

【Consolidated】

Number of Stores

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	26	57	44	60	117	91	56	73					524
Closure	Closure	35	53	7	13	15	14	8	11				156
	Re-location	3	1	5	6	7	9	5	0				36
	Subtotal	38	54	12	19	22	23	13	11				192
Net Increase	-12	3	32	41	95	68	43	62					332
Total	9,982	9,985	10,017	10,058	10,153	10,221	10,264	10,326					10,326

Sales

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (¥millions)*	151,189	139,979	152,100	158,462	174,885	176,504	159,735	165,374				
All Stores (YOY)	110.0%	99.5%	107.5%	110.5%	112.8%	112.3%	100.9%	114.7%				
Existing Stores (YOY)	107.2%	97.4%	105.0%	107.2%	109.5%	108.5%	97.6%	110.1%				
Ave. Daily Sales per Store (¥thousands)	518	497	520	557	590	591	550	548				
Number of Customers	(Number)	847	872	895	955	983	975	942	934			
	comparison w/previous yr	99.3%	99.0%	101.3%	102.0%	102.7%	100.3%	101.0%	104.2%			
Spending per Customer	(¥)	592	549	561	563	580	587	565	568			
	comparison w/previous yr	107.9%	98.3%	103.6%	105.2%	106.6%	108.2%	96.6%	105.7%			

Number of Stores by Region and Prefecture **

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	532	539	542	546	551	552	553	556				
Tohoku	813	806	809	814	816	817	820	827				
Kanto	3,022	3,017	3,033	3,038	3,054	3,083	3,101	3,126				
Koshinetsu	307	307	308	310	315	315	315	318				
Hokuriku	298	297	297	299	349	370	371	372				
Tokai	871	871	874	882	888	892	895	900				
Kinki	2,107	2,112	2,116	2,124	2,122	2,133	2,140	2,147				
Chugoku	557	559	560	559	561	563	564	566				
Shikoku	411	413	413	411	412	412	413	415				
Kyushu	1,064	1,064	1,065	1,075	1,085	1,084	1,092	1,099				
Total	9,982	9,985	10,017	10,058	10,153	10,221	10,264	10,326				
Shanghai (China)	307	308	303	299	300	303	303	305				
Chongqing (China)	5	7	9	11	15	20	26	27				

Note:

* Total sales include gross sales of tickets and postal packets.

** The number of stores by region and prefecture on consolidated base represents number of all stores of the whole group (incl. SHANGHAI HUALIAN LAWSON and LAWSON Okinawa).

【Non-consolidated】

Number of Stores

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	22	44	35	43	54	39	45	63					345
Closure	Closure	36	18	6	12	15	8	13					123
	Re-location	3	1	5	6	7	9	5					36
	Subtotal	39	19	11	18	22	24	13					159
Net Increase	-17	25	24	25	32	15	32	50					186
Total	8,759	8,784	8,808	8,833	8,865	8,880	8,912	8,962					8,962

Sales

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (¥millions)*	134,531	124,804	136,389	142,174	156,971	158,257	141,799	146,997				
All Stores (YOY)	109.3%	99.0%	107.7%	110.1%	112.6%	111.9%	99.2%	114.3%				
Existing Stores (YOY)	107.0%	97.3%	105.6%	107.8%	110.2%	109.4%	97.3%	111.3%				
Ave. Daily Sales per Store (¥thousands)	518	497	523	561	597	600	554	554				
Number of Customers	(Number)	820	845	871	927	957	952	914	908			
	comparison w/previous yr	98.6%	98.6%	101.7%	102.2%	103.0%	100.7%	101.3%	104.9%			
Spending per Customer	(¥)	609	565	578	582	600	608	584	587			
	comparison w/previous yr	108.5%	98.6%	103.9%	105.6%	107.1%	108.7%	96.1%	106.1%			

Number of Stores by Region and Prefecture

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	532	539	542	546	551	552	553	556				
Tohoku	779	779	782	786	788	789	791	798				
Kanto	2,368	2,372	2,382	2,381	2,393	2,403	2,417	2,438				
Koshinetsu	307	307	308	310	315	315	315	318				
Hokuriku	298	297	297	299	300	300	300	301				
Tokai	719	723	725	730	734	735	738	739				
Kinki	1,879	1,886	1,889	1,893	1,887	1,893	1,895	1,898				
Chugoku	557	559	560	559	561	563	564	566				
Shikoku	411	413	413	411	412	412	413	415				
Kyushu	909	909	910	918	924	918	926	933				
Total	8,759	8,784	8,808	8,833	8,865	8,880	8,912	8,962				

Note:

* Total sales include gross sales of tickets and postal packets.