

【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%	103.8%							
	(million yen)	180,384	179,216	184,435	184,160	198,760							
	Ave. Daily Sales per Store (Thousands of yen)	521	534	530	541	562							
Existing Stores	Sales	99.7%	101.0%	103.2%	99.6%	100.4%							
	Number of Customers	99.0%	99.7%	100.1%	100.5%	98.9%							
	(Number)	797	825	825	857	872							
	Spending per Customer	100.8%	101.3%	103.1%	99.2%	101.5%							
(Yen)	605	599	596	588	600								

(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%	104.1%							
	(million yen)	169,509	168,284	173,129	172,977	187,119							
	Ave. Daily Sales per Store (Thousands of yen)	526	540	535	546	568							
Existing Stores	Sales	99.8%	101.1%	103.5%	99.7%	100.5%							
	Number of Customers	99.1%	99.9%	100.3%	100.7%	99.0%							
	(Number)	788	816	814	846	861							
	Spending per Customer	100.7%	101.2%	103.2%	99.0%	101.6%							
(Yen)	616	609	607	599	612								

(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%	98.8%							
	Number of Customers	97.1%	97.2%	98.0%	98.2%	97.8%							
	Spending per Customer	101.4%	101.5%	100.9%	101.3%	101.0%							

■ 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%	110.9%	109.8%							
	Sales	99.6%	100.8%	101.3%	102.9%	101.9%							
Existing Stores	Number of Customers	100.0%	101.4%	102.3%	102.6%	103.2%							
	Spending per Customer	99.6%	99.4%	99.0%	100.3%	98.7%							

*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	144								396	
	Closure*4	Closure	18	25	17	13	26								99
		Re-location	7	5	7	7	9								35
		Subtotal	25	30	24	20	35								134
	Net Increase	-1	59	21	74	109									262
Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373								13,373	
Overseas	Total Number of Stores Overseas*5	1,183	1,217	1,249	1,295	1,330								1,330	

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	655							
	Tohoku	1,052	1,058	1,058	1,060	1,064							
	Kanto	4,071	4,087	4,087	4,112	4,166							
	Koshinetsu	444	446	447	451	451							
	Hokuriku	398	398	398	401	401							
	Tokai	1,177	1,186	1,189	1,194	1,216							
	Kinki	2,465	2,483	2,491	2,505	2,523							
	Chugoku	781	783	782	784	787							
	Shikoku	613	613	616	615	618							
	Kyushu	1,472	1,477	1,483	1,491	1,492							
Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373							
Overseas	Shanghai and surrounding area (China)	673	689	702	723	750							
	Chongqing (China)	140	142	144	145	146							
	Dalian (China)	81	84	87	91	94							
	Beijing (China)	52	53	58	58	59							
	Wuhan (China)	84	94	102	117	120							
	Indonesia*6	35	35	35	36	36							
	Hawaii (US)	2	2	2	2	2							
	Thailand	86	88	89	91	91							
	Philippines	30	30	30	32	32							
	Total Number of Stores Overseas*6		1,183	1,217	1,249	1,295	1,330						

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	11,603							
	NATURAL LAWSON	141	143	144	144	144							
	LAWSON STORE100	797	796	793	793	792							
	Lawson San'in Co., Ltd.(consolidated subsidiary)	289	288	288	289	289							
	Lawson Kochi, Inc. (Equity method affiliates)	135	135	135	135	136							
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	191	192	192	193	193							
	Lawson Okinawa, Inc. (Equity method affiliates)	211	212	212	214	216							
	Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373						

◆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	139								379
Closure*4	Closure	17	23	13	11	23								87
	Re-location	7	5	7	7	9								35
	Subtotal	24	28	20	18	32								122
Net Increase	-3	59	24	70	107									257
Number of Stores		11,487	11,546	11,570	11,640	11,747								11,747

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		637	638	639	651	655							
Tohoku		1,052	1,058	1,058	1,060	1,064							
Kanto		3,556	3,573	3,575	3,599	3,654							
Koshinetsu		444	446	447	451	451							
Hokuriku		398	398	398	401	401							
Tokai		1,076	1,085	1,087	1,092	1,114							
Kinki		2,284	2,302	2,312	2,327	2,345							
Chugoku		492	495	494	495	498							
Shikoku		478	478	481	480	482							
Kyushu		1,070	1,073	1,079	1,084	1,083							
Number of Stores		11,487	11,546	11,570	11,640	11,747							

◆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	1								4
Closure*4		1	1	4	2	2								10
Net Increase		-1	-1	-3	0	-1								-6
Number of Stores		797	796	793	793	792								792

■ 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	137								137

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

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