

【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
Existing Stores	Sales	94.8%	88.5%	89.8%	94.2%	91.1%	91.3%	94.5%					
	Number of Customers	92.3%	80.7%	79.2%	85.6%	84.9%	86.8%	86.6%					
	Spending per Customer	102.7%	109.7%	113.3%	110.0%	107.3%	105.1%	109.1%					
All Stores	Sales	93.3%	88.0%	89.6%	90.1%	91.2%	89.5%	91.2%					
	(million yen)	204,916	193,528	196,512	205,762	208,558	216,662	204,453					
	Ave. Daily Sales per Store (Thousands of yen)	480	471	464	497	487	506	493					
	Number of Customers(Number)	697	639	616	694	678	706	686					
Spending per Customer(Yen)		689	737	754	717	719	716	719					

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	94.2%	87.4%	88.8%	93.8%	90.9%	91.0%	94.5%					
	Number of Customers	92.0%	79.9%	78.3%	85.2%	84.8%	86.6%	86.6%					
	Spending per Customer	102.4%	109.4%	113.3%	110.1%	107.2%	105.1%	109.1%					
All Stores	Sales	93.2%	87.4%	89.1%	90.0%	91.4%	89.5%	91.4%					
	(million yen)	194,517	182,820	185,684	195,723	198,966	206,689	195,070					
	Ave. Daily Sales per Store (Thousands of yen)	481	469	463	499	489	508	495					
	Number of Customers(Number)	689	627	604	685	671	699	679					
Spending per Customer(Yen)		698	748	767	728	730	727	729					

(2)LAWSON STORE100 Business*1

(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%	96.8%	94.7%					
	Number of Customers	97.1%	93.0%	92.5%	90.9%	86.0%	90.5%	86.9%					
	Spending per Customer	107.4%	116.6%	117.2%	110.4%	109.8%	107.0%	109.0%					

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	100.7%	106.3%	109.1%	108.0%	107.0%	108.0%	105.6%					
	Number of Customers	89.8%	76.5%	78.6%	89.7%	89.1%	89.9%	89.9%					
	Spending per Customer	112.2%	138.9%	138.8%	120.4%	120.1%	120.1%	120.1%					
All Stores	Sales	104.0%	107.9%	110.3%	112.0%	111.5%	114.0%	113.1%					

*1 Existing stores: Figures of tickets and gift card etc. are not included.

*2 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.

*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	26	21						257	
	Closure*5	Closure	49	20	21	22	27	15	18						172
		Re-location	3	7	4	5	5	2	6						32
		Subtotal	52	27	25	27	32	17	24						204
	Net Increase	-19	29	15	16	6	9	-3							53
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497						14,497	
Overseas	Total Number of Stores Overseas*6	2,836	2,853	2,905	2,978	3,044	3,130	3,247						3,247	

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	683	682					
	Tohoku	1,161	1,165	1,165	1,171	1,173	1,176	1,176					
	Kanto	4,743	4,747	4,747	4,755	4,753	4,747	4,746					
	Koshinetsu	532	533	533	537	537	536	537					
	Hokuriku	400	399	399	400	402	402	401					
	Tokai	1,325	1,330	1,331	1,329	1,329	1,330	1,330					
	Kinki	2,542	2,546	2,550	2,546	2,541	2,542	2,539					
	Chugoku	840	843	849	852	855	857	857					
	Shikoku	619	620	621	618	617	620	621					
	Kyushu	1,590	1,597	1,599	1,598	1,603	1,607	1,608					
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497					
Overseas	Shanghai and surrounding area (China)	1,488	1,492	1,519	1,542	1,570	1,594	1,645					
	Chongqing (China)	237	241	247	268	270	284	302					
	Dalian (China)	194	201	208	215	219	219	227					
	Beijing and surrounding area (China)	153	156	159	161	167	180	191					
	Shenyang (China)	27	29	33	39	46	53	56					
	Wuhan (China)	401	394	391	394	403	414	424					
	Hefei (China)	50	52	56	62	64	73	82					
	Changsha (China)	15	15	21	26	29	37	44					
	Indonesia*7	72	73	72	71	71	68	68					
	Hawaii (US)	2	2	2	2	2	2	2					
	Thailand	132	133	132	134	137	140	140					
	Philippines	65	65	65	64	66	66	66					
	Total Number of Stores Overseas*6		2,836	2,853	2,905	2,978	3,044	3,130	3,247				

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	13,087	13,086					
	Lawson, Inc. (Non-consolidated)	144	144	145	148	147	146	146					
	LAWSON STORE100	706	700	693	691	688	687	685					
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	139	137	137	139	139					
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	196	197	197	196	198	198	198					
	Lawson Okinawa, Inc. (Equity method affiliates)	240	240	242	242	243	243	243					
	Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497				

◆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	24	19						239
	Closure*5	13	13	13	17	24	14	16						110
Closure*5	Re-location	2	6	4	4	4	2	4						26
	Subtotal	15	19	17	21	28	16	20						136
Net Increase		16	34	19	21	6	8	-1						103
Number of Stores		13,145	13,179	13,198	13,219	13,225	13,233	13,232						13,232

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	683	682					
Tohoku		1,161	1,165	1,165	1,171	1,173	1,176	1,176					
Kanto		4,285	4,296	4,302	4,311	4,310	4,305	4,306					
Koshinetsu		532	533	533	537	537	536	537					
Hokuriku		400	399	399	400	402	402	401					
Tokai		1,230	1,234	1,235	1,233	1,233	1,234	1,234					
Kinki		2,389	2,393	2,398	2,395	2,392	2,393	2,390					
Chugoku		840	843	849	852	855	857	857					
Shikoku		481	482	482	481	480	481	482					
Kyushu		1,154	1,160	1,160	1,160	1,162	1,166	1,167					
Number of Stores		13,145	13,179	13,198	13,219	13,225	13,233	13,232					

◆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	0	0						2
Closure*5		36	7	8	2	3	1	2						59
Net Increase		-36	-6	-7	-2	-3	-1	-2						-57
Number of Stores		706	700	693	691	688	687	685						685

■ 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	163						163

*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 Aug. is revised and the number of Sep. includes some undetermined figures.

*7 The number of stores in Indonesia of Aug. are revised, and that of Sep. 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.