

**■ 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	106.5%	105.9%										
	Number of Customers	103.8%	103.5%										
	Spending per Customer	102.6%	102.4%										
All Stores	Sales	107.6%	105.5%										
	(million yen)	229,015	222,465										
	Ave. Daily Sales per Store (Thousands of yen)	531	534										
	Number of Customers(Number)	671	686										
Spending per Customer(Yen)		790	777										

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	106.6%	106.0%										
	Number of Customers	104.0%	103.7%										
	Spending per Customer	102.5%	102.2%										
All Stores	Sales	107.8%	105.6%										
	(million yen)	220,186	213,664										
	Ave. Daily Sales per Store (Thousands of yen)	536	538										
	Number of Customers(Number)	669	684										
Spending per Customer(Yen)		801	787										

(2)LAWSON STORE100 Business*1

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	104.1%	105.6%										
	Number of Customers	99.9%	100.3%										
	Spending per Customer	104.2%	105.2%										

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	96.9%	99.6%										
	Number of Customers	97.3%	98.0%										
	Spending per Customer	99.6%	101.7%										
All Stores	Sales	99.4%	101.8%										

*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	17	26											43	
	Closure*5	Closure	41	18											59
		Re-location	6	6											12
		Subtotal	47	24											71
	Net Increase	-30	2												-28
Total Number of Stores in Japan		14,601	14,603											14,603	
Overseas	Total Number of Stores Overseas*6	6,299	6,363											6,363	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	678	678										
	Tohoku	1,168	1,170										
	Kanto	4,674	4,670										
	Koshinetsu	525	525										
	Hokuriku	384	384										
	Tokai	1,305	1,306										
	Kinki	2,653	2,652										
	Chugoku	944	947										
	Shikoku	622	622										
	Kyushu	1,648	1,649										
Total Number of Stores in Japan		14,601	14,603										
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,503	2,515										
	Chongqing and surrounding area (Chongqing, Sichuan)	810	829										
	Liaoning (including Shenyang, Dalian)	598	613										
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	445	450										
	Guangdong and Fujian (including Shenzhen, Xiamen)	186	199										
	Hubei (including Wuhan)	621	623										
	Anhui (including Hefei)	229	221										
	Hunan (including Changsha)	162	162										
	Hainan (including Haikou)	139	145										
	Indonesia*6	323	323										
	Hawaii (US)	2	2										
	Thailand	179	178										
	Philippines	102	103										
Total Number of Stores Overseas*6		6,299	6,363										

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Lawson, Inc.	LAWSON	13,216	13,217									
		NATURAL LAWSON	130	131									
	(Non-consolidated)	LAWSON STORE100	659	659									
	Lawson Kochi, Inc. (Equity method affiliates)		138	138									
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)		199	199									
	Lawson Okinawa, Inc. (Equity method affiliates)		259	259									
	Total Number of Stores in Japan		14,601	14,603									

◆LAWSON Business of Lawson, Inc.*7

Number of Stores		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		16	25											41
	Closure	37	18											55
Closure*5	Re-location	6	5											11
	Subtotal	43	23											66
Net Increase		-27	2											-25
Number of Stores		13,346	13,348											13,348

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		678	678										
Tohoku		1,168	1,170										
Kanto		4,254	4,250										
Koshinetsu		525	525										
Hokuriku		384	384										
Tokai		1,210	1,211										
Kinki		2,509	2,508										
Chugoku		944	947										
Shikoku		484	484										
Kyushu		1,190	1,191										
Number of Stores		13,346	13,348										

◆LAWSON STORE100 Business of Lawson, Inc.

Number of Stores		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		1	0											1
Closure*5		3	0											3
Net Increase		-2	0											-2
Number of Stores		659	659											659

■ Seijo Ishii Business*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		175	176											176

*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 Apr. 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.