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## **Brief Summary of FY 2012**

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**April 5, 2012**  
**Seven & i Holdings Co., Ltd.**

## Notes

### Fiscal periods of consolidated subsidiaries and affiliates

	1Q	2Q	3Q	Fiscal year
Consolidated subsidiaries and affiliates except for below	May	August	November	February
Overseas subsidiaries	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.

\* Seven-Meal Service changed its year end closing data from December 31 to the end of February.

### 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.

# CONSOLIDATED RESULTS

## 1. Financial Results

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012		2013 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
<b>Group's total sales</b> <sup>*1</sup>	<b>7,383,808</b>	<b>93.6</b>	<b>7,547,178</b>	<b>102.2</b>	<b>8,048,156</b>	<b>106.6</b>	<b>8,550,000</b>	<b>106.2</b>
<b>Revenues from operations</b>	<b>5,111,297</b>	<b>90.5</b>	<b>5,119,739</b>	<b>100.2</b>	<b>4,786,344</b>	<b>93.5</b>	<b>5,060,000</b>	<b>105.7</b>
Convenience store operations	1,968,555	85.3	2,036,464	103.4	1,690,924	83.0	1,870,000	110.6
Superstore operations	2,016,558	94.9	1,981,604	98.3	1,992,298	100.5	2,060,000	103.4
Department store operations	922,847	92.9	915,105	99.2	900,222	98.4	906,000	100.6
Food services	86,420	84.1	80,225	92.8	78,026	97.3	80,000	102.5
Financial services	110,444	88.4	106,953	96.8	129,601	121.2	140,000	108.0
Other	33,669	96.0	35,610	105.8	47,464	133.3	65,000	136.9
Eliminations / corporate	(27,198)	-	(36,224)	-	(52,193)	-	(61,000)	-
<b>Operating income (loss)</b>	<b>226,666</b>	<b>80.4</b>	<b>243,346</b>	<b>107.4</b>	<b>292,060</b>	<b>120.0</b>	<b>315,000</b>	<b>107.9</b>
Convenience store operations	183,837	86.2	195,477	106.3	214,637	109.8	228,900	106.6
Superstore operations	14,178	57.3	15,708	110.8	32,432	206.5	35,000	107.9
Department store operations	1,366	7.5	5,622	411.4	9,948	176.9	12,900	129.7
Food services	(2,741)	-	(193)	-	(95)	-	1,300	-
Financial services	30,152	118.3	28,343	94.0	33,778	119.2	35,600	105.4
Other	567	27.4	(690)	-	2,304	-	2,800	121.5
Eliminations / corporate	(694)	-	(921)	-	(945)	-	(1,500)	-
Non-operating income	11,190	85.4	10,390	92.9	10,150	97.7		
Non-operating expenses	10,905	69.6	10,829	99.3	9,039	83.5		
<b>Ordinary income</b>	<b>226,950</b>	<b>81.3</b>	<b>242,907</b>	<b>107.0</b>	<b>293,171</b>	<b>120.7</b>	<b>312,000</b>	<b>106.4</b>
Special gains	2,809	45.3	22,655	806.3	10,428	46.0		
Special losses	86,656	123.1	42,271	48.8	72,782	172.2		
<b>Income before income taxes and minority interests</b>	<b>143,104</b>	<b>66.5</b>	<b>223,291</b>	<b>156.0</b>	<b>230,817</b>	<b>103.4</b>		
<b>Net income</b>	<b>44,875</b>	<b>48.6</b>	<b>111,961</b>	<b>249.5</b>	<b>129,837</b>	<b>116.0</b>	<b>155,000</b>	<b>119.4</b>
<b>Net income per share</b>	yen: <b>49.67</b>	% <b>49.4</b>	yen: <b>126.21</b>	% <b>254.1</b>	yen: <b>146.96</b>	% <b>116.4</b>	yen: <b>175.44</b>	% <b>119.4</b>
<b>Number of shares outstanding</b>	(shares)							
Average <sup>*2</sup>	903,458,314		887,128,871		883,499,397			
End of period <sup>*2</sup>	903,458,108		883,463,233		883,506,457			

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

Convenience store's total sales including total store sales of Seven-Eleven Japan and 7-Eleven, Inc. for the fiscal year ended Feb. 2010, 2011, 2012 and for fiscal year ending Feb. 2013 are 4,241,067 million yen, 4,463,903 million yen, 4,952,736 million yen and 5,360,000 million yen, respectively.

\*2. Excluding treasury stock

### Exchange rates

Years ended February 28 or 29	2010	2011	2012	2013 (forecast)
Income statements	US \$1= 93.65 yen	87.79 yen	79.80 yen	80.00 yen
	1yuan= 13.72 yen	12.90 yen	12.32 yen	12.50 yen
Balance sheets	US \$1= 92.10 yen	81.49 yen	77.74 yen	-
	1yuan= 13.48 yen	12.29 yen	12.31 yen	-

### (Reference) Operating income before amortization of goodwill

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012		2013 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
<b>Operating income (loss)</b>	<b>245,536</b>	<b>83.7</b>	<b>259,492</b>	<b>105.7</b>	<b>304,975</b>	<b>117.5</b>	<b>329,000</b>	<b>107.9</b>
Convenience store operations	191,384	89.6	202,696	105.9	218,257	107.7		
Superstore operations	17,549	62.5	19,079	108.7	35,804	187.7		
Department store operations	9,055	34.8	10,875	120.1	15,201	139.8		
Food services	(2,741)	-	(193)	-	(95)	-		
Financial services	30,380	117.9	28,602	94.1	34,388	120.2		
Other	602	28.7	(646)	-	2,363	-		
Eliminations / corporate	(694)	-	(921)	-	(945)	-		

Notes: 1. From the fiscal year ending Dec. 2011, 7-Eleven, Inc., categorized under convenience store operations changes its accounting method for revenues from operations.

2. From the fiscal year ended 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 1,911 million yen and income before income taxes and minority interests decreased 24,412 million yen.

