SEVEN\&i HLDGS.

## Brief Summary for the Second Quarter of FY2016

October 8, 2015
Seven \& i Holdings Co., Ltd.

## CONSOLIDATED RESULTS

## 1. Financial Results

|  | Six Months Ended August 31, 2014 |  | Six Months Ended August 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Group's total sales ${ }^{* 1}$ | 5,082,915 | 107.0 | 5,310,227 | 104.5 | 10,235,664 | 106.6 | 10,600,000 | 103.6 |
| Revenues from operations | 3,004,423 | 107.0 | 2,994,992 | 99.7 | 6,038,948 | 107.2 | 6,150,000 | 101.8 |
| Convenience store operations | 1,367,995 | 107.1 | 1,330,761 | 97.3 | 2,727,780 | 107.8 | 2,767,000 | 101.4 |
| Superstore operations | 1,002,063 | 100.5 | 1,024,073 | 102.2 | 2,012,176 | 100.1 | 2,060,000 | 102.4 |
| Department store operations | 423,144 | 100.3. | 425,781 | 100.6 | 875,027 | 100.4 | 900,000 | 102.9 |
| Food services | 41,322 | 101.5 | 43,125 | 104.4 | 80,980 | 103.1 | 84,700 | 104.6 |
| Financial services | 88,157 | 112.5 | 95,296 | 108.1 | 178,221 | 112.2 | 192,000 | 107.7 |
| Mail order services | 90,880 |  | 79,915 | 87.9 | 185,802 |  | 164,000 | 88.3. |
| Others | 27,611 | 111.6 | 31,597 | 114.4 | 53,897 | 106.7 | 70,000 | 129.9 |
| Eliminations / corporate | $(36,752)$ |  | $(35,558)$ |  | $(74,937)$ |  | $(87,700)$ |  |
| Operating income (loss) | 167,225 | 101.6 | 172,459 | 103.1 | 343,331 | 101.1 | 367,000 | 106.9 |
| Convenience store operations | 136,887 | 106.3 | 152,328 | 111.3 | 276,745 | 107.5 | 302,000 | 109.1 |
| Superstore operations | 9,183 | 77.8 | 1,158 | 12.6 | 19,340 | 65.2 | 20,600 | 106.5 |
| Department store operations | (92) |  | (869) |  | 7,059 | 107.1 | 7,600 | 107.7 |
| Food services | 25 | 3.0 | 1,110 |  | 44 | 7.3 | 1,600 |  |
| Financial services | 24,006 | 105.0 | 24,123 | 100.5 | 47,182 | 105.1 | 50,000 | 106.0 |
| Mail order services | (3,044) |  | (4,703) |  | (7,521) |  | (6,900) |  |
| Others | 1,809 | 134.5 | 1,944 | 107.4 | 3,669 | 169.4 | 4,500 | 122.6 |
| Eliminations / corporate | $(1,550)$ |  | $(2,634)$ |  | $(3,188)$ |  | $(12,400)$ |  |
| Ordinary income | 167,237 | 101.5 | 170,686 | 102.1 | 341,484 | 100.7 | 362,000 | 106.0 |
| Special gains | 952 | 40.4 | 1,614 | 169.6 | 4,835 | 145.1 |  |  |
| Special losses | 17,597 | 108.5 | 19,445 | 110.5 | 36,124 | 115.8 |  |  |
| Income before income taxes and minority interests | 150,592 | 99.8 | 152,855 | 101.5 | 310,195 | 99.7 |  |  |
| Net income | 83,901 | 100.7 | 84,521 | 100.7 | 172,979 | 98.5 | 183,000 | 105.8 |
| Net income per share | $\begin{array}{r} \hline \text { yen } \\ \mathbf{9 4 . 9 0} \\ \hline \end{array}$ | $\begin{array}{r} \% \\ 100.6 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { yen } \\ 95.60 \\ \hline \end{array}$ | $\begin{array}{r} \% \\ \hline 100.7 \\ \hline \end{array}$ | $\begin{array}{r} \hline \text { yen } \\ 195.66 \\ \hline \end{array}$ | $\begin{array}{r} \hline \% \\ 98.4 \end{array}$ | $\begin{array}{r} \hline \text { yen } \\ 206.98 \\ \hline \end{array}$ | 105.8 ${ }^{\text {\% }}$ |

Number of shares outstanding (shares)

| Average $^{* 2}$ | $884,060,592$ | $884,114,221$ | $884,064,278$ |
| :--- | ---: | ---: | ---: |
| End of period $^{* 2}$ | $884,069,511$ | $884,150,623$ | $884,066,302$ |

*1. Group's total sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees.
Convenience store's total sales including total store sales of Seven-Eleven Japan and 7-Eleven, Inc. for six months ended 2014 and 2015, fiscal year ended Feb. 28, 2015, and fiscal year ending Feb. 29, 2016 are 3,446,487 million yen, 3,645,996 million yen, 6,924,497 million yen and 7,217,000 million yen, respectively.
*2. Excluding treasury stock
Exchange rates

|  |  | Six Months Ended August 31, 2014 | Six Months Ended August 31, 2015 | Fiscal Year Ended <br> Feb. 28, 2015 | Fiscal Year Ending Feb. 29, 2016 (Forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income statements | U.S.\$1= | 102.46 yen | 120.30 yen | 105.79 yen | 120.00 yen |
|  | 1yuan= | 16.64 yen | 19.33 yen | 17.18 yen | 19.00 yen |
| Balance sheets | U.S.\$1= | 101.36 yen | 122.45 yen | 120.55 yen | - |
|  | 1yuan= | 16.32 yen | 19.73 yen | 19.35 yen | - |

## (Reference) Operating income before amortization of goodwill

(Millions of yen)

|  | Six Months August 31, | Ended <br> YOY(\%) | Six Months August 31, | $\begin{aligned} & \text { Ended } \\ & 2015 \end{aligned}$ YOY(\%) | Fiscal Year Feb. 28, 2 | Ended $\qquad$ <br> YOY(\%) | Fiscal Year Feb. 29, 2016 | Ending <br> Forecast) <br> YOY(\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating income (loss) | 176,676 | 101.8 | 182,781 | 103.5 | 362,226 | 101.1 | 388,000 | 107.1 |
| Convenience store operat.................................. | 141,255 | 106.3 | 157, 327 | 111.4 | 285,454 | 107.4 |  |  |
| Superstore operationions | 10,753 | 80.4 | 2,728 | 25.4 | 22,480 | 68.6 |  |  |
| Department store operationions | 2,552 | 121.9 | 1,773 | 69.5 | 12,342 | 103.9 |  |  |
| Food services | 25 | 3.0 | 1,110 |  | 44 | 7.3 |  |  |
| Financial services | 24,771 | 105.0 | 24,967 | 100.8 | 48,742 | 104.5 |  |  |
| Mail order servi................. | $(3,039)$ |  | $(4,698)$ |  | (7,512) |  |  |  |
| Others | 1,906 | 138.1 | 2,205 | 115.7 | 3,862 | 172.7 |  |  |
| Eliminations / corporate | $(1,550)$ |  | $(2,634)$ |  | $(3,188)$ |  |  |  |

Notes: 1 . Eliminations / corporate in operating income mainly reflect the Company's operating expenses relating to the Group strategy.
2. The results of Nissen Holdings and its subsidiaries and affiliates in the fiscal year ended Feb. 2014 are consolidated only in the balance sheets

## 2. Major Factors for Changes in Financial Results for the Second Quarter of FY2016 *For results of principal operating companies, please refer to page 5 to 6.



