SEVEN\&i HLDGS.

## Brief Summary of FY 2011

April 7, 2011
Seven \& i Holdings Co., Ltd.

The consolidated results forecasts for the fiscal year ending February 2012 incorporate the amount of the effect of "Great East Japan Earthquake" that was anticipated as of the date of the release of these materials. For details, please refer to next page.

## CONSOLIDATED RESULTS

## 1. Financial Results

(Millions of yen)

| Years ended February 28 or 29 | 2009 |  | 2010 |  | 2011 |  | 2012 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 5,649,948 | 98.2 | 5,111,297 | 90.5 | 5,119,739 | 100.2 | 4,600,000 | 89.8 |
| Convenience store operations | 2,308,690 | 96.4 | 1,968,555 | 85.3 | 2,036,464 | 103.4 | 1,552,000 | 76.2 |
| Superstore operations | 2,125,029 | 100.8 | 2,016,558 | 94.9 | 1,981,604 | 98.3 | 1,950,000 | 98.4 |
| Department store operations | 993,877 | 96.9 | 922,847 | 92.9 | 915,105 | 99.2 | 880,000 | 96.2 |
| Food services | 102,711 | 90.1 | 86,420 | 84.1 | 80,225 | 92.8 | 79,000 | 98.5 |
| Financial services | 124,866 | 105.9 | 110,444 | 88.4 | 106,953 | 96.8 | 130,000 | 121.5 |
| Other | 35,079 | 95.7 | 33,669 | 96.0 | 35,610 | 105.8 | 52,000 | 146.0 |
| Eliminations / corporate | $(40,305)$ |  | $(27,198)$ |  | $(36,224)$ |  | $(43,000)$ |  |
| Operating income (loss) | 281,865 | 100.3 | 226,666 | 80.4 | 243,346 | 107.4 | 248,000 | 101.9 |
| Convenience store operations | 213,367 | 106.1 | 183,837 | 86.2 | 195,477 | 106.3 | 202,800 | 103.7 |
| Superstore operations | 24,742 | 72.6 | 14,178 | 57.3 | 15,708 | 110.8 | 12,000 | 76.4 |
| Department store operations | 18,335 | 71.2 | 1,366 | 7.5 | 5,622 | 411.4 | 4,200 | 74.7 |
| Food services | (2,948) |  | (2,741) |  | (193) |  | 0 |  |
| Financial services | 25,485 | 120.9 | 30,152 | 118.3 | 28,343 | 94.0 | 27,000 | 95.3 |
| Other | 2,069 | 83.2 | 567 | 27.4 | (690) |  | 2,500 |  |
| Eliminations / corporate | 814 |  | (694) |  | (921) |  | (500)' |  |
| Non-operating income | 13,102 | 98.0 | 11,190 | 85.4 | 10,390 | 92.9 |  |  |
| Non-operating expenses | 15,661 | 96.7 | 10,905 | 69.6 | 10,829 | 99.3 |  |  |
| Ordinary income | 279,306 | 100.4 | 226,950 | 81.3 | 242,907 | 107.0 | 245,300 | 101.0 |
| Special gains | 6,202 | 27.7 | 2,809 | 45.3 | 22,655 | 806.3 |  |  |
| Special losses | 70,393 | 96.2 | 86,656 | 123.1 | 42,271 | 48.8 |  |  |
| Income before income taxes and minority interests | 215,115 | 94.6 | 143,104 | 66.5 | 223,291 | 156.0 |  |  |
| Net income | 92,336 | 70.7 | 44,875 | 48.6 | 111,961 | 249.5 | 87,500 | 78.2 |
| Net income per share | $\begin{array}{r\|} \hline \text { yen! } \\ 100.54 \end{array}$ | \% 73.4 | $\begin{array}{r} \text { yen! } \\ 49.67 \end{array}$ | $\begin{array}{r} \% \\ 49.4 \end{array}$ | $\begin{array}{r} \hline \text { yen } \\ 126.21 \end{array}$ | $\begin{array}{r} \hline \% \\ 254.1 \end{array}$ | $\begin{array}{r} \text { yen! } \\ \mathbf{9 8 . 6 3} \end{array}$ | $\begin{array}{r} \hline \% \\ 78.2 \end{array}$ |

Number of shares outstanding

| Number of shares outstanding |  |  |  |
| :--- | ---: | ---: | ---: |
| Average | $918,389,766$ | $903,458,314$ | $887,128,871$ |
| End of period | $903,459,511$ | $903,458,108$ | $883,463,233$ |

* Excluding treasury stock


## Exchange rates

| Years ended February 28 or 29 |  | 2009 | 2010 | 2011 | 2012 (forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income statements | \$1= | 103.48 yen | 93.65 yen | 87.79 yen | 82.00 yen |
|  | 1yuan= | 14.85 yen | 13.72 yen | 12.90 yen | 12.50 yen |
| Balance sheets | \$1= | 91.03 yen | 92.10 yen | 81.49 yen | - |
|  | 1yuan= | 13.31 yen | 13.48 yen | 12.29 yen | - |

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

| Years ended February 28 or 29 | 2009 |  | 2010 |  | 2011 |  | 2012 (forecast) <br> Y'Yy |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YōY ${ }^{\text {(\%) }}$ |  | YOȲ (\%) |  | YOY(\%) |  |  |
| Operating income (loss) | 293,504 | 100.3 | 245,536 | 83.7 | 259,492 | 105.7 | 261,200 100.7 |  |
| Convenience store operations | 213,645 | 106.1 | 191,384 | 89.6 | 202,696 | 105.9 |  |  |
| Superstore operations | 28,090 | 75.1 | 17,549 | 62.5 | 19,079 | 108.7 |  |  |
| Department store operations | 26,022 | 77.8 | 9,055 | 34.8 | 10,875 | 120.1 |  |  |
| Food services | (2,948) |  | (2,741) |  | (193) |  |  |  |
| Financial services | 25,778 | 120.7 | 30,380 | 117.9 | 28,602 | 94.1 |  |  |
| Other | 2,100 | 83.4 | 602 | 28.7 | (646) |  |  |  |
| Eliminations / corporate | 814 |  | (694) |  | (921)! |  |  |  |

Note. From the fiscal year ending Dec. 2011, 7-Eleven, Inc., categorized under convenience store operations changes its accounting method for revenues from operations. Under the previous accounting method, consolidated revenues from operations and year-on-year figures for FY 2012 forecast would be $5,145,000$ million yen, $100.5 \%$, and convenience stores' revenues from operations and year-on-year figures would be $2,097,000$ million yen, $103.0 \%$, respectively.

## <Reference: The Effect of Great East Japan Earthquake for FY2012>

## 1. Plans of Consolidated Financial Results

(Billions of yen)

| Year ending February 29 | 2012 (Initial plans) |  | 2012 (Plans) |  | Earthquake effects |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  |
| (Reference) |  |  |  |  |  |
| Revenues from operations before SEI's revision *1 | 5,289.0 | 103.3 | 5,145.0 | 100.5 | (144.0) |
| Revenues from operations | 4,744.0 | 92.7 | 4,600.0 | 89.8 | (144.0) |
| Operating income | 286.1 | 117.6 | 248.0 | 101.9 | (38.1) |
| Convenience store operations | 206.8 | 105.8 | 202.8 | 103.7 | (4.0) |
| Superstore operations | 33.3 | 212.0 | 12.0 | 76.4 | (21.3) |
| Department store operations | 13.5 | 240.1 | 4.2 | 74.7 | (9.3) |
| Food services | 0.5 | - | 0.0 | - | (0.5) |
| Financial services | 30.0 | 105.8 | 27.0 | 95.3 | (3.0) |
| Other | 2.5 | - | 2.5 | - | - |
| Eliminations / corporate | (0.5) | - | (0.5) | - | - |
| Ordinary income | 283.4 | 116.7 | 245.3 | 101.0 | (38.1) |


| (Reference) <br> Net income before asset retirement obligation $* 2$ | 143.9 | 128.5 | 128.5 | 114.8 |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Net income $* 3$ | 128.5 | 114.8 | 87.5 | 78.2 | (41.0) |

*1. Excludes the effect of amendment ( 545.0 billion yen) to the accounting method to book revenues from operations for 7-Eleven, Inc.(SEI)
*2. Excluding special loss of 24.0 billion yen (after tax: $\mathbf{1 5 . 4}$ billion yen) resulting from adoption of accounting standard for asset retirement obligation.
*3. The effect of the earthquake for net income includes special loss of $\mathbf{2 6 . 0}$ billion yen.

