

【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	100.5%	100.9%										
	Number of Customers	97.5%	98.2%										
	Spending per Customer	103.1%	102.7%										
All Stores	Sales	103.3%	103.5%										
	(million yen)	212,909	210,847										
	Ave. Daily Sales per Store (Thousands of yen)	491	502										
	Number of Customers(Number)	644	660										
	Spending per Customer(Yen)	762	761										

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	100.7%	101.1%										
	Number of Customers	97.7%	98.5%										
	Spending per Customer	103.1%	102.7%										
All Stores	Sales	103.7%	103.9%										
	(million yen)	204,286	202,363										
	Ave. Daily Sales per Store (Thousands of yen)	495	507										
	Number of Customers(Number)	641	657										
	Spending per Customer(Yen)	773	772										

(2)LAWSON STORE100 Business*1

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	96.3%	95.8%										
	Number of Customers	93.9%	94.0%										
	Spending per Customer	102.5%	102.0%										

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	99.6%	94.6%										
	Number of Customers	98.6%	96.3%										
	Spending per Customer	101.0%	98.4%										
All Stores	Sales	102.3%	97.5%										

*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	19	27											46	
	Closure*5	Closure	10	23											33
		Re-location	1	5											6
		Subtotal	11	28											39
	Net Increase	8	-1												7
Total Number of Stores in Japan		14,664	14,663											14,663	
Overseas	Total Number of Stores Overseas*6	4,978	5,073											5,073	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	675	676										
	Tohoku	1,176	1,173										
	Kanto	4,711	4,704										
	Koshinetsu	537	536										
	Hokuriku	390	390										
	Tokai	1,309	1,310										
	Kinki	2,649	2,652										
	Chugoku	942	946										
	Shikoku	618	619										
	Kyushu	1,657	1,657										
Total Number of Stores in Japan		14,664	14,663										
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,377	2,382										
	Chongqing and surrounding area (Chongqing, Sichuan)	527	585										
	Liaoning (Shenyang, Dalian)	468	473										
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351										
	Guangdong (including Shenzhen)	8	13										
	Hubei (including Wuhan)	542	548										
	Anhui (including Hefei)	184	187										
	Hunan (including Changsha)	120	122										
	Hainan (including Haikou)	102	105										
	Indonesia*7	65	64										
	Hawaii (US)	2	2										
	Thailand	168	169										
	Philippines	69	72										
	Total Number of Stores Overseas*6		4,978	5,073									

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Lawson, Inc.	LAWSON	13,259	13,259									
		NATURAL LAWSON	136	136									
	(Non-consolidated)	LAWSON STORE100	669	668									
	Lawson Kochi, Inc. (Equity method affiliates)	138	138										
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	202	203										
	Lawson Okinawa, Inc. (Equity method affiliates)	260	259										
	Total Number of Stores in Japan		14,664	14,663									

◆LAWSON Business of Lawson, Inc.*8

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		19	26											45
	Closure*5	10	21											31
Closure*5	Re-location	1	5											6
	Subtotal	11	26											37
Net Increase		8	0											8
Number of Stores		13,395	13,395											13,395

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		675	676										
Tohoku		1,176	1,173										
Kanto		4,284	4,278										
Koshinetsu		537	536										
Hokuriku		390	390										
Tokai		1,214	1,215										
Kinki		2,502	2,505										
Chugoku		942	946										
Shikoku		480	481										
Kyushu		1,195	1,195										
Number of Stores		13,395	13,395										

◆LAWSON STORE100 Business of Lawson, Inc.

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		0	0											0
Closure*5		0	1											1
Net Increase		0	-1											-1
Number of Stores		669	668											668

■Seijo Ishii Business*9

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		170	171											171

*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 Mar. is revised and the number of Apr. includes some undetermined figures.

*7 The number of stores in Indonesia of Mar. are revised, and that of Apr. 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.