

**【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%	100.7%	101.2%	
	(million yen)	219,566	219,979	219,332	228,464	228,795	242,081	224,223	220,876	212,802	228,468	211,163	
	Ave. Daily Sales per Store (Thousands of yen)	516	534	516	554	536	568	545	521	519	540	500	
	Number of Customers(Number)	750	786	772	807	794	809	789	772	762	747	705	
Spending per Customer(Yen)		688	680	668	687	676	702	691	675	681	723	709	
Existing Stores	Sales	99.7%	101.5%	102.1%	101.0%	97.7%	100.0%	98.8%	100.3%	99.6%	99.3%	100.3%	
	Number of Customers	97.6%	98.6%	99.4%	99.2%	95.5%	96.9%	100.8%	97.2%	97.9%	98.7%	99.1%	
	Spending per Customer	102.1%	103.0%	102.7%	101.9%	102.3%	103.2%	98.0%	103.3%	101.7%	100.6%	101.2%	

**(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%	103.1%	102.6%	102.7%	100.9%	101.5%	
	(million yen)	208,753	209,223	208,357	217,458	217,610	230,840	213,423	209,854	202,518	217,787	201,239	
	Ave. Daily Sales per Store (Thousands of yen)	522	540	521	561	542	574	550	525	523	545	505	
	Number of Customers(Number)	744	780	765	800	787	803	781	764	755	741	700	
Spending per Customer(Yen)		701	693	680	701	688	715	705	686	693	736	721	
Existing Stores	Sales	99.8%	101.7%	102.4%	101.2%	97.8%	100.0%	98.9%	100.4%	99.8%	99.3%	100.5%	
	Number of Customers	97.8%	98.8%	99.7%	99.4%	95.7%	97.0%	100.9%	97.4%	98.2%	98.9%	99.4%	
	Spending per Customer	102.1%	102.9%	102.8%	101.8%	102.2%	103.2%	98.0%	103.1%	101.6%	100.5%	101.1%	

**(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%	98.3%	97.3%	
	Number of Customers	95.7%	95.2%	96.2%	96.6%	93.1%	96.0%	99.0%	94.2%	94.4%	96.3%	95.2%	
	Spending per Customer	101.6%	102.5%	101.8%	102.2%	103.3%	103.0%	99.2%	105.1%	102.6%	102.1%	102.2%	

**■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%	109.3%	105.0%	
Existing Stores	Sales	106.6%	105.0%	102.0%	101.1%	104.0%	100.8%	103.9%	103.2%	102.6%	103.8%	99.2%	
	Number of Customers	102.5%	101.7%	99.8%	99.5%	101.5%	98.9%	103.0%	100.9%	100.8%	102.8%	99.4%	
	Spending per Customer	104.0%	103.3%	102.2%	101.5%	102.4%	101.8%	100.9%	102.3%	101.9%	101.0%	99.7%	

\*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	44	53		548	
	Closure*5	Closure	41	29	24	32	40	47	81	51	64	84	21		514
		Re-location	5	5	4	6	4	8	7	7	11	4	6		67
		Subtotal	46	34	28	38	44	55	88	58	75	88	27		581
	Net Increase	4	8	10	10	14	16	-48	-6	-23	-44	26			-33
Total Number of Stores in Japan		14,663	14,671	14,681	14,691	14,705	14,721	14,673	14,667	14,644	14,600	14,626		14,626	
Overseas	Total Number of Stores Overseas*6	2,241	2,307	2,363	2,450	2,486	2,550	2,627	2,713	2,761	2,892	2,913		2,913	

