

【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%											
	Number of Customers	93.6%											
	Spending per Customer	105.5%											
All Stores	Sales	100.5%											
	(million yen)	206,015											
	Ave. Daily Sales per Store (Thousands of yen)	480											
	Number of Customers(Number)	655											
	Spending per Customer(Yen)	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%											
	Number of Customers	94.0%											
	Spending per Customer	105.6%											
All Stores	Sales	101.3%											
	(million yen)	197,032											
	Ave. Daily Sales per Store (Thousands of yen)	483											
	Number of Customers(Number)	650											
	Spending per Customer(Yen)	744											

(2)LAWSON STORE100 Business*1

(YOY)

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

■ Seijo Ishii Business*4

(YOY)

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

*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												62	
	Closure*5	Closure	17												17
		Re-location	4												4
		Subtotal	21												21
	Net Increase	41												41	
Total Number of Stores in Japan		14,517												14,517	
Overseas	Total Number of Stores Overseas*6	3,705												3,705	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	679											
	Tohoku	1,183											
	Kanto	4,745											
	Koshinetsu	542											
	Hokuriku	399											
	Tokai	1,325											
	Kinki	2,545											
	Chugoku	869											
	Shikoku	619											
	Kyushu	1,611											
	Total Number of Stores in Japan		14,517										
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	1,855											
	Chongqing	353											
	Liaoning (Shenyang, Dalian)	339											
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220											
	Hubei (including Wuhan)	449											
	Anhui (including Hefei)	117											
	Hunan (Changsha)	68											
	Hainan (Haikou)	27											
	Indonesia*7	68											
	Hawaii (US)	2											
	Thailand	140											
	Philippines	67											
	Total Number of Stores Overseas*6		3,705										

Number of Stores by Company (Japan)

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

◆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												60
Closure*5	Closure	12												12
	Re-location	4												4
	Subtotal	16												16
Net Increase		44												44
Number of Stores		13,258												13,258

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		679											
Tohoku		1,183											
Kanto		4,312											
Koshinetsu		542											
Hokuriku		399											
Tokai		1,230											
Kinki		2,398											
Chugoku		869											
Shikoku		480											
Kyushu		1,166											
Number of Stores		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		1												1
Closure*5		5												5
Net Increase		-4												-4
Number of Stores		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												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 Total number of stores overseas in Mar. includes some undetermined figures.

*7 The number of stores in Indonesia of Mar. 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.