# FINANCIAL SECTION

Seven & i Holdings Co., Ltd. and its consolidated subsidiaries for the fiscal years ended February 28, 2015, February 28, 2014 and February 28, 2013

|   |            |            | Millions of yen | Thousands of<br>U.S. dollars<br>(Note A) |
|---|------------|------------|-----------------|--|
|   | 2015       | 2014       | 2013            | 2015                                     |
| For the fiscal year:                              |            |            |                 |  |
| Revenues from operations                          | ¥6,038,948 | ¥5,631,820 | ¥4,991,642      | \$50,747,462                             |
| Operating income                                  | 343,331    | 339,659    | 295,685         | 2,885,134                                |
| Income before income taxes and minority interests | 310,195    | 311,230    | 262,722         | 2,606,680                                |
| Net income  | 172,979    | 175,691    | 138,064         | 1,453,605                                |
| Capital expenditures (Note B)                     | 341,075    | 336,758    | 334,216         | 2,866,176                                |
| Depreciation and amortization (Note C)            | 172,237    | 147,379    | 155,666         | 1,447,369                                |
| At fiscal year-end:                               |            |            |                 |  |
| Total assets                                      | ¥5,234,705 | ¥4,811,380 | ¥4,262,397      | \$43,989,117                             |
| Cash and cash equivalents                         | 1,000,762  | 921,432    | 800,087         | 8,409,764                                |
| Total current assets                              | 2,133,185  | 1,899,556  | 1,655,528       | 17,925,924                               |
| Total current liabilities                         | 1,826,791  | 1,628,167  | 1,534,579       | 15,351,184                               |
| Long-term debt                                    | 719,066    | 731,844    | 545,588         | 6,042,571                                |
| Total net assets                                  | 2,430,917  | 2,221,557  | 1,994,740       | 20,427,873                               |

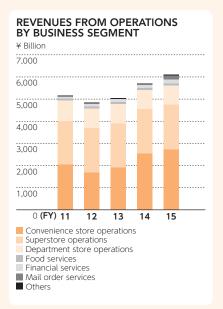
|                                 |              |         | Yen     | U.S. dollars<br>(Note A) |
|---------------------------------|--------------|---------|---------|--------------------------|
|                                 | 2015         | 2014    | 2013    | 2015                     |
| Per share data:                 |              |         |         |                          |
| Net income (basic)              | ¥195.66      | ¥198.84 | ¥156.26 | \$1.64                   |
| Net income (diluted)            | 195.48       | 198.69  | 156.15  | 1.64                     |
| Cash dividends                  | 73.00        | 68.00   | 64.00   | 0.61                     |
| Financial ratios:               |              |         |         |                          |
| Operating income ratio (Note D) | 5.7%         | 6.0%    | 5.9%    | 5.7%                     |
| Net income ratio (Note D)       | 2.9%         | 3.1%    | 2.8%    | 2.9%                     |
| ROE                             | <b>7.9</b> % | 8.8%    | 7.6%    | 7.9%                     |
| ROA                             | 3.4%         | 3.9%    | 3.4%    | 3.4%                     |

Notes: (A) U.S. dollar amounts are translated from yen, for convenience only, at the rate of ¥119=U.S.\$1, the approximate rate of exchange prevailing on February 28, 2015.

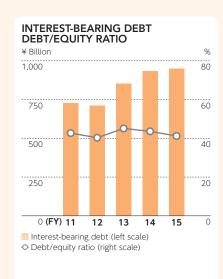
(B) Capital expenditures include property and equipment, intangible assets, long-term leasehold deposits, and advances for store construction.

(C) Depreciation and amortization are included in cost of sales as well as selling, general and administrative expenses.

(D) Revenues from operations are used as the denominator for the operating income ratio and the net income ratio.







### ANALYSIS OF RESULTS OF OPERATIONS

### **Revenues from Operations and Operating Income**

In the fiscal year ended February 28, 2015, Seven & i Holdings ("the Company") recorded consolidated revenues from operations of ¥6,038.9 billion, an increase of ¥407.1 billion year on year, driven by an increase in sales in convenience store operations and the new consolidation of mail order services. Operating income increased by ¥3.6 billion to ¥343.3 billion, mainly reflecting growth in convenience store operations and financial services.

### **Convenience Store Operations**

Seven-Eleven Japan (SEJ), the core operating company in convenience store operations, opened a record-high 1,602 stores, through measures such as expanding its regional coverage by opening stores in Ehime prefecture and starting to open stores through business alliances with the JR West Group and JR Shikoku Group. As a result, the number of domestic stores reached 17,491 at the end of the fiscal year under review, an increase of 1,172 stores from the end of the previous fiscal year. On the product front, SEJ continued its mission to realize "close-by, convenient stores" by focusing on developing original products that satisfy customers' demands for quality and tastiness. In addition, SEJ established the WEST JAPAN PROJECT as an organization for integrating product development, store operations, and store development, and worked harder than ever at promoting region-based initiatives including developing products that match local needs. Furthermore, the high-quality self-serve drip coffee service SEVEN CAFÉ achieved cumulative sales of 700 million cups during the fiscal year under review, as a result of further quality improvements and an increase in the number of stores with a second machine installed. As a result, existing-store sales grew by 2.4%.

Total store sales in Japan, which comprise directlyoperated and franchised store sales, rose 6.0% year on year to ¥4,008.2 billion. By product category, sales of processed foods, which include soft drinks and confectionery, were up 5.6% to ¥1,034.1 billion. Sales of fast food products, which include boxed lunches, rice balls and other rice-based products as well as noodles and *sozai* prepared meals, were up 10.1% to ¥1,186.4 billion. Sales of daily food items, which include bread, pastries, and milk, were up 6.0% to ¥517.0 billion. Sales of nonfood products, which include cigarettes and sundries, were up 2.8% to ¥1,270.6 billion. Revenues from operations, which mainly comprise revenues from franchisees and sales at directly-operated stores, were up 8.4% to ¥736.3 billion, while operating income was up 5.0% to ¥223.3 billion.

Overseas, 7-Eleven, Inc. (SEI) had 8,297 stores in North America as of December 31, 2014. SEI continued to focus on the development and sale of fresh food products, centered on hot food, and *7-Select* private-brand products. In terms of stores, SEI continued to promote store openings in urban areas, and closed and sold some existing and acquired stores, focusing on individual store profitability. As regards acquired stores that SEI is continuing to operate, it aggressively converted acquired stores to the 7-Eleven format and focused on expanding product lineups and services. As a result of these initiatives, on a U.S. dollar basis, merchandise sales at existing stores in the United States increased 3.1% year on year. Consequently, SEI's total store sales, the sum of

### PLAN FOR THE FISCAL YEAR ENDING FEBRUARY 29, 2016

### CONSOLIDATED FINANCIAL FORECASTS

|                          | -                |        |                           |  |  |
|--------------------------|------------------|--------|---------------------------|--|--|
|                          | Amount           | ΥοΥ%   | YoY increase/<br>decrease |  |  |
| Revenues from operations | ¥6,400.0 billion | +6.0%  | ¥361.0 billion            |  |  |
| Operating income         | ¥373.0 billion   | +8.6%  | ¥29.6 billion             |  |  |
| Net income               | ¥193.0 billion   | +11.6% | ¥20.0 billion             |  |  |
|                          |                  |        |                           |  |  |

Note Exchange rates used for income statements: fiscal year ended Feb. 28, 2015: U.S.\$1=¥105.79 (actual); assumption for fiscal year ending Feb. 29, 2016: U.S.\$1=¥118.00 (yen depreciation of ¥12.21)

### CONSOLIDATED OPERATING INCOME FORECASTS BY BUSINESS SEGMENT

|                               | Amount          | ΥοΥ%   | YoY increase/<br>decrease |  |  |  |
|-------------------------------|-----------------|--------|---------------------------|--|--|--|
| Consolidated operating income | ¥373.0 billion  | +8.6%  | ¥29.6 billion             |  |  |  |
| Convenience store operations  | ¥296.0 billion  | +7.0%  | ¥19.2 billion             |  |  |  |
| Superstore operations         | ¥31.6 billion   | +63.4% | ¥12.2 billion             |  |  |  |
| Department store operations   | ¥7.6 billion    | +7.7%  | ¥0.5 billion              |  |  |  |
| Food services                 | ¥1.6 billion    |        | ¥1.5 billion              |  |  |  |
| Financial services            | ¥50.0 billion   | +6.0%  | ¥2.8 billion              |  |  |  |
| Mail order services           | ¥(5.9) billion  |        | ¥1.6 billion              |  |  |  |
| Others                        | ¥4.5 billion    | +22.6% | ¥0.8 billion              |  |  |  |
| Eliminations/corporate        | ¥(12.4) billion |        | ¥(9.2) billion            |  |  |  |

Note: Eliminations/corporate in operating income mainly reflect the Company's operating expenses relating to the Omni-Channel Strategy.

merchandise sales and gasoline sales at directly operated stores and franchised stores, rose 7.3% to  $\pm$ 2,834.4 billion. In China, the Group had 175 stores in Beijing, 60 stores in Tianjin and 66 stores in Chengdu, Sichuan Province, as of December 31, 2014.

As a results, revenues from operations in convenience store operations were  $\pm 2,727.7$  billion, up 7.8% year on year, while operating income was  $\pm 276.7$  billion, up 7.5%.

### **Superstore Operations**

In superstore operations, Ito-Yokado (IY) had 181 stores at the end of the fiscal year under review, an increase of 2 stores year on year. On the sales front, IY strengthened sales of *Seven Premium* and other differentiated products, and worked to provide a product lineup and store operations leveraging the Group's capabilities in the Hokkaido, Tohoku, and West Japan regions to respond to regional characteristics. Nevertheless, due to a fallback in demand after the surge associated with the consumption tax hike in April 2014 and weather impacts, sales at existing stores declined 4.5% year on year, and net sales of IY were down ¥27.3 billion to ¥1,253.2 billion. By product category, apparel sales in the fiscal year under review were down 5.2% to ¥193.3 billion, sales of household goods declined 7.1% to ¥153.5 billion, and sales of food were down 2.5% to ¥592.9 billion.

York-Benimaru (YB) strengthened development and sales of fresh foods and differentiated products such as *Seven Premium*. In addition, as needs for ready-to-serve and easy meals continue to grow, YB expanded the sales area of delicatessen items manufactured and sold by its subsidiary Life Foods. Consequently, sales at existing stores increased 0.2% year on year.

As a result, revenues from operations in superstore operations were  $\pm 2,012.1$  billion, an increase of 0.1% from the previous fiscal year, and operating income was  $\pm 19.3$  billion, a decrease of 34.8%.

### **Department Store Operations**

Sogo & Seibu strengthened retailer-managed merchandising and store-managed sales areas, and achieved high-quality customer service by increasing the number of sales personnel with a high degree of specialized knowledge, along with upgrading and expanding its total consulting capabilities. In addition, sales of luxury brands grew in line with the surge in demand associated with the consumption tax hike while food product sales were also up from the previous fiscal year. As a result, Sogo & Seibu saw a 0.1% year-on-year increase in sales at existing stores.

As a result, revenues from operations in department store operations were  $\pm$ 875.0 billion, an increase of 0.4% from the previous fiscal year, and operating income was  $\pm$ 7.0 billion, an increase of 7.1%.

### **Food Services**

In the restaurant division of Seven & i Food Systems, sales at existing stores grew 1.1% year on year, mainly as a result of strong performance in high-value-added menus and improvements in customer service capabilities. However, operating income declined due to increased personnel costs and other expenses.

As a result, revenues from operations in food services were ¥80.9 billion, up 3.1%. Operating income was ¥44.0 million, down 92.7%.

### **Financial Services**

In financial services, Seven Bank increased the number of installed ATMs by 1,545 from a year ago to 20,939 as of the end of February 28, 2015. The daily average transactions per ATM during the fiscal year were 101.2, down 7.2 transactions year on year. However, the number of transactions made by customers of deposit-taking financial institutions increased, and as a result, the total number of transactions recorded a steady increase.

In credit card operations, the transaction volume for the Seven Card/Seven Card plus, which are issued by Seven Card Service, and the number of cardholders for the CLUB ON/ Millennium CARD SAISON, which is issued mainly for customers of Sogo & Seibu by Seven CS Card Service, increased year on year, mainly for shopping usage.

In electronic money operations, Seven Card Service worked aggressively to expand the *nanaco* electronic money service inside and outside the Group. As a result, the total number of *nanaco* accounts issued as of the end of the fiscal year under review was 37.17 million, up 8.78 million, and the number of stores at which *nanaco* could be used was approximately 167,700 stores, up about 24,800 stores.

As a result, revenues from operations in financial services were  $\pm$ 178.2 billion, up 12.2%, and operating income was  $\pm$ 47.1 billion, up 5.1%.

### Mail Order Services

Nissen Holdings strove to improve profitability and implemented measures to realize Group synergies. In the fiscal year under review, Nissen Holdings distributed a catalog issued by Nissen in the storefronts of each Group company store and established showrooms inside IY stores.

As a result, revenues from operations in mail order services were ¥185.8 billion, and an operating loss of ¥7.5 billion was incurred, mainly due to dwindling sales and an increase in selling and administrative expenses.

### Others

In others operations, revenues from operations were ¥53.8 billion, an increase of 6.7% from the previous fiscal year. Operating income was ¥3.6 billion, an increase of 69.4%, mainly due to a decline in upfront expenses associated with strengthened Internet shopping recorded by Seven & i Netmedia in the previous fiscal year.

### Eliminations/Corporate

Under eliminations/corporate for the fiscal year ended February 28, 2015, the Company recorded an operating loss of ¥3.1 billion, a deterioration of ¥1.4 billion from the previous fiscal year, capital expenditures of ¥15.1 billion, up 99.7%, and depreciation and amortization of goodwill expenses of ¥2.4 billion, up 135.1%. These are mainly capital expenditures relating to systems and upfront expenses associated with the Omni-Channel Strategy at Seven & i Holdings.

# FINANCIAL SECTION

### Income before Income Taxes and Minority Interests

In other income (expenses), net other expenses were ¥33.1 billion compared with net other expenses of ¥28.4 billion in the previous fiscal year. This change was mainly due to recording equity in losses of affiliates after recording equity in earnings of affiliates in the previous fiscal year and loss on disposals of property and equipment.

Consequently, income before income taxes and minority interests decreased  $\pm$ 1.0 billion year on year to  $\pm$ 310.1 billion.

### Net Income

Income taxes increased  $\pm$ 4.4 billion year on year to  $\pm$ 127.6 billion. After application of tax effect accounting, the effective tax rate was 41.1%.

As a result, net income declined  $\pm 2.7$  billion year on year to  $\pm 172.9$  billion. Net income per share was  $\pm 195.66$ , down  $\pm 3.18$  per share from  $\pm 198.84$  in the previous fiscal year.

### ANALYSIS OF FINANCIAL POSITION

### Assets, Liabilities, and Net Assets

Total assets on February 28, 2015 stood at ¥5,234.7 billion, up ¥423.3 billion from the end of the previous fiscal year.

Total current assets were ¥2,133.1 billion, up ¥233.6 billion from the end of the previous fiscal year. The main reasons were an increase of ¥79.3 billion in cash and cash equivalents and increases of ¥13.7 billion and ¥10.0 billion in notes and accounts receivable, trade and inventories, respectively.

Property and equipment increased ¥166.9 billion, mainly due to exchange rate differences, new store openings and existing store remodeling at SEJ, and land acquisitions at IY. Intangible assets were up ¥39.0 billion, mainly due to exchange rate differences and goodwill generated by the acquisition of Barneys Japan. Furthermore, investments and other assets decreased ¥16.3 billion, mainly reflecting the redemption of Japanese government bonds by Seven Bank.

Total liabilities were up ¥213.9 billion to ¥2,803.7 billion.

Total current liabilities were up ¥198.6 billion to ¥1,826.7 billion. The main reasons were an increase of ¥39.9 billion in the current portion of bonds at the Company, along with an increase of ¥33.6 billion in deposits received in association with the increase in public payment collection services at SEJ and other factors, and an increase of ¥72.1 billion in deposits received in the banking business associated with Seven Bank.

Non-current liabilities rose  $\pm 15.3$  billion to  $\pm 976.9$  billion. This was mainly due to the transfer of  $\pm 59.9$  billion in Company bonds to the current portion of bonds and bond issuances totaling  $\pm 15.0$  billion by Seven Bank.

Total net assets were up ¥209.3 billion to ¥2,430.9 billion. Retained earnings increased ¥110.5 billion after recording net income of ¥172.9 billion, despite being reduced by ¥63.1 billion for payment of cash dividends.

Foreign currency translation adjustments, principally the translation of the financial statements of SEI, increased by  $\pm$ 76.5 billion.

As a result of the above, owners' equity per share was up  $\pm$ 229.31 per share from a year earlier to  $\pm$ 2,601.23 per share, and the owners' equity ratio was 43.9% compared to 43.6% a year earlier.

### **Cash Flows**

Cash and cash equivalents (hereafter "cash") were ¥1,000.7 billion, up ¥79.3 billion from a year earlier. This was mainly due to cash provided by operations with high revenue generating capacities, centered on convenience store operations. On the other hand, cash was used to open new stores and remodel existing stores, mainly by SEJ.

### **Cash Flows from Operating Activities**

Net cash provided by operating activities was ¥416.6 billion, down ¥37.6 billion from the previous fiscal year. This mainly reflected an increase of ¥24.8 billion in depreciation and amortization, an increase of ¥50.5 billion in income taxes paid and a net decrease of ¥36.0 billion in bonds at Seven Bank.

### **Cash Flows from Investing Activities**

Net cash used in investing activities was ¥270.2 billion, a decrease of ¥16.4 billion from the previous fiscal year. This mainly reflected a decrease of ¥86.9 billion in payment for purchase of investments in securities and a decrease of ¥45.0 billion in proceeds from sales of investments in securities.

### **Cash Flows from Financing Activities**

Net cash used in financing activities was ¥79.4 billion, an increase of ¥24.2 billion from the previous fiscal year. This was mainly due to a decrease of ¥99.7 billion in proceeds from issuance of bonds at the Company. Meanwhile, payment for redemption of bonds at the Company decreased by ¥40.0 billion, and repayment of long-term debts decreased by ¥26.8 billion.

### RISK FACTORS

Seven & i Holdings and its operating companies ("the Group") has established a framework under which it implements a Groupwide risk assessment survey to recognize potential risks through identifying and evaluating risks in an integrated and comprehensive manner on a regular basis. Based on that recognition, it prioritizes these risks, takes countermeasures that correspond to the materiality and urgency of each risk, and seeks continuous improvements through monitoring of the progress of such countermeasures.

The Group is exposed to a variety of risks and uncertainties in conducting its business, which may have a significant influence on the judgment of investors, including, but not limited to, the following. Many of these risks are interdependent and the occurrence of one risk may lead to an increase in other risks in quality and quantity.

Any of these risks may affect the Group's business performance, operating results, and financial condition.

Recognizing the potential for these risks, the Group strives to take measures to prevent them from materializing, while taking other effective measures to promptly and adequately respond when they do materialize.

This section includes forward-looking statements and future expectations as of the date of this annual report.

### **1. RISKS RELATED TO ECONOMIC CONDITIONS**

### Japanese and Global Economies

The Group carries on its core operations in Japan, and also operates around the world. As a result, economic conditions such as business climate and trends in consumer spending in Japan as well as in other countries and regions where the Group does business may affect the Group's operating results and financial condition. To cater appropriately to the needs of consumers, the Group is actively selling and developing products in accordance with sales strategies. However, unexpected changes in consumer behavior due to such external factors as economic policies or unseasonable weather may affect its business performance and financial condition.

### **Interest Rate Fluctuations**

The Group is exposed to interest rate fluctuation risks that may affect its interest expenses, interest income, and the value of its financial assets and liabilities. Accordingly, interest rate fluctuations may affect its business performance and financial condition.

### Foreign Exchange Rate Fluctuations

Foreign exchange rate changes can affect the yen value of assets and liabilities of the Group's overseas companies because Seven & i Holdings' consolidated financial statements are presented in Japanese yen. In addition, products sold by the Group include products that are sourced overseas and affected by changes in foreign exchange rates. Accordingly, foreign exchange rate fluctuations may affect its business performance and financial condition.

### 2. RISKS RELATED TO THE GROUP'S BUSINESS GROUPWIDE RISKS

### Procurement of Products, Raw Materials, etc., and Fluctuations in Purchase Prices

The Group's operations depend on obtaining products, raw materials, and other supplies in adequate quality and quantity in a timely manner. The Group strives to decentralize its operations to avoid significant dependence on specific producing areas, suppliers, products, technologies, etc. However, the disruption of procurement routes may affect its operations.

In addition, there are products in the Group's lineups whose purchase prices change due to external factors, including products affected by fluctuations in the prices of such raw materials as crude oil. Accordingly, fluctuations in purchase prices may affect the Group's business performance and financial condition.

### **Product Safety and Representations**

The Group endeavors to provide customers with safe products and accurate information through the enhancement of food hygiene-related equipment and facilities based on relevant laws and regulations, the implementation of a stringent integrated product management system that includes suppliers, and the establishment of a system of checks. However, the occurrence of a problem beyond the scope of the Group's measures could reduce public trust in its products and incur costs stemming from countermeasures. If such a problem were to occur, the Group's business performance and financial condition could be affected. Further, the Group is striving to provide customers with new value-added and high-quality products and services through the aggressive introduction of Seven Premium private-brand products and original products developed by respective Group companies. Therefore, the occurrence of a major incident that involves its products and leads to product recalls or product liability claims could affect its business performance and financial condition.

### Product Development upon Due Consideration of Regional Characteristics

In order to respond to customers' diversified preferences, the Group has departed from Chain Store operations in which it pursued efficiency to the utmost extent, and is enhancing capabilities to develop and assort products upon due consideration of regional characteristics. However, if support from customers falls below its expectations, its business performance and financial condition may be affected.

### **Store-opening Strategy**

The Group's opening of stores is subject to various laws and regulations, such as the Large-Scale Retail Store Location Law, the

FINANCIAL SECTION

City Planning Law, and the Building Standards Law. In the event that those laws are amended, or local authorities change related regulations, it may become difficult to open stores in accordance with initially prepared store-opening plans or remodel existing stores; there may be a decline in potential candidate areas for future store openings; or costs related to legal or regulatory compliance may be incurred. If such an event occurs, the Group's business performance and financial condition may be affected.

### M&As, Alliances, and Strategic Investments

The Group develops new businesses and reorganizes its operations through M&As, alliances or joint ventures with other companies, etc. However, the Group may not be able to achieve expected results or the strategic objectives of these investments. If such an event occurs, its business performance and financial condition may be affected.

### **Credit Management**

The Group, in leasing stores, has paid deposits and/or guarantee deposits to store lessors. Deterioration in the economic condition of the store lessors or a drop in the value of the collateral properties received as a pledge for the deposits and/or guarantee deposits may affect its business performance and financial condition.

### **Impairment of Fixed Assets**

The Group has many non-current assets including property and equipment and goodwill. The Group has already adopted asset impairment accounting. However, further recognition of asset impairment may become necessary due to deterioration in profitability of stores or a drop in market value of the assets. If such an event occurs, the Group's business performance and financial condition may be affected.

### **Omni-Channel Strategy**

The Group is promoting its Omni-Channel Strategy to cope with the changes in customers' buying behavior due to changes in social structure. The Group aims to create a new retail environment where every product and service can be available to customers anytime and anywhere by taking advantage of its nationwide networks of stores, logistics, and other infrastructures.

The Group is trying to stimulate latent customer demand through building a new "Integrated E-commerce Website," developing high-quality products, and enhancing service quality. However, the Group may not attain its objectives completely because of some internal and/or external factors. If such an event occurs, its business performance and financial condition may be affected.

### Human Resource Management

It is indispensable for the Group's business operations to secure

human resources with the capability of good communication with stakeholders, especially customers. If fiercer competition for human resources in various business fields or regions in the future leads to difficulty in securing appropriate staff and/or the loss of existing staff, the Group's business performance and financial condition may be affected.

Toshifumi Suzuki, the Chairman and CEO of Seven & i Holdings, and the Group's top management are playing important roles in leading the implementation of the Group's strategy. If they were to become incapable of fulfilling their duties due to unforeseen circumstances, the Group's business performance and financial condition could be affected.

### RISKS BY SEGMENT

### **Convenience Store Operations**

The Group's convenience store operations are primarily organized under a franchise system, and chain operations are conducted under the identical name, Seven-Eleven. The franchise system is a joint enterprise in which franchised stores and the Group fulfill their respective roles based on an equal partnership and a relationship of trust. In the event that agreements with numerous franchised stores become unsustainable because either the Group or the franchised stores did not fulfill their respective roles, its business performance could be affected.

In its convenience store operations, the Group has sought to cater to constantly changing customer needs by working with business partners to innovate production, distribution, sales, and their supporting information systems to realize differentiated, high-quality products and to create convenient services that support everyday life. The unique operational infrastructure of convenience store operations is built in collaboration with business partners that have a shared commitment to the franchise system. Consequently, if the Group were no longer able to maintain operational relationships with business partners in its convenience store operations or if business partners' technical capabilities declined conspicuously, its business performance and financial condition could be affected.

7-Eleven, Inc. has been proactively increasing stores, especially those with a gas station, in the United States and Canada, and sales of gasoline have accounted for about half of its total sales. 7-Eleven, Inc. has focused on strategies such as vertically integrating the fuel supply operations so that it can offset the risk of profit margin decline resulting from retail fuel price fluctuations, however, unexpected changes in business environments such as drastic fluctuation of the price may affect the Group's business performance and financial condition.

As of February 28, 2015, Seven-Eleven has grown into a global chain with more than 55,000 stores in 16 countries and regions around the world, including stores outside the Group that operate under area license agreements with 7-Eleven, Inc. A reduction in royalties or sales resulting from misconduct by

area licensees that do not belong to the Group or by stores operated by area licensees could affect the Group's business performance and financial condition.

### **Superstore Operations**

The Group's superstore operations mainly comprise superstores and food supermarkets. In order to respond appropriately to the changes in consumer needs, for the part of superstores, the Group is advancing the store-first policy under which individual stores play a leading role to assort products that can meet regional market needs, and continuously promoting merchandising innovation and communication with customers through enhancing customer service levels and sales techniques. For the part of food supermarkets, the Group endeavors to establish the new model of lifestyle-proposal supermarkets through promoting differentiation strategies on products and improving operational efficiency. However, the Group may not attain its objectives completely because of such unforeseen factors as changes in the operating environment. If such an event occurs, its business performance and financial condition may be affected.

### **Department Store Operations**

The Group is striving to create a new type of department store by strengthening its differentiation strategies in response to the changing lifestyles of consumers. In the key stores, the Group is promoting a retailer-managed merchandising system, which consists of strengthening development and sales of high-quality and new private-brand products, and expanding store-managed sales area. In the regional stores, the Group is advancing conversion to store formats that meet the conditions of localities and market needs. However, the Group may not attain its objectives completely because of such unforeseen factors as changes in business environments. If such an event occurs, its business performance and financial condition may be affected.

