

【Stores】

Total*

Japan	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	63	64	71	75	113	96	43	82	72	75	46	177	977
Closure	Closure	167	163	55	46	37	27	35	38	39	21	37	712
	Re-location	8	9	6	17	12	16	21	11	12	10	4	20
	Subtotal	175	172	61	63	49	43	68	46	50	49	25	858
Net Increase	-112	-108	10	12	64	53	-25	36	22	26	21	120	119
Number of Stores in Japan	12,164	12,056	12,066	12,078	12,142	12,195	12,170	12,206	12,228	12,254	12,275	12,395	12,395
NATURAL LAWSON	116	116	118	107	108	114	114	118	122	124	128	134	134
LAWSON STORE100	1,031	907	884	865	843	835	824	818	814	811	811	809	809
Total Number of Stores Abroad	593	605	606	623	646	668	675	690	707	754	753	758	758

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	626	625	627	629	631	631	628
Tohoku	957	955	951	950	954	955	945	949	951	951	953	964
Kanto	3,711	3,654	3,666	3,667	3,674	3,688	3,684	3,698	3,703	3,713	3,722	3,772
Koshinetsu	389	392	394	392	413	413	414	417	418	420	421	429
Hokuriku	393	394	394	395	398	398	395	395	395	395	395	399
Tokai	1,055	1,033	1,034	1,041	1,051	1,058	1,058	1,060	1,065	1,070	1,077	1,094
Kinki	2,383	2,351	2,343	2,344	2,354	2,364	2,358	2,360	2,357	2,369	2,371	2,388
Chugoku	674	677	679	683	687	691	691	692	694	694	695	699
Shikoku	580	585	591	594	597	601	599	603	606	606	605	609
Kyushu	1,404	1,396	1,398	1,394	1,394	1,401	1,401	1,405	1,410	1,405	1,405	1,413
Number of Stores in Japan	12,164	12,056	12,066	12,078	12,142	12,195	12,170	12,206	12,228	12,254	12,275	12,395
Shanghai and surrounding area (China)	354	363	371	379	400	410	411	418	429	461	456	458
Chongqing (China)	104	104	106	107	107	108	110	114	113	107	109	110
Dalian (China)	30	31	31	33	34	39	39	39	42	50	52	53
Beijing (China)	19	19	20	23	23	23	26	26	29	34	34	34
Indonesia**	48	48	35	35	35	37	38	38	38	38	38	38
Hawaii (US)	3	3	3	3	3	3	2	2	2	2	2	2
Thailand	34	35	38	38	38	39	38	42	42	46	46	47
Philippines	1	2	2	5	6	9	11	11	12	16	16	16
Total Number of Stores Abroad	593	605	606	623	646	668	675	690	707	754	753	758

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 January. The number of Indonesian stores of February 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	92	43	79	66	72	43	171	934
Closure	Closure	47	34	33	30	25	21	34	29	31	35	17	33
	Re-location	8	9	6	17	12	16	21	11	12	10	4	19
	Subtotal	55	43	39	47	37	37	55	40	43	45	21	52
Net Increase	7	16	27	25	72	55	-12	39	23	27	22	119	420
Total	10,756	10,644	10,673	10,702	10,784	10,842	10,831	10,875	10,898	10,927	10,949	11,071	11,071

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	626	625	627	629	631	631	628
Tohoku	930	931	930	931	941	943	943	949	951	951	953	964
Kanto	3,096	3,102	3,117	3,127	3,138	3,156	3,152	3,168	3,177	3,190	3,199	3,251
Koshinetsu	389	392	394	392	413	413	414	417	418	420	421	429
Hokuriku	393	394	394	395	398	398	395	395	395	395	395	399
Tokai	916	922	927	934	946	953	953	956	961	966	973	991
Kinki	2,163	2,153	2,154	2,156	2,167	2,180	2,174	2,176	2,173	2,185	2,187	2,203
Chugoku	674	677	679	683	687	691	691	692	694	694	695	699
Shikoku	580	456	461	463	463	466	464	469	472	472	472	477
Kyushu	997	998	1,001	1,003	1,011	1,016	1,020	1,026	1,028	1,023	1,023	1,030
Total	10,756	10,644	10,673	10,702	10,784	10,842	10,831	10,875	10,898	10,927	10,949	11,071