## 2. Segment Information

### (1) Business Segment Information

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012			2013(forecast)	
		YOY(%)		YOY(%)		YOY(%)	Composition (%)		YOY(%)
<b>Assets (end of period)</b>									
Convenience store operations	1,104,209	87.1	1,112,557	100.8	1,077,608	96.9	24.4		
Superstore operations	1,096,598	94.5	1,081,491	98.6	1,048,661	97.0	23.8		
Department store operations	612,326	86.9	571,463	93.3	541,929	94.8	12.3		
Food services	24,636	42.3	21,105	85.7	21,026	99.6	0.5		
Financial services	1,175,963	111.4	1,350,272	114.8	1,565,291	115.9	35.5		
Others	16,770	77.8	145,792	869.3	153,852	105.5	3.5		
Eliminations / Corporate	(356,900)	-	(550,570)	-	(519,010)	-	-		
<b>Total</b>	<b>3,673,605</b>	<b>98.6</b>	<b>3,732,111</b>	<b>101.6</b>	<b>3,889,358</b>	<b>104.2</b>			
<b>Capital expenditures</b>									
Convenience store operations	104,936	100.7	106,368	101.4	164,973	155.1	64.6	216,000	130.9
Superstore operations	65,379	141.9	54,133	82.8	40,284	74.4	15.8	55,000	136.5
Department store operations	19,734	158.3	27,807	140.9	16,068	57.8	6.3	15,500	96.5
Food services	752	63.9	527	70.1	831	157.6	0.3	3,000	360.8
Financial services	15,543	65.0	19,616	126.2	26,783	136.5	10.5	32,200	120.2
Others	3,702	349.9	127,429	-	3,114	2.4	1.2	4,000	128.4
Corporate	1,140	-	2,774	243.3	3,371	121.5	1.3	300	8.9
<b>Total</b>	<b>211,189</b>	<b>111.8</b>	<b>338,656</b>	<b>160.4</b>	<b>255,426</b>	<b>75.4</b>		<b>326,000</b>	<b>127.6</b>
<b>Depreciation and amortization</b>									
Convenience store operations	66,158	98.3	68,743	103.9	73,291	106.6	52.4	87,700	119.7
Superstore operations	24,335	93.2	25,890	106.4	28,626	110.6	20.4	29,300	102.4
Department store operations	17,417	87.1	14,361	82.5	14,010	97.6	10.0	13,300	94.9
Food services	1,270	57.5	811	63.8	667	82.2	0.5	700	104.9
Financial services	22,246	90.7	20,693	93.0	20,331	98.3	14.5	24,200	119.0
Others	588	169.6	1,598	271.7	2,588	161.9	1.8	3,300	127.5
Corporate	214	1060.1	321	149.8	480	149.1	0.3	500	104.2
<b>Total</b>	<b>132,232</b>	<b>94.1</b>	<b>132,421</b>	<b>100.1</b>	<b>139,994</b>	<b>105.7</b>		<b>159,000</b>	<b>113.6</b>
<b>Amortization of goodwill</b>									
Convenience store operations	7,547	-	7,218	95.6	3,620	50.2	28.0		
Superstore operations	3,371	100.7	3,371	100.0	3,372	100.0	26.1		
Department store operations	7,688	100.0	5,253	68.3	5,253	100.0	40.7		
Food services	-	-	-	-	-	-	-		
Financial services	228	77.7	258	113.5	610	235.6	4.7		
Others	35	114.7	43	123.5	58	134.8	0.5		
<b>Total</b>	<b>18,870</b>	<b>162.1</b>	<b>16,145</b>	<b>85.6</b>	<b>12,915</b>	<b>80.0</b>			
<b>Impairment loss</b>									
Convenience store operations	8,816	112.3	5,939	67.4	4,301	72.4	29.7		
Superstore operations	11,382	72.7	4,139	36.4	7,238	174.9	50.1		
Department store operations	4,589	42.3	10,301	224.5	2,059	20.0	14.2		
Food services	2,819	70.6	378	13.4	428	113.1	3.0		
Financial services	445	43.9	635	142.8	97	15.4	0.7		
Others	-	-	59	-	334	559.6	2.3		
<b>Total</b>	<b>28,052</b>	<b>71.2</b>	<b>21,454</b>	<b>76.5</b>	<b>14,460</b>	<b>67.4</b>			

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)

Years ended February 28 or 29	2010		2011		2012		
		YOY(%)		YOY(%)		YOY(%)	Composition(%)
<b>Revenues from operations</b>							
Japan	3,602,982	94.6	3,552,691	98.6	3,590,917	101.1	75.0
North America	1,431,042	81.0	1,484,394	103.7	1,106,449	74.5	23.1
Others	80,561	100.2	86,033	106.8	89,524	104.1	1.9
Eliminations	(3,289)	-	(3,380)	-	(546)	-	-
<b>Total</b>	<b>5,111,297</b>	<b>90.5</b>	<b>5,119,739</b>	<b>100.2</b>	<b>4,786,344</b>	<b>93.5</b>	
<b>Operating income</b>							
Japan	197,618	80.6	215,231	108.9	261,531	121.5	89.6
North America	26,992	78.4	26,230	97.2	29,181	111.3	10.0
Others	2,021	86.8	1,857	91.9	1,324	71.3	0.5
Eliminations	32	-	27	-	22	-	-
<b>Total</b>	<b>226,666</b>	<b>80.4</b>	<b>243,346</b>	<b>107.4</b>	<b>292,060</b>	<b>120.0</b>	
<b>Assets (end of period)</b>							
Japan	3,207,405	99.6	3,294,540	102.7	3,407,399	103.4	87.6
North America	431,747	88.6	397,120	92.0	435,338	109.6	11.2
Others	35,065	119.6	40,873	116.6	46,752	114.4	1.2
Eliminations	(612)	-	(422)	-	(131)	-	-
<b>Total</b>	<b>3,673,605</b>	<b>98.6</b>	<b>3,732,111</b>	<b>101.6</b>	<b>3,889,358</b>	<b>104.2</b>	

\*\*Others" consists of the business results in China.

### 3. Interest-Bearing Debt

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012	
		YOY(%)		YOY(%)		YOY(%)
Short-term loans	151,200	79.1	108,330	71.6	139,690	128.9
Current portion of long-term loans	79,155	76.6	127,187	160.7	88,786	69.8
Current portion of bonds	20,385	40.3	36,100	177.1	10,000	27.7
Commercial paper	-	-	6,391	-	21,455	335.7
Sub-total	250,740	72.7	278,008	110.9	259,931	93.5
Bonds	190,068	105.3	263,973	138.9	253,978	96.2
Long-term loans	244,470	97.9	177,225	72.5	198,167	111.8
Commercial paper	16,208	86.7	8,177	50.5	-	-
Sub-total	450,746	100.4	449,376	99.7	452,145	100.6
<b>Total</b>	<b>701,487</b>	<b>88.4</b>	<b>727,385</b>	<b>103.7</b>	<b>712,077</b>	<b>97.9</b>
Ratio to total assets (%)	19.1	(2.2)	19.5	+0.4	18.3	(1.2)
Ratio to owners' equity (%)	40.7	(3.8)	42.7	+2.0	40.3	(2.4)

#### Interest-Bearing Debt by Business Segment

Convenience store operations	20,631	81.9	16,872	81.8	29,252	173.4
Superstore operations	50,876	52.7	28,072	55.2	26,219	93.4
Department store operations	304,498	90.4	272,303	89.4	200,154	73.5
Food services	-	-	-	-	-	-
Others	3,000	80.0	2,250	75.0	1,500	66.7
Corporate	99,968	100.0	209,973	210.0	209,978	100.0
Sub-total (excluding Financial services)	478,974	85.2	529,471	110.5	467,103	88.2
Financial services	222,512	96.1	197,913	88.9	244,973	123.8
<b>Total</b>	<b>701,487</b>	<b>88.4</b>	<b>727,385</b>	<b>103.7</b>	<b>712,077</b>	<b>97.9</b>

#### Bond Information

(As of Feb. 29, 2012)

