

## 【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%	102.8%	102.3%	102.3%			
	(million yen)	219,566	219,979	219,332	228,464	228,795	242,081	224,223	220,876	212,802			
	Ave. Daily Sales per Store (Thousands of yen)	516	534	516	554	536	568	545	521	519			
	Number of Customers(Number)	750	786	772	807	794	809	789	772	762			
	Spending per Customer(Yen)	688	680	668	687	676	702	691	675	681			
Existing Stores	Sales	99.7%	101.5%	102.1%	101.0%	97.7%	100.0%	98.8%	100.3%	99.6%			
	Number of Customers	97.6%	98.6%	99.4%	99.2%	95.5%	96.9%	100.8%	97.2%	97.9%			
	Spending per Customer	102.1%	103.0%	102.7%	101.9%	102.3%	103.2%	98.0%	103.3%	101.7%			

### (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%	103.1%	102.6%	102.7%			
	(million yen)	208,753	209,223	208,357	217,458	217,610	230,840	213,423	209,854	202,518			
	Ave. Daily Sales per Store (Thousands of yen)	522	540	521	561	542	574	550	525	523			
	Number of Customers(Number)	744	780	765	800	787	803	781	764	755			
	Spending per Customer(Yen)	701	693	680	701	688	715	705	686	693			
Existing Stores	Sales	99.8%	101.7%	102.4%	101.2%	97.8%	100.0%	98.9%	100.4%	99.8%			
	Number of Customers	97.8%	98.8%	99.7%	99.4%	95.7%	97.0%	100.9%	97.4%	98.2%			
	Spending per Customer	102.1%	102.9%	102.8%	101.8%	102.2%	103.2%	98.0%	103.1%	101.6%			

### (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%	98.2%	99.0%	96.8%			
	Number of Customers	95.7%	95.2%	96.2%	96.6%	93.1%	96.0%	99.0%	94.2%	94.4%			
	Spending per Customer	101.6%	102.5%	101.8%	102.2%	103.3%	103.0%	99.2%	105.1%	102.6%			

### ■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%	107.1%	106.5%	106.9%			
Existing Stores	Sales	106.6%	105.0%	102.0%	101.1%	104.0%	100.8%	103.9%	103.2%	102.6%			
	Number of Customers	102.5%	101.7%	99.8%	99.5%	101.5%	98.9%	103.0%	100.9%	100.8%			
	Spending per Customer	104.0%	103.3%	102.2%	101.5%	102.4%	101.8%	100.9%	102.3%	101.9%			

\*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	40	52	52				451
	Closure*5	Closure	41	29	24	32	40	47	81	51	64			409
		Re-location	5	5	4	6	4	8	7	7	11			57
		Subtotal	46	34	28	38	44	55	88	58	75			466
	Net Increase	4	8	10	10	14	16	-48	-6	-23				-15
	Total Number of Stores in Japan	14,663	14,671	14,681	14,691	14,705	14,721	14,673	14,667	14,644				14,644
Overseas	Total Number of Stores Overseas*6	2,241	2,307	2,363	2,450	2,486	2,550	2,627	2,713	2,758				2,758

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	680	680	681			
	Tohoku	1,156	1,158	1,158	1,157	1,159	1,167	1,168	1,168	1,164			
	Kanto	4,871	4,874	4,876	4,880	4,883	4,878	4,858	4,858	4,849			
	Koshinetsu	541	539	538	540	542	541	540	540	539			
	Hokuriku	409	410	410	410	412	413	412	411	410			
	Tokai	1,337	1,341	1,343	1,342	1,343	1,351	1,345	1,346	1,343			
	Kinki	2,620	2,616	2,614	2,608	2,604	2,605	2,597	2,591	2,588			
	Chugoku	842	847	846	850	852	854	849	847	844			
	Shikoku	629	626	627	627	628	627	625	625	623			
	Kyushu	1,588	1,591	1,597	1,600	1,602	1,604	1,599	1,601	1,603			
	Total Number of Stores in Japan	14,663	14,671	14,681	14,691	14,705	14,721	14,673	14,667	14,644			
Overseas	Shanghai and surrounding area (China)	1,258	1,311	1,346	1,403	1,420	1,450	1,480	1,524	1,541			
	Chongqing (China)	194	201	204	205	208	212	214	215	216			
	Dalian (China)	144	146	151	153	157	159	164	169	176			
	Beijing and surrounding area (China)	107	108	108	115	115	118	127	131	134			
	Shenyang(China)	-	-	-	-	-	3	5	7	13			
	Wuhan (China)	316	317	322	333	340	347	363	375	377			
	Hefei (China)	20	21	22	22	23	28	32	37	43			
	Changsha(China)	-	-	-	5	5	6	7	8	9			
	Indonesia*7	41	41	44	44	45	48	52	58	58			
	Hawaii (US)	2	2	2	2	2	2	2	2	2			
	Thailand	120	121	122	123	122	124	126	129	130			
	Philippines	39	39	42	45	49	53	55	58	59			
	Total Number of Stores Overseas*7	2,241	2,307	2,363	2,450	2,486	2,550	2,627	2,713	2,758			

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	12,893	12,886	12,868			
	Lawson, Inc.												
	(Non-consolidated)												
	NATURAL LAWSON	139	139	141	141	143	143	142	143	143			
	LAWSON STORE100	798	798	797	797	790	780	774	774	769			
	Lawson Sanin, Inc.(consolidated subsidiary)	292	292	292	293	294	293	292	291	289			
	Lawson Kochi, Inc. (Equity method affiliates)	139	137	137	137	137	138	138	138	139			
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	197	198	199	199	199	199	197	198	199			
	Lawson Okinawa, Inc. (Equity method affiliates)	231	231	232	233	235	236	237	237	237			
	Total Number of Stores in Japan	14,663	14,671	14,681	14,691	14,705	14,721	14,673	14,667	14,644			

◆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	39	49	49				422
Closure*5	Closure	29	26	23	28	31	36	72	49	57			351
	Re-location	3	4	4	5	4	8	7	6	10			51
	Subtotal	32	30	27	33	35	44	79	55	67			402
Net Increase	15	9	9	8	18	25	-40	-6	-18				20
Number of Stores	13,006	13,015	13,024	13,032	13,050	13,075	13,035	13,029	13,011				13,011

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	680	680	681			
Tohoku	1,156	1,158	1,158	1,157	1,159	1,167	1,168	1,168	1,164			
Kanto	4,354	4,357	4,359	4,363	4,373	4,376	4,360	4,361	4,355			
Koshinetsu	541	539	538	540	542	541	540	540	539			
Hokuriku	409	410	410	410	412	413	412	411	410			
Tokai	1,234	1,238	1,240	1,240	1,241	1,249	1,243	1,243	1,241			
Kinki	2,442	2,438	2,437	2,430	2,426	2,429	2,423	2,417	2,415			
Chugoku	550	555	554	557	558	561	557	556	555			
Shikoku	490	489	490	490	491	489	487	487	484			
Kyushu	1,160	1,162	1,166	1,168	1,168	1,169	1,165	1,166	1,167			
Number of Stores	13,006	13,015	13,024	13,032	13,050	13,075	13,035	13,029	13,011			

◆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	0	1	0				4
Closure*5	8	0	1	3	7	10	6	1	5				41
Net Increase	-8	0	-1	0	-7	-10	-6	0	-5				-37
Number of Stores	798	798	797	797	790	780	774	774	769				769

■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	151	154				154

\*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 Oct. is revised and the number of Nov. is based on the flash report.

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

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