### **Food Services**

In food services, the Group, which operates restaurants, meal provision services, and fast food services, is implementing a growth strategy in its mainstay restaurant business by providing higher-quality products in response to changes in customer segments based on shifts in demographics, lifestyle and customer needs and enhancing productivity. However, the Group may not attain its objectives completely because of such unforeseen factors as changes in business environments. If such an event occurs, its business performance and financial condition may be affected.

### **Financial Services**

The Group conducts financial services, including banking and credit card operations.

Seven Bank receives its revenues mainly from ATM operations. Therefore, the occurrence of such circumstances as the growing use of alternatives to cash for settlement, intensifying competition for ATM services, and/or the peaking out of ATM network expansion may affect the Group's business performance and financial condition.

In its credit card operations, the Group is striving to provide customers with highly convenient financial services integrated with retail services through issuing and promoting the use of the Seven Card/Seven Card plus credit card, CLUB ON/Millennium CARD SAISON credit cards, and *nanaco* electronic money. However, in credit card operations, an increase in the default rate, unexpected default losses, or restriction on the total volume of lending pursuant to the Money Lending Business Act, etc., may affect the Group's business performance and financial condition. In electronic money operations, the Group has built an original system and worked to achieve differentiation, but the rapid spread of electronic money in Japan has been accompanied by such qualitative changes as increased versatility. In the event that the Group fails to maintain its competitiveness, its business performance and financial condition may be affected.

### Mail Order Services

In mail order services, the Group faces such negative changes in its business environment as a deterioration of product competitiveness, lowered catalog sales efficiency due to evolving Internet businesses, a rise in the cost of sales ratio due to a sharp depreciation of yen, rising shipping costs, and others, is striving to implement a structural reform and improve profitability through primarily enhancing product competitiveness and efficiency of sales promotion, as well as realizing synergy with other Group operations. However, the Group may not attain its objectives completely because of such unforeseen factors as further changes in business environments. If such an event occurs, its business performance and financial condition may be affected.

### 3. LEGAL RESTRICTIONS AND LITIGATION

### **Changes in Accounting Standards and Tax Systems**

The introduction of new accounting standards or tax systems, or changes thereof that the Group cannot predict, could affect its business performance and financial condition.

### **Environmental Regulations or Issues**

The Group is subject to a variety of environment-related laws and regulations such as those relating to food recycling, containers and packaging recycling, waste management, and global warming countermeasures. These laws and regulations may become more stringent or additional laws and regulations may be adopted in the future, which may cause the Group to incur additional compliance costs or restrict its operating activities.

FINANCIAL SECTION

### Leaks of Confidential Information

In the normal course of business, such as in financial services, the Group holds confidential information about customers regarding privacy, credit worthiness, and other information, including personal information, as well as confidential information about companies and other third parties. Such information could be leaked inadvertently or deliberately, and any material leakage of confidential information could result in damage liability claims and/or damage society's trust in the Group. Moreover, there is a risk that the Group's trade secrets could be leaked by misappropriation or negligence. If such an event were to occur, its business performance and financial condition could be affected.

### Litigation and Regulatory Actions

The Group is exposed to the risk that it will be subject to various legal procedures stemming from lawsuits, etc., or regulatory authorities in regard to the execution of its business activities.

Currently, no lawsuits that significantly affect the Group's performance have been filed against the Group. However, if decisions unfavorable to the Group result from lawsuits with a potentially significant effect on business results or social standing, its operating results and financial condition may be affected.

Also, a substantial legal liability or adverse regulatory outcome and the substantial cost to defend the litigation or regulatory proceedings due to the implementation of stricter laws and regulations or stricter interpretations, may affect the Group's business performance, financial condition, and reputation.

### 4. RISKS RELATED TO DISASTERS OR UNPREDICTABLE EVENTS

Influence of Disasters or Other Unpredictable Events

The Group's head office, stores, and facilities for core operations are located in Japan. The Group also operates businesses around the world. Major natural disasters such as earthquakes, typhoons, floods, and tsunamis; fires; power outages; nuclear power plant disasters; wars; illegal activities such as terrorist attacks; or other contingencies could lead to a halt of business activities or incurring expenses related to such damages, which could have a serious impact on the business operations of the Group. If such an event were to occur, the Group's business performance and financial condition could be affected. In particular, the occurrence of a large natural disaster or other event in the Tokyo metropolitan area—where stores for core operations including convenience store operations and superstore operations are concentrated—could likely have a serious effect.

In addition, as network and information systems have become increasingly important to the Group's operating activities, network and information system shutdowns caused by such unpredictable events as power outages, disasters, terrorist attacks, hardware or software defects, or computer viruses and computer hacking could impede business operations, which could affect the Group's business performance and financial condition.

### Pandemic of Infectious Diseases, Such as a New Strain of Influenza

The Group operates retail businesses as its core operations, which play a role as a lifeline. While it places top priority on the security and safety of customers and employees, in order to fulfill its social responsibilities, the Group has come up with business continuity plans for responding to a pandemic of such infectious diseases as a new strain of influenza. However, according to the development of a pandemic phase, the Group could take such appropriate measures as shortening operating hours or limiting the number of stores it operates, etc. If such an event were to occur, its business performance and financial condition could be affected.

### **5. OTHER RISKS**

### Retirement Benefit Obligations and Retirement Benefit Expenses

The Group calculates retirement benefit obligations and retirement benefit expenses based on assumptions such as the discount rates and the expected rates of return on plan assets. However, unexpected changes in such underlying factors as domestic and international share prices, foreign exchange rates, or interest rates; deterioration in the return on plan assets due to such changes; or changes in the general pension system may affect its business performance and financial condition.

### **Deferred Tax Assets**

Some of the Group companies record deferred tax assets based on estimates of future taxable income or the time period within which the underlying temporary differences become taxable or deductible. However, if estimates of taxable income are lowered due to a worsening business climate or other significant changes, the Group may be required to reduce the amount of its deferred tax assets, resulting in an effect on its business performance and financial condition. Seven & i Holdings and its eligible consolidated subsidiaries introduced a consolidated taxation system in the fiscal year ended February 28, 2013.

### **Brand Image**

The occurrence of the risk events itemized in this section or misconduct on the part of subsidiaries, affiliates, or franchised stores could damage the Group's overall brand image. As a result, consumers' trust in the Group could decrease, the Group could lose personnel, or it could be difficult to secure the necessary personnel, which could affect the Group's business performance and financial condition.

### CONSOLIDATED BALANCE SHEETS

Seven & i Holdings Co., Ltd. and its consolidated subsidiaries at February 28, 2015 and 2014

|   |                               |                               | Thousands of<br>U.S. dollars        |
|---|-------------------------------|-------------------------------|-------------------------------------|
|   |                               | Millions of yen               | (Note 3)                            |
| ASSETS  | 2015                          | 2014                          | 2015                                |
| Current assets:   |                               |                               |                                     |
| Cash and cash equivalents (Note 4)                                    | ¥ 1,000,762                   | ¥ 921,432                     | \$ 8,409,764                        |
| Notes and accounts receivable:  |                               |                               |                                     |
| Trade (Note 4)  | 340,792                       | 327,072                       | 2,863,798                           |
| Financial services  | 71,198                        | 66,230                        | 598,302                             |
| Franchisees and other   | 122,175                       | 99,527                        | 1,026,680                           |
| Allowance for doubtful accounts (Note 4)                              | (5,361)                       | (5,529)                       | (45,050)                            |
|   | 528,805                       | 487,301                       | 4,443,739                           |
| Inventories   | 212,168                       | 202,118                       | 1,782,924                           |
| ATM-related temporary payments  | 166,686                       | 99,164                        | 1,400,722                           |
| Deferred income taxes (Note 10)                                       | 41,499                        | 40,812                        | 348,731                             |
| Prepaid expenses and other current assets (Note 4)                    | 183,262                       | 148,726                       | 1,540,016                           |
| Total current assets  | 2,133,185                     | 1,899,556                     | 17,925,924                          |
|   |                               |                               |                                     |
| Property and equipment, at cost (Notes 7, 8, 13 and 18)               | 3,587,129<br>(1,710,187)      | 3,275,889<br>(1,565,899)      | 30,143,941<br>(14,371,319)          |
|   | 1,876,941                     | 1,709,990                     | 15,772,613                          |
| Intangible assets:<br>Goodwill<br>Software and other (Notes 8 and 13) | 297,233<br>209,770<br>507,004 | 277,943<br>190,004<br>467,947 | 2,497,756<br>1,762,773<br>4,260,537 |
|   |                               |                               |                                     |
| Investments and other assets:   | 160 730                       | 100 100                       | 1 417 066                           |
| Investments in securities (Notes 4, 5 and 18)                         | 168,738                       | 189,102                       | 1,417,966                           |
| Long-term loans receivable  | 16,361                        | 17,868                        | 137,487                             |
| Long-term leasehold deposits (Notes 4 and 18)                         | 401,206                       | 402,878                       | 3,371,478                           |
| Prepaid pension cost (Note 11)  |                               | 31,822                        |                                     |
| Net defined benefit asset (Note 11)                                   | 40,889                        | -                             | 343,605                             |
| Deferred income taxes (Note 10)                                       | 28,382                        | 32,836                        | 238,504                             |
| Other   | 66,980                        | 66,344                        | 562,857                             |
| Allowance for doubtful accounts (Note 4)                              | (4,984)                       | (6,966)                       | (41,882)                            |
|   | 717,574                       | 733,885                       | 6,030,033                           |
| Total assets  | ¥ 5,234,705                   | ¥ 4,811,380                   | \$ 43,989,117                       |

The accompanying notes are an integral part of these financial statements.

|   |            |                 | Thousands of                             |                                    |
|---|------------|-----------------|--|------------------------------------|
|   |            | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) | CORPORATE OVERVIEW                 |
| LIABILITIES AND NET ASSETS  | 2015       | 2014            | 2015                                     | RATI                               |
| Current liabilities:  |            |                 |  | 0                                  |
| Short-term loans (Notes 12 and 18)  | ¥ 130,780  | ¥ 116,147       | \$ 1,098,991                             | /ER/                               |
| Current portion of long-term debt (Notes 4, 12 and 18)                                  | 146,509    | 135,705         | 1,231,168                                | /IEV                               |
| Notes and accounts payable:   |            |                 |  | <                                  |
| Trade (Notes 4 and 6)   | 261,746    | 250,211         | 2,199,546                                |                                    |
| Trade for franchised stores (Notes 4 and 19)  | 150,758    | 133,760         | 1,266,873                                |                                    |
| Other   | 176,920    | 160,004         | 1,486,722                                |                                    |
|   | 589,425    | 543,976         | 4,953,151                                | MESSAGE FROM THE<br>TOP MANAGEMENT |
| Accrued expenses  | 104,284    | 97,543          | 876,336                                  | MA                                 |
| Income taxes payable  | 42,979     | 62,625          | 361,168                                  | NE T                               |
| Deposits received   | 149,610    | 115,910         | 1,257,226                                | GERO                               |
| ATM-related temporary advances  | 66,977     | 38,884          | 562,831                                  | ≦≞≤                                |
| Deposits received in banking business (Note 4)  | 475,209    | 403,062         | 3,993,352                                | 누분                                 |
| Allowance for bonuses to employees  | 12,893     | 14,773          | 108,344                                  |                                    |
| Allowance for sales promotion expenses  | 20,408     | 16,909          | 171,495                                  |                                    |
| Allowance for loss on future collection of gift certificates                            | 2,532      | 2,932           | 21,277                                   |                                    |
| Provision for sales returns   | 188        | 205             | 1,579                                    |                                    |
| Other (Notes 4, 10 and 14)  | 84,993     | 79,490          | 714,226                                  | RE                                 |
| Total current liabilities   | 1,826,791  | 1,628,167       | 15,351,184                               | SE E                               |
|   | 1,020,731  | 1,020,107       | 13,331,104                               | ≷<br>O                             |
| Long-term debt (Notes 4, 6, 12 and 18)  | 719,066    | 731,844         | 6,042,571                                | REVIEW OF OPERATIONS               |
| Allowance for accrued pension and severance costs (Note 11)                             | _          | 6,853           | _  | ERATI                              |
|   |            | 0,000           |  | SNO                                |
| Allowance for retirement benefits to Directors and<br>Audit & Supervisory Board Members | 2,060      | 2,019           | 17,310                                   |                                    |
|   |            |                 | 70.040                                   |                                    |
| Net defined benefit liability (Note 11)   | 8,669      | —               | 72,848                                   | RANA<br>RAMI                       |
| Deferred income taxes (Note 10)   | 63,536     | 51,220          | 533,915                                  | MANAGEMENT<br>FRAMEWORK            |
| Deposits received from tenants and franchised stores (Notes 4 and 18)                   | 56,779     | 55,046          | 477,134                                  | Υ Z                                |
| Asset retirement obligations (Note 14)  | 67,068     | 60,376          | 563,596                                  |                                    |
| Other liabilities (Note 18)   | 59,817     | 54,295          | 502,663                                  |                                    |
| Total liabilities   | 2,803,788  | 2,589,823       | 23,561,243                               |                                    |
| Commitments and contingent liabilities (Note 18)  |            |                 |  | FINANCIAL SECTION                  |
|   |            |                 |  | CIAL                               |
| Net assets (Note 16):   |            |                 |  | SE                                 |
| Shareholders' equity:   |            |                 |  | 3                                  |
| Common stock, authorized 4,500,000,000 shares,  |            | =               |  | 2<br>2                             |
| issued 886,441,983 shares in 2015 and 2014  | 50,000     | 50,000          | 420,168                                  |                                    |
| Capital surplus   | 527,470    | 526,850         | 4,432,521                                |                                    |
| Retained earnings   | 1,622,090  | 1,511,555       | 13,631,008                               |                                    |
| Treasury stock, at cost, 2,375,681 shares in 2015 and                                   |            |                 |  |                                    |
| 2,876,349 shares in 2014  | (5,883)    | (7,109)         | (49,436)                                 |                                    |
|   | 2,193,677  | 2,081,295       | 18,434,260                               |                                    |
| Accumulated other comprehensive income (loss):  |            |                 |  |                                    |
| Unrealized gains on available-for-sale securities, net of taxes (Note 5)                | 21,571     | 10,672          | 181,268                                  |                                    |
| Unrealized gains (losses) on hedging derivatives, net of taxes                          | 557        | (6)             | 4,680                                    |                                    |
| Foreign currency translation adjustments  | 80,342     | 3,785           | 675,142                                  |                                    |
| Remeasurements of defined benefit plan  | 3,512      | _               | 29,512                                   |                                    |
| Total accumulated other comprehensive income (loss)                                     | 105,985    | 14,450          | 890,630                                  |                                    |
| Subscription rights to shares (Note 17)   | 2,427      | 1,944           | 20,394                                   |                                    |
| Minority interests in consolidated subsidiaries   | 128,827    | 123,866         | 1,082,579                                |                                    |
| Total net assets  | 2,430,917  | 2,221,557       | 20,427,873                               |                                    |
| Total liabilities and net assets  | ¥5,234,705 | ¥4,811,380      | \$43,989,117                             |                                    |
|   |            | ,011,000        | ÷  |                                    |

# CONSOLIDATED STATEMENTS OF INCOME Seven & i Holdings Co., Ltd. and its consolidated subsidiaries for the fiscal years ended February 28, 2015 and 2014

|  |            |                 | Thousands of<br>U.S. dollars |
|--|------------|-----------------|------------------------------|
|  |            | Millions of yen | (Note 3)                     |
|  | 2015       | 2014            | 2015                         |
| Revenues from operations:  |            |                 |                              |
| Net sales  | ¥4,996,619 | ¥4,679,087      | \$41,988,394                 |
| Operating revenues (Note 20)   | 1,042,329  | 952,732         | 8,759,067                    |
|  | 6,038,948  | 5,631,820       | 50,747,462                   |
| Costs and expenses:  |            |                 |                              |
| Cost of sales  | 3,926,210  | 3,694,217       | 32,993,361                   |
| Selling, general and administrative expenses (Notes 11, 13, 17 and 20) | 1,769,405  | 1,597,944       | 14,868,949                   |
|  | 5,695,616  | 5,292,161       | 47,862,319                   |
| Operating income   | 343,331    | 339,659         | 2,885,134                    |
| Other income (expenses):   |            |                 |                              |
| Interest and dividend income   | 6,865      | 6,542           | 57,689                       |
| Interest expenses and interest on bonds                                | (9,353)    | (9,271)         | (78,596)                     |
| Equity in earnings (losses) of affiliates                              | (362)      | 2,649           | (3,042)                      |
| Foreign currency exchange losses                                       | (267)      | (1,768)         | (2,243)                      |
| Impairment loss on property and equipment (Note 8)                     | (15,220)   | (15,094)        | (127,899)                    |
| Gain on sales of property and equipment (Note 20)                      | 2,702      | 1,299           | 22,705                       |
| Loss on disposals of property and equipment (Note 20)                  | (13,349)   | (8,667)         | (112,176)                    |
| Subsidy income   | -          | 1,881           | -                            |
| Compensation income for expropriation                                  | 686        | 3               | 5,764                        |
| Gain on step acquisitions of shares of a subsidiary                    | 763        | _               | 6,411                        |
| Special expenses related to consumption tax rate change                | (2,028)    | _               | (17,042)                     |
| Other, net (Note 5)  | (3,573)    | (6,002)         | (30,025)                     |
|  | (33,136)   | (28,429)        | (278,453)                    |
| Income before income taxes and minority interests                      | 310,195    | 311,230         | 2,606,680                    |
| Income taxes (Note 10):  |            |                 |                              |
| Current  | 123,421    | 122,004         | 1,037,151                    |
| Deferred   | 4,222      | 1,177           | 35,478                       |
|  | 127,643    | 123,182         | 1,072,630                    |
| Income before minority interests                                       | 182,551    | 188,048         | 1,534,042                    |
| Minority interests in net income of consolidated subsidiaries          | 9,572      | 12,356          | 80,436                       |
| Net income   | ¥ 172,979  | ¥ 175,691       | \$ 1,453,605                 |

|                        |         | Yen     | U.S. dollars (Note 3) |
|------------------------|---------|---------|-----------------------|
|                        | 2015    | 2014    | 2015                  |
| Per share information: |         |         |                       |
| Net income (Basic)     | ¥195.66 | ¥198.84 | \$1.64                |
| Net income (Diluted)   | 195.48  | 198.69  | 1.64                  |
| Cash dividends         | 73.00   | 68.00   | 0.61                  |

The accompanying notes are an integral part of these financial statements.

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME Seven & i Holdings Co., Ltd. and its consolidated subsidiaries for the fiscal years ended February 28, 2015 and 2014

|  |          | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|--|----------|-----------------|--|
|  | 2015     | 2014            | 2015                                     |
| Income before minority interests   | ¥182,551 | ¥188,048        | \$1,534,042                              |
| Other comprehensive income (loss) (Note 15):   |          |                 |  |
| Unrealized gains (losses) on available-for-sale securities, net of taxes                 | 11,020   | 3,244           | 92,605                                   |
| Unrealized gains (losses) on hedging derivatives, net of taxes                           | 1,132    | (0)             | 9,512                                    |
| Foreign currency translation adjustments   | 77,684   | 85,768          | 652,806                                  |
| Share of other comprehensive income (loss) of entities accounted for using equity method | 192      | 114             | 1,613                                    |
| Total other comprehensive income (loss)  | 90,030   | 89,127          | 756,554                                  |
| Comprehensive income   | ¥272,582 | ¥277,175        | \$2,290,605                              |
| Comprehensive income attributable to:  |          |                 |  |
| Owners of the parent   | ¥261,001 | ¥262,645        | \$2,193,285                              |
| Minority interests   | 11,581   | 14,530          | 97,319                                   |

The accompanying notes are an integral part of these financial statements.

CORPORATE OVERVIEW

# CONSOLIDATED STATEMENTS OF CHANGES IN NET ASSETS Seven & i Holdings Co., Ltd. and its consolidated subsidiaries for the fiscal years ended February 28, 2015 and 2014

|   |                 |                    |                      |                               |  |  |   |   |                                     |  | Millions of yen |
|---|-----------------|--------------------|----------------------|-------------------------------|--|--|---|---|-------------------------------------|--|-----------------|
|   | Common<br>stock | Capital<br>surplus | Retained<br>earnings | Treasury<br>stock,<br>at cost | Unrealized<br>gains (losses)<br>on available-<br>for-sale<br>securities,<br>net of taxes | Unrealized<br>gains (losses)<br>on hedging<br>derivatives,<br>net of taxes | Foreign<br>currency<br>translation<br>adjustments | Remeasure-<br>ments of<br>defined<br>benefit plan | Subscription<br>rights to<br>shares | Minority<br>interests in<br>consolidated<br>subsidiaries | Total           |
| Balance at February 28, 2013  | ¥50,000         | ¥526,873           | ¥1,393,935           | ¥(7,142)                      | ¥ 7,416  | ¥ (5)  | ¥(79,914)   | ¥ —   | ¥1,538                              | ¥102,038   | ¥1,994,740      |
| Net income  |                 |                    | 175,691              |                               |  |  |   |   |                                     |  | 175,691         |
| Increase (decrease) resulting from<br>adoption of U.S. GAAP by<br>U.S. subsidiaries |                 |                    | 244                  |                               |  |  |   |   |                                     |  | 244             |
| Cash dividends  |                 |                    | (58,315)             |                               |  |  |   |   |                                     |  | (58,315)        |
| Purchase of treasury stock  |                 |                    |                      | (133)                         |  |  |   |   |                                     |  | (133)           |
| Disposal of treasury stock  |                 | (23)               |                      | 167                           |  |  |   |   |                                     |  | 143             |
| Other   |                 |                    |                      | (0)                           |  |  |   |   |                                     |  | (0)             |
| Net changes of items other than shareholder equity                                  |                 |                    |                      |                               | 3,255  | (1)  | 83,699  |   | 406                                 | 21,827   | 109,187         |
| Net increase (decrease) for the year  | -               | (23)               | 117,620              | 33                            | 3,255  | (1)  | 83,699  | _   | 406                                 | 21,827   | 226,817         |
| Balance at February 28, 2014  | ¥50,000         | ¥526,850           | ¥1,511,555           | ¥(7,109)                      | ¥10,672  | ¥ (6)  | ¥ 3,785   | ¥ —   | ¥1,944                              | ¥123,866   | ¥2,221,557      |
| Net income  |                 |                    | 172,979              |                               |  |  |   |   |                                     |  | 172,979         |
| Increase (decrease) resulting from<br>adoption of U.S. GAAP by<br>U.S. subsidiaries |                 |                    | 751                  |                               |  |  |   |   |                                     |  | 751             |
| Cash dividends  |                 |                    | (63,194)             |                               |  |  |   |   |                                     |  | (63,194)        |
| Purchase of treasury stock  |                 |                    |                      | (27)                          |  |  |   |   |                                     |  | (27)            |
| Disposal of treasury stock  |                 | 620                |                      | 1,253                         |  |  |   |   |                                     |  | 1,873           |
| Other   |                 |                    |                      | (0)                           |  |  |   |   |                                     |  | (0)             |
| Net changes of items other than shareholder equity                                  |                 |                    |                      |                               | 10,899   | 564  | 76,557  | 3,512   | 482                                 | 4,960  | 96,978          |
| Net increase (decrease) for the year  | -               | 620                | 110,535              | 1,226                         | 10,899   | 564  | 76,557  | 3,512   | 482                                 | 4,960  | 209,359         |
| Balance at February 28, 2015  | ¥50,000         | ¥527,470           | ¥1,622,090           | ¥(5,883)                      | ¥21,571  | ¥557   | ¥80,342   | ¥3,512  | ¥2,427                              | ¥128,827   | ¥2,430,917      |

Thousands of U.S. dollars (Note 3)

|   | Common<br>stock | Capital<br>surplus | Retained<br>earnings | Treasury<br>stock,<br>at cost | Unrealized<br>gains (losses)<br>on available-<br>for-sale<br>securities,<br>net of taxes | Unrealized<br>gains (losses)<br>on hedging<br>derivatives,<br>net of taxes | Foreign<br>currency<br>translation<br>adjustments | Remeasure-<br>ments of<br>defined<br>benefit plan | Subscription<br>rights to<br>shares | Minority<br>interests in<br>consolidated<br>subsidiaries | Total        |
|---|-----------------|--------------------|----------------------|-------------------------------|--|--|---|---|-------------------------------------|--|--------------|
| Balance at February 28, 2014  | \$420,168       | \$4,427,310        | \$12,702,142         | \$(59,739)                    | \$ 89,680  | \$ (50)  | \$ 31,806   | \$ —  | \$16,336                            | \$1,040,890  | \$18,668,546 |
| Net income  |                 |                    | 1,453,605            |                               |  |  |   |   |                                     |  | 1,453,605    |
| Increase (decrease) resulting from<br>adoption of U.S. GAAP by<br>U.S. subsidiaries |                 |                    | 6,310                |                               |  |  |   |   |                                     |  | 6,310        |
| Cash dividends  |                 |                    | (531,042)            |                               |  |  |   |   |                                     |  | (531,042)    |
| Purchase of treasury stock  |                 |                    |                      | (226)                         |  |  |   |   |                                     |  | (226)        |
| Disposal of treasury stock  |                 | 5,210              |                      | 10,529                        |  |  |   |   |                                     |  | 15,739       |
| Other   |                 |                    |                      | (0)                           |  |  |   |   |                                     |  | (0)          |
| Net changes of items other than shareholder equity                                  |                 |                    |                      |                               | 91,588   | 4,739  | 643,336   | 29,512  | 4,050                               | 41,680   | 814,941      |
| Net increase (decrease) for the year  | -               | 5,210              | 928,865              | 10,302                        | 91,588   | 4,739  | 643,336   | 29,512  | 4,050                               | 41,680   | 1,759,319    |
| Balance at February 28, 2015  | \$420,168       | \$4,432,521        | \$13,631,008         | \$(49,436)                    | \$181,268  | \$4,680  | \$675,142   | \$29,512  | \$20,394                            | \$1,082,579  | \$20,427,873 |

The accompanying notes are an integral part of these financial statements.

