

【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%	105.6%				
	Number of Customers	97.5%	98.2%	101.4%	100.8%	99.0%	102.4%	101.5%	100.0%				
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.1%	102.2%	99.3%	105.5%				
All Stores	Sales	103.3%	103.5%	104.1%	105.0%	103.5%	107.0%	104.1%	105.5%				
	(million yen)	212,909	210,847	214,847	217,107	231,811	231,099	218,292	226,068				
	Ave. Daily Sales per Store (Thousands of yen)	491	502	497	518	535	534	522	523				
	Number of Customers(Number)	644	660	661	696	693	683	673	681				
	Spending per Customer(Yen)	762	761	751	744	773	782	775	769				

(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%	105.7%				
	Number of Customers	97.7%	98.5%	101.8%	101.1%	99.1%	102.7%	101.7%	100.1%				
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.2%	102.3%	99.3%	105.6%				
All Stores	Sales	103.7%	103.9%	104.5%	105.3%	103.8%	107.4%	104.4%	105.7%				
	(million yen)	204,286	202,363	206,203	208,505	222,896	222,283	209,771	217,244				
	Ave. Daily Sales per Store (Thousands of yen)	495	507	501	523	541	540	527	528				
	Number of Customers(Number)	641	657	658	692	690	680	670	678				
	Spending per Customer(Yen)	773	772	762	755	784	793	787	780				

(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%	101.6%				
	Number of Customers	93.9%	94.0%	95.8%	96.7%	97.2%	97.1%	98.9%	98.0%				
	Spending per Customer	102.5%	102.0%	99.2%	100.4%	100.9%	100.0%	99.1%	103.7%				

■ **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%	98.1%				
	Number of Customers	98.6%	96.3%	100.0%	94.4%	94.0%	96.5%	94.8%	95.5%				
	Spending per Customer	101.5%	98.4%	95.7%	98.1%	99.0%	97.5%	99.4%	102.7%				
All Stores	Sales	102.7%	97.7%	98.5%	95.3%	95.8%	97.7%	98.7%	102.7%				

*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	18					157	
	Closure*5	Closure	10	23	12	19	20	20	28	16					148
		Re-location	1	5	4	6	8	2	3	3					32
		Subtotal	11	28	16	25	28	22	31	19					180
		Net Increase	8	-1	-3	-8	5	-2	-21	-1					-23
	Total Number of Stores in Japan	14,664	14,663	14,660	14,652	14,657	14,655	14,634	14,633					14,633	
Overseas	Total Number of Stores Overseas*6	4,978	5,074	5,158	5,309	5,423	5,586	5,732	5,846					5,846	

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	677					
	Tohoku	1,176	1,173	1,172	1,173	1,175	1,174	1,173	1,172					
	Kanto	4,711	4,704	4,704	4,698	4,701	4,703	4,692	4,690					
	Koshinetsu	537	536	535	534	533	533	531	531					
	Hokuriku	390	390	390	391	389	387	387	387					
	Tokai	1,309	1,310	1,310	1,309	1,308	1,306	1,306	1,308					
	Kinki	2,649	2,652	2,651	2,652	2,650	2,654	2,650	2,650					
	Chugoku	942	946	947	947	947	946	945	947					
	Shikoku	618	619	620	620	622	623	624	624					
	Kyushu	1,657	1,657	1,655	1,652	1,653	1,649	1,647	1,647					
	Total Number of Stores in Japan	14,664	14,663	14,660	14,652	14,657	14,655	14,634	14,633					
Overseas	China	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,377	2,382	2,375	2,374	2,423	2,454	2,482	2,512				
		Chongqing and surrounding area (Chongqing, Sichuan)	527	585	628	687	700	727	748	760				
		Liaoning (including Shenyang, Dalian)	468	473	487	500	509	529	547	562				
		Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351	356	373	377	388	397	407				
		Guangdong and Fujian (including Shenzhen, Xiamen)	8	13	20	38	52	77	105	124				
		Hubei (including Wuhan)	542	548	552	560	559	576	587	596				
		Anhui (including Hefei)	184	187	194	211	216	229	236	238				
		Hunan (including Changsha)	120	122	121	129	135	141	143	148				
	Hainan (including Haikou)	102	105	110	111	113	114	116	121					
	Indonesia*6	65	65	65	70	82	92	107	107					
	Hawaii (US)	2	2	2	2	2	2	2	2					
	Thailand	168	169	171	174	174	175	177	180					
	Philippines	69	72	77	80	81	82	85	89					
		Total Number of Stores Overseas*6	4,978	5,074	5,158	5,309	5,423	5,586	5,732	5,846				

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	13,243			
		NATURAL LAWSON	136	136	134	133	133	133	133	132			
	(Non-consolidated)	LAWSON STORE100	669	668	668	667	668	668	666	665			
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	138	138	138	138	138	138				
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	202	203	203	202	202	202	201	200				
	Lawson Okinawa, Inc. (Equity method affiliates)	260	259	259	259	259	256	255	255				
		Total Number of Stores in Japan	14,664	14,663	14,660	14,652	14,657	14,655	14,634	14,633			

◆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	18					152
	Closure	10	21	12	18	19	16	24	15					135
Closure*5	Re-location	1	5	4	5	8	1	3	2					29
	Subtotal	11	26	16	23	27	17	27	17					164
	Net Increase	8	0	-3	-6	4	1	-17	1					-12
	Number of Stores	13,395	13,395	13,392	13,386	13,390	13,391	13,374	13,375					13,375

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	677				
Tohoku		1,176	1,173	1,172	1,173	1,175	1,174	1,173	1,172				
Kanto		4,284	4,278	4,278	4,273	4,275	4,277	4,268	4,267				
Koshinetsu		537	536	535	534	533	533	531	531				
Hokuriku		390	390	390	391	389	387	387	387				
Tokai		1,214	1,215	1,215	1,214	1,213	1,211	1,211	1,213				
Kinki		2,502	2,505	2,504	2,505	2,503	2,507	2,503	2,503				
Chugoku		942	946	947	947	947	946	945	947				
Shikoku		480	481	482	482	484	485	486	486				
Kyushu		1,195	1,195	1,193	1,191	1,192	1,191	1,191	1,192				
	Number of Stores	13,395	13,395	13,392	13,386	13,390	13,391	13,374	13,375				

◆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	0					1
Closure*5		0	1	0	1	0	0	2	1					5
	Net Increase	0	-1	0	-1	1	0	-2	-1					-4
	Number of Stores	669	668	668	667	668	668	666	665					665

■ 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	173					173

*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 Oct. 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.