

# Brief Summary for the First Quarter of FY2013

July 5, 2012 Seven & i Holdings Co., Ltd.

## Major Factors for Changes in Financial Results for the First Quarter of FY2013

| (1) Consolidated I       | Results   |        |                              | (Billions of yen)   |
|--------------------------|-----------|--------|------------------------------|---|
|                          | 1Q FY2013 | YOY    | Comparison with<br>1Q FY2011 | Major Factors   |
| Total Group sales*       | 2,039.9   | 108.7% | 112.5%                       | Contributions from higher sales of SEJ and SEI total store sales  |
| Revenues from operations | 1,207.0   | 107.5% | 96.9%                        | <ul> <li>Revenues from operations growth in all business segments centered on convenience store operations</li> <li>Revenues from operations down compared to 1Q FY2011 due to change in accounting method related to 7-Eleven, Inc.</li> </ul> |
| Operating income         | 67.2      | 98.6%  | 128.3%                       | Convenience store operations were favorable, but superstore<br>operations were down by rebound from the earthquake  |
| Net income               | 32.5      | 248.7% | 134.2%                       | Special losses decreased drasctically compared to 1Q FY2012,<br>when loss on disaster of 18.1 billion yen and loss on adjustment<br>for changes of accounting standard for asset retirement obligations<br>of 22.5 billion yen were recorded    |

\*Total Group sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees.

#### (2) Geographic Area Segment Information (excluding Japan)

|                | 1Q FY2013 | YOY    | Comparison with<br>1Q FY2011 | Major Factors   |
|----------------|-----------|--------|------------------------------|---|
| North America  | 4.5       | 803.1% | 300.9%                       | Contributions of 7-Eleven, Inc.   |
| Others (China) | 0.3       | 38.8%  | 58.2%                        | Impacted by difference in Chinese New Year period and increase of expenses related to new store opening by Chengdu Ito-Yokado |

### (3) Operating Income of Group Principal Companies

|                       | 1Q FY2013 | YOY    | Comparison with<br>1Q FY2011 | Major Factors  |
|-----------------------|-----------|--------|------------------------------|--|
| Seven-Eleven<br>Japan | 45.4      | 103.9% | 116.3%                       | <ul> <li>Strong sales centered on original daily products including fast<br/>food and private-brand products regardless of higher expenses<br/>associated with investment in existing stores</li> <li>Achieved record highs of 260 store openings, net increase in<br/>stores of 191 in 1Q FY2013</li> </ul>             |
| 7-Eleven, Inc.        | 5.6       | 336.8% | 169.4%                       | <ul> <li>Merchandise sales and gross profit margins improved greatly<br/>due to strong sales of core products such as beverages and fresh<br/>food</li> <li>Gasoline sales and gross profits improved</li> </ul>   |
| Ito-Yokado            | 2.3       | 42.7%  | 199.6%                       | <ul> <li>Gross profit margins down due to post-earthquake price<br/>reduction limiting and food sales weak due to rebound from the<br/>earthquake</li> <li>Gross profit margin improved +1.3 percentage points compared<br/>to 1Q FY2011 by expanding private-brand products and<br/>reducing markdown losses</li> </ul> |
| York-Benimaru         | 2.9       | 54.6%  | 171.6%                       | <ul> <li>Sales up substantially due to rebound from the earthquake, but gross profit margin declined due to post-earthquake price reduction limiting</li> <li>Existing stores sales increase and merchandise gross profit margin were relatively unchanged from 1Q FY2011</li> </ul>                                     |
| Sogo & Seibu          | 1.2       | 109.8% | 589.9%                       | Sales up centered on SEIBU Ikebukuro flagship store  |

#### ONSOLIDATED RESULTS

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| 1. Financial Results            |              |         |              |         |               |          | (Million                 | ns of yen) |
|---------------------------------|--------------|---------|--------------|---------|---------------|----------|--------------------------|------------|
|                                 | Three Months |         | Three Months |         | Fiscal Year   |          | Fiscal Year E            |            |
|                                 | May 31, 2    |         | May 31, 2    |         | Feb. 29, 2012 |          | Feb. 28, 2013 (Forecast) |            |
|                                 |              | YOY(%)  |              | YOY(%)  |               | YOY(%)   |                          | YOY(%)     |
| Total Group sales <sup>*1</sup> | 1,877,345    | 103.5   | 2,039,986    | 108.7   | 8,048,156     | 106.6    | 8,550,000                | 106.2      |
| Revenues from operations        | 1,122,350    | 90.1    | 1,207,028    | 107.5   | 4,786,344     | 93.5     | 5,060,000                | 105.7      |
| Convenience store operations    | 375,121      | 77.9    | 443,292      | 118.2   | 1,690,924     | 83.0     | 1,870,000                | 110.6      |
| Superstore operations           | 489,903      | 99.1    | 497,947      | 101.6   | 1,992,298     | 100.5    | 2,060,000                | 103.4      |
| Department store operations     | 209,568      | 94.5    | 212,892      | 101.6   | 900,222       | 98.4     | 906,000                  | 100.6      |
| Food services                   | 18,275       | 89.1    | 19,689       | 107.7   | 78,026        | 97.3     | 80,000                   | 102.5      |
| Financial services              | 30,159       | 108.7   | 34,606       | 114.7   | 129,601       | 121.2    | 140,000                  | 108.0      |
| Other                           | 11,511       | 145.3   | 12,570       | 109.2   | 47,464        | 133.3    | 65,000                   | 136.9      |
| Eliminations / corporate        | (12,189)     | -       | (13,970)     | -       | (52,193)      | -        | (61,000)                 | -          |
| Operating income (loss)         | 68,228       | 130.1   | 67,291       | 98.6    | 292,060       | 120.0    | 315,000                  | 107.9      |
| Convenience store operations    | 44,875       | 110.6   | 50,407       | 112.3   | 214,637       | 109.8    | 228,900                  | 106.6      |
| Superstore operations           | 14,490       | 318.8   | 6,851        | 47.3    | 32,432        | 206.5    | 35,000                   | 107.9      |
| Department store operations     | 1,231        | 880.9   | 1,149        | 93.4    | 9,948         | 176.9    | 12,900                   | 129.7      |
| Food services                   | (5)          | -       | (97)         | -       | (95)          | -        | 1,300                    | -          |
| Financial services              | 7,421        | 97.8    | 8,639        | 116.4   | 33,778        | 119.2    | 35,600                   | 105.4      |
| Other                           | 621          | -       | 836          | 134.7   | 2,304         | -        | 2,800                    | 121.5      |
| Eliminations / corporate        | (404)        | -       | (494)        | -       | (945)         | -        | (1,500)                  | -          |
| Non-operating income            | 2,428        | 85.8    | 2,580        | 106.3   | 10,150        | 97.7     |                          |            |
| Non-operating expenses          | 2,444        | 93.8    | 2,954        | 120.9   | 9,039         | 83.5     |                          |            |
| Ordinary income                 | 68,213       | 129.5   | 66,917       | 98.1    | 293,171       | 120.7    | 312,000                  | 106.4      |
| Special gains                   | 6,115        | 663.1   | 427          | 7.0     | 10,428        | 46.0     |                          |            |
| Special losses                  | 44,912       | 968.9   | 6,012        | 13.4    | 72,782        | 172.2    |                          |            |
| Income before income taxes and  | 29,417       | 60.1    | 61,333       | 208.5   | 230,817       | 103.4    |                          |            |
| minority interests              | ,            |         | , í          |         | ,             |          |                          |            |
| Net income                      | 13,105       | 53.9    | 32,591       | 248.7   | 129,837       | 116.0    | 155,000                  | 119.4      |
| Not income non chang            | yen          | %       | yen          | %       | yen           | %        | yen                      |            |
| Net income per share            | 14.83        | 54.8    | 36.89        | 248.8   | 146.96        | 116.4    | 175.43                   | 119.4      |
| Number of shares outstanding    |              |         |              |         |               | (shares) |                          |            |
| Average <sup>*2</sup>           | 883,4        | 473,467 | 883,5        | 523,995 | 883,4         | 499,397  |                          |            |
| End of period <sup>*2</sup>     | 883,5        | 506,296 | 883,5        | 534,037 | 883,5         | 506,457  |                          |            |
|                                 |              |         |              |         |               |          | •                        |            |

\*1. Total Group sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees.

Convenience store's total sales including total store sales of Seven-Eleven Japan and 7-Eleven, Inc. for three months ended 2011 and 2012, fiscal year ended Feb. 29, 2012, and fiscal year ending Feb. 28, 2013 are 1,130,116 million yen, 1,276,250 million yen, 4,952,736 million yen and 5,360,000 million yen, respectively.

\*2. Excluding treasury stock

#### **Exchange rates**

| 8                 |          |                    |                    |                   |                          |
|-------------------|----------|--------------------|--------------------|-------------------|--------------------------|
|                   |          | Three Months Ended | Three Months Ended | Fiscal Year Ended | Fiscal Year Ending       |
|                   |          | May 31, 2011       | May 31, 2012       | Feb. 29, 2012     | Feb. 28, 2013 (Forecast) |
| Income statements | U.S.\$1= | 82.31 yen          | 79.35 yen          | 79.80 yen         | 80.00 yen                |
|                   | 1 yuan=  | 12.52 yen          | 12.66 yen          | 12.32 yen         | 12.50 yen                |
| Balance sheets    | U.S.\$1= | 83.15 yen          | 82.19 yen          | 77.74 yen         | -                        |
|                   | 1 yuan=  | 12.68 yen          | 13.05 yen          | 12.31 yen         | -                        |

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

|                              |              |        |                    | 0           |             |        |                          |
|------------------------------|--------------|--------|--------------------|-------------|-------------|--------|--------------------------|
|                              | Three Months | Ended  | Three Months Ended |             | Fiscal Year | Ended  | Fiscal Year Ending       |
|                              | May 31, 2011 |        | May 31, 2012       |             | Feb. 29, 2  | ~      | Feb. 28, 2013 (Forecast) |
|                              |              | YOY(%) |                    | YOY(%)      |             | YOY(%) | YOY(%)                   |
| Operating income (loss)      | 71,670       | 126.8  | 70,745             | <b>98.7</b> | 304,975     | 117.5  | 329,000 107.9            |
| Convenience store operations | 46,014       | 108.4  | 51,525             | 112.0       | 218,257     | 107.7  |                          |
| Superstore operations        | 15,333       | 284.6  | 7,694              | 50.2        | 35,804      | 187.7  |                          |
| Department store operations  | 2,544        | 175.1  | 2,471              | 97.1        | 15,201      | 139.8  |                          |
| Food services                | (5)          | -      | (97)               | -           | (95)        | -      |                          |
| Financial services           | 7,552        | 98.8   | 8,795              | 116.5       | 34,388      | 120.2  |                          |
| Other                        | 635          | -      | 851                | 133.9       | 2,363       | -      |                          |
| Eliminations / corporate     | (404)        | -      | (494)              | -           | (945)       | -      |                          |

Note: From the fiscal year ended December 2011, 7-Eleven, Inc., categorized under convenience store operations changed its accounting method for revenues from operations.

