SEVEN\&i HLDGS.

## Brief Summary for the Third Quarter of FY2013

January 8, 2013
Seven \& i Holdings Co., Ltd.

## CONSOLIDATED RESULTS

## 1. Financial Results

(Millions of yen)

|  | Nine Months ended Nov. 30, 2011 <br> YOYY |  | Nine Months ended Nov. 30, 2012 YOYY(\% |  | Fiscal Year ended Feb. 29, 2012 YOYY(\%) |  | Fiscal Year endingFeb. 28,2013 (Forecast)YOY(\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Group sales ${ }^{* 1}$ | 6,004,661 | 106.4 | 6,321,905 | 105.3 | 8,048,156 | 106.6 | 8,530,000 | 106.0 |
| Revenues from operations | 3,548,480 | 92.8 | 3,677,545 | 103.6 | 4,786,344 | 93.5 | 5,030,000 | 105.1 |
| Convenience store operations | 1,284,257 | 82.6 | 1,412,033 | 109.9 | 1,690,924 | 83.0 | 1,900,000 | 112.4 |
| Superstore operations | 1,465,255 | 99.9 | 1,471,210 | 100.4 | 1,992,298 | 100.5 | 2,020,000 | 101.4 |
| Department store operations | 647,125 | 97.9 | 634,540 | 98.1 | 900,222 | 98.4 | 887,000 | 98.5 |
| Food services | 58,129 | 95.9 | 58,720 | 101.0 | 78,026 | 97.3 | 79,000 | 101.2 |
| Financial services | 96,693 | 118.8 | 107,760 | 111.4 | 129,601 | 121.2 | 143,000 | 110.3 |
| Others | 35,059 | 137.4 | 37,720 | 107.6 | 47,464 | 133.3 | 56,000 | 118.0 |
| Eliminations / corporate | $(38,038)$ |  | $(44,440)$ |  | $(52,193)$ |  | $(55,000)$ |  |
| Operating income (loss) | 216,216 | 123.0 | 216,417 | 100.1 | 292,060 | 120.0 | 308,000 | 105.5 |
| Convenience store operations | 166,998 | 106.6 | 172,471 | 103.3 | 214,637 | 109.8 | 231,600 | 107.9 |
| Superstore operations | 21,805 |  | 12,879 | 59.1 | 32,432 | 206.5 | 25,800 | 79.6 |
| Department store operations | 1,467 |  | (152) |  | 9,948 | 176.9 | 11,800 | 118.6 |
| Food services | (336) |  | 437 |  | (95) |  | 1,100 |  |
| Financial services | 25,437 | 115.0 | 28,845 | 113.4 | 33,778 | 119.2 | 35,600 | 105.4 |
| Öthers | 1,369 |  | 3,008 | 219.7 | 2,304 |  | 3,600 | 156.2 |
| Eliminations / corporate | (525) |  | $(1,072)$ |  | (945) |  | $(1,500)$ |  |
| Non-operating income | 7,768 | 90.8 | 8,046 | 103.6 | 10,150 | 97.7 |  |  |
| Non-operating expenses | 6,731 | 82.9 | 8,135 | 120.9 | 9,039 | 83.5 |  |  |
| Ordinary income | 217,253 | 123.3 | 216,328 | 99.6 | 293,171 | 120.7 | 308,000 | 105.1 |
| Special gains | 6,957 | 33.7. | 1,069 | 15.4 | 10,428 | 46.0. |  |  |
| Special losses | 61,023 | 221.1 | 24,437 | 40.0 | 72,782 | 172.2 |  |  |
| Income before income taxes and minority interests | 163,188 | 96.4 | 192,960 | 118.2 | 230,817 | 103.4 |  |  |
| Net income | 83,656 | 92.7 | 96,964 | 115.9 | 129,837 | 116.0 | 143,000 | 110.1 |
| Net income per share | $\begin{array}{r} \hline \text { yen } \\ 94.69 \end{array}$ | $\begin{array}{\|c\|} \hline \hline 93.2 \\ \hline \end{array}$ | $\begin{array}{r} \text { yen: } \\ \mathbf{1 0 9 . 7 5} \end{array}$ | $\begin{array}{r} \hline \% \\ 115.9 \end{array}$ | $\begin{array}{r} \hline \text { yen! } \\ 146.96 \end{array}$ | 116.4 | $\begin{array}{r} \text { yen! } \\ 161.85 \end{array}$ | $\begin{gathered} \hline \% \\ 110.1 \end{gathered}$ |

Number of shares outstanding

| Average $^{* 2}$ | $883,496,838$ | $883,530,956$ | $883,499,397$ |
| :--- | ---: | ---: | ---: |
| End of period $^{* 2}$ | $883,507,887$ | $883,536,617$ | $883,506,457$ |

*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 nine months ended 2011 and 2012, fiscal year ended Feb. 29, 2012, and fiscal year ending Feb. 28, 2013 are 3,740,437 million yen, 4,056,393 million yen, 4,952,736 million yen and $5,400,000$ million yen, respectively.
*2. Excluding treasury stock
Exchange rates

|  |  | Nine Months ended Nov. 30, 2011 | Nine Months ended <br> Nov. 30, 2012 | Fiscal Year ended <br> Feb. 29, 2012 | Fiscal Year ending Feb. 28, 2013 (Forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income statements | U.S.\$1= | 80.59 yen | 79.39 yen | 79.80 yen | 80.00 yen |
|  | 1yuan= | 12.36 yen | 12.53 yen | 12.32 yen | 12.50 yen |
| Balance sheets | U.S.\$1= | 76.65 yen | 77.60 yen | 77.74 yen | - |
|  | 1yuan= | 12.04 yen | 12.33 yen | 12.31 yen | - |

## (Reference) Operating income before amortization of goodwill

(Millions of yen)


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

## 2. Major Factors for Changes in Financial Results for the Third Quarter of FY2013 <br> *For results of principal operating companies, please refer to page 5 to 6.

(Millions of yen)

|  | Nine Months ended <br> Nov. 30, 2012 |  |  |
| :--- | :---: | :---: | :--- |
| Total Group sales* | $\mathbf{6 , 3 2 1 , 9 0 5}$ | $+\mathbf{3 1 7 , 2 4 4}$ | Major Factors |


| Revenues from operations | 3,677,545 | +129,064 | (1) Higher revenues in convenience store operations <br> (2) Higher revenues in financial services <br> (3) Lower revenues in department store operations <br> - Closure of Sogo Hachioji on January 31, 2012 |
| :---: | :---: | :---: | :---: |
| Operating income | 216,417 | +200 |  |
| Convenience stores | 172,471 | +5,472 | (1) Seven-Eleven Japan <br> - Growth led by original daily food products and the Group's Seven Premium private-brand products. Existing store sales and merchandise gross profit margin both increased. <br> (2) 7-Eleven, Inc. <br> - Growth led by beverages, fresh food and hot food products, and 7-Select private-brand products. Merchandise sales and its gross profit margin increased. |
| Superstores | 12,879 | $(8,926)$ | (1) Ito-Yokado <br> - Effect by downward rebound from the earthquake in 1st Half, but made positive profit growth in 3 Q(Sept.-Nov.) led by improvement in gross profit margin mainly on apparel. <br> (2) York-Benimaru <br> - Effected by the downward rebound from the increase in demand following the earthquake, but made recovery of sales and gross profit margin in 3Q(Sept.-Nov.) |
| Department stores | (152) | $(1,620)$ | Sogo \& Seibu <br> - Effect of weather conditions after 2Q. |
| Food services | 437 | +774 | Higher income at Seven \& i Food Systems |
| Financial services | 28,845 | +3,407 | (1)Higher income at Seven Bank <br> (2)Higher income in card operations <br> - Favorable results in both credit card operations and electronic money operations. |
| Others | 3,008 | +1,638 |  |
| Ordinary income | 216,328 | (925) | - Increase in non-operating expenses |
| Income before income taxes and minority interests | 192,960 | +29,772 | (1) Decrease in special losses <br> - In the previous year, asset retirement obligations and losses on disaster were recorded. <br> - In the current year, special losses were recorded accompanying the closures of Seibu Numazu and Sogo Kure. <br> (2) Decline in special gains <br> - In the previous year, gain on changes in accounting policies applied to foreign subsidiary was recorded. |
| Minority interests in income | 9,027 | +942 | - Higher minority interests in income due primarily to increased income at Seven Bank. |
| Net income | 96,964 | +13,307 |  |

