

【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%	103.3%				
	(million yen)	209,060	206,537	207,380	217,963	226,323	231,754	218,186	215,831				
	Ave. Daily Sales per Store (Thousands of yen)	514	521	504	546	547	558	544	517				
	Number of Customers(Number)	771	799	778	814	832	835	782	793				
Spending per Customer(Yen)		667	653	648	670	657	669	695	652				
Existing Stores	Sales	99.1%	98.0%	95.5%	101.3%	97.4%	100.2%	102.0%	97.7%				
	Number of Customers	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

(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%	103.5%				
	(million yen)	197,896	195,467	196,146	206,769	214,628	220,264	207,026	204,570				
	Ave. Daily Sales per Store (Thousands of yen)	518	526	508	552	552	565	549	521				
	Number of Customers(Number)	763	790	769	806	823	828	773	784				
Spending per Customer(Yen)		680	665	660	685	671	682	709	665				
Existing Stores	Sales	99.0%	97.9%	95.4%	101.6%	97.3%	100.2%	102.1%	97.6%				
	Number of Customers	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)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%	100.6%				
	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

(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.

