

【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%	102.6%									
	Number of Customers	97.5%	98.2%	101.4%									
	Spending per Customer	103.1%	102.7%	101.2%									
All Stores	Sales	103.3%	103.5%	104.1%									
	(million yen)	212,909	210,847	214,847									
	Ave. Daily Sales per Store (Thousands of yen)	491	502	497									
	Number of Customers(Number)	644	660	661									
	Spending per Customer(Yen)	762	761	751									

(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%	103.0%									
	Number of Customers	97.7%	98.5%	101.8%									
	Spending per Customer	103.1%	102.7%	101.2%									
All Stores	Sales	103.7%	103.9%	104.5%									
	(million yen)	204,286	202,363	206,203									
	Ave. Daily Sales per Store (Thousands of yen)	495	507	501									
	Number of Customers(Number)	641	657	658									
	Spending per Customer(Yen)	773	772	762									

(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%	95.1%									
	Number of Customers	93.9%	94.0%	95.8%									
	Spending per Customer	102.5%	102.0%	99.2%									

■ **Seijo Ishii Business***4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	99.6%	94.6%	95.4%									
	Number of Customers	98.6%	96.3%	100.0%									
	Spending per Customer	101.0%	98.4%	95.7%									
All Stores	Sales	102.3%	97.5%	98.8%									

*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	19	27	13										59	
	Closure*5	Closure	10	23	12										45
		Re-location	1	5	4										10
		Subtotal	11	28	16										55
	Net Increase	8	-1	-3											4
Total Number of Stores in Japan		14,664	14,663	14,660										14,660	
Overseas	Total Number of Stores Overseas*6	4,978	5,074	5,158										5,158	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	Hokkaido	675	676	676										
	Tohoku	1,176	1,173	1,172										
	Kanto	4,711	4,704	4,704										
	Koshinetsu	537	536	535										
	Hokuriku	390	390	390										
	Tokai	1,309	1,310	1,310										
	Kinki	2,649	2,652	2,651										
	Chugoku	942	946	947										
	Shikoku	618	619	620										
	Kyushu	1,657	1,657	1,655										
Total Number of Stores in Japan		14,664	14,663	14,660										
Overseas	China	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,377	2,382	2,375									
		Chongqing and surrounding area (Chongqing, Sichuan)	527	585	628									
		Liaoning (Shenyang, Dalian)	468	473	487									
		Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351	356									
		Guangdong (including Shenzhen)	8	13	20									
		Hubei (including Wuhan)	542	548	552									
		Anhui (including Hefei)	184	187	194									
		Hunan (including Changsha)	120	122	121									
	Hainan (including Haikou)	102	105	110										
	Indonesia*7	65	65	65										
	Hawaii (US)	2	2	2										
	Thailand	168	169	171										
	Philippines	69	72	77										
	Total Number of Stores Overseas*6		4,978	5,074	5,158									

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	13,258								
		NATURAL LAWSON	136	136	134								
	(Non-consolidated)	LAWSON STORE100	669	668	668								
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	138									
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	202	203	203									
	Lawson Okinawa, Inc. (Equity method affiliates)	260	259	259									
	Total Number of Stores in Japan		14,664	14,663	14,660								

◆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	13										58
	Closure	10	21	12										43
Closure*5	Re-location	1	5	4										10
	Subtotal	11	26	16										53
Net Increase		8	0	-3										5
Number of Stores		13,395	13,395	13,392										13,392

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		675	676	676									
Tohoku		1,176	1,173	1,172									
Kanto		4,284	4,278	4,278									
Koshinetsu		537	536	535									
Hokuriku		390	390	390									
Tokai		1,214	1,215	1,215									
Kinki		2,502	2,505	2,504									
Chugoku		942	946	947									
Shikoku		480	481	482									
Kyushu		1,195	1,195	1,193									
Number of Stores		13,395	13,395	13,392									

◆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										0
Closure*5		0	1	0										1
Net Increase		0	-1	0										-1
Number of Stores		669	668	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										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 Apr. is revised and the number of May includes some undetermined figures.

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