

【Consolidated】

**Number of Stores**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL	
Opening	102	126	108	70	93	75	69	73	66	78	37	41	938	
Closure	Closure	28	7	9	24	11	5	13	8	15	20	7	57	204
	Re-location	3	8	6	0	13	5	8	5	4	3	0	6	61
	Subtotal	31	15	15	24	24	10	21	13	19	23	7	63	265
Net Increase	71	111	93	46	69	65	48	60	47	55	30	-22	673	
Total	10,528	10,639	10,732	10,778	10,847	10,912	10,960	11,020	11,067	11,122	11,152	11,130	11,130	

**Sales**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Total Sales (¥millions)*	160,896	161,293	165,444	165,220	180,161	182,253	166,457	172,054	160,196	171,457	160,570	147,382	
All Stores (YOY)	106.4%	115.2%	108.8%	104.3%	103.0%	103.3%	104.2%	104.0%	103.2%	104.2%	107.3%	97.4%	
Existing Stores (YOY)	101.8%	108.9%	102.7%	98.2%	97.1%	97.3%	98.5%	98.3%	97.3%	98.9%	101.9%	95.7%	
Ave. Daily Sales per Store (¥thousands)	529	542	535	547	571	573	540	537	515	536	501	509	
Number of Customers	(Number)	869	893	900	918	951	962	927	913	873	848	791	825
	comparison w/previous yr	103.0%	102.3%	100.8%	96.2%	96.6%	98.8%	98.7%	98.1%	97.6%	97.9%	98.7%	98.3%
Spending per Customer	(¥)	584	582	569	572	580	576	561	566	568	603	605	589
	comparison w/previous yr	98.9%	106.5%	101.9%	102.0%	100.4%	98.5%	99.9%	100.2%	99.8%	101.1%	103.4%	97.3%

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

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	551	560	561	564	569	570	573	576	577	577	577	576
Tohoku	835	836	841	846	849	854	858	861	862	871	872	870
Kanto	3,268	3,337	3,406	3,425	3,457	3,480	3,512	3,536	3,561	3,580	3,592	3,576
Koshinetsu	325	331	333	334	339	340	340	340	343	344	348	346
Hokuriku	374	376	377	377	377	387	387	388	388	391	391	392
Tokai	903	908	912	917	923	932	936	943	945	949	954	953
Kinki	2,162	2,169	2,172	2,179	2,186	2,189	2,189	2,196	2,203	2,211	2,216	2,216
Chugoku	573	575	577	579	586	589	590	593	596	599	601	599
Shikoku	425	427	430	432	435	437	437	439	442	444	444	444
Kyushu	1,112	1,120	1,123	1,125	1,126	1,134	1,138	1,148	1,150	1,156	1,157	1,158
Number of Stores in Japan	10,528	10,639	10,732	10,778	10,847	10,912	10,960	11,020	11,067	11,122	11,152	11,130
NATURAL LAWSON	100	100	101	101	101	105	107	110	111	112	113	110
LAWSON STORE100	1,166	1,175	1,180	1,182	1,188	1,191	1,197	1,199	1,205	1,214	1,217	1,224
Shanghai (China)	318	319	325	325	327	330	324	325	312	301	298	305
Chongqing (China)	41	41	50	53	55	56	53	53	54	54	49	49
Dalian (China)	4	5	7	7	7	7	7	7	8	10	8	8
Indonesia***	20	26	32	50	63	68	70	79	85	84	84***	84***
Hawaii (US)					2	2	2	2	2	2	2	2
Total Number of Stores Abroad	383	391	414	435	452	461	456	466	461	451	441	448

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.).

\*\*\* Regarding the numbers of stores of Indonesia, the figures are revised for January. The number of Indonesian stores of February is based on the flash report and to be revised in February.

【Non-consolidated】

**Number of Stores**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	TOTAL
Opening	88	116	102	63	88	72	63	69	59	70	34	36	860
Closure	Closure	9	8	9	21	12	5	13	6	14	22	6	185
	Re-location	3	8	6	0	13	5	8	5	4	3	0	61
	Subtotal	12	16	15	21	25	10	21	11	18	25	6	246
Net Increase	76	100	87	42	63	62	42	58	41	45	28	-30	614
Total	9,141	9,241	9,328	9,370	9,433	9,495	9,537	9,595	9,636	9,754	9,782	9,752	9,752

**Sales**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	
Total Sales (¥millions)*	143,150	143,460	147,172	146,982	161,142	163,138	148,406	153,668	142,809	154,834	144,962	132,705	
All Stores (YOY)	106.4%	114.9%	107.9%	103.4%	102.7%	103.1%	104.7%	104.5%	103.4%	105.3%	108.9%	98.5%	
Existing Stores (YOY)	102.8%	109.7%	102.8%	98.2%	97.3%	97.2%	98.7%	98.5%	97.3%	99.0%	102.5%	95.9%	
Ave. Daily Sales per Store (¥thousands)	534	548	539	552	581	584	549	547	523	548	512	519	
Number of Customers	(Number)	848	870	876	892	927	941	904	892	853	833	776	810
	comparison w/previous yr	104.0%	103.0%	100.7%	96.2%	97.0%	99.0%	99.0%	98.4%	97.9%	98.3%	99.1%	99.1%
Spending per Customer	(¥)	602	601	588	592	601	596	581	586	587	623	625	608
	comparison w/previous yr	98.8%	106.6%	102.1%	102.0%	100.3%	98.2%	99.8%	100.1%	99.4%	100.8%	103.5%	96.7%

**Number of Stores by Region and Prefecture**

	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB
Hokkaido	551	560	561	564	569	570	573	576	577	577	577	576
Tohoku	807	808	813	818	821	826	830	833	834	843	844	842
Kanto	2,565	2,628	2,693	2,708	2,736	2,758	2,786	2,810	2,830	2,842	2,851	2,832
Koshinetsu	325	331	333	334	339	340	340	340	343	344	348	346
Hokuriku	301	302	303	303	303	314	314	315	315	391	391	392
Tokai	749	753	756	761	765	773	776	782	784	788	793	790
Kinki	1,907	1,913	1,916	1,922	1,929	1,932	1,931	1,938	1,945	1,952	1,957	1,957
Chugoku	573	575	577	579	586	589	590	593	596	599	601	599
Shikoku	425	427	430	432	435	437	437	439	442	444	444	444
Kyushu	938	944	946	949	950	956	960	969	970	974	976	974
Total	9,141	9,241	9,328	9,370	9,433	9,495	9,537	9,595	9,636	9,754	9,782	9,752

Note:

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