



Addendum to Analysts Meeting Information

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LAWSON, Inc.

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1.Summary

(1) Number of Stores

(store)

	End of Aug.00	End of Feb.01	End of Aug.01	Feb.02(forecast)
Lawson Total	7,583	7,683	7,571	7,883
Opening	326	725	237	650
Closure	121	420	349	450
Net Increase	205	305	112	200
Relocation	48	138	91	-

Note: Shanghai Hualian Lawson Co., Ltd. Not Included.

(2) Results and Forecasts for Major Financial Indicators (Consolidated)

(billions of yen)

	End of Aug.00		End of Feb.01		End of Aug.01		Feb.02(forecast)	
		YOY		YOY		YOY		YOY
Total Net Sales	651.2	105.4%	1,277.6	104.5%	664.4	102.0%	1,308.0	102.4%
Total Transaction	669.1	105.8%	1,312.1	104.6%	687.0	102.7%	1,349.0	102.8%
Operating Revenues	144.6	94.4%	280.2	96.0%	133.1	92.0%	257.0	91.7%
Operating Profit	23.2	109.6%	41.3	102.7%	23.2	100.2%	42.5	103.0%
Recurring Profit	21.7	111.3%	39.5	105.1%	22.5	103.3%	41.6	105.2%
Net Profit	8.6	94.4%	16.4	109.0%	11.5	132.7%	19.2	117.3%
Cash Dividends	¥17		¥35		¥20		¥20 (interim) ¥21(year-end)	
Net Profit Per Share	¥80.73		¥147.63		¥100.56		¥178.44	
Shareholders Equity	172.7		178.4		159.1			
Total Assets	407.1		387.2		370.7			

* The operating revenues includes total sales of company-owned stores and royalties from franchised stores.

(3) Results and Forecasts for Major Financial Indicators (Non-Consolidated)

(billions of yen)

	End of Aug.00		End of Feb.01		End of Aug.01		Feb.02(forecast)	
		YOY		YOY		YOY		YOY
Total Net Sales	650.1	105.4%	1,275.3	104.4%	663.0	102.0%	1,304.0	102.2%
Total Transaction	668.1	105.8%	1,309.8	104.6%	685.5	102.6%	1,345.0	102.7%
Operating Revenues	142.2	98.7%	274.8	98.0%	129.8	91.3%	249.0	90.6%
Operating Profit	23.0	107.7%	41.0	101.3%	23.3	101.0%	43.3	105.4%
Ordinary Profit	21.6	109.1%	39.4	103.8%	22.6	104.4%	42.3	107.2%
Net Profit	8.5	96.4%	16.1	105.3%	11.5	135.4%	19.7	121.8%
Cash Dividends	¥17		¥35		¥20		¥20 (interim) ¥21 (year-end)	
Net Profit Per Share	¥80.07		¥145.87		¥101.77		¥183.09	
Shareholder's Equity	173.9		179.6		160.2			
Total Assets	4,052		384.9		365.4			

* The operating Revenues includes total sales of company-owned stores and royalties from franchised stores.

*Amounts below one million yen are truncated.

2 . Store Network

Shanghai 78																	Hokkaido 468						
																Ishikawa 62	Aomori 92	Iwate 91					
																Yamaguchi 108	Shimane 52	Tottori 50	Kyoto 179	Fukui 64	Toyama 89	Akita 84	Miyagi 173
																Hiroshima 125	Okayama 113	Hyogo 447	Shiga 106	Niigata 111	Yamagata 59	Fukushima 107	
Nagasaki 71	Fukuoka 270																	Osaka 842	Gifu 80	Nagano 148	Gunma 63	Ibaraki 95	tochigi 97
Saga 53	Oita 91																	Nara 113	Aichi 316	Yamanashi 66	Saitama 259	Tokyo 688	
Kumamoto 79	Miyazaki 75																	Wakayama 100	Mie 62	Shizuoka 169	Kanagawa 448	Chiba 250	
Okinawa 105	Kagoshima 104																						

(End of Aug. 2001)

(1) Number of Stores by Store Type

	End of Aug.00		End of Feb.01		End of Aug.01		Net Increase
		Share		Share		Share	
Type B	2,663	35.1%	2,600	33.8%	2,520	33.3%	80
Type G	2,360	31.1%	2,411	31.4%	2,432	32.1%	21
Type C	1,722	22.7%	1,961	25.5%	2,070	27.3%	109
Franchised Stores	6,745	88.9%	6,972	90.7%	7,022	92.7%	50
Company-Owned Stores	838	11.1%	711	9.3%	549	7.3%	162
Total	7,583	100.0%	7,683	100.0%	7,571	100.0%	112

Note: Shanghai Hualian Lawson Co., Ltd. Not Included.

