SEVEN\&i HLDGS.

## Brief Summary of FY2010

April 8, 2010
Seven \& i Holdings Co., Ltd.

## Notes

## Fiscal periods of consolidated subsidiaries and affiliates

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

* For consolidated subsidiaries ending fiscal year on December, financial statements on the same month have been adopted. For consolidated subsidiary ending fiscal year on March, financial statements which were applied correspondingly to regular financial statements on February have been adopted.
* 7dream.com has changed its fiscal year end from end of December to end of February in the fiscal year ended February 28, 2010.


## Sogo \& Seibu Co., Ltd.

Millennium Retailing, Sogo and The Seibu Department Stores were merged on August 1, 2009 and Sogo, as a surviving company, changed its name to Sogo \& Seibu Co., Ltd.
The financial and operating results for $10 / 2$ are restated as if former three companies have merged at the beginning of the term, and also, 08/2 and 09/2 have been restated.

Furthermore, Sogo \& Seibu merged with Robinson Department Store Co., Ltd. on September 1, 2009. As a result, financial results of Robinson Department Store was excluded from Superstore operations after the third quarter of FY2010.

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

## CONSOLIDATED RESULTS

## 1. Financial Results

(Millions of yen)

|  | 08/2 |  | 09/2 |  | 10/2 |  | $11 / 2 \text { (forecast) }$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 5,752,392 | 107.8 | 5,649,948 | 98.2 | 5,111,297 | 90.5 | 5,200,000 | 101.7 |
| Convenience store operations | 2,395,701 | 106.5 | 2,308,690 | 96.4 | 1,968,555 | 85.3 | 2,040,000 | 103.6 |
| Superstore operations | 2,109,049 | 112.0 | 2,125,029 | 100.8 | 2,016,558 | 94.9 | 2,030,000 | 100.7 |
| Department store operations | 1,025,354 | 103.7 | 993,877 | 96.9 | 922,847 | 92.9 | 928,000 | 100.6 |
| Food services | 113,980 | 93.7 | 102,711 | 90.1 | 86,420 | 84.1 | 79,000 | 91.4 |
| Financial services | 117,955 | 117.6 | 124,866 | 105.9 | 110,444 | 88.4 | 107,000 | 96.9 |
| Other | 36,653 | 113.3 | 35,079 | 95.7 | 33,669 | 96.0 | 50,000 | 148.5 |
| Eliminations / corporate | $(46,302)$ |  | $(40,305)$ |  | $(27,198)$ |  | $(34,000)$ |  |
| Operating income (loss) | 281,088 | 98.0 | 281,865 | 100.3 | 226,666 | 80.4 | 240,000 | 105.9 |
| Convenience store operations | 201,032 | 97.5 | 213,367 | 106.1 | 183,837 | 86.2 | 185,500 | 100.9 |
| Superstore operations | 34,058 | 116.8 | 24,742 | 72.6 | 14,178 | 57.3 | 22,000 | 155.2 |
| Department store operations | 25,764 | 96.2 | 18,335 | 71.2 | 1,366 | 7.5 | 7,000 | 512.2 |
| Food services | $(4,231)$ |  | $(2,948)$ |  | $(2,741)$ |  | (500) |  |
| Financial services | 21,071 | 85.8 | 25,485 | 120.9 | 30,152 | 118.3 | 26,500 | 87.9 |
| Other | 2,488 | 153.5 | 2,069 | 83.2 | 567 | 27.4 | 500 | 88.1 |
| Eliminations / corporate | 902 |  | 814 |  | (694) |  | $(1,000)$ |  |
| Non-operating income | 13,371 | 128.2 | 13,102 | 98.0 | 11,190 | 85.4 |  |  |
| Non-operating expenses | 16,196 | 106.2 | 15,661 | 96.7 | 10,905 | 69.6 |  |  |
| Ordinary income | 278,262 | 98.7 | 279,306 | 100.4 | 226,950 | 81.3 | 237,000 | 104.4 |
| Special gains | 22,352 | 577.1 | 6,202 | 27.7 | 2,809 | 45.3 |  |  |
| Special losses | 73,173 | 170.8 | 70,393 | 96.2 | 86,656 | 123.1 |  |  |
| Income before income taxes and minority interests | 227,441 | 93.6 | 215,115 | 94.6 | 143,104 | 66.5 |  |  |
| Net income | 130,657 | 97.9 | 92,336 | 70.7 | 44,875 | 48.6 | 100,000 | 222.8 |
| Net income per share | $\begin{array}{r} \text { yen! } \\ 137.03 \end{array}$ | $\begin{array}{r\|} \hline \% \\ 95.9 \end{array}$ | $\begin{array}{r} \text { yen! } \\ \mathbf{1 0 0 . 5 4} \end{array}$ | $\begin{array}{r} \% \\ 73.4 \end{array}$ | $\begin{array}{r} \text { yen! } \\ 49.67! \end{array}$ | \% 49.4 | $\begin{array}{r} \text { yen } \\ \mathbf{1 1 0 . 6 9} \end{array}$ | $\begin{array}{r} \% \\ 222.9 \end{array}$ |

Number of shares outstanding

| Average | $953,496,897$ | $918,389,766$ | $903,458,314$ |
| :--- | ---: | ---: | ---: |
| End of period | $953,487,255$ | $903,459,511$ | $903,458,108$ |

* Excluding treasury stock


## Exchange rates

|  |  | 08/2 | 09/2 | 10/2 | 11/2 (forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income statements | $\$ 1=$ <br> 1yuan= | 117.85 yen 15.51 yen | 103.48 yen 14.85 yen | 93.65 yen <br> 13.72 yen | 90.00 yen 13.00 yen |
| Balance sheets | $\begin{array}{r} \$ 1= \\ \text { 1yuan= } \end{array}$ | 114.15 yen 15.62 yen | 91.03 yen 13.31 yen | 92.10 yen 13.48 yen | - - |

## (Reference) Operating income before amortization of goodwill <br> (Millions of yen)

|  | $08 / 2$ |  | $09 / 2$ |  | 10/2 |  | $\begin{gathered} 11 / 2 \text { (forecast) } \\ \text { :YOY(\%) } \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income (loss) | 292,733 | 99.0 | 293,504 | 100.3 | 245,536 | 83.7 | 256,300 | 104.4 |
| Convenience store operations | 201,310 | 97.5 | 213,645 | 106.1 | 191,384 | 89.6 |  |  |
| Superstore operations | 37,409 | 121.4 | 28,090 | 75.1 | 17,549 | 62.5 |  |  |
| Department store operations | 33,456 | 99.7 | 26,022 | 77.8 | 9,055 | 34.8 |  |  |
| Food services | $(4,231)$ |  | (2,948) |  | (2,741) |  |  |  |
| Financial services | 21,365 | 86.4 | 25,778 | 120.7 | 30,380 | 117.9 |  |  |
| Other | 2,519 | 148.7 | 2,100 | 83.4 | 602 | 28.7 |  |  |
| Eliminations / corporate | 902 | - | 814 |  | (694) |  |  |  |

