## Brief Summary for the First Quarter of FY2012

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

## 1. Financial Results

(Millions of yen)

|  | Three Month May 31, 2 | $\begin{aligned} & \text { Ended } \\ & 1010 \\ & \text { Yoy } \end{aligned}$ | Three Months Ended May 31, 2011 YOY(\%) |  | Fiscal Year Ended Feb. 28, 2011 YOY(\%) |  | Fiscal Year EndingFeb. 29, 2012 (Forecast):YOY(\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 1,245,820 | 100.3 | 1,122,350 | 90.1 | 5,119,739 | 100.2 | 4,680,000 | 91.4 |
| Convenience store operations | 481,412 | 108.8 | 375,121 | 77.9 | 2,036,464 | 103.4 | 1,605,000 | 78.8 |
| Superstore operations | 494,198 | 94.6 | 489,903 | 99.1 | 1,981,604 | 98.3 | 1,983,000 | 100.1 |
| Department store operations | 221,705 | 99.2 | 209,568 | 94.5 | 915,105 | 99.2 | 880,000 | 96.2 |
| Food services | 20,508 | 88.5 | 18,275 | 89.1 | 80,225 | 92.8 | 78,000 | 97.2 |
| Financial services | 27,756 | 99.0 | 30,159 | 108.7 | 106,953 | 96.8 | 128,000 | 119.7 |
| Other | 7,923 | 96.9 | 11,511 | 145.3 | 35,610 | 105.8 | 50,000 | 140.4 |
| Eliminations / corporate | $(7,684)$ |  | $(12,189)$ |  | $(36,224)$ |  | $(44,000)$ |  |
| Operating income (loss) | 52,436 | 89.4 | 68,228 | 130.1 | 243,346 | 107.4 | 274,000 | 112.6 |
| Convenience store operations | 40,591 | 90.3 | 44,875 | 110.6 | 195,477 | 106.3 | 205,000 | 104.9 |
| Superstore operations | 4,545 | 84.8 | 14,490 | 318.8 | 15,708 | 110.8 | 30,000 | 191.0 |
| Department store operations | 139 | 17.1 | 1,231 | 880.9 | 5,622 | 411.4 | 6,000 | 106.7 |
| Food services | (61) |  | (5) |  | (193) |  | 800 |  |
| Financial services | 7,584 | 98.2 | 7,421 | 97.8 | 28,343 | 94.0 | 30,000 | 105.8 |
| Other | (255) |  | 621 |  | (690) |  | 2,500 |  |
| Eliminations / corporate | (107) |  | (404) |  | (921) |  | (300) |  |
| Non-operating income | 2,829 | 103.0 | 2,428 | 85.8 | 10,390 | 92.9 |  |  |
| Non-operating expenses | 2,604 | 90.1 | 2,444 | 93.8 | 10,829 | 99.3 |  |  |
| Ordinary income | 52,661 | 90.0 | 68,213 | 129.5 | 242,907 | 107.0 | 270,000 | 111.2 |
| Special gains | 922 | 232.0 | 6,115 | 663.1 | 22,655 | 806.3 |  |  |
| Special losses | 4,635 | 68.0 | 44,912 | 968.9 | 42,271 | 48.8 |  |  |
| Income before income taxes and minority interests | 48,948 | 94.0 | 29,417 | 60.1 | 223,291 | 156.0 |  |  |
| Net income | 24,294 | 102.5 | 13,105 | 53.9 | 111,961 | 249.5 | 105,000 | 93.8 |
| Net income per share | $\begin{gathered} \quad \text { yen } \\ 27.05 \end{gathered}$ | $\begin{gathered} { }^{\%} \\ 103.2 \end{gathered}$ | $\begin{array}{r} \text { yen } \\ 14.83 \end{array}$ | \% ${ }^{\%}$ | $\begin{array}{r} \text { yen' } \\ 126.21 \end{array}$ | $\begin{gathered} { }^{\%} \\ 254.1 \end{gathered}$ | $\begin{array}{r} \hline \text { yen! } \\ \mathbf{1 1 8 . 8 5} \end{array}$ | 94.2 |

Number of shares outstanding

| Average | $897,994,802$ | $883,473,467$ | $887,128,871$ |
| :--- | ---: | ---: | ---: |
| End of period | $883,469,560$ | $883,506,296$ | $883,463,233$ |

* Excluding treasury stock


## Exchange rates

|  |  | Three Months Ended <br> May 31, 2010 | Three Months Ended May 31, 2011 | Fiscal Year Ended <br> Feb. 28, 2011 | Fiscal Year Ending Feb. 29, 2012 (Forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income statements | \$1 $=$ 1 1yuan <br> 1yuan= | $\begin{aligned} & 90.69 \text { yen } \\ & 13.29 \text { yen } \end{aligned}$ | 82.31 yen 12.52 yen | 87.79 yen 12.90 yen | $\begin{aligned} & 81.00 \text { yen } \\ & 12.50 \text { yen } \end{aligned}$ |
| Balance sheets | $\$ 1=$ <br> 1yuan= | 93.04 yen 13.63 yen | $\begin{aligned} & 83.15 \text { yen } \\ & 12.68 \text { yen } \end{aligned}$ | 81.49 yen 12.29 yen | - - |

## (Reference) Operating income before amortization of goodwill

(Millions of yen)


Notes 1. Figures for FY2012 (forecast) are the forecasts announced on July 7, 2011.
2. From the fiscal year ending Dec. 2011, 7-Eleven, Inc., categorized under convenience store operations changes its accounting method for revenues from operations.
3. From the first quarter of the fiscal year ending February 29, 2012, the Company has applied the "Accounting Standard for Asset Retirement Obligations." As a result of this change, operating income and ordinary income declined 435 million yen and income before income taxes and minority interests decreased 22,936 million yen.

## <Reference: Forecast of Financial Results for FY2012>

## 1. Forecast of Consolidated Financial Results

(Billions of yen)

| Year ending February 29 | 2012 <br> (Before earthquake) | Earthquake <br> effects | YOY(\%) |
| :--- | :---: | :---: | :---: |
| (Reference) <br> Revenues from operations before <br> SEI's revision *1 | $5,289.0$ | 103.3 | $(144.0)$ |


| Revised amount | 2012 (As of July 7) |  |
| :---: | :---: | :---: |
| forecast |  | YOY(\%) |
| +80.0 | 5,225.0 | 102.1 |


| Revenues from operations | 4,744.0 | 92.7 | (144.0) | 4,600.0 | 89.8 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income | 286.1 | 117.6 | (38.1) | 248.0 | 101.9 |
| Convenience store operations | 206.8 | 105.8 | (4.0) | 202.8 | 103.7 |
| Superstore operations | 33.3 | 212.0 | (21.3) | 12.0 | 76.4 |
| Department store operations | 13.5 | 240.1 | (9.3) | 4.2 | 74.7 |
| Food services | 0.5 |  | (0.5) | 0.0 |  |
| Financial services | 30.0 | 105.8 | (3.0) | 27.0 | 95.3 |
| Other | 2.5 |  |  | 2.5 |  |
| Eliminations / corporate | (0.5) |  |  | (0.5) |  |
| Ordinary income | 283.4 | 116.7 | (38.1) | 245.3 | 101.0 |


| +80.0 | 4,680.0 | 91.4 |
| :---: | :---: | :---: |
| +26.0 | 274.0 | 112.6 |
| +2.2 | 205.0 | 104.9 |
| +18.0 | 30.0 | 191.0 |
| +1.8 | 6.0 | 106.7 |
| +0.8 | 0.8 |  |
| +3.0 | 30.0 | 105.8 |
| +0.0 | 2.5 |  |
| +0.2 | (0.3) |  |
| +24.7 | 270.0 | 111.2 |
| +5.5 | 134.0 | 119.7 |
| +17.5 | 105.0 | 93.8 |