(2) Number of Stores by Region and Prefecture

				Net Increase	
		01/2	01/8		
Hokkaido	Hokkaido	462	468	6	
Tohoku	Aomori	89	92	3	
	Iwate	88	91	3	
	Miyagi	176	173	3	
	Akita	80	84	4	
	Yamagata	59	59	0	
	Fukushima	108	107	1	
	Tohoku		600	606	6
Kanto	Ibaraki	94	97	3	
	Tochigi	98	95	3	
	Gunma	65	63	2	
	Saitama	258	259	1	
	Chiba	251	250	1	
	Tokyo	709	688	21	
	Kanagawa	482	448	34	
	Kanto		1,957	1,900	57
Koshinetsu	Niigata	115	111	4	
	Yamanashi	67	66	1	
	Nagano	158	148	10	
Koshinetsu		340	325	15	
Hokuriku	Toyama	87	89	2	
	Ishikawa	65	62	3	
	Fukui	64	64	0	
	Hokuriku		216	215	1
Tokai	Shizuoka	180	169	11	
	Aichi	325	316	9	
	Gifu	83	80	3	
	Mie	61	62	1	
	Tokai		649	627	22
Kinki	Shiga	102	106	4	
	Kyoto	182	179	3	
	Osaka	879	842	37	
	Hyogo	459	447	12	
	Nara	118	113	5	
	Wakayama	101	100	1	
	Kinki		1,841	1,787	54
	Chugoku	Tottori	49	50	1
		Shimane	48	52	4
		Okayama	116	113	3
Hiroshima		121	125	4	
Yamaguchi		111	108	3	
Chugoku		445	448	3	
Shikoku	Tokushima	96	98	2	
	Kagawa	95	97	2	
	Ehime	112	115	3	
	Kouchi	33	37	4	
Shikoku		336	347	11	
Kyusyu	Fukuoka	270	270	0	
	Saga	52	53	1	
	Nagasaki	71	71	0	
	Kumamoto	78	79	1	
	Oita	86	91	5	
	Miyazaki	75	75	0	
	Kagoshima	102	104	2	
Kyusyu		837	848	11	
Domestic Total		7,683	7,571	112	
Shanghai		69	78	9	

3 . Sales

(1) YOY Rate of Sales on Existing Stores

	End of Aug. 00	End of Feb. 01	End of Aug. 01
YOY Rate of Sales on Existing Stores	99.3%	98.3%	99.3%

(2) Average Daily Sales

(Thousands of Yen)

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		YOY		YOY		YOY
Total Stores	492	1	486	3	503	11
New Stores	450	24	421	14	476	26

Note: The way of average daily sales calculate was changed in FY 1998.

(3) Average Number of Customers and Average Purchase Value per Customer (Total Stores)

(persons, Yen)

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		YOY		YOY		YOY
Number of Customers	799	12	783	12	819	20
Spend per Customer	615	3	620	6	611	4

Note: The number of customers included those who spend for services since end of Feb, 2001.

(4) Inventory Turnover in Days (Based on All Stores, Inventory per a Store)

(Thousands of Yen)

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		Change		Change		Change
Inventory	4,973	72	4,839	62	4,924	85
Inventory Turnover in Days	10.5	0.3	10.5	0.3	10.3	0.2

(5) Area of Floor

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		Change		Change		Change
Area of Floor(m ²)	780,700	46,988	787,754	40,996	802,480	21,780

note) term average

(6) Liquor-Licensed, Cigarette-Licensed, 24-hour Operating & Parking Lots Equipped Stores

(Stores)

	End of Aug. 00		End of Feb.01		End of Aug. 01	
		Share		Share		Share
Liquor-Licensed	3,567	47.0%	3,592	46.8%	3,998	52.8%
Cigarette-Licensed	5,181	68.3%	5,438	70.8%	5,510	72.8%
24-hour operating	7,396	97.5%	7,509	97.7%	7,407	97.8%
with Parking Lots	4,780	63.0%	5,002	65.1%	5,016	66.3%
Total	7,583	100.0%	7,683	100.0%	7,571	100.0%

(7) Gross Profit Margin at Store Level (%)

	End of Aug. 00	End of Feb. 01	End of Aug. 01
Fast Foods	34.0	34.3	33.3
Fresh Foods	35.2	34.9	35.3
* Processed Foods	27.4	27.2	27.4
Non-Food Products	30.0	29.6	30.6
Total	30.4	30.3	30.3