## 2. Amount effecting of major operating companies

(1) Amount effecting operating income
(Billions of yen)

| Year ending February 29 | 2012 (Initial plans) |  | 2012 (Plans) |  | Earthquake effects |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  |
| Consolidated operating income | 286.1 | 117.6 | 248.0 | 101.9 | (38.1) |
| Seven-Eleven Japan | 177.0 | 104.6 | 173.0 | 102.3 | (4.0) |
| Ito-Yokado | 15.0 | 696.1 | 6.0 | 278.3 | (9.0) |
| York-Benimaru | 9.5 | 107.0 | 1.0 | 11.3 | (8.5) |
| Sogo \& Seibu | 15.0 | 203.1 | 6.2 | 83.9 | (8.8) |
| Other companies | - | - | - |  | (7.8) |

(2) Estimate of special losses
(Billions of yen)

| Year ending February 29 | 2012 (Plans) |
| :---: | :---: |
| Consolidated | 26.0 |
| Seven-Eleven Japan | 6.0 |
| Ito-Yokado | 3.6 |
| York-Benimaru | 15.0 |
| Other companies | 1.4 |

## 2. Segment Information

(1) Business Segment Information $\qquad$ (Millions of yen)

| Years ended February 28 or 29 | 2009 | YOY(\%) | 2010 | YOY(\%) |  | $2011$ <br> YOY(\%) | Composition <br> (\%) | 2012(forecast).....$\vdots$YOY(\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets (end of period) |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 1,267,179 | 97.8 | 1,104,209 | 87.1 | 1,112,557 | 100.8 | 26.0 |  |  |
| Superstore operations | 1,160,128 | 102.7 | 1,096,598 | 94.5 | 1,081,491 | 98.6 | 25.3 |  |  |
| Department store operations | 704,695 | 90.2 | 612,326 | 86.9 | 571,463 | 93.3 | 13.3 |  |  |
| Food services | 58,206 | 84.1 | 24,636 | 42.3 | 21,105 | 85.7 | 0.5 |  |  |
| Financial services | 1,055,492 | 115.1 | 1,175,963 | 111.4 | 1,350,272 | 114.8 | 31.5 |  |  |
| Others | 21,543 | 129.9 | 16,770 | 77.8 | 145,792 | 869.3 | 3.4 |  |  |
| Eliminations / Corporate | $(540,184)$ | - | $(356,900)$ ! | - | (550,570) | - |  |  |  |
| Total | 3,727,060 | 95.9 | 3,673,605 | 98.6 | 3,732,111 | 101.6 |  |  |  |
| Amortization of goodwill |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 278 | 100.0 | 7,547 | - | 7,218 | 95.6 | 44.7 |  |  |
| Superstore operations | 3,348 | 99.9 | 3,371 | 100.7 | 3,371 | 100.0 | 20.9 |  |  |
| Department store operations | 7,687 | 99.9 | 7,688 | 100.0 | 5,253 | 68.3 | 32.5 |  |  |
| Food services |  |  |  | - | -: |  |  |  |  |
| Financial services | 293 | 100.0 | 228 | 77.7 | 258 | 113.5 | 1.6 |  |  |
| Others | 30 | 100.0 | 35 | 114.7 | 43 ! | 123.5 | 0.3 |  |  |
| Total | 11,638 | 99.9 | 18,870 | 162.1 | 16,145 | 85.6 |  |  |  |
| Impairment loss |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 7,851 | 81.6 | 8,816 | 112.3 | 5,939 | 67.4 | 27.7 |  |  |
| Superstore operations | 15,665 | 397.3 | 11,382 | 72.7 | 4,139 | 36.4 | 19.3 |  |  |
| Department store operations | 10,848 | 258.8 | 4,589 | 42.3 | 10,301 | 224.5 | 48.0 |  |  |
| Food services | 3,993 | 175.6 | 2,819 | 70.6 | 378 | 13.4 | 1.8 |  |  |
| Financial services | 1,014 | - | 445 | 43.9 | 635 | 142.8 | 3.0 |  |  |
| Others | - | - | -: | - | 59 |  | 0.3 |  |  |
| Total | 39,372 | 196.6 | 28,052 | 71.2 | 21,454 | 76.5 |  |  |  |
| Capital expenditures |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 104,233 | 96.0 | 104,936 | 100.7 | 106,368 | 101.4 | 31.4 | 162,000 | 152.3 |
| Superstore operations | 46,064 | 80.0 | 65,379 | 141.9 | 54,133 | 82.8 | 16.0 | 36,000 | 66.5 |
| Department store operations | 12,464 | 71.2 | 19,734 | 158.3 | 27,807 | 140.9 | 8.2 | 13,600 | 48.9 |
| Food services | 1,177 | 76.2 | 752 | 63.9 | 527 | 70.1 | 0.2 | 800 | 151.7 |
| Financial services | 23,932 | 74.8 | 15,543 | 65.0 | 19,616 | 126.2 | 5.8 | 20,000 | 102.0 |
| Others | 1,058 | 204.1 | 3,702 | 349.9 | 127,429 | - | 37.6 | 10,000 | 7.8 |
| Corporate | 12 | 49.4 | 1,140 | - | 2,774 | 243.3 : | 0.8 | 4,000 | 144.2 |
| Total | 188,943 | 86.8 | 211,189 | 111.8 | 338,656 | 160.4 |  | 246,400 | 72.8 |
| Depreciation and amortization |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 67,299 | 90.9 | 66,158 | 98.3 | 68,743 | 103.9 | 51.9 | 71,500 | 104.0 |
| Superstore operations | 26,115 | 98.7 | 24,335 | 93.2 | 25,890 | 106.4 | 19.6 | 29,300 | 113.2 |
| Department store operations | 20,004 | 99.3 | 17,417 | 87.1 | 14,361 | 82.5 | 10.8 | 13,000 | 90.5 |
| Food services | 2,210 | 76.1 | 1,270 | 57.5 | 811 | 63.8 | 0.6 | 700 | 86.3 |
| Financial services | 24,532 | 124.1 | 22,246 | 90.7 | 20,693 | 93.0 | 15.6 | 22,000 | 106.3 |
| Others | 346 | 127.9 | 588 | 169.6 | 1,598 | 271.7 | 1.2 | 3,200 | 200.2 |
| Corporate | 20 | 92.8 | 214 | 1060.1 | 321 | 149.8 | 0.2 | 300 | 93.2 |
| Total | 140,529 | 97.8 | 132,232 : | 94.1 | 132,421 | 100.1 ; |  | 140,000 | 105.7 |

* Capital expenditures include long-term leasehold deposits.

Notes 1. Forecasts for FY 2012 of Capital expenditures and Depreciation and amortization are the forecasts before the earthquake.
2. In regard to capital expenditures for FY 2011 of "Others", the land, buildings, and other facilities of Seibu Ikebukuro, valued at 123.0 billion yen, are included, which were acquired by Seven \& i Asset Management Co., Ltd. on September 24, 2010.
(2) Geographic Area Segment Information
(Millions of yen)

| Years ended February 28 or 29 | 2009 |  | 2010 |  | . 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) | Composition(\%) |
| Revenues from operations |  |  |  |  |  |  |  |
| Japan | 3,806,717 | 99.6 | 3,602,982 | 94.6 | 3,552,691 | 98.6 | 69.3 |
| North America | 1,766,169 | 94.6 | 1,431,042 | 81.0 | 1,484,394 | 103.7 | 29.0 |
| Others | 80,401 | 121.7 | 80,561 | 100.2 | 86,033 | 106.8 | 1.7 |
| Eliminations | $(3,339)$ | - | $(3,289)$ | - | $(3,380)$ | - |  |
| Total | 5,649,948 | 98.2 | 5,111,297 | 90.5 | 5,119,739 | 100.2 |  |
| Operating income |  |  |  |  |  |  |  |
| Japan | 245,248 | 99.2 | 197,618 | 80.6 | 215,231 | 108.9 | 88.5 |
| North America | 34,441 | 109.0 | 26,992 | 78.4 | 26,230 | 97.2 | 10.8 |
| Others | 2,328 | 104.5 | 2,021 | 86.8 | 1,857 | 91.9 | 0.8 |
| Eliminations | (151)! | - | 32 | - | 27 | - |  |
| Total | 281,865 | 100.3 | 226,666 | 80.4 | 243,346 | 107.4 |  |
| Assets (end of period) |  |  |  |  |  |  |  |
| Japan | 3,220,265 | 98.6 | 3,207,405 | 99.6 | 3,294,540 | 102.7 | 88.3 |
| North America | 487,289 | 79.0 | 431,747 | 88.6 | 397,120 | 92.0 | 10.6 |
| Others | 29,326 | 107.6 | 35,065 | 119.6 | 40,873 | 116.6 | 1.1 |
| Eliminations | (9,820) | - | (612) | - | (422) | - |  |
| Total | 3,727,060 | 95.9 | 3,673,605 | 98.6 | 3,732,111 | 101.6 |  |

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

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Short-term loans | 191,100 | 127.5 | 151,200 | 79.1 | 108,330 | 71.6 |
| Current portion of long-term loans | 103,352 | 85.8 | 79,155 | 76.6 | 127,187 | 160.7 |
| Current portion of bonds | 50,592 | 312.0 | 20,385 | 40.3 | 36,100 | 177.1 |
| Commercial paper | - | - | - | - | 6,391 | - |
| Sub-total | 345,045 | 114.2 | 250,740 | 72.7 | 278,008 | 110.9 |
| Bonds | 180,448 | 137.7 | 190,068 | 105.3 | 263,973 | 138.9 |
| Long-term loans | 249,685 | 77.7 | 244,470 | 97.9 | 177,225 | 72.5 |
| Commercial paper | 18,688 | 158.7 | 16,208 | 86.7 | 8,177 | 50.5 |
| Sub-total | 448,822 | 96.7 | 450,746 | 100.4 | 449,376 | 99.7 |
| Total | 793,867 | 103.6 | 701,487 | 88.4 | 727,385 | 103.7 |
| Ratio to total assets (\%) | 21.3 | +1.6 | 19.1 | (2.2) | 19.5 | +0.4 |
| Ratio to owners' equity (\%) | 44.5 | +5.9 | 40.7 | (3.8) | 42.7 | +2.0 |

Interest-Bearing Debt by Business Segment

| Convenience store operations | 25,188 | 70.0 | 20,631 | 81.9 | 16,872 | 81.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Superstore operations | 96,509 | 97.3 | 50,876 | 52.7 | 28,072 | 55.2 |
| Department store operations | 336,939 | 89.1 | 304,498 | 90.4 | 272,303 | 89.4 |
| Food services |  | - |  | - | - | - |
| Others | 3,750 | 83.3 | 3,000 | 80.0 | 2,250 | 75.0 |
| Corporate | 99,963 | - | 99,968 | 100.0 | 209,973 | 210.0 |
| Sub-total (excluding Financial services) | 562,350 | 108.6 | 478,974 | 85.2 | 529,471 | 110.5 |
| Financial services | 231,517 ! | 93.2 | 222,512 | 96.1 | 197,913 | 88.9 |
| Total | 793,867 | 103.6 | 701,487 | 88.4 | 727,385 ! | 103.7 |

## Bond Information

(As of Feb. 28, 2011)

|  | Amount | Date of issue | Coupon | Redemption date |
| :---: | :---: | :---: | :---: | :---: |
| Issued by Seven \& i Holdings |  |  |  |  |
| 1st 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 |
| 4th unsecured domestic straight bonds | 30 billion yen | June 29, 2010 | 0.541\% | June 19, 2015 |
| 5th unsecured domestic straight bonds | 20 billion yen | June 29, 2010 | 0.852\% | June 20, 2017 |
| 6 th unsecured domestic straight bonds | 60 billion yen | June 29, 2010 | 1.399\% | June 19, 2020 |
| 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 Mar. 31, 2011)

|  |  | S\&P | Moody's | R\&I | JCR |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Seven \& i Holdings | Long-term | AA- | Aa3 | AA | AA+ |
| Seven-Eleven Japan | Long-term | AA- | - | - | AA+ |
|  | Short-term | A-1+ | P-1 | - | - |
| 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.

