# Brief Summary of FY2008 

April 10, 2008
Seven \& i Holdings Co., Ltd.

## Notes

## Consolidated results for the year ended February 28, 2006

Seven \& i Holdings Co., Ltd., was established on September 1, 2005. The Company's consolidated results for the fiscal year ended February 28, 2006 were prepared, assuming that the Company had been established on March 1, 2005. YOY for the fiscal year ended February 28, 2006 were compared, for reference purposes, with the consolidated results of Ito-Yokado Co., Ltd., for the fiscal year ended February 28, 2005.

For the Millennium Retailing's results ended February 2006, only balance sheets were consolidated in the consolidated accounts of Seven \& i Holdings. Millennium Retailing's results of operations for the fiscal year ended February 2006 are included in this material for reference only.

## Consolidation of York-Benimaru

York-Benimaru became a wholly-owned subsidiary of Seven \& i Holdings on September 1, 2006. As a result, York-Benimaru, which had been an equity-method affiliate, became a fully consolidated subsidiary from the second half of the fiscal year ended February 28, 2007.

Fiscal periods of consolidated subsidiaries and affiliates

|  | Interim period | Fiscal year |
| :--- | :---: | :---: |
| Consolidated subsidiaries and <br> affiliates except for below | August | February |
| Overseas subsidiaries | June | December |
| Seven Bank | September | March |

* For consolidated subsidiaries ending fiscal year on December (interim period on June), financial statements on the same month have been adopted. For consolidated subsidiary ending fiscal year on March (interim period on September), financial statements which was applied correspondingly to regular financial statements on February have been adopted.
* Akachan Honpo has changed its year-end closing date from December 31 to end of February in the fiscal year ended February 29, 2008.

This document contains certain statements based on the Company's current plans, estimates, strategies, and beliefs; all statements that are not historical fact are forward-looking statements. These statements represent the judgments and hypotheses of the Company's management based on currently available information. It is possible that the Company's future performance will differ from the contents of these forward-looking statements. Accordingly, there is no assurance that the forward-looking statements in this document will prove to be accurate.

## CONSOLIDATED RESULTS

## 1. Financial Results <br> (Millions of yen)

|  | 06/2 |  | 07/2 |  | 08/2 |  | 09/2 (est.) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%)* |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 3,895,772 | 107.5 | 5,337,806 | 137.0 | 5,752,392 | 107.8 | 5,760,000 | 100.1 |
| Convenience store operations | 2,015,236 | 111.6 | 2,249,648 | 111.6 | 2,395,701 | 106.5 | 2,290,000 | 95.6 |
| Superstore operations | 1,687,734 | 102.8 | 1,882,935 | 111.6 | 2,109,049 | 112.0 | 2,190,000 | 103.8 |
| Department store operations *1 |  |  | 988,357 |  | 1,025,354 | 103.7 | 1,048,000 | 102.2 |
| Food services | 124,025 | 98.3 | 121,683 | 98.1 | 113,980 | 93.7 | 110,000 | 96.5 |
| Financial services | 82,289 | 134.4 | 100,295 | 121.9 | 117,955 | 117.6 | 128,000 | 108.5 |
| Other | 19,780 | 115.0 | 32,340 | 163.5 | 36,653: | 113.3 | 42,000 | 114.6 |
| Eliminations / Corporate | -33,294 |  | -37,454 |  | -46,302 |  | -48,000 |  |
| Operating income | 244,940 | 115.6 | 286,838 | 117.1 | 281,088 | 98.0 | 294,000 | 104.6 |
| Convenience store operations | 209,815 | 107.4 | 206,090 | 98.2 | 201,032 | 97.5 | 205,000 | 102.0 |
| Superstore operations | 15,381 | 196.8 | 29,170 | 189.6 | 34,058: | 116.8 | 39,000 | 114.5 |
| Department store operations........................ |  |  | 26,772 |  | 25,764 | 96.2 | 26,000 | 100.9 |
| Food services | 2,625 | 72.5 | 931 | 35.5 | -4,231 |  | -1,500 |  |
| Financial services | 17,278 | 319.9 | 24,547 | 142.1 | 21,071 | 85.8 | 22,000 | 104.4 |
| Other | 808 | 382.2 | 1,621 | 200.7 | 2,488 | 153.5 | 2,600 | 104.5 |
| Eliminations / Corporate | -968 | - | -2,296 |  | 902: |  | 900 |  |
| Non-operating income | 10,740 | 204.9 | 10,430 | 97.1 | 13,371 | 128.2 |  |  |
| Non-operating expenses | 7,570 | 84.8 | 15,252 | 201.5 | 16,196: | 106.2 |  |  |
| Ordinary income | 248,110 | 119.1 | 282,016 | 113.7 | 278,262 | 98.7 | 290,000 | 104.2 |
| Special gains | 7,611 | 96.3 | 3,873 | 50.9 | 22,352 | 577.1 |  |  |
| Special losses | 77,203 | 118.2 | 42,830 | 55.5 | 73,173: | 170.8 |  |  |
| Income before income taxes and minority interests | 178,518 | 118.4 | 243,060 | 136.2 | 227,441 | 93.6 |  |  |
| Net income | 87,930 | 511.1 | 133,419 | 151.7 | 130,657 | 97.9 | 137,000 | 104.9 |

* Results of 06/2 are compared with consolidated results of Ito-Yokado for 05/2

| Net income per share | yen: | $\%$ | yen | $\%$ | yen | $\%$ | yen | $\%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | 100.83 | 247.6 | 142.90 | 141.7 | 137.03 | $\mathbf{9 5 . 9}$ | $\mathbf{1 4 3 . 6 8}$ | $\mathbf{1 0 4 . 9}$ |

## Number of shares outstanding

| Average | $870,127,116$ shares | $933,675,491$ shares | $953,496,897$ shares |
| :--- | :--- | :--- | :--- |
| End of period | $904,774,606$ shares | $953,508,603$ shares | $953,487,255$ shares |

* Excluding treasury stock

Exchange rates

|  | 06/2 | 07/2 | 08/2 | 09/2 (est.) |
| :---: | :---: | :---: | :---: | :---: |
|  | 110.26 yen <br> 13.57 yen | 116.38 yen 14.62 yen | 117.85 yen 15.51 yen | 100.00 yen 14.00 yen |
| Balance sheets $\begin{array}{r} \$ 1= \\ \text { 1yuan }= \end{array}$ | 118.07 yen 14.63 yen | 119.11 yen 15.24 yen | 114.15 yen 15.62 yen | - |

