



**Seven & i Holdings Co., Ltd.**  
**Financial Results Presentation**  
**for the First Quarter of FY2012**

**July 7, 2011**  
**Seven & i Holdings Co., Ltd.**

**Consolidated Financial Results**  
**for the Three Months ended May 31, 2011**

## Overview of Consolidated Financial Results

Income exceeded forecasts due to fast recovery from the Great East Japan Earthquake

(Billions of yen)

	1Q FY2012			Major Factors
	Amount	YOY	Change from previous year	
Revenues from operations	1,122.3	90.1%	(123.4)	<ul style="list-style-type: none"> <li>▪ Change in accounting method related to 7-Eleven, Inc.: (118.4) billion yen</li> <li>▪ Yen appreciation: approx. (24.0) billion yen</li> </ul>
[exclude major factors listed on right column]	[1,264.7]	[101.5%]	[+18.9]	
Operating income	68.2	130.1%	+15.7	-
Net income	13.1	53.9%	(11.1)	<b>Special Losses</b> <ul style="list-style-type: none"> <li>▪ Loss on disaster: 18.1 billion yen</li> <li>▪ Asset retirement obligations: 22.5 billion yen</li> </ul>
[exclude major factors listed on right column]	[39.2]	[161.4%]	[+14.9]	

## Operating Income by Business Segment

Factors for income growth was due to the fast recovery of superstore and convenience store operations, which were heavily affected by the earthquake

(Billions of yen)

	1Q FY2012			Major factors for change from the previous year
	Amount	YOY	Change	
Convenience stores	44.8	110.6%	+4.2	Japan: positive existing store sales: +7.0%
Superstores	14.4	318.8%	+9.9	Recovery of sales and improvement of gross profit margin from April
Department stores	1.2	880.9%	+1.0	Recovery of sales from April
Food services	(0.0)	-	+0.0	-
Financial services	7.4	97.8%	(0.1)	-
Others	0.6	-	+0.8	-

### Special Loss: Asset Retirement Obligations for Major Operating Companies

Asset retirement obligations were generally in line with plans, resulting in a 14.3 billion yen decrease in net income

(Billions of yen)

	FY2012 Initial Plans	FY2012 1Q Results	Difference
Seven-Eleven Japan	Approx. 10.5	10.5	±0.0
Ito-Yokado	Approx. 9.0	8.5	(0.5)
Seven & i Food Systems	Approx. 2.0	2.0	±0.0
Others	Approx. 2.5	1.4	(1.1)
<b>Total</b>	<b>24.0</b>	<b>22.5</b>	<b>(1.5)</b>

### Special Loss: Loss on Disaster for Major Operating Companies

Fixed expenses during periods of non-operation due to suspension of business, power outages, etc. were 4.1 billion yen

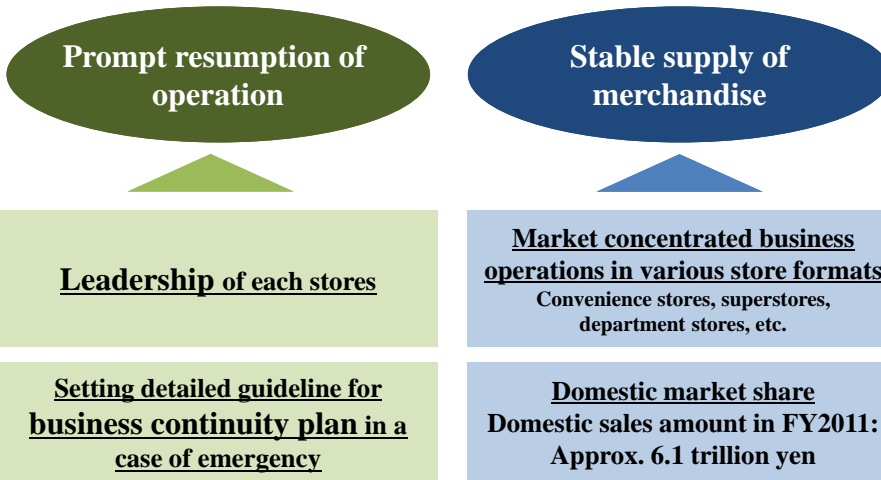
(Billions of yen)

