

【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	105.0%	106.5%										
	(million yen)	219,566	219,979										
	Ave. Daily Sales per Store (Thousands of yen)	516	534										
	Number of Customers(Number)	750	786										
	Spending per Customer(Yen)	688	680										
Existing Stores	Sales	99.7%	101.5%										
	Number of Customers	97.6%	98.6%										
	Spending per Customer	102.1%	103.0%										

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	105.5%	107.0%										
	(million yen)	208,753	209,223										
	Ave. Daily Sales per Store (Thousands of yen)	522	540										
	Number of Customers(Number)	744	780										
	Spending per Customer(Yen)	701	693										
Existing Stores	Sales	99.8%	101.7%										
	Number of Customers	97.8%	98.8%										
	Spending per Customer	102.1%	102.9%										

(2)LAWSON STORE100 Business *2

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	97.2%	97.6%										
	Number of Customers	95.7%	95.2%										
	Spending per Customer	101.6%	102.5%										

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	111.3%	110.2%										
	Sales	106.6%	105.0%										
Existing Stores	Number of Customers	102.5%	101.7%										
	Spending per Customer	104.0%	103.3%										

*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 not included.

*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	50	42											92	
	Closure*5	Closure	41	29											70
		Re-location	5	5											10
		Subtotal	46	34											80
	Net Increase	4	8											12	
Total Number of Stores in Japan		14,663	14,671											14,671	
Overseas	Total Number of Stores Overseas*6	2,241	2,307											2,307	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	670	669										
	Tohoku	1,156	1,158										
	Kanto	4,871	4,874										
	Koshinetsu	541	539										
	Hokuriku	409	410										
	Tokai	1,337	1,341										
	Kinki	2,620	2,616										
	Chugoku	842	847										
	Shikoku	629	626										
	Kyushu	1,588	1,591										
Total Number of Stores in Japan		14,663	14,671										
Overseas	Shanghai and surrounding area (China)	1,258	1,311										
	Chongqing (China)	194	201										
	Dalian (China)	144	146										
	Beijing (China)	107	108										
	Wuhan (China)	316	317										
	Hefei (China)	20	21										
	Indonesia*7	41	41										
	Hawaii (US)	2	2										
	Thailand	120	121										
	Philippines	39	39										
Total Number of Stores Overseas*7		2,241	2,307										

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	LAWSON	12,867	12,876											
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	139	139										
		LAWSON STORE100	798	798										
	Lawson Sanin, Inc. (consolidated subsidiary)	292	292											
	Lawson Kochi, Inc. (Equity method affiliates)	139	137											
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	197	198											
	Lawson Okinawa, Inc. (Equity method affiliates)	231	231											
	Total Number of Stores in Japan		14,663	14,671										

◆LAWSON Business of Lawson, Inc.*8

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		47	39											86
Closure*5	Closure	29	26											55
	Re-location	3	4											7
	Subtotal	32	30											62
Net Increase		15	9											24
Number of Stores		13,006	13,015											13,015

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		670	669										
Tohoku		1,156	1,158										
Kanto		4,354	4,357										
Koshinetsu		541	539										
Hokuriku		409	410										
Tokai		1,234	1,238										
Kinki		2,442	2,438										
Chugoku		550	555										
Shikoku		490	489										
Kyushu		1,160	1,162										
Number of Stores		13,006	13,015										

◆LAWSON STORE100 Business of Lawson, Inc.

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		0	0											0
Closure*5		8	0											8
Net Increase		-8	0											-8
Number of Stores		798	798											798

■ Seijo Ishii Business*9

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		147	149											149

*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 Mar. is revised and the number of Apr. is based on the flash report.

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

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