| Revenues from operations | 2,994,992 | $(9,430)$ | (1) Mainly decrease of gasoline sales at 7-Eleven, Inc. <br> - Decrease gasoline sales mainly due to lower crude oil prices (Decrease in amount excluding foreign exchange effects: 200.1 billion yen) <br> (2) Upward pressure from the effect of a weaker yen: 145.7 billion yen |
| :---: | :---: | :---: | :---: |
| Operating income | 172,459 | +5,233 |  |
| Convenience stores | 152,328 | +15,441 | (1) Seven-Eleven Japan <br> - Higher income due to growth in existing store sales and merchandise gross profit margin led by standard products such as rice balls. <br> (2) 7-Eleven, Inc. <br> - Higher income due to growth in merchandise sales and gross profit margin led by fast food products and beverages. The effect of a weaker yen . |
| Superstores | 1,158 | $(8,024)$ | (1) Ito-Yokado <br> - Lower income mainly due to a decrease in existing store sales and deterioration of the gross profit margin in apparel. <br> (2) York-Benimaru (Including Life Foods ${ }^{* 2}$ ) <br> - Higher income due to growth in existing store sales and improvement of gross profit margin. <br> (3) Higher income at Akachan Honpo |
| Department stores | (869) | (777) | Sogo \& Seibu <br> - Lower income reflected a decrease in existing store sales and deterioration of the gross profit margin. |
| Food services | 1,110 | +1,085 | Higher income at Seven \& i Food Systems |
| Financial services | 24,123 | +116 |  |
| Mail order services | $(4,703)$ | $(1,659)$ | Lower income at Nissen Holdings |
| Others | 1,944 | +134 |  |
| Eliminations/corporate ${ }^{* 3}$ | $(2,634)$ | $(1,083)$ | Mainly an increase in expenses related to the Omni-Channel Strategy |
| Ordinary income | 170,686 | +3,448 | - Factors increasing operating income. |
| Net income | 84,521 | +620 |  |

[^0]3. Segment Information
(1) Business Segment Information
(Millions of yen)


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.
2. Capital expenditures include investments related to openings of stores for each fiscal year and beyond. Corporate in capital expenditures mainly reflect the Company's capital expenditures relating to the Group strategy
3. In capital expenditures, figures in square brackets [ ] show the figures reflecting the securitization of assets in superstore operations planned for the second half of the fiscal year.
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 record on selling, general and administrative expenses.
6. The results of Nissen Holdings and its subsidiaries and affiliates in the fiscal year ended Feb. 2014 are consolidated only in the balance sheets.
(2) Geographic Area Segment Information
(Millions of yen)

|  | Six Months Ended August 31, 2014 |  | Six Months Ended <br> August 31, 2015 |  |  | Fiscal Year Ended Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) | Composition <br> (\%) |  | YOY(\%) |
| Revenues from operations |  |  |  |  |  |  |  |
| Japan | 1,955,877 | 107.3 | 2,008,722 | 102.7 | 67.0 | 3,941,337 | 107.0 |
| North America | 986,193 | 106.3 | 917,300 | 93.0 | 30.6 | 1,968,854 | 107.5 |
| Others | 63,458 | 111.3 | 70,007 | 110.3 | 2.3 | 131,058 | 109.9 |
| Eliminations | $(1,107)$ | - | $(1,038)$ | - | - | $(2,301)$ | - |
| Total | 3,004,423 | 107.0 | 2,994,992 | 99.7 | - | 6,038,948 | 107.2 |
| Operating income |  |  |  |  |  |  |  |
| Japan | 148,906 | 99.8 | 145,176 | 97.5 | 84.2 | 295,666 | 98.7 |
| North America | 19,324 | 118.6 | 27,507 | 142.3 | 16.0 | 49,825 | 120.0 |
| Others | $(1,001)$ | - | (230) | - | (0.1) | $(2,161)$ | - |
| Eliminations | (3) | - | 5 | - | - | 1 | - |
| Total | 167,225 | 101.6 | 172,459 | 103.1 | - | 343,331 | 101.1 |

Note: "Others" consists of the business results in China, etc.
4. Interest-Bearing Debt
(Millions of yen)

|  | Six Months Ended August 31, 2014 |  | Six Months Ended August 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Short-term loans | 120,710 | 97.2 | 134,636 | 111.5 | 130,780 | 112.6 |
| Current portion of long-term loans | 56,353 | 33.4 | 82,835 | 147.0 | 70,013 | 69.5 |
| Current portion of bonds | 59,998 | 136.4 | 40,000 | 66.7 | 59,999 | 300.0 |
| Commercial paper | - | - | - | - | - | - |
| Sub-total | 237,062 | 67.0 | 257,471 | 108.6 | 260,792 | 110.1 |
| Bonds | 304,990 | 83.6 | 399,993 | 131.1 | 319,992 | 87.7 |
| Long-term loans | 368,508 | 135.1 | 374,335 | 101.6 | 367,467 | 110.5 |
| Commercial paper | - | - | - | - | - | - |
| Sub-total | 673,499 | 105.6 | 774,328 | 115.0 | 687,459 | 98.6 |
| Total | 910,561 | 91.8 | 1,031,800 | 113.3 | 948,252 | 101.5 |
| Ratio to total assets (\%) | 18.1 | (2.8) | 18.9 | +0.8 | 18.1 | (1.3) |
| Ratio to owners' equity (\%) | 42.7 | (6.9) | 43.6 | +0.9 | 41.2 | (3.4) |

Interest-Bearing Debt by Business Segment

| Convenience store operations | 111,520 | 69.7 | 134,695 | 120.8 | 132,632 | 114.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Superstore operations | 16,343 | 84.3 | 13,575 | 83.1 | 16,131 | 83.8 |
| Department store operations | 180,640 | 97.9 | 173,041 | 95.8 | 174,395 | 96.7 |
| Food services | - | - | - | - | - | - |
| Mail order services | 17,580 | - | 27,887 | 158.6 | 24,158 | 141.3 |
| Others | - | - | 6,400 | - | 4,810 | - |
| Corporate | 269,989 | 100.0 | 329,993 | 122.2 | 269,991 | 100.0 |
| Sub-total (excluding financial services) | 596,074 | 94.0 | 685,592 | 115.0 | 622,119 | 103.2 |
| Financial services | 314,487 | 88.0 | 346,208 | 110.1 | 326,132 | 98.3 |
| Total | 910,561 | 91.8 | 1,031,800 | 113.3 | 948,252 | 101.5 |

## Bond Information

|  | Amount | Date of issue | Coupon | Redemption date |
| :---: | :---: | :---: | :---: | :---: |
| Issued by Seven \& i Holdings |  |  |  |  |
| 3rd unsecured domestic straight bonds | 30 billion yen | July 3, 2008 | 1.94\% | June 20, 2018 |
| 5th unsecured domestic straight bonds | 20 billion yen | June 29, 2010 | 0.852\% | June 20, 2017 |
| 6th unsecured domestic straight bonds | 60 billion yen | June 29, 2010 | 1.399\% | June 19, 2020 |
| 7th unsecured domestic straight bonds | 40 billion yen | Apr. 26, 2013 | 0.258\% | June 20, 2016 |
| 8th unsecured domestic straight bonds | 40 billion yen | Apr. 26, 2013 | 0.383\% | June 20, 2019 |
| 9 9th unsecured domestic straight bonds | 20 billion yen | Apr. 26, 2013 | 0.671\% | Mar. 20, 2023 |
| 10th unsecured domestic straight bonds | 30 billion yen | June 17, 2015 | 0.150\% | June 20, 2018 |
| 11th unsecured domestic straight bonds | 60 billion yen | June 17, 2015 | 0.514\% | June 20, 2022 |
| 12th unsecured domestic straight bonds | 30 billion yen | June 17, 2015 | 0.781\% | June 20, 2025 |
| Issued by Seven Bank |  |  |  |  |
| 6 6th unsecured domestic straight bonds | 30 billion yen | May 31, 2012 | 0.398\% | June 20, 2017 |
| 7th unsecured domestic straight bonds | 10 billion yen | May 31, 2012 | 0.613\% | June 20, 2019 |
| 8rd unsecured domestic straight bonds | 15 billion yen | Mar. 7, 2013 | 0.243\% | Mar. 20, 2018 |
| 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 |

