

【Stores】

Total\*

Japan	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	17	116	48	60									241
Closure	Closure	46	24	14	22								106
	Re-location	11	10	9	16								46
	Subtotal	57	34	23	38								152
Net Increase	-40	82	25	22									89
Number of Stores in Japan	12,355	12,437	12,462	12,484									12,484
NATURAL LAWSON	133	134	137	137									137
LAWSON STORE100	804	800	800	800									800
Total Number of Stores Abroad	772	793	821	865									865

Number of Stores by Region and Prefecture\*

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	625	625	626	631								
Tohoku	963	995	998	1,001								
Kanto	3,765	3,792	3,799	3,807								
Koshinetsu	429	429	430	431								
Hokuriku	392	393	394	394								
Tokai	1,087	1,089	1,093	1,097								
Kinki	2,378	2,385	2,391	2,388								
Chugoku	700	700	702	704								
Shikoku	609	608	605	608								
Kyushu	1,407	1,421	1,424	1,423								
Number of Stores in Japan	12,355	12,437	12,462	12,484								
Shanghai and surrounding area (China)	470	485	506	531								
Chongqing (China)	110	111	111	118								
Dalian (China)	53	54	56	58								
Beijing (China)	35	35	35	37								
Wuhan (China)	-	-	3	6								
Indonesia**	38	38	36	36								
Hawaii (US)	2	2	2	2								
Thailand	48	51	54	58								
Philippines	16	17	18	19								
Total Number of Stores Abroad	772	793	821	865								

Note:

\* The number of stores by region and prefecture on consolidated basis represents number of all stores of the whole Lawson group. The counting standard for store opening/closure has been changed. Now, the number of stores, which are converted into a different format within LAWSON/NATURAL LAWSON and LAWSON STORE100, also are counted in "opening" and "closure".

\*\* Regarding the numbers of stores of Indonesia, the figures are revised for May. The number of Indonesian stores of June is based on the flash report.

LAWSON and NATURAL LAWSON operated by Lawson, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*	15	113	47	58									233
Closure*	Closure	39	20	14	20								93
	Re-location	11	10	9	14								44
	Subtotal	50	30	23	34								137
Net Increase	-35	83	24	24									96
Total	11,036	11,119	11,143	11,167									11,167

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	625	625	626	631								
Tohoku	963	995	998	1,001								
Kanto	3,246	3,273	3,280	3,288								
Koshinetsu	429	429	430	431								
Hokuriku	392	393	394	394								
Tokai	984	989	993	997								
Kinki	2,196	2,204	2,210	2,207								
Chugoku	700	700	702	704								
Shikoku	476	475	472	475								
Kyushu	1,025	1,036	1,038	1,039								
Total	11,036	11,119	11,143	11,167								

\* The number of stores, which are converted into a different format within LAWSON/NATURAL LAWSON and LAWSON STORE100, also are counted in "opening" and "closure".

Lawson Minami-Kyushu, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	191	192	192	189								

Lawson Okinawa, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	191	193	194	195								

Lawson Kochi, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	133	133	133	133								

Seijo Ishii Business

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan*	122	124	126	127									127

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)*	175,736	173,429	174,284	179,763								
All Stores (YOY)	99.4%	104.2%	100.9%	103.5%								
Existing Stores (YOY)	98.7%	101.7%	97.3%	99.4%								
Ave. Daily Sales per Store (Thousands of yen)	524	531	515	545								
Number of Customers	(Number)	807	833	827	856							
	comparison w/previous yr	100.2%	100.6%	97.2%	98.1%							
Spending per Customer	(Yen)	602	593	579	595							
	comparison w/previous yr	98.5%	101.0%	100.1%	101.3%							

**LAWSON and NATURAL LAWSON Business**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Millions of yen)*	164,608	162,402	162,908	168,550								
All Stores (YOY)	100.4%	105.3%	101.5%	104.1%								
Existing Stores (YOY)	98.3%	101.5%	97.1%	99.3%								
Ave. Daily Sales per Store (Thousands of yen)	529	536	519	550								
Number of Customers	(Number)	797	822	814	843							
	comparison w/previous yr	99.9%	100.5%	97.2%	98.0%							
Spending per Customer	(Yen)	613	604	590	607							
	comparison w/previous yr	98.4%	101.0%	99.9%	101.3%							

**LAWSON STORE100 Business**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores (YOY)	104.6%	103.2%	99.9%	100.6%								
Number of Customers (YOY)	103.0%	101.7%	97.6%	99.2%								
Spending per Customer (YOY)	101.6%	101.5%	102.3%	101.5%								

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)	105.6%	107.1%	103.2%	107.7%								
Existing Stores (YOY)	100.3%	100.9%	98.0%	100.0%								
Number of Customers (YOY)	99.4%	99.3%	98.2%	100.3%								
Spending per Customer (YOY)	100.9%	101.6%	99.8%	99.7%								

Note:

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