

【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	61	869
Closure	Closure	17	28	22	32	31	22	27	18	28	9	58	316
	Re-location	4	6	6	5	8	7	4	5	9	8	6	77
	Subtotal	21	34	28	37	39	29	28	32	27	17	64	393
Net Increase	44	52	23	26	33	76	71	42	39	48	25	(3)	476
Total	11,174	11,226	11,249	11,275	11,308	11,384	11,455	11,497	11,536	11,584	11,609	11,606	11,606

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	150,344
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%	102.0%
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%	101.2%
Ave. Daily Sales per Store (¥thousands)		521	512	519	549	570	563	524	526	514	533	494	510
Number of Customers	(Number)	855	861	876	902	941	930	887	878	862	834	779	800
	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%	98.5%
Spending per Customer	(¥)	583	568	565	581	579	576	566	570	567	602	593	598
	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%	102.7%

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	596	595
Tohoku	876	877	879	883	886	892	898	904	907	912	914	915
Kanto	3,589	3,609	3,618	3,629	3,637	3,648	3,650	3,651	3,660	3,673	3,680	3,674
Koshinetsu	351	354	354	358	363	366	368	369	369	370	371	372
Hokuriku	390	392	391	391	388	388	386	386	386	388	388	386
Tokai	954	957	964	961	963	976	975	980	984	991	995	995
Kinki	2,215	2,213	2,217	2,217	2,221	2,225	2,222	2,220	2,224	2,230	2,232	2,238
Chugoku	606	613	615	615	621	625	626	631	633	637	639	638
Shikoku	447	453	455	456	458	461	460	461	466	471	474	471
Kyushu	1,169	1,177	1,174	1,179	1,183	1,212	1,278	1,302	1,311	1,316	1,320	1,322
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	11,606
NATURAL LAWSON	110	110	108	110	109	109	108	107	107	106	106	105
LAWSON STORE100	1,217	1,210	1,211	1,204	1,204	1,205	1,208	1,209	1,212	1,214	1,213	1,202
Shanghai (China)	304	302	303	299	298	297	292	296	296	297	292	289
Chongqing (China)	50	53	54	58	61	65	70	73	75	77	77	77
Dalian (China)	9	10	11	11	12	12	13	15	15	18	18	18
Beijing (China)	—	0	0	0	—	2	3	4	5	5	5	5
Indonesia ***	86	84	84	83	63	63	63	63	63	63	63	60
Hawaii (US)	2	2	2	3	3	4	4	4	4	4	4	4
Thailand	3	6	7	8	9	15	18	22	24	28	29	29
Total Number of Stores Abroad	454	457	461	462	446	458	463	477	482	492	488	482

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 February is based on the flash report and to be revised in March.

【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	60	735
Closure	Closure	10	19	22	24	31	21	25	25	19	26	6	47	275
	Re-location	4	6	6	5	8	7	4	5	9	9	8	6	77
	Subtotal	14	25	28	29	39	28	29	30	28	35	14	53	352
Net Increase		51	58	23	31	32	49	6	21	35	46	24	7	383
Total		9,803	9,861	9,884	9,915	9,947	9,996	10,002	10,023	10,058	10,104	10,128	10,135	10,135

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	136,338
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%	102.7%
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%	101.7%
Ave. Daily Sales per Store (¥thousands)		532	520	527	561	583	576	535	537	524	546	506	521
Number of Customers	(Number)	841	845	858	886	924	917	872	864	849	825	768	790
	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%	99.0%
Spending per Customer	(¥)	601	585	584	602	600	595	584	589	584	620	612	616
	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%	102.7%

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	596	595
Tohoku	848	849	851	855	858	864	869	875	878	882	884	885
Kanto	2,847	2,866	2,875	2,889	2,897	2,907	2,908	2,909	2,916	2,929	2,935	2,932
Koshinetsu	351	354	354	358	363	366	368	369	369	370	371	372
Hokuriku	390	392	391	391	388	388	386	386	386	388	388	386
Tokai	793	799	806	803	805	818	817	821	824	830	834	838
Kinki	1,958	1,961	1,965	1,967	1,971	1,975	1,972	1,971	1,975	1,981	1,985	1,995
Chugoku	606	613	615	615	621	625	626	631	633	637	639	638
Shikoku	447	453	455	456	458	461	460	461	466	471	474	471
Kyushu	986	993	990	995	998	1,001	1,004	1,007	1,015	1,020	1,022	1,023
Total	9,803	9,861	9,884	9,915	9,947	9,996	10,002	10,023	10,058	10,104	10,128	10,135

Note:

Non-consolidated sales and number of stores include those of LAWSON stores except operated by Lawson Okinawa, Inc., Lawson Minami-Kyushu, Inc., and Lawson Kumamoto, Inc. and NATURAL LAWSON stores.

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