

【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%	101.8%	97.6%
	Number of Customers	93.6%	104.0%	104.6%	98.2%	101.8%	93.1%	95.3%	98.4%	97.6%	99.3%	100.0%	94.0%
	Spending per Customer	105.5%	99.1%	98.9%	100.5%	102.7%	104.5%	105.3%	102.9%	101.5%	102.4%	101.8%	103.8%
All Stores	Sales	100.5%	105.3%	105.0%	100.5%	107.4%	99.7%	102.6%	103.3%	98.8%	106.8%	106.6%	99.3%
	(million yen)	206,015	203,692	206,393	206,810	223,931	216,008	209,747	214,294	204,536	229,299	209,939	183,007
	Ave. Daily Sales per Store (Thousands of yen)	480	489	479	495	518	500	500	494	488	528	486	470
	Number of Customers(Number)	655	667	647	685	695	662	657	675	666	661	604	608
Spending per Customer(Yen)		733	733	741	723	746	756	762	732	733	800	804	773

(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%	102.2%	97.7%
	Number of Customers	94.0%	105.0%	105.8%	98.6%	102.2%	93.4%	95.6%	98.7%	97.8%	99.6%	100.4%	94.2%
	Spending per Customer	105.6%	99.3%	98.8%	100.4%	102.8%	104.5%	105.3%	102.9%	101.5%	102.4%	101.8%	103.8%
All Stores	Sales	101.3%	106.6%	106.2%	101.1%	108.0%	100.1%	103.0%	103.7%	99.1%	107.5%	107.2%	99.6%
	(million yen)	197,032	194,804	197,245	197,923	214,803	206,928	200,997	205,545	196,217	220,347	201,507	175,237
	Ave. Daily Sales per Store (Thousands of yen)	483	492	482	498	523	504	504	498	492	533	490	473
	Number of Customers(Number)	650	661	641	679	690	657	652	671	662	657	600	604
Spending per Customer(Yen)		744	744	752	733	757	767	773	742	744	812	817	783

(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%	94.2%	95.0%
	Number of Customers	87.7%	90.3%	88.6%	91.3%	95.8%	88.3%	90.9%	93.4%	93.5%	93.3%	93.6%	91.6%
	Spending per Customer	102.1%	94.1%	97.0%	99.3%	100.7%	104.7%	104.0%	101.6%	101.1%	101.4%	100.7%	103.8%

■ 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%	94.9%	94.1%
	Number of Customers	103.0%	123.9%	118.2%	108.5%	104.5%	101.2%	102.8%	97.8%	99.4%	98.5%	98.0%	93.0%
	Spending per Customer	101.6%	84.4%	88.7%	98.0%	100.2%	103.6%	104.6%	99.8%	98.9%	98.9%	96.9%	101.2%
All Stores	Sales	108.5%	107.2%	107.5%	107.8%	105.2%	107.5%	108.0%	99.8%	102.1%	103.0%	100.1%	98.1%

*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	27	18	483	
	Closure*5	Closure	17	15	9	21	13	13	15	16	19	20	4	82	244
		Re-location	4	3	6	9	2	5	4	3	6	3	6	8	59
		Subtotal	21	18	15	30	15	18	19	19	25	23	10	90	303
	Net Increase	41	68	27	8	14	17	21	8	17	14	17	-72	180	
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	14,728	14,656	14,656	
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	4,761	4,825	4,862	4,862	

