



Brief Summary of FY 2016

April 7, 2016
Seven & i Holdings Co., Ltd.

CONSOLIDATED RESULTS

The consolidated financial results forecast for the fiscal year ending February 28, 2017, has been left undetermined. The reason is that a business restructuring plan for the future of the Company's consolidated subsidiary Nissen Holdings Co., Ltd. is ongoing consideration at this point. For reference, the figures excluding Mail order services are presented. The consolidated financial results forecast will be announced without delay as soon as it becomes possible to make a rational projection.

1. Financial Results

Years ended February 28 or 29	2015		2016	
	YOY(%)		YOY(%)	
Group's total sales *1	10,235,664	106.6	10,703,064	104.6
Revenues from operations	6,038,948	107.2	6,045,704	100.1
Convenience store operations	2,727,780	107.8	2,675,890	98.1
Superstore operations	2,012,176	100.1	2,060,516	102.4
Department store operations	875,027	100.4	884,716	101.1
Food services	80,980	103.1	83,839	103.5
Financial services	178,221	112.2	192,487	108.0
Mail order services	185,802	-	158,732	85.4
Other	53,897	106.7	61,582	114.3
Eliminations / corporate	(74,937)	-	(72,061)	-
Operating income (loss)	343,331	101.1	352,320	102.6
Convenience store operations	276,745	107.5	304,110	109.9
Superstore operations	19,340	65.2	7,234	37.4
Department store operations	7,059	107.1	3,832	54.3
Food services	44	7.3	917	-
Financial services	47,182	105.1	49,697	105.3
Mail order services	(7,521)	-	(8,451)	-
Other	3,669	169.4	5,559	151.5
Eliminations / corporate	(3,188)	-	(10,578)	-
Ordinary income	341,484	100.7	350,165	102.5
Special gains	4,835	145.1	6,103	126.2
Special losses	36,124	115.8	52,493	145.3
Income before income taxes and minority interests	310,195	99.7	303,775	97.9
Net income	172,979	98.5	160,930	93.0
Net income per share	yen	%	yen	%
	195.66	98.4	182.02	93.0

Number of shares outstanding

Average *2	883,564,722	884,132,485
End of period *2	883,565,634	884,151,095

*1. Group's total sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees..

Convenience store's total sales including the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees for the fiscal year ended Feb. 2015 and 2016 are 6,924,497 million yen and 7,333,250 million yen, respectively.

*2. Excluding treasury stock

Operating income before amortization of goodwill

Years ended February 28 or 29	2015		2016	
	YOY(%)		YOY(%)	
Operating income (loss)	362,226	101.1	373,552	103.1
Convenience store operations	285,454	107.4	314,788	110.3
Superstore operations	22,480	68.6	10,374	46.1
Department store operations	12,342	103.9	9,120	73.9
Food services	44	7.3	917	-
Financial services	48,742	104.5	51,392	105.4
Mail order services	(7,512)	-	(8,446)	-
Other	3,862	172.7	5,984	155.0
Eliminations / corporate	(3,188)	-	(10,578)	-

Note: Eliminations / corporate in operating income mainly reflect the Company's operating expenses relating to the Group strategy.

【Reference】

(Millions of yen)

2016	YOY(%)	2017 (forecast)	
		YOY(%)	
10,544,332	-	10,873,000	103.1
5,886,972	-	6,010,000	102.1
2,675,890	98.1	2,725,000	101.8
2,060,516	102.4	2,125,000	103.1
884,716	101.1	886,000	100.1
83,839	103.5	87,000	103.8
192,487	108.0	205,000	106.5
-	-	-	-
61,582	114.3	58,000	94.2
(72,061)	-	(76,000)	-
360,772	-	389,000	107.8
304,110	109.9	315,400	103.7
7,234	37.4	25,300	349.7
3,832	54.3	8,200	214.0
917	-	2,100	229.0
49,697	105.3	51,400	103.4
-	-	-	-
5,559	151.5	4,600	82.7
(10,578)	-	(18,000)	-
357,964	-	385,700	107.7
167,150	-	184,100	110.1
yen	%	yen	%
-	-	-	-

【Reference】

(Millions of yen)

2016	YOY(%)	2017 (forecast)	
		YOY(%)	
381,999	-	409,000	107.1

2. Major Factors for Changes in Financial Results for the FY2016

***For results of principal operating companies, please refer to page 5 to 6.**

(Millions of yen)

	2016		Major Factors
		Change	
Group's total sales ^{*1}	10,703,064	+467,399	(1) <u>Growth in total store sales at Seven-Eleven Japan</u> <ul style="list-style-type: none"> Higher total store sales due to increased stores and strong growth in existing store sales. (2) <u>Upward pressure from the effect of a weaker yen</u>
Revenues from operations	6,045,704	+6,756	(1) <u>Growth in revenues from operations at Seven-Eleven Japan</u> (2) <u>Upward pressure from the effect of a weaker yen: 249.0 billion yen</u> (3) <u>Decrease of gasoline sales at 7-Eleven, Inc.</u> <ul style="list-style-type: none"> Decrease gasoline sales mainly due to lower crude oil prices. (Decrease in amount excluding foreign exchange effects: 335.8 billion yen)
Operating income	352,320	+8,988	
Convenience stores	304,110	+27,365	(1) <u>Seven-Eleven Japan</u> <ul style="list-style-type: none"> Higher income due to growth in existing store sales and merchandise gross profit margin led by standard products such as rice balls. (2) <u>7-Eleven, Inc.</u> <ul style="list-style-type: none"> Higher income due to growth in merchandise sales and gross profit margin led by fast food products and beverages. The effect of a weaker yen.
Superstores	7,234	(12,106)	(1) <u>Ito-Yokado</u> <ul style="list-style-type: none"> Lower income mainly due to deterioration of the gross profit margin in apparel. (2) <u>York-Benimaru (Including Life Foods^{*2})</u> <ul style="list-style-type: none"> Higher income due to growth in existing store sales and improvement of gross profit margin. (3) <u>Higher income at Akachan Honpo and improvement of operations in China</u>
Department stores	3,832	(3,227)	(1) <u>Sogo & Seibu</u> <ul style="list-style-type: none"> Lower income mainly due to deterioration of the gross profit margin in apparel. (2) <u>Higher income at LOFT</u>
Food services	917	+872	<u>Higher income at Seven & i Food Systems</u>
Financial services	49,697	+2,514	(1) <u>Higher income at Seven Bank</u> (2) <u>Higher income in non-bank operations</u>
Mail order services	(8,451)	(930)	<u>Lower income at Nissen Holdings</u>
Others	5,559	+1,889	
Eliminations/corporate ^{*3}	(10,578)	(7,390)	<u>Mainly an increase in expenses related to the Omni-Channel Strategy</u>
Ordinary income	350,165	+8,681	<ul style="list-style-type: none"> Factors increasing operating income.
Net income	160,930	(12,049)	<ul style="list-style-type: none"> Increase in special losses(restructuring expenses, etc.) Increase in income taxes-deferred

*1. Group's total sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees.

*2. Life Foods is a wholly owned subsidiary which produces and sells delicatessen in York-Benimaru stores.

*3. Eliminations / corporate in operating income mainly reflect the Company's operating expenses relating to the Group strategy.

Exchange rates

(yen)

Years ended February 28 or 29		2014	2015	2016	2017(forecast)
Income statements	U.S. \$1=	97.73	105.79	121.10	115.00
	1yuan=	15.92	17.18	19.23	19.00
Balance sheets	U.S. \$1=	105.39	120.55	120.61	-
	1yuan=	17.36	19.35	18.36	-

The consolidated financial results forecast for the fiscal year ending February 28, 2017, has been left undetermined. The reason is that the results for Mail order services cannot be rationally forecast at this point due to ongoing consideration of a business restructuring plan for the future of the Company's consolidated subsidiary Nissen Holdings Co., Ltd.

