

■ 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	103.3%											
	Number of Customers	100.6%											
	Spending per Customer	102.7%											
All Stores	Sales	101.5%											
	(million yen)	232,438											
	Ave. Daily Sales per Store(Thousands of yen)	549											
	Number of Customers(Number)	689											
	Spending per Customer(Yen)	796											

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	103.7%											
	Number of Customers	101.0%											
	Spending per Customer	102.6%											
All Stores	Sales	101.8%											
	(million yen)	224,121											
	Ave. Daily Sales per Store(Thousands of yen)	556											
	Number of Customers(Number)	691											
	Spending per Customer(Yen)	804											

(2)LAWSON STORE100 Business*1

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	95.2%											
	Number of Customers	91.8%											
	Spending per Customer	103.8%											

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	107.9%											
	Number of Customers	103.7%											
	Spending per Customer	104.1%											
All Stores	Sales	112.4%											

*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	9												9	
	Closure*5	Closure	47												47
		Re-location	5												5
		Subtotal	52												52
	Net Increase	-43													-43
Total Number of Stores in Japan		14,600												14,600	
Overseas	Total Number of Stores Overseas*6	7,358												7,358	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	701											
	Tohoku	1,170											
	Kanto	4,639											
	Koshinetsu	525											
	Hokuriku	381											
	Tokai	1,299											
	Kinki	2,651											
	Chugoku	950											
	Shikoku	620											
	Kyushu	1,664											
Total Number of Stores in Japan		14,600											
Overseas	China	6,296	-	-	-	-	-	-	-	-	-	-	-
	Thailand	189											
	Philippines	149											
	United States (Hawaii)	2											
	Indonesia*6	722											
	Total Number of Stores Overseas*6		7,358										

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Lawson, Inc.	LAWSON	13,225										
		NATURAL LAWSON	131										
	(Non-consolidated)	LAWSON STORE100	646										
	Lawson Kochi, Inc.	136											
	Lawson Minami-Kyushu, Inc.	199											
	Lawson Okinawa, Inc.	263											
	Total Number of Stores in Japan		14,600										

◆LAWSON Business of Lawson, Inc.*7

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening*5		8												8
Closure*5	Closure	42												42
	Re-location	4												4
	Subtotal	46												46
Net Increase		-38												-38
Total Number of Stores		13,356												13,356

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido		701											
Tohoku		1,170											
Kanto		4,228											
Koshinetsu		525											
Hokuriku		381											
Tokai		1,206											
Kinki		2,509											
Chugoku		950											
Shikoku		484											
Kyushu		1,202											
Total Number of Stores		13,356											

◆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
Closure*5		2												2
Net Increase		-2												-2
Total Number of Stores		646												646

■ Seijo Ishii Business*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		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 The number of stores in Mar. 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.