



**Seven & i Holdings Co., Ltd.
Financial Results Presentation
for the Second Quarter of FY2013**

October 5, 2012
Seven & i Holdings Co., Ltd.



**Financial Results for the Six Months
ended August 31, 2012**

Overview of Consolidated Financial Results

Operating income about level year on year, net income up significantly due to decline in special losses

(Billions of yen)

	1 st Half FY2013				Major Factors in YoY Changes
	Amount	YoY	Change from previous year	Difference from plan	
Total Group sales*	4,201.1	105.6%	+223.7	+1.1	Contributions from higher total store sales for SEJ and SEI
Revenues from operations	2,450.6	104.0%	+93.4	(29.3)	Growth in revenues from operations at SEJ and SEI
Operating income	147.1	98.0%	(2.9)	(7.3)	Income up in convenience store operations, but down significantly in superstore operations
Net income	66.9	126.8%	+14.1	(7.0)	Special losses in 2Q YTD ended Aug. 2011 Loss on disaster: 23.4 billion yen Asset retirement obligations: 22.5 billion yen

*Total Group sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc., franchisees.



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Operating Income by Business Segment

Operating income increased steadily in convenience store operations, decreased in superstore operations due to rebound from the earthquake

(Billions of yen)

	1 st Half FY2013			Major Factors in YoY Changes
	Amount	YoY	Change from previous year	
Convenience stores	116.5	106.1%	+6.6	Record high operating income at SEJ and SEI (dollar basis)
Superstores	9.2	44.0%	(11.7)	Rebound from higher demand in previous year following earthquake and weather conditions in 2Q
Department stores	1.2	58.1%	(0.9)	Principally due to weather conditions in 2Q
Food services	0.4	145.2%	+0.1	—
Financial services	18.5	114.1%	+2.3	Favorable results in credit card operations
Others	2.0	178.4%	+0.8	—



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Higher Electricity Expenses

• Electricity Expenses: Consolidated and Major Operating Companies

Excluding new stores, etc., up 2.3 billion yen, basically in line with plans

* Annual forecasts: Impact of price increase: +12.0 billion yen, cutbacks: (6.0) billion yen

- At Seven-Eleven Japan, electricity rate increase offset by energy-saving measures, such as LED lighting (overall increase due to rise in the number of stores and the installation of new fixtures)
- Other companies also took steps to reduce electricity expenses, such as the use of LED lighting.

1st Half Results	(Billions of yen)	
	Amount	Change from previous year
Consolidated	47.8	+5.1
Seven-Eleven Japan	17.8	+2.2
Ito-Yokado	9.8	+1.3
York-Benimaru	2.2	+0.3
Sogo & Seibu	3.4	+0.3
Others	14.3	+0.8

(Billions of yen)	
Increased surcharges	+3.9
Reduction measures, such as LED lighting	(1.6)
Increase due to new stores, etc.	+2.8

Plans of Consolidated Financial Results for FY2013

Plans of Consolidated Financial Results

Full-year plan for operating income revised to 308.0 billion yen in consideration of results in the first half

(Billions of yen)

	FY2013 Plans (as of Oct. 4)			FY2013 Plans (as of Apr. 5)	
	Amount	YoY	Change from previous year	Amount	YoY
Total Group sales*	8,530.0	106.0%	+481.1	8,550.0	106.2%
Revenues from operations	5,030.0	105.1%	+243.6	5,060.0	105.7%
Operating income	308.0	105.5%	+15.9	315.0	107.9%
Net Income	143.0	110.1%	+13.1	155.0	119.4%

*Total Group sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc., franchisees.