The consolidated financial results forecast will be announced without delay as soon as it becomes possible to make a rational projection.

For reference, the figures for the fiscal years ending February 28, 2014 and February 28, 2015 excluding Mail order services are presented.

3. Segment Information

(1) Business Segment Information

[Reference]

(Millions of yen)

	2015		2016			2016		2017 (forecast)	
		YOY(%)		YOY(%)	Composition (%)		YOY(%)		YOY(%)
Assets (end of period)									
Convenience store operations	1,927,221	118.2	1,982,681	102.9	34.5				
Superstore operations	1,040,068	104.0	1,047,824	100.7	18.3				
Department store operations	495,961	98.8	485,700	97.9	8.5				
Food services	26,307	117.5	25,200	95.8	0.4				
Financial services	1,871,705	104.1	1,929,839	103.1	33.6				
Mail order services	105,717	102.2	81,941	77.5	1.4				
Others	207,073	122.1	186,078	89.9	3.2				
Eliminations / Corporate	(439,351)	-	(297,574)	-	-				
Total	5,234,705	108.8	5,441,691	104.0	100.0				
Capital expenditures									
Convenience store operations	193,235	97.7	238,372	123.4	59.7	238,372	123.4	363,400	152.5
Superstore operations	65,490	98.2	81,354	124.2	20.4	81,354	124.2	53,200	65.4
			[57,078]	[87.2]	-	[57,078]	[87.2]		
Department store operations	15,380	98.6	17,515	113.9	4.4	17,515	113.9	15,600	89.1
Food services	3,506	154.0	1,853	52.9	0.5	1,853	52.9	2,700	145.7
Financial services	39,110	99.5	33,422	85.5	8.4	33,422	85.5	39,400	117.9
Mail order services	3,815	-	4,766	124.9	1.2	-	-	-	-
Others	5,381	71.1	3,678	68.3	0.9	3,678	68.3	6,400	174.0
Corporate	15,152	199.7	18,240	120.4	4.6	18,240	120.4	12,000	65.8
Total	341,075	101.3	399,204	117.0	100.0	394,437	117.0	492,700	124.9
			[374,928]	[109.9]	-	[370,161]	[109.8]		
Depreciation and amortization									
Convenience store operations	103,247	113.1	116,514	112.9	59.6	116,514	112.9	131,700	113.0
Superstore operations	20,696	112.0	23,800	115.0	12.2	23,800	115.0	25,300	106.3
Department store operations	13,399	99.5	13,569	101.3	6.9	13,569	101.3	13,200	97.3
Food services	709	162.0	828	116.7	0.4	828	116.7	900	108.7
Financial services	25,233	124.9	29,071	115.2	14.9	29,071	115.2	28,400	97.7
Mail order services	3,842	-	3,730	97.1	1.9	3,730	97.1	-	-
Others	2,689	106.5	2,958	110.0	1.5	2,958	110.0	2,700	91.3
Corporate	2,419	235.0	5,036	208.2	2.6	5,036	208.2	9,200	182.7
Total	172,237	116.9	195,511	113.5	100.0	191,780	113.9	211,400	110.2
Amortization of goodwill									
Convenience store operations	8,709	103.8	10,677	122.6	50.3				
Superstore operations	3,140	100.3	3,140	100.0	14.8				
Department store operations	5,282	99.9	5,288	100.1	24.9				
Food services	-	-	-	-	-				
Financial services	1,560	89.3	1,695	108.7	8.0				
Mail order services	9	-	4	50.5	0.0				
Others	192	277.3	425	221.1	2.0				
Total	18,894	101.5	21,232	112.4	100.0				
Impairment loss									
Convenience store operations	5,739	132.8	9,369	163.3	41.3				
Superstore operations	7,111	104.4	10,945	153.9	48.2				
Department store operations	1,763	56.3	1,602	90.9	7.1				
Food services	471	77.8	636	134.9	2.8				
Financial services	-	-	28	-	0.1				
Mail order services	90	-	42	47.3	0.2				
Others	44	23.1	65	148.1	0.3				
Total	15,220	100.8	22,691	149.1	100.0				

Notes: 1. Capital expenditures include long-term leasehold deposits and advances for store construction. An increase of the future amortization of assets under the "Accounting Standard for Asset Retirement Obligations" is not included.

Figures for actual results don't include goodwill and others related to the acquisition of stores, etc.

2. Capital expenditures include investments related to openings of stores for each fiscal year and beyond.

Corporate in capital expenditures mainly reflect the Company's capital expenditures relating to the Group strategy.

3. In capital expenditures, figures in square brackets [] show the figures reflecting the securitization of assets of a new store in superstore operations.

4. Depreciation and amortization include amortization on intangible assets. Corporate in depreciation and amortization mainly reflect the Company's depreciation.

5. Amortization of goodwill include only the amount recorded on selling, general and administrative expenses.

6. The results of Nissen Holdings and its subsidiaries and affiliates in the fiscal year ended Feb. 2014 are consolidated only in the balance sheets.

(2) Geographic Area Segment Information

(Millions of yen)

Years ended February 28 or 29	2014	YOY(%)	2015	YOY(%)	2016	YOY(%)	Composition(%)
Revenues from operations							
Japan	3,682,143	101.5	3,941,337	107.0	4,056,272	102.9	67.1
North America	1,831,482	144.3	1,968,854	107.5	1,855,305	94.2	30.7
Others	119,207	122.6	131,058	109.9	136,058	103.8	2.2
Eliminations	(1,012)	-	(2,301)	-	(1,931)	-	-
Total	5,631,820	112.8	6,038,948	107.2	6,045,704	100.1	-
Operating income							
Japan	299,653	113.7	295,666	98.7	288,068	97.4	81.8
North America	41,519	125.3	49,825	120.0	65,148	130.8	18.5
Others	(1,545)	-	(2,161)	-	(842)	-	(0.2)
Eliminations	32	-	1	-	(53)	-	-
Total	339,659	114.9	343,331	101.1	352,320	102.6	-
Assets (end of period)							
Japan	3,933,736	110.5	4,186,888	106.4	4,373,165	104.4	80.4
North America	825,885	125.4	999,391	121.0	1,025,762	102.6	18.8
Others	52,155	117.1	48,848	93.7	43,470	89.0	0.8
Eliminations	(396)	-	(422)	-	(706)	-	-
Total	4,811,380	112.9	5,234,705	108.8	5,441,691	104.0	-

Note: "Others" consists of the business results in China, etc

4. Interest-Bearing Debt

(Millions of yen)

	2014	YOY(%)	2015	YOY(%)	2016	YOY(%)
Short-term loans	116,147	79.7	130,780	112.6	130,782	100.0
Current portion of long-term loans	100,775	80.7	70,013	69.5	101,329	144.7
Current portion of bonds	20,000	31.3	59,999	300.0	40,000	66.7
Commercial paper	-	-	-	-	-	-
Sub-total	236,923	70.8	260,792	110.1	272,111	104.3
Bonds	364,987	158.7	319,992	87.7	399,994	125.0
Long-term loans	332,485	117.9	367,467	110.5	360,864	98.2
Commercial paper	-	-	-	-	-	-
Sub-total	697,473	134.5	687,459	98.6	760,858	110.7
Total	934,396	109.5	948,252	101.5	1,032,970	108.9
Ratio to total assets (%)	19.4	(0.6)	18.1	(1.3)	19.0	+0.9
Ratio to owners' equity (%)	44.6	(0.5)	41.2	(3.4)	43.5	+2.3