	Amount	Date of issue	Coupon	Redemption date
<b>Issued by Seven &amp; i Holdings</b>				
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
6th unsecured domestic straight bonds	60 billion yen	June 29, 2010	1.399%	June 19, 2020
<b>Issued by Seven Bank</b>				
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, 2012)

		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-	Baa1	-	-
Seven Bank	Long-term	AA-	-	AA	-

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

## RESULTS OF GROUP PRINCIPAL COMPANIES

### Seven-Eleven Japan

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012		2013 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	535,018	98.9	549,111	102.6	576,186	104.9	616,000	106.9
Operating income	156,220	87.7	169,152	108.3	183,160	108.3	195,000	106.5
Total store sales	2,784,997	100.8	2,947,606	105.8	3,280,512	111.3	3,502,000	106.8
Net sales of franchised stores	2,657,774	101.4	2,839,680	106.8	3,189,317	112.3	-	-
Existing stores sales increase (%)	(2.1)		+2.2		+6.7		+1.0	
Merchandise GP Margin (%)	30.3	+0.1	30.5	+0.2	29.7	(0.8)	30.1	+0.4
Average daily sales per store (thousand yen)	616	(13)	629	+13	669	+40		
Number of domestic stores	12,753	+455	13,232	+479	14,005	+773	14,755	+750

### 7-Eleven, Inc.

(Millions of yen)

Years ended December 31	2009		2010		2011		2012 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	-	-	-	-	1,086,522	-	1,227,000	112.9
Operating income	34,427	99.2	33,328	96.8	32,737	98.2	36,300	110.9
Total store sales	1,412,301	81.1	1,470,632	104.1	1,624,095	110.4	1,815,000	111.8
Merchandise	899,624	91.9	883,905	98.3	876,672	99.2		
Gasoline	512,677	67.3	586,726	114.4	747,423	127.4		
Existing stores sales increase (%) * (U.S. Merchandise sales)	+0.6		+1.5		+2.8		+2.7	
Merchandise GP Margin (%)	35.2	±0.0	35.1	(0.1)	34.7	(0.4)	34.8	+0.1
Number of stores	6,389	+193	6,610	+221	7,149	+539	7,779	+630
Number of stores operated by area licensees	18,407	+1,292	20,296	+1,889	23,585	+3,289	-	-
Exchange rates	US \$1=	93.65 yen	87.79 yen		79.80 yen		80.00 yen	

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 ended Dec. 2011, 7-Eleven, Inc., changes its accounting method for revenues from operations related to franchise agreements, from "gross amount" to "net amount."

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

### Ito-Yokado

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012		2013 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	1,387,831	94.9	1,373,670	99.0	1,361,060	99.1	1,371,000	100.7
Net sales	1,364,765	95.0	1,349,345	98.9	1,334,297	98.9	1,343,000	100.7
Operating income	1,757	18.3	2,155	122.6	10,554	489.6	13,500	127.9
Existing stores sales increase (%)	(5.7)		(2.5)		(2.6)		(1.5)	
Merchandise GP Margin (%)	29.0	(0.8)	29.1	+0.1	29.7	+0.6	30.2	+0.5
Number of domestic stores	174	(1)	170	(4)	173	+3	180	+7

**York-Benimaru**

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012		2013 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
<b>Revenues from operations</b>	348,735	100.0	343,379	98.5	348,600	101.5	369,000	105.9
<b>Net sales</b>	337,506	99.8	337,734	100.1	342,944	101.5	363,000	105.8
<b>Operating income</b>	9,402	80.3	8,877	94.4	14,955	168.5	12,400	82.9
<b>Existing stores sales increase (%)</b>	(3.7)		(4.1)		+1.5		+2.0	
<b>Merchandise GP Margin (%)</b>	26.7	(0.3)	26.6	(0.1)	27.0	+0.4	26.6	(0.4)
<b>Number of domestic stores</b>	164	+8	170	+6	176	+6	184	+8

**Sogo & Seibu**

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012		2013 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
<b>Revenues from operations</b>	859,265	92.0	846,796	98.5	830,340	98.1	845,900	101.9
<b>Net sales</b>	847,044	92.1	834,723	98.5	817,927	98.0	832,800	101.8
<b>Operating income</b>	5,613	24.1	7,385	131.6	11,159	151.1	14,000	125.5
<b>Existing stores sales increase (%)</b>	(8.4)		±0.0		(0.5)		+4.8	
<b>Merchandise GP Margin (%)</b>	25.8	(0.8)	25.4	(0.4)	25.1	(0.3)	25.2	+0.1
<b>Number of domestic stores</b>	28	±0	27	(1)	26	(1)	26	±0

**Seven & i Food Systems**

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012		2013 (forecast)	
		YOY		YOY		YOY(%)		YOY(%)
<b>Revenues from operations</b>	86,400	84.1	80,167	92.8	77,940	97.2	81,080	104.0
<b>Net sales</b>	85,885	84.1	79,609	92.7	77,400	97.2	80,550	104.1
<b>Operating income (loss)</b>	(2,714)	-	(89)	-	22	-	1,500	-

## &lt; Restaurant division &gt;

<b>Existing stores sales increase (%)</b>	(7.2)		+0.5		(1.0)		+2.9	
<b>Merchandise GP Margin (%)</b>	67.3	+0.8	68.3	+1.0	68.3	±0.0	68.7	+0.4
<b>Number of domestic stores</b>	525	(70)	489	(36)	486	(3)	488	+2

