

# Millennium Retailing Group and Seven & I Holdings Business Tie-up and Business Integration

December 26, 2005



**Summary** 



## Benefits of Business Tie-up and Business Integration

#### For Seven & I Holdings:

# I) Construct and reinforce strong and minimum headquarters functions

- Make business units concentrate on day-to-day business only
- Innovative management measures

#### II) Innovate and revitalize the GMS industry

- Meet the challenges in improving the business model in the general merchandise store (GMS) industry and speed up its revival

#### III) Increase business opportunities

- Promote business innovation through informationsharing
  - Card business
  - · Specialty retail business
  - · Geographic marketing

# III) Promote the joint development of large commercial complexes, such as shopping centers

- Tenant Leasing
- Sales promotion/planning
- Customer services
- Support operations

#### For Millennium Retailing Group:

#### I) Secure a stable shareholder

-Focus on business promotion and innovation through stabilized management and control

# II) Accelerate the improvement of financial strength

- Consider a multidimensional approach with back up of group's high credit

#### III) Increase business opportunities

- Promote the joint development of large commercial complexes
- Facilitate shared services with a focus on specialized support operations

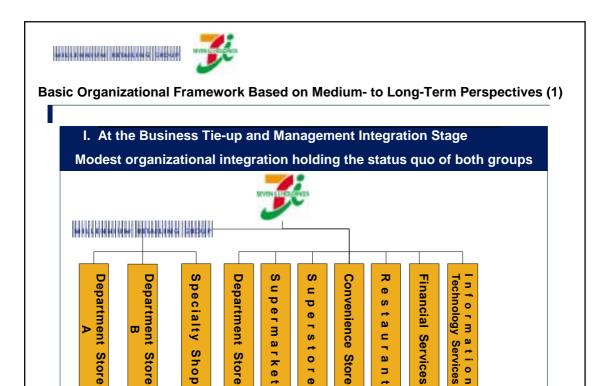
#### IV) Strengthen brand equity

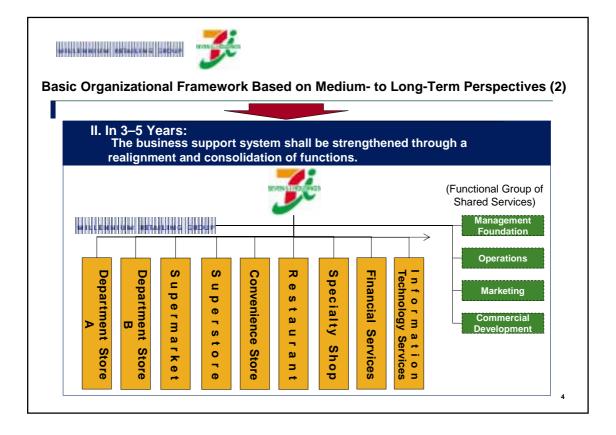
-Enhance brand equity by establishing a management foundation

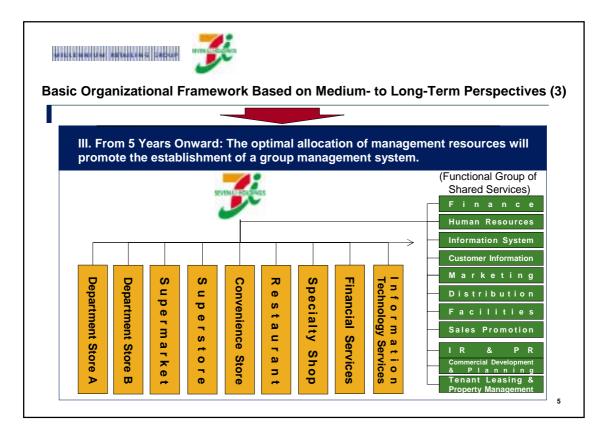
- Secure the confidence of consumers

**Business Tie-up Areas Currently Expected** Tie-up Areas in Business Functions Marketing **Customer Strategy** Joint Development of Service Strategy **Commercial Complexes** Realignment of **Creation of Group Card Business** Affiliated Subsidiaries Synergy and **Maximal Use of** Distribution **Information Systems Management Resources** Capability **Human Resources Financial Strategy** Development **Shared Services** 

