

【Stores】

Total*

Japan		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening		54	124	97	51	86	101							513
Closure	Closure	18	28	31	33	28	24							162
	Re-location	8	4	7	12	9	12							52
	Subtotal	26	32	38	45	37	36							214
Net Increase		28	92	59	6	49	65							299
Number of Stores in Japan		11,716	11,808	11,867	11,873	11,922	11,987							11,987
NATURAL LAWSON		107	107	107	109	109	109							109
LAWSON STORE100		1,201	1,200	1,197	1,181	1,181	1,177							1,177
Total Number of Stores		483	491	495	498	509	526							526

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						
Tohoku	926	928	933	938	942	945						
Kanto	3,711	3,716	3,717	3,706	3,719	3,731						
Koshinetsu	375	380	380	382	386	387						
Hokuriku	386	388	389	389	390	393						
Tokai	1,009	1,015	1,017	1,011	1,019	1,029						
Kinki	2,254	2,308	2,351	2,356	2,364	2,373						
Chugoku	642	644	644	643	647	656						
Shikoku	474	475	475	479	482	490						
Kyushu	1,337	1,349	1,353	1,356	1,359	1,369						
Number of Stores in Japan	11,716	11,808	11,867	11,873	11,922	11,987						
Shanghai (China)	288	293	296	292	298	310						
Chongqing (China)	78	80	80	84	87	88						
Dalian (China)	18	19	19	20	21	24						
Beijing (China)	5	5	6	7	8	9						
Indonesia***	61	60	59	59	59	59						
Hawaii (US)	4	4	4	4	4	4						
Thailand	29	30	31	32	32	32						
Total Number of Stores Abroad	483	491	495	498	509	526						

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 July. The number of Indonesian stores of August is based on the flash report and to be revised in September.

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							496
Closure	Closure	17	27	25	15	22	19							125
	Re-location	8	4	7	12	9	12							52
	Subtotal	25	31	32	27	31	31							177
Net Increase		28	91	62	21	51	66							319
Total		10,147	10,238	10,300	10,321	10,372	10,438							10,438

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						
Tohoku	896	898	903	908	912	915						
Kanto	2,970	2,976	2,979	2,978	2,991	3,006						
Koshinetsu	375	380	380	382	386	387						
Hokuriku	386	388	389	389	390	393						
Tokai	852	858	860	859	867	878						
Kinki	2,011	2,065	2,109	2,115	2,123	2,132						
Chugoku	642	644	644	643	647	656						
Shikoku	474	475	475	479	482	490						
Kyushu	939	949	953	955	960	967						
Total	10,147	10,238	10,300	10,321	10,372	10,438						

Lawson Minami-Kyushu, Inc.

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

Lawson Okinawa, Inc.

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

【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						
All Stores (YOY)		104.1%	100.1%	101.1%	97.2%	99.3%	100.4%						
Existing Stores (YOY)		102.5%	98.3%	99.4%	95.3%	97.4%	98.5%						
Ave. Daily Sales per Store (Thousands of yen)		535	504	516	524	555	555						
Number of Customers	(Number)	821	840	850	864	888	864						
	comparison w/previous yr	96.7%	98.5%	98.6%	96.8%	95.8%	94.3%						
Spending per Customer	(Yen)	614	565	569	571	588	602						
	comparison w/previous yr	106.1%	99.8%	100.8%	98.5%	101.6%	104.5%						

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						
All Stores (YOY)		105.1%	100.9%	102.1%	97.7%	100.0%	101.6%						
Existing Stores (YOY)		103.3%	98.9%	100.0%	95.3%	97.7%	99.0%						
Ave. Daily Sales per Store (Thousands of yen)		549	514	527	534	568	569						
Number of Customers	(Number)	812	829	839	852	876	856						
	comparison w/previous yr	97.2%	99.1%	99.3%	97.1%	96.2%	94.7%						
Spending per Customer	(Yen)	633	581	586	588	607	622						
	comparison w/previous yr	106.3%	99.7%	100.7%	98.1%	101.5%	104.6%						

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%						
Number of Customers (YOY)		93.1%	94.5%	94.3%	94.4%	93.1%	91.3%						
Spending per Customer (YOY)		102.8%	98.8%	100.2%	101.3%	101.5%	102.0%						

Note:

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