The results forecasts for the fiscal year ending February 2012 incorporate the amount of the effect of "Great East Japan Earthquake" that was anticipated as of the date of the release of these materials.

| Seven-Eleven Japan |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 or 29 | 2009 |  | 2010 |  | 2011 |  | 2012(forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total store sales | 2,762,557 | 107.3 | 2,784,997 | 100.8 | 2,947,606 | 105.8 | 3,130,000 | 106.2 |
| Net sales of franchised stores | 2,621,567 | 108.3 | 2,657,774 | 101.4 | 2,839,680 | 106.8 |  | - |
| Revenues from operations | 540,773 | 102.5 | 535,018 | 98.9 | 549,111 | 102.6 | 558,600 | 101.7 |
| Operating income | 178,060 | 105.9 | 156,220 | 87.7 | 169,152 | 108.3 | 173,000 | 102.3 |
| Number of domestic stores | 12,298 | +264 | 12,753 | +455 | 13,232 | +479 | 13,832 | +600 |
| Existing stores sales increase (\%) | +5.2 |  | (2.1) |  | +2.2 |  | +2.2 |  |
| Merchandise GP Margin (\%) | 30.2 ! | (0.8) | 30.3 | +0.1 | 30.5 | +0.2 | 30.5 | $\pm 0.0$ |
| Average daily sales per store (thousand yen) | 629 | +32 | 616 | (13) | 629 | +13 |  |  |

## 7-Eleven, Inc.

(Millions of yen)

| Years ended December 31 | $2008 \text {....... }$ | $2009 \text { YOY(\%) }$ | $2010$ | $2011 \text { (forecast) }$ |
| :---: | :---: | :---: | :---: | :---: |
| Total store sales | $-1 \quad-$ | $-!$ | -! - | 1,517,000 |
| Revenues from operations (net) | $-1 \quad-$ | $-1$. | -1 - | 959,000 |
| Revenues from operations (gross) | 1,742,395 94.5 | 1,411,391 81.0 | 1,463,796 103.7 |  |
| Net sales | 1,725,910 94.7 | 1,394,694 80.8 | 1,445,571 103.6 |  |
| Merchandise | 967,411 90.5 | 883,229 91.3 | 859,632 97.3 |  |
| Gasoline | 758,499 100.6 | 511,464: 67.4 | 585,939: 114.6 |  |
| Operating income | 34,711 109.4 | 34,427: 99.2 | 33,328: 96.8 | 31,000: 93.0 |
| Exchange rates \$1= | 103.48 yen | 93.65 yen | 87.79 yen | 82.00 yen |
| Number of stores | 6,196 +108 | 6,389 +193 | 6,610 +221 | 7,020 +410 |
| Number of stores operated by area licensees | 17,115 | 18,407 $+1,292$ | 20,296 | - - |
| Existing stores sales increase (\%) (U.S. Merchandise sales) | +0.4 [+0.9 $\left.{ }^{* 3}\right]$ | +0.6 | +1.5 | +3.8 |
| Merchandise GP Margin (\%) | 35.2 (0.7) | $35.2 \pm \pm 0.0$ | 35.1 (0.1) | 35.4 +0.3 |

* Existing stores sales increase are calculated in U.S. dollars.

Notes 1. Figures for the amounts of each fiscal year reflect adjustments to the necessary for the consolidation to Seven \& i Holdings' consolidated accounts.
2. From the fiscal year ending Dec. 2011, 7-Eleven, Inc., changes its accounting method for revenues from operations related to franchise agreements, from "gross amount" to "net amount." Under the previous accounting method, revenues from operations and year-on-year figures for the fiscal year ending Dec. 2011 would be $1,503,000$ million yen, $102.7 \%$.
3. [ ] refers to existing stores sales increase in U.S. merchandise sales excluding U.S. federal excise tax refund recorded in June 2007.

## Ito-Yokado

(Millions of yen)

| Years ended February 28 or 29 | 2009 |  | 2010 |  | 2011 |  | 2012 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 1,462,719 | 98.2 | 1,387,831 | 94.9 | 1,373,670 | 99.0 | 1,343,000 | 97.8 |
| Net sales | 1,436,541 | 98.1 | 1,364,765 | 95.0 | 1,349,345 | 98.9 | 1,316,000 | 97.5 |
| Operating income | 9,582 | 55.9 | 1,757 | 18.3 | 2,155 | 122.6 | 6,000 | 278.3 |


| Number of domestic stores | 175 | $(1)$ | 174 | $(1)$ | 170 | $(4)$ | 166 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(2.9)$ | $(5.7)$ | $(2.5)$ | $(4.5)$ |  |  |  |
| Merchandise GP Margin (\%) | 29.8 | $(0.1)$ | 29.0 | $(0.8)$ | 29.1 | +0.1 | 29.2 |

York-Benimaru
(Millions of yen)

| Years ended February 28 or 29 | 2009 |  | 2010 |  | 2011 |  | 2012 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | OY(\%) |  | OY(\%) |  | Y(\%) |
| Revenues from operations | 348,883 | 105.7 | 348,735 | 100.0 | 343,379 | 98.5 | 322,500 | 93.9 |
| Net sales | 338,089 | 105.7 | 337,506 | 99.8 | 337,734 | 100.1 | 317,000 | 93.9 |
| Operating income | 11,706 | 104.3 | 9,402 | 80.3 | 8,877 | 94.4 | 1,000 | 11.3 |


| Number of domestic stores | 156 | +7 | 164 | +8 | 170 | +6 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(1.0)$ | $(3.7)$ | $(4.1)$ | $(9.9)$ |  |  |
| Merchandise GP Margin (\%) | 27.0 | $(0.1)$ | 26.7 | $(0.3)$ | 26.6 | $(0.1)$ |

Note: York-Benimaru's store opening and closure plans for FY 2012 are undisclosed because the effect of the earthquake is currently under review.

Sogo \& Seibu

| Years ended February 28 or 29 | $2009$ |  | $2010$ |  | $2011$ |  | 2012 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  |  |  |  |  |  |
| Revenues from operations | 933,571 | 96.2 | 859,265 | 92.0 | 846,796 | 98.5 | 813,700 | 96.1 |
| Net sales | 919,634 | 96.2 | 847,044 | 92.1 | 834,723 | 98.5 | 802,500 | 96.1 |
| Operating income | 23,294 | 73.2 | 5,613 | 24.1 | 7,385 | 131.6 | 6,200 | 83.9 |


| Number of domestic stores | 28 | $\pm 0$ | 28 | $\pm 0$ | 27 | $(1)$ | 26 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(4.2)$ | $(8.4)$ | $\pm 0.0$ | $(2.7)$ |  |  |  |
| Merchandise GP Margin (\%) | 26.6 | $(0.3)$ | 25.8 | $(0.8)$ | 25.4 | $(0.4)$ | 25.3 |

## Seven \& i Food Systems

(Millions of yen)

| Years ended February 28 or 29 | 2009 |  | 2010 |  | 2011 |  | 2012 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY |  | YOY |  | OY(\%) |  | OY(\%) |
| Revenues from operations | 102,711 | - | 86,400 | 84.1 | 80,167 | 92.8 | 78,950 | 98.5 |
| Net sales | 102,109 | - | 85,885 | 84.1 | 79,609 | 92.7 | 78,400 | 98.5 |
| Operating income (loss) | $(3,079)$ | - | $(2,714)$ | - | (89) | - | 300 | - |

< Restaurant division>

| Number of domestic stores | 595 | $(79)$ | 525 | $(70)$ | 489 | (36) | 487 | (2) |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(6.4)$ | $(7.2)$ |  | +0.5 |  | +0.5 |  |  |
| Merchandise GP Margin (\%) | 66.5 | - | 67.3 | +0.8 | 68.3 | +1.0 | 68.0 | $(0.3)$ |

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 the FY 2010 are restated as if former three companies have merged at the beginning of the term, and also, FY 2008 and FY 2009 have been restated.
Furthermore, financial results of Robinson Department Store was included in Sogo \& Seibu, after the third quarter of FY 2010, following the merger of Robinson Department Store on September 1, 2009.
2. The number of Sogo \& Seibu stores at FY 2010 includes 2 stores added through the merger with Robinson Department Store.

