

【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%	105.8%									
	(million yen)	180,384	179,216	184,435									
	Ave. Daily Sales per Store (Thousands of yen)	521	534	530									
Existing Stores	Sales	99.7%	101.0%	103.2%									
	Number of Customers	99.0%	99.7%	100.1%									
	(Number)	797	825	825									
	Spending per Customer	100.8%	101.3%	103.1%									
(Yen)	605	599	596										

(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%	106.3%									
	(million yen)	169,509	168,284	173,129									
	Ave. Daily Sales per Store (Thousands of yen)	526	540	535									
Existing Stores	Sales	99.8%	101.1%	103.5%									
	Number of Customers	99.1%	99.9%	100.3%									
	(Number)	788	816	814									
	Spending per Customer	100.7%	101.2%	103.2%									
(Yen)	616	609	607										

(2)LAWSON STORE100 Business

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	98.5%	98.6%	98.9%									
	Number of Customers	97.1%	97.2%	98.0%									
	Spending per Customer	101.4%	101.5%	100.9%									

■ Seijo Ishii Business*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	105.0%	107.4%	109.0%									
	Sales	99.6%	100.8%	101.3%									
Existing Stores	Number of Customers	100.0%	101.4%	102.3%									
	Spending per Customer	99.6%	99.4%	99.0%									

*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	45										158	
	Closure*4	Closure	18	25	17										60
		Re-location	7	5	7										19
		Subtotal	25	30	24										79
	Net Increase	-1	59	21											79
Total Number of Stores in Japan		13,110	13,169	13,190										13,190	
Overseas	Total Number of Stores Overseas*5	1,183	1,217	1,249										1,249	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	637	638	639									
	Tohoku	1,052	1,058	1,058									
	Kanto	4,071	4,087	4,087									
	Koshinetsu	444	446	447									
	Hokuriku	398	398	398									
	Tokai	1,177	1,186	1,189									
	Kinki	2,465	2,483	2,491									
	Chugoku	781	783	782									
	Shikoku	613	613	616									
	Kyushu	1,472	1,477	1,483									
Total Number of Stores in Japan		13,110	13,169	13,190									
Overseas	Shanghai and surrounding area (China)	673	689	702									
	Chongqing (China)	140	142	144									
	Dalian (China)	81	84	87									
	Beijing (China)	52	53	58									
	Wuhan (China)	84	94	102									
	Indonesia*6	35	35	35									
	Hawaii (US)	2	2	2									
	Thailand	86	88	89									
	Philippines	30	30	30									
	Total Number of Stores Overseas*6		1,183	1,217	1,249								

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	LAWSON	11,346	11,403	11,426									
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	141	143	144								
		LAWSON STORE100	797	796	793								
	Lawson San'in Co., Ltd.(consolidated subsidiary)	289	288	288									
	Lawson Kochi, Inc. (Equity method affiliates)	135	135	135									
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	191	192	192									
	Lawson Okinawa, Inc. (Equity method affiliates)	211	212	212									
	Total Number of Stores in Japan		13,110	13,169	13,190								

◆LAWSON Business of Lawson, Inc.*7

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL	
Opening*4	Opening*4	21	87	44										152	
	Closure*4	Closure	17	23	13										53
		Re-location	7	5	7										19
		Subtotal	24	28	20										72
Net Increase		-3	59	24										80	
Number of Stores		11,487	11,546	11,570										11,570	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		637	638	639									
Tohoku		1,052	1,058	1,058									
Kanto		3,556	3,573	3,575									
Koshinetsu		444	446	447									
Hokuriku		398	398	398									
Tokai		1,076	1,085	1,087									
Kinki		2,284	2,302	2,312									
Chugoku		492	495	494									
Shikoku		478	478	481									
Kyushu		1,070	1,073	1,079									
Number of Stores		11,487	11,546	11,570									

◆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	1										1
Closure*4		1	1	4										6
Net Increase		-1	-1	-3										-5
Number of Stores		797	796	793										793

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

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