

【Sales】

**■ Convenience Store Business in Japan
Lawson, Inc. (Non-consolidated)**

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales*1	102.6%											
	(million yen)	180,384											
	Ave. Daily Sales per Store (Thousands of yen)	521											
Existing Stores	Sales	99.7%											
	Number of Customers	99.0%											
	(Number)	797											
	Spending per Customer	100.8%											
(Yen)	605												

(1)LAWSON Business *2

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales*1	103.0%											
	(million yen)	169,509											
	Ave. Daily Sales per Store (Thousands of yen)	526											
Existing Stores	Sales	99.8%											
	Number of Customers	99.1%											
	(Number)	788											
	Spending per Customer	100.7%											
(Yen)	616												

(2)LAWSON STORE100 Business

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	98.5%											
	Number of Customers	97.1%											
	Spending per Customer	101.4%											

■ Seijo Ishii Business*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	105.0%											
	Sales	99.6%											
Existing Stores	Number of Customers	100.0%											
	Spending per Customer	99.6%											

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

*2 LAWSON Business includes LAWSON and NATURAL LAWSON.

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

[Stores]

■ Convenience Store Business

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL	
Japan	Opening*4	24												24	
	Closure*4	Closure	18												18
		Re-location	7												7
		Subtotal	25												25
	Net Increase	-1												-1	
Total Number of Stores in Japan		13,110												13,110	
Overseas	Total Number of Stores Overseas*5	1,184												1,184	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	637											
	Tohoku	1,052											
	Kanto	4,071											
	Koshinetsu	444											
	Hokuriku	398											
	Tokai	1,177											
	Kinki	2,465											
	Chugoku	781											
	Shikoku	613											
	Kyushu	1,472											
	Total Number of Stores in Japan		13,110										
Overseas	Shanghai and surrounding area (China)	673											
	Chongqing (China)	140											
	Dalian (China)	81											
	Beijing (China)	52											
	Wuhan (China)	84											
	Indonesia*6	36											
	Hawaii (US)	2											
	Thailand	86											
	Philippines	30											
	Total Number of Stores Overseas*6		1,184										

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	LAWSON	11,346												
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	141											
		LAWSON STORE100	797											
	Lawson San'in Co., Ltd.(consolidated subsidiary)	289												
	Lawson Kochi, Inc. (Equity method affiliates)	135												
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	191												
	Lawson Okinawa, Inc. (Equity method affiliates)	211												
	Total Number of Stores in Japan		13,110											

◆LAWSON Business of Lawson, Inc.*7

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4		21												21
Closure*4	Closure	17												17
	Re-location	7												7
	Subtotal	24												24
Net Increase		-3												-3
Number of Stores		11,487												11,487

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		637											
Tohoku		1,052											
Kanto		3,556											
Koshinetsu		444											
Hokuriku		398											
Tokai		1,076											
Kinki		2,284											
Chugoku		492											
Shikoku		478											
Kyushu		1,070											
Number of Stores		11,487											

◆LAWSON STORE100 Business of Lawson, Inc.*7

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4		0												0
Closure*4		1												1
Net Increase		-1												-1
Number of Stores		797												797

■ Seijo Ishii Business*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		134												134

*4 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".

*5 Total number of stores overseas in March is based on the flash report.

*6 Total number of stores overseas and the number of stores in Indonesia of March are based on the flash report.

*7 LAWSON Business includes LAWSON and NATURAL LAWSON.

*8 As for Seijo Ishii Business, number of franchise stores and restaurants are not included.