

**【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%	103.9%	105.2%	
	Number of Customers	97.5%	98.2%	101.4%	100.8%	99.0%	102.4%	101.5%	100.0%	99.8%	98.8%	101.8%	
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.1%	102.2%	99.3%	105.5%	105.1%	105.1%	103.3%	
All Stores	Sales	103.3%	103.5%	104.1%	105.0%	103.5%	107.0%	104.1%	105.5%	106.0%	102.2%	102.5%	
	(million yen)	212,909	210,847	214,847	217,107	231,811	231,099	218,292	226,068	216,737	234,398	215,181	
	Ave. Daily Sales per Store (Thousands of yen)	491	502	497	518	535	534	522	523	519	543	501	
	Number of Customers(Number)	644	660	661	696	693	683	673	681	669	656	617	
Spending per Customer(Yen)		762	761	751	744	773	782	775	769	776	828	811	

**(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%	103.9%	105.3%	
	Number of Customers	97.7%	98.5%	101.8%	101.1%	99.1%	102.7%	101.7%	100.1%	99.9%	98.9%	101.9%	
	Spending per Customer	103.1%	102.7%	101.2%	101.2%	103.2%	102.3%	99.3%	105.6%	105.1%	105.1%	103.3%	
All Stores	Sales	103.7%	103.9%	104.5%	105.3%	103.8%	107.4%	104.4%	105.7%	106.1%	102.2%	102.6%	
	(million yen)	204,286	202,363	206,203	208,505	222,896	222,283	209,771	217,244	208,149	225,199	206,670	
	Ave. Daily Sales per Store (Thousands of yen)	495	507	501	523	541	540	527	528	524	548	505	
	Number of Customers(Number)	641	657	658	692	690	680	670	678	665	653	615	
Spending per Customer(Yen)		773	772	762	755	784	793	787	780	787	840	822	

**(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%	103.7%	102.4%	
	Number of Customers	93.9%	94.0%	95.8%	96.7%	97.2%	97.1%	98.9%	98.0%	98.6%	98.4%	98.7%	
	Spending per Customer	102.5%	102.0%	99.2%	100.4%	100.9%	100.0%	99.1%	103.7%	104.5%	105.4%	103.8%	

**■ 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%	102.1%	100.6%	
	Number of Customers	98.6%	96.3%	100.0%	94.4%	94.0%	96.5%	94.8%	95.5%	97.4%	97.6%	99.0%	
	Spending per Customer	101.5%	98.4%	95.7%	98.1%	99.0%	97.5%	99.4%	102.7%	104.9%	104.6%	101.6%	
All Stores	Sales	102.7%	97.7%	98.5%	95.3%	95.8%	97.7%	98.7%	102.7%	106.2%	105.2%	104.7%	

\*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.