(Millions of yen)

### 2. Segment Information

| (1) Business Segment Infor    | mation      | nation |        |           |                    |          | (Millions of yen)                    |               |            |  |
|-------------------------------|-------------|--------|--------|-----------|--------------------|----------|--------------------------------------|---------------|------------|--|
|                               | Three Month |        |        | Months E  |                    |          | Fiscal Year Ended Fiscal Year Ending |               |            |  |
|                               | May 31, 2   | 2011   | Ma     | y 31, 201 |                    | Feb. 29, | 2012                                 | Feb. 28, 2013 | (Forecast) |  |
|                               |             | YOY(%) |        | YOY(%)    | Composition<br>(%) |          | YOY(%)                               |               | YOY(%)     |  |
| Capital expenditures          |             |        |        |           |                    |          |                                      |               |            |  |
| Convenience store operations  | 24,231      | 116.1  | 38,008 | 156.9     | 60.3               | 164,973  | 155.1                                | 216,000       | 130.9      |  |
| Superstore operations         | 11,113      | 164.8  | 8,817  | 79.3      | 14.0               | 40,284   | 74.4                                 | 55,000        | 136.5      |  |
| Department store operations   | 6,632       | 99.4   | 5,297  | 79.9      | 8.4                | 16,068   | 57.8                                 | 15,500        | 96.5       |  |
| Food services                 | 77          | 37.0   | 386    | 499.2     | 0.6                | 831      | 157.6                                | 3,000         | 360.8      |  |
| Financial services            | 6,400       | 127.0  | 8,960  | 140.0     | 14.2               | 26,783   | 136.5                                | 32,200        | 120.2      |  |
| Others                        | 1,525       | 641.7  | 1,168  | 76.6      | 1.9                | 3,114    | 2.4                                  | 4,000         | 128.4      |  |
| Corporate                     | 557         | 18.6   | 391    | 70.3      | 0.6                | 3,371    | 121.5                                | 300           | 8.9        |  |
| Total                         | 50,538      | 118.1  | 63,030 | 124.7     | -                  | 255,426  | 75.4                                 | 326,000       | 127.6      |  |
| Depreciation and amortization |             |        |        |           |                    |          |                                      |               |            |  |
| Convenience store operations  | 17,089      | 102.9  | 19,142 | 112.0     | 52.6               | 73,291   | 106.6                                | 87,700        | 119.7      |  |
| Superstore operations         | 6,492       | 119.0  | 6,836  | 105.3     | 18.8               | 28,626   | 110.6                                | 29,300        | 102.4      |  |
| Department store operations   | 3,342       | 92.4   | 3,630  | 108.6     | 10.0               | 14,010   | 97.6                                 | 13,300        | 94.9       |  |
| Food services                 | 154         | 75.6   | 151    | 98.0      | 0.4                | 667      | 82.2                                 | 700           | 104.9      |  |
| Financial services            | 4,671       | 91.4   | 5,728  | 122.6     | 15.7               | 20,331   | 98.3                                 | 24,200        | 119.0      |  |
| Others                        | 619         | 353.3  | 619    | 100.0     | 1.7                | 2,588    | 161.9                                | 3,300         | 127.5      |  |
| Corporate                     | 99          | 138.0  | 266    | 266.4     | 0.7                | 480      | 149.1                                | 500           | 104.2      |  |
| Total                         | 32,470      | 103.9  | 36,375 | 112.0     | -                  | 139,994  | 105.7                                | 159,000       | 113.6      |  |
| Amortization of goodwill      |             |        |        |           |                    |          |                                      |               |            |  |
| Convenience store operations  | 1,139       | 61.6   | 1,117  | 98.1      | 32.4               | 3,620    | 50.2                                 |               | /          |  |
| Superstore operations         | 843         | 100.0  | 843    | 100.0     | 24.4               | 3,372    | 100.0                                |               |            |  |
| Department store operations   | 1,313       | 100.0  | 1,321  | 100.7     | 38.3               | 5,253    | 100.0                                |               |            |  |
| Food services                 | -           | -      | -      | -         | -                  | -        | -                                    |               |            |  |
| Financial services            | 131         | 208.7  | 156    | 119.4     | 4.5                | 610      | 235.6                                |               |            |  |
| Others                        | 14          | 163.5  | 14     | 100.0     | 0.4                | 58       | 134.8                                |               | /          |  |
| Total                         | 3,441       | 84.4   | 3,454  | 100.4     | -                  | 12,915   | 80.0                                 | ] /           |            |  |
| Impairment loss               |             |        |        |           |                    |          |                                      |               |            |  |
| Convenience store operations  | 1,499       | 109.4  | 2,071  | 138.2     | 61.1               | 4,301    | 72.4                                 |               |            |  |
| Superstore operations         | 202         | 145.4  | 454    | 224.1     | 13.4               | 7,238    | 174.9                                |               |            |  |
| Department store operations   | 299         | -      | 667    | 222.8     | 19.7               | 2,059    | 20.0                                 |               |            |  |
| Food services                 | 123         | 225.4  | 129    | 104.9     | 3.8                | 428      | 113.1                                |               |            |  |
| Financial services            | -           | -      | 67     | -         | 2.0                | 97       | 15.4                                 |               |            |  |
| Others                        | -           | -      | -      | -         | -                  | 334      | 559.6                                | ] /           |            |  |
| Total                         | 2,125       | 133.9  | 3,390  | 159.5     | -                  | 14,460   | 67.4                                 | V             |            |  |

 Iotal
 2,125
 133.9
 3,390
 159.5
 14,400
 67.4
 μ

 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. Capital expenditures include investments related to openings of stores for each fiscal year and beyond.

| (2) Geographic Area Segn | nent Informa | tion     | _         |           |                    | (Million          | ns of yen) |  |
|--------------------------|--------------|----------|-----------|-----------|--------------------|-------------------|------------|--|
|                          | Three Month  | ns Ended | Three     | Months E  | nded               | Fiscal Year Ended |            |  |
|                          | May 31, 2    | 2011     | Ma        | y 31, 201 |                    | Feb. 29,          | 2012       |  |
|                          |              | YOY(%)   |           | YOY(%)    | Composition<br>(%) |                   | YOY(%)     |  |
| Revenues from operations |              |          |           |           |                    |                   |            |  |
| Japan                    | 859,807      | 98.5     | 886,016   | 103.0     | 73.4               | 3,590,917         | 101.1      |  |
| North America            | 237,769      | 68.1     | 293,340   | 123.4     | 24.3               | 1,106,449         | 74.5       |  |
| Others                   | 24,964       | 102.1    | 27,827    | 111.5     | 2.3                | 89,524            | 104.1      |  |
| Eliminations             | (190)        | -        | (156)     | -         | -                  | (546)             | -          |  |
| Total                    | 1,122,350    | 90.1     | 1,207,028 | 107.5     | -                  | 4,786,344         | 93.5       |  |
| Operating income         |              |          |           |           |                    |                   |            |  |
| Japan                    | 66,652       | 132.7    | 62,332    | 93.5      | 92.6               | 261,531           | 121.5      |  |
| North America            | 568          | 37.5     | 4,568     | 803.1     | 6.8                | 29,181            | 111.3      |  |
| Others                   | 1,002        | 150.0    | 388       | 38.8      | 0.6                | 1,324             | 71.3       |  |
| Eliminations             | 5            | -        | 1         | -         | -                  | 22                | -          |  |
| Total                    | 68,228       | 130.1    | 67,291    | 98.6      | -                  | 292,060           | 120.0      |  |

Note: "Others" consists of the business results in China.

#### 3. Interest-Bearing Debt

| . Interest-Bearing Debt                  | Three Mon | ths Ended | Three Montl | ns Ended | Fiscal Year   | llions of yes |  |
|--|-----------|-----------|-------------|----------|---------------|---------------|--|
|  | May 31    |           | May 31,     |          | Feb. 29, 2012 |               |  |
|  |           | YOY(%)    |             | YOY(%)   | YOY(%)        |               |  |
| Short-term loans                         | 194,100   | 147.6     | 139,900     | 72.1     | 139,690       | 128.9         |  |
| Current portion of long-term loans       | 120,908   | 149.8     | 99,914      | 82.6     | 88,786        | 69.8          |  |
| Current portion of bonds                 | 36,000    | -         | 10,000      | 27.8     | 10,000        | 27.7          |  |
| Commercial paper                         | -         | -         | -           | -        | 21,455        | 335.7         |  |
| Sub-total                                | 351,008   | 164.5     | 249,814     | 71.2     | 259,931       | 93.5          |  |
| Bonds                                    | 263,974   | 139.0     | 293,979     | 111.4    | 253,978       | 96.2          |  |
| Long-term loans                          | 174,834   | 71.6      | 257,457     | 147.3    | 198,167       | 111.8         |  |
| Commercial paper                         | 18,458    | 80.0      | -           | -        | -             |               |  |
| Sub-total                                | 457,266   | 100.0     | 551,437     | 120.6    | 452,145       | 100.6         |  |
| Total                                    | 808,275   | 120.5     | 801,251     | 99.1     | 712,077       | 97.9          |  |
| Ratio to total assets (%)                | 20.6      | +2.0      | 19.6        | (1.0)    | 18.3          | (1.2          |  |
| Ratio to owners' equity (%)              | 47.7      | +7.8      | 44.8        | (2.9)    | 40.3          | (2.4          |  |
| terest-Bearing Debt by Business Segn     | ient      | _         |             |          |               |               |  |
| Convenience store operations             | 18,485    | 65.0      | 61,642      | 333.5    | 29,252        | 173.4         |  |
| Superstore operations                    | 26,326    | 92.9      | 23,573      | 89.5     | 26,219        | 93.4          |  |
| Department store operations              | 270,393   | 89.3      | 200,684     | 74.2     | 200,154       | 73.5          |  |
| Food services                            | -         | -         | -           | -        | -             |               |  |
| Others                                   | 1,875     | 71.4      | 1,125       | 60.0     | 1,500         | 66.7          |  |
| Corporate                                | 209,974   | 210.0     | 209,979     | 100.0    | 209,978       | 100.0         |  |
| Sub-total (excluding financial services) | 527,054   | 114.0     | 497,004     | 94.3     | 467,103       | 88.2          |  |
| Financial services                       | 281,220   | 134.9     | 304,247     | 108.2    | 244,973       | 123.8         |  |
| Total                                    | 808,275   | 120.5     | 801,251     | 99.1     | 712,077       | 97.9          |  |

#### **Bond Information**

(As of May 31, 2012)

|                                       | Amount         | Date of issue | Coupon | Redemption date |
|---------------------------------------|----------------|---------------|--------|-----------------|
| Issued by Seven & i Holdings          |                |               |        |                 |
| 1st unsecured domestic straight bonds | 40 billion yen | July 3, 2008  | 1.48%  | June 20, 2013   |
| 2nd unsecured domestic straight bonds | 30 billion yen | July 3, 2008  | 1.68%  | June 19, 2015   |
| 3rd unsecured domestic straight bonds | 30 billion yen | July 3, 2008  | 1.94%  | June 20, 2018   |
| 4th unsecured domestic straight bonds | 30 billion yen | June 29, 2010 | 0.541% | June 19, 2015   |
| 5th unsecured domestic straight bonds | 20 billion yen | June 29, 2010 | 0.852% | June 20, 2017   |
| 6th unsecured domestic straight bonds | 60 billion yen | June 29, 2010 | 1.399% | June 19, 2020   |
| Issued by Seven Bank                  |                |               |        |                 |
| 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   |
| 6th unsecured domestic straight bonds | 30 billion yen | May 31, 2012  | 0.398% | June 20, 2017   |
| 7th unsecured domestic straight bonds | 10 billion yen | May 31, 2012  | 0.613% | June 20, 2019   |