## STORE INFORMATION

### 1. Store Openings and Closures of Major Group Companies

As of February 28 or 29	2010		2011		2012		2013 (forecast)	
		Change		Change		Change		Change
<b>Convenience store operations</b>								
Seven-Eleven Japan	12,753	+455	13,232	+479	14,005	+773	14,755	+750
Openings	966		939		1,201		1,350	
Closures	511		460		428		600	
Relocations	414		393		346			
Terminations of contract	97		67		82			
7-Eleven, Inc. <sup>*1</sup>	6,389	+193	6,610	+221	7,149	+539	7,779	+630
Openings	268		303		643		680	
Closures	75		82		104		50	
SEVEN-ELEVEN (BEIJING) <sup>*1,2</sup>	92	+20	100	+8	147	+47	217	+70
Openings	20		10		48		70	
Closures	0		2		1		0	
SEVEN-ELEVEN (CHENGDU) <sup>*1</sup>	-	-	-	-	41	+41	121	+80
Openings	-		-		41		80	
Closures	-		-		0		0	
<b>Superstore operations</b>								
Ito-Yokado	174	(1)	170	(4)	173	+3	180	+7
Openings	4		6		5		8	
Closures	5		10		2		1	
York-Benimaru <sup>*3</sup>	164	+8	170	+6	176	+6	184	+8
Openings	8		7		8		12	
Closures	0		1		2		3	
York Mart	62	+2	65	+3	68	+3	71	+3
Openings	3		4		5		5	
Closures	1		1		2		2	
Hua Tang Yokado Commercial <sup>*1</sup>	9	+1	8	(1)	8	±0	8	±0
Openings	1		1		0		0	
Closures	0		2		0		0	
Chengdu Ito-Yokado <sup>*1</sup>	4	+1	4	±0	5	+1	5	±0
Openings	1		0		1		0	
Closures	0		0		0		0	
Beijing Wang fu jing Yokado Commercial <sup>*1</sup>	1	±0	1	±0	2	+1	2	±0
Openings	0		0		1		0	
Closures	0		0		0		0	
Akachan Honpo <sup>*4</sup>	78	+6	85	+7	87	+2	97	+10
Openings	10		13		11		15	
Closures	4		6		9		5	
<b>Department store operations</b>								
Sogo & Seibu <sup>*5</sup>	28	±0	27	(1)	26	(1)	26	±0
Openings	0		0		0		0	
Closures	2		1		1		0	
LOFT <sup>*6</sup>	55	+4	63	+8	73	+10	79	+6
Openings	5		10		12		6	
Closures	1		2		2		0	
<b>Food services</b>								
Seven & i Food Systems	892	(67)	846	(46)	858	+12	848	(10)
Restaurant operations	525	(70)	489	(36)	486	(3)	488	+2
Openings	14		14		12		6	
Closures	84		50		15		4	
Meal provision service business	232	+8	228	(4)	244	+16	247	+3
Fast food operations	135	(5)	129	(6)	128	(1)	113	(15)
Seven & i Restaurant (Beijing) <sup>*1</sup>	1	+1	2	+1	3	+1	4	+1
Opening	1		1		1		1	
Closure	0		0		0		0	

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

\*2. The number of stores in Tianjin, China which is included in SEVEN-ELEVEN (BEIJING) for FY2010, FY2011 and FY2012 are 2, 6 and 28 stores, respectively.

\*3. York-Benimaru's store openings planned for FY2013 include the reopening of 1 remodeled store that had been closed as a result of the earthquake disaster.

\*4. The number of Akachan Honpo stores includes 3 franchised stores.

\*5. The number of Sogo & Seibu stores at FY2010 includes 2 stores added through the merger with Robinson Department Store.

\*6. The number of LOFT stores includes 7 franchised stores for FY2010 and FY2011, 9 franchised stores for FY2012.



## 2. Convenience Store Operations Network

### (1) Domestic Store Network

As of February 28, or 29	2010	2011	2012	Change
Hokkaido	815	831	844	+13
Iwate	58	68	78	+10
Miyagi	322	331	339	+8
Yamagata	135	140	150	+10
Fukushima	380	380	382	+2
Ibaraki	523	535	555	+20
Tochigi	341	350	363	+13
Gunma	354	362	379	+17
Saitama	874	887	929	+42
Chiba	762	777	813	+36
Tokyo	1,676	1,737	1,848	+111
Kanagawa	886	933	986	+53
Niigata	347	350	360	+10
Toyama	33	54	71	+17
Ishikawa	10	28	46	+18
Fukui	21	27	31	+4
Yamanashi	163	164	170	+6
Nagano	365	376	386	+10
Gifu	77	79	88	+9
Shizuoka	469	495	522	+27
Aichi	575	594	657	+63
Mie	40	45	50	+5
Shiga	166	171	179	+8
Kyoto	185	196	209	+13
Osaka	557	594	646	+52
Hyogo	374	398	425	+27
Nara	61	71	78	+7
Wakayama	40	43	45	+2
Shimane	7	8	8	±0
Okayama	198	210	225	+15
Hiroshima	391	405	429	+24
Yamaguchi	236	240	245	+5
Fukuoka	671	685	706	+21
Saga	140	143	148	+5
Nagasaki	83	92	99	+7
Kumamoto	199	209	227	+18
Oita	80	83	92	+9
Miyazaki	139	141	142	+1
Kagoshima	-	-	55	+55
Total	12,753	13,232	14,005	+773

### (2) Global Seven-Eleven Store Network

As of December 31	2010	2011	2012	Change
Japan*	12,753	13,232	14,005	+773
U.S.A. and Canada	6,389	6,610	7,149	+539
Hawaii	55	55	58	+3
China (Beijing and Tianjin)	92	100	147	+47
China (Chengdu)	-	-	41	+41
Sub-total	19,289	19,997	21,400	+1,403

\* Figures for Japan is as of February 28 or 29.

#### (Area licensee)

As of December 31	2009	2010	2011	Change
South Korea	2,186	3,145	5,249	+2,104
China (Hong Kong and others)	1,565	1,557	1,510	(47)
China (Shanghai)	13	54	94	+40
Taiwan	4,744	4,750	4,801	+51
Thailand	5,270	5,790	6,276	+486
Philippines	446	551	689	+138
Malaysia	1,103	1,212	1,328	+116
Singapore	484	549	561	+12
Indonesia	1	21	57	+36
Australia	393	415	579	+164
U.S.A.	528	523	545	+22
Mexico	1,177	1,223	1,351	+128
Norway	177	173	164	(9)
Sweden	191	189	185	(4)
Denmark	129	144	196	+52
Sub-total	18,407	20,296	23,585	+3,289
Total Worldwide	37,696	40,293	44,985	+4,692

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

2. Figures for "U.S.A. and Canada" are the number of franchised stores and directly operated stores operated by 7-Eleven, Inc.

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

※ As of February 29, 2012, Seven-Eleven Japan operates in 39 prefectures out of 47 prefectures in Japan.

The Company plan to start its store openings in Akita prefecture in the first half of FY2013.

### 3. Store Information of Superstore Operations

#### (1) Superstore (Ito-Yokado)

(Results for the fiscal year ended 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	Nov. 25, 2011	16,500	2,525
	<i>Shokuhinkan</i> Takaido (food specialty store)	Tokyo	Dec. 1, 2011	-	855
	Ario Matsumoto	Nagano	Dec. 16, 2011	13,000	4,735
Closures	Ueda (S&B)	Nagano	Apr. 10, 2011	-	7,605
	Espa Matsumoto	Nagano	Dec. 13, 2011	-	11,471

(Plan for the fiscal year ending February 28, 2013)

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Openings *	<i>Shokuhinkan</i> Nerima-Takanodai	Tokyo	First half	-	-
	<i>Shokuhinkan</i> Waseda	Tokyo	First half	-	-
	Ario Washinomiya	Saitama	Second half	-	-
Closure	THE PRICE Kamagaya	Chiba	Apr. 2012	-	1,825

\* In addition to the store openings above, plans call for five food specialty stores to be opened in the fiscal year ending February 2013.

