SEVEN\&i HLDGS.

## Brief Summary for the First Quarter of FY2016

July 7, 2015
Seven \& i Holdings Co., Ltd.

## CONSOLIDATED RESULTS

## 1. Financial Results

(Millions of yen)

|  | Three Months Ended May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016(Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Group's total sales ${ }^{* 1}$ | 2,463,440 | 108.1 | 2,545,189 | 103.3 | 10,235,664 | 106.6 | 10,800,000 | 105.5 |
| Revenues from operations | 1,472,114 | 107.9 | 1,440,782 | 97.9 | 6,038,948 | 107.2 | 6,400,000 | 106.0 |
| Convenienc.............................................. | 645,149 | 107.3 | 606,214 | 94.0 | 2,727, 7, 780 | 107.8 | 3,000,0000 | 110.0 |
|  | 508,433 | 102....... | 516,659 | 101.6 | 2,012,17, | 100.1. | 2,060, 0 , | 102........ |
|  | 216,827....... | 102.3 | 212, 636 | 98.1 | 875, 027. | 100.4. 4. | 900,000 | 102.9 |
| Food servic.......................... | 20,195 | 102.6 | 21,344 | 105.7 | 80,980 | 103.1. | 84,700 | 104.6 |
| Financial services | 43,895 | 111.5 | 47,068 | 107.2 | 178,221 | 112.2 | 192,000 | 107.7 |
| Mail order services | 41,713 | - | 37,801 | 90.6 | 185,802 | - | 179,000 | 96.3 |
| Others | 13,202 | 106.6 | 16,682 | 126.4 | 53,897 | 106.7 | 70,000 | 129.9 |
| Eliminations / corporate | $(17,302)$ | - | $(17,624)$ |  | $(74,937)$ | - | $(85,700)$ | - |
| Operating income (loss) | 77,478 | 105.1 | 81,856 | 105.6 | 343,331 | 101.1 | 373,000 | 108.6 |
| Convenience store operat........................................... | 59,284 | 111.4 | 66,126 | 111.5 | 276,745 | 107.5 | 296,0000 | 107.0.0.... |
|  | 7,492 | 101.1. | 6,031 | 80.5 | 19,340 | 65.2 | 31,600 | 163.4 |
|  | 1,538 | 228.9 | (92) |  | 7,059 | 107.1.1.... | 7,600 | 107.7.7..... |
| Food services | 41 | 14.7 | 423 |  | 44 | 7.3 | 1,600 | - |
| Financial services | 10,902 | 97.2 | 11,552 | 106.0 | 47,182 | 105.1 | 50,000 | 106.0 |
| Mail order services | $(2,192)$ | - | (2,793) |  | (7,521) |  | (5,900) | 1................ |
| Others | 809 | 79.2 | 1,353 | 167.2 | 3,669 | 169.4 | 4,500 | 122.6 |
| Eliminations / corporate | (397) |  | (745) |  | $(3,188)$ |  | $(12,400)$ | - |
| Ordinary income | 77,294 | 104.9 | 81,181 | 105.0 | 341,484 | 100.7 | 368,000 | 107.8 |
| Special gains | 600 | 261.7 | 973 | 162.1 | 4,835 | 145.1 |  |  |
| Special losses | 6,945 | 106.6 | 5,332 | 76.8 | 36,124 | 115.8 |  |  |
| Income before income taxes and minority interests | 70,950 | 105.3 | 76,822 | 108.3 | 310,195 | 99.7 |  |  |
| Net income | 39,520 | 105.6 | 42,228 | 106.9 | 172,979 | 98.5 | 193,000 | 111.6 |
| Net income per share | yen 44.70 | $105.5$ | $\begin{array}{r} \text { yen } \\ \mathbf{4 7 . 7 7} \\ \hline \end{array}$ | $\begin{gathered} { }^{\%} \% \\ 106.9 \\ \hline \end{gathered}$ | $\begin{array}{r\|} \hline \text { yen } \\ 195.66 \\ \hline \end{array}$ | $\begin{array}{r} \% \\ 98.4 \\ \hline \end{array}$ | $\begin{array}{r} \text { yen } \\ 218.31 \\ \hline \end{array}$ | $\begin{array}{r} \text { \% } \\ 111.6 \\ \hline \end{array}$ |

Number of shares outstanding

| Average $^{* 2}$ | $884,050,849$ | $884,077,346$ | (shares) |
| :--- | ---: | ---: | ---: |
| End of period $^{* 2}$ | $884,071,435$ | $884,142,321$ | $884,064,278$ |

*1. Group's total sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees.
Convenience store's total sales including total store sales of Seven-Eleven Japan and 7-Eleven, Inc. for three months ended 2014 and 2015, fiscal year ended Feb. 28, 2015, and fiscal year ending Feb. 29, 2016 are 1,636,475 million yen, 1,710,622 million yen, 6,924,497 million yen and 7,400,000 million yen, respectively.
*2. Excluding treasury stock
Exchange rates

|  |  | Three Months Ended <br> May 31, 2014 | Three Months Ended <br> May 31, 2015 | Fiscal Year Ended <br> Feb. 28, 2015 | Fiscal Year Ending Feb. 29, 2016 (Forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Income statements | U.S.\$1= | 102.77 yen | 119.16 yen | 105.79 yen | 118.00 yen |
|  | 1yuan= | 16.90 yen | 19.08 yen | 17.18 yen | 18.00 yen |
| Balance sheets | U.S.\$1= | 102.92 yen | 120.17 yen | 120.55 yen | - |
|  | 1yuan= | 16.59 yen | 19.36 yen | 19.35 yen | - |