*1. Excludes the effect of amendment to the accounting method to book revenues from operations for 7-Eleven, Inc.(SEI) by (545.0) billion yen.
*2. Excluding special loss, resulting from application of accounting standard for asset retirement obligations and loss on disaster.
*3. Loss on disaster associated with the earthquake in net income has been revised from the initial plan of 26.0 billion yen to 23.0 billion yen.

## 2. Forecast of major operating companies

| (Billions of yen) |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year ending February 29 | 2012(Before earthquake) |  | Earthquake effects | 2012 (As of Apr. 7) |  | Revised amount for FY2012 forecast | 2012 (As of July 7) |  |
|  |  | YOY(\%) |  |  | YOY(\%) |  |  | YOY(\%) |
| Consolidated operating income | 286.1 | 117.6 | (38.1) | 248.0 | 101.9 | +26.0 | 274.0 | 112.6 |
| Seven-Eleven Japan | 177.0 | 104.6 | (4.0) | 173.0 | 102.3 | +5.0 | 178.0 | 105.2 |
| Ito-Yokado | 15.0 | 696.1 | (9.0) | 6.0 | 278.3 | +6.0 | 12.0 | 556.6 |
| York-Benimaru | 9.5 | 107.0 | (8.5) | 1.0 | 11.3 | +9.0 | 10.0 | 112.6 |
| Sogo \& Seibu | 15.0 | 203.1 | (8.8) | 6.2 | 83.9 | +1.8 | 8.0 | 108.3 |
| Other companies | - | - | (7.8) | - | - | +4.2 | - | - |

Note: Figures for "Revised amount for FY2012 forecast" represent comparison between the forecast as of July 7, 2011 and the forecast as of April 7, 2011.
2. Segment Information

## (1) Business Segment Information

|  | Three Month May 31, 2 | $\begin{aligned} & \text { is Ended } \\ & 2010 . . . . . \\ & \hdashline \mathrm{YOY}(\%) \end{aligned}$ | Three Months Ended May 31, 2011 |  |  | Fiscal Year Ended <br> Feb. 28, 2011 |  | Fiscal Year Ending <br> Feb. 29, 2012 (Forecast) <br> $\vdots$ YOY(\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Amortization of goodwill |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 1,848 | 94.9 | 1,139 | 61.6 | 33.1 | 7,218 | 95.6 |  |  |
| Superstore operations | 842 | 100.0 | 843 | 100.0 | 24.5 | 3,371 | 100.0 |  |  |
| Department store operations | 1,313 | 68.3 | 1,313 | 100.0 | 38.2 | 5,253 | 68.3 |  |  |
| Food services |  |  |  |  | - |  | - |  |  |
| Financial services | 62 | 110.0 | 131 | 208.7 | 3.8 | 258 | 113.5 |  |  |
| Others | 8 | 116.8 | 14 | 163.5 | 0.4 | 43 | 123.5 |  |  |
| Total | 4,075 | 85.3 | 3,441 | 84.4 | - | 16,145 | 85.6 |  |  |
| Impairment loss |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 1,370 | 114.7 | 1,499 | 109.4 | 70.5 | 5,939 | 67.4 |  |  |
| Superstore operations | 139 | 111.3 | 202 | 145.4 | 9.5 | 4,139 | 36.4 |  |  |
| Department store operations | 23 | - | 299 |  | 14.1 | 10,301 | 224.5 |  |  |
| Food services | 54 | 56.8 | 123 | 225.4 | 5.8 | 378 | 13.4 |  |  |
| Financial services |  |  |  |  | - | 635 | 142.8 |  |  |
| Others |  |  | - |  | - | 59 |  |  |  |
| Total | 1,587 | 112.1 | 2,125 | 133.9 | - | 21,454 | 76.5 |  |  |
| Capital expenditures |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 20,876 | 112.1 | 24,231 | 116.1 | 47.9 | 106,368 | 101.4 | 162,000 | 152.3 |
| Superstore operations | 6,743 | 30.5 | 11,113 | 164.8 | 22.0 | 54,133 | 82.8 | 36,000 | 66.5 |
| Department store operations | 6,669 | 156.6 | 6,632 | 99.4 | 13.1 | 27,807 | 140.9 | 13,600 | 48.9 |
| Food services | 209 | 99.6 | 77 | 37.0 | 0.2 | 527 | 70.1 | 800 | 151.7 |
| Financial services | 5,038 | 175.0 | 6,400 | 127.0 | 12.7 | 19,616 | 126.2 | 20,000 | 102.0 |
| Others | 237 | 57.3 | 1,525 | 641.7 | 3.0 | 127,429 | - | 10,000 | 7.8 |
| Corporate | 3,005 | 322.9 | 557 ! | 18.6 ! | 1.1 | 2,774 | 243.3 | 4,000 | 144.2 |
| Total | 42,779 | 86.6 | 50,538 | 118.1 | - | 338,656 | 160.4 | 246,400 | 72.8 |
| Depreciation and amortization |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 16,608 | 104.0 | 17,089 | 102.9 | 52.6 | 68,743 | 103.9 | 71,500 | 104.0 |
| Superstore operations | 5,456 | 94.7 | 6,492 | 119.0 | 20.0 | 25,890 | 106.4 | 29,300 | 113.2 |
| Department store operations | 3,618 | 84.7 | 3,342 | 92.4 | 10.3 | 14,361 | 82.5 | 13,000 | 90.5 |
| Food services | 204 | 59.0 | 154 | 75.6 | 0.5 | 811 | 63.8 | 700 | 86.3 |
| Financial services | 5,114 | 92.6 | 4,671 | 91.4 | 14.4 | 20,693 | 93.0 | 22,000 | 106.3 |
| Others | 175 | 143.9 | 619 | 353.3 | 1.9 | 1,598 | 271.7 | 3,200 | 200.2 |
| Corporate | 72 | 162.4 | 99 | 138.0 | 0.3 | 321 | 149.8 | 300 | 93.2 |
| Total | 31,250 | 97.6 | 32,470 | 103.9 | - | 132,421 | 100.1 | 140,000 | 105.7 |

