

【Sales】

**■ Convenience Store Business in Japan
Lawson, Inc. (Non-consolidated) *1**

(YOY)

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB |
|-----------------|---|---------|---------|---------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| All Stores | Sales | 105.8% | 105.0% | 102.7% | | | | | | | | | |
| | (million yen) | 209,060 | 206,537 | 207,380 | | | | | | | | | |
| | Ave. Daily Sales per Store (Thousands of yen) | 514 | 521 | 504 | | | | | | | | | |
| | Number of Customers(Number) | 771 | 799 | 778 | | | | | | | | | |
| | Spending per Customer(Yen) | 667 | 653 | 648 | | | | | | | | | |
| Existing Stores | Sales | 99.1% | 98.0% | 95.5% | | | | | | | | | |
| | Number of Customers | 98.6% | 98.8% | 96.3% | | | | | | | | | |
| | Spending per Customer | 100.5% | 99.2% | 99.2% | | | | | | | | | |

(1)LAWSON Business *1*2

(YOY)

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB |
|-----------------|---|---------|---------|---------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| All Stores | Sales | 106.1% | 105.3% | 103.0% | | | | | | | | | |
| | (million yen) | 197,896 | 195,467 | 196,146 | | | | | | | | | |
| | Ave. Daily Sales per Store (Thousands of yen) | 518 | 526 | 508 | | | | | | | | | |
| | Number of Customers(Number) | 763 | 790 | 769 | | | | | | | | | |
| | Spending per Customer(Yen) | 680 | 665 | 660 | | | | | | | | | |
| Existing Stores | Sales | 99.0% | 97.9% | 95.4% | | | | | | | | | |
| | Number of Customers | 98.6% | 98.8% | 96.3% | | | | | | | | | |
| | Spending per Customer | 100.4% | 99.1% | 99.0% | | | | | | | | | |

(2)LAWSON STORE100 Business

(YOY)

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB |
|-----------------|-----------------------|--------|--------|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Existing Stores | Sales | 99.8% | 98.7% | 97.0% | | | | | | | | | |
| | Number of Customers | 98.3% | 98.2% | 95.3% | | | | | | | | | |
| | Spending per Customer | 101.6% | 100.5% | 101.7% | | | | | | | | | |

■ Seijo Ishii Business*3

(YOY)

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB |
|-----------------|-----------------------|--------|--------|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| All Stores | Sales | 109.3% | 107.0% | 107.1% | | | | | | | | | |
| | Sales | 101.2% | 100.9% | 102.0% | | | | | | | | | |
| Existing Stores | Number of Customers | 102.2% | 102.6% | 103.2% | | | | | | | | | |
| | Spending per Customer | 98.9% | 98.4% | 98.8% | | | | | | | | | |

*1 Total sales include gross sales of tickets, postal packets, gift cards 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 | 105 | 102 | 86 | | | | | | | | | | 293 | |
| | Closure*4 | Closure | 8 | 24 | 28 | | | | | | | | | | 60 |
| | | Re-location | 6 | 2 | 3 | | | | | | | | | | 11 |
| | | Subtotal | 14 | 26 | 31 | | | | | | | | | | 71 |
| | Net Increase | 91 | 76 | 55 | | | | | | | | | | | 222 |
| Total Number of Stores in Japan | | 14,083 | 14,159 | 14,214 | | | | | | | | | | 14,214 | |
| Overseas | Total Number of Stores Overseas*5 | 1,621 | 1,669 | 1,757 | | | | | | | | | | 1,757 | |

