# **Our Journey Creating Happiness in Our Communities**

About Lawson!

Message from Top Management

**Creating Happiness in Our** Communities - Our Story

Strategy for Creating Happiness in Our Communities A Management Foundation for Creating Happiness in Our Communities

Finance **Company Information** 

# Lawson's responsiveness to change, carrying on an unbroken line

Since its establishment, Lawson has responded proactively to changes in society, regularly identified customer needs, and developed new products and services.

Lawson, which started as a handyman in the community, is now a component of infrastructure in the society. To ensure its position as an essential part of the community that provides support for residents, Lawson is determined to continue pursuing and advancing the "hub of refreshment in every community" from the customer's perspective.

1983

Started copying and

printing services

# LAWSON

#### 1975

Opened the first LAWSON store in Sakurazuka, Toyonaka, Osaka

# 1977

Started 24-hour/day operations

# 1986

Launched "KARAAGE-KUN Fried Chicken"



# 1989

Started third-party bill settlement services for the payment of electricity and gas bills



# 1991

Started third-party bill settlement services for the payment of telephone and water bills

Lawson as social infrastructure



### 1996

Launched "Lawson Ticket" service



## 1996

Opened the first overseas store in Shanghai, China

## 1997

Realized Lawson's presence in all 47 prefectures of Japan



#### 1998

Introduced "Loppi" multimedia terminals to all stores



# 2000

Opened first convenience store inside a hospital, "Hospital LAWSON"

#### 2000

Formed a business alliance with Mitsubishi Corporation

# Handyman in the community

Contribution to solving social issues



1992

- Opened Station Park Waseda experimental environment and welfare store
- Established the LAWSON Green Town Fund (currently "LAWSON Green Fund")

#### 1995

Collected donations for rescue work after the Great Hanshin-Awaji Earthquake

#### 1997

- Started the food waste recycling
- First convenience store to introduce low-environmental pollution delivery vehicles using CNG



1998

ISO 14001 certification

Started the challenges to reduce food waste, plastic use, and CO2 emissions

(Shifted to the operation under a voluntary environmental management system in December 2019)

# 2000

Started Mt. Fuji forest improvement



1999

Stopped including chopsticks, spoons, and forks in boxed meals

1975

Commencement of the Shinkansen service to Hakata

1983

Sea of Japan Earthquake

1989 Era name change (from Showa to Heisei) Introduction of consumption tax Japan's bubble economy

1991

Gulf War/Collapse of

1995 Great Hanshin-Awaii Earthquake

1997

Consumption tax increase: 3% to 5%

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2021

# 2001

Started automated teller machine (ATM) service Established a joint ATM management company "Lawson ATM Networks, Inc."

# 2001

Opened first "NATURAL LAWSON" store



# 2003

Established "post boxes" in LAWSON stores nationwide



# 2004

Started Yu-Pack; Japan Post's domestic parcel delivery service

## 2005

Opened the first "LAWSON STORE 100" store



## 2010

Launched the Coalition Lovalty Program Ponta



# 2010

Established the LAWSON Farm



# 2011

**Established Lawson HMV** Entertainment, Inc. (currently Lawson Entertainment, Inc.)

# 2011

Started operation of Machikado Chubo in-store kitchen

# 2014

Seiio Ishii



Acquired supermarket chain SEIJO ISHII CO., LTD.

### 2014

UNITED CINEMAS



Acquired United Entertainment Holdings Co., Ltd. via Lawson HMV Entertainment, Inc.

## 2015

Opened first "Care-focused LAWSON" with nursing care consultation desks for seniors

# 2017

Nationwide rollout of one of China's largest settlement services, "Alipay"

# 2018

Lawson Bank Launched the operation of Lawson Bank, Inc.

# 2018

Introduction of the LAWSON smartphone cash register system

# 2018

Introduction of POS cash registers with automatic change dispensers



Introduction of Delivery service Started tie-up with

## Start of renovations for ideal store format (Sweeping Transformation Executive Committee measures)



Started demonstration experiment of "LAWSON Fuiltsu Shinkawasaki TS cash registerfree store"



# 2019

2019

**Uber Eats** 

Started the operation of fully customer-operated new-type POS cash registers

# **Building stores meeting community needs**

**Full-scale initiatives for SDGs** 

Set up "Support Dreams Fund" (Scholarship Program for 2015 victims of the Great East Japan

Introduction of MACHI café in-store freshly brewed coffee using Rainforest Alliance certified beans

#### 2008

Opened first eco-friendly model store

Earthquake)

2011

Set own action targets for reducing CO<sub>2</sub>

Selected for the 2015 Health & **Productivity Stock Selection** (fourth time in total 2015-2017, 2021)

Started health and diversity initiatives

#### 2014

Selected as a Nadeshiko Brand (sixth time in total: 2014-2018, 2021)

## 2012

- Launched bran bread that contains grain husks
- Started mobile sales of food products and daily necessities

### 2019

- Established the "SDGs Committee" for the promotion of
- Formulated the "Lawson Blue Challenge 2050!" environmental vision.
- Phased in paper cold drink cups for the in-store freshly brewed coffee service "MACHI café".

#### Set up the "Support Dreams Fund" (Scholarship Program for children from single-parent families)

# 2022

2021

classes for

Start of special

hospital schools

Implementation of Ukraine Emergency Support Donation activities and provision of food support for Ukrainian refugees

#### 2005

2003

2007

2006

Started "Bring Your

Own Bag campaign"

Started recycling waste oil in all stores

Launched school afforestation projects

First Comprehensive regional agreement with

Opened the first store offering prescription

municipal government (Wakayama Prefecture)

2008

2014 Consumption tax increase: 5% to 8%

2015

Adoption of the SDGs The Paris Agreement took effect

Obtained the Resilience Certification

2016

2016

#### 2019 Consumption tax

increase: 8% to 10%

2020 Spread of COVID-19

medicines

The Kvoto Protocol took effect

Great Recession