Major financial indicators

|  | $06 / 2$ | $07 / 2$ | $08 / 2$ |
| :--- | :--- | :--- | :---: |
| Ratio of operating income to <br> revenues from operations | $6.3 \%$ | $5.4 \%$ | $4.9 \%$ |
| Ratio of net income to owners' <br> equity | $5.5 \% * 2$ | $7.6 \%$ | $6.7 \%$ |

[^0]
## 2. Segment Information

(1) Business Segment Information

*1. Results of 06/2 are compared with consolidated results of Ito-Yokado for 05/2.
*2. For 06/2, department store operations had no income results, so none are shown here.
(2) Geographic Area Segment Information

|  | 06/2 |  | 07/2 |  | 08/2 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%)*1 |  | YOY(\%) |  | YOY(\%) | Composition(\%) |
| Revenues from operations |  |  |  |  |  |  |  |
| Japan | 2,343,048 | 103.1 | 3,562,372 | 152.0 | 3,822,210 | 107.3 | 66.4 |
| North America | 1,516,907 | 113.1 | 1,728,481 | 113.9 | 1,867,067 | 108.0 | 32.4 |
| Others *2 | 38,519 | 294.2 | 49,759 | 129.2 | 66,043 | 132.7 | 1.1 |
| Eliminations | -2,704 | - | -2,806 | - | -2,928 | - |  |
| Total | 3,895,772 | 107.5 | 5,337,806 | 137.0 | 5,752,392 | 107.8 |  |
| Operating income |  |  |  |  |  |  |  |
| Japan | 212,876 | 114.6 | 253,968 | 119.3 | 247,272 | 97.4 | 88.0 |
| North America | 32,492 | 124.6 | 31,985 | 98.4 | 31,582 | 98.7 | 11.2 |
| Others *2 | -432 | - | 879 | - | 2,228 | 253.3 | 0.8 |
| Eliminations | 3 | - | 4 |  | 3 | - |  |
| Total | 244,940 | 115.6 | 286,838 | 117.1 | 281,088 | 98.0 |  |
| Assets (end of period) |  |  |  |  |  |  |  |
| Japan | 2,795,282 | 128.1 | 3,162,319 | 113.1 | 3,265,018 | 103.2 | 83.5 |
| North America | 657,447 | 153.9 | 662,673 | 100.8 | 616,626 | 93.1 | 15.8 |
| Others *2 | 19,060 | 264.0 | 21,039 | 110.4 | 27,242 | 129.5 | 0.7 |
| Eliminations | -46,911 | - | -36,839 | - | -22,207 | - |  |
| Total | 3,424,878 | 133.0 | 3,809,192 | 111.2 | 3,886,680 | 102.0 |  |

*1. Results of 06/2 are compared with consolidated results of Ito-Yokado for 05/2.
*2. "Others" for $06 / 2$ and $07 / 2$ consists of the business results mainly in People's Republic of China ("P.R.C.") and "Others" for 08/2 consists of business results in P.R.C
3. Interest-Bearing Debt
(Millions of yen)

|  | 06/2 |  | 07/2 |  | 08/2. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \%)* |  |  |  | (\%) |
| Short-term loans | 114,462 | 2024.1 | 176,913 | 154.6 | 149,861 | 84.7 |
| Current portion of long-term loan | 47,832 | 417.1 | 61,398 | 128.4 | 120,419 | 196.1 |
| Current portion of bonds |  | - | 30,000 |  | 16,217 | 54.1 |
| Commercial paper |  | - | 7,993 |  | 15,668 | 196.0 |
| Sub-total | 162,294 | 382.1 | 276,305 | 170.2 | 302,166 | 109.4 |
| Bonds | 115,000 | 100.0 | 145,000 | 126.1 | 131,077 | 90.4 |
| Long-term loans | 368,314 | 406.2 | 370,457 | 100.6 | 321,336 | 86.7 |
| Commercial paper | 41,764 | 185.7 | 30,344 | $72.7{ }^{\circ}$ | 11,777 | 38.8 |
| Sub-total | 525,079 | 230.1 | 545,801 | 103.9 | 464,191 | 85.0 |
| Total | 687,374 | 254.0 | 822,107 | 119.6 | 766,358 | 93.2 |
| Ratio to total assets (\%) | 20.1 | +9.6 | 21.6 | +1.5 | 19.7 | -1.9 |
| Ratio to shareholders' equity (\%) | 42.9 | +19.3 | 43.1 | +0.2 | 38.6 | -4.5 |

## Interest-Bearing Debt by Business Segment

| Convenience store operations | 56,353 | 134.1 | 48,401 | 85.9 | 35,991 | 74.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Superstore operations | 112,016 | 84.5 | 110,037 | 98.2 | 99,211 | 90.2 |
| Department store operations | 372,027 | - | 416,669' | 112.0 | 378,243 | 90.8 |
| Food services |  |  |  |  |  |  |
| Öthers | 6,000 | 88.9 | 5,250 | 87.5" | 4,500 | 85.7 |
| Sub-total (excluding Financial services) | 546,396 | 301.3 | 580,358 | 106.2 | 517,945 | 89.2 |
| Financial services | 140,977 | 157.9 | 241,749 | 171.5 | 248,413 | 102.8 |
| Total | 687,374 ! | 254.0 | 822,107 : | 119.6 | 766,358 | 93.2 |

*1. Results of 06/2 are compared with consolidated results of Ito-Yokado for 05/2.

