

【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	173,761								
All Stores (YOY)	101.1%	103.7%	101.6%	103.5%								
Existing Stores (YOY)	97.5%	102.3%	101.2%	103.1%								
Ave. Daily Sales per Store (Thousands of yen)	526	519	528	547								
Number of Customers	(Number)	804	829	848	870							
	comparison w/previous yr	98.9%	99.2%	100.0%	101.4%							
Spending per Customer	(Yen)	608	585	578	585							
	comparison w/previous yr	98.6%	103.1%	101.2%	101.7%							

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	161,985								
All Stores (YOY)	102.8%	106.1%	103.9%	106.1%								
Existing Stores (YOY)	97.7%	102.4%	101.2%	103.3%								
Ave. Daily Sales per Store (Thousands of yen)	538	526	533	553								
Number of Customers	(Number)	799	819	835	857							
	comparison w/previous yr	99.2%	99.5%	100.1%	101.5%							
Spending per Customer	(Yen)	625	599	591	599							
	comparison w/previous yr	98.5%	103.0%	101.2%	101.8%							

LAWSON STORE100 Business

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores (YOY)	94.9%	100.5%	101.1%	100.5%								
Number of Customers (YOY)	96.3%	98.1%	100.0%	100.0%								
Spending per Customer (YOY)	98.5%	102.5%	101.2%	100.5%								

Note:

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