[^0]3. Segment Information

## (1) Business Segment Information

|  | Nine Month <br> Nov. 30, | s ended <br> 2011 <br> YOY(\%) | Nine Months ended <br> Nov. 30, 2012 |  |  | Fiscal Year ended Feb. 29, 2012 |  | Fiscal Year ending <br> Feb. 28, 2013 (Forecast) <br> $\vdots$ <br>  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital expenditures |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 117,686 | 161.9 | 144,967 | 123.2 | 63.4 | 164,973 | 155.1 | 216,000 | 130.9 |
| Superstore operations | 25,072 | 51.2 | 32,623 | 130.1 | 14.3 | 40,284 | 74.4 | 51,500 | 127.8 |
| Department store operations | 12,866 | 53.9 | 15,443 | 120.0 | 6.8 | 16,068 | 57.8 | 19,000 | 118.2 |
| Food services | 634 | 137.0 | 1,015 | 160.0 | 0.4 | 831 | 157.6 | 3,000 | 360.8 |
| Financial services | 19,334 | 139.4 | 30,771 | 159.2 | 13.5 | 26,783 | 136.5 | 32,200 | 120.2 |
| Others | 7,453 | 5.9 | 3,366 | 45.2 | 1.5 | 3,114 | 2.4 | 4,000 | 128.4 |
| Corporate | 1,213 | 44.4 | 570 | 47.0 | 0.2 | 3,371 | 121.5 | 300 | 8.9 |
| Total | 184,262 | 63.7 | 228,758 | 124.1 | 100.0 | 255,426 | 75.4 | 326,000 | 127.6 |
| Depreciation and amortization |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 53,614 | 104.6 | 60,851 | 113.5 | 53.7 | 73,291 | 106.6 | 87,700 | 119.7 |
| Superstore operations | 20,718 | 112.4 | 21,325 | 102.9 | 18.8 | 28,626 | 110.6 | 29,300 | 102.4 |
| Department store operations | 10,402 | 96.5 | 10,978 | 105.5 | 9.7 | 14,010 | 97.6 | 13,300 | 94.9 |
| Food services | 494 | 79.7 | 469 | 95.0 | 0.4 | 667 | 82.2 | 700 | 104.9 |
| Financial services | 14,650 | 95.5 | 17,047 | 116.4 | 15.0 | 20,331 | 98.3 | 24,200 | 119.0 |
| Others | 1,974 | 206.9 | 1,860 | 94.2 | 1.6 | 2,588 | 161.9 | 3,300 | 127.5 |
| Corporate | 342 | 146.9 | 813 | 237.6 | 0.7 | 480 | 149.1 | 500 | 104.2 |
| Total | 102,196 | 104.7 | 113,345 | 110.9 | 100.0 | 139,994 | 105.7 | 159,000 | 113.6 |
| Amortization of goodwill |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 2,909 | 52.8 | 3,485 | 119.8 | 33.2 | 3,620 | 50.2 |  |  |
| Superstore operations | 2,529 | 100.0 | 2,529 | 100.0 | 24.1 | 3,372 | 100.0 |  |  |
| Department store operations | 3,939 | 100.0 | 3,972 | 100.8 | 37.8 | 5,253 | 100.0 |  |  |
| Food services |  |  |  |  | - |  | - |  |  |
| Financial services | 453 | 240.8 | 469 | 103.5 | 4.5 | 610 | 235.6 |  |  |
| Others | 44 | 151.7 | 44 | 100.0 | 0.4 | 58 | 134.8 |  |  |
| Total | 9,876 | 81.0 | 10,501 | 106.3 | 100.0 | 12,915 | 80.0 |  |  |
| Impairment loss |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 3,625 | 90.2 | 4,203 | 115.9 | 37.6 | 4,301 | 72.4 |  |  |
| Superstore operations | 1,964 | 108.3 | 2,143 | 109.1 | 19.2 | 7,238 | 174.9 |  |  |
| Department store operations | 871 | 10.7 | 4,247 | 487.5 | 38.0 | 2,059 | 20.0 |  |  |
| Food services | 368 | 123.5 | 256 | 69.8 | 2.3 | 428 | 113.1 |  |  |
| Financial services |  | - | 308 | - | 2.8 | 97 | 15.4 |  |  |
| Others |  |  | 28 | - | 0.3 | 334 | 559.6 |  |  |
| Total | 6,829 | 47.8 | 11,188 | 163.8 | 100.0 | 14,460 | 67.4 |  |  |

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 Segment Information (Millions of yen)

|  | Nine Months Nov. 30, 2 | ended YOY(\%)..... |  |  |  | Fiscal Year endedFeb. 29, $2012 \ldots . .$. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations |  |  |  |  |  |  |  |
| Japan | 2,641,297 | 100.4 | 2,671,335 | 101.1 | 72.6 | 3,590,917 | 101.1 |
| North America | 842,274 | 74.2 | 934,677 | 111.0 | 25.4 | 1,106,449 | 74.5 |
| Others | 65,321 | 102.3 | 72,150 | 110.5 | 2.0 | 89,524 | 104.1 |
| Eliminations | (411) | - | (618) | - | - | (546) |  |
| Total | 3,548,480 | 92.8 | 3,677,545 | 103.6 | - | 4,786,344 | 93.5 |
| Operating income |  |  |  |  |  |  |  |
| Japan | 191,275 | 126.5 | 190,437 | 99.6 | 88.0 | 261,531 | 121.5 |
| North America | 23,162 | 100.1 | 26,082 | 112.6 | 12.1 | 29,181 | 111.3 |
| Others | 1,760 | 129.0 | (110) | -: | (0.1) | 1,324 | 71.3 |
| Eliminations | 18 | - | 7 | -: | - | 22 | - |
| Total | 216,216 | 123.0 | 216,417 | 100.1 | - | 292,060 | 120.0 |

[^1]4. Interest-Bearing Debt
(Millions of yen)

|  | Nine Months ended <br> Nov. 30, 2011 |  | Nine Months ended Nov. 30, 2012 |  | Fiscal Year ended <br> Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Short-term loans | 136,600 | 102.4 | 146,800 | 107.5 | 139,690 | 128.9 |
| Current portion of long-term loans | 52,895 | 35.2 | 90,064 | 170.3 | 88,786 | 69.8 |
| Current portion of bonds | 46,000 | - | 39,999 | 87.0 | 10,000 | 27.7 |
| Commercial paper | 16,709 | 758.4 | 3,569 | 21.4 | 21,455 | 335.7 |
| Sub-total | 252,204 | 88.3 | 280,433 | 111.2 | 259,931 | 93.5 |
| Bonds | 253,976 | 84.7 | 253,982 | 100.0 | 253,978 | 96.2 |
| Long-term loans | 241,624 | 153.8 | 255,520 | 105.8 | 198,167 | 111.8 |
| Commercial paper | - | - |  | - | - | - |
| Sub-total | 495,601 | 106.0 | 509,503 | 102.8 | 452,145 | 100.6 |
| Total | 747,805 | 99.2 | 789,936 | 105.6 | 712,077 | 97.9 |
| Ratio to total assets (\%) | 18.9 | (1.6) | 19.1 | +0.2 | 18.3 | (1.2) |
| Ratio to owners' equity (\%) | 43.6 | (1.0) | 43.7 | +0.1 | 40.3 | (2.4) |