### **Bond ratings**

(As of June 30, 2012)

| 8                  |             |      |         |     |     |
|--------------------|-------------|------|---------|-----|-----|
|                    |             | 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

| Seven-Eleven Japan                           |            |                |            |                    |           |                   | (Million      | s of yen)            |
|--|------------|----------------|------------|--------------------|-----------|-------------------|---------------|----------------------|
|  | Three Mont | hs Ended       | Three Mont | Three Months Ended |           | Fiscal Year Ended |               | r Ending             |
|  | May 31,    | 2011<br>YOY(%) | May 31,    | 2012<br>YOY(%)     | Feb. 29,  | 2012<br>YOY(%)    | Feb. 28, 2013 | (Forecast)<br>YOY(%) |
| Revenues from operations                     | 135,888    |                | 147,326    |                    | 576,186   | · · /             | 616,000       |                      |
| Operating income                             | 43,721     | 112.0          | 45,410     | 103.9              | 183,160   | 108.3             | 195,000       | 106.5                |
| Total store sales                            | 765,398    | 110.3          | 843,850    | 110.2              | 3,280,512 | 111.3             | 3,502,000     | 106.8                |
| Net sales of franchised stores               | 742,432    | 111.5          | 822,041    | 110.7              | 3,189,317 | 112.3             |               |                      |
| Existing stores sales increase (%)           | +7.0       | )              | +4.3       | 3                  | +6.7      | 1                 | +1.           | 0                    |
| Merchandise GP Margin (%)                    | 30.2       | (0.6)          | 30.1       | (0.1)              | 29.7      | (0.8)             | 30.1          | +0.4                 |
| Average daily sales per store (thousand yen) | 634        | +40            | 656        | +22                | 669       | +40               |               |                      |
| Number of domestic stores                    | 13,306     | +74            | 14,196     | +191               | 14,005    | +773              | 14,755        | +750                 |

#### 7-Eleven, Inc.

| 7-Eleven, Inc.   |             |          | _           |               | _                 |        | (Millions          | s of yen)  |
|--|-------------|----------|-------------|---------------|-------------------|--------|--------------------|------------|
|  | Three Montl | hs Ended | Three Month | ns Ended      | Fiscal Year Ended |        | Fiscal Year Ending |            |
|  | Mar. 31,    | 2011     | Mar. 31,    | Mar. 31, 2012 |                   | 2011   | Dec. 31, 2012      | (Forecast) |
|  |             | YOY(%)   |             | YOY(%)        |                   | YOY(%) |                    | YOY(%)     |
| Revenues from operations   | 232,855     | -        | 288,177     | 123.8         | 1,086,522         | -      | 1,227,000          | 112.9      |
| Operating income   | 1,679       | 50.3     | 5,658       | 336.8         | 32,737            | 98.2   | 36,300             | 110.9      |
| Operating income (thousands of dollar)   | 20,409      | 55.4     | 71,307      | 349.4         | 410,241           | 108.1  | 453,750            | 110.6      |
| Total store sales  | 353,846     | 102.7    | 420,313     | 118.8         | 1,624,095         | 110.4  | 1,815,000          | 111.8      |
|  |             |          |             |               |                   |        | 1,012,000          |            |
| Merchandise sales  | 195,758     | 96.2     | 213,151     | 108.9         | 876,672           | 99.2   |                    |            |
| Gasoline sales   | 158,087     | 112.0    | 207,162     | 131.0         | 747,423           | 127.4  |                    |            |
| Existing stores sales increase (%) <sup>*1,2</sup><br>(U.S. Merchandise sales) | +2.9        | )        | +4.8        |               | +2.8              | 3      | +2.7               | 1          |
| Merchandise GP Margin (%) <sup>*1</sup>  | 34.3        | (0.4)    | 35.2        | +0.9          | 34.7              | (0.4)  | 34.8               | +0.1       |
| Average daily merchandise sales per store<br>(U.S. dollar) <sup>*1</sup>       | 3,997       | +35      | 4,096       | +99           | 4,372             | +37    |                    |            |
| Number of stores   | 6,636       | +26      | 7,263       | +114          | 7,149             | +539   | 7,779              | +630       |
| Exchange rates U.S.\$1:  | 82.31       | yen      | 79.35       | 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. Operating income in U.S. dollar amounts are translated from yen amounts, which reflect adjustments to the necessary for the consolidation of Seven & i Holings' consolidated accounts.

2. From the fiscal year ended December 31, 2011, 7-Eleven, Inc., changed its accounting method for revenues from operations related to franchise agreements, from "gross amount" to "net amount."

\*1. Exclude gasoline sales.

\*2. Existing stores sales increase are calculated in U.S. dollars.

#### Ito-Vokado

| Ito-Yokado                         |            |              |             |          | _                 |        | (Million           | s of yen)  |
|------------------------------------|------------|--------------|-------------|----------|-------------------|--------|--------------------|------------|
|                                    | Three Mont | ns Ended     | Three Montl | hs Ended | Fiscal Year Ended |        | Fiscal Year Ending |            |
|                                    |            | May 31, 2011 |             | 2012     | Feb. 29,          | 2012   | Feb. 28, 2013      | (Forecast) |
|                                    |            | YOY(%)       |             | YOY(%)   |                   | YOY(%) |                    | YOY(%)     |
| Revenues from operations           | 333,402    | 98.8         | 330,241     | 99.1     | 1,361,060         | 99.1   | 1,371,000          | 100.7      |
| Net sales                          | 326,883    | 98.6         | 322,986     | 98.8     | 1,334,297         | 98.9   | 1,343,000          | 100.7      |
| Operating income                   | 5,455      | 467.1        | 2,331       | 42.7     | 10,554            | 489.6  | 13,500             | 127.9      |
| Existing stores sales increase (%) | (4.4       | )            | (3.2)       |          | (2.6)             |        | (1.5)              |            |
| Merchandise GP Margin (%)          | 30.3       | +1.6         | 30.0        | (0.3)    | 29.7              | +0.6   | 30.2               | +0.5       |
| Number of domestic stores          | 171        | +1           | 172         | (1)      | 173               | +3     | 180                | +7         |

| York-Benimaru                      |            |          |            |          |                   |        | (Million           | s of yen)  |
|------------------------------------|------------|----------|------------|----------|-------------------|--------|--------------------|------------|
|                                    | Three Mont | hs Ended | Three Mont | hs Ended | Fiscal Year Ended |        | Fiscal Year Ending |            |
|                                    | May 31,    | 2011     | May 31,    | 2012     | Feb. 29,          | 2012   | Feb. 28, 2013      | (Forecast) |
|                                    |            | YOY(%)   |            | YOY(%)   |                   | YOY(%) |                    | YOY(%)     |
| Revenues from operations           | 82,091     | 95.9     | 88,870     | 108.3    | 348,600           | 101.5  | 369,000            | 105.9      |
| Net sales                          | 80,684     | 95.8     | 87,435     | 108.4    | 342,944           | 101.5  | 363,000            | 105.8      |
| Operating income                   | 5,423      | 314.1    | 2,963      | 54.6     | 14,955            | 168.5  | 12,400             | 82.9       |
| Existing stores sales increase (%) | (4.6       | j)       | +4.4       | ŀ        | +1.5              | 5      | +2.0               | )          |
| Merchandise GP Margin (%)          | 28.4       | +2.7     | 25.6       | (2.8)    | 27.0              | +0.4   | 26.6               | (0.4)      |
| Number of domestic stores          | 171        | +1       | 177        | +1       | 176               | +6     | 184                | +8         |

#### (Reference) Results including Life Foods<sup>\*</sup>

#### (Millions of yen)

| (iterer ener) iteration interations | 0000               |        |                    |        | <u>``</u>  | <i>,</i> |
|-------------------------------------|--------------------|--------|--------------------|--------|------------|----------|
|                                     | Three Months Ended |        | Three Months Ended |        | Fiscal Yea | r Ended  |
|                                     | May 31, 2011       |        | May 31, 2012       |        | Feb. 29,   | 2012     |
|                                     |                    | YOY(%) |                    | YOY(%) |            | YOY(%)   |
| Operating income                    | 6,298              | 252.6  | 4,013              | 63.7   | 18,407     | 159.6    |

Note: Above results are provided for convenience only, which represent internal management reporting figures.

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

| Sogo & Seibu                       |            |                |            |                | _                 |                | (Million      | s of yen)            |
|------------------------------------|------------|----------------|------------|----------------|-------------------|----------------|---------------|----------------------|
|                                    | Three Mont | hs Ended       | Three Mont | hs Ended       | Fiscal Year Ended |                | Fiscal Year   | r Ending             |
|                                    | May 31,    | 2011<br>YOY(%) | May 31,    | 2012<br>YOY(%) | Feb. 29,          | 2012<br>YOY(%) | Feb. 28, 2013 | (Forecast)<br>YOY(%) |
| Revenues from operations           | 192,427    | 93.8           | 194,942    | 101.3          | 830,340           | 98.1           | 845,900       | 101.9                |
| Net sales                          | 189,431    | 93.7           | 191,857    | 101.3          | 817,927           | 98.0           | 832,800       | 101.8                |
| Operating income                   | 1,092      | 537.1          | 1,200      | 109.8          | 11,159            | 151.1          | 14,000        | 125.5                |
| Existing stores sales increase (%) | (5.6       | i)             | +5.1       |                | (0.5)             |                | +4.8          |                      |
| Merchandise GP Margin (%)          | 25.5       | (0.6)          | 25.5       | ±0.0           | 25.1              | (0.3)          | 25.2          | +0.1                 |
| Number of domestic stores          | 27         | ±0             | 26         | ±0             | 26                | (1)            | 24            | (2)                  |

#### Seven & i Food Systems

| Seven & i Food Systems                |            |          |            |          |            |         | (Million      | s of yen) |
|---------------------------------------|------------|----------|------------|----------|------------|---------|---------------|-----------|
|                                       | Three Mont | hs Ended | Three Mont | hs Ended | Fiscal Yea | r Ended | Fiscal Yea    | r Ending  |
|                                       | May 31,    |          | May 31,    |          | Feb. 29,   |         | Feb. 28, 2013 | -`        |
|                                       |            | YOY      |            | YOY      |            | YOY(%)  |               | YOY(%)    |
| Revenues from operations              | 18,256     | 89.1     | 19,659     | 107.7    | 77,940     | 97.2    | 81,080        | 104.0     |
| Net sales                             | 18,128     | 89.0     | 19,529     | 107.7    | 77,400     | 97.2    | 80,550        | 104.1     |
| Operating income (loss)               | 23         | -        | (59)       | -        | 22         | -       | 1,500         | -         |
| <restaurant division=""></restaurant> |            |          |            |          | _          |         |               |           |
| Existing stores sales increase (%)    | (8.4       | )        | +8.8       | 8        | (1.0       | )       | +2.9          | )         |
| Merchandise GP Margin (%)             | 68.2       | (0.1)    | 68.5       | +0.3     | 68.3       | ±0.0    | 68.7          | +0.4      |
| Number of domestic stores             | 486        | (3)      | 485        | (1)      | 486        | (3)     | 488           | +2        |

