

【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%	96.4%
	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%	88.1%
	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%	109.4%
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%	92.7%
	(million yen)	204,916	193,528	196,512	205,762	208,558	216,662	204,453	207,544	206,961	214,644	196,971	184,218
	Ave. Daily Sales per Store (Thousands of yen)	480	471	464	497	487	506	493	484	499	500	460	476
	Number of Customers(Number)	697	639	616	694	678	706	686	682	678	659	599	642
Spending per Customer(Yen)		689	737	754	717	719	716	719	709	736	758	768	742

(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%	96.5%
	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%	88.2%
	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%	109.5%
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%	93.1%
	(million yen)	194,517	182,820	185,684	195,723	198,966	206,689	195,070	198,167	197,969	205,062	187,977	175,984
	Ave. Daily Sales per Store (Thousands of yen)	481	469	463	499	489	508	495	486	502	503	462	479
	Number of Customers(Number)	689	627	604	685	671	699	679	676	672	653	592	636
Spending per Customer(Yen)		698	748	767	728	730	727	729	720	748	770	780	753

(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%	93.2%
	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%	86.9%
	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%	107.2%

■ 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%	106.0%
	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%	90.4%
	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%	117.2%
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%	107.9%

*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	7	373	
	Closure*5	Closure	49	20	21	22	27	15	18	24	18	16	13	50	293
		Re-location	3	7	4	5	5	2	6	4	4	1	2	5	48
		Subtotal	52	27	25	27	32	17	24	28	22	17	15	55	341
	Net Increase	-19	29	15	16	6	9	-3	-3	9	17	4	-48	32	
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	14,476	14,476	
Overseas		2,836	2,853	2,905	2,978	3,044	3,130	3,247	3,342	3,434	3,532	3,586	3,621	3,621	

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	679
	Tohoku	1,161	1,165	1,165	1,171	1,173	1,176	1,176	1,178	1,180	1,184	1,183	1,181
	Kanto	4,743	4,747	4,747	4,755	4,753	4,747	4,746	4,744	4,749	4,749	4,750	4,733
	Koshinetsu	532	533	533	537	537	536	537	537	541	541	541	541
	Hokuriku	400	399	399	400	402	402	401	401	400	399	398	396
	Tokai	1,325	1,330	1,331	1,329	1,329	1,330	1,330	1,326	1,327	1,329	1,327	1,324
	Kinki	2,542	2,546	2,550	2,546	2,541	2,542	2,539	2,541	2,538	2,543	2,550	2,541
	Chugoku	840	843	849	852	855	857	857	858	858	858	860	853
	Shikoku	619	620	621	618	617	620	621	620	621	623	623	618
	Kyushu	1,590	1,597	1,599	1,598	1,603	1,607	1,608	1,609	1,611	1,615	1,613	1,610
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	14,476
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	1,826
	Chongqing (China)	237	241	247	268	270	284	302	307	310	333	336	341
	Dalian (China)	194	201	208	215	219	219	227	233	239	244	248	249
	Beijing and surrounding area (China)	153	156	159	161	167	180	191	194	201	215	214	215
	Shenyang(China)	27	29	33	39	46	53	56	66	69	74	77	78
	Wuhan and surrounding area (China)	401	394	391	394	403	414	424	423	434	442	439	441
	Hefei and surrounding area (China)	50	52	56	62	64	73	82	92	96	107	106	106
	Changsha(China)	15	15	21	26	29	37	44	50	51	60	63	65
	Hainan(China)	-	-	-	-	-	-	-	5	12	20	22	23
	Indonesia*7	72	73	72	71	71	68	68	68	67	68	68	68
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2	2	2
	Thailand	132	133	132	134	137	140	140	141	142	142	141	140
	Philippines	65	65	65	64	66	66	66	65	65	64	67	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	13,071
	Lawson, Inc. (Non-consolidated)	144	144	145	148	147	146	146	145	145	145	144	143
	NATURAL LAWSON	706	700	693	691	688	687	685	683	685	684	682	679
	LAWSON STORE100	138	138	139	137	137	139	139	139	139	139	139	139
	Lawson Koshi, Inc. (Equity method affiliates)	196	197	197	196	198	198	198	198	198	199	199	199
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	240	240	242	242	243	243	243	244	245	245	246	245
	Lawson Okinawa, Inc. (Equity method affiliates)	14,425	14,454	14,469	14,485	14,491	14,500	14,497	14,494	14,503	14,520	14,524	14,476
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	14,476

◆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	32	18	6	346
Closure*5	Closure	13	13	13	17	24	14	16	22	17	15	11	45	220
	Re-location	2	6	4	4	4	2	4	3	4	1	2	5	41
	Subtotal	15	19	17	21	28	16	20	25	21	16	13	50	261
Net Increase		16	34	19	21	6	8	-1	-1	6	16	5	-44	85
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	13,214	13,214

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	679
Tohoku		1,161	1,165	1,165	1,171	1,173	1,176	1,176	1,178	1,180	1,184	1,183	1,181
Kanto		4,285	4,296	4,302	4,311	4,310	4,305	4,306	4,306	4,309	4,309	4,312	4,297
Koshinetsu		532	533	533	537	537	536	537	537	541	541	541	541
Hokuriku		400	399	399	400	402	402	401	401	400	399	398	396
Tokai		1,230	1,234	1,235	1,233	1,233	1,234	1,234	1,230	1,231	1,234	1,232	1,229
Kinki		2,389	2,393	2,398	2,395	2,392	2,393	2,390	2,392	2,389	2,394	2,401	2,393
Chugoku		840	843	849	852	855	857	857	858	858	858	860	853
Shikoku		481	482	482	481	480	481	482	481	482	484	484	479
Kyushu		1,154	1,160	1,160	1,160	1,162	1,166	1,167	1,168	1,169	1,171	1,168	1,166
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	13,214

◆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	0	0	4
Closure*5		36	7	8	2	3	1	2	2	0	1	2	3	67
Net Increase		-36	-6	-7	-2	-3	-1	-2	-2	2	-1	-2	-3	-63
Number of Stores		706	700	693	691	688	687	685	683	685	684	682	679	679

■ 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	164	164

*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 Jan. is revised and the number of Feb. includes some undetermined figures.

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