

【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%	103.3%										
	(million yen)	180,384	179,216										
	Ave. Daily Sales per Store (Thousands of yen)	521	534										
Existing Stores	Sales	99.7%	101.0%										
	Number of Customers	99.0%	99.7%										
	(Number)	797	825										
	Spending per Customer	100.8%	101.3%										
	(Yen)	605	599										

(1)LAWSON Business *2

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales*1	103.0%	103.6%										
	(million yen)	169,509	168,284										
	Ave. Daily Sales per Store (Thousands of yen)	526	540										
Existing Stores	Sales	99.8%	101.1%										
	Number of Customers	99.1%	99.9%										
	(Number)	788	816										
	Spending per Customer	100.7%	101.2%										
	(Yen)	616	609										

(2)LAWSON STORE100 Business

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	98.5%	98.6%										
	Number of Customers	97.1%	97.2%										
	Spending per Customer	101.4%	101.5%										

■ Seijo Ishii Business*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	105.0%	107.4%										
	Sales	99.6%	100.8%										
Existing Stores	Number of Customers	100.0%	101.4%										
	Spending per Customer	99.6%	99.4%										

*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	89											113	
	Closure*4	Closure	18	25											43
		Re-location	7	5											12
		Subtotal	25	30											55
	Net Increase	-1	59												58
Total Number of Stores in Japan		13,110	13,169											13,169	
Overseas	Total Number of Stores Overseas*5	1,183	1,217											1,217	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	637	638										
	Tohoku	1,052	1,058										
	Kanto	4,071	4,087										
	Koshinetsu	444	446										
	Hokuriku	398	398										
	Tokai	1,177	1,186										
	Kinki	2,465	2,483										
	Chugoku	781	783										
	Shikoku	613	613										
	Kyushu	1,472	1,477										
Total Number of Stores in Japan		13,110	13,169										
Overseas	Shanghai and surrounding area (China)	673	689										
	Chongqing (China)	140	142										
	Dalian (China)	81	84										
	Beijing (China)	52	53										
	Wuhan (China)	84	94										
	Indonesia*6	35	35										
	Hawaii (US)	2	2										
	Thailand	86	88										
	Philippines	30	30										
	Total Number of Stores Overseas*6		1,183	1,217									

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	LAWSON	11,346	11,403											
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	141	143										
		LAWSON STORE100	797	796										
		Lawson San'in Co., Ltd.(consolidated subsidiary)	289	288										
	Lawson Kochi, Inc. (Equity method affiliates)	135	135											
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	191	192											
	Lawson Okinawa, Inc. (Equity method affiliates)	211	212											
	Total Number of Stores in Japan		13,110	13,169										

◆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	87											108
Closure*4	Closure	17	23											40
	Re-location	7	5											12
	Subtotal	24	28											52
Net Increase	-3	59												56
Number of Stores		11,487	11,546											11,546

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		637	638										
Tohoku		1,052	1,058										
Kanto		3,556	3,573										
Koshinetsu		444	446										
Hokuriku		398	398										
Tokai		1,076	1,085										
Kinki		2,284	2,302										
Chugoku		492	495										
Shikoku		478	478										
Kyushu		1,070	1,073										
Number of Stores		11,487	11,546										

◆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											0
Closure*4		1	1											2
Net Increase		-1	-1											-2
Number of Stores		797	796											796

■ Seijo Ishii Business*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		134	135											135

*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 revised and the number of April is based on the flash report.

*6 Total number of stores overseas and the number of stores in Indonesia of March are revised. Total number of stores overseas and the number of stores in Indonesia of April 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.