Notes 1. Capital expenditures include long-term leasehold deposits.
An increase of the future amortization of asset, resulting from the adoption of the "Accounting Standard for Asset Retirement Obligations" is not included.
2. In regard to capital expenditures for FY2011 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)

|  | Three Months Ended May 31, 2010 $:$ YOY(..... | Three Months Ended <br> May 31, 2011 <br> YOY(\%) <br> Compo......... <br> $(\%)$ |  | Fiscal Year Ended <br> Feb. 28, $2011 \ldots \ldots . .$. <br> $Y O Y(\%)$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations |  |  |  |  |  |
| Japan | 872,973 95.7 | 859,807 98.5 | 76.6 | 3,552,691 | 98.6 |
| North America | 349,177 113.1 | 237,769 68.1 | 21.2 | 1,484,394 | 103.7 |
| Others | 24,446: 114.8 | 24,964 102.1 | 2.2 | 86,033 | 106.8 |
| Eliminations | (776) | (190) | - | $(3,380)$ | - |
| Total | 1,245,820 100.3 | 1,122,350 90.1 | - | 5,119,739 | 100.2 |
| Operating income |  |  |  |  |  |
| Japan | 50,234 91.1 | 66,652 132.7 | 97.7 | 215,231 | 108.9 |
| North America | 1,518: 60.9 | 568 : 37.5 | 0.8 | 26,230 | 97.2 |
| Others | 668: 65.7 | 1,002: 150.0 | 1.5 | 1,857 | 91.9 |
| Eliminations | 15 | 5 | - | 27 | - |
| Total | 52,436 89.4 | 68,228 | - | 243,346 | 107.4 |

Note: "Others" consists of the business results in China.
3. Interest-Bearing Debt
(Millions of yen)

|  | Three Months Ended <br> May 31, 2010 |  | Three Months Ended <br> May 31, 2011 |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  |  |  | YOY(\%) |
| Short-term loans | 131,500 | 68.3 | 194,100 | 147.6 | 108,330 | 71.6 |
| Current portion of long-term loans | 80,721 | 68.4 | 120,908 | 149.8 | 127,187 | 160.7 |
| Current portion of bonds | 200 | 0.3 | 36,000 |  | 36,100 | 177.1 |
| Commercial paper | 920 | 12.4 | - |  | 6,391 |  |
| Sub-total | 213,342 | 54.9 | 351,008 | 164.5 | 278,008 | 110.9 |
| Bonds | 189,969 | 118.6 | 263,974 | 139.0 | 263,973 | 138.9 |
| Long-term loans | 244,256 | 109.4 | 174,834 | 71.6 | 177,225 | 72.5 |
| Commercial paper | 23,080 | 108.8 | 18,458 | 80.0 | 8,177 | 50.5 |
| Sub-total | 457,307 | 113.0 | 457,266 | 100.0 | 449,376 | 99.7 |
| Total | 670,649 | 84.5 | 808,275 | 120.5 | 727,385 | 103.7 |
| Ratio to total assets (\%) | 18.6 | (2.1) | 20.6 | +2.0 | 19.5 | +0.4 |
| Ratio to owners' equity (\%) | 39.9 | (5.7) | 47.7 | +7.8 | 42.7 | +2.0 |

Interest-Bearing Debt by Business Segment

| Convenience store operations | 28,449 | 81.0 | 18,485 | 65.0 | 16,872 | 81.8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Superstore operations | 28,350 | 28.1 | 26,326 | 92.9 | 28,072 | 55.2 |
| Department store operations | 302,785 | 90.0 | 270,393 | 89.3 | 272,303 | 89.4 |
| Food services | - |  | - | - | - |  |
| Others | 2,625 | 77.8 | 1,875 | 71.4 | 2,250 | 75.0 |
| Corporate | 99,969 | 100.0 | 209,974 | 210.0 | 209,973 | 210.0 |
| Sub-total (excluding Financial services) | 462,180 | 80.3 | 527,054 | 114.0 | 529,471 | 110.5 |
| Financial services | 208,469 | 95.8 | 281,220 | 134.9 | 197,913 | 88.9 |
| Total | 670,649 | 84.5 | 808,275 | 120.5 | 727,385 | 103.7 |

Bond Information
(As of May 31, 2011)

|  | Amount | Date of issue | Coupon | Redemption date |
| :---: | :---: | :---: | :---: | :---: |
| Issued by Seven \& i Holdings <br> 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 |
| 5 th unsecured domestic straight bonds | 20 billion yen | June 29, 2010 | 0.852\% | June 20, 2017 |
| 6th 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 June 30, 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 | - |

[^0]Seven-Eleven Japan
(Millions of yen)

|  | Three Months Ended <br> May 31, 2010 | Three Months Ended <br> May 31, 2011 | Fiscal Year Ended <br> Feb. 28, 2011 | Fiscal Year Ending <br> Feb. 29, 2012 (Forecast) |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total store sales | 693,980 | 100.8 | 765,398 | 110.3 | $2,947,606$ |
| Net sales of franchised stores | 665,612 | 101.6 | 742,432 | 111.5 | $2,839,680$ |
| Revenues from operations | 131,596 | 98.7 | 135,888 | 103.8 | $3,210,000$ |
| Operating income | 39,043 | 92.4 | 43,721 | 112.0 | 169,9 |


| Number of domestic stores | 12,746 | $(7)$ | 13,306 | +74 | 13,232 | +479 | 13,832 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(2.5)$ | +7.0 |  | +2.2 |  | +4.4 |  |
| Merchandise GP Margin (\%) | 30.8 | +0.4 | 30.2 | $(0.6)$ | 30.5 | +0.2 | 30.0 |
| Average daily sales per store (thousand yen) | 594 | $(16)$ | 634 | +40 | 629 | +13 |  |
|  |  |  |  |  |  |  |  |

7-Eleven, Inc.


* 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. 31, 2011, 7-Eleven, Inc., has changed its accounting method for revenues from operations related to franchise agreements, from "gross amount" to "net amount."

