

【Stores】

Total*

Japan	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	54	124	97	51	86	101	61	85					659
Closure	Closure	18	28	31	33	28	24	48	15				225
	Re-location	8	4	7	12	9	12	16	8				76
	Subtotal	26	32	38	45	37	36	64	23				301
Net Increase	28	92	59	6	49	65	-3	62					358
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987	11,984	12,046					12,046
NATURAL LAWSON	107	107	107	109	109	109	110	111					111
LAWSON STORE100	1,201	1,200	1,197	1,181	1,181	1,177	1,155	1,155					1,155
Total Number of Stores	483	491	495	498	509	525	533	541					541

Number of Stores by Region and Prefecture**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	602	605	608	613	614	614	619	622				
Tohoku	926	928	933	938	942	945	947	953				
Kanto	3,711	3,716	3,717	3,706	3,719	3,731	3,726	3,740				
Koshinetsu	375	380	380	382	386	387	386	386				
Hokuriku	386	388	389	389	390	393	391	394				
Tokai	1,009	1,015	1,017	1,011	1,019	1,029	1,028	1,035				
Kinki	2,254	2,308	2,351	2,356	2,364	2,373	2,361	2,373				
Chugoku	642	644	644	643	647	656	657	659				
Shikoku	474	475	475	479	482	490	492	499				
Kyushu	1,337	1,349	1,353	1,356	1,359	1,369	1,377	1,385				
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987	11,984	12,046				
Shanghai (China)	288	293	296	292	298	310	321	325				
Chongqing (China)	78	80	80	84	87	88	92	95				
Dalian (China)	18	19	19	20	21	24	26	26				
Beijing (China)	5	5	6	7	8	9	9	12				
Indonesia***	61	60	59	59	59	58	49	49				
Hawaii (US)	4	4	4	4	4	4	4	4				
Thailand	29	30	31	32	32	32	32	30				
Total Number of Stores Abroad	483	491	495	498	509	525	533	541				

Note:

* The number of stores by region and prefecture on consolidated basis represents number of all stores of the whole Lawson group (excl. HMV stores owned by Lawson HMV Entertainment, Inc.).

**Regarding the numbers of stores of Indonesia, the figures are revised for September. The number of Indonesian stores of October is based on the flash report and to be revised in November.

LAWSON and NATURAL LAWSON operated by Lawson, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	53	122	94	48	82	97	57	82					635
Closure	Closure	17	27	25	15	22	19	23	15				163
	Re-location	8	4	7	12	9	12	16	7				75
	Subtotal	25	31	32	27	31	31	39	22				238
Net Increase	28	91	62	21	51	66	18	60					397
Total	10,147	10,238	10,300	10,321	10,372	10,438	10,456	10,516					10,516

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	602	605	608	613	614	614	619	622				
Tohoku	896	898	903	908	912	915	917	923				
Kanto	2,970	2,976	2,979	2,978	2,991	3,006	3,012	3,027				
Koshinetsu	375	380	380	382	386	387	386	386				
Hokuriku	386	388	389	389	390	393	391	394				
Tokai	852	858	860	859	867	878	878	884				
Kinki	2,011	2,065	2,109	2,115	2,123	2,132	2,130	2,142				
Chugoku	642	644	644	643	647	656	657	659				
Shikoku	474	475	475	479	482	490	492	499				
Kyushu	939	949	953	955	960	967	974	980				
Total	10,147	10,238	10,300	10,321	10,372	10,438	10,456	10,516				

Lawson Minami-Kyushu, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	203	203	202	202	200	202	203	203				

Lawson Okinawa, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	165	167	168	169	169	170	170	172				

【Sales】

Lawson, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Millions of yen)*	174,889	160,465	169,936	167,843	184,703	184,589	166,155	174,456				
All Stores (YOY)	104.1%	100.1%	101.1%	97.2%	99.3%	100.4%	99.5%	101.1%				
Existing Stores (YOY)	102.5%	98.3%	99.4%	95.3%	97.4%	98.5%	98.5%	99.1%				
Ave. Daily Sales per Store (Thousands of yen)	535	504	516	524	555	555	517	521				
Number of Customers	(Number)	821	840	850	864	888	864	852	849			
	comparison w/previous yr	96.7%	98.5%	98.6%	96.8%	95.8%	94.3%	97.6%	98.4%			
Spending per Customer	(Yen)	614	565	569	571	588	602	567	575			
	comparison w/previous yr	106.1%	99.8%	100.8%	98.5%	101.6%	104.5%	100.9%	100.6%			

LAWSON and NATURAL LAWSON Business

	3月	4月	5月	6月	7月	8月	9月	10月	11月	12月	1月	2月
Total Sales (Millions of yen)*	159,402	145,471	154,410	152,656	168,712	169,218	151,575	159,575				
All Stores (YOY)	105.1%	100.9%	102.1%	97.7%	100.0%	101.6%	100.4%	102.1%				
Existing Stores (YOY)	103.3%	98.9%	100.0%	95.3%	97.7%	99.0%	98.8%	99.4%				
Ave. Daily Sales per Store (Thousands of yen)	549	514	527	534	568	569	527	532				
Number of Customers	(Number)	812	829	839	852	876	856	841	840			
	comparison w/previous yr	97.2%	99.1%	99.3%	97.1%	96.2%	94.7%	98.0%	99.0%			
Spending per Customer	(Yen)	633	581	586	588	607	622	583	592			
	comparison w/previous yr	106.3%	99.7%	100.7%	98.1%	101.5%	104.6%	100.8%	100.4%			

LAWSON STORE100 Business

	3月	4月	5月	6月	7月	8月	9月	10月	11月	12月	1月	2月
Existing Stores (YOY)	95.7%	93.3%	94.5%	95.6%	94.5%	93.2%	95.8%	95.7%				
Number of Customers (YOY)	93.1%	94.5%	94.3%	94.4%	93.1%	91.3%	95.0%	94.2%				
Spending per Customer (YOY)	102.8%	98.8%	100.2%	101.3%	101.5%	102.0%	100.9%	101.6%				

Note:

* Total sales include gross sales of tickets, postal packets and other service-related businesses.