

【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								
All Stores (YOY)	104.1%	100.1%	101.1%	97.2%								
Existing Stores (YOY)	102.5%	98.3%	99.4%	95.3%								
Ave. Daily Sales per Store (Thousands of yen)	535	504	516	524								
Number of Customers	(Number)	821	840	850	864							
	comparison w/previous yr	96.7%	98.5%	98.6%	96.8%							
Spending per Customer	(Yen)	614	565	569	571							
	comparison w/previous yr	106.1%	99.8%	100.8%	98.5%							

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								
All Stores (YOY)	105.1%	100.9%	102.1%	97.7%								
Existing Stores (YOY)	103.3%	98.9%	100.0%	95.3%								
Ave. Daily Sales per Store (Thousands of yen)	549	514	527	534								
Number of Customers	(Number)	812	829	839	852							
	comparison w/previous yr	97.2%	99.1%	99.3%	97.1%							
Spending per Customer	(Yen)	633	581	586	588							
	comparison w/previous yr	106.3%	99.7%	100.7%	98.1%							

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%								
Number of Customers (YOY)	93.1%	94.5%	94.3%	94.4%								
Spending per Customer (YOY)	102.8%	98.8%	100.2%	101.3%								

Note:

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