SEVEN\&i HLDGS.

## Brief Summary for the First Quarter of FY2011

July 1, 2010
Seven \& i Holdings Co., Ltd.

## Notes

## Fiscal periods of consolidated subsidiaries and affiliates

|  | 1Q | 2Q | 3Q | Fiscal year |
| :--- | :---: | :---: | :---: | :---: |
| Consolidated subsidiaries and <br> affiliates except for below | May | August | November | February |
| Overseas subsidiaries <br> Seven-Meal Service | March | June | September | December |
| Seven Bank | June | September | December | March |

* For consolidated subsidiaries ending fiscal year on December, financial statements on the same month have been adopted. For consolidated subsidiary ending fiscal year on March, financial statements which were applied correspondingly to regular financial statements on February have been adopted.


## Sogo \& Seibu Co., Ltd.

Millennium Retailing, Sogo and The Seibu Department Stores were merged on August 1, 2009 and Sogo, as a surviving company, changed its name to Sogo \& Seibu Co., Ltd.
The financial and operating results for 10/2 have been calculated as if the former three companies had merged at the beginning of the term, and for comparison purposes, the previous year's result have been calculated in the same manner.

Furthermore, Sogo \& Seibu merged with Robinson Department Store Co., Ltd. on September 1, 2009. As a result, financial results of Robinson Department Store was excluded from Superstore operations after the third quarter of FY2010.

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

## CONSOLIDATED RESULTS

1. Financial Results
(Millions of yen)

|  | 09/5 |  | 10/5 |  | 10/2 |  | 11/2 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 1,241,735 | 89.2 | 1,245,820 | 100.3 | 5,111,297 | 90.5 | 5,200,000 | 101.7 |
| Convenience store operations | 442,581 | 80.4 | 481,412 | 108.8 | 1,968,555 | 85.3 | 2,040,000 | 103.6 |
| Superstore operations | 522,527 | 97.5 | 494,198 | 94.6 | 2,016,558 | 94.9 | 2,030,000 | 100.7 |
| Department store operations | 223,491 | 89.5 | 221,705 | 99.2 | 922,847 | 92.9 | 928,000 | 100.6 |
| Food services | 23,175 | 85.0 | 20,508 | 88.5 | 86,420 | 84.1 | 79,000 | 91.4 |
| Financial services | 28,025 | 89.2 | 27,756 | 99.0 | 110,444 | 88.4 | 107,000 | 96.9 |
| Others | 8,177 | 98.2 | 7,923 | 96.9 | 33,669 | 96.0 | 50,000 | 148.5 |
| Eliminations / corporate | $(6,243)$ | - - | $(7,684)$ | - | $(27,198)$ ! | - | $(34,000):$ |  |
| Operating income (loss) | 58,649 | 82.5 | 52,436 | 89.4 | 226,666 | 80.4 | 240,000 | 105.9 |
| Convenience store operations | 44,969 | 96.8 | 40,591 | 90.3 | 183,837 | 86.2 | 185,500 | 100.9 |
| Superstore operations | 5,357 | 40.8 | 4,545 | 84.8 | 14,178 | 57.3 | 22,000 | 155.2 |
| Department store operations | 819 | 18.3 | 139 | 17.1 | 1,366 | 7.5 | 7,000 | 512.2 |
| Food services | (455) | ----------- | (61) | ---- | (2,741) | ---- | (500) | ----- |
| Financial services | 7,725 | 115.8 | 7,584 | 98.2 | 30,152 | 118.3 | 26,500 | 87.9 |
| Others | 171 | 38.6 | (255) | - | 567 | 27.4 | 500 | 88.1 |
| Eliminations / corporate | 61 | - | (107) ! | - | (694) | - | $(1,000)!$ | - |
| Non-operating income | 2,747 | 105.2 | 2,829 | 103.0 | 11,190 | 85.4 |  |  |
| Non-operating expenses | 2,889 | 73.7 | 2,604 | 90.1 | 10,905 | 69.6 |  |  |
| Ordinary income | 58,507 | 83.9 | 52,661 | 90.0 | 226,950 | 81.3 | 237,000 | 104.4 |
| Special gains | 397 | 30.6 | 922 | 232.0 | 2,809 | 45.3 |  |  |
| Special losses | 6,813 | 93.6 | 4,635 | 68.0 | 86,656 | 123.1 |  |  |
| Income before income taxes and minority interests | 52,091 | 81.7 | 48,948 | 94.0 | 143,104 | 66.5 |  |  |
| Net income | 23,692 | 71.7 | 24,294 | 102.5 | 44,875 | 48.6 | 100,000 | 222.8 |
| Net income per share | yen 26.22 | \% <br> 75.4 | yen' | 103.2 ${ }^{\%}$ | yen! | \% 49.4 | yen | \% 224.2 |

Number of shares outstanding

| Average | $903,458,134$ | $897,994,802$ | $903,458,314$ |
| :--- | ---: | ---: | ---: |
| End of period | $903,457,092$ | $883,469,560$ | $903,458,108$ |

* Excluding treasury stock


## Exchange rates

|  |  | 09/5 | 10/5 | 10/2 | 11/2 (forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income statements | \$1= | 93.76 yen | 90.69 yen | 93.65 yen | 90.00 yen |
|  | 1yuan= | 13.93 yen | 13.29 yen | 13.72 yen | 13.00 yen |
| Balance sheets | \$1= | 98.23 yen | 93.04 yen | 92.10 yen | ------ |
|  | 1yuan= | 14.38 yen | 13.63 yen | 13.48 yen | - |

(Reference) Operating income (loss) before amortization of goodwill (Millions of yen)

|  | 09/5 |  | 10/5 |  | 10/2 |  | 11/2 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | Y(\%) |  | OY(\%) |  | YOY(\%) |
| Operating income (loss) |  |  |  |  |  |  |  |  |
| before amortization of goodwill | 63,426 | 85.7 | 56,512 | 89.1 | 245,536 | 83.7 | 256,300 | 104.4 |
| Convenience store operations | 46,916 | 100.8 | 42,439 | 90.5 | 191,384 | 89.6 |  |  |
| Superstore operations | 6,200 | 44.4 | 5,387 | 86.9 | 17,549 | 62.5 |  |  |
| Department store operations | 2,741 | 42.8 | 1,453 | 53.0 | 9,055 | 34.8 |  |  |
| Food services | (455) |  | (61) |  | $(2,741)$ | .....- |  |  |
| Financial services | 7,782 | 115.4 | 7,647 | 98.3 | 30,380 | 117.9 |  |  |
| Others | 179 | 39.6 | (246) | - | 602 | 28.7 |  |  |
| Eliminations / corporate | 61 |  | (107) |  | (694) |  |  |  |

