

Brief Summary of FY2019

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■ Consolidated Results

I. Financial Results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Group's total sales ^{*1}	10,621,530	99.2	11,048,215	104.0	12,018,004	108.8	12,151,000	101.1
Revenues from operations	5,835,689	96.5	6,037,815	103.5	6,791,215	112.5	6,741,000	99.3
Domestic convenience store operations	901,306	104.4	928,649	103.0	955,443	102.9	983,000	102.9
Overseas convenience store operations	1,658,542	91.1	1,981,533	119.5	2,821,053	142.4	2,740,000	97.1
Superstore operations	1,949,313	98.3	1,901,164	97.5	1,902,507	100.1	1,903,000	100.0
Department store operations	729,612	94.9	657,886	90.2	592,100	90.0	595,000	100.5
Financial services	201,932	104.9	202,942	100.5	215,007	105.9	221,000	102.8
Specialty store operations	450,488	96.3	416,616	92.5	355,474	85.3	353,000	99.3
Others	23,854	78.6	23,533	98.7	23,720	100.8	27,000	113.8
Eliminations / corporate	(79,360)	-	(74,510)	-	(74,093)	-	(81,000)	-
Operating income (loss)	364,573	103.5	391,657	107.4	411,596	105.1	420,000	102.0
Domestic convenience store operations	243,839	103.7	245,249	100.6	246,721	100.6	251,400	101.9
Overseas convenience store operations	67,421	100.9	79,078	117.3	92,266	116.7	102,700	111.3
Superstore operations	20,228	517.3	21,260	105.1	21,173	99.6	26,100	123.3
Department store operations	2,867	94.3	5,369	187.2	3,737	69.6	4,700	125.8
Financial services	50,136	100.9	49,713	99.2	52,874	106.4	46,300	87.6
Specialty store operations	(11,276)	-	435	-	6,680	-	8,100	121.3
Others	4,005	86.1	3,670	91.6	2,659	72.4	2,500	94.0
Eliminations / corporate	(12,650)	-	(13,120)	-	(14,515)	-	(21,800)	-
Ordinary income	364,405	104.1	390,746	107.2	406,523	104.0	414,500	102.0
Special gains	4,411	72.3	13,347	302.6	15,556	116.5		
Special losses	151,248	288.1	127,774	84.5	104,668	81.9		
Income before income taxes	217,569	71.6	276,320	127.0	317,411	114.9		
Net income attributable to owners of parent	96,750	60.1	181,150	187.2	203,004	112.1	210,000	103.4
Net income per share	yen	%	yen	%	yen	%	yen	%
	109.42	60.1	204.80	187.2	229.50	112.1	237.40	103.4
Number of shares outstanding								
Average ^{*2}	884,214,252		884,531,496		884,568,131			
End of period ^{*2}	884,402,184		884,544,201		884,568,599			

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

*2. Excluding treasury stock.

Exchange rates

(yen)

	Fiscal Year Ended Feb. 28, 2017	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ending Feb. 29, 2020 (Forecast)
Income statements U.S.\$1=	108.78	112.16	110.44	110.00
1yuan=	16.42	16.62	16.71	16.00
Balance sheets U.S.\$1=	116.49	113.00	111.00	-
1yuan=	16.76	17.29	16.16	-

Operating income before amortization of goodwill

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Total	380,731	101.9	408,278	107.2	434,781	106.5	443,900	102.1
Domestic convenience store operations	243,839	103.7	245,249	100.6	246,721	100.6		
Overseas convenience store operations	76,671	99.0	90,848	118.5	111,098	122.3		
Superstore operations	23,329	332.1	24,359	104.4	24,272	99.6		
Department store operations	4,627	58.5	5,370	116.0	3,737	69.6		
Financial services	51,443	100.1	51,050	99.2	53,714	105.2		
Specialty store operations	(10,537)	-	848	-	7,093	835.7		
Others	4,005	84.4	3,670	91.6	2,659	72.4		
Eliminations / corporate	(12,650)	-	(13,120)	-	(14,515)	-		

Note: Eliminations / corporate in operating income mainly reflect the Company's operating expenses relating to the Group strategy.

II. Major Factors for the Change

	(Millions of yen)		(Billions of yen)
	Fiscal Year Ended Feb. 28, 2019	Change	Major Factors for the Change
Group's total sales ^{*1}	12,018,004	+969,788	Total store sales at Seven-Eleven Japan: +220.7 Total store sales at 7-Eleven, Inc.: +858.8 The effect of exchange rate: (62.7)
Revenues from operations	6,791,215	+753,399	Domestic CVS: +26.7, Overseas CVS: +839.5, Financial services: +12.0 Superstore: +1.3, Department store: (65.7), Specialty store: (61.1) The effect of exchange rate: (43.9)
Operating income (loss)	411,596	+19,939	The effect of exchange rate: (1.3)
Domestic convenience store operations	246,721	+1,471	Seven-Eleven Japan: +0.97 Sales: +28.9, Gross profit margin: ±0.0, SG&A expenses: (27.9) Others: +0.49
Overseas convenience store operations	92,266	+13,188	7-Eleven, Inc.: +20.2 Sales: +97.9, Gross profit margin: +6.7, SG&A expenses: (84.5) Amortization of goodwill: (7.0) The effect of exchange rate: (1.4)
Superstore operations	21,173	(87)	Ito-Yokado: +1.6 Sales: (4.1), Gross profit margin: ±0.0, SG&A expenses: +5.7 York-Benimaru: (1.2) Sales: +1.9, Gross profit margin: +0.37, SG&A expenses: (3.6) Life Foods ^{*2} : (0.10) Others: (0.34)
Department store operations	3,737	(1,631)	Sogo & Seibu: (1.8) Sales: (16.2), Gross profit margin: +1.2, SG&A expenses: +13.2 Others: +0.18
Financial services	52,874	+3,160	Earnings increased mainly due to higher transaction volume for electronic money services in the non-bank business
Specialty store operations	6,680	+6,244	Seven & i Food Systems: +0.44 Nissen Holdings [Consolidated]: +5.1 Others: +0.62
Others	2,659	(1,011)	
Eliminations / corporate ^{*3}	(14,515)	(1,395)	
Ordinary income	406,523	+15,777	Increase in operating income, Increase in interest expenses
Income before income taxes	317,411	+41,091	Increase in special gains, Decrease in special losses
Net income attributable to owners of parent	203,004	+21,853	

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

*2. Life Foods is a wholly owned subsidiary which produces and sells delicatessen in York-Benimaru stores.

*3. Eliminations / corporate in operating income mainly reflect the Company's operating expenses relating to the Group strategy.

III. Segment Information

Business segment information

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)	Composition(%)	YOY(%)
Assets (end of period)	5,508,888	101.2	5,494,950	99.7	5,795,302	105.5	100.0	
Domestic convenience store operations	1,063,315		1,127,623	106.0	1,147,777	101.8	19.8	
Overseas convenience store operations	1,063,347		1,179,292	110.9	1,371,383	116.3	23.7	
Superstore operations	1,017,447		969,194	95.3	945,528	97.6	16.3	
Department store operations	395,702		343,269	86.7	328,162	95.6	5.7	
Financial services	1,425,537		1,434,900	100.7	1,515,013	105.6	26.1	
Specialty store operations	167,763		161,091	96.0	133,578	82.9	2.3	
Others	155,291		156,223	100.6	159,175	101.9	2.7	
Eliminations / corporate	220,483		123,354	55.9	194,683	157.8	3.4	
Capital expenditures	384,119	96.2	347,374	90.4	539,328	155.3	100.0	433,700
	[377,090]	[100.6]	-	-	[525,462]	[151.3]	-	-
Domestic convenience store operations	125,970	100.0	140,333	111.4	115,525	82.3	21.4	153,400
Overseas convenience store operations	147,226	130.5	94,285	64.0	288,221	305.7	53.4	121,000
Superstore operations	50,086	61.8	37,821	75.5	61,462	162.5	11.4	63,100
	[43,057]	[75.8]	-	-	[47,596]	[125.8]	-	-
Department store operations	12,151	90.9	12,992	106.9	16,955	130.5	3.1	22,300
Financial services	26,070	78.0	38,803	148.8	34,918	90.0	6.5	41,800
Specialty store operations	8,979	76.7	8,882	98.9	9,157	103.1	1.7	12,800
Others	3,259	125.3	3,723	114.2	2,931	78.7	0.5	3,900
Corporate	10,373	56.9	10,532	101.5	10,157	96.4	1.9	15,400
Depreciation and amortization	207,483	106.1	213,167	102.7	221,133	103.7	100.0	236,400
Domestic convenience store operations	61,101	113.1	66,500	108.8	72,717	109.3	32.9	77,500
Overseas convenience store operations	64,992	99.4	69,582	107.1	76,141	109.4	34.4	79,000
Superstore operations	24,397	106.8	23,893	97.9	24,475	102.4	11.1	26,900
Department store operations	11,472	94.0	9,727	84.8	8,667	89.1	3.9	9,400
Financial services	29,416	101.2	28,926	98.3	31,072	107.4	14.1	33,400
Specialty store operations	7,787	106.9	5,588	71.8	4,141	74.1	1.9	4,400
Others	2,189	91.5	2,257	103.1	2,267	100.4	1.0	2,500
Corporate	6,125	266.4	6,691	109.2	1,651	24.7	0.7	3,300
Amortization of goodwill	16,158	76.1	16,620	102.9	23,184	139.5	100.0	23,900
Domestic convenience store operations	-	-	-	-	-	-	-	-
Overseas convenience store operations	9,249	86.6	11,770	127.2	18,832	160.0	81.2	-
Superstore operations	3,101	99.5	3,098	99.9	3,098	100.0	13.4	-
Department store operations	1,760	36.1	1	0.1	-	-	-	-
Financial services	1,306	77.1	1,336	102.3	840	62.9	3.6	-
Specialty store operations	739	95.4	413	55.9	413	100.0	1.8	-
Others	-	-	-	-	-	-	-	-
Corporate	-	-	-	-	-	-	-	-
Impairment loss	59,719	207.4	88,879	148.8	57,368	64.5	100.0	-
Domestic convenience store operations	8,783	118.2	9,197	104.7	19,500	212.0	34.0	-
Overseas convenience store operations	1,591	82.0	3,393	213.2	3,435	101.2	6.0	-
Superstore operations	23,285	199.8	19,186	82.4	20,349	106.1	35.5	-
Department store operations	17,623	525.9	29,674	168.4	2,994	10.1	5.2	-
Financial services	-	-	-	-	10,756	-	18.8	-
Specialty store operations	7,522	177.0	5,697	75.7	3,888	68.3	6.8	-
Others	913	626.2	3	0.4	-	-	-	-
Eliminations / corporate	-	-	21,727	-	(3,557)	-	-	-