Ito-Yokado
(Millions of yen)

|  | Three Months Ended <br> May 31, 2010 <br> :-YOY(\%) | Three Months Ended $\text { May 31, } 2011$ | Fiscal Year Ended <br> Feb. 28, 2011 <br> YOY(\%) | Fiscal Year Ending Feb. 29, 2012 (Forecast) 'YOY(\%) |
| :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 337,493 94.6 | 333,402 98.8 | 1,373,670 : 99.0 | 1,366,000 99.4 |
| Net sales | 331,554 94.5 | 326,883 98.6 | 1,349,345 : 98.9 | 1,340,000 99.3 |
| Operating income | 1,167: 110.9 | 5,455: 467.1 | 2,155: 122.6 | 12,000 556.6 |
| Number of domestic stores | 173 (1) | 171 +1 | 170 (4) | 172 +2 |
| Existing stores sales increase (\%) | (5.3) | (4.4) | (2.5) | (2.9) |
| Merchandise GP Margin (\%) | 28.7 (0.9) | 30.3 +1.6 | 29.1:+0.1 | 29.7 +0.6 |


| York-Benimaru |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended <br> May 31, 2010 <br> YOY(\%) | Three Months Ended <br> May 31, 2011 <br> YOY(\%) | Fiscal Year Ended <br> Feb. 28, 2011 <br> YOY(\%) | Fiscal Year Ending Feb. 29, 2012 (Forecast) YOY(\%) |
| Revenues from operations | 85,613 96.5 | 82,091 95.9 | 343,379 98.5 | 334,500 97.4 |
| Net sales | 84,201 98.0 | 80,684 95.8 | 337,734 100.1 | 329,000 97 |
| Operating income | 1,726 62.7 | 5,423 314.1 | 8,877 94.4 | 10,000 112.6 |


| Number of domestic stores | 165 | +1 | 171 | +1 | 170 | +6 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(6.7)$ | $(4.6)$ | 176 | +6 |  |  |
| Merchandise GP Margin (\%) | 25.7 | $(0.8)$ | 28.4 | +2.7 | 26.6 | $(0.1)$ |


| Sogo \& Seibu |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|}
\hline
\end{tabular} |


| Number of domestic stores | 28 | $\pm 0$ | 27 | $\pm 0$ | 27 | $(1)$ | 26 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(0.4)$ | $(5.6)$ | $\pm 0.0$ | $(1.3)$ |  |  |  |
| Merchandise GP Margin (\%) | 26.1 | $(0.5)$ | 25.5 | $(0.6)$ | 25.4 | $(0.4)$ | 25.0 |

Seven \& i Food Systems

|  | Three Months Ended <br> May 31, 2010 <br> YOY- | Three Months Ended <br> May 31, 2011 $\square$ | Fiscal Year Ended <br> Feb. 28, 2011 <br> YOY(\%) | Fiscal Year Ending Feb. 29, 2012 (Forecast) YOY(\%) |
| :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 20,499 88.5 | 18,256 89.1 | 80,167: 92.8 | 78,250 97.6 |
| Net sales | 20,360 88.4 | 18,128 89.0 | 79,609 92.7 | 77,700 97.6 |
| Operating income (loss) | (44) | 23 | (89) | 1,000 |

$<$ Restaurant division>

| Number of domestic stores | 511 | $(14)$ | 486 | $(3)$ | 489 | $(36)$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(3.2)$ | $(8.4)$ | 487 | $(2)$ |  |  |
| Merchandise GP Margin (\%) | 68.3 | +1.7 | 68.2 | $(0.1)$ | 68.3 | +1.0 |

Notes 1. Figures for Group principal companies for FY2012 (forecast) are the forecasts announced on July 7, 2011.
2. 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

|  | $\text { May } 2010$ <br> Change |  | $\text { May } 2011$ <br> Change |  | $\begin{array}{r} \hline \text { Feb. } 2011 . . . . . . . \\ : \text { Change } \end{array}$ |  | Feb. 2012 (forecast) <br> :Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan | 12,746 | (7) | 13,306 | +74 | 13,232 | +479 | 13,832 | +600 |
| Openings | 135 |  | 185 |  | 939 |  | 1,200 |  |
| Closures | 142 |  | 111 |  | 460 |  | 600 |  |
| Relocations, etc. | 121 |  | 83 |  | 393 |  |  |  |
| Terminations of contract | 21 |  | 28 |  | 67 |  | , |  |
| 7-Eleven, Inc. ${ }^{* 1}$ | 6,420 | +31 | 6,636 | +26 | 6,610 | +221 | 7,020 | +410 |
| Openings | 45 |  | 40 |  | 303 |  | 500 |  |
| Closures | 14 ! |  | 14 |  | 82 |  | 90 |  |
| SEVEN-ELEVEN (BEIJING) ${ }^{* 1}$ | 93 | +1 | 103 ! | +3 | 100 | +8 |  |  |
| Openings | 1 |  | 4 |  | 10 |  |  |  |
| Closures | 0 |  | $1 \vdots$ |  | 2 |  |  |  |
| SEVEN-ELEVEN (CHENGDU) ${ }^{* 1}$ | - | - | 4 | +4 | - |  |  |  |
| Openings | - |  | 4 |  | -: |  |  |  |
| Closures | - |  | 0 |  | -: |  |  |  |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado ${ }^{* 2}$ | 173 ! | (1) | 171 | +1 | 170 ! | (4) | 172 ! | +2 |
| Openings | 0 |  | 2 |  | 6 |  | 4 |  |
| Closures | 1 |  | 1 |  | 10 |  | 2 |  |
| York-Benimaru | 165 : | +1 | 171 ! | +1 | 170 ! | +6 | 176 | +6 |
| Openings | 1 |  | $1 \vdots$ |  | 7 |  | 8 |  |
| Closures | 0 |  | 0 |  | 1 |  | 2 |  |
| York Mart | 63 | +1 | 66 | +1 | 65 | +3 | 69 | +4 |
| Openings | 1 |  | 1 |  | 4 |  | 5 |  |
| Closures | 0 |  | 0 |  | 1 |  | 1 |  |
| Hua Tang Yokado Commercial ${ }^{* 1}$ | 9 : | $\pm 0$ | 8 : | $\pm 0$ | 8 : | (1) | 8 : | $\pm 0$ |
| Openings | 1 |  | 0 |  | 1 |  | 0 |  |
| Closures | 1 |  | 0 |  | 2 |  | 0 |  |
| Chengdu Ito-Yokado ${ }^{* 1}$ | 4 | $\pm 0$ | 4 | $\pm 0$ | 4 | $\pm 0$ | 5 ! | +1 |
| Openings | 0 |  | 0 |  | 0 |  | $1 \vdots$ |  |
| 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 *3 | 78 | $\pm 0$ | 87 | +2 | 85 | +7 | 89 | +4 |
| Openings | 0 |  | 3 |  | 13 |  | 13 |  |
| Closures | 0 |  | 1 |  | 6 |  | 9 |  |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu | 28 | $\pm 0$ | 27 ' | $\pm 0$ | 27 | (1) | 26 ! | (1) |
| Openings | 0 |  | 0 |  | 0 |  | 0 |  |
| Closures | 0 |  | 0 |  | 1 |  | 1 |  |
| LOFT | 59 | +4 | 69 | +6 | 63 | +8 | 70 | +7 |
| Openings | 4 |  | 6 |  | 10 |  | 8 |  |
| Closures | 0 |  | 0 |  | 2 |  | 1 |  |
| Food services |  |  |  |  |  |  |  |  |
| Seven \& i Food Systems | 876 ! | (16) | 848 ! | +2 | 846 ! | (46) | 846 ! | $\pm 0$ |
| Restaurant operations | 511 | (14) | 486 | (3) | 489 ! | (36) | 487 ! | (2) |
| Openings | 2 |  | 1 |  | 14 |  | 13 |  |
| Closures | 16 |  | 4 |  | 50 |  | 15 |  |
| Meal provision service business | 231 | (1) | 232 ! | +4 | 228 ! | (4) | 234 | +6 |
| Fast food operations | 134 | (1) | 130 | +1 | 129 | (6) | 125 ! | (4) |
| Seven \& i Restaurant (Beijing) ${ }^{* 1}$ | 1 | $\pm 0$ | 2 | $\pm 0$ | 2 | +1 |  |  |
| Opening | 0 |  | 0 |  | 1 |  |  |  |
| Closure | 0 |  | 0 |  | 0 |  | $1$ |  |