2. Segment Information
(1) Business Segment Information
(Millions of yen)

|  | 09/5 |  |  |  |  | 10/2 |  | $\begin{array}{r} \text { 11/2(forecast) } \\ : \text { yoy(\%) } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) | Composition <br> (\%) |  | YOY(\%) |  |  |
| Amortization of goodwill |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 1,946 |  | 1,848 | 94.9 | 45.3 | 7,547 | - |  |  |
| Superstore operations | 842 | 100.7 | 842 | 100.0 | 20.7 | 3,371 | 100.7 |  |  |
| Department store operations | 1,922 | 100.0 | 1,313 | 68.3 | 32.2 | 7,688 | 100.0 |  |  |
| Food services |  |  |  |  | - |  | - |  |  |
| Financial services | 57 | 77.7 | 62 | 110.0 | 1.5 | 228 | 77.7 |  |  |
| Others | 7 | 100.0 | 8 | 116.8 | 0.2 | 35 | 114.7 |  |  |
| Total | 4,776 | 164.1 | 4,075 | 85.3 | 100.0 | 18,870 | 162.1 |  |  |
| Impairment loss |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 1,194 | 76.2 | 1,370 | 114.7 | 86.3 | 8,816 | 112.3 |  |  |
| Superstore operations | 125 |  | 139 | 111.3 | 8.8 | 11,382 | 72.7 |  |  |
| Department store operations | , |  | 23 |  | 1.5 | 4,589 | 42.3 |  |  |
| Food services | 96 | 90.9 | 54 | 56.8 | 3.5 | 2,819 | 70.6 |  |  |
| Financial services | : |  | - |  |  | 445 | 43.9 |  |  |
| Others | - |  | - | , |  | -: |  |  |  |
| Total | 1,416 | 84.6 | 1,587 | 112.1 | 100.0 | 28,052 | 71.2 |  |  |
| Capital expenditures |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 18,621 | 86.7 | 20,876 | 112.1 | 48.8 | 104,936 | 100.7 | 125,000 | 119.1 |
| Superstore operations | 22,094 | 102.5 | 6,743 | 30.5 | 15.8 | 65,379 | 141.9 | 59,000 | 90.2 |
| Department store operations | 4,258 | 129.8 | 6,669 | 156.6 | 15.6 | 19,734 | 158.3 | 21,000 | 106.4 |
| Food services | 209 | 37.4 | 209 | 99.6 | 0.5 | 752 | 63.9 | 1,100 | 146.2 |
| Financial services | 2,879 | 35.7 | 5,038 | 175.0 | 11.8 | 15,543 | 65.0 | 10,000 | 64.3 |
| Others | 414 | 183.8 | 237 | 57.3 | 0.6 | 3,702 | 349.9 | 3,000 | 81.0 |
| Corporate | 930 |  | 3,005 | 322.9 | 7.0 | 1,140 | - | 900 | 78.9 |
| Total | 49,409 | 89.6 | 42,779 | 86.6 | 100.0 | 211,189 | 111.8 | 220,000 | 104.2 |
| Depreciation and amortization |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 15,963 | 97.5 | 16,608 | 104.0 | 53.1 | 66,158 | 98.3 | 64,200 | 97.0 |
| Superstore operations | 5,763 | 91.1 | 5,456 | 94.7 | 17.5 | 24,335 | 93.2 | 26,300 | 108.1 |
| Department store operations | 4,270 | 81.3 | 3,618 | 84.7 | 11.6 | 17,417 | 87.1 | 14,200 | 81.5 |
| Food services | 346 | 60.4 | 204 | 59.0 | 0.7 | 1,270 | 57.5 | 1,000 | 78.7 |
| Financial services | 5,522 | 95.9 | 5,114 | 92.6 | 16.4 | 22,246 | 90.7 | 19,000 | 85.4 |
| Others | 121 | 161.8 | 175 | 143.9 | 0.6 | 588 | 169.6 | 1,100 | 186.9 |
| Corporate | 44 | 901.2 | 72 | 162.4 | 0.2 | 214 | 1060.1 | 200 | 93.1 |
| Total | 32,032 | 93.2 | 31,250 | 97.6 | 100.0 | 132,232 | 94.1 | 126,000 | 95.3 |

* Capital expenditures include long-term leasehold deposits.
(2) Geographic Area Segment Information (Millions of yen)

|  | 09/5 |  | 10/5 |  |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%)! | Composition $(\%)$ |  | YOY(\%) |
| Revenues from operations |  |  |  |  |  |  |  |
| Japan | 912,350 | 95.7 | 872,973 | 95.7 | 70.0 | 3,602,982 | 94.6 |
| North America | 308,856 | 73.8 | 349,177 | 113.1 | 28.0 | 1,431,042 | 81.0 |
| Others | 21,290 | 99.9 | 24,446 | 114.8 | 2.0 | 80,561 | 100.2 |
| Eliminations | (762)! | - | (776) | -! | - | $(3,289)!$ | - |
| Total | 1,241,735 | 89.2 | 1,245,820 | 100.3 | - | 5,111,297 | 90.5 |
| Operating income |  |  |  |  |  |  |  |
| Japan | 55,121 | 81.6 | 50,234 | 91.1 | 95.8 | 197,618 | 80.6 |
| North America | 2,492 | 100.0 | 1,518 | 60.9 | 2.9 | 26,992 ' | 78.4 |
| Others | 1,017 | 94.7 | 668 | 65.7 | 1.3 | 2,021 | 86.8 |
| Eliminations | 18 ' | - | 15 | - | - | 32 | - |
| Total | 58,649 | 82.5 | 52,436 | 89.4 | - | 226,666 | 80.4 |