## Bond Information

|  | Amount | Date of issue | Coupon | Redemption date |
| :---: | :---: | :---: | :---: | :---: |
| Issued by Ito-Yokado |  |  |  |  |
| 4th unsecured domestic straight bond | 20 billion yen | Mar. 29, 2000 | 1.96\% | 2010.3.29 |
| 5 th unsecured domestic straight bond | 50 billion yen | Nov. 1, 2002 | 0.65\% | 2009.9.18 |
| Issued by Seven Bank |  |  |  |  |
| 1st unsecured domestic straight bond | 15 billion yen | Dec. 10, 2003 | 0.88\% | 2008.12.10 |
| 2nd unsecured domestic straight bond | 36 billion yen | Dec. 4, 2006 | 1.45\% | 2011.12.20 |
| 3rd unsecured domestic straight bond | 24 billion yen | Dec. 4, 2006 | 1.67\% | 2013.12 .20 |

Bond ratings as of March 31, 2008

|  |  | S\&P | Moody's | R\&I | JCR |
| :--- | :--- | :---: | :---: | :---: | :---: |
| Seven \& i Holdings | Long-term | - | - | AA | AA + |
| Seven-Eleven Japan | Long-term | AA- | - | - | - |
|  | Short-term | A-1+ | P-1 | AA+ |  |
| 7-Eleven, Inc. | Long-term | A | Baa3 | - | - |
| Ito-Yokado | Long-term | AA- | Aa3 | AA | AA + |
| Seven Bank | Long-term | A+ | - | AA | - |

[^1]RESULTS OF GROUP PRINCIPAL COMPANIES

Seven-Eleven Japan
(Millions of yen)

|  | 06/2 |  | 07/2 |  | 08/2 |  | 09/2 (est.) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | OY(\%) |  | OY(\%) |  | OY(\%) |  | OY(\%) |
| Total store sales | 2,498,754 | 102.4 | 2,533,534 | 101.4 | 2,574,306 | 101.6 | 2,643,000 | 102.7 |
| Revenues from operations | 492,831 | 105.5 | 516,967: | 104.9 | 527,667 | 102.1 | 528,300! | 100.1 |
| Operating income | 177,350 | 101.7 | 172,737! | 97.4 | 168,171 | 97.4 | 169,200 | 100.6 |
| Ordinary income | 178,682 | 101.5 | 176,763: | 98.9 | 176,465 | 99.8 |  |  |
| Net income | 118,778 | 127.9 | 98,402 | 82.8 | 101,717 | 103.4 |  |  |


| Number of domestic stores | 11,310 | +484 | 11,735 | +425 | 12,034 | +299 | 12,434 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | -1.6 |  | -1.9 | -1.5 |  | +0.5 |  |
| Merchandise GP Margin (\%) | 31.0 | +0.3 | 30.9 | -0.1 | 31.0 | +0.1 | 31.1 |
| Average daily sales per store (thousand yen) | 627 | -12 | 610 | -17 | 597 | -13 |  |

## 7-Eleven, Inc.

(Millions of yen)

|  | 05/12 | 06/12. | 07/12 | 08/12 (est.) |
| :---: | :---: | :---: | :---: | :---: |
|  | YOY(\%) | YOY(\%) | YOY(\%) | YOY(\%) |
| Revenues from operations | 1,498,678: 113.0 | 1,707,532: 113.9 | 1,843,408: 108.0 | 1,737,200: 94.2 |
| Net sales | 1,485,408: 113.2 | 1,690,613: 113.8 | 1,822,737: 107.8 | 1,719,300: 94.3 |
| Merchandise | 916,066: 107.2 | 1,008,818: 110.1 | 1,068,453: 105.9 |  |
| Gasoline | 569,342: 124.4 | 681,795: 119.8 | 754,283: 110.6 |  |
| Operating income | 32,348: 121.9 | 32,015: 99.0 | 31,726: 99.1 | 35,500: 111.9 |
| Net income | 1,823: 26.0 | 14,702: 806.3 | 17,289 117.6 |  |
| Number of stores | 5,829 +30 | 6,050 +221 | 6,088: +38 | 6,238: +150 |
| Number of stores operated by area licensees | 12,484 +1,445 | 13,946 $+1,462$ | 15,675 +1,729 | - |
| Existing stores sales increase (\%) (U.S. Merchandise sales) | +4.4 | +3.1 | +3.1 | +1.9 |
| Merchandise GP Margin (\%) | 35.8: +0.2 | 36.0 +0.2 | 35.9: -0.1 | 35.3: $0-0.6$ |

* The amounts of each fiscal year reflect adjustments to the necessary for the consolidation to Seven \& i Holdings' consolidated accounts.
* Existing stores sales increase are calculated in U.S. dollars.


## Ito-Yokado

(Millions of yen)

|  | 06/2 |  | 07/2 |  | 08/2 |  | 09/2 (est.) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | OY(\%) |  | Y(\%) |  | YOY(\%) |
| Revenues from operations | 1,493,605 | 101.4 | 1,511,530 | 101.2 | 1,489,380 | 98.5 | 1,506,000 | 101.1 |
| Net sales | 1,470,523 | 101.0 | 1,487,480 | 101.2 | 1,464,094 | 98.4 | 1,480,000 | 101.1 |
| Operating income | 12,072 | 137.2 | 18,322 | 151.8 | 17,126 | 93.5 | 21,000 | 122.6 |
| Ordinary income | 30,900 | 114.1 | 20,982 | 67.9 | 19,341 | 92.2 |  |  |
| Net income | 51,322 | 293.1 | 13,356 | 26.0 | 11,088 | 83.0 |  |  |


| Number of domestic stores | 178 | -3 | 174 | -4 | 176 | +2 | 177 | +1 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | ---: | ---: |
| Existing stores sales increase (\%) | -2 | -1 | -2 |  | -1.0 |  |  |  |
| Merchandise GP Margin (\%) | 30.9 | -0.1 | 30.3 | -0.6 | 29.9 | -0.4 | 30.1 | +0.2 |

York-Benimaru
(Millions of yen)

|  | 06/2 |  | 07/2 |  | 08/2 |  | 09/2 (est.) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | OY(\%) |  | OY(\%) |  | OY(\%) |  | OY(\%) |
| Revenues from operations | 297,445: | 103.3 | 313,935: | 105.5 | 330,145: | 105.2 | 353,500 | 107.1 |
| Net sales | 289,393: | 103.1 | 304,855; | 105.3 | 319,931: | 104.9 | 342,900 | 107.2 |
| Operating income | 11,412 | 94.9 | 10,306! | 90.3 | 11,227 | 108.9 | 11,700! | 104.2 |
| Ordinary income | 11,921 | 100.7 | 11,261 | 94.5 | 12,525: | 111.2 |  |  |
| Net income | 6,716 | 102.6 | 4,441: | 66.1 | 9,150 | 206.0 |  |  |


| Number of domestic stores | 116 | +6 | $128:$ | +12 | 149 | +21 | 154 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | -2.2 | -3.6 |  | -2.6 | +1.0 |  |  |
| Merchandise GP Margin (\%) | $26.8:$ | +0.1 | 26.9 | +0.1 | 27.1 | +0.2 | 27.1 |