- Notes: 1. Capital expenditures include long-term leasehold deposits and advances for store construction. An increase of the future amortization of assets under the "Accounting Standard for Asset Retirement Obligations" is not included.
Figures for actual results don't include goodwill and others related to the acquisition of stores, etc.
Corporate in capital expenditures mainly reflect the Company's capital expenditures relating to the Group strategy.
2. Capital expenditures include investments related to openings of stores for each fiscal year and beyond.
3. In capital expenditures, figures in square brackets [] show the figures reflecting the sales & leaseback of assets in superstore operations.
4. Depreciation and amortization include amortization on intangible assets. Corporate in depreciation and amortization mainly reflect the Company's depreciation and amortization relating to the Group strategy.
5. Amortization of goodwill include only the amount recorded on selling, general and administrative expenses.
6. Impairment losses include 10,611 million yen, 31,809 million yen, and 1,591 million yen recorded as restructuring expenses in the consolidated income statements for the fiscal year ended Feb. 28, 2017, Feb. 28, 2018, and Feb. 28 2019.

Geographic area segment information

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		
		YOY(%)		YOY(%)		Composition(%)	
Assets (end of period)	5,508,888	101.2	5,494,950	99.7	5,795,302	105.5	-
Japan	4,371,861	100.0	4,239,189	97.0	4,364,239	102.9	75.2
North America	1,094,861	106.7	1,211,456	110.6	1,389,111	114.7	23.9
Others	48,023	110.5	50,578	105.3	48,051	95.0	0.8
Eliminations	(5,857)	-	(6,273)	-	(6,100)	-	-
Revenues from operations	5,835,689	96.5	6,037,815	103.5	6,791,215	112.5	-
Japan	4,032,803	99.4	3,907,835	96.9	3,812,200	97.6	56.1
North America	1,690,713	91.1	2,017,092	119.3	2,862,627	141.9	42.1
Others	113,475	83.4	113,992	100.5	117,555	103.1	1.7
Eliminations	(1,303)	-	(1,104)	-	(1,167)	-	-
Operating income	364,573	103.5	391,657	107.4	411,596	105.1	-
Japan	299,251	103.9	314,700	105.2	319,613	101.6	77.7
North America	65,548	100.6	75,626	115.4	90,411	119.6	22.0
Others	(238)	-	1,320	-	1,562	118.3	0.4
Eliminations	11	-	10	88.0	9	91.4	-

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

IV. Interest-Bearing Debt

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		YOY(%) / change		YOY(%) / change		YOY(%) / change
Short-term loans	150,376	115.0	127,255	84.6	143,160	112.5
Current portion of long-term loans	64,301	63.5	82,656	128.5	106,688	129.1
Current portion of bonds	50,000	125.0	74,999	150.0	50,000	66.7
Commercial paper	-	-	-	-	-	-
Sub-total	264,678	97.3	284,911	107.6	299,848	105.2
Long-term loans	433,814	120.2	393,149	90.6	443,425	112.8
Bonds	349,996	87.5	305,000	87.1	361,914	118.7
Commercial paper	-	-	-	-	-	-
Sub-total	783,811	103.0	698,149	89.1	805,340	115.4
Total	1,048,490	101.5	983,061	93.8	1,105,189	112.4
Ratio to total assets (%)	19.0	±0.0	17.9	(1.1)	19.1	+1.2
Ratio to owners' equity (%)	44.9	+1.4	40.5	(4.4)	43.8	+3.3

Segment Information excluding Financial Services

Domestic convenience store operations	-	-	-	-	-	-
Overseas convenience store operations	177,601	133.9	163,867	92.3	260,757	159.1
Superstore operations	3,187	71.4	1,912	60.0	637	33.3
Department store operations	187,908	110.6	175,711	93.5	163,564	93.1
Specialty store operations	53,735	109.2	52,673	98.0	44,296	84.1
Others	-	-	-	-	-	-
Corporate	289,996	87.9	269,999	93.1	281,914	104.4
Sub-total	712,429	103.8	664,164	93.2	751,170	113.1
Financial services	336,060	96.9	318,896	94.9	354,018	111.0
Total	1,048,490	101.5	983,061	93.8	1,105,189	112.4

Bond information

(As of Feb. 28, 2019)

	Amount	Date of issue	Coupon	Redemption date
Issued by Seven & i Holdings				
6th unsecured domestic straight bonds	60 billion yen	Jun. 29, 2010	1.399%	Jun. 19, 2020
8th unsecured domestic straight bonds	40 billion yen	Apr. 26, 2013	0.383%	Jun. 20, 2019
9th unsecured domestic straight bonds	20 billion yen	Apr. 26, 2013	0.671%	Mar. 20, 2023
11th unsecured domestic straight bonds	60 billion yen	Jun. 17, 2015	0.514%	Jun. 20, 2022
12th unsecured domestic straight bonds	30 billion yen	Jun. 17, 2015	0.781%	Jun. 20, 2025
USD-denominated senior unsecured notes	\$ 600 million	Sep. 19, 2018	3.350%	Sep. 17, 2021
Issued by Seven Bank				
7th unsecured domestic straight bonds	10 billion yen	May. 31, 2012	0.613%	Jun. 20, 2019
9th unsecured domestic straight bonds	20 billion yen	Mar. 7, 2013	0.460%	Mar. 19, 2020
10th unsecured domestic straight bonds	20 billion yen	Mar. 7, 2013	0.803%	Mar. 20, 2023
11th unsecured domestic straight bonds	15 billion yen	Dec. 17, 2014	0.536%	Dec. 20, 2024
12th unsecured domestic straight bonds	30 billion yen	Oct. 20, 2017	0.390%	Sep. 17, 2027
13th unsecured domestic straight bonds	20 billion yen	Jan. 25, 2019	0.160%	Dec. 20, 2023
14th unsecured domestic straight bonds	20 billion yen	Jan. 25, 2019	0.385%	Dec. 20, 2028

Ratings

(As of Mar. 31, 2019)

		S&P	Moody's	R&I	JCR
Seven & i Holdings	Long-term	AA-	A1	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	A+	-	AA	-
	Short-term	A-1	-	-	-

