

【Stores】

**Total\***

Japan	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	54	124	97	51	86	101	61						574
Closure	Closure	18	28	31	33	28	24	48					210
	Re-location	8	4	7	12	9	12	16					68
	Subtotal	26	32	38	45	37	36	64					278
Net Increase	28	92	59	6	49	65	-3						296
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987	11,984						11,984
NATURAL LAWSON	107	107	107	109	109	109	110						110
LAWSON STORE100	1,201	1,200	1,197	1,181	1,181	1,177	1,155						1,155
Total Number of Stores	483	491	495	498	509	525	542						542

**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					
Tohoku	926	928	933	938	942	945	947					
Kanto	3,711	3,716	3,717	3,706	3,719	3,731	3,726					
Koshinetsu	375	380	380	382	386	387	386					
Hokuriku	386	388	389	389	390	393	391					
Tokai	1,009	1,015	1,017	1,011	1,019	1,029	1,028					
Kinki	2,254	2,308	2,351	2,356	2,364	2,373	2,361					
Chugoku	642	644	644	643	647	656	657					
Shikoku	474	475	475	479	482	490	492					
Kyushu	1,337	1,349	1,353	1,356	1,359	1,369	1,377					
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987	11,984					
Shanghai (China)	288	293	296	292	298	310	321					
Chongqing (China)	78	80	80	84	87	88	92					
Dalian (China)	18	19	19	20	21	24	26					
Beijing (China)	5	5	6	7	8	9	9					
Indonesia***	61	60	59	59	59	58	58					
Hawaii (US)	4	4	4	4	4	4	4					
Thailand	29	30	31	32	32	32	32					
Total Number of Stores Abroad	483	491	495	498	509	525	542					

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

**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						553
Closure	Closure	17	27	25	15	22	19	23					148
	Re-location	8	4	7	12	9	12	16					68
	Subtotal	25	31	32	27	31	31	39					216
Net Increase	28	91	62	21	51	66	18						337
Total	10,147	10,238	10,300	10,321	10,372	10,438	10,456						10,456

**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					
Tohoku	896	898	903	908	912	915	917					
Kanto	2,970	2,976	2,979	2,978	2,991	3,006	3,012					
Koshinetsu	375	380	380	382	386	387	386					
Hokuriku	386	388	389	389	390	393	391					
Tokai	852	858	860	859	867	878	878					
Kinki	2,011	2,065	2,109	2,115	2,123	2,132	2,130					
Chugoku	642	644	644	643	647	656	657					
Shikoku	474	475	475	479	482	490	492					
Kyushu	939	949	953	955	960	967	974					
Total	10,147	10,238	10,300	10,321	10,372	10,438	10,456					

**Lawson Minami-Kyushu, Inc.**

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

**Lawson Okinawa, Inc.**

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

**【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					
All Stores (YOY)		104.1%	100.1%	101.1%	97.2%	99.3%	100.4%	99.5%					
Existing Stores (YOY)		102.5%	98.3%	99.4%	95.3%	97.4%	98.5%	98.5%					
Ave. Daily Sales per Store (Thousands of yen)		535	504	516	524	555	555	517					
Number of Customers	(Number)	821	840	850	864	888	864	852					
	comparison w/previous yr	96.7%	98.5%	98.6%	96.8%	95.8%	94.3%	97.6%					
Spending per Customer	(Yen)	614	565	569	571	588	602	567					
	comparison w/previous yr	106.1%	99.8%	100.8%	98.5%	101.6%	104.5%	100.9%					

**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					
All Stores (YOY)		105.1%	100.9%	102.1%	97.7%	100.0%	101.6%	100.4%					
Existing Stores (YOY)		103.3%	98.9%	100.0%	95.3%	97.7%	99.0%	98.8%					
Ave. Daily Sales per Store (Thousands of yen)		549	514	527	534	568	569	527					
Number of Customers	(Number)	812	829	839	852	876	856	841					
	comparison w/previous yr	97.2%	99.1%	99.3%	97.1%	96.2%	94.7%	98.0%					
Spending per Customer	(Yen)	633	581	586	588	607	622	583					
	comparison w/previous yr	106.3%	99.7%	100.7%	98.1%	101.5%	104.6%	100.8%					

**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%					
Number of Customers (YOY)		93.1%	94.5%	94.3%	94.4%	93.1%	91.3%	95.0%					
Spending per Customer (YOY)		102.8%	98.8%	100.2%	101.3%	101.5%	102.0%	100.9%					

**Note:**

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