## 2. Segment Information

(1) Business Segment Information

|  | 08/2 |  | 09/2 |  | 10/2 |  |  | 11/2(forecast) <br> $\mathrm{YOY}(\%)$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) | Composition $(\%)$ |  |  |
| Assets (end of period) |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 1,295,164 | 106.0 | 1,267,179 | 97.8 | 1,104,209 | 87.1 | 27.4 |  |  |
| Superstore operations | 1,129,181 | 100.9 | 1,160,128 | 102.7 | 1,096,598 | 94.5 | 27.2 |  |  |
| Department store operations | 781,267 | 96.3 | 704,695 | 90.2 | 612,326 | 86.9 | 15.2 |  |  |
| Food services | 69,204 | 88.0 | 58,206 | 84.1 | 24,636 | 42.3 | 0.6 |  |  |
| Financial services | 916,729 | 102.3 | 1,055,492 | 115.1 | 1,175,963 | 111.4 | 29.2 |  |  |
| Others | 16,580 | 140.1 | 21,543 | 129.9 | 16,770 | 77.8 | 0.4 |  |  |
| Eliminations / Corporate | $(321,448)$ ! | - | $(540,184)$ | - | $(356,900)$ | - | - |  |  |
| Total | 3,886,680 | 102.0 | 3,727,060 | 95.9 | 3,673,605 | 98.6 | - |  |  |
| Amortization of goodwill |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 278 | 89.3 | 278 | 100.0 | 7,547 |  | 40.0 |  |  |
| Superstore operations | 3,350 | 203.1 | 3,348 | 99.9 | 3,371 | 100.7 | 17.9 |  |  |
| Department store operations | 7,691 | 113.5 | 7,687 | 99.9 | 7,688 | 100.0 | 40.7 |  |  |
| Food services |  |  |  |  |  |  | - |  |  |
| Financial services | 293 | 163.6 | 293 | 100.0 | 228 | 77.7 | 1.2 |  |  |
| Others | 30 : | 42.1 | 30 | 100.0 | 35 : | 114.7 | 0.2 |  |  |
| Total | 11,644 | 129.5 | 11,638 | 99.9 | 18,870 | 162.1 | 100.0 |  |  |
| Impairment loss |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 9,621 | 175.5 | 7,851 | 81.6 | 8,816 | 112.3 | 31.4 |  |  |
| Superstore operations | 3,943 | 68.2 | 15,665 | 397.3 | 11,382 | 72.7 | 40.6 |  |  |
| Department store operations | 4,191 | 212.8 | 10,848 | 258.8 | 4,589 | 42.3 | 16.4 |  |  |
| Food services | 2,274 | 236.3 | 3,993 | 175.6 | 2,819 | 70.6 | 10.1 |  |  |
| Financial services |  | - | 1,014 | - | 445 | 43.9 | 1.6 |  |  |
| Others |  | - |  | - |  |  | - | - |  |
| Total | 20,030 | 141.1 | 39,372 | 196.6 | 28,052 | 71.2 | 100.0 |  |  |
| Capital expenditures |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 108,585 | 110.2 | 104,233 | 96.0 | 104,936 | 100.7 | 49.7 | 125,000 | 119.1 |
| Superstore operations | 57,561 | 116.4 | 46,064 | 80.0 | 65,379 | 141.9 | 31.0 | 59,000 | 90.2 |
| Department store operations | 17,512 | 18.7 | 12,464 | 71.2 | 19,734 | 158.3 | 9.3 | 21,000 | 106.4 |
| Food services | 1,545 | 34.5 | 1,177 | 76.2 | 752 | 63.9 | 0.4 | 1,100 | 146.2 |
| Financial services | 31,990 | 100.4 | 23,932 | 74.8 | 15,543 | 65.0 | 7.4 | 10,000 | 64.3 |
| Others | 518 : | 173.7 | 1,058 | 204.1 | 3,702 : | 349.9 | 1.8 | 3,000 | 81.0 |
| Corporate | 24 | 19.9 | 12 | 49.4 | 1,140 | - | 0.5 | 900 | 78.9 |
| Total | 217,738 : | 78.2 | 188,943 | 86.8 | 211,189 | 111.8 | 100.0 | 220,000 | 104.2 |
| (1) |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 74,065 | 103.2 | 67,299 | 90.9 | 66,158 | 98.3 | 50.0 | 64,200 | 97.0 |
| Superstore operations | 26,452 | 109.9 | 26,115 | 98.7 | 24,335 | 93.2 | 18.4 | 26,300 | 108.1 |
| Department store operations | 20,154 | 105.8 | 20,004 | 99.3 | 17,417 | 87.1 | 13.2 | 14,200 | 81.5 |
| Food services | 2,903 | 84.1 | 2,210 | 76.1 | 1,270 | 57.5 | 1.0 | 1,000 | 78.7 |
| Financial services | 19,773 | 139.5 | 24,532 | 124.1 | 22,246 | 90.7 | 16.8 | 19,000 | 85.4 |
| Others | 271 | 202.3 | 346 | 127.9 | 588 | 169.6 | 0.4 | 1,100 | 186.9 |
| Corporate | 21 | 114.1 | 20 | 92.8 | 214 | 1060.1 | 0.2 | 200 | 93.1 |
| Total | 143,642 | 108.3 | 140,529 | 97.8 | 132,232 | 94.1 | 100.0 | 126,000 | 95.3 |

* Capital expenditures include long-term leasehold deposits.
(2) Geographic Area Segment Information
(Millions of yen)

|  | 08/2 |  | $\overline{09 / 2}$ |  | $10 / 2$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations |  |  |  |  |  |  |  |
| Japan | 3,822,210 | 107.3 | 3,806,717 | 99.6 | 3,602,982 | 94.6 | 70.4 |
| North America | 1,867,067 | 108.0 | 1,766,169 | 94.6 | 1,431,042 | 81.0 | 28.0 |
| Others | 66,043 | 132.7 | 80,401 | 121.7 | 80,561 | 100.2 : | 1.6 |
| Eliminations | $(2,928)$ | - | $(3,339)$ | - | $(3,289)$ | - | - |
| Total | 5,752,392 | 107.8 | 5,649,948 | 98.2 | 5,111,297 | 90.5 | - |
| Operating income |  |  |  |  |  |  |  |
| Japan | 247,272 | 97.4 | 245,248 | 99.2 | 197,618 | 80.6 | 87.2 |
| North America | 31,582 | 98.7 | 34,441 | 109.0 | 26,992 | 78.4 | 11.9 |
| Others | 2,228 | 253.3 | 2,328 | 104.5 | 2,021 | 86.8 | 0.9 |
| Eliminations | 3 | - | (151)! | - | 32 | - | - |
| Total | 281,088 | 98.0 | 281,865 | 100.3 | 226,666 | 80.4 | - |
| Assets (end of period) |  |  |  |  |  |  |  |
| Japan | 3,265,018 | 103.2 | 3,220,265 | 98.6 | 3,207,405 | 99.6 | 87.3 |
| North America | 616,626 | 93.1 | 487,289 | 79.0 | 431,747 | 88.6 | 11.8 |
| Others | 27,242 | 129.5 | 29,326 | 107.6 | 35,065 | 119.6 | 1.0 |
| Eliminations | $(22,207)$ | - | (9,820) | - | (612)! | ' | - |
| Total | 3,886,680 | 102.0 | 3,727,060 | 95.9 | 3,673,605 | 98.6 | - |

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

## 3. Interest-Bearing Debt

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Short-term loans | 149,861 | 84.7 | 191,100 | 127.5 | 151,200 | 79.1 |
| Current portion of long-term loans | 120,419 | 196.1 | 103,352 | 85.8 | 79,155 | 76.6 |
| Current portion of bonds | 16,217 | 54.1 | 50,592 | 312.0 | 20,385 | 40.3 |
| Commercial paper | 15,668 | 196.0 |  | - |  | - |
| Sub-total | 302,166 | 109.4 | 345,045 | 114.2 | 250,740 | 72.7 |
| Bonds | 131,077 | 90.4 | 180,448 | 137.7 | 190,068 | 105.3 |
| Long-term loans | 321,336 | 86.7 | 249,685 | 77.7 | 244,470 | 97.9 |
| Commercial paper | 11,777 | 38.8 | 18,688 | 158.7 | 16,208 | 86.7 |
| Sub-total | 464,191 | 85.0 | 448,822 | 96.7 | 450,746 | 100.4 |
| Total | 766,358 | 93.2 | 793,867 | 103.6 | 701,487 | 88.4 |
| Ratio to total assets (\%) | 19.7 | (1.9) | 21.3 | +1.6 | 19.1 | (2.2) |
| Ratio to owners' equity (\%) | 38.6 | (4.5) | 44.5 | +5.9 | 40.7 | (3.8) |

