

Corporate Data

As of February 28, 2019/Consolidated

Company name	Lawson, Inc.	Business activities	Franchise chain development of LAWSON, NATURAL LAWSON and LAWSON STORE100
Headquarters	East Tower, Gate City Ohsaki, 11-2, Osaki 1-chome, Shinagawa-ku, Tokyo 141-8643, Japan	Net sales for all stores	¥2,424.5 billion (consolidated)
President and CEO, Representative Director, Chairman of the Board	Sadanobu Takemasu	Number of stores	17,015 (worldwide)
Established	April 15, 1975	Operating areas	All 47 prefectures in Japan, China (Shanghai, Chongqing, Dalian, Beijing, Wuhan, Hefei), Indonesia, Hawaii, Thailand, Philippines
Capital	¥58,506.644 million		
Number of employees	10,395 (consolidated)		

Note 1: Net sales for all stores is the sum of total sales by the domestic convenience store business, overseas business and Seijo Ishii stores (consolidated subsidiaries only). For the Seijo Ishii business, only the total for its Company-operated stores is included.

2: Among the total number of stores, the number of domestic stores comprises LAWSON, NATURAL LAWSON and LAWSON STORE100 stores operated by Lawson Inc.; LAWSON stores operated by Lawson Sanin Inc., Lawson Okinawa Inc., Lawson Minami-Kyushu Inc. and Lawson Kochi Inc.; and Seijo Ishii stores operated by SEIJO ISHII, CO., LTD.

The number of overseas stores comprises stores operated under the LAWSON brand by companies in the respective regions.

Share Information

As of February 28, 2019/Non-consolidated

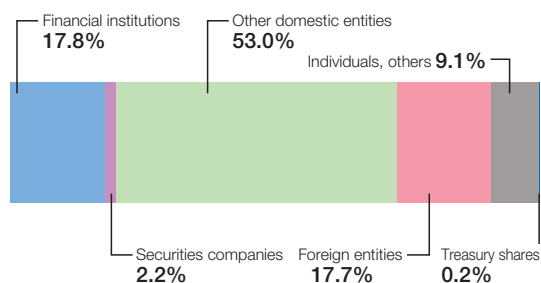
Authorized shares	409,300,000
Shares issued	100,300,000
Shareholders	33,658
Stock exchange listings	Tokyo Stock Exchange (1st Section) Mitsubishi UFJ Trust and Banking Corporation
Stock transfer agent	4-5, Marunouchi 1-chome, Chiyoda-ku, Tokyo, Japan

Major shareholders (Top 10)

	Shareholder name	Number of shares held (Thousands)	Percentages of total shares held
1	Mitsubishi Corporation	50,150	50.1
2	The Master Trust Bank of Japan, Ltd. (Trust account)	4,200	4.2
3	Japan Trustee Services Bank, Ltd. (Trust account)	3,392	3.4
4	NTT DOCOMO, INC.	2,092	2.1
5	STATE STREET BANK WEST CLIENT — TREATY 505234	1,739	1.7
6	JP MORGAN CHASE BANK 380655	1,287	1.3
7	Japan Trustee Services Bank, Ltd. (Trust account 5)	977	1.0
8	Japan Securities Finance Co., Ltd.	952	1.0
9	Japan Trustee Services Bank, Ltd. (Trust account 9)	917	0.9
10	Japan Trustee Services Bank, Ltd. (Trust account 7)	906	0.9

*The above percentages of total shares held were calculated after excluding 241,897 treasury stocks.