* The net increase of stores for York-Benimaru for $07 / 2$ included three stores of Midoriya Super ,which was merged with York-Benimaru in March 2006.
* The net increase of stores for York-Benimaru for $08 / 2$ included 16 stores of Super Kadoya, which was merged with York-Benimaru in September 2007.

| Sogo |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/2 |  | 07/2 |  | 08/2 |  | 09/2 (est.) |  |
|  |  | OY(\%) |  | OY(\%) |  | OY(\%) |  | OY(\%) |
| Revenues from operations | 474,731: | 105.7 | 500,714 | 105.5 | 502,001: | 100.3 | 509,500 | 101.5 |
| Net sales | 468,994 | 105.7 | 494,349 | 105.4 | 495,336: | 100.2 | 502,900: | 101.5 |
| Operating income | 17,247 | 101.8 | 16,754 | 97.1 | 16,242 | 96.9 | 16,300 | 100.4 |
| Ordinary income | 15,207 | 96.2 | 15,365 | 101.0 | 14,710 | 95.7 |  |  |
| Net income | 21,219 | 113.8 | 7,416 | 35.0 | 6,151 | 82.9 |  |  |
| Number of domestic stores | 12: | +1 | 12: | $\pm 0$ | 12: | $\pm 0$ | 12 ' | $\pm 0$ |
| Existing stores sales increase (\%) | +0.9 |  | +2.8 |  | +0.2 |  | +1.5 |  |
| Merchandise GP Margin (\%) | 27.2 ! | -0.1 | 26.8 | -0.4 | 26.4 | -0.4 | 26.4 | $\pm 0.0$ |

The Seibu Department Stores $\quad$ (Millions of yen)

|  | 06/2 |  | 07/2 |  | 08/2 |  | 09/2 (est.) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathrm{OY}(\%)$ |  | Y(\%) |  | OY(\%) |  | OY(\%) |
| Revenues from operations | 482,938: | 100.6 | 465,831: | 96.5 | 468,063: | 100.5 | 475,200 | 101.5 |
| Net sales | 476,144 | 100.7 | 459,074 | 96.4 | 461,079 | 100.4 | 468,400; | 101.6 |
| Operating income | 19,933: | 102.1 | 17,454! | 87.6 | 15,292! | 87.6 | 15,500 | 101.4 |
| Ordinary income | 16,835 | 98.4 | 16,811 | 99.9 | 14,267 | 84.9 |  |  |
| Net income | 4,475: | 74.2 | 2,546; | 56.9 | 18,486 | 725.9 |  |  |


| Number of domestic stores | 18 | $\pm 0$ | 16 | -2 | $16:$ | $\pm 0$ | $16:$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | +1.0 |  | +0.2 |  | +0.5 | +1.6 |  |
| Merchandise GP Margin (\%) | 28.1 | -0.2 | 27.8 | -0.3 | 27.4 | -0.4 | 27.4 |

Seven \& i Food Systems

|  | 06/2 |  | 08/2 |  | 09/2 (est.) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations |  |  | 54,958 |  | 110,000 | 200.2 |
| Net sales |  |  | 54,702 |  | 109,500: | 200.2 |
| Operating loss |  |  | 2,923 |  | 1,500 |  |
| Ordinary loss |  |  | 2,761 |  |  |  |
| Net loss |  |  | 4,897: |  |  |  |

[^2]STORE INFORMATION

1. Store Openings and Closures of Major Group Companies

*1. The net increase of stores for York-Benimaru as of $07 / 2$ included three stores of Midoriya Super, which was merged with York- Benimaru in March 2006. The net increase of stores for York-Benimaru as of $08 / 2$ include 16 stores of Super Kadoya, which was merged with York-Benimaru in September 2007.
*2. Figures are as of the end of December.
*3. Akachan Honpo has changed its year-end closing date from December 31 to end of February from 08/2.
The figures for former years are as of December.

## 2. Convenience Store Operations Network

(1) Domestic Store Network

|  | 06/2 | 07/2 | 08/2 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 831 | 832 | 819 | -13 |
| Iwate | 7 | 9 | 25 | +16 |
| Miyagi | 317 | 322 | 324 | +2 |
| Yamagata | 122 | 127 | 131 | +4 |
| Fukushima | 362 | 373 | 380 | +7 |
| Ibaraki | 478 | 488 | 504 | +16 |
| Tochigi | 333 | 343 | 339 | -4 |
| Gunma | 333 | 338 | 342 | +4 |
| Saitama | 794 | 824 | 842 | +18 |
| Chiba | 735 | 734 | 742 | +8 |
| Tokyo | 1,464 | 1,525 | 1,577 | +52 |
| Kanagawa | 824 | 837 | 838 | +1 |
| Niigata | 317 | 334 | 339 | +5 |
| Yamanashi | 147 | 152 | 156 | +4 |
| Nagano | 340 | 348 | 351 | +3 |
| Gifu | 13 | 42 | 63 | +21 |
| Shizuoka | 432 | 446 | 453 | +7 |
| Aichi | 384 | 436 | 493 | +57 |
| Mie | 1 | 5 | 18 | +13 |
| Shiga | 143 | 149 | 155 | +6 |
| Kyoto | 154 | 163 | 174 | +11 |
| Osaka | 464 | 495 | 508 | +13 |
| Hyogo | 334 | 350 | 359 | +9 |
| Nara | 55 | 52 | 55 | +3 |
| Wakayama | 36 | 38 | 38 | $\pm 0$ |
| Okayama | 175 | 187 | 190 | +3 |
| Hiroshima | 373 | 380 | 374 | -6 |
| Yamaguchi | 202 | 211 | 220 | +9 |
| Fukuoka | 652 | 674 | 658 | -16 |
| Saga | 123 | 131 | 134 | +3 |
| Nagasaki | 59 | 64 | 75 | +11 |
| Kumamoto | 168 | 180 | 185 | +5 |
| Oita | 20 | 20 | 43 | +23 |
| Miyazaki | 118 | 126 | 130 | +4 |
| Total | 11,310 | 11,735 | 12,034 | +299 |