Note: 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**

|  | May 20                | 11       | May 20        | )12       | Feb. 20    |         | Feb. 2013(fe |           |
|--|-----------------------|----------|---------------|-----------|------------|---------|--------------|-----------|
| 0  | ł                     | Change   |               | Change    | 1          | Change  |              | Change    |
| Convenience store operations<br>Seven-Eleven Japan   | 13,306                | +74      | 14,196        | +191      | 14,005     | +773    | 14,755       | +750      |
| Openings   | 13,300                | +/4      | 260           | +191      | 14,003     | +775    | 14,755       | +750      |
| Closures   | 105                   |          | 200<br>69     |           | 428        |         | 1,330<br>600 |           |
| Relocations, etc.                                    | 83                    |          | 59            |           | 428<br>346 |         | 000          |           |
| Terminations of contract                             | 28                    |          |               |           | 540<br>82  |         |              |           |
| 7-Eleven, Inc. <sup>*1</sup>                         | 6,636                 | +26      | 7,263         | +114      | 7,149      | +539    | 7,779        | +630      |
| Openings   | 40                    | +20      | 129           | +114      | 643        | +339    | 680          | +030      |
| Closures   | 40<br>14              |          | 129           |           | 043<br>104 |         | 50           |           |
|  |                       | . 2      |               | . 4       | 104        | . 47    | 217          | . 70      |
| SEVEN-ELEVEN (BEIJING)*1,2                           | 103                   | +3       | <u>151</u>    | +4        | 48         | +47     | 70           | +70       |
| Openings<br>Closures                                 | 4                     |          | $\frac{4}{0}$ |           | 48<br>1    |         | /0<br>0      |           |
|  | 4                     | +4       | 53            | +12       | 41         | +41     | 120          | +79       |
| SEVEN-ELEVEN (CHENGDU) <sup>*1</sup>                 | 4                     | +4       | 12            | +12       | 41 41      | +41     | 80           | +79       |
| Openings<br>Closures                                 | 4                     |          | 12<br>0       |           | 41<br>0    |         | 80<br>1      |           |
| Superstore operations                                | 0                     |          | 0             |           | 0          |         | 1            |           |
| Superstore operations<br>Ito-Yokado                  | 171                   | +1       | 172           | (1)       | 173        | +3      | 179          | +6        |
| Openings   | 2                     | +1       | 0             | (1)       | 5          | +3      | 8            | +0        |
| Closures   | 2<br>1                |          | 0             |           | 2          |         | ° 2          |           |
|  | 171                   | +1       | 177           | +1        | 176        | +6      | 184          | +8        |
| York-Benimaru <sup>*3</sup><br>Openings              | 1/1                   | +1       |               | +1        | 8          | $\pm 0$ | 184          | +0        |
| Closures   | 0                     |          | 2             |           | °<br>2     |         | 12<br>3      |           |
| York Mart  | 66                    | +1       | 1<br>69       | +1        | 68         | +3      | 5            | 12        |
| Openings   |                       | +1       | 2             | +1        | 5          | +3      | 5            | +3        |
|  | 1                     |          |               |           |            |         |              |           |
| Closures   | 0                     | . 0      | 1             | .0        | 2          | . 0     | 2            | . 0       |
| Hua Tang Yokado Commercial <sup>*1</sup>             | 8                     | ±0       | 8             | ±0        | 8          | ±0      | 8            | <u>±0</u> |
| Openings<br>Closures                                 | 0                     |          |               |           | 0          |         |              |           |
|  | 0                     | . 0      | 05            | .0        | 0          | . 1     | 05           | . 0       |
| Chengdu Ito-Yokado <sup>*1</sup>                     | 4                     | ±0       | 0             | ±0        | <u>5</u>   | +1      | 0            | ±0        |
| Openings<br>Closures                                 |                       |          |               |           |            |         |              |           |
|  | 0                     | .0       | 0 2           | .0        | 0 2        | . 1     | 0 2          | .0        |
| Beijing Wang fu jing Yokado Commercial <sup>*1</sup> | 1                     | ±0       | 0             | ±0        | 2          | +1      | 0            | ±0        |
| Openings<br>Closures                                 | 0                     |          | 0             |           | 1<br>0     |         | 0            |           |
|  | 87                    | +2       | 87            | ±0        | 87         | +2      | 97           | +10       |
| Akachan Honpo <sup>*4</sup><br>Openings              | 3                     | +2       |               | ±υ        | 11         | +2      | 15           | +10       |
| C1   | 5                     |          | 2<br>2        |           | 11<br>9    |         | 13<br>5      |           |
| Closures<br>Department store operations              | 1 i                   |          | Ζ.            |           | 9          |         | 3            |           |
| Sogo & Seibu   | 27                    | ±0       | 26            | ±0        | 26         | (1)     | 24           | (2)       |
| Openings   | 0                     | <u> </u> | 0             | <u>_0</u> | 0          | (1)     | 0            | (2)       |
| Closures   | 0                     |          | 0             |           | 1          |         | 2            |           |
| LOFT <sup>*5</sup>                                   | 69                    | +6       | 76            |           | 73         | +10     | 79           | +6        |
| Openings   | 6                     | $\pm 0$  | 3             | +5        | 12         | +10     | 6            | +0        |
| Closures   | 0                     |          | 0             |           | 2          |         | 0            |           |
| Food services  | <u> </u>              |          | 0             |           |            |         | 0            |           |
| Seven & i Food Systems                               | 848                   | +2       | 855           | (3)       | 858        | +12     | 848          | (10)      |
| Restaurant operations                                | 486                   | (3)      | 485           | (1)       | 486        | (3)     | 488          | +2        |
| Openings   | 480                   | (5)      | 483           | (1)       | 12         | (5)     | 400          | τZ        |
| Closures   | 4                     |          | 4<br>5        |           | 12         |         | 4            |           |
| Meal provision service business                      | 232                   | +4       | 245           | +1        | 244        | +16     | 247          | +3        |
| Fast food operations                                 | 130                   | +4       | 125           | (3)       | 128        | (1)     | 113          | (15)      |
|  | 130                   | $\pm 0$  | 3             | (3)<br>±0 | 3          | +1      | 4            |           |
| Seven & i Restaurant (Beijing) <sup>*1</sup>         | 0                     | ±υ       | 0             | -         | 1          |         | 4            | +1        |
| Opening  |                       |          |               |           |            |         |              |           |
| Closure  | 0<br>ing of the fisca |          | 0             |           | 0          |         | 0            |           |

Note: Change refers to net change from the beginning of the fiscal year.

\*1. Figures are as of the end of March, or as of the end of December.

\*2. The number of stores in Tianjin, China which is included in SEVEN-ELEVEN (BEIJING) for May 2011, May 2012 and FY2012 are 7, 29 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 stores of franchised stores in each period.

\*5. The number of LOFT stores includes 7 franchised stores for May 2011, 9 franchised stores for May 2012 and FY2012

#### 2. Convenience Store Operations Network

| (1) Domestic Store | e Netwo  | rk        |                    |        |
|--------------------|----------|-----------|--------------------|--------|
|                    | May 2011 | Feb. 2012 | May 2012           | Change |
| Hokkaido           | 830      | 844       | 851                | +7     |
| Iwate              | 68       | 78        | 78                 | ±0     |
| Akita              | -        | -         | 3                  | +3     |
| Miyagi             | 335      | 339       | 336                | (3)    |
| Yamagata           | 141      | 150       | 151                | +1     |
| Fukushima          | 378      | 382       | 373                | (9)    |
| Ibaraki            | 534      | 555       | 560                | +5     |
| Tochigi            | 350      | 363       | 364                | +1     |
| Gunma              | 363      | 379       | 380                | +1     |
| Saitama            | 890      | 929       | 936                | +7     |
| Chiba              | 777      | 813       | 819                | +6     |
| Tokyo              | 1,761    | 1,848     | 1,884              | +36    |
| Kanagawa           | 942      | 986       | 1,016              | +30    |
| Niigata            | 350      | 360       | 364                | +4     |
| Toyama             | 54       | 71        | 76                 | +5     |
| Ishikawa           | 31       | 46        | 47                 | +1     |
| Fukui              | 27       | 31        | 32                 | +1     |
| Yamanashi          | 166      | 170       | 170                | ±0     |
| Nagano             | 378      | 386       | 394                | +8     |
| Gifu               | 82       | 88        | 91                 | +3     |
| Shizuoka           | 496      | 522       | 529                | +7     |
| Aichi              | 607      | 657       | 680                | +23    |
| Mie                | 46       | 50        | 51                 | +1     |
| Shiga              | 171      | 179       | 179                | ±0     |
| Kyoto              | 198      | 209       | 211                | +2     |
| Osaka              | 596      | 646       | 658                | +12    |
| Нуодо              | 400      | 425       | 432                | +7     |
| Nara               | 71       | 78        | 78                 | ±0     |
| Wakayama           | 43       | 45        | 46                 | +1     |
| Shimane            | 8        | 8         | 9                  | +1     |
| Okayama            | 212      | 225       | 228                | +3     |
| Hiroshima          | 406      | 429       | 435                | +6     |
| Yamaguchi          | 241      | 245       | 246                | +1     |
| Fukuoka            | 683      | 706       | 713                | +7     |
| Saga               | 143      | 148       | 148                | ±0     |
| Nagasaki           | 92       | 99        | 99                 | ±0     |
| Kumamoto           | 210      | 227       | 230                | +3     |
| Oita               | 83       | 92        | <u>-</u> 200<br>95 | +3     |
| Miyazaki           | 139      | 142       | 145                | +3     |
| Kagoshima          | 4        | 55        | 59                 | +4     |
| Total              | 13,306   | 14,005    | 14,196             | +191   |
| 1.0.001            | 15,500   | 1,005     | 1,170              | 11/1   |

| (2) Global Seven-Eleven Store Network |           |           |           |        |  |  |  |
|---------------------------------------|-----------|-----------|-----------|--------|--|--|--|
|                                       | May 2011  | Feb. 2012 | May 2012  | Change |  |  |  |
| Japan                                 | 13,306    | 14,005    | 14,196    | +191   |  |  |  |
| U.S.A. and Canada                     | 6,636     | 7,149     | 7,263     | +114   |  |  |  |
| Hawaii                                | 54        | 58        | 58        | ±0     |  |  |  |
| China (Beijing and Tianjin)           | 103       | 147       | 151       | +4     |  |  |  |
| China (Chengdu)                       | 4         | 41        | 53        | +12    |  |  |  |
| Sub-total                             | 20,103    | 21,400    | 21,721    | +321   |  |  |  |
| (Area licensee)                       |           |           |           |        |  |  |  |
|                                       | Mar. 2011 | Dec. 2011 | Mar. 2012 | Change |  |  |  |
| South Korea                           | 3,404     | 5,249     | 5,831     | +582   |  |  |  |
| China (Hong Kong and others)          | 1,546     | 1,510     | 1,517     | +7     |  |  |  |
| China (Shanghai)                      | 60        | 94        | 99        | +5     |  |  |  |
| Taiwan                                | 4,753     | 4,801     | 4,815     | +14    |  |  |  |
| Thailand                              | 5,962     | 6,276     | 6,479     | +203   |  |  |  |
| Philippines                           | 577       | 689       | 715       | +26    |  |  |  |
| Malaysia                              | 1,235     | 1,328     | 1,346     | +18    |  |  |  |
| Singapore                             | 550       | 561       | 562       | +1     |  |  |  |
| Indonesia                             | 27        | 57        | 67        | +10    |  |  |  |
| Australia                             | 441       | 579       | 585       | +6     |  |  |  |
| U.S.A.                                | 524       | 545       | 521       | (24)   |  |  |  |
| Mexico                                | 1,240     | 1,351     | 1,366     | +15    |  |  |  |
| Norway                                | 172       | 164       | 162       | (2)    |  |  |  |
| Sweden                                | 186       | 185       | 186       | +1     |  |  |  |
| Denmark                               | 163       | 196       | 197       | +1     |  |  |  |
| Sub-total                             | 20,840    | 23,585    | 24,448    | +863   |  |  |  |
| Total Worldwide                       | 40,943    | 44,985    | 46,169    | +1,184 |  |  |  |

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

- 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.

