

【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%	102.1%	104.6%						
	Number of Customers	97.5%	98.2%	101.4%	100.8%	99.0%	102.4%						
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.1%	102.2%						
All Stores	Sales	103.3%	103.5%	104.1%	105.0%	103.5%	107.0%						
	(million yen)	212,909	210,847	214,847	217,107	231,811	231,099						
	Ave. Daily Sales per Store (Thousands of yen)	491	502	497	518	535	534						
	Number of Customers(Number)	644	660	661	696	693	683						
	Spending per Customer(Yen)	762	761	751	744	773	782						

(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%	102.3%	105.0%						
	Number of Customers	97.7%	98.5%	101.8%	101.1%	99.1%	102.7%						
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.2%	102.3%						
All Stores	Sales	103.7%	103.9%	104.5%	105.3%	103.8%	107.4%						
	(million yen)	204,286	202,363	206,203	208,505	222,896	222,283						
	Ave. Daily Sales per Store (Thousands of yen)	495	507	501	523	541	540						
	Number of Customers(Number)	641	657	658	692	690	680						
	Spending per Customer(Yen)	773	772	762	755	784	793						

(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%	98.1%	97.1%						
	Number of Customers	93.9%	94.0%	95.8%	96.7%	97.2%	97.1%						
	Spending per Customer	102.5%	102.0%	99.2%	100.4%	100.9%	100.0%						

■ **Seijo Ishii Business*4**

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	100.1%	94.7%	95.7%	92.7%	93.1%	94.1%						
	Number of Customers	98.6%	96.3%	100.0%	94.4%	94.0%	96.5%						
	Spending per Customer	101.5%	98.4%	95.7%	98.1%	99.0%	97.5%						
All Stores	Sales	102.7%	97.7%	98.5%	95.3%	95.8%	97.7%						

*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	17	33	20							129	
	Closure*5	Closure	10	23	12	19	20	20							104
		Re-location	1	5	4	6	8	2							26
		Subtotal	11	28	16	25	28	22							130
	Net Increase	8	-1	-3	-8	5	-2								-1
Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655							14,655	
Overseas	Total Number of Stores Overseas*6	4,978	5,074	5,158	5,309	5,423	5,576							5,576	

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	679	680						
	Tohoku	1,176	1,173	1,172	1,173	1,175	1,174						
	Kanto	4,711	4,704	4,704	4,698	4,701	4,703						
	Koshinetsu	537	536	535	534	533	533						
	Hokuriku	390	390	390	391	389	387						
	Tokai	1,309	1,310	1,310	1,309	1,308	1,306						
	Kinki	2,649	2,652	2,651	2,652	2,650	2,654						
	Chugoku	942	946	947	947	947	946						
	Shikoku	618	619	620	620	622	623						
	Kyushu	1,657	1,657	1,655	1,652	1,653	1,649						
Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655						
Overseas	China												
	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,377	2,382	2,375	2,374	2,423	2,454						
	Chongqing and surrounding area (Chongqing, Sichuan)	527	585	628	687	700	727						
	Liaoning (including Shenyang, Dalian)	468	473	487	500	509	529						
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351	356	373	377	388						
	Guangdong and Fujian (including Shenzhen, Xiamen)	8	13	20	38	52	77						
	Hubei (including Wuhan)	542	548	552	560	559	576						
	Anhui (including Hefei)	184	187	194	211	216	229						
	Hunan (including Changsha)	120	122	121	129	135	141						
	Hainan (including Haikou)	102	105	110	111	113	114						
	Indonesia*6	65	65	65	70	82	82						
	Hawaii (US)	2	2	2	2	2	2						
	Thailand	168	169	171	174	174	175						
	Philippines	69	72	77	80	81	82						
Total Number of Stores Overseas*6		4,978	5,074	5,158	5,309	5,423	5,576						

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	13,257	13,258						
	NATURAL LAWSON	136	136	134	133	133	133						
	(Non-consolidated) LAWSON STORE100	669	668	668	667	668	668						
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	138	138	138	138						
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	202	203	203	202	202	202						
	Lawson Okinawa, Inc. (Equity method affiliates)	260	259	259	259	259	256						
Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655						

◆LAWSON Business of Lawson, Inc.*7

Number of Stores		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		19	26	13	17	31	18							124
Closure*5	Closure	10	21	12	18	19	16							96
	Re-location	1	5	4	5	8	1							24
	Subtotal	11	26	16	23	27	17							120
Net Increase		8	0	-3	-6	4	1							4
Number of Stores		13,395	13,395	13,392	13,386	13,390	13,391							13,391

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		675	676	676	676	679	680						
Tohoku		1,176	1,173	1,172	1,173	1,175	1,174						
Kanto		4,284	4,278	4,278	4,273	4,275	4,277						
Koshinetsu		537	536	535	534	533	533						
Hokuriku		390	390	390	391	389	387						
Tokai		1,214	1,215	1,215	1,214	1,213	1,211						
Kinki		2,502	2,505	2,504	2,505	2,503	2,507						
Chugoku		942	946	947	947	947	946						
Shikoku		480	481	482	482	484	485						
Kyushu		1,195	1,195	1,193	1,191	1,192	1,191						
Number of Stores		13,395	13,395	13,392	13,386	13,390	13,391						

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

■ Seijo Ishii Business*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		170	171	171	172	172	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 Aug. is preliminary.

*7 LAWSON Business includes LAWSON and NATURAL LAWSON.

*8 As for Seijo Ishii Business, the numbers of franchise stores and restaurants are not included.