## STORE INFORMATION

1. Store Openings and Closures of Major Group Companies

| As of February 28 or 29 | 2009 |  | 2010 |  | 2011 |  | 2012 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |  | Change |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan | 12,298 | +264 | 12,753 | +455 | 13,232 | +479 | 13,832 | +600 |
| Openings | 874 |  | 966 |  | 939 |  | 1,200 |  |
| Closures | 610 |  | 511 |  | 460 |  | 600 |  |
| Relocations | 429 |  | 414 |  | 393 |  |  |  |
| Terminations of contract | 181 |  | 97 |  | 67 |  |  |  |
| 7 -Eleven, Inc. ${ }^{* 1}$ | 6,196 | +108 | 6,389 | +193 | 6,610 | +221 | 7,020 | +410 |
| Openings | 172 |  | 268 |  | 303 |  | 500 |  |
| Closures | 64 ! |  | 75 : |  | 82 : |  | 90 |  |
| SEVEN-ELEVEN (BEIJING) ${ }^{* 1}$ | 72 ! | +12 | 92 | +20 | 100 | +8 |  |  |
| Openings | 13 |  | 20 |  | 10 ! |  |  |  |
| Closures | 1 |  | 0 |  | 2 ! |  |  |  |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado | 175 | (1) | 174 | (1) | 170 | (4) | 166 | (4) |
| Openings | 2 |  | 4 |  | 6 |  | 3 |  |
| Closures | 3 |  | 5 |  | 10 ! |  | 7 |  |
| York-Benimaru | 156 | +7 | 164 | +8 | 170 : | +6 |  |  |
| Openings | 9 |  | 8 |  | 7 |  |  |  |
| Closures | 2 |  | 0 |  | 1 |  |  |  |
| York Mart | 60 | $\pm 0$ | 62 | +2 | 65 | +3 | 69 | +4 |
| Openings | 2 |  | 3 |  | 4 |  | 5 |  |
| Closures | 2 |  | 1 |  | 1 |  | 1 |  |
| Hua Tang Yokado Commercial ${ }^{* 1}$ | 8 | +1 | 9 | +1 | 8 | (1) | 8 | $\pm 0$ |
| Openings | 1 |  | 1 |  | 1 ! |  | 0 |  |
| Closures | 0 ! |  | 0 |  | 2 ! |  | 0 ! |  |
| Chengdu Ito-Yokado ${ }^{* 1}$ | 3 | $\pm 0$ | 4 | +1 | 4 | $\pm 0$ | 5 | +1 |
| Openings | 0 |  | 1 |  | 0 |  | 1 |  |
| Closures | 0 |  | 0 |  | 0 ! |  | 0 |  |
| Beijing Wang fu jing Yokado Commercial ${ }^{* 1}$ | 1 | (1) | 1 | $\pm 0$ | 1 | $\pm 0$ | 2 | +1 |
| Openings | 0 |  | 0 |  | 0 |  | 1 |  |
| Closures | 1 |  | 0 |  | 0 |  | 0 |  |
| Akachan Honpo ${ }^{* 3}$ | 72 | +5 | 78 | +6 | 85 | +7 | 93 | +8 |
| Openings | 11 |  | 10 |  | 13 |  | 10 |  |
| Closures | 6 |  | 4 |  | 6 |  | 2 |  |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu ${ }^{* 2}$ | 28 | $\pm 0$ | 28 | $\pm 0$ | 27 ! | (1) | 26 | (1) |
| Openings | 0 |  | 0 |  | 0 |  | 0 |  |
| Closures | 0 |  | 2 |  | 1 |  | 1 |  |
| LOFT | 51 | +7 | 55 ! | +4 | 63 : | +8 | 70 ! | +7 |
| Openings | 8 |  | 5 |  | 10 |  | 7 |  |
| Closures | $1!$ |  | $1 \vdots$ |  | 2 ! |  | 0 ! |  |
| Food services |  |  |  |  |  |  |  |  |
| Seven \& i Food Systems | 959 ! | (86) | 892 ! | (67) | 846 : | (46) | 846 ! | $\pm 0$ |
| Restaurant operations | 595 : | (79) | 525 ! | (70) | 489 ! | (36) | 487 ! | (2) |
| Openings | 9 |  | 14 |  | 14 |  | 13 |  |
| Closures | 88 |  | 84 |  | 50 |  | 15 |  |
| Meal provision service business | 224 | (1) | 232 | +8 | 228 | (4) | 234 | +6 |
| Fast food operations | 140 | (6) | 135 | (5) | 129 | (6) | 125 ! | (4) |
| Seven \& i Restaurant (Beijing) ${ }^{* 1}$ | - | - | 1 | +1 | 2 | +1 |  |  |
| Opening | - |  | 1 |  | 1 |  |  |  |
| Closure | - : |  | 0 |  | 0 |  |  |  |

*1. Figures are as of the end of December.
*2. The number of Sogo \& Seibu stores at FY 2010 includes 2 stores added through the merger with Robinson Department Store.
*3. The number of Akachan Honpo stores at FY 2011and FY2012(forecast) includes 3 stores of franchised stores.
Note: York-Benimaru's store opening and closure plans for FY 2012 are undisclosed because the effect of the earthquake is currently under review.
(1) Domestic Store Network

| As of February 28 | 2009 | 2010 | 2011 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 821 | 815 | 831 | +16 |
| Iwate | 44 | 58 | 68 | +10 |
| Miyagi | 317 | 322 | 331 | +9 |
| Yamagata | 132 | 135 | 140 | +5 |
| Fukushima | 379 | 380 | 380 | $\pm 0$ |
| Ibaraki | 515 | 523 | 535 | +12 |
| Tochigi | 335 | 341 | 350 | +9 |
| Gunma | 346 | 354 | 362 | +8 |
| Saitama | 857 | 874 | 887 | +13 |
| Chiba | 744 | 762 | 777 | +15 |
| Tokyo | 1,619 | 1,676 | 1,737 | +61 |
| Kanagawa | 846 | 886 | 933 | +47 |
| Niigata | 339 | 347 | 350 | +3 |
| Toyama | 11 | 33 | 54 | +21 |
| Ishikawa | - | 10 | 28 | +18 |
| Fukui | 9 | 21 | 27 | +6 |
| Yamanashi | 159 | 163 | 164 | +1 |
| Nagano | 357 | 365 | 376 | +11 |
| Gifu | 70 | 77 | 79 | +2 |
| Shizuoka | 454 | 469 | 495 | +26 |
| Aichi | 533 | 575 | 594 | +19 |
| Mie | 29 | 40 | 45 | +5 |
| Shiga | 162 | 166 | 171 | +5 |
| Kyoto | 178 | 185 | 196 | +11 |
| Osaka | 523 | 557 | 594 | +37 |
| Hyogo | 361 | 374 | 398 | +24 |
| Nara | 59 | 61 | 71 | +10 |
| Wakayama | 40 | 40 | 43 | +3 |
| Shimane | 4 | 7 | 8 | +1 |
| Okayama | 190 | 198 | 210 | +12 |
| Hiroshima | 383 | 391 | 405 | +14 |
| Yamaguchi | 228 | 236 | 240 | +4 |
| Fukuoka | 654 | 671 | 685 | +14 |
| Saga | 135 | 140 | 143 | +3 |
| Nagasaki | 78 | 83 | 92 | +9 |
| Kumamoto | 190 | 199 | 209 | +10 |
| Oita | 64 | 80 | 83 | +3 |
| Miyazaki | 133 | 139 | 141 | +2 |
| Total | 12,298 | 12,753 | 13,232 | +479 |

(3) Global Seven-Eleven Store Network

| As of December 31 | 2008 | 2009 | 2010 | Change |
| :--- | :---: | :---: | ---: | ---: |
| Japan ${ }^{*}$ | 12,298 | 12,753 | 13,232 | +479 |
| U. . A. and Canada | 6,196 | 6,389 | 6,610 | +221 |
| Hawaii | 57 | 55 | 55 | +0 |
| China (Beijing and Tianjin) | 72 | 92 | 100 | +8 |
| Sub-total | 18,623 | 19,289 | 19,997 | +708 |

* Figures for Japan is as of February 28.
(Area licensee)

| As of December 31 | 2008 | 2009 | 2010 | Change |
| :---: | :---: | :---: | :---: | :---: |
| South Korea | 1,995 | 2,186 | 3,145 | +959 |
| China (Hong Kong and others) | 1,440 | 1,565 | 1,557 | (8) |
| China (Shanghai) | - | 13 | 54 | +41 |
| Taiwan | 4,800 | 4,744 | 4,750 | +6 |
| Thailand | 4,778 | 5,270 | 5,790 | +520 |
| Philippines | 368 | 446 | 551 | +105 |
| Malaysia | 1,013 | 1,103 | 1,212 | +109 |
| Singapore | 435 | 484 | 549 | +65 |
| Australia | 378 | 393 | 415 | +22 |
| Indonesia | - | 1 | 21 | +20 |
| U.S.A. | 529 | 528 | 523 | (5) |
| Mexico | 969 | 1,177 | 1,223 | +46 |
| Norway | 183 | 177 | 173 | (4) |
| Sweden | 96 | 191 | 189 | (2) |
| Denmark | 131 | 129 | 144 | +15 |
| Sub-total | 17,115 | 18,407 | 20,296 | +1,889 |
| Total Worldwide | 35,738 | 37,696 | 40,293 | +2,597 |

Notes: 1. Figures for "U.S.A. and Canada" are the number of franchised stores and directly operated stores operated by 7-Eleven, Inc.
2. Figures for China (Hong Kong and others) include Guang Dong Province and Macau