#### (2) Supermarkets (York-Benimaru)

(Results for the fiscal year ended 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	1,922
	Tomobe-Higashidaira	Ibaraki	July 8, 2011	1,988	1,882
	Ishinomaki-Nakazato	Miyagi	Nov. 11, 2011	2,000	1,870
	Yonezawa-Montomachi	Yamagata	Nov. 25, 2011	1,990	1,883
	Shin-Motomiya-Tatemachi	Fukushima	Dec. 1, 2011	1,700	1,598
	Hiwada	Fukushima	Jan. 27, 2012	2,010	1,900
	Miharu	Fukushima	Feb. 17, 2012	1,720	1,677
Closures	Motomiya-Tatemachi (S&B)	Fukushima	Nov. 23, 2011	1,657	1,453
	Miharu (S&B)	Fukushima	Feb. 11, 2012	1,018	924

(Plan for the fiscal year ending February 28, 2013)

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Openings * <sup>1</sup>	Sendai-Ayashi	Miyagi	Mar. 23, 2012	1,990	1,850
	Yanome	Fukushima	Apr. 27, 2012	2,000	1,900
	Sano-Iseyamacho	Tochigi	July 2012	2,000	1,900
	Minato-Kazuma * <sup>2</sup>	Miyagi	July 2012	3,300	3,200
	Hitachinaka-Higashi-Oshima	Ibaraki	Aug. 2012	2,000	1,900
	Natori-Kamiyoden	Miyagi	Oct. 2012	2,100	2,000
	Yamagata-Kaminoyama	Yamagata	Oct. 2012	3,300	3,200
	Aizumachi-Kitamachi	Fukushima	Nov. 2012	2,000	1,900
	Oyama-Amagaya	Tochigi	Nov. 2012	2,400	2,300
	Iwaki-Sanuka	Fukushima	Jan. 2013	3,300	3,200
	Shin- Sasaya	Fukushima	Feb. 2013	1,650	1,550
Closures * <sup>1</sup>	Sasaya (S&B)	Fukushima	Apr. 23, 2012	1,516	1,431

\*1. In addition to the above, plans call for one store opening and two store closures in the fiscal year ending February 2013.

\*2. The Minato-Kazuma store, which had been closed as a result of the earthquake disaster, is planned to be reopened after remodeling.

Note: S&B stands for scrap and build.

**(3) China (Superstores)****(Results for the fiscal year ended December 31, 2011)**

(Square meters)

	Store name	Location	Date	Sales floor space
Opening	Gao Xin	Chengdu	Nov. 8, 2011	33,300

**(4) China (Supermarkets)****(Results for the fiscal year ended December 31, 2011)**

(Square meters)

	Store name	Location	Date	Sales floor space
Opening	San Li Tun	Beijing	Dec. 2, 2011	2,040

**4. Store Information of Department Store Operations****(Results for the fiscal year ended February 29, 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

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012		2013 (forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
<b>Convenience store operations</b>								
<b>Seven-Eleven Japan</b>								
Investment to new stores	56,056	111.4	48,333	86.2	61,523	127.3		
Investment to existing stores and other	8,346	110.4	6,690	80.2	31,441	470.0		
Software development	1,820	225.0	1,966	108.0	680	34.6		
Total capital expenditures	66,222	112.9	56,989	86.1	93,644	164.3	110,000	117.5
Depreciation and amortization	28,587	108.6	30,831	107.8	38,368	124.4	47,000	122.5
<b>7-Eleven, Inc.</b>								
Investment to new stores	12,225	77.7	19,645	160.7	74,720	380.4		
Investment to existing stores and other	17,230	72.2	25,300	146.8	25,333	100.1		
Software development	8,493	171.7	4,049	47.7	3,421	84.5		
Total capital expenditures *	37,948	85.2	48,996	129.1	103,475	211.2	104,000	100.5
Depreciation and amortization	34,974	91.4	37,444	107.1	37,180	99.3	40,000	107.6
<b>Superstore operations</b>								
<b>Ito-Yokado</b>								
Investment to new stores	40,888	174.8	32,852	80.3	10,507	32.0		
Investment to existing stores and other	4,700	85.7	4,360	92.8	7,326	168.0		
Software development	312	87.4	280	89.7	241	86.1		
Total capital expenditures	45,900	157.0	37,492	81.7	18,074	48.2	32,400	179.3
Depreciation and amortization	13,890	88.5	14,573	104.9	16,822	115.4	16,000	95.1
<b>York-Benimaru</b>								
Investment to new stores	8,518	137.0	4,683	55.0	5,079	108.5		
Investment to existing stores and other	3,633	195.0	2,097	57.7	1,899	90.6		
Software development	408	318.8	849	208.1	96	11.3		
Total capital expenditures	12,560	153.0	7,629	60.7	7,075	92.7	9,000	127.2
Depreciation and amortization	4,886	108.2	5,573	114.1	5,122	91.9	5,500	107.4
<b>Department store operations</b>								
<b>Sogo &amp; Seibu</b>								
Investment to new stores	-	-	-	-	-	-		
Investment to existing stores and other	14,461	138.5	23,079	159.6	11,908	51.6		
Software development	1,019	223.0	2,161	212.1	1,466	67.8		
Total capital expenditures	15,481	142.0	25,240	163.0	13,374	53.0	12,700	95.0
Depreciation and amortization	15,741	90.1	12,779	81.2	12,181	95.3	11,700	96.1

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.

\* Capital expenditures of 7-Eleven, Inc. include goodwill due to the acquisition of retail interests.

## Business Performance of Group Principal Companies

### 1. Convenience Stores Operations

#### ■ Seven-Eleven Japan

##### Sales by product category (total store sales)

(Millions of yen)

Years ended February 28 or 29	2010			2011			2012		
	YOY(%)	Composition (%)		YOY(%)	Composition (%)		YOY(%)	Composition (%)	
Processed food	788,154	100.1	28.3	828,277	105.1	28.1	872,616	105.4	26.6
Fast food	751,949	99.0	27.0	792,906	105.4	26.9	852,933	107.6	26.0
Daily food	336,984	100.8	12.1	359,607	106.7	12.2	403,503	112.2	12.3
Non food	907,909	103.0	32.6	966,814	106.5	32.8	1,151,459	119.1	35.1
Total store sales	2,784,997	100.8	100.0	2,947,606	105.8	100.0	3,280,512	111.3	100.0

##### Net sales increase at existing stores

(%)

Years ended February 28 or 29	2010	2011	2012
Net sales increase at existing stores	(2.1)	+2.2	+6.7
Number of customers	+0.5	+1.1	+2.6
Average spending per customer	(2.6)	+1.1	+4.0

##### Average daily sales per store

(Thousands of yen)

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
Total stores	616	(13)	629	+13	669	+40
Newly opened stores	525	(30)	554	+29	570	+16

##### Gross profit margin

(%)

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
Processed food	37.9	+0.4	38.3	+0.4	38.3	±0.0
Fast food	33.8	+0.3	34.1	+0.3	34.3	+0.2
Daily food	33.1	+0.2	33.3	+0.2	33.2	(0.1)
Non food	19.8	(0.1)	19.8	±0.0	18.6	(1.2)
Total	30.3	+0.1	30.5	+0.2	29.7	(0.8)

##### Selling, general and administrative expenses

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012	
		YOY(%)		YOY(%)		YOY(%)
Advertising expenses	26,279	136.0	28,209	107.3	36,318	128.7
Salaries and wages	51,639	100.5	50,505	97.8	50,710	100.4
Land and building rent	72,117	112.2	79,424	110.1	87,199	109.8
Depreciation and amortization	28,587	108.6	30,831	107.8	38,368	124.4
Utility expenses	30,449	95.9	31,799	104.4	33,124	104.2
Other	76,783	115.4	80,768	105.2	80,494	99.7
Total	285,856	110.1	301,538	105.5	326,216	108.2

\* Depreciation and amortization include amortization on intangible assets.