	FY2012 Initial Plans	FY2012 1Q Results	Fixed expenses during suspension of business
Seven-Eleven Japan	6.0	0.9	[ 0.05 ]
Ito-Yokado	3.6	2.5	[ 0.8 ]
York-Benimaru	15.0	9.9	[ 1.3 ]
Sogo & Seibu	1.4	1.7	[ 1.2 ]
Others		3.1	[ 0.7 ]
<b>Total</b>	<b>26.0</b>	<b>18.1</b>	<b>[ 4.1 ]</b>

Loss on disaster for the FY2012 is expected to be 23.0 billion yen (as of July 7, 2011)

## Keys to Early Resumption

Achieved early resumption by sharing information and infrastructure between Group companies



## Overview of Convenience Store Operations



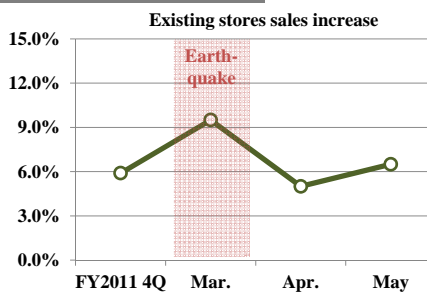
### Seven-Eleven Japan

Achieved income growth due to fast post-earthquake recovery of operations and response to post-earthquake demand

	FY2012 1Q
Operating income	43.7 bn yen YOY 112.0% +4.6 bn yen
Existing stores sales increase	+7.0%
Merchandise gross profit margin	30.2% Change (0.6)%

### Overview

- Strong sales of existing stores due to quick recovery of merchandise supply systems
- Impact by cigarette sales increase  
Existing stores sales increase: +5.4%  
Merchandise gross profit margin: (0.9)%



## Overview of Convenience Store Operations



### Seven-Eleven Japan

Strong sales due to continued improvement of daily products and response to post-earthquake demand

Factors behind daily sales increases at total store basis

Breakdown of total store sales increase (+40 thousand yen)



Breakdown excluding cigarettes (approx. +10 thousand yen)



#### Daily foods

- Noodles ..... Sales promotion, enhanced lineup
- Delicatessen ..... Close by convenient
- Fryers ..... Sales promotion, close by convenient
- Dessert ..... Private-brand products

#### Processed foods

- Soft drink ..... Group's procurement capabilities
- Cup noodles ..... Group's procurement capabilities

## Overview of Superstore Operations



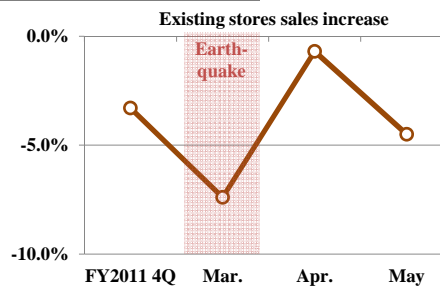
### Ito-Yokado

Lower net sales due to revised sales promotion measures, but income increased due to improved gross profit margins

	FY2012 1Q
Operating income	5.4 bn yen YOY 467.1% +4.2 bn yen
Existing stores sales increase	(4.4)%
Merchandise gross profit margin	30.3% Change +1.6%

#### Overview

- Sluggish net sales due to revised sales promotion and pricing measures
- Gross profit margin improved significantly due to revised pricing measures and the curtailing of bargain sales for certain products
- Reduction of cost due to limiting price-based sales promotion measures such as cash-back campaign
- SG&A was down 0.3 billion yen due to 6.7 billion yen increase for new stores and 7.1 billion yen decrease for existing stores

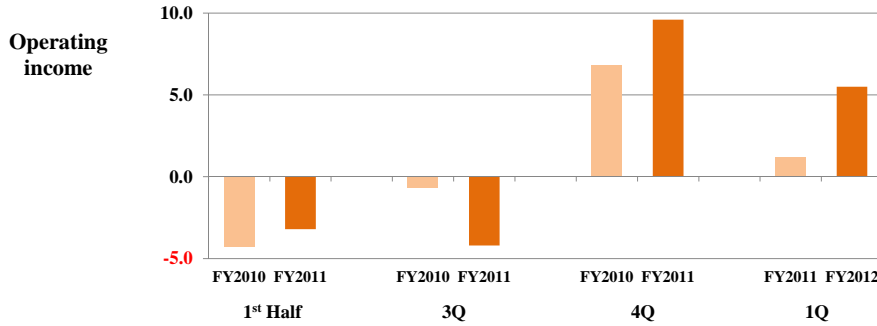


## Overview of Superstore Operations



### Ito-Yokado

Sales promotion and pricing measures revised from FY2011 4Q, continuation of revision in 1Q improved profitability