Lawson Minami-Kyushu, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	203	200	202	201	201	200	197	195	195	194	194	192

Lawson Okinawa, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	174	176	177	179	180	183	183	184	187	188	188	191

Lawson Kochi, Inc.***

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	—	129	130	131	134	135	135	134	134	134	133	132

Seijo Ishii Business

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan	—	—	—	—	—	—	113	115	117	119	120	120	120

Note:

* As for Seijo Ishii Business, number of Franchise stores and restaurants are not included.

【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	186,054	173,131	181,552	163,959	177,573	163,279	155,933	
All Stores (YOY)	101.1%	103.7%	101.6%	103.5%	102.6%	100.8%	104.2%	104.1%	100.5%	102.2%	100.7%	103.8%	
Existing Stores (YOY)	97.5%	102.3%	101.2%	103.1%	102.3%	100.4%	103.7%	103.9%	100.5%	102.2%	100.5%	98.9%	
Ave. Daily Sales per Store (Thousands of yen)	526	519	528	547	575	564	542	548	513	544	499	502	
Number of Customers	(Number)	804	829	848	870	888	883	850	880	819	816	787	
	comparison w/previous yr	98.9%	99.2%	100.0%	101.4%	100.7%	102.6%	100.2%	103.9%	100.3%	102.4%	101.9%	99.1%
Spending per Customer	(Yen)	608	585	578	585	602	592	592	578	580	608	594	590
	comparison w/previous yr	98.6%	103.1%	101.2%	101.7%	101.6%	97.8%	103.6%	100.0%	100.2%	99.8%	98.6%	99.8%

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	174,064	161,797	169,688	153,082	166,315	152,762	145,764	
All Stores (YOY)	102.8%	106.1%	103.9%	106.1%	105.1%	102.9%	106.7%	106.3%	102.5%	104.2%	102.6%	105.7%	
Existing Stores (YOY)	97.7%	102.4%	101.2%	103.3%	102.4%	100.2%	103.8%	103.7%	100.2%	102.1%	100.2%	98.7%	
Ave. Daily Sales per Store (Thousands of yen)	538	526	533	553	582	571	548	554	518	550	505	506	
Number of Customers	(Number)	799	819	835	857	876	872	838	868	808	806	759	776
	comparison w/previous yr	99.2%	99.5%	100.1%	101.5%	100.9%	102.7%	100.3%	103.8%	100.1%	102.2%	101.7%	98.9%
Spending per Customer	(Yen)	625	599	591	599	616	605	605	590	590	620	605	600
	comparison w/previous yr	98.5%	103.0%	101.2%	101.8%	101.5%	97.5%	103.6%	100.0%	100.1%	99.9%	98.6%	99.8%

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%	100.7%	102.8%	103.0%	105.4%	104.5%	104.2%	104.4%	102.5%
Number of Customers (YOY)	96.3%	98.1%	100.0%	100.0%	98.7%	101.6%	99.7%	104.6%	102.9%	104.4%	103.9%	101.7%
Spending per Customer (YOY)	98.5%	102.5%	101.2%	100.5%	102.0%	101.3%	103.3%	100.7%	101.5%	99.9%	100.5%	100.8%

Note:

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

Seijo Ishii Co., Ltd.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores (YOY)	—	—	—	—	—	—	105.9%	105.2%	107.6%	109.7%	108.8%	109.7%
Existing Stores (YOY)	—	—	—	—	—	—	102.6%	101.0%	103.5%	104.5%	103.7%	104.1%
Number of Customers (YOY)	—	—	—	—	—	—	99.3%	100.2%	101.7%	103.4%	102.3%	103.7%
Spending per Customer (YOY)	—	—	—	—	—	—	103.4%	100.9%	101.8%	101.0%	101.4%	100.4%

Note:

* As for Seijo Ishii Co., Ltd., sales figures of franchise stores and restaurants are not included.

** The sales of Seijo Ishii in this table are calculated as monthly base, so the sales result of 2016 February is the sum of total 29 days.