## CONSOLIDATED STATEMENTS OF CASH FLOWS Seven & i Holdings Co., Ltd. and its consolidated subsidiaries for the fiscal years ended February 28, 2015 and 2014

|   |   |   | Thousands of<br>U.S. dollars   |
|---|---|---|--|
|   |   | Millions of yen   | (Note 3)   |
|   | 2015  | 2014  | 2015   |
| ash flows from operating activities:  |   |   |  |
| ncome before income taxes and minority interests  | ¥ 310,195   | ¥ 311,230   | \$ 2,606,680   |
| Depreciation and amortization   | 172,237   | 147,379   | 1,447,369  |
| mpairment loss on property and equipment  | 15,220  | 15,094  | 127,899  |
| Amortization of goodwill  | 18,894  | 18,697  | 158,773  |
| ncrease (decrease) in allowance for bonuses to employees  | (2,030)   | 1,284   | (17,058  |
| Decrease (increase) in prepaid pension cost<br>Decrease (increase) in net defined benefit asset   | (1,664)   | (35)  | (13,983  |
| Interest and dividend income  | (6,865)   | (6,542)   | (13,983)   |
| Interest and dividend income  | 9,353   | 9,271   | 78,596   |
|   | 362   | (2,649)   | 3,042  |
| Equity in losses (earnings) of affiliates<br>Gain on sales of property and equipment  | (2,702)   | (1,299)   | (22,705  |
| Loss on disposals of property and equipment   | 13,349  | 8,667   | 112,176  |
| Subsidy income  |   | (1,881)   | 112,170  |
| Decrease (increase) in notes and accounts receivable, trade   | (9,186)   | (12,889)  | (77,193  |
| Decrease (increase) in notes and accounts receivable, financial services  | (4,968)   | (12,005)  | (41,747  |
| Decrease (increase) in inventories and accounts receivable, infancial services  | (806)   | (13,344)  | (6,773   |
| Increase (decrease) in notes and accounts payable, trade and trade for franchised stores  | 19,181  | 8,311   | 161,184  |
| Increase (decrease) in deposits received  | 33,451  | 15,996  | 281,100  |
| Net increase (decrease) in loans in banking business  | (9,000)   | (15,900)  | (75,630  |
| Net increase (decrease) in bonds in banking business  | (5,000)   | 31,000  | (42,016  |
| Net increase (decrease) in deposits received in banking business  | 72,146  | 77,617  | 606,268  |
| Net decrease (increase) in deposits received in banking business  |   | 15,000  |  |
| Net increase (increase) in call money in banking business   | (20,000)  | (40,900)  | (168,067   |
| Net change in ATM-related temporary accounts  | (39,428)  | (40,900)  | (331,327   |
| Other   | 5,651   | 3,127   | 47,487   |
| Subtotal  | 568,393   | 555.921   | 4.776.411  |
| Interest and dividends received   | 4,067   | 3,516   | 34,176   |
| Interest and dividends received   | (9,369)   | (9,259)   | (78,731  |
| Income taxes paid   | (146,400)   | (95,843)  | (1,230,252   |
| et cash provided by operating activities  | 416,690   | 454.335   | 3,501,596  |
| Payment for purchase of investments in securities<br>Proceeds from sales of investments in securities<br>Payment for purchase of investments in subsidiaries<br>Payment for purchase of investments in subsidiaries resulting in change in<br>scope of consolidation (Note 9) | (23,602)<br>54,334<br>(444)<br>(6,373)  | (110,584)<br>99,386<br>(449)<br>(6,584)   | (198,336<br>456,588<br>(3,731<br>(53,554   |
| Proceeds from sales of investments in subsidiaries resulting in change in   |   |   |  |
| scope of consolidation (Note 9)   | 377   |   | 3,168  |
| Payment for long-term leasehold deposits  | (25,789)  | (27,305)  | (216,714   |
| Refund of long-term leasehold deposits  | 35,163  | 36,693  | 295,487  |
| Proceeds from deposits from tenants   | 4,571   | 3,376   | 38,411   |
| Refund of deposits from tenants   | (2,346)   | (3,232)   | (19,714  |
| Payment for acquisition of business (Note 9)  | (909)   | (8,245)   | (7,638   |
| Payment for time deposits   | (28,379)  | (15,801)  | (238,478   |
|   | 20,398  | 19,126  | 171,411  |
| Proceeds from withdrawal of time deposits   |   |   | (05.070  |
| Other   | (3,079)   | (4,659)   | (25,873  |
| Other   |   | (4,659)<br>(286,686)  | (25,873<br>(2,270,882  |
| Other<br>et cash used in investing activities   | (3,079)   |   |  |
| Other<br>et cash used in investing activities<br>ash flows from financing activities:   | (3,079)   |   | (2,270,882   |
| Other<br>et cash used in investing activities   | (3,079)<br>(270,235)  | (286,686)   | (2,270,882)  |
| Other<br>et cash used in investing activities<br>ash flows from financing activities:<br>Net increase (decrease) in short-term loans<br>Proceeds from long-term debts   | (3,079)<br>(270,235)<br>13,122  | (286,686)<br>(23,750)   | (2,270,882<br>110,268<br>744,957   |
| Otheret cash used in investing activities   | (3,079)<br>(270,235)<br>13,122<br>88,650  | (286,686)<br>(23,750)<br>117,100  | (2,270,882<br>110,268<br>744,957<br>(819,647   |
| Otheret cash used in investing activities   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)  | (286,686)<br>(23,750)<br>117,100<br>(124,436)   | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336  |
| Other   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)<br>13,011  | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838  |  |
| Other   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)<br>13,011  | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)   | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336  |
| Other   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)<br>13,011  | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)<br>99,700   | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336  |
| Other   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)<br>13,011<br>(13,011)<br>—<br>—<br>—   | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)<br>99,700<br>(40,000)   | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336<br>(109,336<br>  |
| Other   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)<br>13,011<br>(13,011)<br>—<br>(63,150)   | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)<br>99,700<br>(40,000)<br>(58,270)   | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336<br>(109,336<br>  |
| Other   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)<br>13,011<br>(13,011)<br>—<br>(63,150)<br>26<br>(5,627)  | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)<br>99,700<br>(40,000)<br>(58,270)<br>0  | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336<br>(109,336<br>(109,336<br>(530,672<br>218<br>(47,285  |
| Other   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)<br>13,011<br>(13,011)<br>—<br>(63,150)<br>26   | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)<br>99,700<br>(40,000)<br>(58,270)<br>0<br>(5,493)   | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336<br>(109,336<br>(109,336<br>(530,672<br>218   |
| Other   | (3,079)<br>(270,235)<br>13,122<br>88,650<br>(97,538)<br>13,011<br>(13,011)<br>—<br>(63,150)<br>26<br>(5,627)<br>(14,966)  | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)<br>99,700<br>(40,000)<br>(58,270)<br>0<br>(5,493)<br>(12,650)   | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336<br>(109,336<br>(109,336<br>(109,336<br>(109,336<br>(109,336<br>(109,336<br>(109,336<br>(109,336<br>(109,336)<br>(125,764   |
| Other   | (3,079)<br>(270,235)<br>(270,235)<br>(3,122<br>(88,650<br>(97,538)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,011)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,012)<br>(13,0 | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)<br>99,700<br>(40,000)<br>(58,270)<br>0<br>(5,493)<br>(12,650)<br>(55,227)<br>8,924                                    | (2,270,882<br>110,268<br>744,957<br>(819,647<br>109,336<br>(109,336<br>(109,336<br>(530,672<br>218<br>(47,285<br>(125,764<br>(667,915<br>104,386   |
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 | (286,686)<br>(23,750)<br>117,100<br>(124,436)<br>216,838<br>(224,266)<br>99,700<br>(40,000)<br>(58,270)<br>0<br>(58,270)<br>0<br>(5,493)<br>(12,650)<br>(55,227)<br><u>8,924</u><br>121,344 | 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The accompanying notes are an integral part of these financial statements.

CORPORATE OVERVIEW

MESSAGE FROM THE

REVIEW OF OPERATIONS

MANAGEMENT FRAMEWORK

FINANCIAL SECTION

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Seven & i Holdings Co., Ltd. and its consolidated subsidiaries

### **1. BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS**

The accompanying Consolidated Financial Statements of Seven & i Holdings Co., Ltd. and its consolidated subsidiaries (the "Companies") have been prepared in conformity with accounting principles generally accepted in Japan ("Japanese GAAP"), which are different in certain respects as to application and disclosure requirements from International Financial Reporting Standards ("IFRS"), and are compiled from the Consolidated Financial Statements prepared by Seven & i Holdings Co., Ltd. (the "Company") as required by the Financial Instruments and Exchange Law of Japan.

The accompanying Consolidated Financial Statements also include the accounts of the Company's foreign consolidated subsidiaries. The accounts of the Company's foreign consolidated subsidiaries are prepared in accordance with either IFRS or U.S. generally accepted accounting principles ("U.S. GAAP"), with adjustments for the specific five items as applicable. The accompanying Consolidated Financial Statements have been restructured and translated into English from the Consolidated Financial Statements prepared in accordance with Japanese GAAP and filed with the appropriate Local Finance Bureau of the Ministry of Finance as required by the Financial Instruments and Exchange Law of Japan. Certain supplementary information included in the statutory Japanese language Consolidated Financial Statements, but not required for fair presentation, is not presented in the accompanying Consolidated Financial Statements.

As permitted under the Financial Instruments and Exchange Law of Japan, amounts of less than one million yen have been omitted. As a result, the totals shown in the accompanying Consolidated Financial Statements (both in yen and in U.S. dollars) do not necessarily agree with the sums of the individual amounts.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### (1) Basis of consolidation

The accompanying Consolidated Financial Statements include the accounts of the Company and 118 subsidiaries as of February 28, 2015 (121 subsidiaries as of February 28, 2014) which, with an exception due to materiality, include Seven-Eleven Japan Co., Ltd., 7-Eleven, Inc., Ito-Yokado Co., Ltd., York-Benimaru Co., Ltd., Sogo & Seibu Co., Ltd., Seven & i Food Systems Co., Ltd., and Seven Bank, Ltd.

Three entities have been newly consolidated for the fiscal year ended February 28, 2015 following the additional acquisition of shares of Barneys Japan Co., Ltd. and the establishment of Bank Business Factory Co., Ltd. and PT. ABADI TAMBAH MULIA INTERNASIONAL.

On the other hand, six entities were excluded from the scope of consolidation for the fiscal year ended February 28, 2015 following the dissolution of Seven Net Shopping Co., Ltd., Yis co., ltd., SEVEN & i Life Design Institute Co., Ltd., and SHADDY POTTERY CO., LTD.; sales of shares of APIX INTERNATIONAL CO., LTD.; and liquidation of Beijing Wang fu jing Yokado Commercial Co., Ltd.

The fiscal year-end of some subsidiaries is December 20 or 31. The financial statements of such subsidiaries as of and for the year ended December 20 or 31 are used in preparing the Consolidated Financial Statements. All material transactions that occur during the period from the closing date to February 28 are adjusted in the consolidation process.

The fiscal year-end of Seven Bank, Ltd. is March 31. Pro forma financial statements as of the end of February, prepared in a manner that is substantially identical to the preparation of the official financial statements, are prepared in order to facilitate its consolidation.

During the fiscal year ended February 28, 2015, six subsidiaries of the mail order services segment changed their closing dates from March 31 or September 30 to December 31. The Consolidated Financial Statements include the financial information from January 1 to December 31 of such subsidiaries.

All material intercompany transactions and account balances have been eliminated.

24 affiliates as of February 28, 2015 (26 affiliates as of February 28, 2014), which include PRIME DELICA CO., LTD. and PIA CORPORATION, are accounted for using the equity method. The number of affiliates to which the equity method is applied decreased by two in connection with the sales of shares of KINSHO STORE Co., LTD. and the transfer to consolidated subsidiary due to additional acquisition of shares of Barneys Japan Co., Ltd.

When an affiliate is in a net loss position, the Company's share of such loss is reduced from its loan receivable from that affiliate. For the affiliates that have a balance sheet date other than February 28, their individual financial statements are used in preparing the Consolidated Financial Statements.

### (2) Inventories

Inventories are stated mainly at cost determined by the following method with book value written down to the net realizable value. Cost is determined principally by the retail method for domestic consolidated subsidiaries (excluding subsidiaries in the mail order services segment) and by the FIFO method (except for gasoline inventory that is determined mainly by the weighted-average cost method) for subsidiaries in the mail order services segment and foreign consolidated subsidiaries. Some subsidiaries are included using the moving-average method.

Supplies are carried at cost, which is mainly determined by the last purchase price method, with book value written down to the net realizable value.

### (3) Securities

- Held-to-maturity debt securities are carried at amortized cost. Available-for-sale securities are classified into two categories, where:
- (a) the fair value is available and (b) the fair value is not available.(a) Securities whose fair value is available are valued at the quoted
- market price prevailing at the end of the fiscal year. Net unrealized gains or losses on these securities are reported as a separate component of net assets at a net-of-tax amount. Cost of securities sold is determined using the moving-average method.
- (b) Securities whose fair value is not available are valued at cost, determined using the moving-average method.

### (4) Derivatives

Derivative financial instruments are valued at fair value.

### (5) Property and equipment (excluding lease assets)

Depreciation of property and equipment is computed generally using the straight-line method for the Companies, except for the consolidated subsidiaries in the mail order services segment, which use the declining-balance method except for buildings.

#### (6) Intangible assets (excluding lease assets)

Intangible assets are amortized using the straight-line method for the Company and its domestic consolidated subsidiaries.

Internal use software is amortized using the straight-line method over an estimated useful life of 5 years.

Goodwill and negative goodwill arising from consolidated subsidiaries that occurred until February 28, 2011 are mainly amortized over a period of 20 years on a straight-line basis, or charged to income, if they are immaterial. Negative goodwill arising from consolidated subsidiaries that occurred after March 1, 2011 is charged to income when incurred. The difference between the cost of investments and equity in their net assets at the date of acquisition recognized in applying the equity method is treated in the same manner.

### (7) Lease assets

The method of accounting for finance leases that do not transfer ownership of the leased property to the lessee changed from treating such leases as rental transactions to treating them as sale/purchase transactions, recognizing them as lease assets.

Under the existing accounting standards, finance leases commenced prior to March 1, 2009 that do not transfer ownership of the leased property to the lessee are permitted to be accounted for in the same manner as operating leases if certain "as if capitalized" information is disclosed in a note to the lessee's financial statements.

### (8) Income taxes

The income taxes of the Company and its domestic consolidated subsidiaries consist of corporate income taxes, inhabitant taxes and enterprise taxes.

Deferred tax accounting is applied.

From the fiscal year ended February 28, 2013, the Company and its wholly owned domestic subsidiaries have applied the Consolidated Taxation System.

### (9) Allowances

(a) Allowance for doubtful accounts

Allowance for doubtful accounts is provided in an amount sufficient to cover probable losses on collection. It consists of the estimated uncollectible amount with respect to certain identified doubtful receivables and an amount calculated using the actual historical rate of losses.

(b) Allowance for sales promotion expenses

Allowance for sales promotion expenses is provided for the use of points given to customers at the amount expected to be used on the balance sheet date in accordance with the sales promotion point card program.

(c) Allowance for bonuses to employees

Allowance for bonuses to employees is provided at the amount expected to be paid in respect of the calculation period ended on the balance sheet date.

(d) Allowance for loss on future collection of gift certificates Allowance for loss on future collection of gift certificates issued by certain domestic consolidated subsidiaries is provided for future collection of gift certificates recognized as income after remaining uncollected for certain periods from their issuance. The amount is calculated using the historical results of collection.

(e) Provision for sales returns

Provision for sales returns is provided at the amount of estimated future loss due to sales returns. The amount is calculated using the historical results of returns.

(f) Allowance for retirement benefits to Directors and Audit & Supervisory Board Members

Allowance for retirement benefits to Directors and Audit & Supervisory Board Members is provided at the amount required to be paid in accordance with internal rules.

The Company and some of its consolidated subsidiaries abolished the retirement benefit system for Directors and Audit & Supervisory Board Members, for which some subsidiaries have determined to pay the balance at the time of retirement.

### (10) Accounting method for retirement benefits

(a) Allocation method of estimated total retirement benefits Mainly point basis

(b) Amortization method of the actuarial difference and the prior service cost

Actuarial differences are amortized on a straight-line basis over the period of 10 years from the year following the year in which they arise, which is shorter than the average remaining years of service of the eligible employees.

Prior service cost is amortized on a straight-line basis over the periods of 5 years or 10 years, which are shorter than the average remaining years of service of the eligible employees.

### (11) Hedge accounting

Forward foreign exchange contracts are utilized as hedging instruments and the related hedged items are foreign currencydenominated monetary liabilities. Interest rate swap contracts are utilized as hedging instruments and the related hedged items are loans payable. The Companies have policies to utilize derivative instruments for the purposes of hedging their exposure to fluctuations in foreign currency rates, interest rates and reducing finance costs.

The Companies do not hold or issue derivative instruments for trading or speculative purposes. If interest rate swap contracts are used as hedges and meet certain hedging criteria, the recognition of gains and losses resulting from the changes in fair value of interest rate swap contracts is deferred until the related gains and losses on the hedged items are recognized. The forward foreign exchange contracts are accounted for by the short-cut method when they meet certain criteria. Certain interest rate swap contracts that meet specific hedging criteria are not measured at market value but the differences between the paid and received amount under the swap contracts are recognized and included in interest expenses as incurred. The hedge effectiveness is assessed quarterly except for those that meet specific hedging criteria.

### (12) Per share information

Net assets (excluding minority interests in consolidated subsidiaries and subscription rights to shares) per share as of February 28, 2015 and February 28, 2014 are ¥2,601.23 (\$21.85) and ¥2,371.92, respectively. Net income per share for the fiscal years ended February 28, 2015 and February 28, 2014 is ¥195.66 (\$1.64) and ¥198.84, respectively. Diluted net income per share for the fiscal years ended February 28, 2015 and February 28, 2014 is ¥195.48 (\$1.64) and ¥198.69, respectively.

Net assets per share for the fiscal year ended February 28, 2015, increased by ¥3.97 (\$0.03) as a result of application of revised accounting standards for retirement benefits, which is stated in Note 2 (18), "Change in significant accounting policies for the preparation of Consolidated Financial Statements."

Net income per share of common stock is computed based on the weighted-average number of shares of common stock outstanding and diluted net income per share is computed based on the weighted-average number of shares of common stock outstanding during each year after incorporating the dilutive potential of shares of common stock to be issued upon the exercise of stock options.

The basis for the calculation of net income per share for the fiscal years ended February 28, 2015 and February 28, 2014 is as follows:

|  |             |                 | Thousands of<br>U.S. dollars |
|--|-------------|-----------------|------------------------------|
|  |             | Millions of yen | (Note 3)                     |
|  | 2015        | 2014            | 2015                         |
| Net income   | ¥172,979    | ¥175,691        | \$1,453,605                  |
| Less components not pertaining to common shareholders                  | —           | —               | —                            |
| Net income pertaining to common shareholders                           | ¥172,979    | ¥175,691        | \$1,453,605                  |
| Weighted-average number of shares of common stock outstanding (shares) | 884,064,278 | 883,564,722     | 884,064,278                  |

Cash dividends per share shown in the accompanying Consolidated Statements of Income represent dividends declared as applicable to the respective fiscal year.

### (13) Treasury stock

Treasury stock shown in the accompanying Consolidated Balance Sheets includes the portion of the Company's interests in its treasury stock held by affiliates accounted for using the equity method according to Japanese GAAP on the presentation of treasury stock.

### (14) Accounting for consumption taxes and excise tax

The Japanese consumption taxes withheld and consumption taxes paid are not included in the accompanying Consolidated Statements of Income. The excise tax levied in the United States and Canada is included in the accompanying Consolidated Statements of Income.

### (15) Foreign currency translation

All assets and liabilities of the Company and its domestic consolidated subsidiaries denominated in foreign currencies are translated into Japanese yen at the exchange rate in effect at the respective balance sheet dates. Translation gains or losses are included in the accompanying Consolidated Statements of Income.

All balance sheet accounts of foreign subsidiaries are translated into Japanese yen at the exchange rate in effect at the respective balance sheet dates except for shareholders' equity, which is translated at the historical rates. All income and expense accounts are translated at the average exchange rate for the period. The resulting translation adjustments are included in the accompanying Consolidated Balance Sheets under foreign currency translation adjustments and minority interests in consolidated subsidiaries.

### (16) Cash and cash equivalents

Cash and cash equivalents in the accompanying Consolidated Balance Sheets and Consolidated Statements of Cash Flows are comprised of cash on hand, demand deposits, and short-term investments with maturities of three months or less from the date of acquisition, that are liquid, readily convertible into cash, and are subject to minimum risk of price fluctuation.

### (17) Accounting for franchised stores in convenience store operations

Seven-Eleven Japan Co., Ltd. and 7-Eleven, Inc. recognize franchise commission from their franchised stores as revenues and include it in operating revenues.

### (18) Change in significant accounting policies for the preparation of Consolidated Financial Statements

(Application of Accounting Standard for Retirement Benefits) The Company has applied the Accounting Standard for Retirement Benefits (ASBJ Statement No. 26, May 17, 2012; hereinafter the "Standard") and the Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No. 25, May 17, 2012; hereinafter the "Guidance") from the end of the fiscal year ended February 28, 2015 (excluding provisions stated in Article 35 of the Standard and Article 67 of the Guidance). Under the new policy, the method was changed such that plan assets are deducted from retirement benefit obligations and recorded under net defined benefit liability, and unrecognized net actuarial gain or loss and unrecognized past service cost are included in net defined benefit liability. Amounts of plan assets in excess of retirement benefit obligations are recorded under net defined benefit asset. With respect to application of the Standard, the transitional treatment as prescribed in Article 37 of the Standard was applied. As of February 28, 2015, the effect of the change in accounting policy was reflected in remeasurements of defined benefit plans under accumulated other comprehensive income.

As a result of this change, as of February 28, 2015, a net defined benefit asset of ¥40,889 million (\$343,605 thousand) and a net defined benefit liability of ¥8,669 million (\$72,848 thousand) were recorded, while accumulated other comprehensive income increased by ¥3,512 million (\$29,512 thousand).

The effect on per-share data is stated in Note 2 (12), "Per share information."

(Change in depreciation method for property and equipment) Previously, the Companies, excluding certain domestic and foreign consolidated subsidiaries, used the declining-balance method to calculate the depreciation of property and equipment.

However, effective from the fiscal year ended February 28, 2014, the Companies integrated to the straight-line method of depreciation, excluding subsidiaries in the mail order services segment. The Company reviewed the depreciation methods of the Companies that used the declining-balance method mainly because of Seven-Eleven Japan Co., Ltd.'s increased investments in the store properties and Ito-Yokado Co., Ltd.'s investments in larger shopping centers to meet business environment changes and customer needs surrounding the Companies.

The Company believes that the change from the declining-balance method to the straight-line method better reflects its business performance in terms of the matching of costs and revenues more appropriately, because it is expected that property and equipment are used evenly over their useful lives, revenues generated from the property and equipment are earned stably, and maintenance and repair expenses for those property and equipment are incurred regularly over their useful lives.

As a result of this change, operating income and income before income taxes and minority interests for the fiscal year ended February 28, 2014, increased by ¥31,555 million.

### (19) New accounting pronouncements

- Accounting Standard for Retirement Benefits (ASBJ Statement No. 26, May 17, 2012)
- Guidance on Accounting Standard for Retirement Benefits (ASBJ Guidance No. 25, May 17, 2012)

The revised accounting standard and guidance allow a choice for the method of attributing expected benefits to periods of either the straight-line method or the plan's benefit formula method. In addition, the determination method of the discount rate was amended.

The amendment of the calculation method for the present value of defined benefit obligations and current service cost will be adopted from the beginning of the fiscal year ending February 29, 2016.

The resulting effect of adopting this revised accounting standard was under assessment at the time of preparation of the accompanying Consolidated Financial Statements.

### (20) Reclassification

Certain prior year amounts have been reclassified to conform to the current year's presentation.

### 3. U.S. DOLLAR AMOUNTS

The accounts of the Consolidated Financial Statements presented herein are expressed in Japanese yen and, solely for the convenience of the reader, have been translated into U.S. dollars at the rate of  $\pm119=US$ , the approximate rate of exchange prevailing as of

February 28, 2015. The inclusion of such amounts is not intended to imply that Japanese yen have been or could be readily converted, realized, or settled in U.S. dollars at this rate or at any other rate.

FINANCIAL SECTION

### 4. FINANCIAL INSTRUMENTS

### Qualitative information on financial instruments

(1) Policies relating to financial instruments

For the management of surplus funds, the Companies' basic policy is to give priority to safety, liquidity, and efficiency, investing only in short-term instruments (within one year) such as deposits at banks.

The Companies mainly raise funds through bank loans and bond issuance while ensuring the dispersal of redemption periods.

Also, the Companies use derivative instruments to mitigate the risk of currency exchange rates fluctuations for receivables and payables denominated in foreign currencies and the risk of fluctuations in the interest rates of interest-bearing debt as well as to optimize cash flows for future interest payments. The Companies do not hold or issue derivative instruments for trading or speculative purposes.

### (2) Details of financial instruments, associated risk, and risk management systems

The Companies' risk management policy is incorporated in the "Fundamental Risk Management Policy," which designated the divisions that are responsible for each type of risk and overall risk management. Further, in relation to financial instruments the Companies recognize and manage risk as follows.

Notes and accounts receivable, trade are exposed to individual customer's credit risk. The Companies regularly monitor due dates and outstanding balances, as well as customer creditworthiness, to identify any concerns and mitigate losses associated with their collectability.

Long-term leasehold deposits, mainly arising from store rental agreements, are also exposed to individual lessor's credit risk. As with notes and accounts receivable, trade, the Companies monitor lessor creditworthiness to identify any concerns and mitigate losses associated with their collectability.

Marketable securities mainly consist of negotiable certificates of deposit used for the management of surplus funds. Investments in securities mainly consist of shares of companies with which the Companies have operational relationships and Japanese government bonds held by Seven Bank, Ltd., which is a subsidiary of the Company. These investments are exposed to market risk. The Companies regularly reconsider the holding status of these securities by monitoring market prices and the issuers' financial position, in light of the Companies' business partnerships.

Among notes and accounts payable, trade, debts denominated in foreign currencies are exposed to the risk of currency exchange rate fluctuations. In order to mitigate the risk, the Companies enter into foreign exchange forward contracts that cover a portion of the settlement amount. With regards to the foreign exchange forward contracts, the Companies regularly monitor their valuation.

Among loans, short-term loans and commercial paper are used mainly to raise operating funds, while long-term loans and bonds are used mainly for capital investments. These debts are managed comprehensively based on the asset-liability management ("ALM") model.

Among these debts, long-term loans with variable interest rates are exposed to the risk of interest rate fluctuations, which is partially mitigated by interest rate swap contracts. The detailed explanation as to the specific hedge methods are set out in Note 2, "Summary of Significant Accounting Policies."

In relation to the derivative instruments (i.e. forward exchange contracts, interest rate swap contracts) discussed above, the Companies mitigate credit risk by restricting counterparties to financial institutions that have high creditworthiness.

Trade payables, loans and bonds are exposed to liquidity risk, which is the risk of failing to settle as scheduled. The Companies manage the risk through adequately maintaining fund management plans, as well as by the Company conducting entity-wide cash management.