Interest-Bearing Debt by Business Segment

| Convenience store operations | 35,991 | 74.4 | 25,188 | 70.0 | 20,631 | 81.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Superstore operations | 99,211 | 90.2 | 96,509 | 97.3 | 50,876 | 52.7 |
| Department store operations | 378,243 | 90.8 | 336,939 | 89.1 | 304,498 | 90.4 |
| Food services |  | - |  | - |  |  |
| Others | 4,500 | 85.7 | 3,750 | 83.3 | 3,000 | 80.0 |
| Corporate | - | - | 99,963 | - | 99,968 | 100.0 |
| Sub-total (excluding Financial services) | 517,945 | 89.2 | 562,350 | 108.6 | 478,974 | 85.2 |
| Financial services | 248,413 | 102.8 | 231,517 | 93.2 | 222,512 | 96.1 |
| Total | 766,358 | 93.2 | 793,867 | 103.6 | 701,487 | 88.4 |


| Bond Information |  |  | (As of February 28, 2010) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Date of issue | Coupon | Redemption date |
| Issued by Seven \& i Holdings |  |  |  |  |
| 1st unsecured domestic straight bonds | 40 billion yen | July 3, 2008 | 1.48\% | June 20, 2013 |
| 2nd unsecured domestic straight bonds | 30 billion yen | July 3, 2008 | 1.68\% | June 19, 2015 |
| 3rd unsecured domestic straight bonds | 30 billion yen | July 3, 2008 | 1.94\% | June 20, 2018 |
| Issued by Ito-Yokado |  |  |  |  |
| 4th unsecured domestic straight bonds | 20 billion yen | Mar. 29, 2000 | 1.96\% | Mar. 29, 2010 |
| Issued by Seven Bank |  |  |  |  |
| 2nd unsecured domestic straight bonds | 36 billion yen | Dec. 4, 2006 | 1.45\% | Dec. 20, 2011 |
| 3rd unsecured domestic straight bonds | 24 billion yen | Dec. 4, 2006 | 1.67\% | Dec. 20, 2013 |
| 4th unsecured domestic straight bonds | 10 billion yen | July 2, 2009 | 0.744\% | June 20, 2012 |
| 5th unsecured domestic straight bonds | 20 billion yen | July 2, 2009 | 1.038\% | June 20, 2014 |

Bond ratings (As of March 31, 2010)

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

[^0]RESULTS OF GROUP PRINCIPAL COMPANIES

| Seven-Eleven Japan |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/2 |  | 09/2 |  | 10/2 |  | 11/2 (forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  |  |
| Total store sales | 2,574,306 | 101.6 | 2,762,557 | 107.3 | 2,784,997 | 100.8 | 2,845,000 | 102.2 |
| Net sales of franchised stores | 2,421,352 | 101.7 | 2,621,567 | 108.3 | 2,657,774 | 101.4 | - | - |
| Revenues from operations | 527,667 | 102.1 | 540,773 | 102.5 | 535,018 | 98.9 | 532,800 | 99.6 |
| Operating income | 168,171 | 97.4 | 178,060 | 105.9 | 156,220 | 87.7 | 158,000 | 101.1 |
| Number of domestic stores | 12,034 | +299 | 12,298 | +264 | 12,753 | +455 | 13,103 | +350 |
| Existing stores sales increase (\%) | (1.5) |  | +5.2 |  | (2.1) |  | $\pm 0.0$ |  |
| Merchandise GP Margin (\%) | 31.0 | +0.1 | 30.2 : | (0.8) | 30.3 | +0.1 | 30.6 ! | +0.3 |
| Average daily sales per store (thousand yen) | 597 | (13) | 629 | +32 | 616 | (13) |  |  |

## 7-Eleven, Inc.

(Millions of yen)

|  | 07/12 | 08/12 | 09/12 | 10/12 (forecast) |
| :---: | :---: | :---: | :---: | :---: |
|  | YOY(\%) | YOY(\%) | YOY(\%) | YOY(\%) |
| Revenues from operations | 1,843,408 108.0 | 1,742,395 94.5 | 1,411,391: 81.0 | 1,478,000 104.7 |
| Net sales | 1,822,737 107.8 | 1,725,910 94.7 | 1,394,694: 80.8 | 1,460,000 104.7 |
| Merchandise | 1,068,453 105.9 | 967,411 90.5 | 883,229 91.3 |  |
| Gasoline | 754,283: 110.6 | 758,499 100.6 | 511,464: 67.4 |  |
| Operating income | 31,726: 99.1 | 34,711: 109.4 | 34,427 : 99.2 | 34,900 101.4 |
| Exchange rates \$1= | 117.85 yen | 103.48 yen | 93.65 yen | 90.00 yen |
| Number of stores | 6,088 ${ }^{\text {a }}$ +38 | 6,196 +108 | 6,389 +193 | 6,599 +210 |
| Number of stores operated by area licensees | 15,675 $+1,729$ | 17,115 $+1,440$ | 18,407 | - |
| Existing stores sales increase (\%) ${ }^{* 2}$ (U.S. Merchandise sales) | $+3.1\left[+2.7^{* 3}\right]$ | +0.4 [+0.9 $\left.{ }^{* 3}\right]$ | +0.6 | +1.0 |
| Merchandise GP Margin (\%) | 35.9 (0.1) | $35.2:(0.7)$ | $35.2 \pm 0.0$ |  |

*1 Figures for the amounts of each fiscal year reflect adjustments to the necessary for the consolidation to Seven \& i Holdings' consolidated accounts.
*2 Existing stores sales increase are calculated in U.S. dollars.
*3 [ ] refers to existing stores sales increase in U.S. merchandise sales excluding U.S. federal excise tax refund recorded in June 2007.

| Ito-Yokado |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/2 |  | $09 / 2$ |  | $10 / 2$ |  | 11/2 (forecast).... |  |
| Revenues from operations | 1,489,380 | 98.5 | 1,462,719 | 98.2 | 1,387,831 | 94.9 | 1,400,000 | 100.9 |
| Net sales | 1,464,094 | 98.4 | 1,436,541 | 98.1 | 1,364,765 | 95.0 | 1,376,000 | 100.8 |
| Operating income | 17,126 | 93.5 | 9,582 | 55.9 | 1,757 | 18.3 | 10,000 | 568.9 |
| Number of domestic stores | 176 | +2 | 175 | (1) | 174 | (1) | 168 | (6) |
| Existing stores sales increase (\%) | (2) |  | (2.9) |  | (5.7) |  | (3.1) |  |
| Merchandise GP Margin (\%) | 29.9 | (0.4) | 29.8 | (0.1) | 29.0 | (0.8) | 29.0 | $\pm 0.0$ |

York-Benimaru
(Millions of yen)

|  | 08/2 |  | 09/2 | Yo...... | 10/2 |  | 11/2 (forecast)... |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 330,145 | 105.2 | 348,883 | 105.7 | 348,735 | 100.0 | 351,800 | 100.9 |
| Net sales | 319,931 | 104.9 | 338,089 | 105.7 | 337,506 | 99.8 | 346,000 | 102.5 |
| Operating income | 11,227 | 108.9 | 11,706 | 104.3 | 9,402 | 80.3 | 10,300 | 109.5 |


| Number of domestic stores | 149 | +21 | 156 | +7 | 164 | +8 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | $(2.6)$ | $(1.0)$ | $(3.7)$ | +6 |  |  |
| Merchandise GP Margin (\%) | 27.1 | +0.2 | 27.0 | $(0.1)$ | 26.7 | $(0.3)$ |

* Net increase of stores for York-Benimaru for 08/2 included stores of Super Kadoya, which was merged with York-Benimaru.