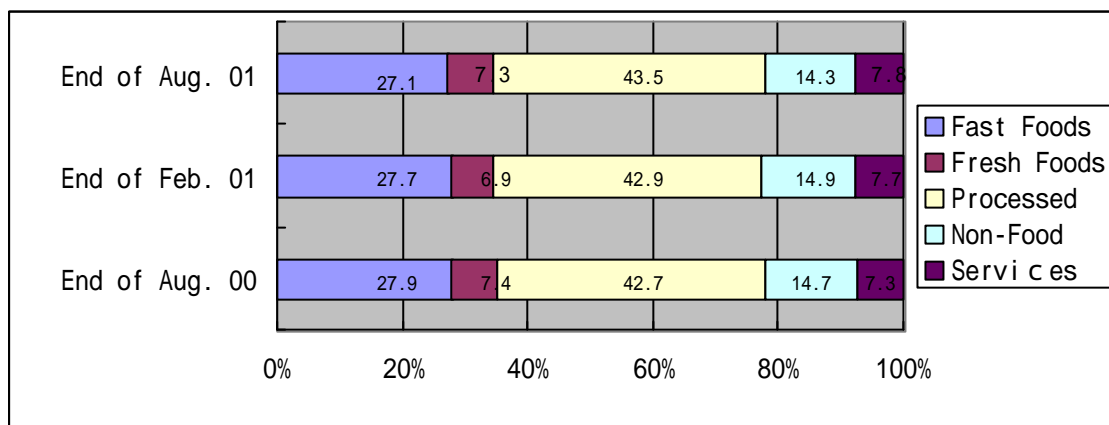
Note: Gross profit of non-food products include service commissions

*Processed Foods includes cigarettes

(8) Sales by Merchandise Category (Total Stores) (billions of yen)

	Fast Foods	Fresh Foods	Processed Foods	Non-Food Products	Services	Total
End of Aug. 00	186.4	49.2	285.3	98.3	49.0	668.2
End of Feb. 01	362.6	90.4	561.4	194.6	100.9	1,309.8
End of Aug. 01	185.7	50.2	298.0	98.2	53.5	685.6

* Tickets and Parcel Delivery Services Included in Services



(9) Third Party Bill Settlement Service (Millions of Yen)

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		YOY		YOY		YOY
Transaction Volume	310,459	123.6%	652,538	123.3%	365,223	117.6%
No. of Settlement	40.2	116.5%	82.4	117.0%	45.6	113.4%
Commission Revenues	2,594	110.8%	5,273	111.9%	2,857	110.1%

(10) Loppi (Multimedia Terminal) Transaction Volume (billions of yen)

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		YOY		YOY		YOY
Concert Tickets	14.3	125.6%	27.0	111.1%	18.9	132.9%
Game Software	1.4	125.5%	5.4	122.7%	1.3	101.2%
Travel Tickets	2	151.7%	3.8	135.7%	2.3	119.4%
Copyrighted Items	0.1	46.4%	0.3	50.0%	1.1	824.3%
Bill Settlement	0.5	-	1.8	-	12.3	2633.3%
Others	1.2	-	1.3	68.4%	0.2	14.4%
Total	19.5	131.8%	39.6	116.5%	36.2	187.7%

(11) Number of Employees

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		Change		Change		Change
Employees	4,122	55	4,018	31	3,962	56

note) including temporarily transferred employee

4 . Financial (Consolidated)

(1) Operating Revenues

(millions of yen

	End of Aug. 00		End of Feb.01		End of Aug.01	
		YOY		YOY		YOY
Franchise Commission from Franchised Stores	69,139	110.0%	135,237	108.5%	73,439	106.2%
* Net Sales from Company Operated Stores	69,680	82.2%	133,178	85.6%	53,364	76.6%
Other	5,819	105.8%	11,803	101.3%	6,286	108.8%
Total	144,638	94.4%	280,218	96.0%	133,089	92.0%

* includes sales of subsidiaries

(2) Selling, General and Administrative Expenses

(millions of yen

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		YOY		YOY		YOY
Personnel Expenses	22,306	96.3%	43,671	100.5%	20,107	90.1%
Promotions Expense	7,907	120.4%	14,577	104.2%	8,435	106.7%
Store Leasing Expense	16,698	109.6%	34,337	109.7%	18,118	108.5%
Depretiation	6,964	97.4%	14,682	97.8%	6,658	95.6%
Other	16,161	94.2%	33,171	101.8%	17,008	105.2%
Total	70,036	101.1%	140,438	103.0%	70,326	100.4%

(3)Non-Operating Income and Expenses

(millions of yen)

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		YOY		YOY		YOY
Interest Income	139	23.1%	496	41.9%	249	179.1%
Cash Dividends	42	61.8%	84	76.4%	42	100.0%
Other	393	102.6%	981	123.2%	481	122.4%
Other Income Total	574	54.5%	1,561	74.7%	772	134.5%
Interest Expense	999	48.4%	1,468	38.2%	328	32.8%
Loss on Cancellation of Lease Contract	364	147.4%	688	116.6%	721	198.1%
Other	674	175.5%	1,148	505.7%	515	76.4%
Other Expense Total	2,037	75.6%	3,304	70.9%	1,564	76.8%