Interest-Bearing Debt by Business Segment

Convenience store operations	115,955	87.7	132,632	114.4	132,671	100.0
Superstore operations	19,245	87.3	16,131	83.8	12,927	80.1
Department store operations	180,345	97.5	174,395	96.7	176,716	101.3
Food services	-	-	-	-	-	-
Mail order services	17,093	-	24,158	141.3	28,048	116.1
Others	-	-	4,810	-	5,850	121.6
Corporate	269,987	128.6	269,991	100.0	329,994	122.2
Sub-total (excluding Financial services)	602,627	109.6	622,119	103.2	686,207	110.3
Financial services	331,768	109.4	326,132	98.3	346,763	106.3
Total	934,396	109.5	948,252	101.5	1,032,970	108.9

Bond Information	Amount	Date of issue	Coupon	Redemption date		Amount	Date of issue	Coupon	Redemption date
Seven & i Holdings					Seven Bank				
3rd unsecured domestic sb *	30 bn yen	08.7.3	1.94%	18.6.20	6th unsecured domestic sb	30 bn yen	12.5.31	0.398%	17.6.20
5th unsecured domestic sb	20 bn yen	10.6.29	0.852%	17.6.20	7th unsecured domestic sb	10 bn yen	12.5.31	0.613%	19.6.20
6th unsecured domestic sb	60 bn yen	10.6.29	1.399%	20.6.19	8th unsecured domestic sb	15 bn yen	13.3.7	0.243%	18.3.20
7th unsecured domestic sb	40 bn yen	13.4.26	0.258%	16.6.20	9th unsecured domestic sb	20 bn yen	13.3.7	0.460%	20.3.19
8th unsecured domestic sb	40 bn yen	13.4.26	0.383%	19.6.20	10th unsecured domestic sb	20 bn yen	13.3.7	0.803%	23.3.20
9th unsecured domestic sb	20 bn yen	13.4.26	0.671%	23.3.20	11th unsecured domestic sb	15 bn yen	14.12.17	0.536%	24.12.20
10th unsecured domestic sb	30 bn yen	15.6.17	0.150%	18.6.20					
11th unsecured domestic sb	60 bn yen	15.6.17	0.514%	22.6.20					
12th unsecured domestic sb	30 bn yen	15.6.17	0.781%	25.6.20					

* sb = straight bonds

(As of February 29, 2016)

Bond Rating		S&P	Moody's	R&I	JCR
Seven & i Holdings	Long-term	AA-	A1	AA	AA+
Seven-Eleven Japan	Long-term	AA-	-	-	AA+
	Short-term*	A-1+	P-1	-	-
7-Eleven, Inc.	Long-term	AA-	Baa1	-	-
Seven Bank	Long-term	A+	-	AA	-

* From Jan. 2006, Seven-Eleven Japan's short-term rating is its rating as the guarantor of 7-Eleven, Inc.'s commercial paper program.

(As of March 31, 2016)

RESULTS OF GROUP PRINCIPAL COMPANIES

Seven-Eleven Japan

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016		2017 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	679,561	110.0	736,343	108.4	793,661	107.8	845,500	106.5
Operating income	212,785	113.9	223,356	105.0	235,033	105.2	245,000	104.2
Total store sales	3,781,267	107.8	4,008,261	106.0	4,291,067	107.1	4,541,000	105.8
Net sales of franchised stores	3,685,095	107.8	3,905,369	106.0	4,182,231	107.1		
Existing store sales increase (%)	+2.3		+2.4		+2.9		+2.0	
Merchandise GP Margin (%)	30.7	+0.7	31.4	+0.7	31.6	+0.2	32.1	+0.5
Average daily sales per store (thousand yen)	664	(4)	655	(9)	656	+1		
Number of domestic stores	16,319	+1,247	17,491	+1,172	18,572	+1,081	19,772	+1,200

7-Eleven, Inc.

(Millions of yen)

Years ended December 31	2013		2014		2015		2016 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	1,801,077	144.4	1,935,274	107.5	1,819,838	94.0	1,808,000	99.3
Other operating revenues	192,656	128.8	219,307	113.8	271,081	123.6		
Operating income	51,207	134.1	59,651	116.5	77,478	129.9	78,500	101.3
Operating income (thousands of dollar)	523,971	109.5	563,868	107.6	639,790	113.5	682,609	106.7
Total store sales	2,641,180	142.6	2,834,464	107.3	2,950,422	104.1	2,974,000	100.8
Merchandise	1,271,126	133.2	1,431,429	112.6	1,728,848	120.8		
Gasoline	1,370,054	152.6	1,403,035	102.4	1,221,573	87.1		
Existing store sales increase (%) *1,2 (U.S. Merchandise sales)	+1.0		+3.1		+5.8		+4.2	
Merchandise GP Margin (%) *1	34.8	(0.4)	34.5	(0.3)	34.6	+0.1	34.9	+0.3
Average daily merchandise sales per store (U.S. dollar) *1	4,340	(43)	4,472	+132	4,695	+223		
Number of stores	8,292	+174	8,297	+5	8,500	+203	8,700	+200
Exchange rates	U.S. \$1=	97.73 yen	105.79 yen		121.10 yen		115.00 yen	

Note: Figures for the amounts of each fiscal year reflect adjustments to the necessary for the consolidation to Seven & i Holdings' consolidated accounts. Operating income in U.S. dollar amounts are translated from yen amounts, which reflect adjustments to the necessary for the consolidation of Seven & i Holdings' consolidated accounts.

*1. Exclude gasoline sales.

*2. Existing store sales increase is calculated in U.S. dollars.

Ito-Yokado

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016		2017 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	1,311,989	98.5	1,285,942	98.0	1,289,586	100.3	1,310,000	101.6
Net sales	1,280,615	98.3	1,253,296	97.9	1,255,608	100.2	1,273,000	101.4
Operating income (loss)	11,236	124.7	1,859	16.6	(13,980)	-	1,000	-
Existing store sales increase (%)	(4.6)		(4.5)		+0.2		±0.0	
Merchandise GP Margin (%)	30.2	+0.3	29.9	(0.3)	28.6	(1.3)	29.2	+0.6
Number of domestic stores	179	+5	181	+2	182	+1	166	(16)

York-Benimaru

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016		2017 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	380,869	104.7	396,930	104.2	412,977	104.0	432,000	104.6
Net sales	374,781	104.7	390,492	104.2	406,223	104.0	425,000	104.6
Operating income	12,714	107.3	12,820	100.8	13,324	103.9	14,000	105.1
Existing store sales increase (%)	+0.1		+0.2		+1.2		+1.9	
Merchandise GP Margin (%)	25.6	(0.4)	25.6	±0.0	25.7	+0.1	25.9	+0.2
Number of domestic stores	193	+9	200	+7	205	+5	214	+9

(Reference) Results including Life Foods*

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016		2017 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Operating income	16,539	106.3	17,025	102.9	17,747	104.2	18,600	104.8

Note: Results including Life Foods represent internal management reporting figures.

* Life Foods is a wholly owned subsidiary which produces and sells delicatessen in York-Benimaru stores.

Sogo & Seibu

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016		2017 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	801,535	98.8	802,996	100.2	803,443	100.1	794,500	98.9
Net sales	789,203	98.8	790,244	100.1	790,708	100.1	781,800	98.9
Operating income	10,141	101.0	10,226	100.8	7,411	72.5	10,000	134.9
Existing store sales increase (%)	+1.2		+0.1		±0.0		+1.6	
Merchandise GP Margin (%)	24.8	(0.1)	24.6	(0.2)	24.3	(0.3)	24.5	+0.2
Number of domestic stores	24	±0	24	±0	23	(1)	21	(2)

Seven & i Food Systems

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016		2017 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	78,484	100.3	80,932	103.1	83,839	103.6	87,700	104.6
Net sales	78,112	100.5	80,685	103.3	83,680	103.7	87,500	104.6
Operating income	829	95.5	163	19.7	1,021	625.1	2,100	206.4

< Restaurant division >

Existing store sales increase (%)	+1.6		+1.1		+0.2		+2.9	
Merchandise GP Margin (%)	69.4	+0.4	68.9	(0.5)	68.3	(0.6)	69.2	+0.9
Number of domestic stores	470	(6)	474	+4	469	(5)	468	(1)

Note: From the fiscal year ended Feb. 28, 2014, Seven-Eleven Japan, Ito-Yokado, York-Benimaru, and Seven & i Food Systems have changed the depreciation method for property and equipment from the declining-balance method to the straight-line method.

