

■ 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%	103.2%	103.7%	103.1%	103.8%
	Number of Customers	103.8%	103.5%	102.8%	101.4%	103.3%	105.8%	104.4%	104.8%	103.2%	104.1%	103.8%	102.7%
	Spending per Customer	102.6%	102.4%	102.9%	102.5%	101.7%	100.7%	99.7%	97.6%	100.0%	99.5%	99.3%	101.1%
All Stores	Sales	107.6%	105.5%	106.5%	103.2%	106.4%	106.5%	104.9%	102.9%	102.4%	101.8%	102.4%	105.5%
	(million yen)	229,015	222,465	228,907	223,955	246,691	246,141	229,006	232,548	221,917	238,675	220,286	215,164
	Ave. Daily Sales per Store(Thousands of yen)	531	534	531	537	572	570	549	539	532	552	511	533
	Number of Customers(Number)	671	686	683	709	720	727	706	717	692	685	643	680
Spending per Customer(Yen)		790	777	778	758	795	785	777	751	768	807	795	783

(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%	103.4%	103.9%	103.3%	104.2%
	Number of Customers	104.0%	103.7%	103.1%	101.7%	103.5%	106.2%	104.7%	105.3%	103.6%	104.6%	104.3%	103.2%
	Spending per Customer	102.5%	102.2%	102.8%	102.2%	101.5%	100.4%	99.4%	97.3%	99.8%	99.3%	99.1%	101.0%
All Stores	Sales	107.8%	105.6%	106.7%	103.3%	106.6%	106.7%	105.1%	103.0%	102.6%	102.0%	102.6%	105.8%
	(million yen)	220,186	213,664	219,960	215,299	237,560	237,197	220,445	223,776	213,576	229,724	212,129	207,397
	Ave. Daily Sales per Store(Thousands of yen)	536	538	536	542	578	577	555	544	537	558	517	539
	Number of Customers(Number)	669	684	681	707	718	727	705	717	692	684	643	681
Spending per Customer(Yen)		801	787	787	766	805	793	786	759	776	815	803	791

(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%	99.3%	99.0%	97.6%	95.7%
	Number of Customers	99.9%	100.3%	98.1%	96.1%	99.3%	97.6%	97.2%	96.7%	95.3%	96.0%	94.9%	92.6%
	Spending per Customer	104.2%	105.2%	106.1%	107.6%	105.8%	106.7%	105.4%	105.1%	104.2%	103.1%	102.9%	103.4%

■ 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%	98.4%	100.5%	103.2%	109.4%
	Number of Customers	97.3%	98.0%	96.1%	97.5%	100.1%	100.1%	100.7%	101.0%	99.4%	101.1%	102.5%	106.5%
	Spending per Customer	99.6%	101.7%	102.4%	103.5%	101.6%	101.1%	100.1%	100.1%	99.0%	99.4%	100.7%	102.7%
All Stores	Sales	99.4%	101.8%	101.8%	104.4%	103.8%	103.1%	102.9%	103.1%	101.5%	102.6%	105.1%	111.6%

*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*5	17	26	18	21	23	25	13	25	23	27	25	37	280	
	Closure*5	Closure	41	18	9	25	13	14	16	9	19	13	4	38	219
		Re-location	6	6	1	2	5	2	4	3	3	5	6	6	49
		Subtotal	47	24	10	27	18	16	20	12	22	18	10	44	268
		Net Increase	-30	2	8	-6	5	9	-7	13	1	9	15	-7	12
	Total Number of Stores in Japan	14,601	14,603	14,611	14,605	14,610	14,619	14,612	14,625	14,626	14,635	14,650	14,643	14,643	
Overseas	Total Number of Stores Overseas	6,299	6,401	6,453	6,613	6,701	6,877	7,004	7,112	7,215	7,327	7,320	7,344	7,344	

