

■ 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%	104.1%	102.3%				
	Number of Customers	103.8%	103.5%	102.8%	101.4%	103.3%	105.8%	104.4%	104.8%				
	Spending per Customer	102.6%	102.4%	102.9%	102.5%	101.7%	100.7%	99.7%	97.6%				
All Stores	Sales	107.6%	105.5%	106.5%	103.2%	106.4%	106.5%	104.9%	102.9%				
	(million yen)	229,015	222,465	228,907	223,955	246,691	246,141	229,006	232,548				
	Ave. Daily Sales per Store(Thousands of yen)	531	534	531	537	572	570	549	539				
	Number of Customers(Number)	671	686	683	709	720	727	706	717				
	Spending per Customer(Yen)	790	777	778	758	795	785	777	751				

(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%	104.1%	102.4%				
	Number of Customers	104.0%	103.7%	103.1%	101.7%	103.5%	106.2%	104.7%	105.3%				
	Spending per Customer	102.5%	102.2%	102.8%	102.2%	101.5%	100.4%	99.4%	97.3%				
All Stores	Sales	107.8%	105.6%	106.7%	103.3%	106.6%	106.7%	105.1%	103.0%				
	(million yen)	220,186	213,664	219,960	215,299	237,560	237,197	220,445	223,776				
	Ave. Daily Sales per Store(Thousands of yen)	536	538	536	542	578	577	555	544				
	Number of Customers(Number)	669	684	681	707	718	727	705	717				
	Spending per Customer(Yen)	801	787	787	766	805	793	786	759				

(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%	102.4%	101.6%				
	Number of Customers	99.9%	100.3%	98.1%	96.1%	99.3%	97.6%	97.2%	96.7%				
	Spending per Customer	104.2%	105.2%	106.1%	107.6%	105.8%	106.7%	105.4%	105.1%				

■ 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%	100.9%	101.1%				
	Number of Customers	97.3%	98.0%	96.1%	97.5%	100.1%	100.1%	100.7%	101.0%				
	Spending per Customer	99.6%	101.7%	102.4%	103.5%	101.6%	101.1%	100.1%	100.1%				
All Stores	Sales	99.4%	101.8%	101.8%	104.4%	103.8%	103.1%	102.9%	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.

[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	13	25					168	
	Closure*6	Closure	41	18	9	25	13	14	16	9					145
		Re-location	6	6	1	2	5	2	4	3					29
		Subtotal	47	24	10	27	18	16	20	12					174
	Net Increase	-30	2	8	-6	5	9	-7	13						-6
Total Number of Stores in Japan		14,601	14,603	14,611	14,605	14,610	14,619	14,612	14,625					14,625	
Overseas	Total Number of Stores Overseas*7	6,299	6,401	6,453	6,613	6,701	6,877	7,004	7,080					7,080	

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	688	691				
	Tohoku	1,168	1,170	1,169	1,169	1,168	1,168	1,169	1,169				
	Kanto	4,674	4,670	4,671	4,665	4,663	4,664	4,657	4,656				
	Koshinetsu	525	525	525	526	525	524	524	524				
	Hokuriku	384	384	383	382	382	382	382	382				
	Tokai	1,305	1,306	1,307	1,303	1,301	1,299	1,301	1,301				
	Kinki	2,653	2,652	2,656	2,657	2,661	2,663	2,661	2,668				
	Chugoku	944	947	947	947	946	947	947	949				
	Shikoku	622	622	622	622	623	624	623	623				
	Kyushu	1,648	1,649	1,652	1,653	1,658	1,661	1,660	1,662				
Total Number of Stores in Japan		14,601	14,603	14,611	14,605	14,610	14,619	14,612	14,625				
Overseas	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,503	2,515	2,518	2,535	2,533	2,574	2,601	2,625				
	Chongqing and surrounding area (Chongqing, Sichuan)	810	829	840	846	844	857	870	873				
	Liaoning (including Shenyang, Dalian)	598	613	625	656	660	676	694	705				
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	445	450	455	475	480	481	492	493				
	Guangdong and Fujian (including Shenzhen, Xiamen)	186	199	198	208	216	274	285	304				
	Hubei (including Wuhan)	621	623	627	639	634	634	643	645				
	Anhui (including Hefei)	229	221	217	216	216	216	218	221				
	Hunan (including Changsha)	162	162	161	157	159	163	166	163				
	Hainan (including Haikou)	139	145	147	148	151	155	160	168				
	Indonesia*7	323	361	380	443	514	550	571	571				
	Hawaii (US)	2	2	2	2	2	2	2	2				
	Thailand	179	178	179	182	183	183	186	185				
Philippines	102	103	104	106	109	112	116	125					
Total Number of Stores Overseas*7		6,299	6,401	6,453	6,613	6,701	6,877	7,004	7,080				

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Japan	Lawson, Inc.	13,216	13,217	13,224	13,230	13,235	13,242	13,236	13,248					
	(Non-consolidated)	NATURAL LAWSON	130	131	131	131	131	131	131	132				
		LAWSON STORE100	659	659	659	647	647	649	649	648				
	Lawson Kochi, Inc.	138	138	138	138	138	138	138	138					
	Lawson Minami-Kyushu, Inc.	199	199	200	200	200	200	199	200					
	Lawson Okinawa, Inc.	259	259	259	259	259	259	259	259					
	Total Number of Stores in Japan		14,601	14,603	14,611	14,605	14,610	14,619	14,612	14,625				

◆ 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	13	24					160
	Closure	37	18	9	12	13	13	15	8					125
Closure*6	Re-location	6	5	1	2	5	2	4	3					28
	Subtotal	43	23	10	14	18	15	19	11					153
Net Increase		-27	2	7	6	5	7	-6	13					7
Total Number of Stores		13,346	13,348	13,355	13,361	13,366	13,373	13,367	13,380					13,380

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	688	691				
Tohoku		1,168	1,170	1,169	1,169	1,168	1,168	1,169	1,169				
Kanto		4,254	4,250	4,251	4,252	4,250	4,250	4,243	4,243				
Koshinetsu		525	525	525	526	525	524	524	524				
Hokuriku		384	384	383	382	382	382	382	382				
Tokai		1,210	1,211	1,212	1,211	1,209	1,206	1,208	1,208				
Kinki		2,509	2,508	2,512	2,515	2,519	2,521	2,519	2,526				
Chugoku		944	947	947	947	946	947	947	949				
Shikoku		484	484	484	484	485	486	485	485				
Kyushu		1,190	1,191	1,193	1,194	1,199	1,202	1,202	1,203				
Total Number of Stores		13,346	13,348	13,355	13,361	13,366	13,373	13,367	13,380				

◆ 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	0	0					3
Closure*6		3	0	0	12	0	0	0	1					16
Net Increase		-2	0	0	-12	0	2	0	-1					-13
Total Number of Stores		659	659	659	647	647	649	649	648					648

■ 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	179	182					182

*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 Oct. 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.