STORE INFORMATION

1. Store Openings and Closures of Major Group Companies

As of February 28 or 29	2014		2015		2016		2017 (forecast)	
		Change		Change		Change		Change
Convenience store operations								
Seven-Eleven Japan	16,319	+1,247	17,491	+1,172	18,572	+1,081	19,772	+1,200
Openings	1,579		1,602		1,651		1,800	
Closures	332		430		570		600	
Relocations, etc.	255		347		450			
Terminations of contract	77		83		120			
7-Eleven, Inc. *1	8,292	+174	8,297	+5	8,500	+203	8,700	+200
Openings	462		238		344		350	
Closures	288		233		141		150	
SEVEN-ELEVEN (BEIJING) *1,2	150	-	175	+25	187	+12	217	+30
Openings	21		32		15		40	
Closures	9		7		3		10	
SEVEN-ELEVEN (TIANJIN) *1,2	56	-	60	+4	70	+10	88	+18
Openings	4		10		16		23	
Closures	10		6		6		5	
SEVEN-ELEVEN (CHENGDU) *1	79	(8)	66	(13)	60	(6)	72	+12
Openings	9		10		5		21	
Closures	17		23		11		9	
Superstore operations								
Ito-Yokado	179	+5	181	+2	182	+1	166	(16)
Openings	9		3		3		4	
Closures	4		1		2		20	
York-Benimaru *3	193	+9	200	+7	205	+5	214	+9
Openings	11		8		6		10	
Closures	1		1		1		1	
York Mart	74	+3	76	+2	76	±0	78	+2
Openings	3		2		4		2	
Closures	0		0		4		0	
Hua Tang Yokado Commercial *1	9	+1	6	(3)	5	(1)	5	±0
Openings	1		0		0		0	
Closures	0		3		1		0	
Chengdu Ito-Yokado *1	5	±0	6	+1	6	±0	6	±0
Openings	0		1		0		0	
Closures	0		0		0		0	
Akachan Honpo	93	+1	99	+6	103	+4	110	+7
Openings	8		7		8		9	
Closures	7		1		4		2	
Department store operations								
Sogo & Seibu	24	±0	24	±0	23	(1)	21	(2)
Openings	0		0		0		0	
Closures	0		0		1		2	
LOFT *4	89	+7	94	+5	102	+8	110	+8
Openings	10		6		10		8	
Closures	3		1		2		0	
Food services								
Seven & i Food Systems	840	(4)	846	+6	851	+5	861	+10
Restaurant division	470	(6)	474	+4	469	(5)	468	(1)
Openings	9		11		6		9	
Closures	15		7		11		10	
Meal provision service division	254	+7	265	+11	275	+10	292	+17
Fast food division	116	(5)	107	(9)	107	±0	101	(6)

*1. Figures are as of the end of December.

*2. Due to the establishment of SEVEN-ELEVEN (TIANJIN) on Nov. 2012, 62 stores which was included in SEVEN-ELEVEN (BEIJING) have been transferred to SEVEN-ELEVEN (TIANJIN) for FY2014.

*3. York-Benimaru's store openings for FY2014 include the reopening of 1 remodeled store that had been closed as a result of the earthquake disaster.

*4. The number of LOFT stores includes 11 franchised stores for FY2014 and FY2015, 14 franchised stores for FY2016.

2. Convenience Store Operations Network

(1) Domestic Store Network

	2014	2015	2016	Change
Hokkaido	900	922	941	+19
Aomori	-	-	27	+27
Iwate	95	113	124	+11
Miyagi	359	368	381	+13
Akita	38	60	75	+15
Yamagata	159	170	173	+3
Fukushima	397	406	410	+4
Ibaraki	599	618	629	+11
Tochigi	388	397	411	+14
Gunma	431	446	458	+12
Saitama	1,017	1,068	1,109	+41
Chiba	889	951	1,006	+55
Tokyo	2,142	2,281	2,396	+115
Kanagawa	1,157	1,244	1,319	+75
Niigata	390	402	407	+5
Toyama	105	115	127	+12
Ishikawa	85	104	116	+12
Fukui	50	58	65	+7
Yamanashi	174	180	194	+14
Nagano	420	431	440	+9
Gifu	134	158	163	+5
Shizuoka	596	640	678	+38
Aichi	872	947	996	+49
Mie	75	96	119	+23
Shiga	190	215	220	+5
Kyoto	247	268	301	+33
Osaka	815	902	1,014	+112
Hyogo	496	547	615	+68
Nara	101	114	128	+14
Wakayama	53	59	67	+8
Tottori	-	-	4	+4
Shimane	12	12	23	+11
Okayama	260	277	286	+9
Hiroshima	479	512	540	+28
Yamaguchi	266	277	292	+15
Tokushima	73	85	89	+4
Kagawa	67	91	101	+10
Ehime	-	50	77	+27
Kochi	-	-	21	+21
Fukuoka	796	835	893	+58
Saga	165	172	180	+8
Nagasaki	123	145	159	+14
Kumamoto	255	271	290	+19
Oita	132	143	151	+8
Miyazaki	166	171	179	+8
Kagoshima	151	170	178	+8
Total	16,319	17,491	18,572	+1,081

(2) Global Seven-Eleven Store Network

(Consolidated subsidiaries)

As of February 28 or 29	2014	2015	2016	Change
Japan	16,319	17,491	18,572	+1,081
North America*	8,292	8,297	8,500	+203
U.S.A.	7,806	7,803	7,995	+192
Canada	486	494	505	+11
Hawaii	59	60	63	+3
China (Beijing)	150	175	187	+12
China (Tianjin)	56	60	70	+10
China (Chengdu)	79	66	60	(6)
Sub-total	24,955	26,149	27,452	+1,303

* Figures for "North America" are the number of franchised stores and directly operated stores operated by 7-Eleven, Inc.

(Area licensees)

As of December 31	2013	2014	2015	Change
South Korea	7,085	7,231	8,000	+769
China (Hong Kong and others)*	1,607	1,652	1,727	+75
China (Shanghai)	75	76	81	+5
China (Shandong)	32	25	32	+7
China (Chongqing)	2	10	25	+15
Taiwan	4,919	5,040	5,029	(11)
Thailand	7,429	8,127	8,832	+705
Philippines	1,009	1,282	1,602	+320
Malaysia	1,557	1,745	1,944	+199
Singapore	537	493	458	(35)
Indonesia	149	187	187	±0
Australia	595	611	626	+15
UAE	-	-	2	+2
U.S.A.	290	289	305	+16
Mexico	1,649	1,826	1,879	+53
Norway	157	156	156	±0
Sweden	190	192	185	(7)
Denmark	196	190	189	(1)
Sub-total	27,478	29,132	31,259	+2,127

* Figures for China (Hong Kong and others) include Guang Dong Province and Macau.

	2014	2015	2016	Change
Total Worldwide	52,433	55,281	58,711	+3,430

Notes: 1. Figures for overseas stores are as of the end of December.

2. As of Feb. 29, 2016, Seven-Eleven Japan operates in 46 prefectures out of 47 prefectures in Japan.

As of Feb. 29, 2016, the number of 7-Eleven stores around the world including area licensees are 58,904 stores.

