

■ 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%	102.6%	101.5%									
	Number of Customers	100.6%	101.8%	101.9%									
	Spending per Customer	102.7%	100.8%	99.6%									
All Stores	Sales	101.5%	102.1%	102.7%									
	(million yen)	232,438	227,237	235,083									
	Ave. Daily Sales per Store(Thousands of yen)	549	554	555									
	Number of Customers(Number)	689	714	712									
	Spending per Customer(Yen)	796	776	780									

(1)LAWSON Business *1*2*3

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	103.7%	103.0%	101.8%									
	Number of Customers	101.0%	102.3%	102.2%									
	Spending per Customer	102.6%	100.7%	99.5%									
All Stores	Sales	101.8%	102.5%	103.1%									
	(million yen)	224,121	219,013	226,697									
	Ave. Daily Sales per Store(Thousands of yen)	556	561	562									
	Number of Customers(Number)	691	716	713									
	Spending per Customer(Yen)	804	784	788									

(2)LAWSON STORE100 Business*1

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	95.2%	94.7%	95.5%									
	Number of Customers	91.8%	93.4%	94.8%									
	Spending per Customer	103.8%	101.3%	100.7%									

■ Seijo Ishii Business*4

(YOY)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Existing Stores	Sales	107.9%	103.7%	103.2%									
	Number of Customers	103.7%	102.7%	103.5%									
	Spending per Customer	104.1%	101.0%	99.7%									
All Stores	Sales	112.4%	108.5%	107.2%									

*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	29	17										55	
	Closure*5	Closure	47	14	14										75
		Re-location	5	3	7										15
		Subtotal	52	17	21										90
	Net Increase	-43	12	-4											-35
Total Number of Stores in Japan		14,600	14,612	14,608										14,608	
Overseas	Total Number of Stores Overseas*6	7,329	7,356	7,390										7,390	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	701	702	704									
	Tohoku	1,170	1,171	1,171									
	Kanto	4,639	4,642	4,646									
	Koshinetsu	525	525	526									
	Hokuriku	381	381	381									
	Tokai	1,299	1,297	1,296									
	Kinki	2,651	2,656	2,651									
	Chugoku	950	952	951									
	Shikoku	620	618	614									
	Kyushu	1,664	1,668	1,668									
Total Number of Stores in Japan		14,600	14,612	14,608									
Overseas	China	6,296	6,308	6,335									
	Thailand	189	192	193									
	Philippines	149	155	161									
	United States (Hawaii)	2	2	2									
	Indonesia*6	693	699	699									
	Total Number of Stores Overseas*6		7,329	7,356	7,390								

Number of Stores by Company (Japan)

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Lawson, Inc.	LAWSON	13,225	13,236	13,232								
		NATURAL LAWSON	131	131	133								
	(Non-consolidated)	LAWSON STORE100	646	646	645								
	Lawson Kochi, Inc.	136	136	135									
	Lawson Minami-Kyushu, Inc.	199	200	200									
	Lawson Okinawa, Inc.	263	263	263									
	Total Number of Stores in Japan		14,600	14,612	14,608								

◆LAWSON Business of Lawson, Inc.*7

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL	
Japan	Opening*5	8	27	17										52	
	Closure*5	Closure	42	14	12										68
		Re-location	4	2	7										13
		Subtotal	46	16	19										81
	Net Increase	-38	11	-2											-29
Total Number of Stores		13,356	13,367	13,365										13,365	

Number of Stores by Region and Prefecture

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Japan	Hokkaido	701	702	704									
	Tohoku	1,170	1,171	1,171									
	Kanto	4,228	4,231	4,236									
	Koshinetsu	525	525	526									
	Hokuriku	381	381	381									
	Tokai	1,206	1,204	1,203									
	Kinki	2,509	2,514	2,509									
	Chugoku	950	952	951									
	Shikoku	484	482	479									
	Kyushu	1,202	1,205	1,205									
Total Number of Stores		13,356	13,367	13,365									

◆LAWSON STORE100 Business of Lawson, Inc.

Number of Stores

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Japan	Opening*5	0	0	0										0
	Closure*5	2	0	1										3
		Net Increase	-2	0	-1									
	Total Number of Stores		646	646	645									

■ Seijo Ishii Business*8

		MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Total Number of Stores in Japan		181	182	182										182

*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 May. 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.