## Brief Summary for the Second Quarter of FY2018

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## I . Financial Results



## Number of shares outstanding

| Average $^{* 2}$ |  |
| :--- | :--- |
| End of period $^{* 2}$ | $884,227,468$ |
| $883,873,452$ |  |

*1. Group's total sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees.
*2. Excluding treasury stock.
Exchange rates

|  |  |
| :---: | :---: |
| Six Months Ended | Fiscal Year Ended |
| Aug. 31, 2017 | Feb. 28, 2017 |
| 112.34 | 108.78 |
| 16.39 | 16.42 |
| 112.00 | 116.49 |
| 16.49 | 16.76 |


| $\quad$ (yen) |
| :---: |
| Fiscal Year Ending |
| Feb. 28, 2018 (Forecast) |
| 110.00 |
| 16.00 |
| - |
| - |

Operating income before amortization of goodwill

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended Feb. 28, 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total | 189,718 | 103.8 | 202,871 | 106.9 | 380,731 | 101.9 |
| Domestic convenience store operations | 126,616 | 102.9 | 131,087 | 103.5 | 243,839 | 103.7 |
| Overseas convenience store operations | 36,583 | 109.8 | 39,415 | 107.7 | 76,671 | 99.0 |
| Superstore operations | 8,119 | - | 8,216 | 101.2 | 23,329 | 332.1 |
| Department store operations | 399 | 24.7 | 876 | 219.5 | 4,627 | 58.5 |
| Financial services | 26,455 | 106.0 | 26,490 | 100.1 | 51,443 | 100.1 |
| Specialty store operations | $(4,001)$ | - | 1,040 | - | $(10,537)$ | - |
| Others | 1,752 | 103.1 | 2,119 | 121.0 | 4,005 | 84.4 |
| Eliminations / corporate | $(6,205)!$ | - | $(6,375)$ | - | $(12,650)$ | - |


| (Millions of yen) |
| :---: |
| Fiscal Year Ending <br> Feb. 28, 2018 (Forecast) |
|  |
| 403,400 |

[^0]
## II. Major Factors for the Change



## III. Segment Information



Notes: 1. Capital expenditures include long-term leasehold deposits and advances for store construction. An increase of the future amortization of assets under the "Accounting Standard for Asset Retirement Obligations" is not included.
Figures for actual results don't include goodwill and others related to the acquisition of stores, etc.
Corporate in capital expenditures mainly reflect the Company's capital expenditures relating to the Group strategy.
2. Capital expenditures include investments related to openings of stores for each fiscal year and beyond.
3. In capital expenditures, figures in square brackets [ ] show the figures reflecting the sales \& leaseback of assets of a new store in superstore operations.
4. Depreciation and amortization include amortization on intangible assets. Corporate in depreciation and amortization mainly reflect the Company's depreciation and amortization relating to the Group strategy
5. Amortization of goodwill include only the amount recorded on selling, general and administrative expensı
6. Impairment losses include 5,534 million yen, 17,413 million yen, and 10,611 million yen recorded as restructuring expenses in the consolida income statements for the six months ended Aug. 31, 2016 and 2017, and recorded as the same for the fiscal year ended Feb. 28, 2017

* Forecast capital expenditures for the overseas convenience store operations in the fiscal year ending February 28, 2018 include acquisition of part of the retail business of Sunoco LP by 7-Eleven, Inc.

Geographic area segment information

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) | Composition(\%) |  | YOY(\%) |
| Revenues from operations | 2,866,167 | 95.7 | 2,987,198 | 104.2 : | 100.0 | 5,835,689 | 96.5 |
| Japan | 1,996,467 | 99.4 | 1,956,760 | 98.0 | 65.5 | 4,032,803 | 99.4 |
| North America | 812,306 | 88.6 | 975,657 | 120.1 | 32.7 | 1,690,713 | 91.1 |
| Others | 58,082 | 83.0 | 55,263 | 95.1 | 1.8 | 113,475 | 83.4 |
| Eliminations | (689) | - | (482) | - | - | $(1,303)$ | - |
| Operating income | 181,466 | 105.2 | 194,466 | 107.2 | 100.0 | 364,573 | 103.5 |
| Japan | 149,697 | 103.1 | 161,718 | 108.0 | 83.2 | 299,251 | 103.9 |
| North America | 31,863 | 115.8 | 32,129 | 100.8 | 16.5 | 65,548 | 100.6 |
| Others | (100) | - | 613 | - | 0.3 | (238) | - |
| Eliminations | 5 | 98.7 | 4 | 85.9 | - 0.0 | 11 | - |

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

## IV. Interest-Bearing Debt

(Millions of yen)

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | : YOY(\%)/change |  | : YOY(\%)/change |  |  | Yoy(\%)/change |
| Short-term loans | 144,410 | 107.3 | 153,745 | 106.5 | 150,376 | 115.0 |
| Current portion of long-term loans | 115,201 | 139.1 | 61,256 | 53.2 | 64,301 | 63.5 |
| Current portion of bonds | 50,000 | 125.0 | 74,998 | 150.0 | 50,000 | 125.0 |
| Commercial paper |  | - |  | - |  | - |
| Sub-total | 309,611 | 120.3 | 290,000 | 93.7 | 264,678 | 97.3 |
| Bonds | 349,995 | 87.5 | 275,000 | 78.6 | 349,996 | 87.5 |
| Long-term loans | 307,110 | 82.0 | 419,615 | 136.6 | 433,814 | 120.2 |
| Commercial paper | - | - |  | - |  | - |
| Sub-total | 657,106 | 84.9 | 694,615 | 105.7 | 783,811 | 103.0 |
| Total | 966,717 | 93.7 | 984,615 | 101.9 | 1,048,490 | 101.5 |
| Ratio to total assets (\%) | 18.5 | (0.4) | 17.9 | (0.6) | 19.0 | $\pm 0.0$ |
| Ratio to owners' equity (\%) | 43.5 | (0.1) | 41.6 | (1.9) | 44.9 ' | +1.4 |

Segment Information excluding Financial Services

| Domestic convenience store operations |  |  |  |  |  | - |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Overseas convenience store operations | 102,902 | 76.4 | 171,062 | 166.2 | 177,601 | 133.9 |
| Superstore operations | 3,825 | 75.0 | 2,550 | 66.7 | 3,187 | 71.4 |
| Department store operations | 173,007 | 103.3 | 181,810 | 105.1 | 187,908 | 110.6 |
| Specialty store operations | 51,047 | 105.5 | 52,363 | 102.6 | 53,735 | 109.2 |
| Others |  | - |  |  |  | - |
| Corporate | 289,995 | 87.9 | 269,998 | 93.1 | 289,996 | 87.9 |
| Sub-total | 620,778 | 90.5 | 677,784 | 109.2 | 712,429 | 103.8 |
| Financial services | 345,939 | 99.9 | 306,831 | 88.7 | 336,060 | 96.9 |
| Total | 966,717 | 93.7 | 984,615 | 101.9 | 1,048,490 | 101.5 |

## Bond information

(As of Aug. 31, 2017)

|  |  |  | Coupon | $\begin{aligned} & \text { Redemption } \\ & \text { date } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Date of issue |  |  |
| Issued by Seven \& i Holdings |  |  |  |  |
| 3rd unsecured domestic straight bonds | 30 billion yen | Jul. 3, 2008 | 1.94\% | Jun. 20, 2018 |
| 6th unsecured domestic straight bonds | 60 billion yen | Jun. 29, 2010 | 1.399\% | Jun. 19, 2020 |
| 8th unsecured domestic straight bonds | 40 billion yen | Apr. 26, 2013 | 0.383\% | Jun. 20, 2019 |
| 9th unsecured domestic straight bonds | 20 billion yen | Apr. 26, 2013 | 0.671\% | Mar. 20, 2023 |
| 10th unsecured domestic straight bonds | 30 billion yen | Jun. 17, 2015 | 0.150\% | Jun. 20, 2018 |
| 11th unsecured domestic straight bonds | 60 billion yen | Jun. 17, 2015 | 0.514\% | Jun. 20, 2022 |
| 12th unsecured domestic straight bonds | 30 billion yen | Jun. 17, 2015 | 0.781\% | Jun. 20, 2025 |
| Issued by Seven Bank |  |  |  |  |
| 7th unsecured domestic straight bonds | 10 billion yen | May 31, 2012 | 0.613\% | Jun. 20, 2019 |
| 8rd unsecured domestic straight bonds | 15 billion yen | Mar. 7, 2013 | 0.243\% | Mar. 20, 2018 |
| 9 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 Sep. 30, 2017) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 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 | - |

