

**【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%	103.4%									
	Number of Customers	93.6%	104.0%	104.6%									
	Spending per Customer	105.5%	99.1%	98.9%									
All Stores	Sales	100.5%	105.3%	105.0%									
	(million yen)	206,015	203,692	206,393									
	Ave. Daily Sales per Store (Thousands of yen)	480	489	479									
	Number of Customers(Number)	655	667	647									
	Spending per Customer(Yen)	733	733	741									

(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%	104.5%									
	Number of Customers	94.0%	105.0%	105.8%									
	Spending per Customer	105.6%	99.3%	98.8%									
All Stores	Sales	101.3%	106.6%	106.2%									
	(million yen)	197,032	194,804	197,245									
	Ave. Daily Sales per Store (Thousands of yen)	483	492	482									
	Number of Customers(Number)	650	661	641									
	Spending per Customer(Yen)	744	744	752									

(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%	86.0%									
	Number of Customers	87.7%	90.3%	88.6%									
	Spending per Customer	102.1%	94.1%	97.0%									

■ Seijo Ishii Business\*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	104.6%	104.5%	104.9%									
	Number of Customers	103.0%	123.9%	118.2%									
	Spending per Customer	101.6%	84.4%	88.7%									
All Stores	Sales	108.5%	107.2%	107.5%									

\*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	62	86	42										190	
	Closure*5	Closure	17	15	9										41
		Re-location	4	3	6										13
		Subtotal	21	18	15										54
	Net Increase	41	68	27											136
Total Number of Stores in Japan		14,517	14,585	14,612										14,612	
Overseas	Total Number of Stores Overseas*6	3,706	3,813	3,920										3,920	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	679	678	679									
	Tohoku	1,183	1,183	1,185									
	Kanto	4,745	4,749	4,749									
	Koshinetsu	542	539	539									
	Hokuriku	399	401	400									
	Tokai	1,325	1,324	1,324									
	Kinki	2,545	2,548	2,549									
	Chugoku	869	918	926									
	Shikoku	619	620	619									
	Kyushu	1,611	1,625	1,642									
	Total Number of Stores in Japan		14,517	14,585	14,612								
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	1,855	1,909	1,945									
	Chongqing	353	368	383									
	Liaoning (Shenyang, Dalian)	339	354	373									
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220	228	237									
	Hubei (including Wuhan)	449	451	458									
	Anhui (including Hefei)	117	121	126									
	Hunan (Changsha)	68	73	80									
	Hainan (Haikou)	27	32	38									
	Indonesia*7	69	68	68									
	Hawaii (US)	2	2	2									
	Thailand	140	142	144									
	Philippines	67	65	66									
	Total Number of Stores Overseas*6		3,706	3,813	3,920								

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	LAWSON	13,117	13,181	13,208										
	Lawson, Inc. (Non-consolidated)	NATURAL LAWSON	141	141	141									
		LAWSON STORE100	675	675	674									
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139										
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	199	201	201										
	Lawson Okinawa, Inc. (Equity method affiliates)	246	248	249										
	Total Number of Stores in Japan		14,517	14,585	14,612									

◆LAWSON Business of Lawson, Inc.\*8

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		60	81	41										182
	Closure*5	Closure	12	14	8									
Re-location		4	3	6										13
Subtotal		16	17	14										47
Net Increase		44	64	27										135
Number of Stores		13,258	13,322	13,349										13,349

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		679	678	679									
Tohoku		1,183	1,183	1,185									
Kanto		4,312	4,316	4,317									
Koshinetsu		542	539	539									
Hokuriku		399	401	400									
Tokai		1,230	1,229	1,229									
Kinki		2,398	2,401	2,402									
Chugoku		869	918	926									
Shikoku		480	481	480									
Kyushu		1,166	1,176	1,192									
Number of Stores		13,258	13,322	13,349									

◆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	0										2
Closure*5		5	1	1										7
Net Increase		-4	0	-1										-5
Number of Stores		675	675	674										674

■ 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	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 Apr. is revised and the number of May. includes some undetermined figures.

\*7 The number of stores in Indonesia of Apr. are revised, and that of May. is not updated.

\*8 LAWSON Business includes LAWSON and NATURAL LAWSON.

\*9 As for Seijo Ishii Business, the numbers of franchise stores and restaurants are not included.