

【Sales】

■ Convenience Store Business in Japan
Lawson, Inc. (Non-consolidated)

(YOY)

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales*1		102.6%	103.3%	105.8%	102.4%	103.8%	104.1%	105.2%	105.3%	104.0%	105.0%		
		(million yen)	180,384	179,216	184,435	184,160	198,760	202,779	187,826	191,154	179,334	191,322		
	Ave. Daily Sales per Store (Thousands of yen)		521	534	530	541	562	571	543	533	510	534		
Existing Stores	Sales		99.7%	101.0%	103.2%	99.6%	100.4%	101.1%	102.1%	96.0%	98.4%	99.0%		
	Number of Customers		99.0%	99.7%	100.1%	100.5%	98.9%	98.2%	99.5%	95.0%	98.4%	98.8%		
		(Number)	797	825	825	857	872	861	832	816	801	789		
	Spending per Customer		100.8%	101.3%	103.1%	99.2%	101.5%	102.9%	102.6%	101.2%	99.9%	100.2%		
		(Yen)	605	599	596	588	600	617	608	608	596	619		

(1)LAWSON Business *2

(YOY)

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales*1		103.0%	103.6%	106.3%	102.6%	104.1%	104.5%	105.8%	106.1%	104.4%	105.4%		
		(million yen)	169,509	168,284	173,129	172,977	187,119	191,501	176,971	180,091	168,530	180,142		
	Ave. Daily Sales per Store (Thousands of yen)		526	540	535	546	568	579	549	538	514	540		
Existing Stores	Sales		99.8%	101.1%	103.5%	99.7%	100.5%	101.3%	102.4%	96.2%	98.4%	99.0%		
	Number of Customers		99.1%	99.9%	100.3%	100.7%	99.0%	98.3%	99.7%	95.4%	98.6%	98.9%		
		(Number)	788	816	814	846	861	853	822	808	791	780		
	Spending per Customer		100.7%	101.2%	103.2%	99.0%	101.6%	103.0%	102.7%	100.9%	99.8%	100.2%		
		(Yen)	616	609	607	599	612	629	620	618	606	629		

(2)LAWSON STORE100 Business

(YOY)

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales		98.5%	98.6%	98.9%	99.4%	98.8%	97.9%	98.2%	93.5%	97.8%	99.2%		
	Number of Customers		97.1%	97.2%	98.0%	98.2%	97.8%	96.9%	97.4%	90.3%	97.0%	97.8%		
	Spending per Customer		101.4%	101.5%	100.9%	101.3%	101.0%	101.0%	100.7%	103.6%	100.8%	101.4%		

■ Seijo Ishii Business*3

(YOY)

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales		105.0%	107.4%	109.0%	110.9%	109.8%	111.2%	109.2%	115.4%	113.5%	109.4%		
Existing Stores	Sales		99.6%	100.8%	101.3%	102.9%	101.9%	103.2%	100.2%	102.3%	103.1%	101.2%		
	Number of Customers		100.0%	101.4%	102.3%	102.6%	103.2%	103.2%	101.0%	101.5%	103.6%	102.1%		
	Spending per Customer		99.6%	99.4%	99.0%	100.3%	98.7%	100.0%	99.2%	100.9%	99.5%	99.2%		

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

*2 LAWSON Business includes LAWSON and NATURAL LAWSON.

*3 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*4	24	89	45	94	144	97	75	122	142	135			967
	Closure*4	Closure	18	25	17	13	26	11	27	20	22	21		200
		Re-location	7	5	7	7	9	9	6	7	14	4		75
		Subtotal	25	30	24	20	35	20	33	27	36	25		275
	Net Increase	-1	59	21	74	109	77	42	95	106	110			692
	Total Number of Stores in Japan	13,110	13,169	13,190	13,264	13,373	13,450	13,492	13,587	13,693	13,803			13,803
Overseas	Total Number of Stores Overseas*5	1,183	1,217	1,249	1,295	1,331	1,379	1,405	1,440	1,484	1,568			1,568