[^1]
## 2. Convenience Store Operations Network

(1) Domestic Store Network

|  | May 2010 | Feb. 2011 | May 2011 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 814 | 831 | 830 | (1) |
| Iwate | 59 | 68 | 68 | $\pm 0$ |
| Miyagi | 323 | 331 | 335 | +4 |
| Yamagata | 134 | 140 | 141 | +1 |
| Fukushima | 378 | 380 | 378 | (2) |
| Ibaraki | 525 | 535 | 534 | (1) |
| Tochigi | 341 | 350 | 350 | $\pm 0$ |
| Gunma | 354 | 362 | 363 | +1 |
| Saitama | 877 | 887 | 890 | +3 |
| Chiba | 758 | 777 | 777 | $\pm 0$ |
| Tokyo | 1,677 | 1,737 | 1,761 | +24 |
| Kanagawa | 892 | 933 | 942 | +9 |
| Niigata | 343 | 350 | 350 | $\pm 0$ |
| Toyama | 38 | 54 | 54 | $\pm 0$ |
| Ishikawa | 12 | 28 | 31 | +3 |
| Fukui | 21 | 27 | 27 | $\pm 0$ |
| Yamanashi | 161 | 164 | 166 | +2 |
| Nagano | 368 | 376 | 378 | +2 |
| Gifu | 74 | 79 | 82 | +3 |
| Shizuoka | 472 | 495 | 496 | +1 |
| Aichi | 564 | 594 | 607 | +13 |
| Mie | 40 | 45 | 46 | +1 |
| Shiga | 166 | 171 | 171 | $\pm 0$ |
| Kyoto | 184 | 196 | 198 | +2 |
| Osaka | 557 | 594 | 596 | +2 |
| Hyogo | 378 | 398 | 400 | +2 |
| Nara | 61 | 71 | 71 | $\pm 0$ |
| Wakayama | 40 | 43 | 43 | $\pm 0$ |
| Shimane | 7 | 8 | 8 | $\pm 0$ |
| Okayama | 197 | 210 | 212 | +2 |
| Hiroshima | 389 | 405 | 406 | +1 |
| Yamaguchi | 237 | 240 | 241 | +1 |
| Fukuoka | 669 | 685 | 683 | (2) |
| Saga | 139 | 143 | 143 | $\pm 0$ |
| Nagasaki | 83 | 92 | 92 | $\pm 0$ |
| Kumamoto | 199 | 209 | 210 | +1 |
| Oita | 76 | 83 | 83 | $\pm 0$ |
| Miyazaki | 139 | 141 | 139 | (2) |
| Kagoshima |  |  | 4 | +4 |
| Total | 12,746 | 13,232 | 13,306 | +74 |

## (2) Global Seven-Eleven Store Network

|  | May 2010 | Feb. 2011 | May 2011 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Japan | 12,746 | 13,232 | 13,306 | +74 |
| U.S.A. and Canada | 6,420 | 6,610 | 6,636 | +26 |
| Hawaii | 55 | 55 | 54 | (1) |
| China (Beijing and Tianjin) | 93 | 100 | 103 | +3 |
| China (Chengdu) | - |  | 4 | +4 |
| Sub-total | 19,314 | 19,997 | 20,103 | +106 |
| (Area licensee) |  |  |  |  |
|  | Mar. 2010 | Dec. 2010 | Mar. 2011 | Change |
| South Korea | 2,282 | 3,145 | 3,404 | +259 |
| China (Hong Kong and others) | 1,567 | 1,557 | 1,546 | (11) |
| China (Shanghai) | 20 | 54 | 60 | +6 |
| Taiwan | 4,735 | 4,750 | 4,753 | +3 |
| Thailand | 5,409 | 5,790 | 5,962 | +172 |
| Philippines | 469 | 551 | 577 | +26 |
| Malaysia | 1,115 | 1,212 | 1,235 | +23 |
| Singapore | 493 | 549 | 550 | +1 |
| Australia | 397 | 415 | 441 | +26 |
| Indonesia | 5 | 21 | 27 | +6 |
| U.S.A. | 529 | 523 | 524 | +1 |
| Mexico | 1,180 | 1,223 | 1,240 | +17 |
| Norway | 177 | 173 | 172 | (1) |
| Sweden | 191 | 189 | 186 | (3) |
| Denmark | 126 | 144 | 163 | +19 |
| Sub-total | 18,695 | 20,296 | 20,840 | +544 |
| Total Worldwide | 38,009 | 40,293 | 40,943 | +650 |

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.

## 3. Store Information of Superstore Operations

(1) Superstore (Ito-Yokado)

Store openings and closure for the fiscal year ending February 29, 2012
(Square meters)

|  | 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 |
|  | Ario Kurashiki | Okayama | 2nd half | 16,500 | - |
|  | Takaido <br> (Shokuhinkan, food specialty store) | Tokyo | 2nd half | - | - |
| Closure | Ueda (S\&B) | Nagano | Apr. 10, 2011 | - | 7,605 |

Note: In addition to one store closure above, plans call for one store to be closed in the fiscal year ending February 29, 2012.
However, other store closure plans for FY2012 are currently under review.
(2) Supermarkets (York-Benimaru)

Store openings for the fiscal year ending February 29, 2012
(Square meters)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Hobara | Fukushima | May 27, 2011 | 1,730 | 1,629 |
|  | Shirakawa-Yokomachi | Fukushima | June 24, 2011 | 2,040 | 1,940 |
|  | Tomobe-Higashidaira | Ibaraki | July 8, 2011 | 1,988 | 1,888 |
|  | Ishinomaki-Nakazato | Miyagi | Nov. 2011 | 2,000 | 1,900 |
|  | Yonezawa-Montomachi | Yamagata | Nov. 2011 | 2,000 | 1,900 |
|  | Motomiya-Tatemachi | Fukushima | Dec. 2011 | 1,700 | 1,600 |
|  | Hiwada | Fukushima | Jan. 2012 | 2,000 | 1,900 |
|  | Miharu | Fukushima | Feb. 2012 | 1,700 | 1,600 |
| Closures | Motomiya-Tatemachi (S\&B) | Fukushima | Nov. 2011 | 1,657 | 1,453 |
|  | Miharu (S\&B) | Fukushima | Feb. 2012 | 1,018 | 924 |

