

**【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
Existing Stores	Sales	94.8%	88.5%	89.8%	94.2%	91.1%	91.3%	94.5%	93.1%				
	Number of Customers	92.3%	80.7%	79.2%	85.6%	84.9%	86.8%	86.6%	88.0%				
	Spending per Customer	102.7%	109.7%	113.3%	110.0%	107.3%	105.1%	109.1%	105.8%				
All Stores	Sales	93.3%	88.0%	89.6%	90.1%	91.2%	89.5%	91.2%	94.0%				
	(million yen)	204,916	193,528	196,512	205,762	208,558	216,662	204,453	207,544				
	Ave. Daily Sales per Store (Thousands of yen)	480	471	464	497	487	506	493	484				
	Number of Customers(Number)	697	639	616	694	678	706	686	682				
	Spending per Customer(Yen)	689	737	754	717	719	716	719	709				

**(1)LAWSON Business \*1\*2\*3**

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	94.2%	87.4%	88.8%	93.8%	90.9%	91.0%	94.5%	93.1%				
	Number of Customers	92.0%	79.9%	78.3%	85.2%	84.8%	86.6%	86.6%	88.0%				
	Spending per Customer	102.4%	109.4%	113.3%	110.1%	107.2%	105.1%	109.1%	105.8%				
All Stores	Sales	93.2%	87.4%	89.1%	90.0%	91.4%	89.5%	91.4%	94.4%				
	(million yen)	194,517	182,820	185,684	195,723	198,966	206,689	195,070	198,167				
	Ave. Daily Sales per Store (Thousands of yen)	481	469	463	499	489	508	495	486				
	Number of Customers(Number)	689	627	604	685	671	699	679	676				
	Spending per Customer(Yen)	698	748	767	728	730	727	729	720				

**(2)LAWSON STORE100 Business\*1**

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	104.3%	108.4%	108.4%	100.4%	94.5%	96.8%	94.7%	92.2%				
	Number of Customers	97.1%	93.0%	92.5%	90.9%	86.0%	90.5%	86.9%	87.6%				
	Spending per Customer	107.4%	116.6%	117.2%	110.4%	109.8%	107.0%	109.0%	105.2%				

**■ Seijo Ishii Business\*4**

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	100.7%	106.3%	109.1%	108.0%	107.0%	108.0%	105.6%	109.8%				
	Number of Customers	89.8%	76.5%	78.6%	89.7%	89.1%	89.9%	89.9%	95.1%				
	Spending per Customer	112.2%	138.9%	138.8%	120.4%	120.1%	120.1%	120.1%	115.4%				
All Stores	Sales	104.0%	107.9%	110.3%	112.0%	111.5%	114.0%	113.1%	113.2%				

\*1 Existing stores: Figures of tickets and gift card etc. are not included.

\*2 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.

