## Consolidated Financial Results

## for the Six Months ended August 31, 2013

Seven \& i Holdings Co., Ltd.
(URL http://www.7andi.com/en)
Securities Code No. 3382
President and COO: Noritoshi Murata
The Company’s shares are listed on the First Section of the Tokyo Stock Exchange.
Submission date of quarterly securities report scheduled: October 11, 2013
Starting date of paying dividend: November 15, 2013
Preparation of brief summary materials for quarterly financial results: Yes
Holding of quarterly financial results presentation: Yes
Note: All amounts less than one million yen have been disregarded.

1. Business Results for the Six Months ended August 31, 2013 (from March 1, 2013 to August 31, 2013)

## (1) Results of Operations (cumulative)

|  | Revenues from Operations | Operating Income | Ordinary Income |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Six Months ended August 31, 2013 | $2,807,664$ | $14.6 \%$ | 164,583 | $11.8 \%$ | 164,813 | $12.0 \%$ |
| Six Months ended August 31, 2012 | $2,450,662$ | $4.0 \%$ | 147,195 | $(2.0) \%$ | 147,126 | $(2.5) \%$ |


|  | Net Income | Net Income per Share | Diluted Net Income <br> per Share |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Six Months ended August 31, 2013 | 83,352 | $24.6 \%$ | 94.34 | (yen) | 94.27 |
| Six Months ended August 31, 2012 | 66,912 | $26.8 \%$ | $75.73 \quad$ (yen) | 75.68 | (yen) |

Notes: 1. Comprehensive income:
Six Months ended August 31, 2013: 144,911 million yen [77.0\%]
Six Months ended August 31, 2012: 81,874 million yen [ 47.4\%]
2. Percentages represent increase (decrease) from the corresponding period in the prior fiscal year.
*Total Group sales including the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees:
Six Months ended August 31, 2013: 4,752,416 million yen [13.1\%]
Six Months ended August 31, 2012: 4,201,170 million yen [ 5.6\%]

| (2) Financial Position |
| :--- |

Note: Owners' Equity (net assets excluding minority interests in consolidated subsidiaries and subscription rights to shares) : As of August 31, 2013: 1,999,073 million yen As of February 28, 2013: 1,891,163 million yen

## 2. Dividends

|  | Dividends per Share (yen) |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Record Date | First <br> Quarter | Second <br> Quarter | Third <br> Quarter | Year-end | Annual |
| Year ended February 28, 2013 | - | 31.00 | - | 33.00 | 64.00 |
| Year ending February 28, 2014 | - | 33.00 |  |  |  |
| Year ending February 28, 2014 (forecast) |  |  | - | 33.00 | 66.00 |

Note: Revision of dividends forecast during the current quarterly period: None
3. Forecast of Business Results for the Fiscal Year ending February 28, 2014 (from March 1, 2013 to February 28, 2014)
(Millions of yen, except per share amounts)

|  | Revenues <br> from Operations | Operating <br> Income | Ordinary Income | Net Income | Net Income <br> per Share |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Entire Year | $5,640,000$ | $13.0 \%$ | 340,000 | $15.0 \%$ | 337,000 | $13.9 \%$ |
| 170,000 | $23.1 \%$ | $192.40 \quad$ (yen) |  |  |  |  |

Notes:

1. Percentages represent increase (decrease) from the corresponding period in the prior fiscal year.
2. Revision of business results forecast during the current quarterly period: None

* The forecast of total Group sales including the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees:

Entire Year: 9,560,000 million yen [12.4\%]
4. Others
(1) Changes in significant subsidiaries during the period: None
(2) Application of specific accounting for preparing the quarterly consolidated financial statements: None
(3) Changes in accounting policies, changes in accounting estimates, and restatements

1. Changes due to amendment of accounting standards: None
2. Changes due to other reasons: Yes
(Change in depreciation method)
Previously, the Company and its consolidated subsidiaries, excluding certain domestic and foreign consolidated subsidiaries, used the declining-balance method to calculate the depreciation of property and equipment.
However, effective March 1, 2013, the Company and its consolidated subsidiaries integrated to the straight-line method of depreciation.
The Company reviewed the depreciation methods of the Company and its consolidated subsidiaries that used the declining-balance method mainly because of Seven-Eleven Japan Co., Ltd.'s increased investments in the store-properties and Ito-Yokado Co., Ltd.'s investments in larger shopping centers to meet business environment changes and customer needs surrounding the Company and its consolidated subsidiaries. The company believes that the change from the declining-balance method to the straight-line method better reflects its business performance in terms of the matching of costs and revenues more appropriately because it is expected that property and equipment are used evenly over their useful lives, revenues generated from the property and equipment are earned stably, and maintenance and repair expenses for those property and equipment are incurred regularly over their useful lives.
As a result of this change, operating income, ordinary income and income before income taxes for the six months ended August 31, 2013 increased by 14,063 million yen.
3. Changes in accounting estimates: Yes
4. Restatements: None
(4) Number of shares outstanding (common stock)
5. Number of shares outstanding at the end of period (including treasury stock)

