

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

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

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

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

*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	19			195	
	Closure*5	Closure	10	23	12	19	20	20	28	16	20	21			189
		Re-location	1	5	4	6	8	2	3	3	4	2			38
		Subtotal	11	28	16	25	28	22	31	19	24	23			227
	Net Increase	8	-1	-3	-8	5	-2	-21	-1	-5	-4				-32
Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655	14,634	14,633	14,628	14,624			14,624	
Overseas	Total Number of Stores Overseas*6	4,978	5,074	5,158	5,309	5,423	5,586	5,732	5,863	5,960	6,069			6,069	

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	680		
	Tohoku	1,176	1,173	1,172	1,173	1,175	1,174	1,173	1,172	1,170	1,171		
	Kanto	4,711	4,704	4,704	4,698	4,701	4,703	4,692	4,690	4,688	4,687		
	Koshinetsu	537	536	535	534	533	533	531	531	531	528		
	Hokuriku	390	390	390	391	389	387	387	387	385	383		
	Tokai	1,309	1,310	1,310	1,309	1,308	1,306	1,306	1,308	1,308	1,305		
	Kinki	2,649	2,652	2,651	2,652	2,650	2,654	2,650	2,650	2,648	2,651		
	Chugoku	942	946	947	947	947	946	945	947	946	944		
	Shikoku	618	619	620	620	622	623	624	624	623	623		
	Kyushu	1,657	1,657	1,655	1,652	1,653	1,649	1,647	1,647	1,651	1,652		
Total Number of Stores in Japan		14,664	14,663	14,660	14,652	14,657	14,655	14,634	14,633	14,628	14,624		
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	2,527		
	Chongqing and surrounding area (Chongqing, Sichuan)	527	585	628	687	700	727	748	760	781	815		
	Liaoning (including Shenyang, Dalian)	468	473	487	500	509	529	547	562	570	586		
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351	356	373	377	388	397	407	413	418		
	Guangdong and Fujian (including Shenzhen, Xiamen)	8	13	20	38	52	77	105	124	140	150		
	Hubei (including Wuhan)	542	548	552	560	559	576	587	596	599	618		
	Anhui (including Hefei)	184	187	194	211	216	229	236	238	238	235		
	Hunan (including Changsha)	120	122	121	129	135	141	143	148	152	155		
	Hainan (including Haikou)	102	105	110	111	113	114	116	121	126	137		
	Indonesia*6	65	65	65	70	82	92	107	124	145	145		
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2		
	Thailand	168	169	171	174	174	175	177	180	181	181		
	Philippines	69	72	77	80	81	82	85	89	92	100		
Total Number of Stores Overseas*6		4,978	5,074	5,158	5,309	5,423	5,586	5,732	5,863	5,960	6,069		

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	13,239	13,234		
	NATURAL LAWSON	136	136	134	133	133	133	133	132	131	131		
	(Non-consolidated) LAWSON STORE100	669	668	668	667	668	668	666	665	664	664		
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	138	138	138	138	138	138	137	138		
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	202	203	203	202	202	202	201	200	200	200		
	Lawson Okinawa, Inc. (Equity method affiliates)	260	259	259	259	259	256	255	255	257	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	14,624		

◆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	16			184
	Closure	10	21	12	18	19	16	24	15	17	20			172
Closure*5	Re-location	1	5	4	5	8	1	3	2	4	1			34
	Subtotal	11	26	16	23	27	17	27	17	21	21			206
Net Increase		8	0	-3	-6	4	1	-17	1	-5	-5			-22
Number of Stores		13,395	13,395	13,392	13,386	13,390	13,391	13,374	13,375	13,370	13,365			13,365

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	680		
Tohoku		1,176	1,173	1,172	1,173	1,175	1,174	1,173	1,172	1,170	1,171		
Kanto		4,284	4,278	4,278	4,273	4,275	4,277	4,268	4,267	4,265	4,264		
Koshinetsu		537	536	535	534	533	533	531	531	531	528		
Hokuriku		390	390	390	391	389	387	387	387	385	383		
Tokai		1,214	1,215	1,215	1,214	1,213	1,211	1,211	1,213	1,211	1,210		
Kinki		2,502	2,505	2,504	2,505	2,503	2,507	2,503	2,503	2,502	2,505		
Chugoku		942	946	947	947	947	946	945	947	946	944		
Shikoku		480	481	482	482	484	485	486	486	486	485		
Kyushu		1,195	1,195	1,193	1,191	1,192	1,191	1,191	1,192	1,194	1,195		
Number of Stores		13,395	13,395	13,392	13,386	13,390	13,391	13,374	13,375	13,370	13,365		

◆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	1			3
Closure*5		0	1	0	1	0	0	2	1	2	1			8
Net Increase		0	-1	0	-1	1	0	-2	-1	-1	0			-5
Number of Stores		669	668	668	667	668	668	666	665	664	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	175			175

*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 Dec. 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.