

# 【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%	97.3%						
	Number of Customers	93.6%	104.0%	104.6%	98.2%	101.8%	93.1%						
	Spending per Customer	105.5%	99.1%	98.9%	100.5%	102.7%	104.5%						
All Stores	Sales	100.5%	105.3%	105.0%	100.5%	107.4%	99.7%						
	(million yen)	206,015	203,692	206,393	206,810	223,931	216,008						
	Ave. Daily Sales per Store (Thousands of yen)	480	489	479	495	518	500						
	Number of Customers(Number)	655	667	647	685	695	662						
	Spending per Customer(Yen)	733	733	741	723	746	756						

### (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%	97.6%						
	Number of Customers	94.0%	105.0%	105.8%	98.6%	102.2%	93.4%						
	Spending per Customer	105.6%	99.3%	98.8%	100.4%	102.8%	104.5%						
All Stores	Sales	101.3%	106.6%	106.2%	101.1%	108.0%	100.1%						
	(million yen)	197,032	194,804	197,245	197,923	214,803	206,928						
	Ave. Daily Sales per Store (Thousands of yen)	483	492	482	498	523	504						
	Number of Customers(Number)	650	661	641	679	690	657						
	Spending per Customer(Yen)	744	744	752	733	757	767						

### (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%	92.4%						
	Number of Customers	87.7%	90.3%	88.6%	91.3%	95.8%	88.3%						
	Spending per Customer	102.1%	94.1%	97.0%	99.3%	100.7%	104.7%						

### ■ 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%	104.8%						
	Number of Customers	103.0%	123.9%	118.2%	108.5%	104.5%	101.2%						
	Spending per Customer	101.6%	84.4%	88.7%	98.0%	100.2%	103.6%						
All Stores	Sales	108.5%	107.2%	107.5%	107.8%	105.2%	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	38	29	35							292
	Closure*5	Closure	17	15	9	21	13							88
		Re-location	4	3	6	9	2							29
		Subtotal	21	18	15	30	15							117
	Net Increase	41	68	27	8	14	17							175
	Total Number of Stores in Japan	14,517	14,585	14,612	14,620	14,634	14,651							14,651
Overseas	Total Number of Stores Overseas*6	3,706	3,813	3,920	4,054	4,147	4,245							4,245

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	681						
	Tohoku	1,183	1,183	1,185	1,184	1,185	1,187						
	Kanto	4,745	4,749	4,749	4,746	4,747	4,744						
	Koshinetsu	542	539	539	540	539	539						
	Hokuriku	399	401	400	400	397	396						
	Tokai	1,325	1,324	1,324	1,327	1,327	1,326						
	Kinki	2,545	2,548	2,549	2,555	2,563	2,583						
	Chugoku	869	918	926	925	926	927						
	Shikoku	619	620	619	618	619	618						
	Kyushu	1,611	1,625	1,642	1,646	1,650	1,650						
	Total Number of Stores in Japan	14,517	14,585	14,612	14,620	14,634	14,651						
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	1,855	1,909	1,945	2,000	2,042	2,080						
	Chongqing	353	368	383	400	403	419						
	Liaoning (Shenyang, Dalian)	339	354	373	388	400	411						
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220	228	237	252	252	262						
	Hubei (including Wuhan)	449	451	458	471	476	477						
	Anhui (including Hefei)	117	121	126	133	145	151						
	Hunan (Changsha)	68	73	80	85	89	95						
	Hainan (including Haikou)	27	32	38	44	55	63						
	Indonesia*7	69	68	68	68	68	68						
	Hawaii (US)	2	2	2	2	2	2						
	Thailand	140	142	144	144	148	150						
	Philippines	67	65	66	67	67	67						
	Total Number of Stores Overseas*6	3,706	3,813	3,920	4,054	4,147	4,245						

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	13,251						
	Lawson, Inc. (Non-consolidated)	141	141	141	140	139	137						
	LAWSON STORE100	675	675	674	674	673	671						
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	139	139	139						
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	199	201	201	201	201	201						
	Lawson Okinawa, Inc. (Equity method affiliates)	246	248	249	249	251	252						
	Total Number of Stores in Japan	14,517	14,585	14,612	14,620	14,634	14,651						

◆LAWSON Business of Lawson, Inc.\*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Number of Stores	Opening*5	60	81	41	37	27	34							280
	Closure*5	Closure	12	14	8	20	12							77
		Re-location	4	3	6	9	2							29
		Subtotal	16	17	14	29	14							106
	Net Increase	44	64	27	8	13	18							174
	Number of Stores	13,258	13,322	13,349	13,357	13,370	13,388							13,388

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	681						
Tohoku	1,183	1,183	1,185	1,184	1,185	1,187						
Kanto	4,312	4,316	4,317	4,314	4,316	4,315						
Koshinetsu	542	539	539	540	539	539						
Hokuriku	399	401	400	400	397	396						
Tokai	1,230	1,229	1,229	1,232	1,232	1,231						
Kinki	2,398	2,401	2,402	2,408	2,416	2,436						
Chugoku	869	918	926	925	926	927						
Shikoku	480	481	480	479	480	479						
Kyushu	1,166	1,176	1,192	1,196	1,198	1,197						
Number of Stores	13,258	13,322	13,349	13,357	13,370	13,388						

◆LAWSON STORE100 Business of Lawson, Inc.

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5	1	1	0	0	0	0							2
Closure*5	5	1	1	0	1	2							10
Net Increase	-4	0	-1	0	-1	-2							-8
Number of Stores	675	675	674	674	673	671							671

■ 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							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 Jul. is revised and the number of Aug. includes some undetermined figures.

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