

【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 | 141 | | | | 765 |
| Closure | Closure | 46 | 24 | 14 | 22 | 37 | 24 | 24 | 18 | | | | 235 |
| | Re-location | 11 | 10 | 9 | 16 | 13 | 6 | 5 | 5 | | | | 86 |
| | Subtotal | 57 | 34 | 23 | 38 | 50 | 30 | 29 | 37 | | | | 321 |
| Net Increase | -40 | 82 | 25 | 22 | 53 | 69 | 42 | 73 | 118 | | | | 444 |
| Number of Stores in Japan | 12,355 | 12,437 | 12,462 | 12,484 | 12,537 | 12,606 | 12,648 | 12,721 | 12,839 | | | | 12,839 |
| NATURAL LAWSON | 133 | 134 | 137 | 137 | 137 | 138 | 140 | 140 | 139 | | | | 139 |
| LAWSON STORE100 | 804 | 800 | 800 | 800 | 798 | 799 | 799 | 799 | 799 | | | | 799 |
| Total Number of Stores Abroad** | 772 | 793 | 821 | 865 | 895 | 926 | 972 | 1,003 | 1,033 | | | | 1,033 |

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 | 637 | | | |
| Tohoku | 963 | 995 | 998 | 1,001 | 1,013 | 1,022 | 1,022 | 1,025 | 1,028 | | | |
| Kanto | 3,765 | 3,792 | 3,799 | 3,807 | 3,822 | 3,846 | 3,890 | 3,938 | 3,978 | | | |
| Koshinetsu | 429 | 429 | 430 | 431 | 433 | 433 | 433 | 435 | 436 | | | |
| Hokuriku | 392 | 393 | 394 | 394 | 393 | 394 | 393 | 396 | 397 | | | |
| Tokai | 1,087 | 1,089 | 1,093 | 1,097 | 1,109 | 1,123 | 1,125 | 1,128 | 1,138 | | | |
| Kinki | 2,378 | 2,385 | 2,391 | 2,388 | 2,393 | 2,399 | 2,394 | 2,402 | 2,413 | | | |
| Chugoku | 700 | 700 | 702 | 704 | 708 | 708 | 708 | 710 | 752 | | | |
| Shikoku | 609 | 608 | 605 | 608 | 608 | 609 | 610 | 607 | 610 | | | |
| Kyushu | 1,407 | 1,421 | 1,424 | 1,423 | 1,424 | 1,434 | 1,437 | 1,446 | 1,450 | | | |
| Number of Stores in Japan | 12,355 | 12,437 | 12,462 | 12,484 | 12,537 | 12,606 | 12,648 | 12,721 | 12,839 | | | |
| Shanghai and surrounding area (China)** | 470 | 485 | 506 | 531 | 553 | 565 | 582 | 593 | 603 | | | |
| Chongqing (China)** | 110 | 111 | 111 | 118 | 118 | 120 | 123 | 125 | 129 | | | |
| Dalian (China)** | 53 | 54 | 56 | 58 | 62 | 67 | 71 | 73 | 75 | | | |
| Beijing (China)** | 35 | 35 | 35 | 37 | 38 | 38 | 39 | 41 | 44 | | | |
| Wuhan (China)** | - | - | 3 | 6 | 6 | 14 | 23 | 31 | 39 | | | |
| Indonesia** | 38 | 38 | 36 | 36 | 36 | 36 | 36 | 36 | 36 | | | |
| Hawaii (US) | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | | | |
| Thailand | 48 | 51 | 54 | 58 | 60 | 63 | 72 | 77 | 79 | | | |
| Philippines | 16 | 17 | 18 | 19 | 20 | 21 | 24 | 25 | 26 | | | |
| Total Number of Stores Abroad** | 772 | 793 | 821 | 865 | 895 | 926 | 972 | 1,003 | 1,033 | | | |

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 October. The Total Number of Stores Abroad and the number of Indonesian stores of November 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 | 101 | | | | 701 |
| Closure* | Closure | 39 | 20 | 14 | 20 | 34 | 23 | 25 | 16 | | | | 215 |
| | Re-location | 11 | 10 | 9 | 14 | 11 | 6 | 5 | 4 | | | | 81 |
| | Subtotal | 50 | 30 | 23 | 34 | 45 | 30 | 28 | 36 | 20 | | | 296 |
| Net Increase | -35 | 83 | 24 | 24 | 54 | 63 | 40 | 71 | 81 | | | | 405 |
| Total | 11,036 | 11,119 | 11,143 | 11,167 | 11,221 | 11,284 | 11,324 | 11,395 | 11,242 | | | | 11,242 |

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 | 637 | | | |
| Tohoku | 963 | 995 | 998 | 1,001 | 1,013 | 1,022 | 1,022 | 1,025 | 1,028 | | | |
| Kanto | 3,246 | 3,273 | 3,280 | 3,288 | 3,305 | 3,329 | 3,373 | 3,421 | 3,461 | | | |
| Koshinetsu | 429 | 429 | 430 | 431 | 433 | 433 | 433 | 435 | 436 | | | |
| Hokuriku | 392 | 393 | 394 | 394 | 393 | 394 | 393 | 396 | 397 | | | |
| Tokai | 984 | 989 | 993 | 997 | 1,009 | 1,023 | 1,025 | 1,027 | 1,037 | | | |
| Kinki | 2,196 | 2,204 | 2,210 | 2,207 | 2,212 | 2,217 | 2,212 | 2,221 | 2,232 | | | |
| Chugoku | 700 | 700 | 702 | 704 | 708 | 708 | 708 | 710 | 481 | | | |
| Shikoku | 476 | 475 | 472 | 475 | 475 | 476 | 477 | 474 | 477 | | | |
| Kyushu | 1,025 | 1,036 | 1,038 | 1,039 | 1,039 | 1,044 | 1,045 | 1,052 | 1,056 | | | |
| Total | 11,036 | 11,119 | 11,143 | 11,167 | 11,221 | 11,284 | 11,324 | 11,395 | 11,242 | | | |

Note:

* 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".

