

【Stores】

Total*

Japan		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening		63	64	71	75	113								386
Closure	Closure	167	163	55	46	37								468
	Re-location	8	9	6	17	12								52
	Subtotal	175	172	61	63	49								520
Net Increase		-112	-108	10	12	64								-134
Number of Stores in Japan		12,164	12,056	12,066	12,078	12,142								12,142
NATURAL LAWSON		116	116	118	107	108								108
LAWSON STORE100		1,031	907	884	865	843								843
Total Number of Stores Abroad		593	605	606	623	646								646

Number of Stores by Region and Prefecture*

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	618	619	616	618	620							
Tohoku	957	955	951	950	954							
Kanto	3,711	3,654	3,666	3,667	3,674							
Koshinetsu	389	392	394	392	413							
Hokuriku	393	394	394	395	398							
Tokai	1,055	1,033	1,034	1,041	1,051							
Kinki	2,383	2,351	2,343	2,344	2,354							
Chugoku	674	677	679	683	687							
Shikoku	580	585	591	594	597							
Kyushu	1,404	1,396	1,398	1,394	1,394							
Number of Stores in Japan	12,164	12,056	12,066	12,078	12,142							
Shanghai and surrounding area (China)	354	363	371	379	400							
Chongqing (China)	104	104	106	107	107							
Dalian (China)	30	31	31	33	34							
Beijing (China)	19	19	20	23	23							
Indonesia**	48	48	35	35	35							
Hawaii (US)	3	3	3	3	3							
Thailand	34	35	38	38	38							
Philippines	1	2	2	5	6							
Total Number of Stores Abroad	593	605	606	623	646							

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 June. The number of Indonesian stores of July 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	72	109								368
Closure	Closure	47	34	33	30	25								169
	Re-location	8	9	6	17	12								52
	Subtotal	55	43	39	47	37								221
Net Increase		7	16	27	25	72								147
Total		10,756	10,644	10,673	10,702	10,784								10,784

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	618	619	616	618	620							
Tohoku	930	931	930	931	941							
Kanto	3,096	3,102	3,117	3,127	3,138							
Koshinetsu	389	392	394	392	413							
Hokuriku	393	394	394	395	398							
Tokai	916	922	927	934	946							
Kinki	2,163	2,153	2,154	2,156	2,167							
Chugoku	674	677	679	683	687							
Shikoku	580	456	461	463	463							
Kyushu	997	998	1,001	1,003	1,011							
Total	10,756	10,644	10,673	10,702	10,784							

Lawson Minami-Kyushu, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	203	200	202	201	201							

Lawson Okinawa, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	174	176	177	179	180							

Lawson Kochi, Inc.***

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	—	129	130	131	134							

【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	189,471							
All Stores (YOY)		101.1%	103.7%	101.6%	103.5%	102.6%							
Existing Stores (YOY)		97.5%	102.3%	101.2%	103.1%	102.3%							
Ave. Daily Sales per Store (Thousands of yen)		526	519	528	547	575							
Number of Customers	(Number)	804	829	848	870	888							
	comparison w/previous yr	98.9%	99.2%	100.0%	101.4%	100.7%							
Spending per Customer	(Yen)	608	585	578	585	602							
	comparison w/previous yr	98.6%	103.1%	101.2%	101.7%	101.6%							

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	177,271							
All Stores (YOY)		102.8%	106.1%	103.9%	106.1%	105.1%							
Existing Stores (YOY)		97.7%	102.4%	101.2%	103.3%	102.4%							
Ave. Daily Sales per Store (Thousands of yen)		538	526	533	553	582							
Number of Customers	(Number)	799	819	835	857	876							
	comparison w/previous yr	99.2%	99.5%	100.1%	101.5%	100.9%							
Spending per Customer	(Yen)	625	599	591	599	616							
	comparison w/previous yr	98.5%	103.0%	101.2%	101.8%	101.5%							

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%	100.7%							
Number of Customers (YOY)		96.3%	98.1%	100.0%	100.0%	98.7%							
Spending per Customer (YOY)		98.5%	102.5%	101.2%	100.5%	102.0%							

Note:

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