

【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	60	83			667
Closure	Closure	35	53	7	13	15	14	8	11	8	15		179
	Re-location	3	1	5	6	7	9	5	0	9	10		55
	Subtotal	38	54	12	19	22	23	13	11	17	25		234
Net Increase	-12	3	32	41	95	68	43	62	43	58			433
Total	9,982	9,985	10,017	10,058	10,153	10,221	10,264	10,326	10,369	10,427			10,427

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	155,238	164,504		
All Stores (YOY)	110.0%	99.5%	107.5%	110.5%	112.8%	112.3%	100.9%	114.7%	109.7%	107.4%		
Existing Stores (YOY)	107.2%	97.4%	105.0%	107.2%	109.5%	108.5%	97.6%	110.1%	105.9%	103.5%		
Ave. Daily Sales per Store (¥thousands)	518	497	520	557	590	591	550	548	531	544		
Number of Customers	(Number)	847	872	895	955	983	975	942	934	900	873	
	comparison w/previous yr	99.3%	99.0%	101.3%	102.0%	102.7%	100.3%	101.0%	104.2%	100.7%	100.2%	
Spending per Customer	(¥)	592	549	561	563	580	587	565	568	570	599	
	comparison w/previous yr	107.9%	98.3%	103.6%	105.2%	106.6%	108.2%	96.6%	105.7%	105.3%	103.3%	

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	556	554		
Tohoku	813	806	809	814	816	817	820	827	828	835		
Kanto	3,022	3,017	3,033	3,038	3,054	3,083	3,101	3,126	3,154	3,181		
Koshinetsu	307	307	308	310	315	315	315	318	319	323		
Hokuriku	298	297	297	299	349	370	371	372	373	373		
Tokai	871	871	874	882	888	892	895	900	898	901		
Kinki	2,107	2,112	2,116	2,124	2,122	2,133	2,140	2,147	2,155	2,162		
Chugoku	557	559	560	559	561	563	564	566	568	571		
Shikoku	411	413	413	411	412	412	413	415	418	420		
Kyushu	1,064	1,064	1,065	1,075	1,085	1,084	1,092	1,099	1,100	1,107		
Number of Stores in Japan	9,982	9,985	10,017	10,058	10,153	10,221	10,264	10,326	10,369	10,427		
Shanghai(China)	307	308	303	299	300	303	303	305	308	318		
Chongqing(China)	5	7	9	11	15	20	26	27	30	33		
Dalian(China)									1	1		
Indonesia					1	1	1	1	1	10		
Total Number of Stores Abroad	312	315	312	310	316	324	330	333	340	362		

Note:

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

\*\* The number of stores by region and prefecture on consolidated basis represents number of all stores of the whole LAWSON group (excl. HMV stores owned by LAWSON HMV Entertainment, Inc.).

【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	51	63			459
Closure	Closure	36	18	6	12	15	8	13	11	12			146
	Re-location	3	1	5	6	7	9	5	9	10			55
	Subtotal	39	19	11	18	22	24	13	20	22			201
Net Increase	-17	25	24	25	32	15	32	50	31	41			258
Total	8,759	8,784	8,808	8,833	8,865	8,880	8,912	8,962	8,993	9,034			9,034

**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	138,066	147,016		
All Stores (YOY)	109.3%	99.0%	107.7%	110.1%	112.6%	111.9%	99.2%	114.3%	109.1%	106.7%		
Existing Stores (YOY)	107.0%	97.3%	105.6%	107.8%	110.2%	109.4%	97.3%	111.3%	106.7%	104.1%		
Ave. Daily Sales per Store (¥thousands)	518	497	523	561	597	600	554	554	537	553		
Number of Customers	(Number)	820	845	871	927	957	952	914	908	876	855	
	comparison w/previous yr	98.6%	98.6%	101.7%	102.2%	103.0%	100.7%	101.3%	104.9%	101.0%	100.7%	
Spending per Customer	(¥)	609	565	578	582	600	608	584	587	589	619	
	comparison w/previous yr	108.5%	98.6%	103.9%	105.6%	107.1%	108.7%	96.1%	106.1%	105.7%	103.5%	

**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	556	554		
Tohoku	779	779	782	786	788	789	791	798	799	806		
Kanto	2,368	2,372	2,382	2,381	2,393	2,403	2,417	2,438	2,460	2,479		
Koshinetsu	307	307	308	310	315	315	315	318	319	323		
Hokuriku	298	297	297	299	300	300	300	301	301	300		
Tokai	719	723	725	730	734	735	738	739	737	740		
Kinki	1,879	1,886	1,889	1,893	1,887	1,893	1,895	1,898	1,902	1,905		
Chugoku	557	559	560	559	561	563	564	566	568	571		
Shikoku	411	413	413	411	412	412	413	415	418	420		
Kyushu	909	909	910	918	924	918	926	933	933	936		
Total	8,759	8,784	8,808	8,833	8,865	8,880	8,912	8,962	8,993	9,034		

Note:

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