3. Store Information of Superstore Operations

(1) Superstores (Ito-Yokado)

(Results for the fiscal year ended February 29, 2016)

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Openings	<i>Net Supermarket</i> Nishinipori ^{*1}	Tokyo	Mar. 8, 2015	-	-
	Omiya (S&B)	Saitama	Apr. 24, 2015	5,114	4,225
	<i>Shokuhinkan</i> Shinjuku-Tomihisa (food specialty store)	Tokyo	Sept. 25, 2015	2,851	1,956
Closures	Omiya (S&B)	Saitama	Mar. 1, 2015	-	12,107
	Minowa (S&B)	Tokyo	Apr. 5, 2015	-	3,336

(Plan for the fiscal year ending February 28, 2017)

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Openings ^{*2}	<i>Shokuhinkan</i> Minowa (S&B) (food specialty store)	Tokyo	Apr. 22, 2016	983	983
	Seven Park Ario Kashiwa	Chiba	Apr. 25, 2016	65,000	11,143
Closures ^{*2}	THE PRICE Senju (S&B)	Tokyo	Apr. 10, 2016	-	3,540
	Togoshi	Tokyo	-	-	1,524
	<i>Shokuhinkan</i> Honmoku (food specialty store)	Kanagawa	-	-	2,625

*1. Sales floor space is not displayed for the dedicated *Net Supermarket* store.

*2. In addition to the above, 2 stores will be opened and 17 stores will be closed in the fiscal year ending February 28, 2017.

(2) Supermarkets (York-Benimaru)

(Results for the fiscal year ended February 29, 2016)

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Openings	Sendai-Rokuchonome	Miyagi	June 11, 2015	3,190	2,279
	Tochigi-Hirayanagi	Tochigi	July 17, 2015	2,000	1,785
	Sano-Tajimacho	Tochigi	Nov. 13, 2015	2,548	2,338
	Moriya	Ibaraki	Nov. 27, 2015	4,950	2,669
	Tsuruta	Tochigi	Feb. 11, 2016	2,100	1,894
	Hitachi-Kawajiricho	Ibaraki	Feb. 25, 2016	1,975	1,810
Closure	Nagai	Yamagata	Feb. 21, 2016	4,735	3,697

(Plan for the fiscal year ending February 28, 2017)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Opening	Sendai-Tagonishi	Miyagi	Mar. 25, 2016	2,110	1,910

In addition to the above, 9 stores will be opened and 1 store will be closed in the fiscal year ending February 28, 2017.

(3) China (Superstores)

(Results for the fiscal year ended December 31, 2015)

(Square meters)

	Store name	Location	Date	Sales floor space
Closure	Youanmen	Beijing	Mar. 31, 2015	11,800

Note: S&B stands for Scrap & Build.

4. Store Information of Department Store Operations

(Results for the fiscal year ended February 29, 2016)

(Square meters)

	Store name	Location	Date	Sales floor space
Closure	Seibu Kasukabe	Saitama	Feb. 29, 2016	20,178

(Plan for the fiscal year ending February 28, 2017)

	Store name	Location	Date	Sales floor space
Closures	Sogo Kashiwa	Chiba	Sept. 30, 2016	28,096
	Seibu Asahikawa	Hokkaido	Sept. 30, 2016	30,043

5. Capital Expenditures, Depreciation and Amortization of Major Group Companies

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016		2017 (forecast)			
		YOY(%)		YOY(%)		YOY(%)		YOY(%)		
Convenience store operations										
Seven-Eleven Japan										
Investment to new stores	86,121	110.8	84,020	97.6	79,978	95.2				
Investment to existing stores and other	36,571	111.2	43,862	119.9	37,808	86.2				
Software development	1,656	86.3	1,555	93.9	6,757	434.5				
Total capital expenditures	124,350	110.5	129,438	104.1	124,543	96.2			170,000	136.5
Depreciation and amortization	39,002	84.3	47,698	122.3	51,784	108.6			62,000	119.7
7-Eleven, Inc.										
Investment to new stores and other	51,529	39.6	27,017	52.4	103,862	384.4				
Investment to existing stores and other	18,991	95.3	30,068	158.3	47,822	159.0				
Software development	9,674	176.6	6,139	63.5	8,087	131.7				
Total capital expenditures	80,195	51.6	63,226	78.8	159,772	252.7			190,000	118.9
Depreciation and amortization	53,404	134.2	56,482	105.8	65,381	115.8			68,000	104.0
Superstore operations										
Ito-Yokado										
Investment to new stores	37,103	317.7	21,959	59.2	11,013	50.2				
Investment to existing stores and other	10,740	57.3	18,377	171.1	15,842	86.2				
Software development	100	59.5	731	731.0	7,424	-				
Total capital expenditures*	47,943	156.8	41,067	85.7	34,279	83.5			28,600	83.4
Excluding securitization of assets	47,943	156.8	41,067	85.7	58,555	142.6				
Depreciation and amortization	10,014	62.8	11,137	111.2	13,125	117.9	14,600	111.2		
York-Benimaru										
Investment to new stores	9,305	100.4	10,843	116.5	6,958	64.2				
Investment to existing stores and other	1,265	356.3	2,838	224.4	3,473	122.3				
Software development	130	83.9	438	336.9	212	48.4				
Total capital expenditures	10,700	109.4	14,120	132.0	10,642	75.4			13,200	124.0
Depreciation and amortization	3,167	61.4	3,569	112.7	3,931	110.1			4,500	114.5
Department store operations										
Sogo & Seibu										
Investment to new stores	-	-	-	-	-	-				
Investment to existing stores and other	10,563	81.5	9,389	88.9	10,735	114.3				
Software development	1,593	63.8	3,373	211.7	1,916	56.8				
Total capital expenditures	12,156	78.6	12,762	105.0	12,650	99.1			12,500	98.8
Depreciation and amortization	11,793	93.5	11,996	101.7	11,751	98.0			11,500	97.9

Notes: 1. Capital expenditures include long-term leasehold deposits and advances for store construction. An increase of the future amortization of asset, resulting from the adoption of "Asset Retirement Obligation" is not included.

Figures for actual results don't include goodwill related to the acquisition of stores and others.

2. Capital expenditures include investments related to openings of stores for each fiscal year and beyond, to the acquisition of stores, etc.

3. Depreciation and amortization include amortization on intangible assets.

4. From the fiscal year ended Feb. 28, 2014, Seven-Eleven Japan, Ito-Yokado, and York-Benimaru have changed the depreciation method for property and equipment from the declining-balance method to the straight-line method.

* Capital expenditures for FY2016 and FY2017 include securitization of assets of new store openings.

Business Performance of Group Principal Companies

1. Convenience Stores Operations

■ Seven-Eleven Japan

Sales by product category (total store sales) (Millions of yen)

Years ended February 28 or 29	2014			2015			2016		
		YOY(%)	Composition (%)		YOY(%)	Composition (%)		YOY(%)	Composition (%)
Processed food	979,348	105.7	25.9	1,034,131	105.6	25.8	1,115,677	107.9	26.0
Fast food	1,077,661	114.6	28.5	1,186,445	110.1	29.6	1,278,738	107.8	29.8
Daily food	487,783	108.6	12.9	517,065	106.0	12.9	579,294	112.0	13.5
Non food	1,236,474	103.7	32.7	1,270,618	102.8	31.7	1,317,357	103.7	30.7
Total store sales	3,781,267	107.8	100.0	4,008,261	106.0	100.0	4,291,067	107.1	100.0

Existing store sales increase (%)

Years ended February 28 or 29	2014	2015	2016
Existing store sales increase	+2.3	+2.4	+2.9
Number of customers	+2.4	+0.7	+1.3
Average spending per customer	(0.1)	+1.7	+1.6

Average daily sales per store (Thousands of yen)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Total stores	664	(4)	655	(9)	656	+1
Newly opened stores	522	(5)	513	(9)	530	+17

Gross profit margin (%)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Processed food	38.7	+0.5	38.8	+0.1	38.9	+0.1
Fast food	35.1	+0.8	35.7	+0.6	35.5	(0.2)
Daily food	33.2	+0.1	33.1	(0.1)	33.2	+0.1
Non food	19.6	+0.5	20.7	+1.1	20.9	+0.2
Total	30.7	+0.7	31.4	+0.7	31.6	+0.2