## 3. Store Information of Superstore Operations

(1) Superstore (Ito-Yokado)
(Results for the fiscal year ended February 2011)

|  | 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 | Sep. 17, 2010 | 45,000 | 14,691 |
|  | Shokuhinkan Asagaya | Tokyo | Oct. 1, 2010 | - | 949 |
|  | Hikifune | Tokyo | Nov. 27, 2010 | 17,000 | 13,400 |
|  | Shokuhinkan Azusawa | Tokyo | Nov. 27, 2010 | - | 1,935 |
|  | ARIO Fukaya | Saitama | Dec. 2, 2010 | 22,774 | 11,270 |
| Closures | Ichihara | Chiba | May 9, 2010 | - | 11,334 |
|  | Maebashi | Gunma | Aug. 16, 2010 | - | 9,852 |
|  | Fuchu | Tokyo | Aug. 22, 2010 | - | 9,179 |
|  | Fukaya (format change) | Saitama | Aug. 27, 2010 | - | 10,251 |
|  | Akita | Akita | Oct. 11, 2010 | - | 10,839 |
|  | Narumi | Aichi | Oct. 17, 2010 | - | 11,458 |
|  | Koigakubo | Tokyo | Oct. 31, 2010 | - | 7,176 |
|  | Former Hikifune (S\&B) | Tokyo | Nov. 7, 2010 | - | 2,858 |
|  | Kakamigahara | Gifu | Jan. 16, 2011 | - | 7,494 |
|  | Sakai | Osaka | Feb. 13, 2011 | - | 15,374 |

(Plan for the fiscal year ending February 2012)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | ARIO Ueda | Nagano | Apr. 21, 2011 | 20,800 | 9,600 |
|  | Abeno | Osaka | Apr. 26, 2011 | 12,880 | 10,390 |
|  | Kurashiki | Okayama | 2nd half | 16,500 | - |
| Closure | Ueda | Nagano | Apr. 10, 2011 | - | 7,605 |

* In addition to one store closure above, plans call for six stores to be closed in the fiscal year ending February 2012.
(2) Supermarkets (York-Benimaru)
(Results for the fiscal year ended February 2011)
(Square meters)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Megastage Tamura | Fukushima | Mar. 5, 2010 | 2,039 | 1,936 |
|  | Izumi-nomura | Miyagi | July 16, 2010 | 1,994 | 1,882 |
|  | Mito-hamada | Ibaraki | July 30, 2010 | 2,011 | 1,903 |
|  | Tochigi-iwaimachi | Tochigi | Sep. 22, 2010 | 1,994 | 1,890 |
|  | Shin-Aramaki | Miyagi | Oct. 15, 2010 | 2,145 | 2,032 |
|  | Taisei | Ibaraki | Nov. 26, 2010 | 2,032 | 1,925 |
|  | Uchigo | Fukushima | Feb. 22, 2011 | 2,020 | 1,905 |
| Closure | Former Aramaki (S\&B) | Miyagi | Oct. 10, 2010 | 1,471 | 1,471 |

[^1](3) China (Superstores)
(Results for the fiscal year ended December 2010)
(Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :--- | :--- | :---: | :---: |
| Opening | Shi Li Pu | Beijing | Jan. 21, 2010 | 24,260 |
| Closures | Former Shi Li Pu (S\&B) | Beijing | Jan. 17, 2010 | 14,241 |
|  | Wu Ke Song | Beijing | Aug. 29, 2010 | $13, \ldots \ldots \ldots$ |

(Plan for the fiscal year ending December 2011)
(Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :---: | :---: | :---: | :---: |
| Opening | Gao Xin | Chengdu | 2nd half | 30,000 |

Note: S\&B: scrap and build
(4) China (Supermarkets)
(Plan for the fiscal year ending December 2011)
(Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :---: | :---: | :---: | :---: |
| Opening | San Li Tun | Beijing | 2nd half | 2,400 |

## 4. Store Information of Department Store Operations

(Results for the fiscal year ended February 2011)
(Square meters)

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

(Plan for the fiscal year ending February 2012) (Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :---: | :---: | :---: | :---: |
| Closure | Sogo Hachioji | Tokyo | Jan. 31, 2012 | 31,800 |

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

| Years ended February 28 or 29 | 2009 |  | 2010 |  | 2011 |  | 2012 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | OY(\%) |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan |  |  |  |  |  |  |  |  |
| Investment to new stores | 50,300 | 113.9 | 56,056 | 111.4 | 48,333 | 86.2 |  |  |
| Investment to existing stores and other | 7,561 | 109.3 | 8,346 | 110.4 | 6,690 | 80.2 |  |  |
| Software development | 809 | 92.1 | 1,820 | 225.0 | 1,966 | 108.0 |  |  |
| Total capital expenditures | 58,670 | 112.9 | 66,222 | 112.9 | 56,989 | 86.1 | 80,000 | 140.4 |
| Depreciation and amortization | 26,317 | 108.0 | 28,587 | 108.6 | 30,831 | 107.8 | 37,000 | 120.0 |
| 7-Eleven, Inc. |  |  |  |  |  |  |  |  |
| Investment to new stores | 15,726 | 113.1 | 12,225 | 77.7 | 19,645 | 160.7 |  |  |
| Investment to existing stores and other | 23,868 | 66.1 | 17,230 | 72.2 | 25,300 | 146.8 |  |  |
| Software development | 4,945 | 90.4 | 8,493 | 171.7 | 4,049 | 47.7 |  |  |
| Total capital expenditures | 44,540 | 80.3 | 37,948 | 85.2 | 48,996 | 129.1 | 80,900 | 165.1 |
| Depreciation and amortization | 38,284 | 78.6 | 34,974 | 91.4 | 37,444 | 107.1 | 35,600 | 95.1 |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado |  |  |  |  |  |  |  |  |
| Investment to new stores | 23,392 | 70.3 | 40,888 | 174.8 | 32,852 | 80.3 |  |  |
| Investment to existing stores and other | 5,483 | 80.9 | 4,700 | 85.7 | 4,360 | 92.8 |  |  |
| Software development | 357 | 30.8 | 312 | 87.4 | 280 | 89.7 |  |  |
| Total capital expenditures | 29,232 | 71.0 | 45,900 | 157.0 | 37,492 | 81.7 | 18,000 | 48.0 |
| Depreciation and amortization | 15,696 | 94.0 | 13,890 | 88.5 | 14,573 | 104.9 | 16,500 | 113.2 |
| York-Benimaru |  |  |  |  |  |  |  |  |
| Investment to new stores | 6,218 | 112.8 | 8,518 | 137.0 | 4,683 | 55.0 |  |  |
| Investment to existing stores and other | 1,863 | 213.6 | 3,633 | 195.0 | 2,097 | 57.7 |  |  |
| Software development | 128 | 33.8 | 408 | 318.8 | 849 | 208.1 |  |  |
| Total capital expenditures | 8,210 | 121.4 | 12,560 | 153.0 | 7,629 | 60.7 |  |  |
| Depreciation and amortization | 4,515 | 104.3 | 4,886 | 108.2 | 5,573 | 114.1 |  |  |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu |  |  |  |  |  |  |  |  |
| Investment to new stores |  |  |  |  |  |  |  |  |
| Investment to existing stores and other | 10,443 | 73.5 | 14,461 | 138.5 | 23,079 | 159.6 |  |  |
| Software development | 457 | 44.7 | 1,019 | 223.0 | 2,161 | 212.1 |  |  |
| Total capital expenditures | 10,901 | 71.6 | 15,481 | 142.0 | 25,240 | 163.0 | 11,000 | 43.6 |
| Depreciation and amortization | 17,480 | 104.3 | 15,741 | 90.1 | 12,779 | 81.2 | 11,600 | 90.8 |

Notes: 1. Capital expenditures include long-term leasehold deposits.
2. Depreciation and amortization include amortization on intangible assets.
3. York-Benimaru's forecast for FY 2012 are undisclosed because the effect of the earthquake is currently under review
4. 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 FY 2010 are restated as if former three companies have merged at the beginning of the term, and also, FY 2008 and FY 2009 have been restated.
Furthermore, operating results of Robinson Department Store was included after the third quarter of FY 2010, 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) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  |  | 2010 |  |  | 2011 |  |  |
|  |  | YOY(\%) | Composition (\%) |  | YOY(\%) | ${ }_{\text {composion }}^{\substack{\text { Compose }}}$ | YOY(\%) |  | $\underset{\substack{\text { mposition } \\ \text { (\%) }}}{ }$ |
| Processed food | 787,328 | 102.6 | 28.5 | 788,154 | 100.1 | 28.3 | 828,277 | 105.1 | 28.1 |
| Fast food | 759,703 | 103.2 | 27.5 | 751,949 | 99.0 | 27.0 | 792,906 | 105.4 | 26.9 |
| Daily food | 334,269 | 100.7 | 12.1 | 336,984 | 100.8 | 12.1 | 359,607 | 106.7 | 12.2 |
| Non food | 881,255 | 119.3 | 31.9 | 907,909 | 103.0 | 32.6 | 966,814 | 106.5 | 32.8 |
| Total store sales | 2,762,557 | 107.3 | 100.0 | 2,784,997 | 100.8 ! | 100.0 | 2,947,606 | 105.8 ! | 100.0 |

Net sales increase at existing stores

| Years ended February 28 | 2009 | 2010 | 2011 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | +5.2 | (2.1) | +2.2 |
| Number of customers | +4.7 | +0.5 | +1.1 |
| Average spending per customer | +0.4 | (2.6) | +1.1 |

Average daily sales per store

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Total stores | 629 | +32 | 616 | (13) | 629 | +13 |
| Newly opened stores | 555 | +38 | 525 | (30) | 554 | +29 |

Gross profit margin

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Chang |
| Processed food | 37.5 | +0.4 | 37.9 | +0.4 | 38.3 | +0.4 |
| Fast food | 33.5 | +0.2 | 33.8 | +0.3 | 34.1 | +0.3 |
| Daily food | 32.9 | (0.1) | 33.1 | +0.2 | 33.3 | +0.2 |
| Non food | 19.9 | (1.6) | 19.8 | (0.1) | 19.8 | $\pm 0.0$ |
| Total | 30.2 | (0.8) | 30.3 | +0.1 | 30.5 | +0.2 |

