

【Sales】

■ Convenience Store Business in Japan

Lawson, Inc. (Non-consolidated) *1*2

(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%	104.4%	106.5%					
	(million yen)	209,060	206,537	207,380	217,963	226,323	231,754	218,186					
	Ave. Daily Sales per Store (Thousands of yen)	514	521	504	546	547	558	544					
	Number of Customers(Number)	771	799	778	814	832	835	782					
	Spending per Customer(Yen)	667	653	648	670	657	669	695					
Existing Stores	Sales	99.1%	98.0%	95.5%	101.3%	97.4%	100.2%	102.0%					
	Number of Customers	98.6%	98.8%	96.3%	96.8%	97.2%	98.7%	95.5%					
	Spending per Customer	100.5%	99.2%	99.2%	104.7%	100.3%	101.5%	106.8%					

(1)LAWSON Business *1*2*3

(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%	104.7%	106.8%					
	(million yen)	197,896	195,467	196,146	206,769	214,628	220,264	207,026					
	Ave. Daily Sales per Store (Thousands of yen)	518	526	508	552	552	565	549					
	Number of Customers(Number)	763	790	769	806	823	828	773					
	Spending per Customer(Yen)	680	665	660	685	671	682	709					
Existing Stores	Sales	99.0%	97.9%	95.4%	101.6%	97.3%	100.2%	102.1%					
	Number of Customers	98.6%	98.8%	96.3%	96.9%	97.2%	98.8%	95.5%					
	Spending per Customer	100.4%	99.1%	99.0%	104.8%	100.1%	101.4%	106.9%					

(2)LAWSON STORE100 Business *2

(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%	99.7%	101.0%					
	Number of Customers	98.3%	98.2%	95.3%	94.7%	96.3%	97.9%	95.7%					
	Spending per Customer	101.6%	100.5%	101.7%	102.8%	102.0%	101.8%	105.6%					

■ 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%	107.9%	107.6%					
	Sales	101.2%	100.9%	102.0%	101.2%	100.5%	103.0%	103.8%					
Existing Stores	Number of Customers	102.2%	102.6%	103.2%	101.9%	101.5%	103.8%	101.3%					
	Spending per Customer	98.9%	98.4%	98.8%	99.3%	99.1%	99.3%	102.5%					

*1 All stores: Figures of tickets and gift card etc. are included. All stores' sales here are differ from "Net sales of convenience stores" in our other disclosed documents.

*2 Existing stores: Figures of tickets and gift card etc. are included from Mar. to Jul. / not included from Aug.

*3 LAWSON Business includes LAWSON and NATURAL LAWSON.

*4 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*5	105	102	86	57	88	87	38						563	
	Closure*5	Closure	8	24	28	21	33	23	33						170
		Re-location	6	2	3	6	10	13	5						45
		Subtotal	14	26	31	27	43	36	38						215
	Net Increase	91	76	55	30	45	51	0						348	
Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289	14,340	14,340						14,340	
Overseas	Total Number of Stores Overseas*5	1,621	1,669	1,757	1,817	1,850	1,892	1,953						1,953	

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	665	668					
	Tohoku	1,103	1,109	1,113	1,114	1,122	1,128	1,126					
	Kanto	4,627	4,634	4,641	4,651	4,654	4,671	4,675					
	Koshinetsu	469	514	532	535	538	538	538					
	Hokuriku	406	409	410	408	408	409	410					
	Tokai	1,267	1,272	1,279	1,283	1,290	1,295	1,298					
	Kinki	2,588	2,589	2,597	2,596	2,602	2,607	2,601					
	Chugoku	809	812	816	818	826	832	833					
	Shikoku	626	627	629	630	630	632	630					
	Kyushu	1,533	1,538	1,540	1,545	1,555	1,563	1,561					
	Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289	14,340	14,340				
Overseas	Shanghai and surrounding area (China)	884	915	983	1,012	1,023	1,044	1,069					
	Chongqing (China)	167	171	173	177	179	182	188					
	Dalian (China)	123	126	129	132	135	136	136					
	Beijing (China)	75	77	79	83	83	86	91					
	Wuhan (China)	198	206	216	238	248	255	275					
	Hefei (China)	-	-	-	-	5	6	6					
	Indonesia*7	37	37	37	37	37	37	37					
	Hawaii (US)	2	2	2	2	2	2	2					
	Thailand	101	101	104	102	104	109	113					
	Philippines	34	34	34	34	34	35	36					
	Total Number of Stores Overseas*6		1,621	1,669	1,757	1,817	1,850	1,892	1,953				

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	12,549	12,551						
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	143	141	141	141	141	141	141					
		LAWSON STORE100	804	803	805	805	791	794	792					
	Lawson San'in Co., Ltd. (consolidated subsidiary)	290	290	291	289	290	291	291						
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	140	141	141	141						
	Lawson Mirami-Kyushu, Inc. (Equity method affiliates)	194	196	195	197	197	197	196						
	Lawson Okinawa, Inc. (Equity method affiliates)	224	224	225	225	225	227	228						
	Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289	14,340	14,340					

◆LAWSON Business of Lawson, Inc.*8

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Closure*4	Opening*4	103	97	80	52	84	79	37						532
	Closure	6	21	26	17	18	21	30						139
	Re-location	5	1	2	6	9	13	5						41
	Subtotal	11	22	28	23	27	34	35						180
Net Increase		92	75	52	29	57	45	2						352
Number of Stores		12,432	12,507	12,559	12,588	12,645	12,690	12,692						12,692

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	665	668					
Tohoku		1,103	1,109	1,113	1,114	1,122	1,128	1,126					
Kanto		4,104	4,111	4,118	4,129	4,145	4,159	4,165					
Koshinetsu		469	514	532	535	538	538	538					
Hokuriku		406	409	410	408	408	409	410					
Tokai		1,164	1,169	1,175	1,179	1,187	1,193	1,196					
Kinki		2,410	2,412	2,419	2,417	2,423	2,427	2,421					
Chugoku		519	522	525	529	536	541	542					
Shikoku		487	488	490	490	489	491	489					
Kyushu		1,115	1,118	1,120	1,123	1,133	1,139	1,137					
Number of Stores		12,432	12,507	12,559	12,588	12,645	12,690	12,692					

◆LAWSON STORE100 Business of Lawson, Inc.*7

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Closure*4	Opening*4	0	1	4	1	1	5	0						12
	Closure	1	2	2	1	15	2	2						25
	Net Increase	-1	-1	2	0	-14	3	-2						-13
Number of Stores		804	803	805	805	791	794	792						792

■ Seijo Ishii Business*9

		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	143						143

*5 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".

*6 Total number of stores overseas in Aug. is revised and the number of Sep. is based on the flash report.

*7 Total number of stores overseas and the number of stores in Indonesia of Aug. are revised.

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

*8 LAWSON Business includes LAWSON and NATURAL LAWSON.

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