X As of May 31, 2012, Seven-Eleven Japan operates in 40 prefectures out of 47 prefectures in Japan.

### **3. Store Information of Superstore Operations**

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

| Store openings and clos | ures for the fiscal year ending Februar | ry 28, 2013 |               |                   | (Square meters)                       |
|-------------------------|---|-------------|---------------|-------------------|---------------------------------------|
|                         | Store name                              | Location    | Date          | Sales floor space | Directly managed<br>sales floor space |
| Openings <sup>*</sup>   | <i>Shokuhinkan</i> Nerima-<br>Takanodai | Tokyo       | Jun. 28, 2012 | -                 | 846                                   |
|                         | Shokuhinkan Waseda                      | Tokyo       | First half    | -                 | -                                     |
|                         | Ario Washinomiya                        | Saitama     | Second half   | -                 | -                                     |
| Closures                | THE PRICE Kamagaya                      | Chiba       | Apr. 19, 2012 | -                 | 1,825                                 |
|                         | Tsuchiura                               | Ibaraki     | Second half   | -                 | 10,159                                |

res for the fiscal year ending Febr Sto enings and close v 28 2013

\* 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)

| Store openings and     | closures for the fiscal year ending Februa | ry 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             | 1,849                              |
|                        | Yanome                                     | Fukushima                             | Apr. 27, 2012 | 1,982             | 1,876                              |
|                        | Sano-Iseyamacho                            | Tochigi                               | July 2012     | 2,000             | 1,900                              |
|                        | Minato-Kazuma <sup>*2</sup>                | Kazuma <sup>*2</sup> Miyagi July 2012 |               | 3,600             | 3,500                              |
|                        | Hitachinaka-Higashi-Oshima                 | Ibaraki                               | Second half   | 2,000             | 1,900                              |
|                        | Natori-Kamiyouden                          | Miyagi                                | Second half   | 2,100             | 2,000                              |
|                        | Yamagata-Kaminoyama                        | Yamagata                              | Second half   | 3,300             | 3,200                              |
|                        | Aizumachi-Kitamachi                        | Fukushima                             | Second half   | 2,000             | 1,900                              |
|                        | Oyama-Amagaya                              | Tochigi                               | Second half   | 2,400             | 2,300                              |
|                        | Iwaki-Sanuka                               | Fukushima                             | Second half   | 3,300             | 3,200                              |
|                        | Shin- Sasaya                               | Fukushima                             | Second half   | 1,650             | 1,550                              |
| Closures <sup>*1</sup> | Sasaya (S&B)                               | Fukushima                             | Apr. 23, 2012 | 1,516             | 1,431                              |

Note: S&B stands for scrap and build.

\*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.

### 4. Store Information of Department Store Operations

#### Store Closures for the fiscal year ending February 28, 2013

| Store Closures for the f | iscal year ending February 28, 2013 |           |               | (Square meters)   |
|--------------------------|-------------------------------------|-----------|---------------|-------------------|
|                          | Store name                          | Location  | Date          | Sales floor space |
| Closures                 | Seibu Numazu                        | Shizuoka  | Jan. 31, 2013 | 9,732             |
|                          | Sogo Kure                           | Hiroshima | Jan. 31, 2013 | 21,395            |

|   | Three Montl<br>May 31, |        | Three Month<br>May 31, |        | Fiscal Year<br>Feb. 29, |        | Fiscal Year<br>Feb. 28, 2013( | -    |
|---|------------------------|--------|------------------------|--------|-------------------------|--------|-------------------------------|------|
| Convenience store operations            |                        | 101(%) |                        | 101(%) |                         | 101(%) | -                             | 101( |
| Seven-Eleven Japan                      |                        |        |                        |        |                         |        |                               |      |
| Investment to new stores                | 8,881                  | 122.5  | 12,699                 | 143.0  | 61,523                  | 127.3  |                               |      |
| Investment to existing stores and other | 2,094                  | 105.8  | 6,880                  | 328.6  | 31,441                  | 470.0  |                               |      |
| Software development                    | 114                    | 40.1   | 310                    | 271.9  | 680                     | 34.6   |                               |      |
| Total capital expenditures              | 11,089                 | 116.6  | 19,888                 | 179.3  | 93,644                  | 164.3  | 110,000                       | 117  |
| Depreciation and amortization           | 8,366                  | 118.0  | 10,105                 | 120.8  | 38,368                  | 124.4  | 47,000                        | 122  |
| -Eleven, Inc.                           |                        |        |                        |        |                         |        | •                             |      |
| Investment to new stores                | 6,070                  | 129.8  | 21,454                 | 353.4  | 74,720                  | 380.4  |                               |      |
| Investment to existing stores and other | 5,534                  | 126.8  | 4,297                  | 77.6   | 25,333                  | 100.1  |                               |      |
| Software development                    | 1,319                  | 104.8  | 891                    | 67.6   | 3,421                   | 84.5   |                               |      |
| Total capital expenditures <sup>*</sup> | 12,923                 | 125.5  | 26,644                 | 206.2  | 103,475                 | 211.2  | 104,000                       | 10   |
| Depreciation and amortization           | 9,299                  | 106.2  | 9,577                  | 103.0  | 37,180                  | 99.3   | 40,000                        | 10   |
| Superstore operations                   |                        |        |                        |        |                         |        |                               |      |
| to-Yokado                               |                        |        |                        |        |                         |        |                               |      |
| Investment to new stores                | 7,013                  | -      | 116                    | 1.7    | 10,507                  | 32.0   |                               |      |
| Investment to existing stores and other | 1,069                  | 79.1   | 2,948                  | 275.8  | 7,326                   | 168.0  |                               |      |
| Software development                    | 5                      | 5.1    | 11                     | 220.0  | 241                     | 86.1   |                               |      |
| Total capital expenditures              | 8,087                  | 416.2  | 3,075                  | 38.0   | 18,074                  | 48.2   | 32,400                        | 17   |
| Depreciation and amortization           | 3,975                  | 138.0  | 3,816                  | 96.0   | 16,822                  | 115.4  | 16,000                        | 9    |
| York-Benimaru                           |                        |        |                        |        |                         |        | •                             |      |
| Investment to new stores                | 847                    | 87.5   | 1,817                  | 214.5  | 5,079                   | 108.5  |                               |      |
| Investment to existing stores and other | 158                    | 21.9   | 87                     | 55.1   | 1,899                   | 90.6   |                               |      |
| Software development                    | 37                     | 5.4    | 39                     | 105.4  | 96                      | 11.3   |                               |      |
| Total capital expenditures              | 1,044                  | 44.1   | 1,944                  | 186.2  | 7,075                   | 92.7   | 9,000                         | 12   |
| Depreciation and amortization           | 1,148                  | 87.5   | 1,230                  | 107.1  | 5,122                   | 91.9   | 5,500                         | 10′  |
| Department store operations             |                        |        |                        |        |                         |        |                               |      |
| ogo & Seibu                             |                        |        |                        |        |                         |        |                               |      |
| Investment to new stores                | -                      | -      | -                      | -      | -                       | -      |                               | /    |
| Investment to existing stores and other | 4,945                  | 81.5   | 3,711                  | 75.0   | 11,908                  | 51.6   |                               |      |
| Software development                    | 564                    | -      | 1,106                  | 196.1  | 1,466                   | 67.8   |                               |      |
| Total capital expenditures              | 5,510                  | 90.1   | 4,817                  | 87.4   | 13,374                  | 53.0   | 12,700                        | 9    |
| Depreciation and amortization           | 2,933                  | 92.2   | 3,163                  | 107.8  | 12,181                  | 95.3   | 11,700                        | 9    |

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.