Selling, general and administrative expenses

| Years ended February 28 | 2009 |  | 2010 |  | 2011. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising expenses | 19,328 | 80.4 | 26,279 | 136.0 | 28,209 | 107.3 |
| Salaries and wages | 51,398 | 101.5 | 51,639 | 100.5 | 50,505 | 97.8 |
| Land and building rent | 64,260 | 111.7 | 72,117 | 112.2 | 79,424 | 110.1 |
| Depreciation and amortization | 26,317 | 108.0 | 28,587 | 108.6 | 30,831 | 107.8 |
| Utility expenses | 31,736 | 113.6 | 30,449 | 95.9 | 31,799 | 104.4 |
| Other | 66,517 | 105.2 | 76,783 | 115.4 | 80,768 | 105.2 |
| Total | 259,558 | 104.8 | 285,856 | 110.1 | 301,538 | 105.5 |

Depreciation and amortization include amortization on intangible assets.

| Number of stores by type ${ }^{\text {a }}$ (Stores) |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  |  | 2010 |  |  | 2011 |  |  |
|  |  | Change | $\begin{gathered} \text { Composition } \\ (\%) \end{gathered}$ |  | Change | ${ }_{\text {composion }}^{\substack{\text { composion } \\(\%)}}$ |  | Change | o--- - - (\%) |
| Number of stores | 12,298: | +264 | 100.0 | 12,753! | +455 | 100.0 | 13,232 | +479 ! | 100.0 |
| Type A | 4,638 | (281) | 37.7 | 4,437: | (201) | 34.8 | 4,340 | (97) | 32.8 |
| Type C | 6,946: | +635 | 56.5 | 7,703: | +757 | 60.4 | 8,449 | +746 | 63.9 |
| Provisional management contract stores | 53 | (83) | 0.4 | 12 | (41) | 0.1 | 1 | (11) | 0.0 |
| Directly operated stores | 661 | (7) | 5.4 | 601: | (60) | 4.7 | 442 | (159) | 3.3 |
| Open 24 hours | 12,239 | +253 | 99.5 | 12,645: | +406 | 99.2 | 13,079 | +434 | 98.8 |
| With liquor license | 12,014 | +375 | 97.7 | 12,570 | +556 | 98.6 | 13,072 | +502 | 98.8 |
| With tobacco license | 10,680 | +455 | 86.8 | 11,415: | +735 | 89.5 | 12,131 | +716 | 91.7 |


| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y̌OY(\%) |  | Y O O (\%) |  | YöY(\%) |
| Number of transactions (thousands) | 308,546 | 106.2 | 323,966 | 105.0 | 342,427 | 105.7 |
| Total value of transactions (million yen) | 2,950,068 | 107.9 | 3,072,749 | 104.2 | 3,242,657 | 105.5 |

Inventory turnover, Number of employees and Sales floor space

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change o YOY(\%) |  | $\begin{aligned} & \text { Ciange or } \\ & \text { YOY(\%) } \end{aligned}$ |  | $\begin{aligned} & \text { Change } \\ & \text { yoy(\% } \end{aligned}$ |
| Inventory turnover (days) | 9.6 | (0.2) | 9.4 | (0.2) | 9.9 | +0.5 |
| Full-time employees (term-end) | 5,542 | +248 | 5,763 | +221 | 5,729 | (34) |
| Total sales floor space (square meters) | 1,499,163 | 103.6 | 1,571,247 | 104.8 | 1,641,368 | +104.5 |

[^2]
## 7-Eleven, Inc.

| Sales by product category |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended December 31 |  | $\begin{gathered} 2008 \ldots . . . \\ \text { YOY(\%) } \end{gathered}$ | Composition <br> (\%) |  | $\begin{gathered} 2009 \ldots . . . . \\ \hline \text { YOY(\%) } \end{gathered}$ | Composition <br> (\%) |  | $\begin{gathered} 2010 \ldots . . . . \\ \hdashline Y O Y(\%) \end{gathered}$ | Composition (\%) |
| Processed food | 376,860 | 91.4 | 21.8 | 330,773 | 87.8 | 23.7 | 319,472 | 96.6 | 22.1 |
| Fast food | 148,625 | 91.2 | 8.7 | 136,247 | 91.7 | 9.8 | 133,897 | 98.3 | 9.3 |
| Daily food | 72,316 | 91.3 | 4.2 | 60,109 | 83.1 | 4.3 | 56,831 | 94.5 | 3.9 |
| Non food | 369,609 | 89.3 | 21.4 | 356,098 | 96.3 | 25.5 | 349,431 | 98.1 | 24.2 |
| Merchandise | 967,411 | 90.5 | 56.1 | 883,229 | 91.3 | 63.3 | 859,632 | 97.3 | 59.5 |
| Gasoline | 758,499 | 100.6 | 43.9 | 511,464 | 67.4 | 36.7 | 585,939 | 114.6 ! | 40.5 |
| Total | 1,725,910 | 94.7 ! | 100.0 | 1,394,694 | 80.8 ! | 100.0 | 1,445,571 | 103.6 | 100.0 |

Net sales increase at existing stores

| Years ended December 31 | 2008 | 2009 | 2010 |
| :--- | :---: | :---: | :---: |
| U.S. Merchandise sales increase (dollar basis) | +0.4 | +0.6 | +1.5 |

Gross profit margin

| Years ended December 31 | 2008 |  | 2009 |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Gross profit margin | 35.2 | (0.7) | 35.2 | $\pm 0.0$ | 35.1 | (0.1) |

Number of stores

| Years ended December 31 | $2008$ |  |  | $2009 . . . . . . . . . . . . . .$ |  |  | $2010$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of stores | 6,196 | +108 | 100.0 | 6,389 | +193 | 100.0 | 6,610 | +221 | 100.0 |
| Franchised stores | 4,220 | +179 | 68.1 | 4,649 | +429 | 72.8 | 5,064 | +415 | 76.6 |
| BCP stores (Type A ) | 100 | +54 | 1.6 | 174 | +74 | 2.7 | 253 | +79 | 3.8 |
| Type C | 4,120 | +125 | 66.5 | 4,475 | +355 | 70.0 | 4,811 | +336 | 72.8 |
| Directly operated stores | 1,976 | (71) | 31.9 | 1,740 | (236): | 27.2 | 1,546 | (194) | 23.4 |
| With Gasoline station | 2,486 | +46 | 40.1 | 2,495 | +9 | 39.1 | 2,481 | (14)! | 37.5 |

*BCP stores stands for Business Conversion Program.
Sales floor space (Square meters)

| Years ended December 31 | 2008 |  | 2009 |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YÖY(\%) |  | YOYY(\%) |  | YOY(\%) |
| Total floor space | 992,237 | 101.8 | 1,016,254 | 102.4 | 1,066,020 | 104.9 |

## 2. Superstore Operations

Ito-Yokado

| Sales by product category |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 |  |  |  |  |  |  | $\begin{array}{\|l\|l\|} \hline 2011 . . . . . . . . . . . . . ~ \\ \hline \text { YOY(\%) } & \text { Composion } \\ \hline \end{array}$ |  |  |
|  |  |  |  |  |  |  |  |  |  |
| Apparel | 265,682 | 95.5 | 18.5 | 240,060 | 90.4 | 17.6 | 255,052 | 106.2 | 18.9 |
| Household goods | 236,025 | 93.1 | 16.4 | 220,620 | 93.5 | 16.2 | 189,481 | 85.9 | 14.0 |
| Food | 680,587 | 101.5 | 47.4 | 663,768 | 97.5 ! | 48.6 | 656,491 | 98.9 | 48.7 |
| Merchandise sales | 1,182,296 | 98.3 ! | 82.3 | 1,124,450 | 95.1 ! | 82.4 | 1,101,024 | 97.9 | 81.6 |
| Tenants | 231,913 | 102.8 ! | 16.1 | 222,422 | 95.9 | 16.3 | 233,056 | 104.8 ! | 17.3 |
| Others | 22,331 | 61.8 | 1.6 | 17,892 | 80.1 | 1.3 | 15,264 | 85.3 | 1.1 |
| Net sales | 1,436,541 | 98.1 | 100.0 | 1,364,765 | 95.0 | 100.0 | 1,349,345 | 98.9 | 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 FY 2010, year-on-year figures for "apparel"and "household goods" for FY 2011 would be $95.6 \%$ and $97.4 \%$, respectively.

| Net sales increase at existing sto |  |  | (\%) |
| :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 | 2010 | 2011 |
| Net sales increase at existing stores | (2.9) | (5.7) | (2.5) |
| Number of customers | (1.4) | (1.7) | (1.3) |
| Average spending per customer | (1.6) | (4.1) | (1.2) |

Gross profit margin

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Apparel | 38.2 | (0.8) | 36.3 | (1.9) | 35.0 | - |
| Household goods | 29.9 | +0.4 | 29.8 | (0.1) | 31.4 | - |
| Food | 26.4 | +0.1 | 26.1 | (0.3) | 26.1 | $\pm 0.0$ |
| Total | 29.8 | (0.1) | 29.0 | (0.8) | 29.1 | +0.1 |

Note: Due to a change in product categories from FY 2011, a portion of the gross profit margin of "apparel" and "household goods" have been reclassified. Under the previous categories that were used in FY 2010, change for "apparel"and "household goods" for FY 2011 would be $+0.5 \%$ and ( 0.2 )\%, respectively.

