

【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%	99.1%	101.7%		
	Number of Customers	93.6%	104.0%	104.6%	98.2%	101.8%	93.1%	95.3%	98.4%	97.6%	99.3%		
	Spending per Customer	105.5%	99.1%	98.9%	100.5%	102.7%	104.5%	105.3%	102.9%	101.5%	102.4%		
All Stores	Sales	100.5%	105.3%	105.0%	100.5%	107.4%	99.7%	102.6%	103.3%	98.8%	106.8%		
	(million yen)	206,015	203,692	206,393	206,810	223,931	216,008	209,747	214,294	204,536	229,299		
	Ave. Daily Sales per Store (Thousands of yen)	480	489	479	495	518	500	500	494	488	528		
	Spending per Customer(Yen)	733	733	741	723	746	756	762	732	733	800		

(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%	99.3%	102.0%		
	Number of Customers	94.0%	105.0%	105.8%	98.6%	102.2%	93.4%	95.6%	98.7%	97.8%	99.6%		
	Spending per Customer	105.6%	99.3%	98.8%	100.4%	102.8%	104.5%	105.3%	102.9%	101.5%	102.4%		
All Stores	Sales	101.3%	106.6%	106.2%	101.1%	108.0%	100.1%	103.0%	103.7%	99.1%	107.5%		
	(million yen)	197,032	194,804	197,245	197,923	214,803	206,928	200,997	205,545	196,217	220,347		
	Ave. Daily Sales per Store (Thousands of yen)	483	492	482	498	523	504	504	498	492	533		
	Number of Customers(Number)	650	661	641	679	690	657	652	671	662	657		
	Spending per Customer(Yen)	744	744	752	733	757	767	773	742	744	812		

(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%	94.5%	94.6%		
	Number of Customers	87.7%	90.3%	88.6%	91.3%	95.8%	88.3%	90.9%	93.4%	93.5%	93.3%		
	Spending per Customer	102.1%	94.1%	97.0%	99.3%	100.7%	104.7%	104.0%	101.6%	101.1%	101.4%		

■ 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%	98.3%	97.9%		
	Number of Customers	103.0%	123.9%	118.2%	108.5%	104.5%	101.2%	102.8%	97.8%	99.4%	98.5%		
	Spending per Customer	101.6%	84.4%	88.7%	98.0%	100.2%	103.6%	104.6%	99.8%	98.9%	98.9%		
All Stores	Sales	108.5%	107.2%	107.5%	107.8%	105.2%	107.5%	108.0%	99.8%	102.1%	103.0%		

*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	27	42	37			438	
	Closure*5	Closure	17	15	9	21	13	13	15	16	19	20			158
		Re-location	4	3	6	9	2	5	4	3	6	3			45
		Subtotal	21	18	15	30	15	18	19	19	25	23			203
	Net Increase	41	68	27	8	14	17	21	8	17	14			235	
Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634	14,651	14,672	14,680	14,697	14,711			14,711	
Overseas	Total Number of Stores Overseas*6	3,706	3,813	3,920	4,054	4,147	4,245	4,372	4,481	4,605	4,764			4,764	

