

[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%	104.8%								
	(million yen)	219,566	219,979	219,332	228,464								
	Ave. Daily Sales per Store (Thousands of yen)	516	534	516	554								
	Number of Customers(Number)	750	786	772	807								
	Spending per Customer(Yen)	688	680	668	687								
Existing Stores	Sales	99.7%	101.5%	102.1%	101.0%								
	Number of Customers	97.6%	98.6%	99.4%	99.2%								
	Spending per Customer	102.1%	103.0%	102.7%	101.9%								

(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%	105.2%								
	(million yen)	208,753	209,223	208,357	217,458								
	Ave. Daily Sales per Store (Thousands of yen)	522	540	521	561								
	Number of Customers(Number)	744	780	765	800								
	Spending per Customer(Yen)	701	693	680	701								
Existing Stores	Sales	99.8%	101.7%	102.4%	101.2%								
	Number of Customers	97.8%	98.8%	99.7%	99.4%								
	Spending per Customer	102.1%	102.9%	102.8%	101.8%								

(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%	98.7%								
	Number of Customers	95.7%	95.2%	96.2%	96.6%								
	Spending per Customer	101.6%	102.5%	101.8%	102.2%								

■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%	107.1%								
Existing Stores	Sales	106.6%	105.0%	102.0%	101.1%								
	Number of Customers	102.5%	101.7%	99.8%	99.5%								
	Spending per Customer	104.0%	103.3%	102.2%	101.5%								

*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	48									178	
	Closure*5	Closure	41	29	24	32									126
		Re-location	5	5	4	6									20
		Subtotal	46	34	28	38									146
	Net Increase	4	8	10	10										32
Total Number of Stores in Japan		14,663	14,671	14,681	14,691									14,691	
Overseas	Total Number of Stores Overseas*6	2,241	2,307	2,363	2,450									2,450	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	Hokkaido	670	669	672	677									
	Tohoku	1,156	1,158	1,158	1,157									
	Kanto	4,871	4,874	4,876	4,880									
	Koshinetsu	541	539	538	540									
	Hokuriku	409	410	410	410									
	Tokai	1,337	1,341	1,343	1,342									
	Kinki	2,620	2,616	2,614	2,608									
	Chugoku	842	847	846	850									
	Shikoku	629	626	627	627									
	Kyushu	1,588	1,591	1,597	1,600									
Total Number of Stores in Japan		14,663	14,671	14,681	14,691									
Overseas	Shanghai and surrounding area (China)	1,258	1,311	1,346	1,403									
	Chongqing (China)	194	201	204	205									
	Dalian (China)	144	146	151	153									
	Beijing (China)	107	108	108	115									
	Wuhan (China)	316	317	322	333									
	Hefei (China)	20	21	22	22									
	Changsha(China)	-	-	-	5									
	Indonesia*7	41	41	44	44									
	Hawaii (US)	2	2	2	2									
	Thailand	120	121	122	123									
	Philippines	39	39	42	45									
	Total Number of Stores Overseas*7		2,241	2,307	2,363	2,450								

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	12,891								
	Lawson, Inc. (Non-consolidated)	139	139	141	141								
	NATURAL LAWSON	798	798	797	797								
	LAWSON STORE100	292	292	292	293								
	Lawson Sanin, Inc.(consolidated subsidiary)	139	137	137	137								
	Lawson Kochi, Inc. (Equity method affiliates)	197	198	199	199								
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	231	231	232	233								
	Lawson Okinawa, Inc. (Equity method affiliates)	14,663	14,671	14,681	14,691								
Total Number of Stores in Japan		14,663	14,671	14,681	14,691								

◆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	41									163
	Closure	29	26	23	28									106
Closure*5	Re-location	3	4	4	5									16
	Subtotal	32	30	27	33									122
Net Increase		15	9	9	8									41
Number of Stores		13,006	13,015	13,024	13,032									13,032

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		670	669	672	677								
Tohoku		1,156	1,158	1,158	1,157								
Kanto		4,354	4,357	4,359	4,363								
Koshinetsu		541	539	538	540								
Hokuriku		409	410	410	410								
Tokai		1,234	1,238	1,240	1,240								
Kinki		2,442	2,438	2,437	2,430								
Chugoku		550	555	554	557								
Shikoku		490	489	490	490								
Kyushu		1,160	1,162	1,166	1,168								
Number of Stores		13,006	13,015	13,024	13,032								

◆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	3									3
Closure*5		8	0	1	3									12
Net Increase		-8	0	-1	0									-9
Number of Stores		798	798	797	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	151									151

*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 May is revised and the number of Jun. is based on the flash report.

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

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