Selling, general and administrative expenses

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 42,437 | 95.9 | 33,467 | 78.9 | 33,083 | 98.9 |
| Salaries and wages | 150,365 | 97.5 | 148,034 | 98.4 | 142,946 | 96.6 |
| Land and building rent | 71,958 | 100.4 | 70,905 | 98.5 | 69,281 | 97.7 |
| Depreciation and amortization | 15,696 | 94.0 | 13,890 | 88.5 | 14,573 | 104.9 |
| Utility expenses | 22,707 | 109.1 | 18,928 | 83.4 | 18,943 | 100.1 |
| Other | 81,115 | 104.9 | 76,763 | 94.6 | 75,056 | 97.8 |
| Total | 384,280 | 99.8 | 361,989 | 94.2 | 353,884 | 97.8 |

* Depreciation and amortization include amortization on intangible assets.


## Inventory turnover and Loss ratio

| Years ended February 28 | 2009 |  | 2010 |  | $2011 . .$. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Cohange |  | Chang |  |  |
| Inventory turnover (days) | 27.9 | +2.1 | 25.0 | (2.9) | 26.8 | +1.8 |
| Loss ratio (\%) | 8.5 | (0.6) | 8.9 | +0.4 | 9.6 | +0.7 |

* Inventory turnover $=$ Inventories at the end of period (Cost basis) $\div$ Cost of merchandise sales $\times$ Annual operating days
* Loss ratio $=($ Markdown + Abandonment $) \div$ Merchandise sales


## Number of employees

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Chang |  | Chan |  | Chan |
| Full-time employees (term-end) | 9,747 | (628) | 9,642 | (105) | 9,484 | (158) |
| Full-time employees (average) | 9,634 | (576) | 9,351 | (283) | 9,114 | (237) |
| Part-time employees | 32,181 | (581) | 30,721 | (1,460) | 30,130 | (591) |
| Ratio to total (\%) | 77.0 | +0.7 | 76.7 | (0.3) | 76.8 | +0.1 |
| Sales per employee (thousands of yen) | 28,274 | +296 | 28,061 | ( 214 | 28,056 | (5) |

* Part-time employees are counted by adjusting their working hours to an 8-hour working day.
* Sales per employee $=$ Merchandise sales $\div$ Average number of employees (including part-time employees)

| Sales floor space |  |  |  |  | (Square meters) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
|  |  | Yợ(\%) |  | Y̌OY(\%) |  | YOYY(\%) |
| Directly managed floor space | 1,736,410 | 99.2 | 1,723,580 | 99.3 | 1,678,730 | 97.4 |
| Weighted average floor space | 1,755,431 | 100.5 | 1,745,451 | 99.4 | 1,705,970 | 97.7 |
| Sales per square meters (thousands of yen) | 674 | 97.9 | 644 | 95.7 | 645 | 100.2 |

[^3]| Sales by product category |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  |  | . 2010 |  |  | 2011............. |  |  |
|  |  | YOY(\%) | Composition <br> (\%) |  | YOY(\%) | Composition (\%) |  | YOY(\%) | $\begin{gathered} \text { mposition } \\ (\%) \end{gathered}$ |
| Fresh food | 105,649 | 108.7 | 31.2 | 105,558 | 99.9 | 31.3 | 106,107 | 100.5 | 31.4 |
| Processed food | 80,813 | 108.8 | 23.9 | 82,862 | 102.5 | 24.6 | 82,861 | 100.0 | 24.5 |
| Daily food | 62,535 | 105.1 | 18.5 | 63,017 | 100.8 | 18.7 | 64,042 | 101.6 | 19.0 |
| Food Total | 248,999 | 107.8 | 73.6 | 251,439 | 101.0 | 74.5 | 253,011 | 100.6 | 74.9 |
| Apparel | 18,437 | 95.4 | 5.5 | 17,230 | 93.5 | 5.1 | 16,586 | 96.3 | 4.9 |
| Household goods | 18,706 | 99.9 | 5.5 | 18,729 | 100.1 | 5.5 | 18,908 | 101.0 | 5.6 |
| Merchandise sales | 286,143 | 106.4 | 84.6 | 287,398 | 100.4 | 85.2 | 288,506 | 100.4 | 85.4 |
| Tenants | 51,946 : | 102.0 | 15.4 | 50,107 | 96.5 ! | 14.8 | 49,227 | 98.2 ! | 14.6 |
| Net sales | 338,089 | 105.7 | 100.0 | 337,506 | 99.8 ! | 100.0 | 337,734 | 100.1 ! | 100.0 |



## Gross profit margin

| 2011 |  |
| :---: | :---: |
|  |  |
|  | Chang |
| 26.0 | (0.1) |
| 33.6 | +0.3 |
| 27.4 | (0.3) |
| 26.6 | (0.1) |

## Selling, general and administrative expenses

(Millions of yen)

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 4,149 | 104.3 | 4,573 | 110.2 | 4,420 | 96.7 |
| Salaries and wages | 38,922 | 107.5 | 40,771 | 104.8 | 41,073 | 100.7 |
| Land and building rent | 8,307 | 109.3 | 8,351 | 100.5 | 8,632 | 103.4 |
| Depreciation and amortization | 4,515 | 104.3 | 4,886 | 108.2 | 5,573 | 114.1 |
| Utility expenses | 5,355 | 111.0 | 4,908 | 91.6 | 5,099 | 103.9 |
| Other | 20,147 | 100.7 | 19,859 | 98.6 | 13,399 | 67.5 |
| Total | 81,399 | 105.8 | 83,351 | 102.4 | 78,200 | 93.8 |

* Depreciation and amortization include amortization on intangible assets.


## Inventory turnover and Loss ratio

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Inventory turnover (days) | 13.8 | $\pm 0.0$ | 14.0 | +0.2 | 14.6 | +0.6 |
| Loss ratio (\%) | 3.6 | (0.2) | 4.9 | +1.3 | 6.3 | +1.4 |

* Inventory turnover $=$ Inventories at the end of period (Cost basis) $\div$ Cost of merchandise sales $\times$ Annual operating days
* Loss ratio $=($ Markdown + Abandonment $) \div$ Merchandise sales

Number of employees

| Years ended February 28 | 2009 |  | 2010......... |  | 2011.......... |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Chang |  |  |
| Full-time employees (term-end) | 2,430 | +146 | 2,496 | +66 | 2,508 | +12 |
| Full-time employees (average) | 2,387 | +148 | 2,472 | +85 | 2,555 | +83 |
| Part-time employees | 10,354 | +498 | 10,582 | +228 | 10,606 | +24 |
| Ratio to total (\%) | 81.3 | (0.2) | 81.1 | (0.2) | 80.6 | (0.5) |
| Sales per employee (thousands of yen) | 22,458 | +219 | 22,016 | (442) | 21,921 | (95) |

* Part-time employees are counted by adjusting their working hours to an 8 -hour working day.
* Sales per employee $=$ Merchandise sales $\div$ Average number of employees (including part-time employees)

Sales floor space

| Sales floor space |  |  |  |  | (Square meters) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
|  |  | YOY̌(\%) |  | YOY(\%) |  | YOYY(\%) |
| Total floor space | 524,361 | 105.6 | 547,920 | 104.5 | 560,684 | 102.3 |
| Directly managed floor space | 395,887 | 104.4 | 409,360 | 103.4 | 421,362 | 102.9 |
| Weighted average floor space | 387,863 | 107.7 | 402,682 | 103.8 | 415,799 | 103.3 |
| Sales per square meters (thousands of yen) | 737 | 98.8 | 713 | 96.7 | 693 | 97.2 |

* Sales per square meters $=$ Merchandise sales $\div$ Weighted average floor space

| (Reference) York-Benimaru including Life Foods |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  | 2010 |  |  |  |
|  |  | Y O O (\%) |  | YōY̌(\%) |  | Y $\mathrm{Y} \mathrm{O} \mathrm{Y}(\%)$ |
| Revenues from operations | 349,777 | 105.4 | 349,326 | 99.8 | 343,356 | 98.2 |
| Operating income | 14,066 | 103.8 | 11,654 | 82.8 | 11,528 | 98.9 |

[^4]
## 3. Department Store Operations

Sogo \& Seibu

| Sales results of key stores |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
|  |  | Y O Y (\%) |  | Y O Y (\%) |  | Y̌ÖY(\%) |
| Ikebukuro | 169,172 | 96.9 | 160,562 | 94.9 | 167,268 | 104.2 |
| Yokohama | 111,654 | 97.0 | 101,788 | 91.2 | 101,710 | 99.9 |
| Chiba | 82,841 | 97.1 | 76,771 | 92.7 | 77,967 | 101.6 |
| Kobe | 53,392 | 95.2 | 49,572 | 92.8 | 50,158 | 101.2 |
| Hiroshima | 47,169 | 95.4 | 43,082 | 91.3 | 41,973 | 97.4 |
| Shibuya | 50,510 | 92.2 | 43,583 | 86.3 | 42,325 | 97.1 |
| Omiya | 36,195 | 96.3 | 33,067 | 91.4 | 32,928 | 99.6 |

Sales by product category
(Millions of yen)

| Years ended February 28 |  | $2009 . . .$ | Composition (\%) |  | $2010 \text {.... }$ | $\overline{\text { onposition }}$ <br> (\%) | $\begin{array}{\|l\|l\|} \hline 2011 \ldots . . . . . . . . . . . . . ~ \\ \hline \text { YOY(\%) } \\ \hline \text { composion } \\ \hline(\%) \\ \hline \end{array}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 455,374 | 94.5 | 49.5 | 401,850 | 88.2 : | 47.4 | 384,419 | 95.7 | 46.1 |
| Household goods | 90,537 | 91.8 | 9.8 | 81,576 | 90.1 | 9.6 | 80,679 | 98.9 | 9.7 |
| Food | 167,470 : | 101.0 | 18.2 | 165,458 | 98.8 ! | 19.5 | 170,098 | 102.8 ! | 20.4 |
| Merchandise sales | 713,382 | : 95.6 | 77.6 | 648,885 | 91.0 ! | 76.6 | 635,198 | 97.9 | 76.1 |
| Tenants | 166,179 | : 96.9 | 18.1 | 155,673 | 93.7 | 18.4 | 159,243 | 102.3 | 19.1 |
| Corporate sales | 40,072 | 103.9 | 4.4 | 42,485 | 106.0 ! | 5.0 | 40,281 | 94.8 | 4.8 |
| Net sales | 919,634 | : 96.2 | 100.0 | 847,044 | 92.1 | 100.0 | 834,723 | 98.5 | 100.0 |

