

【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	98.7%	103.1%										
	Number of Customers	93.6%	104.0%										
	Spending per Customer	105.5%	99.1%										
All Stores	Sales	100.5%	105.3%										
	(million yen)	206,015	203,692										
	Ave. Daily Sales per Store (Thousands of yen)	480	489										
	Number of Customers(Number)	655	667										
	Spending per Customer(Yen)	733	733										

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	99.2%	104.2%										
	Number of Customers	94.0%	105.0%										
	Spending per Customer	105.6%	99.3%										
All Stores	Sales	101.3%	106.6%										
	(million yen)	197,032	194,804										
	Ave. Daily Sales per Store (Thousands of yen)	483	492										
	Number of Customers(Number)	650	661										
	Spending per Customer(Yen)	744	744										

(2)LAWSON STORE100 Business*1

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	89.6%	85.0%										
	Number of Customers	87.7%	90.3%										
	Spending per Customer	102.1%	94.1%										

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	104.6%	104.5%										
	Number of Customers	103.0%	123.9%										
	Spending per Customer	101.6%	84.4%										
All Stores	Sales	108.5%	107.2%										

*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.