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	679	675
	Tohoku	1,183	1,183	1,185	1,184	1,185	1,187	1,187	1,189	1,188	1,184	1,184	1,176
	Kanto	4,745	4,749	4,749	4,746	4,747	4,744	4,741	4,739	4,736	4,736	4,738	4,710
	Koshinetsu	542	539	539	540	539	539	539	539	538	538	538	537
	Hokuriku	399	401	400	400	397	396	395	395	394	392	391	391
	Tokai	1,325	1,324	1,324	1,327	1,327	1,326	1,324	1,321	1,319	1,317	1,318	1,309
	Kinki	2,545	2,548	2,549	2,555	2,563	2,583	2,609	2,622	2,640	2,654	2,657	2,647
	Chugoku	869	918	926	925	926	927	927	926	934	937	944	936
	Shikoku	619	620	619	618	619	618	618	618	619	621	620	617
	Kyushu	1,611	1,625	1,642	1,646	1,650	1,650	1,651	1,652	1,651	1,653	1,659	1,658
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	14,728	14,656
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	2,327	2,349
	Chongqing and surrounding area (Chongqing, Sichuan)	353	368	383	400	403	419	423	428	438	460	484	489
	Liaoning (Shenyang, Dalian)	339	354	373	388	400	411	430	443	451	462	459	461
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	220	228	237	252	252	262	281	283	295	341	340	343
	Hubei (including Wuhan)	449	451	458	471	476	477	486	495	506	520	526	526
	Anhui (including Hefei)	117	121	126	133	145	151	158	162	171	180	173	175
	Hunan (including Changsha)	68	73	80	85	89	95	101	104	110	114	116	117
	Hainan (including Haikou)	27	32	38	44	55	63	67	75	86	100	100	100
	Indonesia*7	69	68	68	68	68	68	68	68	68	65	65	65
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2	2	2
	Thailand	140	142	144	144	148	150	152	154	156	160	164	166
	Philippines	67	65	66	67	67	67	66	65	67	68	69	69
	Total Number of Stores Overseas*6		3,706	3,813	3,920	4,054	4,147	4,245	4,372	4,481	4,605	4,761	4,825

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	13,328	13,251
		NATURAL LAWSON	141	141	141	140	139	137	137	137	137	136	136	136
	(Non-consolidated)	LAWSON STORE100	675	675	674	674	673	671	671	671	669	669	669	669
	Lawson Kochi, Inc. (Equity method affiliates)	139	139	139	139	139	139	139	139	139	139	139	138	
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	199	201	201	201	201	201	201	202	202	203	202	202	
	Lawson Okinawa, Inc. (Equity method affiliates)	246	248	249	249	251	252	252	253	253	253	254	260	
	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	14,728	14,656

◆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	26	11	459
	Closure	12	14	8	20	12	11	14	16	17	20	4	80	228
Closure*5	Re-location	4	3	6	9	2	5	4	3	6	3	5	8	58
	Subtotal	16	17	14	29	14	16	18	19	23	23	9	88	286
Net Increase		44	64	27	8	13	18	21	6	19	13	17	-77	173
Number of Stores		13,258	13,322	13,349	13,357	13,370	13,388	13,409	13,415	13,434	13,447	13,464	13,387	13,387

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	679	675	
Tohoku	1,183	1,183	1,185	1,184	1,185	1,187	1,187	1,189	1,188	1,184	1,184	1,176	
Kanto	4,312	4,316	4,317	4,314	4,316	4,315	4,312	4,310	4,309	4,309	4,311	4,283	
Koshinetsu	542	539	539	540	539	539	539	539	538	538	538	537	
Hokuriku	399	401	400	400	397	396	395	395	394	392	391	391	
Tokai	1,230	1,229	1,229	1,232	1,232	1,231	1,229	1,226	1,224	1,222	1,223	1,214	
Kinki	2,398	2,401	2,402	2,408	2,416	2,436	2,462	2,475	2,493	2,507	2,510	2,500	
Chugoku	869	918	926	925	926	927	927	926	934	937	944	936	
Shikoku	480	481	480	479	480	479	479	479	480	482	481	479	
Kyushu	1,166	1,176	1,192	1,196	1,198	1,197	1,198	1,197	1,196	1,197	1,203	1,196	
Number of Stores		13,258	13,322	13,349	13,357	13,370	13,388	13,409	13,415	13,434	13,447	13,464	13,387

◆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	0	0	2
Closure*5		5	1	1	0	1	2	0	0	2	0	0	0	12
Net Increase		-4	0	-1	0	-1	-2	0	0	-2	0	0	0	-10
Number of Stores		675	675	674	674	673	671	671	671	669	669	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	169	169

*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 Jan. is revised and the number of Feb. includes some undetermined figures.

*7 The number of stores in Indonesia of Jan. are revised, and that of Feb. 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.