(3) Global Seven-Eleven Store Network

|  | $06 / 2$ | $07 / 2$ | $08 / 2$ | Change |
| :--- | :--- | :--- | :--- | ---: |
| Japan | 11,310 | 11,735 | 12,034 | +299 |
| U.S.A. and Canada | 5,829 | 6,050 | 6,088 | +38 |
| Hawaii | 53 | 54 | 56 | +2 |
| China (Beijing) | 30 | 50 | 60 | +10 |
| Sub-total | 17,222 | 17,889 | 18,238 | +349 |

(Area licensee)

|  | 05/12 | 06/12 | 07/12 | Change |
| :---: | :---: | :---: | :---: | :---: |
| South Korea | 1,238 | 1,421 | 1,750 | +329 |
| China (Guang Dong Sheng) | 241 | 284 | 440 | +156 |
| China (Hong Kong) | 665 | 747 | 828 | +81 |
| China (Macau) | 16 | 24 | 30 | +6 |
| Taiwan | 4,037 | 4,385 | 4,705 | $+320$ |
| Thailand | 3,311 | 3,785 | 4,279 | +494 |
| Philippines | 265 | 287 | 311 | +24 |
| Malaysia | 700 | 838 | 877 | +39 |
| Singapore | 315 | 345 | 415 | +70 |
| Guam | 8 | 0 | 0 | $\pm 0$ |
| Australia | 359 | 368 | 364 | -4 |
| U.S.A. | 420 | 460 | 539 | +79 |
| Mexico | 595 | 675 | 810 | +135 |
| Puerto Rico | 14 | 14 | 11 | -3 |
| Norway | 95 | 105 | 97 | -8 |
| Sweden | 71 | 73 | 76 | +3 |
| Denmark | 55 | 61 | 69 | +8 |
| Turkey | 79 | 74 | 74 | $\pm 0$ |
| Sub-total | 12,484 | 13,946 | 15,675 | +1,729 |
| Total Worldwide | 29,706 | 31,835 | 33,913 | +2,078 |

(Notes) 1. Figures for domestic stores are as of the end of February.
2. Figures for overseas stores are 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.

## (2) Number of Stores by Type of Contract (Domestic)

|  | 06/2 | 07/2 | 08/2 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Type A | 5,196 | 5,122 | 4,919 | -203 |
| Type C | 5,208 | 5,608 | 6,311 | +703 |
| Provisional management contract stores | 309 | 365 | 136 | -229 |
| Directly operated stores | 597 | 640 | 668 | +28 |
| Total | 11,310 | 11,735 | 12,034 | +299 |

## 3. Superstore Operations Openings and Closures

(1) Superstore (Ito-Yokado)
(Results for the fiscal year 2008) (square meters)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Nagareyama Otaka-no-mori | Chiba | Mar. 12, 2007 | 3,310 | 2,397 |
|  | Lalaport Yokohama | Kanagawa | Mar. 15, 2007 | 18,108 | 15,041 |
|  | Ario Nishiarai | Tokyo | Nov. 9, 2007 | 31,000 | 14,945 |
| Closure | Komaki | Aichi | Sep. 9, 2007 | - | 8,243 |

(Plan for the fiscal year 2009)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Ario Otori | Osaka | Mar. 31, 2008 | 40,000 | 14,479 |
|  | Honmoku | Kanagawa | 2nd half | - | - |
| Closure | Hashimoto | Kanagawa | 1st half | - | 5,989 |

(2) Supermarkets (York-Benimaru)
(Results for the fiscal year 2008)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Minami-Nakayama | Miyagi | Mar. 9, 2007 | 2,400 | 2,281 |
|  | Oyama-Yuenchi | Tochigi | Mar. 30, 2007 | 2,929 | 2,548 |
|  | Nasu-Shiobara | Tochigi | Apr. 20, 2007 | 2,513 | 2,300 |
|  | Soma-Kuroki | Fukushima | Jul. 20, 2007 | 2,383 | 2,256 |
|  | Yamagata-Shima | Yamagata | Sep. 21, 2007 | 2,247 | 2,143 |
|  | Asikaga-Otuki | Tochigi | Sep. 28, 2007 | 2,577 | 2,279 |
|  | Wakuya | Miyagi | Dec. 26, 2007 | 2,110 | 1,992 |
|  | Megastage Sukagawa-Minami | Fukushima | Feb. 1, 2008 | 2,556 | 2,410 |
| Closures | Izumi | Fukushima | Aug. 19, 2007 | 1,769 | 1,525 |
|  | Former Wakuya | Miyagi | Dec. 18, 2007 | 4,142 | 3,606 |
|  | Sukagawa-Minami | Fukushima | Jan. 24, 2008 | 1,482 | 1,294 |

(Plan for the fiscal year 2009)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Kanuma-Mutumi-cho | Tochigi | Mar. 7, 2008 | 2,166 | 2,089 |
|  | Fukushima-Izumi | Fukushima | Apr. 25, 2008 | 2,002 | 1,902 |
|  | Shin-Higashine | Yamagata | Aug. 2008 | 3,692 | 3,592 |
|  | Katahira | Fukushima | Sep. 2008 | 1,722 | 1,622 |
|  | Tendo-Oinomori | Yamagata | Nov. 2008 | 3,061 | 2,961 |
|  | Nagamachi-Fukutoshin | Miyagi | Feb. 2009 | 6,730 | 1,885 |
|  | Hitachi-Ose | Ibaraki | Feb. 2009 | 1,983 | 1,883 |
| Closures | Higashine | Yamagata | Jul. 2008 | 9,618 | 6,215 |
|  | Kibogaoka | Fukushima | Aug. 2008 | 1,520 | 1,358 |

(3) China (Superstore and Supermarkets)
(Results for the fiscal year ended December 31, 2007) (square meters)

|  | Store name | Location | Date | Sales floor space |
| :---: | :---: | :---: | :---: | :---: |
| Openings | Yuo An Men | Beijing | Sep. 28, 2007 | 11,300 |
|  | Pu Huang Yu | Beijing | Nov. 24, 2008 | 9,496 |
|  | Jin Hua | Chengdu | Dec. 22, 2007 | 30,000 |

(Plan for the fiscal year ending December 31, 2008)

|  | Store name | Location | Date |
| :---: | :---: | :---: | :---: |
| Openings | Wu Ke Song | Beijing | 1st half |
|  | Bei Yuan | Beijing | 2nd half |
|  | Ma Jia Pu | Beijing | 2nd half |
|  | Jian She Lu | Chengdu | 2nd half |

4.Capital Expenditures, Depreciation and Amortization of Major Group Companies (Millions of yen)


* Capital expenditures are on an accrual basis.
* Capital expenditures of The Seibu Department Stores for $07 / 2$ include cost of repurchasing securitized real estate used for stores (approximately 49 billion yen).