**Tie-up Areas in Support Functions** 









# Four Challenges in Improving Group Value

- I) Making the best use of group assets
- II) Becoming a global Full-line retail group that goes beyond the existing retail format/ category and meets customer demands
  - III) Building brand equity, given the originality of each group company -Shared strategy, independent brand, and personnel exchange
  - IV) Continuous management innovations
    -Creating a new, innovative management measures

Maximize Group Enterprise Value
Create a Global and New "Total Life Style Industry"



# **FYI**



#### **Time Schedule**

#### 2005

■ December 26 Entered into a basic agreement with Millennium Retailing Concluded a share sale/ purchase agreement with Nomura Principal Finance (NPF)

#### 2006

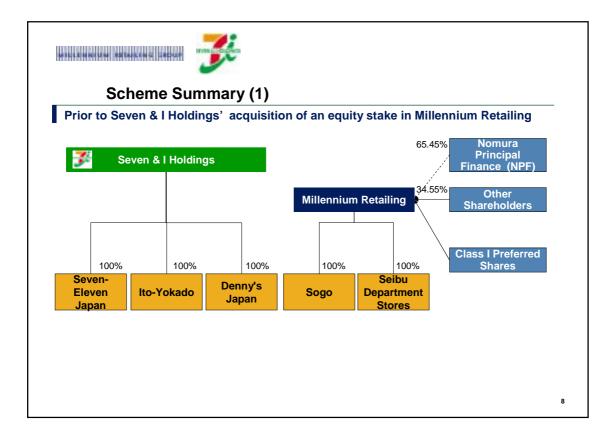
■ January 31 Transfer shares from NPF

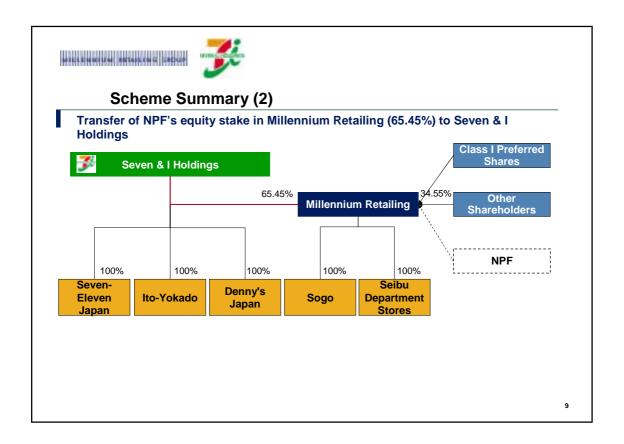
■ Jan.–Mar. 31 Carry out the cash purchase of shares from other

shareholders

■ Early April Conclude a simplified share exchange agreement

■ June Execute a share exchange

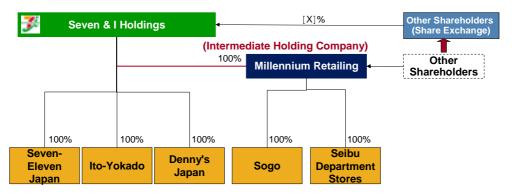






### **Scheme Summary (3)**

Seven & I Holdings' acquisition of Millennium Retailing shares through a simplified share exchange and cash purchase from other shareholders\*



<sup>\*</sup>Class I Preferred Shares are assumed to be converted to common shares of Millennium Retailing and then exchanged to common shares of Seven & I Holdings.

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# **Profile of Two Groups**

Seven & I Holdings Co., Ltd.



_	Seven & I Holdings	
Revenue from operations (02/06E)	¥3,700 billion	
Operating income (02/06E)	¥233 billion	
Number of group employees (as of February 28, 2005)		46,841
Number of group companies (as of August 31, 2005)		70
Number of outlets (as of August 31, 2005)	<u>Japan</u>	Overseas
Seven-Eleven Japan	10,985	17,601
Ito-Yokado	180	9
Denny's Japan	583	-

#### Millennium Retailing, Inc.



	Sogo	Seibu
Revenue from operations (02/06E)	¥462 billion	¥473 billion
Operating income (02/06E)	¥17 billion	¥19.5 billion
Number of employees (as of February 28, 2005)	4,560	4,620
Number of outlets Japan	12	18
Overseas (Partnershin/Affiliates)	19	5