[^1]V. Consolidated Quarterly Financial Statements


## VI. Consolidated Statements of Income

(Millions of yen)

|  | Six Months ended August 31,2016 | (Millions of yen) <br> Six Months ended August 31,2017 |
| :---: | :---: | :---: |
| Revenues from operatons | 2,866,167 | 2,987,198 |
| Net sales | 2,268,907 | 2,368,047 |
| Cost of sales | 1,751,520 | 1,858,556 |
| Gross profit on sales | 517,386 | 509,491 |
| Operating revenues | 597,259 | 619,151 |
| Gross Profit from operations | 1,114,646 | 1,128,642 |
| Selling,general and administrative expenses | 933,179 | 934,175 |
| Operating income | 181,466 | 194,466 |
| Non-operating income | 7,493 | 6,157 |
| Interest income | 2,757 | 2,562 |
| Equity in earnings of affiliates | 2,262 | 1,306 |
| Other | 2,474 | 2,288 |
| Non-operating expenses | 6,344 | 6,454 |
| Interest expenses | 2,967 | 3,319 |
| Interest on bonds | 1,272 | 1,211 |
| Other | 2,104 | 1,923 |
| Ordinary income | 182,616 | 194,170 |
| Special gains | 1,752 | 3,770 |
| Gain on sales of property and equipment | 1,106 | 3,160 |
| Other | 646 | 610 |
| Special losses | 88,087 | 49,966 |
| Loss on desposals of property and equipment | 6,846 | 9,299 |
| Impairment loss on property and equipment | 35,354 | 14,553 |
| Amortization of goodwill | 33,401 |  |
| Restructuring expenses | 10,202 | 21,712 |
| Other | 2,282 | 4,399 |
| Income before income taxes | 96,280 | 147,974 |
| Total income taxes | 55,468 | 48,828 |
| Income taxes - current | 59,032 | 49,090 |
| Income taxes - deferred | $(3,563)$ | (261) |
| Net income | 40,811 | 99,145 |
| Net income attributable to non-controlling interests | 7,331 | 9,724 |
| Net income attributable to owners of parent | 33,480 | 89,421 |

VII. Consolidated Quarterly Statements of Cash Flows

|  |  | Millions of yen) |
| :---: | :---: | :---: |
|  | Six Months ended August 31,2016 | Six Months ended August 31,2017 |
| Cash flows from operating activities: |  |  |
| Income before income taxes | 96,280 | 147,974 |
| Depreciation and amortization | 102,992 | 105,927 |
| Impairment loss on property and equipment | 40,888 | 31,966 |
| Amortization of goodwill | 41,653 | 8,404 |
| Interest income | $(2,757)$ | $(2,562)$ |
| Interest expenses and interest on bonds | 4,240 | 4,531 |
| Equity in losses(earnings) of affiliates | $(2,262)$ | $(1,306)$ |
| Gain on sales of property and equipment | $(1,106)$ | $(3,160)$ |
| Loss on disposals of property and equipment | 6,897 | 9,373 |
| Decrease (increase) in notes and accounts receivable,trade | 775 | $(9,890)$ |
| Decrease (increase) in trade accounts receivable,financial services | $(3,404)$ | $(2,640)$ |
| Decrease (increase) in inventories | 917 | 10,358 |
| Increase (decrease) in notes and accounts payable, trade | 54,308 | 50,641 |
| Increase (decrease) in deposits received | (2) | $(29,950)$ |
| Net increase (decrease) in loans in banking business | $(1,000)$ |  |
| Net increase (decrease) in bonds in banking business | - | $(30,000)$ |
| Net increase (decrease) in deposits received in banking business | 6,471 | 8,473 |
| Net decrease (increase) in call loan in banking business | $(5,000)$ |  |
| Net change in ATM-related temporary accounts | $(3,184)$ | 7,183 |
| Other | $(7,524)$ | $(26,517)$ |
| Sub-total | 329,184 | 278,806 |
| Interest and dividends received | 2,231 | 2,146 |
| Interest paid | $(4,525)$ | $(4,562)$ |
| Income taxes paid | $(55,520)$ | $(41,869)$ |
| Income taxes refund | - | 16,936 |
| Net cash provided by operating activities | 271,369 | 251,457 |
| Cash flows from investing activities: |  |  |
| Acquisition of property and equipment | $(135,655)$ | $(123,370)$ |
| Proceeds from sales of property and equipment | 12,605 | 14,151 |
| Acquisition of intangible assets | $(12,406)$ | $(15,507)$ |
| Payment for purchase of investments in securities | $(30,985)$ | $(8,940)$ |
| Proceeds from sales of investments in securities | 18,697 | 15,613 |
| Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation | - | 108 |
| Payment for long-term leasehhold deposits | $(19,519)$ | $(7,430)$ |
| Refund of long-term leasehold deposits | 15,066 | 18,274 |
| Proceeds from deposits from tenants | 1,951 | 1,757 |
| Refund of deposits from tenants | $(1,723)$ | $(3,123)$ |
| Payment for acquisition of business | $(2,303)$ | $(2,482)$ |
| Payment for time deposits | $(4,880)$ | $(3,523)$ |
| Proceeds from withdrawal of time deposits | 23,052 | 6,471 |
| Other | $(6,272)$ | $(5,577)$ |
| Net cash used in investing activities | $(142,372)$ | $(113,578)$ |
| Cash flows from financing activities: |  |  |
| Net increase (decrease) in short-term loans | 13,650 | 3,395 |
| Proceeds from long-term debts | 16,600 | 37,617 |
| Repayment of long-term debts | $(37,917)$ | $(48,349)$ |
| Proceeds from commericial paper | 54,841 |  |
| Payment for redemption of commersial paper | $(54,841)$ |  |
| Payment for redempion of bonds | $(40,000)$ | $(20,000)$ |
| Capital contribution from non-controlling interests | 0 | 344 |
| Dividends paid | $(41,086)$ | $(39,772)$ |
| Dividends paid to non-controlling interests | $(3,403)$ | $(3,929)$ |
| Purchase of tresury stock | $(2,260)$ | (11) |
| Other | $(6,621)$ | $(11,210)$ |
| Net cash used in financing activities | $(101,038)$ | $(81,916)$ |
| Effect of exchange rate changes on cash and cash equivalents | $(8,198)$ | (930) |
| Net increase (decrease) in cash and cash equivalents | 19,760 | 55,032 |
| Cash and cash equivalents at beginning of period | 1,147,086 | 1,209,497 |
| Decrease in cash and cash equivalents resulting from exclusion of the subsidiary from consolidation | (4) |  |
| Cash and cash equivalents at end of period | 1,166,841 | 1,264,529 |

## I . Domestic Convenience Store Operations

## Seven-Eleven Japan

| Financial results |  |  |  |  |  |  |  | s of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended <br> Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total store sales | 2,286,066 | 105.5 | 2,373,164 | 103.8 | 4,515,605 | 105.2 | 4,708,000 | 104.3 |
| Net sales of franchised stores | 2,230,315 | 105.6 | 2,322,126 | 104.1 | 4,409,084 | 105.4 |  |  |
| Revenues from operations | 422,812 | 105.6 | 434,823 | 102.8 | 833,743 | 105.1 | 857,800 | 102.9 |
| Franchise commission from franchised stores | 364,918 | 106.2 | 381,609 | 104.6 | 723,021 | 106.3 |  |  |
| Gross profit from operatio | 383,270 | 105.9 | 398,754 | 104.0 | 758,400 | 105.9 |  |  |
| SG\&A expenses | 256,731 | 107.4 | 268,008 | 104.4 | 514,907 | 107.0 |  |  |
| Advertising expenses | 36,549 | 103.6 | 32,978 | 90.2 | 69,002 | 103.8 |  |  |
| Salaries and wages | 36,287 | 107.8 | 37,458 | 103.2 | 72,547 | 107.8 |  |  |
| Land and building rent | 75,550 | 110.1 | 81,714 | 108.2 | 154,863 | 110.3 |  |  |
| Depreciation and amortization | 28,593 | 115.3 | 31,043 | 108.6 | 58,829 | 113.6 |  |  |
| Utility expenses | 22,475 | 91.5 | 22,855 | 101.7 | 43,993 | 92.1 |  |  |
| Others | 57,274 | 110.0 | 61,957 | 108.2 | 115,671 | 107.4 |  |  |
| Operating income | 126,539 | 103.0 | 130,746 | 103.3 | 243,493 | 103.6 | 244,000 | 100.2 |