[^0]3. Interest-Bearing Debt
(Millions of yen)

|  | 09/5 |  | 10/5 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | (\%) |  | Y(\%) |
| Short-term loans | 192,500 | 79.9 | 131,500 | 68.3 | 151,200 | 79.1 |
| Current portion of long-term loans | 118,060 | 85.0 | 80,721 | 68.4 | 79,155 | 76.6 |
| Current portion of bonds | 70,550 | 436.7 | 200 | 0.3 | 20,385 | 40.3 |
| Commercial paper | 7,452 | 46.0 | 920 | 12.4 |  |  |
| Sub-total | 388,563 | 94.3 | 213,342 | 54.9 | 250,740 | 72.7 |
| Bonds | 160,164 | 122.5 | 189,969 | 118.6 | 190,068 | 105.3 |
| Long-term loans | 223,270 | 71.9 | 244,256 | 109.4 | 244,470 | 97.9 |
| Commercial paper | 21,219 | 100.4 | 23,080 | 108.8 | 16,208 | 86.7 |
| Sub-total | 404,655 | 87.5 | 457,307 | 113.0 | 450,746 | 100.4 |
| Total | 793,218 | 90.7 | 670,649 | 84.5 | 701,487 | 88.4 |
| Ratio to total assets (\%) | 20.7 | (1.2) | 18.6 | (2.1) | 19.1 | (2.2) |
| Ratio to owners' equity (\%) | 45.6 | (1.0) | 39.9 | (5.7) | 40.7 | (3.8) |

Interest-Bearing Debt by Business Segment

| Convenience store operations | 35,105 | 76.8 | 28,449 | 81.0 | 20,631 | 81.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Superstore operations | 100,776 | 97.9 | 28,350 | 28.1 | 50,876 | 52.7 |
| Department store operations | 336,472 | 89.0 | 302,785 | 90.0 | 304,498 | 90.4 |
| Food services | - |  | - | - |  |  |
| Others | 3,375 | 81.8 | 2,625 | 77.8 | 3,000 | 80.0 |
| Corporate | 99,964 | 105.2 | 99,969 | 100.0 | 99,968 | 100.0 |
| Sub-total (excluding Financial services) | 575,694 | 92.0 | 462,180 | 80.3 | 478,974 | 85.2 |
| Financial services | 217,524 | 87.4 | 208,469 | 95.8 | 222,512 | 96.1 |
| Total | 793,218 | 90.7 | 670,649 | 84.5 | 701,487 | 88.4 |

## Bond Information

(As of May 31, 2010)

|  | Amount | Date of issue | Coupon | Redemption date |
| :---: | :---: | :---: | :---: | :---: |
| Issued by Seven \& i Holdings |  |  |  |  |
| 1 st unsecured domestic straight bonds | 40 billion yen | July 3, 2008 | 1.48\% | June 20, 2013 |
| 2nd unsecured domestic straight bonds | 30 billion yen | July 3, 2008 | 1.68\% | June 19, 2015 |
| 3rd unsecured domestic straight bonds | 30 billion yen | July 3, 2008 | 1.94\% | June 20, 2018 |
| Issued by Seven Bank |  |  |  |  |
| 2nd unsecured domestic straight bonds | 36 billion yen | Dec. 4, 2006 | 1.45\% | Dec. 20, 2011 |
| 3rd unsecured domestic straight bonds | 24 billion yen | Dec. 4, 2006 | 1.67\% | Dec. 20, 2013 |
| 4th unsecured domestic straight bonds | 10 billion yen | July 2, 2009 | 0.744\% | June 20, 2012 |
| 5th unsecured domestic straight bonds | 20 billion yen | July 2, 2009 | 1.038\% | June 20, 2014 |

Bond ratings
(As of June 30, 2010)

|  |  | S\&P | Moody's | R\&I | JCR |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Seven \& i Holdings | Long-term | AA- | Aa3 | AA | AA + |
| Seven-Eleven Japan | Long-term | AA- | - | $-\ldots$ | - |
|  | Short-term | A-1+ | P-1 | AA+ |  |
| 7-Eleven, Inc. | Long-term | AA- | Baa3 | - | - |
| Seven Bank | Long-term | AA- | - | AA | - |

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

RESULTS OF GROUP PRINCIPAL COMPANIES

Seven-Eleven Japan
(Millions of yen)

|  | 09/5 |  | 10/5 |  | 10/2 |  | 11/2 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total store sales | 688,307 | 105.6 | 693,980 | 100.8 | 2,784,997 | 100.8 | 2,845,000 | 102.2 |
| Net sales of franchised stores | 655,069 | 106.4 | 665,612 | 101.6 | 2,657,774 | 101.4 | - | - |
| Revenues from operations | 133,284 | 101.6 | 131,596 | 98.7 | 535,018 | 98.9 | 532,800 | 99.6 |
| Operating income | 42,258 | 96.7 | 39,043 | 92.4 | 156,220 | 87.7 | 158,000 | 101.1 |


| Number of domestic stores | 12,323 | +25 | 12,746 | $(7)$ | 12,753 | +455 | 13,103 | +350 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | +3.3 | $(2.5)$ | $(2.1)$ | $\pm 0.0$ |  |  |  |  |
| Merchandise GP Margin (\%) | 30.4 | $(0.5)$ | 30.8 | +0.4 | 30.3 | +0.1 | 30.6 | +0.3 |
| Average daily sales per store (thousand yen) | 610 | +19 | 594 | $(16)$ | 616 | $(13)$ |  |  |

7-Eleven, Inc.
(Millions of yen)

|  |  |  |  | 10/3 |  | 09/12 |  | 10/12 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations |  | 304,501 | 73.8 | 344,093 | 113.0 | 1,411,391 | 81.0 | 1,478,000 | 104.7 |
| Net sales |  | 301,217 | 73.5 | 340,246 | 113.0 | 1,394,694 | 80.8 | 1,460,000 | 104.7 |
| Merchandise |  | 200,640 | 89.7 | 199,121 | 99.2 | 883,229 | 91.3 |  |  |
| Gasoline |  | 100,576 | 54.1 | 141,125 | 140.3 | 511,464 | 67.4 |  |  |
| Operating income |  | 4,416 | 174.0 | 3,340 | 75.6 | 34,427 | 99.2 | 34,900 | 101.4 |
| Exchange rates | \$1= | 93.76 | yen | 90.69 | yen | 93.65 | yen | 90.00 | yen |


| Number of stores | 6,208 | +12 | 6,420 | +31 | 6,389 | +193 | 6,599 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Number of stores operated by area licensees | 17,375 | +260 | 18,695 | +288 | 18,407 | $+1,292$ | -2 |
| Existing stores sales increase (\%) <br> (U2 <br> (U.S. Merchandise sales) | +3.0 | $(0.3)$ | +0.6 | +1.0 |  |  |  |
| Merchandise GP Margin (\%) | 35.8 | +0.7 | 34.7 | $(1.1)$ | 35.2 | $\pm 0.0$ | 35.4 |

*1 Figures for the amounts of each fiscal year reflect adjustments to the necessary for the consolidation to Seven \& i Holdings' consolidated accounts.
*2 Existing stores sales increase are calculated in U.S. dollars.

