

**【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%   | 92.9%   |     |
|                            | Number of Customers                           | 92.3%   | 80.7%   | 79.2%   | 85.6%   | 84.9%   | 86.8%   | 86.6%   | 88.0%   | 88.4%   | 88.0%   | 84.5%   |     |
|                            | Spending per Customer                         | 102.7%  | 109.7%  | 113.3%  | 110.0%  | 107.3%  | 105.1%  | 109.1%  | 105.8%  | 107.8%  | 107.2%  | 110.0%  |     |
| All Stores                 | Sales   | 93.3%   | 88.0%   | 89.6%   | 90.1%   | 91.2%   | 89.5%   | 91.2%   | 94.0%   | 97.3%   | 93.9%   | 93.3%   |     |
|                            | (million yen)                                 | 204,916 | 193,528 | 196,512 | 205,762 | 208,558 | 216,662 | 204,453 | 207,544 | 206,961 | 214,644 | 196,971 |     |
|                            | Ave. Daily Sales per Store (Thousands of yen) | 480     | 471     | 464     | 497     | 487     | 506     | 493     | 484     | 499     | 500     | 460     |     |
|                            | Number of Customers(Number)                   | 697     | 639     | 616     | 694     | 678     | 706     | 686     | 682     | 678     | 659     | 599     |     |
| Spending per Customer(Yen) |   | 689     | 737     | 754     | 717     | 719     | 716     | 719     | 709     | 736     | 758     | 768     |     |

**(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%   | 92.7%   |     |
|                            | Number of Customers                           | 92.0%   | 79.9%   | 78.3%   | 85.2%   | 84.8%   | 86.6%   | 86.6%   | 88.0%   | 88.5%   | 87.9%   | 84.3%   |     |
|                            | Spending per Customer                         | 102.4%  | 109.4%  | 113.3%  | 110.1%  | 107.2%  | 105.1%  | 109.1%  | 105.8%  | 107.8%  | 107.2%  | 110.1%  |     |
| All Stores                 | Sales   | 93.2%   | 87.4%   | 89.1%   | 90.0%   | 91.4%   | 89.5%   | 91.4%   | 94.4%   | 97.8%   | 94.2%   | 93.4%   |     |
|                            | (million yen)                                 | 194,517 | 182,820 | 185,684 | 195,723 | 198,966 | 206,689 | 195,070 | 198,167 | 197,969 | 205,062 | 187,977 |     |
|                            | Ave. Daily Sales per Store (Thousands of yen) | 481     | 469     | 463     | 499     | 489     | 508     | 495     | 486     | 502     | 503     | 462     |     |
|                            | Number of Customers(Number)                   | 689     | 627     | 604     | 685     | 671     | 699     | 679     | 676     | 672     | 653     | 592     |     |
| Spending per Customer(Yen) |   | 698     | 748     | 767     | 728     | 730     | 727     | 729     | 720     | 748     | 770     | 780     |     |

**(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%  | 97.2%  |     |
|                 | Number of Customers   | 97.1%  | 93.0%  | 92.5%  | 90.9%  | 86.0%  | 90.5%  | 86.9%  | 87.6%  | 87.9%  | 89.7%  | 88.5%  |     |
|                 | Spending per Customer | 107.4% | 116.6% | 117.2% | 110.4% | 109.8% | 107.0% | 109.0% | 105.2% | 107.5% | 107.8% | 109.8% |     |

**■ 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% | 106.8% |     |
|                 | Number of Customers   | 89.8%  | 76.5%  | 78.6%  | 89.7%  | 89.1%  | 89.9%  | 89.9%  | 95.1%  | 91.0%  | 92.2%  | 87.8%  |     |
|                 | Spending per Customer | 112.2% | 138.9% | 138.8% | 120.4% | 120.1% | 120.1% | 120.1% | 115.4% | 115.6% | 115.9% | 121.7% |     |
| All Stores      | Sales                 | 104.0% | 107.9% | 110.3% | 112.0% | 111.5% | 114.0% | 113.1% | 113.2% | 109.2% | 109.3% | 108.9% |     |