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

V. Consolidated Balance Sheets

		(Millions of yen)	
		Feb.28,2018	Feb.28,2019
		Amount	Amount
ASSETS			
Current assets		2,340,207	2,353,042
Cash and bank deposits		1,316,793	1,314,564
Notes and accounts receivable-trade		337,938	336,070
Trade accounts receivable-financial services		95,482	101,490
Merchandise and finished goods		173,999	178,178
Work in process		27	60
Raw materials and supplies		2,962	2,781
Prepaid expenses		52,282	55,867
ATM-related temporary payments		96,826	95,694
Deferred income taxes		27,981	26,582
Other		241,356	247,497
Allowance for doubtful accounts		(5,441)	(5,747)
Non-current assets		3,154,734	3,442,159
Property and equipment		1,989,455	2,118,630
Buildings and structures, net		872,271	954,093
Furniture, fixtures and equipment, net		327,961	306,321
Vehicles, net		5,463	10,277
Land		725,180	751,616
Lease assets, net		4,899	6,858
Construction in progress		53,677	89,463
Intangible assets		461,966	608,487
Goodwill		251,233	371,969
Software		61,115	85,475
Other		149,617	151,043
Investments and other assets		703,313	715,040
Investments in securities		175,856	191,985
Long-term loans receivable		14,794	14,415
Long-term leasehold deposits		383,276	372,348
Advances for store construction		573	548
Net defined benefit asset		45,620	43,666
Deferred income taxes		28,375	31,079
Other		58,310	63,878
Allowance for doubtful accounts		(3,493)	(2,881)
Deferred assets		7	101
Business commencement expenses		7	101
TOTAL ASSETS		5,494,950	5,795,302
LIABILITIES			
Current liabilities		1,944,007	1,992,795
Notes and accounts payable, trade		420,012	411,602
Short-term loans		127,255	143,160
Current portion of bonds		74,999	50,000
Current portion of long-term loans		82,656	106,688
Income taxes payable		32,211	42,642
Accrued expenses		117,362	128,802
Deposits received		174,382	174,043
ATM-related temporary advances		45,165	43,530
Allowance for sales promotion expenses		19,793	19,467
Allowance for bonuses to employees		14,662	13,829
Allowance for bonuses to Directors and Audit & Supervisory Board Members		345	364
Allowance for loss on future collection of gift certificates		1,590	1,296
Provision for sales returns		89	98
Deposits received in banking business		553,522	588,395
Other		279,957	268,873
Non-current liabilities		975,600	1,130,020
Bonds		305,000	361,914
Long-term loans		393,149	443,425
Deferred income taxes		35,416	44,132
Allowance for retirement benefits to Directors and Audit & Supervisory Board Members		988	925
Allowance for stock payments		95	159
Net defined benefit liability		9,185	7,534
Deposits received from tenants and franchised stores		54,806	53,145
Asset retirement obligations		79,412	85,971
Other		97,546	132,811
TOTAL LIABILITIES		2,919,607	3,122,816
NET ASSETS			
Shareholder's equity		2,348,841	2,470,808
Common stock		50,000	50,000
Capital surplus		409,128	409,859
Retained earnings		1,894,444	2,015,630
Treasury stock, at cost		(4,731)	(4,680)
Total accumulated other comprehensive income		78,423	50,587
Unrealized gains on available-for-sale securities, net of taxes		27,897	26,150
Unrealized gains(losses) on hedging derivatives, net of taxes		(92)	(69)
Foreign currency translation adjustments		46,638	23,768
Remeasurements of defined benefit plan		3,979	737
Subscription rights to shares		2,623	2,805
Non-controlling interests		145,454	148,285
TOTAL NET ASSETS		2,575,342	2,672,486
TOTAL LIABILITIES AND NET ASSETS		5,494,950	5,795,302

VI. Consolidated Statements of Income

	(Millions of yen)	
	Year ended Feb. 28, 2018	Year ended Feb.28, 2019
Revenues from operations	6,037,815	6,791,215
Net sales	4,807,748	5,508,600
Cost of sales	3,773,220	4,411,816
Gross profit on sales	1,034,527	1,096,784
Operating revenues	1,230,067	1,282,615
Gross Profit from operations	2,264,594	2,379,399
Selling, general and administrative expenses	1,872,936	1,967,802
Advertising and decoration expenses	136,473	134,850
Salaries and wages	450,662	473,273
Provision for bonuses to employees	14,606	13,809
Pension expenses	14,471	12,365
Legal welfare expenses	61,857	62,611
Land and building rent	360,547	379,510
Depreciation and amortization	203,694	210,190
Utility expenses	112,938	118,428
Store maintenance and repair expenses	74,120	74,264
Other	443,564	488,498
Operating income	391,657	411,596
Non-operating income	12,014	11,654
Interest income	5,791	4,878
Dividend income	1,202	1,232
Equity in earnings of affiliates	1,496	961
Other	3,523	4,582
Non-operating expenses	12,925	16,727
Interest expenses	6,475	10,219
Interest on bonds	2,351	1,891
Other	4,098	4,615
Ordinary income	390,746	406,523
Special gains	13,347	15,556
Gain on sales of property and equipment	8,375	11,214
Gain on sales of property and equipment related to restructuring	2,663	427
Gain on sales of investments in securities	10	2,665
Other	2,299	1,248
Special losses	127,774	104,668
Loss on desposals of property and equipment	20,635	18,956
Impairment loss	57,070	55,776
Amortization of goodwill	-	3,895
Loss on sales of shares of subsidiaries	1,644	3,320
Restructuring expenses	42,680	2,619
Other	5,743	20,099
Income before income taxes	276,320	317,411
Total income taxes	79,423	104,351
Income taxes - current	94,421	96,076
Income taxes - deferred	(14,997)	8,275
Net income	196,896	213,060
Net income attributable to non-controlling interests	15,746	10,056
Net income attributable to owners of parent	181,150	203,004

VII. Consolidated Statements of Cash Flows

	(Millions of yen)	
Cash flows from operating activities:	Year Ended Feb.28, 2018	Year Ended Feb.28, 2019
Income before income taxes	276,320	317,411
Depreciation and amortization	213,167	221,133
Impairment loss	88,879	57,368
Amortization of goodwill	16,620	27,079
Increase (decrease) in allowance for bonuses to employees	707	(893)
Increase in net defined benefit asset	(938)	(3,296)
Interest and dividends income	(6,994)	(6,111)
Interest expenses and interest on bonds	8,826	12,111
Equity in earnings of affiliates	(1,496)	(961)
Gain on sales of property and equipment	(11,038)	(11,642)
Loss on disposals of property and equipment	20,860	18,974
Loss on sales of shares of subsidiaries	1,644	3,320
Gain on transfer from business divestitures	(1,090)	-
Gain on sales of investment securities	(10)	(2,665)
Increase (decrease) in notes and accounts receivable,trade	7,590	(7,411)
Increase in trade accounts receivable,financial services	(4,429)	(6,008)
Decrease in inventories	11,186	7,159
Increase (decrease) in notes and accounts payable,trade	8,501	(537)
Increase (decrease) in deposits received	(14,168)	1,303
Net increase in loans in banking business	-	25,000
Net increase in deposits received in banking business	14,706	34,873
Net decrease in call money in banking business	(20,000)	-
Net decrease (increase) in ATM-related temporary accounts	974	(509)
Other	(28,214)	(18,332)
Sub-total	581,606	667,368
Interest and dividends received	4,468	3,833
Interest paid	(8,877)	(11,729)
Income taxes paid	(95,827)	(81,493)
Income taxes refund	16,936	-
Net cash provided by operating activities	498,306	577,979
Cash flows from investing activities:		
Acquisition of property and equipment	(277,913)	(478,451)
Proceeds from sales of property and equipment	40,174	131,908
Acquisition of intangible assets	(33,375)	(33,083)
Payment for purchase of investments in securities	(20,353)	(36,623)
Proceeds from sales of investments in securities	32,435	22,608
Purchase of shares of subsidiaries resulting in change in scope of consolidation	-	(470)
Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation	108	-
Payments for sales of subsidiaries resulting in change in scope of consolidation	-	(127)
Payment for long-term leasehold deposits	(16,199)	(14,308)
Refund of long-term leasehold deposits	37,689	27,430
Proceeds from deposits from tenants	5,321	3,004
Refund of deposits from tenants	(5,654)	(3,122)
Proceeds from business divestitures	12,937	-
Payment for acquisition of business	(4,717)	(177,763)
Payment for time deposits	(16,294)	(11,869)
Proceeds from withdrawal of time deposits	12,751	16,665
Other	(7,329)	(9,957)
Net cash used in investing activities	(240,418)	(564,160)
Cash flows from financing activities:		
Net increase (decrease) in short-term loans	(23,150)	15,904
Proceeds from long-term debts	56,408	160,696
Repayment of long-term debts	(73,656)	(83,993)
Proceeds from commercial paper	-	2,319
Payment for redemption of commercial paper	-	(2,319)
Proceeds from issuance of bonds	-	66,478
Payment for redemption of bonds	(20,000)	(60,000)
Capital contribution from non-controlling interests	432	0
Dividends paid	(79,558)	(81,784)
Dividends paid to non-controlling interests	(7,017)	(7,196)
Proceeds from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	-	716
Other	(21,966)	(16,146)
Net cash used in financing activities	(168,510)	(5,324)
Effect of exchange rate changes on cash and cash equivalents	1,508	(5,255)
Net increase in cash and cash equivalents	90,886	3,238
Cash and cash equivalents at beginning of year	1,209,497	1,300,383
Decrease in cash and cash equivalents resulting from exclusion of the subsidiary from consolidation	-	(11)
Cash and cash equivalents at end of period	1,300,383	1,303,610

