

【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	70		945
Closure	Closure	46	24	14	22	37	24	24	18	21	20		276
	Re-location	11	10	9	16	13	6	5	5	7	0		93
	Subtotal	57	34	23	38	50	30	29	37	23	28	20	369
Net Increase	-40	82	25	22	53	69	42	73	118	82	50		576
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	12,971		12,971
NATURAL LAWSON	133	134	137	137	137	138	140	140	139	139	140		140
LAWSON STORE100	804	800	800	800	798	799	799	799	799	799	799		799
Total Number of Stores Abroad**	772	793	821	865	895	926	972	1,003	1,033	1,109	1,140		1,140

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	640	
Tohoku	963	995	998	1,001	1,013	1,022	1,022	1,025	1,028	1,030	1,036	
Kanto	3,765	3,792	3,799	3,807	3,822	3,846	3,890	3,938	3,978	3,995	4,018	
Koshinetsu	429	429	430	431	433	433	433	435	436	438	438	
Hokuriku	392	393	394	394	393	394	393	396	397	399	397	
Tokai	1,087	1,089	1,093	1,097	1,109	1,123	1,125	1,128	1,138	1,155	1,159	
Kinki	2,378	2,385	2,391	2,388	2,393	2,399	2,394	2,402	2,413	2,427	2,431	
Chugoku	700	700	702	704	708	708	708	710	752	766	772	
Shikoku	609	608	605	608	608	609	610	607	610	611	614	
Kyushu	1,407	1,421	1,424	1,423	1,424	1,434	1,437	1,446	1,450	1,460	1,466	
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	12,971	
Shanghai and surrounding area (China)**	470	485	506	531	553	565	582	593	603	651	659	
Chongqing (China)**	110	111	111	118	118	120	123	125	129	132	134	
Dalian (China)**	53	54	56	58	62	67	71	73	75	78	81	
Beijing (China)**	35	35	35	37	38	38	39	41	44	48	46	
Wuhan (China)**	-	-	3	6	6	14	23	31	39	50	68	
Indonesia**	38	38	36	36	36	36	36	36	36	36	35	
Hawaii (US)	2	2	2	2	2	2	2	2	2	2	2	
Thailand	48	51	54	58	60	63	72	77	79	83	85	
Philippines	16	17	18	19	20	21	24	25	26	29	30	
Total Number of Stores Abroad**	772	793	821	865	895	926	972	1,003	1,033	1,109	1,140	

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 December. The Total Number of Stores Abroad and the number of Indonesian stores of January 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	65		857
Closure*	Closure	39	20	14	20	34	23	25	16	20	18		253
	Re-location	11	10	9	14	11	6	5	11	4	7	0	88
	Subtotal	50	30	23	34	45	30	28	36	20	27	18	341
Net Increase	-35	83	24	24	54	63	40	71	81	64	47		516
Total	11,036	11,119	11,143	11,167	11,221	11,284	11,324	11,395	11,242	11,306	11,353		11,353

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	640	
Tohoku	963	995	998	1,001	1,013	1,022	1,022	1,025	1,028	1,030	1,036	
Kanto	3,246	3,273	3,280	3,288	3,305	3,329	3,373	3,421	3,461	3,478	3,501	
Koshinetsu	429	429	430	431	433	433	433	435	436	438	438	
Hokuriku	392	393	394	394	393	394	393	396	397	399	397	
Tokai	984	989	993	997	1,009	1,023	1,025	1,027	1,037	1,054	1,058	
Kinki	2,196	2,204	2,210	2,207	2,212	2,217	2,212	2,221	2,232	2,246	2,250	
Chugoku	700	700	702	704	708	708	708	710	481	481	487	
Shikoku	476	475	472	475	475	476	477	474	477	477	480	
Kyushu	1,025	1,036	1,038	1,039	1,039	1,044	1,045	1,052	1,056	1,063	1,066	
Total	11,036	11,119	11,143	11,167	11,221	11,284	11,324	11,395	11,242	11,306	11,353	

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	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	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	191	

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	209	

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	131		131

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	169,157	
All Stores (YOY)	99.4%	104.2%	100.9%	103.5%	101.1%	104.7%	103.1%	106.5%	105.1%	102.6%	103.6%	
Existing Stores (YOY)	98.7%	101.7%	97.3%	99.4%	97.7%	100.7%	98.5%	101.7%	101.7%	100.0%	100.8%	
Ave. Daily Sales per Store (Thousands of yen)	524	531	515	545	563	569	535	559	522	543	503	
Number of Customers	(Number)	807	833	827	856	884	882	845	866	816	806	759
	comparison w/previous yr	100.2%	100.6%	97.2%	98.1%	99.3%	99.6%	99.0%	98.0%	99.2%	98.9%	98.8%
Spending per Customer	(Yen)	602	593	579	595	591	600	591	601	595	613	604
	comparison w/previous yr	98.5%	101.0%	100.1%	101.3%	98.3%	101.0%	99.5%	103.7%	102.5%	101.1%	102.0%

**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	158,595	
All Stores (YOY)	100.4%	105.3%	101.5%	104.1%	101.4%	105.3%	103.4%	106.9%	105.4%	102.7%	103.8%	
Existing Stores (YOY)	98.3%	101.5%	97.1%	99.3%	97.5%	100.8%	98.4%	101.7%	101.6%	100.0%	100.8%	
Ave. Daily Sales per Store (Thousands of yen)	529	536	519	550	569	576	540	564	526	549	508	
Number of Customers	(Number)	797	822	814	843	872	873	833	854	804	796	750
	comparison w/previous yr	99.9%	100.5%	97.2%	98.0%	99.3%	99.8%	98.9%	97.9%	99.1%	98.9%	98.9%
Spending per Customer	(Yen)	613	604	590	607	603	611	602	613	606	624	614
	comparison w/previous yr	98.4%	101.0%	99.9%	101.3%	98.2%	101.0%	99.5%	103.9%	102.6%	101.0%	102.0%

**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%	100.0%	
Number of Customers (YOY)	103.0%	101.7%	97.6%	99.2%	99.5%	97.9%	99.3%	99.7%	100.6%	98.4%	98.0%	
Spending per Customer (YOY)	101.6%	101.5%	102.3%	101.5%	100.6%	101.3%	100.2%	101.8%	101.8%	102.2%	102.1%	

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%	103.3%	
Existing Stores (YOY)	100.3%	100.9%	98.0%	100.0%	100.0%	100.0%	101.4%	101.5%	99.5%	96.4%	97.5%	
Number of Customers (YOY)	99.4%	99.3%	98.2%	100.3%	98.9%	100.3%	102.5%	100.6%	100.3%	98.0%	98.4%	
Spending per Customer (YOY)	100.9%	101.6%	99.8%	99.7%	101.1%	99.6%	98.9%	100.9%	99.1%	98.4%	99.0%	

Note:

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