Ratings
(As of September 30, 2015)

|  |  | 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 | - |

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

Seven-Eleven Japan

| Seven-Eleven Japan |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|}
\hline
\end{tabular} |

7-Eleven, Inc.

|  | Six Months Ended June 30, 2014 |  | Six Months Ended June 30, 2015 |  | Fiscal Year Ended <br> Dec. 31, 2014 |  | Fiscal Year Ending Dec. 31, 2015 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 969,533 | 106.1 | 899,969 | 92.8 | 1,935,274 | 107.5 | 1,909,000 | 98.6 |
| Other operating revenues | 100,972 | 111.7 | 128,832 | 127.6 | 219,307 | 113.8 |  |  |
| Operating income | 23,994 | 115.5 | 33,313 | 138.8 | 59,651 | 116.5 | 76,400 | 128.1 |
| Operating income (thousands of dollar) | 234,181 | 107.9 | 276,920 | 118.3 | 563,868 | 107.6 | 636,667 | 112.9 |
| Total store sales | 1,385,766 | 107.7 | 1,435,975 | 103.6 | 2,834,464 | 107.3 | 3,000,000 | 105.8 |
| Merchandise sales | 666,051 | 110.2 | 825,968 | 124.0 | 1,431,429 | 112.6 |  |  |
| Gasoline sales | 719,714 | 105.5 | 610,007 | 84.8 | 1,403,035 | 102.4 | , |  |
| Existing store sales increase (\%) ${ }^{* 1,2}$ (U.S. Merchandise sales) | +1.6 |  | +6.4 |  | +3.1 |  | +5.4 |  |
| Merchandise GP Margin (\%) ${ }^{\text {¹ }}$ | 34.6 | (0.1) | 34.9 | +0.3 | 34.5 | (0.3) | 34.7 | +0.2 |
| Average daily merchandise sales per store (U.S. dollar) ${ }^{* 1}$ | 4,329 | +59 | 4,587 | +258 | 4,472 | +132 |  |  |
| Number of stores | 8,309 | +17 | 8,255 | (42) | 8,297 | +5 | 8,497 | +200 |
| Exchange rates U.S.\$1= | 102.46 | yen | 120.30 | yen | 105.79 | yen | 120.00 | yen |

Note: Figures for the amounts of each fiscal year reflect adjustments to the necessary for the consolidation to Seven \& i Holdings'
consolidated accounts. Operating income in U.S. dollar amounts are translated from yen amounts, which reflect adjustments to the necessary for the consolidation of Seven \& i Holdings' consolidated accounts
*1. Exclude gasoline sales.
*2. Existing store sales increase are calculated in U.S. dollars.
Ito-Yokado (Millions of yen)

|  | Six Months Ended <br> August 31, 2014 |  | Six Months Ended <br> August 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 640,526 | 98.2 | 638,328 | 99.7 | 1,285,942 | 98.0 | 1,296,000 | 100.8 |
| Net sales | 624,427 | 98.0 | 621,264 | 99.5 | 1,253,296 | 97.9 | 1,261,000 | 100.6 |
| Operating income | 656 | 25.2 | $(9,062)$ | - | 1,859 | 16.6 | 1,000 | 53.8 |


| Existing store sales increase (\%) | (4.1) | (1.3) | $(4.5)$ | $(0.2)$ |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Merchandise GP Margin (\%) | 29.9 | +0.1 | 28.8 | $(1.1)$ | 29.9 | $(0.3)$ |
| Number of domestic stores | 180 | +1 | 181 | $\pm 0$ | 181 | +2 |


| York-Benimaru |  |  |  |  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended August 31, 2014 |  | Six Months Ended August 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016 (Forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 198,049 | 105.6 | 204,731 | 103.4 | 396,930 | 104.2 | 417,000 | 105.1 |
| Net sales | 194,859 | 105.6 | 201,388 | 103.4 | 390,492 | 104.2 | 410,000 | 105.0 |
| Operating income | 6,135 | 94.3 | 6,178 | 100.7 | 12,820 | 100.8 | 13,300 | 103.7 |


| Existing store sales increase (\%) | +0.8 |  | +0.3 | +0.2 | +1.8 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Merchandise GP Margin (\%) | 25.3 | $(0.1)$ | 25.5 | +0.2 | 25.6 |
| Number of domestic stores | 194 | +1 | 202 | +2 | 200 |



| (Reference) Resuits including Life Foods |
| :--- | ---: | ---: | ---: | ---: | ---: |

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.

| Sogo \& Seibu |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended August 31, 2014 |  | Six Months Ended <br> August 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016 (Forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 389,019 | 100.5 | 388,121 | 99.8 | 802,996 | 100.2 | 825,600 | 102.8 |
| Net sales | 382,889 | 100.5 | 381,892 | 99.7 | 790,244 | 100.1 | 812,600 | 102.8 |
| Operating income | 1,740 | 111.3 | 1,114 | 64.0 | 10,226 | 100.8 | 12,000 | 117.3 |
| Existing store sales increase (\%) | +0.6 |  | (0.4) |  | +0. |  | +2.8 |  |
| Merchandise GP Margin (\%) | 24.7 | (0.2) | 24.6 | (0.1) | 24.6 | (0.2) | 24.8 | +0.2 |
| Number of domestic stores | 24 | $\pm 0$ | 24 | $\pm 0$ | 24 | $\pm 0$ | 24 | $\pm 0$ |

Seven \& i Food Systems (Millions of yen)

|  | Six Months Ended <br> August 31, 2014 |  | Six Months Ended <br> August 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 41,299 | 101.6 | 43,125 | 104.4 | 80,932 | 103.1 | 84,700 | 104.7 |
| Net sales | 41,178 | 101.8 | 43,046 | 104.5 | 80,685 | 103.3 | 84,300 | 104.5 |
| Operating income (loss) | 87 | 8.9 | 1,215 | - | 163 | 19.7 | 1,700 | - |

< Restaurant division >

| Existing store sales increase (\%) | +0.9 |  | +0.3 | +1.1 | +1.1 |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Merchandise GP Margin (\%) | 69.4 | $(0.2)$ | 68.5 | $(0.9)$ | 68.9 | $(0.5)$ |
| Number of domestic stores | 473 | +3 | 469 | $(5)$ | 474 | +4.0 |

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

STORE INFORMATION

1. Store Openings and Closures of Major Group Companies


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 June, or as of the end of December.
*2. The number of LOFT stores includes 11 franchised stores for August 2014, 13 franchised stores for August 2015 and 11 franchised stores for FY2015.

