

1. Summary

(1) Number of Stores

(stores)

	FY2003				FY2004				FY03
	Mar	Apr	May	1Q	Mar	Apr	May	1Q	total
Lawson Total	7,621	7,600	7,606	7,606	7,803	7,790	7,806	7,806	7,821
Opening	22	41	34	97	32	54	50	136	625
Closure	26	62	28	116	50	67	34	151	429
Net Increase	-4	-21	6	-19	-18	-13	16	-15	196
Relocation	9	23	19	51	17	23	17	57	205

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

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

(billions of yen)

	FY2003	FY2004						FY2003	
	1Q	1Q	YOY	2nd half (forecast)	YOY	FY2004 (forecast)	YOY		YOY
Total Net Sales	3,161	3,252	102.9%	6,830	103.9%	13,600	105.6%	12,883	99.6%
Total Transaction	3,282	3,371	102.7%	7,010	103.9%	14,070	105.4%	13,350	99.9%
Operating Revenues	606	620	102.4%	1,290	102.8%	2,550	103.8%	2,456	98.1%
Operating Profit	96	105	109.7%	222	105.2%	421	110.5%	381	111.7%
Recurring Profit	92	104	113.2%	213	106.5%	405	110.8%	366	119.3%
Net Profit	47	50	105.4%	102	100.0%	200	107.7%	186	209.6%
Cash Dividends	-	-			¥35		¥70		¥41
Net Profit Per Share	¥44.39		¥47.97		¥98.24		¥192.64		¥175.78
Shareholder's Equity	1,491		1,552						1,543
Total Assets	3,420		3,547						3,548

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

*Amounts below one million yen are rounded.

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

(billions of yen)

	FY2003	FY2004						FY2003	
	1Q	1Q	YOY	2nd half (forecast)	YOY	FY2004 (forecast)	YOY		YOY
Total Net Sales	3,153	3,252	103.1%	6,830	103.9%	13,600	105.8%	12,850	99.5%
Total Transaction	3,274	3,371	103.0%	7,010	103.9%	14,070	105.6%	13,317	99.9%
Operating Revenues	570	584	102.5%	1,220	103.3%	2,410	104.2%	2,310	96.6%
Operating Profit	95	102	107.7%	220	105.8%	420	110.4%	380	110.2%
Recurring Profit	94	103	109.1%	215	105.3%	410	108.9%	376	113.3%
Net Profit	50	50	100.0%	106	100.9%	207	108.8%	190	185.3%
Cash Dividends	-	-			¥35		¥70		¥41
Net Profit Per Share	¥47.11		¥48.27		¥102.10		¥199.38		¥180.01
Shareholder's Equity	1,524		1,587						1,578
Total Assets	3,380		3,479						3,493

* 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											Hokkaido	
160											484	
											Ishikawa	
											65	
											Aomori	Iwate
											119	101
Yamaguchi	Shimane	Tottori	Kyoto	Fukui	Toyama			Akita	Miyagi			
109	56	59	169	73	91			109	157			
			Hiroshima	Okayama	Hyogo	Shiga	Niigata	Yamagata	Fukushima			
			118	112	449	109	107	55	106			
Nagasaki	Fukuoka											
82	279											
Saga	Oita											
56	104											
Kumamoto	Miyazaki											
82	81											
		Ehime	Kagawa									
		129	93									
		Kouchi	Tokushima									
		48	102									
Okinawa	Kagoshima											
114	108											
				Osaka	Gifu	Nagano	Gunma	Ibaraki	tochigi			
				800	79	137	64	95	105			
				Nara	Aichi	Yamanashi	Saitama	Tokyo				
				101	329	61	289	753				
				Wakayama	Mie	Shizuoka	Kanagawa			Chiba		
				110	71	158	465			263		

(End of May, 2004)

Note)Shanghai Hualian Lawson Co., Ltd ; Fiscal Year Ended December : number of stores as of March

(1)Number of Stores by Region and Prefecture

		FY2003 1Q	FY2004 1Q	FY2003	Net Increase
Hokkaido	Hokkaido	470	484	485	-1
Tohoku	Aomori	110	119	117	2
	Iwate	99	101	100	1
	Miyagi	163	157	158	-1
	Akita	104	109	109	0
	Yamagata	55	55	55	0
	Fukushima	105	106	107	-1
			636	647	646
Kanto	Ibaraki	103	105	107	-2
	Tochigi	92	95	94	1
	Gunma	64	64	65	-1
	Saitama	274	289	288	1
	Chiba	242	263	259	4
	Tokyo	712	753	752	1
	Kanagawa	446	465	463	2
			1,933	2,034	2,028
Koshinetsu	Niigata	110	107	108	-1
	Yamanashi	64	61	62	-1
	Nagano	137	137	140	-3
		311	305	310	-5
Hokuriku	Toyama	86	91	89	2
	Ishikawa	65	65	63	2
	Fukui	69	73	72	1
		220	229	224	5
Tokai	Shizuoka	164	158	160	-2
	Aichi	317	329	335	-6
	Gifu	76	79	78	1
	Mie	67	71	72	-1
			624	637	645

Note)Shanghai Hualian Lawson Co., Ltd ; Fiscal Year Ended December : number of stores as of March