### (3) Supplementary information on fair values

Fair values of financial instruments are measured through quoted market prices when available. When quoted market prices are not available, fair values are estimated by using reasonable valuation methods. The assumptions of such estimations include variable factors and, accordingly, if different assumptions are adopted, estimated fair values may change. The contract amounts of the derivatives discussed in Note 6, "Derivative Transactions," below are not an indicator of the market risk associated with derivative transactions.

### Fair values of financial instruments

Book values and fair values of the financial instruments on the Consolidated Balance Sheets as of February 28, 2015 and February 28, 2014 are as follows.

Certain items that are deemed to be immaterial are not included in the table. Financial instruments whose fair value is deemed highly difficult to measure are also excluded from the table.

|   | Millions of yen |            |            |
|---|-----------------|------------|------------|
|   |                 |            | 2015       |
|   | Book value      | Fair value | Difference |
| Cash and cash equivalents   | ¥1,000,762      | ¥1,000,762 | ¥ —        |
| Notes and accounts receivable, trade                                | 340,792         |            |            |
| Allowance for doubtful accounts <sup>(a)</sup>                      | (2,716)         |            |            |
|   | 338,076         | 341,636    | 3,560      |
| Marketable securities and investments in securities                 | 127,576         | 127,914    | 338        |
| Long-term leasehold deposits <sup>(b)</sup>                         | 297,863         |            |            |
| Allowance for doubtful accounts <sup>(c)</sup>                      | (777)           |            |            |
|   | 297,086         | 298,441    | 1,354      |
| Total assets  | ¥1,763,501      | ¥1,768,755 | ¥ 5,253    |
| Notes and accounts payable, trade <sup>(d)</sup>                    | ¥ 412,504       | ¥ 412,504  | ¥ —        |
| Deposits received in banking business                               | 475,209         | 475,644    | 435        |
| Bonds <sup>(e)</sup>  | 379,991         | 388,531    | 8,539      |
| Long-term loans <sup>()</sup>                                       | 437,480         | 441,198    | 3,717      |
| Deposits received from tenants and franchised stores <sup>(g)</sup> | 26,423          | 25,228     | (1,194)    |
| Total liabilities   | ¥1,731,609      | ¥1,743,107 | ¥11,498    |
| Derivative instruments <sup>(h)</sup>                               | ¥ 2,825         | ¥ 2,825    | ¥ —        |

|   |            |            | Millions of yen |
|---|------------|------------|-----------------|
|   |            |            | 2014            |
|   | Book value | Fair value | Difference      |
| Cash and cash equivalents   | ¥ 921,432  | ¥ 921,432  | ¥ —             |
| Notes and accounts receivable, trade                                | 327,072    |            |                 |
| Allowance for doubtful accounts <sup>(a)</sup>                      | (3,064)    |            |                 |
|   | 324,008    | 327,374    | 3,366           |
| Marketable securities and investments in securities                 | 140,172    | 142,631    | 2,458           |
| Long-term leasehold deposits <sup>(b)</sup>                         | 296,900    |            |                 |
| Allowance for doubtful accounts <sup>(c)</sup>                      | (727)      |            |                 |
|   | 296,173    | 294,991    | (1,181)         |
| Total assets  | ¥1,681,786 | ¥1,686,429 | ¥ 4,643         |
| Notes and accounts payable, trade <sup>(d)</sup>                    | ¥ 383,972  | ¥ 383,972  | ¥ —             |
| Deposits received in banking business                               | 403,062    | 403,473    | 411             |
| Bonds <sup>(e)</sup>  | 384,987    | 392,970    | 7,982           |
| Long-term loans <sup>(f)</sup>                                      | 433,261    | 436,733    | 3,471           |
| Deposits received from tenants and franchised stores <sup>(g)</sup> | 25,847     | 24,132     | (1,715)         |
| Total liabilities   | ¥1,631,131 | ¥1,641,282 | ¥10,150         |
| Derivative instruments <sup>(h)</sup>                               | ¥ 810      | ¥ 810      | ¥ —             |

|   | Thousands of U.S. dollars (Note 3) |              |            |  |
|---|------------------------------------|--------------|------------|--|
|   |                                    |              | 2015       |  |
|   | Book value                         | Fair value   | Difference |  |
| Cash and cash equivalents   | \$ 8,409,764                       | \$ 8,409,764 | \$ —       |  |
| Notes and accounts receivable, trade                                | 2,863,798                          |              |            |  |
| Allowance for doubtful accounts <sup>(a)</sup>                      | (22,823)                           |              |            |  |
|   | 2,840,974                          | 2,870,890    | 29,915     |  |
| Marketable securities and investments in securities                 | 1,072,067                          | 1,074,907    | 2,840      |  |
| Long-term leasehold deposits <sup>(b)</sup>                         | 2,503,050                          |              |            |  |
| Allowance for doubtful accounts <sup>(c)</sup>                      | (6,529)                            |              |            |  |
|   | 2,496,521                          | 2,507,907    | 11,378     |  |
| Total assets  | \$14,819,336                       | \$14,863,487 | \$ 44,142  |  |
| Notes and accounts payable, trade <sup>(d)</sup>                    | \$ 3,466,420                       | \$ 3,466,420 | \$ —       |  |
| Deposits received in banking business                               | 3,993,352                          | 3,997,008    | 3,655      |  |
| Bonds <sup>(e)</sup>  | 3,193,201                          | 3,264,966    | 71,756     |  |
| Long-term loans®  | 3,676,302                          | 3,707,546    | 31,235     |  |
| Deposits received from tenants and franchised stores <sup>(g)</sup> | 222,042                            | 212,000      | (10,033)   |  |
| Total liabilities   | \$14,551,336                       | \$14,647,957 | \$ 96,621  |  |
| Derivative instruments <sup>(h)</sup>                               | \$ 23,739                          | \$ 23,739    | \$ —       |  |

Notes:

(a) The amount of allowance for doubtful accounts relates only to notes and accounts receivable, trade.

(a) The amount of allowance for doubtful accounts relates only to notes and accounts receivable, trade.
(b) The amount of long-term leasehold deposits includes a portion of leasehold deposits maturing within one year.
(c) The amount of allowance for doubtful accounts relates only to long-term leasehold deposits.
(d) The amount of notes and accounts payable, trade includes trade for franchised stores.
(e) The amount of bonds includes bonds due within one year.
(f) The amount of long-term loans includes long-term loans due within one year.
(g) The amount of deposits received from tenants and franchised stores includes a portion of the deposits received maturing within one year.
(h) The value of assets and liabilities arising from derivative instruments is shown by net value. Net liabilities are shown in parentheses.

### Note 1: Items relating to the calculation of the fair value of financial instruments and derivative instruments

### Assets

(1) Cash and cash equivalents

The relevant book values are used as they are due in a short period; hence market prices are equivalent to book values.

### (2) Notes and accounts receivable, trade

For notes and accounts receivable, trade the relevant book values are used, as they are due in a short period; hence market prices are equivalent to book values. The fair value of items with long settlement periods is the present value, which is obtained by discounting the total sum of the capital and interest that reflects credit risk by the corresponding interest rate for government bonds over the remaining period.

### (3) Marketable securities and investments in securities

For the fair value of equity securities, market prices are used. For debt securities, market prices or the prices shown by correspondent financial institutions are used. For negotiable certificates of deposit, the relevant book values are used, as they are due in a short period, hence market prices are equivalent to book values.

### (4) Long-term leasehold deposits

The fair value of items with long settlement periods is the present value, which is calculated by discounting the future cash flows that reflect credit risks by the corresponding interest rate for government bonds over the remaining period.

### Liabilities

### (1) Notes and accounts payable, trade

The relevant book values are used, as they are due in a short period; hence market prices are equivalent to book values.

### (2) Deposits received in banking business

The fair value of deposit on demand is measured at the amount payable on demand at the balance sheet date (book value). The fair value of time deposits is measured at their present value, which is obtained by categorizing the balance in accordance with their maturity and discounting the relevant future cash flows by each category. The discount rate is the interest rate that would be applied to newly accepted deposits. For time deposits that are due within one year, the relevant book values are used, as they are due in a short period; hence market prices are equivalent to book values.

### (3) Bonds

The fair value of bonds that have market prices is based on those prices. The fair value of bonds that do not have market prices is based on the present value, which is obtained by discounting the total principal and interest over the remaining period by the interest rate that reflects credit risk.

### (4) Long-term loans

The fair value of long-term loans is based on the present value, which is obtained by discounting the total of principal and interest by the interest rate that would be applied if similar new borrowings were entered into.

(5) Deposits received from tenants and franchised stores The fair value of deposits received from tenants is the present value, which is obtained by discounting future cash flows by the corresponding interest rate for government bonds over the remaining period.

### Derivative instruments

Refer to Note 6, "Derivative Transactions."

### Note 2: Items for which fair value is deemed highly difficult to measure

|   |          | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|----------|-----------------|--|
|   | 2015     | 2014            | 2015                                     |
|   |          |                 | Book value                               |
| Investments in securities <sup>(a)</sup> :                          |          |                 |  |
| Unlisted securities   | ¥ 12,448 | ¥ 12,823        | \$104,605                                |
| Shares of affiliates  | 27,010   | 34,878          | 226,974                                  |
| Other   | 1,703    | 1,228           | 14,310                                   |
| Long-term leasehold deposits <sup>(b)</sup>                         | 116,833  | 122,956         | 981,789                                  |
| Deposits received from tenants and franchised stores <sup>(b)</sup> | 33,471   | 29,700          | 281,268                                  |

Notes:

(a) These are not included in marketable securities and investments in securities in the above tables since determining their estimated fair values was deemed to be highly difficult, due to the fact that these do not have market prices and the future cash flows cannot be estimated.

(b) These are not included in long-term leasehold deposits and deposits received from tenants and franchised stores in the above tables since determining their fair values was deemed to be highly difficult, due to the fact that the amount to be repaid cannot be reasonably estimated.

### Note 3: Redemption schedule for receivables and marketable securities with maturities

|  |                 |                                     |                                      | Millions of yen |
|--|-----------------|-------------------------------------|--------------------------------------|-----------------|
|  |                 |                                     |                                      | 2015            |
|  | Within one year | After one year<br>within five years | After five years<br>within ten years | After ten years |
| Cash and cash equivalents                            | ¥1,000,762      | ¥ —                                 | ¥ —                                  | ¥ —             |
| Notes and accounts receivable, trade                 | 328,140         | 11,485                              | 1,043                                | 121             |
| Marketable securities and investments in securities: |                 |                                     |                                      |                 |
| Held-to-maturity debt securities                     |                 |                                     |                                      |                 |
| Governmental and municipal bonds                     | _               | _                                   | _                                    | _               |
| Available-for-sale securities with maturities        |                 |                                     |                                      |                 |
| Governmental and municipal bonds                     | 30,500          | _                                   | _                                    | _               |
| Bonds  | 18,501          | 18,500                              | 10                                   | _               |
| Other  | _               | 35                                  | _                                    | _               |
| Long-term leasehold deposits                         | 25,139          | 92,168                              | 81,088                               | 99,468          |
| Total  | ¥1,403,043      | ¥122,189                            | ¥82,142                              | ¥99,590         |

|  |                 |                                     |                                      | Millions of yen |
|--|-----------------|-------------------------------------|--------------------------------------|-----------------|
|  |                 |                                     |                                      | 2014            |
|  | Within one year | After one year<br>within five years | After five years<br>within ten years | After ten years |
| Cash and cash equivalents                            | ¥ 921,432       | ¥ —                                 | ¥ —                                  | ¥ —             |
| Notes and accounts receivable, trade                 | 315,611         | 10,471                              | 902                                  | 88              |
| Marketable securities and investments in securities: |                 |                                     |                                      |                 |
| Held-to-maturity debt securities                     |                 |                                     |                                      |                 |
| Governmental and municipal bonds                     | 200             | _                                   | —                                    | —               |
| Available-for-sale securities with maturities        |                 |                                     |                                      |                 |
| Governmental and municipal bonds                     | 50,509          | 30,500                              | —                                    | _               |
| Bonds  | _               | 15,000                              | 10                                   | —               |
| Other  | _               | 32                                  | —                                    | _               |
| Long-term leasehold deposits                         | 28,099          | 87,802                              | 82,436                               | 98,563          |
| Total  | ¥1,315,853      | ¥143,805                            | ¥83,348                              | ¥98,651         |

Thousands of U.S. dollars (Note 3)

|  |                 |                                     |                                      | 2015            |
|--|-----------------|-------------------------------------|--------------------------------------|-----------------|
|  | Within one year | After one year<br>within five years | After five years<br>within ten years | After ten years |
| Cash and cash equivalents                            | \$ 8,409,764    | \$ —                                | \$ —                                 | \$ —            |
| Notes and accounts receivable, trade                 | 2,757,478       | 96,512                              | 8,764                                | 1,016           |
| Marketable securities and investments in securities: |                 |                                     |                                      |                 |
| Held-to-maturity debt securities                     |                 |                                     |                                      |                 |
| Governmental and municipal bonds                     | _               | _                                   | _                                    | _               |
| Available-for-sale securities with maturities        |                 |                                     |                                      |                 |
| Governmental and municipal bonds                     | 256,302         | _                                   | _                                    | _               |
| Bonds  | 155,470         | 155,462                             | 84                                   | _               |
| Other  | _               | 294                                 | _                                    | _               |
| Long-term leasehold deposits                         | 211,252         | 774,521                             | 681,411                              | 835,865         |
| Total  | \$11,790,277    | \$1,026,798                         | \$690,268                            | \$836,890       |

### Note 4: Redemption schedule for deposits received in banking business with maturities

|                                       |                 |                                     |                                      | Millions of yen          |
|---------------------------------------|-----------------|-------------------------------------|--------------------------------------|--------------------------|
|                                       |                 |                                     |                                      | 2015                     |
|                                       | Within one year | After one year<br>within five years | After five years<br>within ten years | After ten years          |
| Deposits received in banking business | ¥376,763        | ¥98,445                             | ¥—                                   | ¥—                       |
|                                       |                 |                                     |                                      | Millions of yen          |
|                                       |                 |                                     |                                      | 2014                     |
|                                       | Within one year | After one year<br>within five years | After five years<br>within ten years | After ten years          |
| Deposits received in banking business | ¥319,241        | ¥83,820                             | ¥—                                   | ¥—                       |
|                                       |                 |                                     | Thousands o                          | of U.S. dollars (Note 3) |
|                                       |                 |                                     |                                      | 2015                     |
|                                       | Within one year | After one year<br>within five years | After five years<br>within ten years | After ten years          |
| Deposits received in banking business | \$3,166,075     | \$827.268                           | <i>*</i>                             | <i>.</i>                 |

Note: Deposits received in banking business due within one year include deposits on demand.

### Note 5: Redemption schedule for long-term debt with maturities

|                 |                 |                                    |                                       |  |                                       | Millions of yen  |
|-----------------|-----------------|------------------------------------|---------------------------------------|--|---------------------------------------|------------------|
|                 |                 |                                    |                                       |  |                                       | 2015             |
|                 | Within one year | After one year<br>within two years | After two years<br>within three years | After three years<br>within four years | After four years<br>within five years | After five years |
| Bonds           | ¥ 59,999        | ¥ 40,000                           | ¥ 50,000                              | ¥44,992                                | ¥ 50,000                              | ¥135,000         |
| Long-term loans | 70,013          | 87,192                             | 130,950                               | 39,848                                 | 71,840                                | 37,635           |
| Total           | ¥130,012        | ¥127,192                           | ¥180,950                              | ¥84,840                                | ¥121,840                              | ¥172,635         |

|                 |                 |                                    |                                       |  |                                       | Millions of yen  |
|-----------------|-----------------|------------------------------------|---------------------------------------|--|---------------------------------------|------------------|
|                 |                 |                                    |                                       |  |                                       | 2014             |
|                 | Within one year | After one year<br>within two years | After two years<br>within three years | After three years<br>within four years | After four years<br>within five years | After five years |
| Bonds           | ¥ 20,000        | ¥ 59,997                           | ¥ 40,000                              | ¥ 50,000                               | ¥44,989                               | ¥170,000         |
| Long-term loans | 100,775         | 61,122                             | 80,886                                | 81,905                                 | 35,157                                | 73,413           |
| Total           | ¥120,775        | ¥121,120                           | ¥120,886                              | ¥131,905                               | ¥80,147                               | ¥243,413         |

### Thousands of U.S. dollars (Note 3)

|                 |                 |                  |                    |                   |                   | 2015             |
|-----------------|-----------------|------------------|--------------------|-------------------|-------------------|------------------|
|                 |                 | After one year   | After two years    | After three years | After four years  |                  |
|                 | Within one year | within two years | within three years | within four years | within five years | After five years |
| Bonds           | \$ 504,193      | \$ 336,134       | \$ 420,168         | \$378,084         | \$ 420,168        | \$1,134,453      |
| Long-term loans | 588,344         | 732,705          | 1,100,420          | 334,857           | 603,697           | 316,260          |
| Total           | \$1,092,537     | \$1,068,840      | \$1,520,588        | \$712,941         | \$1,023,865       | \$1,450,714      |

MESSAGE FROM THE

MANAGEMENT FRAMEWORK

### **5. SECURITIES INFORMATION**

(1) The following tables summarize the acquisition cost and book value of available-for-sale securities whose fair value was available as of February 28, 2015 and February 28, 2014 (excluding non-marketable securities of ¥12,448 million (\$104,605 thousand) and ¥12,823 million as of February 28, 2015 and February 28, 2014, respectively):

|  |            |                  | Millions of yen               |
|--|------------|------------------|-------------------------------|
|  |            |                  | 2015                          |
|  | Book value | Acquisition cost | Net unrealized gains (losses) |
| Securities with book value exceeding acquisition cost:     |            |                  |                               |
| Equity securities  | ¥ 52,213   | ¥22,071          | ¥30,142                       |
| Debt securities  |            |                  |                               |
| Governmental and municipal bonds, etc                      | 67,521     | 67,500           | 21                            |
| Corporate bonds  | 10         | 10               | 0                             |
| Others   | 35         | 32               | 3                             |
| Subtotal   | 119,781    | 89,614           | 30,167                        |
| Securities with book value not exceeding acquisition cost: |            |                  |                               |
| Equity securities  | 813        | 1,060            | (246)                         |
| Debt securities  |            |                  |                               |
| Corporate bonds  | 1          | 1                | —                             |
| Subtotal   | 814        | 1,061            | (246)                         |
| Total  | ¥120,595   | ¥90,675          | ¥29,920                       |

|            |  | Millions of yen   |
|------------|--|---|
|            |  | 2014  |
| Book value | Acquisition cost   | Net unrealized<br>gains (losses)  |
|            |  |   |
| ¥ 32,324   | ¥ 17,270   | ¥15,053   |
|            |  |   |
| 94,076     | 94,033   | 43  |
| 126,401    | 111,304  | 15,096  |
|            |  |   |
| 4,933      | 5,659  | (726)   |
|            |  |   |
| 1,999      | 2,000  | (0)   |
| 10         | 10   | _   |
| 63         | 63   | _   |
| 7,006      | 7,733  | (726)   |
| ¥133,408   | ¥119,037   | ¥14,370   |
|            | ¥ 32,324<br>94,076<br>126,401<br>4,933<br>1,999<br>10<br>63<br>7,006 | ¥ 32,324       ¥ 17,270         94,076       94,033         126,401       111,304         4,933       5,659         1,999       2,000         10       10         63       63         7,006       7,733 |

|  | Thousands of U.S. dollars (Note |                  |                                  |
|--|---------------------------------|------------------|----------------------------------|
|  |                                 |                  | 2015                             |
|  | Book value                      | Acquisition cost | Net unrealized<br>gains (losses) |
| Securities with book value exceeding acquisition cost:     |                                 |                  |                                  |
| Equity securities  | \$ 438,764                      | \$185,470        | \$253,294                        |
| Debt securities  |                                 |                  |                                  |
| Governmental and municipal bonds, etc                      | 567,403                         | 567,226          | 176                              |
| Corporate bonds  | 84                              | 84               | 0                                |
| Others   | 294                             | 268              | 25                               |
| Subtotal   | 1,006,563                       | 753,058          | 253,504                          |
| Securities with book value not exceeding acquisition cost: |                                 |                  |                                  |
| Equity securities  | 6,831                           | 8,907            | (2,067)                          |
| Debt securities  |                                 |                  |                                  |
| Corporate bonds  | 8                               | 8                | _                                |
| Subtotal   | 6,840                           | 8,915            | (2,067)                          |
| Total  | \$1,013,403                     | \$761,974        | \$251,428                        |

(2) Sales amounts and gain (loss) on sales of available-for-sale securities during the fiscal years ended February 28, 2015 and February 28, 2014 are as follows:

|  |        | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|--|--------|-----------------|--|
|  | 2015   | 2014            | 2015                                     |
| Sales amounts                                  | ¥2,187 | ¥1,600          | \$18,378                                 |
| Gain on sales of available-for-sale securities | 278    | 53              | 2,336                                    |
| Loss on sales of available-for-sale securities | 5      | 123             | 42                                       |

### (3) Impairment loss on securities

There were no securities on which impairment losses were recognized for the fiscal years ended February 28, 2015 and February 28, 2014. The Companies consider securities to be irrecoverable where

market prices decline by more than or equal to 50% of their acquisition cost. Where market prices decline by between 30% and 50% of their acquisition cost, the Companies assess the recoverability and, to the extent necessary, recognize impairment losses on such securities.

(4) Investments in affiliates included in investments in securities in the accompanying Consolidated Balance Sheets as of February 28, 2015 and February 28, 2014 were ¥33,991 million (\$285,638 thousand) and ¥41,442 million, respectively.

### 6. DERIVATIVE TRANSACTIONS

The Companies have policies to use interest rate swap contracts, forward currency exchange contracts and currency swap contracts only for the purposes of mitigating the risk of fluctuations in interest rates and foreign currency exchange rates and reducing finance costs. The Companies do not hold or issue derivative instruments for trading or speculative purposes. Currency-related transactions and interest rate swap contracts include the market risk of fluctuations in foreign currency exchange rates and interest rates, respectively. The risk of

### Derivatives not designated as hedging instruments Currency-related transactions

non-performance is considered to be low as the contracts are entered into with prestigious financial institutions. The responsible divisions in the Companies enter into and control these contracts in accordance with the respective internal policies. The estimated unrealized gains and losses from these contracts as of February 28, 2015 and February 28, 2014 are summarized in the following tables. The estimated fair values of these contracts are based on values prepared by financial institutions.

|                             |        | Contract amount |                      |                              |
|-----------------------------|--------|-----------------|----------------------|------------------------------|
|                             | Total  | After one year  | Estimated fair value | Unrealized<br>gains (losses) |
| Forward exchange contracts: |        |                 |                      |                              |
| Buy U.S. dollar             | ¥7,297 | ¥—              | ¥211                 | ¥211                         |
| Buy euro                    | 375    | _               | (19)                 | (19)                         |
| Buy Chinese yuan            | 50     | _               | (2)                  | (2)                          |
| Buy Hong Kong dollar        | 166    | _               | (1)                  | (1)                          |
| Buy Great Britain pound     | 2      | _               | 0                    | 0                            |

|                             |        |                 |                      | Millions of yen              |
|-----------------------------|--------|-----------------|----------------------|------------------------------|
|                             |        |                 |                      | 2014                         |
|                             |        | Contract amount | _                    |                              |
|                             | Total  | After one year  | Estimated fair value | Unrealized<br>gains (losses) |
| Forward exchange contracts: |        |                 |                      |                              |
| Buy U.S. dollar             | ¥5,793 | ¥—              | ¥(53)                | ¥(53)                        |
| Buy euro                    | 114    | —               | 2                    | 2                            |
| Buy Chinese yuan            | 128    | —               | (4)                  | (4)                          |
| Buy Hong Kong dollar        | 90     | _               | (2)                  | (2)                          |

|                             |          |                 | THOUSAHUS OF              | U.S. DOLLAIS (NOLE S)     |
|-----------------------------|----------|-----------------|---------------------------|---------------------------|
|                             |          |                 |                           | 2015                      |
|                             |          | Contract amount |                           |                           |
|                             | Total    | After one year  | -<br>Estimated fair value | Unrealized gains (losses) |
| Forward exchange contracts: |          |                 |                           |                           |
| Buy U.S. dollar             | \$61,319 | \$—             | \$1,773                   | \$1,773                   |
| Buy euro                    | 3,151    | —               | (159)                     | (159)                     |
| Buy Chinese yuan            | 420      | —               | (16)                      | (16)                      |
| Buy Hong Kong dollar        | 1,394    | —               | (8)                       | (8)                       |
| Buy Great Britain pound     | 16       | _               | 0                         | 0                         |

Note: The estimated fair values of derivative contracts are measured by reference to prices or indices indicated by financial institutions.

MESSAGE FROM THE

CORPORATE OVERVIEW

Millions of yen
2015

### Derivatives designated as hedging instruments

### (1) Currency-related transactions

|  |           |                 | Millions of yen              |
|--|-----------|-----------------|------------------------------|
|  |           |                 | 2015                         |
|  |           | Contract amount |                              |
|  | Total     | After one year  | Estimated fair value         |
| Forward exchange contracts, accounted for by deferral hedge accounting |           |                 |                              |
| Buy U.S. dollar  | ¥17,695   | ¥—              | <b>¥2,637</b> <sup>(a)</sup> |
| Forward exchange contracts, accounted for by designation method        |           |                 |                              |
| Buy U.S. dollar  | ¥ 386     | ¥—              | ¥(b)                         |
|  |           |                 | A 4111                       |
|  |           |                 | Millions of yen<br>2014      |
|  |           | Contract amount | 2014                         |
|  | Total     | After one year  | Estimated fair value         |
| Forward exchange contracts, accounted for by deferral hedge accounting |           |                 |                              |
| Buy U.S. dollar  | ¥10,612   | ¥               | ¥868 <sup>(a)</sup>          |
| Forward exchange contracts, accounted for by designation method        |           |                 |                              |
| Buy U.S. dollar  | ¥ 344     | ¥—              | ¥(b)                         |
|  |           | Thousand        | s of U.S. dollars (Note 3)   |
|  |           |                 | 2015                         |
|  |           | Contract amount |                              |
|  | Total     | After one year  | Estimated fair value         |
| Forward exchange contracts, accounted for by deferral hedge accounting |           |                 |                              |
| Buy U.S. dollar  | \$148,697 | \$—             | \$22,159 <sup>(a)</sup>      |
| Forward exchange contracts, accounted for by designation method        |           |                 |                              |
| Buy U.S. dollar  | \$ 3.243  | ¢               | ¢(b)                         |
| buy 0.5. dottal  | Ψ J,24J   | <b></b>         |                              |

Notes: (a) The estimated fair values of derivative contracts are measured by reference to prices or indices indicated by financial institutions. (b) Forward exchange contracts, accounted for by designation method are accounted for as part of notes and accounts payable, trade. Therefore, the estimated fair value of the provide the standard s contracts is included in the fair value of the underlying notes and accounts payable, trade.