Financial Results and Business Performance of Major Companies

I. Domestic Convenience Store Operations

Seven-Eleven Japan

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Total store sales	4,515,605	105.2	4,678,083	103.6	4,898,872	104.7	5,057,000	103.2
Net sales of franchised stores	4,409,084	105.4	4,575,931	103.8	4,803,852	105.0		
Revenues from operations	833,743	105.1	849,862	101.9	873,555	102.8	898,300	102.8
Franchise commission from franchised stores	723,021	106.3	743,393	102.8	773,954	104.1		
Gross profit from operation	758,400	105.9	777,743	102.6	806,688	103.7		
SG&A expenses	514,907	107.0	533,633	103.6	561,600	105.2		
Advertising expenses	69,002	103.8	59,377	86.1	60,417	101.8		
Salaries and wages	72,547	107.8	74,404	102.6	77,392	104.0		
Land and building rent	154,863	110.3	166,947	107.8	181,143	108.5		
Depreciation and amortization*	58,829	113.6	64,294	109.3	70,182	109.2		
Utility expenses	43,993	92.1	46,366	105.4	48,002	103.5		
Others	115,671	107.4	122,243	105.7	124,461	101.8		
Operating income	243,493	103.6	244,110	100.3	245,088	100.4	250,000	102.0
Net income	144,151	88.5	166,760	115.7	153,233	91.9		

* Depreciation and amortization include amortization on intangible assets.

Sales by product category (total store sales)

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017			Fiscal Year Ended Feb. 28, 2018			Fiscal Year Ended Feb. 28, 2019			Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)
Total store sales	4,515,605	105.2	100.0	4,678,083	103.6	100.0	4,898,872	104.7	100.0	5,057,000	103.2
Processed food	1,183,088	106.0	26.2	1,230,335	104.0	26.3	1,278,605	103.9	26.1		
Fast food	1,350,166	105.6	29.9	1,412,781	104.6	30.2	1,499,054	106.1	30.6		
Daily food	614,122	106.0	13.6	626,863	102.1	13.4	641,752	102.4	13.1		
Nonfood	1,368,228	103.9	30.3	1,408,103	102.9	30.1	1,479,459	105.1	30.2		

Average daily sales per store

(Thousands of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
All stores	657	+1	653	(4)	656	+3		
Newly opened stores	533	+3	546	+13	560	+14		

Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2017	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ending Feb. 29, 2020 (Forecast)
Existing store sales increase*	+1.5	+0.6	+1.3	+1.5
[incl.prepaid card]	[+1.8]	[+0.7]	-	-
Number of customers	+0.1	(0.9)	(0.6)	
Average spending per customer*	+1.4	+1.5	+1.9	
[incl. prepaid card]	[+1.7]	[+1.6]	-	

* Excluding the impact of prepaid card.

Gross profit margin by product category

(%)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
Total	31.8	+0.2	31.9	+0.1	31.9	±0.0	32.1	+0.2
Processed food	39.2	+0.3	39.4	+0.2	39.5	+0.1		
Fast food	35.7	+0.2	35.9	+0.2	36.1	+0.2		
Daily food	33.4	+0.2	33.5	+0.1	33.4	(0.1)		
Nonfood	21.0	+0.1	20.7	(0.3)	20.5	(0.2)		

II. Overseas Convenience Store Operations

7-Eleven, Inc.

Financial results

(Millions of yen)

	Fiscal Year Ending Dec. 31, 2016		Fiscal Year Ending Dec. 31, 2017		Fiscal Year Ended Dec. 31, 2018		Fiscal Year Ending Dec. 31, 2019 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Total store sales	2,735,199	92.7	3,134,412	114.6	3,993,259	127.4	3,963,000	99.2
Merchandise sales at directly operated stores	284,542	87.0	281,091	98.8	442,875	157.6		
Merchandise sales at franchised stores	1,336,735	95.4	1,440,311	107.7	1,472,966	102.3		
Gasoline sales	1,113,921	91.2	1,413,009	126.9	2,077,417	147.0		
Revenues from operations	1,658,542	91.1	1,981,533	119.5	2,821,053	142.4	2,740,000	97.1
Merchandise sales at directly operated stores ,etc	284,542	87.0	292,344	102.7	455,499	155.8		
Gasoline sales	1,113,921	91.2	1,413,009	126.9	2,077,417	147.0		
Other operating revenues	260,078	95.9	276,179	106.2	288,136	104.3		
Franchise commission from franchised stores	236,957	96.3	251,197	106.0	255,516	101.7		
Gross profit from operations	449,334	95.1	490,409	109.1	595,171	121.4		
SG&A expenses	372,662	94.3	399,557	107.2	484,090	121.2		
SG&A expenses (thousands of \$)	3,425,836	105.0	3,562,387	104.0	4,383,286	123.0		
Directly operated stores*	515,342	97.7	501,643	97.3	783,189	156.1		
Operating income	76,671	99.0	90,852	118.5	111,081	122.3	122,600	110.4
Operating income (thousands of dollar)	704,832	110.2	810,023	114.9	1,005,807	124.2	1,114,545	110.8
Net income	45,470	100.6	76,048	167.2	77,616	102.1		
Net income (thousands of dollar)	418,002	112.0	678,036	162.2	702,792	103.7		

* Selling expenses of directly operated stores.

Sales by product category (total store sales)

(Millions of yen)

	Fiscal Year Ending Dec. 31, 2016			Fiscal Year Ending Dec. 31, 2017			Fiscal Year Ended Dec. 31, 2018			Fiscal Year Ending Dec. 31, 2019 (Forecast)	
		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)
Net sales	2,735,199	92.7	-	3,134,412	114.6	-	3,993,259	127.4	-	3,963,000	99.2
Merchandise sales	1,621,278	93.8	100.0	1,721,403	106.2	100.0	1,915,842	111.3	100.0		
Processed food	650,509	93.6	40.1	682,470	104.9	39.6	778,741	114.1	40.6		
Fast food	244,299	93.3	15.1	248,718	101.8	14.4	282,342	113.5	14.7		
Daily food	101,814	92.2	6.3	101,888	100.1	5.9	103,117	101.2	5.4		
Nonfood	624,655	94.5	38.5	688,325	110.2	40.0	751,641	109.2	39.2		
Gasoline sales	1,113,921	91.2	-	1,413,009	126.9	-	2,077,417	147.0	-		

Existing store sales increase

(%)

	Fiscal Year Ending Dec. 31, 2016	Fiscal Year Ending Dec. 31, 2017	Fiscal Year Ended Dec. 31, 2018	Fiscal Year Ending Dec. 31, 2019 (Forecast)
U.S. merchandise sales increase (dollar basis)	+2.1	+1.6	+1.9	+2.3

Average daily sales per store

	Fiscal Year Ending Dec. 31, 2016		Fiscal Year Ending Dec. 31, 2017		Fiscal Year Ended Dec. 31, 2018		Fiscal Year Ending Dec. 31, 2019 (Forecast)	
		Change		Change		Change		Change
All stores (dollar)	4,769	+74	4,841	+72	4,967	+126		
All stores (thousands of yen)	519	(50)	543	+24	549	+6		

Merchandise gross profit margin

(%)

	Fiscal Year Ending Dec. 31, 2016		Fiscal Year Ending Dec. 31, 2017		Fiscal Year Ended Dec. 31, 2018		Fiscal Year Ending Dec. 31, 2019 (Forecast)	
		Change		Change		Change		Change
Gross profit margin	34.8	+0.2	34.3	(0.5)	34.2	(0.1)	34.7	+0.5

Gasoline

	Fiscal Year Ending Dec. 31, 2016		Fiscal Year Ending Dec. 31, 2017		Fiscal Year Ended Dec. 31, 2018		Fiscal Year Ending Dec. 31, 2019 (Forecast)	
		YOY(%) / change		YOY(%) / change		YOY(%) / change		YOY(%) / change
Sales (thousands of dollar)	10,240,133	101.5	12,598,161	123.0	18,810,373	149.3		
Gallons sold (thousands of gallon)	4,910,026	114.4	5,266,489	107.3	6,919,338	131.4		
Margin (cents per gallon)*	20.05	+0.25	22.62	+2.57	22.56	(0.06)		
Average retail price (dollars per gallon)	2.17	(0.28)	2.48	+0.31	2.78	+0.30		
Retail fuel margin (cents per gallon)	20.50	(1.01)	23.01	+2.51	22.82	(0.19)		

*Gross profit is shown for the entire gasoline business, including wholesale business.