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Plans of Operating Income by Segment

Plans of operating income revised in consideration of results in the first half

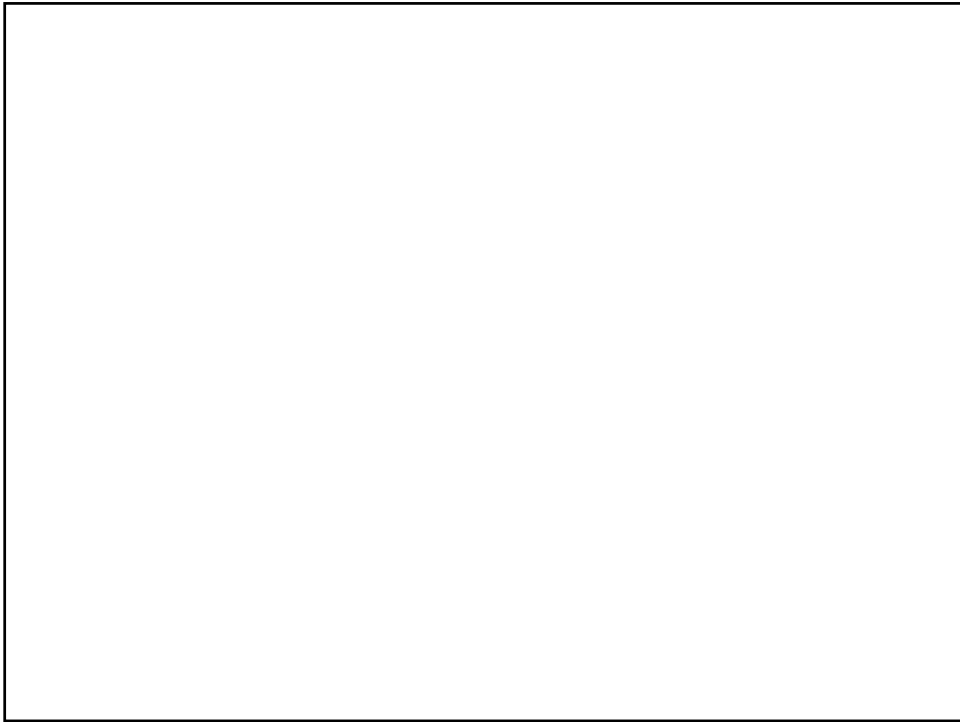
(Billions of yen)

	FY2013 Plans (as of Oct. 4)			FY2013 Plans (as of Apr. 5)	
	Amount	YoY	Change from previous year	Amount	YoY
Convenience stores	231.6	107.9%	+16.9	228.9	106.6%
Superstores	25.8	79.6%	(6.6)	35.0	107.9%
Department stores	11.8	118.6%	+1.8	12.9	129.7%
Food services	1.1	-	+1.1	1.3	-
Financial services	35.6	105.4%	+1.8	35.6	105.4%
Others	3.6	156.2%	+1.2	2.8	121.5%



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Seven-Eleven Japan

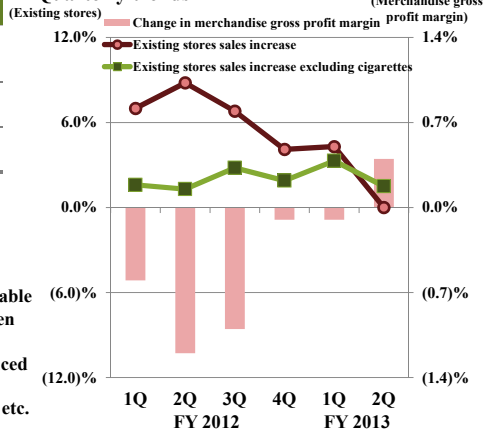
Results in first half



Due in part to the effects of investment in existing stores, sales were favorable and operating income reached a record-high level

	1 st Half Results	YoY
Operating income	100.0 bn yen	102.7% +2.6 bn yen
Existing stores sales increase	+2.0%	
Merchandise gross profit margin	30.0%	+0.2%

Quarterly trends



Overview

- Opened 728 stores, a record-high for the first half (net increase: +557 stores)
- Existing store sales continued to increase due to favorable results in original daily food products, which have been strengthened, and in *Seven Premium*.
- SG&A expenses exceeded planned levels due to enhanced support for franchisees, installation of energy-saving facilities, and accelerated installation of chilled cases, etc.



