

【Stores】

Total*

Japan	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	54	124	97	51	86	101	61	85	65				724
Closure	Closure	18	28	31	33	28	24	48	15	18			243
	Re-location	8	4	7	12	9	12	16	8	12			88
	Subtotal	26	32	38	45	37	36	64	23	30			331
Net Increase	28	92	59	6	49	65	-3	62	35				393
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987	11,984	12,046	12,081				12,081
NATURAL LAWSON	107	107	107	109	109	109	110	111	112				112
LAWSON STORE100	1,201	1,200	1,197	1,181	1,181	1,177	1,155	1,155	1,157				1,157
Total Number of Stores	483	491	495	498	509	525	533	541	554				554

Number of Stores by Region and Prefecture**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	602	605	608	613	614	614	619	622	621			
Tohoku	926	928	933	938	942	945	947	953	956			
Kanto	3,711	3,716	3,717	3,706	3,719	3,731	3,726	3,740	3,753			
Koshinetsu	375	380	380	382	386	387	386	386	387			
Hokuriku	386	388	389	389	390	393	391	394	395			
Tokai	1,009	1,015	1,017	1,011	1,019	1,029	1,028	1,035	1,036			
Kinki	2,254	2,308	2,351	2,356	2,364	2,373	2,361	2,373	2,382			
Chugoku	642	644	644	643	647	656	657	659	663			
Shikoku	474	475	475	479	482	490	492	499	502			
Kyushu	1,337	1,349	1,353	1,356	1,359	1,369	1,377	1,385	1,386			
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987	11,984	12,046	12,081			
Shanghai (China)	288	293	296	292	298	310	321	325	332			
Chongqing (China)	78	80	80	84	87	88	92	95	98			
Dalian (China)	18	19	19	20	21	24	26	26	26			
Beijing (China)	5	5	6	7	8	9	9	12	14			
Indonesia***	61	60	59	59	59	58	49	49	49			
Hawaii (US)	4	4	4	4	4	4	4	4	4			
Thailand	29	30	31	32	32	32	32	30	31			
Total Number of Stores Abroad	483	491	495	498	509	525	533	541	554			

Note:

* The number of stores by region and prefecture on consolidated basis represents number of all stores of the whole Lawson group (excl. HMV stores owned by Lawson HMV Entertainment, Inc.).

**Regarding the numbers of stores of Indonesia, the figures are revised for October. The number of Indonesian stores of November is based on the flash report and to be revised in December.

LAWSON and NATURAL LAWSON operated by Lawson, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	53	122	94	48	82	97	57	82	58				693
Closure	Closure	17	27	25	15	22	19	23	15	15			178
	Re-location	8	4	7	12	9	12	16	7	12			87
	Subtotal	25	31	32	27	31	31	39	22	27			265
Net Increase	28	91	62	21	51	66	18	60	31				428
Total	10,147	10,238	10,300	10,321	10,372	10,438	10,456	10,516	10,547				10,547

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	602	605	608	613	614	614	619	622	621			
Tohoku	896	898	903	908	912	915	917	923	926			
Kanto	2,970	2,976	2,979	2,978	2,991	3,006	3,012	3,027	3,038			
Koshinetsu	375	380	380	382	386	387	386	386	387			
Hokuriku	386	388	389	389	390	393	391	394	395			
Tokai	852	858	860	859	867	878	878	884	885			
Kinki	2,011	2,065	2,109	2,115	2,123	2,132	2,130	2,142	2,151			
Chugoku	642	644	644	643	647	656	657	659	663			
Shikoku	474	475	475	479	482	490	492	499	502			
Kyushu	939	949	953	955	960	967	974	980	979			
Total	10,147	10,238	10,300	10,321	10,372	10,438	10,456	10,516	10,547			

Lawson Minami-Kyushu, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total	203	203	202	202	200	202	203	203	205			

Lawson Okinawa, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	10月	NOV	DEC	JAN	FEB
Total	165	167	168	169	169	170	170	172	172			

【Sales】

Lawson, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (Millions of yen)*	174,889	160,465	169,936	167,843	184,703	184,589	166,155	174,456	163,215			
All Stores (YOY)	104.1%	100.1%	101.1%	97.2%	99.3%	100.4%	99.5%	101.1%	99.8%			
Existing Stores (YOY)	102.5%	98.3%	99.4%	95.3%	97.4%	98.5%	98.5%	99.1%	98.2%			
Ave. Daily Sales per Store (Thousands of yen)	535	504	516	524	555	555	517	521	504			
Number of Customers	(Number)	821	840	850	864	888	864	852	849	819		
	comparison w/previous yr	96.7%	98.5%	98.6%	96.8%	95.8%	94.3%	97.6%	98.4%	96.9%		
Spending per Customer	(Yen)	614	565	569	571	588	602	567	575	575		
	comparison w/previous yr	106.1%	99.8%	100.8%	98.5%	101.6%	104.5%	100.9%	100.6%	101.4%		

LAWSON and NATURAL LAWSON Business

	3月	4月	5月	6月	7月	8月	9月	10月	11月	12月	1月	2月
Total Sales (Millions of yen)*	159,402	145,471	154,410	152,656	168,712	169,218	151,575	159,575	149,347			
All Stores (YOY)	105.1%	100.9%	102.1%	97.7%	100.0%	101.6%	100.4%	102.1%	100.9%			
Existing Stores (YOY)	103.3%	98.9%	100.0%	95.3%	97.7%	99.0%	98.8%	99.4%	98.7%			
Ave. Daily Sales per Store (Thousands of yen)	549	514	527	534	568	569	527	532	515			
Number of Customers	(Number)	812	829	839	852	876	856	841	840	812		
	comparison w/previous yr	97.2%	99.1%	99.3%	97.1%	96.2%	94.7%	98.0%	99.0%	97.5%		
Spending per Customer	(Yen)	633	581	586	588	607	622	583	592	591		
	comparison w/previous yr	106.3%	99.7%	100.7%	98.1%	101.5%	104.6%	100.8%	100.4%	101.2%		

LAWSON STORE100 Business

	3月	4月	5月	6月	7月	8月	9月	10月	11月	12月	1月	2月
Existing Stores (YOY)	95.7%	93.3%	94.5%	95.6%	94.5%	93.2%	95.8%	95.7%	93.5%			
Number of Customers (YOY)	93.1%	94.5%	94.3%	94.4%	93.1%	91.3%	95.0%	94.2%	92.0%			
Spending per Customer (YOY)	102.8%	98.8%	100.2%	101.3%	101.5%	102.0%	100.9%	101.6%	101.7%			

Note:

* Total sales include gross sales of tickets, postal packets and other service-related businesses.