

【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%	91.2%							
	(million yen)	204,916	193,528	196,512	205,762	208,558							
	Ave. Daily Sales per Store (Thousands of yen)	480	471	464	497	487							
	Number of Customers(Number)	697	639	616	694	678							
	Spending per Customer(Yen)	689	737	754	717	719							
Existing Stores	Sales	94.8%	88.5%	89.8%	94.2%	91.1%							
	Number of Customers	92.3%	80.7%	79.2%	85.6%	84.9%							
	Spending per Customer	102.7%	109.7%	113.3%	110.0%	107.3%							

(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%	91.4%							
	(million yen)	194,517	182,820	185,684	195,723	198,966							
	Ave. Daily Sales per Store (Thousands of yen)	481	469	463	499	489							
	Number of Customers(Number)	689	627	604	685	671							
	Spending per Customer(Yen)	698	748	767	728	730							
Existing Stores	Sales	94.2%	87.4%	88.8%	93.8%	90.9%							
	Number of Customers	92.0%	79.9%	78.3%	85.2%	84.8%							
	Spending per Customer	102.4%	109.4%	113.3%	110.1%	107.2%							

(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%	94.5%							
	Number of Customers	97.1%	93.0%	92.5%	90.9%	86.0%							
	Spending per Customer	107.4%	116.6%	117.2%	110.4%	109.8%							

■ 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%	111.5%							
	Sales	100.7%	106.3%	109.1%	108.0%	107.0%							
Existing Stores	Number of Customers	89.8%	76.5%	78.6%	89.7%	89.1%							
	Spending per Customer	112.2%	138.9%	138.8%	120.4%	120.1%							

*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	38								210	
	Closure*5	Closure	49	20	21	22	27								139
		Re-location	3	7	4	5	5								24
		Subtotal	52	27	25	27	32								163
	Net Increase	-19	29	15	16	6									47
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491								14,491	
Overseas	Total Number of Stores Overseas*6	2,836	2,853	2,905	2,978	3,044								3,044	

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	681								
	Tohoku	1,161	1,165	1,165	1,171	1,173								
	Kanto	4,743	4,747	4,747	4,755	4,753								
	Koshinetsu	532	533	533	537	537								
	Hokuriku	400	399	399	400	402								
	Tokai	1,325	1,330	1,331	1,329	1,329								
	Kinki	2,542	2,546	2,550	2,546	2,541								
	Chugoku	840	843	849	852	855								
	Shikoku	619	620	621	618	617								
	Kyushu	1,590	1,597	1,599	1,598	1,603								
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491								
Overseas	Shanghai and surrounding area (China)	1,488	1,492	1,519	1,542	1,570								
	Chongqing (China)	237	241	247	268	270								
	Dalian (China)	194	201	208	215	219								
	Beijing and surrounding area (China)	153	156	159	161	167								
	Shenyang (China)	27	29	33	39	46								
	Wuhan (China)	401	394	391	394	403								
	Hefei (China)	50	52	56	62	64								
	Changsha (China)	15	15	21	26	29								
	Indonesia*7	72	73	72	71	71								
	Hawaii (US)	2	2	2	2	2								
	Thailand	132	133	132	134	137								
	Philippines	65	65	65	64	66								
	Total Number of Stores Overseas*6		2,836	2,853	2,905	2,978	3,044							

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	13,078								
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	144	144	145	148	147							
		LAWSON STORE100	706	700	693	691	688							
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	139	137	137								
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	196	197	197	196	198								
	Lawson Okinawa, Inc. (Equity method affiliates)	240	240	242	242	243								
	Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491							

◆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	34								196
	Closure*5	13	13	13	17	24								80
Closure*5	Re-location	2	6	4	4	4								20
	Subtotal	15	19	17	21	28								100
Net Increase		16	34	19	21	6								96
Number of Stores		13,145	13,179	13,198	13,219	13,225								13,225

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		673	674	675	679	681							
Tohoku		1,161	1,165	1,165	1,171	1,173							
Kanto		4,285	4,296	4,302	4,311	4,310							
Koshinetsu		532	533	533	537	537							
Hokuriku		400	399	399	400	402							
Tokai		1,230	1,234	1,235	1,233	1,233							
Kinki		2,389	2,393	2,398	2,395	2,392							
Chugoku		840	843	849	852	855							
Shikoku		481	482	482	481	480							
Kyushu		1,154	1,160	1,160	1,160	1,162							
Number of Stores		13,145	13,179	13,198	13,219	13,225							

◆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	0								2
Closure*5		36	7	8	2	3								56
Net Increase		-36	-6	-7	-2	-3								-54
Number of Stores		706	700	693	691	688								688

■ 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								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 Jun. is revised and the number of Jul. includes some undetermined figures.

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