##### Number of stores by type

(Stores)

Years ended February 28 or 29	2010			2011			2012		
		Change	Composition (%)		Change	Composition (%)		Change	Composition (%)
Number of stores	12,753	+455	100.0	13,232	+479	100.0	14,005	+773	100.0
Type A	4,437	(201)	34.8	4,340	(97)	32.8	4,263	(77)	30.4
Type C	7,703	+757	60.4	8,449	+746	63.9	9,344	+895	66.7
Provisional management contract stores	12	(41)	0.1	1	(11)	0.0	1	±0	0.0
Directly operated stores	601	(60)	4.7	442	(159)	3.3	397	(45)	2.8
Open 24 hours	12,645	+406	99.2	13,079	+434	98.8	13,813	+734	98.6
With liquor license	12,570	+556	98.6	13,072	+502	98.8	13,847	+775	98.9
With tobacco license	11,415	+735	89.5	12,131	+716	91.7	12,997	+866	92.8

##### Payment acceptance service

Years ended February 28 or 29	2010		2011		2012	
		YOY(%)		YOY(%)		YOY(%)
Number of transactions (thousands)	323,966	105.0	342,427	105.7	358,732	104.8
Total value of transactions (million yen)	3,072,749	104.2	3,242,657	105.5	3,432,600	105.9

##### Inventory turnover, Number of employees and Sales floor space

Years ended February 28 or 29	2010		2011		2012	
		Change or YOY(%)		Change or YOY(%)		Change or YOY(%)
Inventory turnover (days)	9.4	(0.2)	9.9	+0.5	9.2	(0.7)
Full-time employees (term-end)	5,763	+221	5,729	(34)	5,686	(43)
Total sales floor space (square meters)	1,571,247	104.8	1,641,368	104.5	1,769,560	107.8

\* Inventory turnover = Average inventory for the period ÷ Average daily sales

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

(Millions of yen)

Years ended December 31	2009		2010		2011			
	YOY(%)	Composition (%)	YOY(%)	Composition (%)	YOY(%)	Composition (%)		
Processed food	336,925	23.9	328,528	97.5	22.3	330,041	100.5	20.3
Fast food	138,781	9.8	137,693	99.2	9.4	136,335	99.0	8.4
Daily food	61,227	4.3	58,442	95.5	4.0	58,393	99.9	3.6
Non food	362,689	25.7	359,241	99.0	24.4	351,902	98.0	21.7
Merchandise	899,624	91.9	883,905	98.3	60.1	876,672	99.2	54.0
Gasoline	512,677	67.3	586,726	114.4	39.9	747,423	127.4	46.0
Total store sales	1,412,301	81.1	1,470,632	104.1	100.0	1,624,095	110.4	100.0

**Net sales increase at existing stores**

(%)

Years ended December 31	2009	2010	2011
U.S. Merchandise sales increase (dollar basis)	+0.6	+1.5	+2.8

**Average daily sales per store**

Years ended February 28 or 29	2009		2010		2011	
	Change	Change	Change	Change	Change	Change
Total stores (dollar basis)	4,256	+6	4,335	+79	4,372	+37
Total stores (thousands of yen)	399	(41)	381	(18)	349	(32)

**Gross profit margin**

(%)

Years ended December 31	2009		2010		2011	
	Change	Change	Change	Change	Change	Change
Gross profit margin	35.2	±0.0	35.1	(0.1)	34.7	(0.4)

**Number of stores**

(Stores)

Years ended December 31	2009		2010		2011	
	Change	Composition (%)	Change	Composition (%)	Change	Composition (%)
Number of stores	6,389	+193	6,610	+221	7,149	+539
Franchised stores	4,649	+429	5,064	+415	5,437	+373
BCP stores (Type A)	174	+74	253	+79	299	+46
Type C	4,475	+355	4,811	+336	5,138	+327
Directly operated stores	1,740	(236)	1,546	(194)	1,712	+166
With Gasoline station	2,495	+9	2,481	(14)	2,719	+238

\*BCP stores stands for Business Conversion Program.

**Sales floor space**

(Square meters)

Years ended December 31	2009		2010		2011	
	YOY(%)	YOY(%)	YOY(%)	YOY(%)	YOY(%)	YOY(%)
Total floor space	1,016,254	102.4	1,066,020	104.9	1,158,089	108.6

## 2. Superstore Operations

### ■ Ito-Yokado

#### Sales by product category

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012				
	YOY(%)	Composition (%)	YOY(%)	Composition (%)	YOY(%)	Composition (%)			
Apparel	240,060	90.4	17.6	255,052	106.2	18.9	240,068	94.1	18.0
Household goods	220,620	93.5	16.2	189,481	85.9	14.0	173,049	91.3	13.0
Food	663,768	97.5	48.6	656,491	98.9	48.7	648,506	98.8	48.6
Merchandise sales	1,124,450	95.1	82.4	1,101,024	97.9	81.6	1,061,624	96.4	79.6
Tenants	222,422	95.9	16.3	233,056	104.8	17.3	252,709	108.4	18.9
Others	17,892	80.1	1.3	15,264	85.3	1.1	19,964	130.8	1.5
Net sales	1,364,765	95.0	100.0	1,349,345	98.9	100.0	1,334,297	98.9	100.0

Notes 1. 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.

2. From FY2012, *Seven Bi no Gardens*, drug and cosmetic stores in Ito-Yokado were transferred into Seven Health Care Co., Ltd. The year-on-year figures calculated by adjusting previous year results in accordance with FY2012 would be 98.2% for "household goods" and 97.6% for merchandise sales."

#### Net sales increase at existing stores

(%)

Years ended February 28 or 29	2010	2011	2012
Net sales increase at existing stores	(5.7)	(2.5)	(2.6)
Number of customers	(1.7)	(1.3)	(4.6)
Average spending per customer	(4.1)	(1.2)	+2.0

#### Gross profit margin

(%)

Years ended February 28 or 29	2010		2011		2012	
	Change	Change	Change	Change		
Apparel	36.3	(1.9)	35.0	-	36.4	+1.4
Household goods	29.8	(0.1)	31.4	-	31.8	+0.4
Food	26.1	(0.3)	26.1	+0.0	26.7	+0.6
Total	29.0	(0.8)	29.1	+0.1	29.7	+0.6

Notes 1. 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.

2. From FY2012, *Seven Bi no Gardens*, drug and cosmetic stores in Ito-Yokado were transferred into Seven Health Care Co., Ltd. The change figures calculated by adjusting previous year results in accordance with FY2012 would be +0.5% for "household goods" and +0.7% for merchandise sales."

