

【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	42		808
Closure	Closure	17	28	22	32	31	22	24	27	18	28	9	258
	Re-location	4	6	6	5	8	7	4	5	9	9	8	71
	Subtotal	21	34	28	37	39	29	28	32	27	37	17	329
Net Increase	44	52	23	26	33	76	71	42	39	48	25		479
Total	11,174	11,226	11,249	11,275	11,308	11,384	11,455	11,497	11,536	11,584	11,609		11,609

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	160,383	
All Stores (YOY)	104.5%	99.4%	101.6%	104.5%	103.3%	100.8%	100.3%	100.3%	102.1%	101.6%	99.9%	
Existing Stores (YOY)	99.1%	94.9%	98.6%	101.6%	100.7%	99.0%	97.9%	98.6%	100.4%	100.2%	99.2%	
Ave. Daily Sales per Store (¥thousands)	521	512	519	549	570	563	524	526	514	533	494	
Number of Customers	(Number)	855	861	876	902	941	930	887	878	862	834	779
	comparison w/previous yr	99.0%	96.9%	98.7%	99.6%	100.3%	98.1%	96.8%	97.0%	99.3%	99.5%	100.1%
Spending per Customer	(¥)	583	568	565	581	579	576	566	570	567	602	593
	comparison w/previous yr	100.1%	97.9%	99.9%	102.1%	100.4%	101.0%	101.2%	101.6%	101.1%	100.7%	99.1%

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	596	
Tohoku	876	877	879	883	886	892	898	904	907	912	914	
Kanto	3,589	3,609	3,618	3,629	3,637	3,648	3,650	3,651	3,660	3,673	3,680	
Koshinetsu	351	354	354	358	363	366	368	369	369	370	371	
Hokuriku	390	392	391	391	388	388	386	386	386	388	388	
Tokai	954	957	964	961	963	976	975	980	984	991	995	
Kinki	2,215	2,213	2,217	2,217	2,221	2,225	2,222	2,220	2,224	2,230	2,232	
Chugoku	606	613	615	615	621	625	626	631	633	637	639	
Shikoku	447	453	455	456	458	461	460	461	466	471	474	
Kyushu	1,169	1,177	1,174	1,179	1,183	1,212	1,278	1,302	1,311	1,316	1,320	
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	11,609	
NATURAL LAWSON	110	110	108	110	109	109	108	107	107	106	106	
LAWSON STORE100	1,217	1,210	1,211	1,204	1,204	1,205	1,208	1,209	1,212	1,214	1,213	
Shanghai (China)	304	302	303	299	298	297	292	296	296	297	292	
Chongqing (China)	50	53	54	58	61	65	70	73	75	77	77	
Dalian (China)	9	10	11	11	12	12	13	15	15	18	18	
Beijing (China)	-	0	0	0	-	2	3	4	5	5	5	
Indonesia ***	86	84	84	83	63	63	63	63	63	63	63	
Hawaii (US)	2	2	2	3	3	4	4	4	4	4	4	
Thailand	3	6	7	8	9	15	18	22	24	28	29	
Total Number of Stores Abroad	454	457	461	462	446	458	463	477	482	492	488	

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 January 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	65	83	51	60	71	77	35	51	63	81	38		675
Closure	Closure	10	19	22	24	31	21	25	25	19	26	6	228
	Re-location	4	6	6	5	8	7	4	5	9	9	8	71
	Subtotal	14	25	28	29	39	28	29	30	28	35	14	299
Net Increase	51	58	23	31	32	49	6	21	35	46	24		376
Total	9,803	9,861	9,884	9,915	9,947	9,996	10,002	10,023	10,058	10,104	10,128		10,128

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	145,503	
All Stores (YOY)	106.0%	100.5%	102.8%	106.3%	104.7%	102.1%	101.8%	101.7%	103.6%	102.2%	100.4%	
Existing Stores (YOY)	99.6%	95.1%	98.9%	102.5%	101.2%	99.5%	98.4%	99.2%	101.0%	100.7%	99.6%	
Ave. Daily Sales per Store (¥thousands)	532	520	527	561	583	576	535	537	524	546	506	
Number of Customers	(Number)	841	845	858	886	924	917	872	864	849	825	768
	comparison w/previous yr	99.6%	97.5%	99.2%	100.4%	100.8%	98.7%	97.4%	97.6%	100.0%	100.0%	100.6%
Spending per Customer	(¥)	601	585	584	602	600	595	584	589	584	620	612
	comparison w/previous yr	100.0%	97.5%	99.7%	102.0%	100.3%	100.8%	101.0%	101.5%	101.0%	100.7%	99.0%

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	596	
Tohoku	848	849	851	855	858	864	869	875	878	882	884	
Kanto	2,847	2,866	2,875	2,889	2,897	2,907	2,908	2,909	2,916	2,929	2,935	
Koshinetsu	351	354	354	358	363	366	368	369	369	370	371	
Hokuriku	390	392	391	391	388	388	386	386	386	388	388	
Tokai	793	799	806	803	805	818	817	821	824	830	834	
Kinki	1,958	1,961	1,965	1,967	1,971	1,975	1,972	1,971	1,975	1,981	1,985	
Chugoku	606	613	615	615	621	625	626	631	633	637	639	
Shikoku	447	453	455	456	458	461	460	461	466	471	474	
Kyushu	986	993	990	995	998	1,001	1,004	1,007	1,015	1,020	1,022	
Total	9,803	9,861	9,884	9,915	9,947	9,996	10,002	10,023	10,058	10,104	10,128	

Note:

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