Note: S\&B: scrap and build
(3) China (Superstores)

Store opening for the fiscal year ending December 31, 2011
Store opening for the fiscal year ending December 31, 2011

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

(4) China (Supermarkets)

Store opening for the fiscal year ending December 31, 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

Store closure for the fiscal year ending February 29, 2012

|  | 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 (Millions of yen)

|  | Three Months Ended May 31, 2010 YOY(\%) | Three Months Ended May 31, 2011 YOY(\%) | Fiscal Year Ended Feb. 28, 2011 $: Y O Y(\%)$ | Fiscal Year Ending Feb. 29, 2012 (Forecast) YOY(\%) |
| :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |
| Seven-Eleven Japan |  |  |  |  |
| Investment to new stores | 7,251 80.6 | 8,881 122.5 | 48,333 86.2 | $\square$ |
| Investment to existing stores and other | 1,979 132.4 | 2,094 105.8 | 6,690 80.2 | $\square$ |
| Software development | $284: 110.5$ | $114: 40.1$ | 1,966 108.0 |  |
| Total capital expenditures | 9,514 88.5 | 11,089 | 56,989 $\quad 86.1$ | 80,000 140.4 |
| Depreciation and amortization | 7,091 109.7 | 8,366 118.0 | 30,831 107.8 | 37,000 120.0 |
| 7-Eleven, Inc. |  |  |  |  |
| Investment to new stores | 4,677 223.8 | 6,070 129.8 | 19,645 160.7 |  |
| Investment to existing stores and other | 4,364 120.8 | 5,534 126.8 | 25,300 146.8 |  |
| Software development | 1,259 64.7 | 1,319 104.8 | 4,049 47.7 |  |
| Total capital expenditures | 10,301 134.7 | 12,923 125.5 | 48,996 129.1 | 80,900 165.1 |
| Depreciation and amortization | 8,758 102.1 | 9,299 106.2 | 37,444 107.1 | 35,600 : 95.1 |
| Superstore operations |  |  |  |  |
| Ito-Yokado |  |  |  |  |
| Investment to new stores | 492 3.1 | 7,013 | 32,852 80.3 |  |
| Investment to existing stores and other | 1,352 101.9 | 1,069 79.1 | 4,360 92.8 | $\square$ |
| Software development | 99707.1 | $5: 5.1$ | $280 \quad 89.7$ | - |
| Total capital expenditures | 1,943: 11.3 | 8,087 416.2 | 37,492 81.7 | 18,000 48.0 |
| Depreciation and amortization | 2,880 83.3 | 3,975 138.0 | 14,573 104.9 | 16,500 113.2 |
| York-Benimaru |  |  |  |  |
| Investment to new stores | 968 45.9 | 847 87.5 | 4,683 55.0 |  |
| Investment to existing stores and other | 723 491.8 | 158 21.9 | 2,097 57.7 |  |
| Software development | 679 646.7 | $37: 5.4$ | 849 208.1 |  |
| Total capital expenditures | 2,370 100.3 | 1,044 44.1 | 7,629 $\quad 60.7$ | 7,000 91.8 |
| Depreciation and amortization | 1,312 125.1 | 1,148 87.5 | 5,573 114.1 | 5,300 95.1 |
| Department store operations |  |  |  |  |
| Sogo \& Seibu |  |  |  |  |
| Investment to new stores | -: - | -: - | - | , |
| Investment to existing stores and other | 6,070 206.3 | 4,945 81.5 | 23,079 159.6 |  |
| Software development | $47: 27.2$ | 564 | 2,161 212.1 |  |
| Total capital expenditures | 6,118 196.3 | 5,510 90.1 | 25,240 163.0 | 11,000 43.6 |
| Depreciation and amortization | 3,182 81.7 | 2,933 92.2 | 12,779 81.2 | 11,600 90.8 |

Notes: 1. Capital expenditures include long-term leasehold deposits. An increase of the future amortization of asset, resulting from the adoption of "Asset Retirement Obligation" is not included.
2. Depreciation and amortization include amortization on intangible assets.

## Business Performance of Group Principal Companies

## 1. Convenience Stores Operations

$\square$ Seven-Eleven Japan
Sales by product category (total store sales)
(Millions of yen)

|  | Three Months Ended <br> May 31, 2010 |  |  | Three Months Ended <br> May 31, 2011 |  |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Processed food | 197,090 | 100.5 | 28.4 | 210,484 | 106.8: | 27.5 | 828,277 | 105.1: | 28.1 |
| Fast food | 188,068 | 101.6 | 27.1 | 195,941 | 104.2 | 25.6 | 792,906 | 105.4 | 26.9 |
| Daily food | 86,747 | 104.2 | 12.5 | 94,143 | 108.5 | 12.3 | 359,607 | 106.7 | 12.2 |
| Non food | 222,073 | 99.3 | 32.0 | 264,827 | 119.3 | 34.6 | 966,814 | 106.5: | 32.8 |
| Total store sales | 693,980 | 100.8 | 100.0 | 765,398: | 110.3: | 100.0 | 2,947,606: | 105.8: | 100.0 |

Net sales increase at existing stores

|  | Three Months Ended <br> May 31, 2010 | Three Months Ended May 31, 2011 | Fiscal Year Ended <br> Feb. 28, 2011 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (2.5) | +7.0 | +2.2 |
| Number of customers | (0.6) | +1.8 | +1.1 |
| Average spending per customer | (1.9) | +5.1 | +1.1 |

## Average daily sales per store

(Thousands of yen)

|  | Three Months Ended <br> May 31, 2010 |  | Three Months Ended May 31, 2011 |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total stores | 594 | (16) | 634 | +40 | 629 | +13 |
| Newly opened stores | 546 | (35) | 586 | +40 | 554 | +29 |

Gross profit margin

| Three Months Ended <br> May 31, 2011 |  | Fiscal Year Ended Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: |
|  | Change |  | Chang |
| 38.8 | (0.1) | 38.3 | +0.4 |
| 34.5 | +0.5 | 34.1 | +0.3 |
| 33.0 | (0.1) | 33.3 | +0.2 |
| 19.2 | (0.8) | 19.8 | $\pm 0.0$ |
| 30.2 | (0.6) | 30.5 | +0.2 |

Number of stores by type
(Stores)

|  | Three M May | Months End 31, 2010 YOY(\%) | ed Composition (\%) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of stores | 12,746 | (7) | 100.0 | 13,306 | +74 | 100.0 | 13,232 | +479 | 100.0 |
| Type A | 4,410 | (27) | 34.6 | 4,309 | (31) | 32.4 | 4,340 | (97) | 32.8 |
| Type C | 7,799 | +96 | 61.2 | 8,569 | +120 | 64.4 | 8,449 | +746 | 63.9 |
| Provisional management contract stores | 9 | (3): | 0.1 | 0 | (1) | 0.0 | 1 | (11) | 0.0 |
| Directly operated stores | 528 : | (73) | 4.1 | 428 ! | (14) | 3.2 | 442 : | (159) | 3.3 |

