

【Stores】

Total\*

Japan		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening		17	116	48	60	103	99	71						514
Closure	Closure	46	24	14	22	37	24	24						191
	Re-location	11	10	9	16	13	6	5						70
	Subtotal	57	34	23	38	50	30	29						261
Net Increase		-40	82	25	22	53	69	42						253
Number of Stores in Japan		12,355	12,437	12,462	12,484	12,537	12,606	12,648						12,648
NATURAL LAWSON		133	134	137	137	137	138	140						140
LAWSON STORE100		804	800	800	800	798	799	799						799
Total Number of Stores		772	793	821	865	895	926	972						972

Number of Stores by Region and Prefecture\*

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	625	625	626	631	634	638	636					
Tohoku	963	995	998	1,001	1,013	1,022	1,022					
Kanto	3,765	3,792	3,799	3,807	3,822	3,846	3,890					
Koshinetsu	429	429	430	431	433	433	433					
Hokuriku	392	393	394	394	393	394	393					
Tokai	1,087	1,089	1,093	1,097	1,109	1,123	1,125					
Kinki	2,378	2,385	2,391	2,388	2,393	2,399	2,394					
Chugoku	700	700	702	704	708	708	708					
Shikoku	609	608	605	608	608	609	610					
Kyushu	1,407	1,421	1,424	1,423	1,424	1,434	1,437					
Number of Stores in Japan	12,355	12,437	12,462	12,484	12,537	12,606	12,648					
Overseas stores (excluding Japan)												
(China)**	470	485	506	531	553	565	582					
Chongqing (China)**	110	111	111	118	118	120	123					
Dalian (China)**	53	54	56	58	62	67	71					
Beijing (China)**	35	35	35	37	38	38	39					
Wuhan (China)**	-	-	3	6	6	14	23					
Indonesia	38	38	36	36	36	36	36					
Hawaii (US)	2	2	2	2	2	2	2					
Thailand	48	51	54	58	60	63	72					
Philippines	16	17	18	19	20	21	24					
Total Number of Stores Abroad**	772	793	821	865	895	926	972					

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 Total Number of Stores Abroad and the numbers of stores of Indonesia, these figures are revised for August. The Total Number of Stores Abroad and the number of Indonesian stores of September are 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	99	93	68						493
Closure*	Closure	39	20	14	20	34	23						174
	Re-location	11	10	9	14	11	5						66
	Subtotal	50	30	23	34	45	28						240
Net Increase	-35	83	24	24	54	63	40						253
Total	11,036	11,119	11,143	11,167	11,221	11,284	11,324						11,324

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	625	625	626	631	634	638	636					
Tohoku	963	995	998	1,001	1,013	1,022	1,022					
Kanto	3,246	3,273	3,280	3,288	3,305	3,329	3,373					
Koshinetsu	429	429	430	431	433	433	433					
Hokuriku	392	393	394	394	393	394	393					
Tokai	984	989	993	997	1,009	1,023	1,025					
Kinki	2,196	2,204	2,210	2,207	2,212	2,217	2,212					
Chugoku	700	700	702	704	708	708	708					
Shikoku	476	475	472	475	475	476	477					
Kyushu	1,025	1,036	1,038	1,039	1,039	1,044	1,045					
Total	11,036	11,119	11,143	11,167	11,221	11,284	11,324					

Note:  
\* The number of stores, which are converted into a different format within LAWSON/NATURAL LAWSON and LAWSON STORE100, also are counted in

Lawson Minami-Kyushu, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	191	192	192	189	188	189	190					

Lawson Okinawa, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	191	193	194	195	197	201	202					

Lawson Kochi, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	133	133	133	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	128	127	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	191,553	194,836	178,473					
All Stores (YOY)	99.4%	104.2%	100.9%	103.5%	101.1%	104.7%	103.1%					
Existing Stores (YOY)	98.7%	101.7%	97.3%	99.4%	97.7%	100.7%	98.5%					
Ave. Daily Sales per Store (Thousands of yen)	524	531	515	545	563	569	535					
Number of Customers	(Number)	807	833	827	856	884	882	845				
	comparison w/previous yr	100.2%	100.6%	97.2%	98.1%	99.3%	99.6%	99.0%				
Spending per Customer	(Yen)	602	593	579	595	591	600	591				
	comparison w/previous yr	98.5%	101.0%	100.1%	101.3%	98.3%	101.0%	99.5%				

### 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	179,814	183,244	167,325					
All Stores (YOY)	100.4%	105.3%	101.5%	104.1%	101.4%	105.3%	103.4%					
Existing Stores (YOY)	98.3%	101.5%	97.1%	99.3%	97.5%	100.8%	98.4%					
Ave. Daily Sales per Store (Thousands of yen)	529	536	519	550	569	576	540					
Number of Customers	(Number)	797	822	814	843	872	873	833				
	comparison w/previous yr	99.9%	100.5%	97.2%	98.0%	99.3%	99.8%	98.9%				
Spending per Customer	(Yen)	613	604	590	607	603	611	602				
	comparison w/previous yr	98.4%	101.0%	99.9%	101.3%	98.2%	101.0%	99.5%				

### 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%	100.1%	99.2%	99.6%					
Number of Customers (YOY)	103.0%	101.7%	97.6%	99.2%	99.5%	97.9%	99.3%					
Spending per Customer (YOY)	101.6%	101.5%	102.3%	101.5%	100.6%	101.3%	100.2%					

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%	107.2%	107.1%	107.7%					
Existing Stores (YOY)	100.3%	100.9%	98.0%	100.0%	100.0%	100.0%	101.4%					
Number of Customers (YOY)	99.4%	99.3%	98.2%	100.3%	98.9%	100.3%	102.5%					
Spending per Customer (YOY)	100.9%	101.6%	99.8%	99.7%	101.1%	99.6%	98.9%					

Note:

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