#### Selling, general and administrative expenses

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012	
	YOY(%)	YOY(%)	YOY(%)	YOY(%)		
Advertising and decoration expenses	33,467	78.9	33,083	98.9	32,562	98.4
Salaries and wages	148,034	98.4	142,946	96.6	142,452	99.7
Land and building rent	70,905	98.5	69,281	97.7	67,900	98.0
Depreciation and amortization	13,890	88.5	14,573	104.9	16,822	115.4
Utility expenses	18,928	83.4	18,943	100.1	18,480	97.6
Other	76,763	94.6	75,056	97.8	72,761	96.9
Total	361,989	94.2	353,884	97.8	350,981	99.2

\* Depreciation and amortization include amortization on intangible assets.

#### Inventory turnover and Loss ratio

Years ended February 28 or 29	2010		2011		2012	
	Change	Change	Change	Change		
Inventory turnover (days)	25.0	(2.9)	26.8	+1.8	27.7	+0.9
Loss ratio (%)	8.9	+0.4	9.6	+0.7	8.8	(0.8)

\* Inventory turnover = Inventories at the end of period (Cost basis) ÷ Cost of merchandise sales × Annual operating days

\* Loss ratio = (Markdown + Abandonment) ÷ Merchandise sales

#### Number of employees

Years ended February 28 or 29	2010		2011		2012	
	Change	Change	Change	Change		
Full-time employees (term-end)	9,642	(105)	9,484	(158)	9,136	(348)
Full-time employees (average)	9,351	(283)	9,114	(237)	8,762	(352)
Part-time employees	30,721	(1,460)	30,130	(591)	29,349	(781)
Ratio to total (%)	76.7	(0.3)	76.8	+0.1	77.0	+0.2
Sales per employee (thousands of yen)	28,061	(214)	28,056	(5)	27,856	(200)

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

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

#### Sales floor space

(Square meters)

Years ended February 28 or 29	2010		2011		2012	
	YOY(%)	YOY(%)	YOY(%)	YOY(%)		
Total sales floor space	2,661,184	102.0	2,673,225	100.5	2,704,252	101.2
Directly managed floor space	1,723,580	99.3	1,678,730	97.4	1,665,268	99.2
Weighted average floor space	1,745,451	99.4	1,705,970	97.7	1,668,709	97.8
Sales per square meters (thousands of yen)	644	95.7	645	100.2	636	98.6

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

**Sales by product category**

(Millions of yen)

Years ended February 28 or 29	2010			2011			2012		
	YOY(%)	Composition (%)		YOY(%)	Composition (%)		YOY(%)	Composition (%)	
Fresh food	105,558	99.9	31.3	106,107	100.5	31.4	108,226	102.0	31.5
Processed food	82,862	102.5	24.6	82,861	100.0	24.5	83,542	100.8	24.4
Daily food	63,017	100.8	18.7	64,042	101.6	19.0	65,222	101.8	19.0
Food Total	251,439	101.0	74.5	253,011	100.6	74.9	256,991	101.6	74.9
Apparel	17,230	93.5	5.1	16,586	96.3	4.9	17,358	104.7	5.1
Household goods	18,729	100.1	5.5	18,908	101.0	5.6	19,474	103.0	5.7
Merchandise sales	287,398	100.4	85.2	288,506	100.4	85.4	293,824	101.8	85.7
Tenants	50,107	96.5	14.8	49,227	98.2	14.6	49,120	99.8	14.3
Net sales	337,506	99.8	100.0	337,734	100.1	100.0	342,944	101.5	100.0

**Net sales increase at existing stores**

(%)

Years ended February 28 or 29	2010	2011	2012
Net sales increase at existing stores	(3.7)	(4.1)	+1.5
Number of customers	(2.1)	(4.1)	(3.3)
Average spending per customer	(1.6)	±0.0	+4.9

**Gross profit margin**

(%)

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
Food	26.1	(0.4)	26.0	(0.1)	26.3	+0.3
Apparel	33.3	(0.1)	33.6	+0.3	34.6	+1.0
Household goods	27.7	+0.3	27.4	(0.3)	28.2	+0.8
Total	26.7	(0.3)	26.6	(0.1)	27.0	+0.4

**Selling, general and administrative expenses**

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012	
	YOY(%)		YOY(%)		YOY(%)	
Advertising and decoration expenses	4,573	110.2	4,420	96.7	4,256	96.3
Salaries and wages	40,771	104.8	41,073	100.7	39,516	96.2
Land and building rent	8,351	100.5	8,632	103.4	8,193	94.9
Depreciation and amortization	4,886	108.2	5,573	114.1	5,122	91.9
Utility expenses	4,908	91.6	5,099	103.9	4,576	89.7
Other	19,859	98.6	13,399	67.5	13,019	97.2
Total	83,351	102.4	78,200	93.8	74,686	95.5

\* Depreciation and amortization include amortization on intangible assets.

**Inventory turnover and Loss ratio**

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
Inventory turnover (days)	14.0	+0.2	14.6	+0.6	13.8	(0.8)
Loss ratio (%)	4.9	+1.3	6.3	+1.4	6.4	+0.1

\* Inventory turnover = Inventories at the end of period (Cost basis) ÷ Cost of merchandise sales × Annual operating days

\* Loss ratio = (Markdown + Abandonment) ÷ Merchandise sales

**Number of employees**

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
Full-time employees (term-end)	2,496	+66	2,508	+12	2,495	(13)
Full-time employees (average)	2,472	+85	2,555	+83	2,532	(23)
Part-time employees	10,582	+228	10,606	+24	10,165	(441)
Ratio to total (%)	81.1	(0.2)	80.6	(0.5)	80.1	(0.5)
Sales per employee (thousands of yen)	22,016	(442)	21,921	(95)	23,141	+1,220

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

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

**Sales floor space**

(Square meters)

Years ended February 28 or 29	2010		2011		2012	
	YOY(%)		YOY(%)		YOY(%)	
Total floor space	547,920	104.5	560,684	102.3	573,187	102.2
Directly managed floor space	409,360	103.4	421,362	102.9	433,346	102.8
Weighted average floor space	402,682	103.8	415,799	103.3	408,852	98.3
Sales per square meters (thousands of yen)	713	96.7	693	97.2	718	103.6

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

**(Reference) York-Benimaru including Life Foods**

(Millions of yen)

Years ended February 28 or 29	2010		2011		2011	
	YOY(%)		YOY(%)		YOY(%)	
Operating income	11,654	82.8	11,528	98.9	18,407	159.6

\* Life Foods is an affiliate which produces and sells delicatessen in York-Benimaru stores.