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

|  | Three Months Ended <br> Mar. 31, 2010 |  |  | Three Months Ended Mar. 31, 2011 |  |  | Fiscal Year EndedDec. 31, 2010 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yoy(\%) | ${ }_{\substack{\text { composion } \\ \text { (\%) }}}^{\substack{\text { con }}}$ |  | Yoy(\%) | ${ }_{\substack{\text { composion } \\ \text { (\%) }}}^{\substack{\text { con }}}$ |  | Yoy(\%) | $\underbrace{\ldots \ldots .3}_{\substack{\text { composion } \\(0)}}$ |
| Processed food | 72,715 | 97.1 | 21.1 | 70,876 | 97.5 | 20.0 | 328,528 | 97.5 | 22.3 |
| Fast food | 31,181 | 100.5 | 9.0 | 29,563 | 94.8 | 8.4 | 137,693 | 99.2 | 9.4 |
| Daily food | 14,229 | 94.1 | 4.1 | 13,619 | 95.7 | 3.8 | 58,442 | 95.5 | 4.0 |
| Non food | 85,352 | 103.9 | 24.8 | 81,699 | 95.7 | 23.1 | 359,241 | 99.0 | 24.4 |
| Merchandise | 203,479 | 100.2 | 59.0 | 195,758 | 96.2 | 55.3 | 883,905 | 98.3 | 60.1 |
| Gasoline | 141,-135 | 140.3 | 41.0 | 158,087 | 112.0 | 44.7 | 586,-726 | 114.4 | 39.9 |
| Total | 344,614 | 113.5 | 100.0 | 353,846 | 102.7 | 100.0 | 1,470,632 | 104.1 ! | 100.0 |

Net sales increase at existing stores (\%)

|  | Three Months Ended <br> Mar. 31, 2010 | Three Months Ended <br> Mar. 31, 2010 | Fiscal Year Ended <br> Dec. 31, 2010 |
| :--- | :---: | :---: | :---: |
| U.S. Merchandise sales increase (dollar basis) | $(0.3)$ | +2.9 | +1.5 |



Number of stores

|  | Three Months Ended <br> Mar. 31, 2010 |  |  | Three Months Ended <br> Mar. 31, 2011 $\qquad$ <br> Change <br> Composi $(\%)$ |  |  | Fiscal Year Ended <br> Dec. 31, 2010 <br> Change <br> Composition <br> (\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of stores | 6,420 | +31 | 100.0 | 6,636 | +26 | 100.0 | 6,610 | +221 | 100.0 |
| Franchised stores | 4,694 | +45 | 73.1 | 5,107 | +43 | 77.0 | 5,064 | +415 | 76.6 |
| BCP stores (Type A ) | 185 | +11 | 2.9 | 257 | +4 | 3.9 | 253 | +79 | 3.8 |
| Type C | 4,509 | +34 | 70.2 | 4,850 | +39 | 73.1 | 4,811 | +336 | 72.8 |
| Directly operated stores | 1,726 | (14) | 26.9 | 1,529 | (17) | 23.0 | 1,546 | (194) | 23.4 |

* BCP stores stands for Business Conversion Program.


## 2. Superstore Operations

## Ito-Yokade



Note: 1. Due to a change in product categories from FY2011, a portion of the sales of "apparel" and "household goods" have been reclassified. Under the previous categories that were used in the three months ended May 31, 2009, year-on-year figures for "apparel" and "household goods" for the three months ended May 31, 2010 would be $89.5 \%$ and $94.5 \%$, for the FY2011 would be $95.6 \%$, and $97.4 \%$, respectively.
2. 30 Seven Bi no Gardens, drug and cosmetic stores in Ito-Yokado was transferred into Seven Health Care Co., Ltd. Under the previous categories that were used in the previous term, year-on-year figures for "household goods" and "merchandise sales" for this term would be $96.9 \%$ and $96.0 \%$, respectively

| Net sales increase at existing stores |  |  | (\%) |
| :---: | :---: | :---: | :---: |
|  | Three Months Ended <br> May 31, 2010 | Three Months Ended May 31, 2011 | Fiscal Year Ended <br> Feb. 28, 2011 |
| Net sales increase at existing stores | (5.3) | (4.4) | (2.5) |
| Number of customers | (3.0) | (2.3) | (1.3) |
| Average spending per customer | (2.2) | (2.2) | (1.2) |

## Gross profit margin

|  | Three Months Ended <br> May 31, 2010 |  | Three Months Ended May 31, 2011 |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 35.1 | (1.7) | 37.3 | +2.2 | 35.0 | +0.5 |
| Household goods | 31.2 | (0.5) | 31.8 | +0.6 | 31.4 | (0.2) |
| Food | 25.4 | (0.6) | 27.3 | +1.9 | 26.1 | $\pm 0.0$ |
| Total | 28.7 | (0.9) | 30.3 | +1.6 | 29.1 | +0.1 |

Notes: 1. Due to a change in product categories from FY2011, a portion of the gross profit margin of "apparel" and "household goods" have been reclassified. Changes for the three months ended May 31, 2010 and FY2011 represent the figures under the previous categories that were used in FY2010.
2. 30 Seven Bi no Gardens, drug and cosmetic stores in Ito-Yokado was transferred into Seven Health Care Co., Ltd. Under the previous categories that were used in the previous term, change for "merchandise sales" for this term would be $+1.7 \%$.

## पYork-Benimart

| Sales by product category |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|r|r|}
\hline
\end{tabular} |


| Net sales increase at existing stores |  |  | (\%) |
| :---: | :---: | :---: | :---: |
|  | Three Months Ended May 31, 2010 | Three Months Ended May 31, 2011 | Fiscal Year Ended <br> Feb. 28, 2011 |
| Net sales increase at existing stores | (6.7) | (4.6) | (4.1) |
| Number of customers | (5.7) | (11.4) | (4.1) |
| Average spending per customer | (1.2) | +7.6 | $\pm 0.0$ |

## Gross profit margin

|  | Three Months Ended <br> May 31, 2010 |  | Three Months Ended <br> May 31, 2011 |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Food | 25.2 | (0.8) | 27.7 | +2.5 | 26.0 | (0.1) |
| Apparel | 32.2 | (0.9) | 39.3 | +7.1 | 33.6 | +0.3 |
| Household goods | 27.2 | +0.1 | 28.9 | +1.7 | 27.4 | (0.3) |
| Total | 25.7 | (0.8) | 28.4 | +2.7 | 26.6 | (0.1) |