## 2. Convenience Store Operations Network

(1) Domestic Store Network

|  | Aug. 2014 | Feb. 2015 | Aug. 2015 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 914 | 922 | 933 | +11 |
| Aomori |  |  | 16 | +16 |
| Iwate | 103 | 113 | 118 | +5 |
| Miyagi | 366 | 368 | 374 | +6 |
| Akita | 48 | 60 | 70 | +10 |
| Yamagata | 165 | 170 | 172 | +2 |
| Fukushima | 401 | 406 | 410 | +4 |
| Ibaraki | 613 | 618 | 623 | +5 |
| Tochigi | 394 | 397 | 404 | +7 |
| Gunma | 438 | 446 | 457 | +11 |
| Saitama | 1,048 | 1,068 | 1,100 | +32 |
| Chiba | 924 | 951 | 983 | +32 |
| Tokyo | 2,226 | 2,281 | 2,344 | +63 |
| Kanagawa | 1,219 | 1,244 | 1,296 | +52 |
| Niigata | 394 | 402 | 406 | +4 |
| Toyama | 112 | 115 | 122 | +7 |
| Ishikawa | 91 | 104 | 114 | +10 |
| Fukui | 55 | 58 | 61 | +3 |
| Yamanashi | 178 | 180 | 188 | +8 |
| Nagano | 429 | 431 | 434 | +3 |
| Gifu | 150 | 158 | 159 | +1 |
| Shizuoka | 621 | 640 | 657 | +17 |
| Aichi | 921 | 947 | 978 | +31 |
| Mie | 87 | 96 | 106 | +10 |
| Shiga | 198 | 215 | 217 | +2 |
| Kyoto | 256 | 268 | 284 | +16 |
| Osaka | 869 | 902 | 959 | +57 |
| Hyogo | 519 | 547 | 580 | +33 |
| Nara | 108 | 114 | 121 | +7 |
| Wakayama | 57 | 59 | 65 | +6 |
| Shimane | 12 | 12 | 13 | +1 |
| Okayama | 274 | 277 | 281 | +4 |
| Hiroshima | 497 | 512 | 531 | +19 |
| Yamaguchi | 272 | 277 | 284 | +7 |
| Tokushima | 79 | 85 | 88 | +3 |
| Kagawa | 83 | 91 | 98 | +7 |
| Ehime | 32 | 50 | 64 | +14 |
| Kochi |  |  | 16 | +16 |
| Fukuoka | 817 | 835 | 863 | +28 |
| Saga | 171 | 172 | 173 | +1 |
| Nagasaki | 135 | 145 | 152 | +7 |
| Kumamoto | 264 | 271 | 281 | +10 |
| Oita | 138 | 143 | 149 | +6 |
| Miyazaki | 170 | 171 | 173 | +2 |
| Kagoshima | 165 | 170 | 175 | +5 |
| Total | 17,013 | 17,491 | 18,092 | +601 |

(2) Global Seven-Eleven Store Network
(Consolidated subsidiaries)

|  | Aug. 2014 | Feb. 2015 | Aug. 2015 | Change |
| :--- | ---: | ---: | ---: | ---: |
| Japan | 17,013 | 17,491 | 18,092 | +601 |
| North America | 8,309 | 8,297 | 8,255 | $(42)$ |
| U.S.A. | 7,820 | 7,803 | 7,760 | $(43)$ |
| Canada | 489 | 494 | 495 | +1 |
| Hawaii | 61 | 60 | 60 | +0 |
| China (Beijing) | 160 | 175 | 180 | +5 |
| China (Tianjin) | 54 | 60 | 59 | $(1)$ |
| China (Chengdu) | 80 | 66 | 58 | $(8)$ |
| Sub-total |  | 25,677 | 26,149 | 26,704 |
| * Figures for "North America" are the number of franchised stores |  |  |  |  |
| and directly operated stores operated by 7-Eleven, Inc. |  |  |  |  |

(Area licensees)

|  | June 2014 | Dec. 2014 | June 2015 | Change |
| :---: | :---: | :---: | :---: | :---: |
| South Korea | 7,055 | 7,231 | 7,484 | +253 |
| China (Hong Kong and others)* | 1,627 | 1,652 | 1,689 | +37 |
| China (Shanghai) | 74 | 76 | 76 | $\pm 0$ |
| China (Shandong) | 23 | 25 | 27 | +2 |
| China (Chongqing) | 4 | 10 | 12 | +2 |
| Taiwan | 5,001 | 5,040 | 5,022 | (18) |
| Thailand | 7,816 | 8,127 | 8,469 | +342 |
| Philippines | 1,121 | 1,282 | 1,405 | +123 |
| Malaysia | 1,623 | 1,745 | 1,854 | +109 |
| Singapore | 512 | 493 | 477 | (16) |
| Indonesia | 168 | 187 | 194 | +7 |
| Australia | 599 | 611 | 618 | +7 |
| U.S.A. | 289 | 289 | 289 | $\pm 0$ |
| Mexico | 1,730 | 1,826 | 1,878 | +52 |
| Norway | 158 | 156 | 156 | $\pm 0$ |
| Sweden | 193 | 192 | 189 | (3) |
| Denmark | 195 | 190 | 189 | (1) |
| Sub-total | 28,188 | 29,132 | 30,028 | +896 |
| * Figures for China (Hong Kong and others) include Guang Dong Province and Macau. |  |  |  |  |


|  | Aug. 2014 | Feb. 2015 | Aug. 2015 | Change |
| :--- | :---: | :---: | :---: | :---: |
| Total Worldwide | 53,865 | 55,281 | 56,732 | $+1,451$ |

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

[^1]The number of 7-Eleven stores around the world including area licensees are 57,219 stores as of August 31, 2015.

## 3. Store Information of Superstore Operations

(1) Superstore (Ito-Yokado)

| Store openings and closures for the fiscal year ending February 29, 2016 |  |  |  |  | (Square meters) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| Openings | Net Supermarket Nishinippori* ${ }^{1}$ | Tokyo | Mar. 8, 2015 | - | - |
|  | Omiya (S\&B) | Saitama | Apr. 24, 2015 | - | 4,225 |
|  | Shokuhinkan Shinjuku-Tomihisa (food specialty store) | Tokyo | Sep. 25, 2015 | - | 1,956 |
| Closures ${ }^{* 2}$ | Omiya (S\&B) | Saitama | Mar. 1, 2015 | - | 12,107 |
|  | Minowa (S\&B) | Tokyo | Apr. 5, 2015 | - | 3,336 |

*1 Sales floor space is not displayed for the dedicated Net Supermarket store.
*2 2 stores will be closed in the 2nd half of fiscal year ending February 29, 2016.

## (2) Supermarkets (York-Benimaru)

Store openings for the fiscal year ending February 29, 2016

|  | Store name | Location | Date | Sales floor space | Directly managed <br> sales floor space |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Openings* | Sendai-Rokuchonome | Miyagi | June 11, 2015 | 3,190 | 2,279 |
|  | Tochigi-Hirayanagi | Tochigi | July 17, 2015 | $2,-\ldots 00$ | 1,785 |

* 7 stores will be opened in the 2nd half of fiscal year ending February 29, 2016.
(3) China (Superstores)
Store closure for the fiscal year ending February 29, 2016

|  | Store name | Location | Date | Sales floor space |
| :--- | :---: | :---: | :---: | :---: |
| Closure | Youanmen | Beijing | Mar. 31, 2015 | 11,800 |

[^2]4. Capital Expenditures, Depreciation and Amortization of Major Group Companies (Millions of yen)