Distribution of shareholders by type



Main Lawson Group Companies

As of February 28, 2019/Consolidated

Category	Name of company	
Domestic convenience store business	Lawson, Inc.	
	Lawson Store100, Inc.	Consolidated subsidiary
	SCI, Inc.	Consolidated subsidiary
	Lawson urbanworks, Inc.*1	Consolidated subsidiary
	Lawson Sanin, Inc.	Consolidated subsidiary
	Lawson Okinawa, Inc.	Equity-method affiliate
Entertainment business	Lawson Entertainment, Inc.*2	Consolidated subsidiary
	United Cinemas Co., Ltd.	(Consolidated subsidiary of Lawson Entertainment, Inc.)
Financial services business	Lawson Bank, Inc.*3	Consolidated subsidiary
Consulting business	BestPractice, Inc.	Consolidated subsidiary
Overseas business	Lawson (China) Holdings, Inc.	Consolidated subsidiary
	Shanghai Lawson, Inc.	(Consolidated subsidiary of Lawson (China) Holdings, Inc.)
	Chongqing Lawson, Inc.	(Consolidated subsidiary of Lawson (China) Holdings, Inc.)
	Dalian Lawson, Inc.	(Consolidated subsidiary of Lawson (China) Holdings, Inc.)
	Beijing Lawson, Inc.	(Consolidated subsidiary of Lawson (China) Holdings, Inc.)
	Saha Lawson Co., Ltd.	(Consolidated subsidiary of Lawson (China) Holdings, Inc.)
SEIJO ISHII business	SEIJO ISHII CO., LTD.	Consolidated subsidiary

*1 It is included in consolidation criteria from fiscal year 2018.

*2 Name changed from Lawson HMV Entertainment, Inc. as of June 2018.

*3 Name changed from Lawson Bank Preparatory Company, Inc. as of July 2018.

Executive Officers

As of March 1, 2019

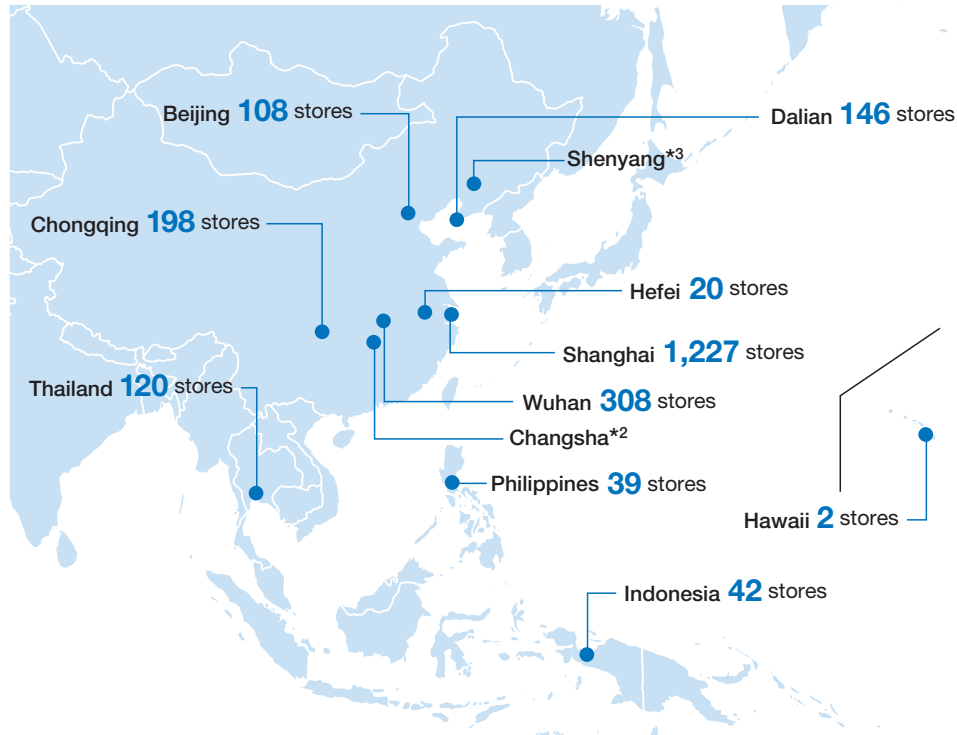
Senior Executive Managing Officer	Jun Miyazaki	Senior Vice President	Zhang Joshua
Executive Managing Officer	Shuichi Imagawa	Senior Vice President	Toshihiko Chihiro
Executive Managing Officer	Yuichi Wada	Senior Vice President	Satoshi Kumagai
Executive Vice President	Motonobu Miyake	Senior Vice President	Hajime Kawamura
Executive Vice President	Akihito Watanabe	Senior Vice President	Yasuhiro Izeki
Executive Vice President	Tatsushi Sato	Senior Vice President	Naotaka Honda
Executive Vice President	Hitoshi Fujii	Senior Vice President	Masayuki Sawada
Executive Vice President	Kazuhiro Wakui	(Excluding directors' additional posts)	
Senior Vice President	Yasuhiko Hirokane		