Selling, general and administrative expenses (Millions of yen)

Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Advertising expenses	52,497	116.5	58,170	110.8	66,464	114.3
Salaries and wages	59,659	114.9	60,856	102.0	67,298	110.6
Land and building rent	112,746	114.1	126,663	112.3	140,340	110.8
Depreciation and amortization	39,002	84.3	47,698	122.3	51,784	108.6
Utility expenses	43,507	114.2	48,343	111.1	47,784	98.8
Others	90,354	106.7	98,053	108.5	107,688	109.8
Total	397,767	109.0	439,785	110.6	481,362	109.5

Number of stores by type (Stores)

Years ended February 28 or 29	2014			2015			2016		
		Change	Composition (%)		Change	Composition (%)		Change	Composition (%)
Number of stores	16,319	+1,247	100.0	17,491	+1,172	100.0	18,572	+1,081	100.0
Franchised stores	15,879	+1,241	97.3	17,021	+1,142	97.3	18,071	+1,050	97.3
Type A	4,333	+89	26.6	4,353	+20	24.9	4,448	+95	24.0
Type C	11,546	+1,152	70.8	12,668	+1,122	72.4	13,623	+955	73.4
Provisional management contract stores	0	(1)	0.0	0	±0	0.0	0	±0	0.0
Directly operated stores	440	+7	2.7	470	+30	2.7	501	+31	2.7
Open 24 hours	16,040	+1,207	98.3	17,105	+1,065	97.8	18,023	+918	97.0
With liquor license	16,159	+1,255	99.0	17,307	+1,148	98.9	18,327	+1,020	98.7
With tobacco license	15,478	+1,291	94.8	16,708	+1,230	95.5	17,731	+1,023	95.5

Payment acceptance service

Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Number of transactions (thousands)	402,999	104.7	418,845	103.9	439,138	104.8
Total value of transactions (million yen)	4,038,119	108.1	4,346,959	107.6	4,579,660	105.4

Inventory turnover, Number of employees and Sales floor space

Years ended February 28 or 29	2014		2015		2016	
		Change or YOY(%)		Change or YOY(%)		Change or YOY(%)
Inventory turnover (days)	9.9	+0.2	10.4	+0.5	10.5	+0.1
Full-time employees (term-end)	6,567	+497	7,191	+624	8,054	+863
Total sales floor space (square meters)	2,106,262	109.4	2,278,784	108.2	2,439,550	107.1

Note: Inventory turnover = Average inventory for the period ÷ Average daily sales

7-Eleven, Inc.
Sales by product category (total store sales)

(Millions of yen)

Years ended December 31	2013			2014			2015					
	YOY(%)	Composition (%)	Merchandise Composition (%)	YOY(%)	Composition (%)	Merchandise Composition (%)	YOY(%)	Composition (%)	Merchandise Composition (%)			
Processed food	500,880	135.1	19.0	39.4	567,290	113.3	20.0	39.6	695,119	122.5	23.6	40.2
Fast food	187,673	127.8	7.1	14.8	216,881	115.6	7.7	15.2	261,947	120.8	8.9	15.2
Daily food	81,057	130.3	3.1	6.4	93,544	115.4	3.3	6.5	110,427	118.0	3.7	6.4
Non food	501,514	134.1	18.9	39.5	553,712	110.4	19.5	38.7	661,355	119.4	22.4	38.3
Merchandise sales	1,271,126	133.2	48.1	100.0	1,431,429	112.6	50.5	100.0	1,728,848	120.8	58.6	100.0
Gasoline sales	1,370,054	152.6	51.9	-	1,403,035	102.4	49.5	-	1,221,573	87.1	41.4	-
Total store sales	2,641,180	142.6	100.0	-	2,834,464	107.3	100.0	-	2,950,422	104.1	100.0	-

Existing store sales increase

(%)

Years ended December 31	2013	2014	2015
U.S. Merchandise sales increase (dollar basis)	+1.0	+3.1	+5.8

Average daily sales per store

Years ended December 31	2013		2014		2015	
	Change		Change		Change	
Total stores (dollar)	4,340	(43)	4,472	+132	4,695	+223
Total stores (thousands of yen)	424	+74	473	+49	569	+96

Gross profit margin

(%)

Years ended December 31	2013		2014		2015	
	Change		Change		Change	
Gross profit margin	34.8	(0.4)	34.5	(0.3)	34.6	+0.1

Selling, general & administrative expenses

(Millions of yen)

Years ended December 31	2013		2014		2015	
	YOY(%)		YOY(%)		YOY(%)	
Total (millions of yen)	307,975	136.0	341,225	110.8	395,162	115.8
Total (thousands of dollar)	3,151,285	111.1	3,225,503	102.4	3,263,107	101.2
Directly operated stores*	567,153	110.9	571,750	100.8	527,541	92.3

*Selling expenses of directly operated stores.

Number of stores

(Stores)

Years ended December 31	2013			2014			2015		
	Change	Composition (%)		Change	Composition (%)		Change	Composition (%)	
Number of stores	8,292	+174	100.0	8,297	+5	100.0	8,500	+203	100.0
Franchised stores	6,219	+349	75.0	6,390	+171	77.0	6,752	+362	79.4
BCP stores (Type A) *	410	+33	4.9	432	+22	5.2	446	+14	5.2
Type C	5,809	+316	70.1	5,958	+149	71.8	6,306	+348	74.2
Directly operated stores	2,073	(175)	25.0	1,907	(166)	23.0	1,748	(159)	20.6
With Gasoline station	3,300	+105	39.8	3,165	(135)	38.1	3,168	+3	37.3

*BCP stands for Business Conversion Program.

Gasoline

Years ended December 31	2013		2014		2015	
	YOY(%)Change		YOY(%)Change		YOY(%)Change	
Sales (thousands of dollar)	14,018,769	124.6	13,262,457	94.6	10,087,316	76.1
Gallons sold (thousands of gallon)	3,884,838	131.1	4,001,566	99.1	4,292,288	107.3
Margin (cents per gallon)*	20.29	+0.31	20.81	+0.52	19.80	(1.01)
Average retail price (dollars per gallon)	3.54	(0.10)	3.39	(0.15)	2.45	(0.94)
Retail fuel margin (cents per gallon)	19.99	+0.72	22.43	+2.39	21.51	(0.92)

*Gross profit is shown for the entire gasoline business, including wholesale business.

Exchange rates

(yen)

Years ended December 31	2013	2014	2015
U.S. \$1=	97.73	105.79	121.10

Sales floor space

(Square meters)

Years ended December 31	2013		2014		2015	
	YOY(%)		YOY(%)		YOY(%)	
Total floor space	1,379,301	103.3	1,384,023	100.3	1,454,825	105.1

2. Superstore Operations

■ Ito-Yokado

Sales by product category		(Millions of yen)								
Years ended February 28 or 29	2014			2015			2016			
		YOY(%)	Composition (%)		YOY(%)	Composition (%)		YOY(%)	Composition (%)	
Apparel	204,051	95.3	15.9	193,354	94.8	15.4	187,047	96.7	14.9	
Household goods	165,297	93.1	12.9	153,506	92.9	12.2	142,811	93.0	11.4	
Food	608,343	97.6	47.5	592,913	97.5	47.3	601,672	101.5	47.9	
Merchandise sales	977,692	96.3	76.3	939,774	96.1	75.0	931,531	99.1	74.2	
Tenants	287,874	106.1	22.5	301,376	104.7	24.0	314,612	104.4	25.1	
Others	15,048	91.9	1.2	12,145	80.7	1.0	9,464	77.9	0.8	
Net sales	1,280,615	98.3	100.0	1,253,296	97.9	100.0	1,255,608	100.2	100.0	

Note: For FY2016, 36 of drug and cosmetic sales areas operated by Ito-Yokado were transferred into Seven Bi no Garden Co., Ltd. (93 stores in all at the end of February, 2016)

Under the previous categories that were used in the previous term, year-on-year figures for FY2016 would be 100.4% for "household goods", and 100.3% for "merchandise sales".

