

Corporate Data As of February 29, 2020

Company name	Lawson, Inc.	Business activities	Franchise chain development of LAWSON, NATURAL LAWSON and LAWSON STORE 100
Headquarters	East Tower, Gate City Ohsaki, 11-2, Osaki 1-chome, Shinagawa-ku, Tokyo 141-8643, Japan	Net sales for all stores	¥2,506.9 billion (consolidated)
President and CEO, Representative Director, Chairman of the Board	Sadanobu Takemasu	Number of stores	17,516 (worldwide)
Established	April 15, 1975	Operating areas	All 47 prefectures in Japan, China (Shanghai, Chongqing, Dalian, Beijing, Shenyang, Wuhan, Hefei, Changsha), Indonesia, Hawaii, Thailand, Philippines
Capital	¥58,506.644 million		
Number of employees	10,572 (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.

Note 2: Among the total number of stores, the number of domestic stores comprises LAWSON, NATURAL LAWSON and LAWSON STORE 100 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 29, 2020

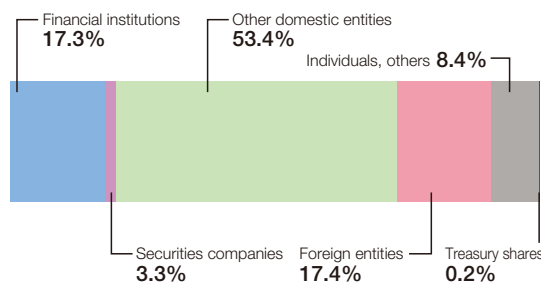
Authorized shares	409,300,000
Shares issued	100,300,000
Shareholders	31,293
Stock exchange listings	Tokyo Stock Exchange (1st Section) Mitsubishi UFJ Trust and Banking Corporation
Stock transfer agent	4-5, Marunouchi 1-chome, Chiyoda-ku, Tokyo, Japan

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)	4,799	4.8
3	Japan Trustee Services Bank, Ltd. (Trust account)	2,654	2.7
4	NTT DOCOMO, INC.	2,092	2.1
5	STATE STREET BANK WEST CLIENT — TREATY 505234	1,804	1.8
6	JPMorgan Securities Japan Co., Ltd.	1,262	1.3
7	Japan Securities Finance Co., Ltd.	1,179	1.2
8	Japan Trustee Services Bank, Ltd. (Trust account 7)	1,140	1.1
9	Japan Trustee Services Bank, Ltd. (Trust account 5)	1,009	1.0
10	Japan Trustee Services Bank, Ltd. (Trust account 9)	942	0.9

*The above percentages of total shares held were calculated after excluding 237,762 treasury stocks.

Distribution of shareholders by type



Main Lawson Group Companies As of February 29, 2020

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

* Lawson, Inc. merged with Lawson Sanin, Inc. as of March 1, 2020.

Total shareholder return (TSR)

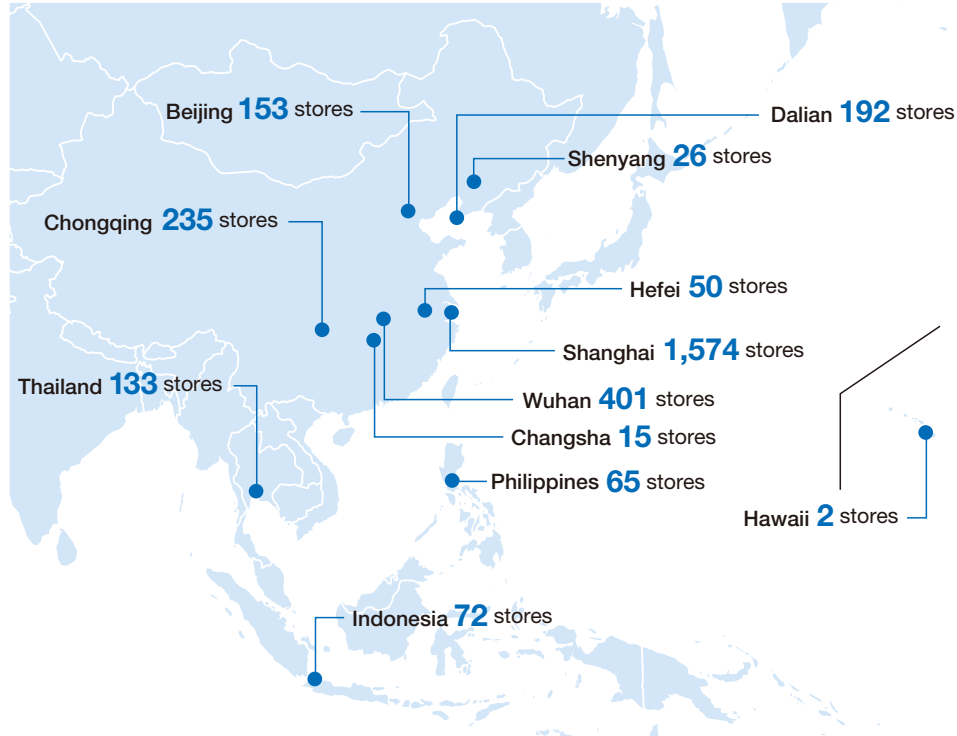
	February 2016	February 2017	February 2018	February 2019	February 2020
Lawson	114.4	105.4	99.0	99.2	88.0
TOPIX total return	86.8	105.0	123.5	114.8	110.6

Store Network Development As of February 29, 2020

Total number of stores (domestic and overseas total)* **17,516 stores**

Number of domestic stores **14,598 stores**

Number of overseas stores **2,918 stores**



* The number of domestic stores represents the total number of LAWSON, NATURAL LAWSON and LAWSON STORE 100 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.

Main Businesses and Services As of February 29, 2020

LAWSON

Operating companies

Lawson, Inc.
Lawson Okinawa, Inc.
Lawson Minamikyushu, Inc.
Lawson Kochi, Inc.
Lawson Sanin, Inc.*
Lawson urbanworks, Inc.

A convenience store believes that its fundamental role is "Creating Happiness and Harmony in Our Communities" and operates in various store formats to suit each community's characteristics.

NATURAL LAWSON

Operating company

Lawson, Inc.

A nearby store supporting "beautiful, healthy and comfortable" lifestyles based on the concept of "making the most of every day"

LAWSON STORE 100

A store that sells a wide variety of fresh foods and other products and has both the user-friendliness of a convenience store and the rich product assortment of a supermarket. The store features a series of products all priced 100 yen, consisting mainly of the store's exclusive products.

Operating company

Lawson Store 100, Inc.



A lifestyle supermarket for people who are particular about food, providing food from around the world at reasonable world street corner prices

Operating company

SEIJO ISHII CO., LTD.



The farms are located nationwide, producing fresh fruit and vegetables for Lawson Group stores.

Operating company

LAWSON Farm, a corporation eligible for farmland ownership in respective locations



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

Operating company

Lawson Entertainment, Inc.



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

Operating company

Lawson Entertainment, Inc.



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

Operating company

United Cinemas Co., Ltd.



A bank that provides financial services such as ordinary savings accounts, fixed deposit accounts and credit card issuance, and moreover, ATM services available at the ATMs installed in LAWSON stores, etc. by using cash cards issued by financial institutions throughout Japan. The bank has also started a Smartphone ATM service that enables you to deposit or withdraw cash, with your smartphone instead of your card, as well as an ATM charge service that enables you to add money to your smartphone apps with cash at the above ATMs.

Operating company

Lawson Bank, Inc.

* Lawson, Inc. merged with Lawson Sanin, Inc. as of March 1, 2020.