Exchange rates (Income statements)

(yen)

	Fiscal Year Ending Dec. 31, 2016	Fiscal Year Ending Dec. 31, 2017	Fiscal Year Ended Dec. 31, 2018	Fiscal Year Ending Dec. 31, 2019 (Forecast)
U.S. \$1=	108.78	112.16	110.44	110.00

III. Superstore Operations

Ito-Yokado

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	1,255,017	97.3	1,244,262	99.1	1,236,180	99.4	1,210,000	97.9
Net sales	1,219,252	97.1	1,213,613	99.5	1,205,751	99.4	1,177,000	97.6
Gross profit from operation	316,932	98.9	313,362	98.9	309,218	98.7		
SG&A expenses	316,879	94.8	310,285	97.9	304,510	98.1		
Advertising expenses	19,389	57.7	20,653	106.5	19,768	95.7		
Salaries and wages	133,112	100.7	132,474	99.5	127,536	96.3		
Land and building rent	61,687	100.8	59,005	95.7	57,687	97.8		
Depreciation and amortization*	13,654	104.0	12,606	92.3	12,191	96.7		
Utility expenses	15,779	81.7	15,290	96.9	15,267	99.9		
Others	73,256	97.6	70,255	95.9	72,058	102.6		
Operating income	52	-	3,077	-	4,708	153.0	6,500	138.1
Net income (loss)	(13,797)	-	(5,821)	-	(7,840)	-		

* Depreciation and amortization include amortization on intangible assets.

Sales by product category

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017			Fiscal Year Ended Feb. 28, 2018			Fiscal Year Ended Feb. 28, 2019			Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)
Net sales	1,219,252	97.1	100.0	1,213,613	99.5	100.0	1,205,751	99.4	100.0	1,177,000	97.6
Merchandise sales	886,930	95.2	72.7	881,343	99.4	72.6	862,788	97.9	71.6		
Apparel	179,027	95.7	14.7	162,589	90.8	13.4	153,590	94.5	12.7		
Household goods*	122,445	85.7	10.0	165,083	134.8	13.6	162,021	98.1	13.4		
Food	585,457	97.3	48.0	553,670	94.6	45.6	547,175	98.8	45.4		
Tenants	322,191	102.4	26.4	324,328	100.7	26.7	336,390	103.7	27.9		
Others	10,130	107.0	0.8	7,940	78.4	0.7	6,573	82.8	0.5		

* The cosmetic and drug sales areas were carved out in a corporate split and transferred to Seven Bi no Garden Co., LTD., however, to facilitate a flexible sales area reorganization at Ito-Yokado, it absorbed Seven Bi no Garden Co., LTD. on March 1, 2017.

Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2017	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ending Feb. 29, 2020 (Forecast)
Total	(3.4)	(0.9)	(0.3)	(1.6)
Existing store sales increase	(4.2)	(1.4)	(1.1)	(1.6)
Apparel	(6.3)	(4.0)	(4.7)	
Household goods	(7.1)	(0.5)	(0.8)	
Food	(2.9)	(0.9)	(0.2)	
Number of customers	(4.4)	(1.7)	(1.1)	
Average spending per customer	+0.3	+0.3	±0.0	
Tenants	(1.4)	+0.5	+1.7	

Gross profit margin by product category

(%)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
Total	29.1	+0.5	29.6	+0.5	29.6	±0.0	29.9	+0.3
Apparel	32.5	+0.2	34.0	+1.5	35.3	+1.3		
Household goods	30.2	+0.5	31.3	+1.1	30.8	(0.5)		
Food	27.8	+0.6	27.7	(0.1)	27.6	(0.1)		

York-Benimaru

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	426,172	103.2	437,197	102.6	445,297	101.9	455,700	102.3
Net sales	418,729	103.1	429,064	102.5	437,201	101.9	447,600	102.4
Gross profit from operation	106,240	104.0	108,783	102.4	111,139	102.2		
SG&A expenses	92,185	103.8	94,713	102.7	98,337	103.8		
Advertising expenses	6,624	99.4	6,655	100.5	6,386	96.0		
Salaries and wages	48,472	105.5	50,184	103.5	51,278	102.2		
Land and building rent	9,378	102.6	9,601	102.4	9,971	103.9		
Depreciation and amortization*	4,519	115.0	5,148	113.9	5,675	110.2		
Utility expenses	5,413	88.3	5,422	100.2	6,014	110.9		
Others	17,777	104.7	17,701	99.6	19,011	107.4		
Operating income	14,054	105.5	14,070	100.1	12,801	91.0	13,900	108.6
Net income	8,982	100.1	9,350	104.1	7,672	82.1		

* Depreciation and amortization include amortization on intangible assets.

[Reference] Results including Life Foods*

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Operating income	18,760	105.7	18,098	96.5	16,724	92.4	18,300	109.4

Note: Results including Life Foods represent internal management reporting figures.

* Life Foods is a wholly owned subsidiary which produces and sells delicatessen in York-Benimaru stores.

Sales by product category

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017			Fiscal Year Ended Feb. 28, 2018			Fiscal Year Ended Feb. 28, 2019			Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)
Net sales	418,729	103.1	100.0	429,064	102.5	100.0	437,201	101.9	100.0	447,600	102.4
Merchandise sales	360,290	103.2	86.0	369,510	102.6	86.1	377,132	102.1	86.3		
Food	325,026	103.9	77.6	335,985	103.4	78.3	345,100	102.7	79.0		
Fresh food	145,105	104.0	34.6	149,910	103.3	34.9	153,597	102.5	35.2		
Processed food	98,819	103.2	23.6	101,977	103.2	23.8	104,950	102.9	24.0		
Daily food	81,101	104.7	19.4	84,097	103.7	19.6	86,551	102.9	19.8		
Apparel	14,967	94.2	3.6	13,531	90.4	3.1	12,761	94.3	2.9		
Household goods	20,296	99.5	4.8	19,993	98.5	4.7	19,270	96.4	4.4		
Tenants	58,439	102.1	14.0	59,553	101.9	13.9	60,069	100.9	13.7		
Life Foods*	48,856	102.7	11.7	49,691	101.7	11.6	50,539	101.7	11.5		
Others	9,583	99.0	2.3	9,861	102.9	2.3	9,529	96.6	2.2		

* Represents sales amount for delicatessen items in York-Benimaru stores.

Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2017	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ending Feb. 29, 2020 (Forecast)
Existing store sales increase	+0.5	(0.4)	(1.0)	+0.5
Food	+0.9	+0.2	(0.5)	
Apparel	(3.9)	(9.9)	(5.1)	
Household goods	+0.5	(2.8)	(5.5)	
Tenants	(0.5)	(0.4)	(1.7)	
Number of customers	+0.8	±0.0	(0.9)	
Average spending per customer	(0.3)	(0.5)	(0.2)	

Gross profit margin by product category

(%)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
Total	25.8	+0.1	25.7	(0.1)	25.8	+0.1	26.4	+0.6
Food	25.5	+0.1	25.3	(0.2)	25.5	+0.2		
Apparel	31.5	+0.7	32.4	+0.9	32.1	(0.3)		
Household goods	26.8	+0.2	26.5	(0.3)	26.5	±0.0		

IV. Department Store Operations

Sogo & Seibu

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	760,692	94.7	685,888	90.2	615,256	89.7	619,600	100.7
Net sales	747,951	94.6	674,368	90.2	604,362	89.6	608,800	100.7
Gross profit from operation	165,647	93.1	149,853	90.5	134,835	90.0		
SG&A expenses	161,306	94.6	144,772	89.7	131,568	90.9		
Advertising expenses	25,467	94.3	22,274	87.5	20,102	90.2		
Salaries and wages	41,770	95.0	37,370	89.5	33,677	90.1		
Land and building rent	40,523	97.9	36,625	90.4	33,938	92.7		
Depreciation and amortization*	10,664	90.7	8,927	83.7	8,143	91.2		
Utility expenses	8,473	83.1	7,472	88.2	6,727	90.0		
Others	34,406	95.1	32,101	93.3	28,978	90.3		
Operating income	4,341	58.6	5,081	117.1	3,266	64.3	4,200	128.6
Net income (loss)	(28,426)	-	(29,973)	-	336	-		

* Depreciation and amortization include amortization on intangible assets.

Sales results of major stores

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Ikebukuro (flagship store)	186,597	98.2	185,149	99.2	184,091	99.4		
Yokohama	109,690	96.1	110,603	100.8	110,568	100.0		
Chiba	73,381	96.5	74,439	101.4	75,522	101.5		
Hiroshima	41,438	96.1	40,909	98.7	39,663	97.0		
Shibuya	41,779	98.6	43,671	104.5	43,550	99.7		
Omiya	33,058	98.2	33,120	100.2	32,983	99.6		

Note: Store sales include corporate sales.

