

【Stores】

**Total\***

[illegible]

**Number of Stores by Region and Prefecture\*\***

[illegible]

**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 April. The number of Indonesian stores of May is based on the flash report and to be revised in May.

We revised number of NATURAL LAWSON stores to fix the error of satellite stores number. Total Number of Stores in Japan has no correction.

**LAWSON and NATURAL LAWSON** operated by Lawson, Inc.

[illegible]

### Number of Stores by Region and Prefecture

[illegible]

## Lawson Minami-Kyushu, Inc.

[illegible]

## Lawson Okinawa, Inc.

[illegible]

【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									
All Stores (YOY)		104.1%	100.1%	101.1%									
Existing Stores (YOY)		102.5%	98.3%	99.4%									
Ave. Daily Sales per Store (Thousands of yen)		535	504	516									
Number of Customers	(Number)	821	840	850									
	comparison w/previous yr	96.7%	98.5%	98.6%									
Spending per Customer	(Yen)	614	565	569									
	comparison w/previous yr	106.1%	99.8%	100.8%									

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									
All Stores (YOY)		105.1%	100.9%	102.1%									
Existing Stores (YOY)		103.3%	98.9%	100.0%									
Ave. Daily Sales per Store (Thousands of yen)		549	514	527									
Number of Customers	(Number)	812	829	839									
	comparison w/previous yr	97.2%	99.1%	99.3%									
Spending per Customer	(Yen)	633	581	586									
	comparison w/previous yr	106.3%	99.7%	100.7%									

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%									
Number of Customers (YOY)		93.1%	94.5%	94.3%									
Spending per Customer (YOY)		102.8%	98.8%	100.2%									

Note:

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