Net sales increase at existing stores

| Years ended February 28 | 2009 | 2010 | 2011 |
| :--- | :---: | :---: | :---: |
| Net sales increase at existing stores | $(4.2)$ | $(8.4)$ | $\pm 0.0$ |

## Gross profit margin

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Cohang |  | Change |
| Apparel | 30.1 | (0.3) | 29.5 | (0.6) | 29.1 | (0.4) |
| Household goods | 26.1 | $\pm 0.0$ | 25.5 | (0.6) | 25.4 | (0.1) |
| Food | 17.1 | (0.1) | 17.1 | $\pm 0.0$ | 17.0 | (0.1) |
| Total | 26.6 | (0.3) | 25.8 | (0.8) | 25.4 | (0.4) |

Selling, general and administrative expenses

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 28,720 | 95.4 | 26,702 | 93.0 | 25,838 | 96.8 |
| Salaries and wages | 57,221 | 98.2 | 55,066 | 96.2 | 52,483 | 95.3 |
| Land and building rent | 46,485 | 99.7 | 46,964 | 101.0 | 47,658 | 101.5 |
| Depreciation and amortization | 17,480 | 104.3 | 15,741 | 90.1 | 12,779 | 81.2 |
| Utility expenses | 11,251 | 103.8 | 10,063 | 89.4 | 10,023 | 99.6 |
| Other | 46,400 | 94.8 | 45,848 | 98.8 | 43,254 | 94.3 |
| Total | 207,560 | 98.1 | 200,386 | 96.5 | 192,039 | 95.8 |

* Depreciation and amortization include amortization on intangible assets.


## Number of employees

| Years ended February 28 | 2009 |  | 2010 |  | 2011. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Chang |  | Chan |
| Full-time employees (term-end) | 5,449 | +11 | 5,416 | (33) | 5,228 | (188) |
| Full-time employees (average) | 5,547 | +29 | 5,571 | +24 | 5,362 | (209) |
| Part-time employees | 5,163 | (200) | 5,587 | +424 | 5,404 | (183) |
| Ratio to total (\%) | 48.2 | (1.1) | 50.1 | +1.9 | 50.2 | +0.1 |

* Part-time employees are counted by adjusting their working hours to an 8-hour working day.

| Sales floor space |  |  |  |  | (Square meters) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
|  |  | YŌY゙(\%) |  | YOYY(\%) |  | YOYY(\%) |
| Total floor space | 962,437 | 99.9 | 939,911 | 97.7 | 924,980 | 98.4 |
| Weighted average floor space | 962,437 | 99.9 | 953,584 | 99.1 | 937,423 | 98.3 |
| Sales per square meters (thousands of yen) | 955 | 96.2 | 888 | 93.0 | 890 | 100.2 |

[^5]Notes: 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 FY 2010 are restated as if former three companies have merged at the beginning of the term, and also, FY 2008 and FY 2009 have been restated.
Furthermore, operating results of Robinson Department Store was included after the third quarter of FY 2010, following the merger of Robinson Department Store on September 1, 2009.

## 4. Food Services

Seven \& i Food Systems

| Sales results by operations (total store sales) |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Years ended February 28 | 2009 |  |  | 2010............ion |  |  | 2011........... |  |  |
|  |  | YOY(\%): |  |  | YOY(\%) |  |  | OY(\%) | (\%) |
| Restaurant operations | 84,109 | 89.1 | 82.4 | 69,394 | 82.5 | 80.8 | 63,668 | 91.7: | 80.0 |
| Meal provision service business | 8,077 | 88.7 : | 7.9 | 7,926 | 98.1 | 9.2 | 8,189 | 103.3 | 10.3 |
| Fast food operations | 9,922 | 99.5 | 9.7 | 8,564 | 86.3 | 10.0 | 7,751 | 90.5 : | 9.7 |
| Total | 102,109: | 90.0 | 100.0 | 85,885 | ; 84.1 | 100.0 | 79,609 | 92.7: | 100.0 |

## [Restaurant division] Net sales increase at existing stores

| Years ended February 28 | 2009 | 2010 | 2011 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (6.4) | (7.2) | +0.5 |
| Number of customers | (1.4) | (2.1) | +0.7 |
| Average spending per customer | (5.1) | (5.2) | (0.2) |


| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Merchandise GP Margin | 66.5 | +0.2 | 67.3 | +0.8 | 68.3 | +1.0 |

## Selling, general and administrative expenses $\quad$ (Millions of yen)

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | (\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 983 | - | 852 | 86.6 | 762 | 89.5 |
| Salaries and wages | 39,604 | - | 34,678 | 87.6 | 31,725 | 91.5 |
| Land and building rent | 11,407 | - | 9,822 | 86.1 | 8,512 | 86.7 |
| Depreciation and amortization | 1,749 | - | 1,001 | 57.3 | 634 | 63.4 |
| Utility expenses | 6,163 | - | 4,865 | 78.9 | 4,397 | 90.4 |
| Other | 10,155 | - | 8,540 | 84.1 | 7,623 | 89.3 |
| Total | 70,063 | - | 59,761 | 85.3 | 53,656 | 89.8 |

* Depreciation and amortization include amortization on intangible assets.


## Number of employees

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Full-time employees (term-end) | 1,622 | (180) | 1,584 | (38) | 1,351 | (233) |
| Full-time employees (average) | 1,735 | (157) | 1,646 | (89) | 1,527 | (119) |
| Part-time employees | 13,004 | ( 2,087$)$ | 11,073 | (1,931) | 10,403 | (670) |
| Ratio to total (\%) | 88.2 | (0.7) | 87.1 | (1.2) | 87.2 | +0.1 |

* Part-time employees are counted by adjusting their working hours to an 8-hour working day.


## 5. Financial Services

Number of Seven Bank ATMs

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% of stores of ATMs |  | \% of stores of ATMs |  | \% of stores of ATMs |
| Seven-Eleven Japan | 12,917 | 99.9 | 13,590 | 99.9 | 14,205 | 99.9 |
| Ito-Yokado | 281 | 100.0 | 280 | 98.9 | 279 | 98.8 |
| York-Benimaru | 19 | 11.5 | 23 | 13.4 | 40 | 22.9 |
| York Mart | 24 | 40.0 | 30 | 48.4 | 35 | 53.8 |
| Others | 46 | - | 59 | - | 80 | - |
| Net ATMs in the Group | 13,287 | - | 13,982 | - | 14,639 | - |
| Net ATMs outside the Group | 468 | - | 588 | - | 717 | - |
| Total | 13,755 | - | 14,570 | - | 15,356 | - |

Average number of transaction per day per ATM during the period

| Years ended February 28 | 08/3 to 09/2 |  | 09/3 to 10/2 |  | 10/3 to 11/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Chang |  | Change |
| Average number of transactions | 114.0 | +5.7 | 114.4 | +0.4 | 113.1 | (1.3) |

Number of credit cards, point cards and cash cards (10 thousands)

| Years ended February 28 | 2009 |  | 2010 |  | 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| IY Card (credit card and point card) | 281 | +19 | 297 | +16 | 311 | +14 |
| Millennium Card (credit card and point card) | 263 | +15 | 247 | - | 243 | (4) |
| Club-on Card (credit card and point card) | 252 | +9 | 244 | - | 241 | (3) |
| nanaco (electronic money) | 750 | +199 | 980 | +230 | 1,285 | +305 |
| IY Point Card (cash usage only) | 652 | +44 | 687 | +35 | 712 | +25 |
| Seven Bank (cash card) | 67 | +10 | 76 | +9 | 87 | +11 |

Notes: 1. For IY Card, only the number of effective members is shown.
2. Accompanying a system change, the method of counting the number of cardholders for Millennium Card and Club-on Card was changed from FY 2010.
3. The number of nanaco includes the number of mobile nanaco holders.

## 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.


## Effect on Great East Japan Earthquake

As a result of "Great East Japan Earthquake" which occurred on March 11, 2011, certain of the Group's stores, mainly in the Tohoku region have suffered. In addition to the direct effect on stores, products, etc., the effects of "Great East Japan Earthquake" could include significant fluctuations in consumer sentiment due to events that might occur in the future.
The consolidated results forecasts incorporate the amount of those effects that was anticipated as of the date of the release of these materials. For details, please refer to <Reference: The Effect of Great East Japan Earthquake for FY 2012 > on page 2 of attached materials.

## 7 Eleven, Inc.

From the fiscal year ending December 2011, 7-Eleven, Inc., changes its accounting method for revenues from operations, related to franchise agreements, from "gross amount" to "net amount."

## 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 the fiscal year ended Feb. 2010 are restated as if former three companies have merged at the beginning of the term, and also, FY 2008 and FY 2009 have been restated.

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 FY 2010.

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.


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

[^1]:    Note: York-Benimaru's store opening and closure plan for FY 2012 are undisclosed because the effect of the earthquake is currently under review.

[^2]:    * Inventory turnover = Average inventory for the period $\div$ Average daily sales

[^3]:    * Sales per square meters $=$ Merchandise sales $\div$ Weighted average floor space

[^4]:    * Life Foods is an affiliate which produces and sells delicatessen in York-Benimaru stores.

[^5]:    * Sales per square meters $=$ Net sales $\div$ Weighted average floor space