	FY2011 1st Half	FY2011 3Q	FY2011 4Q	FY2012 1Q
Existing stores sales increase	(2.5)%	(1.5)%	(3.3)%	(4.4)%
Merchandise gross profit margin (change)	(0.1)%	+0.2%	+0.2%	+1.6%
SG&A (change)	(8.1) bn yen	+1.6 bn yen	(1.6) bn yen	(0.3) bn yen

## Overview of Superstore Operations



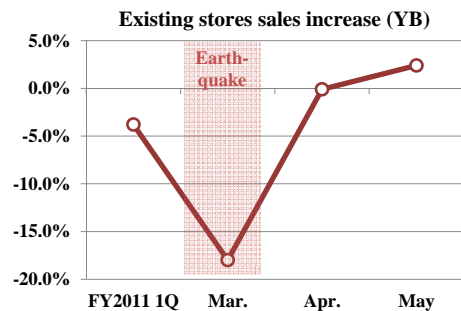
### Food Supermarkets

Income increased due to quick restoration of York-Benimaru operations and stable merchandise supply systems leveraging the Group's procurement capabilities

	York-Benimaru (YB)	York Mart (YMT)
Operating income	5.4 bn yen YOY 314.1% +3.6 bn yen	1.5 bn yen YOY 259.6% +0.9 bn yen
Existing stores sales increase	(4.6)%	+5.2%
Merchandise gross profit margin	28.4% Change +2.7%	30.0% Change +1.5%

#### Overview

- Post-earthquake sales of York-Benimaru plummeted due to store closings, etc., but later recovered due to quick restoration of operations
- York Mart, as a supermarket in Tokyo metropolitan area, secured stable product supplies utilizing the Group's procurement capabilities and addressed post-earthquake demands.
- Gross profit margin improved significantly due to revised pricing measures and the curtailing of bargain sales for certain products



## Overview of Department Store Operations



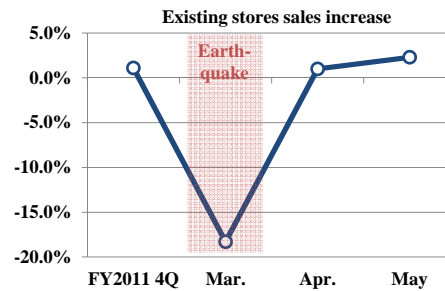
### Sogo & Seibu

Sales suffered in March due to post-earthquake scheduled power outages, etc., but income increased due to quick recovery since April

	FY2012 1Q
Operating income	1.0 bn yen YOY 537.1% +0.8 bn yen
Existing stores sales increase	(5.6)%
Merchandise gross profit margin	25.5% Change (0.6)%

#### Overview

- Sales suffered in March due to shortened operational hours as a result of power outages, etc., but recovered in April due to return to normal operation
- Convenience improved due to introduction of the point program system in April
- SG&A expenses was down 5.0 billion yen due to cost cuts focusing on personnel and store expenses
- Sales primarily supported by large contributions from flagship store SEIBU Ikebukuro after a full-scale remodeling in September 2010



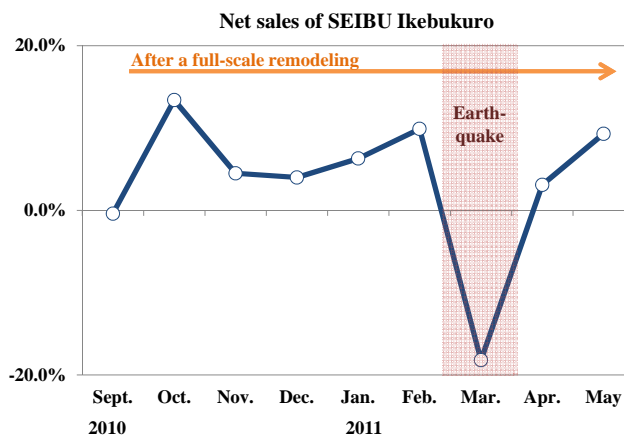
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## Overview of Department Store Operations



### Sogo & Seibu

Sales strong after a full-scale remodeling of flagship store SEIBU Ikebukuro in September 2010



#### May 2012

- Recovery to pre-earthquake levels
- Increases in all product categories
- Strong sales growth in substantially renovated interior and food sales areas