Interest-Bearing Debt by Business Segment

| Convenience store operations | 24,397 | 150.2 | 61,791 | 253.3 | 29,252 | 173.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Superstore operations | 26,268 | 93.5 | 21,871 | 83.3 | 26,219 | 93.4 |
| Department store operations | 211,138 | 72.5 | 192,129 | 91.0 | 200,154 | 73.5 |
| Food services | - | - | - | - | - |  |
| Others | 1,500 | 66.7 | 750 | 50.0 | 1,500 | 66.7 |
| Corporate | 209,976 | 100.0 | 209,981 | 100.0 | 209,978 | 100.0 |
| Sub-total (excluding financial services) | 473,281 | 86.4 | 486,523 | 102.8 | 467,103 | 88.2 |
| Financial services | 274,524 | 133.4 | 303,412 | 110.5 | 244,973 | 123.8 |
| Total | 747,805 | 99.2 | 789,936 | 105.6 | 712,077 | 97.9 |

Bond Information
(As of November 30, 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 |
| 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 December 31, 2012)

|  |  | S\&P | Moody's | R\&I | JCR |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Seven \& i Holdings | Long-term | AA- | Aa3 | AA | AA + |
| Seven-Eleven Japan | Long-term | AA- | - | - | AA+ |
|  | Short-term | A-1+ | P-1 | - | - |
| 7-Eleven, Inc. | Long-term | AA- | Baa1 | - | - |
| Seven Bank | Long-term | AA- | - | AA | - |

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

Seven-Eleven Japan
(Millions of yen)

|  | Nine Months ended <br> Nov. 30, 2011 <br> YOY(\%) | Nine Months ended <br> Nov. 30, 2012 <br> YOY(\%) | Fiscal Year ended <br> Feb. 29, 2012 <br> '-YOY(\%) | Fiscal Year ending <br> Feb. 28, 2013 (Forecast) <br> YOY(\%) |
| :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 436,158: 104.1 | 467,988 107.3 | 576,186 104.9 | 619,000 107.4 |
| Operating income | 141,903 106.4 | 145,024 102.2 | 183,160 108.3 | 195,000 106.5 |
| Total store sales | 2,472,497: 111.5 | 2,653,644 107.3 | 3,280,512 111.3 | 3,522,000 107.4 |
| Net sales of franchised stores | 2,402,551 112.6 | 2,585,384 107.6 | 3,189,317 112.3 |  |
| Existing stores sales increase (\%) | +7.6 | +1.6 | +6.7 | +1.7 |
| Merchandise GP Margin (\%) | 29.9 (0.9) | 30.1: +0.2 | 29.7 (0.8) | $\begin{array}{l:l}30.0 & +0.3\end{array}$ |
| Average daily sales per store (thousand yen) | 675 +45 | 677 +2 | 669 +40 |  |
| Number of domestic stores | 13,685 +453 | 14,783 +778 | 14,005 +773 | 15,005 $+1,000$ |

7-Eleven, Inc.


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-Yokado |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|}
\hline
\end{tabular} |


| York-Benimaru |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Nine Months ended <br> Nov. 30, 2011 <br> YOY(\%) | Nine Months ended $\begin{aligned} \text { Nov. 30, } 2012 \\ \hdashline Y O Y(\%) \\ \hline \end{aligned}$ | Fiscal Year ended <br> Feb. 29, 2012 <br> YOY(\%) | Fiscal Year ending Feb. 28, 2013 (Forecast) YOY(\%) |
| Revenues from operations | 256,423: 100.8 | 268,719 104.8 | 348,600 101.5 | 369,000 105.9 |
| Net sales | 252,190 100.8 | 264,408 104.8 | 342,944 101.5 | 363,000 105.8 |
| Operating income | 11,883 211.9 | 7,905 66.5 | 14,955: 168.5 | 12,000 80.2 |


| Existing stores sales increase (\%) | +0.9 | +0.6 | +1.5 | +2.0 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Merchandise GP Margin (\%) | 27.1 | +0.7 | 25.8 | $(1.3)$ | 27.0 | +0.4 |
| Number of domestic stores | 174 | +4 | 182 | +6 | 176 | +6 |


| (Reference) Results including Life Foods* |  |  | Nine Months ended <br> Nov. 30, 2012 <br> YOY(\%) |  | Fiscal Year endedFeb. 29, 2012$: Y O Y(\%)$ |  | (Millions of yen)Fiscal Year endingFeb. 28, 2013 (Forecast)(YOY(\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months ended$\begin{gathered} \text { Nov. } 30,2011 \\ \hdashline \mathrm{YOY}(\%) \\ \hline \end{gathered}$ |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
| Operating income | 14,448 | 190.1 | 10,795 | 74.7 | 18,407 | 159.6 | 15,300 | 83.1 |

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

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


| Seven \& i Food Systems |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|r|}
\hline
\end{tabular} |

$<$ Restaurant division>

| Existing stores sales increase (\%) | (2.1) |  | +1.3 |  | (1.0) |  | +1.7 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Merchandise GP Margin (\%) | 68.5 ' | $\pm 0.0$ | 69.2 ' | +0.7 | 68.3 | $\pm 0.0$ | 68.9 | +0.6 |
| Number of domestic stores | 489 | $\pm 0$ | 481 | (5) | 486 | (3) | 488 | +2 |

Note: Change in number of stores represent the net change from the beginning of fiscal year.