|  | Six Months Ended August 31, 2014 YOY(\%) |  | Six Months Ended August 31, 2015 ! YOY(\%) |  | Fiscal Year Ended Feb. 28, 2015 YOY(\%) |  | Fiscal Year Ending <br> Feb. 29, 2016 (Forecast) <br> $: \mathrm{YOY}(\%)$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan |  |  |  |  |  |  |  |  |
| Investment to new stores | 46,674 | 93.2 | 41,046 | 87.9 | 84,020 | 97.6 |  |  |
| Investment to existing stores and other | 28,882 | 143.3 | 19,646 | 68.0 | 43,862 | 119.9 |  |  |
| Software development | 733 | 78.0 | 2,932 | 400.0 | 1,555 | 93.9 |  |  |
| Total capital expenditures | 76,290 | 107.2 | 63,626 | 83.4 | 129,438 | 104.1 | 160,000 | 123.6 |
| Depreciation and amortization | 22,927 | 124.4 | 24,789 | 108.1 | 47,698 | 122.3 | 57,000 | 119.5 |
| 7-Eleven, Inc. |  |  |  |  |  |  |  |  |
| Investment to new stores and other | 13,433 | 46.3 | 14,629 | 108.9 | 27,017 | 52.4 |  |  |
| Investment to existing stores and other | 14,269 | 178.2 | 20,925 | 146.6 | 30,068 | 158.3 |  |  |
| Software development | 2,666 | 50.3 | 3,367 | 126.3 | 6,139 | 63.5 | - |  |
| Total capital expenditures | 30,369 | 71.7 | 38,922 | 128.2 | 63,226 | 78.8 | 131,000 | 207.2 |
| Depreciation and amortization | 27,854 | 105.4 | 31,803 | 114.2 | 56,482 | 105.8 | 68,000 | 120.4 |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado |  |  |  |  |  |  |  |  |
| Investment to new stores | 4,019 | 15.0 | 30,176 | 750.8 | 21,959 | 59.2 |  |  |
| Investment to existing stores and other | 11,998 | 157.0 | 8,970 | 74.8 | 18,377 | 171.1 |  |  |
| Software development | 314 | 170.7 | 3,487 |  | 731 | 731.0 |  |  |
| Total capital expenditures | 16,331 | 47.2 | 42,633 | 261.1 | 41,067 | 85.7 | 61,100 | 148.8 |
| Including securitization of assets* | 16,331 | 47.2 | 42,633 | 261.1 | 41,067 | 85.7 | 39,300 | 95.7 |
| Depreciation and amortization | 5,323 | 112.5 | 6,282 | 118.0 | 11,137 | 111.2 | 12,900 | 115.8 |
| York-Benimaru |  |  |  |  |  |  |  |  |
| Investment to new stores | 3,048 | 74.4 | 3,414 | 112.0 | 10,843 | 116.5 |  |  |
| Investment to existing stores and other | 1,863 | 223.3 | 1,644 | 88.3 | 2,838 | 224.4 |  |  |
| Software development | 413 |  | 53 | 12.9 | 438 | 336.9 | - |  |
| Total capital expenditures | 5,324 | 107.2 | 5,111 | 96.0 | 14,120 | 132.0 | 12,400 | 87.8 |
| Depreciation and amortization | 1,712 | 112.0 | 1,906 | 111.3 | 3,569 | 112.7 | 3,900 | 109.3 |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu |  |  |  |  |  |  |  |  |
| Investment to new stores |  |  |  |  |  |  |  |  |
| Investment to existing stores and other | 5,402 | 72.7 | 5,817 | 107.7 | 9,389 | 88.9 |  |  |
| Software development | 1,374 | 334.3 | 796 | 57.9 | 3,373 | 211.7 |  |  |
| Total capital expenditures | 6,776 | 86.5 | 6,637 | 97.9 | 12,762 | 105.0 | 12,800 | 100.3 |
| Depreciation and amortization | 5,965 | 101.8 | 6,031 | 101.1 | 11,996 | 101.7 | 12,000 | 100.0 |

[^3]
## Business Performance of Group Principal Companies

## 1．Convenience Store Operations

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

|  | Six Months Ended Aug．31， 2014 |  |  | Six Months Ended Aug．31， 2015 |  |  | Fiscal Year Ended <br> Feb．28， 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Yoy（\％） | $\underbrace{\substack{\text { cose }}}_{\substack{\text { composion } \\(06)}}$ |  | Yoy（\％） | ${ }_{\substack{\text { mposition } \\(0)}}^{\substack{\text { mas }}}$ |  | yoy（\％） | （\％） |
| Processed food | 529，889 | 105.6 | 26.2 | 567，579 | 107.1 | 26.2 | 1，034，131 | 105.6 | 25.8 |
| Fast food | 602，698 | 112.4 | 29.8 | 649，900 | 107.8 | 30.0 | 1，186，445 | 110.1 | 29.6 |
| Daily food | 254，832 | 106.4 | 12.6 | 285，956 | 112.2 | 13.2 | 517，065 | 106.0 | 12.9 |
| Non food | 635，058 | 101.8 | 31.4 | 662，898 | 104.4 | 30.6 | 1，270，618 | 102.8 | 31.7 |
| Total store sales | 2，022，479 | 106.4 | 100.0 | 2，166，334 | 107.1 | 100.0 | 4，008，261 | 106.0 | 100.0 |

Net sales increase at existing stores

|  | Six Months Ended Aug．31， 2014 | Six Months Ended Aug．31， 2015 | Fiscal Year Ended Feb．28， 2015 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | ＋2．6 | ＋3．2 | ＋2．4 |
| Number of customers | ＋1．0 | ＋1．5 | ＋0．7 |
| Average spending per customer | ＋1．6 | ＋1．7 | ＋1．7 |


| Average daily sales per store |  |  |  |  | （Thousands of yen） |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended Aug．31， 2014 |  | Six Months Ended Aug．31， 2015 |  | Fiscal Year Ended Feb．28， 2015 |  |
|  |  |  |  | Change |  | Change |
| All stores | 666 | （8） | 668 | ＋2 | 655 | （9） |
| Newly opened stores | 541 | （11） | 556 | ＋15 | 513 | （9） |


| Gross profit margin |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended Aug．31， 2014 |  | Six Months Ended Aug．31， 2015 |  | Fiscal Year Ended Feb．28， 2015 |  |
|  |  | Change |  | Change |  | Change |
| Processed food | 38.9 | ＋0．1 | 39.1 | ＋0．2 | 38.8 | ＋0．1 |
| Fast food | 35.4 | ＋0．8 | 35.3 | （0．1） | 35.7 | ＋0．6 |
| Daily food | 33.1 | （0．1） | 33.1 | $\pm 0.0$ | 33.1 | （0．1） |
| Non food | 20.6 | ＋1．1 | 20.9 | ＋0．3 | 20.7 | ＋1．1 |
| Total | 31.4 | ＋0．8 | 31.6 | ＋0．2 | 31.4 | ＋0．7 |

## Selling，general and administrative expenses

（Millions of yen）

|  | Six Months Ended Aug．31， 2014 |  | Six Months Ended Aug．31， 2015 |  | Fiscal Year Ended Feb．28， 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY（\％） |  | YoY（\％） |  | YoY（\％） |
| Advertising expenses | 31，728 | 116.4 | 35，288 | 111.2 | 58，170 | 110.8 |
| Salaries and wages | 30，454 | 108.3 | 33，658 | 110.5 | 60，856 | 102.0 |
| Land and building rent | 61，677 | 112.6 | 68，605 | 111.2 | 126，663 | 112.3 |
| Depreciation and amortization | 22，927 | 124.4 | 24，789 | 108.1 | 47，698 | 122.3 |
| Utility expenses | 23，925 | 112.8 | 24，553 | 102.6 | 48，343 | 111.1 |
| Others | 48，228 | 107.8 | 52，073 | 108.0 | 98，053 | 108.5 |
| Total | 218，941 | 112.6 | 238，968 | 109.1 | 439，785 | 110.6 |


|  |  |  |  |  |  |  | （Stores） |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of stores by type | Six Months Ended Aug．31， 2014 |  |  | Six Months Ended Aug．31， 2015 |  |  | Fiscal | $\begin{aligned} & \text { Year Ende } \\ & 28,2015 \\ & \text { Change } \end{aligned}$ | d <br> －ローローローロ <br> （\％） |
| Number of stores | 17，013 ： | ＋694 ： | 100.0 | 18，092 ： | ＋601 | 100.0 | 17，491 | ＋1，172 | 100.0 |
| Franchised stores | 16，543 | ＋664 | 97.2 | 17，605 | ＋584 | 97.3 | 17，021 | ＋1，142 | 97.3 |
| Type A | 4，350 | ＋17 | 25.6 | 4，405 | ＋52 | 24.3 | 4，353 | ＋20 | 24.9 |
| Type C | 12，193 | ＋647 | 71.7 | 13，200 | ＋532 | 73.0 | 12，668 | 1，122 | 72.4 |
| Provisional management contract stores | 0 | $\pm 0$ | 0.0 | 0 | $\pm 0$ | 0.0 | 0 | $\pm 0$ | 0.0 |
| Directly operated stores | 470 | ＋30 | 2.8 | 487 ： | ＋17 | 2.7 | 470 | ＋30 | 2.7 |
| Open 24 hours | 16，690 | ＋650 | 98.1 | 17，623 | ＋518 | 97.4 | 17，105 | ＋1，065 | 97.8 |
| With liquor license | 16，822 | ＋663 | 98.9 | 17，866 | ＋559 | 98.8 | 17，307 | ＋1，148 | 98.9 |
| With cigarette license | 16，175 ： | ＋697 | 95.1 | 17，264 ！ | ＋556 | 95.4 | 16，708 | ＋1，230 | 95.5 |

