

【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	65	71	40		835
Closure	Closure	18	28	31	33	28	24	48	15	18	27	11	281
	Re-location	8	4	7	12	9	12	16	8	12	6	7	101
	Subtotal	26	32	38	45	37	36	64	23	30	33	18	382
Net Increase	28	92	59	6	49	65	-3	62	35	38	22		453
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987	11,984	12,046	12,081	12,119	12,141		12,141
NATURAL LAWSON	107	107	107	109	109	109	110	111	112	115	116		116
LAWSON STORE100	1,201	1,200	1,197	1,181	1,181	1,177	1,155	1,155	1,157	1,156	1,156		1,156
Total Number of Stores	483	491	495	498	509	525	533	541	554	587	587		587

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	621	620	620	
Tohoku	926	928	933	938	942	945	947	953	956	960	958	
Kanto	3,711	3,716	3,717	3,706	3,719	3,731	3,726	3,740	3,753	3,763	3,767	
Koshinetsu	375	380	380	382	386	387	386	386	387	387	387	
Hokuriku	386	388	389	389	390	393	391	394	395	394	397	
Tokai	1,009	1,015	1,017	1,011	1,019	1,029	1,028	1,035	1,036	1,043	1,054	
Kinki	2,254	2,308	2,351	2,356	2,364	2,373	2,361	2,373	2,382	2,391	2,394	
Chugoku	642	644	644	643	647	656	657	659	663	668	669	
Shikoku	474	475	475	479	482	490	492	499	502	505	508	
Kyushu	1,337	1,349	1,353	1,356	1,359	1,369	1,377	1,385	1,386	1,388	1,387	
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987	11,984	12,046	12,081	12,119	12,141	
Shanghai (China)	288	293	296	292	298	310	321	325	332	350	350	
Chongqing (China)	78	80	80	84	87	88	92	95	98	105	105	
Dalian (China)	18	19	19	20	21	24	26	26	26	30	30	
Beijing (China)	5	5	6	7	8	9	9	12	14	18	18	
Indonesia***	61	60	59	59	59	58	49	49	49	49	49	
Hawaii (US)	4	4	4	4	4	4	4	4	4	4	4	
Thailand	29	30	31	32	32	32	32	30	31	31	31	
Total Number of Stores Abroad	483	491	495	498	509	525	533	541	554	587	587	

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 December. The number of Indonesian stores of January is based on the flash report and to be revised in January.

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	58	68	38		799
Closure	Closure	17	27	25	15	22	19	23	15	22	7		207
	Re-location	8	4	7	12	9	12	16	7	12	6		100
	Subtotal	25	31	32	27	31	31	39	22	27	28		307
Net Increase	28	91	62	21	51	66	18	60	31	40	24		492
Total	10,147	10,238	10,300	10,321	10,372	10,438	10,456	10,516	10,547	10,587	10,611		10,611

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	621	620	620	
Tohoku	896	898	903	908	912	915	917	923	926	930	928	
Kanto	2,970	2,976	2,979	2,978	2,991	3,006	3,012	3,027	3,038	3,049	3,053	
Koshinetsu	375	380	380	382	386	387	386	386	387	387	387	
Hokuriku	386	388	389	389	390	393	391	394	395	394	397	
Tokai	852	858	860	859	867	878	878	884	885	892	903	
Kinki	2,011	2,065	2,109	2,115	2,123	2,132	2,130	2,142	2,151	2,160	2,163	
Chugoku	642	644	644	643	647	656	657	659	663	668	669	
Shikoku	474	475	475	479	482	490	492	499	502	505	508	
Kyushu	939	949	953	955	960	967	974	980	979	982	983	
Total	10,147	10,238	10,300	10,321	10,372	10,438	10,456	10,516	10,547	10,587	10,611	

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	205	204	202	

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	172	172	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	163,215	173,767	162,201	
All Stores (YOY)	104.1%	100.1%	101.1%	97.2%	99.3%	100.4%	99.5%	101.1%	99.8%	99.8%	101.1%	
Existing Stores (YOY)	102.5%	98.3%	99.4%	95.3%	97.4%	98.5%	98.5%	99.1%	98.2%	98.5%	99.4%	
Ave. Daily Sales per Store (Thousands of yen)	535	504	516	524	555	555	517	521	504	524	490	
Number of Customers	(Number)	821	840	850	864	888	864	852	849	819	796	755
	comparison w/previous yr	96.7%	98.5%	98.6%	96.8%	95.8%	94.3%	97.6%	98.4%	96.9%	97.7%	99.1%
Spending per Customer	(Yen)	614	565	569	571	588	602	567	575	575	608	597
	comparison w/previous yr	106.1%	99.8%	100.8%	98.5%	101.6%	104.5%	100.9%	100.6%	101.4%	100.9%	100.4%

**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	149,347	159,569	148,892	
All Stores (YOY)	105.1%	100.9%	102.1%	97.7%	100.0%	101.6%	100.4%	102.1%	100.9%	100.8%	102.3%	
Existing Stores (YOY)	103.3%	98.9%	100.0%	95.3%	97.7%	99.0%	98.8%	99.4%	98.7%	98.8%	99.8%	
Ave. Daily Sales per Store (Thousands of yen)	549	514	527	534	568	569	527	532	515	538	503	
Number of Customers	(Number)	812	829	839	852	876	856	841	840	812	792	751
	comparison w/previous yr	97.2%	99.1%	99.3%	97.1%	96.2%	94.7%	98.0%	99.0%	97.5%	98.2%	99.7%
Spending per Customer	(Yen)	633	581	586	588	607	622	583	592	591	624	612
	comparison w/previous yr	106.3%	99.7%	100.7%	98.1%	101.5%	104.6%	100.8%	100.4%	101.2%	100.6%	100.0%

**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%	93.5%	96.0%	96.2%	
Number of Customers (YOY)	93.1%	94.5%	94.3%	94.4%	93.1%	91.3%	95.0%	94.2%	92.0%	94.3%	94.6%	
Spending per Customer (YOY)	102.8%	98.8%	100.2%	101.3%	101.5%	102.0%	100.9%	101.6%	101.7%	101.9%	101.8%	

**Note:**

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