## Sales by product category (total store sales)

| Six Months Ended Aug. 31, 2017 |  |  | (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |  | Fiscal Year Ending <br> Feb. 28, 2018 (Forecast) |  |
|  | YOY(\%) | Composition\% |  | YOY(\%) | Composition\% |  | YOY(\%) |
| 2,373,164 | 103.8 | 100.0 | 4,515,605 | 105.2 | 100.0 | 4,708,000 | 104.3 |
| 631,261 | 103.8 | 26.6 | 1,183,088 | 106.0 | 26.2 |  |  |
| 716,695 | 105.2 | 30.2 | 1,350,166 | 105.6 | 29.9 |  |  |
| 315,630 | 103.0 | 13.3 | 614,122 | 106.0 | 13.6 |  |  |
| 709,576 | 102.8 | 29.9 | 1,368,228 | 103.9 | 30.3 |  |  |

## Average daily sales per store

|  | Six Months Ended Aug. 31, 2016 |  |
| :---: | :---: | :---: |
|  |  | Change |
| All stores | 667 | (1) |
| Newly opened stores | 554 | (2) |


| Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended Feb. 28, 2017 |  |
| :---: | :---: | :---: | :---: |
|  | Change |  | Change |
| 663 | (4) | 657 | +1 |
| 566 | +12 | 533 | +3 |

(Thousands of yen) $\begin{array}{r}\begin{array}{r}\text { Fiscal Year Ending } \\ \text { Feb. 28, } 2018 \text { (Forecast) } \\ \hline \\ \hline\end{array} \\ \hline\end{array}$

Existing store sales increase

| Existing store sales increase |  |
| :--- | :--- |
|  | Six Months Ended <br> Aug. 31, 2016 |
| Existing store sales increase | +1.6 |
| Number of customers <br> Average spending per customer | $(0.1)$ |


| Six Months Ended |
| :---: |
| Aug. 31, 2017 |
| +1.0 |
| $(0.2)$ |
| +1.2 |


| Fiscal Year Ended <br> Feb. 28, 2017 | Fiscal Year Ending <br> Feb. 28, 2018 (Forecast) |
| :---: | :---: |
| +1.8 |  |
| +0.1 |  |
| +1.7 |  |

Gross profit margin by product category

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |  | Change |
| Total | 31.8 | +0.2 | 31.9 | +0.1 | 31.8 | +0.2 | 32.1 | +0.3 |
| Processed food | 39.1 | $\pm 0.0$ | 39.3 | +0.2 | 39.2 | +0.3 |  |  |
| Fast food | 35.4 | +0.1 | 35.7 | +0.3 | 35.7 | +0.2 |  |  |
| Daily food | 33.3 | +0.2 | 33.4 | +0.1 | 33.4 | +0.2 |  |  |
| Nonfood | 21.0 | +0.1 | 20.9 | (0.1) | 21.0 | +0.1 |  |  |

## II. Overseas Convenience Store Operations

7-Eleven, Inc.

| Financial results | $\begin{gathered} \text { Six Months Ended } \\ \text { Jun. 30, } 2016 \\ \hline \end{gathered}$ |  | $\begin{aligned} & \text { Six Months Ended } \\ & \text { Jun. 30, } 2017 \end{aligned}$ |  | Fiscal Year Ended Dec. 31, 2016 |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Fiscal Year Dec. 31, 2017 | ding recast) |  |  |
|  |  | YOY(\%) |  |  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total store sales | 1,334,657 | 92.9 | 1,518,799 | 113.8 | 2,735,199 | 92.7 | 3,141,000 | 114.8 |
| Merchandise sales at <br> directly operated stores <br> Merchandise sales at <br> franchised stores <br> Gasoline sales | $\begin{aligned} & 143,995 \\ & 667,304 \\ & 523,357 \end{aligned}$ | $\begin{array}{r} 89.4 \\ 100.4 \\ 85.8 \end{array}$ | $\begin{aligned} & 138,305 \\ & 699,153 \\ & 681,340 \end{aligned}$ | $\begin{array}{r} 96.0 \\ 104.8 \\ 130.2 \end{array}$ | $\begin{array}{r} 284,542 \\ 1,336,735 \\ 1,113,921 \end{array}$ | 87.0 95.4 91.2 |  |  |
| Revenues from operations | 796,410 | 88.5 | 957,948 | 120.3 | 1,658,542 | 91.1 | 1,978,000 | 119.3 |
| Merchandise sales at directly operated stores ,etc Gasoline sales Other operating revenues Franchise commission from franchised stores | $\begin{aligned} & 143,995 \\ & 523,357 \\ & 129,057 \\ & 118,374 \end{aligned}$ | $\begin{array}{r} 89.4 \\ 85.8 \\ 100.2 \\ 100.5 \end{array}$ | $\begin{aligned} & 143,382 \\ & 681,340 \\ & 133,226 \\ & 122,200 \end{aligned}$ | $\begin{array}{r} 99.6 \\ 130.2 \\ 103.2 \\ 103.2 \end{array}$ | $\begin{array}{r} 284,542 \\ 1,113,921 \\ 260,078 \\ 236,957 \end{array}$ | 87.0 91.2 95.9 96.3 |  |  |
| Gross profit from operations | 222,608 | 99.1 | 234,663 | 105.4 | 449,334 | 95.1 |  |  |
| SG\&A expenses | 186,026 | 97.2 | 195,244 | 105.0 | 372,662 | 94.3 |  |  |
| SG\&A expenses (thousands of \$) | 1,665,412 | 104.7 | 1,737,978 | 104.4 | 3,425,836 | 105.0 |  |  |
| Directly operated stores* | 248,658 | 93.5 | 250,047 | 100.6 | 515,342 | 97.7 |  |  |
| Operating income | 36,581 | 109.8 | 39,418 | 107.8 | 76,671 | 99.0 | 89,000 | 116.1 |
| Operating income <br> (thousands of dollar) | 327,501 | 118.3 | 350,887 | 107.1 | 704,832 | 110.2 | 809,091 | 114.8 |

* Selling expenses of directly operated stores.

Sales by product category (total store sales)


Existing store sales increase

| Existing store sales increase | Six Months Ended <br> Jun. 30, 2016 | Six Months Ended <br> Jun. 30, 2017 | Fiscal Year Ended <br> Dec. 31, 2016 | Fiscal Year Ending <br> Dec. 31, 2017 (Forecast) |
| :--- | :---: | :---: | :---: | :---: |
| U.S. merchandise sales <br> increase (dollar basis) | +3.2 | +1.5 | +2.1 | +3.1 |

## Average daily sales per store

|  | Six Months Ended Jun. 30, 2016 |  | Six Months Ended Jun. 30, 2017 |  | Fiscal Year Ended Dec. 31, 2016 |  | Fiscal Year Ending Dec. 31, 2017 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |  | Change |
| All stores (dollar) | 4,698 | +111 | 4,734 | +36 | 4,769 | +74 |  |  |
| All stores (thousands of yen) | 525 | (27) | 532 | +7 | 519 | (50) |  |  |
| Merchandise gross profit margin |  |  |  |  |  |  |  | (\%) |
|  | Six Months EndedJun. 30, 2016 |  | Six Months Ended Jun. 30, 2017 |  | Fiscal Year EndedDec. 31, 2016 |  | Fiscal Year Ending Dec. 31, 2017 (Forecast) |  |
|  |  | Change |  | Change |  | Change |  | Change |
| Gross profit margin | 34.9 | $\pm 0.0$ | 34.4 | (0.5) | 34.8 | +0.2 | 34.9 | +0.1 |

## Gasoline

|  | Six Months Ended Jun. 30, 2016 |  | Six Months EndedJun. 30, 2017 |  | Fiscal Year EndedDec. 31, 2016 |  | Fiscal Year Ending Dec. 31, 2017 (Forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%)/change |  | YOY(\%)/change |  | YOY(\%)/change | YOY(\%)/change |
| Sales (thousands of dollar) | 4,685,382 | 92.4 | 6,064,984 | 129.4 | 10,240,133 | 101.5 |  |
| Gallons sold (thousands of gallon) | 2,348,527 | 112.9 | 2,605,887 | 111.0 | 4,910,026 | 114.4 |  |
| Margin (cents per gallon)* | 19.12 | +0.54 | 20.91 | +1.79 | 20.05 | +0.25 |  |
| Average retail price (dollars per gallon) | 2.09 | (0.42) | 2.41 | +0.32 | 2.17 | (0.28) |  |
| Retail fuel margin (cents per gallon) | 19.20 | +0.29 | 21.45 | +2.25 | 20.50 | (1.01) |  |

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

## Exchange rates (Income statements)

|  | Six Months Ended <br> Jun. 30, 2016 |
| :--- | :---: |
| U.S. \$1 $=$ | 111.70 |


| Six Months Ended <br> Jun. 30, 2017 |
| :---: |
| 112.34 |

$\left.\begin{array}{c|c}\text { Fiscal Year Ended } \\ \text { Dec. 31, } 2016\end{array} \quad \begin{array}{c}\text { Fiscal Year Ending } \\ \text { Dec. 31, } 2017 \text { (Forecast) }\end{array}\right]$