[^4]Sales by product category (total store sales)
(Millions of yen)

|  | Six Months Ended June 30, 2014 |  |  |  | Six Months Ended June 30, 2015 |  |  |  | Fiscal Year Ended Dec. 31, 2014 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) | Composition <br> (\%) | $\begin{array}{\|c} \text { Mererchanadiaiseise } \\ \text { Composition } \end{array}$ (\%) |  | YOY(\%) | Composition <br> (\%) | $\begin{aligned} & \text { Mexrcciandicise } \\ & \text { Composition } \end{aligned}$ (\%) |  | YOY(\%) | Composition <br> (\%) | Merchandise Composition <br> (\%) |
| Processed food | 264,037 | 109.3 | 19.1 | 39.6 | 330,330 | 125.1 | 23.0 | 40.0 | 567,290 | 113.3 | 20.0 | 39.6 |
| Fast food | 100,897 | 115.5 | 7.3 | 15.1 | 123,946 | 122.8 | 8.6 | 15.0 | 216,881 | 115.6 | 7.7 | 15.2 |
| Daily food | 43,665 | 112.0 | 3.2 | 6.6 | 54,012 | 123.7 | 3.8 | 6.5 | 93,544 | 115.4 | 3.3 | 6.5 |
| Non food | 257,451 | 108.8 | 18.5 | 38.7 | 317,679 | 123.4 | 22.1 | 38.5 | 553,712 | 110.4 | 19.5 | 38.7 |
| Merchandise sales | 666,051 | 110.2 | 48.1 | 100.0 | 825,968 | 124.0 | 57.5 | 100.0 | 1,431,429 | 112.6 | 50.5 | 100.0 |
| Gasoline sales | 719,714 | 105.5 | 51.9 |  | 610,007 | 84.8 | 42.5 |  | 1,403,035 | 102.4 | 49.5 |  |
| Total store sales | 1,385,766 | 107.7 | 100.0 |  | 1,435,975 | 103.6 | 100.0 |  | 2,834,464 | 107.3 | 100.0 |  |

Net sales increase at existing stores

|  | Six Months Ended <br> June 30, 2014 | Six Months Ended <br> June 30, 2015 | Fiscal Year Ended <br> Dec. 31, 2014 |
| :--- | :---: | :---: | :---: |
| U.S. Merchandise sales <br> increase (dollar basis) | +1.6 | +6.4 | +3.1 |

## Average daily sales per store

|  | Six Months Ended June 30, 2014 |  | Six Months Ended June 30, 2015 |  | Fiscal Year Ended <br> Dec. 31, 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Total stores (dollar) | 4,329 | +59 | 4,587 | +258 | 4,472 | +132 |
| Total stores (thousands of yen) | 444 | +35 | 552 | +108 | 473 | +49 |

## Gross profit margin

|  | Six Months Ended <br> June 30, 2014 | Six Months Ended <br> June 30, 2015 | Fiscal Year Ended <br> Dec. 31, 2014 |  |
| :--- | :---: | :---: | :---: | :---: |
| Gross profit margin | 34.6 | $(0.1)$ | 34.9 | Change |

Selling, general \& administrative expenses
(Millions of yen)

|  | Six Months Ended June 30, 2014 |  | Six Months Ended June 30, 2015 |  | Fiscal Year Ended <br> Dec. 31, 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total (millions of yen) | 162,292 | 107.4 | 191,338 | 117.9 | 341,225 | 110.8 |
| Total (thousands of dollar) | 1,583,955 | 100.3 | 1,590,508 | 100.4 | 3,225,503 | 102.4 |


| Number of stores |  |  |  |  |  |  | (Stores) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended June 30, 2014 |  |  | Six Months Ended June 30, 2015 |  |  | Fiscal Year Ended <br> Dec. 31, 2014 |  |  |
|  |  | Change* | Composition <br> (\%) |  | Change ${ }^{1}$ | mīpositióō <br> (\%) |  | Change | omposition <br> (\%) |
| Number of stores | 8,309 | +17 | 100.0 | 8,255 | (42) | 100.0 | 8,297 | +5 | 100.0 |
| Franchised stores | 6,257 | +38 | 75.3 | 6,455 | +65 | 78.2 | 6,390 | +171 | 77.0 |
| BCP stores (Type A)*2 | 418 | +8 | 5.0 | 440 | +8 | 5.3 | 432 | +22 | 5.2 |
| Type C | 5,839 | +30 | 70.3 | 6,015 | +57 | 72.9 | 5,958 | +149 | 71.8 |
| Directly operated stores | 2,052 | (21) | 24.7 | 1,800 | (107) | 21.8 | 1,907 | (166) | 23.0 |
| With Gasoline station | 3,228 | (72) | 38.8 | 3,141 | (24) | 38.0 | 3,165 | (135) | 38.1 |

*1. Changes in number of stores represent the net change from the beginning of fiscal year.
*2. BCP stores stands for Business Conversion Program.

Gasoline

|  | Six Months Ended June 30, 2014 |  | Six Months Ended June 30, 2015 |  | Fiscal Year Ended Dec. 31, 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%)/Change |  | YOY(\%)/Change |  | YOY(\%)/Change |
| Sales <br> (thousands of dollar) | 7,024,347 | 98.5 | 5,070,721 | 72.2 | 13,262,457 | 94.6 |
| Gallons sold <br> (thousands of gallon) | 2,008,587 | 99.6 | 2,079,937 | 103.6 | 4,001,566 | 99.1 |
| $\begin{aligned} & \text { Margin } \\ & \text { (cents per gallon) } \end{aligned}$ | 19.67 | +0.22 | 18.58 | (1.09) | 20.81 | +0.52 |
| $\begin{array}{l}\text { Average retail price } \\ \text { (dollars per gallon) }\end{array}$ | 3.56 | (0.05) | 2.51 | (1.05) | 3.39 | (0.15) |

## 2. Superstore Operations

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

|  | Six Months Ended <br> Aug. 31, 2014 |  |  | Six Months Ended <br> Aug. 31, 2015 |  |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 100,024 | 96.0 | 16.0 | 94,648 | 94.6 | 15.2 | 193,354 | 94.8 | 15.4 |
| Household goods | 76,486 | 93.6 | 12.2 | 69,356 | 90.7 | 11.2 | 153,506 | 92.9 | 12.2 |
| Food | 293,256 | 97.4 | 47.0 | 294,827 | 100.5 | 47.5 | 592,913 | 97.5 | 47.3 |
| Merchandise sales | 469,767 | 96.5 | 75.2 | 458,831 | 97.7 | 73.9 | 939,774 | 96.1 | 75.0 |
| Tenants | 148,579 | 104.4 | 23.8 | 157,359 | 105.9 | 25.3 | 301,376 | 104.7 | 24.0 |
| Others | 6,080 | 80.3 | 1.0 | 5,073 | 83.4 | 0.8 | 12,145 | 80.7 | 1.0 |
| Net sales | 624,427 | 98.0 | 100.0 | 621,264 | 99.5 | 100.0 | 1,253,296 | 97.9 | 100.0 |

Note: For FY2016, 36 of drug and cosmetic sales areas operated by Ito-Yokado were transferred into Seven Bi no Garden Co., Ltd. (92 stores in all at the end of August, 2015)
Under the previous categories that were used in the previous term, year-on-year figures for six months ended August 31, 2015 would be $98.1 \%$ for
"Household goods", and 99.0\% for "Merchandise sales", respectively.

|  | Six Months Ended <br> Aug. 31, 2014 | Six Months Ended <br> Aug. 31, 2015 | Fiscal Year Ended <br> Feb. 28, 2015 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (4.1) | (1.3) | (4.5) |
| Number of customers | (6.8) | (1.5) | (5.7) |
| Average spending per customer | +3.0 | +0.2 | +1.3 |

