

【Consolidated】

**Number of Stores**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	65	86	51	63	72	105	99	74	66	85			766
Closure	Closure	17	28	22	32	31	22	24	27	18	28		249
	Re-location	4	6	6	5	8	7	4	5	9	9		63
	Subtotal	21	34	28	37	39	29	28	32	27	37		312
Net Increase	44	52	23	26	33	76	71	42	39	48			454
Total	11,174	11,226	11,249	11,275	11,308	11,384	11,455	11,497	11,536	11,584			11,584

**Sales**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (¥millions)*	168,059	160,325	168,073	172,648	186,077	183,767	166,932	172,585	163,564	174,167		
All Stores (YOY)	104.5%	99.4%	101.6%	104.5%	103.3%	100.8%	100.3%	100.3%	102.1%	101.6%		
Existing Stores (YOY)	99.1%	94.9%	98.6%	101.6%	100.7%	99.0%	97.9%	98.6%	100.4%	100.2%		
Ave. Daily Sales per Store (¥thousands)	521	512	519	549	570	563	524	526	514	533		
Number of Customers	(Number)	855	861	876	902	941	930	887	878	862	834	
	comparison w/previous yr	99.0%	96.9%	98.7%	99.6%	100.3%	98.1%	96.8%	97.0%	99.3%	99.5%	
Spending per Customer	(¥)	583	568	565	581	579	576	566	570	567	602	
	comparison w/previous yr	100.1%	97.9%	99.9%	102.1%	100.4%	101.0%	101.2%	101.6%	101.1%	100.7%	

**Number of Stores by Region and Prefecture \*\***

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	577	581	582	586	588	591	592	593	596	596		
Tohoku	876	877	879	883	886	892	898	904	907	912		
Kanto	3,589	3,609	3,618	3,629	3,637	3,648	3,650	3,651	3,660	3,673		
Koshinetsu	351	354	354	358	363	366	368	369	369	370		
Hokuriku	390	392	391	391	388	388	386	386	386	388		
Tokai	954	957	964	961	963	976	975	980	984	991		
Kinki	2,215	2,213	2,217	2,217	2,221	2,225	2,222	2,220	2,224	2,230		
Chugoku	606	613	615	615	621	625	626	631	633	637		
Shikoku	447	453	455	456	458	461	460	461	466	471		
Kyushu	1,169	1,177	1,174	1,179	1,183	1,212	1,278	1,302	1,311	1,316		
Number of Stores in Japan	11,174	11,226	11,249	11,275	11,308	11,384	11,455	11,497	11,536	11,584		
NATURAL LAWSON	110	110	108	110	109	109	108	107	107	106		
LAWSON STORE100	1,217	1,210	1,211	1,204	1,204	1,205	1,208	1,209	1,212	1,214		
Shanghai (China)	304	302	303	299	298	297	292	296	296	297		
Chongqing (China)	50	53	54	58	61	65	70	73	75	77		
Dalian (China)	9	10	11	11	12	12	13	15	15	18		
Beijing (China)	-	0	0	0	-	2	3	4	5	5		
Indonesia ***	86	84	84	83	63	63	63	63	63	63		
Hawaii (US)	2	2	2	3	3	4	4	4	4	4		
Thailand	3	6	7	8	9	15	18	22	24	28		
Total Number of Stores Abroad	454	457	461	462	446	458	463	477	482	492		

[Note:

\* Total sales include gross sales of tickets, postal packets and other service-related businesses.

\*\* 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.).

\*\*\* The number of Indonesian stores of December is based on the flash report and to be revised in January.

【Non-consolidated】

**Number of Stores**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	65	83	51	60	71	77	35	51	63	81			637
Closure	Closure	10	19	22	24	31	21	25	25	19	26		222
	Re-location	4	6	6	5	8	7	4	5	9	9		63
	Subtotal	14	25	28	29	39	28	29	30	28	35		285
Net Increase	51	58	23	31	32	49	6	21	35	46			352
Total	9,803	9,861	9,884	9,915	9,947	9,996	10,002	10,023	10,058	10,104			10,104

**Sales**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Total Sales (¥millions)*	151,691	144,108	151,304	156,299	168,665	166,588	151,024	156,256	148,016	158,297		
All Stores (YOY)	106.0%	100.5%	102.8%	106.3%	104.7%	102.1%	101.8%	101.7%	103.6%	102.2%		
Existing Stores (YOY)	99.6%	95.1%	98.9%	102.5%	101.2%	99.5%	98.4%	99.2%	101.0%	100.7%		
Ave. Daily Sales per Store (¥thousands)	532	520	527	561	583	576	535	537	524	546		
Number of Customers	(Number)	841	845	858	886	924	917	872	864	849	825	
	comparison w/previous yr	99.6%	97.5%	99.2%	100.4%	100.8%	98.7%	97.4%	97.6%	100.0%	100.0%	
Spending per Customer	(¥)	601	585	584	602	600	595	584	589	584	620	
	comparison w/previous yr	100.0%	97.5%	99.7%	102.0%	100.3%	100.8%	101.0%	101.5%	101.0%	100.7%	

**Number of Stores by Region and Prefecture**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	577	581	582	586	588	591	592	593	596	596		
Tohoku	848	849	851	855	858	864	869	875	878	882		
Kanto	2,847	2,866	2,875	2,889	2,897	2,907	2,908	2,909	2,916	2,929		
Koshinetsu	351	354	354	358	363	366	368	369	369	370		
Hokuriku	390	392	391	391	388	388	386	386	386	388		
Tokai	793	799	806	803	805	818	817	821	824	830		
Kinki	1,958	1,961	1,965	1,967	1,971	1,975	1,972	1,971	1,975	1,981		
Chugoku	606	613	615	615	621	625	626	631	633	637		
Shikoku	447	453	455	456	458	461	460	461	466	471		
Kyushu	986	993	990	995	998	1,001	1,004	1,007	1,015	1,020		
Total	9,803	9,861	9,884	9,915	9,947	9,996	10,002	10,023	10,058	10,104		

Note:

\* Total sales include gross sales of tickets, postal packets and other service-related businesses.