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	698	700	701	702	
	Tohoku	1,168	1,170	1,169	1,169	1,168	1,168	1,169	1,169	1,170	1,173	1,174	1,171	
	Kanto	4,674	4,670	4,671	4,665	4,663	4,664	4,657	4,656	4,650	4,653	4,658	4,649	
	Koshinetsu	525	525	525	526	525	524	524	524	524	524	524	524	
	Hokuriku	384	384	383	382	382	382	382	382	382	383	383	383	
	Tokai	1,305	1,306	1,307	1,303	1,301	1,299	1,301	1,301	1,301	1,300	1,300	1,305	
	Kinki	2,653	2,652	2,656	2,657	2,661	2,663	2,661	2,668	2,667	2,668	2,670	2,667	
	Chugoku	944	947	947	947	946	947	947	949	951	951	952	952	
	Shikoku	622	622	622	622	623	624	623	623	623	622	622	623	
	Kyushu	1,648	1,649	1,652	1,653	1,658	1,661	1,660	1,662	1,660	1,661	1,661	1,667	
		Total Number of Stores in Japan	14,601	14,603	14,611	14,605	14,610	14,619	14,612	14,625	14,626	14,635	14,650	14,643
Overseas	China													
	Shanghai and surrounding area (Shanghai, Zhejiang, Jiangsu)	2,503	2,515	2,518	2,535	2,533	2,574	2,601	2,625	2,651	2,667	2,671	2,674	
	Chongqing and surrounding area (Chongqing, Sichuan)	810	829	840	846	844	857	870	873	881	889	866	864	
	Liaoning (including Shenyang, Dalian)	598	613	625	656	660	676	694	705	708	727	721	724	
	Beijing and surrounding area (Beijing, Tianjin, Hebei)	445	450	455	475	480	481	492	493	496	519	508	510	
	Guangdong and Fujian (including Shenzhen, Xiamen)	186	199	198	208	216	274	285	304	305	317	320	321	
	Hubei and Henan (including Wuhan, Xinyang)	621	623	627	639	634	634	643	645	646	657	651	651	
	Anhui (including Hefei)	229	221	217	216	216	216	218	221	224	230	228	228	
	Hunan (including Changsha)	162	162	161	157	159	163	166	163	163	150	144	143	
	Hainan (including Haikou)	139	145	147	148	151	155	160	168	177	174	173	173	
	Indonesia	323	361	380	443	514	550	571	603	646	674	709	722	
	Hawaii (US)	2	2	2	2	2	2	2	2	2	2	2	2	
	Thailand	179	178	179	182	183	183	186	185	185	185	186	188	
	Philippines	102	103	104	106	109	112	116	125	131	136	141	144	
		Total Number of Stores Overseas	6,299	6,401	6,453	6,613	6,701	6,877	7,004	7,112	7,215	7,327	7,320	7,344

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	13,248	13,257	13,273	13,264	
	(Non-consolidated)	NATURAL LAWSON	130	131	131	131	131	131	131	132	131	131	130	130
		LAWSON STORE100	659	659	659	647	647	649	649	648	648	649	649	648
	Lawson Kochi, Inc.	138	138	138	138	138	138	138	138	138	137	137	138	
	Lawson Minami-Kyushu, Inc.	199	199	200	200	200	200	199	200	201	200	200	201	
	Lawson Okinawa, Inc.	259	259	259	259	259	259	259	259	260	261	261	262	
		Total Number of Stores in Japan	14,601	14,603	14,611	14,605	14,610	14,619	14,612	14,625	14,626	14,635	14,650	14,643

◆LAWSON Business of Lawson, Inc.*6

Number of Stores		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		16	25	17	20	23	22	13	24	21	25	25	30	261
	Closure	37	18	9	12	13	13	15	8	19	12	5	33	194
Closure*5	Re-location	6	5	1	2	5	2	4	3	3	4	5	6	46
	Subtotal	43	23	10	14	18	15	19	11	22	16	10	39	240
	Net Increase	-27	2	7	6	5	7	-6	13	-1	9	15	-9	21
	Total Number of Stores	13,346	13,348	13,355	13,361	13,366	13,373	13,367	13,380	13,379	13,388	13,403	13,394	13,394

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	698	700	701	702
Tohoku		1,168	1,170	1,169	1,169	1,168	1,168	1,169	1,169	1,170	1,173	1,174	1,171
Kanto		4,254	4,250	4,251	4,252	4,250	4,250	4,243	4,243	4,237	4,239	4,244	4,236
Koshinetsu		525	525	525	526	525	524	524	524	524	524	524	524
Hokuriku		384	384	383	382	382	382	382	382	382	383	383	383
Tokai		1,210	1,211	1,212	1,211	1,209	1,206	1,208	1,208	1,208	1,207	1,212	1,212
Kinki		2,509	2,508	2,512	2,515	2,519	2,521	2,519	2,526	2,525	2,526	2,528	2,525
Chugoku		944	947	947	947	946	947	947	949	951	951	952	952
Shikoku		484	484	484	484	485	486	485	485	485	485	485	485
Kyushu		1,190	1,191	1,193	1,194	1,199	1,202	1,202	1,203	1,199	1,200	1,200	1,204
Total Number of Stores		13,346	13,348	13,355	13,361	13,366	13,373	13,367	13,380	13,379	13,388	13,403	13,394

◆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	0	0	0	2	0	0	0	1	0	3	7
Closure*5		3	0	0	12	0	0	0	1	0	0	0	4	20
Net Increase		-2	0	0	-12	0	2	0	-1	0	1	0	-1	-13
Total Number of Stores		659	659	659	647	647	649	649	648	648	649	649	648	648

■ Seijo Ishii Business*7

		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	181	181	181	181	181

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

*6 LAWSON Business includes LAWSON and NATURAL LAWSON.

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