| Ito-Yokado |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 09/5 |  | 10/5 |  | 10/2 |  | 11/2 (forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 356,772 | 96.9 | 337,493 | 94.6 | 1,387,831 | 94.9 | 1,400,000 | 100.9 |
| Net sales | 350,964 | 97.0 | 331,554 | 94.5 | 1,364,765 | 95.0 | 1,376,000 | 100.8 |
| Operating income | 1,053 | 12.6 | 1,167 | 110.9 | 1,757 | 18.3 | 10,000 | 568.9 |
| Number of domestic stores | 176 | +1 | 173 | (1) | 174 | (1) | 168 | (6) |
| Existing stores sales increase (\%) | (2.4) |  | (5.3) |  | (5.7) |  | (3.1) |  |
| Merchandise GP Margin (\%) | 29.6 | (1.0) | 28.7 | (0.9) | 29.0 | (0.8) | 29.0 | $\pm 0.0$ |

York-Benimaru

|  | (Millions of yen) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues from operations | $\mathbf{0 9 / 5} / \ldots \ldots \ldots$ | $\mathbf{1 0} / \mathbf{5} \ldots \ldots \ldots$ | $\mathbf{1 0} \mathbf{2}$ | $\ldots \ldots \ldots$ | $\mathbf{1 1 / 2}$ (forecast) | $\ldots$ |
| Yet sales | 88,737 | 102.9 | 85,613 | 96.5 | 348,735 | 100.0 |
| Yperating income | 85,911 | 102.8 | $84,201,800$ | 100.9 |  |  |


| Number of domestic stores | 157 | +1 | 165 | +1 | 164 | +8 | 170 | +6 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(0.4)$ | $(6.7)$ | $(3.7)$ | $(1.8)$ |  |  |  |  |
| Merchandise GP Margin (\%) | 26.5 | $\pm 0.0$ | 25.7 | $(0.8)$ | 26.7 | $(0.3)$ | 26.8 | +0.1 |

Sogo \& Seibu

| (Millions of yen) |  |
| :---: | :---: |
| $\mathbf{1 1 / 2}$ (forecast) |  |
| 864,500 | 100.6 |
| 852,100 | 100.6 |
| 10,000 | 178.1 |


| Number of domestic stores | 28 | $\pm 0$ | 28 | $\pm 0$ | 28 ! | $\pm 0$ | 27 | (1) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Existing stores sales increase (\%) | (12.7) |  | (0.4) |  | (8.4) |  | +1.6 |  |
| Merchandise GP Margin (\%) | 26.6 | (0.7) | 26.1 | (0.5) | 25.8 | (0.8) | 25.8 | $\pm 0.0$ |

Seven \& i Food Systems (Millions of yen)

|  | 09/5 |  | 10/5 |  | 10/2 |  | 11/2 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY |  | YOY ${ }^{\text {r }}$ |  | OY̌(\%) |  | OY(\%) |
| Revenues from operations | 23,175 | 85.0 | 20,499 | 88.5 | 86,400 | 84.1 | 80,600 | 93.3 |
| Net sales | 23,041 | 84.9 | 20,360 | 88.4 | 85,885 | 84.1 | 80,100 | 93.3 |
| Operating income (loss) | (479) | - | (44) |  | (2,714) | - | 0 |  |

$<$ Restaurant division>

| Number of domestic stores | 567 | $(28)$ | 511 | $(14)$ | 525 | $(70)$ | 500 | $(25)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(6.8)$ | $(3.2)$ | $(7.2)$ | $(3.4)$ |  |  |  |  |
| Merchandise GP Margin (\%) | 66.6 | +0.1 | 68.3 | +1.7 | 67.3 | +0.8 | 68.0 | +0.7 |

Notes: 1. Millennium Retailing, Sogo and The Seibu Department Stores were merged on August 1, 2009 and Sogo, as a surviving company, changed its name to Sogo \& Seibu Co., Ltd. The financial and operating results for $10 / 2$ have been calculated as if the former three companies had merged at the beginning of the term, and for comparison purposes, the previous year's result have been calculated in the same manner. Furthermore, financial and operating results of Robinson Department Store was included in Sogo \& Seibu, after the third quarter of FY2010, following the merger of Robinson Department Store on September 1, 2009.
2. The number of Sogo \& Seibu stores at $10 / 2$ includes 2 stores added through the merger with Robinson Department Store.
3. Change in number of stores represent the net change from the beginning of fiscal year.

