

【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%	108.2%
	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%	108.0%
	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%	100.2%
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%	111.4%
	(million yen)	212,909	210,847	214,847	217,107	231,811	231,099	218,292	226,068	216,737	234,398	215,181	203,921
	Ave. Daily Sales per Store (Thousands of yen)	491	502	497	518	535	534	522	523	519	543	501	525
	Number of Customers(Number)	644	660	661	696	693	683	673	681	669	656	617	661
Spending per Customer(Yen)		762	761	751	744	773	782	775	769	776	828	811	794

(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%	108.4%
	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%	108.4%
	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%	100.0%
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%	111.8%
	(million yen)	204,286	202,363	206,203	208,505	222,896	222,283	209,771	217,244	208,149	225,199	206,670	195,995
	Ave. Daily Sales per Store (Thousands of yen)	495	507	501	523	541	540	527	528	524	548	505	530
	Number of Customers(Number)	641	657	658	692	690	680	670	678	665	653	615	659
Spending per Customer(Yen)		773	772	762	755	784	793	787	780	787	840	822	805

(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%	103.1%
	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%	100.9%
	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%	102.2%

■ 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%	99.7%
	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%	101.2%
	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%	98.5%
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%	104.3%

*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	22	11	228	
	Closure*5	Closure	10	23	12	19	20	20	28	16	20	21	5	17	211
		Re-location	1	5	4	6	8	2	3	3	4	2	3	1	42
		Subtotal	11	28	16	25	28	22	31	19	24	23	8	18	253
	Net Increase	8	-1	-3	-8	5	-2	-21	-1	-5	-4	14	-7	-25	
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	14,638	14,631	14,631	
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	6,116	6,106	6,128	6,128	

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	680	679
	Tohoku	1,176	1,173	1,172	1,173	1,175	1,174	1,173	1,172	1,170	1,171	1,171	1,171
	Kanto	4,711	4,704	4,704	4,698	4,701	4,703	4,692	4,690	4,688	4,687	4,689	4,682
	Koshinetsu	537	536	535	534	533	533	531	531	531	528	528	527
	Hokuriku	390	390	390	391	389	387	387	387	385	383	383	383
	Tokai	1,309	1,310	1,310	1,309	1,308	1,306	1,306	1,308	1,306	1,305	1,306	1,306
	Kinki	2,649	2,652	2,651	2,652	2,650	2,654	2,650	2,650	2,648	2,651	2,654	2,659
	Chugoku	942	946	947	947	947	946	945	947	946	944	946	945
	Shikoku	618	619	620	620	622	623	624	624	623	623	625	624
	Kyushu	1,657	1,657	1,655	1,652	1,653	1,649	1,647	1,647	1,651	1,652	1,656	1,655
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	14,638	14,631
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	2,470	2,483
	Chongqing and surrounding area (Chongqing, Sichuan)	527	585	628	687	700	727	748	760	781	815	798	798
	Liaoning (including Shenyang, Dalian)	468	473	487	500	509	529	547	562	570	586	582	586
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	346	351	356	373	377	388	397	407	413	418	433	432
	Guangdong and Fujian (including Shenzhen, Xiamen)	8	13	20	38	52	77	105	124	140	150	166	174
	Hubei (including Wuhan)	542	548	552	560	559	576	587	596	599	618	620	617
	Anhui (including Hefei)	184	187	194	211	216	229	236	238	238	235	231	231
	Hunan (including Changsha)	120	122	121	129	135	141	143	148	152	155	158	160
	Hainan (including Haikou)	102	105	110	111	113	114	116	121	126	137	141	139
	Indonesia*6	65	65	65	70	82	92	107	124	145	192	224	224
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2	2	2
	Thailand	168	169	171	174	174	175	177	180	181	181	181	181
	Philippines	69	72	77	80	81	82	85	89	92	100	100	101
Total Number of Stores Overseas*6		4,978	5,074	5,158	5,309	5,423	5,586	5,732	5,863	5,960	6,116	6,106	6,128

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	13,248	13,242
	NATURAL LAWSON	136	136	134	133	133	133	133	132	131	131	131	131
	(Non-consolidated) LAWSON STORE100	669	668	668	667	668	668	666	665	664	664	663	661
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	138	138	138	138	138	138	137	138	138	138
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	202	203	203	202	202	202	201	200	200	200	200	200
	Lawson Okinawa, Inc. (Equity method affiliates)	260	259	259	259	259	256	255	255	257	257	258	259
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	14,638	14,631

◆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	20	9	213
	Closure	10	21	12	18	19	16	24	15	17	20	3	14	189
Closure*5	Re-location	1	5	4	5	8	1	3	2	4	1	3	1	38
	Subtotal	11	26	16	23	27	17	27	17	21	21	6	15	227
Net Increase		8	0	-3	-6	4	1	-17	1	-5	-5	14	-6	-14
Number of Stores		13,395	13,395	13,392	13,386	13,390	13,391	13,374	13,375	13,370	13,365	13,379	13,373	13,373

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	680	679
Tohoku		1,176	1,173	1,172	1,173	1,175	1,174	1,173	1,172	1,170	1,171	1,171	1,171
Kanto		4,284	4,278	4,278	4,273	4,275	4,277	4,268	4,267	4,265	4,264	4,267	4,262
Koshinetsu		537	536	535	534	533	533	531	531	531	528	528	527
Hokuriku		390	390	390	391	389	387	387	387	385	383	383	383
Tokai		1,214	1,215	1,215	1,214	1,213	1,211	1,211	1,213	1,211	1,210	1,211	1,211
Kinki		2,502	2,505	2,504	2,505	2,503	2,507	2,503	2,503	2,502	2,505	2,508	2,513
Chugoku		942	946	947	947	947	946	945	947	946	944	946	945
Shikoku		480	481	482	482	484	485	486	486	486	485	487	486
Kyushu		1,195	1,195	1,193	1,191	1,192	1,191	1,191	1,192	1,194	1,195	1,198	1,196
Number of Stores		13,395	13,395	13,392	13,386	13,390	13,391	13,374	13,375	13,370	13,365	13,379	13,373

◆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	0	0	3
Closure*5		0	1	0	1	0	0	2	1	2	1	1	2	11
Net Increase		0	-1	0	-1	1	0	-2	-1	-1	0	-1	-2	-8
Number of Stores		669	668	668	667	668	668	666	665	664	664	663	661	661

■ 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	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 Feb. 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.