

【Sales】

■ Convenience Store Business in Japan

Lawson, Inc. (Non-consolidated) *1*2

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	105.0%											
	(million yen)	219,566											
	Ave. Daily Sales per Store (Thousands of yen)	516											
	Number of Customers(Number)	750											
	Spending per Customer(Yen)	688											
Existing Stores	Sales	99.7%											
	Number of Customers	97.6%											
	Spending per Customer	102.1%											

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	105.5%											
	(million yen)	208,753											
	Ave. Daily Sales per Store (Thousands of yen)	522											
	Number of Customers(Number)	744											
	Spending per Customer(Yen)	701											
Existing Stores	Sales	99.8%											
	Number of Customers	97.8%											
	Spending per Customer	102.1%											

(2)LAWSON STORE100 Business *2

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	97.2%											
	Number of Customers	95.7%											
	Spending per Customer	101.6%											

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	111.3%											
Existing Stores	Sales	106.6%											
	Number of Customers	102.5%											
	Spending per Customer	104.0%											

*1 All stores: Figures of tickets and gift card etc. are included. All stores' sales here are differ from "Net sales of convenience stores" in our other disclosed documents.

*2 Existing stores: Figures of tickets and gift card etc. are not included.

*3 LAWSON Business includes LAWSON and NATURAL LAWSON.

*4 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*5	50												50
	Closure*5	Closure	41											41
		Re-location	5											5
		Subtotal	46											46
	Net Increase	4												4
	Total Number of Stores in Japan	14,663												14,663
Overseas	Total Number of Stores Overseas*6	2,242												2,242

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	670											
	Tohoku	1,156											
	Kanto	4,871											
	Koshinetsu	541											
	Hokuriku	409											
	Tokai	1,337											
	Kinki	2,620											
	Chugoku	842											
	Shikoku	629											
	Kyushu	1,588											
	Total Number of Stores in Japan	14,663											
Overseas	Shanghai and surrounding area (China)	1,258											
	Chongqing (China)	194											
	Dalian (China)	144											
	Beijing (China)	107											
	Wuhan (China)	316											
	Hefei (China)	20											
	Indonesia*7	42											
	Hawaii (US)	2											
	Thailand	120											
	Philippines	39											
	Total Number of Stores Overseas*7	2,242											

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	LAWSON	12,867											
	Lawson, Inc.	NATURAL LAWSON	139										
	(Non-consolidated)	LAWSON STORE100	798										
	Lawson Sanin, Inc.(consolidated subsidiary)	292											
	Lawson Kochi, Inc. (Equity method affiliates)	139											
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	197											
	Lawson Okinawa, Inc. (Equity method affiliates)	231											
	Total Number of Stores in Japan	14,663											

◆LAWSON Business of Lawson, Inc.*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Number of Stores	Opening*5	47												47
	Closure*5	Closure	29											29
		Re-location	3											3
		Subtotal	32											32
	Net Increase	15												15
Number of Stores		13,006												13,006

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	670											
Tohoku	1,156											
Kanto	4,354											
Koshinetsu	541											
Hokuriku	409											
Tokai	1,234											
Kinki	2,442											
Chugoku	550											
Shikoku	490											
Kyushu	1,160											
Number of Stores	13,006											

◆LAWSON STORE100 Business of Lawson, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5	0												0
Closure*5	8												8
Net Increase	-8												-8
Number of Stores	798												798

■ Seijo Ishii Business*9

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan	147												147

*5 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".

*6 Total number of stores overseas in Mar. is based on the flash report.

*7 Total number of stores overseas and the number of stores in Indonesia of Mar. are based.

*8 LAWSON Business includes LAWSON and NATURAL LAWSON.

*9 As for Seijo Ishii Business, the numbers of franchise stores and restaurants are not included.