### (2) Interest rate related transactions

|           |                 | 2015   |
|-----------|-----------------|--|
|           | Contract amount |  |
| Total     | After one year  | Estimated fair value   |
|           |                 |  |
| ¥15,615   | ¥13,762         | ¥—(;   |
|           |                 | Millions of yen  |
|           |                 | 2014   |
|           | Contract amount |  |
| Total     | After one year  | Estimated fair value   |
|           |                 |  |
| ¥21,468   | ¥15,615         | ¥—(  |
|           | Thousand        | s of U.S. dollars (Note 3)   |
|           |                 | 2015   |
|           | Contract amount |  |
| Total     | After one year  | Estimated fair value   |
|           |                 |  |
| \$131,218 | \$115,647       | <b>\$</b> —_(a   |
|           | ¥15,615         | ¥15,615     ¥13,762       Contract amount       Total       After one year       ¥21,468       ¥15,615       Thousand       Contract amount       Total       After one year |

Notes:

(a) Interest rate swap contracts are accounted for as part of long-term debt. Therefore, the estimated fair value of the contracts is included in the fair value of the underlying

long-term debt. (b) The estimated fair value of these interest rate swaps is, in effect, included in and presented with that of the hedged item. For details, refer to Note 2 (11), "Hedge accounting."

Thousands of

FINANCIAL SECTION

### 7. PROPERTY AND EQUIPMENT

Property and equipment at February 28, 2015 and February 28, 2014 are as follows:

|                                |             | Millions of yen | U.S. dollars<br>(Note 3) |
|--------------------------------|-------------|-----------------|--------------------------|
|                                | 2015        | 2014            | 2015                     |
| Buildings and structures       | ¥ 2,027,417 | ¥ 1,869,739     | \$ 17,037,117            |
| Furniture, fixtures and other  | 794,789     | 699,326         | 6,678,899                |
|                                | 2,822,206   | 2,569,065       | 23,716,016               |
| Less: Accumulated depreciation | (1,710,187) | (1,565,899)     | (14,371,319)             |
|                                | 1,112,018   | 1,003,166       | 9,344,689                |
| Land                           | 725,553     | 681,651         | 6,097,084                |
| Construction in progress       | 39,369      | 25,171          | 330,831                  |
| Total                          | ¥ 1,876,941 | ¥ 1,709,990     | \$ 15,772,613            |

### 8. IMPAIRMENT LOSS ON PROPERTY AND EQUIPMENT

For the fiscal years ended February 28, 2015 and February 28, 2014, the Companies recognized ¥15,220 million (\$127,899 thousand) and ¥15,094 million of impairment loss, respectively, on the following groups of assets.

### Fiscal year ended February 28, 2015:

| Description                 | Classification           | Location   | Millions of yen | U.S. dollars<br>(Note 3) |
|-----------------------------|--------------------------|--|-----------------|--------------------------|
| Stores (Convenience stores) | Land and buildings, etc. | Tokyo Met. 71 stores<br>Aichi Pref. 38 stores<br>Others (including U.S.) |                 |                          |
| Stores (Superstores)        | Land and buildings, etc. | Saitama Pref. 6 stores<br>Tokyo Met. 5 stores<br>Others 22 stores        | ¥14,694         | \$123,478                |
| Stores (Department stores)  | Land and buildings, etc. | Saitama Pref. 1 store<br>Tokyo Met. 1 store<br>Others 3 stores           |                 |                          |
| Stores (Food services)      | Land and buildings, etc. | Tokyo Met. & others 12 stores  |                 |                          |
| Other facilities, etc       | Land and buildings, etc. | Tokyo Met. & others  | 525             | 4,411                    |
| Total                       |                          |  | ¥15,220         | \$127,899                |

### Fiscal year ended February 28, 2014:

| Description                 | Classification           | Location  | Millions of yen |
|-----------------------------|--------------------------|---|-----------------|
| Stores (Convenience stores) | Land and buildings, etc. | Tokyo Met. 58 stores<br>Kanagawa Pref. 34 stores<br>Others (including U.S.) |                 |
| Stores (Superstores)        | Land and buildings, etc. | Kanagawa Pref. 6 stores<br>Tokyo Met. 4 stores<br>Others 19 stores          | ¥14,248         |
| Stores (Department stores)  | Land and buildings, etc. | Tokyo Met. 2 stores<br>Osaka Pref. 1 store<br>Others 1 store                |                 |
| Stores (Food services)      | Land and buildings, etc. | Tokyo Met. & others 31 stores   |                 |
| Other facilities, etc       | Land and buildings, etc. | Fukushima Pref. & others  | 846             |
| Total                       |                          |   | ¥15,094         |

The Companies group their fixed assets by store, which is the minimum cash-generating unit. The book values of stores whose land had significantly declined in market prices or which incurred

consecutive operating losses were reduced to recoverable amounts, and such deducted amounts were recorded as an impairment loss.

A breakdown of impairment loss for the years ended February 28, 2015 and February 28, 2014 is as follows:

### Fiscal year ended February 28, 2015:

|                          |         |                        | Millions of yen |
|--------------------------|---------|------------------------|-----------------|
| Classification           | Stores  | Other facilities, etc. | Total           |
| Buildings and structures | ¥10,228 | ¥397                   | ¥10,626         |
| Land                     | 1,973   | 86                     | 2,060           |
| Software                 | 0       | 26                     | 27              |
| Other                    | 2,492   | 14                     | 2,506           |
| Total                    | ¥14,694 | ¥525                   | ¥15,220         |

### Fiscal year ended February 28, 2014:

|                          |         |                        | Millions of yen |
|--------------------------|---------|------------------------|-----------------|
| Classification           | Stores  | Other facilities, etc. | Total           |
| Buildings and structures | ¥ 8,072 | ¥592                   | ¥ 8,664         |
| Land                     | 3,584   | 19                     | 3,604           |
| Software                 | 2       | 157                    | 159             |
| Other                    | 2,589   | 76                     | 2,665           |
| Total                    | ¥14,248 | ¥846                   | ¥15,094         |

### Fiscal year ended February 28, 2015:

|                          | Thousands of U.S. dollars (Note 3) |                        |           |
|--------------------------|------------------------------------|------------------------|-----------|
| Classification           | Stores                             | Other facilities, etc. | Total     |
| Buildings and structures | \$ 85,949                          | \$3,336                | \$ 89,294 |
| Land                     | 16,579                             | 722                    | 17,310    |
| Software                 | 0                                  | 218                    | 226       |
| Other                    | 20,941                             | 117                    | 21,058    |
| Total                    | \$123,478                          | \$4,411                | \$127,899 |

In the case where net selling prices were used as recoverable amounts, relevant assets were evaluated based on real estate appraisal standards, and in the case where values in use were used as recoverable amounts, relevant assets were evaluated by discounting estimated future cash flows to which the 2.9–6.0% discount rates in 2015 and 2.2–6.0% in 2014 were applied.

### 9. NOTES TO THE CONSOLIDATED STATEMENTS OF CASH FLOWS

(1) Summary of net assets (assets and liabilities) and net payment for the acquisition of shares of companies newly consolidated Fiscal year ended February 28, 2015:

Barneys Japan Co., Ltd.

|   | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|-----------------|--|
|   | 2015            | 2015                                     |
| Current assets  | ¥ 6,597         | \$ 55,436                                |
| Non-current assets  | 8,518           | 71,579                                   |
| Goodwill  | 6,579           | 55,285                                   |
| Current liabilities   | (5,313)         | (44,647)                                 |
| Non-current liabilities   | (3,371)         | (28,327)                                 |
| Gain on step acquisitions of shares of a subsidiary   | (763)           | (6,411)                                  |
| Investment in an affiliate accounted for using the equity method until the acquisition of control | (5,733)         | (48,176)                                 |
| Acquisition cost  | 6,512           | 54,722                                   |
| Cash and cash equivalents   | (139)           | (1,168)                                  |
| Payment for acquisition of shares   | ¥ 6,373         | \$ 53,554                                |

### Fiscal year ended February 28, 2014:

Nissen Holdings Co., Ltd. and its subsidiaries

|   | Millions of yen |
|---|-----------------|
|   | 2014            |
| Current assets                                  | ¥ 63,604        |
| Non-current assets                              | 38,329          |
| Current liabilities                             | (55,465)        |
| Non-current liabilities                         | (21,126)        |
| Subscription rights to shares                   | (16)            |
| Goodwill  | 194             |
| Minority interests in consolidated subsidiaries | (13,241)        |
| Acquisition cost                                | 12,278          |
| Cash and cash equivalents                       | (5,694)         |
| Payment for acquisition of shares               | ¥ 6,584         |

(2) Assets, liabilities, sales amount and proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation are as follows:

### Fiscal year ended February 28, 2015:

APIX INTERNATIONAL CO., LTD.

| Millions of yen(Note 3)2015201520152015Current assets¥ 744\$ 6,252Non-current assets40336Current liabilities(545)(4,579)Non-current liabilities(37)Non-current liabilities75630Profit from sales of stocks116974Sales amount of shares3943943,310Cash and cash equivalents(16)Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation¥ 377\$ 3,168 |  |                 | Thousands of<br>U.S. dollars |
|---|--|-----------------|------------------------------|
| Current assets¥ 744\$ 6,252Non-current assets40336Current liabilities(545)(4,579)Non-current liabilities(37)(310)Minority interests in consolidated subsidiaries75630Profit from sales of stocks116974Sales amount of shares3943,310Cash and cash equivalents(16)(134)  |  | Millions of yen | (Note 3)                     |
| Non-current assets40336Current liabilities(545)(4,579)Non-current liabilities(37)(310)Minority interests in consolidated subsidiaries75630Profit from sales of stocks116974Sales amount of shares3943,310Cash and cash equivalents(16)(134)   |  | 2015            | 2015                         |
| Current liabilities(545)(4,579)Non-current liabilities(37)(310)Minority interests in consolidated subsidiaries75630Profit from sales of stocks116974Sales amount of shares3943,310Cash and cash equivalents(16)(134)  | Current assets   | ¥ 744           | \$ 6,252                     |
| Non-current liabilities(37)(310)Minority interests in consolidated subsidiaries75630Profit from sales of stocks116974Sales amount of shares3943,310Cash and cash equivalents(16)(134)   | Non-current assets   | 40              | 336                          |
| Minority interests in consolidated subsidiaries75630Profit from sales of stocks116974Sales amount of shares3943,310Cash and cash equivalents(16)(134)   | Current liabilities  | (545)           | (4,579)                      |
| Profit from sales of stocks116974Sales amount of shares3943,310Cash and cash equivalents(16)(134)   | Non-current liabilities  | (37)            | (310)                        |
| Sales amount of shares  | Minority interests in consolidated subsidiaries  | 75              | 630                          |
| Cash and cash equivalents   | Profit from sales of stocks  | 116             | 974                          |
|   | Sales amount of shares   | 394             | 3,310                        |
| Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation ¥ 377 \$ 3.168   | Cash and cash equivalents  | (16)            | (134)                        |
|   | Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation | ¥ 377           | \$ 3,168                     |

### (3) Major non-cash transactions

|   |        | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|--------|-----------------|--|
|   | 2015   | 2014            | 2015                                     |
| Finance lease obligation for property and equipment recorded in the Consolidated Balance Sheets for the fiscal year | ¥5,239 | ¥10,571         | \$44,025                                 |
| Asset retirement obligations recorded in the Consolidated Balance Sheets for the fiscal year                        | 6,633  | 10,408          | 55,739                                   |

### (4) Acquisition of business

For the fiscal year ended February 28, 2015, 7-Eleven, Inc. acquired businesses. The acquired assets and liabilities from the acquisition of business are as follows:

|                        |                 | Thousands of<br>U.S. dollars |
|------------------------|-----------------|------------------------------|
|                        | Millions of yen | (Note 3)                     |
|                        | 2015            | 2015                         |
| Inventories            | ¥ 24            | \$ 201                       |
| Goodwill               | 668             | 5,613                        |
| Other                  | 216             | 1,815                        |
| Subtotal               | 909             | 7,638                        |
| Property and equipment | 617             | 5,184                        |
| Total                  | ¥1,526          | \$12,823                     |

The property and equipment set out above at an amount of ¥617 million (\$5,184 thousand) are included in acquisition of property and equipment in the Consolidated Statement of Cash Flows for the fiscal year ended February 28, 2015.

For the fiscal year ended February 28, 2014, 7-Eleven, Inc. acquired businesses. The acquired assets and liabilities from acquisition of business are as follows:

|                         | Millions | of yen |
|-------------------------|----------|--------|
|                         |          | 2014   |
| Inventories             | ¥        | 766    |
| Goodwill                | 5,       | ,904   |
| Current liabilities     | (        | (153)  |
| Non-current liabilities |          | (6)    |
| Other                   | 1,       | ,304   |
| Subtotal                | 7,       | ,816   |
| Property and equipment  | 6,       | ,180   |
| Total                   | ¥13,     | ,996   |

The property and equipment set out above at an amount of ¥6,180 million are included in acquisition of property and equipment in the Consolidated Statement of Cash Flows for the fiscal year ended February 28, 2014.

# CORPORATE OVERVIEW

### **10. INCOME TAXES**

The Company and its domestic consolidated subsidiaries are subject to a number of different taxes based on income which, in aggregate, indicate statutory rates of approximately 35.6% for the fiscal year ended February 28, 2015 and 38.0% for the fiscal year ended February 28, 2014.

(1) The significant components of deferred tax assets and liabilities as of February 28, 2015 and February 28, 2014 are as follows:

|   |             | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|-------------|-----------------|--|
|   | 2015        | 2014            | 2015                                     |
| Deferred tax assets:  |             |                 |  |
| Allowance for bonuses to employees  | . ¥ 4,574   | ¥ 5,584         | \$ 38,436                                |
| Allowance for sales promotion expenses  | . 6,999     | 6,244           | 58,815                                   |
| Accrued payroll   | . 8,714     | 7,604           | 73,226                                   |
| Allowance for retirement benefits to Directors and Audit & Supervisory<br>Board Members | . 731       | 753             | 6,142                                    |
| Allowance for accrued pension and severance costs                                       | 1,597       | 1,360           | 13,420                                   |
| Allowance for loss on future collection of gift certificates                            | . 928       | 1,096           | 7,798                                    |
| Depreciation and amortization   | 15,623      | 15,053          | 131,285                                  |
| Tax loss carried forward  | . 32,945    | 34,674          | 276,848                                  |
| Valuation loss on available-for-sale securities   | . 1,029     | 1,098           | 8,647                                    |
| Allowance for doubtful accounts   | . 2,465     | 3,625           | 20,714                                   |
| Unrealized loss on property and equipment   | 13,447      | 13,762          | 113,000                                  |
| Impairment loss on property and equipment valuation and loss on land                    | 41,542      | 40,156          | 349,092                                  |
| Accrued enterprise taxes and business office taxes                                      | . 5,264     | 6,336           | 44,235                                   |
| Accrued expenses  | . 16,539    | 13,740          | 138,983                                  |
| Asset retirement obligations  | . 18,304    | 16,519          | 153,815                                  |
| Rights of trademark   | . 5,419     | 6,958           | 45,537                                   |
| Other   | . 23,005    | 23,931          | 193,319                                  |
| Subtotal  | . 199,134   | 198,501         | 1,673,394                                |
| Less: Valuation allowance   | . (74,767)  | (78,202)        | (628,294)                                |
| Total   | . 124,366   | 120,298         | 1,045,092                                |
| Deferred tax liabilities:   |             |                 |  |
| Unrealized gains on property and equipment  | . (58,236)  | (52,034)        | (489,378)                                |
| Royalties, etc  | . (19,820)  | (14,707)        | (166,554)                                |
| Reserve for advanced depreciation of property and equipment                             | . (934)     | (953)           | (7,848)                                  |
| Unrealized gains on available-for-sale securities                                       | . (8,465)   | (4,030)         | (71,134)                                 |
| Net defined benefit asset   | . (14,475)  | (11,243)        | (121,638)                                |
| Unrealized intercompany profit  | . (5,346)   | (5,346)         | (44,924)                                 |
| Removal cost related to asset retirement obligations                                    | . (6,771)   | (5,874)         | (56,899)                                 |
| Other   | . (5,075)   | (4,155)         | (42,647)                                 |
| Total   | . (119,126) | (98,345)        | (1,001,058)                              |
| Net deferred tax assets <sup>(a)</sup>  | ¥ 5,240     | ¥ 21,952        | \$ 44,033                                |

Note:

(a) Net deferred tax assets are included in the assets and liabilities shown below.

|   |          | Millions of yen | U.S. dollars<br>(Note 3) |
|---|----------|-----------------|--------------------------|
|   | 2015     | 2014            | 2015                     |
| Current assets—Deferred income taxes          | ¥ 41,499 | ¥ 40,812        | \$ 348,731               |
| Other assets—Deferred income taxes            | 28,382   | 32,836          | 238,504                  |
| Current liabilities—Other                     | (1,105)  | (475)           | (9,285)                  |
| Non-current liabilities—Deferred income taxes | (63,536) | (51,220)        | (533,915)                |

(2) The reconciliation of the difference between the statutory tax rate and the effective tax rate for the fiscal years ended February 28, 2015 and February 28, 2014 is as follows:

|   | 2015  | 2014  |
|---|-------|-------|
| Statutory tax rate  | 38.0% | 38.0% |
| Adjustments:  |       |       |
| Equity in earnings of affiliates                                      | 0.0   | (0.3) |
| Amortization of goodwill  | 2.3   | 2.3   |
| Non-deductible items, such as entertainment expenses                  | 0.2   | 0.2   |
| Decrease in valuation allowance                                       | 0.4   | (1.0) |
| Inhabitant taxes per capital  | 0.5   | 0.5   |
| Elimination of gain on sales of subsidiaries' stock for consolidation |       | 0.0   |
| Other   | (0.3) | (0.1) |
| Effective tax rate  | 41.1% | 39.6% |

#### (3) Effect of change in rates of income taxes

On March 31, 2014, the "Act for Partial Revision of the Income Tax Act, etc." (Act No. 10 of 2014) was enacted and the corporate tax rate will change from the fiscal years beginning on or after April 1, 2014.

In accordance with this revision, for temporary differences expected to be reversed in the fiscal year beginning on March 1, 2015, the effective statutory tax rate used to calculate deferred tax assets and liabilities changed from 38.0% to 35.6%.

The impact of this change is immaterial.

(4) Note on change in rates of income taxes subsequent to the Consolidated Balance Sheets

On March 31, 2015, the "Act for Partial Revision of the Income Tax

Act, etc." (Act No. 9 of 2015) and the "Act for Partial Revision of the Local Tax Act, etc." (Act No. 2 of 2015) were enacted and the corporate tax rate will change from the fiscal years beginning on or after April 1, 2015.

In accordance with this revision, for temporary differences expected to be reversed in the fiscal year beginning on March 1, 2016, the effective statutory tax rate used to calculate deferred tax assets and liabilities will be changed from 35.6% to 33.1%. In addition, for temporary differences expected to be reversed in fiscal years beginning on or after March 1, 2017, the effective statutory tax rate used to calculate deferred tax assets and liabilities will be changed to 32.3%.

The impact of this change is immaterial.

### **11. RETIREMENT BENEFITS**

### (1) Summary of the retirement benefit plans

The Company and its domestic consolidated subsidiaries mainly provide the employee pension fund plan in the form of a defined benefit plan, although some of the domestic subsidiaries provide a defined contribution pension plan or a lump severance payment plan. Additional retirement benefits may be added upon the retirement of employees. Consolidated subsidiaries in the United States have a defined contribution pension plan and a defined benefit plan.

Thousands of

#### (2) Defined benefit plans, including a plan applying a simplified method

(a) Change in retirement benefit obligations

|                              | Millions of yen | U.S. dollars<br>(Note 3) |
|------------------------------|-----------------|--------------------------|
|                              | 2015            | 2015                     |
| Balance at beginning of year | ¥224,779        | \$1,888,899              |
| Service cost                 | 10,110          | 84,957                   |
| Interest cost                | 3,540           | 29,747                   |
| Actuarial differences        | 16,152          | 135,731                  |
| Benefits paid                | (10,288)        | (86,453)                 |
| Other                        | 722             | 6,067                    |
| Balance at end of year       | ¥245,016        | \$2,058,957              |

(b) Change in plan assets

|                                | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|--------------------------------|-----------------|--|
|                                | 2015            | 2015                                     |
| Balance at beginning of year   | ¥244,665        | \$2,056,008                              |
| Expected return on plan assets | 6,096           | 51,226                                   |
| Actuarial differences          | 25,348          | 213,008                                  |
| Employer contribution          | 11,028          | 92,672                                   |
| Benefits paid                  | (9,902)         | (83,210)                                 |
| Balance at end of year         | ¥277,237        | \$2,329,722                              |

(c) Reconciliation from retirement benefit obligations and plan assets to liabilities and assets for retirement benefits

|   | Millions of yen | U.S. dollars<br>(Note 3) |
|---|-----------------|--------------------------|
|   | 2015            | 2015                     |
| Funded retirement benefit obligations   | ¥ 236,347       | \$ 1,986,109             |
| Plan assets                             | (277,237)       | (2,329,722)              |
|   | (40,889)        | (343,605)                |
| Unfunded retirement benefit obligations | 8,669           | 72,848                   |
|   | ¥ (32,220)      | \$ (270,756)             |
| Net defined benefit liability           | ¥ 8,669         | \$ 72,848                |
| Net defined benefit asset               | (40,889)        | (343,605)                |
|   | ¥ (32,220)      | \$ (270,756)             |

### (d) Retirement benefit costs

|                                       |                 | Thousands of<br>U.S. dollars |
|---------------------------------------|-----------------|------------------------------|
|                                       | Millions of yen | (Note 3)                     |
|                                       | 2015            | 2015                         |
| Service cost                          | ¥10,110         | \$ 84,957                    |
| Interest cost                         | 3,540           | 29,747                       |
| Expected return on plan assets        | (6,096)         | (51,226)                     |
| Amortization of actuarial differences | 2,428           | 20,403                       |
| Amortization of prior service cost    | 66              | 554                          |
| Additional retirement benefits        | 160             | 1,344                        |
| Total retirement benefit costs        | ¥10,209         | \$ 85,789                    |

(e) Remeasurements of defined benefit plans (pretax)

|                                    |                 | Thousands of<br>U.S. dollars |
|------------------------------------|-----------------|------------------------------|
|                                    | Millions of yen | (Note 3)                     |
|                                    | 2015            | 2015                         |
| Unrecognized prior service cost    | ¥ 1             | \$8                          |
| Unrecognized actuarial differences | (5,244)         | (44,067)                     |
| Total                              | ¥(5,243)        | \$(44,058)                   |

(f) Plan assets

1. The asset allocation for the plans

| Bonds<br>Equity<br>Other | 48%  |
|--------------------------|------|
|                          |      |
| Other                    | 40%  |
|                          | 12%  |
| Total                    | 100% |

2. Method for setting long-term expected rate of return

To set the expected rate of return on plan assets, the Company takes into account the current and expected allocation of plan assets and the expected present and future long-term rate of return on the diverse range of assets that make up plan assets.

(g) Actuarial assumptions

Principal actuarial assumptions as of February 28, 2015Discount ratemainly 1.0% (consolidated subsidiaries in the U.S. 4.2%)Long-term expected rate of return on plan assetsmainly 2.5%

### (3) Defined contribution plans

Contribution made to the defined contribution plans by some of the Company's domestic consolidated subsidiaries and consolidated subsidiaries in the U.S. amounted to ¥3,189 million (\$26,798 thousand) for the fiscal year ended February 28, 2015.

Information as of and for the fiscal year ended February 28, 2014

### (1) Projected retirement benefit obligations

|  | Milli | ons of yen<br>2014 |
|--|-------|--------------------|
| Projected benefit obligations <sup>(a)</sup>                                   | ¥(2   | 224,779)           |
| Fair value of plan assets (including employee retirement benefit trust)        | 2     | 44,665             |
| Unrecognized actuarial differences   |       | 5,015              |
| Unrecognized prior service cost  |       | 67                 |
| Prepaid pension cost, net of allowance for accrued pension and severance costs |       | 24,969             |
| Prepaid pension cost   |       | 31,822             |
| Allowance for accrued pension and severance costs                              | ¥     | (6,853)            |
| Note:  |       |                    |

(a) For some of the consolidated subsidiaries, the simplified method is used for computing retirement benefit obligations.

### (2) Net periodic benefit cost

|  | Millions of yen |
|--|-----------------|
|  | 2014            |
| Service cost <sup>(a)</sup>              | ¥11,818         |
| Interest cost                            | 3,390           |
| Expected return on plan assets           | (5,460)         |
| Amortization of actuarial differences    | 3,545           |
| Amortization of prior service cost       | 140             |
| Additional retirement benefits           | 2,695           |
| Net periodic benefit cost <sup>(b)</sup> | ¥16,129         |

Notes:

(a) The net periodic benefit cost of subsidiaries using the simplified method is included.

(b) Besides the above net periodic benefit cost, ¥498 million of benefit cost related to the defined contribution pension plan employed by subsidiaries in the U.S. was recorded for the fiscal year ended February 28, 2014.

### (3) Assumptions used in accounting for retirement benefit obligations

|   | 2014                   |
|---|------------------------|
| Allocation method of estimated total retirement benefits                  | Mainly<br>point basis  |
| Discount rate:  |                        |
| Mainly  | 1.5%                   |
| Consolidated subsidiaries in the U.S.                                     | 5.1%                   |
| Expected rate of return on plan assets:                                   |                        |
| Mainly  | 2.5%                   |
| Periods over which the prior service cost is amortized                    | 5 years or<br>10 years |
| Periods over which the actuarial differences are amortized <sup>(a)</sup> | 10 years               |

Note:

(a) Actuarial differences are amortized in the year following the year in which the differences are recognized primarily using the straight-line method over the period (mainly 10 years), which is shorter than the average remaining years of service of the eligible employees. Consolidated subsidiaries in the United States have adopted the corridor approach for the amortization of actuarial differences.

### 12. SHORT-TERM LOANS AND LONG-TERM DEBT

The following summarizes information concerning short-term loans:

|   |          | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|----------|-----------------|--|
|   | 2015     | 2014            | 2015                                     |
| Outstanding balance at fiscal year-end:     |          |                 |  |
| Short-term bank loans <sup>(a)</sup>        | ¥130,780 | ¥116,147        | \$1,098,991                              |
| Weighted-average interest rate at year-end: |          |                 |  |
| Short-term bank loans                       | 0.3%     | 0.3%            | 0.3%                                     |
|   |          |                 |  |

Note:

(a) The total amounts of short-term loans with collateral as of February 28, 2015 and February 28, 2014 were ¥2,200 million (\$18,487 thousand) and ¥3,400 million, respectively (Note 18).