Sales by product category

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017			Fiscal Year Ended Feb. 28, 2018			Fiscal Year Ended Feb. 28, 2019			Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)
Net sales	747,951	94.6	100.0	674,368	90.2	100.0	604,362	89.6	100.0	608,800	100.7
Merchandise sales	524,410	93.4	70.1	471,656	89.9	69.9	413,743	87.7	68.5		
Apparel	291,470	91.9	39.0	260,919	89.5	38.7	229,563	88.0	38.0		
Household goods	75,770	93.4	10.1	67,873	89.6	10.1	59,110	87.1	9.8		
Food	157,168	96.4	21.0	142,863	90.9	21.2	125,068	87.5	20.7		
Tenants	183,696	97.4	24.6	167,519	91.2	24.8	157,714	94.1	26.1		
Corporate sales	39,844	97.9	5.3	35,192	88.3	5.2	32,904	93.5	5.4		

Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2017	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ending Feb. 29, 2020 (Forecast)
Existing store sales increase	(2.7)	+0.5	(1.0)	+0.7

Gross profit margin by product category

(%)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
Total	23.9	(0.4)	24.0	+0.1	24.3	+0.3	24.3	±0.0
Apparel	28.2	(0.5)	28.6	+0.4	29.0	+0.4		
Household goods	23.6	(0.1)	23.5	(0.1)	23.8	+0.3		
Food	16.0	(0.2)	16.0	±0.0	16.0	±0.0		

V. Financial Services

Seven Bank

Number of ATMs

(1) Domestic installation

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		Change		Change		Change
Total	23,353	+965	24,338	+985	25,083	+745
Net ATMs in the Group	21,232	+859	22,101	+869	22,739	+638
Seven-Eleven Japan	20,606	+829	21,481	+875	22,114	+633
Ito-Yokado	312	(8)	294	(18)	286	(8)
York-Benimaru	148	+33	165	+17	186	+21
York Mart	74	+5	75	+1	76	+1
Others	92	±0	86	(6)	77	(9)
Net ATMs outside the Group	2,121	+106	2,237	+116	2,344	+107

(2) Overseas installation

	Fiscal Year Ending Dec. 31, 2016		Fiscal Year Ending Dec. 31, 2017		Fiscal Year Ending Dec. 31, 2018	
		Change		Change		Change
North America	6,227	(398)	11,582	+5,355	12,795	+1,213

Average number of transaction per day per ATM during the period

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		Change		Change		Change
Average number of transactions	95.6	(3.6)	94.2	(1.4)	92.4	(1.8)

International money transfer service

(Thousands)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		Change		Change		Change
Number of contract accounts	182	+38	219	+37	256	+37
Cumulative number of transfers	967	+164	1,074	+107	1,135	+61

Seven Card Service / Seven CS Card Service

Number of credit cards and electronic money

(10 thousands)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		Change		Change		Change
Credit cards	670	(3)	665	(5)	671	+6
SEVEN CARD plus / SEVEN CARD	347	(4)	348	+1	355	+7
CLUB ON/Millennium CARD SAISON	323	+1	317	(6)	316	(1)
Electronic money (<i>nanaco</i>)	5,350	+807	5,983	+633	6,518	+535

Notes: 1. SEVEN CARD plus / 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.

VI. Specialty Store Operations

Seven & i Food Systems

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	82,562	98.5	80,350	97.3	78,206	97.3	78,700	100.6
Net sales	82,394	98.5	80,188	97.3	78,047	97.3	78,500	100.6
Gross profit from operation	52,516	97.9	50,535	96.2	49,217	97.4		
SG&A expenses	52,001	98.8	49,692	95.6	47,925	96.4		
Operating income	515	50.4	842	163.5	1,291	153.3	1,500	116.1

[Denny's] Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
	Existing store sales increase	(2.8)		+1.0		+0.9		+3.9
Number of customers	±0.0		(1.7)		(3.5)			
Average spending per customer	(2.8)		+2.8		+4.5			

[Denny's*] Gross profit margin

(%)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
Gross profit margin	68.4	+0.2	68.0	(0.4)	68.2	+0.2	68.5	+0.3

Nissen Holdings (Consolidated)

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017 ^{*2}		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Net sales ^{*1}	139,226	87.7	102,202	73.4	45,569	44.6	40,300	88.4
Gross profit from operation	42,743	75.7	32,561	76.2	19,673	60.4		
SG&A expenses	57,840	89.1	37,924	65.6	19,866	52.4		
Operating income ^{*1}	(15,097)	-	(5,363)	-	(193)	-	1,000	-

*1. Figures excluding the impact of Shaddy Co., Ltd. and its subsidiaries, which were sold on April 27, 2018, are as follows.

FY2019: Net sales 37,981 million yen (37.2% YoY), Operating income 71 million yen

*2. FY2017 is a 14-month period due to changing the fiscal year-end from December 20 to February 28.

VII. Group Strategy

(1) Seven Premium

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
Sales (billions of yen)	1,150.0	+149.0	1,320.0	+170.0	1,413.0	+93.0	1,500.0	+87.0
Items	3,650	+350	3,900	+250	4,050	+150	4,100	+50

(2) EC sales

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
EC sales	97,660	+12,218	108,785	+11,125	113,193	+4,408	117,000	+3,807
Seven Net Shopping	14,104	+5,445	22,048	+7,944	25,430	+3,382		
Seven-Meal ^{*1}	26,678	+3,589	26,548	(130)	27,998	+1,450		
Ito-Yokado	2,661	+2,120	4,500	+1,839	5,433	+933		
Ito-Yokado's Net Supermarket ^{*1}	44,735	+1,318	44,234	(501)	42,681	(1,553)		
Akachan Honpo ^{*2}	5,617	(967)	6,257	+640	6,417	+160		
Sogo & Seibu	2,851	+480	3,599	+748	3,923	+324		
LOFT	592	+436	1,002	+410	1,116	+114		
Other	422	(204)	595	+173	191	(404)		

*1 Delivery-type service while others are mail order sales-type services.

*2 Sales through the "omni7" website from September 2016.

VIII. Capital Expenditures, Depreciation and Amortization of Major Companies

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
	YOY(%)		YOY(%)		YOY(%)		YOY(%)	
Domestic convenience store operations								
Seven-Eleven Japan								
Total capital expenditures	125,045	100.4	136,297	109.0	110,028	80.7	145,000	131.8
Investment to new stores	74,070	92.6	70,329	94.9	68,654	97.6		
Investment to existing stores and other	45,733	121.0	57,824	126.4	33,438	57.8		
Software development	5,241	77.6	8,143	155.4	7,936	97.5		
Depreciation and amortization	58,829	113.6	64,294	109.3	70,182	109.2	75,500	107.6
Overseas convenience store operations								
7-Eleven, Inc.								
Total capital expenditures	216,776	135.7	98,874	45.6	452,029	457.2	121,000	26.8
Investment to new stores and other	161,327	155.3	50,682	31.4	393,170	775.8		
Investment to existing stores and other	48,233	100.9	44,589	92.4	51,442	115.4		
Software development	7,216	89.2	3,602	49.9	7,416	205.9		
Depreciation and amortization	64,992	99.4	69,582	107.1	76,141	109.4	79,000	103.8
Superstore operations								
Ito-Yokado								
Capital expenditures	30,636	52.3	18,072	59.0	44,057	243.8	41,300	93.7
	[23,607]	[68.9]	-	-	[30,192]	[167.1]	-	-
Investment to new stores	19,032	53.9	2,168	11.4	2,212	102.1		
	[12,003]	[109.0]	-	-	-	-		
Investment to existing stores and other	11,136	70.3	15,396	138.3	40,177	261.0		
	-	-	-	-	[26,311]	[170.9]		
Software development	468	6.3	508	108.5	1,667	328.1		
Depreciation and amortization	13,654	104.0	12,606	92.3	12,191	96.7	13,500	110.7
York-Benimaru								
Total capital expenditures	12,330	115.9	13,452	109.1	10,328	76.8	13,700	132.6
Investment to new stores	8,934	128.4	10,411	116.5	6,266	60.2		
Investment to existing stores and other	3,280	94.5	2,924	89.1	3,896	133.2		
Software development	116	54.7	117	100.9	165	141.3		
Depreciation and amortization	4,519	115.0	5,148	113.9	5,675	110.2	5,900	104.0
Department store operations								
Sogo & Seibu								
Total capital expenditures	11,773	93.1	12,474	106.0	16,503	132.3	22,000	133.3
Investment to new stores	-	-	-	-	-	-		
Investment to existing stores and other	10,977	102.3	10,734	97.8	15,899	148.1		
Software development	796	41.5	1,740	218.6	604	34.7		
Depreciation and amortization	10,664	90.7	8,927	83.7	8,143	91.2	8,800	108.1

Notes: 1. Capital expenditures include long-term leasehold deposits and advances for store construction.

An increase of the future amortization of assets under 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, and goodwill and others due to the acquisition of stores, etc.

3. Depreciation and amortization include amortization on intangible assets.

4. [] Figures reflect sales & leaseback of assets of new stores at Ito-Yokado.