As of August 31, 2013: 886,441,983 shares As of February 28, 2013: 886,441,983 shares
2. Number of treasury stock at the end of period

As of August 31, 2013: 2,870,077 shares As of February 28, 2013: 2,907,114 shares
3. Average number of shares during the period (cumulative quarterly consolidated period)

For the six months ended August 31, 2013: 883,560,720 shares
For the six months ended August 31, 2012: 883,528,633 shares

## NOTICE REGARDING QUARTERLY REVIEW PROCEDURES FOR THE QUARTERLY FINANCIAL RESULTS

This quarterly financial results statement is exempt from the quarterly review procedures based upon the Financial Instruments and Exchange Act. At the time of disclosure of this quarterly financial results statement, the quarterly review procedure based upon the Financial Instruments and Exchange Act has not been completed.

## FORWARD LOOKING STATEMENTS

1. The forecast for the year ending February 28, 2014 is based on Seven \& i Holdings' hypotheses, plans and estimates at the date of publication. It is possible that some uncertain factors will cause the Company's future performance to differ significantly from the contents of the forecast.
2. Brief summary for the second quarter of FY 2014 is posted on the Company's website (http://www.7andi.com/en/ir/library/kh/201402.html). The materials related to financial results which will be used on financial results presentation scheduled on October 4, 2013, will be promptly posted after the presentation.

## Attached Materials

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5. Consolidated Quarterly Financial Statements
(1) Consolidated Quarterly Balance Sheets
(Millions of yen)

|  | February 28, 2013 | August 31, 2013 |
| :---: | :---: | :---: |
|  | Amount | Amount |
| ASSETS |  |  |
| Current assets | 1,655,528 | 1,956,127 |
| Cash and bank deposits | 710,968 | 779,712 |
| Notes and accounts receivable, trade | 285,817 | 315,656 |
| Trade accounts receivable - financial services | 64,053 | 63,768 |
| Marketable securities | 110,024 | 230,021 |
| Merchandise and finished goods | 159,645 | 169,557 |
| Work in process | 175 | 183 |
| Raw materials and supplies | 2,465 | 2,624 |
| Prepaid expenses | 33,954 | 39,192 |
| Deferred income taxes | 34,493 | 37,045 |
| Other | 258,886 | 323,249 |
| Allowance for doubtful accounts | $(4,955)$ | $(4,883)$ |
| Non-current assets | 2,606,564 | 2,783,546 |
| Property and equipment | 1,482,514 | 1,617,455 |
| Buildings and structures, net | 631,992 | 692,026 |
| Furniture, fixtures and equipment, net | 171,735 | 206,776 |
| Land | 627,251 | 667,911 |
| Lease assets, net | 16,892 | 17,088 |
| Construction in progress | 31,203 | 30,717 |
| Other, net | 3,439 | 2,934 |
| Intangible assets | 415,413 | 448,807 |
| Goodwill | 245,402 | 275,544 |
| Software | 37,178 | 36,963 |
| Other | 132,832 | 136,299 |
| Investments and other assets | 708,636 | 717,283 |
| Investments in securities | 163,456 | 174,036 |
| Long-term loans receivable | 18,017 | 18,022 |
| Prepaid pension cost | 31,786 | 31,728 |
| Long-term leasehold deposits | 400,867 | 404,601 |
| Advances for store construction | 7,609 | 598 |
| Deferred income taxes | 32,943 | 32,146 |
| Other | 60,626 | 62,525 |
| Allowance for doubtful accounts | $(6,671)$ | $(6,376)$ |
| Deferred assets | 304 | 252 |
| New organization costs | 28 | 21 |
| Business commencement expenses | 275 | 230 |
| TOTAL ASSETS | 4,262,397 | 4,739,926 |