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Seven-Eleven Japan

Full-year plan



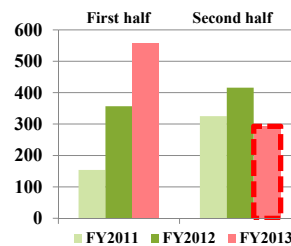
No change to operating income, but indicators revised in consideration of results in 1st half

	Plans as of Oct. 4	Plans as of Apr. 5
Operating income	195.0 bn yen [106.5% YOY]	195.0 bn yen [106.5% YOY]
Existing stores sales increase	+1.7%	+1.0%
Merchandise gross profit margin	30.0% [YOY +0.3%]	30.1% [YOY +0.4%]
Net increase in number of stores	+850 stores	+750 stores

Key actions in 2nd half

Strengthen store openings	<ul style="list-style-type: none"> • Record-high 1,350 store openings • High-quality store openings through robust store development system
Bolster sales capabilities	<ul style="list-style-type: none"> • Development of highly differentiated products • Increased benefits from stepped up installation of island-type chilled cases and wall-type chilled cases • Strengthening lineup of basic products • Improving merchandise gross profit margin • Strengthening services (product delivery service etc.)

Net increase in stores



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7-Eleven, Inc.

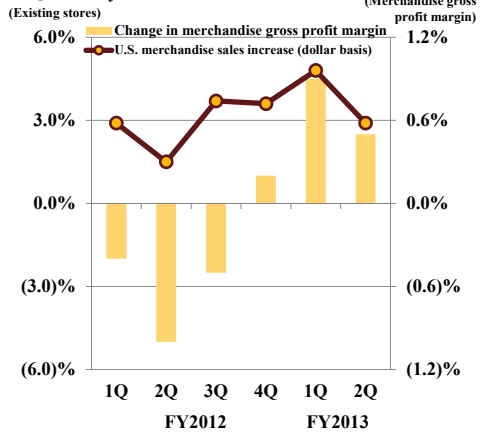
Results in first half

Record-high income on dollar basis due to favorable sales of core products and improvement in merchandise gross profit margin



	1 st Half Results	YoY
Operating income	17.7 bn yen	135.9% +4.6 bn yen
Existing stores sales increase (U.S. Merchandise sales in dollar basis)		+3.7%
Merchandise gross profit margin	35.3%	+0.7%

Quarterly trends



Overview

- Opened 294, including acquisition of stores (net increase: +254 store)
- Continued growth in merchandise sales due to strong performances by non-alcoholic beverages, fresh foods and hot foods, 7-Select private-brand products, and others
- Substantial improvement in gross profit margin due to favorable sales of the above products, which have high gross profit margins
- Increase in gross profit on gasoline due to higher prices and sales volume



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7-Eleven, Inc.

Full-year plan

Plan for operating income revised to 40.0 billion yen in consideration of results in the first half

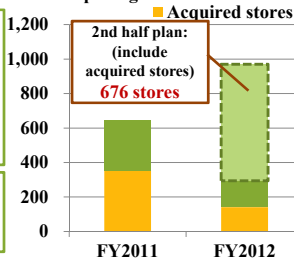


	Plans as of Oct. 4	Plans as of Apr. 5
Operating income	40.0 billion yen [122.2% YOY]	36.3 billion yen [110.9% YOY]
Existing stores sales increase (U.S. Merchandise sales in dollar basis)	+2.7%	+2.7%
Merchandise gross profit margin	35.3% [YOY +0.6%]	34.8% [YOY +0.1%]

Key actions in 2nd half

Strengthen store openings	<ul style="list-style-type: none"> Expansion through acquisition of stores and new store openings → Increase in full-year store opening plan from 680 stores to 970 stores Progress in conversion to franchise stores and in conversion of acquired stores to 7-Eleven stores
Strengthen product lineups	<ul style="list-style-type: none"> Strengthen development of fresh foods and hot foods Strengthen development of 7-Select private-brand products