## Business Performance of Group Principal Companies

## 1. Covenience Stores Operations

Seven-Eleven Japan

Average daily sales per store $\quad$ (Thousands of yen)

|  | 06/2 |  | 07/2 |  | 08/2. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Total stores | 627 | -12 | 610 | -17 | 597 | -13 |
| Newly opened stores | 550 | +9 | 515 | -35 | 517 | +2 |



## Number of stores by hours of business, and stores with licenses $\quad$ (Stores)

|  | 06/2 |  |  | 07/2 |  |  | 08/2. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | YOY(\%) |  | Composition <br> (\%) |  | YOY(\%) | Composition <br> (\%) |  | OY(\%) | (\%) |
| Open 24 hours | 11,268: | 104.5 | 99.6 | 11,693: | 103.8 | 99.6 | 11,986: | 102.5 | 99.6 |
| With liquor license | 9,791: | 103.6 | 86.6 | 10,811! | 110.4 | 92.1 | 11,639! | 107.7 | 96.7 |
| With tobacco license | 9,133: | 107.3 | 80.8 | 9,690 | 106.1 | 82.6 | 10,225 | 105.5 | 85.0 |

Payment acceptance service

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Number of transactions (thousands) | 226,995 | 116.1 | 259,127 | 114.2 | 290,474 | 112.1 |
| Total value of transactions (million yen) | 2,009,554 | 119.5 | 2,383,539 | 118.6 | 2,734,184 | 114.7 |

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

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change or YOY(\%) |  | Čāange or YOY(\%) |  | Change or YOY(\%) |
| Inventory turnover (days) | 9.2 | +0.3 | 9.7 | +0.5 | 9.8 | +0.1 |
| Full-time employees (term-end) | 4,804 | -11 | 4,963 | +159 | 5,294 | +331 |
| Total sales floor space (square meters) | 1,318,053 | 106.6 | 1,389,965 | 105.5 | 1,446,872 | 104.1 |

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


## 7-Eleven, Inc.

Sales by product category

|  | $05 / 12 . . . . . . . . .$ |  |  | 06/12................. |  |  | $07 / 12$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Merchandise | 916,066: | 107.2! | 61.7 | 1,008,818! | 110.1: | 59.7 | 1,068,453! | 105.9! | 58.6 |
| Gasoline | 569,342: | 124.4 | 38.3 | 681,795 | 119.8 | 40.3 | 754,283 | 110.6 | 41.4 |
| Total | 1,485,408: | 113.2 | 100.0 | 1,690,613 | 113.8: | 100.0 | 1,822,737 | 107.8: | 100.0 |

## Net sales increase at existing stores

Net sales increase at existing stores

|  | $05 / 12$ | $06 / 12$ | $07 / 12$ |
| :--- | :---: | :---: | :---: |
| U.S. Merchandise sales increase (dollar basis) | +4.4 | +3.1 | +3.1 |


| Number of stores |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 05/12 |  | 06/12 |  | 07/12 |  |
|  |  | Change |  | Change |  | Change |
| Number of stores | 5,829 | +30 | 6,050 | +221 | 6,088 | +38 |
| Franchised stores | 3,508 | +86 | 3,828 | +320 | 4,041 | +213 |
| Directly operated stores | 2,321 | -56 | 2,222 | -99 | 2,047 | -175 |
| With Gasoline station | 2,437 | +5 | 2,436 | -1 | 2,440 | +4 |

Sales floor space
(Square meters)

|  | 05/12 |  | 06/12. |  | 07/12 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y̌ÖY(\%) |  | YöY(\%) |  | Y̌ÖY゙(\% |
| Total floor space | 928,966 | 100.7 | 967,428 | 104.1 | 974,970 | 100.8 |

## 2. Superstore Operations

Ito-Yokado
Sales by product category
(Millions of yen)

|  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 307,314 | 97.7 | 20.9 | 290,560 | 94.5 | 19.5 | 278,168 | 95.7 | 19.0 |
| Household goods | 257,466 | 102.2 | 17.5 | 263,995 | 102.5 | 17.7 | 253,609 | 96.1 | 17.3 |
| Food | 669,372 | 100.9 | 45.5 | 672,256: | 100.4 | 45.2 | 670,532: | 99.7 | 45.8 |
| Merchandise sales | 1,234,154 | 100.4 | 83.9 | 1,226,812 | 99.4 | 82.5 | 1,202,310 | 98.0 | 82.1 |
| Tenants | 198,928: | 105.3 | 13.5 | 222,999: | 112.1 | 15.0 | 225,619 | 101.2 | 15.4 |
| Others | 37,440 | 102.1: | 2.5 | 37,668 | 100.6 | 2.5 | 36,164 | 96.0 | 2.5 |
| Net sales | 1,470,523 | 101.0 | 100.0 | 1,487,480 | 101.2 | 100.0 | 1,464,094 | 98.4 | 100.0 |

Net sales increase at existing stores

|  | 06/2 | 07/2 | 08/2 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | -2 | -1 | -2 |
| Number of customers | -4 | -2 | -2 |
| Average spending per customer | +2 | +1 | $\pm 0$ |

Inventory turnover and Loss ratio

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Inventory turnover (days) | 29.0 | +0.7 | 28.0 | -1.0 | 25.8 | -2.2 |
| Loss ratio (\%) | 10.0 | -1.0 | 9.4 | -0.6 | 9.1 | -0.3 |

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


## Number of employees

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Full-time employees (term-end) | 11,047 | -1,736 | 10,707 | -340 | 10,375 | -332 |
| Full-time employees (average) | 12,625 | -354 | 10,815 | -1,810 | 10,210 | -605 |
| Part-time employees | 34,511 | -836 | 33,592 | -919 | 32,762 | -830 |
| Ratio to total (\%) | 73.2 | +0.1 | 75.6 | +2.4 | 76.2 | +0.6 |
| Sales per employee (thousands of yen) | 26,183 | +736 | 27,627 | +1,444 | 27,979 | +352 |