Sogo \& Seibu

| Sogo \& Seibu |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/2 |  | 09/2 |  | 10/2 |  | 11/2 (forecast) |  |
|  |  | OY(\%) |  | OY(\%) |  | OY(\%) |  | YOY(\%) |
| Revenues from operations | 970,827 | 99.6 | 933,571 | 96.2 | 859,265 | 92.0 | 864,500 | 100.6 |
| Net sales | 956,415 | 99.7 | 919,634 | 96.2 | 847,044 | 92.1 | 852,100 | 100.6 |
| Operating income | 31,815 | 108.5 | 23,294 | 73.2 | 5,613 | 24.1 | 10,000 | 178.1 |


| Number of domestic stores | 28 | $\pm 0$ | 28 | $\pm 0$ | 28 | $\pm 0$ | 27 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Existing stores sales increase (\%) | +0.4 | $(4.2)$ | $(8.4)$ | +1.6 |  |  |  |
| Merchandise GP Margin (\%) | 26.9 | $(0.4)$ | 26.6 | $(0.3)$ | 25.8 | $(0.8)$ | 25.8 |

Seven \& i Food Systems
(Millions of yen)

|  | 08/2 | 09/2 |  | 10/2 |  | 11/2 (forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | YOY |  | YOY |  | OY(\%) |  | OY(\%) |
| Revenues from operations |  | 102,711 | - | 86,400 | 84.1 | 80,600 | 93.3 |
| Net sales |  | 102,109 | - | 85,885 | 84.1 | 80,100 | 93.3 |
| Operating income (loss) |  | $(3,079)$ ' | - | (2,714)' | - | 0 | - |

$<$ Restaurant division>

| Number of domestic stores | 674 |  | 595 ! | (79) | 525 | (70) | 500 | (25) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Existing stores sales increase (\%) |  |  | (6.4) |  | (7.2) |  | (3.4) |  |
| Merchandise GP Margin (\%) |  |  | 66.5 |  | 67.3 | +0.8 | 68.0 | +0.7 |

Notes: 1. Millennium Retailing, Sogo and The Seibu Department Stores were merged on August 1, 2009 and Sogo, as a surviving company, changed its name to Sogo \& Seibu Co., Ltd. The financial and operating results for $10 / 2$ are restated as if former three companies have merged at the beginning of the term, and also, 08/2 and 09/2 have been restated. Furthermore, financial results of Robinson Department Store was included in Sogo \& Seibu, after the third quarter of FY2010, following the merger of Robinson Department Store on September 1, 2009.
2. The number of Sogo \& Seibu stores at $10 / 2$ includes 2 stores added through the merger with Robinson Department Store.
3. Seven \& i Food Systems was established in January 2007, and Denny's Japan, Famil and York Bussan were merged into Seven \& i Food Systems in September 2007. Due to integration of the systems of the former three companies, the method of counting stores located within Ito-Yokado stores has been changed, and consequently, the number of stores has been restated. As a results, the number of stores in the restaurant division has decreased by three for 08/2.

STORE INFORMATION

1. Store Openings and Closures of Major Group Companies

|  | $08 / 2$ | Change | 09/2 |  | $\text { 10/2; }{ }_{\text {; }}$ |  | $\begin{array}{r} \text { 11/2 (forecast)..... } \\ \text { Change } \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan | 12,034 | +299 | 12,298 | +264 | 12,753 | +455 | 13,103 | +350 |
| Openings | 816 |  | 874 |  | 966 |  | 1,000 |  |
| Closures | 517 |  | 610 |  | 511 |  | 650 |  |
| Relocations | 365 |  | 429 |  | 414 |  |  |  |
| Terminations of contract | 152 ! |  | 181 |  | 97 |  |  |  |
| 7-Eleven, Inc. ${ }^{* 1}$ | 6,088 | +38 | 6,196 | +108 | 6,389 | +193 | 6,599 | +210 |
| Openings | 106 |  | 172 |  | 268 |  | 250 |  |
| Closures | 68 |  | 64 |  | 75 |  | 40 |  |
| SEVEN-ELEVEN (BEIJING) * | 60 | +10 | 72 | +12 | 92 | +20 |  |  |
| Openings | 10 |  | 13 |  | 20 |  |  |  |
| Closures | 0 |  | 1 |  | 0 |  |  |  |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado | 176 | +2 | 175 | (1) | 174 | (1) | 168 | (6) |
| Openings | 3 |  | 2 |  | 4 |  | 5 |  |
| Closures | 1 |  | 3 |  | 5 |  | 11 |  |
| York-Benimaru ${ }^{* 2}$ | 149 | +21 | 156 | +7 | 164 ! | +8 | 170 | +6 |
| Openings | 8 |  | 9 |  | 8 |  | 7 |  |
| Closures | 3 |  | 2 |  | 0 ! |  | 1 |  |
| York Mart | $60 \vdots$ | +2 | 60 | $\pm 0$ | 62 ! | +2 | 66 | +4 |
| Openings | 2 |  | 2 |  | 3 |  | 5 |  |
| Closures | 0 |  | 2 |  | 1 |  | 1 |  |
| Hua Tang Yokado Commercial ${ }^{* 1}$ | 7 | +1 | 8 | +1 | 9 | +1 | 9 | $\pm 0$ |
| Openings | 1 |  | 1 |  | 1 |  | 1 |  |
| Closures | 0 |  | 0 |  | 0 |  | 1 |  |
| Chengdu Ito-Yokado ${ }^{* 1}$ | 3 | +1 | 3 | $\pm 0$ | 4 | +1 | 4 | $\pm 0$ |
| Openings | 1 |  | 0 |  | 1 |  | 0 |  |
| Closures | 0 |  | 0 |  | 0 |  | 0 |  |
| Beijing Wang fu jing Yokado Commercial ${ }^{* 1}$ | 2 | +1 | 1 | (1) | 1 | $\pm 0$ | 2 | +1 |
| Openings | 1 |  | 0 |  | 0 |  | 1 |  |
| Closures | 0 ! |  | 1 |  | 0 |  | 0 |  |
| Akachan Honpo | 67 ! | $\pm 0$ | 72 | +5 | 78 | +6 | 82 | +4 |
| Openings | 9 |  | 11 |  | 10 |  | 11 |  |
| Closures | 9 ! |  | 6 |  | 4 |  | 7 |  |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu ${ }^{* 3}$ | 28 ' | $\pm 0$ | 28 ! | $\pm 0$ | 28 ! | $\pm 0$ | 27 | (1) |
| Openings | 0 |  | 0 |  | 0 |  | 0 |  |
| Closures | 0 |  | 0 |  | 2 |  | 1 |  |
| LOFT | 44 | +11 | 51 | +7 | 55 | +4 | 61 | +6 |
| Openings | 11 |  | 8 |  | 5 |  | 7 |  |
| Closures | 0 |  | 1 |  | 1 |  | 1 |  |
| Food services |  |  |  |  |  |  |  |  |
| Seven \& i Food Systems ${ }^{* 4}$ | 1,045 | (2) | 959 ! | (86) | 892 ! | (67) | 876 | (16) |
| Restaurant operations | 674 | (18) | 595 | (79) | 525 | (70) | 500 | (25) |
| Openings | 21 |  | 9 |  | 14 |  | 25 |  |
| Closures | 39 |  | 88 |  | 84 ! |  | 50 |  |
| Meal provision service business | 225 ! | +12 | 224 | (1) | 232 | +8 | 243 | +11 |
| Fast food operations | 146 | +4 | 140 | (6) | 135 | (5) | 133 : | (2) |
| Seven \& i Restaurant (Beijing) ${ }^{* 1}$ | : | - | - : | - | $1!$ | +1 |  |  |
| Opening | : |  | : |  | 1 |  |  |  |
| Closure | - |  | - |  | 0 |  |  |  |