## III. Superstore Operations

Ito-Yokado

| Financial results |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended <br> Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 627,182 | 98.3 | 616,230 | 98.3 | 1,255,017 | 97.3 | 1,260,000 | 100.4 |
| Net sales | 609,401 | 98.1 | 600,897 | 98.6 | 1,219,252 | 97.1 | 1,230,000 | 100.9 |
| Gross profit from operation | 156,637 | 98.4 | 154,553 | 98.7 | 316,932 | 98.9 |  |  |
| SG\&A expenses | 160,052 | 95.1 | 156,480 | 97.8 | 316,879 | 94.8 |  |  |
| Advertising expenses | 9,399 | 56.1 | 10,071 | 107.2 | 19,389 | 57.7 |  |  |
| Salaries and wages | 67,087 | 101.8 | 67,303 | 100.3 | 133,112 | 100.7 |  |  |
| Land and building rent | 30,959 | 100.9 | 29,811 | 96.3 | 61,687 | 100.8 |  |  |
| Depreciation and amortization | 7,105 | 113.1 | 6,392 | 90.0 | 13,654 | 104.0 |  |  |
| Utility expenses | 8,455 | 78.7 | 8,071 | 95.5 | 15,779 | 81.7 |  |  |
| Others | 37,045 | 97.7 | 34,830 | 94.0 | 73,256 | 97.6 |  |  |
| Operating income | $(3,415)$ | - | $(1,927)$ |  | 52 | - | 4,000 | - |


| Sales by product category |  |  |  |  |  |  | (Millions of yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended Aug. 31, 2016 |  |  | Six Months Ended Aug. 31, 2017 |  |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |  | Fiscal Year EndingFeb. 28, 2018 (Forecast) |  |
|  |  | YOY(\%) | Composition(\%) |  | YOY(\%) | Composition(\%) |  | YOY(\%) | Compositon(\%) |  | YOY(\%) |
| Net sales | 609,401 | 98.1 | 100.0 | 600,897 | 98.6 | 100.0 | 1,219,252 | 97.1 | 100.0 | 1,230,000 | 100.9 |
| Merchandise sales | 443,056 | 96.6 | 72.7 | 436,170 | 98.4 | 72.6 | 886,930 | 95.2 | 72.7 |  |  |
| Apparel | 92,202 | 97.4 | 15.1 | 83,977 | 91.1 | 14.0 | 179,027 | 95.7 | 14.7 |  |  |
| Household goods | 59,304 | 85.5 | 9.7 | 81,385 | 137.2 | 13.5 | 122,445 | 85.7 | 10.0 |  |  |
| Food | 291,549 | 98.9 | 47.8 | 270,806 | 92.9 | 45.1 | 585,457 | 97.3 | 48.0 |  |  |
| Tenants | 161,118 | 102.4 | 26.4 | 160,538 | 99.6 | 26.7 | 322,191 | 102.4 ] | 26.4 |  |  |
| Others | 5,226 | 103.0 | 0.9 | 4,188 | 80.1 | 0.7 | 10,130 | 107.0 | 0.8 |  |  |

Existing store sales increase
(\%)

<Concerning the Business Reorganization of Ito-Yokado>
The cosmetic and drug sales areas in Ito-Yokado's household goods division were carved out in a corporate split and transferred to Seven Bi no Garden Co., LTD.; however, to facilitate a flexible sales area reorganization at Ito-Yokado, it absorbed Seven Bi no Garden Co., LTD. on March 1, 2017.
As a result, the result for six months ended August 31, 2017 and the forecast for the fiscal year ending February 28, 2018 reflect the figures for Seven Bi no Garden Co., LTD.
Furthermore, since the forecast uses figures from after reorganizing the existing store sales, there is no impact on the existing store sales growth.
The impact on the gross profit margin is negligible.

## York-Benimaru

| Financial results |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended <br> Aug. 31, 2016 |  | Six Months Ended <br> Aug 31, 2017 |  | Fiscal Year Ended Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 212,394 | 103.7 | 217,885 | 102.6 | 426,172 | 103.2 | 447,000 | 104.9 |
| Net sales | 208,844 | 103.7 | 213,889 | 102.4 | 418,729 | 103.1 | 440,000 | 105.1 |
| Gross profit from operation | 52,534 | 104.7 | 53,529 | 101.9 | 106,240 | 104.0 |  |  |
| SG\&A expenses | 45,509 | 103.5 | 47,172 | 103.7 | 92,185 | 103.8 |  |  |
| Advertising expenses | 3,250 | 101.5 | 3,371 | 103.7 | 6,624 | 99.4 |  |  |
| Salaries and wages | 24,006 | 104.9 | 25,009 | 104.2 | 48,472 | 105.5 |  |  |
| Land and building rent | 4,658 | 102.6 | 4,761 | 102.2 | 9,378 | 102.6 |  |  |
| Depreciation and amortization | 2,169 | 113.8 | 2,486 | 114.6 | 4,519 | 115.0 |  |  |
| Utility expenses | 2,742 | 84.7 | 2,652 | 96.7 | 5,413 | 88.3 |  |  |
| Others | 8,681 | 105.8 | 8,890 | 102.4 | 17,777 | 104.7 |  |  |
| Operating income | 7,025 | 113.7 | 6,357 | 90.5 | 14,054 | 105.5 | 14,700 | 104.6 |

## [Reference] Results including Life Foods**

(Millions of yen)

|  | Six Months Ended <br> Aug. 31, 2016 |  | Six Months Ended Aug 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Operating income | 9,537 | 110.5 | 8,630 | 90.5 | 18,760 | 105.7 | 19,600 | 104.5 |

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

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

Sales by product category
(Millions of yen)

|  | Six Months Ended Aug. 31, 2016 |  |  | Six Months Ended Aug 31, 2017 |  |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 'YOY(\%): ${ }^{\text {composition(\%) }}$ |  |  | :YOY(\%) ${ }^{\text {C Compositione\% }}$ |  |  | 'YOY(\%)', Composition(\%) |  |  |
| Net sales | 208,844 | 103.7 | 100.0 | 213,889 | 102.4 | 100.0 | 418,729 | 103.1 | 100.0 |
| Merchandise sales | 179,480 | 104.0 | 85.9 | 183,703 | 102.4 | 85.9 | 360,290 | 103.2 | 86.0 |
| Food | 161,666 | 104.3 | 77.4 | 166,866 | 103.2 | 78.0 | 325,026 | 103.9 | 77.6 |
| Fresh food | 71,757 | 104.0 | 34.3 | 73,913 | 103.0 | 34.5 | 145,105 | 104.0 | 34.6 |
| Processed food | 49,474 | 103.9 | 23.7 | 51,091 | 103.3 | 23.9 | 98,819 | 103.2 | 23.6 |
| Daily food | 40,434 | 105.4 | 19.4 | 41,861 | 103.5 | 19.6 | 81,101 | 104.7 | 19.4 |
| Apparel | 7,524 | 98.6 | 3.6 | 6,683 | 88.8 | 3.1 | 14,967 | 94.2 | 3.6 |
| Household goods | 10,290 | 102.2 | 4.9 | 10,152 | 98.7 | 4.8 | 20,296 | 99.5 | 4.8 |
| Tenants | 29,363 | 102.2 | 14.1 | 30,186 | 102.8 | 14.1 | 58,439 | 102.1 | 14.0 |
| Life Foods* | 24,422 | 102.7 | 11.7 | 25,026 | 102.5 | 11.7 | 48,856 | 102.7 | 11.7 |
| Others | 4,940 | 100.0 | 2.4 | 5,160 | 104.4 | 2.4 | 9,583 | 99.0 | 2.3 |



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

Existing store sales increase
(\%)

|  | Six Months Ended Aug. 31, 2016 | Six Months Ended Aug 31, 2017 | Fiscal Year Ended <br> Feb. 28, 2017 | Fiscal Year Ending Feb. 28, 2018 (Forecast) |
| :---: | :---: | :---: | :---: | :---: |
| Existing store sales increase | +1.3 | (0.4) | +0.5 | +1.2 |
| Food | +1.5 | +0.1 | +0.9 |  |
| Apparel | +0.1 | (11.9) | (3.9) |  |
| Household goods | +4.6 | (2.9) | +0.5 |  |
| Number of customers | +1.1 | +0.8 | +0.8 |  |
| Average spending per customer | +0.2 | (1.3) | (0.3) |  |

