

## 【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%	101.2%				
	Number of Customers	93.6%	104.0%	104.6%	98.2%	101.8%	93.1%	95.3%	98.4%				
	Spending per Customer	105.5%	99.1%	98.9%	100.5%	102.7%	104.5%	105.3%	102.9%				
All Stores	Sales	100.5%	105.3%	105.0%	100.5%	107.4%	99.7%	102.6%	103.3%				
	(million yen)	206,015	203,692	206,393	206,810	223,931	216,008	209,747	214,294				
	Ave. Daily Sales per Store (Thousands of yen)	480	489	479	495	518	500	500	494				
	Number of Customers(Number)	655	667	647	685	695	662	657	675				
	Spending per Customer(Yen)	733	733	741	723	746	756	762	732				

### (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%	101.5%				
	Number of Customers	94.0%	105.0%	105.8%	98.6%	102.2%	93.4%	95.6%	98.7%				
	Spending per Customer	105.6%	99.3%	98.8%	100.4%	102.8%	104.5%	105.3%	102.9%				
All Stores	Sales	101.3%	106.6%	106.2%	101.1%	108.0%	100.1%	103.0%	103.7%				
	(million yen)	197,032	194,804	197,245	197,923	214,803	206,928	200,997	205,545				
	Ave. Daily Sales per Store (Thousands of yen)	483	492	482	498	523	504	504	498				
	Number of Customers(Number)	650	661	641	679	690	657	652	671				
	Spending per Customer(Yen)	744	744	752	733	757	767	773	742				

### (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%	94.9%				
	Number of Customers	87.7%	90.3%	88.6%	91.3%	95.8%	88.3%	90.9%	93.4%				
	Spending per Customer	102.1%	94.1%	97.0%	99.3%	100.7%	104.7%	104.0%	101.6%				

### ■ 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%	97.7%				
	Number of Customers	103.0%	123.9%	118.2%	108.5%	104.5%	101.2%	102.8%	97.8%				
	Spending per Customer	101.6%	84.4%	88.7%	98.0%	100.2%	103.6%	104.6%	99.8%				
All Stores	Sales	108.5%	107.2%	107.5%	107.8%	105.2%	107.5%	108.0%	99.8%				

\*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	29	35	40	27					359
	Closure*5	Closure	17	15	9	21	13	13	15	16					119
		Re-location	4	3	6	9	2	5	4	3					36
		Subtotal	21	18	15	30	15	18	19	19					155
	Net Increase		41	68	27	8	14	17	21	8					204
Total Number of Stores in Japan			14,517	14,585	14,612	14,620	14,634	14,651	14,672	14,680					14,680
Overseas	Total Number of Stores Overseas*6		3,706	3,813	3,920	4,054	4,147	4,245	4,372	4,481					4,481

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	679				
	Tohoku		1,183	1,183	1,185	1,184	1,185	1,187	1,187	1,189				
	Kanto		4,745	4,749	4,749	4,746	4,747	4,744	4,741	4,739				
	Koshinetsu		542	539	539	540	539	539	539	539				
	Hokuriku		399	401	400	400	397	396	395	395				
	Tokai		1,325	1,324	1,324	1,327	1,327	1,326	1,324	1,321				
	Kinki		2,545	2,548	2,549	2,555	2,563	2,583	2,609	2,622				
	Chugoku		869	918	926	925	926	927	927	926				
	Shikoku		619	620	619	618	619	618	618	618				
	Kyushu		1,611	1,625	1,642	1,646	1,650	1,650	1,651	1,652				
Total Number of Stores in Japan			14,517	14,585	14,612	14,620	14,634	14,651	14,672	14,680				
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)		1,855	1,909	1,945	2,000	2,042	2,080	2,138	2,202				
	Chongqing		353	368	383	400	403	419	423	428				
	Liaoning (Shenyang, Dalian)		339	354	373	388	400	411	430	443				
	Beijing and surrounding area (Beijing, Tianjin, Hebei)		220	228	237	252	252	262	281	283				
	Hubei (including Wuhan)		449	451	458	471	476	477	486	495				
	Anhui (including Hefei)		117	121	126	133	145	151	158	162				
	Hunan (Changsha)		68	73	80	85	89	95	101	104				
	Hainan (including Haikou)		27	32	38	44	55	63	67	75				
	Indonesia*7		69	68	68	68	68	68	68	68				
	Hawaii (US)		2	2	2	2	2	2	2	2				
	Thailand		140	142	144	144	148	150	152	154				
	Philippines		67	65	66	67	67	67	66	65				
	Total Number of Stores Overseas*6		3,706	3,813	3,920	4,054	4,147	4,245	4,372	4,481				

Number of Stores by Company (Japan)

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Lawson, Inc. (Non-consolidated)	LAWSON	13,117	13,181	13,208	13,217	13,231	13,251	13,272	13,278				
		NATURAL LAWSON	141	141	141	140	139	137	137	137				
		LAWSON STORE100	675	675	674	674	673	671	671	671				
		Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	139	139	139	139	139				
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)		199	201	201	201	201	201	201	202				
	Lawson Okinawa, Inc. (Equity method affiliates)		246	248	249	249	251	252	252	253				
	Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634	14,651	14,672	14,680				

◆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	25					344
	Closure		12	14	8	20	12	11	14	16					107
Closure*5	Re-location		4	3	6	9	2	5	4	3					36
	Subtotal		16	17	14	29	14	16	18	19					143
Net Increase			44	64	27	8	13	18	21	6					201
Number of Stores			13,258	13,322	13,349	13,357	13,370	13,388	13,409	13,415					13,415

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	679				
Tohoku			1,183	1,183	1,185	1,184	1,185	1,187	1,187	1,189				
Kanto			4,312	4,316	4,317	4,314	4,316	4,315	4,312	4,310				
Koshinetsu			542	539	539	540	539	539	539	539				
Hokuriku			399	401	400	400	397	396	395	395				
Tokai			1,230	1,229	1,229	1,232	1,232	1,231	1,229	1,226				
Kinki			2,398	2,401	2,402	2,408	2,416	2,436	2,462	2,475				
Chugoku			869	918	926	925	926	927	927	926				
Shikoku			480	481	480	479	480	479	479	479				
Kyushu			1,166	1,176	1,192	1,196	1,198	1,197	1,198	1,197				
Number of Stores			13,258	13,322	13,349	13,357	13,370	13,388	13,409	13,415				

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

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