Gross profit margin
(\%)

|  | Six Months Ended <br> Aug. 31, 2014 |  | Six Months Ended Aug. 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Apparel | 37.4 | (2.4) | 33.5 | (3.9) | 37.2 | (2.4) |
| Household goods | 30.6 | +0.3 | 30.0 | (0.6) | 30.3 | +0.1 |
| Food | 27.2 | +0.9 | 27.0 | (0.2) | 27.5 | +0.5 |
| Total | 29.9 | +0.1 | 28.8 | (1.1) | 29.9 | (0.3) |

Note: For FY2016, 36 of drug and cosmetic sales areas operated by Ito-Yokado were transferred into Seven Bi no Garden Co., Ltd.
(92 stores in all at the end of August, 2015)
Under the previous categories that were used in the previous term, changes for six months ended August 31, 2015 would be ( 0.7 )\% for
"Household goods" with only minimal effect on the "Total".
Selling, general and administrative expenses

|  | Six Months Ended <br> Aug. 31, 2014 |  | Six Months Ended <br> Aug. 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY̌(\%) |  | Yợ(\%) |  | YoY(\%) |
| Advertising expenses | 14,756 | 99.0 | 16,761 | 113.6 | 29,951 | 98.3 |
| Salaries and wages | 66,441 | 97.2 | 65,894 | 99.2 | 132,941 | 97.5 |
| Land and building rent | 32,098 | 98.2 | 30,673 | 95.6 | 63,580 | 97.8 |
| Depreciation and amortization | 5,323 | 112.5 | 6,282 | 118.0 | 11,137 | 111.2 |
| Utility expenses | 11,654 | 104.9 | 10,741 | 92.2 | 22,029 | 102.7 |
| Others | 35,775 | 99.2 | 37,913 | 106.0 | 73,476 | 101.3 |
| Total | 166,050 | 98.9 | 168,267 | 101.3 | 333,118 | 99.2 |

Sales floor space

|  | August 31, 2014 |  | August 31, 2015 |  | February 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY(\%) |  | Yoy(\%) |  | YoY(\%) |
| Total sales floor space | 2,813,471 | 100.7 | 2,805,844 | 99.7 | 2,832,235 | 100.5 |
| Directly managed floor space | 1,639,344 | 99.2 | 1,590,755 | 97.0 | 1,630,246 | 99.4 |
| Weighted average floor space | 1,639,212 | 99.3 | 1,591,005 | 97.1 | 1,643,647 | 100.4 |

Sales by product category
(Millions of yen)

|  | Six Months Ended Aug. 31, 2014 |  |  | Six M Aug | onths End $\text { 31, } 2015$ <br> YOY(\%) | d <br> Compositio <br> (\%) | Fiscal | $\begin{aligned} & \text { Year Enc } \\ & 28,2015 \\ & \text { YOY(\%) } \end{aligned}$ | d <br> Compositio <br> (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fresh food | 65,455 | 109.6 | 33.6 | 69,012 | 105.4 | 34.3 | 132,110 | 107.4 | 33.8 |
| Processed food | 46,132 | 103.3 | 23.7 | 47,600 | 103.2 | 23.6 | 92,181 | 102.7 | 23.6 |
| Daily food | 36,966 | 104.5 | 19.0 | 38,345 | 103.7 | 19.0 | 73,843 | 103.3 | 18.9 |
| Food | 148,554 | 106.3 | 76.3 | 154,958 | 104.3 | 76.9 | 298,136 | 104.9 | 76.3 |
| Apparel | 8,052 | 95.5 | 4.1 | 7,633 | 94.8 | 3.8 | 16,614 | 94.4 | 4.3 |
| Household goods | 10,374 | 106.4 | 5.3 | 10,065 | 97.0 | 5.0 | 20,694 | 101.7 | 5.3 |
| Merchandise sales | 166,981 | 105.7 | 85.7 | 172,657 | 103.4 | 85.7 | 335,445 | 104.1 | 85.9 |
| Life Foods* | 22,929 | 106.3 | 11.8 | 23,788 | 103.7 | 11.8 | 45,578 | 106.0 | 11.7 |
| Others | 4,948 | 99.9 | 2.5 | 4,942 | 99.9 | 2.5 | 9,469 | 99.0 | 2.4 |
| Tenants | 27,877 | 105.1 | 14.3 | 28,730 | 103.1 | 14.3 | 55,047 | 104.8 | 14.1 |
| Net sales | 194,859 | 105.6 | 100.0 | 201,388 | 103.4 | 100.0 | 390,492 | 104.2 | 100.0 |

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

Net sales increase at existing stores
(\%)

|  | Six Months Ended Aug. 31, 2014 | Six Months Ended Aug. 31, 2015 | Fiscal Year Ended <br> Feb. 28, 2015 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | +0.8 | +0.3 | +0.2 |
| Number of customers | (0.2) | +1.1 | (0.1) |
| Average spending per customer | +1.0 | (0.8) | +0.2 |

Gross profit margin

|  | Six Months Ended Aug. 31, 2014 |  | Six Months Ended Aug. 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Cohange |  | Change |
| Food | 24.9 | $\pm 0.0$ | 25.1 | +0.2 | 25.2 | +0.1 |
| Apparel | 31.2 | (1.1) | 31.6 | +0.4 | 31.2 | (0.9) |
| Household goods | 26.6 | (0.6) | 27.1 | +0.5 | 26.2 | $\pm 0.0$ |
| Total | 25.3 | (0.1) | 25.5 | +0.2 | 25.6 | $\pm 0.0$ |

## Selling, general and administrative expenses

(Millions of yen)

|  | Six Months Ended <br> Aug. 31, 2014 |  | Six Months Ended <br> Aug. 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY(\%) |  | YoY(\%) |  | YoY(\%) |
| Advertising and decoration expenses | 2,945 | 112.3 | 3,202 | 108.7 | 6,105 | 109.0 |
| Salaries and wages | 21,985 | 103.7 | 22,896 | 104.1 | 44,171 | 103.4 |
| Land and building rent | 4,465 | 103.1 | 4,540 | 101.7 | 8,956 | 102.5 |
| Depreciation and amortization | 1,712 | 112.0 | 1,906 | 111.3 | 3,569 | 112.7 |
| Utility expenses | 3,290 | 122.0 | 3,238 | 98.4 | 6,516 | 112.6 |
| Others | 7,604 | 110.2 | 8,202 | 107.9 | 15,477 | 103.5 |
| Total | 42,003 | 106.9 | 43,986 | 104.7 | 84,796 | 104.7 |

Sales floor space
(Square meters)

|  | August 31, 2014 |  | August 31, 2015 |  | February 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY( |
| Total sales floor space | 612,338 | 104.0 | 633,829 | 103.5 | 628,639 | 103.6 |
| Directly managed floor space | 472,024 | 104.3 | 489,187 | 103.6 | 485,123 | 103.4 |
| Weighted average floor space ${ }^{*}$ | 461,240 | 104.8 | 476,850 | 103.4 | 464,772 | 104.1 |

[^5]
## 3. Department Store Operations

Sogo \& Seibu

| Sales results of major stores |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended Aug. 31, 2014 |  | Six Months Ended Aug. 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Ikebukuro | 90,039 | 101.4 | 91,707 | 101.9 | 187,330 | 101.6 |
| Yokohama | 54,441 | 104.0 | 55,061 | 101.1 | 112,986 | 102.8 |
| Chiba | 37,488 | 97.9 | 36,693 | 97.9 | 76,908 | 97.4 |
| Kobe | 22,474 | 100.8 | 22,781 | 101.4 | 46,045 | 100.6 |
| Hiroshima | 20,807 | 100.6 | 20,679 | 99.4 | 43,049 | 100.2 |
| Shibuya | 18,880 | 100.2 | 20,099 | 106.5 | 40,211 | 101.8 |
| Omiya | 16,892 | 103.1 | 16,508 | 97.7 | 34,572 | 100.9 |