### **1.** Convenience Stores Operations

Seven-Eleven Japan

With cigarette license

|  | Three M  | Aonths E  | nded   | Three  | Months Er  | ded   | Fiscal  | (Millior<br>Year End   |   |
|--|--|---|--|--|--|---|---|--|---|
|  |  | 7 31, 201   |  |  | y 31, 2012   |   |   | . 29, 2012   |   |
|  | intaj  | YOY(%)  | Composition  | 1010   | YOY(%)   | Composition   | 100   | YOY(%)   | Compositio  |
| Des second for a d   | 210 494  |   | (%)  | 221.099  |  | (%)   | 972 (16   |  | (%)   |
| Processed food   | 210,484  | 106.8   |  | 221,088  | 105.0  |   | 872,616   | 105.4  |   |
| Fast food  | 195,941  | 104.2   | 25.6   | 220,244  | 112.4  | 26.1  | 852,933   | 107.6  | 26.   |
| Daily food   | 94,143   | 108.5   | 12.3   | 108,856  | 115.6  | 12.9  | 403,503   | 112.2  | 12.   |
| Non food   | 264,827  | 119.3   | 34.6   | 293,659  | 110.9  | 34.8  | 1,151,459   | 119.1  | 35.   |
| Total store sales  | 765,398  | 110.3   | 100.0  | 843,850  | 110.2  | 100.0   | 3,280,512   | 111.3  | 100.  |
| let sales increase at existing stores  |  |   |  |  |  |   | -   |  | (%  |
|  | Three Months Ended   |   |  | Months Er  |  |   | Year End  |  |   |
| Not color in granges at avisting stores  | May 31, 2011<br>+7.0   |   |  | y 31, 2012   |  |   | <u>. 29, 2012</u><br>6.7  |  |   |
| Net sales increase at existing stores  |  |   |  |  | +4.3   |   |   |  |   |
| Number of customers  |  | 1.8   |  |  | +2.5   |   |   | 2.6  |   |
| Average spending per customer  | +:   | 5.1   |  | -  | +1.7   |   | +-  | 4.0  |   |
| verage daily sales per store   |  |   |  |  |  |   |   | Thousand   |   |
|  |  | Months E  |  | Three Months Ended   |  |   | Fiscal Year Ended   |  |   |
|  | May  | 31, 201   | l<br>Change  | Ma   | y 31, 2012   | Change  | Feb   | . 29, 2012   | Change  |
| All stores   | 634  |   | +40  | 656  |  | +22   | 669   |  | ⊦40   |
| Newly opened stores  | 586  |   | +40  | 603  |  | +17   | 570   |  | -16   |
|  | Three M  | Months E  | nded   |  |  |   |   |  |   |
|  | May  | , 31, <u>201</u>  | 1  |  | Months Er<br>y 31, 2012  |   |   | Year End<br>. 29, <u>2012</u>  |   |
| Processed food   |  |   | 1<br>Change  | Ma   | y 31, 2012   | Change  | Feb   | . 29, 2012   | Change  |
| Processed food   | 38.8   |   | 1<br>Change<br>(0.1)   | Ma<br>38.8   | y 31, 2012   | Change<br>:0.0  | Feb<br>38.3   | . 29, <u>2012</u>  | Change<br>0.0   |
| Fast food  | 38.8<br>34.5   |   | 1<br>Change<br>(0.1)<br>+0.5   | May<br>38.8<br>34.2  | y 31, <u>2012</u>  | Change<br>0.0<br>0.3)   | Feb<br>38.3<br>34.3   | . 29, <u>2012</u><br>  | Change<br>0.0<br>-0.2   |
| Fast food<br>Daily food  | 38.8<br>34.5<br>33.0   |   | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)  | May<br>38.8<br>34.2<br>33.1  | y 31, 2012<br><u>+</u><br>(  | Change<br>0.0<br>0.3)<br>0.1  | Feb<br>38.3<br>34.3<br>33.2   | . 29, <u>2012</u><br><u>+</u><br>(   | Change<br>0.0<br>0.2<br>0.1)  |
| Fast food<br>Daily food<br>Non food  | 38.8<br>34.5<br>33.0<br>19.2   |   | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)<br>(0.8)   | May<br>38.8<br>34.2<br>33.1<br>19.4  | y 31, 2012<br><u>+</u><br>(<br>+<br>+  | Change           (0.0)           (0.3)           (0.1)           (0.2)  | Feb<br>38.3<br>34.3<br>33.2<br>18.6   | . 29, <u>2012</u><br><u>+</u><br>(<br>(  | Change<br>0.0<br>0.2<br>0.1)<br>1.2)  |
| Fast food<br>Daily food<br>Non food  | 38.8<br>34.5<br>33.0   |   | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)  | May<br>38.8<br>34.2<br>33.1  | y 31, 2012<br><u>+</u><br>(<br>+<br>+  | Change<br>0.0<br>0.3)<br>0.1  | Feb<br>38.3<br>34.3<br>33.2   | . 29, <u>2012</u><br><u>+</u><br>(<br>(  | Change<br>0.0<br>0.2<br>0.1)  |
| Fast food<br>Daily food<br>Non food<br>Total   | 38.8<br>34.5<br>33.0<br>19.2   |   | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)<br>(0.8)   | May<br>38.8<br>34.2<br>33.1<br>19.4  | y 31, 2012<br><u>+</u><br>(<br>+<br>+  | Change           (0.0)           (0.3)           (0.1)           (0.2)  | Feb<br>38.3<br>34.3<br>33.2<br>18.6   | . 29, <u>2012</u><br><u>+</u><br>(<br>(  | Change<br>0.0<br>0.2<br>0.1)<br>1.2)  |
| Fast food  | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three M  | Months E  | 1  | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I  | y 31, <u>2012</u>  | Change<br>0.0<br>0.3)<br>0.1<br>0.2<br>0.1)<br>ded  | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal   | . 29, 2012<br>. 29, 2012<br>   | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Stor   |
| Fast food<br>Daily food<br>Non food<br>Total   | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three M  | Aonths E<br>/ 31, 201   | 1  | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I  | y 31, 2012   | Change           0.0           0.3)           0.1           0.2           0.1)  | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal   | . 29, 2012<br>. 29, 2012<br>   | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Stor<br>ed   |
| Fast food<br>Daily food<br>Non food<br>Total<br><b>Sumber of stores by type</b>  | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three May                                      | Months E  | 1  | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I<br>Ma                                  | y 31, <u>2012</u>  | Change           0.0           0.3)           0.1           0.2           0.1)           ided           Composition (%)   | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal<br>Feb                                  | . 29, 2012<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()   | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Stor-<br>ed<br>Composit<br>(%)                       |
| Fast food<br>Daily food<br>Non food<br>Total   | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three M<br>May<br>13,306                       | Aonths E<br>/ 31, 201   | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)<br>(0.8)<br>(0.6)<br>nded<br>1<br>Composition<br>(%)   | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I  | y 31, 2012<br>(<br>+<br>+<br>(<br>Months Er<br>y 31, 2012<br>YOY(%)<br>+191                | Change<br>0.0<br>0.3)<br>0.1<br>0.2<br>0.1)<br>ded<br>Composition<br>(%)<br>100.0   | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal<br>Feb<br>14,005                        | . 29, 2012<br>. 29, 2012<br>. +<br>. +<br>. (<br>. (<br>. 29, 2012<br>YOY(%)<br>+773                                   | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Store<br>ed<br>Compositi<br>(%)<br>100               |
| Fast food<br>Daily food<br>Non food<br>Total<br><b>Sumber of stores by type</b>  | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three May                                      | Months E<br>( 31, 201<br>YOY(%)                               | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)<br>(0.8)<br>(0.6)<br>nded<br>1<br>Composition<br>(%)<br>100.0  | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I<br>Ma                                  | y 31, 2012<br>(<br>+<br>+<br>(<br>Months Er<br>y 31, 2012<br>YOY(%)                        | Change<br>0.0<br>0.3)<br>0.1<br>0.2<br>0.1)<br>ded<br>Composition<br>(%)<br>100.0   | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal<br>Feb                                  | . 29, 2012<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()   | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Stor-<br>ed<br>Composition<br>(%)<br>100             |
| Fast food<br>Daily food<br>Non food<br>Total<br>Sumber of stores by type   | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three M<br>May<br>13,306                       | Aonths E<br>7 31, 201<br>YOY(%)<br>+74                        | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)<br>(0.8)<br>(0.6)<br>nded<br>1<br>Composition<br>(%)<br>100.0<br>32.4  | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I<br>Ma<br>14,196                        | y 31, 2012<br>(<br>+<br>+<br>(<br>Months Er<br>y 31, 2012<br>YOY(%)<br>+191                | Change<br>0.0<br>0.3)<br>0.1<br>0.2<br>0.1)<br>ded<br>Composition<br>(%)<br>100.0   | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal<br>Feb<br>14,005                        | . 29, 2012<br>. 29, 2012<br>. +<br>. +<br>. (<br>. (<br>. 29, 2012<br>YOY(%)<br>+773                                   | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Stor<br>ed<br>Composi<br>(%)<br>100<br>30            |
| Fast food Daily food Non food Total Number of stores by type Number of stores Type A   | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three M<br>May<br>13,306<br>4,309              | Aonths E<br>/ 31, 201<br>YOY(%)<br>+74<br>(31)                | 1           Change           (0.1)           +0.5           (0.1)           (0.8)           (0.6)           nded           1           Composition (%)           100.0           32.4           64.4 | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I<br>Ma<br>14,196<br>4,262               | y 31, 2012   | Change           (0.0)           (0.3)           (0.1)           (0.2)           (0.1)           (0.2)           (0.1)           (ded)           (%)           100.0           30.0   | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal<br>Feb<br>14,005<br>4,263               | . 29, 2012<br>. 29, 2012<br>   | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Stor-<br>ed<br>Composition<br>(%)<br>100             |
| Fast food Daily food Non food Total Sumber of stores by type Number of stores Type A Type C  | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three N<br>May<br>13,306<br>4,309<br>8,569     | Aonths E<br>/ 31, 201<br>YOY(%)<br>+74<br>(31)<br>+120        | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)<br>(0.8)<br>(0.6)<br>nded<br>1<br>Composition<br>(%)<br>100.0<br>32.4<br>64.4<br>0.0   | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I<br>Ma<br>14,196<br>4,262<br>9,531      | y 31, 2012<br>(<br>+<br>+<br>(<br>Months Er<br>y 31, 2012<br>YOY(%)<br>+191<br>(1)<br>+187 | Change           0.0           0.3)           0.1           0.2           0.1)           ded           Composition (%)           100.0           30.0           67.1                  | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal<br>Feb<br>14,005<br>4,263<br>9,344      | . 29, 2012<br>()<br>+<br>+<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()<br>()                                 | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Stor<br>ed<br>Composi<br>(%)<br>100<br>30<br>66<br>0 |
| Fast food<br>Daily food<br>Non food<br>Total<br>Sumber of stores by type<br>Number of stores<br>Type A<br>Type C<br>Provisional management contract stores | 38.8<br>34.5<br>33.0<br>19.2<br>30.2<br>Three N<br>Ma<br>13,306<br>4,309<br>8,569<br>0 | Months E<br>/ 31, 201<br>YOY(%)<br>+74<br>(31)<br>+120<br>(1) | 1<br>Change<br>(0.1)<br>+0.5<br>(0.1)<br>(0.8)<br>(0.6)<br>nded<br>1<br>Composition<br>(%)<br>100.0<br>32.4<br>64.4<br>0.0<br>3.2  | Ma<br>38.8<br>34.2<br>33.1<br>19.4<br>30.1<br>Three I<br>Ma<br>14,196<br>4,262<br>9,531<br>1 | y 31, 2012   | Change           0.0           0.3)           0.1           0.2           0.1)           ded           Composition<br>(%)           100.0           30.0           67.1           0.0 | Feb<br>38.3<br>34.3<br>33.2<br>18.6<br>29.7<br>Fiscal<br>Feb<br>14,005<br>4,263<br>9,344<br>1 | . 29, 2012<br>. 29, 2012<br>. ±<br>. +<br>. ((<br>. ((<br>. ((<br>. 29, 2012<br>YOY(%)<br>+773<br>. (77)<br>+895<br>±0 | Change<br>0.0<br>0.2<br>0.1)<br>1.2)<br>0.8)<br>(Stor<br>ed<br>Composi<br>(%)<br>100<br>30<br>66<br>0 |