\*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	33	56	40	43	38	26	21	25					282	
	Closure*5	Closure	49	20	21	22	27	15	18	24					196
		Re-location	3	7	4	5	5	2	6	4					36
		Subtotal	52	27	25	27	32	17	24	28					232
	Net Increase	-19	29	15	16	6	9	-3	-3						50
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494					14,494	
Overseas	Total Number of Stores Overseas*6	2,836	2,853	2,905	2,978	3,044	3,130	3,247	3,342					3,342	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	Hokkaido	673	674	675	679	681	683	682	680					
	Tohoku	1,161	1,165	1,165	1,171	1,173	1,176	1,176	1,178					
	Kanto	4,743	4,747	4,747	4,755	4,753	4,747	4,746	4,744					
	Koshinetsu	532	533	533	537	537	536	537	537					
	Hokuriku	400	399	399	400	402	402	401	401					
	Tokai	1,325	1,330	1,331	1,329	1,329	1,330	1,330	1,326					
	Kinki	2,542	2,546	2,550	2,546	2,541	2,542	2,539	2,541					
	Chugoku	840	843	849	852	855	857	857	858					
	Shikoku	619	620	621	618	617	620	621	620					
	Kyushu	1,590	1,597	1,599	1,598	1,603	1,607	1,608	1,609					
	Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494				
Overseas	Shanghai and surrounding area (China)	1,488	1,492	1,519	1,542	1,570	1,594	1,645	1,696					
	Chongqing (China)	237	241	247	268	270	284	302	307					
	Dalian (China)	194	201	208	215	219	219	227	233					
	Beijing and surrounding area (China)	153	156	159	161	167	180	191	194					
	Shenyang(China)	27	29	33	39	46	53	56	66					
	Wuhan and surrounding area (China)	401	394	391	394	403	414	424	423					
	Hefei and surrounding area (China)	50	52	56	62	64	73	82	92					
	Changsha(China)	15	15	21	26	29	37	44	50					
	Hainan(China)	-	-	-	-	-	-	-	5					
	Indonesia*7	72	73	72	71	71	68	68	68					
	Hawaii (US)	2	2	2	2	2	2	2	2					
	Thailand	132	133	132	134	137	140	140	141					
	Philippines	65	65	65	64	66	66	66	65					
	Total Number of Stores Overseas*6		2,836	2,853	2,905	2,978	3,044	3,130	3,247	3,342				

Number of Stores by Company (Japan)\*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	LAWSON	13,001	13,035	13,053	13,071	13,078	13,087	13,086	13,086				
	Lawson, Inc. (Non-consolidated)	144	144	145	148	147	146	146	145				
	LAWSON STORE100	706	700	693	691	688	687	685	683				
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	139	137	137	139	139	139				
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	196	197	197	196	198	198	198	198				
	Lawson Okinawa, Inc. (Equity method affiliates)	240	240	242	242	243	243	243	243				
	Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494			

◆LAWSON Business of Lawson, Inc.\*9

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		31	53	36	42	34	24	19	24					263
Closure*5	Closure	13	13	13	17	24	14	16	22					132
	Re-location	2	6	4	4	4	2	4	3					29
	Subtotal	15	19	17	21	28	16	20	25					161
Net Increase		16	34	19	21	6	8	-1	-1					102
Number of Stores		13,145	13,179	13,198	13,219	13,225	13,233	13,232	13,231					13,231

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		673	674	675	679	681	683	682	680				
Tohoku		1,161	1,165	1,165	1,171	1,173	1,176	1,176	1,178				
Kanto		4,285	4,296	4,302	4,311	4,310	4,305	4,306	4,306				
Koshinetsu		532	533	533	537	537	536	537	537				
Hokuriku		400	399	399	400	402	402	401	401				
Tokai		1,230	1,234	1,235	1,233	1,233	1,234	1,234	1,230				
Kinki		2,389	2,393	2,398	2,395	2,392	2,393	2,390	2,392				
Chugoku		840	843	849	852	855	857	857	858				
Shikoku		481	482	482	481	480	481	482	481				
Kyushu		1,154	1,160	1,160	1,160	1,162	1,166	1,167	1,168				
Number of Stores		13,145	13,179	13,198	13,219	13,225	13,233	13,232	13,231				

◆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	1	1	0	0	0	0	0					2
Closure*5		36	7	8	2	3	1	2	2					61
Net Increase		-36	-6	-7	-2	-3	-1	-2	-2					-59
Number of Stores		706	700	693	691	688	687	685	683					683

■ Seijo Ishii Business\*10

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		156	158	159	162	162	162	163	163					163

\*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 The number of stores in Sep. is revised and the number of Oct. includes some undetermined figures.

\*7 The number of stores in Indonesia of Sep. are revised, and that of Oct. is not updated.

\*8 Lawson Sanin, Inc. was merged into Lawson, Inc., effective March 1, 2020.

\*9 LAWSON Business includes LAWSON and NATURAL LAWSON.

\*10 As for Seijo Ishii Business, the numbers of franchise stores and restaurants are not included.