*1. Figures are as of the end of December.
*2. Net increase of stores for 08/2 at York-Benimaru include stores, following the merger of Super Kadoya.
*3. The number of Sogo \& Seibu stores at $10 / 2$ includes 2 stores added through the merger with Robinson Department Store.
*4. Due to integration of the systems of the former three companies, the method of counting stores of Seven \& i Food Systems located within Ito-Yokado stores has been changed, and consequently the number of stores has been restated. As a results, the number of stores in restaurant operations has decreased by 3 , and fast food operations has increased by 1 for the $08 / 2$.
(1) Domestic Store Network

|  | 08/2 | 09/2 | 10/2 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 819 | 821 | 815 | (6) |
| Iwate | 25 | 44 | 58 | +14 |
| Miyagi | 324 | 317 | 322 | +5 |
| Yamagata | 131 | 132 | 135 | +3 |
| Fukushima | 380 | 379 | 380 | +1 |
| Ibaraki | 504 | 515 | 523 | +8 |
| Tochigi | 339 | 335 | 341 | +6 |
| Gunma | 342 | 346 | 354 | +8 |
| Saitama | 842 | 857 | 874 | +17 |
| Chiba | 742 | 744 | 762 | +18 |
| Tokyo | 1,577 | 1,619 | 1,676 | +57 |
| Kanagawa | 838 | 846 | 886 | +40 |
| Niigata | 339 | 339 | 347 | +8 |
| Toyama | - | 11 | 33 | +22 |
| Ishikawa | - | - | 10 | +10 |
| Fukui | - | 9 | 21 | +12 |
| Yamanashi | 156 | 159 | 163 | +4 |
| Nagano | 351 | 357 | 365 | +8 |
| Gifu | 63 | 70 | 77 | +7 |
| Shizuoka | 453 | 454 | 469 | +15 |
| Aichi | 493 | 533 | 575 | +42 |
| Mie | 18 | 29 | 40 | +11 |
| Shiga | 155 | 162 | 166 | +4 |
| Kyoto | 174 | 178 | 185 | +7 |
| Osaka | 508 | 523 | 557 | +34 |
| Hyogo | 359 | 361 | 374 | +13 |
| Nara | 55 | 59 | 61 | +2 |
| Wakayama | 38 | 40 | 40 | $\pm 0$ |
| Shimane | - | 4 | 7 | +3 |
| Okayama | 190 | 190 | 198 | +8 |
| Hiroshima | 374 | 383 | 391 | +8 |
| Yamaguchi | 220 | 228 | 236 | +8 |
| Fukuoka | 658 | 654 | 671 | +17 |
| Saga | 134 | 135 | 140 | +5 |
| Nagasaki | 75 | 78 | 83 | +5 |
| Kumamoto | 185 | 190 | 199 | +9 |
| Oita | 43 | 64 | 80 | +16 |
| Miyazaki | 130 | 133 | 139 | +6 |
| Total | 12,034 | 12,298 | 12,753 | +455 |

(3) Global Seven-Eleven Store Network

|  | $08 / 2$ | $09 / 2$ | $10 / 2$ | Change |
| :--- | ---: | ---: | ---: | ---: |
| Japan | 12,034 | 12,298 | 12,753 | +455 |
| U.S.A. and Canada | 6,088 | 6,196 | 6,389 | +193 |
| Hawaii | 56 | 57 | 55 | $(2)$ |
| China (Beijing and Tianjin) | 60 | 72 | 92 | +20 |
| Sub-total | 18,238 | 18,623 | 19,289 | +666 |

(Area licensee)

|  | 07/12 | 08/12 | 09/12 | Change |
| :---: | :---: | :---: | :---: | :---: |
| South Korea | 1,750 | 1,995 | 2,186 | +191 |
| China (Hong Kong and others) | 1,298 | 1,440 | 1,565 | +125 |
| China (Shanghai) | - | - | 13 | +13 |
| Taiwan | 4,705 | 4,800 | 4,744 | (56) |
| Thailand | 4,279 | 4,778 | 5,270 | +492 |
| Philippines | 311 | 368 | 446 | +78 |
| Malaysia | 877 | 1,013 | 1,103 | +90 |
| Singapore | 415 | 435 | 484 | +49 |
| Australia | 364 | 378 | 393 | +15 |
| Indonesia | - | - | 1 | +1 |
| U.S.A. | 539 | 529 | 528 | (1) |
| Mexico | 810 | 969 | 1,177 | +208 |
| Puerto Rico | 11 | - | - | - |
| Norway | 97 | 183 | 177 | (6) |
| Sweden | 76 | 96 | 191 | +95 |
| Denmark | 69 | 131 | 129 | (2) |
| Turkey | 74 | - | - | - |
| Sub-total | 15,675 | 17,115 | 18,407 | +1,292 |
| Total Worldwide | 33,913 | 35,738 | 37,696 | +1,958 |

Notes: 1. Figures for overseas stores except Japan are as of the end of December.
2. Figures for "U.S.A. and Canada" are the number of franchised stores and directly operated stores operated by 7-Eleven, Inc.
3. Figures for China (Hong Kong and others) include Guang Dong Province and Macau.
(2) Number of Stores by Type of Contract (Domestic)

|  | 08/2 | 09/2 | 10/2 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Type A | 4,919 | 4,638 | 4,437 | (201) |
| Type C | 6,311 | 6,946 | 7,703 | +757 |
| Provisional management contract stores | 136 | 53 | 12 | (41) |
| Directly operated stores | 668 | 661 | 601 | (60) |
| Total | 12,034 | 12,298 | 12,753 | +455 |

## 3. Store Information of Superstore Operations

(1) Superstore (Ito-Yokado)

(Plan for the fiscal year 2011)
(Square meters)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | ARIO Kitasuna | Tokyo | June 2010 | - | - |
|  | ARIO Hashimoto | Kanagawa | 2nd half | - | - |
|  | ARIO Fukaya | Saitama | 2nd half | - | - |
|  | Hikifune | Tokyo | 2nd half | - | - |
|  | Shokuhinkan Azusawa | Tokyo | 2nd half | - | - |
| Closures | Ichihara | Chiba | 1st half | - | 11,334 |
|  | Maebashi | Gunma | 1st half | - | 9,852 |
|  | Akita | Akita | 2nd half | - | 10,839 |
|  | Former Hikifune (S\&B) | Tokyo | 2nd half | - | 2,858 |
|  | Fukaya (format change) | Saitama | 2nd half | - | 10,251 |

* In addition to the five store closures above, plans call for six stores to be closed in the fiscal year ending February 2011.
(2) Supermarkets (York-Benimaru)

(Plan for the fiscal year 2011)

|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Openings | Megastage Tamura | Fukushima | Mar. 5, 2010 | 2,039 | 1,936 |
|  | Mito-hamada | Ibaraki | July 2010 | 2,011 | 1,911 |
|  | Izumi-nomura | Miyagi | July 2010 | 1,994 | 1,894 |
|  | Tochigi-iwaimachi | Tochigi | Sep. 2010 | 1,994 | 1,894 |
|  | Aramaki | Miyagi | Oct. 2010 | 2,053 | 1,953 |
|  | Hitachinaka-kaneage | Ibaraki | Nov. 2010 | 2,026 | 1,926 |
|  | Iwaki-mimayamachi | Fukushima | Feb. 2011 | 2,013 | 1,913 |
| Closure | Former Aramaki (S\&B) | Miyagi | Oct. 2010 | 1,471 | 1,471 |

(3) China (Superstores)
(Results for the fiscal year ended December 31, 2009)
(Square meters)

|  | Store name | Location | Date | Sales floor space |
| :---: | :---: | :---: | :---: | :---: |
| Openings | Bei Yuan | Beijing | Sep. 25, 2009 | 19,600 |
|  | Jian She Lu | Chengdu | Nov. 24, 2009 | 30,000 |

(Plan for the fiscal year ending December 31, 2010) (Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :--- | :--- | :---: | :---: |
| Opening | Shi Li Pu | Beijing | Jan. 21, 2010 | 24,260 |
| Closure | Former Shi Li Pu (S\&B) | Beijing | Jan. 17, 2010 | 14,241 |