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

Sales floor space
(Square meters)

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOOY(\%) |  | YOY(\%) |  | YOYY |
| Directly managed floor space | 1,764,519 | 101.2 | 1,733,405 | 98.2 | 1,750,605 | 101.0 |
| Weighted average floor space | 1,762,497 | 102.6 | 1,765,488 | 100.2 | 1,747,466 | 99.0 |
| Sales per square meters (thousands of yen) | 700 | 97.8 | 695 | 99.2 | 688 | 99.0 |

[^3]York-Benimaru
Sales by product category
(Millions of yen)

|  | $\begin{array}{\|c\|c\|} \hline \text { 06/2................ } \\ \hline \text { YOY(\%) } \\ \hline \end{array}$ |  |  |
| :---: | :---: | :---: | :---: |
| Fresh food | 85,526: 103.0 29.5 | 90,675: 106.0 29.8 | 97,168: 107.2: 30.4 |
| Processed food | 63,304: 105.5121 .9 | 68,249: 107.8: 22.4 | 74,273: 108.8: 23.2 |
| Daily food | 52,881: 103.51018 .3 | 56,507: 106.91018 .5 | 59,484: 105.318 |
| Food Total | 201,712:103.9 69.7 | 215,433:106.8 $\quad 70.7$ | 230,927: $107.2: 72.2$ |
| Apparel | 19,872 102.2 6.9 | 20,126: 101.3: 6.6 | 19,331: 96.0 6.0 |
| Household goods | 18,074: 101.7: 6.2 | 18,567: 102.7: 6.1 | 18,728: $100.9: \quad 5.9$ |
| Merchandise sales | 239,659 103.6 $\quad 82.8$ | 254,126: 106.0 83.4 | 268,987: $105.8: 84.1$ |
| Tenants | 49,734: 100.9: 17.2 | 50,728: 102.0: 16.6 | 50,944: 100.4: 15.9 |
| Net sales | 289,393: 103.1: 100.0 | 304,855: 105.3: 100.0 | 319,931: 104.9: 100.0 |

## Net sales increase at existing stores

|  | 06/2 | 07/2 | 08/2 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | -2.2 | -3.6 | -2.6 |
| Number of customers | -0.7 | -2.3 | -1.1 |
| Average spending per customer | -1.5 | -1.4 | -1.5 |

## Inventory turnover and Loss ratio

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Inventory turnover (days) | 15.3 | +0.7 | 16.0 | +0.7 | 13.8 | -2.2 |
| Loss ratio (\%) | 3.7 | $\pm 0.0$ | 4.0 | +0.3 | 3.8 | -0.2 |

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


## Number of employees

|  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Full-time employees (term-end) | 1,882 | +63 | 2,033 | +151 | 2,284 | +251 |
| Full-time employees (average) | 1,923 | +91 | 2,050 | +127 | 2,239 | +189 |
| Part-time employees | 8,407 | +690 | 9,295 | +888 | 9,856 | +561 |
| Ratio to total (\%) | 81.4 | +0.6 | 81.9 | +0.5 | 81.5 | -0.4 |
| Sales per employee (thousands of yen) | 23,200 | -1,022 | 22,399 | -801 | 22,239 | -160 |

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

Sales floor space (Square meters)

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total floor space | 388,528 | 106.1 | 448,492 | 115.4 | 496,784 | 110.8 |
| Directly managed floor space | 302,169 | 107.0 | 335,075 | 110.9 | 379,073 | 113.1 |
| Weighted average floor space | 294,136 | 106.9 | 329,302 | 112.0 | 360,257 | 109.4 |
| Sales per square meters (thousands of yen) | 814 | 96.9 | 771 | 94.7 | 746 | 96.8 |

* Sales per square meters $=$ Merchandise sales $\div$ Weighted average floor space
(Reference) York-Benimaru including Life Foods
(Millions of yen)

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOȲ(\%) |  | YOYÖ(\%) |  | Y $\mathrm{Y} \mathrm{O} \mathrm{Y}(\%)$ |
| Revenues from operations | 298,443 | 103.5 | 314,770 | 105.5 | 331,769 | 105.4 |
| Operating income | 13,887 | 97.1 | 12,791 | 92.1 | 13,541 | 105.9 |

[^4]
## 3. Department Store Operations

- Sogo

Sales results of major stores
(Millions of yen)


Sales by product category
(Millions of yen)

|  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 247,652 | 103.4 | 52.8 | 255,720 | 103.3 | 51.7 | 252,776 | 98.8 | 51.0 |
| Household goods | 53,175: | 108.2 | 11.3 | 55,390 | 104.2 | 11.2 | 56,825 | 102.6 | 11.5 |
| Food | 93,691: | 102.6: | 20.0 | 96,782: | 103.3 | 19.6 | 98,318: | 101.6: | 19.8 |
| Merchandise sales | 394,519: | 103.8: | 84.1 | 407,894: | 103.4 | 82.5 | 407,919: | 100.0 | 82.4 |
| Tenants | 66,756: | 114.4 | 14.2 | 76,977 | 115.3 | 15.6 | 77,896: | 101.2 | 15.7 |
| Corporate sales | 7,718 | 139.1 | 1.6 | 9,478 | 122.8 | 1.9 | 9,520 | 100.4 | 1.9 |
| Net sales | 468,994 | 105.7 | 100.0 | 494,349: | 105.4 | 100.0 | 495,336: | 100.2 | 100.0 |

Number of employees

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YơY(\%) |  | Yợ(\%) |  | Yơ(\%) |
| Full-time employees (term-end) | 2,845 | +28 | 2,733 | -112 | 2,695 | -38 |
| Full-time employees (average) | 2,831 | - | 2,797 | -34 | 2,753 | -44 |
| Part-time employees | 2,400 | - | 2,608 | +142 | 2,722 | +114 |
| Ratio to total (\%) | 45.9 | - | 48.3 | +2.4 | 49.7 | +1.5 |

