

【Stores】

Total*

Japan	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	17	116	48	60	103	99	71	110					624
Closure	Closure	46	24	14	22	37	24	24	26				217
	Re-location	11	10	9	16	13	6	5	11				81
	Subtotal	57	34	23	38	50	30	29	37				298
Net Increase	-40	82	25	22	53	69	42	73					326
Number of Stores in Japan	12,355	12,437	12,462	12,484	12,537	12,606	12,648	12,721					12,721
NATURAL LAWSON	133	134	137	137	137	138	140	140					140
LAWSON STORE100	804	800	800	800	798	799	799	799					799
Total Number of Stores Abroad**	772	793	821	865	895	926	972	1,003					1,003

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	634				
Tohoku	963	995	998	1,001	1,013	1,022	1,022	1,025				
Kanto	3,765	3,792	3,799	3,807	3,822	3,846	3,890	3,938				
Koshinetsu	429	429	430	431	433	433	433	435				
Hokuriku	392	393	394	394	393	394	393	396				
Tokai	1,087	1,089	1,093	1,097	1,109	1,123	1,125	1,128				
Kinki	2,378	2,385	2,391	2,388	2,393	2,399	2,394	2,402				
Chugoku	700	700	702	704	708	708	708	710				
Shikoku	609	608	605	608	608	609	610	607				
Kyushu	1,407	1,421	1,424	1,423	1,424	1,434	1,437	1,446				
Number of Stores in Japan	12,355	12,437	12,462	12,484	12,537	12,606	12,648	12,721				
Shanghai and surrounding area (China)**	470	485	506	531	553	565	582	593				
Chongqing (China)**	110	111	111	118	118	120	123	125				
Dalian (China)**	53	54	56	58	62	67	71	73				
Beijing (China)**	35	35	35	37	38	38	39	41				
Wuhan (China)**	-	-	3	6	6	14	23	31				
Indonesia**	38	38	36	36	36	36	36	36				
Hawaii (US)	2	2	2	2	2	2	2	2				
Thailand	48	51	54	58	60	63	72	77				
Philippines	16	17	18	19	20	21	24	25				
Total Number of Stores Abroad**	772	793	821	865	895	926	972	1,003				

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 September. The Total Number of Stores Abroad and the number of Indonesian stores of October 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	107					600
Closure*	Closure	39	20	14	20	34	23	25					199
	Re-location	11	10	9	14	11	6	5					77
	Subtotal	50	30	23	34	45	30	28					276
Net Increase	-35	83	24	24	54	63	40	71					324
Total	11,036	11,119	11,143	11,167	11,221	11,284	11,324	11,395					11,395

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	634				
Tohoku	963	995	998	1,001	1,013	1,022	1,022	1,025				
Kanto	3,246	3,273	3,280	3,288	3,305	3,329	3,373	3,421				
Koshinetsu	429	429	430	431	433	433	433	435				
Hokuriku	392	393	394	394	393	394	393	396				
Tokai	984	989	993	997	1,009	1,023	1,025	1,027				
Kinki	2,196	2,204	2,210	2,207	2,212	2,217	2,212	2,221				
Chugoku	700	700	702	704	708	708	708	710				
Shikoku	476	475	472	475	475	476	477	474				
Kyushu	1,025	1,036	1,038	1,039	1,039	1,044	1,045	1,052				
Total	11,036	11,119	11,143	11,167	11,221	11,284	11,324	11,395				

Note:

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

Lawson Minami-Kyushu, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	191	192	192	189	188	189	190	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	204				

Lawson Kochi, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	133	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	128					128

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	193,306				
All Stores (YOY)	99.4%	104.2%	100.9%	103.5%	101.1%	104.7%	103.1%	106.5%				
Existing Stores (YOY)	98.7%	101.7%	97.3%	99.4%	97.7%	100.7%	98.5%	101.7%				
Ave. Daily Sales per Store (Thousands of yen)	524	531	515	545	563	569	535	559				
Number of Customers	(Number)	807	833	827	856	884	882	845	866			
	comparison w/previous yr	100.2%	100.6%	97.2%	98.1%	99.3%	99.6%	99.0%	98.0%			
Spending per Customer	(Yen)	602	593	579	595	591	600	591	601			
	comparison w/previous yr	98.5%	101.0%	100.1%	101.3%	98.3%	101.0%	99.5%	103.7%			

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	181,429				
All Stores (YOY)	100.4%	105.3%	101.5%	104.1%	101.4%	105.3%	103.4%	106.9%				
Existing Stores (YOY)	98.3%	101.5%	97.1%	99.3%	97.5%	100.8%	98.4%	101.7%				
Ave. Daily Sales per Store (Thousands of yen)	529	536	519	550	569	576	540	564				
Number of Customers	(Number)	797	822	814	843	872	873	833	854			
	comparison w/previous yr	99.9%	100.5%	97.2%	98.0%	99.3%	99.8%	98.9%	97.9%			
Spending per Customer	(Yen)	613	604	590	607	603	611	602	613			
	comparison w/previous yr	98.4%	101.0%	99.9%	101.3%	98.2%	101.0%	99.5%	103.9%			

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%	101.5%				
Number of Customers (YOY)	103.0%	101.7%	97.6%	99.2%	99.5%	97.9%	99.3%	99.7%				
Spending per Customer (YOY)	101.6%	101.5%	102.3%	101.5%	100.6%	101.3%	100.2%	101.8%				

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)	105.6%	107.1%	103.2%	107.7%	107.2%	107.1%	107.7%	107.7%				
Existing Stores (YOY)	100.3%	100.9%	98.0%	100.0%	100.0%	100.0%	101.4%	101.5%				
Number of Customers (YOY)	99.4%	99.3%	98.2%	100.3%	98.9%	100.3%	102.5%	100.6%				
Spending per Customer (YOY)	100.9%	101.6%	99.8%	99.7%	101.1%	99.6%	98.9%	100.9%				

Note:

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