(2) Consolidated Quarterly Statements of Income and Consolidated Quarterly Statements of Comprehensive Income
Consolidated Quarterly Statements of Income

| (Millions of yen) |  |  |
| :---: | :---: | :---: |
|  | Six Months ended August 31, 2012 | Six Months ended <br> August 31, 2013 |
|  | Amount | Amount |
| Revenues from operations | 2,450,662 | 2,807,664 |
| Net sales | 2,030,994 | 2,337,457 |
| Cost of sales | 1,574,207 | 1,854,068 |
| Gross profit on sales | 456,786 | 483,388 |
| Operating revenues | 419,668 | 470,207 |
| Gross profit from operations | 876,455 | 953,596 |
| Selling, general and administrative expenses | 729,260 | 789,012 |
| Operating income | 147,195 | 164,583 |
| Non-operating income | 5,573 | 8,074 |
| Interest income | 2,663 | 2,751 |
| Equity in earnings of affiliates | 1,154 | 2,067 |
| Other | 1,755 | 3,255 |
| Non-operating expenses | 5,642 | 7,845 |
| Interest expenses | 2,469 | 3,299 |
| Interest on bonds | 1,435 | 1,458 |
| Other | 1,737 | 3,086 |
| Ordinary income | 147,126 | 164,813 |
| Special gains | 983 | 2,358 |
| Gain on sales of property and equipment | 331 | 421 |
| Subsidy income | - | 1,881 |
| Compensation income for expropriation | 214 | - |
| Other | 437 | 55 |
| Special losses | 17,097 | 16,219 |
| Loss on disposals of property and equipment | 3,422 | 4,709 |
| Impairment loss on property and equipment | 9,607 | 5,209 |
| Loss on reduction of property and equipment | - | 1,881 |
| Other | 4,067 | 4,418 |
| Income before income taxes and minority interests | 131,012 | 150,953 |
| Total income taxes | 57,817 | 61,106 |
| Income taxes - current | 52,710 | 61,565 |
| Income taxes - deferred | 5,107 | (459) |
| Income before minority interests | 73,194 | 89,847 |
| Minority interests in income | 6,282 | 6,494 |
| Net income | 66,912 | 83,352 |

Consolidated Quarterly Statements of Comprehensive Income
(Millions of yen)

|  | Six Months ended August 31, 2012 | Six Months ended August 31, 2013 |
| :---: | :---: | :---: |
|  | Amount | Amount |
| Income before minority interests | 73,194 | 89,847 |
| Other comprehensive income <br> Unrealized gains (losses) on available-for-sale securities, net of taxes <br> Unrealized gains (losses) on hedging derivatives, net of taxes <br> Foreign currency translation adjustments <br> Share of other comprehensive income of associates accounted for using equity method | $\begin{array}{r} 2,544 \\ 0 \\ 6,134 \\ 1 \end{array}$ | 2,502 $0$ <br> 52,474 <br> 86 |
| Total other comprehensive income | 8,679 | 55,064 |
| Comprehensive income | 81,874 | 144,911 |
| Comprehensive income attributable to <br> Shareholders of the parent <br> Minority interests | $\begin{array}{r} 75,530 \\ 6,344 \end{array}$ | $\begin{array}{r} 136,989 \\ 7,922 \end{array}$ |

(Millions of yen)