Number of Stores by Region and Prefecture

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB |
|---------------------------------|---------------------------------------|--------|--------|--------|-------|-----|-----|-----|-----|-----|-----|-----|-----|
| Japan | Hokkaido | 655 | 655 | 657 | | | | | | | | | |
| | Tohoku | 1,103 | 1,109 | 1,113 | | | | | | | | | |
| | Kanto | 4,627 | 4,634 | 4,641 | | | | | | | | | |
| | Koshinetsu | 469 | 514 | 532 | | | | | | | | | |
| | Hokuriku | 406 | 409 | 410 | | | | | | | | | |
| | Tokai | 1,267 | 1,272 | 1,279 | | | | | | | | | |
| | Kinki | 2,588 | 2,589 | 2,597 | | | | | | | | | |
| | Chugoku | 809 | 812 | 816 | | | | | | | | | |
| | Shikoku | 626 | 627 | 629 | | | | | | | | | |
| | Kyushu | 1,533 | 1,538 | 1,540 | | | | | | | | | |
| Total Number of Stores in Japan | | 14,083 | 14,159 | 14,214 | | | | | | | | | |
| Overseas | Shanghai and surrounding area (China) | 884 | 915 | 983 | | | | | | | | | |
| | Chongqing (China) | 167 | 171 | 173 | | | | | | | | | |
| | Dalian (China) | 123 | 126 | 129 | | | | | | | | | |
| | Beijing (China) | 75 | 77 | 79 | | | | | | | | | |
| | Wuhan (China) | 198 | 206 | 216 | | | | | | | | | |
| | Indonesia*6 | 37 | 37 | 37 | | | | | | | | | |
| | Hawaii (US) | 2 | 2 | 2 | | | | | | | | | |
| | Thailand | 101 | 101 | 104 | | | | | | | | | |
| | Philippines | 34 | 34 | 34 | | | | | | | | | |
| | Total Number of Stores Overseas*6 | | 1,621 | 1,669 | 1,757 | | | | | | | | |

Number of Stores by Company (Japan)

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB |
|-------|---|-----------------|--------|--------|--------|-----|-----|-----|-----|-----|-----|-----|-----|
| Japan | LAWSON | 12,289 | 12,366 | 12,418 | | | | | | | | | |
| | Lawson, Inc. (Non-consolidated) | NATURAL LAWSON | 143 | 141 | 141 | | | | | | | | |
| | | LAWSON STORE100 | 804 | 803 | 805 | | | | | | | | |
| | Lawson San'in Co., Ltd.(consolidated subsidiary) | 290 | 290 | 291 | | | | | | | | | |
| | Lawson Kochi, Inc. (Equity method affiliates) | 139 | 139 | 139 | | | | | | | | | |
| | Lawson Minami-Kyushu, Inc. (Equity method affiliates) | 194 | 196 | 195 | | | | | | | | | |
| | Lawson Okinawa, Inc. (Equity method affiliates) | 224 | 224 | 225 | | | | | | | | | |
| | Total Number of Stores in Japan | | 14,083 | 14,159 | 14,214 | | | | | | | | |

◆LAWSON Business of Lawson, Inc.*7

Number of Stores

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | TOTAL |
|------------------|-------------|--------|--------|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| Opening*4 | | 103 | 97 | 80 | | | | | | | | | | 280 |
| Closure*4 | Closure | 6 | 21 | 26 | | | | | | | | | | 53 |
| | Re-location | 5 | 1 | 2 | | | | | | | | | | 8 |
| | Subtotal | 11 | 22 | 28 | | | | | | | | | | 61 |
| Net Increase | | 92 | 75 | 52 | | | | | | | | | | 219 |
| Number of Stores | | 12,432 | 12,507 | 12,559 | | | | | | | | | | 12,559 |

Number of Stores by Region and Prefecture

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB |
|------------------|--|--------|--------|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Hokkaido | | 655 | 655 | 657 | | | | | | | | | |
| Tohoku | | 1,103 | 1,109 | 1,113 | | | | | | | | | |
| Kanto | | 4,104 | 4,111 | 4,118 | | | | | | | | | |
| Koshinetsu | | 469 | 514 | 532 | | | | | | | | | |
| Hokuriku | | 406 | 409 | 410 | | | | | | | | | |
| Tokai | | 1,164 | 1,169 | 1,175 | | | | | | | | | |
| Kinki | | 2,410 | 2,412 | 2,419 | | | | | | | | | |
| Chugoku | | 519 | 522 | 525 | | | | | | | | | |
| Shikoku | | 487 | 488 | 490 | | | | | | | | | |
| Kyushu | | 1,115 | 1,118 | 1,120 | | | | | | | | | |
| Number of Stores | | 12,432 | 12,507 | 12,559 | | | | | | | | | |

◆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 | 1 | 4 | | | | | | | | | | 5 |
| Closure*4 | | 1 | 2 | 2 | | | | | | | | | | 5 |
| Net Increase | | -1 | -1 | 2 | | | | | | | | | | 0 |
| Number of Stores | | 804 | 803 | 805 | | | | | | | | | | 805 |

■ Seijo Ishii Business*8

| | | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | TOTAL |
|---------------------------------|--|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| Total Number of Stores in Japan | | 140 | 142 | 141 | | | | | | | | | | 141 |

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

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

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