

【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%	93.1%	95.3%			
	Number of Customers	92.3%	80.7%	79.2%	85.6%	84.9%	86.8%	86.6%	88.0%	88.4%			
	Spending per Customer	102.7%	109.7%	113.3%	110.0%	107.3%	105.1%	109.1%	105.8%	107.8%			
All Stores	Sales	93.3%	88.0%	89.6%	90.1%	91.2%	89.5%	91.2%	94.0%	97.3%			
	(million yen)	204,916	193,528	196,512	205,762	208,558	216,662	204,453	207,544	206,961			
	Ave. Daily Sales per Store (Thousands of yen)	480	471	464	497	487	506	493	484	499			
	Number of Customers(Number)	697	639	616	694	678	706	686	682	678			
	Spending per Customer(Yen)	689	737	754	717	719	716	719	709	736			

(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%	93.1%	95.4%			
	Number of Customers	92.0%	79.9%	78.3%	85.2%	84.8%	86.6%	86.6%	88.0%	88.5%			
	Spending per Customer	102.4%	109.4%	113.3%	110.1%	107.2%	105.1%	109.1%	105.8%	107.8%			
All Stores	Sales	93.2%	87.4%	89.1%	90.0%	91.4%	89.5%	91.4%	94.4%	97.8%			
	(million yen)	194,517	182,820	185,684	195,723	198,966	206,689	195,070	198,167	197,969			
	Ave. Daily Sales per Store (Thousands of yen)	481	469	463	499	489	508	495	486	502			
	Number of Customers(Number)	689	627	604	685	671	699	679	676	672			
	Spending per Customer(Yen)	698	748	767	728	730	727	729	720	748			

(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%	92.2%	94.4%			
	Number of Customers	97.1%	93.0%	92.5%	90.9%	86.0%	90.5%	86.9%	87.6%	87.9%			
	Spending per Customer	107.4%	116.6%	117.2%	110.4%	109.8%	107.0%	109.0%	105.2%	107.5%			

■ 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%	109.8%	105.2%			
	Number of Customers	89.8%	76.5%	78.6%	89.7%	89.1%	89.9%	89.9%	95.1%	91.0%			
	Spending per Customer	112.2%	138.9%	138.8%	120.4%	120.1%	120.1%	120.1%	115.4%	115.6%			
All Stores	Sales	104.0%	107.9%	110.3%	112.0%	111.5%	114.0%	113.1%	113.2%	109.2%			

*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	25	31				313	
	Closure*5	Closure	49	20	21	22	27	15	18	24	18				214
		Re-location	3	7	4	5	5	2	6	4	4				40
		Subtotal	52	27	25	27	32	17	24	28	22				254
	Net Increase	-19	29	15	16	6	9	-3	-3	9					59
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494	14,503				14,503	
Overseas	Total Number of Stores Overseas*6	2,836	2,853	2,905	2,978	3,044	3,130	3,247	3,342	3,435				3,435	

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	680	678			
	Tohoku	1,161	1,165	1,165	1,171	1,173	1,176	1,176	1,178	1,180			
	Kanto	4,743	4,747	4,747	4,755	4,753	4,747	4,746	4,744	4,749			
	Koshinetsu	532	533	533	537	537	536	537	537	541			
	Hokuriku	400	399	399	400	402	402	401	401	400			
	Tokai	1,325	1,330	1,331	1,329	1,329	1,330	1,330	1,330	1,327			
	Kinki	2,542	2,546	2,550	2,546	2,541	2,542	2,539	2,541	2,538			
	Chugoku	840	843	849	852	855	857	857	858	858			
	Shikoku	619	620	621	618	617	620	621	620	621			
	Kyushu	1,590	1,597	1,599	1,598	1,603	1,607	1,608	1,609	1,611			
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494	14,503			
Overseas	Shanghai and surrounding area (China)	1,488	1,492	1,519	1,542	1,570	1,594	1,645	1,696	1,746			
	Chongqing (China)	237	241	247	268	270	284	302	307	310			
	Dalian (China)	194	201	208	215	219	219	227	233	239			
	Beijing and surrounding area (China)	153	156	159	161	167	180	191	194	201			
	Shenyang(China)	27	29	33	39	46	53	56	66	69			
	Wuhan and surrounding area (China)	401	394	391	394	403	414	424	423	434			
	Hefei and surrounding area (China)	50	52	56	62	64	73	82	92	96			
	Changsha(China)	15	15	21	26	29	37	44	50	51			
	Hainan(China)	-	-	-	-	-	-	-	5	12			
	Indonesia*7	72	73	72	71	71	68	68	68	68			
	Hawaii (US)	2	2	2	2	2	2	2	2	2			
	Thailand	132	133	132	134	137	140	140	141	142			
	Philippines	65	65	65	64	66	66	66	65	65			
	Total Number of Stores Overseas*6		2,836	2,853	2,905	2,978	3,044	3,130	3,247	3,342	3,435		

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	13,086	13,092			
	NATURAL Lawson	144	144	145	148	147	146	146	145	145			
	LAWSON STORE100	706	700	693	691	688	687	685	683	685			
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	139	137	137	139	139	139	139			
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	196	197	197	196	198	198	198	198	198			
	Lawson Okinawa, Inc. (Equity method affiliates)	240	240	242	242	243	243	243	243	244			
	Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494	14,503		

◆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	24	27				290
Closure*5	Closure	13	13	13	17	24	14	16	22	17				149
	Re-location	2	6	4	4	4	2	4	3	4				33
	Subtotal	15	19	17	21	28	16	20	25	21				182
Net Increase		16	34	19	21	6	8	-1	-1	6				108
Number of Stores		13,145	13,179	13,198	13,219	13,225	13,233	13,232	13,231	13,237				13,237

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	680	678			
Tohoku		1,161	1,165	1,165	1,171	1,173	1,176	1,176	1,178	1,180			
Kanto		4,285	4,296	4,302	4,311	4,310	4,305	4,306	4,306	4,309			
Koshinetsu		532	533	533	537	537	536	537	537	541			
Hokuriku		400	399	399	400	402	402	401	401	400			
Tokai		1,230	1,234	1,235	1,233	1,233	1,234	1,234	1,230	1,231			
Kinki		2,389	2,393	2,398	2,395	2,392	2,393	2,390	2,392	2,389			
Chugoku		840	843	849	852	855	857	857	858	858			
Shikoku		481	482	482	481	480	481	482	481	482			
Kyushu		1,154	1,160	1,160	1,160	1,162	1,166	1,167	1,168	1,169			
Number of Stores		13,145	13,179	13,198	13,219	13,225	13,233	13,232	13,231	13,237			

◆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	0	2				4
Closure*5		36	7	8	2	3	1	2	2	0				61
Net Increase		-36	-6	-7	-2	-3	-1	-2	-2	2				-57
Number of Stores		706	700	693	691	688	687	685	683	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	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 Oct. is revised and the number of Nov. includes some undetermined figures.

*7 The number of stores in Indonesia of Oct. are revised, and that of Nov. 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.