# [Sales]

# Convenience Store Business in Japan

	nce Store Busin . (Non-consolidat													(YOY)
			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
	Sales		105.8%	105.0%	102.7%	108.8%	104.3%	104.4%	106.5%	103.3%				
	Sales	(million yen)	209,060	206,537	207,380	217,963	226,323	231,754	218,186	215,831				
All Stores	Ave. Daily Sales per St	ore (Thousands of yen)	514	521	504	546	547	558	544	517				
	Number of Cus	tomers(Number)	771	799	778	814	832	835	782	793				
	Spending per C	Customer(Yen)	667	653	648	670	657	669	695	652				
	Sales		99.1%	98.0%	95.5%	101.3%	97.4%	100.2%	102.0%	97.7%				
Existing Stores	Number of Cus	stomers	98.6%	98.8%	96.3%	96.8%	97.2%	98.7%	95.5%	98.8%				
	Spending per Customer	100.5%	99.2%	99.2%	104.7%	100.3%	101.5%	106.8%	98.9%					

### (1)LAWSON Business \*1\*2\*3

(1)LAWSO	ON Business *1:	*2*3												(YOY)
			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
	Sales		106.1%	105.3%	103.0%	109.4%	104.6%	104.7%	106.8%	103.5%				
	Sales	(million yen)	197,896	195,467	196,146	206,769	214,628	220,264	207,026	204,570				
All Stores	Ave. Daily Sales per S	tore (Thousands of yen)	518	526	508	552	552	565	549	521				
	Number of Cu	stomers(Number)	763	790	769	806	823	828	773	784				
	Spending per (	Customer(Yen)	680	665	660	685	671	682	709	665				
	Sales		99.0%	97.9%	95.4%	101.6%	97.3%	100.2%	102.1%	97.6%				
Existing Stores	Number of Cu	stomers	98.6%	98.8%	96.3%	96.9%	97.2%	98.8%	95.5%	98.6%				
	Spending per (	Customer	100 4%	99.1%	99.0%	104 8%	100.1%	101 4%	106.9%	98.9%				

(2)LAWSO	N STORE100 Business *2												(YOY)
		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
	Sales	99.8%	98.7%	97.0%	97.4%	98.2%	99.7%	101.0%	100.6%				
Existing Stores	Number of Customers	98.3%	98.2%	95.3%	94.7%	96.3%	97.9%	95.7%	101.6%				
	Spending per Customer	101.6%	100.5%	101.7%	102.8%	102.0%	101.8%	105.6%	99.1%				

#### Seijo Ishii Business\*3

∎Seijo Ishi	i 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%	100.9%				
	Sales	101.2%	100.9%	102.0%	101.2%	100.5%	103.0%	103.8%	99.5%				
Existing Stores	Number of Customers	102.2%	102.6%	103.2%	101.9%	101.5%	103.8%	101.3%	102.2%				
	Spending per Customer	98.9%	98.4%	98.8%	99.3%	99.1%	99.3%	102.5%	97.4%				

\*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.

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#### [Stores]

#### Convenience Store Business Number of Stores

	Number of Store	88													
			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
	Opening*5		105	102	86	57	88	87	38	120					683
		Closure	8	24	28	21	33	23	33	28					198
Japan	Closure*5	Re-location	6	2	3	6	10	13	5	6					51
Japan		Subtotal	14	26	31	27	43	36	38	34					249
	Net Increase		91	76	55	30	45	51	0	86					434
	Total Number o	f Stores in Japan	14,083	14,159	14,214	14,244	14,289	14,340	14,340	14,426					14,426
Overseas	Total Number of	Stores Overseas*5	1,621	1,669	1,757	1,817	1,850	1,892	1,952	2,005					2,005