1. Store Openings and Closures of Major Group Companies

|  | Nov. 2011 <br> Change |  | Nov. 2012 <br> "Cöhange |  | Feb. 2012 <br> :"C̄hange |  | Feb. 2013(forecast) <br> C"Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan | 13,685 : | +453 | 14,783 ! | +778 | 14,005 : | +773 | 15,005 | 1,000 |
| Openings | 776 |  | 1,008 |  | 1,201 |  | 1,350 |  |
| Closures | 323 |  | 230 |  | 428 |  | 350 |  |
| Relocations, etc. | 255 |  | 190 |  | 346 |  |  |  |
| Terminations of contract | 68 |  | 40 |  | 82 |  |  |  |
| 7-Eleven, Inc. ${ }^{* 1}$ | 7,048 | +438 | 7,546 | +397 | 7,149 | +539 | 8,019 | +870 |
| Openings | 508 |  | 463 |  | 643 : |  | 970 |  |
| Closures | 70 |  | 66 |  | 104 |  | 100 |  |
| SEVEN-ELEVEN (BEIJING) ${ }^{* 1,2}$ | 121 ! | +21 | 177 ! | +30 | 147 ! | +47 | 200 ! | +53 |
| Openings | 22 |  | 30 |  | 48 |  | 54 ' |  |
| Closures | 1 |  | 0 |  | 1 |  | 1 |  |
| SEVEN-ELEVEN (CHENGDU) ${ }^{* 1}$ | 25 ! | +25 | 70 ! | +29 | 41 ! | +41 | 90 | +49 |
| Openings | 25 ! |  | 30 ! |  | 41 |  | 50 |  |
| Closure | 0 |  | $1!$ |  | 0 |  | 1 |  |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado | 172 ! | +2 | 175 ! | +2 | 173 : | +3 | 174 ! | +1 |
| Openings | $3:$ |  | 3 |  | 5 : |  | 3 ' |  |
| Closures | 1 |  | 1 |  | 2 |  | 2 |  |
| York-Benimaru ${ }^{* 3}$ | 174 | +4 | 182 | +6 | 176 | +6 | 184 | +8 |
| Openings | 5 |  | 9 |  | 8 |  | 11 |  |
| Closures | 1 |  | 2 |  | 2 |  | 2 |  |
| York Mart | 69 ! | +4 | 71 | +3 | 68 ! | +3 | 71 ! | +3 |
| Openings | 5 |  | 5 |  | 5 |  | 5 |  |
| Closures | 1 |  | 2 |  | 2 |  | 2 |  |
| Hua Tang Yokado Commercial ${ }^{* 1}$ | 8 | $\pm 0$ | 8 | $\pm 0$ | 8 | $\pm 0$ | 8 | $\pm 0$ |
| Opening | 0 |  | 0 |  | 0 |  | 0 |  |
| Closure | 0 |  | 0 |  | 0 |  | 0 |  |
| Chengdu Ito-Yokado ${ }^{* 1}$ | 4 | $\pm 0$ | 5 | $\pm 0$ | 5 ! | +1 | 5 | $\pm 0$ |
| Opening | 0 |  | 0 |  | 1 |  | 0 |  |
| Closure | 0 |  | 0 |  | 0 |  | 0 |  |
| Beijing Wang fu jing Yokado Commercial ${ }^{* 1}$ | 1 | $\pm 0$ | 2 | $\pm 0$ | 2 | +1 | 2 | $\pm 0$ |
| Opening | 0 |  | 0 |  | 1 |  | 0 |  |
| Closure | 0 |  | 0 |  | 0 |  | 0 |  |
| Akachan Honpo ${ }^{* 4}$ | 86 | +1 | 92 | +5 | 87 ! | +2 | 93 | +6 |
| Openings | 8 |  | 8 |  | 11 |  | 9 |  |
| Closures | 7 |  | 3 |  | 9 |  | 3 |  |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu | 27 | $\pm 0$ | 26 | $\pm 0$ | 26 | (1) | 24 | (2) |
| Opening | 0 |  | 0 |  | 0 |  | 0 |  |
| Closures | 0 |  | 0 |  | 1 |  | 2 |  |
| $\mathrm{LOFT}^{* 5}$ | 73 ! | +10 | 82 | +9 | 73 ! | +10 | 82 | +9 |
| Openings | 11 ! |  | 9 |  | 12 ! |  | 9 |  |
| Closures | $1:$ |  | 0 |  | 2 |  | 0 |  |
| Food services |  |  |  |  |  |  |  |  |
| Seven \& i Food Systems | 861 | +15 | 852 | (6) | 858 | +12 | 848 | (10) |
| Restaurant operations | 489 | $\pm 0$ | 481 | (5) | 486 | (3) | 488 | +2 |
| Openings | 10 |  | 8 |  | 12 |  | 6 |  |
| Closures | 10 |  | 13 |  | 15 |  | 4 |  |
| Meal provision service business | 243 ! | +15 | 249 | +5 | 244 ! | +16 | 247 | +3 |
| Fast food operations | 129 | $\pm 0$ | 122 | (6) | 128 ! | (1) | 113 | (15) |
| Seven \& i Restaurant (Beijing) ${ }^{* 1}$ | 2 | $\pm 0$ | 3 | $\pm 0$ | 3 | +1 | 3 | $\pm 0$ |
| Opening | 0 |  | 0 |  | 1 |  | 0 |  |
| Closure | 0 |  | 0 |  |  |  | 0 |  |

Note: Change refers to net change from the beginning of the fiscal year.
*1. Figures are as of the end of September, or as of the end of December.
*2. The number of stores in Tianjin, China which is included in SEVEN-ELEVEN (BEIJING) for Sept. 2011, Sept. 2012 and FY2012 are 13,46 and 28 stores, respectively
*3. York-Benimaru's store openings for Nov. 2012 results and FY2013 forecast 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 franchised stores of LOFT for Nov. 2011, Nov. 2012 and FY2012 are 9, 11 and 9 franchised stores, respectively.

## 2. Convenience Store Operations Network

(1) Domestic Store Network

|  | Nov. 2011 | Feb. 2012 | Nov. 2012 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 835 | 844 | 875 | +31 |
| Iwate | 74 | 78 | 82 | +4 |
| Miyagi | 336 | 339 | 341 | +2 |
| Akita | - |  | 11 | +11 |
| Yamagata | 145 | 150 | 155 | +5 |
| Fukushima | 377 | 382 | 380 | (2) |
| Ibaraki | 546 | 555 | 569 | +14 |
| Tochigi | 357 | 363 | 369 | +6 |
| Gunma | 370 | 379 | 397 | +18 |
| Saitama | 909 | 929 | 960 | +31 |
| Chiba | 799 | 813 | 842 | +29 |
| Tokyo | 1,812 | 1,848 | 1,956 | +108 |
| Kanagawa | 974 | 986 | 1,053 | +67 |
| Niigata | 355 | 360 | 374 | +14 |
| Toyama | 58 | 71 | 85 | +14 |
| Ishikawa | 39 | 46 | 61 | +15 |
| Fukui | 29 | 31 | 37 | +6 |
| Yamanashi | 167 | 170 | 170 | $\pm 0$ |
| Nagano | 386 | 386 | 399 | +13 |
| Gifu | 85 | 88 | 100 | +12 |
| Shizuoka | 509 | 522 | 552 | +30 |
| Aichi | 643 | 657 | 741 | +84 |
| Mie | 50 | 50 | 57 | +7 |
| Shiga | 174 | 179 | 179 | $\pm 0$ |
| Kyoto | 204 | 209 | 222 | +13 |
| Osaka | 618 | 646 | 704 | +58 |
| Hyogo | 415 | 425 | 454 | +29 |
| Nara | 77 | 78 | 84 | +6 |
| Wakayama | 43 | 45 | 48 | +3 |
| Shimane | 8 | 8 | 10 | +2 |
| Okayama | 221 | 225 | 237 | +12 |
| Hiroshima | 416 | 429 | 445 | +16 |
| Yamaguchi | 242 | 245 | 254 | +9 |
| Fukuoka | 694 | 706 | 742 | +36 |
| Saga | 144 | 148 | 153 | +5 |
| Nagasaki | 96 | 99 | 103 | +4 |
| Kumamoto | 223 | 227 | 239 | +12 |
| Oita | 89 | 92 | 106 | +14 |
| Miyazaki | 140 | 142 | 148 | +6 |
| Kagoshima | 26 | 55 | 89 | +34 |
| Total | 13,685 | 14,005 | 14,783 | +778 |

(2) Global Seven-Eleven Store Network

|  | Nov. 2011 | Feb. 2012 | Nov. 2012 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Japan | 13,685 | 14,005 | 14,783 | +778 |
| U.S.A. and Canada | 7,048 | 7,149 | 7,546 | +397 |
| Hawaii | 56 | 58 | 58 | $\pm 0$ |
| China (Beijing and Tianjin) | 121 | 147 | 177 | +30 |
| China (Chengdu) | 25 | 41 | 70 | +29 |
| Sub-total | 20,935 | 21,400 | 22,634 | +1,234 |
| (Area licensee) |  |  |  |  |
|  | Sept. 2011 | Dec. 2011 | Sept. 2012 | Change |
| South Korea | 4,755 | 5,249 | 6,621 | +1,372 |
| China (Hong Kong and others) | 1,505 | 1,510 | 1,532 | +22 |
| China (Shanghai) | 81 | 94 | 102 | +8 |
| Taiwan | 4,783 | 4,801 | 4,830 | +29 |
| Thailand | 6,206 | 6,276 | 6,773 | +497 |
| Philippines | 631 | 689 | 781 | +92 |
| Malaysia | 1,305 | 1,328 | 1,383 | +55 |
| Singapore | 556 | 561 | 569 | +8 |
| Indonesia | 42 | 57 | 83 | +26 |
| Australia | 531 | 579 | 589 | +10 |
| U.S.A. | 523 | 545 | 430 | (115) |
| Mexico | 1,286 | 1,351 | 1,429 | +78 |
| Norway | 167 | 164 | 162 | (2) |
| Sweden | 185 | 185 | 186 | +1 |
| Denmark | 195 | 196 | 197 | +1 |
| Sub-total | 22,751 | 23,585 | 25,667 | +2,082 |
| Total Worldwide | 43,686 | 44,985 | 48,301 | +3,316 |

