

【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%	106.5%	105.8%	104.8%	101.1%	104.4%						
	(million yen)	219,566	219,979	219,332	228,464	228,795	242,081						
	Ave. Daily Sales per Store (Thousands of yen)	516	534	516	554	536	568						
	Number of Customers(Number)	750	786	772	807	794	809						
Spending per Customer(Yen)		688	680	668	687	676	702						
Existing Stores	Sales	99.7%	101.5%	102.1%	101.0%	97.7%	100.0%						
	Number of Customers	97.6%	98.6%	99.4%	99.2%	95.5%	96.9%						
	Spending per Customer	102.1%	103.0%	102.7%	101.9%	102.3%	103.2%						

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	105.5%	107.0%	106.2%	105.2%	101.4%	104.8%						
	(million yen)	208,753	209,223	208,357	217,458	217,610	230,840						
	Ave. Daily Sales per Store (Thousands of yen)	522	540	521	561	542	574						
	Number of Customers(Number)	744	780	765	800	787	803						
Spending per Customer(Yen)		701	693	680	701	688	715						
Existing Stores	Sales	99.8%	101.7%	102.4%	101.2%	97.8%	100.0%						
	Number of Customers	97.8%	98.8%	99.7%	99.4%	95.7%	97.0%						
	Spending per Customer	102.1%	102.9%	102.8%	101.8%	102.2%	103.2%						

(2)LAWSON STORE100 Business*2

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	97.2%	97.6%	97.9%	98.7%	96.1%	98.9%						
	Number of Customers	95.7%	95.2%	96.2%	96.6%	93.1%	96.0%						
	Spending per Customer	101.6%	102.5%	101.8%	102.2%	103.3%	103.0%						

■Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	111.3%	110.2%	107.2%	107.1%	109.0%	104.4%						
Existing Stores	Sales	106.6%	105.0%	102.0%	101.1%	104.0%	100.8%						
	Number of Customers	102.5%	101.7%	99.8%	99.5%	101.5%	98.9%						
	Spending per Customer	104.0%	103.3%	102.2%	101.5%	102.4%	101.8%						

*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	42	38	48	58	71							307	
	Closure*5	Closure	41	29	24	32	40	47							213
		Re-location	5	5	4	6	4	8							32
		Subtotal	46	34	28	38	44	55							245
	Net Increase	4	8	10	10	14	16								62
Total Number of Stores in Japan		14,663	14,671	14,681	14,691	14,705	14,721							14,721	
Overseas	Total Number of Stores Overseas*6	2,241	2,307	2,363	2,450	2,486	2,547							2,547	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	670	669	672	677	680	681						
	Tohoku	1,156	1,158	1,158	1,157	1,159	1,167						
	Kanto	4,871	4,874	4,876	4,880	4,883	4,878						
	Koshinetsu	541	539	538	540	542	541						
	Hokuriku	409	410	410	410	412	413						
	Tokai	1,337	1,341	1,343	1,342	1,343	1,351						
	Kinki	2,620	2,616	2,614	2,608	2,604	2,605						
	Chugoku	842	847	846	850	852	854						
	Shikoku	629	626	627	627	628	627						
	Kyushu	1,588	1,591	1,597	1,600	1,602	1,604						
Total Number of Stores in Japan		14,663	14,671	14,681	14,691	14,705	14,721						
Overseas	Shanghai and surrounding area (China)	1,258	1,311	1,346	1,403	1,420	1,450						
	Chongqing (China)	194	201	204	205	208	212						
	Dalian (China)	144	146	151	153	157	159						
	Beijing (China)	107	108	108	115	115	118						
	Shenyang (China)	-	-	-	-	-	3						
	Wuhan (China)	316	317	322	333	340	347						
	Hefei (China)	20	21	22	22	23	28						
	Changsha (China)	-	-	-	5	5	6						
	Indonesia*7	41	41	44	44	45	45						
	Hawaii (US)	2	2	2	2	2	2						
	Thailand	120	121	122	123	122	124						
	Philippines	39	39	42	45	49	53						
	Total Number of Stores Overseas*7		2,241	2,307	2,363	2,450	2,486	2,547					

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	LAWSON	12,867	12,876	12,883	12,891	12,907	12,932						
	Lawson, Inc. (Non-consolidated)												
	NATURAL LAWSON	139	139	141	141	143	143						
	LAWSON STORE100	798	798	797	797	790	780						
	Lawson Sanin, Inc. (consolidated subsidiary)	292	292	292	293	294	293						
	Lawson Kochi, Inc. (Equity method affiliates)	139	137	137	137	137	138						
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	197	198	199	199	199	199						
	Lawson Okinawa, Inc. (Equity method affiliates)	231	231	232	233	235	236						
Total Number of Stores in Japan		14,663	14,671	14,681	14,691	14,705	14,721						

◆LAWSON Business of Lawson, Inc.*8

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		47	39	36	41	53	69							285
	Closure	29	26	23	28	31	36							173
Closure*5	Re-location	3	4	4	5	4	8							28
	Subtotal	32	30	27	33	35	44							201
Net Increase		15	9	9	8	18	25							84
Number of Stores		13,006	13,015	13,024	13,032	13,050	13,075							13,075

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		670	669	672	677	680	681						
Tohoku		1,156	1,158	1,158	1,157	1,159	1,167						
Kanto		4,354	4,357	4,359	4,363	4,373	4,376						
Koshinetsu		541	539	538	540	542	541						
Hokuriku		409	410	410	410	412	413						
Tokai		1,234	1,238	1,240	1,240	1,241	1,249						
Kinki		2,442	2,438	2,437	2,430	2,426	2,429						
Chugoku		550	555	554	557	558	561						
Shikoku		490	489	490	490	491	489						
Kyushu		1,160	1,162	1,166	1,168	1,168	1,169						
Number of Stores		13,006	13,015	13,024	13,032	13,050	13,075						

◆LAWSON STORE100 Business of Lawson, Inc.

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		0	0	0	3	0	0							3
Closure*5		8	0	1	3	7	10							29
Net Increase		-8	0	-1	0	-7	-10							-26
Number of Stores		798	798	797	797	790	780							780

■Seijo Ishii Business*9

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		147	149	149	151	151	151							151

*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 Jul. is revised and the number of Aug. is based on the flash report.

*7 Total number of stores overseas and the number of stores in Indonesia of Jul. are revised.

*7 Total number of stores overseas and the number of stores in Indonesia of Aug. are based on the flash report.

*8 LAWSON Business includes LAWSON and NATURAL LAWSON.

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