Existing store sales increase		(%)		
Years ended February 28 or 29	2014	2015	2016	
Existing store sales increase	(4.6)	(4.5)	+0.2	
Number of customers	(4.3)	(5.7)	(0.1)	
Average spending per customer	(0.4)	+1.3	+0.4	

Gross profit margin		(%)				
Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Apparel	39.6	+0.4	37.2	(2.4)	32.3	(4.9)
Household goods	30.2	+0.5	30.3	+0.1	29.7	(0.6)
Food	27.0	+0.2	27.5	+0.5	27.2	(0.3)
Total	30.2	+0.3	29.9	(0.3)	28.6	(1.3)

Selling, general and administrative expenses		(Millions of yen)				
Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Advertising and decoration expenses	30,481	98.7	29,951	98.3	33,586	112.1
Salaries and wages	136,294	99.2	132,941	97.5	132,138	99.4
Land and building rent	65,006	97.1	63,580	97.8	61,175	96.2
Depreciation and amortization	10,014	62.8	11,137	111.2	13,125	117.9
Utility expenses	21,459	108.1	22,029	102.7	19,321	87.7
Others	72,514	101.5	73,476	101.3	75,033	102.1
Total	335,771	98.0	333,118	99.2	334,380	100.4

Inventory turnover and Loss ratio						
Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Inventory turnover (days)	29.1	+2.5	33.3	+4.2	34.7	+1.4
Loss ratio (%)	9.0	+0.3	9.5	+0.5	9.4	(0.1)

Notes: 1. Inventory turnover = Inventories at the end of period (Cost basis) ÷ Cost of merchandise sales × Annual operating days

2. Loss ratio = (Markdown + Abandonment) ÷ Merchandise sales

Number of employees

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Full-time employees (term-end)	8,289	(383)	8,029	(260)	7,820	(209)
Full-time employees (average)	7,863	(514)	7,472	(391)	7,136	(336)
Part-time employees	28,873	+236	28,571	(302)	28,556	(15)
Ratio to total (%)	78.6	+1.2	79.3	+0.7	80.0	+0.7
Sales per employee (thousands of yen)	26,614	(816)	26,074	(540)	26,099	+25

Notes: 1. Part-time employees are counted by adjusting their working hours to a 163-hour a month.

2. Sales per employee = Merchandise sales ÷ Average number of employees (including part-time employees)

Sales floor space		(Square meters)				
Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	2,817,665	102.4	2,832,235	100.5	2,802,078	98.9
Directly managed floor space	1,639,943	99.8	1,630,246	99.4	1,590,958	97.6
Weighted average floor space	1,637,575	98.9	1,643,647	100.4	1,591,697	96.8
Sales per square meters (thousands of yen)	597	97.4	572	95.8	585	102.4

Note: Sales per square meters = Merchandise sales ÷ Weighted average floor space

Sales by product category

(Millions of yen)

Years ended February 28 or 29	2014			2015			2016		
		YOY(%)	Composition (%)		YOY(%)	Composition (%)		YOY(%)	Composition (%)
Fresh food	123,054	107.1	32.8	132,110	107.4	33.8	139,489	105.6	34.3
Processed food	89,761	104.1	24.0	92,181	102.7	23.6	95,761	103.9	23.6
Daily food	71,510	104.2	19.1	73,843	103.3	18.9	77,433	104.9	19.1
Food Total	284,326	105.4	75.9	298,136	104.9	76.3	312,683	104.9	77.0
Apparel	17,597	99.7	4.7	16,614	94.4	4.3	15,887	95.6	3.9
Household goods	20,339	104.9	5.4	20,694	101.7	5.3	20,398	98.6	5.0
Merchandise sales	322,263	105.0	86.0	335,445	104.1	85.9	348,970	104.0	85.9
Life Foods*	42,960	103.3	11.5	45,578	106.0	11.7	47,569	104.4	11.7
Others	9,557	98.8	2.6	9,469	99.0	2.4	9,684	102.3	2.4
Tenants	52,518	102.5	14.0	55,047	104.8	14.1	57,253	104.0	14.1
Net sales	374,781	104.7	100.0	390,492	104.2	100.0	406,223	104.0	100.0

* Displays sales amount for delicatessen items in York-Benimaru stores

Existing store sales increase

(%)

Years ended February 28 or 29	2014	2015	2016
Existing store sales increase	+0.1	+0.2	+1.2
Number of customers	+0.7	(0.1)	+1.5
Average spending per customer	(0.6)	+0.2	(0.3)

Gross profit margin

(%)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Food	25.1	(0.3)	25.2	+0.1	25.4	+0.2
Apparel	32.1	(1.6)	31.2	(0.9)	30.8	(0.4)
Household goods	26.2	(1.1)	26.2	±0.0	26.6	+0.4
Total	25.6	(0.4)	25.6	±0.0	25.7	+0.1

Selling, general and administrative expenses

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Advertising and decoration expenses	5,599	116.0	6,105	109.0	6,667	109.2
Salaries and wages	42,728	103.2	44,171	103.4	45,946	104.0
Land and building rent	8,738	102.7	8,956	102.5	9,136	102.0
Depreciation and amortization	3,167	61.4	3,569	112.7	3,931	110.1
Utility expenses	5,786	111.6	6,516	112.6	6,127	94.0
Others	14,950	110.3	15,477	103.5	16,975	109.7
Total	80,969	103.0	84,796	104.7	88,784	104.7

Inventory turnover and Loss ratio

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Inventory turnover (days)	13.9	±0.0	13.9	±0.0	14.1	+0.2
Loss ratio (%)	6.5	(0.1)	6.0	(0.5)	5.7	(0.3)

Notes: 1. Inventory turnover = Inventories at the end of period (Cost basis) ÷ Cost of merchandise sales × Annual operating days

2. Loss ratio = (Markdown + Abandonment) ÷ Merchandise sales

Number of employees

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Full-time employees (term-end)	2,538	+44	2,614	+76	2,660	+46
Full-time employees (average)	2,579	+36	2,648	+69	2,704	+56
Part-time employees	10,729	+334	10,984	+255	11,168	+184
Ratio to total (%)	80.6	+0.3	80.6	±0.0	80.5	(0.1)
Sales per employee (thousands of yen)	24,232	+518	24,607	+392	25,156	+549

Notes: 1. Part-time employees are counted by adjusting their working hours to a 163-hour a month.

2. Sales per employee = Merchandise sales ÷ Average number of employees (including part-time employees)

Sales floor space

(Square meters)

Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	606,812	102.7	628,639	103.6	640,667	101.9
Directly managed floor space	469,142	104.1	485,123	103.4	494,201	101.9
Weighted average floor space	446,439	104.3	464,772	104.1	479,684	103.2
Sales per square meters (thousands of yen)	721	100.7	721	100.0	727	100.8

Note: Sales per square meters = Merchandise sales ÷ Weighted average floor space (excluding floor space of the stores which has been closed)

3. Department Store Operations

■ Sogo & Seibu

Sales results of major stores

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Ikebukuro	184,453	102.9	187,330	101.6	190,018	101.4
Yokohama	109,889	104.4	112,986	102.8	114,200	101.1
Chiba	78,924	100.2	76,908	97.4	76,053	98.9
Kobe	45,750	97.1	46,045	100.6	46,757	101.5
Hiroshima	42,967	104.1	43,049	100.2	43,115	100.2
Shibuya	39,490	100.5	40,211	101.8	42,376	105.4
Omiya	34,251	105.7	34,572	100.9	33,654	97.3

Note: Store sales include corporate sales.