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

| Sales floor space | 06/2 |  |  |  | (Square meters) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 07/2 |  |  |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total floor space | 481,785 | 109.2 | 481,785 | 100.0 | 481,785 | 100.0 |
| Weighted average floor space | 461,395 | 104.6 | 481,785 | 104.4 | 481,785 | 100.0 |
| Sales per square meters (thousands of yen) | 1,016 | 101.0 | 1,026 | 100.9 | 1,028 | 100.2 |

[^5]The Seibu Department Stores
Sales results of major stores
(Millions of yen)

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y̌ƠY̌\%) |  | Y̌ơy $\%$ |  | Yơy $\%$ |
| Ikebukuro | 144,731 | 99.9 | 146,500 | 101.2 | 145,717 | 99.5 |
| Shibuya | 50,596 | 103.3 | 49,404 | 97.6 | 54,808 | 110.9 |

## Sales by product category

(Millions of yen)

|  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 243,638 | 102.4: | 51.2 | 232,169 | 95.3: | 50.6 | 229,088 | 98.7 | 49.7 |
| Household goods | 40,187 | 104.8 | 8.4 | 39,938 | 99.4 | 8.7 | 41,843 | 104.8 | 9.1 |
| Food | 66,968: | 99.9 | 14.1 | 66,783: | 99.71 | 14.6 | 67,561 | 101.2 | 14.7 |
| Merchandise sales | 350,795: | 102.2 | 73.7 | 338,891: | 96.6: | 73.9 | 338,493: | 99.9 | 73.4 |
| Tenants | 96,500 | 104.7 | 20.3 | 94,276: | 97.7 | 20.5 | 93,545: | 99.2 | 20.3 |
| Corporate sales | 28,848 | 77.0 | 6.1 | 25,906 | 89.8: | 5.6 | 29,039 | 112.1 | 6.3 |
| Net sales | 476,144 | 100.7 | 100.0 | 459,074: | 96.4 | 100.0 | 461,079 | 100.4 | 100.0 |

## Number of employees

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Full-time employees (term-end) | 2,451 | -9 | 2,340 | -111 | 2,320 | -20 |
| Full-time employees (average) | 2,481 | - | 2,408 | -73 | 2,378 | -30 |
| Part-time employees | 2,690 | - | 2,524 | -166 | 2,620 | +96 |
| Ratio to total (\%) | 52.0 | - | 51.2 | -0.8 | 52.4 | +1.2 |

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


## Sales floor space <br> (Square meters)

|  | 06/2 |  | 07/2. |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | YÖY̆(\%) |  | Y̌ợ $\%$ \% |
| Total floor space | 512,504 | 100.0 | 481,149 | 93.9 | 481,149 | 100.0 |
| Weighted average floor space | 512,504 | 99.7 | 481,149 | 93.9 | 481,149 | 100.0 |
| Sales per square meters (thousands of yen) | 929 | 100.9 | 954 | 102.7 | 958 | 100.4 |

[^6]
## 4. Food Services

## Seven \& i Food Systems

Sales results by operations


* Denny's Japan, Famil and York Bussan have been merged into Seven \& i Food Systems. The figures for 08/2 are calculated by adjusting the net sales of three companies in the interim period.
* Figures for $06 / 2$ and $07 / 2$ of total sales are calculated by simply adding the net sales of three companies

Number of employees

|  | 06/2 |  | 07/2 |  | 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Chang |  | Change |
| Full-time employees (term-end) | 1,918 | - | 1,867 | -51 | 1,802 | -65 |
| Full-time employees (average) |  |  | 1,969 | - | 1,892 | -77 |
| Part-time employees |  |  | 15,114 | - | 15,091 | -23 |
| Ratio to total (\%) |  |  | 88.5 | - | 88.9 | +0.4 |

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


## 5. Financial Services

## Seven Bank

Number of Seven Bank ATMs

|  | 06/2 |  | 07/2 |  | 08/2......... |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\%$ of stores of ATMs |  | \% of stores of ATMs |  | \% of stores of ATMs |
| Seven-Eleven Japan | 10,900 | 95.7 | 11,784 | 99.4 | 12,322 | 99.9 |
| Ito-Yokado | 243 | 93.8 | 269 | 96.6 | 288 | 99.4 |
| York------------ | 10 | 7.8 | 13 | 9.4 | 14 | 8.7 |
| York Mart | 8 | 14.0 | 15 | 25.9 | 22 | 36.7 |
| Denny's | 5 | 0.9 | 5 | 0.9 | 5 | 0.9 |
| Others | 22 | - | 15 | - | 15 | - |
| Net ATMs in the Group | 11,188 | - | 12,101 | - | 12,666 | - |
| Net ATMs outside the Group | - | - | - | - | 351 | - |
| Total | 11,188 | - | 12,101 | - | 13,017 | - |

Average number of transaction per day per ATM during the period

|  | 05/3 to 06/2. |  | 06/3 to 07/2 |  | 07/3 to 08/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Average number of transactions | 88 | +12 | 97 | +9 | 108 | +11 |


| Number of credit cards, point cards and cash cards |  |  |  |  | (10 thousands) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 06/2 |  | 07/2 |  | 08/2 |  |
|  |  | Change |  | Change |  | Change |
| IY Card (credit card and point card) | 261 | +17 | 280 | +19 | 295 | +15 |
| Millennium Card (credit card and point card) | 247 | +9 | 247 | $\pm 0$ | 248 | +1 |
| Club-on Card (credit card and point card) | 263 | -17 | 245 | -18 | 243 | -2 |
| nanaco (electronic money) | - | - | - | - | 551 | - |
| IY Point Card (cash usage only) | 497 | +97 | 557 | +60 | 608 | +51 |
| Seven Bank (cash card) | 31 | +9 | 45 | +13 | 57 | +11 |

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


[^0]:    *1 For 06/2, department store operations had no income results, so none are shown here.
    *2 Ratio of net income to owners' equity for $06 / 2$ was calculated by using owners' equity at the end of fiscal year.

[^1]:    * From February 13, 2008, the following credit ratings have been assigned to Seven \& i Holdings corporate bond shelf registration scheme (300 billion yen shelf amount). R\&I: AA; Moody's: 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.

[^2]:    * Seven \& i Food Systems was established in January 2007, and merged with Denny's Japan, Famil and York Bussan in September 2007.

    The results in 08/2 include six months results of former three companies after the merger.

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

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

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

[^6]:    * Sales per square meters $=$ Net sales $\div$ Weighted average floor space

