

【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%	102.4%								
	(million yen)	180,384	179,216	184,435	184,160								
	Ave. Daily Sales per Store (Thousands of yen)	521	534	530	541								
Existing Stores	Sales	99.7%	101.0%	103.2%	99.6%								
	Number of Customers	99.0%	99.7%	100.1%	100.5%								
	(Number)	797	825	825	857								
	Spending per Customer	100.8%	101.3%	103.1%	99.2%								
(Yen)	605	599	596	588									

(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%	102.6%								
	(million yen)	169,509	168,284	173,129	172,977								
	Ave. Daily Sales per Store (Thousands of yen)	526	540	535	546								
Existing Stores	Sales	99.8%	101.1%	103.5%	99.7%								
	Number of Customers	99.1%	99.9%	100.3%	100.7%								
	(Number)	788	816	814	846								
	Spending per Customer	100.7%	101.2%	103.2%	99.0%								
(Yen)	616	609	607	599									

(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%	99.4%								
	Number of Customers	97.1%	97.2%	98.0%	98.2%								
	Spending per Customer	101.4%	101.5%	100.9%	101.3%								

■ 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%	111.6%								
	Sales	99.6%	100.8%	101.3%	102.9%								
Existing Stores	Number of Customers	100.0%	101.4%	102.3%	102.6%								
	Spending per Customer	99.6%	99.4%	99.0%	100.3%								

*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	94									252	
	Closure*4	Closure	18	25	17	13									73
		Re-location	7	5	7	7									26
		Subtotal	25	30	24	20									99
	Net Increase	-1	59	21	74										153
Total Number of Stores in Japan		13,110	13,169	13,190	13,264									13,264	
Overseas	Total Number of Stores Overseas*5	1,183	1,217	1,249	1,294									1,294	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	637	638	639	651								
	Tohoku	1,052	1,058	1,058	1,060								
	Kanto	4,071	4,087	4,087	4,112								
	Koshinetsu	444	446	447	451								
	Hokuriku	398	398	398	401								
	Tokai	1,177	1,186	1,189	1,194								
	Kinki	2,465	2,483	2,491	2,505								
	Chugoku	781	783	782	784								
	Shikoku	613	613	616	615								
	Kyushu	1,472	1,477	1,483	1,491								
Total Number of Stores in Japan		13,110	13,169	13,190	13,264								
Overseas	Shanghai and surrounding area (China)	673	689	702	723								
	Chongqing (China)	140	142	144	145								
	Dalian (China)	81	84	87	91								
	Beijing (China)	52	53	58	58								
	Wuhan (China)	84	94	102	117								
	Indonesia*6	35	35	35	35								
	Hawaii (US)	2	2	2	2								
	Thailand	86	88	89	91								
	Philippines	30	30	30	32								
	Total Number of Stores Overseas*6		1,183	1,217	1,249	1,294							

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	11,496									
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	141	143	144	144								
		LAWSON STORE100	797	796	793	793								
	Lawson San'in Co., Ltd.(consolidated subsidiary)	289	288	288	289									
	Lawson Kochi, Inc. (Equity method affiliates)	135	135	135	135									
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	191	192	192	193									
	Lawson Okinawa, Inc. (Equity method affiliates)	211	212	212	214									
	Total Number of Stores in Japan		13,110	13,169	13,190	13,264								

◆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	44	88									240
Closure*4	Closure	17	23	13	11									64
	Re-location	7	5	7	7									26
	Subtotal	24	28	20	18									90
Net Increase	-3	59	24	70										150
Number of Stores		11,487	11,546	11,570	11,640									11,640

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		637	638	639	651								
Tohoku		1,052	1,058	1,058	1,060								
Kanto		3,556	3,573	3,575	3,599								
Koshinetsu		444	446	447	451								
Hokuriku		398	398	398	401								
Tokai		1,076	1,085	1,087	1,092								
Kinki		2,284	2,302	2,312	2,327								
Chugoku		492	495	494	495								
Shikoku		478	478	481	480								
Kyushu		1,070	1,073	1,079	1,084								
Number of Stores		11,487	11,546	11,570	11,640								

◆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	2									3
Closure*4		1	1	4	2									8
Net Increase		-1	-1	-3	0									-5
Number of Stores		797	796	793	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	136									136

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

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