\*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     | 19     |     | 366    |     |
|                                 | Closure*5                         | Closure     | 49     | 20     | 21     | 22     | 27     | 15     | 18     | 24     | 18     | 16     | 13  |        | 243 |
|                                 |                                   | Re-location | 3      | 7      | 4      | 5      | 5      | 2      | 6      | 4      | 4      | 1      | 2   |        | 43  |
|                                 |                                   | Subtotal    | 52     | 27     | 25     | 27     | 32     | 17     | 24     | 28     | 22     | 17     | 15  |        | 286 |
|                                 | Net Increase                      | -19         | 29     | 15     | 16     | 6      | 9      | -3     | -3     | 9      | 17     | 4      |     |        | 80  |
| 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 | 14,524 |     | 14,524 |     |
| 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  | 3,532  | 3,586  |     | 3,586  |     |

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    | 679    |       |
|                                 | Tohoku                                | 1,161  | 1,165  | 1,165  | 1,171  | 1,173  | 1,176  | 1,176  | 1,178  | 1,180  | 1,184  | 1,183  |       |
|                                 | Kanto                                 | 4,743  | 4,747  | 4,747  | 4,755  | 4,753  | 4,747  | 4,746  | 4,744  | 4,749  | 4,749  | 4,750  |       |
|                                 | Koshinetsu                            | 532    | 533    | 533    | 537    | 537    | 536    | 537    | 537    | 541    | 541    | 541    |       |
|                                 | Hokuriku                              | 400    | 399    | 399    | 400    | 402    | 402    | 401    | 401    | 400    | 399    | 398    |       |
|                                 | Tokai                                 | 1,325  | 1,330  | 1,331  | 1,329  | 1,329  | 1,330  | 1,330  | 1,326  | 1,327  | 1,329  | 1,327  |       |
|                                 | Kinki                                 | 2,542  | 2,546  | 2,550  | 2,546  | 2,541  | 2,542  | 2,539  | 2,541  | 2,538  | 2,543  | 2,550  |       |
|                                 | Chugoku                               | 840    | 843    | 849    | 852    | 855    | 857    | 857    | 858    | 858    | 858    | 860    |       |
|                                 | Shikoku                               | 619    | 620    | 621    | 618    | 617    | 620    | 621    | 620    | 621    | 623    | 623    |       |
|                                 | Kyushu                                | 1,590  | 1,597  | 1,599  | 1,598  | 1,603  | 1,607  | 1,608  | 1,609  | 1,611  | 1,615  | 1,613  |       |
| 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 | 14,524 |       |
| 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  | 1,803  |       |
|                                 | Chongqing (China)                     | 237    | 241    | 247    | 268    | 270    | 284    | 302    | 307    | 310    | 333    | 336    |       |
|                                 | Dalian (China)                        | 194    | 201    | 208    | 215    | 219    | 219    | 227    | 233    | 239    | 244    | 248    |       |
|                                 | Beijing and surrounding area (China)  | 153    | 156    | 159    | 161    | 167    | 180    | 191    | 194    | 201    | 215    | 214    |       |
|                                 | Shenyang(China)                       | 27     | 29     | 33     | 39     | 46     | 53     | 56     | 66     | 69     | 74     | 77     |       |
|                                 | Wuhan and surrounding area (China)    | 401    | 394    | 391    | 394    | 403    | 414    | 424    | 423    | 434    | 442    | 439    |       |
|                                 | Hefei and surrounding area (China)    | 50     | 52     | 56     | 62     | 64     | 73     | 82     | 92     | 96     | 107    | 106    |       |
|                                 | Changsha(China)                       | 15     | 15     | 21     | 26     | 29     | 37     | 44     | 50     | 51     | 60     | 63     |       |
|                                 | Hainan(China)                         | -      | -      | -      | -      | -      | -      | -      | 5      | 12     | 20     | 22     |       |
|                                 | Indonesia*7                           | 72     | 73     | 72     | 71     | 71     | 68     | 68     | 68     | 67     | 68     | 68     |       |
|                                 | Hawaii (US)                           | 2      | 2      | 2      | 2      | 2      | 2      | 2      | 2      | 2      | 2      | 2      |       |
|                                 | Thailand                              | 132    | 133    | 132    | 134    | 137    | 140    | 140    | 141    | 142    | 142    | 141    |       |
|                                 | Philippines                           | 65     | 65     | 65     | 64     | 66     | 66     | 66     | 65     | 65     | 64     | 67     |       |
|                                 | Total Number of Stores Overseas*6     |        | 2,836  | 2,853  | 2,905  | 2,978  | 3,044  | 3,130  | 3,247  | 3,342  | 3,434  | 3,532  | 3,586 |

