

【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%	105.2%					
	(million yen)	180,384	179,216	184,435	184,160	198,760	202,779	187,826					
	Ave. Daily Sales per Store (Thousands of yen)	521	534	530	541	562	571	543					
Existing Stores	Sales	99.7%	101.0%	103.2%	99.6%	100.4%	101.1%	102.1%					
	Number of Customers	99.0%	99.7%	100.1%	100.5%	98.9%	98.2%	99.5%					
	(Number)	797	825	825	857	872	861	832					
	Spending per Customer	100.8%	101.3%	103.1%	99.2%	101.5%	102.9%	102.6%					
(Yen)	605	599	596	588	600	617	608						

(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%	105.8%					
	(million yen)	169,509	168,284	173,129	172,977	187,119	191,501	176,971					
	Ave. Daily Sales per Store (Thousands of yen)	526	540	535	546	568	579	549					
Existing Stores	Sales	99.8%	101.1%	103.5%	99.7%	100.5%	101.3%	102.4%					
	Number of Customers	99.1%	99.9%	100.3%	100.7%	99.0%	98.3%	99.7%					
	(Number)	788	816	814	846	861	853	822					
	Spending per Customer	100.7%	101.2%	103.2%	99.0%	101.6%	103.0%	102.7%					
(Yen)	616	609	607	599	612	629	620						

(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%	98.2%					
	Number of Customers	97.1%	97.2%	98.0%	98.2%	97.8%	96.9%	97.4%					
	Spending per Customer	101.4%	101.5%	100.9%	101.3%	101.0%	101.0%	100.7%					

■ 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%	109.2%					
	Sales	99.6%	100.8%	101.3%	102.9%	101.9%	103.2%	100.2%					
Existing Stores	Number of Customers	100.0%	101.4%	102.3%	102.6%	103.2%	103.2%	101.0%					
	Spending per Customer	99.6%	99.4%	99.0%	100.3%	98.7%	100.0%	99.2%					

*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	75						568	
	Closure*4	Closure	18	25	17	13	26	11	27						137
		Re-location	7	5	7	7	9	9	6						50
		Subtotal	25	30	24	20	35	20	33						187
	Net Increase	-1	59	21	74	109	77	42							381
Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450	13,492						13,492	
Overseas	Total Number of Stores Overseas*5	1,183	1,217	1,249	1,295	1,331	1,379	1,405						1,405	

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	653					
	Tohoku	1,052	1,058	1,058	1,060	1,064	1,069	1,069					
	Kanto	4,071	4,087	4,087	4,112	4,166	4,197	4,222					
	Koshinetsu	444	446	447	451	451	454	454					
	Hokuriku	398	398	398	401	401	402	403					
	Tokai	1,177	1,186	1,189	1,194	1,216	1,225	1,233					
	Kinki	2,465	2,483	2,491	2,505	2,523	2,537	2,540					
	Chugoku	781	783	782	784	787	790	789					
	Shikoku	613	613	616	615	618	619	620					
	Kyushu	1,472	1,477	1,483	1,491	1,492	1,503	1,509					
Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450	13,492					
Overseas	Shanghai and surrounding area (China)	673	689	702	723	750	780	784					
	Chongqing (China)	140	142	144	145	146	145	143					
	Dalian (China)	81	84	87	91	94	96	101					
	Beijing (China)	52	53	58	58	59	61	63					
	Wuhan (China)	84	94	102	117	120	134	148					
	Indonesia*6	35	35	35	36	37	37	37					
	Hawaii (US)	2	2	2	2	2	2	2					
	Thailand	86	88	89	91	91	92	94					
	Philippines	30	30	30	32	32	32	33					
	Total Number of Stores Overseas*6		1,183	1,217	1,249	1,295	1,331	1,379	1,405				

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	11,717					
	NATURAL LAWSON	141	143	144	144	144	144	144					
	LAWSON STORE100	797	796	793	793	792	795	793					
	Lawson San'in Co., Ltd.(consolidated subsidiary)	289	288	288	289	289	290	289					
	Lawson Kochi, Inc. (Equity method affiliates)	135	135	135	135	136	136	135					
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	191	192	192	193	193	194	194					
	Lawson Okinawa, Inc. (Equity method affiliates)	211	212	212	214	216	218	220					
	Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450	13,492				

◆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	73						539
Closure*4	Closure	17	23	13	11	23	10	23						120
	Re-location	7	5	7	7	9	7	6						48
	Subtotal	24	28	20	18	32	17	29						168
Net Increase		-3	59	24	70	107	70	44						371
Number of Stores		11,487	11,546	11,570	11,640	11,747	11,817	11,861						11,861

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	653					
Tohoku		1,052	1,058	1,058	1,060	1,064	1,069	1,069					
Kanto		3,556	3,573	3,575	3,599	3,654	3,683	3,710					
Koshinetsu		444	446	447	451	451	454	454					
Hokuriku		398	398	398	401	401	402	403					
Tokai		1,076	1,085	1,087	1,092	1,114	1,122	1,130					
Kinki		2,284	2,302	2,312	2,327	2,345	2,359	2,362					
Chugoku		492	495	494	495	498	500	500					
Shikoku		478	478	481	480	482	483	485					
Kyushu		1,070	1,073	1,079	1,084	1,083	1,091	1,095					
Number of Stores		11,487	11,546	11,570	11,640	11,747	11,817	11,861					

◆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	0						8
Closure*4		1	1	4	2	2	1	2						13
Net Increase		-1	-1	-3	0	-1	3	-2						-5
Number of Stores		797	796	793	793	792	795	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	137	137	139						139

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

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