Sales by product category

(Millions of yen)

Years ended February 28 or 29	2014			2015			2016		
		YOY(%)	Composition (%)		YOY(%)	Composition (%)		YOY(%)	Composition (%)
Apparel	335,252	95.8	42.5	328,008	97.8	41.5	317,260	96.7	40.1
Household goods	81,536	104.4	10.3	80,217	98.4	10.2	81,115	101.1	10.3
Food	157,832	97.4	20.0	161,491	102.3	20.4	163,059	101.0	20.6
Merchandise sales	574,621	97.4	72.8	569,717	99.1	72.1	561,435	98.5	71.0
Tenants	174,418	103.7	22.1	180,085	103.2	22.8	188,554	104.7	23.8
Corporate sales	40,163	99.8	5.1	40,440	100.7	5.1	40,718	100.7	5.1
Net sales	789,203	98.8	100.0	790,244	100.1	100.0	790,708	100.1	100.0

Existing store sales increase

(%)

Years ended February 28 or 29	2014	2015	2016
Existing store sales increase	+1.2	+0.1	±0.0

Gross profit margin

(%)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Apparel	28.9	+0.1	28.9	±0.0	28.7	(0.2)
Household goods	24.2	(0.5)	23.9	(0.3)	23.7	(0.2)
Food	16.3	(0.3)	16.2	(0.1)	16.2	±0.0
Total	24.8	(0.1)	24.6	(0.2)	24.3	(0.3)

Selling, general and administrative expenses

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Advertising and decoration expenses	24,459	94.7	26,053	106.5	27,005	103.7
Salaries and wages	46,346	98.6	43,626	94.1	43,977	100.8
Land and building rent	41,780	97.7	41,252	98.7	41,404	100.4
Depreciation and amortization	11,793	93.5	11,996	101.7	11,751	98.0
Utility expenses	10,299	106.6	10,836	105.2	10,202	94.1
Others	36,928	97.3	36,935	100.0	36,173	97.9
Total	171,607	97.6	170,700	99.5	170,514	99.9

Number of employees

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Full-time employees (term-end)	4,102	(530)	3,883	(219)	3,671	(212)
Full-time employees (average)	4,302	(514)	3,988	(314)	3,832	(156)
Part-time employees	5,109	+184	5,395	+286	5,652	+257
Ratio to total (%)	54.3	+3.7	57.4	+3.1	59.5	+2.1

Note: Part-time employees are counted by adjusting their working hours to a 163-hour a month.

Sales floor space

(Square meters)

Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Total floor space	868,762	100.6	870,584	100.2	871,437	100.1
Weighted average floor space	867,407	97.2	869,159	100.2	870,909	100.2
Sales per square meters (thousands of yen)	909	101.6	909	100.0	907	99.8

Note: Sales per square meters = Net sales ÷ Weighted average floor space

4. Food Services

■ Seven & i Food Systems

Sales results by division (Millions of yen)

Years ended February 28 or 29	2014		2015		2016				
	YOY(%)	Composition (%)	YOY(%)	Composition (%)	YOY(%)	Composition (%)			
Restaurant division	61,539	100.9	78.8	62,496	101.6	77.5	62,797	100.5	75.0
Meal provision service division	10,383	103.1	13.3	12,231	117.8	15.2	15,227	124.5	18.2
Fast food division	6,189	93.4	7.9	5,957	96.3	7.4	5,655	94.9	6.8
Total	78,112	100.5	100.0	80,685	103.3	100.0	83,680	103.7	100.0

Restaurant division] Existing store sales increase (%)

Years ended February 28 or 29	2014	2015	2016
Existing store sales increase	+1.6	+1.1	+0.2
Number of customers	(1.6)	(1.3)	(3.4)
Average spending per customer	+3.3	+2.5	+3.7

Restaurant division] Gross profit margin (%)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Gross profit margin	69.4	+0.4	68.9	(0.5)	68.3	(0.6)

Selling, general and administrative expenses (Millions of yen)

Years ended February 28 or 29	2014		2015		2016	
		YOY(%)		YOY(%)		YOY(%)
Advertising and decoration expenses	1,015	120.4	919	90.6	998	108.6
Salaries and wages	30,628	102.2	31,414	102.6	30,791	98.0
Land and building rent	7,550	97.1	7,565	100.2	7,570	100.1
Depreciation and amortization	422	72.2	701	166.1	823	117.5
Utility expenses	4,636	100.2	4,430	95.6	4,016	90.6
Others	7,416	98.4	7,812	105.3	8,435	108.0
Total	51,669	100.6	52,844	102.3	52,636	99.6

Number of employees

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Full-time employees (term-end)	1,301	+44	1,372	+71	1,420	+48
Full-time employees (average)	1,309	+37	1,378	+69	1,421	+43
Part-time employees	9,974	(157)	10,013	+39	9,453	(560)
Ratio to total (%)	88.4	(0.4)	87.9	(0.5)	86.9	(1.0)

Note: Part-time employees are counted by adjusting their working hours to a 163-hour a month.

5. Financial Services

Number of Seven Bank ATMs

(1) Domestic installation

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Seven-Eleven Japan	17,559	+1,300	18,710	+1,151	19,777	+1,067
Ito-Yokado	312	+8	316	+4	320	+4
York-Benimaru	71	+2	83	+12	115	+32
York Mart	55	+8	66	+11	69	+3
Others	84	+6	82	(2)	92	+10
Net ATMs in the Group	18,081	+1,324	19,257	+1,176	20,373	+1,116
Net ATMs outside the Group	1313	+148	1,682	+369	2,015	+333
Total	19,394	+1,472	20,939	+1,545	22,388	+1,449

(2) Overseas installation

Years ended December 31	2013		2014		2015	
		Change		Change		Change
U.S.A.	7,176	+4,634	6,329	(847)	6,625	296

Average number of transaction per day per ATM during the period

	Mar. 2013 - Feb. 2014	Mar. 2014 - Feb. 2015	Mar. 2015 - Feb. 2016	
	Change	Change	Change	
Average number of transactions	108.4	(2.8)	99.2	(2.0)

International money transfer service

(10 thousands)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Number of contract accounts (thousands)	59	+26	97	+38	144	+47
Cumulative number of transfers (thousands)	372	+172	614	+242	803	+189

Number of credit cards, point cards and cash cards

(10 thousands)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Credit Cards						
SEVEN CARD / SEVEN CARD plus	350	+13	359	+9	351	(8)
CLUB ON/Millennium CARD SAISON	328	+7	320	(8)	322	+2
Electronic money (<i>nanaco</i>)	2,839	+694	3,717	+878	4,543	+826
Cash card (Seven Bank)	119	+14	139	+20	156	+17

Notes: 1. SEVEN CARD/SEVEN CARD plus and CLUB ON/Millennium CARD SAISON issued represent only the number of effective card members.

2. CLUB ON/Millennium CARD SAISON does not include dedicated cards for point services, without credit functions.

3. The number of *nanaco* includes the number of *mobilenanaco* holders.

6. Group Synergy
(1) Seven Premium

(Billions of yen)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
<i>Seven Premium</i>	670.0	+180.0	815.0	+145.0	1,001.0	+186.0

(2) E-commerce sales

(Millions of yen)

Years ended February 28 or 29	2014		2015		2016	
		Change		Change		Change
Mail order service					18,311	
Seven Net Shopping					8,659	
Ito-Yokado					541	
Sogo & Seibu					2,371	
Loft					156	
Akachan Honpo					6,584	
Home Delivery					71,891	
Seven-Meal					25,001	
Ito-Yokado's Net Supermarket					46,890	
Nissen					51,682	
E-commerce sales					141,884	

This document contains certain statements based on the Company's current plans, estimates, strategies, and beliefs; all statements that are not historical fact are forward-looking statements. These statements represent the judgments and hypotheses of the Company's management based on currently available information. It is possible that the Company's future performance will differ from the contents of these forward-looking statements. Accordingly, there is no assurance that the forward-looking statements in this document will prove to be accurate.