Gross profit margin by product category


## IV. Department Store Operations

Sogo \& Seibu

| Financial results |  |  |  |  |  |  | (Mil | of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended <br> Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) | YOY(\%) |  |
| Revenues from operations | 370,409 | 95.4 | 344,351 | 93.0 | 760,692 | 94.7 | 708,900 | 93.2 |
| Net sales | 364,209 | 95.4 | 338,503 | 92.9 | 747,951 | 94.6 | 696,200 | 93.1 |
| Gross profit from operation | 81,579 | 93.9 | 75,042 | 92.0 | 165,647 | 93.1 |  |  |
| SG\&A expenses | 81,536 | 95.0 | 74,415 | 91.3 | 161,306 | 94.6 |  |  |
| Advertising expenses | 12,516 | 93.1 | 11,203 | 89.5 | 25,467 | 94.3 |  |  |
| Salaries and wages | 21,246 | 95.0 | 19,396 | 91.3 | 41,770 | 95.0 |  |  |
| Land and building rent | 20,322 | 98.5 | 18,957 | 93.3 | 40,523 | 97.9 |  |  |
| Depreciation and amortization | 5,579 | 92.5 | 4,647 | 83.3 | 10,664 | 90.7 |  |  |
| Utility expenses | 4,603 | 83.0 | 4,077 | 88.6 | 8,473 | 83.1 |  |  |
| Others | 17,268 | 97.1 | 16,133 | 93.4 | 34,406 | 95.1 |  |  |
| Operating income | 43 ! | 3.9 | 626 |  | 4,341 | 58.6 | 5,000 | 115.2 |

## Sales results of major stores

(Millions of yen)

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast)YOY(\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  |
| Ikebukuro (flagship store) | 90,343 | 98.5 | 90,684 | 100.4 | 186,597 | 98.2 |  |
| Yokohama | 52,986 | 96.2 | 52,750 | 99.6 | 109,690 | 96.1 |  |
| Chiba | 35,132 | 95.7 | 35,625 | 101.4 | 73,381 | 96.5 |  |
| Kobe | 22,318 | 98.0 | 21,987 | 98.5 | 45,197 | 96.7 |  |
| Hiroshima | 19,942 | 96.4 | 19,596 | 98.3 | 41,438 | 96.1 |  |
| Shibuya | 19,847 | 98.7 | 20,674 | 104.2 | 41,779 | 98.6 |  |
| Omiya | 15,953 | 96.6 | 16,027 | 100.5 | 33,058 | 98.2 |  |

Note: Store sales include corporate sales.


Existing store sales increase

|  | Six Months Ended Aug. 31, 2016 | Six Months Ended Aug. 31, 2017 | Fiscal Year Ended <br> Feb. 28, 2017 | Fiscal Year Ending Feb. 28, 2018 (Forecast) |
| :---: | :---: | :---: | :---: | :---: |
| Existing store sales increase | (3.7) | (0.1) | (2.7) | (0.5) |



## V. Financial Services

Seven Bank

## Number of ATMs

(1) Domestic installation

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Total | 22,976 | +1,256 | 23,839 | +863 | 23,353 | +965 |
| Net ATMs in the Group | 20,857 | +975 | 21,682 | +825 | 21,232 | +859 |
| Seven-Eleven Japan | 20,240 | +928 | 21,063 | +823 | 20,606 | +829 |
| Ito-Yokado | 320 | +1 | 296 | (24) | 312 | (8) |
| York-Benimaru | 131 | +39 | 158 | +27 | 148 | +33 |
| York Mart | 74 | +6 | 75 | +1 | 74 | +5 |
| Others | 92 | +1 | 90 | (2) | 92 | $\pm 0$ |
| Net ATMs outside the Group | 2,119 | +281 | 2,157 | +38 | 2,121 | +106 |

(2) Overseas installation

|  | Six Months Ended Jun. 30, 2016 |  | Six Months Ended Jun. 30, 2017 |  | Fiscal Year Ended Dec. 31, 2016 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| North America | 6,437 | +89 | 5,680 | (757) | 6,227 | (398) |

Average number of transaction per day per ATM during the period

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended Feb. 28, 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Average number of transactions | 97.1 | (3.7) | 95.3 | (1.8) | 95.6 | (3.6) |

International money transfer service
(Thousands)

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Number of contract accounts | 163 | +41 | 200 | +37 | 182 | +38 |
| Cumulative number of transfers | 467 | +91 | 520 | +53 | 967 | +164 |

Seven Card Service / Seven CS Card Service
Number of credit cards, point cards and cash cards
(10 thousands)

|  | an | ds |  |  |  | thousan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |
|  |  | Change |  | Change |  | Change |
| Credit cards | 668 | (7) | 662 | (6) | 670 | (3) |
| SEVEN CARD plus / SEVEN CARD | 348 | (9) | 346 | (2) | 347 | (4) |
| CLUB ON/Millennium CARD SAISON | 320 | +2 | 316 | (4) | 323 | +1 |
| Electronic money (nanaco) | 4,976 | +778 | 5,653 | +677 | 5,350 | +807 |

Notes: 1. SEVEN CARD plus / SEVEN CARD and CLUB ON/Millennium CARD SAISON issued represent only the number of effective card members.
2. CLUB ON/Millennium CARD SAISON does not include dedicated cards for point services, without credit functions.
3. The number of nanaco includes the number of mobile nanaco holders.
VI. Specialty Store Operations

Seven \& i Food Systems

| Financial results | Six Months Ended <br> Aug. 31, 2016 |  | Six Months Ended <br> Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Fiscal Yea Feb. 28, 2018 | Ending <br> Forecast) |  |  |
|  |  | YOY(\%) |  |  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 42,445 | 98.4 | 41,519 | 97.8 | 82,562 | 98.5 | 83,200 | 100.8 |
| Net sales | 42,361 | 98.4 | 41,437 | 97.8 | 82,394 | 98.5 | 83,100 | 100.9 |
| Gross profit from operation | 26,984 | 97.1 | 26,268 | 97.3 | 52,516 | 97.9 |  |  |
| SG\&A expenses | 26,678 | 100.4 | 25,632 | 96.1 | 52,001 | 98.8 |  |  |
| Operating income | 306 | 25.2 | 636 | 207.7 | 515 | 50.4 | 600 | 116.4 |

[Restaurant division] Existing store sales increase

|  | Six Months Ended Aug. 31, 2016 | Six Months Ended Aug. 31, 2017 | Fiscal Year Ended <br> Feb. 28, 2017 | Fiscal Year Ending Feb. 28, 2018 (Forecast) |
| :---: | :---: | :---: | :---: | :---: |
| Existing store sales increase | (4.2) | +1.1 | (2.8) | +3.4 |
| Number of customers | +0.8 | (2.0) | $\pm 0.0$ |  |
| Average spending per customer | (5.0) | +3.1 | (2.8) |  |

[Restaurant division] Gross profit margin

| Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Change |  | Change |  | Change |
| 68.4 | +0.1 | 68.4 | +0.2 | 68.0 | (0.4) |

*From the fiscal year ending February 28, 2018, the restaurant division has comprised only the Denny's brand. Previous fiscal year's growth in existing store sales and merchandise gross profit margin have been changed to reflect this change.
Nissen Holdings (Consolidated)
※The fiscal year ended February 28, 2017 is a 14-month period due to changing the fiscal year-end from December 20 to February 28.
Figures for three months ended August 31, 2016 are for the period from December 21, 2015 to June 20, 2016.

| Financial results |  |  |
| :---: | :---: | :---: |
|  | Six Months Ended Aug. 31, 2016 |  |
|  |  | YOY(\%) |
| Net sales | 57,948 | 72.5 |
| Gross profit from operation | 20,541 | 68.7 |
| SG\&A expenses | 25,845 | 74.7 |
| Operating income | $(5,303)$ |  |


| Six Months Ended <br> Aug. 31, 2017 |  |
| :--- | ---: |
|  | YOY(\%) |
| 52,133 | 90.0 |
| 17,574 | 85.6 |
| 19,587 | 75.8 |
| $(2,013)$ | - |


| Fiscal Year Ended <br> Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
| :---: | :---: | :---: | :---: |
|  | YOY(\%) |  | YOY(\%) |
| 139,226 | 87.7 | 105,900 | 76.1 |
| 42,743 | 75.7 |  |  |
| 57,840 | 89.1 |  |  |
| $(15,097)$ |  | $(5,600)$ |  |

【Reference】 Financial results

| Six Months Ended Aug. 31, 2017 ${ }^{* 1}$ |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Fiscal Year Ended <br> Feb. 28, 2017*² |  | Fiscal Year Ending <br> Feb. 28, 2018 (Forecast) ${ }^{\text {*2 }}$ |  |
|  |  |  |  |  |  |
|  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| 52,133 | 86.4 | 120,803 |  | 105,900 | 87.7 |
| 17,574 | 86.1 | 35,964 |  |  |  |
| 19,587 | 79.9 | 48,383 |  |  |  |
| $(2,013)$ |  | $(12,420)$ |  | $(5,600)$ |  |

