

**【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%	108.8%								
	(million yen)	209,060	206,537	207,380	217,963								
	Ave. Daily Sales per Store (Thousands of yen)	514	521	504	546								
	Number of Customers(Number)	771	799	778	814								
	Spending per Customer(Yen)	667	653	648	670								
Existing Stores	Sales	99.1%	98.0%	95.5%	101.3%								
	Number of Customers	98.6%	98.8%	96.3%	96.8%								
	Spending per Customer	100.5%	99.2%	99.2%	104.7%								

**(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%	109.4%								
	(million yen)	197,896	195,467	196,146	206,769								
	Ave. Daily Sales per Store (Thousands of yen)	518	526	508	552								
	Number of Customers(Number)	763	790	769	806								
	Spending per Customer(Yen)	680	665	660	685								
Existing Stores	Sales	99.0%	97.9%	95.4%	101.6%								
	Number of Customers	98.6%	98.8%	96.3%	96.9%								
	Spending per Customer	100.4%	99.1%	99.0%	104.8%								

**(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%	97.4%								
	Number of Customers	98.3%	98.2%	95.3%	94.7%								
	Spending per Customer	101.6%	100.5%	101.7%	102.8%								

**■ 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%	104.2%								
	Sales	101.2%	100.9%	102.0%	101.2%								
Existing Stores	Number of Customers	102.2%	102.6%	103.2%	101.9%								
	Spending per Customer	98.9%	98.4%	98.8%	99.3%								

\*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	57									350	
	Closure*4	Closure	8	24	28	21									81
		Re-location	6	2	3	6									17
		Subtotal	14	26	31	27									98
	Net Increase	91	76	55	30										252
Total Number of Stores in Japan		14,083	14,159	14,214	14,244									14,244	
Overseas	Total Number of Stores Overseas*5	1,621	1,669	1,757	1,817									1,817	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	655	655	657	664								
	Tohoku	1,103	1,109	1,113	1,114								
	Kanto	4,627	4,634	4,641	4,651								
	Koshinetsu	469	514	532	535								
	Hokuriku	406	409	410	408								
	Tokai	1,267	1,272	1,279	1,283								
	Kinki	2,588	2,589	2,597	2,596								
	Chugoku	809	812	816	818								
	Shikoku	626	627	629	630								
	Kyushu	1,533	1,538	1,540	1,545								
Total Number of Stores in Japan		14,083	14,159	14,214	14,244								
Overseas	Shanghai and surrounding area (China)	884	915	983	1,012								
	Chongqing (China)	167	171	173	177								
	Dalian (China)	123	126	129	132								
	Beijing (China)	75	77	79	83								
	Wuhan (China)	198	206	216	238								
	Indonesia*6	37	37	37	37								
	Hawaii (US)	2	2	2	2								
	Thailand	101	101	104	102								
	Philippines	34	34	34	34								
	Total Number of Stores Overseas*6		1,621	1,669	1,757	1,817							

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	12,447									
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	143	141	141	141								
		LAWSON STORE100	804	803	805	805								
	Lawson San'in Co., Ltd.(consolidated subsidiary)	290	290	291	289									
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	140									
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	194	196	195	197									
	Lawson Okinawa, Inc. (Equity method affiliates)	224	224	225	225									
	Total Number of Stores in Japan		14,083	14,159	14,214	14,244								

◆LAWSON Business of Lawson, Inc.\*7

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4		103	97	80	52									332
Closure*4	Closure	6	21	26	17									70
	Re-location	5	1	2	6									14
	Subtotal	11	22	28	23									84
Net Increase		92	75	52	29									248
Number of Stores		12,432	12,507	12,559	12,588									12,588

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		655	655	657	664								
Tohoku		1,103	1,109	1,113	1,114								
Kanto		4,104	4,111	4,118	4,129								
Koshinetsu		469	514	532	535								
Hokuriku		406	409	410	408								
Tokai		1,164	1,169	1,175	1,179								
Kinki		2,410	2,412	2,419	2,417								
Chugoku		519	522	525	529								
Shikoku		487	488	490	490								
Kyushu		1,115	1,118	1,120	1,123								
Number of Stores		12,432	12,507	12,559	12,588								

◆LAWSON STORE100 Business of Lawson, Inc.\*7

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4		0	1	4	1									6
Closure*4		1	2	2	1									6
Net Increase		-1	-1	2	0									0
Number of Stores		804	803	805	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									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 May is revised and the number of June is based on the flash report.

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

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