STORE INFORMATION

1. Store Openings and Closures of Major Group Companies

|  | $09 / 5$ |  | $10 / 5$ |  | $10 / 2$ |  | 11/2 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan | 12,323 | +25 | 12,746 | (7) | 12,753 | +455 | 13,103 | +350 |
| Openings | 132 |  | 135 |  | 966 |  | 1,000 |  |
| Closures | 107 |  | 142 ! |  | 511 |  | 650 ! |  |
| Relocations, etc. | 73 |  | 121 |  | 414 |  |  |  |
| Terminations of contract | 34 |  | 21 |  | 97 ! |  |  |  |
| 7-Eleven, Inc. ${ }^{* 1}$ | 6,208 | +12 | 6,420 | +31 | 6,389 | +193 | 6,599 | +210 |
| Openings | 25 |  | 45 |  | 268 ! |  | 250 |  |
| Closures | 13 : |  | 14 |  | 75 |  | 40 ! |  |
| SEVEN-ELEVEN (BEIJING) | 75 | +3 | 93 | +1 | 92 | +20 |  | - |
| Openings | 3 |  | 1 |  | 20 |  |  |  |
| Closures | 0 |  | 0 |  | 0 |  |  |  |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado | 176 | +1 | 173 : | (1) | 174 | (1) | 168 ! | (6) |
| Openings | 2 |  | 0 |  | 4 |  | 5 |  |
| Closures | 1 |  | 1 |  | 5 |  | 11 |  |
| York-Benimaru | 157 ! | +1 | 165 : | +1 | 164 : | +8 | 170 ! | +6 |
| Openings | 1 |  | 1 |  | 8 |  | 7 |  |
| Closures | 0 |  | 0 |  | 0 |  | 1 |  |
| York Mart | 61 | +1 | 63 | +1 | 62 ! | +2 | 66 | +4 |
| Openings | 1 |  | 1 |  | 3 |  | 5 |  |
| Closures | 0 |  | 0 |  | 1 |  | 1 |  |
| Hua Tang Yokado Commercial ${ }^{* 1}$ | 8 | $\pm 0$ | 9 | $\pm 0$ | 9 | +1 | 9 | $\pm 0$ |
| Openings | 0 |  | 1 |  | 1 |  | 1 |  |
| Closures | 0 |  | 1 |  | 0 |  | 1 |  |
| Chengdu Ito-Yokado ${ }^{* 1}$ | 3 | $\pm 0$ | 4 | $\pm 0$ | 4 | +1 | 4 | $\pm 0$ |
| Openings | 0 |  | 0 |  | 1 |  | 0 |  |
| Closures | 0 |  | 0 |  | 0 |  | 0 |  |
| Beijing Wang fu jing Yokado Commercial ${ }^{* 1}$ | 1 | $\pm 0$ | 1 | $\pm 0$ | 1 | $\pm 0$ | 2 | +1 |
| Openings | 0 |  | 0 |  | 0 |  | 1 |  |
| Closures | 0 |  | 0 |  | 0 |  | 0 |  |
| Akachan Honpo | 74 | +2 | 78 | $\pm 0$ | 78 | +6 | 82 | +4 |
| Openings | 3 |  | 0 |  | 10 |  | 11 |  |
| Closures | 1 |  | 0 |  | 4 |  | 7 |  |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu ${ }^{* 2}$ | 28 ! | $\pm 0$ | 28 | $\pm 0$ | 28 ! | $\pm 0$ | 27 ! | (1) |
| Openings | 0 |  | 0 |  | 0 |  | 0 ! |  |
| Closures | 0 |  | 0 |  | 2 |  | 1 |  |
| LOFT | 54 | +3 | 59 | +4 | 55 : | +4 | 61 | +6 |
| Openings | 3 |  | 4 |  | 5 |  | 7 |  |
| Closures | 0 |  | 0 |  | 1 |  | 1 |  |
| Food services |  |  |  |  |  |  |  |  |
| Seven \& i Food Systems | 932 ! | (27) | 876 | (16) | 892 | (67) | 876 | (16) |
| Restaurant operations | 567 ! | (28) | 511 | (14) | 525 ! | (70) | 500 ! | (25) |
| Openings | 4 |  | 2 ! |  | 14 ! |  | 25 : |  |
| Closures | 32 ! |  | 16 |  | 84 |  | 50 |  |
| Meal provision service business | 226 | +2 | 231 | (1) | 232 | +8 | 243 | +11 |
| Fast food operations | 139 | (1) | 134 | (1) | 135 | (5) | 133 : | (2) |
| Seven \& i Restaurant (Beijing) ${ }^{* 1}$ | -: | - | 1 | $\pm 0$ | 1 | +1 |  |  |
| Opening | -: |  | 0 |  | 1 |  |  |  |
| Closure | - |  |  |  | 0 |  |  |  |

Note: Change refers to net change from the beginning of the fiscal year.
*1. Figures are as of the end of March, or as of the end of December.
*2. The number of Sogo \& Seibu stores at $10 / 2$ includes 2 stores added through the merger with Robinson Department Store.
(1) Domestic Store Network

|  | 09/5 | 10/2 | 10/5 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 818 | 815 | 814 | (1) |
| Iwate | 45 | 58 | 59 | +1 |
| Miyagi | 318 | 322 | 323 | +1 |
| Yamagata | 133 | 135 | 134 | (1) |
| Fukushima | 379 | 380 | 378 | (2) |
| Ibaraki | 516 | 523 | 525 | +2 |
| Tochigi | 336 | 341 | 341 | $\pm 0$ |
| Gunma | 347 | 354 | 354 | $\pm 0$ |
| Saitama | 861 | 874 | 877 | +3 |
| Chiba | 742 | 762 | 758 | (4) |
| Tokyo | 1,619 | 1,676 | 1,677 | +1 |
| Kanagawa | 854 | 886 | 892 | +6 |
| Niigata | 339 | 347 | 343 | (4) |
| Toyama | 13 | 33 | 38 | +5 |
| Ishikawa | - | 10 | 12 | +2 |
| Fukui | 9 | 21 | 21 | $\pm 0$ |
| Yamanashi | 159 | 163 | 161 | (2) |
| Nagano | 355 | 365 | 368 | +3 |
| Gifu | 72 | 77 | 74 | (3) |
| Shizuoka | 457 | 469 | 472 | +3 |
| Aichi | 538 | 575 | 564 | (11) |
| Mie | 30 | 40 | 40 | $\pm 0$ |
| Shiga | 162 | 166 | 166 | $\pm 0$ |
| Kyoto | 179 | 185 | 184 | (1) |
| Osaka | 524 | 557 | 557 | $\pm 0$ |
| Hyogo | 362 | 374 | 378 | +4 |
| Nara | 59 | 61 | 61 | $\pm 0$ |
| Wakayama | 40 | 40 | 40 | $\pm 0$ |
| Shimane | 4 | 7 | 7 | $\pm 0$ |
| Okayama | 190 | 198 | 197 | (1) |
| Hiroshima | 379 | 391 | 389 | (2) |
| Yamaguchi | 228 | 236 | 237 | +1 |
| Fukuoka | 654 | 671 | 669 | (2) |
| Saga | 135 | 140 | 139 | (1) |
| Nagasaki | 79 | 83 | 83 | $\pm 0$ |
| Kumamoto | 190 | 199 | 199 | $\pm 0$ |
| Oita | 64 | 80 | 76 | (4) |
| Miyazaki | 134 | 139 | 139 | $\pm 0$ |
| Total | 12,323 | 12,753 | 12,746 | (7) |

(3) Global Seven-Eleven Store Network

|  | 09/5 | 10/2 | 10/5 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Japan | 12,323 | 12,753 | 12,746 | (7) |
| U.S.A. and Canada | 6,208 | 6,389 | 6,420 | +31 |
| Hawaii | 56 | 55 | 55 | $\pm 0$ |
| China (Beijing and Tianjin) | 75 | 92 | 93 | +1 |
| Sub-total | 18,662 | 19,289 | 19,314 | +25 |

(Area licensee)

|  | 09/3 | 09/12 | 10/3 | Change |
| :---: | :---: | :---: | :---: | :---: |
| South Korea | 2,006 | 2,186 | 2,282 | +96 |
| China (Hong Kong and others) | 1,470 | 1,565 | 1,567 | +2 |
| China (Shanghai) |  | 13 | 20 | +7 |
| Taiwan | 4,809 | 4,744 | 4,735 | (9) |
| Thailand | 4,912 | 5,270 | 5,409 | +139 |
| Philippines | 371 | 446 | 469 | +23 |
| Malaysia | 1,028 | 1,103 | 1,115 | +12 |
| Singapore | 437 | 484 | 493 | +9 |
| Australia | 382 | 393 | 397 | +4 |
| Indonesia |  | 1 | 5 | +4 |
| U.S.A. | 528 | 528 | 529 | +1 |
| Mexico | 977 | 1,177 | 1,180 | +3 |
| Norway | 182 | 177 | 177 | $\pm 0$ |
| Sweden | 142 | 191 | 191 | $\pm 0$ |
| Denmark | 131 | 129 | 126 | (3) |
| Sub-total | 17,375 | 18,407 | 18,695 | +288 |
| Total Worldwide | 36,037 | 37,696 | 38,009 | +313 |

