

【Sales】

■ Convenience Store Business in Japan

Lawson, Inc. (Non-consolidated) *1

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	105.8%											
	(million yen)	209,060											
	Ave. Daily Sales per Store (Thousands of yen)	514											
	Number of Customers(Number)	771											
	Spending per Customer(Yen)	667											
Existing Stores	Sales	99.1%											
	Number of Customers	98.6%											
	Spending per Customer	100.5%											

(1)LAWSON Business *1*2

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	106.1%											
	(million yen)	197,896											
	Ave. Daily Sales per Store (Thousands of yen)	518											
	Number of Customers(Number)	763											
	Spending per Customer(Yen)	680											
Existing Stores	Sales	99.0%											
	Number of Customers	98.6%											
	Spending per Customer	100.4%											

(2)LAWSON STORE100 Business

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	99.8%											
	Number of Customers	98.3%											
	Spending per Customer	101.6%											

■ Seijo Ishii Business*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	109.3%											
Existing Stores	Sales	101.2%											
	Number of Customers	102.2%											
	Spending per Customer	98.9%											

*1 Total sales include gross sales of tickets, postal packets, gift cards 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	105												105
	Closure*4	Closure	8											8
		Re-location	6											6
		Subtotal	14											14
	Net Increase	91												91
	Total Number of Stores in Japan	14,083												0
Overseas	Total Number of Stores Overseas*5	1,621												0

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	655											
	Tohoku	1,103											
	Kanto	4,627											
	Koshinetsu	469											
	Hokuriku	406											
	Tokai	1,267											
	Kinki	2,588											
	Chugoku	809											
	Shikoku	626											
	Kyushu	1,533											
	Total Number of Stores in Japan	14,083											
Overseas	Shanghai and surrounding area (China)	884											
	Chongqing (China)	167											
	Dalian (China)	123											
	Beijing (China)	75											
	Wuhan (China)	198											
	Indonesia*6	37											
	Hawaii (US)	2											
	Thailand	101											
	Philippines	34											
	Total Number of Stores Overseas*6	1,621											

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	LAWSON	12,289											
	Lawson, Inc.	NATURAL LAWSON	143										
	(Non-consolidated)	LAWSON STORE100	804										
	Lawson San'in Co., Ltd.(consolidated subsidiary)		290										
	Lawson Kochi, Inc. (Equity method affiliates)		139										
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)		194										
	Lawson Okinawa, Inc. (Equity method affiliates)		224										
	Total Number of Stores in Japan	14,083											

◆LAWSON Business of Lawson, Inc.*7

Number of Stores

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4	103												103
Closure*4	Closure	6											6
	Re-location	5											5
	Subtotal	11											11
Net Increase	92												92
Number of Stores	12,432												0

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	655											
Tohoku	1,103											
Kanto	4,104											
Koshinetsu	469											
Hokuriku	406											
Tokai	1,164											
Kinki	2,410											
Chugoku	519											
Shikoku	487											
Kyushu	1,115											
Number of Stores	12,432											

◆LAWSON STORE100 Business of Lawson, Inc.*7

Number of Stores

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*4	0												0
Closure*4	1												1
Net Increase	-1												-1
Number of Stores	804												0

■ Seijo Ishii Business*8

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan	140												0

*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 March is revised and the number of April is based on the flash report.

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

Total number of stores overseas and the number of stores in Indonesia of April 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.