*1. Figures for three months ended August 31, 2016 restated for the period from February 21, 2016 to August 20, 2016 for reference. YoY figures are restated for reference.
*2. Figure for the fiscal year ended February 28, 2017 are restated for the period from February 21, 2016 to February 28, 2017 for reference. YoY projection figures are restated for reference.
VII. Group Strategy
(1) Seven Premium

|  | Six Months Ended Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |  | Change |
| Sales (billions of yen) | 5,950 | +1,010 | 6,550 | $+600$ | 11,500 | +1,490 | 13,200 | +1,700 |
| Items | 3,500 | +320 | 3,820 | +320 | 3,650 | +350 | - | - |

(2) EC sales

|  | $\begin{aligned} & \text { Six Months Ended } \\ & \text { Aug. 31, } 2016 \end{aligned}$ |  |
| :---: | :---: | :---: |
|  |  | Change |
| EC sales | 47,640 |  |
| Seven Net Shopping | 5,756 |  |
| Seven-Meal ${ }^{* 1}$ | 13,234 |  |
| Ito-Yokado | 1,067 |  |
| Ito-Yokado's Net Supermarket ${ }^{* 1}$ | 22,830 |  |
| Akachan Honpo ${ }^{*}$ | 3,117 |  |
| Sogo \& Seibu | 1,214 |  |
| LOFT | 197 |  |
| Other | 225 |  |

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


## VII. Capital Expenditures, Depreciation and Amortization of Major Companies

|  | Six Months Ended <br> Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Domestic convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan |  |  |  |  |  |  |  |  |
| Total capital expenditures | 57,793 | 90.8 | 58,184 | 100.7 | 125,045 | 100.4 | 180,000 | 143.9 |
| Investment to new stores <br> Investment to existing stores and other <br> Software development | 37,651 18,763 1,378 | $\begin{aligned} & 91.7 \\ & 95.5 \\ & 47.0 \end{aligned}$ | $\begin{array}{r} 34,256 \\ 20,931 \\ 2,996 \end{array}$ | $\begin{array}{r} 91.0 \\ 111.6 \\ 217.4 \end{array}$ | $\begin{array}{r} 74,070 \\ 45,733 \\ 5,241 \end{array}$ | $\begin{array}{r} 92.6 \\ 121.0 \\ 77.6 \end{array}$ |  | I |
| Depreciation and amortization | 28,593 | 115.3 | 31,043 | 108.6 | 58,829 | 113.6 | 67,500 | 114.7 |
| Overseas convenience store operations |  |  |  |  |  |  |  |  |
| 7-Eleven, Inc. |  |  |  |  |  |  |  |  |
| Total capital expenditures* | 49,296 | 126.7 | 46,376 | 94.1 | 216,776 | 135.7 | 510,000 | 235.3 |
| \| $\left\lvert\, \begin{aligned} & \text { Investment to new stores and other } \\ & \text { Investment to existing stores and other } \\ & \text { Software development }\end{aligned}\right.$ | 20,681 24,091 4,524 | $\begin{aligned} & 141.4 \\ & 115.1 \\ & 134.4 \end{aligned}$ | $\begin{array}{r} 25,522 \\ 20,344 \\ 510 \end{array}$ | $\begin{array}{r} 123.4 \\ 84.4 \\ 11.3 \end{array}$ | $\begin{gathered} 161,327 \\ 48,233 \\ 7,216 \\ \hline \end{gathered}$ | $\begin{array}{r} 155.3 \\ 100.9 \\ 89.2 \end{array}$ |  | , |
| Depreciation and amortization | 32,711 | 102.9 | 35,129 | 107.4 | 64,992 | 99.4 | 69,000 | 106.2 |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado |  |  |  |  |  |  |  |  |
| Capital expenditures | $\begin{gathered} 22,429 \\ {[15,400]} \end{gathered}$ | $\begin{gathered} 52.6 \\ {[36.1]} \end{gathered}$ | 4,531 | 20.2 | $\begin{array}{r} 30,636 \\ {[23,607]} \end{array}$ | $\begin{gathered} 52.3 \\ {[68.9]} \end{gathered}$ | 19,300 | 63.0 |
| Investment to new stores <br> Investment to existing stores and other <br> Software development | 17,502 $[10,473]$ 4,592 335 | $\begin{array}{r} 58.0 \\ {[34.7]} \\ 51.2 \\ 9.6 \end{array}$ | $\begin{array}{r} 209 \\ 4,124 \\ 4 \\ 198 \end{array}$ | $\begin{array}{r} 1.2 \\ 89.8 \\ 59.1 \end{array}$ | $\begin{array}{r} 19,032 \\ {[12,003]} \\ 11,136 \\ 468 \end{array}$ | $\begin{array}{r} 53.9 \\ {[109.0]} \\ 70.3 \\ 6.3 \end{array}$ |  |  |
| Depreciation and amortization | 7,105 | 113.1 | 6,392 | 90.0 | 13,654 | 104.0 | 13,050 | 95.6 |
| York-Benimaru |  |  |  |  |  |  |  |  |
| Total capital expenditures | 6,085 | 119.1 | 6,041 | 99.3 | 12,330 | 115.9 | 15,000 | 121.7 |
| Investment to new stores <br> Investment to existing stores and other <br> Software development | 4,703 1,331 51 | $\begin{array}{r} 137.8 \\ 80.9 \\ 96.1 \end{array}$ | 4,514 1,436 90 | $\begin{array}{r} 96.0 \\ 107.9 \\ 176.5 \end{array}$ | $\begin{array}{r} 8,934 \\ 3,280 \\ 116 \end{array}$ | $\begin{array}{r} 128.4 \\ 94.5 \\ 54.7 \end{array}$ |  |  |
| Depreciation and amortization | 2,169 | 113.8 | 2,486 | 114.6 | 4,519 | 115.0 | 5,200 | 115.1 |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu |  |  |  |  |  |  |  |  |
| Total capital expenditures | 5,214 | 78.6 | 4,937 | 94.7 | 11,773 | 93.1 | 13,000 | 110.4 |
| Investment to new stores <br> Investment to existing stores and other <br> Software development | 4,866 | - 83.3 43.7 | 4,698 | 96.5 <br> 68.7 | $\begin{array}{r} 10,977 \\ 796 \end{array}$ | $102.3$ $41.5$ |  |  |
| Depreciation and amortization | 5,579 | 92.5 | 4,647 | 83.3 | 10,664 | 90.7 | 10,300 | 96.6 |

Notes: 1. Capital expenditures include long-term leasehold deposits and advances for store construction.
An increase of the future amortization of assets under the "Accounting Standard for Asset Retirement Obligations" is not included.
2. Capital expenditures include investments related to openings of stores for each fiscal year and beyond, and goodwill and others due to the acquisition of stores, etc.
3. Depreciation and amortization include amortization on intangible assets.
4. [ ] Figures reflect sales \& leaseback of assets of new stores at Ito-Yokado.

* The forecast for the fiscal year ending February 28, 2018 at 7-Eleven, Inc. includes the acquisition of part of the retail business of Sunoco LP.