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 September, 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.
※ As of November 30, 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 closures for the fiscal year ending February 28, 2013
(Square meters)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Shokuhinkan NerimaTakanodai | Tokyo | June 28, 2012 | - | 846 |
|  | Shokuhinkan Waseda (food specialty store) | Tokyo | Aug. 17, 2012 | 965 | 695 |
|  | Ario Washinomiya | Saitama | Nov. 22, 2012 | 29,119 | 11,472 |
| Closures | THE PRICE Kamagaya | Chiba | Apr. 19, 2012 | - | 1,825 |
|  | Tsuchiura | Ibaraki | Feb. 2013 | - | 10,159 |

## (2) Supermarkets (York-Benimaru)

Store openings and closures for the fiscal year ending February 28, 2013

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Sendai-Ayashi | Miyagi | Mar. 23, 2012 | 1,990 | 1,849 |
|  | Yanome | Fukushima | Apr. 27, 2012 | 1,982 | 1,876 |
|  | Minato-Kazuma ${ }^{* 1}$ | Miyagi | July 20, 2012 | 3,601 | 3,315 |
|  | Sano-Iseyamacho | Tochigi | July 27, 2012 | 2,061 | 1,929 |
|  | Higashi-Oshima (S\&B) | Ibaraki | Sept. 14, 2012 | 2,007 | 1,883 |
|  | Natori-Bypass | Miyagi | Oct. 11, 2012 | 2,185 | 2,040 |
|  | Kaminoyama | Yamagata | Oct. 26, 2012 | 3,190 | 3,041 |
|  | Machi-Kitamachi | Fukushima | Nov. 16, 2012 | 1,990 | 1,857 |
|  | Oyama-Amagaya | Tochigi | Nov. 30, 2012 | 2,315 | 2,180 |
|  | Shin-Sasaya (S\&B) | Fukushima | Jan. 25, 2013 | 1,650 | 1,550 |
|  | Ushiku-Minami ${ }^{* 2}$ | Ibaraka | Feb. 2013 | 2,000 | 1,900 |
| Closures | Sasaya (S\&B) | Fukushima | Apr. 23, 2012 | 1,516 | 1,431 |
|  | Tabiko (S\&B) | Ibaraki | Sept. 9, 2012 | 1,763 | 1,673 |

Note: S\&B stands for scrap and build.
*1. The Minato-Kazuma store, which had been closed as a result of the earthquake disaster, was reopened after remodeling.
*2. The above store names are provisional names as of Jan. 8, 2013.
4. Store Information of Department Store Operations

Store Closures for the fiscal 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 |

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

(Millions of yen)

|  | Nine Months Nov. 31, | $\begin{aligned} & \hline \text { sended } \\ & 011 \\ & \text { YOY(\%) } \end{aligned}$ | Nine Month <br> Nov. 31, | $\begin{aligned} & \hline \text { is ended } \\ & 2012 \\ & \text { yoy(\%) } \end{aligned}$ | Fiscal Year ended Feb. 29, 2012 : YOY(\%) |  | Fiscal Year endingFeb. 28, 2013(Forecast)YOY(\%) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan |  |  |  |  |  |  |  |  |
| Investment to new stores | 40,464 | 138.7 | 55,476 | 137.1 | 61,523 | 127.3 |  |  |
| Investment to existing stores and other | 22,300 | 349.4 | 27,657 | 124.0 | 31,441 | 470.0 |  |  |
| Software development | 496 | 42.3 | 900 | 181.5 | 680 | 34.6 |  |  |
| Total capital expenditures | 63,260 | 172.2 | 84,034 | 132.8 | 93,644 | 164.3 | 110,000 | 117.5 |
| Depreciation and amortization | 27,429 | 121.9 | 33,324 | 121.5 | 38,368 | 124.4 | 47,000 | 122.5 |
| 7-Eleven, Inc. |  |  |  |  |  |  |  |  |
| Investment to new stores | 64,973 | 457.2 | 54,801 | 84.3 | 74,720 | 380.4 |  |  |
| Investment to existing stores and other | 19,214 | 105.2 | 15,815 | 82.3 | 25,333 | 100.1 |  |  |
| Software development | 2,781 | 83.6 | 3,522 | 126.6 | 3,421 | 84.5 |  |  |
| Total capital expenditures ${ }^{*}$ | 86,969 | 242.9 | 74,139 | 85.2 | 103,475 | 211.2 | 104,000 | 100.5 |
| Depreciation and amortization | 27,894 | 98.3 | 29,123 | 104.4 | 37,180 | 99.3 | 40,000 | 107.6 |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado |  |  |  |  |  |  |  |  |
| Investment to new stores | 7,925 | 25.3 | 7,389 | 93.2 | 10,507 | 32.0 |  |  |
| Investment to existing stores and other | 4,634 | 133.8 | 8,398 | 181.2 | 7,326 | 168.0 |  |  |
| Software development | 191 | 129.1 | 146 | 76.4 | 241 | 86.1 |  |  |
| Total capital expenditures | 12,750 | 36.5 | 15,933 | 125.0 | 18,074 | 48.2 | 28,600 | 158.2 |
| Depreciation and amortization | 12,395 | 122.0 | 11,712 | 94.5 | 16,822 | 115.4 | 16,000 | 95.1 |
| York-Benimaru |  |  |  |  |  |  |  |  |
| Investment to new stores | 3,258 | 88.3 | 6,067 | 186.2 | 5,079 | 108.5 |  |  |
| Investment to existing stores and other | 1,216 | 70.2 | 226 | 18.6 | 1,899 | 90.6 |  |  |
| Software development | 77 | 9.2 | 95 | 123.4 | 96 | 11.3 |  |  |
| Total capital expenditures | 4,552 | 72.7 | 6,388 | 140.3 | 7,075 | 92.7 | 9,000 | 127.2 |
| Depreciation and amortization | 3,744 | 91.0 | 3,802 | 101.5 | 5,122 | 91.9 | 5,500 | 107.4 |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu |  |  |  |  |  |  |  |  |
| Investment to new stores |  |  |  |  |  |  |  |  |
| Investment to existing stores and other | 9,130 | 44.9 | 10,347 | 113.3 | 11,908 | 51.6 |  |  |
| Software development | 1,340 | 68.9 | 2,376 | 177.3 | 1,466 | 67.8 |  |  |
| Total capital expenditures | 10,470 | 47.0 | 12,723 | 121.5 | 13,374 | 53.0 | 16,000 | 119.6 |
| Depreciation and amortization | 9,077 | 94.2 | 9,481 | 104.4 | 12,181 | 95.3 | 11,700 | 96.1 |

[^2]
## Business Performance of Group Principal Companies

## 1. Convenience Stores Operations

Seven-Eleven Japan
Sales by product category (total store sales)

| Sales by product category (total store sales) |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|}
\hline
\end{tabular} |


| Net sales increase at existing stores |  |  | (\%) |
| :---: | :---: | :---: | :---: |
|  | Nine Months ended Nov. 30, 2011 | Nine Months ended Nov. 30, 2012 | Fiscal Year ended Feb. 29, 2012 |
| Net sales increase at existing stores | +7.6 | +1.6 | +6.7 |
| Number of customers | +3.0 | +0.7 | +2.6 |
| Average spending per customer | +4.5 | +0.9 | +4.0 |