#### 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	666	NOV	DLU	UAN	FLD
	Tohoku	1,103	1,109	1,113	1,114	1,122	1,128	1,126	1,130				
	Kanto	4,627	4,634	4,641	4,651	4,654	4,671	4,675	4,738				
	Koshinetsu	469	514	532	535	538	538	538	542				
	Hokuriku	406	409	410	408	408	409	410	412				
Japan	Tokai	1,267	1,272	1,279	1,283	1,290	1,295	1,298	1,302				
	Kinki	2,588	2,589	2,597	2,596	2,602	2,607	2,601	2,606				
	Chugoku	809	812	816	818	826	832	833	835				
	Shikoku	626	627	629	630	630	632	630	629				
	Kyushu	1,533	1,538	1,540	1,545	1,555	1,563	1,561	1,566				
	Total Number of Stores in Japan	14,083	14,159	14,214	14,244	14,289	14,340	14,340	14,426				
	Shanghai and surrounding area (China)	884	915	983	1,012	1,023	1,044	1,069	1,102				
	Chongqing (China)	167	171	173	177	179	182	188	193				
	Dalian (China)	123	126	129	132	135	136	136	137				
	Beijing (China)	75	77	79	83	83	86	91	95				
	Wuhan (China)	198	206	216	238	248	255	274	278				
Overseas	Hefei (China)	-	-	-	-	5	6	6	10				
	Indonesia*7	37	37	37	37	37	37	37	37				
	Hawaii (US)	2	2	2	2	2	2	2	2				
	Thailand	101	101	104	102	104	109	113	116				
	Philippines	34	34	34	34	34	35	36	35				
	Total Number of Stores Overseas*6	1,621	1,669	1,757	1,817	1,850	1,892	1,952	2,005				

#### Number of Stores by Company (Japan)

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
		LAWSON	12,289	12,366	12,418	12,447	12,504	12,549	12,551	12,638				
	Earroon, mo.	NATURAL LAWSON	110	141	141	141	141	141	141	141				
	(Non-consolidated)	LAWSON STORE100	804	803	805	805	791	794	792	792				
	Lawson San' in Co., Ltd.	consolidated subsidiary)	290	290	291	289	290	291	291	290				
Japan	Lawson Kochi, Inc. (E	quity method affiliates)	139	139	139	140	141	141	141	141				
	Lawson Minami-Kyushu, In	c. (Equity method affiliates)	194	196	195	197	197	197	196	196				
	Lawson Okinawa, Inc. (	Equity method affiliates)	224	224	225	225	225	227	228	228				
	Total Number of	Stores in Japan	14,083	14,159	14,214	14,244	14,289	14,340	14,340	14,426				

#### LAWSON Business of Lawson, Inc.\*8 her of Stores

Number of v	010105													
		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4		103	97	80	52	84	79	37	116					648
	Closure	6	21	26	17	18	21	30	25					164
Closure*4	Re-location	5	1	2	6	9	13	5	4					45
	Subtotal	11	22	28	23	27	34	35	29					209
Net Increase		92	75	52	29	57	45	2	87					439
Number	of Stores	12,432	12,507	12,559	12,588	12,645	12,690	12,692	12,779					12,779

#### 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	666				
Tohoku	1,103	1,109	1,113	1,114	1,122	1,128	1,126	1,130				
Kanto	4,104	4,111	4,118	4,129	4,145	4,159	4,165	4,227				
Koshinetsu	469	514	532	535	538	538	538	542				
Hokuriku	406	409	410	408	408	409	410	412				
Tokai	1,164	1,169	1,175	1,179	1,187	1,193	1,196	1,200				
Kinki	2,410	2,412	2,419	2,417	2,423	2,427	2,421	2,427				
Chugoku	519	522	525	529	536	541	542	545				
Shikoku	487	488	490	490	489	491	489	488				
Kyushu	1,115	1,118	1,120	1,123	1,133	1,139	1,137	1,142				
Number of Stores	12,432	12,507	12,559	12,588	12,645	12,690	12,692	12,779				

# 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	5	0	2					14
Closure*4	1	2	2	1	15	2	2	2					27
Net Increase	-1	-1	2	0	-14	3	-2	0					-13
Number of Stores	804	803	805	805	791	794	792	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	144					144

\*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 Sep. is revised and the number of Oct. is based on the flash report.
\*7 Total number of stores overseas and the number of stores in Indonesia of Sep. are revised. Total number of stores overseas and the number of stores in Indonesia of Oct. 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.