

**【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%	100.4%					
	Number of Customers	93.6%	104.0%	104.6%	98.2%	101.8%	93.1%	95.3%					
	Spending per Customer	105.5%	99.1%	98.9%	100.5%	102.7%	104.5%	105.3%					
All Stores	Sales	100.5%	105.3%	105.0%	100.5%	107.4%	99.7%	102.6%					
	(million yen)	206,015	203,692	206,393	206,810	223,931	216,008	209,747					
	Ave. Daily Sales per Store (Thousands of yen)	480	489	479	495	518	500	500					
	Number of Customers(Number)	655	667	647	685	695	662	657					
Spending per Customer(Yen)		733	733	741	723	746	756	762					

**(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%	100.7%					
	Number of Customers	94.0%	105.0%	105.8%	98.6%	102.2%	93.4%	95.6%					
	Spending per Customer	105.6%	99.3%	98.8%	100.4%	102.8%	104.5%	105.3%					
All Stores	Sales	101.3%	106.6%	106.2%	101.1%	108.0%	100.1%	103.0%					
	(million yen)	197,032	194,804	197,245	197,923	214,803	206,928	200,997					
	Ave. Daily Sales per Store (Thousands of yen)	483	492	482	498	523	504	504					
	Number of Customers(Number)	650	661	641	679	690	657	652					
Spending per Customer(Yen)		744	744	752	733	757	767	773					

**(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%	94.6%					
	Number of Customers	87.7%	90.3%	88.6%	91.3%	95.8%	88.3%	90.9%					
	Spending per Customer	102.1%	94.1%	97.0%	99.3%	100.7%	104.7%	104.0%					

**■ 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%	106.3%	104.8%	104.8%	107.5%					
	Number of Customers	103.0%	123.9%	118.2%	108.5%	104.5%	101.2%	102.8%					
	Spending per Customer	101.6%	84.4%	88.7%	98.0%	100.2%	103.6%	104.6%					
All Stores	Sales	108.5%	107.2%	107.5%	107.8%	105.2%	107.5%	108.0%					

\*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	40						332	
	Closure*5	Closure	17	15	9	21	13	13	15						103
		Re-location	4	3	6	9	2	5	4						33
		Subtotal	21	18	15	30	15	18	19						136
	Net Increase	41	68	27	8	14	17	21						196	
Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634	14,651	14,672						14,672	
Overseas	Total Number of Stores Overseas*6	3,706	3,813	3,920	4,054	4,147	4,245	4,372						4,372	

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	681					
	Tohoku	1,183	1,183	1,185	1,184	1,185	1,187	1,187					
	Kanto	4,745	4,749	4,749	4,746	4,747	4,744	4,741					
	Koshinetsu	542	539	539	540	539	539	539					
	Hokuriku	399	401	400	400	397	396	395					
	Tokai	1,325	1,324	1,324	1,327	1,327	1,326	1,324					
	Kinki	2,545	2,548	2,549	2,555	2,563	2,583	2,609					
	Chugoku	869	918	926	925	926	927	927					
	Shikoku	619	620	619	618	619	618	618					
	Kyushu	1,611	1,625	1,642	1,646	1,650	1,650	1,651					
Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634	14,651	14,672					
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	1,855	1,909	1,945	2,000	2,042	2,080	2,138					
	Chongqing	353	368	383	400	403	419	423					
	Liaoning (Shenyang, Dalian)	339	354	373	388	400	411	430					
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220	228	237	252	252	262	281					
	Hubei (including Wuhan)	449	451	458	471	476	477	486					
	Anhui (including Hefei)	117	121	126	133	145	151	158					
	Hunan (Changsha)	68	73	80	85	89	95	101					
	Hainan (including Haikou)	27	32	38	44	55	63	67					
	Indonesia*7	69	68	68	68	68	68	68					
	Hawaii (US)	2	2	2	2	2	2	2					
	Thailand	140	142	144	144	148	150	152					
	Philippines	67	65	66	67	67	67	66					
	Total Number of Stores Overseas*6		3,706	3,813	3,920	4,054	4,147	4,245	4,372				

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	13,272					
	Lawson, Inc. (Non-consolidated)												
	NATURAL LAWSON	141	141	141	140	139	137	137					
	LAWSON STORE100	675	675	674	674	673	671	671					
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	139	139	139	139					
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	199	201	201	201	201	201	201					
	Lawson Okinawa, Inc. (Equity method affiliates)	246	248	249	249	251	252	252					
	Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634	14,651	14,672				

◆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	34	39						319
	Closure*5	12	14	8	20	12	11	14						91
Closure*5	Re-location	4	3	6	9	2	5	4						33
	Subtotal	16	17	14	29	14	16	18						124
Net Increase		44	64	27	8	13	18	21						195
Number of Stores		13,258	13,322	13,349	13,357	13,370	13,388	13,409						13,409

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	681					
Tohoku		1,183	1,183	1,185	1,184	1,185	1,187	1,187					
Kanto		4,312	4,316	4,317	4,314	4,316	4,315	4,312					
Koshinetsu		542	539	539	540	539	539	539					
Hokuriku		399	401	400	400	397	396	395					
Tokai		1,230	1,229	1,229	1,232	1,232	1,231	1,229					
Kinki		2,398	2,401	2,402	2,408	2,416	2,436	2,462					
Chugoku		869	918	926	925	926	927	927					
Shikoku		480	481	480	479	480	479	479					
Kyushu		1,166	1,176	1,192	1,196	1,198	1,197	1,198					
Number of Stores		13,258	13,322	13,349	13,357	13,370	13,388	13,409					

◆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	0	0						2
Closure*5		5	1	1	0	1	2	0						10
Net Increase		-4	0	-1	0	-1	-2	0						-8
Number of Stores		675	675	674	674	673	671	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						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 Aug. is revised and the number of Sep. includes some undetermined figures.

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