## Average daily sales per store <br> (Thousands of yen)

| Anerage daily sales per store |
| :--- |


| Gross profit margin |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months ended <br> Nov. 30, 2011 |  | Nine Months ended Nov. 30, 2012 |  | Fiscal Year ended Feb. 29, 2012 |  |
|  |  | Change |  | Change |  | Change |
| Processed food | 38.6 | +0.2 | 38.4 | (0.2) | 38.3 | $\pm 0.0$ |
| Fast food | 34.5 | +0.4 | 34.3 | (0.2) | 34.3 | +0.2 |
| Daily food | 33.4 | +0.1 | 33.3 | (0.1) | 33.2 | (0.1) |
| Non food | 18.6 | (1.7) | 19.1 | +0.5 | 18.6 | (1.2) |
| Total | 29.9 | (0.9) | 30.1 | +0.2 | 29.7 | (0.8) |


| Selling, general and administrative expenses |  |  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months ended <br> Nov. 30, 2011 |  | Nine Months ended <br> Nov. 30, 2012 |  | Fiscal Year ended Feb. 29, 2012 |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising expenses | 29,329 | 132.2 | 35,224 | 120.1 | 36,318 | 128.7 |
| Salaries and wages | 37,229 | 97.9 | 38,702 | 104.0 | 50,710 | 100.4 |
| Land and building rent | 64,431 | 109.2 | 72,858 | 113.1 | 87,199 | 109.8 |
| Depreciation and amortization* | 27,429 | 121.9 | 33,324 | 121.5 | 38,368 | 124.4 |
| Utility expenses | 24,955 | 106.9 | 28,753 | 115.2 | 33,124 | 104.2 |
| Others | 59,700 | 99.8 | 64,306 | 107.7 | 80,494 | 99.7 |
| Total | 243,076 | 108.1 | 273,169 | 112.4 | 326,216 | 108.2 |

* Depreciation and amortization include amortization on intangible assets.

Number of stores by type

|  | Nine Months ended <br> Nov. 30, 2011 |  |  | Nine Months ended Nov. 30, 2012 |  |  | Fiscal Year ended <br> Feb. 29, 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of stores | 13,685 | +453 | 100.0 | 14,783 | +778 | 100.0 | 14,005 | +773 | 100.0 |
| Type A | 4,276 | (64) | 31.2 | 4,236 | (27) | 28.7 | 4,263 | (77) | 30.4 |
| Type C | 9,006 | +557 | 65.8 | 10,121 | +777 | 68.5 | 9,344 | +895 | 66.7 |
| Provisional management contract stores | 1 | $\pm 0$ | 0.0 | 1 | $\pm 0$ | 0.0 | 1 | $\pm 0$ | 0.0 |
| Directly operated stores | 402 | (40) | 2.9 | 425 | +28 | 2.9 | 397 | (45) | 2.8 |
| Open 24 hours | 13,499 | +420 | 98.6 | 14,558 | +745 | 98.5 | 13,813 | +734 | 98.6 |
| With liquor license | 13,544 | +472 | 99.0 | 14,619 | +772 | 98.9 | 13,847 | +775 | 98.9 |
| With cigarette license | 12,680 | +549 | 92.7 | 13,894 | +897 | 94.0 | 12,997 | +866 | 92.8 |

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

|  | Nine Months ended Sept. 30, 2011 |  |  | Nine Months ended Sept. 30, 2012 |  |  | Fiscal Year ended Dec. 31, 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yoy(\%) | $\begin{gathered} \text { Conposition } \\ \text { Con } \\ ( \end{gathered}$ |  | YoY(\%) | $\begin{gathered} \text { Composition } \\ \left(\begin{array}{c} 0 \end{array}\right) \end{gathered}$ |  | Yoy(\%) | ${ }_{\substack{\text { composition } \\(06)}}^{\substack{\text { comen }}}$ |
| Processed food | 252,204 | 98.8 | 20.5 | 278,712 | 110.5 | 20.5 | 330,041 | 100.5 | 20.3 |
| Fast food | 103,110 | 96.7 | 8.4 | 110,517 | 107.2 | 8.1 | 136,335 | 99.0 | 8.4 |
| Daily food | 43,387 | 97.8 | 3.5 | 45,991 | 106.0 | 3.4 | 58,393 | 99.9 | 3.6 |
| Non food | 265,717 | 97.5 | 21.5 | 274,703 | 103.4 | 20.1 | 351,902 | 98.0 | 21.7 |
| Merchandise | 664,419 | 97.9 | 53.9 | 709,924 | 106.8 | 52.1 | 876,672 | 99.2 | 54.0 |
| Gasoline | 568,844 | 128.0 | 46.1 | 652,454 | 114.7 | 47.9 | 747,423 | 127.4 | 46.0 |
| Total | 1,233,264 | 109.8 | 100.0 | 1,362,378 | 110.5 | 100.0 | 1,624,095 | 110.4 | 100.0 |

Net sales increase at existing stores
(\%)

|  | Nine Months ended <br> Sept. 30, 2011 | Nine Months ended <br> Sept. 30,2012 | Fiscal Year ended <br> Dec. 31, 2011 |
| :--- | :---: | :---: | :---: |
| U.S. Merchandise sales increase (dollar basis) | +2.7 | +3.0 | +2.8 |

## Average daily merchandise sales per store (all stores)

|  | Nine Months ended Sept. 30, 2011 |  | Nine Months ended Sept. 30, 2012 |  | Fiscal Year ended Dec. 31, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Dollar | 4,429 | +39 | 4,455 | +26 | 4372 | + |
| Thousands of yen | 356 | (35) | 354 | (3) | 349 | (32) |

## Gross profit margin

|  | Nine Months ended Sept. 30, 2011 |  | Nine Months ended Sept. 30, 2012 |  | Fiscal Year ended Dec. 31, 2011 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Gross profit margin | 34.7 | (0.6) | 35.3 | +0.6 | 34.7 | (0.4) |

## Number of stores <br> (Stores)

|  | Nine Months ended Sept. 30, 2011 |  |  | Nine Months ended Sept. 30, 2012 |  |  | Fiscal Year ended Dec. 31, 2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of stores | 7,048 | +438 | 100.0 | 7,546 | +397 | 100.0 | 7,149 | +539 | 100.0 |
| Franchised stores | 5,264 | +200 | 74.7 | 5,703 | +266 | 75.6 | 5,437 | +373 | 76.1 |
| BCP stores (Type A) | 284 | +31 | 4.0 | 341 | +---- | 4.5 | 299 | +46 | 4.2 |
| Type C | 4,980 | +169 | 70.7 | 5,362 | +224 | 71.1 | 5,138 | +327 | 71.9 |
| Directly operated stores | 1,784 | +238 | 25.3 | 1,843 | +131 | 24.4 | 1,712 | +166 | 23.9 |
| With Gasoline station | 2,690 | +209 | 38.2 | 2,878 | +159 | 38.1 | 2,719 | +238 | 38.0 |