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	678	679		
	Tohoku	1,183	1,183	1,185	1,184	1,185	1,187	1,187	1,189	1,188	1,184		
	Kanto	4,745	4,749	4,749	4,746	4,747	4,744	4,741	4,739	4,736	4,736		
	Koshinetsu	542	539	539	540	539	539	539	539	538	538		
	Hokuriku	399	401	400	400	397	396	395	395	394	392		
	Tokai	1,325	1,324	1,324	1,327	1,327	1,326	1,324	1,321	1,319	1,317		
	Kinki	2,545	2,548	2,549	2,555	2,563	2,583	2,609	2,622	2,640	2,654		
	Chugoku	869	918	926	925	926	927	927	926	934	937		
	Shikoku	619	620	619	618	619	618	618	618	619	621		
	Kyushu	1,611	1,625	1,642	1,646	1,650	1,650	1,651	1,652	1,651	1,653		
Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634	14,651	14,672	14,680	14,697	14,711		
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	1,855	1,909	1,945	2,000	2,042	2,080	2,138	2,202	2,255	2,289		
	Chongqing and surrounding area (Chongqing, Sichuan)	353	368	383	400	403	419	423	428	438	460		
	Liaoning (Shenyang, Dalian)	339	354	373	388	400	411	430	443	451	462		
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220	228	237	252	252	262	281	283	295	341		
	Hubei (including Wuhan)	449	451	458	471	476	477	486	495	506	520		
	Anhui (including Hefei)	117	121	126	133	145	151	158	162	171	180		
	Hunan (including Changsha)	68	73	80	85	89	95	101	104	110	114		
	Hainan (including Haikou)	27	32	38	44	55	63	67	75	86	100		
	Indonesia*7	69	68	68	68	68	68	68	68	68	68		
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2		
	Thailand	140	142	144	144	148	150	152	154	156	160		
	Philippines	67	65	66	67	67	67	66	65	67	68		
	Total Number of Stores Overseas*6		3,706	3,813	3,920	4,054	4,147	4,245	4,372	4,481	4,605	4,764	

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	Lawson, Inc.	LAWSON	13,117	13,181	13,208	13,217	13,231	13,251	13,272	13,278	13,297	13,311		
		NATURAL LAWSON	141	141	141	140	139	137	137	137	137	136		
	(Non-consolidated)	LAWSON STORE100	675	675	674	674	673	671	671	671	669	669		
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	139	139	139	139	139	139	139			
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	199	201	201	201	201	201	201	202	202	203			
	Lawson Okinawa, Inc. (Equity method affiliates)	246	248	249	249	251	252	252	253	253	253			
	Total Number of Stores in Japan		14,517	14,585	14,612	14,620	14,634	14,651	14,672	14,680	14,697	14,711		

◆ 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	42	36			422
	Closure	12	14	8	20	12	11	14	16	17	20			144
Closure*5	Re-location	4	3	6	9	2	5	4	3	6	3			45
	Subtotal	16	17	14	29	14	16	18	19	23	23			189
Net Increase		44	64	27	8	13	18	21	6	19	13			233
Number of Stores		13,258	13,322	13,349	13,357	13,370	13,388	13,409	13,415	13,434	13,447			13,447

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	678	679			
Tohoku	1,183	1,183	1,185	1,184	1,185	1,187	1,187	1,189	1,188	1,184			
Kanto	4,312	4,316	4,317	4,314	4,316	4,315	4,312	4,310	4,309	4,309			
Koshinetsu	542	539	539	540	539	539	539	539	538	538			
Hokuriku	399	401	400	400	397	396	395	395	394	392			
Tokai	1,230	1,229	1,229	1,232	1,232	1,231	1,229	1,226	1,224	1,222			
Kinki	2,398	2,401	2,402	2,408	2,416	2,436	2,462	2,475	2,493	2,507			
Chugoku	869	918	926	925	926	927	927	926	934	937			
Shikoku	480	481	480	479	480	479	479	479	480	482			
Kyushu	1,166	1,176	1,192	1,196	1,198	1,197	1,198	1,197	1,196	1,197			
Number of Stores		13,258	13,322	13,349	13,357	13,370	13,388	13,409	13,415	13,434	13,447		

◆ 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	0	0			2
Closure*5		5	1	1	0	1	2	0	0	2	0			12
Net Increase		-4	0	-1	0	-1	-2	0	0	-2	0			-10
Number of Stores		675	675	674	674	673	671	671	671	669	669			669

■ 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	169	170			170

*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 Nov. is revised and the number of Dec. includes some undetermined figures.

*7 The number of stores in Indonesia of Nov. are revised, and that of Dec. 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.