



**【Sales】**

**Lawson, Inc.**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Millions of yen)*	176,810	166,408										
All Stores (YOY)	101.1%	103.7%										
Existing Stores (YOY)	97.5%	102.3%										
Ave. Daily Sales per Store (Thousands of yen)	526	519										
Number of Customers	(Number)	804	829									
	comparison w/previous yr	98.9%	99.2%									
Spending per Customer	(Yen)	608	585									
	comparison w/previous yr	98.6%	103.1%									

**LAWSON and NATURAL LAWSON Business**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Millions of yen)*	163,913	154,278										
All Stores (YOY)	102.8%	106.1%										
Existing Stores (YOY)	97.7%	102.4%										
Ave. Daily Sales per Store (Thousands of yen)	538	526										
Number of Customers	(Number)	799	819									
	comparison w/previous yr	99.2%	99.5%									
Spending per Customer	(Yen)	625	599									
	comparison w/previous yr	98.5%	103.0%									

**LAWSON STORE100 Business**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores (YOY)	94.9%	100.5%										
Number of Customers (YOY)	96.3%	98.1%										
Spending per Customer (YOY)	98.5%	102.5%										

Note:

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