### 3. Department Store Operations

#### ■ Sogo & Seibu

##### Sales results of key stores

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012	
		YOY(%)		YOY(%)		YOY(%)
Ikebukuro	160,562	94.9	167,268	104.2	176,475	105.5
Yokohama	101,788	91.2	101,710	99.9	100,996	99.3
Chiba	76,771	92.7	77,967	101.6	78,632	100.9
Kobe	49,572	92.8	50,158	101.2	48,279	96.3
Hiroshima	43,082	91.3	41,973	97.4	41,446	98.7
Shibuya	43,583	86.3	42,325	97.1	39,802	94.0
Omiya	33,067	91.4	32,928	99.6	32,418	98.5

##### Sales by product category

(Millions of yen)

Years ended February 28 or 29	2010			2011			2012		
		YOY(%)	Composition (%)		YOY(%)	Composition (%)		YOY(%)	Composition (%)
Apparel	401,850	88.2	47.4	384,419	95.7	46.1	361,550	94.1	44.2
Household goods	81,576	90.1	9.6	80,679	98.9	9.7	79,476	98.5	9.7
Food	165,458	98.8	19.5	170,098	102.8	20.4	170,707	100.4	20.9
Merchandise sales	648,885	91.0	76.6	635,198	97.9	76.1	611,735	96.3	74.8
Tenants	155,673	93.7	18.4	159,243	102.3	19.1	164,297	103.2	20.1
Corporate sales	42,485	106.0	5.0	40,281	94.8	4.8	41,895	104.0	5.1
Net sales	847,044	92.1	100.0	834,723	98.5	100.0	817,927	98.0	100.0

##### Net sales increase at existing stores

(%)

Years ended February 28 or 29	2010	2011	2012
Net sales increase at existing stores	(8.4)	±0.0	(0.5)

##### Gross profit margin

(%)

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
Apparel	29.5	(0.6)	29.1	(0.4)	29.0	(0.1)
Household goods	25.5	(0.6)	25.4	(0.1)	25.0	(0.4)
Food	17.1	±0.0	17.0	(0.1)	16.8	(0.2)
Total	25.8	(0.8)	25.4	(0.4)	25.1	(0.3)

##### Selling, general and administrative expenses

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012	
		YOY(%)		YOY(%)		YOY(%)
Advertising and decoration expenses	26,702	93.0	25,838	96.8	26,245	101.6
Salaries and wages	55,066	96.2	52,483	95.3	49,871	95.0
Land and building rent	46,964	101.0	47,658	101.5	44,222	92.8
Depreciation and amortization	15,741	90.1	12,779	81.2	12,181	95.3
Utility expenses	10,063	89.4	10,023	99.6	9,343	93.2
Other	45,848	98.8	43,254	94.3	38,909	90.0
Total	200,386	96.5	192,039	95.8	180,772	94.1

\* Depreciation and amortization include amortization on intangible assets.

##### Number of employees

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
Full-time employees (term-end)	5,416	(33)	5,228	(188)	4,975	(253)
Full-time employees (average)	5,571	+24	5,362	(209)	5,128	(234)
Part-time employees	5,587	+424	5,404	(183)	5,179	(225)
Ratio to total (%)	50.1	+1.9	50.2	+0.1	50.2	±0.0

\* 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 or 29	2010		2011		2012	
		YOY(%)		YOY(%)		YOY(%)
Total floor space	939,911	97.7	924,980	98.4	894,481	96.7
Weighted average floor space	953,584	99.1	937,423	98.3	922,674	98.4
Sales per square meters (thousands of yen)	888	93.0	890	100.2	886	99.6

\* Sales per square meters = Net sales ÷ Weighted average floor space

## 4. Food Services

### ■ Seven & i Food Systems

#### Sales results by operations

(Millions of yen)

Years ended February 28 or 29	2010			2011			2012		
		YOY(%)	Composition (%)		YOY(%)	Composition (%)		YOY(%)	Composition (%)
Restaurant operations	69,394	82.5	80.8	63,668	91.7	80.0	60,821	95.5	78.6
Meal provision service business	7,926	98.1	9.2	8,189	103.3	10.3	9,346	114.1	12.1
Fast food operations	8,564	86.3	10.0	7,751	90.5	9.7	7,231	93.3	9.3
Total	85,885	84.1	100.0	79,609	92.7	100.0	77,400	97.2	100.0

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

Years ended February 28 or 29	2010	2011	2012
Net sales increase at existing stores	(7.2)	+0.5	(1.0)
Number of customers	(2.1)	+0.7	(2.6)
Average spending per customer	(5.2)	(0.2)	+1.6

#### [Restaurant division] Gross profit margin

(%)

Years ended February 28 or 29	2010	2011	2012
		Change	Change
Merchandise GP Margin	67.3	+0.8	68.3
		+1.0	68.3
			±0.0

#### Selling, general and administrative expenses

(Millions of yen)

Years ended February 28 or 29	2010		2011		2012	
		YOY(%)		YOY(%)		YOY(%)
Advertising and decoration expenses	852	86.6	762	89.5	1,007	132.1
Salaries and wages	34,678	87.6	31,725	91.5	30,716	96.8
Land and building rent	9,822	86.1	8,512	86.7	7,858	92.3
Depreciation and amortization	1,001	57.3	634	63.4	560	88.3
Utility expenses	4,865	78.9	4,397	90.4	4,293	97.6
Other	8,540	84.1	7,623	89.3	7,274	95.4
Total	59,761	85.3	53,656	89.8	51,711	96.4

\* Depreciation and amortization include amortization on intangible assets.

#### Number of employees

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
Full-time employees (term-end)	1,584	(38)	1,351	(233)	1,286	(65)
Full-time employees (average)	1,646	(89)	1,527	(119)	1,319	(208)
Part-time employees	11,073	(1,931)	10,403	(670)	10,432	+29
Ratio to total (%)	87.1	(1.2)	87.2	+0.1	88.8	+1.6

\* 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 or 29	2010		2011		2012	
		% of stores of ATMs		% of stores of ATMs		% of stores of ATMs
Seven-Eleven Japan	13,590	99.9	14,205	99.9	15,077	99.8
Ito-Yokado	280	98.9	279	98.8	299	98.3
York-Benimaru	23	13.4	40	22.9	60	33.5
York Mart	30	48.4	35	53.8	40	58.8
Others	59	-	80	-	74	-
Net ATMs in the Group	13,982	-	14,639	-	15,550	-
Net ATMs outside the Group	588	-	717	-	990	-
Total	14,570	-	15,356	-	16,540	-

#### Average number of transaction per day per ATM during the period

Years ended February 28 or 29	09/3 to 10/2		10/3 to 11/2		11/3 to 12/2	
		Change		Change		Change
Average number of transactions	114.4	+0.4	113.1	(1.3)	112.2	(0.9)

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

(10 thousands)

Years ended February 28 or 29	2010		2011		2012	
		Change		Change		Change
<b>Credit Cards</b>						
Seven Card	297	+16	311	+14	322	+11
CLUB ON/Millennium CARD SAISON	-	-	-	-	312	-
Electronic money ( <i>nanaco</i> )	980	+230	1,285	+305	1,636	+351
Cash card (Seven Bank)	76	+9	87	+11	96	+9

Notes: 1. IY Card changed its name and its card design to Seven Card from issuance in July 2011.

2. Seven Card and CLUB ON/Millennium CARD SAISON issued represent only the number of effective card members.

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

4. The number of *nanaco* includes the number of mobile *nanaco* holders.