

**【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	93.3%	88.0%	89.6%	90.1%								
	(million yen)	204,916	193,528	196,512	205,762								
	Ave. Daily Sales per Store (Thousands of yen)	480	471	464	497								
	Number of Customers(Number)	697	639	616	694								
	Spending per Customer(Yen)	689	737	754	717								
Existing Stores	Sales	94.8%	88.5%	89.8%	94.2%								
	Number of Customers	92.3%	80.7%	79.2%	85.6%								
	Spending per Customer	102.7%	109.7%	113.3%	110.0%								

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

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
All Stores	Sales	93.2%	87.4%	89.1%	90.0%								
	(million yen)	194,517	182,820	185,684	195,723								
	Ave. Daily Sales per Store (Thousands of yen)	481	469	463	499								
	Number of Customers(Number)	689	627	604	685								
	Spending per Customer(Yen)	698	748	767	728								
Existing Stores	Sales	94.2%	87.4%	88.8%	93.8%								
	Number of Customers	92.0%	79.9%	78.3%	85.2%								
	Spending per Customer	102.4%	109.4%	113.3%	110.1%								

**(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%	100.4%								
	Number of Customers	97.1%	93.0%	92.5%	90.9%								
	Spending per Customer	107.4%	116.6%	117.2%	110.4%								

**■ 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%	112.0%								
	Sales	100.7%	106.3%	109.1%	108.0%								
Existing Stores	Number of Customers	89.8%	76.5%	78.6%	89.7%								
	Spending per Customer	112.2%	138.9%	138.8%	120.4%								

\*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	33	56	40	43									172	
	Closure*5	Closure	49	20	21	22									112
		Re-location	3	7	4	5									19
		Subtotal	52	27	25	27									131
	Net Increase	-19	29	15	16										41
Total Number of Stores in Japan		14,425	14,454	14,469	14,485									14,485	
Overseas	Total Number of Stores Overseas*6	2,836	2,853	2,905	2,979									2,979	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	Hokkaido	673	674	675	679									
	Tohoku	1,161	1,165	1,165	1,171									
	Kanto	4,743	4,747	4,747	4,755									
	Koshinetsu	532	533	533	537									
	Hokuriku	400	399	399	400									
	Tokai	1,325	1,330	1,331	1,329									
	Kinki	2,542	2,546	2,550	2,546									
	Chugoku	840	843	849	852									
	Shikoku	619	620	621	618									
	Kyushu	1,590	1,597	1,599	1,598									
Total Number of Stores in Japan		14,425	14,454	14,469	14,485									
Overseas	Shanghai and surrounding area (China)	1,488	1,492	1,519	1,542									
	Chongqing (China)	237	241	247	268									
	Dalian (China)	194	201	208	215									
	Beijing and surrounding area (China)	153	156	159	161									
	Shenyang(China)	27	29	33	39									
	Wuhan (China)	401	394	391	394									
	Hefei (China)	50	52	56	62									
	Changsha(China)	15	15	21	26									
	Indonesia*7	72	73	72	72									
	Hawaii (US)	2	2	2	2									
	Thailand	132	133	132	134									
	Philippines	65	65	65	64									
	Total Number of Stores Overseas*6		2,836	2,853	2,905	2,979								

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	13,071									
	Lawson, Inc.	NATURAL LAWSON	144	144	145	148								
	(Non-consolidated)	LAWSON STORE100	706	700	693	691								
	Lawson Kochi, Inc. (Equity method affiliates)		138	138	139	137								
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)		196	197	197	196								
	Lawson Okinawa, Inc. (Equity method affiliates)		240	240	242	242								
	Total Number of Stores in Japan		14,425	14,454	14,469	14,485								

◆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	42									162
	Closure*5	Closure	13	13	13	17								
Re-location		2	6	4	4									16
Subtotal		15	19	17	21									72
Net Increase		16	34	19	21									90
Number of Stores		13,145	13,179	13,198	13,219									13,219

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		673	674	675	679								
Tohoku		1,161	1,165	1,165	1,171								
Kanto		4,285	4,296	4,302	4,311								
Koshinetsu		532	533	533	537								
Hokuriku		400	399	399	400								
Tokai		1,230	1,234	1,235	1,233								
Kinki		2,389	2,393	2,398	2,395								
Chugoku		840	843	849	852								
Shikoku		481	482	482	481								
Kyushu		1,154	1,160	1,160	1,160								
Number of Stores		13,145	13,179	13,198	13,219								

◆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	0									2
Closure*5		36	7	8	2									53
Net Increase		-36	-6	-7	-2									-51
Number of Stores		706	700	693	691									691

■ 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	162									162

\*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 May, is revised and the number of Jun. includes some undetermined figures.

\*7 The number of stores in Indonesia of May, are revised, and that of Jun. 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.