLLAR GENERAL CORPORATION AND SUBSIDIARIES

Unaudited Adjusted Non-GAAP Results and Reconciliations Schedule for Informational Purposes Only
(In thousands, except per share amounts)

|  | For the 13 Weeks Ended July 30, 2004 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | As Reported (GAAP) | \% of <br> Net <br> Sales | Adjustments | Non-GAAP <br> Adjusted <br> Results | \% of <br> Net <br> Sales |
| Net sales | \$1,836,243 | 100.00\% | \$ - | \$1,836,243 | 100.00\% |
| Cost of goods sold | 1,299,263 | 70.76 | - | 1,299,263 | 70.76 |
| Gross profit | 536,980 | 29.24 | - | 536,980 | 29.24 |
| Selling, general and administrative | 428,854 | 23.35 | - | 428,854 | 23.35 |
| Operating profit | 108,126 | 5.89 | - | 108,126 | 5.89 |
| Interest income | $(1,404)$ | -0.08 | - | $(1,404)$ | -0.08 |
| Interest expense | 5,445 | 0.30 | 1,958 | 7,403 | 0.40 |
| Income before income taxes | 104,085 | 5.67 | $(1,958)$ | 102,127 | 5.56 |
| Income taxes (a) | 32,763 | 1.78 | 5,484 | 38,247 | 2.08 |
| Net income | \$ 71,322 | 3.88\% | \$ (7,442) | \$ 63,880 | 3.48\% |
| Basic earnings per share | \$ 0.22 |  | \$ (0.02) | \$ 0.19 |  |
| Weighted average basic shares | 327,799 |  | 327,799 | 327,799 |  |
| Diluted earnings per share | $\$ \quad 0.22$ |  | \$ (0.02) | \$ 0.19 |  |
| Weighted average diluted shares | 330,298 |  | 330,298 | 330,298 |  |

For the 13 weeks ended July 29, 2005

```
Net income
Diluted earnings
    Increase in
            diluted earnings
```

$\$ 75,558$
$6 \%$
per share \$ 0.23
per share $5 \% \quad 21 \%$

|  | As <br> Reported <br> (GAAP) | \% of Net Sales | Adjustments | Non-GAAP <br> Adjusted <br> Results | \% of Net Sales |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | \$3,584,202 | 100.00\% | \$ - | \$3,584,202 | 100.00\% |
| Cost of goods sold | 2,534,972 | 70.73 | - | 2,534,972 | 70.73 |
| Gross profit | 1,049,230 | 29.27 | - | 1,049,230 | 29.27 |
| Selling, general and administrative | 826,554 | 23.06 | - | $826,554$ | 23.06 |
| Operating profit | 222,676 | 6.21 | - | 222,676 | 6.21 |
| Interest income | $(3,406)$ | -0.10 |  | $(3,406)$ | -0.10 |
| Interest expense | 13,889 | 0.39 | 1,958 | 15,847 | 0.44 |
| Income before income taxes | 212,193 | 5.92 | $(1,958)$ | 210,235 | 5.87 |
| Income taxes (a) | 73,022 | 2.04 | 5,484 | 78,506 | 2.19 |
| Net income | \$ 139,171 | 3.88\% | \$ (7,442) | \$ 131, 729 | 3.68\% |
| Basic earnings per share | \$ 0.42 |  | \$ (0.02) | \$ 0.40 |  |
| Weighted average basic shares | 330,954 |  | 330,954 | 330,954 |  |
| Diluted earnings per share | \$ 0.42 |  | \$ (0.02) | \$ 0.39 |  |
| Weighted average diluted shares | 333,778 |  | 333,778 | 333,778 |  |

For the 26 weeks ended July 29, 2005

| Net income | \$140,458 |  | \$140,458 |  |
| :---: | :---: | :---: | :---: | :---: |
| Increase in net income |  | 1\% |  | 7\% |
| Diluted earnings per share | \$ | 0.43 | \$ | 0.43 |
| Increase in diluted earnings per share |  | 2\% |  | 10\% |

(a) Adjustment to provision for taxes on income includes a $\$ 6,232$ adjustment to tax liabilities, which is partially offset by the income tax effect of the related interest adjustment of $\$ 748$.

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## End of Filing