## 3. Department Store Operations

## Sogo \& Seibu

Sales results of major stores
(Millions of yen)

|  | Three Months Ended May 31, 2010 |  | Three Months Ended May 31, 2011 |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Ikebukuro | 39,684 | 101.6 | 40,802 | 102.8 | 167,268 | 104.2 |
| Yokohama | 24,914 | 100.0 | 22,627 | 90.8 | 101,710 | 99.9 |
| Chiba | 18,903 | 100.0 | 18,076 | 95.6 | 77,967 | 101.6 |
| Kobe | 12,123 | 105.9 | 11,780 | 97.2 | 50,158 | 101.2 |
| Hiroshima | 10,176 | 97.1 | 10,066 | 98.9 | 41,973 | 97.4 |
| Shibuya | 10,389 | 97.0 | 8,832 | 85.0 | 42,325 | 97.1 |
| Omiya | 8,045 | 100.0 | 7,403 | 92.0 | 32,928 | 99.6 |

*Store sales include corporate sales.
Sales by product category

|  | Three Months Ended <br> May 31, 2010 |  |  | Three Months Ended <br> May 31, 2011 |  |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 96,475 | 96.4 | 47.7 | 85,195 | 88.3 | 45.0 | 384,419 | 95.7 | 46.1 |
| Household goods | 19,063 | 103.4 | 9.4 | 17,222 | 90.3 | 9.1 | 80,679 | 98.9 | 9.7 |
| Food | 37,065 | 104.7 ! | 18.3 | 36,733 | 99.1 | 19.4 | 170,098 | 102.8 | 20.4 |
| Merchandise sales | 152,603 | 99.1 | 75.5 | 139,150 | 91.2 | 73.5 | 635,198 | 97.9 | 76.1 |
| Tenants | 39,018 | 99.4 | 19.3 | 38,960 | 99.9 | 20.6 | 159,243 | 102.3 | 19.1 |
| Corporate sales | 10,461 | 93.0 ! | 5.2 | 11,320 | 108.2 | 6.0 | 40,281 | 94.8 | 4.8 |
| Net sales | 202,084 | 98.8 ! | 100.0 | 189,431 | 93.7 | 100.0 | 834,723 | 98.5 | 100.0 |

Net sales increase at existing stores
(\%)

|  | Three Months Ended <br> May 31, 2010 | Three Months Ended <br> May 31, 2011 | Fiscal Year Ended <br> Feb. 28, 2011 |
| :--- | :---: | :---: | :---: |
| Net sales increase at existing stores | $(0.4)$ | $(5.6)$ | $\pm 0.0$ |

## Gross profit margin

|  | Three Months Ended May 31, 2010 |  | Three Months Ended May 31, 2011 |  | Fiscal Year Ended Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Apparel | 30.1 | (0.5) | 29.8 | (0.3) | 29.1 | (0.4) |
| Household goods | 26.0 | (0.1) | 25.8 | (0.2) | 25.4 | (0.1) |
| Food | 15.6 | +0.1 | 15.5 | (0.1) | 17.0 | (0.1) |
| Total | 26.1 | (0.5) | 25.5 | (0.6) | 25.4 | (0.4) |

## 4. Food Services

Seven \& i Food Systems
Sales results by operations
(Millions of yen)

|  | Three Months Ended <br> May 31, 2010 <br> Yoy(8) Compinio |  |  |  |  |  | Fiscal Year Ended <br> Feb. 28, 2011 <br> YOY(\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Restaurant operations | 16,388 | 86.9 | 80.5 | 14,085 | 86.0 | 77.7 | 63,668 | 91.7 | 80.0 |
| Meal provision service business | 2,016 | 104.3 | 9.9 | 2,195 | 108.9 | 12.1 | 8,189 | 103.3 | 10.3 |
| Fast food operations | 1,955 | 87.3 | 9.6 | 1,847 | 94.5 | 10.2 | 7,751 | 90.5 | 9.7 |
| Total | 20,360 | 88.4 | 100.0 | 18,128 | 89.0 | 100.0 | 79,609 | 92.7 | 100.0 |

[Restaurant division] Net sales increase at existing stores

|  | Three Months Ended <br> May 31, 2010 | Three Months Ended <br> May 31, 2011 | Fiscal Year Ended Feb. 28, 2011 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (3.2) | (8.4) | +0.5 |
| Number of customers | (1.3) | (9.4) | +0.7 |
| Average spending per customer | (1.9) | +1.1 | (0.2) |


| [Restaurant division] Gross profit margin |
| :--- |

## 5. Financial Services

Seven Bank
Number of Seven Bank ATMs

|  | Three Months Ended <br> May 31, 2010 |  | Three Months Ended <br> May 31, 2011 |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { \% of stores } \\ \text { of ATMs } \\ \hline \end{gathered}$ |  | of ATMs |  | of ATMs |
| Seven-Eleven Japan | 13,612 | 99.9 | 14,279 | 99.7 | 14,205 | 99.9 |
| Ito-Yokado | 282 | 98.8 | 297 | 98.8 | 279 | 98.8 |
| York-Benimaru | 31 | 18.2 | 40 | 22.8 | 40 | 22.9 |
| York Mart | 32 | 50.8 | 36 | 54.5 | 35 | 53.8 |
| Others | 57 | - | 67 | - | 80 | - |
| Net ATMs in the Group | 14,014 | - | 14,719 | - | 14,639 | - |
| Net ATMs outside the Group | 612 | - | 834 | - | 717 | - |
| Total | 14,626 | - | 15,553 | - | 15,356 | - |

Average number of transaction per day per ATM during the period

|  | Mar. 2010 - May 2010 |  | Mar. 2011- May 2011 |  | Mar. 2010- Feb. 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Average number of transactions | 114.8 | (0.2) | 111.9 | (2.9) | 113.1 | (1.3) |

## Number of credit cards, point cards and cash cards

|  | Three Months Ended May 31, 2010 |  | Three Months Ended May 31, 2011 |  | Fiscal Year Ended <br> Feb. 28, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Seven Card (credit card and point card) | 300 | +19 | 312 | +12 | 311 | +14 |
| Millennium Card (credit card and point card) | 184 | (10) | 178 | (6) | 243 | (4) |
| CLUB ON Card (credit card and point card) | 179 | (8) | 187 | +8 | 241 | (3) |
| nanaco (electronic money) | 1,150 | +204 | 1,330 | +180 | 1,285 | +305 |
| IY Point Card ( cash usage only) | 694 | +41 | 713 | +19 | 712 | +25 |
| Seven Bank (cash card) | 79 | +9 | 90 | +11 | 87 | +11 |

Notes: 1. IY Card changed its name and its card design to Seven Card from issuance in July 2011.
2. Seven Card issued represent only the number of effective card members.
3. Millennium Card and CLUB ON Card issued represent the number of utilized card members.
4. 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.


## Forecast for the fiscal year ending February 29, 2012

Consolidated and Group principal companies' forecast for fiscal year ending February 29, 2012 has been revised from previous forecast announced on April 7, 2011.

## 7 Eleven, Inc.

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

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

[^1]:    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. Ito-Yokado's store closure plans for FY2012 are currently under review.
    *3. The number of Akachan Honpo stores includes 3 stores of franchised stores