## Store Information

I . Store Openings and Closures of Major Companies

|  | Six Months EndedAug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  | Fiscal Year Ending Feb. 28, 2018 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |  | Change |
| Domestic convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan | 19,044 | +472 | 19,851 | +429 | 19,422 | +850 | 20,122 | +700 |
| Openings | 855 |  | 800 |  | 1,682 |  | 1,600 |  |
| Closures | 383 |  | 371 |  | 832 |  | 900 |  |
| Relocations, etc. | 308 |  | 291 |  | 670 |  |  |  |
| Terminations of contract | 75 |  | 80 |  | 162 |  |  |  |
| SEVEN-ELEVEN (BEIJING) ${ }^{* 1}$ | 203 | +16 | 220 | +1 | 219 | +32 | 259 | +40 |
| Openings | 21 |  | 11 |  | 40 |  | 50 |  |
| Closures | 5 |  | 10 |  | 8 |  | 10 |  |
| SEVEN-ELEVEN (TIANJIN) ${ }^{* 1}$ | 70 | $\pm 0$ | 83 | +1 | 82 | +12 | 111 | +29 |
| Openings | 6 |  | 8 |  | 18 |  | 36 |  |
| Closures | 6 |  | 7 |  | 6 |  | 7 |  |
| SEVEN-ELEVEN (CHENGDU) ${ }^{* 1}$ | 56 | (4) | 65 | (2) | 67 | +7 | 87 | $+20$ |
| Openings | 4 |  | 5 |  | 16 |  | 29 |  |
| Closures | 8 |  | 7 |  | 9 |  | 9 |  |
| Overseas convenience store operations |  |  |  |  |  |  |  |  |
| 7-Eleven, Inc. ${ }^{* 1.2}$ | 8,503 | +3 | 8,716 | +9 | 8,707 | +207 | 9,895 | +1,188 |
| Openings | 64 |  | 72 |  | 356 |  | 1,408 |  |
| Closures | 61 |  | 63 |  | 149 |  | 220 |  |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado | 180 | (2) | 167 | (4) | 171 | (11) | 165 | (6) |
| Openings | 2 |  | 1 |  | 4 |  | 2 |  |
| Closures | 4 |  | 5 |  | 15 |  | 8 |  |
| York-Benimaru | 209 | +4 | 214 | +1 | 213 | +8 | 221 | +8 |
| Openings | 4 |  | 4 |  | 9 |  | 11 |  |
| Closures | 0 |  | 3 |  | 1 |  | 3 |  |
| York Mart | 78 | +2 | 79 | +1 | 78 | +2 | 78 | $\pm 0$ |
| Openings | 2 |  | 1 |  | 2 |  | 1 |  |
| Closures | 0 |  | 0 |  | 0 |  | 1 |  |
| Hua Tang Yokado Commercial ${ }^{* 1}$ | 4 | (1) | 1 | (1) | 2 | (3) | 1 | (1) |
| Openings | 0 |  | 0 |  | 0 |  | 0 |  |
| Closures | 1 |  | 1 |  | 3 |  | 1 |  |
| Chengdu Ito-Yokado ${ }^{* 1}$ | 6 | $\pm 0$ | 7 | +1 | 6 | $\pm 0$ | 7 | +1 |
| Openings | 0 |  | 1 |  | 0 |  | 1 |  |
| Closures | 0 |  | 0 |  | 0 |  | 0 |  |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu | 23 | $\pm 0$ | 19 | $\pm 0$ | 19 | (4) | 15 | (4) |
| Openings | 0 |  | 0 |  | 0 |  | 0 |  |
| Closures/Transfers | 0 |  | 0 |  | 4 |  | 4 |  |
| Specialty store operations |  |  |  |  |  |  |  |  |
| Akachan Honpo | 104 | +1 | 107 | +1 | 106 | +3 | 109 | +3 |
| Openings | 4 |  | 2 |  | 8 |  | 8 |  |
| Closures | 3 |  | 1 |  | 5 |  | 5 |  |
| $\mathrm{LOFT}^{* 3}$ | 109 | +7 | 111 | +2 | 109 | +7 | 111 | +2 |
| Openings | 7 |  | 4 |  | 8 |  | 8 |  |
| Closures | 0 |  | 2 |  | 1 |  | 6 |  |
| Seven \& i Food Systems ${ }^{* 4}$ | 847 | (4) | 775 | (40) | 815 | (36) | 759 | (56) |
| Restaurant division | 391 | +2 | 384 | (2) | 386 | (3) | 383 | (3) |
| Openings | 4 |  | 3 |  | 5 |  | 5 |  |
| Closures | 2 |  | 5 |  | 8 |  | 8 |  |
| Meal provision service division | 278 | +3 | 263 | (7) | 270 | (5) | 261 | (9) |
| In-store and specialty store division | 178 | (9) | 128 | (31) | 159 | (28) | 115 | (44) |

${ }^{*}$. Figures are as of the end of June, or the end of December.
*2. The forecast for the fiscal year ending February 28, 2018 at 7-Eleven, Inc. includes the acquisition of part of the retail business of Sunoco LP.
*3. The number of LOFT stores includes 16 franchised stores for the six months ended August 31, 2016, for the six months ended August 31, 2017 and for the fiscal year ended February 28, 2017.
*4. From the fiscal year ending February 28, 2018, the restaurant division has comprised only the Denny's brand, with Famil and other brands being concentrated in the in-store and specialty store division, renamed from the fast food division. Accordingly, the number of stores for past fiscal years has been restated.

## II. Store Information on Domestic/Overseas Convenience Store Operations

Domestic Store Network

|  | Aug. 2016 | Feb. 2017 | Aug. 2017 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 948 | 959 | 974 | +15 |
| Aomori | 41 | 49 | 59 | +10 |
| Iwate | 129 | 131 | 136 | +5 |
| Miyagi | 382 | 389 | 395 | +6 |
| Akita | 81 | 85 | 90 | +5 |
| Yamagata | 171 | 173 | 177 | +4 |
| Fukushima | 413 | 420 | 431 | +11 |
| Ibaraki | 633 | 632 | 636 | +4 |
| Tochigi | 417 | 422 | 429 | +7 |
| Gunma | 457 | 456 | 458 | +2 |
| Saitama | 1,122 | 1,140 | 1,175 | +35 |
| Chiba | 1,028 | 1,055 | 1,069 | +14 |
| Tokyo | 2,438 | 2,483 | 2,550 | +67 |
| Kanagawa | 1,340 | 1,361 | 1,386 | +25 |
| Niigata | 409 | 407 | 414 | +7 |
| Toyama | 131 | 130 | 131 | +1 |
| Ishikawa | 121 | 126 | 132 | +6 |
| Fukui | 66 | 67 | 66 | (1) |
| Yamanashi | 204 | 207 | 210 | +3 |
| Nagano | 441 | 442 | 450 | +8 |
| Gifu | 165 | 167 | 175 | +8 |
| Shizuoka | 692 | 703 | 710 | +7 |
| Aichi | 1,012 | 1,018 | 1,029 | +11 |
| Mie | 127 | 138 | 150 | +12 |
| Shiga | 223 | 228 | 233 | +5 |
| Kyoto | 314 | 320 | 330 | +10 |
| Osaka | 1,084 | 1,140 | 1,165 | +25 |
| Hyogo | 658 | 682 | 694 | +12 |
| Nara | 137 | 141 | 141 | $\pm 0$ |
| Wakayama | 75 | 77 | 77 | $\pm 0$ |
| Tottori | 12 | 16 | 19 | +3 |
| Shimane | 34 | 43 | 53 | +10 |
| Okayama | 292 | 295 | 297 | +2 |
| Hiroshima | 556 | 566 | 575 | +9 |
| Yamaguchi | 300 | 307 | 316 | +9 |
| Tokushima | 90 | 90 | 89 | (1) |
| Kagawa | 104 | 101 | 102 | +1 |
| Ehime | 86 | 97 | 103 | +6 |
| Kochi | 28 | 34 | 36 | +2 |
| Fukuoka | 921 | 937 | 963 | +26 |
| Saga | 183 | 185 | 189 | +4 |
| Nagasaki | 167 | 172 | 183 | +11 |
| Kumamoto | 297 | 308 | 317 | +9 |
| Oita | 155 | 157 | 159 | +2 |
| Miyazaki | 182 | 182 | 187 | +5 |
| Kagoshima | 178 | 184 | 191 | +7 |
| Total | 19,044 | 19,422 | 19,851 | +429 |

## Global Seven-Eleven Store Network

[Consolidated subsidiaries]

|  | Aug. 2016 | Feb. 2017 | Aug. 2017 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Japan | 19,044 | 19,422 | 19,851 | +429 |
| North America ${ }^{* 1}$ | 8,503 | 8,707 | 8,716 | +9 |
| U.S.A. | 7,999 | 8,057 | 8,064 | +7 |
| Canada | 504 | 650 | 652 | +2 |
| Hawaii | 63 | 63 | 64 | +1 |
| China [Beijing] | 203 | 219 | 220 | +1 |
| China [Tianjin] | 70 | 82 | 83 | +1 |
| China [Chengdu] | 56 | 67 | 65 | (2) |
| Sub-total | 27,939 | 28,560 | 28,999 | +439 |
| *1. Figures for "North America" are the number of franchised stores and directly operated stores operated by 7-Eleven, Inc. |  |  |  |  |


| [Area licensees] |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Jun. 2016 ${ }^{\text {*2 }}$ | Dec. 2016*2 | Jun. 2017 | Change |
| South Korea | 8,227 | 8,556 | 8,943 | +387 |
| China | 1,759 | 1,814 | 1,818 | +4 |
| [Hong Kong and others]*3 |  |  |  |  |
| China [Shanghai] | 88 | 102 | 115 | +13 |
| China [Shandong] | 37 | 38 | 40 | +2 |
| China [Chongqing] | 24 | 35 | 35 | $\pm 0$ |
| China [Zhejiang] | - | - | 1 | +1 |
| Taiwan | 5,055 | 5,107 | 5,161 | +54 |
| Thailand | 9,252 | 9,542 | 10,007 | +465 |
| Philippines | 1,740 | 1,995 | 2,087 | +92 |
| Malaysia | 2,001 | 2,122 | 2,186 | +64 |
| Singapore | 445 | 417 | 416 | (1) |
| Australia | 637 | 646 | 660 | +14 |
| UAE | 2 | 7 | 11 | +4 |
| Vietnam | - | - | 3 | +3 |
| U.S.A. | 304 | 307 | 326 | +19 |
| Mexico | 1,874 | 1,878 | 1,868 | (10) |
| Norway | 156 | 154 | 154 | $\pm 0$ |
| Sweden | 185 | 183 | 185 | +2 |
| Denmark | 186 | 187 | 183 | (4) |
| Sub-total | 32,151 | 33,245 | 34,199 | +954 |