Long-term debt as of February 28, 2015 and February 28, 2014 consists of the following:

|   |           | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|-----------|-----------------|--|
|   | 2015      | 2014            | 2015                                     |
| Outstanding balance as of fiscal year-end:  |           |                 |  |
| Loans, principally from banks and insurance companies, due fiscal 2014 to 2029 with interact rates conging from 0.1% to $7.0\%$ | V 427 490 | V 422 261       | ¢ 2.676.202                              |
| with interest rates ranging from 0.1% to 7.0% <sup>(b)</sup>  | ¥ 437,480 | ¥ 433,261       | \$ 3,676,302                             |
| Lease obligations   | 48,103    | 49,300          | 404,226                                  |
| Seven & i Holdings Co., Ltd.:   |           |                 |  |
| 1.68% unsecured straight bonds, due June 19, 2015   | 29,999    | 29,997          | 252,092                                  |
| 1.94% unsecured straight bonds, due June 20, 2018   | 29,992    | 29,989          | 252,033                                  |
| 0.541% unsecured straight bonds, due June 19, 2015  | 30,000    | 30,000          | 252,100                                  |
| 0.852% unsecured straight bonds, due June 20, 2017  | 20,000    | 20,000          | 168,067                                  |
| 1.399% unsecured straight bonds, due June 19, 2020  | 60,000    | 60,000          | 504,201                                  |
| 0.258% unsecured straight bonds, due June 20, 2016  | 40,000    | 40,000          | 336,134                                  |
| 0.383% unsecured straight bonds, due June 20, 2019  | 40,000    | 40,000          | 336,134                                  |
| 0.671% unsecured straight bonds, due March 20, 2023   | 20,000    | 20,000          | 168,067                                  |
| Seven Bank, Ltd.:   |           |                 |  |
| 1.038% unsecured straight bonds, due June 20, 2014  | _         | 20,000          | _  |
| 0.398% unsecured straight bonds, due June 20, 2017  | 30,000    | 30,000          | 252,100                                  |
| 0.613% unsecured straight bonds, due June 20, 2019  | 10,000    | 10,000          | 84,033                                   |
| 0.243% unsecured straight bonds, due March 20, 2018   | 15,000    | 15,000          | 126,050                                  |
| 0.46% unsecured straight bonds, due March 19, 2020  | 20,000    | 20,000          | 168,067                                  |
| 0.803% unsecured straight bonds, due March 20, 2023   | 20,000    | 20,000          | 168,067                                  |
| 0.536% unsecured straight bonds, due December 20, 2024  | 15,000    |                 | 126,050                                  |
|   | 865,575   | 867,549         | 7,273,739                                |
| Current portion of long-term debt   | (146,509) | (135,705)       | (1,231,168)                              |
|   | ¥ 719,066 | ¥ 731,844       | \$ 6,042,571                             |

(b) The total amounts of long-term debt with collateral as of February 28, 2015 and February 28, 2014 were ¥13,103 million (\$110,109 thousand) and ¥12,288 million, respectively (Note 18).

The aggregate annual maturities of long-term debt are as follows:

|                                       |                 | Thousands of |
|---------------------------------------|-----------------|--------------|
|                                       |                 | U.S. dollars |
| Fiscal years ending February 28 or 29 | Millions of yen | (Note 3)     |
| 2016                                  | ¥146,509        | \$1,231,168  |
| 2017                                  | 133,969         | 1,125,789    |
| 2018                                  | 186,272         | 1,565,310    |
| 2019                                  | 88,963          | 747,588      |
| 2020                                  | 124,777         | 1,048,546    |
| Thereafter                            | 185,082         | 1,555,310    |
|                                       | ¥865,575        | \$7,273,739  |
|                                       | ¥865,575        | \$7,273,739  |

REVIEW OF OPERATIONS

MANAGEMENT FRAMEWORK

### 13. LEASES

### **Operating leases**

The amounts of outstanding future lease payments under lease agreements other than finance leases, which are non-cancelable, including the interest portion, as of February 28, 2015 and February 28, 2014 are as follows:

### As lessee:

|                     |          |                 | Thousands of<br>U.S. dollars |
|---------------------|----------|-----------------|------------------------------|
|                     |          | Millions of yen | (Note 3)                     |
|                     | 2015     | 2014            | 2015                         |
| Due within one year | ¥ 86,164 | ¥ 80,052        | \$ 724,067                   |
| Due after one year  | 497,549  | 480,396         | 4,181,084                    |
| Total               | ¥583,714 | ¥560,448        | \$4,905,159                  |

### As lessor:

|                     |        |                 | Thousands of<br>U.S. dollars |
|---------------------|--------|-----------------|------------------------------|
|                     |        | Millions of yen | (Note 3)                     |
|                     | 2015   | 2014            | 2015                         |
| Due within one year | ¥2,246 | ¥2,236          | \$18,873                     |
| Due after one year  | 4,775  | 5,467           | 40,126                       |
| Total               | ¥7,021 | ¥7,704          | \$59,000                     |

### **14. ASSET RETIREMENT OBLIGATIONS**

Fiscal years ended February 28, 2015 and February 28, 2014:

### (1) Summary of asset retirement obligations

Asset retirement obligations recorded by the Companies are mainly related to the obligations to restore stores to their original condition upon termination of their lease contracts.

### (2) Calculation method of the asset retirement obligations

In the calculation process of asset retirement obligations, the Companies estimate terms of use between 1 and 50 years and use a discount rate between 0.01% and 8.3%

### (3) Changes in the total amounts of applicable asset retirement obligations for the fiscal years ended February 28, 2015 and February 28, 2014

|  |         | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|--|---------|-----------------|--|
|  | 2015    | 2014            | 2015                                     |
| Balance at beginning of year                               | ¥61,166 | ¥52,220         | \$514,000                                |
| Increase due to acquisition of property and equipment      | 5,432   | 7,258           | 45,647                                   |
| Adjustment due to passage of time                          | 1,260   | 1,256           | 10,588                                   |
| Decrease due to settlement of asset retirement obligations | (1,667) | (2,112)         | (14,008)                                 |
| Increase due to new consolidation                          | 271     | 353             | 2,277                                    |
| Others   | 1,719   | 2,189           | 14,445                                   |
| Balance at end of year                                     | ¥68,183 | ¥61,166         | \$572,966                                |

Note: From the fiscal year ended February 29, 2012, the Companies have applied the "Accounting Standard for Asset Retirement Obligations" (ASBJ Statement No. 18, March 31, 2008) and the "Guidance on Accounting Standard for Asset Retirement Obligations" (ASBJ Guidance No. 21, March 31, 2008).

Thousands of

FINANCIAL SECTION

### **15. OTHER COMPREHENSIVE INCOME**

The components of other comprehensive income including reclassification adjustments and tax (expense) or benefits for the fiscal years ended February 28, 2015 and February 28, 2014 are as follows:

|  |                 |         | Thousands of<br>U.S. dollars |
|--|-----------------|---------|------------------------------|
|  | Millions of yen |         | (Note 3)                     |
|  | 2015            | 2014    | 2015                         |
| Unrealized gains (losses) on available-for-sale securities, net of taxes:            |                 |         |                              |
| Increase (decrease) during the fiscal year   | ¥15,917         | ¥ 4,686 | \$133,756                    |
| Reclassification adjustments   | (399)           | 120     | (3,352)                      |
| Amount before tax  | 15,518          | 4,807   | 130,403                      |
| Tax (expense) or benefit   | (4,497)         | (1,562) | (37,789)                     |
| Subtotal   | 11,020          | 3,244   | 92,605                       |
| Unrealized gains (losses) on hedging derivatives, net of taxes:                      |                 |         |                              |
| Increase (decrease) during the fiscal year   | 1,769           | (0)     | 14,865                       |
| Reclassification adjustments   | —               | —       | —                            |
| Amount before tax  | 1,769           | (0)     | 14,865                       |
| Tax (expense) or benefit   | (636)           | -       | (5,344)                      |
| Subtotal   | 1,132           | (0)     | 9,512                        |
| Foreign currency translation adjustments:  |                 |         |                              |
| Increase (decrease) during the fiscal year   | 77,684          | 85,768  | 652,806                      |
| Share of other comprehensive income of associates accounted for using equity method: |                 |         |                              |
| Increase (decrease) during the fiscal year   | 192             | 114     | 1,613                        |
| Total other comprehensive income   | ¥90,030         | ¥89,127 | \$756,554                    |

### 16. NET ASSETS

Net assets are comprised of four subsections, which are shareholders' equity, accumulated other comprehensive income, subscription rights to shares, and minority interests in consolidated subsidiaries.

Under the Japanese Corporation Law ("the Law") and related regulations, the entire amount paid for new shares is required to be designated as common stock. However, a company may, by a resolution of its board of directors, designate an amount not exceeding one-half of the price of the new shares as additional paid-in capital, which is included in capital surplus.

Under the Law, in cases where dividend distribution of surplus is made, the smaller of an amount equal to 10% of the dividend or the excess, if any, of 25% of common stock over the total of additional paid-in capital and legal earnings reserve must be set aside as additional paid-in capital or legal earnings reserve. Legal earnings reserve is included in retained earnings in the accompanying Consolidated Balance Sheets. Additional paid-in capital and legal earnings reserve may not be distributed as dividends. Under the Law, all additional paid-in capital and all legal earnings reserve may be transferred to other capital surplus and retained earnings, respectively, which are potentially available for dividends.

The maximum amount that the Company can distribute as dividends is calculated based on the Non-Consolidated Financial Statements of the Company in accordance with the Law.

At the annual shareholders' meeting, held on May 28, 2015, the shareholders approved cash dividends amounting to ¥32,269 million (\$271,168 thousand). Such appropriations have not been accrued in the Consolidated Financial Statements as of February 28, 2015 because those are recognized in the period in which they are approved by the shareholders.

### **17. STOCK OPTIONS**

Stock option expense that is accounted for under selling, general and administrative expenses on the Consolidated Statements of Income for the fiscal years ended February 28, 2015 and February 28, 2014 amounted to ¥581 million (\$4,882 thousand) and ¥532 million, respectively.

## (1) The Company A. Outline of stock options

| A. Outline of stock options   |   |  |  |  |
|---|---|--|--|--|
|   | First grant   | Second grant   |  |  |
| Title and number of grantees  | 4 directors of the Company  | 92 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan   |  |  |
| Number of stock options(a)  | 15,900 common shares  | 95,800 common shares   |  |  |
| Grant date  | August 6, 2008  | August 6, 2008   |  |  |
| exercise condition  | (b)   | (b)  |  |  |
| ntended service period  | No provisions   | No provisions  |  |  |
| Exercise period   | •   | From August 7, 2009 to August 6, 2038  |  |  |
|   | Third grant   | Fourth grant   |  |  |
| Title and number of grantees  |   | 106 executive officers of the Company and directors  |  |  |
| -   |   | and executive officers of subsidiaries of the Compan   |  |  |
| Number of stock options <sup>(a)</sup>  |   | 129,700 common shares  |  |  |
| Grant date  | June 15, 2009   | June 15, 2009  |  |  |
| exercise condition  | (b)   | (b)  |  |  |
| ntended service period  | No provisions   | No provisions  |  |  |
| xercise period  | From February 28, 2010 to June 15, 2029   | From February 28, 2010 to June 15, 2039  |  |  |
|   | Fifth grant   | Sixth grant  |  |  |
| itle and number of grantees   |   | 115 executive officers of the Company and directors  |  |  |
|   |   | and executive officers of subsidiaries of the Compan   |  |  |
| Jumber of stock options(a)  | 21,100 common shares  | 114,400 common shares  |  |  |
| Grant date  | June 16, 2010   | July 2, 2010   |  |  |
| xercise condition   | (b)   | (b)  |  |  |
| ntended service period  | No provisions   | No provisions  |  |  |
|   | From February 28, 2011 to June 16, 2030   | From February 28, 2011 to July 2, 2040   |  |  |
|   | Seventh grant   | Eighth grant   |  |  |
| itle and number of grantees   |   | 121 executive officers of the Company and directors  |  |  |
|   |   | and executive officers of subsidiaries of the Compan   |  |  |
| Number of stock options(a)  | 25,900 common shares  | 128,000 common shares  |  |  |
| Grant date  |   | June 15, 2011  |  |  |
| Exercise condition  |   | (b)  |  |  |
| ntended service period  |   | No provisions  |  |  |
|   | From February 29, 2012 to June 15, 2031   | From February 29, 2012 to June 15, 2041  |  |  |
|   |   |  |  |  |
|   | Ninth grant   | Tenth grant  |  |  |
|   | / directors of the Company  | 118 executive officers of the Company and directors  |  |  |
| Fitle and number of grantees  |   | and executive officers of subsidiaries of the Compan   |  |  |
| -<br>Number of stock options <sup>(a)</sup>   | 27,000 common shares  | 126,100 common shares  |  |  |
| -<br>Number of stock options <sup>(a)</sup>   | 27,000 common shares  |  |  |  |
| -<br>Number of stock options <sup>(a)</sup><br>Grant date   | 27,000 common shares  | 126,100 common shares  |  |  |
| -<br>Number of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition   | 27,000 common shares<br>July 6, 2012  | 126,100 common shares<br>July 6, 2012  |  |  |
| Sumber of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ntended service period  | 27,000 common shares<br>July 6, 2012  | 126,100 common shares<br>July 6, 2012  |  |  |
| Sumber of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ntended service period  | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042  |  |  |
| Number of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ntended service period<br>Exercise period   | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant   |  |  |
| Number of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ntended service period<br>Exercise period<br>Title and number of grantees   | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Company   |  |  |
| Number of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ntended service period<br>Exercise period<br>Fitle and number of grantees   | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br><u>Twelfth grant</u><br>108 executive officers of the Company and directors   |  |  |
| Number of stock options <sup>(a)</sup> Grant date         Exercise condition         intended service period         Exercise period         Fitle and number of grantees         Number of stock options <sup>(a)</sup>  | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Company   |  |  |
| Sumber of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>intended service period<br>exercise period<br>itle and number of grantees<br>Sumber of stock options <sup>(a)</sup><br>Grant date   | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares   |  |  |
| Number of stock options <sup>(a)</sup> Grant date         Exercise condition         intended service period         Exercise period         Fitle and number of grantees         Number of stock options <sup>(a)</sup> Grant date         Exercise condition  | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)   | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013   |  |  |
| Jumber of stock options <sup>(a)</sup> Grant date         Exercise condition         ixercise period         "itle and number of grantees         Jumber of stock options <sup>(a)</sup> Grant date         Structure         Structure         Grant date         Structure         Structure         Grant date         Structure         Structure         Grant date         Structure         St   | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)   | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013<br>(b)  |  |  |
| Aumber of stock options <sup>(a)</sup><br>Grant date<br>intended service period<br>ixercise period<br>itle and number of grantees<br>Jumber of stock options <sup>(a)</sup><br>Grant date<br>ixercise condition<br>itended service period   | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2033  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2043   |  |  |
| Aumber of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>Exercise period<br>Exercise period<br>Title and number of grantees<br>Jumber of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>Exercise period   | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2033<br>Thirteenth grant  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013<br>(c)<br>No provisions<br>From February 28, 2014 to August 7, 2043<br>Fourteenth grant<br>113 executive officers of the Company and directors  |  |  |
| Number of stock options <sup>(a)</sup> Grant date         Exercise condition         intended service period         Exercise period         Fitle and number of grantees         Number of stock options <sup>(a)</sup> Grant date         Exercise condition         Grant date         Exercise condition         Exercise condition         Intended service period         Exercise period         Exercise period         Exercise period         Exercise period   | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2033<br>Thirteenth grant<br>7 directors of the Company  | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2043<br>Fourteenth grant<br>113 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan  |  |  |
| Number of stock options <sup>(a)</sup> Grant date         Exercise condition         Intended service period         Exercise period         Fitle and number of grantees         Number of stock options <sup>(a)</sup> Grant date         Exercise condition         Stant date         Exercise condition         Exercise condition         Exercise period         Exercise         Exercise         Exercise         Exercise         Exercise         Exerci                           | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2033<br>Thirteenth grant<br>7 directors of the Company<br>24,000 common shares                          | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2043<br>Fourteenth grant<br>113 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>102,800 common shares                   |  |  |
| Number of stock options <sup>(a)</sup> Grant date         Exercise condition         Intended service period         Exercise period         Fitle and number of grantees         Number of stock options <sup>(a)</sup> Grant date         Exercise condition         Exercise period         Fitle and number of grantees         Exercise condition         Exercise condition         Exercise period         Exe | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2033<br>Thirteenth grant<br>7 directors of the Company<br>24,000 common shares<br>August 6, 2014        | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2043<br>Fourteenth grant<br>113 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>102,800 common shares<br>August 6, 2014 |  |  |
| Number of stock options <sup>(a)</sup> Grant date         Exercise condition         intended service period         Exercise period         Fitle and number of grantees         Number of stock options <sup>(a)</sup> Stant date         Exercise condition         Stant date         Exercise condition         Exercise condition         Stant date         Exercise period         Exercise period         Exercise period         Stant date  | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2033<br>Thirteenth grant<br>7 directors of the Company<br>24,000 common shares<br>August 6, 2014        | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2043<br>Fourteenth grant<br>113 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>102,800 common shares                   |  |  |
| Title and number of grantees<br>Number of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ntended service period  | 27,000 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2032<br>Eleventh grant<br>7 directors of the Company<br>24,900 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2033<br>Thirteenth grant<br>7 directors of the Company<br>24,000 common shares<br>August 6, 2014<br>(b) | 126,100 common shares<br>July 6, 2012<br>(b)<br>No provisions<br>From February 28, 2013 to July 6, 2042<br>Twelfth grant<br>108 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>110,500 common shares<br>August 7, 2013<br>(b)<br>No provisions<br>From February 28, 2014 to August 7, 2043<br>Fourteenth grant<br>113 executive officers of the Company and directors<br>and executive officers of subsidiaries of the Compan<br>102,800 common shares<br>August 6, 2014 |  |  |

(a) Number of stock options means total shares to be issued upon exercise of subscription rights to shares.(b) Within 10 days from the day following the day that a subscription holder loses their position as a director or executive officer of the Company or of its subsidiaries.

#### B. Scale and changes in stock options

The following describes the scale and changes in stock options that existed during the fiscal year ended February 28, 2015. The number of stock options is translated into the number of shares.

#### Fiscal year ended February 28, 2015: Number of stock options

|                         | First grant | Second grant | Third grant | Fourth grant |
|-------------------------|-------------|--------------|-------------|--------------|
| Before vested:          |             |              |             |              |
| As of February 28, 2014 | —           | —            | —           | —            |
| Granted                 | _           | —            | —           | —            |
| Forfeited               | _           | —            | —           | —            |
| Vested                  | _           | —            | —           | —            |
| Outstanding             | _           | —            | —           | —            |
| After vested:           |             |              |             |              |
| As of February 28, 2014 | 12,900      | 53,400       | 19,800      | 81,400       |
| Vested                  | _           | —            | _           | _            |
| Exercised               | _           | 2,200        | _           | 4,400        |
| Forfeited               | _           | _            | _           | _            |
| Outstanding             | 12,900      | 51,200       | 19,800      | 77,000       |

|                         | Fifth grant | Sixth grant | Seventh grant | Eighth grant |
|-------------------------|-------------|-------------|---------------|--------------|
| Before vested:          |             |             |               |              |
| As of February 28, 2014 | —           | —           | —             | —            |
| Granted                 | —           | —           | —             | —            |
| Forfeited               | —           | _           | —             | _            |
| Vested                  | —           | _           | —             | _            |
| Outstanding             | _           | —           | —             | _            |
| After vested:           |             |             |               |              |
| As of February 28, 2014 | 17,500      | 74,300      | 25,900        | 104,300      |
| Vested                  | _           | —           | —             | _            |
| Exercised               | _           | 4,300       | —             | 5,700        |
| Forfeited               | _           | _           | _             | _            |
| Outstanding             | 17,500      | 70,000      | 25,900        | 98,600       |

|                         | Ninth grant | Tenth grant | Eleventh grant | Twelfth grant |  |
|-------------------------|-------------|-------------|----------------|---------------|--|
| Before vested:          |             |             |                |               |  |
| As of February 28, 2014 | —           | —           | —              | —             |  |
| Granted                 | —           | —           | —              | —             |  |
| Forfeited               | —           | —           | —              | —             |  |
| Vested                  | —           | —           | —              | —             |  |
| Outstanding             | —           | —           | —              | —             |  |
| After vested:           |             |             |                |               |  |
| As of February 28, 2014 | 27,000      | 110,800     | 24,900         | 110,500       |  |
| Vested                  | —           | —           | —              | —             |  |
| Exercised               | —           | 6,300       | —              | 6,000         |  |
| Forfeited               | _           | _           | _              | —             |  |
| Outstanding             | 27,000      | 104,500     | 24,900         | 104,500       |  |

|                         | Thirteenth grant | Fourteenth grant |
|-------------------------|------------------|------------------|
| Before vested:          |                  |                  |
| As of February 28, 2014 | —                | —                |
| Granted                 | 24,000           | 102,800          |
| Forfeited               | —                | —                |
| Vested                  | 24,000           | 102,800          |
| Outstanding             | —                | —                |
| After vested:           |                  |                  |
| As of February 28, 2014 | —                | —                |
| Vested                  | 24,000           | 102,800          |
| Exercised               | _                | —                |
| Forfeited               | —                | _                |
| Outstanding             | 24,000           | 102,800          |

#### Price information

|   | First grant                                     | Second grant                                    | Third grant                                  | Fourth grant                                    |
|---|---|---|--|---|
| Exercise price                              | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                       | ¥1 (\$0.008) per share                          |
| Average exercise price                      | —   | ¥403,300 (\$3,389) per<br>subscription to share | —  | ¥399,800 (\$3,359) per subscription to share    |
| Fair value at the grant date <sup>(a)</sup> | ¥307,000 (\$2,579) per subscription to share    | ¥311,300 (\$2,615) per subscription to share    | ¥204,500 (\$1,718) per subscription to share | ¥211,100 (\$1,773) per subscription to share    |
|   | Fifth grant                                     | Sixth grant                                     | Seventh grant                                | Eighth grant                                    |
| Exercise price                              | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                       | ¥1 (\$0.008) per share                          |
| Average exercise price                      | _   | ¥399,300 (\$3,355) per subscription to share    | —  | ¥398,700 (\$3,350) per subscription to share    |
| Fair value at the grant date <sup>(a)</sup> | ¥185,000 (\$1,554) per<br>subscription to share | ¥168,900 (\$1,419) per subscription to share    | ¥188,900 (\$1,587) per subscription to share | ¥185,300 (\$1,557) per<br>subscription to share |
|   | Ninth grant                                     | Tenth grant                                     | Eleventh grant                               | Twelfth grant                                   |
| Exercise price                              | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                       | ¥1(\$0.008) per share                           |
| Average exercise price                      | —   | ¥398,100 (\$3,345) per<br>subscription to share | —  | ¥398,300 (\$3,347) per subscription to share    |
| Fair value at the grant date <sup>(a)</sup> | ¥216,400 (\$1,818) per subscription to share    | ¥206,400 (\$1,734) per subscription to share    | ¥345,700 (\$2,905) per subscription to share | ¥330,600 (\$2,778) per subscription to share    |
|   | Thirteenth grant                                | Fourteenth grant                                | _  |   |
| Exercise price                              | ¥1 (\$0.008) per share                          | ¥1(\$0.008) per share                           |  |   |
| Average exercise price                      | _   | _   | _  |   |
| Fair value at the grant date <sup>(a)</sup> | ¥388,500 (\$3,264) per<br>subscription to share | ¥383,700 (\$3,224) per<br>subscription to share | _  |   |

#### Note:

(a) The number of shares to be issued upon exercise of one subscription right to shares shall be 100 common shares of the Company.

#### C. Valuation method for estimating per share fair value of stock options

The valuation method used for valuating fair value of Thirteenth grant of subscription rights to shares and Fourteenth grant of subscription rights to shares during the fiscal year ended February 28, 2015 is as follows:

#### Valuation method used

Black-Scholes option-pricing model

#### Principal parameters and estimation method

| Thirteenth grant       | Fourteenth grant       |
|------------------------|------------------------|
| 30.23%                 | 30.74%                 |
| 5.89 years             | 6.67 years             |
| ¥68 (\$0.57) per share | ¥68 (\$0.57) per share |
| 0.187%                 | 0.227%                 |
|                        | 30.23%<br>5.89 years   |

Notes:

(a) The Thirteenth grant is calculated based on the actual stock prices during the five years and eleven months from September 16, 2008 to August 6, 2014.

The Fourteenth grant is calculated based on the actual stock prices during the six years and eight months from December 6, 2007 to August 6, 2014. (b) The average expected life of the option was estimated assuming that the options were exercised at the weighted-average period from valuation date to each director's expected

retirement date, based upon the numbers of stock options allocated to each director, plus 10 days of exercisable period.

(c) Expected dividends are determined based on the latest actual dividends on common stock for the fiscal year ended February 28, 2015.

(d) Japanese government bond yield corresponding to the average expected life.

#### D. Estimation of the number of stock options vested

Because it is difficult to reasonably estimate the number of options that will expire in the future, the number of options that have been forfeited is reflected.