Store Information

I. Store Openings and Closures of Major Companies

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ending Feb. 29, 2020 (Forecast)	
		Change		Change		Change		Change
Domestic convenience store operations								
Seven-Eleven Japan	19,422	+850	20,260	+838	20,876	+616	20,976	+100
Openings	1,682		1,554		1,389		850	
Closures	832		716		773		750	
Relocations, etc.	670		568		642			
Terminations of contract	162		148		131			
SEVEN-ELEVEN (OKINAWA)	-	-	-	-	-	-	50	+50
Openings	-		-		-		50	
Closures	-		-		-		0	
SEVEN-ELEVEN (BEIJING) *1	219	+32	247	+28	266	+19	312	+46
Openings	40		41		38		60	
Closures	8		13		19		14	
SEVEN-ELEVEN (TIANJIN) *1	82	+12	118	+36	155	+37	203	+48
Openings	18		44		43		58	
Closures	6		8		6		10	
SEVEN-ELEVEN (CHENGDU) *1	67	+7	87	+20	77	(10)	93	+16
Openings	16		29		4		24	
Closures	9		9		14		8	
Overseas convenience store operations								
7-Eleven, Inc. *1	8,707	+207	8,670	(37)	9,573	+903	9,698	+125
Openings	356		214		1,245		300	
Closures	149		251		342		175	
Superstore operations								
Ito-Yokado	171	(11)	164	(7)	159	(5)	157	(2)
Openings	4		2		1		4	
Closures	15		9		6		6	
York-Benimaru	213	+8	220	+7	225	+5	232	+7
Openings	9		11		7		8	
Closures	1		4		2		1	
York Mart	78	+2	78	±0	79	+1	77	(2)
Openings	2		1		2		2	
Closures	0		1		1		4	
Hua Tang Yokado Commercial *1	2	(3)	1	(1)	1	±0	1	±0
Openings	0		0		0		0	
Closures	3		1		0		0	
Chengdu Ito-Yokado *1	6	±0	7	+1	8	+1	9	+1
Openings	0		1		1		1	
Closures	0		0		0		0	
Department store operations								
Sogo & Seibu	19	(4)	15	(4)	15	±0	15	±0
Openings	0		0		0		0	
Closures/Transfers	4		4		0		0	
Specialty store operations								
Akachan Honpo	106	+3	110	+4	110	±0	116	+6
Openings	8		8		6		9	
Closures	5		4		6		3	
LOFT *2	109	+7	110	+1	115	+5	124	+9
Openings	8		8		8		11	
Closures	1		7		3		2	
Seven & i Food Systems	815	(36)	749	(66)	716	(33)	690	(26)
Denny's	386	(3)	377	(9)	371	(6)	382	+11
Openings	5		4		4		18	
Closures	8		13		10		7	
Other	429	(33)	372	(57)	345	(27)	308	(37)

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

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

*2. The number of LOFT stores includes 16 franchised stores for FY2017, 17 franchised stores for FY2018, 18 franchised stores for FY2019.

II. Store Information on Domestic/Overseas Convenience Store Operations

Domestic Store Network

	Feb. 2017	Feb. 2018	Feb. 2019	Change
Hokkaido	959	988	1,009	+21
Aomori	49	69	91	+22
Iwate	131	143	149	+6
Miyagi	389	404	407	+3
Akita	85	99	108	+9
Yamagata	173	179	183	+4
Fukushima	420	434	450	+16
Ibaraki	632	638	645	+7
Tochigi	422	437	445	+8
Gunma	456	462	468	+6
Saitama	1,140	1,196	1,218	+22
Chiba	1,055	1,090	1,120	+30
Tokyo	2,483	2,621	2,731	+110
Kanagawa	1,361	1,403	1,438	+35
Niigata	407	420	429	+9
Toyama	130	132	133	+1
Ishikawa	126	132	138	+6
Fukui	67	67	69	+2
Yamanashi	207	210	210	±0
Nagano	442	456	467	+11
Gifu	167	182	199	+17
Shizuoka	703	719	740	+21
Aichi	1,018	1,055	1,064	+9
Mie	138	161	173	+12
Shiga	228	235	242	+7
Kyoto	320	340	354	+14
Osaka	1,140	1,188	1,251	+63
Hyogo	682	703	712	+9
Nara	141	141	141	±0
Wakayama	77	79	84	+5
Tottori	16	26	34	+8
Shimane	43	55	61	+6
Okayama	295	301	308	+7
Hiroshima	566	584	594	+10
Yamaguchi	307	320	332	+12
Tokushima	90	90	87	(3)
Kagawa	101	103	102	(1)
Ehime	97	111	119	+8
Kochi	34	41	41	±0
Fukuoka	937	988	1,013	+25
Saga	185	191	192	+1
Nagasaki	172	190	200	+10
Kumamoto	308	330	349	+19
Oita	157	165	175	+10
Miyazaki	182	191	198	+7
Kagoshima	184	191	203	+12
Total	19,422	20,260	20,876	+616

Global Seven-Eleven Store Network

[Consolidated subsidiaries]

	Feb. 2017	Feb. 2018	Feb. 2019	Change
Japan	19,422	20,260	20,876	+616
North America ^{*1}	8,707	8,670	9,573	+903
U.S.A.	8,057	8,030	8,951	+921
Canada	650	640	622	(18)
Hawaii	63	64	64	±0
China [Beijing]	219	247	266	+19
China [Tianjin]	82	118	155	+37
China [Chengdu]	67	87	77	(10)
Sub-total	28,560	29,446	31,011	+1,565

*1. Figures for "North America" are the number of franchised stores and directly operated stores operated by 7-Eleven, Inc.

[Area licensees]

	Dec. 2016	Dec. 2017	Dec. 2018	Change
South Korea	8,556	9,231	9,400	+169
China	1,814	1,907	2,034	+127
[Hong Kong and others] ^{*2}				
China [Shanghai]	102	118	118	±0
China [Shandong]	38	55	67	+12
China [Chongqing]	35	47	63	+16
China [Zhejiang]	-	20	28	+8
China [Jiangsu]	-	-	8	+8
Taiwan	5,107	5,221	5,369	+148
Thailand	9,542	10,268	10,988	+720
Philippines	1,995	2,285	2,550	+265
Malaysia	2,122	2,225	2,287	+62
Singapore	417	393	393	±0
Australia	646	675	692	+17
UAE	7	13	14	+1
Vietnam	-	11	27	+16
U.S.A.	307	327	337	+10
Mexico	1,878	1,835	1,801	(34)
Norway	154	153	149	(4)
Sweden	183	187	146	(41)
Denmark	187	183	174	(9)
Sub-total^{*3}	33,245	35,154	36,645	+1,491

*2. Figures for China [Hong Kong and others] include Guang Dong Province and Macau.

*3. Figures for FY16/12 include the number of stores in Indonesia.

	Feb. 2017	Feb. 2018	Feb. 2019	Change
Total worldwide^{*4}	61,805	64,600	67,656	+3,056

*4. Figures for FY17/2 include the number of stores in Indonesia.

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

2. As of Feb. 28, 2019, Seven-Eleven Japan operates in 46 prefectures out of 47 prefectures in Japan.

As of Feb. 28, 2019, the number of 7-Eleven stores around the world including area licensees are 67,927 stores.

III. Store Information of Superstore Operations

(1) Ito-Yokado

【Results for the fiscal year ended February 28, 2019】

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Opening*	<i>Shokuhinkan</i> Seya (food specialty store)	Kanagawa	Mar. 31, 2018	2,900	1,709
Closures	<i>Shokuhinkan</i> Shinurayasu (food specialty store)	Chiba	Apr. 8, 2018	4,683	4,683
	Kushiro	Hokkaido	Jan. 20, 2019	8,881	7,430
	Fukuyama	Hiroshima	Feb. 11, 2019	21,396	11,276
	Koga	Ibaraki	Feb. 17, 2019	15,523	11,468
	Higashi-Osaka	Osaka	Feb. 17, 2019	20,838	13,839
	Shinden (S&B)	Saitama	Feb. 24, 2019	5,063	4,392

* Sales floor space includes store back room space.

【Plan for the fiscal year ending February 29, 2020】

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Openings	<i>Shokuhinkan</i> Senju(S&B) (food specialty store)	Tokyo	Mar. 15, 2019	992	992
	<i>Shokuhinkan</i> Atsugi(S&B) (food specialty store)	Kanagawa	Mar. 27, 2019	5,040	1,920
	<i>Shokuhinkan</i> Kamioooka(S&B) (food specialty store)	Kanagawa	Apr. 12, 2019	5,405	2,822

In addition to the above, 1 store will be opened, and 6 stores will be closed in the fiscal year ending February 29, 2020.

