

【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	156,195	
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%	100.2%	
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%	100.7%	
Ave. Daily Sales per Store (Thousands of yen)	524	531	515	545	563	569	535	559	522	543	503	506	
Number of Customers	(Number)	807	833	827	856	884	882	845	866	816	806	759	781
	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%	99.3%
Spending per Customer	(Yen)	602	593	579	595	591	600	591	601	595	613	604	596
	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%	101.5%

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	170,871	158,595	146,338	
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%	100.4%	
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%	100.8%	
Ave. Daily Sales per Store (Thousands of yen)	529	536	519	550	569	576	540	564	526	549	508	510	
Number of Customers	(Number)	797	822	814	843	872	873	833	854	804	796	750	771
	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%	99.4%
Spending per Customer	(Yen)	613	604	590	607	603	611	602	613	606	624	614	606
	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%	101.4%

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%	99.3%
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%	97.7%
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%	101.6%

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%	100.2%
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%	93.9%
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%	95.9%
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%	98.0%

Note:

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

**The sales of Seijo Ishii in this table are calculated as monthly base, so the sales result of 2016 February is the sum of total 29 days.