#### (2) Seven Bank, Ltd. A. Outline of stock options

|  | First grant-1   | First grant-2  |  |  |
|--|---|--|--|--|
| Title and number of grantees   | 5 directors of Seven Bank, Ltd.   | 3 executive officers of Seven Bank, Ltd.   |  |  |
| Number of stock options <sup>(a)</sup>   | 184,000 common shares   | 21,000 common shares   |  |  |
| Grant date   | August 12, 2008   | August 12, 2008  |  |  |
| Exercise condition   | (b)   | (C)  |  |  |
| Intended service period  | No provisions   | No provisions  |  |  |
| Exercise period  | From August 13, 2008 to August 12, 2038   | From August 13, 2008 to August 12, 2038  |  |  |
|  |   |  |  |  |
|  | Second grant-1  | Second grant-2   |  |  |
| Title and number of grantees   |   | 5 executive officers of Seven Bank, Ltd.   |  |  |
| Number of stock options <sup>(a)</sup>   | 171,000 common shares   | 38,000 common shares   |  |  |
| Grant date   | August 3, 2009  | August 3, 2009   |  |  |
| Exercise condition   | <sup>(b)</sup>  | (C)  |  |  |
| ntended service period   | No provisions   | No provisions  |  |  |
| xercise period   | From August 4, 2009 to August 3, 2039   | From August 4, 2009 to August 3, 2039  |  |  |
|  |   |  |  |  |
|  | Third grant-1   | Third grant-2  |  |  |
| itle and number of grantees  |   | 4 executive officers of Seven Bank, Ltd.   |  |  |
| Number of stock options <sup>(a)</sup>   |   | 51,000 common shares   |  |  |
| Grant date   |   | August 9, 2010   |  |  |
| xercise condition  |   | (c)  |  |  |
| ntended service period   | No provisions   | No provisions  |  |  |
| xercise period   | From August 10, 2010 to August 9, 2040  | From August 10, 2010 to August 9, 2040   |  |  |
|  | Fourth grapt 1  | Fourth grant 2   |  |  |
| itle and number of grantees  | Fourth grant-1<br>5 directors of Seven Bank Itd   | Fourth grant-2<br>8 executive officers of Seven Bank, Ltd.   |  |  |
| Jumber of stock options <sup>(a)</sup>   |   | 118,000 common shares  |  |  |
| Grant date   |   | August 8, 2011   |  |  |
| xercise condition  |   | (c)  |  |  |
|  |   | No provisions  |  |  |
|  |   |  |  |  |
|  |   |  |  |  |
|  |   | From August 9, 2011 to August 8, 2041  |  |  |
| Exercise period  | From August 9, 2011 to August 8, 2041<br>Fifth grant-1  |  |  |  |
| Exercise period  | From August 9, 2011 to August 8, 2041<br>Fifth grant-1  | From August 9, 2011 to August 8, 2041  |  |  |
| ixercise period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> </ul>   | From August 9, 2011 to August 8, 2041<br>Fifth grant-2   |  |  |
| itle and number of grantees  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> </ul>  | From August 9, 2011 to August 8, 2041<br>Fifth grant-2<br>7 executive officers of Seven Bank, Ltd.   |  |  |
| itle and number of grantees<br>Jumber of stock options <sup>(a)</sup>  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> </ul>  | Fifth grant-2<br>7 executive officers of Seven Bank, Ltd.<br>77,000 common shares  |  |  |
| itle and number of grantees<br>Jumber of stock options <sup>(a)</sup><br>Grant date  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li><sup>(b)</sup></li> </ul>  | From August 9, 2011 to August 8, 2041<br>Fifth grant-2<br>7 executive officers of Seven Bank, Ltd.<br>77,000 common shares<br>August 6, 2012   |  |  |
| Title and number of grantees<br>Sumber of stock options <sup>(a)</sup><br>Frant date<br>Exercise condition<br>htended service period   | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li><sup>(b)</sup></li> </ul>  | From August 9, 2011 to August 8, 2041<br>Fifth grant-2<br>7 executive officers of Seven Bank, Ltd.<br>77,000 common shares<br>August 6, 2012<br>(c)  |  |  |
| xercise period<br>itle and number of grantees<br>Jumber of stock options <sup>(a)</sup><br>Grant date<br>xercise condition<br>ntended service period   | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li><sup>(b)</sup></li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> </ul>  | From August 9, 2011 to August 8, 2041<br>Fifth grant-2<br>7 executive officers of Seven Bank, Ltd.<br>77,000 common shares<br>August 6, 2012<br>(C)<br>No provisions<br>From August 7, 2012 to August 6, 2042  |  |  |
| itle and number of grantees<br>Jumber of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>thended service period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li><sup>(b)</sup></li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> </ul>   | From August 9, 2011 to August 8, 2041<br>Fifth grant-2<br>7 executive officers of Seven Bank, Ltd.<br>77,000 common shares<br>August 6, 2012<br>(c)<br>No provisions<br>From August 7, 2012 to August 6, 2042<br>Sixth grant-2   |  |  |
| itle and number of grantees<br>Number of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ixercise period<br>ixercise period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> </ul>   | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd.  |  |  |
| itle and number of grantees<br>Jumber of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ixercise period<br>ixercise period<br>ixercise period<br>itle and number of grantees  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> </ul>  | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (C) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares   |  |  |
| ixercise period         itle and number of grantees         Jumber of stock options <sup>(a)</sup> Grant date         ixercise condition         ixercise condition         ixercise period         ixercise         ixercise | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012 <ul> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> </ul> </li> <li>Sixth grant-1 <ul> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> </ul> </li> </ul>  | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd.  |  |  |
| Exercise period         Title and number of grantees         Number of stock options <sup>(a)</sup> Grant date         Exercise condition         Intended service period         Exercise period         Exercise period         Strant date         Exercise condition         Strant date   | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li>(b)</li> </ul>   | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (0)  |  |  |
| ixercise period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li><sup>(b)</sup></li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li><sup>(b)</sup></li> <li>No provisions</li> </ul>  | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (c) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (c) No provisions  |  |  |
| xercise period<br>itle and number of grantees<br>Jumber of stock options <sup>(a)</sup><br>Grant date<br>xercise condition<br>ntended service period<br>itle and number of grantees<br>Jumber of stock options <sup>(a)</sup><br>Grant date<br>sercise condition<br>mended service period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li>(b)</li> </ul>   | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (0)  |  |  |
| ixercise period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li><sup>(b)</sup></li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li><sup>(b)</sup></li> <li>No provisions</li> </ul>  | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (0) No provisions  |  |  |
| Exercise period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li>(b)</li> <li>No provisions</li> <li>From August 6, 2013 to August 5, 2043</li> </ul>   | From August 9, 2011 to August 8, 2041  Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042  Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (0) No provisions From August 6, 2013 to August 5, 2043  |  |  |
| Exercise period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li>(b)</li> <li>No provisions</li> <li>From August 6, 2013 to August 5, 2043</li> <li>Seventh grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> </ul>   | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (0) No provisions From August 6, 2013 to August 5, 2043 Seventh grant-2  |  |  |
| Exercise period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li>(b)</li> <li>No provisions</li> <li>From August 6, 2013 to August 5, 2043</li> <li>Seventh grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>193,000 common shares</li> </ul>                                      | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (0) No provisions From August 6, 2013 to August 5, 2043 Seventh grant-2 8 executive officers of Seven Bank, Ltd.                                     |  |  |
| Exercise period  | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li>(b)</li> <li>No provisions</li> <li>From August 6, 2013 to August 5, 2043</li> <li>Seventh grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>193,000 common shares</li> <li>August 4, 2014</li> </ul>              | From August 9, 2011 to August 8, 2041 Fifth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (0) No provisions From August 6, 2013 to August 5, 2043 Seventh grant-2 8 executive officers of Seven Bank, Ltd. 44,000 common shares                |  |  |
| Fitle and number of grantees<br>Number of stock options <sup>(a)</sup><br>Grant date<br>Exercise condition<br>ntended service period   | <ul> <li>From August 9, 2011 to August 8, 2041</li> <li>Fifth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>363,000 common shares</li> <li>August 6, 2012</li> <li>(b)</li> <li>No provisions</li> <li>From August 7, 2012 to August 6, 2042</li> <li>Sixth grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>216,000 common shares</li> <li>August 5, 2013</li> <li>(b)</li> <li>No provisions</li> <li>From August 6, 2013 to August 5, 2043</li> <li>Seventh grant-1</li> <li>6 directors of Seven Bank, Ltd.</li> <li>193,000 common shares</li> <li>August 4, 2014</li> <li>(b)</li> </ul> | From August 9, 2011 to August 8, 2041 Fitth grant-2 7 executive officers of Seven Bank, Ltd. 77,000 common shares August 6, 2012 (0) No provisions From August 7, 2012 to August 6, 2042 Sixth grant-2 7 executive officers of Seven Bank, Ltd. 43,000 common shares August 5, 2013 (0) No provisions From August 6, 2013 to August 5, 2043 Seventh grant-2 8 executive officers of Seven Bank, Ltd. 44,000 common shares August 4, 2014 |  |  |

Notes:

(a) Number of stock options means total shares to be issued upon exercise of subscription rights to shares.(b) Within 10 days from the day following the day that a subscription holder loses their position as a director of Seven Bank, Ltd.

(c) Within 10 days from the day following the day that a subscription holder loses their position as an executive officer of Seven Bank, Ltd.

**B.** Scale and changes in stock options The following describes the scale and changes in stock options that existed during the fiscal year ended February 28, 2015. The number of stock options is translated into the number of shares.

#### Fiscal year ended February 28, 2015:

| Number | of | stock | options |
|--------|----|-------|---------|
|--------|----|-------|---------|

| Number of stock options | First grant-1   | First grant-2   | Second grant-1 | Second grant-2 |
|-------------------------|-----------------|-----------------|----------------|----------------|
| Before vested:          |                 |                 |                |                |
| As of February 28, 2014 | _               | _               | _              | _              |
| Granted                 | _               | _               | _              | _              |
| Forfeited               | _               | _               | _              | _              |
| Vested                  | _               | _               | _              | _              |
| Outstanding             | _               | _               | _              | _              |
| After vested:           |                 |                 |                |                |
| As of February 28, 2014 | 157,000         | 7,000           | 171,000        | 23,000         |
| Vested                  |                 | _               | _              |                |
| Exercised               | _               | _               | _              | 7,000          |
| Forfeited               | _               | _               | _              | _              |
| Outstanding             | 157,000         | 7,000           | 171,000        | 16,000         |
|                         |                 |                 |                |                |
|                         | Third grant-1   | Third grant-2   | Fourth grant-1 | Fourth grant-2 |
| Before vested:          |                 |                 |                |                |
| As of February 28, 2014 | —               | —               | —              | -              |
| Granted                 | —               | —               | —              | —              |
| Forfeited               | —               | —               | —              | —              |
| Vested                  | —               | —               | —              | —              |
| Outstanding             | —               | —               | —              | —              |
| After vested:           |                 |                 |                |                |
| As of February 28, 2014 | 423,000         | 25,000          | 440,000        | 104,000        |
| Vested                  | _               | —               | _              | —              |
| Exercised               | _               | 12,000          | _              | 14,000         |
| Forfeited               | —               | —               | _              | —              |
| Outstanding             | 423,000         | 13,000          | 440,000        | 90,000         |
|                         | Fifth grant-1   | Fifth grant-2   | Sixth grant-1  | Sixth grant-2  |
| Before vested:          | i ner grane i   |                 | Sixti Bruite i | Sixer grant 2  |
| As of February 28, 2014 | _               | _               | _              | _              |
| Granted                 | _               | _               | _              | _              |
| Forfeited               | _               | _               | _              | _              |
| Vested                  | _               | _               | _              | _              |
| Outstanding             | _               | _               | _              | _              |
| After vested:           |                 |                 |                |                |
| As of February 28, 2014 | 363,000         | 77,000          | 216,000        | 43,000         |
| Vested                  |                 |                 |                | ,000           |
| Exercised               | _               | 10,000          | _              | 9,000          |
| Forfeited               | _               |                 | _              | _              |
| Outstanding             | 363,000         | 67,000          | 216,000        | 34,000         |
| <u> </u>                |                 |                 |                |                |
| Defere vested           | Seventh grant-1 | Seventh grant-2 | _              |                |
| Before vested:          |                 |                 |                |                |
| As of February 28, 2014 | 102.000         |                 |                |                |
| Granted                 | 193,000         | 44,000          |                |                |
| Forfeited               | -               |                 |                |                |
| Vested                  | 193,000         | 44,000          |                |                |
| Outstanding             | —               | —               |                |                |
| After vested:           |                 |                 |                |                |
| As of February 28, 2014 | —               | —               |                |                |
| Vested                  | 193,000         | 44,000          |                |                |
| Exercised               | —               | —               |                |                |
| Forfeited               |                 | —               |                |                |
| Outstanding             | 193,000         | 44,000          |                |                |

#### Price information

|   | First grant-1                                | First grant-2                                   | Second grant-1                                  | Second grant-2                               |
|---|--|---|---|--|
| Exercise price                              | ¥1 (\$0.008) per share                       | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                       |
| Average exercise price                      | _  | _   | _   | ¥416,000 (\$3,495) per subscription to share |
| Fair value at the grant date <sup>(a)</sup> | ¥236,480 (\$1,987) per subscription to share | ¥236,480 (\$1,987) per subscription to share    | ¥221,862 (\$1,864) per subscription to share    | ¥221,862 (\$1,864) per subscription to share |
|   | Third grant-1                                | Third grant-2                                   | Fourth grant-1                                  | Fourth grant-2                               |
| Exercise price                              | ¥1 (\$0.008) per share                       | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                       |
| Average exercise price                      | _  | ¥416,000 (\$3,495) per<br>subscription to share | _   | ¥416,000 (\$3,495) per subscription to share |
| Fair value at the grant date <sup>(a)</sup> | ¥139,824 (\$1,174) per subscription to share | ¥139,824 (\$1,174) per subscription to share    | ¥127,950 (\$1,075) per<br>subscription to share | ¥127,950 (\$1,075) per subscription to share |
|   | Fifth grant-1                                | Fifth grant-2                                   | Sixth grant-1                                   | Sixth grant-2                                |
| Exercise price                              | ¥1 (\$0.008) per share                       | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                          | ¥1 (\$0.008) per share                       |
| Average exercise price                      | _  | ¥416,000 (\$3,495) per subscription to share    | _   | ¥416,000 (\$3,495) per subscription to share |
| Fair value at the grant date <sup>(a)</sup> | ¥175,000 (\$1,470) per subscription to share | ¥175,000 (\$1,470) per subscription to share    | ¥312,000 (\$2,621) per subscription to share    | ¥312,000 (\$2,621) per subscription to share |
|   | Seventh grant-1                              | Seventh grant-2                                 | _   |  |
| Exercise price                              | ¥1 (\$0.008) per share                       | ¥1 (\$0.008) per share                          | _   |  |
| Average exercise price                      | _  | _   |   |  |
| Fair value at the grant date <sup>(a)</sup> | ¥370,000 (\$3,109) per subscription to share | ¥370,000 (\$3,109) per subscription to share    |   |  |

#### Note:

(a) The number of shares to be issued upon exercise of one subscription right to shares shall be 1,000 common shares of Seven Bank, Ltd.

#### C. Valuation method for estimating per share fair value of stock options

The valuation method used for valuating fair value of Seventh grant-1 of subscription rights to shares and Seventh grant-2 of subscription rights to shares during the fiscal year ended February 28, 2015 is as follows:

#### Valuation method used

Black-Scholes option-pricing model

| Principal parameters and estimation method   | Seventh grant-1         | Seventh grant-2         |
|--|-------------------------|-------------------------|
| Expected volatility of the underlying stock price <sup>(a)</sup>                                   | 31.013%                 | 31.013%                 |
| Remaining expected life of the option <sup>(b)</sup>   | 6.39 years              | 6.39 years              |
| Expected dividends on the stock $^{\scriptscriptstyle (\!C\!)}$                                    | ¥7.5 (\$0.06) per share | ¥7.5 (\$0.06) per share |
| Risk-free interest rate during the expected option $\operatorname{term}^{\scriptscriptstyle{(d)}}$ | 0.217%                  | 0.217%                  |

Notes:

(a) Seventh grant-1 and Seventh grant-2 are calculated based on the actual stock prices during the five years and four months from March 17, 2008 to August 4, 2014. (b) The average expected life of the option was estimated assuming that the options were exercised at the weighted-average period from June 2014 to each director's expected

retirement date, based upon the numbers of stock options allocated to each director, plus 10 days of exercisable period.

(c) Expected dividends are determined based on the latest actual dividends on common stock for the fiscal year ended March 31, 2015.

(d) Japanese government bond yield corresponding to the average expected life.

#### D. Estimation of the number of stock options vested

Because it is difficult to reasonably estimate the number of options that will expire in the future, the number of options that have been forfeited is reflected.

#### (3) Nissen Holdings Co., Ltd.

| A. Outline of stock options            |  |
|--|--|
|  | Resolution on July 20, 2012  |
| Title and number of grantees           | 39 employees (including transferring employees) of Nissen Holdings Co., Ltd., 14 directors of subsidiaries (including subsidiaries of subsidiaries) of Nissen Holdings Co., Ltd. and 468 employees of subsidiaries (including subsidiaries of subsidiaries) of Nissen Holdings Co., Ltd. |
| Number of stock options <sup>(a)</sup> | 778,000 common shares  |
| Grant date                             | August 6, 2012   |
| Exercise condition                     | (b)  |
| Intended service period                | From August 6, 2012 to August 5, 2014  |
| Exercise period                        | From August 6, 2014 to August 5, 2015  |
|  |  |

#### Notes:

(a) Number of stock options means total shares to be issued upon exercise of subscription rights to shares.

- (b) It is required to fulfill the following working and stock price conditions.
  - 1. Stock option holder must be a director, auditor or employee of Nissen Holdings Co., Ltd. or its subsidiaries at the time they exercise the stock options unless they retire due to the expiration of their term of office or retirement age, or for any other justifiable reason.
  - 2. Stock price average (fractions less than ¥1 are rounded up) in the last month just before the exercise period must be over ¥482 (\$4.05).

#### B. Scale and changes in stock options

The following describes the scale and changes in stock options that existed during the fiscal year ended February 28, 2015. The number of stock options is translated into the number of shares.

#### Fiscal year ended February 28, 2015: Number of stock options

|                         | Resolution on July 20, 2012 |
|-------------------------|-----------------------------|
| Before vested           |                             |
| As of February 28, 2014 | 748,000                     |
| Granted                 | —                           |
| Forfeited               | 748,000                     |
| Vested                  | —                           |
| Outstanding             | —                           |
| After vested            |                             |
| As of February 28, 2014 | —                           |
| Vested                  | —                           |
| Exercised               | —                           |
| Forfeited               | —                           |
| Outstanding             | —                           |

#### Price information

|   | Resolution on July 20, 2012 |
|---|-----------------------------|
| Exercise price                              | ¥373 (\$3.13) per share     |
| Average exercise price                      | —                           |
| Fair value at the grant date <sup>(a)</sup> | ¥3,100 (\$26) per           |
|   | subscription to share       |

#### Note:

(a) The number of shares to be issued upon exercise of one subscription right to shares shall be 100 common shares of Nissen Holdings Co., Ltd.

#### C. Estimation of the number of stock options vested

Because it is difficult to reasonably estimate the number of options that will expire in the future, the number of options that have been forfeited is reflected.

#### 18. COMMITMENTS AND CONTINGENT LIABILITIES

#### (1) Guarantees

As of February 28, 2015

The Companies are contingently liable as guarantors for employees' housing loans from certain financial institutions totaling  $\pm$ 221 million (\$1,857 thousand).

As of February 28, 2014

The Companies are contingently liable as guarantors for employees' housing loans from certain financial institutions totaling ¥266 million.

FINANCIAL SECTION

#### (2) Pledged assets

A. The amount of assets pledged as collateral by the Companies for their loans from certain financial institutions as of February 28, 2015 and February 28, 2014 is as follows:

|                              |         |                 | U.S. dollars |
|------------------------------|---------|-----------------|--------------|
|                              |         | Millions of yen | (Note 3)     |
|                              | 2015    | 2014            | 2015         |
| Buildings and structures     | ¥ 2,867 | ¥ 3,204         | \$ 24,092    |
| Land                         | 7,395   | 7,461           | 62,142       |
| Investments in securities    | 63,019  | 90,065          | 529,571      |
| Long-term leasehold deposits | 5,005   | 3,655           | 42,058       |
| Total                        | ¥78,288 | ¥104,387        | \$657,882    |

Debts for the pledged assets above as of February 28, 2015 are as follows: short-term loans, ¥2,200 million (\$18,487 thousand); long-term loans (including current portion), ¥13,103 million (\$110,109 thousand); long-term accounts payable, ¥442 million (\$3,714 thousand); and long-term deposits received from tenants and franchised stores, ¥34 million (\$285 thousand).

Debts for the pledged assets above as of February 28, 2014 are as follows: short-term loans, ¥3,400 million; long-term loans (including current portion), ¥12,288 million; long-term accounts payable, ¥552 million; and long-term deposits received from tenants and franchised stores, ¥87 million.

#### B. The amount of assets pledged as collateral for the debts of affiliates as of February 28, 2015 and February 28, 2014 is as follows:

|           |        |                 | U.S. dollars |
|-----------|--------|-----------------|--------------|
|           |        | Millions of yen | (Note 3)     |
|           | 2015   | 2014            | 2015         |
| Buildings | ¥ 412  | ¥ 433           | \$ 3,462     |
| Land      | 1,368  | 1,368           | 11,495       |
| Total     | ¥1,780 | ¥1,801          | \$14,957     |

Debts of affiliates for the pledged assets above as of February 28, 2015 and February 28, 2014 are ¥3,151 million (\$26,478 thousand) and ¥3,243 million, respectively.

#### C. Other

As of February 28, 2015

The amounts of assets pledged as collateral for fund transfer and real estate business are ¥4,502 million (\$37,831 thousand) and ¥55 million (\$462 thousand), respectively. The amount of assets pledged as collateral for installment sales is ¥1,335 million (\$11,218 thousand). In addition, ¥447 million (\$3,756 thousand) of assets are pledged as collateral to secure the amount of prepaid tickets issued.

#### As of February 28, 2014

The amount of assets pledged as collateral for fund transfer and real estate business are  $\pm 6,001$  million and  $\pm 54$  million, respectively. The amount of assets pledged as collateral for installment sales is  $\pm 1,335$  million. In addition,  $\pm 323$  million of assets are pledged as collateral to secure the amount of prepaid tickets issued.

#### (3) Cash loan business

Some financial subsidiaries conduct a cash loan business that is associated with their credit card business. Unused credit balance related to the cash loan business as of February 28, 2015 and February 28, 2014 is as follows:

|   |          | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|----------|-----------------|--|
|   | 2015     | 2014            | 2015                                     |
| Credit availability of cash loan business | ¥934,876 | ¥987,001        | \$7,856,100                              |
| Outstanding balance                       | (35,685) | (27,035)        | (299,873)                                |
| Unused credit balance                     | ¥899,190 | ¥959,966        | \$7,556,218                              |

Unused credit balance will not have a material impact on future cash flows because most of the unused credit balance will remain unused considering the historical record. Some financial subsidiaries will cease finance services or reduce the credit limit based on the credit situation of customers or other justifiable reasons.

#### 19. NOTES AND ACCOUNTS PAYABLE, TRADE FOR FRANCHISED STORES

The balance of notes and accounts payable, trade for franchised stores represents the amount payable to vendors for merchandise purchased by Seven-Eleven Japan Co., Ltd. and 7-Eleven, Inc. These

two companies centralize all purchasing procedures for merchandise purchased by an individual franchised store and make collective payments to all vendors on behalf of the franchisees.

#### 20. SUPPLEMENTARY PROFIT AND LOSS INFORMATION

(1) The franchise commission from Seven-Eleven Japan Co., Ltd.'s franchised stores and 7-Eleven, Inc.'s are included in operating revenues. The franchise commission from franchised stores and net sales of franchised stores are as follows:

#### Seven-Eleven Japan Co., Ltd.

|   |           | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|---|-----------|-----------------|--|
|   | 2015      | 2014            | 2015                                     |
| Franchise commission from franchised stores | ¥ 628,867 | ¥ 579,073       | \$ 5,284,596                             |
| Net sales of franchised stores              | 3,905,369 | 3,685,095       | 32,818,226                               |

#### 7-Eleven, Inc.

|   |           |                 | Thousands of<br>U.S. dollars |
|---|-----------|-----------------|------------------------------|
|   |           | Millions of yen | (Note 3)                     |
|   | 2015      | 2014            | 2015                         |
| Franchise commission from franchised stores | ¥ 198,282 | ¥172,720        | \$1,666,235                  |
| Net sales of franchised stores              | 1,118,497 | 965,765         | 9,399,134                    |

(2) Major items included in gain on sales of property and equipment are as follows:

|                          |        | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|--------------------------|--------|-----------------|--|
|                          | 2015   | 2014            | 2015                                     |
| Buildings and structures | ¥1,507 | ¥ 662           | \$12,663                                 |
| Land                     | 974    | 277             | 8,184                                    |
| Others                   | 220    | 359             | 1,848                                    |
| Total                    | ¥2,702 | ¥1,299          | \$22,705                                 |

(3) Major items included in loss on disposals of property and equipment are as follows:

|                                   |         | Millions of yen | Thousands of<br>U.S. dollars<br>(Note 3) |
|-----------------------------------|---------|-----------------|--|
|                                   | 2015    | 2014            | 2015                                     |
| Buildings and structures          | ¥ 4,840 | ¥3,182          | \$ 40,672                                |
| Furniture, fixtures and equipment | 6,028   | 1,470           | 50,655                                   |
| Others                            | 2,480   | 4,015           | 20,840                                   |
| Total                             | ¥13,349 | ¥8,667          | \$112,176                                |

(4) Major items included in selling, general and administrative expenses are as follows:

| U.S. dollars<br>(Note 3)           2015         2014         2015           Advertising and decoration expenses         ¥165,645         ¥127,099         \$1,391,974           Salaries and wages         438,849         415,964         3,687,806           Provision for allowance for bonuses to employees         12,680         14,539         106,554           Legal welfare expenses         57,515         50,704         483,319           Land and building rent         318,485         297,815         2,676,344           Depreciation and amortization         164,020         140,573         1,378,319           Utility expenses         126,726         116,091         1,064,924           Store maintenance and repair expenses         67,671         62,818         568,663 |  |          |                 | Thousands of |
|--|--|----------|-----------------|--------------|
| 2015         2014         2015           Advertising and decoration expenses         ¥165,645         ¥127,099         \$1,391,974           Salaries and wages         438,849         415,964         3,687,806           Provision for allowance for bonuses to employees         12,680         14,539         106,554           Legal welfare expenses         57,515         50,704         483,319           Land and building rent         318,485         297,815         2,676,344           Depreciation and amortization         164,020         140,573         1,378,319           Utility expenses         126,726         116,091         1,064,924  |  |          |                 | U.S. dollars |
| Advertising and decoration expenses       ¥165,645       ¥127,099       \$1,391,974         Salaries and wages       438,849       415,964       3,687,806         Provision for allowance for bonuses to employees       12,680       14,539       106,554         Legal welfare expenses       57,515       50,704       483,319         Land and building rent       318,485       297,815       2,676,344         Depreciation and amortization       164,020       140,573       1,378,319         Utility expenses       126,726       116,091       1,064,924   |  |          | Millions of yen | (Note 3)     |
| Salaries and wages       438,849       415,964       3,687,806         Provision for allowance for bonuses to employees       12,680       14,539       106,554         Legal welfare expenses       57,515       50,704       483,319         Land and building rent       318,485       297,815       2,676,344         Depreciation and amortization       164,020       140,573       1,378,319         Utility expenses       126,726       116,091       1,064,924   |  | 2015     | 2014            | 2015         |
| Provision for allowance for bonuses to employees         12,680         14,539         106,554           Legal welfare expenses         57,515         50,704         483,319           Land and building rent         318,485         297,815         2,676,344           Depreciation and amortization         164,020         140,573         1,378,319           Utility expenses         126,726         116,091         1,064,924  | Advertising and decoration expenses              | ¥165,645 | ¥127,099        | \$1,391,974  |
| Legal welfare expenses         57,515         50,704         483,319           Land and building rent         318,485         297,815         2,676,344           Depreciation and amortization         164,020         140,573         1,378,319           Utility expenses         126,726         116,091         1,064,924   | Salaries and wages                               | 438,849  | 415,964         | 3,687,806    |
| Land and building rent         318,485         297,815         2,676,344           Depreciation and amortization         164,020         140,573         1,378,319           Utility expenses         126,726         116,091         1,064,924  | Provision for allowance for bonuses to employees | 12,680   | 14,539          | 106,554      |
| Depreciation and amortization         164,020         140,573         1,378,319           Utility expenses         126,726         116,091         1,064,924   | Legal welfare expenses                           | 57,515   | 50,704          | 483,319      |
| Utility expenses         126,726         116,091         1,064,924   | Land and building rent                           | 318,485  | 297,815         | 2,676,344    |
|  | Depreciation and amortization                    | 164,020  | 140,573         | 1,378,319    |
| Store maintenance and repair expenses         67,671         62,818         568,663  | Utility expenses                                 | 126,726  | 116,091         | 1,064,924    |
|  | Store maintenance and repair expenses            | 67,671   | 62,818          | 568,663      |

# CORPORATE OVERVIEW

FINANCIAL SECTION

### 21. RELATED PARTIES TRANSACTIONS

Fiscal year ended February 28, 2015

Transactions between the Company and related parties

(a) Unconsolidated subsidiaries and affiliates

No items required to report.