13,261

+264

93.4

12,997

+866

92.8

12,262

+131

92.2

#### **7-Eleven, Inc.**

|  | ore sales)<br>Three M                | Months E   | nded                          | Three 1                        | Months Er                           | ded                  | Fiscal                        | Year End                                  | ed                                 |  |
|--|--------------------------------------|--|-------------------------------|--------------------------------|-------------------------------------|----------------------|-------------------------------|---|------------------------------------|--|
|  |                                      | : 31, 2011   |                               |                                | : 31, 2012                          |                      |                               | . 31, 2011                                | eu -                               |  |
|  |                                      | YOY(%)   | Composition<br>(%)            |                                | YOY(%)                              | Composition<br>(%)   |                               | YOY(%)                                    | Composition<br>(%)                 |  |
| Processed food   | 70,876                               | 97.5   | 20.0                          | 82,215                         | 116.0                               | 19.6                 | 330,041                       | 100.5                                     | 20.3                               |  |
| Fast food  | 29,563                               | 94.8   | 8.4                           | 31,219                         | 105.6                               | 7.4                  | 136,335                       | 99.0                                      | 8.4                                |  |
| Daily food   | 13,619                               | 95.7   | 3.8                           | 14,638                         | 107.5                               | 3.5                  | 58,393                        | 99.9                                      | 3.6                                |  |
| Non food   | 81,699                               | 95.7   | 23.1                          | 85,077                         | 104.1                               | 20.2                 | 351,902                       | 98.0                                      | 21.7                               |  |
| Merchandise  | 195,758                              | 96.2   | 55.3                          | 213,151                        | 108.9                               | 50.7                 | 876,672                       | 99.2                                      | 54.0                               |  |
| Gasoline   | 158,087                              | 112.0  | 44.7                          | 207,162                        | 131.0                               | 49.3                 | 747,423                       | 127.4                                     | 46.0                               |  |
| Total  | 353,846                              | 102.7  | 100.0                         | 420,313                        | 118.8                               | 100.0                | 1,624,095                     | 110.4                                     | 100.0                              |  |
| Net sales increase at existing stores  |                                      | Months Ei<br>:. 31, 2011                           |                               |                                | Three Months Ended<br>Mar. 31, 2012 |                      |                               | (%)<br>Fiscal Year Ended<br>Dec. 31, 2011 |                                    |  |
| U.S. Merchandise sales increase (dollar basis)   | -                                    | +2.9   |                               |                                | +4.8                                |                      |                               | +2.8                                      |                                    |  |
|  |                                      |  |                               |                                |                                     |                      |                               |   |                                    |  |
| Average daily merchandise sales per st   | tore (all stor                       | es)  | _                             |                                |                                     |                      |                               |   | (%                                 |  |
| Average daily merchandise sales per st   | Three M                              | Months E   |                               |                                | Months Er                           |                      |                               | Year End                                  | (%<br>ed                           |  |
| Average daily merchandise sales per s  | Three M                              | Months Ei<br>. 31, 201                             | [                             |                                | . 31 <u>, 2</u> 012                 |                      |                               | . 31, 2011                                | ed                                 |  |
|  | Three M                              | Months Ei<br>:. 31, 2011                           |                               |                                | :. 31, 2012                         |                      |                               | . 31, 2011                                |                                    |  |
| U.S. Dollar  | Three Mar                            | Months En  | l<br>Change                   | Mai                            | :. 31, 2012                         | Change               | Dec                           | . 31, 2011                                | ed<br>Thange                       |  |
| U.S. Dollar<br>Thousands of yen  | Three Mar<br>Mar<br>3,997            | Months En  | l<br>Change<br>+35            | Mai<br>4,096                   | :. 31, 2012                         | Change<br>⊦99        | Dec<br>4,372                  | . 31, 2011                                | ed<br><u>Change</u><br>-37<br>(32) |  |
| U.S. Dollar<br>Thousands of yen  | Three Mar<br>3,997<br>329            | Months En  | Change<br>+35<br>(30)         | Mar<br>4,096<br>325            | :. 31, 2012                         | Change<br>⊢99<br>(4) | Dec<br>4,372<br>349           | . 31, 2011                                | ed<br>Change<br>-37<br>(32)<br>(%  |  |
| U.S. Dollar<br>Thousands of yen  | Three Mar<br>3,997<br>329<br>Three M | Months En<br>. 31, 2011<br>Months En<br>. 31, 2011 | Change<br>+35<br>(30)<br>nded | Mar<br>4,096<br>325<br>Three I | Months Er<br>. 31, 2012             | Change<br>+99<br>(4) | Dec<br>4,372<br>349<br>Fiscal | . 31, 2011                                | ed<br>-37<br>(32)<br>(%<br>ed      |  |
| Average daily merchandise sales per st<br>U.S. Dollar<br>Thousands of yen<br>Gross profit margin | Three Mar<br>3,997<br>329<br>Three M | Months En<br>. 31, 2011<br>Months En<br>. 31, 2011 | Change<br>+35<br>(30)         | Mar<br>4,096<br>325<br>Three I | Months Er                           | Change<br>+99<br>(4) | Dec<br>4,372<br>349<br>Fiscal | . 31, 2011<br>4<br>Year End<br>. 31, 2011 | ed<br>Change<br>-37<br>(32)<br>(%  |  |

#### Number of stores (Stores) Three Months Ended Three Months Ended Fiscal Year Ended Dec. 31, 2011 Mar. 31, 2011 Mar. 31, 2012 Change Composition (%) Change Composition (%) Composition (%) Ĩ i Change 7,263 Number of stores 6,636 +26 100.0 +114 100.0 7,149 +539 100.0 +43 77.0 75.8 +373 76.1 5,107 +69 Franchised stores 5,506 5,437 BCP stores (Type A)\* 257 +4 3.9 301 +24.1 299 +46 4.2 +39 73.1 71.7 +327 71.9 Type C 4,850 5,205 +67 5,138 23.9 23.0 +4524.2 Directly operated stores 1,529 (17) 1,757 1,712 +166 With Gasoline station 2,492 +11 37.6 2,807 +8838.6 2,719 +238 38.0

\* BCP stores stands for Business Conversion Program.

#### 2. Superstore Operations

Ito-Yokado

#### Sales by product category

| Sales by product category |         |            |                    |         |                    |                    | _         | (Million          | ns of yen)         |  |
|---------------------------|---------|------------|--------------------|---------|--------------------|--------------------|-----------|-------------------|--------------------|--|
|                           | Three   | Months Er  | nded               | Three   | Three Months Ended |                    |           | Fiscal Year Ended |                    |  |
|                           | Ma      | y 31, 2011 |                    | Ma      | y 31, 2012         |                    | Feb       | . 29, 2012        |                    |  |
|                           |         | YOY(%)     | Composition<br>(%) |         | YOY(%)             | Composition<br>(%) |           | YOY(%)            | Composition<br>(%) |  |
| Apparel                   | 57,321  | 88.5       | 17.5               | 57,796  | 100.8              | 17.9               | 240,068   | 94.1              | 18.0               |  |
| Household goods           | 42,940  | 90.3       | 13.1               | 40,101  | 93.4               | 12.4               | 173,049   | 91.3              | 13.0               |  |
| Food                      | 160,052 | 98.7       | 49.0               | 153,722 | 96.0               | 47.6               | 648,506   | 98.8              | 48.6               |  |
| Merchandise sales         | 260,314 | 94.9       | 79.6               | 251,620 | 96.7               | 77.9               | 1,061,624 | 96.4              | 79.6               |  |
| Tenants                   | 60,059  | 110.2      | 18.4               | 67,049  | 111.6              | 20.8               | 252,709   | 108.4             | 18.9               |  |
| Others                    | 6,509   | 247.3      | 2.0                | 4,316   | 66.3               | 1.3                | 19,964    | 130.8             | 1.5                |  |
| Net sales                 | 326,883 | 98.6       | 100.0              | 322,986 | 98.8               | 100.0              | 1,334,297 | 98.9              | 100.0              |  |

Note: From FY2012, Seven Bi no Gardens, drug and cosmetic stores in Ito-Yokado was transferred into Seven Bi no Garden Co., LTD. Under the previous categories that were used in the previous term, year-on-year figures for May 2011, May 2012, and February 2012 would be 96.9%, 97.1%, and 98.2% for "household goods" and 96.0%, 97.3%, and 97.6% for "merchandise sales", respectively.

#### Net sales increase at existing stores

| Net sales increase at existing stores |                    |                    | (%)               |
|---------------------------------------|--------------------|--------------------|-------------------|
|                                       | Three Months Ended | Three Months Ended | Fiscal Year Ended |
|                                       | May 31, 2011       | May 31, 2012       | Feb. 29, 2012     |
| Net sales increase at existing stores | (4.4)              | (3.2)              | (2.6)             |
| Number of customers                   | (2.3)              | (6.2)              | (4.6)             |
| Average spending per customer         | (2.2)              | +2.9               | +2.0              |

#### Gross profit margin

|            |                                 |   |  | _  | (%)  |  |
|------------|---------------------------------|---|--|--|--|--|
| Three Mont | hs Ended                        | Three Mont  | hs Ended   | Fiscal Year Ended  |  |  |
| May 31,    | 2011                            | May 31,   | 2012   | Feb. 29, 2012  |  |  |
|            | Change                          |   | Change   |  | Change   |  |
| 37.3       | +2.2                            | 37.8  | +0.5   | 36.4   | +1.4   |  |
| 31.8       | +0.6                            | 31.8  | ±0.0   | 31.8   | +0.4   |  |
| 27.3       | +1.9                            | 26.7  | (0.6)  | 26.7   | +0.6   |  |
| 30.3       | +1.6                            | 30.0  | (0.3)  | 29.7   | +0.6   |  |
|            | May 31,<br>37.3<br>31.8<br>27.3 | 37.3         +2.2           31.8         +0.6           27.3         +1.9 | May 31, 2011         May 31,           Change         37.3         +2.2         37.8           31.8         +0.6         31.8         27.3         +1.9         26.7 | May 31, 2011         May 31, 2012           Change         Change           37.3         +2.2         37.8         +0.5           31.8         +0.6         31.8         ±0.0           27.3         +1.9         26.7         (0.6) | $\begin{tabular}{ c c c c c c c c c c c c c c c c c c c$ |  |

Note: From FY2012, Seven Bi no Gardens, drug and cosmetic stores in Ito-Yokado was transferred into Seven Bi no Garden Co., LTD. Under the previous categories that were used in the previous term, changes for May 2011, May 2012, and February 2012 would be +0.6%,

(0.2)%, and +0.5% for "household goods" and +1.7%, (0.3)%, and +0.7% for "merchandise sales", respectively.

#### **York-Benimaru**

#### Sales by product category

| Sales by product category             | Three  | Months En               | ded                | Three  | Months Er               | ded   | Fiscal  | (Million<br>Year End   |       |
|---------------------------------------|--------|-------------------------|--------------------|--------|-------------------------|-------|---------|------------------------|-------|
|                                       |        | y 31, 2011              | ucu                |        | y 31, 2012              |       |         | . 29, 2012             |       |
|                                       |        | YOY(%)                  | Composition<br>(%) |        | YOY(%)                  |       | 100     | YOY(%)                 |       |
| Fresh food                            | 25,771 | 95.3                    | 31.9               | 28,643 | 111.1                   | 32.7  | 108,226 | 102.0                  | 31.5  |
| Processed food                        | 19,751 | 96.8                    | 24.5               | 20,687 | 104.7                   | 23.7  | 83,542  | 100.8                  | 24.4  |
| Daily food                            | 15,527 | 96.2                    | 19.2               | 16,942 | 109.1                   | 19.4  | 65,222  | 101.8                  | 19.0  |
| Food                                  | 61,050 | 96.0                    | 75.6               | 66,274 | 108.6                   | 75.8  | 256,991 | 101.6                  | 74.9  |
| Apparel                               | 3,681  | 98.1                    | 4.6                | 3,873  | 105.2                   | 4.4   | 17,358  | 104.7                  | 5.1   |
| Household goods                       | 4,517  | 102.9                   | 5.6                | 4,404  | 97.5                    | 5.1   | 19,474  | 103.0                  | 5.7   |
| Merchandise sales                     | 69,249 | 96.6                    | 85.8               | 74,551 | 107.7                   | 85.3  | 293,824 | 101.8                  | 85.7  |
| Tenants                               | 11,434 | 91.6                    | 14.2               | 12,883 | 112.7                   | 14.7  | 49,120  | 99.8                   | 14.3  |
| Net sales                             | 80,684 | 95.8                    | 100.0              | 87,435 | 108.4                   | 100.0 | 342,944 | 101.5                  | 100.0 |
| Net sales increase at existing stores |        |                         | -                  |        |                         |       |         |                        | (%    |
|                                       |        | Months En<br>y 31, 2011 | ded                |        | Months Er<br>y 31, 2012 |       |         | Year End<br>. 29, 2012 |       |
| Net sales increase at existing stores | (      | (4.6)                   |                    | +      | 4.4                     |       | +       | 1.5                    |       |
| Number of customers                   | (1     | 1.4)                    |                    | +      | 7.7                     |       | (       | (3.3)                  |       |
| Average spending per customer         | +      | 7.6                     |                    | (      | (3.1)                   |       | +       | 4.9                    |       |
| bross profit margin                   |        |                         |                    |        |                         |       |         |                        | (%    |
| • •                                   | Three  | Months En               | ded                | Three  | Months Er               | ded   | Fiscal  | Year End               | ed    |
|                                       | Ma     | v 31. 2011              |                    | Ma     | v 31. 2012              |       | Feb     | . 29. 2012             |       |