|  | Six Months ended August 31, 2012 | Six Months ended <br> August 31, 2013 |
| :---: | :---: | :---: |
|  | Amount | Amount |
| Cash flows from operating activities: |  |  |
| Income before income taxes and minority interests | 131,012 | 150,953 |
| Depreciation and amortization | 73,885 | 71,640 |
| Impairment loss on property and equipment | 9,607 | 5,209 |
| Amortization of goodwill | 6,981 | 9,048 |
| Interest income | $(2,663)$ | $(2,751)$ |
| Interest expenses and interest on bonds | 3,904 | 4,758 |
| Equity in losses (earnings) of affiliates | $(1,154)$ | $(2,067)$ |
| Gain on sales of property and equipment | (331) | (421) |
| Loss on disposals of property and equipment | 3,422 | 4,709 |
| Subsidy income | - | $(1,881)$ |
| Loss on reduction of property and equipment | - | 1,881 |
| Decrease (increase) in notes and accounts receivable, trade | $(17,236)$ | $(26,258)$ |
| Decrease (increase) in trade accounts receivable, financial services | 2,356 | 284 |
| Decrease (increase) in inventories | 894 | $(4,746)$ |
| Increase (decrease) in notes and accounts payable, trade | 45,714 | 74,207 |
| Increase (decrease) in deposits received | 4,887 | 49,535 |
| Net increase (decrease) in loans in banking business | 10,000 | $(6,900)$ |
| Net increase (decrease) in corporate bonds in banking business | 30,000 | 55,000 |
| Net increase (decrease) in deposits received in banking business | 9,381 | 40,901 |
| Net decrease (increase) in call loan in banking business | $(8,800)$ |  |
| Net increase (decrease) in call money in banking business | 24,000 | $(38,700)$ |
| Net change in ATM-related temporary accounts | $(10,669)$ | $(34,172)$ |
| Other | $(5,248)$ | 8,484 |
| Sub-total | 309,944 | 358,715 |
| Interest and dividends received | 1,819 | 1,945 |
| Interest paid | $(3,640)$ | $(4,710)$ |
| Income taxes paid | $(53,624)$ | $(44,744)$ |
| Net cash provided by operating activities | 254,498 | 311,205 |
| Cash flows from investing activities: |  |  |
| Acquisition of property and equipment | $(111,830)$ | $(156,472)$ |
| Proceeds from sales of property and equipment | 789 | 2,775 |
| Acquisition of intangible assets | $(7,686)$ | $(7,625)$ |
| Payment for purchase of investments in securities | $(92,500)$ | $(85,652)$ |
| Proceeds from sales of investments in securities | 89,022 | 84,503 |
| Payment for long-term leasehold deposits | $(12,554)$ | $(16,132)$ |
| Refund of long-term leasehold deposits | 16,517 | 23,101 |
| Proceeds from deposits from tenants | 1,797 | 1,982 |
| Refund of deposits from tenants | $(2,267)$ | $(2,218)$ |
| Payment for acquisition of business | $(10,758)$ | $(6,077)$ |
| Payment for time deposits | $(2,749)$ | $(5,569)$ |
| Proceeds from withdrawal of time deposits | 4,006 | 8,982 |
| Other | $(2,233)$ | $(2,986)$ |
| Net cash used in investing activities | $(130,447)$ | $(161,388)$ |

(Millions of yen)

|  | Six Months ended <br> August 31, 2012 | Six Months ended <br> August 31, 2013 |
| :--- | ---: | ---: |
|  | Amount | Amount |
| Cash flows from financing activities: |  |  |
| Net increase (decrease) in short-term loans | $(1,990)$ | $(14,600)$ |
| Proceeds from long-term debts | 74,350 | 47,500 |
| Repayment of long-term debts | $(26,653)$ | $(31,407)$ |
| Proceeds from commercial paper | - | 171,337 |
| Payment for redemption of commercial paper | $(22,014)$ | $(162,053)$ |
| Proceeds from issuance of bonds | - | 99,700 |
| Payment for redemption of bonds | - | $(40,000)$ |
| Dividends paid | $(29,162)$ | $(29,132)$ |
| Dividends paid for minority interests | $(3,157)$ | $(3,230)$ |
| Other | $(3,351)$ | $(4,123)$ |
| Net cash provided by (used in) financing activities | $\mathbf{( 1 1 , 9 7 8 )}$ | $\mathbf{3 3 , 9 9 1}$ |
| Effect of exchange rate changes on cash and cash equivalents | $\mathbf{6 9 2}$ | $\mathbf{5 , 8 4 1}$ |
| Net increase (decrease) in cash and cash equivalents | $\mathbf{1 1 2 , 7 6 5}$ | $\mathbf{1 8 9 , 6 4 9}$ |
| Cash and cash equivalents at the beginning of period | $\mathbf{7 3 3 , 7 0 7}$ | $\mathbf{8 0 0 , 0 8 7}$ |
| Cash and cash equivalents at the end of period | $\mathbf{8 4 6 , 4 7 3}$ | $\mathbf{9 8 9 , 7 3 7}$ |

(4) Doubts on the Premise of Going Concern

None

## (5) Segment Information

## I. Six Months ended August 31, 2012 (From March 1, 2012 to August 31, 2012)

## 1. Information on Revenues from Operations and Income (Loss) by Reportable Segment

(Millions of yen)

|  | Reportable segments |  |  |  |  |  | Total | Adjustments <br> (Note 1) | Consolidated total (Note 2) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Convenience store operations | Superstore operations | Department store operations | Food services | Financial services | Others |  |  |  |
| Revenues from operatio |  |  |  |  |  |  |  |  |  |
| Revenues <br> 1. Customers <br> 2. Intersegment | $\begin{array}{r} 926,171 \\ 238 \end{array}$ | $\begin{array}{r} 984,481 \\ 5,370 \end{array}$ | $\begin{array}{r} 425,821 \\ 737 \end{array}$ | $\begin{array}{r} 39,770 \\ 459 \end{array}$ | $\begin{aligned} & 60,767 \\ & 10,182 \end{aligned}$ | $\begin{aligned} & 13,651 \\ & 11,855 \end{aligned}$ | $\begin{array}{r} 2,450,662 \\ 28,842 \end{array}$ | $(28,842)$ | 2,450,662 |
| Total | 926,410 | 989,851 | 426,558 | 40,229 | 70,949 | 25,506 | 2,479,505 | $(28,842)$ | 2,450,662 |
| Segment income (loss) | 116,505 | 9,264 | 1,286 | 451 | 18,595 | 2,018 | 148,121 | (926) | 147,195 |