Store openings



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Ito-Yokado

Results in first half

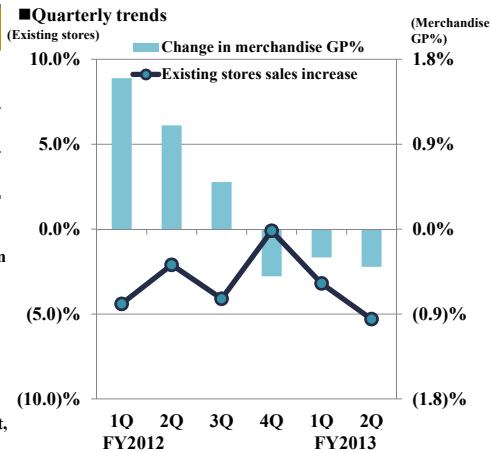


Lower income due to rebound from the earthquake and first half weather conditions

	1 st Half Results	YoY
Operating income	0.7 bn yen	12.0% (5.3) bn yen
Existing stores sales increase		(4.3)%
Merchandise gross profit margin	29.5%	(0.4)%

Overview

- Sales down due to weather conditions and rebound from the earthquake
- Merchandise gross profit margin improved for apparel, but merchandise gross profit margin was down in household goods and food due to such factors as a rebound from the limited special sales after the earthquake in the previous fiscal year.
- SG&A expenses were limited through measures to cut costs, centered on labor expenses and land/building rent, which offset an increase in electricity expense.



Ito-Yokado

Full-year plan



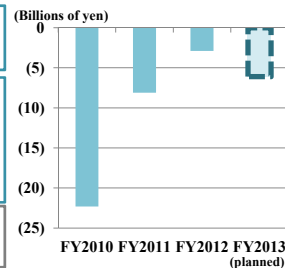
Full-year plan for operating income revised to 7.0 billion yen in consideration of results in the first half

	Plans as of Oct. 4	Plans as of Apr. 5
Operating income	7.0 bn yen [(3.5) bn yen YOY]	13.5 bn yen [+2.9 bn yen YOY]
Existing stores sales increase	(3.1)%	(1.5)%
Merchandise gross profit margin	29.7% [YOY unchanged]	30.2% [YOY +0.5%]

● Key actions in 2nd half

Ongoing merchandising reforms	<ul style="list-style-type: none"> Apparel: Strengthen 4 core private-brand products Food: Strengthen fresh foods, expand <i>Seven Premium</i>
Activate existing store	<ul style="list-style-type: none"> Increase customer service level: More aggressive use of part-time staff Strengthen store-managed operating system Utilize the tenants Establish store format of <i>Shokuhinkan</i>, urban-style small supermarket
Costs	<ul style="list-style-type: none"> Reevaluate labor expenses: Improve productivity Reevaluate sales promotion costs: Use Web flyers

■ Change in SG&A expenses



York-Benimaru

Results in first half



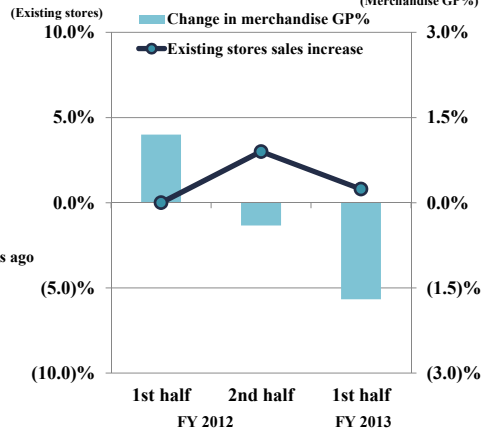
Lower merchandise gross profit margin due to rebound from previous year's earthquake

	1 st Half Results	YoY
Operating income	5.8 bn yen	60.9% (3.7) bn yen
Existing stores sales increase	+0.8%	
Merchandise gross profit margin	25.6%	(1.7)%
Operating income (including Life Foods)*	8.0 bn yen	69.6% (3.5) bn yen

Overview

- Existing stores sales: +0.8% from corresponding period two years ago
- Merchandise gross profit margin in 1st half was down 1.7% in comparison with the same period of the previous year, when a substantial improvement was recorded due to the increase in demand following the earthquake.
(Gross profit margin in 1st half down 0.5% from corresponding period two years ago.)
- In previous year, fixed costs during the period when stores were shut due to the earthquake were recorded [1.6 bn yen] as special losses.

Trends in 1st half and 2nd half



*Life Foods is a subsidiary that manufactures and sells *sozai* prepared dishes in York-Benimaru stores.