I Change Z Change LZ Change +2.5Food 27.7 25.1 (2.6)26.3 +0.3+7.1+1.0Apparel 39.3 33.8 (5.5)34.6 +1.7(2.1)+0.8Household goods 28.9 26.8 28.2 Total 28.4 +2.725.6 (2.8)27.0 +0.4

Business Performance of Group Principal Companies-3

### 3. Department Store Operations

Sogo & Seibu

| Sales results of major stores |                     |        |                     |        | (Mi                                | llions of yen) |
|-------------------------------|---------------------|--------|---------------------|--------|------------------------------------|----------------|
|                               | Three Mon<br>May 31 |        | Three Mon<br>May 31 |        | Fiscal Year Ended<br>Feb. 29, 2012 |                |
|                               |                     | YOY(%) |                     | YOY(%) |                                    | YOY(%)         |
| Ikebukuro                     | 40,802              | 102.8  | 42,991              | 105.4  | 176,475                            | 105.5          |
| Yokohama                      | 22,627              | 90.8   | 24,774              | 109.5  | 100,996                            | 99.3           |
| Chiba                         | 18,076              | 95.6   | 19,356              | 107.1  | 78,632                             | 100.9          |
| Kobe                          | 11,780              | 97.2   | 11,353              | 96.4   | 48,279                             | 96.3           |
| Hiroshima                     | 10,066              | 98.9   | 9,960               | 98.9   | 41,446                             | 98.7           |
| Shibuya                       | 8,832               | 85.0   | 9,492               | 107.5  | 39,802                             | 94.0           |
| Omiya                         | 7,403               | 92.0   | 7,848               | 106.0  | 32,418                             | 98.5           |

Note: Store sales include corporate sales.

#### Sales by product category

| Sales by product category |         |              |                    |         |            |                    | _                 | (Million    | s of yen)          |
|---------------------------|---------|--------------|--------------------|---------|------------|--------------------|-------------------|-------------|--------------------|
|                           | Three   | Months Ei    | nded               | Three 1 | Months Er  | nded               | Fiscal Year Ended |             |                    |
|                           | Ma      | May 31, 2011 |                    |         | y 31, 2012 |                    | Feb               | o. 29, 2012 |                    |
|                           |         | YOY(%)       | Composition<br>(%) |         | YOY(%)     | Composition<br>(%) |                   | YOY(%)      | Composition<br>(%) |
| Apparel                   | 85,195  | 88.3         | 45.0               | 86,929  | 102.0      | 45.3               | 361,550           | 94.1        | 44.2               |
| Household goods           | 17,222  | 90.3         | 9.1                | 17,619  | 102.3      | 9.2                | 79,476            | 98.5        | 9.7                |
| Food                      | 36,733  | 99.1         | 19.4               | 36,275  | 98.8       | 18.9               | 170,707           | 100.4       | 20.9               |
| Merchandise sales         | 139,150 | 91.2         | 73.5               | 140,824 | 101.2      | 73.4               | 611,735           | 96.3        | 74.8               |
| Tenants                   | 38,960  | 99.9         | 20.6               | 41,432  | 106.3      | 21.6               | 164,297           | 103.2       | 20.1               |
| Corporate sales           | 11,320  | 108.2        | 6.0                | 9,601   | 84.8       | 5.0                | 41,895            | 104.0       | 5.1                |
| Net sales                 | 189,431 | 93.7         | 100.0              | 191,857 | 101.3      | 100.0              | 817,927           | 98.0        | 100.0              |

| Net sales increase at existi | ng stores |
|------------------------------|-----------|
|                              |           |

| Net sales increase at existing stores |                    |                    | (%)               |
|---------------------------------------|--------------------|--------------------|-------------------|
|                                       | Three Months Ended | Three Months Ended | Fiscal Year Ended |
|                                       | May 31, 2011       | May 31, 2012       | Feb. 29, 2012     |
| Net sales increase at existing stores | (5.6)              | +5.1               | (0.5)             |

| Gross profit margin |            |           |            |          |                   | (%)    |  |
|---------------------|------------|-----------|------------|----------|-------------------|--------|--|
|                     | Three Mont | ths Ended | Three Mont | hs Ended | Fiscal Year Ended |        |  |
|                     | May 31,    | 2011      | May 31,    | 2012     | Feb. 29, 2012     |        |  |
|                     |            | Change    |            | Change   |                   | Change |  |
| Apparel             | 29.8       | (0.3)     | 29.8       | ±0.0     | 29.0              | (0.1)  |  |
| Household goods     | 25.8       | (0.2)     | 25.4       | (0.4)    | 25.0              | (0.4)  |  |
| Food                | 15.5       | (0.1)     | 15.4       | (0.1)    | 16.8              | (0.2)  |  |
| Total               | 25.5       | (0.6)     | 25.5       | ±0.0     | 25.1              | (0.3)  |  |

### 4. Food Services

Seven & i Food Systems

| Sales results by operations            |  |  | _  |  |                                    |   | (      | Million | s of yen) |
|--|--|--|--|--|------------------------------------|---|--------|---------|-----------|
|  | Three Months Ended<br>May 31, 2011<br>YOY(%) Composition |  | Three Months Ended<br>May 31, 2012<br>YOY(%) Composition |  |                                    | Fiscal Year Ended<br>Feb. 29, 2012<br>YOY(%) Composition<br>(%) |        |         |           |
| Restaurant operations                  | 14,085   | 86.0   | 77.7   | 15,272                                       | 108.4                              | 78.2  | 60,821 | 95.5    | 78.6      |
| Meal provision service business        | 2,195  | 108.9  | 12.1   | 2,528  | 115.2                              | 12.9  | 9,346  | 114.1   | 12.1      |
| Fast food operations                   | 1,847  | 94.5   | 10.2   | 1,728  | 93.6                               | 8.9   | 7,231  | 93.3    | 9.3       |
| Total                                  | 18,128   | 89.0   | 100.0  | 19,529                                       | 107.7                              | 100.0   | 77,400 | 97.2    | 100.0     |
| Restaurant division] Net sales increas | e at existing  | stores                                       | -  |  |                                    |   | -      |         | (%)       |
|  | Three Months Ended<br>May 31, 2011                       |  | Three Months Ended<br>May 31, 2012                       |  | Fiscal Year Ended<br>Feb. 29, 2012 |   |        |         |           |
| Net sales increase at existing stores  | (8.4)  |  | +8.8   |  | (1.0)                              |   |        |         |           |
| Number of customers                    | (  | (9.4)  |  | +8.6   |                                    | (2.6)   |        |         |           |
| Average spending per customer          | +1.1   |  | +0.2   |  | +1.6                               |   |        |         |           |
| [Restaurant division] Gross profit ma  | rgin   |  |  |  |                                    |   |        |         | (%        |
|  | Three M  | Three Months Ended<br>May 31, 2011<br>Change |  | Three Months Ended<br>May 31, 2012<br>Change |                                    | Fiscal Year Ended<br>Feb. 29, 2012<br>Change                    |        |         |           |
| Gross profit margin                    | 68.2   |  | 0.1)   | 68.5   | +                                  | +0.3  | 68.3   |         | ±0.0      |

#### 5. Financial Services

#### Number of Seven Bank ATMs

|                            | Three Mon | Three Months Ended     |        | Three Months Ended     |        | Fiscal Year Ended      |  |
|----------------------------|-----------|------------------------|--------|------------------------|--------|------------------------|--|
|                            | May 31    | May 31, <u>2011</u>    |        | May 31, <u>2012</u>    |        | Feb. 29, 2012          |  |
|                            |           | % of stores<br>of ATMs |        | % of stores<br>of ATMs |        | % of stores<br>of ATMs |  |
| Seven-Eleven Japan         | 14,279    | 99.7                   | 15,308 | 99.9                   | 15,077 | 99.8                   |  |
| Ito-Yokado                 | 297       | 98.8                   | 299    | 98.3                   | 299    | 98.3                   |  |
| York-Benimaru              | 40        | 22.8                   | 60     | 33.3                   | 60     | 33.5                   |  |
| York Mart                  | 36        | 54.5                   | 43     | 62.3                   | 40     | 58.8                   |  |
| Others                     | 67        | -                      | 74     | -                      | 74     | -                      |  |
| Net ATMs in the Group      | 14,719    | -                      | 15,784 | -                      | 15,550 | -                      |  |
| Net ATMs outside the Group | 834       | -                      | 1,044  | -                      | 990    | -                      |  |
| Total                      | 15,553    | -                      | 16,828 | -                      | 16,540 | -                      |  |

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

|                                | Mar. 2011 - May 2011 |        | Mar. 2012- May 2012 |        | Mar. 2011- Feb. 2012 |        |
|--------------------------------|----------------------|--------|---------------------|--------|----------------------|--------|
|                                |                      | Change |                     | Change |                      | Change |
| Average number of transactions | 111.9                | (2.9)  | 111.1               | (0.8)  | 112.2                | (0.9)  |

| Number of credit cards, point cards and cash cards (10 thousands |              |          |                    |        |                   |        |  |  |
|--|--------------|----------|--------------------|--------|-------------------|--------|--|--|
|  | Three Mont   | hs Ended | Three Months Ended |        | Fiscal Year Ended |        |  |  |
|  | May 31, 2011 |          | May 31, 2012       |        | Feb. 29, 2012     |        |  |  |
|  |              | Change   |                    | Change |                   | Change |  |  |
| Credit Cards   |              |          |                    |        |                   |        |  |  |
| Seven Card   | 312          | +12      | 326                | +14    | 322               | +11    |  |  |
| CLUB ON/Millennium CARD SAISON                                   | 301          | -        | 311                | +10    | 312               | -      |  |  |
| Electronic money (nanaco)  | 1,330        | +180     | 1,695              | +365   | 1,636             | +351   |  |  |
| Cash card (Seven Bank)   | 90           | +11      | 99                 | +9     | 96                | +9     |  |  |

Notes: 1. Seven Card and CLUB ON/Millennium CARD SAISON issued represent only the number of effective card members.

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

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

#### Notes

#### Fiscal periods of consolidated subsidiaries and affiliates

|   | 1Q    | 2Q        | 3Q        | Fiscal year |
|---|-------|-----------|-----------|-------------|
| Consolidated subsidiaries and 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 May have been adopted.

#### 7 Eleven, Inc.

From the fiscal year ended December 2011, 7-Eleven, Inc., 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.