Note: S\&B: scrap and build

## 4. Store Information of Department Store Operations

| (Results for the fiscal year 2010) |  |  | (Square meters) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Store name | Location | Date | Sales floor space |
| Closures | Sogo Shinsaibashi | Osaka | Aug. 31, 2009 | 40,780 |
|  | Seibu Sapporo | Hokkaido | Sep. 30, 2009 | 28,924 |

(Plan for the fiscal year 2011) (Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :---: | :---: | :---: | :---: |
| Closure | Seibu Yurakucho | Tokyo | Dec. 25, 2010 | 15,700 |

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

|  | $08 / 2$ |  | 09/2 | YOY(\%) |  | bu(\%) | $\begin{array}{r} \hline 11 / 2 \text { (forecast) } \\ : \mathrm{YOY}(\%) \\ \hline \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |
| Seven-Eleven Japan |  |  |  |  |  |  |  |
| Investment to new stores | 44,152 | 112.1 | 50,300 | 113.9 | 56,056 | 111.4 |  |
| Investment to existing stores and other | 6,915 | 86.9 | 7,561 | 109.3 | 8,346 | 110.4 |  |
| Software development | 878 | 22.1 | 809 | 92.1 | 1,820 | 225.0 |  |
| Total capital expenditures | 51,945 | 101.3 | 58,670 | 112.9 | 66,222 | 112.9 | 70,000 105.7 |
| Depreciation and amortization | 24,368 | 96.7 | 26,317 | 108.0 | 28,587 | 108.6 | 30,000 104.9 |
| 7-Eleven, Inc. |  |  |  |  |  |  |  |
| Investment to new stores | 13,900 | 143.3 | 15,726 | 113.1 | 12,225 | 77.7 |  |
| Investment to existing stores and other | 36,125 | 124.4 | 23,868 | 66.1 | 17,230 | 72.2 |  |
| Software development | 5,472 | 72.6 | 4,945 | 90.4 | 8,493 | 171.7 |  |
| Total capital expenditures | 55,499 | 119.9 | 44,540 | 80.3 | 37,948 | 85.2 | 54,400 151.7 |
| Depreciation and amortization | 48,713 | 106.9 | 38,284 | 78.6 | 34,974 | 91.4 | 34,700 99.2 |
| Superstore operations |  |  |  |  |  |  |  |
| Ito-Yokado |  |  |  |  |  |  |  |
| Investment to new stores | 33,262 | 99.1 | 23,392 | 70.3 | 40,888 | 174.8 |  |
| Investment to existing stores and other | 6,778 | 154.7 | 5,483 | 80.9 | 4,700 | 85.7 |  |
| Software development | 1,160 | - | 357 | 30.8 | 312 | 87.4 |  |
| Total capital expenditures | 41,200 | 108.4 | 29,232 | 71.0 | 45,900 | 157.0 | 42,000 91.5 |
| Depreciation and amortization | 16,694 | 91.8 | 15,696 | 94.0 | 13,890 | 88.5 | 14,600 105.1 |
| York-Benimaru |  |  |  |  |  |  |  |
| Investment to new stores | 5,513 | 84.0 | 6,218 | 112.8 | 8,518 | 137.0 |  |
| Investment to existing stores and other | 872 | 63.6 | 1,863 | 213.6 | 3,633 | 195.0 |  |
| Software development | 379 | 43.3 | 128 | 33.8 | 408 | 318.8 |  |
| Total capital expenditures | 6,765 | 76.8 | 8,210 | 121.4 | 12,560 | 153.0 | 10,500 83.6 |
| Depreciation and amortization | 4,327 | 103.4 | 4,515 | 104.3 | 4,886 | 108.2 | 5,600 114.6 |
| Department store operations |  |  |  |  |  |  |  |
| Sogo \& Seibu |  |  |  |  |  |  |  |
| Investment to new stores | - | - | - | - | - | - |  |
| Investment to existing stores and other | 14,205 | 15.6 | 10,443 | 73.5 | 14,461 | 138.5 |  |
| Software development | 1,022 | 49.4 | 457 | 44.7 | 1,019 | 223.0 |  |
| Total capital expenditures | 15,228 | 16.3 | 10,901 | 71.6 | 15,481 | 142.0 | 19,300 124.7 |
| Depreciation and amortization | 16,762 | 103.8 | 17,480 | 104.3 | 15,741 | 90.1 | 12,800 81.3 |

Notes: 1. Capital expenditures include long-term leasehold deposits.
2. Depreciation and amortization include amortization on intangible assets.
3. Millennium Retailing, Sogo, and The Seibu Department Stores were merged on August 1, 2009 and Sogo, as a surviving company, changed its name to Sogo \& Seibu Co., Ltd. The operating results for $10 / 2$ are restated as if former three companies have merged at the beginning of the term, and also, $08 / 2$ and $09 / 2$ have been restated. Furthermore, operating results of Robinson Department Store was included after the third quarter of FY2010, following the merger of Robinson Department Store on September 1, 2009.

## Business Performance of Group Principal Companies

## 1. Convenience Stores Operations

Seven-Eleven Japan

| Sales by product category (total store sales) |  |  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/2 |  |  | .09/2. |  |  | 10/2.............. |  |  |
|  |  | YOY(\%) | Composition <br> (\%) |  | YOY(\%) | Composition <br> (\%) |  | YOY(\%) | Composition <br> (\%) |
| Processed food | 767,143 | 102.0 | 29.8 | 787,328 | 102.6 | 28.5 | 788,154 | 100.1 | 28.3 |
| Fast food | 736,251 | 100.2 | 28.6 | 759,703 | 103.2 | 27.5 | 751,949 | 99.0 | 27.0 |
| Daily food | 332,085 | 100.8 | 12.9 | 334,269 | 100.7 | 12.1 | 336,984 | 100.8 | 12.1 |
| Non food | 738,825 | 103.0 | 28.7 | 881,255 | 119.3 | 31.9 | 907,909 | 103.0 | 32.6 |
| Total store sales | 2,574,306 | 101.6 | 100.0 | 2,762,557 | 107.3 | 100.0 | 2,784,997 | 100.8 | 100.0 |

## Average daily sales per store

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Cohange |  | C-7ange |  | Change |
| Total stores | 597 | (13) | 629 | +32 | 616 | (13) |
| Newly opened stores | 517 | +2 | 555 | +38 | 525 | (30) |

## Net sales increase at existing stores

|  | 08/2 | 09/2 | 10/2 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (1.5) | +5.2 | (2.1) |
| Number of customers | +0.4 | +4.7 | +0.5 |
| Average spending per customer | (1.9) | +0.4 | (2.6) |

Number of stores by hours of business, and stores with licenses

|  | 08/2 |  |  | 09/2. |  |  | 10/2. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) | Composition |  | YOY(\%) | Composition <br> (\%) |  | YOY(\%) | mposition (\%) |
| Open 24 hours | 11,986 | 102.5 | 99.6 | 12,239 | 102.1 | 99.5 | 12,645 | 103.3 | 99.2 |
| With liquor license | 11,639 | 107.7 | 96.7 | 12,014 | 103.2 | 97.7 | 12,570 | 104.6 | 98.6 |
| With tobacco license | 10,225 | 105.5 | 85.0 | 10,680 | 104.4 | 86.8 | 11,415 | 106.9 | 89.5 |

Payment acceptance service

|  | $08 / 2 \ldots . .$ |  | 09/2. |  | 10/2....... |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of transactions (thousands) | 290,474 | 112.1 | 308,546 | 106.2 | 323,966 | 105.0 |
| Total value of transactions (million yen) | 2,734,184 | 114.7 | 2,950,068 | 107.9 | 3,072,749 | 104.2 |

