

**【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%	105.3%	104.0%	105.0%	105.1%	
	(million yen)	180,384	179,216	184,435	184,160	198,760	202,779	187,826	191,154	179,334	191,322	177,701	
	Ave. Daily Sales per Store (Thousands of yen)	521	534	530	541	562	571	543	533	510	534	493	
Existing Stores	Sales	99.7%	101.0%	103.2%	99.6%	100.4%	101.1%	102.1%	96.0%	98.4%	99.0%	98.7%	
	Number of Customers	99.0%	99.7%	100.1%	100.5%	98.9%	98.2%	99.5%	95.0%	98.4%	98.8%	97.8%	
	(Number)	797	825	825	857	872	861	832	816	801	789	736	
	Spending per Customer	100.8%	101.3%	103.1%	99.2%	101.5%	102.9%	102.6%	101.2%	99.9%	100.2%	101.0%	
(Yen)	605	599	596	588	600	617	608	608	596	619	613		

**(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%	106.1%	104.4%	105.4%	105.4%	
	(million yen)	169,509	168,284	173,129	172,977	187,119	191,501	176,971	180,091	168,530	180,142	167,165	
	Ave. Daily Sales per Store (Thousands of yen)	526	540	535	546	568	579	549	538	514	540	498	
Existing Stores	Sales	99.8%	101.1%	103.5%	99.7%	100.5%	101.3%	102.4%	96.2%	98.4%	99.0%	98.7%	
	Number of Customers	99.1%	99.9%	100.3%	100.7%	99.0%	98.3%	99.7%	95.4%	98.6%	98.9%	97.8%	
	(Number)	788	816	814	846	861	853	822	808	791	780	728	
	Spending per Customer	100.7%	101.2%	103.2%	99.0%	101.6%	103.0%	102.7%	100.9%	99.8%	100.2%	100.9%	
(Yen)	616	609	607	599	612	629	620	618	606	629	622		

**(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%	93.5%	97.8%	99.2%	99.7%	
	Number of Customers	97.1%	97.2%	98.0%	98.2%	97.8%	96.9%	97.4%	90.3%	97.0%	97.8%	97.4%	
	Spending per Customer	101.4%	101.5%	100.9%	101.3%	101.0%	101.0%	100.7%	103.6%	100.8%	101.4%	102.3%	

**■ 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%	110.9%	109.8%	111.2%	109.2%	115.4%	113.5%	109.4%	111.4%	
	Sales	99.6%	100.8%	101.3%	102.9%	101.9%	103.2%	100.2%	102.3%	103.1%	101.2%	102.2%	
Existing Stores	Number of Customers	100.0%	101.4%	102.3%	102.6%	103.2%	103.2%	101.0%	101.5%	103.6%	102.1%	101.4%	
	Spending per Customer	99.6%	99.4%	99.0%	100.3%	98.7%	100.0%	99.2%	100.9%	99.5%	99.2%	100.8%	

\*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	122	142	135	154		1,121	
	Closure*4	Closure	18	25	17	13	26	11	27	20	22	21	18		218
		Re-location	7	5	7	7	9	9	6	7	14	4	9		84
		Subtotal	25	30	24	20	35	20	33	27	36	25	27		302
	Net Increase	-1	59	21	74	109	77	42	95	106	110	127		819	
Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450	13,492	13,587	13,693	13,803	13,930		13,930	
Overseas	Total Number of Stores Overseas*5	1,183	1,217	1,249	1,295	1,331	1,379	1,405	1,440	1,484	1,568	1,571		1,571	