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 | 13,114 |        |
|       | NATURAL Lawson  | 144    | 144    | 145    | 148    | 147    | 146    | 146    | 145    | 145    | 145    | 144    |        |
|       | LAWSON STORE100                                       | 706    | 700    | 693    | 691    | 688    | 687    | 685    | 683    | 685    | 684    | 682    |        |
|       | Lawson Kochi, Inc. (Equity method affiliates)         | 138    | 138    | 139    | 137    | 137    | 139    | 139    | 139    | 139    | 139    | 139    |        |
|       | Lawson Minami-Kyushu, Inc. (Equity method affiliates) | 196    | 197    | 197    | 196    | 198    | 198    | 198    | 198    | 198    | 199    | 199    |        |
|       | Lawson Okinawa, Inc. (Equity method affiliates)       | 240    | 240    | 242    | 242    | 243    | 243    | 243    | 243    | 244    | 245    | 246    |        |
|       | 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 | 14,524 |

◆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     | 18     |     | 340    |     |
|                  | Closure*5    | Closure     | 13     | 13     | 13     | 17     | 24     | 14     | 16     | 22     | 17     | 15     | 11  |        | 175 |
|                  |              | Re-location | 2      | 6      | 4      | 4      | 4      | 2      | 4      | 3      | 4      | 1      | 2   |        | 36  |
|                  |              | Subtotal    | 15     | 19     | 17     | 21     | 28     | 16     | 20     | 25     | 21     | 16     | 13  |        | 211 |
|                  | Net Increase | 16          | 34     | 19     | 21     | 6      | 8      | -1     | -1     | 6      | 16     | 5      |     | 129    |     |
| Number of Stores |              | 13,145      | 13,179 | 13,198 | 13,219 | 13,225 | 13,233 | 13,232 | 13,231 | 13,237 | 13,253 | 13,258 |     | 13,258 |     |

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    | 679    |        |     |
| Tohoku           | 1,161 | 1,165  | 1,165  | 1,171  | 1,173  | 1,176  | 1,176  | 1,178  | 1,180  | 1,184  | 1,183  |        |     |
| Kanto            | 4,285 | 4,296  | 4,302  | 4,311  | 4,310  | 4,305  | 4,306  | 4,306  | 4,309  | 4,309  | 4,312  |        |     |
| Koshinetsu       | 532   | 533    | 533    | 537    | 537    | 536    | 537    | 537    | 541    | 541    | 541    |        |     |
| Hokuriku         | 400   | 399    | 399    | 400    | 402    | 402    | 401    | 401    | 400    | 399    | 398    |        |     |
| Tokai            | 1,230 | 1,234  | 1,235  | 1,233  | 1,233  | 1,234  | 1,234  | 1,230  | 1,231  | 1,234  | 1,232  |        |     |
| Kinki            | 2,389 | 2,393  | 2,398  | 2,395  | 2,392  | 2,393  | 2,390  | 2,392  | 2,389  | 2,394  | 2,401  |        |     |
| Chugoku          | 840   | 843    | 849    | 852    | 855    | 857    | 857    | 858    | 858    | 858    | 860    |        |     |
| Shikoku          | 481   | 482    | 482    | 481    | 480    | 481    | 482    | 481    | 482    | 484    | 484    |        |     |
| Kyushu           | 1,154 | 1,160  | 1,160  | 1,160  | 1,162  | 1,166  | 1,167  | 1,168  | 1,169  | 1,171  | 1,168  |        |     |
| Number of Stores |       | 13,145 | 13,179 | 13,198 | 13,219 | 13,225 | 13,233 | 13,232 | 13,231 | 13,237 | 13,253 | 13,258 |     |

◆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   | 0   | 2   | 0   | 0   |     | 4     |
| Closure*5        | 36  | 7   | 8   | 2   | 3   | 1   | 2   | 2   | 2   | 0   | 1   | 2   |     | 64    |
| Net Increase     | -36 | -6  | -7  | -2  | -3  | -1  | -2  | -2  | -2  | 2   | -1  | -2  |     | -60   |
| Number of Stores |     | 706 | 700 | 693 | 691 | 688 | 687 | 685 | 683 | 685 | 684 | 682 |     | 682   |

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

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