

【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	110			875
Closure	Closure	46	24	14	22	37	24	26	18	21			256
	Re-location	11	10	9	16	13	6	5	5	7			93
	Subtotal	57	34	23	38	50	30	29	37	28			349
Net Increase	-40	82	25	22	53	69	42	73	118	82			526
Number of Stores in Japan	12,355	12,437	12,462	12,484	12,537	12,606	12,648	12,721	12,839	12,921			12,921
NATURAL LAWSON	133	134	137	137	137	138	140	140	139	139			139
LAWSON STORE100	804	800	800	800	798	799	799	799	799	799			799
Total Number of Stores Abroad**	772	793	821	865	895	926	972	1,003	1,033	1,109			1,109

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	640		
Tohoku	963	995	998	1,001	1,013	1,022	1,022	1,025	1,028	1,030		
Kanto	3,765	3,792	3,799	3,807	3,822	3,846	3,890	3,938	3,978	3,995		
Koshinetsu	429	429	430	431	433	433	433	435	436	438		
Hokuriku	392	393	394	394	393	394	393	396	397	399		
Tokai	1,087	1,089	1,093	1,097	1,109	1,123	1,125	1,128	1,138	1,155		
Kinki	2,378	2,385	2,391	2,388	2,393	2,399	2,394	2,402	2,413	2,427		
Chugoku	700	700	702	704	708	708	708	710	752	766		
Shikoku	609	608	605	608	608	609	610	607	610	611		
Kyushu	1,407	1,421	1,424	1,423	1,424	1,434	1,437	1,446	1,450	1,460		
Number of Stores in Japan	12,355	12,437	12,462	12,484	12,537	12,606	12,648	12,721	12,839	12,921		
Shanghai and surrounding area (China)**	470	485	506	531	553	565	582	593	603	651		
Chongqing (China)**	110	111	111	118	118	120	123	125	129	132		
Dalian (China)**	53	54	56	58	62	67	71	73	75	78		
Beijing (China)**	35	35	35	37	38	38	39	41	44	48		
Wuhan (China)**	-	-	3	6	6	14	23	31	39	50		
Indonesia**	38	38	36	36	36	36	36	36	36	36		
Hawaii (US)	2	2	2	2	2	2	2	2	2	2		
Thailand	48	51	54	58	60	63	72	77	79	83		
Philippines	16	17	18	19	20	21	24	25	26	29		
Total Number of Stores Abroad**	772	793	821	865	895	926	972	1,003	1,033	1,109		

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 November. The Total Number of Stores Abroad and the number of Indonesian stores of December 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	91			792
Closure*	Closure	39	20	14	20	34	23	25	16	20			235
	Re-location	11	10	9	14	11	6	5	11	4			88
	Subtotal	50	30	23	34	45	30	28	36	20			323
Net Increase	-35	83	24	24	54	63	40	71	81	64			469
Total	11,036	11,119	11,143	11,167	11,221	11,284	11,324	11,395	11,242	11,306			11,306

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	640		
Tohoku	963	995	998	1,001	1,013	1,022	1,022	1,025	1,028	1,030		
Kanto	3,246	3,273	3,280	3,288	3,305	3,329	3,373	3,421	3,461	3,478		
Koshinetsu	429	429	430	431	433	433	433	435	436	438		
Hokuriku	392	393	394	394	393	394	393	396	397	399		
Tokai	984	989	993	997	1,009	1,023	1,025	1,027	1,037	1,054		
Kinki	2,196	2,204	2,210	2,207	2,212	2,217	2,212	2,221	2,232	2,246		
Chugoku	700	700	702	704	708	708	708	710	481	481		
Shikoku	476	475	472	475	475	476	477	474	477	477		
Kyushu	1,025	1,036	1,038	1,039	1,039	1,044	1,045	1,052	1,056	1,063		
Total	11,036	11,119	11,143	11,167	11,221	11,284	11,324	11,395	11,242	11,306		

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 Sanin, Inc.(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	285		

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	134		

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	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	207		

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	131			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	182,154		
All Stores (YOY)	99.4%	104.2%	100.9%	103.5%	101.1%	104.7%	103.1%	106.5%	105.1%	102.6%		
Existing Stores (YOY)	98.7%	101.7%	97.3%	99.4%	97.7%	100.7%	98.5%	101.7%	101.7%	100.0%		
Ave. Daily Sales per Store (Thousands of yen)	524	531	515	545	563	569	535	559	522	543		
Number of Customers	(Number)	807	833	827	856	884	882	845	866	816	806	
	comparison w/previous yr	100.2%	100.6%	97.2%	98.1%	99.3%	99.6%	99.0%	98.0%	99.2%	98.9%	
Spending per Customer	(Yen)	602	593	579	595	591	600	591	601	595	613	
	comparison w/previous yr	98.5%	101.0%	100.1%	101.3%	98.3%	101.0%	99.5%	103.7%	102.5%	101.1%	

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	170,871		
All Stores (YOY)	100.4%	105.3%	101.5%	104.1%	101.4%	105.3%	103.4%	106.9%	105.4%	102.7%		
Existing Stores (YOY)	98.3%	101.5%	97.1%	99.3%	97.5%	100.8%	98.4%	101.7%	101.6%	100.0%		
Ave. Daily Sales per Store (Thousands of yen)	529	536	519	550	569	576	540	564	526	549		
Number of Customers	(Number)	797	822	814	843	872	873	833	854	804	796	
	comparison w/previous yr	99.9%	100.5%	97.2%	98.0%	99.3%	99.8%	98.9%	97.9%	99.1%	98.9%	
Spending per Customer	(Yen)	613	604	590	607	603	611	602	613	606	624	
	comparison w/previous yr	98.4%	101.0%	99.9%	101.3%	98.2%	101.0%	99.5%	103.9%	102.6%	101.0%	

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%	100.5%		
Number of Customers (YOY)	103.0%	101.7%	97.6%	99.2%	99.5%	97.9%	99.3%	99.7%	100.6%	98.4%		
Spending per Customer (YOY)	101.6%	101.5%	102.3%	101.5%	100.6%	101.3%	100.2%	101.8%	101.8%	102.2%		

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 Sanin, Inc.(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%	102.2%		
Existing Stores (YOY)	100.3%	100.9%	98.0%	100.0%	100.0%	100.0%	101.4%	101.5%	99.5%	96.4%		
Number of Customers (YOY)	99.4%	99.3%	98.2%	100.3%	98.9%	100.3%	102.5%	100.6%	100.3%	98.0%		
Spending per Customer (YOY)	100.9%	101.6%	99.8%	99.7%	101.1%	99.6%	98.9%	100.9%	99.1%	98.4%		

Note:

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