【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%	104.9%			
	Number of Customers	97.5%	98.2%	101.4%	100.8%	99.0%	102.4%	101.5%	100.0%	99.8%			
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.1%	102.2%	99.3%	105.5%	105.1%			
All Stores	Sales	103.3%	103.5%	104.1%	105.0%	103.5%	107.0%	104.1%	105.5%	106.0%			
	(million yen)	212,909	210,847	214,847	217,107	231,811	231,099	218,292	226,068	216,737			
	Ave. Daily Sales per Store (Thousands of yen)	491	502	497	518	535	534	522	523	519			
	Number of Customers(Number)	644	660	661	696	693	683	673	681	669			
	Spending per Customer(Yen)	762	761	751	744	773	782	775	769	776			

(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%	105.0%			
	Number of Customers	97.7%	98.5%	101.8%	101.1%	99.1%	102.7%	101.7%	100.1%	99.9%			
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.2%	102.3%	99.3%	105.6%	105.1%			
All Stores	Sales	103.7%	103.9%	104.5%	105.3%	103.8%	107.4%	104.4%	105.7%	106.1%			
	(million yen)	204,286	202,363	206,203	208,505	222,896	222,283	209,771	217,244	208,149			
	Ave. Daily Sales per Store (Thousands of yen)	495	507	501	523	541	540	527	528	524			
	Number of Customers(Number)	641	657	658	692	690	680	670	678	665			
	Spending per Customer(Yen)	773	772	762	755	784	793	787	780	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%	101.6%	103.1%			
	Number of Customers	93.9%	94.0%	95.8%	96.7%	97.2%	97.1%	98.9%	98.0%	98.6%			
	Spending per Customer	102.5%	102.0%	99.2%	100.4%	100.9%	100.0%	99.1%	103.7%	104.5%			

■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%	102.1%			
	Number of Customers	98.6%	96.3%	100.0%	94.4%	94.0%	96.5%	94.8%	95.5%	97.4%			
	Spending per Customer	101.5%	98.4%	95.7%	98.1%	99.0%	97.5%	99.4%	102.7%	104.9%			
All Stores	Sales	102.7%	97.7%	98.5%	95.3%	95.8%	97.7%	98.7%	102.7%	106.2%			

*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	19				176
	Closure*5	Closure	10	23	12	19	20	20	28	16	20				168
		Re-location	1	5	4	6	8	2	3	3	4				36
		Subtotal	11	28	16	25	28	22	31	19	24				204
	Net Increase		8	−1	−3	−8	5	−2	−21	−1	−5				−28
	Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655	14,634	14,633	14,628				14,628
Overseas	Total Number of Stores Overseas*6		4,978	5,074	5,158	5,309	5,423	5,586	5,732	5,863	5,939				5,939

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	680			
	Tohoku		1,176	1,173	1,172	1,173	1,175	1,174	1,173	1,172	1,170			
	Kanto		4,711	4,704	4,704	4,698	4,701	4,703	4,692	4,690	4,688			
	Koshinetsu		537	536	535	534	533	533	531	531	531			
	Hokuriku		390	390	390	391	389	387	387	387	385			
	Tokai		1,309	1,310	1,310	1,309	1,308	1,306	1,306	1,308	1,306			
	Kinki		2,649	2,652	2,651	2,652	2,650	2,654	2,650	2,650	2,648			
	Chugoku		942	946	947	947	947	946	945	947	946			
	Shikoku		618	619	620	620	622	623	624	624	623			
	Kyushu		1,657	1,657	1,655	1,652	1,653	1,649	1,647	1,647	1,651			
	Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655	14,634	14,633	14,628			
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	2,521			
		Chongqing and surrounding area (Chongqing, Sichuan)	527	585	628	687	700	727	748	760	781			
		Liaoning (including Shenyang, Dalian)	468	473	487	500	509	529	547	562	570			
		Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351	356	373	377	388	397	407	413			
		Guangdong and Fujian (including Shenzhen, Xiamen)	8	13	20	38	52	77	105	124	140			
		Hubei (including Wuhan)	542	548	552	560	559	576	587	596	599			
		Anhui (including Hefei)	184	187	194	211	216	229	236	238	238			
		Hunan (including Changsha)	120	122	121	129	135	141	143	148	152			
		Hainan (including Haikou)	102	105	110	111	113	114	116	121	126			
	Indonesia*6		65	65	65	70	82	92	107	124	124			
	Hawaii (US)		2	2	2	2	2	2	2	2	2			
	Thailand		168	169	171	174	174	175	177	180	181			
	Philippines		69	72	77	80	81	82	85	89	92			
	Total Number of Stores Overseas*6		4,978	5,074	5,158	5,309	5,423	5,586	5,732	5,863	5,939			

Number of Stores by Company (Japan)

			MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Lawson, Inc. (Non-consolidated)	LAWSON	13,259	13,259	13,258	13,253	13,257	13,258	13,241	13,243	13,239			
		NATURAL LAWSON	136	136	134	133	133	133	133	132	131			
		LAWSON STORE100	669	668	668	667	668	668	666	665	664			
	Lawson Kochi, Inc. (Equity method affiliates)		138	138	138	138	138	138	138	138	137			
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)		202	203	203	202	202	202	201	200	200			
	Lawson Okinawa, Inc. (Equity method affiliates)		260	259	259	259	259	256	255	255	257			
	Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655	14,634	14,633	14,628			

◆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	16				168
Closure*5	Closure		10	21	12	18	19	16	24	15	17				152
	Re-location		1	5	4	5	8	1	3	2	4				33
	Subtotal		11	26	16	23	27	17	27	17	21				185
Net Increase			8	0	−3	−6	4	1	−17	1	−5				−17
Number of Stores			13,395	13,395	13,392	13,386	13,390	13,391	13,374	13,375	13,370				13,370

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	680			
Tohoku	1,176	1,173	1,172	1,173	1,175	1,174	1,173	1,172	1,170			
Kanto	4,284	4,278	4,278	4,273	4,275	4,277	4,268	4,267	4,265			
Koshinetsu	537	536	535	534	533	533	531	531	531			
Hokuriku	390	390	390	391	389	387	387	387	385			
Tokai	1,214	1,215	1,215	1,214	1,213	1,211	1,211	1,213	1,211			
Kinki	2,502	2,505	2,504	2,505	2,503	2,507	2,503	2,503	2,502			
Chugoku	942	946	947	947	947	946	945	947	946			
Shikoku	480	481	482	482	484	485	486	486	486			
Kyushu	1,195	1,195	1,193	1,191	1,192	1,191	1,191	1,192	1,194			
Number of Stores	13,395	13,395	13,392	13,386	13,390	13,391	13,374	13,375	13,370			

◆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				2
Closure*5	0	1	0	1	0	0	2	1	2				7
Net Increase	0	−1	0	−1	1	0	−2	−1	−1				−5
Number of Stores	669	668	668	667	668	668	666	665	664				664

■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	174				174

*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 Nov. 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.