

【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%	102.0%								
	Number of Customers	97.5%	98.2%	101.4%	100.8%								
	Spending per Customer	103.1%	102.7%	101.2%	101.2%								
All Stores	Sales	103.3%	103.5%	104.1%	105.0%								
	(million yen)	212,909	210,847	214,847	217,107								
	Ave. Daily Sales per Store (Thousands of yen)	491	502	497	518								
	Number of Customers(Number)	644	660	661	696								
	Spending per Customer(Yen)	762	761	751	744								

(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%	102.3%								
	Number of Customers	97.7%	98.5%	101.8%	101.1%								
	Spending per Customer	103.1%	102.7%	101.2%	101.2%								
All Stores	Sales	103.7%	103.9%	104.5%	105.3%								
	(million yen)	204,286	202,363	206,203	208,505								
	Ave. Daily Sales per Store (Thousands of yen)	495	507	501	523								
	Number of Customers(Number)	641	657	658	692								
	Spending per Customer(Yen)	773	772	762	755								

(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%	97.1%								
	Number of Customers	93.9%	94.0%	95.8%	96.7%								
	Spending per Customer	102.5%	102.0%	99.2%	100.4%								

■ **Seijo Ishii Business*4**

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales*5	100.1%	94.7%	95.7%	92.7%								
	Number of Customers	98.6%	96.3%	100.0%	94.4%								
	Spending per Customer*5	101.5%	98.4%	95.7%	98.1%								
All Stores	Sales*5	102.7%	97.7%	98.5%	95.3%								

*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.

*5 Existing store sales (YoY) and All stores sales (YoY) from March to May, and Spending per Customer of March of Seijo Ishii business were corrected on July 11.

[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	17									76	
	Closure*5	Closure	10	23	12	19									64
		Re-location	1	5	4	6									16
		Subtotal	11	28	16	25									80
	Net Increase	8	-1	-3	-8										-4
Total Number of Stores in Japan		14,664	14,663	14,660	14,652									14,652	
Overseas	Total Number of Stores Overseas*6	4,978	5,074	5,158	5,304									5,304	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	Hokkaido	675	676	676	676									
	Tohoku	1,176	1,173	1,172	1,173									
	Kanto	4,711	4,704	4,704	4,698									
	Koshinetsu	537	536	535	534									
	Hokuriku	390	390	390	391									
	Tokai	1,309	1,310	1,310	1,309									
	Kinki	2,649	2,652	2,651	2,652									
	Chugoku	942	946	947	947									
	Shikoku	618	619	620	620									
	Kyushu	1,657	1,657	1,655	1,652									
Total Number of Stores in Japan		14,664	14,663	14,660	14,652									
Overseas	China	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,377	2,382	2,375	2,374								
		Chongqing and surrounding area (Chongqing, Sichuan)	527	585	628	687								
		Liaoning (including Shenyang, Dalian)	468	473	487	500								
		Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351	356	373								
		Guangdong (including Shenzhen)	8	13	20	38								
		Hubei (including Wuhan)	542	548	552	560								
		Anhui (including Hefei)	184	187	194	211								
		Hunan (including Changsha)	120	122	121	129								
	Hainan (including Haikou)	102	105	110	111									
	Indonesia*7	65	65	65	65									
	Hawaii (US)	2	2	2	2									
	Thailand	168	169	171	174									
	Philippines	69	72	77	80									
	Total Number of Stores Overseas*6		4,978	5,074	5,158	5,304								

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	13,253							
		NATURAL LAWSON	136	136	134	133							
	(Non-consolidated)	LAWSON STORE100	669	668	668	667							
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	138	138								
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	202	203	203	202								
	Lawson Okinawa, Inc. (Equity method affiliates)	260	259	259	259								
	Total Number of Stores in Japan		14,664	14,663	14,660	14,652							

◆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	17									75
	Closure	10	21	12	18									61
Closure*5	Re-location	1	5	4	5									15
	Subtotal	11	26	16	23									76
Net Increase		8	0	-3	-6									-1
Number of Stores		13,395	13,395	13,392	13,386									13,386

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		675	676	676	676								
Tohoku		1,176	1,173	1,172	1,173								
Kanto		4,284	4,278	4,278	4,273								
Koshinetsu		537	536	535	534								
Hokuriku		390	390	390	391								
Tokai		1,214	1,215	1,215	1,214								
Kinki		2,502	2,505	2,504	2,505								
Chugoku		942	946	947	947								
Shikoku		480	481	482	482								
Kyushu		1,195	1,195	1,193	1,191								
Number of Stores		13,395	13,395	13,392	13,386								

◆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									0
Closure*5		0	1	0	1									2
Net Increase		0	-1	0	-1									-2
Number of Stores		669	668	668	667									667

■ 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	172									172

*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 May is revised and the number of Jun. includes some undetermined figures.

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