Notes:

1. The adjustments on segment income (loss) of (926) million yen are eliminations of intersegment transactions and certain expense items that are not allocated to reportable segments.
2. Segment income (loss) is reconciled with the operating income in the Consolidated Quarterly Statements of Income.

## 2. Impairment of Fixed Assets and Goodwill by Reportable Segment

(Major fluctuation of amount of goodwill)
Goodwill of the convenience store operation increased 14,511 million yen due to acquisition of business in North America.
II. Six Months ended August 31, 2013 (From March 1, 2013 to August 31, 2013)

## 1. Information on Revenues from Operations and Income (Loss) by Reportable Segment

(Millions of yen)

|  | Reportable segments |  |  |  |  |  | Total | Adjustments <br> (Note 1) | $\begin{array}{\|l} \hline \text { Consolidated } \\ \text { total } \\ \text { (Note 2) } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Convenience store operations | Superstore operations | Department <br> store operations | Food services | Financial services | Others |  |  |  |
| Revenues from operation |  |  |  |  |  |  |  |  |  |
| Revenues <br> 1. Customers <br> 2. Intersegment | $\begin{array}{r} 1,276,970 \\ 230 \end{array}$ | $\begin{array}{r} 992,389 \\ 4,441 \end{array}$ | $\begin{array}{r} 420,877 \\ 804 \end{array}$ | $\begin{array}{r} 40,287 \\ 431 \end{array}$ | $\begin{aligned} & 66,310 \\ & 12,042 \end{aligned}$ | $\begin{aligned} & 10,829 \\ & 13,909 \end{aligned}$ | $\begin{array}{r} 2,807,664 \\ 31,858 \end{array}$ | $(31,858)$ | 2,807,664 |
| Total | 1,277,201 | 996,830 | 421,681 | 40,718 | 78,352 | 24,738 | 2,839,523 | $(31,858)$ | 2,807,664 |
| Segment income (loss) | 128,775 | 11,810 | (550) | 865 | 22,856 | 1,345 | 165,101 | (517) | 164,583 |

Notes:

1. The adjustments on segment income (loss) of (517) million yen are eliminations of intersegment transactions and certain expense items that are not allocated to reportable segments.
2. Segment income (loss) is reconciled with the operating income in the Consolidated Quarterly Statements of Income.

## 2. Impairment of Fixed Assets and Goodwill by Reportable Segment

(Major fluctuation of amount of goodwill)
Goodwill of the convenience store operation increased 5,406 million yen due to acquisition of business in North America.

## 3. Change in Reportable Segments

(Change in depreciation method)
Previously, the Company and its consolidated subsidiaries, excluding certain domestic and foreign consolidated subsidiaries, used the declining-balance method to calculate the depreciation of property and equipment. However, as described in changes in accounting policies, effective March 1, 2013, the Company and its consolidated subsidiaries integrated to the straight-line method of depreciation.
As a result of this change, the impact on segment income increased by 7,017 million yen in convenience store operations, 4,821 million yen in superstore operations, 135 million yen in department store operations, 88 million yen in food services, 1,609 million yen in financial services, 296 million yen in others, and 95 million yen in adjustments for the six months ended August 31, 2013.

## (Reference)

Revenues from operations and operating income by geographic area segments are described below.
Six Months ended August 31, 2012 (From March 1, 2012 to August 31, 2012)


Six Months ended August 31, 2013 (From March 1, 2013 to August 31, 2013) (Millions of yen)

|  | Japan | North <br> America | Others | Total before <br> eliminations | Eliminations | Consolidated <br> total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues from operations <br> Revenues <br> 1. Customers <br> 2. Intersegment |  |  |  |  |  |  |
| Total | $1,822,906$ | 927,758 | 56,999 | $2,807,664$ | - | $2,807,664$ |
| Operating income (loss) | 392 | 59 | - | 452 | $(452)$ | $-\mathbf{1 4 9 , 2 7 3}$ |

Notes:

1. The classification of geographic area segments is determined based on geographical distances.
2. "Others" consists of the business results in the People's Republic of China.

## (6) Notes on Significant Changes in the Amount of Shareholders' Equity None

