

Market: Tokyo

Symbol: 2651

Sector: Retail Trade

ISIN: JP3982100004

## Company Profile

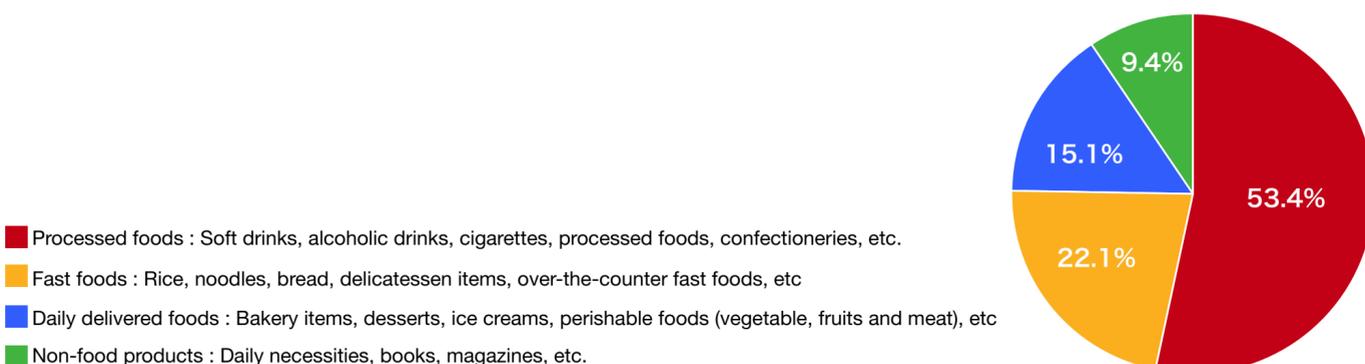
Lawson, Inc. is one of the largest convenience store operators in Japan.

As manufacturing retailer based on small commercial areas, the Company had approx. 14,000 stores in Japan and approx. 3,600 overseas stores, as of Feb. 28, 2021. The Company has expanded its customer base from young male customers to female and senior citizens in accordance with the nation's demographic trends. Lawson has utilized some formats such as LAWSON, NATURAL LAWSON, LAWSON STORE 100 and SEIJO ISHII to meet the polarized demand of consumers.

Regarding dividend policy, Lawson management places great store on returning a portion of profits to the shareholders, and the Company pursues a strategy that both maintains financial soundness and returns an appropriate portion of profits to the shareholders that directly reflects corporate performance. The Company focuses on optimizing shareholders' equity from a perspective of mid- and long-term management.

Lawson became a consolidated subsidiary of Mitsubishi Corporation in February 2017.

## Sales by merchandise category of all stores (As of 2/28/2021)



## Key Figures

Fiscal year: (millions of yen)	2019/2	2020/2	2021/2
Net sales of convenience stores	2,424,541	2,506,970	2,165,818
Gross operating revenue	700,647	730,236	666,001
Operating income	60,781	62,943	40,876
Profit before income taxes	39,876	30,319	18,230
Profit (Profit attributable to owners of parent)	25,585	20,108	8,689
Per share data: (yen)			
Profit per share	255.71	200.95	86.84
Cash dividends per share	255	150	150
At fiscal year-end: (millions of yen)			
Total assets	1,342,329	1,357,732	1,365,430
Net assets	281,982	275,347	272,931
Financial data: (%)			
Return on equity	9.3	7.3	3.2
Payout ratio	99.7	74.6	172.7
Total number of stores in Japan (store)	14,659	14,444	14,476

## Major Shareholders (As of 2/28/2021)

Name	Number of shares held (thousand shares)*1	Shareholding ratio (%)*2
Mitsubishi Corporation	50,150	50.1
The Master Trust Bank of Japan, Ltd. (Trust account)	5,119	5.1
Custody Bank of Japan, Ltd. (Trust account)	2,886	2.9
KDDI Corporation	2,110	2.1
NTT DOCOMO, INC.	2,092	2.1
STATE STREET BANK WEST CLIENT – TTREATY 505234	1,433	1.4
Employee stockholding association	844	0.8
Custody Bank of Japan, Ltd. (Trust account 7)	812	0.8
Japan Securities Finance Co., Ltd.	799	0.8
Custody Bank of Japan, Ltd. (Trust account 5)	790	0.8

\*1 The number of shares held in the above table is based on the shareholders' register.

\*2 The shareholding ratios in the above table are calculated after deducting treasury stock.

## Distribution of Shareholders by Type (As of 2/28/2021)

Name	Number of shares (thousand shares)	Ratio (%)
Financial Institutions	16,103	16.1
Securities companies	2,717	2.7
Other domestic entities	55,204	55.0
Foreign entities	17,544	17.5
Individuals, others	8,496	8.5
JASDEC	0	0.0
Treasury Stock	232	0.2
Shares issued and outstanding	100,300	100.0

\* The number of unit (tangen) shares is 100 shares.

# LAWSON

Lawson, Inc.

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<https://www.lawson.jp/en/>