

【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%	104.1%						
	(million yen)	180,384	179,216	184,435	184,160	198,760	202,779						
	Ave. Daily Sales per Store (Thousands of yen)	521	534	530	541	562	571						
Existing Stores	Sales	99.7%	101.0%	103.2%	99.6%	100.4%	101.1%						
	Number of Customers	99.0%	99.7%	100.1%	100.5%	98.9%	98.2%						
	(Number)	797	825	825	857	872	861						
	Spending per Customer	100.8%	101.3%	103.1%	99.2%	101.5%	102.9%						
(Yen)	605	599	596	588	600	617							

(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%	104.5%						
	(million yen)	169,509	168,284	173,129	172,977	187,119	191,501						
	Ave. Daily Sales per Store (Thousands of yen)	526	540	535	546	568	579						
Existing Stores	Sales	99.8%	101.1%	103.5%	99.7%	100.5%	101.3%						
	Number of Customers	99.1%	99.9%	100.3%	100.7%	99.0%	98.3%						
	(Number)	788	816	814	846	861	853						
	Spending per Customer	100.7%	101.2%	103.2%	99.0%	101.6%	103.0%						
(Yen)	616	609	607	599	612	629							

(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%	97.9%						
	Number of Customers	97.1%	97.2%	98.0%	98.2%	97.8%	96.9%						
	Spending per Customer	101.4%	101.5%	100.9%	101.3%	101.0%	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%	111.2%						
	Sales	99.6%	100.8%	101.3%	102.9%	101.9%	103.2%						
Existing Stores	Number of Customers	100.0%	101.4%	102.3%	102.6%	103.2%	103.2%						
	Spending per Customer	99.6%	99.4%	99.0%	100.3%	98.7%	100.0%						

*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	94	144	97							493	
	Closure*4	Closure	18	25	17	13	26	11							110
		Re-location	7	5	7	7	9	9							44
		Subtotal	25	30	24	20	35	20							154
	Net Increase	-1	59	21	74	109	77							339	
Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450							13,450	
Overseas	Total Number of Stores Overseas*5	1,183	1,217	1,249	1,295	1,331	1,379							1,379	

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	654						
	Tohoku	1,052	1,058	1,058	1,060	1,064	1,069						
	Kanto	4,071	4,087	4,087	4,112	4,166	4,197						
	Koshinetsu	444	446	447	451	451	454						
	Hokuriku	398	398	398	401	401	402						
	Tokai	1,177	1,186	1,189	1,194	1,216	1,225						
	Kinki	2,465	2,483	2,491	2,505	2,523	2,537						
	Chugoku	781	783	782	784	787	790						
	Shikoku	613	613	616	615	618	619						
	Kyushu	1,472	1,477	1,483	1,491	1,492	1,503						
Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450						
Overseas	Shanghai and surrounding area (China)	673	689	702	723	750	780						
	Chongqing (China)	140	142	144	145	146	145						
	Dalian (China)	81	84	87	91	94	96						
	Beijing (China)	52	53	58	58	59	61						
	Wuhan (China)	84	94	102	117	120	134						
	Indonesia*6	35	35	35	36	37	37						
	Hawaii (US)	2	2	2	2	2	2						
	Thailand	86	88	89	91	91	92						
	Philippines	30	30	30	32	32	32						
	Total Number of Stores Overseas*6		1,183	1,217	1,249	1,295	1,331	1,379					

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	11,673						
	NATURAL LAWSON	141	143	144	144	144	144						
	LAWSON STORE100	797	796	793	793	792	795						
	Lawson San'in Co., Ltd.(consolidated subsidiary)	289	288	288	289	289	290						
	Lawson Kochi, Inc. (Equity method affiliates)	135	135	135	135	136	136						
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	191	192	192	193	193	194						
	Lawson Okinawa, Inc. (Equity method affiliates)	211	212	212	214	216	218						
	Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450					

◆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	87							466
Closure*4	Closure	17	23	13	11	23	10							97
	Re-location	7	5	7	7	9	7							42
	Subtotal	24	28	20	18	32	17							139
Net Increase	-3	59	24	70	107	70								327
Number of Stores		11,487	11,546	11,570	11,640	11,747	11,817							11,817

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	654						
Tohoku		1,052	1,058	1,058	1,060	1,064	1,069						
Kanto		3,556	3,573	3,575	3,599	3,654	3,683						
Koshinetsu		444	446	447	451	451	454						
Hokuriku		398	398	398	401	401	402						
Tokai		1,076	1,085	1,087	1,092	1,114	1,122						
Kinki		2,284	2,302	2,312	2,327	2,345	2,359						
Chugoku		492	495	494	495	498	500						
Shikoku		478	478	481	480	482	483						
Kyushu		1,070	1,073	1,079	1,084	1,083	1,091						
Number of Stores		11,487	11,546	11,570	11,640	11,747	11,817						

◆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							8
Closure*4		1	1	4	2	2	1							11
Net Increase		-1	-1	-3	0	-1	3							-3
Number of Stores		797	796	793	793	792	795							795

■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							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 July is revised and the number of August is based on the flash report.

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