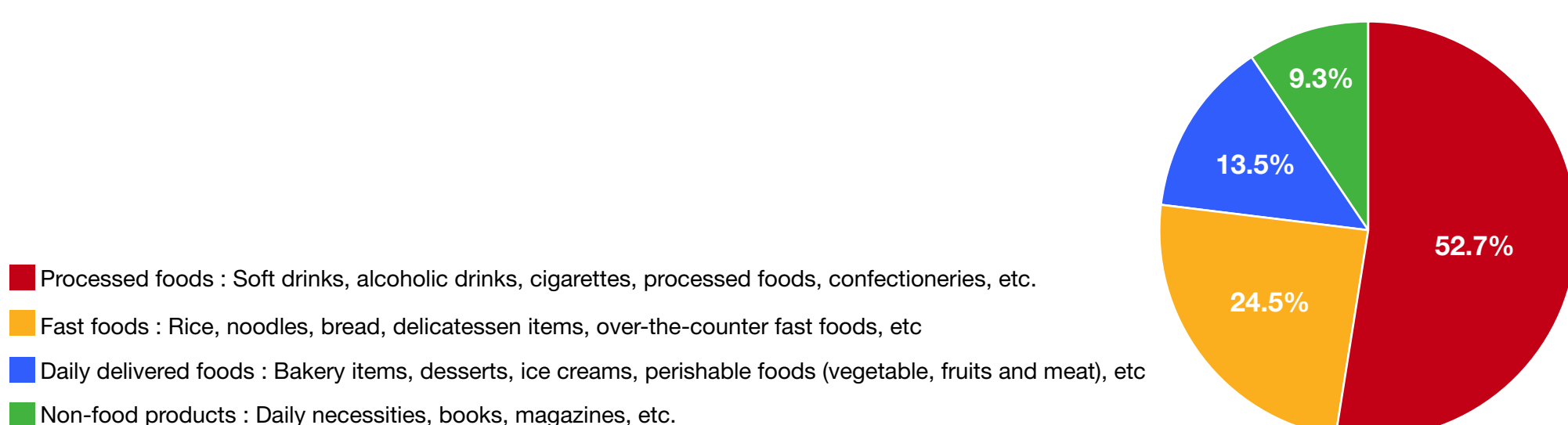


Company Profile

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. 1,600 overseas stores, as of Feb. 28, 2018. 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 2/28/2018)



Key Figures

Fiscal year: (millions of yen)	2016/2	2017/2	2018/2
Net sales of convenience stores	2,049,554	2,157,951	2,283,621
Gross operating revenue	583,452	631,288	657,324
Operating income	72,541	73,772	65,820
Profit before income taxes	55,402	58,456	43,590
Profit (Profit attributable to owners of parent)	31,381	36,400	26,828
Per share data: (yen)			
Profit per share	313.81	363.96	268.16
Cash dividends per share	245	250	255
At fiscal year-end: (millions of yen)			
Total assets	803,212	866,577	900,256
Net assets	272,997	285,995	281,446
Financial data: (%)			
Return on equity	12.0	13.5	9.7
Payout ratio	78.1	68.7	95.1
Total number of stores in Japan (store)	12,395	13,111	13,992

Major Shareholders (As of 2/28/2018)

Name	Number of shares held (thousands)*	Percentage of total shares held
Mitsubishi Corporation	50,150	50.0
The Master Trust Bank of Japan, Ltd. (Trust account)	3,338	3.3
Japan Trustee Services Bank, Ltd. (Trust account)	2,994	3.0
NTT DOCOMO, INC.	2,092	2.1
STATE STREET BANK WEST CLIENT – TREATY 505234	1,567	1.6
THE BANK OF NEW YORK 133972	1,250	1.2
JP MORGAN CHASE BANK 380655	1,204	1.2
National Mutual Insurance Federation of Agricultural Cooperatives	1,001	1.0
Japan Trustee Services Bank, Ltd. (Trust account 5)	952	0.9
Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.	923	0.9

* Shareholdings above are based on the shareholders' register.

Distribution of Shareholders by Type (As of 2/28/2018)

Name	Number of shares (thousands)	%
Financial Institutions	18,102	18.1
Securities companies	2,098	2.1
Other domestic entities	53,247	53.1
Foreign entities	16,078	16.0
Individuals, others	10,526	10.5
JASDEC	0	0.0
Treasury Stock	244	0.2
Shares issued and outstanding	100,300	100.0

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

LAWSON

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<http://lawson.jp/en/>