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	653	656	660	660	
	Tohoku	1,052	1,058	1,058	1,060	1,064	1,069	1,069	1,075	1,079	1,084	1,099	
	Kanto	4,071	4,087	4,087	4,112	4,166	4,197	4,222	4,286	4,356	4,414	4,488	
	Koshinetsu	444	446	447	451	451	454	454	457	461	462	460	
	Hokuriku	398	398	398	401	401	402	403	404	406	407	408	
	Tokai	1,177	1,186	1,189	1,194	1,216	1,225	1,233	1,238	1,245	1,254	1,264	
	Kinki	2,465	2,483	2,491	2,505	2,523	2,537	2,540	2,547	2,555	2,572	2,586	
	Chugoku	781	783	782	784	787	790	789	793	797	807	811	
	Shikoku	613	613	616	615	618	619	620	620	621	623	626	
	Kyushu	1,472	1,477	1,483	1,491	1,492	1,503	1,509	1,514	1,517	1,520	1,528	
Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450	13,492	13,587	13,693	13,803	13,930	
Overseas	Shanghai and surrounding area (China)	673	689	702	723	750	780	784	802	823	851	852	
	Chongqing (China)	140	142	144	145	146	145	143	144	145	160	158	
	Dalian (China)	81	84	87	91	94	96	101	111	115	120	122	
	Beijing (China)	52	53	58	58	59	61	63	65	68	73	68	
	Wuhan (China)	84	94	102	117	120	134	148	153	167	195	197	
	Indonesia*6	35	35	35	36	37	37	37	37	37	37	37	
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2	2	
	Thailand	86	88	89	91	91	92	94	93	97	99	103	
	Philippines	30	30	30	32	32	32	33	33	30	31	32	
	Total Number of Stores Overseas*6		1,183	1,217	1,249	1,295	1,331	1,379	1,405	1,440	1,484	1,568	1,571

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	11,810	11,914	12,021	12,143	
	Lawson, Inc. (Non-consolidated)	141	143	144	144	144	144	144	144	144	144	143	
	LAWSON STORE100	797	796	793	793	792	795	793	795	795	798	801	
	Lawson San'in Co., Ltd.(consolidated subsidiary)	289	288	288	289	289	290	289	289	289	291	290	
	Lawson Kochi, Inc. (Equity method affiliates)	135	135	135	135	136	136	135	135	136	136	138	
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	191	192	192	193	193	194	194	194	194	194	194	
	Lawson Okinawa, Inc. (Equity method affiliates)	211	212	212	214	216	218	220	220	218	219	221	
	Total Number of Stores in Japan		13,110	13,169	13,190	13,264	13,373	13,450	13,492	13,587	13,693	13,803	13,930

◆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	119	137	131	146		1,072
Closure*4	Closure	17	23	13	11	23	10	23	20	20	20	16		196
	Re-location	7	5	7	7	9	7	6	6	13	4	9		80
	Subtotal	24	28	20	18	32	17	29	26	33	24	25		276
Net Increase		-3	59	24	70	107	70	44	93	104	107	121		796
Number of Stores		11,487	11,546	11,570	11,640	11,747	11,817	11,861	11,954	12,058	12,165	12,286		12,286

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	653	656	660	660	
Tohoku		1,052	1,058	1,058	1,060	1,064	1,069	1,069	1,075	1,079	1,084	1,099	
Kanto		3,556	3,573	3,575	3,599	3,654	3,683	3,710	3,772	3,839	3,897	3,968	
Koshinetsu		444	446	447	451	451	454	454	457	461	462	460	
Hokuriku		398	398	398	401	401	402	403	404	406	407	408	
Tokai		1,076	1,085	1,087	1,092	1,114	1,122	1,130	1,135	1,142	1,151	1,161	
Kinki		2,284	2,302	2,312	2,327	2,345	2,359	2,362	2,369	2,377	2,394	2,408	
Chugoku		492	495	494	495	498	500	500	504	508	516	521	
Shikoku		478	478	481	480	482	483	485	485	485	487	488	
Kyushu		1,070	1,073	1,079	1,084	1,083	1,091	1,095	1,100	1,105	1,107	1,113	
Number of Stores		11,487	11,546	11,570	11,640	11,747	11,817	11,861	11,954	12,058	12,165	12,286	

◆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	3	3	0	3		17
Closure*4		1	1	4	2	2	1	2	1	0	0	0		14
Net Increase		-1	-1	-3	0	-1	3	-2	2	3	0	3		3
Number of Stores		797	796	793	793	792	795	793	795	798	798	801		801

■ 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	140	140	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 December is revised and the number of January is based on the flash report.

\*6 Total number of stores overseas and the number of stores in Indonesia of December are revised.

Total number of stores overseas and the number of stores in Indonesia of January 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.