Inventory turnover, Number of employees and Sales floor space

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change or YOY(\%) |  | Change or YOY(\%) |  | Change or YOY(\%) |
| Inventory turnover (days) | 9.8 | +0.1 | 9.6 | (0.2) | 9.4 | (0.2) |
| Full-time employees (term-end) | 5,294 | +331 | 5,542 | +248 | 5,763 | +221 |
| Total sales floor space (square meters) | 1,446,872 | 104.1 | 1,499,163 | 103.6 | 1,571,247 | 104.8 |

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


## 7-Eleven, Inc

Sales by product category (Millions of yen)

Net sales increase at existing stores

|  | $07 / 12$ | $08 / 12$ | $09 / 12$ |
| :--- | :---: | :---: | :---: |
| U.S. Merchandise sales increase (dollar basis) | +3.1 | +0.4 | +0.6 |


| Number of stores |  |  |  |  | (Stores) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 07/12 |  | 08/12 |  | 09/12 |  |
|  |  | Change |  | Change |  |  |
| Number of stores | 6,088 | +38 | 6,196 | +108 | 6,389 | +193 |
| Franchised stores | 4,041 | +213 | 4,220 | +179 | 4,649 | +429 |
| Directly operated stores | 2,047 | (175) | 1,976 | (71) | 1,740 | (236) |
| With Gasoline station | 2,440 | +4 | 2,486 | +46 | 2,495 | +9 |


| Sales floor space |  |  |  |  | (Square meters) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 07/12 |  | 08/12 |  | 09/12........... |  |
|  |  | Y 0 Y |  | YOY ${ }^{\text {¢ }}$ |  |  |
| Total floor space | 974,970 | 100.8 | 992,237 | 101.8 | 1,016,254 | 102.4 |

## 2. Superstore Operations

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

|  |  | $\begin{aligned} & 08 / 2 \\ & \hdashline Y O Y(\%) . . . . \\ & \hline \end{aligned}$ |  |  | $\begin{aligned} & 09 / 2 . . . . \\ & Y O Y(\%) \end{aligned}$ |  |  | 10/2 <br> :YOY(\%) | Composition <br> (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 278,168 | 95.7 | 19.0 | 265,682 | 95.5 | 18.5 | 240,060 | 90.4 | 17.6 |
| Household goods | 253,609 | 96.1 | 17.3 | 236,025 | 93.1 | 16.4 | 220,620 | 93.5 | 16.2 |
| Food | 670,532 | 99.7 | 45.8 | 680,587 | 101.5 | 47.4 | 663,768 | 97.5 | 48.6 |
| Merchandise sales | 1,202,310 | 98.0 | 82.1 | 1,182,296 | 98.3 | 82.3 | 1,124,450 | 95.1 | 82.4 |
| Tenants | 225,619 | 101.2 | 15.4 | 231,913 | 102.8 | 16.1 | 222,422 | 95.9 | 16.3 |
| Others | 36,164 | 96.0 | 2.5 | 22,331 | 61.8 | 1.6 | 17,892 | 80.1 | 1.3 |
| Net sales | 1,464,094 | ! 98.4 | 100.0 | 1,436,541 | 98.1 | 100.0 | 1,364,765 | 95.0 | 100.0 |

Net sales increase at existing stores

|  | 08/2 | 09/2 | 10/2 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (2) | (2.9) | (5.7) |
| Number of customers | (2) | (1.4) | (1.7) |
| Average spending per customer | $\pm 0$ | (1.6) | (4.1) |

Inventory turnover and Loss ratio

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Inventory turnover (days) | 25.8 | (2.2) | 27.9 | +2.1 | 25.0 | (2.9) |
| Loss ratio (\%) | 9.1 | (0.3) | 8.5 | (0.6) | 8.9 | +0.4 |

* 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

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Chang |  | Change |
| Full-time employees (term-end) | 10,375 | (332) | 9,747 | (628) | 9,642 | (105) |
| Full-time employees (average) | 10,210 | (605) | 9,634 | (576) | 9,351 | (283) |
| Part-time employees | 32,762 | (830) | 32,181 | (581) | 30,721 | (1,460) |
| Ratio to total (\%) | 76.2 | +0.6 | 77.0 | +0.7 | 76.7 | (0.3) |
| Sales per employee (thousands of yen) | 27,979 | +352 | 28,274 | +296 | 28,061 | (214) |

* 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)

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Directly managed floor space | 1,750,605 | 101.0 | 1,736,410 | 99.2 | 1,723,580 | 99.3 |
| Weighted average floor space | 1,747,466 | 99.0 | 1,755,431 | 100.5 | 1,745,451 | 99.4 |
| Sales per square meters (thousands of yen) | 688 | 99.0 | 674 | 97.9 | 644 | 95.7 |

[^1]York-Benimaru
Sales by product category
(Millions of yen)

|  |  | $\begin{aligned} & 08 / 2 \ldots . . . \\ & \hdashline \text { YOY(\%) } \end{aligned}$ |  |  | $\begin{gathered} 09 / 2 . . . . . \\ \text { YOY(\%) } \end{gathered}$ | - - - - - - - <br> (\%) |  | $\begin{array}{c:c} \hline 10 / 2 \ldots . . . . . . . . . . . . . . . . ~ \\ \hline \text { YOY(\%) } & \begin{array}{c} \text { Composition } \\ \text { (\%) } \end{array} \end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fresh food | 97,168 | 107.2 | 30.4 | 105,649 | 108.7 | 31.2 | 105,558 | 99.9 | 31.3 |
| Processed food | 74,273 | 108.8 | 23.2 | 80,813 | 108.8 | 23.9 | 82,862 | 102.5 | 24.6 |
| Daily food | 59,484 | 105.3 | 18.6 | 62,535 | 105.1 | 18.5 | 63,017 | 100.8 | 18.7 |
| Food Total | 230,927 | 107.2 | 72.2 | 248,999 | 107.8 | 73.6 | 251,439 | 101.0 | 74.5 |
| Apparel | 19,331 | 96.0 | 6.0 | 18,437 | 95.4 | 5.5 | 17,230 | 93.5 | 5.1 |
| Household goods | 18,728 | 100.9 | 5.9 | 18,706 | 99.9 | 5.5 | 18,729 | 100.1 | 5.5 |
| Merchandise sales | 268,987 | 105.8 | 84.1 | 286,143 | 106.4 | 84.6 | 287,398 | 100.4 | 85.2 |
| Tenants | 50,944 | 100.4 | 15.9 | 51,946 | 102.0 | 15.4 | 50,107 | 96.5 | 14.8 |
| Net sales | 319,931 | 104.9 | 100.0 | 338,089 | 105.7 | 100.0 | 337,506 | 99.8 | 100.0 |

Net sales increase at existing stores

|  | 08/2 | 09/2 | 10/2 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (2.6) | (1.0) | (3.7) |
| Number of customers | (1.1) | (0.1) | (2.1) |
| Average spending per customer | (1.5) | (0.9) | (1.6) |

## Inventory turnover and Loss ratio

|  | 08/2. |  | 09/2 |  | 10/2. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Inventory turnover (days) | 13.8 | (2.2) | 13.8 | $\pm 0.0$ | 14.0 | +0.2 |
| Loss ratio (\%) | 3.8 | (0.2) | 3.6 | (0.2) | 4.9 | +1.3 |

* 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

|  | 08/2 |  | 09/2. |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Full-time employees (term-end) | 2,284 | +251 | 2,430 | +146 | 2,496 | +66 |
| Full-time employees (average) | 2,239 | +189 | 2,387 | +148 | 2,472 | +85 |
| Part-time employees | 9,856 | +561 | 10,354 | +498 | 10,582 | +228 |
| Ratio to total (\%) | 81.5 | (0.4) | 81.3 | (0.2) | 81.1 | (0.2) |
| Sales per employee (thousands of yen) | 22,239 | (160) | 22,458 | +219 | 22,016 | (442) |