		FY2003 1Q	FY2004 1Q	FY2003	Net Increase
Kinki	Shiga	104	109	109	0
	Kyoto	168	169	170	-1
	Osaka	797	800	814	-14
	Hyogo	442	449	454	-5
	Nara	106	101	100	1
	Wakayama	109	110	109	1
			1,726	1,738	1,756
Chugoku	Tottori	58	59	59	0
	Shimane	55	56	56	0
	Okayama	110	112	111	1
	Hiroshima	118	118	115	3
	Yamaguchi	104	109	108	1
		445	454	449	5
Shikoku	Tokushima	101	102	104	-2
	Kagawa	97	93	96	-3
	Ehime	125	129	130	-1
	Kouchi	45	48	48	0
		368	372	378	-6
Kjusyu	Fukuoka	267	279	278	1
	Saga	53	56	56	0
	Nagasaki	78	82	81	1
	Kumamoto	75	82	80	2
	Oita	100	104	103	1
	Miyazaki	81	81	80	1
	Kagoshima	107	108	107	1
	Okinawa	112	114	115	-1
		873	906	900	6
Domestic Total		7,606	7,806	7,821	-15
Shanghai		103	160	146	14

Hokkaido Branch Office---Hokkaido

Tohoku Branch Office---Aomori, Iwate, Miyagi, Akita, Yamagata, Fukushima

Kanto Branch Office---Niigata, Ibaraki, Tochigi, Gunma, Saitama, Chiba, Tokyo, Kanagawa

Chubu Branch Office---Aichi, Gifu, Mie, Nagano, Yamanashi, Shizuoka, Ishikawa, Fukui, Toyama

Kinki Branch Office---Kyoto, Shiga, Hyogo, Nara, Wakayama, Osaka

Chugoku & Shikoku Branch Office---Tottori, Okayama, Shimane, Hiroshima, Yamaguchi, Kagawa, Tokushima, Ehime, Kouchi

Kjusyu Branch Office---Fukuoka, Nagasaki, Saga, Oita, Kumamoto, Miyazaki, Kagoshima, Okinawa

3. Sales

(1)YOY Rate of Sales on Existing Stores

	FY03 1Q	FY04 1Q	FY03
YOY Rate of Sales on Existing Stores	97.4%	99.1%	97.5%
Excluding Highway Card	98.7%	99.3%	99.2%

(2)Average Daily Sales

(Thousands of Yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
Total Stores	473	477	4	484	-5
New Stores	446	446	0	436	-21

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

(persons, Yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
Number of Customers	788	796	8	803	-8
Spend per Customer	598	598	0	598	-9

4. Financial (Consolidated)

(1) Operating Revenues

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
Operating Revenues	60,605	62,042	102.4%	245,601	98.1%

(2) Selling, General and Administrative Expenses

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
SG&A	38,620	39,945	103.4%	157,456	100.7%

(3) Non-Operating Income and Expenses

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
Non-Operating Income Total	213	380	178.4%	1,048	107.5%
Non-Operating Expenses Total	608	490	80.6%	2,572	58.1%

(4) Special Gains and Losses

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
Special Gains Total	5	62	1240.0%	1,525	23.8%
Special Losses Total	754	1,491	197.7%	5,165	26.6%

(5) Capital Expenditure

(millions of yen)

	FY03 1Q	FY04 1Q	FY03
New Store	1,502	2,284	14,296
Existing Store	1,728	1,869	10,432
IT	488	806	2,191
Investment & Loan	4,000	0	6,250
Other	170	519	799
Subtotal	7,888	5,478	33,968
Lease	3,337	2,984	9,439
Total	11,225	8,462	43,407
Depreciation	4,138	4,442	18,499

(6) Main Financial Indicators

	FY03 1Q	FY04 1Q	FY03
ROA	2.8%	3.0%	10.9%
ROE	3.1%	3.2%	12.1%
Current Ratio	102.2%	96.3%	96.5%
Fixed Ratio	141.8%	140.4%	140.7%
Interest-bearing Debts	-	-	-
Shareholders' Equity Ratio	43.6%	43.8%	43.5%
Net Income Per Share	¥44.39	¥47.97	¥175.78
Shareholders' Equity	¥1,406.37	¥1,494.56	¥1,479.31

Financial (Non-Consolidated)

(1) Operating Revenues

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
Operating Revenues	56,992	58,400	102.5%	231,099	96.6%

(2) Selling, General and Administrative Expenses

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
SG&A	35,713	36,771	103.0%	145,255	100.0%

(3) Non-Operating Income and Expenses

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
Non-Operating Income Total	205	365	178.0%	1,003	105.8%
Non-Operating Expenses Total	264	303	114.8%	1,412	62.2%

(4) Special Gains and Losses

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
			YOY		YOY
Special Gains Total	6	19	316.7%	947	14.6%
Special Losses Total	750	1,482	197.6%	5,033	23.8%

(5) Capital Expenditure

(millions of yen)

	FY03 1Q	FY04 1Q		FY03	
New Store	1,488	2,284		14,162	
Existing Store	1,728	1,869		10,432	
IT	330	804		1,868	
Investment & Loan	4,000	10		6,250	
Other	151	514		783	
Subtotal	7,697	5,481		33,495	
Lease	3,141	2,979		8,449	
Total	10,838	8,460		41,944	
Depreciation	4,009	4,365		17,762	

(6) Main Financial Indicators

	FY03 1Q	FY04 1Q	FY03
ROA	2.8%	2.9%	11.1%
ROE	3.3%	3.2%	12.2%
Current Ratio	98.3%	91.9%	92.1%
Fixed Ratio	142.3%	141.1%	141.5%
Interest-bearing Debts	0.7%	0.2%	-
Shareholders' Equity Ratio	45.1%	45.6%	45.2%
Net Income Per Share	¥47.11	¥48.27	¥180.01
Shareholders' Equity	¥1,437.36	¥1,529.09	¥1,513.12