# [Stores]

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lapan		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening		63	64	71										19
	Closure	167	163	55										38
Closure	Re-location	8	9	6										2
	Subtotal	175	172	61										40
Net Increase	Э	-112	-108	10										-21
Number of S	Stores in Japan	12,164	12,056	12,066										12,06
NATURAL	LAWSON	116	116	118										11
LAWSON S	STORE100	1.031	907	884										88
otal Number	r of Stores	593	605	619										61

### Number of Stores by Region and Prefecture\*

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	618	619	616									
Tohoku	957	955	951									
Kanto	3,711	3,654	3,666									
Koshinetsu	389	392	394									
Hokuriku	393	394	394									
Tokai	1,055	1,033	1,034									
Kinki	2,383	2,351	2,343									
Chugoku	674	677	679									
Shikoku	580	585	591									
Kyushu	1,404	1,396	1,398									
Number of Stores in Japan	12,164	12,056	12,066									
Shanghai (China)	354	363	371									
Chongqing (China)	104	104	106									
Dalian (China)	30	31	31									
Beijing (China)	19	19	20									
Indonesia <sup>**</sup>	48	48	48									
Hawaii (US)	3	3	3									
Thailand	34	35	38									
Philippines	1	2	2									
Total Number of Stores Abroad	593	605	619									

Note:

\* The number of stores by region and prefecture on consolidated basis represents number of all stores of the whole Lawson group. \*\* Regarding the numbers of stores of Indonesia, the figures are revised for April. The number of Indonesian stores of May is based on the flash report. \*\*\* On April 1, 2015, control of 128 stores in Kochi prefecture transferred from the parent to Lawson Kochi.

#### LAWSON and NATURAL LAWSON operated by Lawson, Inc.

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening		62	59	66										187
	Closure	47	34	33										114
	Re-location	8	9	6										23
	Subtotal	55	43	39										137
Net Increase		7	16	27										50
Total		10 756	10.644	10.673										10 673

#### Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Hokkaido	618	619	616										
Tohoku	930	931	930										
Kanto	3,096	3,102	3,117										
Koshinetsu	389	392	394										
Hokuriku	393	394	394										
Tokai	916	922	927										
Kinki	2,163	2,153	2,154										
Chugoku	674	677	679										
Shikoku	580	456	461										
Kyushu	997	998	1,001										
Total	10.756	10.644	10.673										

### Lawson Minami-Kyushu, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	203	200	202									
Lawson Okinawa, Inc.												
	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	174	176	177									
Lawson Kochi, Inc.***												
	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	—	129	130									

# [Sales]

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Mill	ons of yen)*	176,810	166,408	172,690									
All Stores (YOY)	)	101.1%	103.7%	101.6%									
Existing Stores (	YOY)	97.5%	102.3%	101.2%									
Ave. Daily Sales (Thousands of y		526	519	528									
	(Number)	804	829	848									
Number of Customers	comparison w/previous yr	98.9%	99.2%	100.0%									
Cara a l'anna ann	(Yen)	608	585	578									
Spending per	comparison w/previous yr	98.6%	103.1%	101.2%									

### LAWSON and NATURAL LAWSON Business

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Mill	ions of yen)*	163,913	154,278	160,451									
All Stores (YOY)		102.8%	106.1%	103.9%									
Existing Stores	(YOY)	97.7%	102.4%	101.2%									
Ave. Daily Sales per Store (Thousands of yen)		538	526	533									
Number of Customers	(Number)	799	819	835									
	comparison w/previous yr	99.2%	99.5%	100.1%									
Spending per	(Yen)	625	599	591									
Customer	comparison w/previous yr	98.5%	103.0%	101.2%									

## LAWSON STORE100 Business

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores (YOY)	94.9%	100.5%	101.1%									
Number of Customers (YOY)	96.3%	98.1%	100.0%									
Spending per Customer (YOY)	98.5%	102.5%	101.2%									
Note: * Total sales include gross sales of tickets, postal packets and other service-related businesses.												