

【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%	104.3%							
	(million yen)	209,060	206,537	207,380	217,963	226,323							
	Ave. Daily Sales per Store (Thousands of yen)	514	521	504	546	547							
	Number of Customers(Number)	771	799	778	814	832							
	Spending per Customer(Yen)	667	653	648	670	657							
Existing Stores	Sales	99.1%	98.0%	95.5%	101.3%	97.4%							
	Number of Customers	98.6%	98.8%	96.3%	96.8%	97.2%							
	Spending per Customer	100.5%	99.2%	99.2%	104.7%	100.3%							

(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%	104.6%							
	(million yen)	197,896	195,467	196,146	206,769	214,628							
	Ave. Daily Sales per Store (Thousands of yen)	518	526	508	552	552							
	Number of Customers(Number)	763	790	769	806	823							
	Spending per Customer(Yen)	680	665	660	685	671							
Existing Stores	Sales	99.0%	97.9%	95.4%	101.6%	97.3%							
	Number of Customers	98.6%	98.8%	96.3%	96.9%	97.2%							
	Spending per Customer	100.4%	99.1%	99.0%	104.8%	100.1%							

(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%	98.2%							
	Number of Customers	98.3%	98.2%	95.3%	94.7%	96.3%							
	Spending per Customer	101.6%	100.5%	101.7%	102.8%	102.0%							

■ 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%	105.0%							
	Sales	101.2%	100.9%	102.0%	101.2%	100.5%							
Existing Stores	Number of Customers	102.2%	102.6%	103.2%	101.9%	101.5%							
	Spending per Customer	98.9%	98.4%	98.8%	99.3%	99.1%							

*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	88								438	
	Closure*4	Closure	8	24	28	21	33								114
		Re-location	6	2	3	6	10								27
		Subtotal	14	26	31	27	43								141
	Net Increase	91	76	55	30	45									297
Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289								14,289	
Overseas	Total Number of Stores Overseas*5	1,621	1,669	1,757	1,817	1,850								1,850	

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	664							
	Tohoku	1,103	1,109	1,113	1,114	1,122							
	Kanto	4,627	4,634	4,641	4,651	4,654							
	Koshinetsu	469	514	532	535	538							
	Hokuriku	406	409	410	408	408							
	Tokai	1,267	1,272	1,279	1,283	1,290							
	Kinki	2,588	2,589	2,597	2,596	2,602							
	Chugoku	809	812	816	818	826							
	Shikoku	626	627	629	630	630							
	Kyushu	1,533	1,538	1,540	1,545	1,555							
	Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289						
Overseas	Shanghai and surrounding area (China)	884	915	983	1,012	1,023							
	Chongqing (China)	167	171	173	177	179							
	Dalian (China)	123	126	129	132	135							
	Beijing (China)	75	77	79	83	83							
	Wuhan (China)	198	206	216	238	248							
	Hefei (China)	-	-	-	-	5							
	Indonesia*6	37	37	37	37	37							
	Hawaii (US)	2	2	2	2	2							
	Thailand	101	101	104	102	104							
	Philippines	34	34	34	34	34							
	Total Number of Stores Overseas*6		1,621	1,669	1,757	1,817	1,850						

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	12,504								
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	143	141	141	141	141							
		LAWSON STORE100	804	803	805	805	791							
	Lawson San'in Co., Ltd.(consolidated subsidiary)	290	290	291	289	290								
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	140	141								
	Lawson Mirami-Kyushu, Inc. (Equity method affiliates)	194	196	195	197	197								
	Lawson Okinawa, Inc. (Equity method affiliates)	224	224	225	225	225								
	Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289							

◆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	52	84								416
Closure*4	Closure	6	21	26	17	18								88
	Re-location	5	1	2	6	9								23
	Subtotal	11	22	28	23	27								111
Net Increase		92	75	52	29	57								305
Number of Stores		12,432	12,507	12,559	12,588	12,645								12,645

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		655	655	657	664	664							
Tohoku		1,103	1,109	1,113	1,114	1,122							
Kanto		4,104	4,111	4,118	4,129	4,145							
Koshinetsu		469	514	532	535	538							
Hokuriku		406	409	410	408	408							
Tokai		1,164	1,169	1,175	1,179	1,187							
Kinki		2,410	2,412	2,419	2,417	2,423							
Chugoku		519	522	525	529	536							
Shikoku		487	488	490	490	489							
Kyushu		1,115	1,118	1,120	1,123	1,133							
Number of Stores		12,432	12,507	12,559	12,588	12,645							

◆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	1	1								7
Closure*4		1	2	2	1	15								21
Net Increase		-1	-1	2	0	-14								-14
Number of Stores		804	803	805	805	791								791

■ 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	142								142

*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 June is revised and the number of July is based on the flash report.

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

Total number of stores overseas and the number of stores in Indonesia of July are based on the flash report.

*7 LAWSON Business includes LAWSON and NATURAL LAWSON.

*8 As for Seijo Ishii Business, the numbers of franchise stores and restaurants are not included.