

【Sales】

■ Convenience Store Business in Japan
Lawson, Inc. (Non-consolidated) *1*2*5

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	93.3%	88.0%	89.6%									
	(million yen)	204,916	193,528	196,512									
	Ave. Daily Sales per Store (Thousands of yen)	480	471	464									
	Number of Customers(Number)	697	639	616									
	Spending per Customer(Yen)	689	737	754									
Existing Stores	Sales	94.8%	88.5%	89.8%									
	Number of Customers	92.3%	80.7%	79.2%									
	Spending per Customer	102.7%	109.7%	113.3%									

(1)LAWSON Business *1*2*3*6

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	93.2%	87.4%	89.1%									
	(million yen)	194,517	182,820	185,684									
	Ave. Daily Sales per Store (Thousands of yen)	481	469	463									
	Number of Customers(Number)	689	627	604									
	Spending per Customer(Yen)	698	748	767									
Existing Stores	Sales	94.2%	87.4%	88.8%									
	Number of Customers	92.0%	79.9%	78.3%									
	Spending per Customer	102.4%	109.4%	113.3%									

(2)LAWSON STORE100 Business*2

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	104.3%	108.4%	108.4%									
	Number of Customers	97.1%	93.0%	92.5%									
	Spending per Customer	107.4%	116.6%	117.2%									

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	104.0%	107.9%	110.3%									
	Sales	100.7%	106.3%	109.1%									
Existing Stores	Number of Customers	89.8%	76.5%	78.6%									
	Spending per Customer	112.2%	138.9%	138.8%									

*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.

*5 All stores sales (YoY) was revised on Jun. 12.

Mar. (false) 96.8% → (correct) 93.3%, Apr. (false) 93.5% → (correct) 88.0%, May. (false) 94.4% → (correct) 89.6%

*6 All stores sales (YoY) was corrected on Jun. 12.

Mar. (false) 97.0% → (correct) 93.2%, Apr. (false) 93.4% → (correct) 87.4%, May. (false) 94.3% → (correct) 89.1%

【Stores】

■ Convenience Store Business

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL	
Japan	Opening*5	33	56	40										129	
	Closure*5	Closure	49	20	21										90
		Re-location	3	7	4										14
		Subtotal	52	27	25										104
	Net Increase	-19	29	15											25
Total Number of Stores in Japan		14,425	14,454	14,469										14,469	
Overseas	Total Number of Stores Overseas*6	2,836	2,853	2,906										2,906	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	673	674	675									
	Tohoku	1,161	1,165	1,165									
	Kanto	4,743	4,747	4,747									
	Koshinetsu	532	533	533									
	Hokuriku	400	399	399									
	Tokai	1,325	1,330	1,331									
	Kinki	2,542	2,546	2,550									
	Chugoku	840	843	849									
	Shikoku	619	620	621									
	Kyushu	1,590	1,597	1,599									
	Total Number of Stores in Japan		14,425	14,454	14,469								
Overseas	Shanghai and surrounding area (China)	1,488	1,492	1,519									
	Chongqing (China)	237	241	247									
	Dalian (China)	194	201	208									
	Beijing and surrounding area (China)	153	156	159									
	Shenyang(China)	27	29	33									
	Wuhan (China)	401	394	391									
	Hefei (China)	50	52	56									
	Changsha(China)	15	15	21									
	Indonesia*7	72	73	73									
	Hawaii (US)	2	2	2									
	Thailand	132	133	132									
	Philippines	65	65	65									
	Total Number of Stores Overseas*6		2,836	2,853	2,906								

Number of Stores by Company (Japan)*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	LAWSON	13,001	13,035	13,053										
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	144	144	145									
		LAWSON STORE100	706	700	693									
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	139										
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	196	197	197										
	Lawson Okinawa, Inc. (Equity method affiliates)	240	240	242										
	Total Number of Stores in Japan		14,425	14,454	14,469									

◆LAWSON Business of Lawson, Inc.*9

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		31	53	36										120
Closure*5	Closure	13	13	13										39
	Re-location	2	6	4										12
	Subtotal	15	19	17										51
Net Increase		16	34	19										69
Number of Stores		13,145	13,179	13,198										13,198

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		673	674	675									
Tohoku		1,161	1,165	1,165									
Kanto		4,285	4,296	4,302									
Koshinetsu		532	533	533									
Hokuriku		400	399	399									
Tokai		1,230	1,234	1,235									
Kinki		2,389	2,393	2,398									
Chugoku		840	843	849									
Shikoku		481	482	482									
Kyushu		1,154	1,160	1,160									
Number of Stores		13,145	13,179	13,198									

◆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	1	1										2
Closure*5		36	7	8										51
Net Increase		-36	-6	-7										-49
Number of Stores		706	700	693										693

■ Seijo Ishii Business*10

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		156	158	159										159

*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 Apr. is revised and the number of May. includes some undetermined figures.

*7 The number of stores in Indonesia of Apr. are revised, and that of May. is not updated.

*8 Lawson Sanin, Inc. was merged into Lawson, Inc., effective March 1, 2020.

*9 LAWSON Business includes LAWSON and NATURAL LAWSON.

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