

**【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%	94.3%		
	Number of Customers	92.3%	80.7%	79.2%	85.6%	84.9%	86.8%	86.6%	88.0%	88.4%	88.0%		
	Spending per Customer	102.7%	109.7%	113.3%	110.0%	107.3%	105.1%	109.1%	105.8%	107.8%	107.2%		
All Stores	Sales	93.3%	88.0%	89.6%	90.1%	91.2%	89.5%	91.2%	94.0%	97.3%	93.9%		
	(million yen)	204,916	193,528	196,512	205,762	208,558	216,662	204,453	207,544	206,961	214,644		
	Ave. Daily Sales per Store (Thousands of yen)	480	471	464	497	487	506	493	484	499	500		
	Number of Customers(Number)	697	639	616	694	678	706	686	682	678	659		
Spending per Customer(Yen)		689	737	754	717	719	716	719	709	736	758		

**(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%	94.2%		
	Number of Customers	92.0%	79.9%	78.3%	85.2%	84.8%	86.6%	86.6%	88.0%	88.5%	87.9%		
	Spending per Customer	102.4%	109.4%	113.3%	110.1%	107.2%	105.1%	109.1%	105.8%	107.8%	107.2%		
All Stores	Sales	93.2%	87.4%	89.1%	90.0%	91.4%	89.5%	91.4%	94.4%	97.8%	94.2%		
	(million yen)	194,517	182,820	185,684	195,723	198,966	206,689	195,070	198,167	197,969	205,062		
	Ave. Daily Sales per Store (Thousands of yen)	481	469	463	499	489	508	495	486	502	503		
	Number of Customers(Number)	689	627	604	685	671	699	679	676	672	653		
Spending per Customer(Yen)		698	748	767	728	730	727	729	720	748	770		

**(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%	96.7%		
	Number of Customers	97.1%	93.0%	92.5%	90.9%	86.0%	90.5%	86.9%	87.6%	87.9%	89.7%		
	Spending per Customer	107.4%	116.6%	117.2%	110.4%	109.8%	107.0%	109.0%	105.2%	107.5%	107.8%		

**■ 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%	106.9%		
	Number of Customers	89.8%	76.5%	78.6%	89.7%	89.1%	89.9%	89.9%	95.1%	91.0%	92.2%		
	Spending per Customer	112.2%	138.9%	138.8%	120.4%	120.1%	120.1%	120.1%	115.4%	115.6%	115.9%		
All Stores	Sales	104.0%	107.9%	110.3%	112.0%	111.5%	114.0%	113.1%	113.2%	109.2%	109.3%		

\*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	34			347	
	Closure*5	Closure	49	20	21	22	27	15	18	24	18	16			230
		Re-location	3	7	4	5	5	2	6	4	4	1			41
		Subtotal	52	27	25	27	32	17	24	28	22	17			271
	Net Increase	-19	29	15	16	6	9	-3	-3	9	17				76
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494	14,503	14,520			14,520	
Overseas	Total Number of Stores Overseas*6	2,836	2,853	2,905	2,978	3,044	3,130	3,247	3,342	3,434	3,531			3,531	

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	679		
	Tohoku	1,161	1,165	1,165	1,171	1,173	1,176	1,176	1,178	1,180	1,184		
	Kanto	4,743	4,747	4,747	4,755	4,753	4,747	4,746	4,744	4,749	4,749		
	Koshinetsu	532	533	533	537	537	536	537	537	541	541		
	Hokuriku	400	399	399	400	402	402	401	401	400	399		
	Tokai	1,325	1,330	1,331	1,329	1,329	1,330	1,330	1,326	1,327	1,329		
	Kinki	2,542	2,546	2,550	2,546	2,541	2,542	2,539	2,541	2,538	2,543		
	Chugoku	840	843	849	852	855	857	857	858	858	858		
	Shikoku	619	620	621	618	617	620	621	620	621	623		
	Kyushu	1,590	1,597	1,599	1,598	1,603	1,607	1,608	1,609	1,611	1,615		
Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494	14,503	14,520		
Overseas	Shanghai and surrounding area (China)	1,488	1,492	1,519	1,542	1,570	1,594	1,645	1,696	1,746	1,761		
	Chongqing (China)	237	241	247	268	270	284	302	307	310	333		
	Dalian (China)	194	201	208	215	219	219	227	233	239	244		
	Beijing and surrounding area (China)	153	156	159	161	167	180	191	194	201	215		
	Shenyang(China)	27	29	33	39	46	53	56	66	69	74		
	Wuhan and surrounding area (China)	401	394	391	394	403	414	424	423	434	442		
	Hefei and surrounding area (China)	50	52	56	62	64	73	82	92	96	107		
	Changsha(China)	15	15	21	26	29	37	44	50	51	60		
	Hainan(China)	-	-	-	-	-	-	-	5	12	20		
	Indonesia*7	72	73	72	71	71	68	68	68	67	67		
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2		
	Thailand	132	133	132	134	137	140	140	141	142	142		
	Philippines	65	65	65	64	66	66	66	65	65	64		
	Total Number of Stores Overseas*6		2,836	2,853	2,905	2,978	3,044	3,130	3,247	3,342	3,434	3,531	

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	13,108		
	NATURAL Lawson	144	144	145	148	147	146	146	145	145	145		
	LAWSON STORE100	706	700	693	691	688	687	685	683	685	684		
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	139	137	137	139	139	139	139	139		
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	196	197	197	196	198	198	198	198	198	199		
	Lawson Okinawa, Inc. (Equity method affiliates)	240	240	242	242	243	243	243	243	244	245		
	Total Number of Stores in Japan		14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494	14,503	14,520	

◆LAWSON Business of Lawson, Inc.\*9

Number of Stores		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL	
Opening*5	Opening*5	31	53	36	42	34	24	19	24	27	32			322	
	Closure*5	Closure	13	13	13	17	24	14	16	22	17	15			164
		Re-location	2	6	4	4	4	2	4	3	4	1			34
		Subtotal	15	19	17	21	28	16	20	25	21	16			198
	Net Increase	16	34	19	21	6	8	-1	-1	6	16				124
Number of Stores		13,145	13,179	13,198	13,219	13,225	13,233	13,232	13,231	13,237	13,253			13,253	

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	679		
Tohoku		1,161	1,165	1,165	1,171	1,173	1,176	1,176	1,178	1,180	1,184		
Kanto		4,285	4,296	4,302	4,311	4,310	4,305	4,306	4,306	4,309	4,309		
Koshinetsu		532	533	533	537	537	536	537	537	541	541		
Hokuriku		400	399	399	400	402	402	401	401	400	399		
Tokai		1,230	1,234	1,235	1,233	1,233	1,234	1,234	1,230	1,231	1,234		
Kinki		2,389	2,393	2,398	2,395	2,392	2,393	2,390	2,392	2,389	2,394		
Chugoku		840	843	849	852	855	857	857	858	858	858		
Shikoku		481	482	482	481	480	481	482	481	482	484		
Kyushu		1,154	1,160	1,160	1,160	1,162	1,166	1,167	1,168	1,169	1,171		
Number of Stores		13,145	13,179	13,198	13,219	13,225	13,233	13,232	13,231	13,237	13,253		

◆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	0			4
Closure*5		36	7	8	2	3	1	2	2	0	1			62
Net Increase		-36	-6	-7	-2	-3	-1	-2	-2	2	-1			-58
Number of Stores		706	700	693	691	688	687	685	683	685	684			684

■ 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			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 Nov. is revised and the number of Dec. includes some undetermined figures.

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