(2) York-Benimaru

【Results for the fiscal year ended February 28, 2019】

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Openings	Kanuma-Kamidonomachi	Tochigi	Mar. 9, 2018	1,962	1,792
	Takahata	Yamagata	Mar. 23, 2018	1,988	1,818
	Ishioka-nishi	Ibaraki	Jul. 13, 2018	2,360	2,202
	Onahama-Respo	Fukushima	Jul. 27, 2018	1,968	1,806
	Yonezawa-kasuga	Yamagata	Sep. 28, 2018	1,961	1,800
	Kamiatsusaki	Tochigi	Oct. 12, 2018	2,356	2,197
	<i>York Marché</i> Yamatomachi	Miyagi	Nov. 16, 2018	996	875
Closures	Onahama (S&B)	Fukushima	Jul. 22, 2018	1,510	1,357
	Kuroiso (S&B)	Tochigi	Oct. 7, 2018	4,414	3,696

【Plan for the fiscal year ending February 29, 2020】

(Square meters)

	Store name	Location	Date	Sales floor space	Directly managed sales floor space
Opening	Sendai-nakayama	Miyagi	Mar. 27, 2019	1,493	1,344

In addition to the above, 7 stores will be opened, and 1 store will be closed in the fiscal year ending February 28, 2019.

(3) Chengdu Ito-Yokado

【Results for the fiscal year ended December 31, 2018】

(Square meters)

	Store name	Location	Date	Total sales floor space
Opening	<i>Shokuhinseikatsukan</i> Huafu Dadao (food specialty store)	Chengdu	Nov. 16, 2018	3,510

【Results for the fiscal year ending December 31, 2019】

(Square meters)

	Store name	Location	Date	Total sales floor space
Opening	Yiteng Guangchang	Chengdu	Jan. 25, 2019	51,465

Notes: S&B stands for Scrap & Build.

IV. Number of Stores by Type

Seven-Eleven Japan

	Fiscal Year Ended Feb. 28, 2017			Fiscal Year Ended Feb. 28, 2018			Fiscal Year Ended Feb. 28, 2019		
		Change	Composition (%)		Change	Composition (%)		Change	Composition (%)
Number of stores	19,422	+850	100.0	20,260	+838	100.0	20,876	+616	100.0
Franchised stores	18,977	+906	97.7	19,792	+815	97.7	20,499	+707	98.2
Type A	4,554	+106	23.4	4,563	+9	22.5	4,558	(5)	21.8
Type C	14,423	+800	74.3	15,229	+806	75.2	15,941	+712	76.4
Directly operated stores	445	(56)	2.3	468	+23	2.3	377	(91)	1.8
Open 24 hours	18,679	+656	96.2	19,444	+765	96.0	19,999	+555	95.8
With liquor license	19,146	+819	98.6	19,956	+810	98.5	20,545	+589	98.4
With cigarette license	18,582	+851	95.7	19,403	+821	95.8	20,112	+709	96.3

7-Eleven, Inc.

	Fiscal Year Ended Dec. 31, 2016			Fiscal Year Ended Dec. 31, 2017			Fiscal Year Ended Dec. 31, 2018		
		Change	Composition (%)		Change	Composition (%)		Change	Composition (%)
Number of stores	8,707	+207	100.0	8,670	(37)	100.0	9,573	+903	100.0
Franchised stores	7,008	+256	80.5	7,161	+153	82.6	7,213	+52	75.3
BCP stores [Type A]*	452	+6	5.2	460	+8	5.3	475	+15	5.0
Type C	6,556	+250	75.3	6,701	+145	77.3	6,738	+37	70.4
Directly operated stores	1,699	(49)	19.5	1,509	(190)	17.4	2,360	+851	24.7
With Gasoline station	3,374	+206	38.8	3,376	+2	38.9	4,385	+1,009	45.8

* BCP stands for Business Conversion Program.

V. Sales Floor Space

Seven-Eleven Japan

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space (square meters)	2,566,701	105.2	2,772,283	108.0	2,909,609	105.0

7-Eleven, Inc.

	Fiscal Year Ended Dec. 31, 2016		Fiscal Year Ended Dec. 31, 2017		Fiscal Year Ended Dec. 31, 2018	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space (square meters)	1,458,783	100.3	1,450,699	99.4	1,650,782	113.8

Ito-Yokado

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	2,776,875	99.1	2,653,996	95.6	2,547,874	96.0
Directly managed floor space	1,508,282	94.8	1,490,522	98.8	1,420,357	95.3
Weighted average floor space	1,573,791	98.9	1,532,810	97.4	1,476,605	96.3
Sales per square meters (thousands of yen)	564	96.3	575	102.0	584	101.6

York-Benimaru

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	656,950	102.5	675,128	102.8	682,795	101.1
Directly managed floor space	505,269	102.2	519,177	102.8	525,508	101.2
Weighted average floor space*	491,259	102.4	502,690	102.3	518,149	103.1
Sales per square meters (thousands of yen)	733	100.8	735	100.3	727	98.9

* Excluding floor space of the stores which has been closed.

Sogo & Seibu

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	770,189	88.4	617,618	80.2	571,738	92.6
Weighted average floor space	803,825	92.3	665,507	82.8	571,738	85.9
Sales per square meters (thousands of yen)	930	102.5	1,013	108.9	1,057	104.3

VI. Employee and other information

Seven-Eleven Japan

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		YOY(%) / change		YOY(%) / change		YOY(%) / change
Payment acceptance service						
Number of transactions (thousands)	460,585	104.9	481,800	104.6	502,468	104.3
Total value of transactions (million yen)	4,691,738	102.4	4,961,715	105.8	5,253,766	105.9
Inventory turnover (days) ^{*1}	10.9	+0.4	11.1	+0.2	11.5	+0.4
Full-time employees (term-end)	8,562	+508	8,886	+324	9,092	+206

Ito-Yokado

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		change		change		change
Full-time employees (term-end) ^{*2}	26.9	(7.8)	25.6	(1.3)	25.1	(0.5)
Loss ratio (%) ^{*3}	7.2	(2.2)	6.8	(0.4)	7.2	+0.4
Full-time employees (term-end)	7,654	(166)	7,663	+9	7,443	(220)
Full-time employees (average)	6,949	(187)	7,030	+81	6,759	(271)
Part-time employees ^{*4}	27,540	(1,016)	27,750	+210	26,690	(1,060)
Ratio to total (%)	79.9	(0.1)	79.8	(0.1)	79.8	±0.0
Sales per employee (thousands of yen) ^{*5}	25,716	(383)	25,341	(376)	25,794	+454

York-Benimaru

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		change		change		change
Full-time employees (term-end) ^{*2}	13.8	(0.3)	13.4	(0.4)	13.5	+0.1
Loss ratio (%) ^{*3}	5.6	(0.1)	5.5	(0.1)	5.3	(0.2)
Full-time employees (term-end)	2,685	+25	2,697	+12	2,747	+50
Full-time employees (average)	2,731	+27	2,755	+24	2,798	+43
Part-time employees ^{*4}	11,353	+185	11,903	+550	11,953	+50
Ratio to total (%)	80.6	+0.1	81.2	+0.6	81.0	(0.2)
Sales per employee (thousands of yen) ^{*5}	25,581	+425	25,208	(373)	25,566	+358

Sogo & Seibu

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		change		change		change
Full-time employees (term-end)	3,269	(402)	2,852	(417)	2,781	(71)
Full-time employees (average)	3,533	(299)	3,071	(462)	2,834	(237)
Part-time employees ^{*4}	5,317	(335)	4,580	(737)	3,827	(753)
Ratio to total (%)	60.0	+0.5	59.8	(0.2)	57.4	(2.4)

Seven & i Food Systems

	Fiscal Year Ended Feb. 28, 2017		Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019	
		change		change		change
Full-time employees (term-end)	1,395	(25)	1,350	(45)	1,307	(43)
Full-time employees (average)	1,427	+6	1,399	(28)	1,345	(54)
Part-time employees ^{*4}	8,938	(515)	8,137	(801)	7,390	(747)
Ratio to total (%)	86.2	(0.7)	85.3	(0.9)	84.6	(0.7)

*1 Average inventory for the period ÷ Average daily sales

*2 Inventories at the end of period (Cost basis) ÷ Cost of merchandise sales × Annual operating days

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

*4 Part-time employees are counted by adjusting their working hours to a 163-hour a month.

*5 Merchandise sales ÷ Weighted average floor space (excluding floor space of the stores which has been closed)

Appendix

Fiscal periods of consolidated subsidiaries

	Q1	Q2	Q3	Fiscal year
Consolidated subsidiaries except for below	May	August	November	February
Overseas subsidiaries	March	June	September	December
Seven Bank,Ltd. and its domestic consolidated subsidiaries	June	September	December	March

Note: For consolidated subsidiaries ending fiscal year on December, financial statements for the fiscal year ended December have been adopted.

For consolidated subsidiary ending fiscal year on March, financial statements which were applied correspondingly to regular financial statements on February have been adopted.

The information disclosed by the Company may contain forward-looking statements. These statements are based on management's judgment in accordance with materials available to the Company at the time of disclosure, with future projections based on certain assumptions. The forward-looking statements therefore incorporate various risks, estimates, and uncertainties, and as such, actual results and performance may differ from the future outlook included in disclosed information due to various factors, such as changes in business operations and the financial situation going forward.