

**【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%	98.6%								
	Number of Customers	93.6%	104.0%	104.6%	98.2%								
	Spending per Customer	105.5%	99.1%	98.9%	100.5%								
All Stores	Sales	100.5%	105.3%	105.0%	100.5%								
	(million yen)	206,015	203,692	206,393	206,810								
	Ave. Daily Sales per Store (Thousands of yen)	480	489	479	495								
	Number of Customers(Number)	655	667	647	685								
	Spending per Customer(Yen)	733	733	741	723								

**(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%	99.1%								
	Number of Customers	94.0%	105.0%	105.8%	98.6%								
	Spending per Customer	105.6%	99.3%	98.8%	100.4%								
All Stores	Sales	101.3%	106.6%	106.2%	101.1%								
	(million yen)	197,032	194,804	197,245	197,923								
	Ave. Daily Sales per Store (Thousands of yen)	483	492	482	498								
	Number of Customers(Number)	650	661	641	679								
	Spending per Customer(Yen)	744	744	752	733								

**(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%	90.7%								
	Number of Customers	87.7%	90.3%	88.6%	91.3%								
	Spending per Customer	102.1%	94.1%	97.0%	99.3%								

**■ 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%	106.3%								
	Number of Customers	103.0%	123.9%	118.2%	108.5%								
	Spending per Customer	101.6%	84.4%	88.7%	98.0%								
All Stores	Sales	108.5%	107.2%	107.5%	107.8%								

\*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	38									228	
	Closure*5	Closure	17	15	9	21									62
		Re-location	4	3	6	9									22
		Subtotal	21	18	15	30									84
	Net Increase	41	68	27	8										144
Total Number of Stores in Japan		14,517	14,585	14,612	14,620									14,620	
Overseas	Total Number of Stores Overseas*6	3,706	3,813	3,920	4,054									4,054	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	Hokkaido	679	678	679	679									
	Tohoku	1,183	1,183	1,185	1,184									
	Kanto	4,745	4,749	4,749	4,746									
	Koshinetsu	542	539	539	540									
	Hokuriku	399	401	400	400									
	Tokai	1,325	1,324	1,324	1,327									
	Kinki	2,545	2,548	2,549	2,555									
	Chugoku	869	918	926	925									
	Shikoku	619	620	619	618									
	Kyushu	1,611	1,625	1,642	1,646									
Total Number of Stores in Japan		14,517	14,585	14,612	14,620									
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	1,855	1,909	1,945	2,000									
	Chongqing	353	368	383	400									
	Liaoning (Shenyang, Dalian)	339	354	373	388									
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220	228	237	252									
	Hubei (including Wuhan)	449	451	458	471									
	Anhui (including Hefei)	117	121	126	133									
	Hunan (Changsha)	68	73	80	85									
	Hainan (Haikou)	27	32	38	44									
	Indonesia*7	69	68	68	68									
	Hawaii (US)	2	2	2	2									
	Thailand	140	142	144	144									
	Philippines	67	65	66	67									
	Total Number of Stores Overseas*6		3,706	3,813	3,920	4,054								

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	13,217								
	Lawson, Inc. (Non-consolidated)												
	NATURAL LAWSON	141	141	141	140								
	LAWSON STORE100	675	675	674	674								
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	139								
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	199	201	201	201								
	Lawson Okinawa, Inc. (Equity method affiliates)	246	248	249	249								
Total Number of Stores in Japan		14,517	14,585	14,612	14,620								

◆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	37									219
	Closure*5	12	14	8	20									54
Closure*5	Re-location	4	3	6	9									22
	Subtotal	16	17	14	29									76
Net Increase		44	64	27	8									143
Number of Stores		13,258	13,322	13,349	13,357									13,357

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		679	678	679	679								
Tohoku		1,183	1,183	1,185	1,184								
Kanto		4,312	4,316	4,317	4,314								
Koshinetsu		542	539	539	540								
Hokuriku		399	401	400	400								
Tokai		1,230	1,229	1,229	1,232								
Kinki		2,398	2,401	2,402	2,408								
Chugoku		869	918	926	925								
Shikoku		480	481	480	479								
Kyushu		1,166	1,176	1,192	1,196								
Number of Stores		13,258	13,322	13,349	13,357								

◆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	0									2
Closure*5		5	1	1	0									7
Net Increase		-4	0	-1	0									-5
Number of Stores		675	675	674	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	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 May, is revised and the number of Jun, includes some undetermined figures.

\*7 The number of stores in Indonesia of May, are revised, and that of Jun, 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.