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York-Benimaru

Full-year plan



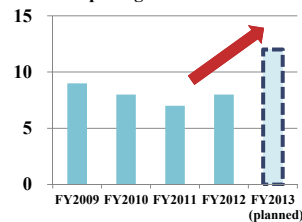
Operating income, including Life Foods: 15.3 billion yen, in line with initial plan

	Plans as of Oct. 4	Plans as of Apr. 5
Operating income (including Life Foods)	15.3 bn yen [83.1% YOY]	15.3 bn yen [83.1% YOY]
* York-Benimaru operating income	12.0 bn yen [80.2% YOY]	12.4 bn yen [82.9% YOY]
Existing stores sales increase	+2.0%	+2.0%
Merchandise gross profit margin	26.6% [YOY (0.4)%]	26.6% [YOY (0.4)%]

Key actions in 2nd half

Maximizing gross profit	<ul style="list-style-type: none"> • Strengthen <i>Seven Premium</i> • Strengthen fresh foods and delicatessen items
Increase efficiency of store operations	<ul style="list-style-type: none"> • Strengthen cost structure through improved productivity → Cost structure that can accommodate pricing competition
Strengthen store openings	<ul style="list-style-type: none"> • Establish store format for catchment areas

Store openings



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Sogo & Seibu

Results in first half

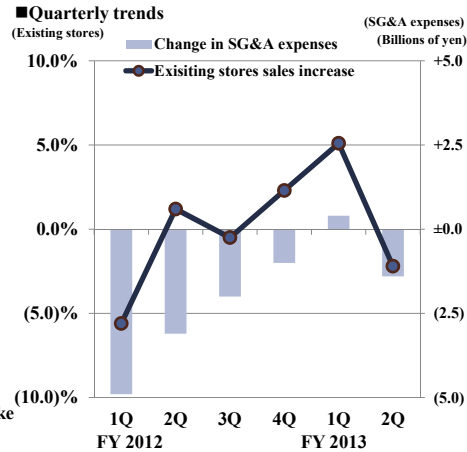


Income was down due to lower existing store sales and merchandise gross profit margin, resulting primarily from weather conditions in 2Q

	1 st Half Results	YoY
Operating income	2.2 bn yen	72.3% (0.8) bn yen
Existing stores sales increase	+1.3%	
Merchandise gross profit margin	25.1%	(0.1)%

Overview

- Increase in existing store sales due to rebound from previous year's earthquake in 1Q, which overcome weather conditions in 2Q.
- Merchandise gross profit margin declined due to weather conditions in 2Q.
- Fixed costs of 1.3 billion yen during the period when stores were shut in previous year due to the earthquake were recorded as special losses.



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Sogo & Seibu

Full-year plan



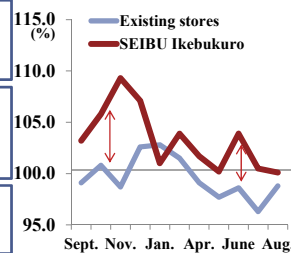
Full-year plan for operating income revised to ¥12.5 billion in consideration of results in the first half

	Plans as of Oct. 4	Plans as of Apr. 5
Operating income	12.5 bn yen (112.0% YOY)	14.0 bn yen (125.5% YOY)
Existing stores sales increase	+2.6%	+4.8%
Merchandise gross profit margin	25.2% (YOY +0.1%)	25.2% (YOY +0.1%)

● Key actions in 2nd half

Strengthen major stores	<ul style="list-style-type: none"> ● Extending examples of success at SEIBU Ikebukuro → Sogo Yokohama remodeling ● Strengthen fresh foods and delicatessen items
Strengthen apparel	<ul style="list-style-type: none"> ● Expansion of retailer-managed merchandising (retailer-developed products, retailer-managed sales areas) ● Use of new information system: Advance item-by-item management
Improvement in asset efficiency	<ul style="list-style-type: none"> ● Closure of unprofitable stores → Seibu Numazu, Sogo Kure (planned for end of January, 2013)

■ Sales trends



* Sales in March 2012 is not shown due to the significant influence of the earthquake.



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