Notes: 1. Change refers to net change from the beginning of the fiscal year.
2. Figures for overseas stores are as of the end of March, or as of the end of December.
3. Figures for "U.S.A. and Canada" are the number of franchised stores and directly operated stores operated by 7 -Eleven, Inc.
4. Figures for China (Hong Kong and others) include Guang Dong Province and Macau.
(2) Number of Stores by Type of Contract (Domestic)

|  | 09/5 | 10/2 | 10/5 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Type A | 4,584 | 4,437 | 4,410 | (27) |
| Type C | 7,061 | 7,703 | 7,799 | +96 |
| Provisional management contract stores | 29 | 12 | 9 | (3) |
| Directly operated stores | 649 | 601 | 528 | (73) |
| Total | 12,323 | 12,753 | 12,746 | (7) |

## 3. Store Information of Superstore Operations

(1) Superstore (Ito-Yokado)

Store openings and closures for the fiscal year ending 2011
(Square meters)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | ARIO Kitasuna | Tokyo | June 4, 2010 | 31,500 | 14,500 |
|  | ARIO Hashimoto | Kanagawa | 2nd half | - | - |
|  | ARIO Fukaya | Saitama | 2nd half | - | - |
|  | Hikifune | Tokyo | 2nd half | - | - |
|  | Shokuhinkan Azusawa | Tokyo | 2nd half | - | - |
| Closures | Ichihara | Chiba | May 9, 2010 | - | 11,334 |
|  | Maebashi | Gunma | 1st half | - | 9,852 |
|  | Fuchu | Tokyo | 1st half | - | 9,179 |
|  | Akita | Akita | 2nd half | - | 10,839 |
|  | Former Hikifune (S\&B) | Tokyo | 2nd half | - | 2,858 |
|  | Fukaya (format change) | Saitama | 2nd half | - | 10,251 |

* In addition to the six store closures above, plans call for five stores to be closed in the fiscal year ending February 2011.
(2) Supermarkets (York-Benimaru)

Store openings and closure for the fiscal year ending 2011
(Square meters)

|  | Store name | Location | Date | Sales floor space | Directly managed sales flor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Opening | Megastage Tamura | Fukushima | Mar. 5, 2010 | 2,039 | 1,936 |
|  | Mito-hamada | Ibaraki | July 2010 | 2,011 | 1,911 |
|  | Izumi-nomura | Miyagi | July 2010 | 1,994 | 1,894 |
|  | Tochigi-iwaimachi | Tochigi | Sep. 2010 | 1,994 | 1,894 |
|  | Aramaki | Miyagi | Oct. 2010 | 2,053 | 1,953 |
|  | Hitachinaka-kaneage | Ibaraki | Nov. 2010 | 2,026 | 1,926 |
|  | Iwaki-mimayamachi | Fukushima | Feb. 2011 | 2,013 | 1,913 |
| Closure | Former Aramaki (S\&B) | Miyagi | Oct. 2010 | 1,471 | 1,471 |

## (3) China (Superstores)

Store opening and closure for the fiscal year ending 2010
(Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :--- | :---: | :---: | :---: |
| Opening | Shi Li Pu | Beijing | Jan. 21, 2010 | 24,260 |
| Closure | Former Shi Li Pu (S\&B) | Beijing | Jan. 17, 2010 | 14,241 |

Note: S\&B: scrap and build

## 4. Store Information of Department Store Operations

Store closure for the fiscal year ending 2011
(Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :---: | :---: | :---: | :---: |
| Closure | Seibu Yurakucho | Tokyo | Dec. 25, 2010 | 14,931 |

5.Capital Expenditures, Depreciation and Amortization of Major Group Companies
(Millions of yen)

|  | $09 / 5$ |  | 10/5 | OY(\%) | $10 / 2$ |  | 11/2 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan |  |  |  |  |  |  |  |  |
| Investment to new stores | 8,996 | 137.9 | 7,251 | 80.6 | 56,056 | 111.4 |  |  |
| Investment to existing stores and other | 1,495 | 47.1 | 1,979 | 132.4 | 8,346 | 110.4 |  |  |
| Software development | 257 | 49.3 | 284 | 110.5 | 1,820 | 225.0 |  |  |
| Total capital expenditures | 10,748 | 105.2 | 9,514 | 88.5 | 66,222 | 112.9 | 70,000 | 105.7 |
| Depreciation and amortization | 6,465 | 107.3 | 7,091 | 109.7 | 28,587 | 108.6 | 30,000 | 104.9 |
| 7-Eleven, Inc. |  |  |  |  |  |  |  |  |
| Investment to new stores | 2,090 | 41.1 | 4,677 | 223.8 | 12,225 | 77.7 |  |  |
| Investment to existing stores and other | 3,613 | 65.3 | 4,364 | 120.8 | 17,230 | 72.2 |  |  |
| Software development | 1,946 | 272.9 | 1,259 | 64.7 | 8,493 | 171.7 |  |  |
| Total capital expenditures | 7,649 | 67.5 | 10,301 | 134.7 | 37,948 | 85.2 | 54,400 | 151.7 |
| Depreciation and amortization | 8,578 | 84.7 | 8,758 | 102.1 | 34,974 | 91.4 | 34,700 | 99.2 |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado |  |  |  |  |  |  |  |  |
| Investment to new stores | 15,930 | 99.1 | 492 | 3.1 | 40,888 | 174.8 |  |  |
| Investment to existing stores and other | 1,327 | 292.3 | 1,352 | 101.9 | 4,700 | 85.7 |  |  |
| Software development | 14 | 10.0 | 99 | 707.1 | 312 | 87.4 |  |  |
| Total capital expenditures | 17,271 | 103.6 | 1,943 | 11.3 | 45,900 | 157.0 | 42,000 | 91.5 |
| Depreciation and amortization | 3,456 | 89.8 | 2,880 | 83.3 | 13,890 | 88.5 | 14,600 | 105.1 |
| York-Benimaru |  |  |  |  |  |  |  |  |
| Investment to new stores | 2,109 | 107.5 | 968 | 45.9 | 8,518 | 137.0 |  |  |
| Investment to existing stores and other | 147 | 22.9 | 723 | 491.8 | 3,633 | 195.0 |  |  |
| Software development | 105 | 350.0 | 679 | 646.7 | 408 | 318.8 |  |  |
| Total capital expenditures | 2,362 | 89.7 | 2,370 | 100.3 | 12,560 | 153.0 | 10,500 | 83.6 |
| Depreciation and amortization | 1,049 | 95.7 | 1,312 | 125.1 | 4,886 | 108.2 | 5,600 | 114.6 |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu |  |  |  |  |  |  |  |  |
| Investment to new stores | - | - | - | - |  | - |  |  |
| Investment to existing stores and other | 2,943 | 106.1 | 6,070 | 206.3 | 14,461 | 138.5 |  |  |
| Software development | 173 | 303.5 | 47 | 27.2 | 1,019 | 223.0 |  |  |
| Total capital expenditures | 3,117 | 110.1 | 6,118 | 196.3 | 15,481 | 142.0 | 19,300 | 124.7 |
| Depreciation and amortization | 3,894 | 88.7 | 3,182 | 81.7 | 15,741 | 90.1 | 12,800 | 81.3 |