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	637	638	639	651	655	654	653	653	656	660		
	Tohoku	1,052	1,058	1,058	1,060	1,064	1,069	1,069	1,075	1,079	1,084		
	Kanto	4,071	4,087	4,087	4,112	4,166	4,197	4,222	4,286	4,356	4,414		
	Koshinetsu	444	446	447	451	451	454	454	457	461	462		
	Hokuriku	398	398	398	401	401	402	403	404	406	407		
	Tokai	1,177	1,186	1,189	1,194	1,216	1,225	1,233	1,238	1,245	1,254		
	Kinki	2,465	2,483	2,491	2,505	2,523	2,537	2,540	2,547	2,555	2,572		
	Chugoku	781	783	782	784	787	790	789	793	797	807		
	Shikoku	613	613	616	615	618	619	620	620	621	623		
	Kyushu	1,472	1,477	1,483	1,491	1,492	1,503	1,509	1,514	1,517	1,520		
	Total Number of Stores in Japan	13,110	13,169	13,190	13,264	13,373	13,450	13,492	13,587	13,693	13,803		
Overseas	Shanghai and surrounding area (China)	673	689	702	723	750	780	784	802	823	851		
	Chongqing (China)	140	142	144	145	146	145	143	144	145	160		
	Dalian (China)	81	84	87	91	94	96	101	111	115	120		
	Beijing (China)	52	53	58	58	59	61	63	65	68	73		
	Wuhan (China)	84	94	102	117	120	134	148	153	167	195		
	Indonesia*6	35	35	35	36	37	37	37	37	37	37		
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2		
	Thailand	86	88	89	91	91	92	94	93	97	99		
	Philippines	30	30	30	32	32	32	33	33	30	31		
	Total Number of Stores Overseas*6	1,183	1,217	1,249	1,295	1,331	1,379	1,405	1,440	1,484	1,568		

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	LAWSON	11,346	11,403	11,426	11,496	11,603	11,673	11,717	11,810	11,914	12,021		
	Lawson, Inc.	141	143	144	144	144	144	144	144	144	144		
	(Non-consolidated) NATURAL LAWSON	797	796	793	793	792	795	793	795	795	798		
	LAWSON STORE100	289	288	288	289	289	290	289	289	289	291		
	Lawson San' in Co., Ltd.(consolidated subsidiary)	135	135	135	135	136	136	135	135	136	136		
	Lawson Kochi, Inc. (Equity method affiliates)	191	192	192	193	193	194	194	194	194	194		
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	211	212	212	214	216	218	220	220	218	219		
	Lawson Okinawa, Inc. (Equity method affiliates)	13,110	13,169	13,190	13,264	13,373	13,450	13,492	13,587	13,693	13,803		

◆LAWSON Business of Lawson, Inc.*7

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Number of Stores	Opening*4	21	87	44	88	139	87	73	119	137	131			926
	Closure*4	Closure	17	23	13	11	23	10	23	20	20			180
		Re-location	7	5	7	7	9	7	6	13	4			71
		Subtotal	24	28	20	18	32	17	29	26	33	24		251
	Net Increase	-3	59	24	70	107	70	44	93	104	107			675
	Number of Stores	11,487	11,546	11,570	11,640	11,747	11,817	11,861	11,954	12,058	12,165			12,165

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	637	638	639	651	655	654	653	653	656	660		
Tohoku	1,052	1,058	1,058	1,060	1,064	1,069	1,069	1,075	1,079	1,084		
Kanto	3,556	3,573	3,575	3,599	3,654	3,683	3,710	3,772	3,839	3,897		
Koshinetsu	444	446	447	451	451	454	454	457	461	462		
Hokuriku	398	398	398	401	401	402	403	404	406	407		
Tokai	1,076	1,085	1,087	1,092	1,114	1,122	1,130	1,135	1,142	1,151		
Kinki	2,284	2,302	2,312	2,327	2,345	2,359	2,362	2,369	2,377	2,394		
Chugoku	492	495	494	495	498	500	500	504	508	516		
Shikoku	478	478	481	480	482	483	485	485	485	487		
Kyushu	1,070	1,073	1,079	1,084	1,083	1,091	1,095	1,100	1,105	1,107		
Number of Stores	11,487	11,546	11,570	11,640	11,747	11,817	11,861	11,954	12,058	12,165		

◆LAWSON STORE100 Business of Lawson, Inc.*7

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4	0	0	1	2	1	4	0	3	3	0			14
Closure*4	1	1	4	2	2	1	2	1	0	0			14
Net Increase	-1	-1	-3	0	-1	3	-2	2	3	0			0
Number of Stores	797	796	793	793	792	795	793	795	798	798			798

■ Seijo Ishii Business*8

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan	134	135	135	136	137	137	139	139	140	140			140

*4 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".

*5 Total number of stores overseas in November is revised and the number of December is based on the flash report.

*6 Total number of stores overseas and the number of stores in Indonesia of November are revised.

Total number of stores overseas and the number of stores in Indonesia of December are based on the flash report.

*7 LAWSON Business includes LAWSON and NATURAL LAWSON.

*8 As for Seijo Ishii Business, number of franchise stores and restaurants are not included.