

Corporate Information

Corporate Data As of February 28, 2021

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	¥2,349.7 billion (consolidated)
President and CEO, Representative Director, Chairman of the Board	Sadanobu Takemasu	Number of stores	18,261 (worldwide)
Established	April 15, 1975	Operating areas	All 47 prefectures in Japan, China (Shanghai and surrounding area, Chongqing, Dalian, Beijing and surrounding area, Shenyang, Wuhan, Hefei, Changsha, Haikou), Thailand, Indonesia, Philippines, Hawaii
Capital	¥58,506.644 million		
Number of employees	10,385 (consolidated)		

Notes 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 STORE 100 stores operated by Lawson Inc.; LAWSON stores operated by Lawson Okinawa Inc., Lawson Minamikyushu 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, 2021

Authorized shares	409,300,000
Shares issued	100,300,000
Shareholders	31,317
Stock exchange listings	Tokyo Stock Exchange (1st Section)
Stock transfer agent	Mitsubishi UFJ Trust and Banking Corporation 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)	5,119	5.1
3. Custody Bank of Japan, Ltd. (Trust account)	2,886	2.9
4. KDDI Corporation	2,110	2.1
5. NTT DOCOMO, INC.	2,092	2.1
6. STATE STREET BANK WEST CLIENT—TREATY 505234	1,433	1.4
7. Employee stockholding association	844	0.8
8. Custody Bank of Japan, Ltd. (Trust account 7)	812	0.8
9. Japan Securities Finance Co., Ltd.	799	0.8
10. Custody Bank of Japan, Ltd. (Trust account 5)	790	0.8

Distribution of shareholders by type



* The above percentages of total shares held were calculated after excluding 232,954 treasury stocks.

Main Lawson Group Companies As of February 28, 2021

Category	Name of company	Consolidation status
Domestic convenience store business	Lawson, Inc.	
	Lawson Store100, Inc.	Consolidated subsidiary
	SCI, Inc	Consolidated subsidiary
	Lawson urbanworks, Inc.	Consolidated subsidiary
	Lawson Okinawa, Inc.	Equity-method affiliate
Entertainment-related business	Lawson Minamikyushu, Inc.	Equity-method affiliate
	Lawson Kochi, Inc.	Equity-method affiliate
	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.	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
SEIJO ISHII business	SEIJO ISHII CO., LTD.	Consolidated subsidiary

Total shareholder return (TSR)

	February 2017	February 2018	February 2019	February 2020	February 2021
Lawson	92.0	86.1	86.3	76.3	69.4
TOPIX total return	120.9	142.2	132.2	127.3	161.0

Lawson Inc. was certified as a DX-Certified Operator under the Digital Transformation (DX) Certification system provided by the Ministry of Economy, Trade and Industry on August 1, 2021

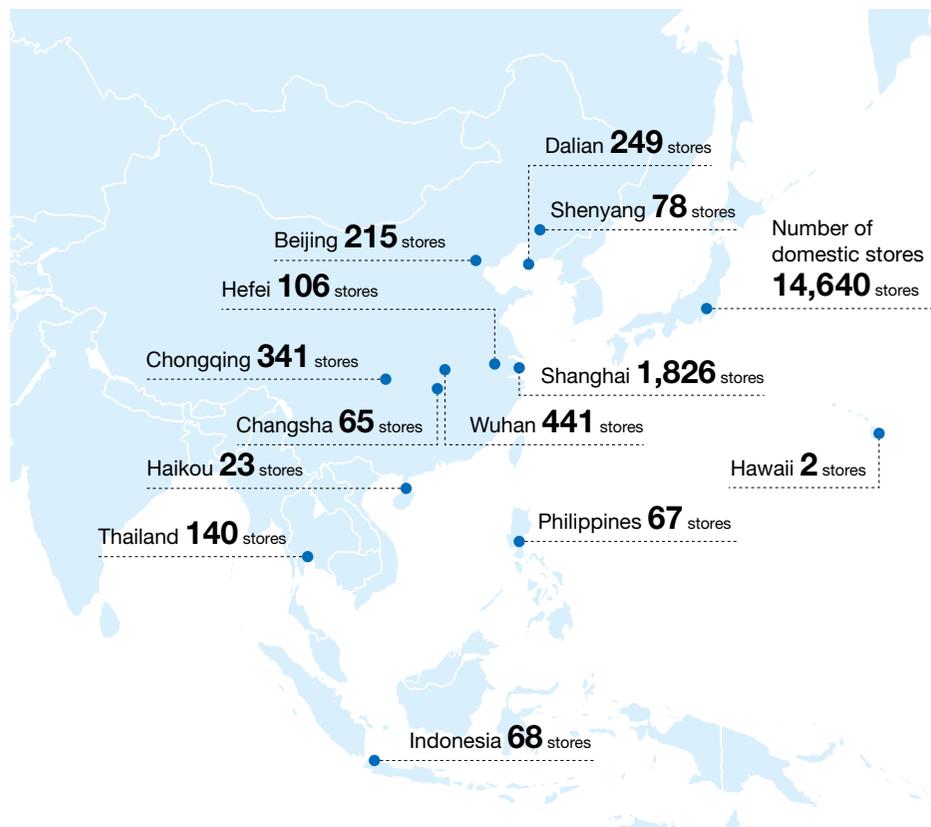


Store Network Development As of February 28, 2021

Total number of stores
(domestic and overseas total)*
18,261 stores

Number of
domestic stores
14,640 stores

Number of
overseas stores
3,621 stores



* The number of domestic stores represents the total number of LAWSON, NATURAL LAWSON and LAWSON STORE 100 stores operated by Lawson, Inc.; Lawson Okinawa, Inc.; Lawson Minamikyushu, Inc.; and Lawson Kochi, Inc.; and Seijo Ishii stores operated 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 28, 2021

LAWSON

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

Operating companies

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

NATURAL LAWSON

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

Operating company
Lawson, Inc.

LAWSON STORE 100

Based on the concept of a "Menu-Support Convenience Store," Lawson Store 100 offers daily meals centered on ingredients such as fresh food items. We have also developed the 100 Yen series mainly comprising original products.

Operating company

Lawson Store 100, Inc.

SUPERMARKET 成城石井

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.

LAWSON farm

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

O-チケ

Provision of ticket sales services for a full range of entertainment, including musical & sports events, theaters, leisure facilities and cinemas, planning and sales of entertainment tours, sales of domestic tours, and planning and agency services for fan clubs, event planning & production (sponsorship promotions, investment promotions) and others.

Operating company

Lawson Entertainment, Inc.

HMV & BOOKS

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.

UNITED CINEMAS

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.

LAWSON STATION ローソン銀行

A bank that provides financial services such as savings accounts and credit cards, as well as ATM services for cash cards issued by financial institutions throughout Japan at the ATMs in LAWSON stores, etc. The bank has also launched a service that enables you to charge your smartphone apps with cash at the ATMs.

Operating company

Lawson Bank, Inc.