

【Stores】

Total*

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Japan													
Opening	54	124	97	51	86								412
Closure	Closure	18	28	31	33	28							138
	Re-location	8	4	7	12	9							40
	Subtotal	26	32	38	45	37							178
Net Increase	28	92	59	6	49								234
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922								11,922
NATURAL LAWSON	107	107	107	109	109								109
LAWSON STORE100	1,201	1,200	1,197	1,181	1,181								1,181
Total Number of Stores	483	491	495	498	509								509

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							
Tohoku	926	928	933	938	942							
Kanto	3,711	3,716	3,717	3,706	3,719							
Koshinetsu	375	380	380	382	386							
Hokuriku	386	388	389	389	390							
Tokai	1,009	1,015	1,017	1,011	1,019							
Kinki	2,254	2,308	2,351	2,356	2,364							
Chugoku	642	644	644	643	647							
Shikoku	474	475	475	479	482							
Kyushu	1,337	1,349	1,353	1,356	1,359							
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922							
Shanghai (China)	288	293	296	292	298							
Chongqing (China)	78	80	80	84	87							
Dalian (China)	18	19	19	20	21							
Beijing (China)	5	5	6	7	8							
Indonesia***	61	60	59	59	59							
Hawaii (US)	4	4	4	4	4							
Thailand	29	30	31	32	32							
Total Number of Stores Abroad	483	491	495	498	509							

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 June. The number of Indonesian stores of July is based on the flash report and to be revised in August.

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								399
Closure	Closure	17	27	25	15	22							106
	Re-location	8	4	7	12	9							40
	Subtotal	25	31	32	27	31							146
Net Increase	28	91	62	21	51								253
Total	10,147	10,238	10,300	10,321	10,372								10,372

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							
Tohoku	896	898	903	908	912							
Kanto	2,970	2,976	2,979	2,978	2,991							
Koshinetsu	375	380	380	382	386							
Hokuriku	386	388	389	389	390							
Tokai	852	858	860	859	867							
Kinki	2,011	2,065	2,109	2,115	2,123							
Chugoku	642	644	644	643	647							
Shikoku	474	475	475	479	482							
Kyushu	939	949	953	955	960							
Total	10,147	10,238	10,300	10,321	10,372							

Lawson Minami-Kyushu, Inc.

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

Lawson Okinawa, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	165	167	168	169	169							

【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							
All Stores (YOY)	104.1%	100.1%	101.1%	97.2%	99.3%							
Existing Stores (YOY)	102.5%	98.3%	99.4%	95.3%	97.4%							
Ave. Daily Sales per Store (Thousands of yen)	535	504	516	524	555							
Number of Customers	(Number)	821	840	850	864	888						
	comparison w/previous yr	96.7%	98.5%	98.6%	96.8%	95.8%						
Spending per Customer	(Yen)	614	565	569	571	588						
	comparison w/previous yr	106.1%	99.8%	100.8%	98.5%	101.6%						

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							
All Stores (YOY)	105.1%	100.9%	102.1%	97.7%	100.0%							
Existing Stores (YOY)	103.3%	98.9%	100.0%	95.3%	97.7%							
Ave. Daily Sales per Store (Thousands of yen)	549	514	527	534	568							
Number of Customers	(Number)	812	829	839	852	876						
	comparison w/previous yr	97.2%	99.1%	99.3%	97.1%	96.2%						
Spending per Customer	(Yen)	633	581	586	588	607						
	comparison w/previous yr	106.3%	99.7%	100.7%	98.1%	101.5%						

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%							
Number of Customers (YOY)	93.1%	94.5%	94.3%	94.4%	93.1%							
Spending per Customer (YOY)	102.8%	98.8%	100.2%	101.3%	101.5%							

Note:

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