

Market: Tokyo

Symbol: 2651

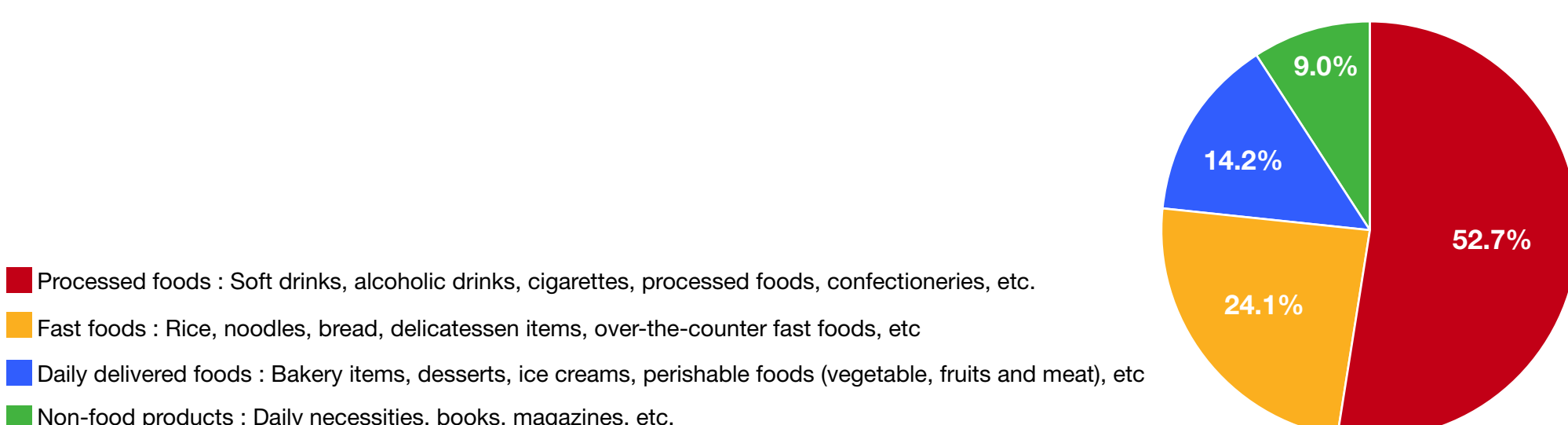
Sector: Retail Trade

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. 2,900 overseas stores, as of Feb. 29, 2020. 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. From the perspective of medium-and-long-term management, Lawson focuses on providing shareholder returns through stable dividend and optimal utilization of shareholders' equity. Lawson became a consolidated subsidiary of Mitsubishi Corporation in February 2017.

## Sales by merchandise category of all stores (As of 2/29/2020)



## Key Figures

Fiscal year: (millions of yen)	2018/2	2019/2	2020/2
Net sales of convenience stores	2,283,621	2,424,541	2,506,970
Gross operating revenue	657,324	700,647	730,236
Operating income	65,820	60,781	62,943
Profit before income taxes	43,590	39,876	30,319
Profit (Profit attributable to owners of parent)	26,828	25,585	20,108
Per share data: (yen)			
Profit per share	268.16	255.71	200.95
Cash dividends per share	255	255	150
At fiscal year-end: (millions of yen)			
Total assets	900,256	1,342,329	1,357,732
Net assets	281,446	281,982	275,347
Financial data: (%)			
Return on equity	9.7	9.3	7.3
Payout ratio	95.1	99.7	74.6
Total number of stores in Japan (store)	13,992	14,659	14,444

## Major Shareholders (As of 2/29/2020)

Name	Number of shares held (thousands)*	Percentage of total shares held
Mitsubishi Corporation	50,150	50.1
The Master Trust Bank of Japan, Ltd. (Trust account)	4,799	4.8
Japan Trustee Services Bank, Ltd. (Trust account)	2,654	2.7
NTT DOCOMO, INC.	2,092	2.1
STATE STREET BANK WEST CLIENT – TREATY 505234	1,804	1.8
JPMorgan Securities Japan Co., Ltd.	1,262	1.3
Japan Securities Finance Co., Ltd.	1,179	1.2
Japan Trustee Services Bank, Ltd. (Trust account 7)	1,140	1.1
Japan Trustee Services Bank, Ltd. (Trust account 5)	1,009	1.0
Japan Trustee Services Bank, Ltd. (Trust account 9)	942	0.9

\* Shareholdings above are based on the shareholders' register.

## Distribution of Shareholders by Type (As of 2/29/2020)

Name	Number of shares (thousands)	%
Financial Institutions	17,326	17.3
Securities companies	3,306	3.3
Other domestic entities	53,606	53.4
Foreign entities	17,401	17.4
Individuals, others	8,421	8.4
JASDEC	0	0.0
Treasury Stock	237	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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<http://lawson.jp/en/>