

■ 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%	105.8%	103.9%	105.1%	106.5%						
	Number of Customers	103.8%	103.5%	102.8%	101.4%	103.3%	105.8%						
	Spending per Customer	102.6%	102.4%	102.9%	102.5%	101.7%	100.7%						
All Stores	Sales	107.6%	105.5%	106.5%	103.2%	106.4%	106.5%						
	(million yen)	229,015	222,465	228,907	223,955	246,691	246,141						
	Ave. Daily Sales per Store(Thousands of yen)	531	534	531	537	572	570						
	Number of Customers(Number)	671	686	683	709	720	727						
Spending per Customer(Yen)		790	777	778	758	795	785						

(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%	105.9%	103.9%	105.1%	106.6%						
	Number of Customers	104.0%	103.7%	103.1%	101.7%	103.5%	106.2%						
	Spending per Customer	102.5%	102.2%	102.8%	102.2%	101.5%	100.4%						
All Stores	Sales	107.8%	105.6%	106.7%	103.3%	106.6%	106.7%						
	(million yen)	220,186	213,664	219,960	215,299	237,560	237,197						
	Ave. Daily Sales per Store(Thousands of yen)	536	538	536	542	578	577						
	Number of Customers(Number)	669	684	681	707	718	727						
Spending per Customer(Yen)		801	787	787	766	805	793						

(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%	104.1%	103.4%	105.0%	104.1%						
	Number of Customers	99.9%	100.3%	98.1%	96.1%	99.3%	97.6%						
	Spending per Customer	104.2%	105.2%	106.1%	107.6%	105.8%	106.7%						

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	96.9%	99.6%	98.4%	100.9%	101.8%	101.2%						
	Number of Customers*5	97.3%	98.0%	96.1%	97.5%	100.1%	100.1%						
	Spending per Customer*5	99.6%	101.7%	102.4%	103.5%	101.6%	101.1%						
All Stores	Sales	99.4%	101.8%	101.8%	104.4%	103.8%	103.1%						

*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 different from "Net sales of all 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.

*5 Number of Customers (YoY) and Spending per Customer (YoY) of July of Seijo Ishii business were corrected on September 5.

[Stores]

■ Convenience Store Business

Number of Stores		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL	
Japan	Opening*6	17	26	18	21	23	25							130	
	Closure*6	Closure	41	18	9	25	13	14							120
		Re-location	6	6	1	2	5	2							22
	Subtotal	47	24	10	27	18	16							142	
	Net Increase	-30	2	8	-6	5	9								-12
Total Number of Stores in Japan		14,601	14,603	14,611	14,605	14,610	14,619							14,619	
Overseas	Total Number of Stores Overseas*7	6,299	6,401	6,453	6,613	6,701	6,841							6,841	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	678	678	679	681	683	687						
	Tohoku	1,168	1,170	1,169	1,169	1,168	1,168						
	Kanto	4,674	4,670	4,671	4,665	4,663	4,664						
	Koshinetsu	525	525	525	526	525	524						
	Hokuriku	384	384	383	382	382	382						
	Tokai	1,305	1,306	1,307	1,303	1,301	1,299						
	Kinki	2,653	2,652	2,656	2,657	2,661	2,663						
	Chugoku	944	947	947	947	946	947						
	Shikoku	622	622	622	622	623	624						
	Kyushu	1,648	1,649	1,652	1,653	1,658	1,661						
Total Number of Stores in Japan		14,601	14,603	14,611	14,605	14,610	14,619						
Overseas	China												
	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,503	2,515	2,518	2,535	2,533	2,574						
	Chongqing and surrounding area (Chongqing, Sichuan)	810	829	840	846	844	857						
	Liaoning (including Shenyang, Dalian)	598	613	625	656	660	676						
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	445	450	455	475	480	481						
	Guangdong and Fujian (including Shenzhen, Xiamen)	186	199	198	208	216	274						
	Hubei (including Wuhan)	621	623	627	639	634	634						
	Anhui (including Hefei)	229	221	217	216	216	216						
	Hunan (including Changsha)	162	162	161	157	159	163						
	Hainan (including Haikou)	139	145	147	148	151	155						
	Indonesia*7	323	361	380	443	514	514						
	Hawaii (US)	2	2	2	2	2	2						
	Thailand	179	178	179	182	183	183						
Philippines	102	103	104	106	109	112							
Total Number of Stores Overseas*7		6,299	6,401	6,453	6,613	6,701	6,841						

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	13,224	13,230	13,235	13,242						
	NATURAL LAWSON	130	131	131	131	131	131						
	(Non-consolidated) LAWSON STORE100	659	659	659	647	647	649						
	Lawson Kochi, Inc. (Equity method affiliates)	138	138	138	138	138	138						
	Lawson Minami-Kyushu, Inc. (Equity method affiliates)	199	199	200	200	200	200						
	Lawson Okinawa, Inc. (Equity method affiliates)	259	259	259	259	259	259						
Total Number of Stores in Japan		14,601	14,603	14,611	14,605	14,610	14,619						

◆LAWSON Business of Lawson, Inc.*8

Number of Stores		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*6		16	25	17	20	23	22							123
Closure*6	Closure	37	18	9	12	13	13							102
	Re-location	6	5	1	2	5	2							21
Subtotal		43	23	10	14	18	15							123
Net Increase		-27	2	7	6	5	7							0
Total Number of Stores		13,346	13,348	13,355	13,361	13,366	13,373							13,373

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		678	678	679	681	683	687						
Tohoku		1,168	1,170	1,169	1,169	1,168	1,168						
Kanto		4,254	4,250	4,251	4,252	4,250	4,250						
Koshinetsu		525	525	525	526	525	524						
Hokuriku		384	384	383	382	382	382						
Tokai		1,210	1,211	1,212	1,211	1,209	1,206						
Kinki		2,509	2,508	2,512	2,515	2,519	2,521						
Chugoku		944	947	947	947	946	947						
Shikoku		484	484	484	484	485	486						
Kyushu		1,190	1,191	1,193	1,194	1,199	1,202						
Total Number of Stores		13,346	13,348	13,355	13,361	13,366	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*6		1	0	0	0	0	2							3
Closure*6		3	0	0	12	0	0							15
Net Increase		-2	0	0	-12	0	2							-12
Total Number of Stores		659	659	659	647	647	649							649

■ Seijo Ishii Business*9

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		175	176	177	177	178	178							178

*6 The number of "opening" and "closure" stores includes the number of stores converted into a different format within LAWSON/NATURAL LAWSON and LAWSON STORE100.

*7 The number of stores in Aug. is preliminary.

*8 LAWSON Business includes LAWSON and NATURAL LAWSON.

*9 As for Seijo Ishii Business, the numbers of franchise stores and restaurants are not included.