Note: Store sales include corporate sales.
Sales by product category

|  | Six Months Ended Aug. 31, 2014 |  |  | Six Months Ended Aug. 31, 2015 |  |  | Fiscal Year Ended Feb. 28, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) | $\underbrace{\substack{\text { cos }}}_{\text {composition }}$ |  | Yoy(\%) | ${ }_{\substack{\text { composition } \\(0)}}^{\text {cosem }}$ |  | YOY(\%) | $\underbrace{\text { a }}_{\substack{\text { composition } \\(0)}}$ |
| Apparel | 160,283 | 99.3 | 41.9 | 154,502 | 96.4 | 40.5 | 328,008 | 97.8 | 41.5 |
| Household goods | 40,247 | 100.7 | 10.5 | 39,706 | 98.7 | 10.4 | 80,217 | 98.4 | 10.2 |
| Food | 76,212 | 102.3 | 19.9 | 76,536 | 100.4 | 20.0 | 161,491 | 102.3 | 20.4 |
| Merchandise sales | 276,743 | 100.3 | 72.3 | 270,744 | 97.8 | 70.9 | 569,717 | 99.1 | 72.1 |
| Tenants | 86,942 | 101.9 | 22.7 | 91,310 | 105.0 | 23.9 | 180,085 | 103.2 | 22.8 |
| Corporate sales | 19,204 | 98.4 | 5.0 | 19,838 | 103.3 | 5.2 | 40,440 | 100.7 | 5.1 |
| Net sales | 382,889 | 100.5 | 100.0 | 381,892 | 99.7 | 100.0 | 790,244 | 100.1 | 100.0 |

$\left.\begin{array}{l}\text { Net sales increase at existing stores } \\ \begin{array}{|l|c|c|c|}\hline & \text { Six Months Ended } & \text { Six Months Ended } & \text { Fiscal Year Ended } \\ & \text { Aug. 31, } 2014 & \text { Aug. 31, 2015 }\end{array} \\ \hline \text { Feb. 28, 2015 }\end{array}\right]$


|  | Six Months EndedAug. 31, 2014 |  | Six Months Ended Aug. 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Change |  | Change |
| Apparel | 29.0 | $\pm 0.0$ | 29.0 | $\pm 0.0$ | 28.9 | $\pm 0.0$ |
| Household goods | 24.0 | (0.3) | 23.7 | (0.3) | 23.9 | (0.3) |
| Food | 16.1 | (0.2) | 16.1 | $\pm 0.0$ | 16.2 | (0.1) |
| Total | 24.7 | (0.2) | 24.6 | (0.1) | 24.6 | (0.2) |

Selling, general and administrative expenses

|  | Six Months Ended Aug. 31, 2014 |  | Six Months Ended Aug. 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 12,881 | 106.3 | 13,442 | 104.4 | 26,053 | 106.5 |
| Salaries and wages | 22,928 | 95.7 | 22,363 | 97.5 | 43,626 | 94.1 |
| Land and building rent | 20,671 | 98.7 | 20,631 | 99.8 | 41,252 | 98.7 |
| Depreciation and amortization | 5,965 | 101.8 | 6,031 | 101.1 | 11,996 | 101.7 |
| Utility expenses | 5,667 | 107.8 | 5,548 | 97.9 | 10,836 | 105.2 |
| Others | 18,303 | 99.2 | 17,788 | 97.2 | 36,935 | 100.0 |
| Total | 86,417 | 99.8 | 85,806 | 99.3 | 170,700 | 99.5 |

## 4. Food Services

GSeven \& i Food Systems
Sales results by division (Millions of yen)

|  | Six Months Ended <br> Aug. 31,2014 <br>  <br>  <br>  <br> YOY(\%) |  |  |
| :---: | :---: | :---: | :---: |
| Restaurant division | 32,291:100.7 78.4 | 32,699:101.3:76.0 | 62,496:101.6 77.5 |
| Meal provision service division | 5,850 113.8 14.2 | 7,465 127.6 17.3 | 12,231:117.8: 15.2 |
| Fast food division | 3,036 : 93.5 : 7.4 | 2,881: 94.9 : 6.7 | 5,957: 96.3: 7.4 |
| Total | 41,178 101.8 100.0 | 43,046 $104.5: 100.0$ | 80,685 103.3 100.0 |

[Restaurant division] Net sales increase at existing stores

|  | Six Months Ended Aug. 31, 2014 | Six Months Ended Aug. 31, 2015 | Fiscal Year Ended <br> Feb. 28, 2015 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | +0.9 | +0.3 | +1.1 |
| Number of customers | (1.7) | (4.8) | (1.3) |
| Average spending per customer | +2.6 | +5.3 | +2.5 |

[Restaurant division] Gross profit margin $\quad$ (\%)

|  | Six Mo Aug. | ded | Six Months Ended Aug. 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Gross profit margin | 69.4 | (0.2) | 68.5 | (0.9) | 68.9 | (0.5) |

Selling, general and administrative expenses

|  | Six Months Ended <br> Aug. 31, 2014 |  | Six Months Ended Aug. 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 506 | 81.7 | 494 | 97.8 | 919 | 90.6 |
| Salaries and wages | 16,120 | 105.0 | 15,654 | 97.1 | 31,414 | 102.6 |
| Land and building rent | 3,775 | 99.1 | 3,789 | 100.4 | 7,565 | 100.2 |
| Depreciation and amortization | 322 | 167.7 | 399 | 124.0 | 701 | 166.1 |
| Utility expenses | 2,284 | 95.7 | 2,097 | 91.8 | 4,430 | 95.6 |
| Others | 4,246 | 107.1 | 4,139 | 97.5 | 7,812 | 105.3 |
| Total | 27,255 | 103.5 | 26,574 | 97.5 | 52,844 | 102.3 |

## 5. Financial Services

Number of Seven Bank ATMs

| (1) Domestic installation |
| :--- |
| \begin{tabular}{\|l|c|c|c|c|c|}
\hline
\end{tabular} |

## (2) Overseas installation

|  | Six Mon June | Ended <br> 014 $\qquad$ | Six Months Ended June 30, 2015 |  | Fiscal Year Ended <br> Dec. 31, 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| U.S.A. | 6,643 | +3,611 | 6,348 | (295) | 6,329 | (847) |

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

|  | Mar. 2014 - Aug. 2014 | Mar. 2015- Aug. 2015 | Mar. 2014- Feb. 2015 |
| :---: | :---: | :---: | :---: |
|  | Change | Change | Change |
| Average number of transactions | 102.9 : (8.6) | 100.8 : (2.1) | $101.2 \quad$ : (7.2) |


| International money transfer service |  |  |  |  | (10 thousands) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended Aug. 31, 2014 |  | Six Months Ended Aug. 31, 2015 |  | Mar. 2014-Feb. 2015 |  |
|  |  | Change |  | Change |  | Change |
| Number of contract accounts(thousands) | 78 | +32 | 122 | +44 | 97 | +38 |
| Cumulative number of transfers(thousands) | 281 | +123 | 376 | +95 | 614 | +242 |


| Number of credit cards, point cards and cash cards |
| :--- |
| \begin{tabular}{\|l|r|c|c|c|c|c|}
\hline
\end{tabular} |

Notes: 1. SEVEN CARD / SEVEN CARD plus 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.

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


[^0]:    *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.

[^1]:    2. Seven-Eleven Japan operates in 45 prefectures out of 47 prefectures in Japan, as of August 31, 2015.
[^2]:    Note: S\&B stands for Scrap \& Build.

[^3]:    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.

    * Capital expenditures for Ito-Yokado include securitization of assets planned for the second half of the fiscal year.

[^4]:    ＊Changes in number of stores represent the net change from the beginning of fiscal year．

[^5]:    * Excluding floor space of the stores which has been closed.