*2. Figures for FY16/6 and FY16/12 include the number of stores in Indonesia.
*3. Figures for China [Hong Kong and others] include Guang Dong Province and Macau.

|  | Aug. 2016*4 | Feb. 2017*4 | Aug. 2017 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Total worldwide | 60,090 | 61,805 | 63,198 | +1,393 |
| *4. Figures for FY stores in Indone | 5/6 and FY1 <br> a. | 12 include | e numbe |  |

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

[^2]III. Store Information of Superstore Operations

| (1) Ito-Y |  |  |  | (Square meters) |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| Openings | Shokuhinkan Shinurayasu (food specialty store) (S\&B) | Chiba | Jun. 28, 2017 | 4,725 | 4,725 |
|  | PRIMETREE AKAIKE | Aichi | Nov. 2017 | 43,600 | 3,327 |
| Closures | Hadano | Kanagawa | Mar. 5, 2017 | - | 4,511 |
|  | Shokuhinkan Takaido (food specialty store) | Tokyo | Mar. 12, 2017 | - | 875 |
|  | Kamiooka(S\&B) | Kanagawa | Mar. 20, 2017 | - | 9,055 |
|  | Hirohata | Hyogo | Mar. 26, 2017 | - | 13,466 |
|  | Shinurayasu(S\&B) | Chiba | May 28, 2017 | - | 14,276 |
|  | Nara | Nara | Sep. 10, 2017 | - | 15,000 |
|  | Ario Matsumoto | Nagano | Sep. 10, 2017 | - | 6,738 |

In addition to the above, 1 store will be closed in the fiscal year ending February 28, 2018.
(2) York-Benimaru

| (Square meters) |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

$\overline{\text { In addition to the above, } 6 \text { stores will be opened in the fiscal year ending February 28, } 2018 . ~}$
(3) China [Superstores]

Square meters)

|  | Store name | Location | Date | Sales floor space |
| :--- | :--- | :--- | :--- | :--- |
| Opening | Meishan $^{*}$ | Meishan | Jan. 12, 2017 | 21,650 |
| Closure | Fengtaibeilu | Beijing | May 14, 2017 | 10,949 |

* Meishan store is located in Meishan City, adjacent to Chendu City. It is the seventh store of Chengdu Ito-Yokado.

Notes: S\&B stands for Scrap \& Build.

## IV. Store Information of Department Store Operations

| (Square meters) |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :---: | :---: | :---: | :---: |
|  | Store name |  |  |  |  |  | Location | Date | Sales floor space |
| Transfers | Sogo Kobe | Hyogo | Oct. 1, 2017 | 42,563 |  |  |  |  |  |
|  | SEIBU Takatsuki | Osaka | Oct. 1, 2017 | 38,833 |  |  |  |  |  |
| Closures | SEIBU Funabashi | Chiba | Feb. 28, 2018 | 42,414 |  |  |  |  |  |
|  | SEIBU Odawara | Kanagawa | Feb. 28, 2018 | 11,763 |  |  |  |  |  |

## V. Number of Stores by Type

## Seven-Eleven Japan

|  | Six Months Ended Aug. 31, 2016 |  |  | Six Months Ended Aug. 31, 2017 |  |  | Fiscal Year Ended Feb. 28, 2017 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change ${ }^{\text {Composition (\%) }}$ |  |  | Change ${ }^{\text {Composition (\%) }}$ |  |  | Change ${ }^{\text {Composition (\%) }}$ |  |
| Number of stores | 19,044 | +472 | 100.0 | 19,851 | +429 | 100.0 | 19,422 | +850 | 100.0 |
| Franchised stores | 18,568 | +497 | 97.5 | 19,380 | +403 | 97.6 | 18,977 | +906 | 97.7 |
| Type A | 4,527 | +79 | 23.8 | 4,565 | +11 | 23.0 | 4,554 | +106 | 23.4 |
| Type C | 14,041 | +418 | 73.7 | 14,815 | +392 | 74.6 | 14,423 | +800 | 74.3 |
| Directly operated stores | 476 | (25) | 2.5 | 471 | +26 | 2.4 | 445 | (56) | 2.3 |
| Open 24 hours | 18,390 | +367 | 96.6 | 19,067 | +388 | 96.1 | 18,679 | +656 | 96.2 |
| With liquor license | 18,777 | +450 | 98.6 | 19,570 | +424 | 98.6 | 19,146 | +819 | 98.6 |
| With cigarette license | 18,200 | +469 | 95.6 | 18,970 | +388 | 95.6 | 18,582 | +851 | 95.7 |

## 7-Eleven, Inc.

|  | Six Months EndedJun. 30, 2016 |  |  | Six Months Ended Jun. 30, 2017 |  |  | Fiscal Year Ended Dec. 31, 2016 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change | Composition (\%) |  | Change | Composition (\%) |  | Change | Composition (\%) |
| Number of stores | 8,503 | +3 | 100.0 | 8,716 | +9 | 100.0 | 8,707 | +207 | 100.0 |
| Franchised stores | 6,814 | +62 | 80.1 | 7,024 | +16 | 80.6 | 7,008 | +256 | 80.5 |
| BCP stores [Type A] | 446 | $\pm 0$ | 5.2 | 452 | $\pm 0$ | 5.2 | 452 | +6 | 5.2 |
| Type C | 6,368 | +62 | 74.9 | 6,572 | +16 | 75.4 | 6,556 | +250 | 75.3 |
| Directly operated stores | 1,689 | (59) | 19.9 | 1,692 | (7) | (7) 19.4 | 1,699 | (49) | ) 19.5 |
| With Gasoline station | 3,185 | +17 | 37.5 | 3,375 | +1 | : 38.7 | 3,374 | +206 | : 38.8 |

* BCP stands for Business Conversion Program.


## VI. Sales Floor Space

| Ito-Yokado | Six Months Ended <br> Aug. 31, 2016 |  |  |  | (Square meters) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Six Months Ended Aug. 31, 2017 |  | Fiscal Year Ended <br> Feb. 28, 2017 |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total sales floor space | 2,902,469 | 103.4 | 2,664,238 | 91.8 | 2,776,875 | 99.1 |
| Directly managed floor space | 1,586,278 | 99.7 | 1,545,064 | 97.4 | 1,508,282 | 94.8 |
| Weighted average floor space | 1,586,887 | 99.7 | 1,548,006 | 97.5 | 1,573,791 | 98.9 |

## York-Benimaru

(Square meters)

|  | $\begin{gathered} \text { Six Months Ended } \\ \text { Aug. 31, } 2016 \end{gathered}$ |  | $\begin{aligned} & \text { Six Months Ended } \\ & \text { Aug. 31, } 2017 \end{aligned}$ |  | Fiscal Year Ended Feb. 28, 2017 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total sales floor space | 648,971 | 102.4 | 653,549 | 100.7 | 656,950 | 102.5 |
| Directly managed floor space | 501,755 | 102.6 | 505,143 | 100.7 | 505,269 | 102.2 |
| Weighted average floor space ${ }^{*}$ | 487,997 | 102.3 | 497,785 | 102.0 | 491,259 | 102.4 |

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

Sogo \& Seibu
(Square meters)

| Sogo \& Seibu | Six Months Ended <br> Aug. 31, 2016 |  | Six Months Ended Aug. 31, 2017 |  |  | e met |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Fiscal Year Ended <br> Feb. 28, 2017 |
|  |  | YOY(\%) |  |  |  | YOY(\%) |  | YOY(\%) |
| Total sales floor space | 848,449 | 97.5 | 700,420 | 82.6 | 770,189 | 88.4 |
| Weighted average floor space | 828,229 | 95.1 | 700,100 | 84.5 | 803,825 | 92.3 |

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


[^0]:    Note: Eliminations / corporate in operating income mainly reflect the Company's operating expenses relating to the Group strategy.

[^1]:    * From January 2006, Seven-Eleven Japan's short-term rating is its rating as the guarantor of 7-Eleven, Inc.'s commercial paper program.

[^2]:    . As of August 31, 2017, Seven-Eleven Japan operates in 46 prefectures out of 47 prefectures in Japan.
    As of August 31, 2017, the number of 7-Eleven stores around the world including area licensees are 63,539 stores.