Notes: 1. Capital expenditures include long-term leasehold deposits.
2. Depreciation and amortization include amortization on intangible assets.
3. Millennium Retailing, Sogo, and The Seibu Department Stores were merged on August 1, 2009 and Sogo, as a surviving company, changed its name to Sogo \& Seibu Co., Ltd. The operating results for $10 / 2$ have been calculated as if the former three companies had merged at the beginning of the term, for comparison purposes, the previous year's result have been calculated in the same manner Furthermore, financial and operating results of Robinson Department Store was included in Sogo \& Seibu, after the third quarter of FY2010, following the merger of Robinson Department Store on September 1, 2009

## Business Performance of Group Principal Companies

## 1. Convenience Stores Operations

Seven-Eleven Japan

| Sales by product category (total store sales) |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 09/5 |  |  | 10/5 |  |  | 10/2 |  |  |
|  |  | YOY(\%) | $\begin{gathered} \text { Composition } \\ \text { (\%) } \end{gathered}$ |  | YOY(\%) | $\begin{gathered} \text { Composition } \\ (\%) \end{gathered}$ |  | YOY(\%) | $\begin{gathered} \text { mposition } \\ \text { (ose) } \end{gathered}$ |
| Processed food | 196,167 | 103.1 | 28.5 | 197,090 | 100.5 | 28.4 | 788,154 | 100.1 | 28.3 |
| Fast food | 185,154 | 100.8 | 26.9 | 188,068 | 101.6 | 27.1 | 751,949 | 99.0 | 27.0 |
| Daily food | 83,285 | 100.7 | 12.1 | 86,747 | 104.2 | 12.5 | 336,984 | 100.8 | 12.1 |
| Non food | 223,699 | 114.8 | 32.5 | 222,073 | 99.3 | 32.0 | 907,909 | 103.0 | 32.6 |
| Total store sales | 688,307 | 105.6 ! | 100.0 | 693,980 | 100.8 | 100.0 | 2,784,997 | 100.8 | 100.0 |


| Average daily sales per store |  |  |  |  | (Thousands of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 09/5 |  | 10/5 |  | 10/2 |  |
|  |  | Change |  | Change |  | Change |
| Total stores | 610 | +19 | 594 | (16) | 616 | (13) |
| Newly opened stores | 581 | +10 | 546 | (35) | 525 | (30) |



## 7-Eleven, Inc.

| Sales by product category |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 09/3 |  |  | .10/3 |  |  | 09/12 |  |  |
|  |  | YOY(\%) |  |  | Yoy(\%) |  |  | Yoy(\%) | (\%) |
| Merchandise | 200,640 | 89.7 | 66.6 | 199,121 | 99.2 | 58.5 | 883,229 | 91.3 | 63.3 |
| Gasoline | 100,576 | 54.1 | 33.4 | 141,125 | 140.3 | 41.5 | 511,464 | 67.4 | 36.7 |
| Total | 301,217 | 73.5 | 100.0 | 340,246 | 113.0 | 100.0 | 1,394,694 | 80.8 | 100.0 |



## 2. Superstore Operations

Ito-Yokado

| Sales by product category |  |  |  |  |  |  | $\frac{\text { (Millions of yen) }}{10 / 2}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \hline 09 / 5 \ldots . . . \\ & \hdashline \mathrm{yoy}(\%) \end{aligned}$ | ......... (\%) |  | $\begin{aligned} & 10 / 5 \ldots . . . \\ & \hdashline \operatorname{yoy}(\%), \end{aligned}$ |  |  | $\begin{aligned} & 10 / 2 \ldots . . . \\ & \hdashline \operatorname{yoy}(\%) \end{aligned}$ | Comp...... |
| Apparel | 65,392 | 94.8 | 18.6 | 64,746 |  | 19.5 | 240,060 | 90.4 | 17.6 |
| Household goods | 56,904 | 93.7 | 16.2 | 47,532 |  | 14.3 | 220,620 | 93.5 | 16.2 |
| Food | 167,557 | 100.9 | 47.7 | 162,145 | 96.8 | 48.9 | 663,768 | 97.5 | 48.6 |
| Merchandise sales | 289,854 | 98.0 | 82.6 | 274,424 | 94.7 | 82.8 | 1,124,450 | 95.1 | 82.4 |
| Tenants | 57,645 | 97.1 | 16.4 | 54,497 | 94.5 | 16.4 | 222,422 | 95.9 | 16.3 |
| Others | 3,465 | 51.8 | 1.0 | 2,631 | 75.9 | 0.8 | 17,892 | 80.1 | 1.3 |
| Net sales | 350,964 | 97.0 | 100.0 | 331,554 | 94.5 | 100.0 | 1,364,765 | 95.0 ! | 100.0 |

Note: Due to a change in product categories from FY 2011, a portion of the sales of "apparel"and "household goods" have been reclassified. Under the previous categories that were used in 09/5, year-on-year figures for "apparel"and "household goods" for 10/5 would be $89.5 \%$ and $94.5 \%$, respectively.