* 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

|  | 08/2. |  | 09/2 |  | 10/2. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total floor space | 496,784 | 110.8 | 524,361 | 105.6 | 547,920 | 104.5 |
| Directly managed floor space | 379,073 | 113.1 | 395,887 | 104.4 | 409,360 | 103.4 |
| Weighted average floor space | 360,257 | 109.4 | 387,863 | 107.7 | 402,682 | 103.8 |
| Sales per square meters (thousands of yen) | 746 | 96.8 | 737 | 98.8 | 713 | 96.7 |

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

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY̌(\%) |  | YOOY(\%) |  | YOYY(\%) |
| Revenues from operations | 331,769 | 105.4 | 349,777 | 105.4 | 349,326 | 99.8 |
| Operating income | 13,541 | 105.9 | 14,066 | 103.8 | 11,654 | 82.8 |

[^2]
## 3. Department Store Operations

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


Sales by product category

|  | 08/2 |  |  | 09/2 |  |  | 10/2. |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%): | $\underset{\substack{\text { composition } \\ \text { (\%) }}}{ }$ |  | YOY(\%) | Composition <br> $(\%)$ <br> 4.5 |  | YOY(\%) | (\%) |
| Apparel | 481,864 | 98.8 | 50.4 | 455,374 | 94.5 | 49.5 | 401,850 | 88.2 | 47.4 |
| Household goods | 98,668 | 103.5 | 10.3 | 90,537 | 91.8 | 9.8 | 81,576 | 90.1 | 9.6 |
| Food | 165,879 | 101.4 | 17.3 | 167,470 | 101.0 | 18.2 | 165,458 | 98.8 | 19.5 |
| Merchandise sales | 746,413 | 100.0 | 78.0 | 713,382 | 95.6 | 77.6 | 648,885 | 91.0 | 76.6 |
| Tenants | 171,442 | 100.1 | 17.9 | 166,179 | 96.9 | 18.1 | 155,673 | 93.7 | 18.4 |
| Corporate sales | 38,559 | 109.0 | 4.0 | 40,072 | 103.9 | 4.4 | 42,485 | 106.0 | 5.0 |
| Net sales | 956,415 | 100.3 | 100.0 | 919,634 | 96.2 | 100.0 | 847,044 | 92.1 | 100.0 |

Number of employees

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Full-time employees (term-end) | 5,438 | (35) | 5,449 | +11 | 5,416 | (33) |
| Full-time employees (average) | 5,518 | (73) | 5,547 | +29 | 5,571 | +24 |
| Part-time employees | 5,363 | +211 | 5,163 | (200) | 5,587 | +424 |
| Ratio to total (\%) | 49.3 | +1.3 | 48.2 | (1.1) | 50.1 | +1.9 |

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

Sales floor space (Square meters)

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YōY(\%) |  | YOY̌(\%) |  | YOȲ(\%) |
| Total floor space | 962,934 | 100.0 | 962,437 | 99.9 | 939,911 | 97.7 |
| Weighted average floor space | 962,934 | 100.0 | 962,437 | 99.9 | 953,584 | 99.1 |
| Sales per square meters (thousands of yen) | 993 | 100.3 | 955 | 96.2 | 888 | 93.0 |

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

Notes: Millennium Retailing, Sogo and The Seibu Department Stores were merged on August 1, 2009 and Sogo, as a surviving company, changed its name to Sogo \& Seibu Co., Ltd. The operating results for $10 / 2$ are restated as if former three companies have merged at the beginning of the term, and also, $08 / 2$ and $09 / 2$ have been restated. Furthermore, operating results of Robinson Department Store was included after the third quarter of FY2010, following the merger of Robinson Department Store on September 1, 2009.

## 4. Food Services

Seven \& i Food Systems
Sales results by operations (total store sales)

|  | 08/2 |  |  |  |  | $10 / 2 \ldots . . . . . . .$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | OY(\%) | - - - <br> (\%) |  | Y(\%) | - =-a <br> (\%) |
| Restaurant operations | 94,392 | - | 84,109 | 89.1 | 82.4 | 69,394 | 82.5! | 80.8 |
| Meal provision service business | 9,103 | - | 8,077 | 88.7 | 7.9 | 7,926 | 98.1 | 9.2 |
| Fast food operations | 9,977 | - | 9,922 | 99.5 | 9.7 | 8,564 | 86.3: | 10.0 |
| Total | 113,472 | - | 102,109 | 90.0 | 100.0 | 85,885 | 84.11 | 100.0 |

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

|  | 08/2 | 09/2 | 10/2 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores |  | (6.4) | (7.2) |
| Number of customers |  | (1.4) | (2.1) |
| Average spending per customer |  | (5.1) | (5.2) |

Note: Denny's Japan, Famil and York Bussan have been merged into Seven \& i Food Systems in September 2007.
The figures for $08 / 2$ are calculated by adjusting the net sales of three companies in the interim period.

## Number of employees

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Full-time employees (term-end) | 1,802 | (65) | 1,622 | (180) | 1,584 | (38) |
| Full-time employees (average) | 1,892 | (77) | 1,735 | (157) | 1,646 | (89) |
| Part-time employees | 15,091 | (23) | 13,004 | $(2,087)$ | 11,073 | (1,931) |
| Ratio to total (\%) | 88.9 | +0.4 | 88.2 | (0.7) | 87.1 | (1.2) |

* 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

|  | 08/2 |  | 09/2 |  | 10/2 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | \% of stores of ATMs |  | $\%$ of stores of ATMs |  | \% of stores of ATMs |
| Seven-Eleven Japan | 12,322 | 99.9 | 12,917 | 99.9 | 13,590 | 99.9 |
| Ito-Yokado | 288 | 99.4 | 281 | 100.0 | 280 | 98.9 |
| York-Benimaru | 14 | 8.7 | 19 | 11.5 | 23 | 13.4 |
| York Mart | 22 | 36.7 | 24 | 40.0 | 30 | 48.4 |
| Others | 20 | - | 46 | - | 59 | - |
| Net ATMs in the Group | 12,666 | - | 13,287 | - | 13,982 | - |
| Net ATMs outside the Group | 351 | - | 468 | - | 588 | - |
| Total | 13,017 | - | 13,755 | - | 14,570 | - |

Average number of transaction per day per ATM during the period

|  | 07/3 to 08/2. |  | 08/3 to 09/2. |  | 09/3 to 10/2. |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Chang |  | Change |
| Average number of transactions | 108.3 | +11.5 | 114.0 | +5.7 | 114.4 | +0.4 |


| Number of credit cards, point cards and cash cards |  |  |  |  | (10 thousands) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 08/2 |  | 09/2 |  | 10/2. |  |
|  |  | Change |  | Change |  | Change |
| IY Card (credit card and point card) | 262 | +13 | 281 | +19 | 297 | +16 |
| Millennium Card (credit card and point card) | 248 | +1 | 263 | +15 | 247 | - |
| Club-on Card (credit card and point card) | 243 | (2) | 252 | +9 | 244 | - |
| nanaco (electronic money) | 551 | - | 750 | +199 | 980 | +230 |
| IY Point Card (cash usage only) | 608 | +51 | 652 | +44 | 687 | +35 |
| Seven Bank (cash card) | 57 | +11 | 67 | +10 | 76 | +9 |

Notes: 1. For IY Card, only the number of effective members is shown.
2. Accompanying a system change, the method of counting the number of cardholders for Millennium Card and Club-on Card was changed from 10/2.
3. The number of nanaco includes the number of mobile nanaco holders


[^0]:    *From January 2006, Seven-Eleven Japan's short-term rating is its rating as the guarantor of 7-Eleven, Inc.'s commercial paper program. Note: Due to the redemption on March 29, 2010, of bonds issued by Ito-Yokado, the bond rating has been withdrawn.

[^1]:    * Sales per square meters $=$ Merchandise sales $\div$ Weighted average floor space

[^2]:    * Life Foods is an affiliate which produces and sells delicatessen in York-Benimaru stores