** In November 2016, 234 stores in Tottori and Shimane branches were transferred from Lawson, Inc. to Lawson San'in Co., Ltd. (consolidated subsidiary) and these numbers are not included in the total number of stores from November in the above chart.

Lawson San'in Co., Ltd. (consolidated subsidiary)

| | MAR | APR | MAY | JUN | JUL | AUG | SEP | 10月 | NOV | DEC | JAN | FEB |
|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Total | - | - | - | - | - | - | - | - | 271 | | | |

Lawson Kochi, Inc. (Equity method affiliates)

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

Lawson Minami-Kyushu, Inc. (Equity method affiliates)

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

Lawson Okinawa, Inc. (Equity method affiliates)

| | MAR | APR | MAY | JUN | JUL | AUG | SEP | 10月 | NOV | DEC | JAN | FEB |
|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Total | 191 | 193 | 194 | 195 | 197 | 201 | 202 | 204 | 204 | | | |

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 | 130 | | | | 130 |

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 | 172,388 | | | |
| All Stores (YOY) | 99.4% | 104.2% | 100.9% | 103.5% | 101.1% | 104.7% | 103.1% | 106.5% | 105.1% | | | |
| Existing Stores (YOY) | 98.7% | 101.7% | 97.3% | 99.4% | 97.7% | 100.7% | 98.5% | 101.7% | 101.7% | | | |
| Ave. Daily Sales per Store (Thousands of yen) | 524 | 531 | 515 | 545 | 563 | 569 | 535 | 559 | 522 | | | |
| Number of Customers | (Number) | 807 | 833 | 827 | 856 | 884 | 882 | 845 | 866 | 816 | | |
| | comparison w/previous yr | 100.2% | 100.6% | 97.2% | 98.1% | 99.3% | 99.6% | 99.0% | 98.0% | 99.2% | | |
| Spending per Customer | (Yen) | 602 | 593 | 579 | 595 | 591 | 600 | 591 | 601 | 595 | | |
| | comparison w/previous yr | 98.5% | 101.0% | 100.1% | 101.3% | 98.3% | 101.0% | 99.5% | 103.7% | 102.5% | | |

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 | 181,429 | 161,377 | | | |
| All Stores (YOY) | 100.4% | 105.3% | 101.5% | 104.1% | 101.4% | 105.3% | 103.4% | 106.9% | 105.4% | | | |
| Existing Stores (YOY) | 98.3% | 101.5% | 97.1% | 99.3% | 97.5% | 100.8% | 98.4% | 101.7% | 101.6% | | | |
| Ave. Daily Sales per Store (Thousands of yen) | 529 | 536 | 519 | 550 | 569 | 576 | 540 | 564 | 526 | | | |
| Number of Customers | (Number) | 797 | 822 | 814 | 843 | 872 | 873 | 833 | 804 | | | |
| | comparison w/previous yr | 99.9% | 100.5% | 97.2% | 98.0% | 99.3% | 99.8% | 98.9% | 97.9% | 99.1% | | |
| Spending per Customer | (Yen) | 613 | 604 | 590 | 607 | 603 | 611 | 602 | 613 | 606 | | |
| | comparison w/previous yr | 98.4% | 101.0% | 99.9% | 101.3% | 98.2% | 101.0% | 99.5% | 103.9% | 102.6% | | |

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% | 102.4% | | | |
| Number of Customers (YOY) | 103.0% | 101.7% | 97.6% | 99.2% | 99.5% | 97.9% | 99.3% | 99.7% | 100.6% | | | |
| Spending per Customer (YOY) | 101.6% | 101.5% | 102.3% | 101.5% | 100.6% | 101.3% | 100.2% | 101.8% | 101.8% | | | |

Note:

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

** In November 2016, 234 stores in Tottori and Shimane branches were transferred from Lawson, Inc. to Lawson San'in Co., Ltd.(consolidated subsidiary) and the sales results of those stores are not included in "Lawson, Inc." and "LAWSON and NATURAL LAWSON Business" from November in the above chart.

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% | 105.3% | | | |
| Existing Stores (YOY) | 100.3% | 100.9% | 98.0% | 100.0% | 100.0% | 100.0% | 101.4% | 101.5% | 99.5% | | | |
| Number of Customers (YOY) | 99.4% | 99.3% | 98.2% | 100.3% | 98.9% | 100.3% | 102.5% | 100.6% | 100.3% | | | |
| Spending per Customer (YOY) | 100.9% | 101.6% | 99.8% | 99.7% | 101.1% | 99.6% | 98.9% | 100.9% | 99.1% | | | |

Note:

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