(b) A Director of the Company and primary institutional shareholders

| Attribution                     | Name            | Address | Capital and investments | Business or title                         | Voting interest<br>(held) | Business<br>relation-<br>ship | Detail of<br>transaction | Transaction amount                 | Account | Year-end<br>balance |
|---------------------------------|-----------------|---------|-------------------------|---|---------------------------|-------------------------------|--------------------------|------------------------------------|---------|---------------------|
| Close relative of<br>a Director | Yasuhiro Suzuki | —       | —                       | A Director of the<br>Company's subsidiary | Directly<br>0.0%          | —                             | Exchange<br>of shares    | ¥238 million<br>(\$2,000 thousand) | _       | _                   |

Notes:

1. The purpose of this exchange of shares between the Company and the close relative of a Director is to make Seven & i Net Media Co., Ltd. a wholly owned subsidiary, and the Company issued common shares by ratio of exchange calculated by the third party organizations.

The transaction price is determined based on the market price.

2. Yasuhiro Suzuki is a son of Toshifumi Suzuki, Chairman and Chief Executive Officer of the Company.

#### 22. SEGMENT INFORMATION

#### (1) Overview of reportable segments

With respect to its reportable segments, the Company is able to obtain delineated financial data from its structural units. Its segments are subject to periodical review for the purpose of making decisions on allocation of managerial resources and evaluating business performance by the Board of Directors.

Under the holding company structure, the Company has classified its consolidated subsidiaries into seven segments which are "Convenience store operations," "Superstore operations,"

"Department store operations," "Food services," "Financial services," "Mail order services," and "Others," according to the nature of products, services and sales operations.

"Convenience store operations" operate corporate stores and franchised stores under the name of "7-Eleven." "Superstore operations" operate superstores, supermarkets, specialty shops and others. "Department store operations" operate department store business which mainly consists of Sogo & Seibu Co., Ltd. "Food services" operate restaurant operations, meal provision service business (mainly for company cafeterias, hospitals and schools) and fast food operations. "Financial services" operate bank, credit card, lease, and other related financial businesses. "Mail order services" operate mail order which mainly consists of Nissen Holdings Co., Ltd., and selling and wholesale of gift. "Others" operate IT business and other services.

#### (2) Calculation methodology for revenues from operations, income or loss, assets and liabilities and other items for each reportable segment

The accounting treatment of each reportable segment is in line with the "Accounting Policies for the Preparation of Consolidated Financial Statements."

Segment income (loss) and segment liabilities as reported in this section are based on operating income and interest-bearing debt, respectively.

Intersegment revenues and transfers are calculated at prevailing market prices.

#### (3) Information on revenues from operations, income or loss, assets, liabilities and other monetary items for each reportable segment Fiscal year ended February 28, 2015

|   |                      |            |                     |          |            |            |               |            |             | Millions of yen |
|---|----------------------|------------|---------------------|----------|------------|------------|---------------|------------|-------------|-----------------|
|   |                      |            |                     |          |            | Reporta    | able segments |            |             |                 |
| _   | Convenience<br>store | Superstore | Department<br>store | Food     | Financial  | Mail order | Others        | Tatal      | A -1:       | Consolidated    |
|   | operations           | operations | operations          | services | services   | services   | Others        | Total      | Adjustments | total           |
| Revenues from operations:   |                      |            |                     |          |            |            |               |            |             |                 |
| Customers   | ¥2,727,130           | ¥2,003,785 | ¥872,650            | ¥80,209  | ¥ 146,593  | ¥185,525   | ¥ 23,053      | ¥6,038,948 | ¥ —         | ¥6,038,948      |
| Intersegment  | 650                  | 8,390      | 2,376               | 770      | 31,628     | 277        | 30,844        | 74,937     | (74,937)    | -               |
| Total revenues  | 2,727,780            | 2,012,176  | 875,027             | 80,980   | 178,221    | 185,802    | 53,897        | 6,113,886  | (74,937)    | 6,038,948       |
| Segment income (loss)   | ¥ 276,745            | ¥ 19,340   | ¥ 7,059             | ¥ 44     | ¥ 47,182   | ¥ (7,521)  | ¥ 3,669       | ¥ 346,520  | ¥ (3,188)   | ¥ 343,331       |
| Segment assets  | ¥1,927,221           | ¥1,040,068 | ¥495,961            | ¥26,307  | ¥1,871,705 | ¥105,717   | ¥207,073      | ¥5,674,056 | ¥(439,351)  | ¥5,234,705      |
| Segment liabilities (interest-bearing debt)                       | ¥ 132,632            | ¥ 16,131   | ¥174,395            | ¥ —      | ¥ 326,132  | ¥ 24,158   | ¥ 4,810       | ¥ 678,260  | ¥ 269,991   | ¥ 948,252       |
| Other items   |                      |            |                     |          |            |            |               |            |             |                 |
| Depreciation  | ¥ 103,247            | ¥ 20,696   | ¥ 13,399            | ¥ 709    | ¥ 25,233   | ¥ 3,842    | ¥ 2,689       | ¥ 169,818  | ¥ 2,419     | ¥ 172,237       |
| Amortization of goodwill  | ¥ 8,709              | ¥ 3,140    | ¥ 5,282             | ¥ —      | ¥ 1,560    | ¥ 9        | ¥ 192         | ¥ 18,894   | ¥ —         | ¥ 18,894        |
| Investment in associates accounted<br>for using the equity method | ¥ 14,134             | ¥ 4,128    | ¥ 560               | ¥ —      | ¥ —        | ¥ 2,978    | ¥ 12,189      | ¥ 33,991   | ¥ —         | ¥ 33,991        |
| Impairment loss   | ¥ 5,739              | ¥ 7,111    | ¥ 1,763             | ¥ 471    | ¥ —        | ¥ 90       | ¥ 44          | ¥ 15,220   | ¥ —         | ¥ 15,220        |
| Net increase in property and equipment,<br>and intangible assets  | ¥ 172,219            | ¥ 62,051   | ¥ 13,504            | ¥ 3,304  | ¥ 30,919   | ¥ 3,566    | ¥ 5,381       | ¥ 290,947  | ¥ 15,106    | ¥ 306,054       |

#### Fiscal year ended February 28, 2014

| -   |                                    |                          |                                   |                  |                       | Report                 | able segments |            |             |                       |
|---|------------------------------------|--------------------------|-----------------------------------|------------------|-----------------------|------------------------|---------------|------------|-------------|-----------------------|
| _   | Convenience<br>store<br>operations | Superstore<br>operations | Department<br>store<br>operations | Food<br>services | Financial<br>services | Mail order<br>services | Others        | Total      | Adjustments | Consolidated<br>total |
| Revenues from operations:   |                                    |                          |                                   |                  |                       |                        |               |            |             |                       |
| Customers   | ¥2,529,245                         | ¥2,000,389               | ¥869,140                          | ¥77,716          | ¥ 133,913             | ¥ —                    | ¥ 21,413      | ¥5,631,820 | ¥ —         | ¥5,631,820            |
| Intersegment  | 449                                | 9,019                    | 1,991                             | 850              | 24,912                | _                      | 29,078        | 66,301     | (66,301)    | _                     |
| Total revenues  | 2,529,694                          | 2,009,409                | 871,132                           | 78,566           | 158,826               | _                      | 50,492        | 5,698,122  | (66,301)    | 5,631,820             |
| Segment income (loss)   | ¥ 257,515                          | ¥ 29,664                 | ¥ 6,590                           | ¥ 604            | ¥ 44,902              | ¥ —                    | ¥ 2,166       | ¥ 341,443  | ¥ (1,784)   | ¥ 339,659             |
| Segment assets  | ¥1,630,826                         | ¥1,000,318               | ¥501,856                          | ¥22,398          | ¥1,798,059            | ¥103,437               | ¥169,602      | ¥5,226,498 | ¥(415,117)  | ¥4,811,380            |
| Segment liabilities (interest-bearing debt)                       | ¥ 115,955                          | ¥ 19,245                 | ¥180,345                          | ¥ —              | ¥ 331,768             | ¥ 17,093               | ¥ —           | ¥ 664,409  | ¥ 269,987   | ¥ 934,396             |
| Other items   |                                    |                          |                                   |                  |                       |                        |               |            |             |                       |
| Depreciation  | ¥ 91,256                           | ¥ 18,472                 | ¥ 13,460                          | ¥ 438            | ¥ 20,198              | ¥ —                    | ¥ 2,524       | ¥ 146,349  | ¥ 1,029     | ¥ 147,379             |
| Amortization of goodwill  | ¥ 8,387                            | ¥ 3,129                  | ¥ 5,290                           | ¥ —              | ¥ 1,747               | ¥ —                    | ¥ 142         | ¥ 18,697   | ¥ —         | ¥ 18,697              |
| Investment in associates accounted<br>for using the equity method | ¥ 13,643                           | ¥ 5,673                  | ¥ 528                             | ¥ —              | ¥ —                   | ¥ 3,500                | ¥ 18,096      | ¥ 41,442   | ¥ —         | ¥ 41,442              |
| Impairment loss   | ¥ 4,322                            | ¥ 6,814                  | ¥ 3,128                           | ¥ 606            | ¥ 29                  | ¥ —                    | ¥ 192         | ¥ 15,094   | ¥ —         | ¥ 15,094              |
| Net increase in property and equipment,<br>and intangible assets  | ¥ 174,795                          | ¥ 64,809                 | ¥ 13,493                          | ¥ 2,057          | ¥ 34,305              | ¥ —                    | ¥ 7,452       | ¥ 296,913  | ¥ 7,588     | ¥ 304,502             |

Millions of yen

Fiscal year ended February 28, 2015

| , , , ,   |                                    |                          |                                   |                  |                       |                        |               | T            | housands of U.S. | dollars (Note 3)      |
|---|------------------------------------|--------------------------|-----------------------------------|------------------|-----------------------|------------------------|---------------|--------------|------------------|-----------------------|
|   |                                    |                          |                                   |                  |                       | Report                 | able segments |              |                  |                       |
|   | Convenience<br>store<br>operations | Superstore<br>operations | Department<br>store<br>operations | Food<br>services | Financial<br>services | Mail order<br>services | Others        | Total        | Adjustments      | Consolidated<br>total |
| Revenues from operations:   |                                    |                          |                                   |                  |                       |                        |               |              |                  |                       |
| Customers   | \$22,917,058                       | \$16,838,529             | \$7,333,193                       | \$674,025        | \$ 1,231,873          | \$1,559,033            | \$ 193,722    | \$50,747,462 | \$ -             | \$50,747,462          |
| Intersegment  | 5,462                              | 70,504                   | 19,966                            | 6,470            | 265,781               | 2,327                  | 259,193       | 629,722      | (629,722)        | -                     |
| Total revenues  | 22,922,521                         | 16,909,042               | 7,353,168                         | 680,504          | 1,497,655             | 1,561,361              | 452,915       | 51,377,193   | (629,722)        | 50,747,462            |
| Segment income (loss)   | \$ 2,325,588                       | \$ 162,521               | \$ 59,319                         | \$ 369           | \$ 396,487            | \$ (63,201)            | \$ 30,831     | \$ 2,911,932 | \$ (26,789)      | \$ 2,885,134          |
| Segment assets  | \$16,195,134                       | \$ 8,740,067             | \$4,167,739                       | \$221,067        | \$15,728,613          | \$ 888,378             | \$1,740,109   | \$47,681,142 | \$(3,692,025)    | \$43,989,117          |
| Segment liabilities (interest-bearing debt)                       | \$ 1,114,554                       | \$ 135,554               | \$1,465,504                       | \$ —             | \$ 2,740,605          | \$ 203,008             | \$ 40,420     | \$ 5,699,663 | \$ 2,268,831     | \$ 7,968,504          |
| Other items   |                                    |                          |                                   |                  |                       |                        |               |              |                  |                       |
| Depreciation  | \$ 867,621                         | \$ 173,915               | \$ 112,596                        | \$ 5,957         | \$ 212,042            | \$ 32,285              | \$ 22,596     | \$ 1,427,042 | \$ 20,327        | \$ 1,447,369          |
| Amortization of goodwill  | \$ 73,184                          | \$ 26,386                | \$ 44,386                         | \$ —             | \$ 13,109             | \$ 75                  | \$ 1,613      | \$ 158,773   | \$ –             | \$ 158,773            |
| Investment in associates accounted<br>for using the equity method | \$ 118,773                         | \$ 34,689                | \$ 4,705                          | s –              | s –                   | \$ 25,025              | \$ 102,428    | \$ 285,638   | s –              | \$ 285,638            |
| Impairment loss   | \$ 48,226                          | \$ 59,756                | \$ 14,815                         | \$ 3,957         | \$ –                  | \$ 756                 | \$ 369        | \$ 127,899   | \$ –             | \$ 127,899            |
| Net increase in property and equipment,<br>and intangible assets  | \$ 1,447,218                       | \$ 521,436               | \$ 113,478                        | \$ 27,764        | \$ 259,823            | \$ 29,966              | \$ 45,218     | \$ 2,444,932 | \$ 126,941       | \$ 2,571,882          |

Notes:

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1. The adjustments of ¥(3,188) million (\$(26,789) thousand) and ¥(1,784) million for segment income (loss) are eliminations of intersegment transactions and certain expense items

that are not allocated to reportable segments for the fiscal years ended February 28, 2015 and February 28, 2014, respectively.

2. The adjustments of ¥(439,351) million (\$(3,692,025) thousand) and ¥(415,117) million for segment assets are eliminations of intersegment transactions and corporate assets for the fiscal years ended February 28, 2015 and February 28, 2014, respectively.

3. The adjustments of ¥269,991 million (\$2,268,831 thousand) and ¥269,987 million for segment liabilities are corporate liabilities and the Company's bonds for the fiscal years ended February 28, 2015 and February 28, 2014, respectively. The amount of each segment liability does not include intersegment transactions.

4. Segment income (loss) is reconciled with the operating income in the Consolidated Statements of Income.

MANAGEMENT | FRAMEWORK

#### (Reference)

Revenues from operations and operating income by geographic area segments are as described below.

|  |            |               |           |                              |              | Millions of yen       |
|--|------------|---------------|-----------|------------------------------|--------------|-----------------------|
| -<br>Fiscal year ended February 28, 2015 | Japan      | North America | Others    | Total before<br>eliminations | Eliminations | Consolidated total    |
| Revenues from operations:                | Japan      | North America | Others    | euminations                  | Luminations  | Consolidated total    |
| '  |            |               |           |                              |              |                       |
| Customers                                | ¥3,940,339 | ¥1,968,681    | ¥129,927  | ¥6,038,948                   | ¥ —          | ¥6,038,948            |
| Intersegment                             | 998 172    |               | 1,130     | 2,301                        | (2,301)      | _                     |
| Total revenues                           | ¥3,941,337 | ¥1,968,854    | ¥131,058  | ¥6,041,250                   | ¥(2,301)     | ¥6,038,948            |
| Operating income                         | ¥ 295,666  | ¥ 49,825      | ¥ (2,161) | ¥ 343,329                    | ¥ 1          | ¥ 343,331             |
|  |            |               |           |                              |              |                       |
|  |            |               |           |                              |              | Millions of yen       |
| -  |            |               |           | Total before                 |              |                       |
| Fiscal year ended February 28, 2014      | Japan      | North America | Others    | eliminations                 | Eliminations | Consolidated total    |
| Revenues from operations:                |            |               |           |                              |              |                       |
| Customers                                | ¥3,681,318 | ¥1,831,294    | ¥119,207  | ¥5,631,820                   | ¥ —          | ¥5,631,820            |
| Intersegment                             | 824        | 187           |           | 1,012                        | (1,012)      | _                     |
| Total revenues                           | ¥3,682,143 | ¥1,831,482    | ¥119,207  | ¥5,632,833                   | ¥(1,012)     | ¥5,631,820            |
| Operating income                         | ¥ 299,653  | ¥ 41,519      | ¥ (1,545) | ¥ 339,627                    | ¥ 32         | ¥ 339,659             |
|  |            |               |           |                              |              |                       |
|  |            |               |           |                              | Thousands of | U.S. dollars (Note 3) |
| 5  |            | AL 11 A 1     | 011       | Total before                 |              | C                     |
| Fiscal year ended February 28, 2015      | lanan      | North America | Others    | eliminations                 | Fliminations | Consolidated total    |

| Fiscal year ended February 28, 2015 | Japan North America |              | Others      | eliminations | Eliminations | Consolidated total |  |
|-------------------------------------|---------------------|--------------|-------------|--------------|--------------|--------------------|--|
| Revenues from operations:           |                     |              |             |              |              |                    |  |
| Customers                           | \$33,112,092        | \$16,543,537 | \$1,091,823 | \$50,747,462 | \$ —         | \$50,747,462       |  |
| Intersegment                        | 8,386               | 1,445        | 9,495       | 19,336       | (19,336)     | —                  |  |
| Total revenues                      | \$33,120,478        | \$16,544,991 | \$1,101,327 | \$50,766,806 | \$(19,336)   | \$50,747,462       |  |
| Operating income                    | \$ 2,484,588        | \$ 418,697   | \$ (18,159) | \$ 2,885,117 | \$8          | \$ 2,885,134       |  |

Notes:

1. The classification of geographic area segments is determined according to geographical distances.

2. Others consists of the business results in the People's Republic of China, etc.

#### **Related Information**

Fiscal Years ended February 28, 2015 and February 28, 2014 1. Information on products and services

Information is omitted since it is described in the segment information.

#### 2. Information by region

(1) Revenues from operations

Fiscal year ended February 28, 2015

| ¥3,940,339 | ¥1,968,681    | ¥129,927 | ¥6,038,948      |
|------------|---------------|----------|-----------------|
| Japan      | North America | Others   | Total           |
|            |               |          | Millions of yen |

Fiscal year ended February 28, 2014

|            |               |          | Millions of yen |
|------------|---------------|----------|-----------------|
| Japan      | North America | Others   | Total           |
| ¥3,681,318 | ¥1,831,294    | ¥119,207 | ¥5,631,820      |
|            |               |          |                 |

#### Fiscal year ended February 28, 2015

|              |               | Thousands of U.S. dollars (Note 3) |              |  |  |  |
|--------------|---------------|------------------------------------|--------------|--|--|--|
| Japan        | North America | Others                             | Total        |  |  |  |
| \$33,112,092 | \$16,543,537  | \$1,091,823                        | \$50,747,462 |  |  |  |

(2) Property and equipment Fiscal year ended February 28, 2015

|            |               |        | Millions of yen |
|------------|---------------|--------|-----------------|
| Japan      | North America | Others | Total           |
| ¥1,387,023 | ¥486,955      | ¥2,963 | ¥1,876,941      |

Fiscal year ended February 28, 2014

| ,          | ,             |        |                 |
|------------|---------------|--------|-----------------|
|            |               |        | Millions of yen |
| Japan      | North America | Others | Total           |
| ¥1,281,622 | ¥425,913      | ¥2,453 | ¥1,709,990      |
|            |               |        |                 |

Fiscal year ended February 28, 2015

|              | Thousands of U.S. dollars (Note 3) |          |              |  |  |  |
|--------------|------------------------------------|----------|--------------|--|--|--|
| Japan        | North America                      | Others   | Total        |  |  |  |
| \$11,655,655 | \$4,092,058                        | \$24,899 | \$15,772,613 |  |  |  |

#### 3. Information about major customers

Information is omitted because there is no customer accounting for 10% or more of the net sales on the Consolidated Statements of Income.

#### 4. Information regarding impairment loss on fixed assets by reportable segment

Information is omitted since it is described in the segment information.

#### 5. Information on amortization and outstanding balance of goodwill by reportable segment

|                                     |             |            |            |          |           |            |               |          |               | willions of yen |
|-------------------------------------|-------------|------------|------------|----------|-----------|------------|---------------|----------|---------------|-----------------|
|                                     |             |            |            |          |           | Reporta    | ible segments |          |               |                 |
|                                     | Convenience |            | Department |          |           |            |               |          |               |                 |
|                                     | store       | Superstore | store      | Food     | Financial | Mail order |               |          | Eliminations/ | Consolidated    |
| Fiscal year ended February 28, 2015 | operations  | operations | operations | services | services  | services   | Others        | Total    | Corporate     | total           |
| Goodwill                            |             |            |            |          |           |            |               |          |               |                 |
| Amortization                        | ¥ 8,709     | ¥ 3,140    | ¥ 5,282    | ¥ —      | ¥ 1,560   | ¥ 9        | ¥ 192         | ¥ 18,894 | ¥—            | ¥ 18,894        |
| Balance at the end of current year  | 176,238     | 36,277     | 59,101     | _        | 17,275    | 186        | 8,374         | 297,454  |               | 297,454         |
| Negative Goodwill                   |             |            |            |          |           |            |               |          |               |                 |
| Amortization                        | _           | 23         | —          | 4        | _         | 40         | —             | 68       | _             | 68              |
| Balance at the end of current year  | _           | 187        | _          | 33       | _         | _          | _             | 220      | _             | 220             |

|                                     |                     |                          |                     |                  |                       |                        |        | Millions of yen |                            |                       |  |
|-------------------------------------|---------------------|--------------------------|---------------------|------------------|-----------------------|------------------------|--------|-----------------|----------------------------|-----------------------|--|
|                                     | Reportable segments |                          |                     |                  |                       |                        |        |                 |                            |                       |  |
|                                     | Convenience         |                          | Department          |                  |                       |                        |        |                 |                            |                       |  |
| Fiscal year ended February 28, 2014 | store<br>operations | Superstore<br>operations | store<br>operations | Food<br>services | Financial<br>services | Mail order<br>services | Others | Total           | Eliminations/<br>Corporate | Consolidated<br>total |  |
| Goodwill                            |                     |                          |                     |                  |                       |                        |        |                 |                            |                       |  |
| Amortization                        | ¥ 8,387             | ¥ 3,129                  | ¥ 5,290             | ¥ —              | ¥ 1,747               | ¥ —                    | ¥142   | ¥ 18,697        | ¥—                         | ¥ 18,697              |  |
| Balance at the end of current year  | 155,585             | 39,213                   | 64,383              | —                | 17,865                | 201                    | 941    | 278,191         | _                          | 278,191               |  |
| Negative Goodwill                   |                     |                          |                     |                  |                       |                        |        |                 |                            |                       |  |
| Amortization                        | _                   | 23                       | 0                   | 4                | _                     | _                      | _      | 28              | _                          | 28                    |  |
| Balance at the end of current year  | _                   | 210                      | _                   | 37               | _                     | _                      | _      | 248             | _                          | 248                   |  |

|                                     | Thousands of U.S. dollars (Note 3) |            |            |          |           |            |          |            |               |              |
|-------------------------------------|------------------------------------|------------|------------|----------|-----------|------------|----------|------------|---------------|--------------|
|                                     | Reportable segments                |            |            |          |           |            |          |            |               |              |
|                                     | Convenience                        |            | Department |          |           |            |          |            |               |              |
|                                     | store                              | Superstore | store      | Food     | Financial | Mail order |          |            | Eliminations/ | Consolidated |
| Fiscal year ended February 28, 2015 | operations                         | operations | operations | services | services  | services   | Others   | Total      | Corporate     | total        |
| Goodwill                            |                                    |            |            |          |           |            |          |            |               |              |
| Amortization                        | \$ 73,184                          | \$ 26,386  | \$ 44,386  | \$ -     | \$ 13,109 | \$75       | \$ 1,613 | \$ 158,773 | \$—           | \$ 158,773   |
| Balance at the end of current year  | 1,480,991                          | 304,848    | 496,647    | —        | 145,168   | 1,563      | 70,369   | 2,499,613  | _             | 2,499,613    |
| Negative Goodwill                   |                                    |            |            |          |           |            |          |            |               |              |
| Amortization                        | _                                  | 193        | —          | 33       | _         | 336        | _        | 571        |               | 571          |
| Balance at the end of current year  | _                                  | 1,571      |            | 277      | _         | _          | _        | 1,848      | _             | 1,848        |

6. Information regarding gain on negative goodwill by reportable segment None

### 23. SUBSEQUENT EVENTS

Subsequent to February 28, 2015, the Company's Board of Directors declared a year-end cash dividend of ¥32,269 million (\$271,168 thousand) to be payable on May 29, 2015 to shareholders on record as of February 28, 2015.

The dividend declared was approved by the shareholders at the meeting held on May 28, 2015.

# FINANCIAL SECTION

## INDEPENDENT AUDITOR'S REPORT



**Independent Auditor's Report** 

To the Board of Directors of Seven & i Holdings Co., Ltd .:

We have audited the accompanying consolidated financial statements of Seven & i Holdings Co., Ltd. and its consolidated subsidiaries, which comprise the consolidated balance sheets as at February 28, 2015 and 2014, and the consolidated statements of income, statements of comprehensive income, statements of changes in net assets and statements of cash flows for the years then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatements, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in Japan. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements are appropriate in the circumstances, while the objective of the financial statement audit is not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Seven & i Holdings Co., Ltd. and its consolidated subsidiaries as at February 28, 2015 and 2014, and their financial performance and cash flows for the years then ended in accordance with accounting principles generally accepted in Japan.

#### **Emphasis of Matter**

Without qualifying our opinion, we draw attention to Note 2 (18) to the consolidated financial statements. Seven & i Holdings Co., Ltd. and its consolidated subsidiaries, excluding certain domestic and foreign consolidated subsidiaries, changed its method of accounting for calculating depreciation of certain property and equipment from the fiscal year ended February 28, 2014.

#### **Convenience Translation**

The U.S. dollar amounts in the accompanying consolidated financial statements with respect to the year ended February 28, 2015 are presented solely for convenience. Our audit also included the translation of yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made on the basis described in Note 3 to the consolidated financial statements.

KPMG AZSA LLC

May 28, 2015 Tokyo, Japan

KPMG AZSA LLC, a limited liability audit corporation incorporated under the Japanese Cartified Public Accountants Law and a member firm of the KPMG network of Independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.