# [Sales]

#### ■Convenience Store Business in Japan Lawson, Inc. (Non-consolidated) \*1\*2

Spending per Customer(Yen)

Spending per Customer(Yen)

733

744

733

744

Lawson, Ind	c. (Non-consoli	dated) *1*2												(YOY)
			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
	Sales		98.7%	103.1%										
Existing Stores	Number of Cus	nber of Customers  nding per Customer		104.0%										
	Spending per C	Customer	105.5%	99.1%										
	Sales		100.5%	105.3%										
	Sales	(million yen)	206,015	203,692										
All Stores	Ave. Daily Sales per S	tore (Thousands of yen)	480	489										
	Number of Cus	tomers(Number)	655	667										

(1)LAWS	ON Business *	1*2*3												(YOY)
			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
	Sales		99.2%	104.2%										
Existing Stores	Number of Cu	stomers	94.0%	105.0%										
	Spending per	Customer	105.6%	99.3%										
	Calaa		101.3%	106.6%										
	Sales	(million yen)	197,032	194,804										
All Stores	Ave. Daily Sales per S	Store (Thousands of yen)	483	492										
	Number of Cu	stomers(Number)	650	661										

(2)LAWSC	N STORE100 Business*1												(YOY)
		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
	Sales	89.6%	85.0%										
Existing Stores	Number of Customers	87.7%	90.3%										
	Spending per Customer	102.1%	94.1%										

■Seijo Ishi	ii Business*4												(YOY)
		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
	Sales	104.6%	104.5%										
Existing Stores	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.

### ■Convenience Store Business

# Number of Stores

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
	Opening*5		62	86											148
		Closure	17	15											32
lanan	Closure*5	Re-location	4	3											7
Japan		Subtotal	21	18											39
	Net Increase		41	68											109
	Total Number o	f Stores in Japan	14,517	14,585											14,585
Overseas	Total Number of S	Stores Overseas*6	3,706	3,814											3,814

#### Number of Stores by Region and Prefecture

	Number of Stores by Region an	a Prefecti											
		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
	Hokkaido	679	678										
	Tohoku	1,183	1,183										
	Kanto	4,745	4,749										
	Koshinetsu	542	539										
	Hokuriku	399	401										
Japan	Tokai	1,325	1,324										
	Kinki	2,545	2,548										
	Chugoku	869	918										
	Shikoku	619	620										
	Kyushu	1,611	1,625										
	Total Number of Stores in Japan	14,517	14,585										
	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	1,855	1,909										
	Chongqing	353	368										
	Liaoning (Shenyang, Dalian)	339	354										
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220	228										
	Hubei (including Wuhan)	449	451										
Overseas	Anhui (including Hefei)	117	121										
	Hunan (Changsha)	68	73										
	Hainan (Haikou)	27	32										
	Indonesia*7	69	69										
	Hawaii (US)	2	2										
	Thailand	140	142										
	Philippines	67	65										
	Total Number of Stores Overseas*6	3,706	3,814										

#### Number of Stores by Company (Japan)

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
		LAWSON	13,117	13,181										
	Lawoon, mo.	NATURAL LAWSON		141										
	(Non-consolidated)	LAWSON STORE100	675	675										
Japan	Lawson Kochi, Inc. (E	quity method affiliates)	139	139										
	Lawson Minami–Kyushu, Ir	nc. (Equity method affiliates)	199	201										
	Lawson Okinawa, Inc. (	Equity method affiliates)	246	248										
	Total Number o	f Stores in Japan	14,517	14,585										

## **♦LAWSON Business of Lawson, Inc.**\*8

## Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	JAN	FEB	TOTAL
Opening*5		60	81											141
	Closure	12	14											26
Closure*5	Re-location	4	3											7
	Subtotal	16	17											33
Net Increase		44	64											108
Number	r of Stores	13,258	13,322											13,322

# Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC	JAN	FEB
Hokkaido	679	678										
Tohoku	1,183	1,183										
Kanto	4,312	4,316										
Koshinetsu	542	539										
Hokuriku	399	401										
Tokai	1,230	1,229										
Kinki	2,398	2,401										
Chugoku	869	918										
Shikoku	480	481										
Kyushu	1,166	1,176										
Number of Stores	13,258	13,322										

## ♦ LAWSON STORE100 Business of Lawson, Inc.

Number of Stores													
	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5	1	1											2
Closure*5	5	1											6
Net Increase	-4	0											-4
Number of Stores	675	675											675

# ■Seijo Ishii Business\*9

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan	164	165											165

- \*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 Mar. is revised and the number of Apr. includes some undetermined figures.
- \*7 The number of stores in Indonesia of Mar. are revised, and that of Apr. is not updated.
- $\ensuremath{*8}$  LAWSON Business includes LAWSON and NATURAL LAWSON.
- \*9 As for Seijo Ishii Business, the numbers of franchise stores and restaurants are not included.