(4) Special Gains and Losses

(millions of yen)

	End of Aug. 00		End of Feb. 01		End of Aug. 01	
		YOY		YOY		YOY
Gain on Securities Contributed to Employees' Retirement Benefit Trusts	-	-	-	-	3,857	-
Other	339	34.6%	44	1.9%	33	9.7%
Special Gains Total	339	34.6%	44	1.9%	3,890	1147.5%
Loss on Disposal of Property and Store Equipment	554	64.1%	2,723	98.3%	3,375	609.2%
Write-Off of Unamortized Service Cost	5,986	-	7,011	-	-	-
Premium Severance Benefit	-	-	-	-	2,685	-
Special Losses Total	6,540	756.9%	9,734	161.1%	6,060	92.7%

(5) Capital Expenditure

(millions of yen)

	End of Aug. 00	End of Feb. 01	End of Aug. 01
New Store	9,620	21,300	4,809
Existing Store	2,932	5,919	2,576
IT	772	4,794	3,779
Other	449	638	261
Subtotal	13,773	32,651	11,425
Lease	3,464	6,545	3,181
Total	17,237	39,196	14,606

(6) Capital Expenditure(plan)

(millions of yen)

	End of Feb. 01 (plan)	End of Feb. 02 (plan)
New Store	19,000	16,500
Existing Store	6,300	6,300
IT	38,500	23,300
Other	10,200	4,900
Subtotal	74,000	51,000
Lease	6,000	6,000
Total	80,000	57,000
Depreciation	16,000	24,000

(7) Main Financial Indicators

	End of Aug. 00	End of Feb. 01	End of Aug. 01
ROA	6.2%	4.5%	6.1%
ROE	6.4%	11.9%	6.8%
Current Ratio	137.2%	132.4%	105.6%
Fixed Ratio	114.7%	117.4%	134.0%
Shareholders' Equity Ratio	42.4%	46.1%	42.9%
Net Income Per Share	¥80.73	¥147.63	¥100.56
Shareholders' Equity	¥1,502.73	¥1,553.07	¥1,478.61

5 . Shareholders Information (Consolidated)

(1) Indicators per Share

(Yen)

	Aug, 00	Feb, 01	Aug, 01
EPS	80.07	145.87	101.77
Shareholders' Equity per Share	1,513.86	1,563.11	1,488.99
Dividend per Shares	17	35	20
Payout (%)	22.8%	24.9%	18.6%

(2) Distribution of Shareholders by Type

	End of Aug, 2001		
	(person)	(share)	(ratio)
Financial Institutions	224	37,399,300	34.8%
Business Corporations	1,066	37,203,800	34.6%
Foreign Entities	282	19,014,629	17.7%
Individual	58,622	13,942,500	13.0%
JASDEC	1	39,700	0.04%
Treasury Stock	1	71	0.00%
Shares Issued and Outstanding		107,600,000	100.0%
Shareholders		60,196	100.0%

(3) Principal Shareholders

(End of August, 2001)

Shareholders	Shareholdings(Shares)	Shareholdings(%)
M.C.Retail Investment Co., Ltd.	32,089,300	29.8%
Management Securities Trust Depository Nomura Trust and Banking Co., Ltd.	11,490,000	10.7%
Japan Trustee Services Bank, Ltd. (Trust Account)	4,557,800	4.2%
The Chuo Mitsui Trust and Banking Co., Ltd (Trust Account)	3,219,000	3.0%
The Toyo Trust & Banking Co.,Ltd	2,582,800	2.4%
Mitsubishi Trust and Banking Corporation (Trust Account)	2,268,700	2.1%
The Goldman Sachs International	1,649,400	1.5%
Boston Safe Deposit PSDT Treaty Clients Omnibus	1,579,100	1.5%
Government of Singapore Investment Corporation Pte Ltd	1,482,700	1.4%
Nippon Life Insurance Company	1,444,800	1.3%
Total	62,363,600	58.0%
Shares Issued and Outstanding	107,600,000	100%

6.Subsidiaries and Affiliate

end of Aug, 2001

(millions of yen)

	Lawson Ticket Co., Ltd	Shanghai Hualian Lawson Co., Ltd	LAWSON ATM Networks, Inc	Lawson ePlanning, Inc	i -Convenience, Inc	eContext, Inc
Lawson's Share	88.9%	70.0%	65.0%	51.0%	51.0%	46.0%
Amount of Transaction	21,932	-----	-----	-----	-----	-----
Operating Revenues	2,692	1,353	-----	99	33	67
Operating Income	316	84	53	26	207	222
Ordinary Profit	344	74	76	26	203	215
Net Income	264	76	76	9	204	215