Store Network Development As of February 28, 2019

Total number of stores (domestic and overseas total)*1
17,015 stores

Number of domestic stores
14,805 stores

Number of overseas stores
2,210 stores



*1 The number of domestic stores represents the total number of LAWSON, NATURAL LAWSON and LAWSON STORE100 stores operated by Lawson, Inc.; LAWSON stores operated by Lawson Sanin, Inc., Lawson Okinawa, Inc., Lawson Minami-Kyushu, Inc., and Lawson Kochi, Inc.; and 3 Seijo Ishii stores operated directly by SEIJO ISHII, CO., LTD.

The number of overseas stores represents the total number of LAWSON brand stores managed by operating companies in the respective regions.

*2 5 stores opened in Changsha since June 2019.

*3 3 stores opened in Shenyang since August 2019.

Main Businesses and Services As of February 28, 2019

<p>A neighborhood store "Creating Happiness and Harmony in Our Communities" through its manufacturing retailer based on a small commercial area model</p> <p>LAWSON</p> <p>Operating companies Lawson, Inc. Lawson Okinawa, Inc. Lawson Minamikyushu, Inc. Lawson Kochi, Inc. Lawson Sanin, Inc. Lawson urbanworks, Inc.</p>	<p>A nearby store supporting "beautiful, healthy and comfortable" lifestyles based on the concept of "making the most of every day"</p> <p>NATURAL LAWSON</p> <p>Operating company Lawson, Inc.</p>
<p>A store that contributes to savings and an easy, convenient daily life by selling a range of products such as fresh foods, prepared foods and daily necessities at a uniform price of 100 yen (excluding tax)</p> <p>LAWSON STORE 100</p> <p>Operating company Lawson Store 100, Inc.</p>	<p>A lifestyle supermarket for people who are particular about food, providing food from around the world at reasonable world street corner prices</p> <p>SUPERMARKET 成城石井</p> <p>Operating company SEIJO ISHII CO., LTD.</p>
<p>22 farms nationwide producing fresh fruit and vegetables for Lawson Group stores</p> <p>Lawson Farm</p> <p>Operating companies Individual LAWSON farms</p>	<p>Provision of ticket sales services for a full range of entertainment, including musical & sports events, theaters, leisure facilities and cinemas, as well as planning and agency services for fan clubs, event planning & production (sponsorship promotions, investment promotions) and others</p> <p>O-チケ</p> <p>Operating company Lawson Entertainment, Inc.*1</p>
<p>A company selling music and movie CDs & DVDs, books and related goods (through stores & e-commerce) as well as planning and producing events and museum exhibitions in stores</p> <p>HMV & BOOKS</p> <p>Operating company Lawson Entertainment, Inc.*1</p>	<p>Operation of cinema complexes (multiplex movie theaters) offering not only film entertainment but also such enriching experiences as 4DX® (experiential viewing) and various contents other than movies</p> <p>UNITED CINEMAS</p> <p>Operating company United Cinemas Co., Ltd.</p>
<p>A bank employing ATMs installed in LAWSON stores, airports, railway stations and other locations to provide ATM services, such as cash deposits/withdrawals using cash cards issued by financial institutions throughout Japan. It also provides such Lawson Bank financial services as ordinary savings accounts, fixed deposit accounts and credit card issuance.</p> <p>LAWSON STATION</p> <p>Operating company Lawson Bank, Inc.*2</p>	<p>A service that enables customers to pick up products ordered using a dedicated app at a LAWSON store they designate anytime they wish the same evening. The broad lineup includes meal kits and fresh foods as well as products not normally available in LAWSON stores.</p> <p>LAWSON FRESH PICK</p> <p>Operating company Lawson, Inc.</p>

*1 Name changed from Lawson HMV Entertainment, Inc. as of June 2018.

*2 Name changed from Lawson Bank Preparatory Company, Inc. as of July 2018.