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## Plans of Consolidated Financial Results for FY2012

### Plans of Consolidated Financial Results

Second-half and full-year plans revised upward based on 1Q results

(Billions of yen)

	FY2012 Previous plans		FY2012 Revised plans		
	Amount	YOY	Amount	YOY	Revised amount
Revenues from operations	4,600.0	89.8%	4,680.0	91.4%	+80.0
Operating income	248.0	101.9%	274.0	112.6%	+26.0
Net income	87.5	78.2%	105.0	93.8%	+17.5

\* Previous plans: announced on April 7, 2011



**Plans of Consolidated Financial Results:**  
**— Operating Income by Business Segment —**

Plans revised upward for each segment based on 1Q results

(Billions of yen)

	FY2012 Previous plans		FY2012 Revised plans		
	Amount	YOY	Amount	YOY	Revised amount
Convenience stores	202.8	103.7%	205.0	104.9%	+2.2
Superstores	12.0	76.4%	30.0	191.0%	+18.0
Department stores	4.2	74.7%	6.0	106.7%	+1.8
Food services	0.0	-	0.8	-	+0.8
Financial services	27.0	95.3%	30.0	105.8%	+3.0
Others	2.5	-	2.5	-	-

\* Previous plans: announced on April 7, 2011



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**Overview of Convenience Store Operations**  
**— Operating Income —**

**【Major initiatives in FY2012】**

**Japan:** Enhance daily products through new branding strategies and introduction of new utensils

**North America:** Strengthen hot food and private-brand products, accelerate store openings, and conduct concentrated remodeling

**Situation in Major Operating Companies**

**Seven-Eleven Japan**

	FY2012 Previous plans	FY2012 Revised plans	Revised amount
Operating income	173.0 bn yen YOY 102.3%	178.0 bn yen YOY 105.2%	+5.0 bn yen
Existing stores sales increase	+2.2%	+4.4%	+2.2%
Merchandise gross profit margin	30.5% Change ±0.0%	30.0% Change (0.5)%	(0.5)%

**7-Eleven, Inc.**

	FY Dec. 2011 Previous plans	FY Dec. 2011 Revised plans	Revised amount
Operating income	31.0 bn yen YOY 93.0%	30.0 bn yen YOY 90.0%	(1.0) bn yen
Existing stores sales increase	+3.8%	+1.2%	(2.6)%
Merchandise gross profit margin	35.4% Change +0.3%	34.7% Change (0.4)%	(0.7)%

\* Previous plans: announced on April 7, 2011



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## Overview of Superstore Operation — Operating Income —

### 【Major initiatives in FY2012】

Ito-Yokado: Continue pricing and sales promotion measures taken from 4Q FY2011

York-Benimaru: Enhance responsiveness to customers needs in areas reconstructing after the earthquake

### Situation in Major Operating Companies

#### Ito-Yokado

	FY2012 Previous plans	FY2012 Revised plans	Revised amount
Operating income	6.0 bn yen YOY 278.3%	12.0 bn yen YOY 556.6%	+6.0 bn yen
Existing stores sales increase	(4.5)%	(2.9)%	+1.6%
Merchandise gross profit margin	29.2% Change +0.1%	29.7% Change +0.6%	+0.5%

#### York-Benimaru

	FY2012 Previous plans	FY2012 Revised plans	Revised amount
Operating income	1.0 bn yen YOY 11.3%	10.0 bn yen YOY 112.6%	+9.0 bn yen
Existing stores sales increase	(9.9)%	(3.1)%	+6.8%
Merchandise gross profit margin	26.9% Change +0.3%	27.4% Change +0.8%	+0.5%

\* Previous plans: announced on April 7, 2011



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## Overview of Department Store Operations — Operating Income —

### 【Major initiatives in FY2012】

Renovate other key stores to create the same effect as seen in flagship store SEIBU Ikebukuro

### Situation in Major Operating Company

#### Sogo & Seibu

	FY2012 Previous plans	FY2012 Revised plans	Revised amount
Operating income	6.2 bn yen YOY 83.9%	8.0 bn yen YOY 108.3%	+1.8 bn yen
Existing stores sales increase	(2.7)%	(1.3)%	+1.4%
Merchandise gross profit margin	25.3% Change (0.1)%	25.0% Change (0.4)%	(0.3)%

\* Previous plans: announced on April 7, 2011



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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.