

**【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%	104.6%							
	Number of Customers	93.6%	104.0%	104.6%	98.2%	101.8%							
	Spending per Customer	105.5%	99.1%	98.9%	100.5%	102.7%							
All Stores	Sales	100.5%	105.3%	105.0%	100.5%	107.4%							
	(million yen)	206,015	203,692	206,393	206,810	223,931							
	Ave. Daily Sales per Store (Thousands of yen)	480	489	479	495	518							
	Number of Customers(Number)	655	667	647	685	695							
Spending per Customer(Yen)		733	733	741	723	746							

**(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%	105.0%							
	Number of Customers	94.0%	105.0%	105.8%	98.6%	102.2%							
	Spending per Customer	105.6%	99.3%	98.8%	100.4%	102.8%							
All Stores	Sales	101.3%	106.6%	106.2%	101.1%	108.0%							
	(million yen)	197,032	194,804	197,245	197,923	214,803							
	Ave. Daily Sales per Store (Thousands of yen)	483	492	482	498	523							
	Number of Customers(Number)	650	661	641	679	690							
Spending per Customer(Yen)		744	744	752	733	757							

**(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%	96.5%							
	Number of Customers	87.7%	90.3%	88.6%	91.3%	95.8%							
	Spending per Customer	102.1%	94.1%	97.0%	99.3%	100.7%							

**■ 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%	104.8%							
	Number of Customers	103.0%	123.9%	118.2%	108.5%	104.5%							
	Spending per Customer	101.6%	84.4%	88.7%	98.0%	100.2%							
All Stores	Sales	108.5%	107.2%	107.5%	107.8%	105.2%							

\*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.

[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	29								257	
	Closure*5	Closure	17	15	9	21	13								75
		Re-location	4	3	6	9	2								24
		Subtotal	21	18	15	30	15								99
	Net Increase	41	68	27	8	14									158
Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634								14,634	
Overseas	Total Number of Stores Overseas*6	3,706	3,813	3,920	4,054	4,147								4,147	

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	681								
	Tohoku	1,183	1,183	1,185	1,184	1,185								
	Kanto	4,745	4,749	4,749	4,746	4,747								
	Koshinetsu	542	539	539	540	539								
	Hokuriku	399	401	400	400	397								
	Tokai	1,325	1,324	1,324	1,327	1,327								
	Kinki	2,545	2,548	2,549	2,555	2,563								
	Chugoku	869	918	926	925	926								
	Shikoku	619	620	619	618	619								
	Kyushu	1,611	1,625	1,642	1,646	1,650								
Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634								
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	1,855	1,909	1,945	2,000	2,042								
	Chongqing	353	368	383	400	403								
	Liaoning (Shenyang, Dalian)	339	354	373	388	400								
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220	228	237	252	252								
	Hubei (including Wuhan)	449	451	458	471	476								
	Anhui (including Hefei)	117	121	126	133	145								
	Hunan (Changsha)	68	73	80	85	89								
	Hainan (including Haikou)	27	32	38	44	55								
	Indonesia*7	69	68	68	68	68								
	Hawaii (US)	2	2	2	2	2								
	Thailand	140	142	144	144	148								
	Philippines	67	65	66	67	67								
	Total Number of Stores Overseas*6		3,706	3,813	3,920	4,054	4,147							

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	13,231							
	Lawson, Inc. (Non-consolidated)												
	NATURAL LAWSON	141	141	141	140	139							
	LAWSON STORE100	675	675	674	674	673							
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	139	139							
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	199	201	201	201	201							
	Lawson Okinawa, Inc. (Equity method affiliates)	246	248	249	249	251							
Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634							

◆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	27								246
	Closure	12	14	8	20	12								66
Closure*5	Re-location	4	3	6	9	2								24
	Subtotal	16	17	14	29	14								90
Net Increase		44	64	27	8	13								156
Number of Stores		13,258	13,322	13,349	13,357	13,370								13,370

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		679	678	679	679	681							
Tohoku		1,183	1,183	1,185	1,184	1,185							
Kanto		4,312	4,316	4,317	4,314	4,316							
Koshinetsu		542	539	539	540	539							
Hokuriku		399	401	400	400	397							
Tokai		1,230	1,229	1,229	1,232	1,232							
Kinki		2,398	2,401	2,402	2,408	2,416							
Chugoku		869	918	926	925	926							
Shikoku		480	481	480	479	480							
Kyushu		1,166	1,176	1,192	1,196	1,198							
Number of Stores		13,258	13,322	13,349	13,357	13,370							

◆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	0								2
Closure*5		5	1	1	0	1								8
Net Increase		-4	0	-1	0	-1								-6
Number of Stores		675	675	674	674	673								673

■ 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	167								167

\*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 Jun. is revised and the number of Jul. includes some undetermined figures.

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