



**【Sales】**

**Lawson, Inc.**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Millions of yen)*	174,889	160,465										
All Stores (YOY)	104.1%	100.1%										
Existing Stores (YOY)	102.5%	98.3%										
Ave. Daily Sales per Store (Thousands of yen)	535	504										
Number of Customers	(Number)	821	840									
	comparison w/previous yr	96.7%	98.5%									
Spending per Customer	(Yen)	614	565									
	comparison w/previous yr	106.1%	99.8%									

**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										
All Stores (YOY)	105.1%	100.9%										
Existing Stores (YOY)	103.3%	98.9%										
Ave. Daily Sales per Store (Thousands of yen)	549	514										
Number of Customers	(Number)	812	829									
	comparison w/previous yr	97.2%	99.1%									
Spending per Customer	(Yen)	633	581									
	comparison w/previous yr	106.3%	99.7%									

**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%										
Number of Customers (YOY)	93.1%	94.5%										
Spending per Customer (YOY)	102.8%	98.8%										

**Note:**

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