

【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%	101.1%							
	(million yen)	219,566	219,979	219,332	228,464	228,795							
	Ave. Daily Sales per Store (Thousands of yen)	516	534	516	554	536							
	Number of Customers(Number)	750	786	772	807	794							
	Spending per Customer(Yen)	688	680	668	687	676							
Existing Stores	Sales	99.7%	101.5%	102.1%	101.0%	97.7%							
	Number of Customers	97.6%	98.6%	99.4%	99.2%	95.5%							
	Spending per Customer	102.1%	103.0%	102.7%	101.9%	102.3%							

(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%	101.4%							
	(million yen)	208,753	209,223	208,357	217,458	217,610							
	Ave. Daily Sales per Store (Thousands of yen)	522	540	521	561	542							
	Number of Customers(Number)	744	780	765	800	787							
	Spending per Customer(Yen)	701	693	680	701	688							
Existing Stores	Sales	99.8%	101.7%	102.4%	101.2%	97.8%							
	Number of Customers	97.8%	98.8%	99.7%	99.4%	95.7%							
	Spending per Customer	102.1%	102.9%	102.8%	101.8%	102.2%							

(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%	96.1%							
	Number of Customers	95.7%	95.2%	96.2%	96.6%	93.1%							
	Spending per Customer	101.6%	102.5%	101.8%	102.2%	103.3%							

■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%	109.0%							
Existing Stores	Sales	106.6%	105.0%	102.0%	101.1%	104.0%							
	Number of Customers	102.5%	101.7%	99.8%	99.5%	101.5%							
	Spending per Customer	104.0%	103.3%	102.2%	101.5%	102.4%							

*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 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	58								236	
	Closure*5	Closure	41	29	24	32	40								166
		Re-location	5	5	4	6	4								24
		Subtotal	46	34	28	38	44								190
	Net Increase	4	8	10	10	14									46
Total Number of Stores in Japan		14,663	14,671	14,681	14,691	14,705								14,705	
Overseas	Total Number of Stores Overseas*6	2,241	2,307	2,363	2,450	2,485								2,485	

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	680								
	Tohoku	1,156	1,158	1,158	1,157	1,159								
	Kanto	4,871	4,874	4,876	4,880	4,883								
	Koshinetsu	541	539	538	540	542								
	Hokuriku	409	410	410	410	412								
	Tokai	1,337	1,341	1,343	1,342	1,343								
	Kinki	2,620	2,616	2,614	2,608	2,604								
	Chugoku	842	847	846	850	852								
	Shikoku	629	626	627	627	628								
	Kyushu	1,588	1,591	1,597	1,600	1,602								
Total Number of Stores in Japan		14,663	14,671	14,681	14,691	14,705								
Overseas	Shanghai and surrounding area (China)	1,258	1,311	1,346	1,403	1,420								
	Chongqing (China)	194	201	204	205	208								
	Dalian (China)	144	146	151	153	157								
	Beijing (China)	107	108	108	115	115								
	Wuhan (China)	316	317	322	333	340								
	Hefei (China)	20	21	22	22	23								
	Changsha(China)	-	-	-	5	5								
	Indonesia*7	41	41	44	44	44								
	Hawaii (US)	2	2	2	2	2								
	Thailand	120	121	122	123	122								
	Philippines	39	39	42	45	49								
	Total Number of Stores Overseas*7		2,241	2,307	2,363	2,450	2,485							

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	12,907							
	Lawson, Inc. (Non-consolidated)	139	139	141	141	143							
	NATURAL LAWSON	798	798	797	797	790							
	LAWSON STORE100	292	292	292	293	294							
	Lawson Sanin, Inc.(consolidated subsidiary)	139	137	137	137	137							
	Lawson Kochi, Inc. (Equity method affiliates)	197	198	199	199	199							
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	231	231	232	233	235							
	Lawson Okinawa, Inc. (Equity method affiliates)	14,663	14,671	14,681	14,691	14,705							
Total Number of Stores in Japan		14,663	14,671	14,681	14,691	14,705							

◆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	53								216
	Closure*5	29	26	23	28	31								137
Closure*5	Re-location	3	4	4	5	4								20
	Subtotal	32	30	27	33	35								157
Net Increase		15	9	9	8	18								59
Number of Stores		13,006	13,015	13,024	13,032	13,050								13,050

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		670	669	672	677	680							
Tohoku		1,156	1,158	1,158	1,157	1,159							
Kanto		4,354	4,357	4,359	4,363	4,373							
Koshinetsu		541	539	538	540	542							
Hokuriku		409	410	410	410	412							
Tokai		1,234	1,238	1,240	1,240	1,241							
Kinki		2,442	2,438	2,437	2,430	2,426							
Chugoku		550	555	554	557	558							
Shikoku		490	489	490	490	491							
Kyushu		1,160	1,162	1,166	1,168	1,168							
Number of Stores		13,006	13,015	13,024	13,032	13,050							

◆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	0								3
Closure*5		8	0	1	3	7								19
Net Increase		-8	0	-1	0	-7								-16
Number of Stores		798	798	797	797	790								790

■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								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 Jun. is revised and the number of Jul. is based on the flash report.

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

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