Net sales increase at existing stores

|  | 09/5 | 10/5 | 10/2 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (2.4) | (5.3) | (5.7) |
| Number of customers | +1.0 | (3.0) | (1.7) |
| Average spending per customer | (3.4) | (2.2) | (4.1) |

Sales by product category (Millions of yen)

|  | .09/5 |  |  | $10 / 5$ |  |  | $10 / 2$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | yoy(\%) | $\underbrace{\substack{\text { cospsion }}}_{\text {(\%) }}$ |  | YOY(\%) | (\%) |  | YOY(\%) | (\%) |
| Food | 64,180 | 104.5 | 74.7 | 63,570 | 99.1 | 75.5 | 251,439 | 101.0 | 74.5 |
| Apparel | 4,138 | 94.6 | 4.8 | 3,752 | 90.7 | 4.5 | 17,230 | 93.5 | 5.1 |
| Household goods | 4,561 | 101.6 | 5.3 | 4,390 | 96.3 | 5.2 | 18,729 | 100.1 | 5.5 |
| Merchandise sales | 72,880 | 103.7 | 84.8 | 71,713 | 98.4 | 85.2 | 287,398 | 100.4 | 85.2 |
| Tenants | 13,031 | 98.0 | 15.2 | 12,487 | 95.8 | 14.8 | 50,107 | 96.5 | 14.8 |
| Net sales | 85,911 | 102.8 | 100.0 | 84,201 | 98.0 | 100.0 | 337,506 | 99.8 | 100.0 |



## 3. Department Store Operations

Sogo \& Seibu

| Sales results of major stores |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 09/5 |  | 10/5 |  | 10/2 |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Ikebukuro | 39,052 | 91.1 | 39,684 | 101.6 | 160,554 | 94.9 |
| Yokohama | 24,916 | 88.1 | 24,914 | 100.0 | 101,788 | 91.2 |
| Chiba | 18,905 | 90.2 | 18,903 | 100.0 | 76,771 | 92.7 |
| Kobe | 11,445 | 85.0 | 12,123 | 105.9 | 49,572 | 92.8 |
| Hiroshima | 10,477 | 88.5 | 10,176 | 97.1 | 43,082 | 91.3 |

*Store sales include corporate sales.

| Sales by product category |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 09/5 |  |  | 10/5 |  |  | 10/2............. |  |  |
|  |  | Yoy(\%) | $\begin{aligned} & \text { Composition } \\ & \text { (\%) } \end{aligned}$ |  | YOY(\%) |  |  | YOY(\%) | $\begin{aligned} & \text { Composition } \\ & \text { (\%) } \end{aligned}$ |
| Apparel | 100,082 | 83.7 | 49.0 | 96,475 | 96.4 | 47.7 | 401,850 | 88.2 | 47.4 |
| Household goods | 18,444 | 82.5 | 9.0 | 19,063 | 103.4 | 9.4 | 81,576 | 90.1 | 9.6 |
| Food | 35,410 | 96.8 | 17.3 | 37,065 | 104.7 | 18.3 | 165,458 | 98.8 | 19.5 |
| Merchandise sales | 153,938 | 86.2 | 75.3 | 152,603 | 99.1 | 75.5 | 648,885 | 91.0 | 76.6 |
| Tenants | 39,261 | 91.6 | 19.2 | 39,018 | 99.4 | 19.3 | 155,673 | 93.7 | 18.4 |
| Corporate sales | 11,247 | 118.0 | 5.5 | 10,461 | 93.0 | 5.2 | 42,485 | 106.0 | 5.0 |
| Net sales | 204,448 | 88.5 | 100.0 | 202,084 | 98.8 | 100.0 | 847,044 | 92.1 | 100.0 |

Note: Millennium Retailing, Sogo and The Seibu Department Stores were merged on August 1, 2009 and Sogo, as a surviving company, changed its name to Sogo \& Seibu Co., Ltd. The financial and operating results for $10 / 2$ have been calculated as if the former three companies had merged at the beginning of the term, and for comparison purposes, the previous year's result have been calculated in the same manner. Furthermore, financial and operating results of Robinson Department Store was included in Sogo \& Seibu, after the third quarter of FY2010, following the merger of Robinson Department Store on September 1, 2009.

## 4. Food Services

$\square$ Seven \& i Food Systems
Sales results by operations (total store sales)

| Sales results by operations (total store sales) |  |  |  |  |  |  | (Millions of yen) <br> $10 / 2 \ldots . . . . . . . .$. <br> YoY(\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
| Restaurant operations | 18,867 | 83.9 | 81.9 | 16,388 | 86.9 | 80.5 | 69,394 | 82.5 | 80.8 |
| Meal provision service business | 1,934 | 88.4 | 8.4 | 2,016 | 104.3 | 9.9 | 7,926 | 98.1 | 9.2 |
| Fast food operations | 2,239 | 90.2 | 9.7 | 1,955 | 87.3 | 9.6 | 8,564 | 86.3 | 10.0 |
| Total | 23,041 | 84.9 | 100.0 | 20,360 | 88.4 | 100.0 | 85,885 | 84.1 | 100.0 |

[Restaurant division] Net sales increase at existing stores

| [Restaurant division] Net sales increase at existing stores |  |  |  |
| :---: | :---: | :---: | :---: |
|  | 09/5 | 10/5 | 10/2 |
| Net sales increase at existing stores | (6.8) | (3.2) | (7.2) |
| Number of customers | +0.3 | (1.3) | (2.1) |
| Average spending per customer | (7.1) | (1.9) | (5.2) |

## 5. Financial Services

## $\square$ Seven Bank

## Number of Seven Bank ATMs

|  | 09/5 |  | 10/5 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | - $\%$ of stores of ATMs |  | \%of stores of ATMs |  | \% of stores of ATMs |
| Seven-Eleven Japan | 13,045 | 99.9 | 13,612 | 99.9 | 13,590 | 99.9 |
| Ito-Yokado | 284 | 98.9 | 282 | 98.8 | 280 | 98.9 |
| York-Benimaru | 19 | 11.5 | 31 | 18.2 | 23 | 13.4 |
| York Mart | 25 | 41.0 | 32 | 50.8 | 30 | 48.4 |
| Others | 52 | - | 57 | - | 59 | - |
| Net ATMs in the Group | 13,425 | - | 14,014 | - | 13,982 | - |
| Net ATMs outside the Group | 490 | - | 612 | - | 588 | - |
| Total | 13,915 | - | 14,626 | - | 14,570 | - |

Average number of transaction per day per ATM during the period

|  | 09/3 to 09/5 |  | 10/3 to 10/5 |  | 09/3 to 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Average number of transactions | 115.0 | +3.6 | 114.8 | (0.2) | 114.4 | +0.4 |


[^0]:    * "Others" consists of the business results in China.