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	680	679	
	Tohoku	1,156	1,158	1,158	1,157	1,159	1,167	1,168	1,168	1,164	1,167	1,166	
	Kanto	4,871	4,874	4,876	4,880	4,883	4,878	4,858	4,858	4,849	4,833	4,842	
	Koshinetsu	541	539	538	540	542	541	540	540	539	537	539	
	Hokuriku	409	410	410	410	412	413	412	411	410	410	410	
	Tokai	1,337	1,341	1,343	1,342	1,343	1,351	1,345	1,346	1,343	1,335	1,345	
	Kinki	2,620	2,616	2,614	2,608	2,604	2,605	2,597	2,591	2,588	2,577	2,576	
	Chugoku	842	847	846	850	852	854	849	847	844	839	843	
	Shikoku	629	626	627	627	628	627	625	625	623	622	623	
	Kyushu	1,588	1,591	1,597	1,600	1,602	1,604	1,599	1,601	1,603	1,600	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	14,600	14,626	
Overseas	Shanghai and surrounding area (China)*7	1,258	1,311	1,346	1,403	1,420	1,450	1,480	1,524	1,541	1,559	1,574	
	Chongqing (China)*7	194	201	204	205	208	212	214	215	216	235	235	
	Dalian (China)*7	144	146	151	153	157	159	164	169	176	188	192	
	Beijing and surrounding area (China)*7	107	108	108	115	115	118	127	131	134	156	153	
	Shenyang(China)*7	-	-	-	-	-	3	5	7	13	26	26	
	Wuhan (China)*7	316	317	322	333	340	347	363	375	377	400	401	
	Hefei (China)*7	20	21	22	22	23	28	32	37	43	50	50	
	Changsha(China)*7	-	-	-	5	5	6	7	8	9	15	15	
	Indonesia*7	41	41	44	44	45	48	52	58	61	71	71	
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2	2	
	Thailand	120	121	122	123	122	124	126	129	130	130	132	
	Philippines	39	39	42	45	49	53	55	58	59	60	62	
	Total Number of Stores Overseas*6		2,241	2,307	2,363	2,450	2,486	2,550	2,627	2,713	2,761	2,892	2,913

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	12,828	12,855	
	Lawson, Inc. (Non-consolidated)	139	139	141	141	143	143	142	143	143	145	145	
	LAWSON STORE100	798	798	797	797	790	780	774	774	769	764	764	
	Lawson Sanin, Inc.(consolidated subsidiary)	292	292	292	293	294	293	292	291	289	287	286	
	Lawson Kochi, Inc. (Equity method affiliates)	139	137	137	137	137	138	138	138	139	139	140	
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	197	198	199	199	199	199	197	198	199	199	197	
	Lawson Okinawa, Inc. (Equity method affiliates)	231	231	232	233	235	236	237	237	237	238	239	
	Total Number of Stores in Japan		14,663	14,671	14,681	14,691	14,705	14,721	14,673	14,667	14,644	14,600	14,626

◆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	42	51		515
	Closure	29	26	23	28	31	36	72	49	57	76	18		445
Closure*5	Re-location	3	4	4	5	4	8	7	6	10	4	6		61
	Subtotal	32	30	27	33	35	44	79	55	67	80	24		506
Net Increase		15	9	9	8	18	25	-40	-6	-18	-38	27		9
Number of Stores		13,006	13,015	13,024	13,032	13,050	13,075	13,035	13,029	13,011	12,973	13,000		13,000

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	680	679	
Tohoku		1,156	1,158	1,158	1,157	1,159	1,167	1,168	1,168	1,164	1,167	1,166	
Kanto		4,354	4,357	4,359	4,363	4,373	4,376	4,360	4,361	4,355	4,342	4,351	
Koshinetsu		541	539	538	540	542	541	540	540	539	537	539	
Hokuriku		409	410	410	410	412	413	412	411	410	410	410	
Tokai		1,234	1,238	1,240	1,240	1,241	1,249	1,243	1,243	1,241	1,233	1,243	
Kinki		2,442	2,438	2,437	2,430	2,426	2,429	2,423	2,417	2,415	2,406	2,405	
Chugoku		550	555	554	557	558	561	557	556	555	552	557	
Shikoku		490	489	490	490	491	489	487	487	484	483	483	
Kyushu		1,160	1,162	1,166	1,168	1,168	1,169	1,165	1,166	1,167	1,163	1,167	
Number of Stores		13,006	13,015	13,024	13,032	13,050	13,075	13,035	13,029	13,011	12,973	13,000	

◆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	1	0		5
Closure*5		8	0	1	3	7	10	6	1	5	6	0		47
Net Increase		-8	0	-1	0	-7	-10	-6	0	-5	-5	0		-42
Number of Stores		798	798	797	797	790	780	774	774	769	764	764		764

■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	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 The number of stores in Dec. is revised and the number of Jan. includes some undetermined figures.

\*7 The number of stores in Indonesia of Dec. are revised, and that of Jan. is not updated.

On February 12, we updated the number of stores in China of January to fixed figures.

\*8 LAWSON Business includes LAWSON and NATURAL LAWSON.

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