

**【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%	100.8%					
	Number of Customers	97.5%	98.2%	101.4%	100.8%	99.0%	102.4%	101.5%					
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.1%	102.2%	99.3%					
All Stores	Sales	103.3%	103.5%	104.1%	105.0%	103.5%	107.0%	104.1%					
	(million yen)	212,909	210,847	214,847	217,107	231,811	231,099	218,292					
	Ave. Daily Sales per Store (Thousands of yen)	491	502	497	518	535	534	522					
	Number of Customers(Number)	644	660	661	696	693	683	673					
Spending per Customer(Yen)		762	761	751	744	773	782	775					

**(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%	101.0%					
	Number of Customers	97.7%	98.5%	101.8%	101.1%	99.1%	102.7%	101.7%					
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.2%	102.3%	99.3%					
All Stores	Sales	103.7%	103.9%	104.5%	105.3%	103.8%	107.4%	104.4%					
	(million yen)	204,286	202,363	206,203	208,505	222,896	222,283	209,771					
	Ave. Daily Sales per Store (Thousands of yen)	495	507	501	523	541	540	527					
	Number of Customers(Number)	641	657	658	692	690	680	670					
Spending per Customer(Yen)		773	772	762	755	784	793	787					

**(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%	98.0%					
	Number of Customers	93.9%	94.0%	95.8%	96.7%	97.2%	97.1%	98.9%					
	Spending per Customer	102.5%	102.0%	99.2%	100.4%	100.9%	100.0%	99.1%					

**■ 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%	94.2%					
	Number of Customers	98.6%	96.3%	100.0%	94.4%	94.0%	96.5%	94.8%					
	Spending per Customer	101.5%	98.4%	95.7%	98.1%	99.0%	97.5%	99.4%					
All Stores	Sales	102.7%	97.7%	98.5%	95.3%	95.8%	97.7%	98.7%					

\*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	10						139	
	Closure*5	Closure	10	23	12	19	20	20	28						132
		Re-location	1	5	4	6	8	2	3						29
		Subtotal	11	28	16	25	28	22	31						161
	Net Increase	8	-1	-3	-8	5	-2	-21							-22
Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655	14,634						14,634	
Overseas	Total Number of Stores Overseas*6	4,978	5,074	5,158	5,309	5,423	5,586	5,717						5,717	

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	679					
	Tohoku	1,176	1,173	1,172	1,173	1,175	1,174	1,173					
	Kanto	4,711	4,704	4,704	4,698	4,701	4,703	4,692					
	Koshinetsu	537	536	535	534	533	533	531					
	Hokuriku	390	390	390	391	389	387	387					
	Tokai	1,309	1,310	1,310	1,309	1,308	1,306	1,306					
	Kinki	2,649	2,652	2,651	2,652	2,650	2,654	2,650					
	Chugoku	942	946	947	947	947	946	945					
	Shikoku	618	619	620	620	622	623	624					
	Kyushu	1,657	1,657	1,655	1,652	1,653	1,649	1,647					
Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655	14,634					
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,377	2,382	2,375	2,374	2,423	2,454	2,482					
	Chongqing and surrounding area (Chongqing, Sichuan)	527	585	628	687	700	727	748					
	Liaoning (including Shenyang, Dalian)	468	473	487	500	509	529	547					
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351	356	373	377	388	397					
	Guangdong and Fujian (including Shenzhen, Xiamen)	8	13	20	38	52	77	105					
	Hubei (including Wuhan)	542	548	552	560	559	576	587					
	Anhui (including Hefei)	184	187	194	211	216	229	236					
	Hunan (including Changsha)	120	122	121	129	135	141	143					
	Hainan (including Haikou)	102	105	110	111	113	114	116					
	Indonesia*6	65	65	65	70	82	92	92					
	Hawaii (US)	2	2	2	2	2	2	2					
	Thailand	168	169	171	174	174	175	177					
	Philippines	69	72	77	80	81	82	85					
	Total Number of Stores Overseas*6		4,978	5,074	5,158	5,309	5,423	5,586	5,717				

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	13,241				
		NATURAL LAWSON	136	136	134	133	133	133	133				
	(Non-consolidated)	LAWSON STORE100	669	668	668	667	668	668	666				
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	138	138	138	138	138					
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	202	203	203	202	202	202	201					
	Lawson Okinawa, Inc. (Equity method affiliates)	260	259	259	259	259	256	255					
	Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655	14,634				

◆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	10						134
Closure*5	Closure	10	21	12	18	19	16	24						120
	Re-location	1	5	4	5	8	1	3						27
	Subtotal	11	26	16	23	27	17	27						147
Net Increase		8	0	-3	-6	4	1	-17						-13
Number of Stores		13,395	13,395	13,392	13,386	13,390	13,391	13,374						13,374

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	679					
Tohoku		1,176	1,173	1,172	1,173	1,175	1,174	1,173					
Kanto		4,284	4,278	4,278	4,273	4,275	4,277	4,268					
Koshinetsu		537	536	535	534	533	533	531					
Hokuriku		390	390	390	391	389	387	387					
Tokai		1,214	1,215	1,215	1,214	1,213	1,211	1,211					
Kinki		2,502	2,505	2,504	2,505	2,503	2,507	2,503					
Chugoku		942	946	947	947	947	946	945					
Shikoku		480	481	482	482	484	485	486					
Kyushu		1,195	1,195	1,193	1,191	1,192	1,191	1,191					
Number of Stores		13,395	13,395	13,392	13,386	13,390	13,391	13,374					

◆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	0						1
Closure*5		0	1	0	1	0	0	2						4
Net Increase		0	-1	0	-1	1	0	-2						-3
Number of Stores		669	668	668	667	668	668	666						666

■ 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						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 Sep. 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.