

【Sales】

Lawson, Inc.

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Millions 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 per Store (Thousands of yen)		526	519	528									
Number of Customers	(Number)	804	829	848									
	comparison w/previous yr	98.9%	99.2%	100.0%									
Spending per Customer	(Yen)	608	585	578									
	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 (Millions 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 Customer	(Yen)	625	599	591									
	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.