[^3]
## 2. Superstore Operations

$\square$ Ito-Yokado
Sales by product category

|  | Nine Months ended <br> Nov. 30, 2011 <br> YOY(\%) <br> (\%) |  |  | Nine Months ended <br> Nov. $30,2012, \ldots . . . . . . .$. <br>  <br> YOY(\%) <br> Comporion <br> (\%) |  |  | Fiscal Year ended <br> Feb. $29,2012 . . . . . . . . . .$. <br> $\vdots$ <br> $\vdots$ <br> YOY(\%) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 175,563 | 92.2 | 17.9 | 171,105 | 97.5 | 17.9 | 240,068 | 94.1 | 18.0 |
| Household goods | 127,400 | 90.9 | 13.0 | 118,641 | 93.1 | 12.4 | 173,049 | 91.3 | 13.0 |
| Food | 476,515 | 97.8 | 48.6 | 458,250 | 96.2 | 47.8 | 648,506 | 98.8 | 48.6 |
| Merchandise sales | 779,479 | 95.3 | 79.6 | 747,997 | 96.0 | 78.1 | 1,061,624 | 96.4 | 79.6 |
| Tenants | 184,961 | 108.8 | 18.9 | 199,078 | 107.6 | 20.8 | 252,709 | 108.4 | 18.9 |
| Others | 15,183 | 155.2 | 1.5 | 11,243 | 74.1 | 1.2 | 19,964 | 130.8 | 1.5 |
| Net sales | 979,623 | 98.2 | 100.0 | 958,320 | 97.8 | 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 Nov. 2011, Nov. 2012, and Feb. 2012 would be $97.8 \%, 97.0 \%$, and $98.2 \%$ for "household goods" and $96.5 \%, 96.7 \%$, and $97.6 \%$ for "merchandise sales", respectively.
Net sales increase at existing stores
(\%)

|  | Nine Months ended Nov. 30, 2011 | Nine Months ended <br> Nov. 30, 2012 | Fiscal Year ended <br> Feb. 29, 2012 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (3.4) | (3.9) | (2.6) |
| Number of customers | (5.2) | (5.3) | (4.6) |
| Average spending per customer | +2.0 | +1.6 | +2.0 |

## Gross profit margin

|  | Nine Months ended <br> Nov. 30, 2011 |  | Nine Months ended <br> Nov. 30, 2012 |  | Fiscal Year ended Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Apparel | 37.2 | +2.0 | 37.7 | +0.5 | 36.4 | +1.4 |
| Household goods | 32.0 | +0.8 | 31.6 | (0.4) | 31.8 | +0.4 |
| Food | 26.6 | +1.0 | 26.5 | (0.1) | 26.7 | +0.6 |
| Total | 29.9 | +1.1 | 29.9 | $\pm 0.0$ | 29.7 | +0.6 |

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 Nov. 2011, Nov. 2012, and Feb. 2012 would be +0.7\%, (0.5)\%, and $+0.5 \%$ for "household goods" and $+1.1 \%, \pm 0.0 \%$, and $+0.7 \%$ for "merchandise sales", respectively.

| Selling, general and administrative expenses |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months ended <br> Nov. 30, 2011 |  | Nine Months ended <br> Nov. 30, 2012 |  | Fiscal Year ended <br> Feb. 29, 2012 |  |
|  |  | YOY(\%) |  | YOY(\% |  | YOY(\%) |
| Advertising expenses | 24,334 | 94.3 | 22,929 | 94.2 | 32,562 | 98.4 |
| Salaries and wages | 106,844 | 99.2 | 102,769 | 96.2 | 142,452 | 99.7 |
| Land and building rent | 50,863 | 97.3 | 50,298 | 98.9 | 67,900 | 98.0 |
| Depreciation and amortization* | 12,395 | 122.0 | 11,712 | 94.5 | 16,822 | 115.4 |
| Utility expenses | 14,157 | 91.6 | 15,814 | 111.7 | 18,480 | 97.6 |
| Other | 53,921 | 95.4 | 53,197 | 98.7 | 72,761 | 96.9 |
| Total | 262,516 | 98.0 | 256,721 | 97.8 | 350,981 | 99.2 |

* Depreciation and amortization include amortization on intangible assets.


## 2. Superstore Operations

$\square$ York-Benimaru
Sales by product category

|  | Nine Months ended Nov. 30, 2011 |  |  | Nine Months ended Nov. 30, 2012 |  |  | Fiscal Year ended Feb. 29, 2012 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) | (\%) |  | YOY(\%) | ${ }_{\substack{\text { composition } \\(\%)}}^{\text {cose }}$ |  | YOY(\%) | (\%) |
| Fresh food | 78,965 | 100.8 | 31.3 | 84,249 | 106.7 | 31.9 | 108,226 | 102.0 | 31.5 |
| Processed food | 61,533 | 100.2 | 24.4 | 63,702 | 103.5 | 24.1 | 83,542 | 100.8 | 24.4 |
| Daily food | 48,296 | 100.8 | 19.2 | 51,062 | 105.7 | 19.3 | 65,222 | 101.8 | 19.0 |
| Food | 188,795 | 100.6 | 74.9 | 199,015 | 105.4 | 75.3 | 256,991 | 101.6 | 74.9 |
| Apparel | 12,721 | 103.9 | 5.0 | 13,080 | 102.8 | 4.9 | 17,358 | 104.7 | 5.1 |
| Household goods | 14,606 | 105.2 | 5.8 | 14,314 | 98.0 | 5.4 | 19,474 | 103.0 | 5.7 |
| Merchandise sales | 216,123 | 101.1 ! | 85.7 | 226,409 | 104.8 | 85.6 | 293,824 | 101.8 | 85.7 |
| Tenants | 36,067 | 98.9 | 14.3 | 37,999 | 105.4 | 14.4 | 49,120 | 99.8 | 14.3 |
| Net sales | 252,190 | 100.8 ! | 100.0 | 264,408 | 104.8 | 100.0 | 342,944 | 101.5 | 100.0 |

Net sales increase at existing stores

|  | Nine Months ended Nov. 30, 2011 | Nine Months ended <br> Nov. 30, 2012 | Fiscal Year ended <br> Feb. 29, 2012 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | +0.9 | +0.6 | +1.5 |
| Number of customers | (4.7) | +2.2 | (3.3) |
| Average spending per customer | +5.7 | (1.6) | +4.9 |

Gross profit margin (\%)

|  | Nine Months ended Nov. 30, 2011 |  | Nine Months ended Nov. 30, 2012 |  | Fiscal Year ended Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Food | 26.5 | +0.7 | 25.1 | (1.4) | 26.3 | +0.3 |
| Apparel | 35.3 | +1.5 | 34.1 | (1.2) | 34.6 | +1.0 |
| Household goods | 28.0 | +0.8 | 26.8 | (1.2) | 28.2 | +0.8 |
| Total | 27.1 | +0.7 | 25.8 | (1.3) | 27.0 | +0.4 |

Selling, general and administrative expenses

|  | Nine Months ended Nov. 30, 2011 |  | Nine Months ended Nov. 30, 2012 |  | Fiscal Year ended <br> Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yoy(\%) |  | YoY(\%) |  | YoY(\%) |
| Advertising and decoration expenses | 2,990 | 90.8 | 3,245 | 108.5 | 4,256 | 96.3 |
| Salaries and wages | 29,170 | 94.9 | 30,958 | 106.1 | 39,516 | 96.2 |
| Land and building rent | 6,094 | 94.4 | 6,369 | 104.5 | 8,193 | 94.9 |
| Depreciation and amortization* | 3,744 | 91.0 | 3,802 | 101.5 | 5,122 | 91.9 |
| Utility expenses | 3,326 | 86.3 | 3,822 | 114.9 | 4,576 | 89.7 |
| Other | 9,105 | 90.5 | 10,249 | 112.6 | 13,019 | 97.2 |
| Total | 54,432 | 93.0 | 58,447 | 107.4 | 74,686 | 95.5 |

[^4]
## 3. Department Store Operations

Sogo \& Seibu
Sales results of major stores
(Millions of yen)

|  | Nine Months ended Nov. 30, 2011 |  | Nine Months ended Nov. 30, 2012 |  | Fiscal Year ended <br> Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Ikebukuro | 126,816 | 106.7 | 128,767 | 101.5 | 176,475 | 105.5 |
| Yokohama | 72,022 | 98.0 | 75,115 | 104.3 | 100,996 | 99.3 |
| Chiba | 56,343 | 100.2 | 56,652 | 100.5 | 78,632 | 100.9 |
| Kobe | 35,023 | 95.9 | 33,969 | 97.0 | 48,279 | 96.3 |
| Hiroshima | 29,965 | 98.7 | 29,696 | 99.1 | 41,446 | 98.7 |
| Shibuya | 28,453 | 93.3 | 28,038 | 98.5 | 39,802 | 94.0 |
| Omiya | 23,279 | 97.4 | 23,422 | 100.6 | 32,418 | 98.5 |

