

【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%	106.7%	106.4%		
	(million yen)	209,060	206,537	207,380	217,963	226,323	231,754	218,186	215,831	208,003	226,964		
	Ave. Daily Sales per Store (Thousands of yen)	514	521	504	546	547	558	544	517	512	537		
	Number of Customers(Number)	771	799	778	814	832	835	782	793	775	753		
Spending per Customer(Yen)		667	653	648	670	657	669	695	652	660	714		
Existing Stores	Sales	99.1%	98.0%	95.5%	101.3%	97.4%	100.2%	102.0%	97.7%	99.6%	99.7%		
	Number of Customers	98.6%	98.8%	96.3%	96.8%	97.2%	98.7%	95.5%	98.8%	98.5%	97.2%		
	Spending per Customer	100.5%	99.2%	99.2%	104.7%	100.3%	101.5%	106.8%	98.9%	101.1%	102.6%		

(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%	107.2%	106.9%		
	(million yen)	197,896	195,467	196,146	206,769	214,628	220,264	207,026	204,570	197,217	215,802		
	Ave. Daily Sales per Store (Thousands of yen)	518	526	508	552	552	565	549	521	516	543		
	Number of Customers(Number)	763	790	769	806	823	828	773	784	766	746		
Spending per Customer(Yen)		680	665	660	685	671	682	709	665	673	728		
Existing Stores	Sales	99.0%	97.9%	95.4%	101.6%	97.3%	100.2%	102.1%	97.6%	99.6%	99.9%		
	Number of Customers	98.6%	98.8%	96.3%	96.9%	97.2%	98.8%	95.5%	98.6%	98.6%	97.3%		
	Spending per Customer	100.4%	99.1%	99.0%	104.8%	100.1%	101.4%	106.9%	98.9%	101.1%	102.6%		

(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%	98.9%	98.0%		
	Number of Customers	98.3%	98.2%	95.3%	94.7%	96.3%	97.9%	95.7%	101.6%	97.6%	95.4%		
	Spending per Customer	101.6%	100.5%	101.7%	102.8%	102.0%	101.8%	105.6%	99.1%	101.3%	102.7%		

■ 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%	102.9%	102.6%		
	Sales	101.2%	100.9%	102.0%	101.2%	100.5%	103.0%	103.8%	99.5%	100.4%	99.5%		
Existing Stores	Number of Customers	102.2%	102.6%	103.2%	101.9%	101.5%	103.8%	101.3%	102.2%	101.6%	99.1%		
	Spending per Customer	98.9%	98.4%	98.8%	99.3%	99.1%	99.3%	102.5%	97.4%	98.8%	100.4%		

*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.

[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	120	135	87			905	
	Closure*5	Closure	8	24	28	21	33	23	33	28	25	32			255
		Re-location	6	2	3	6	10	13	5	6	12	5			68
		Subtotal	14	26	31	27	43	36	38	34	37	37			323
	Net Increase	91	76	55	30	45	51	0	86	98	50				582
Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289	14,340	14,340	14,426	14,524	14,574			14,574	
Overseas	Total Number of Stores Overseas*5	1,621	1,669	1,757	1,817	1,850	1,892	1,952	2,005	2,048	2,165			2,165	

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	666	667	669		
	Tohoku	1,103	1,109	1,113	1,114	1,122	1,128	1,126	1,130	1,136	1,141		
	Kanto	4,627	4,634	4,641	4,651	4,654	4,671	4,675	4,738	4,813	4,836		
	Koshinetsu	469	514	532	535	538	538	538	542	541	542		
	Hokuriku	406	409	410	408	408	409	410	412	411	410		
	Tokai	1,267	1,272	1,279	1,283	1,290	1,295	1,298	1,302	1,306	1,313		
	Kinki	2,588	2,589	2,597	2,596	2,602	2,607	2,601	2,606	2,612	2,617		
	Chugoku	809	812	816	818	826	832	833	835	838	838		
	Shikoku	626	627	629	630	630	632	630	629	628	630		
	Kyushu	1,533	1,538	1,540	1,545	1,555	1,563	1,561	1,566	1,572	1,578		
Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289	14,340	14,340	14,426	14,524	14,574		
Overseas	Shanghai and surrounding area (China)	884	915	983	1,012	1,023	1,044	1,069	1,102	1,130	1,200		
	Chongqing (China)	167	171	173	177	179	182	188	193	195	205		
	Dalian (China)	123	126	129	132	135	136	136	137	138	143		
	Beijing (China)	75	77	79	83	83	86	91	95	100	103		
	Wuhan (China)	198	206	216	238	248	255	274	278	282	302		
	Hefei (China)	-	-	-	-	5	6	6	10	11	20		
	Indonesia*7	37	37	37	37	37	37	37	37	37	37		
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2		
	Thailand	101	101	104	102	104	109	113	116	118	115		
	Philippines	34	34	34	34	34	35	36	35	35	38		
	Total Number of Stores Overseas*6		1,621	1,669	1,757	1,817	1,850	1,892	1,952	2,005	2,048	2,165	

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	12,638	12,734	12,783		
	Lawson, Inc. (Non-consolidated)	143	141	141	141	141	141	141	141	141	139		
	LAWSON STORE100	804	803	805	805	791	794	792	792	792	794		
	Lawson San'in Co., Ltd. (consolidated subsidiary)	290	290	291	289	290	291	291	290	291	291		
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	140	141	141	141	141	139	140		
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	194	196	195	197	197	197	196	196	197	196		
	Lawson Okinawa, Inc. (Equity method affiliates)	224	224	225	225	225	227	228	228	230	231		
	Total Number of Stores in Japan		14,083	14,159	14,214	14,244	14,289	14,340	14,340	14,426	14,524	14,574	

◆LAWSON Business of Lawson, Inc.*8

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4		103	97	80	52	84	79	37	116	128	80			856
Closure*4	Closure	6	21	26	17	18	21	30	25	22	29			215
	Re-location	5	1	2	6	9	13	5	4	10	4			59
	Subtotal	11	22	28	23	27	34	35	29	32	33			274
Net Increase		92	75	52	29	57	45	2	87	96	47			582
Number of Stores		12,432	12,507	12,559	12,588	12,645	12,690	12,692	12,779	12,875	12,922			12,922

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	667	669		
Tohoku		1,103	1,109	1,113	1,114	1,122	1,128	1,126	1,130	1,136	1,141		
Kanto		4,104	4,111	4,118	4,129	4,145	4,159	4,165	4,227	4,302	4,324		
Koshinetsu		469	514	532	535	538	538	538	542	541	542		
Hokuriku		406	409	410	408	408	409	410	412	411	410		
Tokai		1,164	1,169	1,175	1,179	1,187	1,193	1,196	1,200	1,204	1,211		
Kinki		2,410	2,412	2,419	2,417	2,423	2,427	2,421	2,427	2,433	2,437		
Chugoku		519	522	525	529	536	541	542	545	547	547		
Shikoku		487	488	490	490	489	491	489	488	489	490		
Kyushu		1,115	1,118	1,120	1,123	1,133	1,139	1,137	1,142	1,145	1,151		
Number of Stores		12,432	12,507	12,559	12,588	12,645	12,690	12,692	12,779	12,875	12,922		

◆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	1	3			18
Closure*4		1	2	2	1	15	2	2	2	1	1			29
Net Increase		-1	-1	2	0	-14	3	-2	0	0	2			-11
Number of Stores		804	803	805	805	791	794	792	792	792	794			794

■ 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	145	145			145

*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 Nov. is revised and the number of Dec. is based on the flash report.

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

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