

【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%	105.8%									
	(million yen)	219,566	219,979	219,332									
	Ave. Daily Sales per Store (Thousands of yen)	516	534	516									
	Number of Customers(Number)	750	786	772									
	Spending per Customer(Yen)	688	680	668									
Existing Stores	Sales	99.7%	101.5%	102.1%									
	Number of Customers	97.6%	98.6%	99.4%									
	Spending per Customer	102.1%	103.0%	102.7%									

(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%	106.2%									
	(million yen)	208,753	209,223	208,357									
	Ave. Daily Sales per Store (Thousands of yen)	522	540	521									
	Number of Customers(Number)	744	780	765									
	Spending per Customer(Yen)	701	693	680									
Existing Stores	Sales	99.8%	101.7%	102.4%									
	Number of Customers	97.8%	98.8%	99.7%									
	Spending per Customer	102.1%	102.9%	102.8%									

(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%	97.9%									
	Number of Customers	95.7%	95.2%	96.2%									
	Spending per Customer	101.6%	102.5%	101.8%									

■Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	111.3%	110.2%	107.2%									
Existing Stores	Sales	106.6%	105.0%	102.0%									
	Number of Customers	102.5%	101.7%	99.8%									
	Spending per Customer	104.0%	103.3%	102.2%									

*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	38										130	
	Closure*5	Closure	41	29	24										94
		Re-location	5	5	4										14
		Subtotal	46	34	28										108
	Net Increase	4	8	10											22
Total Number of Stores in Japan		14,663	14,671	14,681										14,681	
Overseas	Total Number of Stores Overseas*6	2,241	2,307	2,362										2,362	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	670	669	672									
	Tohoku	1,156	1,158	1,158									
	Kanto	4,871	4,874	4,876									
	Koshinetsu	541	539	538									
	Hokuriku	409	410	410									
	Tokai	1,337	1,341	1,343									
	Kinki	2,620	2,616	2,614									
	Chugoku	842	847	846									
	Shikoku	629	626	627									
	Kyushu	1,588	1,591	1,597									
Total Number of Stores in Japan		14,663	14,671	14,681									
Overseas	Shanghai and surrounding area (China)	1,258	1,311	1,346									
	Chongqing (China)	194	201	204									
	Dalian (China)	144	146	151									
	Beijing (China)	107	108	108									
	Wuhan (China)	316	317	322									
	Hefei (China)	20	21	22									
	Indonesia*7	41	41	43									
	Hawaii (US)	2	2	2									
	Thailand	120	121	122									
	Philippines	39	39	42									
Total Number of Stores Overseas*7		2,241	2,307	2,362									

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	LAWSON	12,867	12,876	12,883									
	Lawson, Inc. (Non-consolidated)	139	139	141									
	NATURAL LAWSON	798	798	797									
	LAWSON STORE100	292	292	292									
	Lawson Sanin, Inc. (consolidated subsidiary)	139	137	137									
	Lawson Kochi, Inc. (Equity method affiliates)	197	198	199									
	Lawson Mirami-Kyushu, Inc. (Equity method affiliates)	231	231	232									
	Lawson Okinawa, Inc. (Equity method affiliates)	14,663	14,671	14,681									
Total Number of Stores in Japan		14,663	14,671	14,681									

◆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	36										122
Closure*5	Closure	29	26	23										78
	Re-location	3	4	4										11
	Subtotal	32	30	27										89
Net Increase	15	9	9											33
Number of Stores		13,006	13,015	13,024										13,024

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		670	669	672									
Tohoku		1,156	1,158	1,158									
Kanto		4,354	4,357	4,359									
Koshinetsu		541	539	538									
Hokuriku		409	410	410									
Tokai		1,234	1,238	1,240									
Kinki		2,442	2,438	2,437									
Chugoku		550	555	554									
Shikoku		490	489	490									
Kyushu		1,160	1,162	1,166									
Number of Stores		13,006	13,015	13,024									

◆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										0
Closure*5		8	0	1										9
Net Increase		-8	0	-1										-9
Number of Stores		798	798	797										797

■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										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 Apr. is revised and the number of May is based on the flash report.

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

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