Note: Store sales include corporate sales.

| Sales by product category |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months ended Nov. 30, 2011 |  |  | Nine Months ended Nov. 30, 2012 |  |  | Fiscal Year ended <br> Feb. 29, 2012 |  |  |
|  |  | YOY(\%) | $\begin{gathered} \text { Composition } \\ (\%) \end{gathered}$ |  | Yoy(\%) | Composition $(\%)$ |  | YoY(\%) | $\underset{\substack{\text { composition } \\(\%)}}{\substack{\text { cosen }}}$ |
| Apparel | 261,713 | 92.4 | 44.6 | 254,293 | 97.2 | 44.4 | 361,550 | 94.1 | 44.2 |
| Household goods | 58,356 | 97.3 | 9.9 | 57,190 | 98.0 | 10.0 | 79,476 | 98.5 | 9.7 |
| Food | 115,898 | 100.3 | 19.8 | 109,781 | 94.7 | 19.2 | 170,707 | 100.4 | 20.9 |
| Merchandise sales | 435,968 | 95.1 | 74.3 | 421,265 | 96.6 | 73.5 | 611,735 | 96.3 | 74.8 |
| Tenants | 119,664 | 102.8 | 20.4 | 122,627 | 102.5 | 21.4 | 164,297 | 103.2 | 20.1 |
| Corporate sales | 30,993 | 107.0 | 5.3 | 29,126 | 94.0 | 5.1 | 41,895 | 104.0 | 5.1 |
| Net sales | 586,627 | 97.1 | 100.0 | 573,019 | 97.7 | 100.0 | 817,927 | 98.0 | 100.0 |

Net sales increase at existing stores (\%)

|  | Nine Months ended <br> Nov. 30, 2011 | Nine Months ended <br> Nov. 30, 2012 | Fiscal Year ended <br> Feb. 29, 2012 |
| :--- | :---: | :---: | :---: |
| Net sales increase at existing stores | $(1.6)$ | +0.7 | $(0.5)$ |

Gross profit margin

|  | Nine Months ended Nov. 30, 2011 |  | Nine Months ended Nov. 30, 2012 |  | Fiscal Year ended Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Apparel | 29.3 | (0.2) | 29.2 | (0.1) | 29.0 | (0.1) |
| Household goods | 25.2 | (0.3) | 24.8 | (0.4) | 25.0 | (0.4) |
| Food | 16.4 | (0.2) | 16.3 | (0.1) | 16.8 | (0.2) |
| Total | 25.3 | (0.4) | 25.2 | (0.1) | 25.1 | (0.3) |

Selling, general and administrative expenses

|  | Nine Months ended Nov. 30, 2011 |  | Nine Months ended Nov. 30, 2012 |  | Fiscal Year ended Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 20,646 | 103.8 | 20,316 | 98.4 | 26,245 | 101.6 |
| Salaries and wages | 36,944 | 93.7 | 35,708 | 96.7 | 49,871 | 95.0 |
| Land and building rent | 33,134 | 91.7 | 32,092 | 96.9 | 44,222 | 92.8 |
| Depreciation and amortization* | 9,077 | 94.2 | 9,481 | 104.4 | 12,181 | 95.3 |
| Utility expenses | 7,156 | 90.8 | 7,502 | 104.8 | 9,343 | 93.2 |
| Other | 28,499 | 87.2 | 28,047 | 98.4 | 38,909 | 90.0 |
| Total | 135,458 | 93.0 | 133,149 | 98.3 | 180,772 | 94.1 |

[^5]
## 4. Food Services

$\square$ Seven \& i Food Systems

| Sales results by division |
| :--- |
|  Nine Months ended <br> Nov. 30,2011  |

[Restaurant division] Net sales increase at existing stores

|  | Nine Months ended <br> Nov. 30, 2011 | Nine Months ended <br> Nov. 30, 2012 | Fiscal Year ended <br> Feb. 29, 2012 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (2.1) | +1.3 | (1.0) |
| Number of customers | (3.7) | +0.3 | (2.6) |
| Average spending per customer | +1.7 | +1.0 | +1.6 |

[Restaurant division] Gross profit margin

|  | Nine Months ended <br> Nov. 30, 2011 |  | Nine Months ended <br> Nov. 30, 2012 |  | Fiscal Year ended <br> Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Gross profit margin | 68.5 | $\pm 0.0$ | 69.2 | +0.7 | 68.3 | $\pm 0.0$ |

Selling, general and administrative expenses

|  | Nine Months ended <br> Nov. 30, 2011 |  | Nine Months ended <br> Nov. 30, 2012 |  | Fiscal Year ended <br> Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 788 | 138.7 | 652 | 82.7 | 1,007 | 132.1 |
| Salaries and wages | 23,086 | 95.7 | 22,600 | 97.9 | 30,716 | 96.8 |
| Land and building rent | 5,880 | 91.0 | 5,829 | 99.1 | 7,858 | 92.3 |
| Depreciation and amortization* | 413 | 85.5 | 426 | 103.2 | 560 | 88.3 |
| Utility expenses | 3,207 | 95.3 | 3,491 | 108.9 | 4,293 | 97.6 |
| Other | 5,573 | 95.4 | 5,652 | 101.4 | 7,274 | 95.4 |
| Total | 38,951 | 95.4 | 38,653 | 99.2 | 51,711 | 96.4 |

* Depreciation and amortization include amortization on intangible assets.


## 5. Financial Services

Number of Seven Bank ATMs

|  | Nine M Nov | ended <br> 11 <br> \% of stores <br> of ATMs | Nine Months ended <br> Nov. 30, 2012 |  | Fiscal Year ended Feb. 29, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Seven-Eleven Japan | 14,720 | 99.8 | 15,946 | 99.9 | 15,077 | 99.8 |
| Ito-Yokado | 298 | 98.3 | 306 | 98.3 | 299 | 98.3 |
| York-Benimaru | 59 | 33.3 | 66 | 35.7 | 60 | 33.5 |
| York Mart | 40 | 58.0 | 47 | 66.2 | 40 | 58.8 |
| Others | 73 | - | 77 | - | 74 | - |
| Net ATMs in the Group | 15,190 | - | 16,442 | - | 15,550 | - |
| Net ATMs outside the Group | 955 | - | 1,137 | - | 990 | - |
| Total | 16,145 | - | 17,579 | - | 16,540 | - |

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

|  | Mar. 2011 - Nov. 2011 |  | Mar. 2012- Nov. 2012 |  | Mar. 2011- Feb. 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Average number of transactions | 113.2 | (1.0) | 112.0 | (1.2) | 112.2 | (0.9) |

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

$\left.\begin{array}{|l|c|c|c|c|}\hline & \begin{array}{c}\text { Nine Months ended } \\ \text { Nov. 30, } 2011\end{array} & \begin{array}{c}\text { Nine Months ended } \\ \text { Nov. 30, 2012 }\end{array} \\ & & & & \\ \text { Change }\end{array}\right]$.
(10 thousands)

[^6]
## Notes

## Fiscal periods of consolidated subsidiaries and affiliates

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

* For consolidated subsidiaries ending fiscal year on December, financial statements for the 3Q YTD ended September have been adopted. For consolidated subsidiary ending fiscal year on March, financial statements which were applied correspondingly to regular financial statements on November 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.


[^0]:    * Total Group sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees.

[^1]:    Note: "Others" consists of the business results in China.

[^2]:    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 and others due to the acquisition of retail interests.

[^3]:    * BCP stores stands for Business Conversion Program.

[^4]:    * Depreciation and amortization include amortization on intangible assets.

[^5]:    * Depreciation and amortization include amortization on intangible assets.

[^6]:    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.