## (Reference) Operating income before amortization of goodwill

(Millions of yen)

|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  | Fiscal Year EndingFeb. 29, 2016 (Forecast)YOY(\%). |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  |
| Operating income (loss) | 82,251 | 105.2 | 86,959 | 105.7 | 362,226 | 101.1 | 394,000 108.8 |
| Convenience store operations | 61,513 | 111.5 | 68,569 | 111.5 | 285,454 | 107.4 |  |
|  | 8,277 | 101....... | 6,816 | 82.3 | 22,480 | 68.6 |  |
| Department store operations | 2,861 | 143.4 | 1,229 | 43.0 | 12,342 | 103.9 |  |
| Food services | 41 | 14.7 | 423 | . | 44 | 7.3 |  |
| Financial services | 11,285 | 97.4 | 11,971 | 106.1 | 48,742 | 104.5 |  |
| Mail order | (2,190) |  | (2,791) | - | (7,512) | - |  |
| Others | 859 | 82.7 | 1,484 | 172.8 | 3,862 | 172.7 |  |
| Eliminations / corporate | (397) |  | (745) |  | $(3,188)$ |  |  |

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

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

(Millions of yen)

|  | Three Months Ended <br> May 31, 2015 |  |  |
| :--- | :---: | :---: | :---: |
| Group's total sales ${ }^{* 1}$ | $\mathbf{2 , 5 4 5 , 1 8 9}$ | $+\mathbf{8 1 , 7 4 9}$ |  |


| Revenues from operations | 1,440,782 | $(31,332)$ | (1) Mainly decrease of gasoline sales at 7-Eleven, Inc. <br> - Decrease gasoline sales mainly due to lower crude oil prices (Decrease in amount excluding foreign exchange effects: 109.2 billion yen) <br> (2) Upward pressure from the effect of a weaker yen: 60.4 billion yen |
| :---: | :---: | :---: | :---: |
| Operating income | 81,856 | +4,377 |  |
| Convenience stores | 66,126 | +6,842 | (1) Seven-Eleven Japan <br> - Growth led by standard products such as rice balls. Existing store sales and merchandise gross profit margin both increased. <br> (2) 7-Eleven, Inc. <br> - Higher merchandise sales and improvement of gross profit margin led by fast food products and beverages. The effect of a weaker yen . |
| Superstores | 6,031 | $(1,461)$ | (1) Ito-Yokado <br> - Lower income reflected a decrease in existing store sales and deterioration of the gross profit margin in apparel. <br> (2) York-Benimaru (Including Life Foods ${ }^{* 2}$ ) <br> - Higher income due to growth in existing store sales and improvement of gross profit margin. <br> (3) Higher income at Akachan Honpo |
| Department stores | (92) | $(1,630)$ | Sogo \& Seibu <br> - Lower income reflected a decrease in existing store sales. |
| Food services | 423 | +381 | Higher income at Seven \& i Food Systems |
| Financial services | 11,552 | +650 | (1) Higher income at Seven Bank <br> (2) Higher income in non-bank operations |
| Mail order services | $(2,793)$ | (601) | Lower income at Nissen Holdings |
| Others | 1,353 | +544 | New consolidation of Barneys Japan |
| Eliminations/corporate ${ }^{* 3}$ | (745) | (348) |  |
| Ordinary income | 81,181 | +3,886 | - Factors increasing operating income |
| Net income | 42,228 | +2,708 | Mainly factors increasing income before income taxes and minority interests |

[^0]
## 3. Segment Information

## (1) Business Segment Information

|  | Three Months Ended May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  |  | Fiscal Year Ended Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) | $\begin{gathered} \text { Composition } \\ (\%) \\ \hline \end{gathered}$ |  | YOY(\%) |  | YOY(\%) |
| Capital expenditures |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 50,813 | 94.7 | 46,928 | 92.4 | 51.0 | 193,235 | 97.7 | 293,000 | 151.6 |
| Superstore operations | 12,459 | 49.5 | 19,953 | 160.1 | 21.7 | 65,490 | 98.2 | 87,000 | 132.8 |
| Department store operations | 5,960 | 97.4 | 5,220 | 87.6 | 5.7 | 15,380 | 98.6 | 15,800 | 102.7 |
| Food services | 719 | 162.9 | 543 | 75.5 | 0.6 | 3,506 | 154.0 | 2,800 | 79.8 |
| Financial services | 12,885 | 122.3 | 9,454 | 73.4 | 10.3 | 39,110 | 99.5 | 42,000 | 107.4 |
| Mail order services | 1,010 |  | 1,066 | 105.6 | 1.2 | 3,815 | - | 4,700 | 123.2 |
| Others | 3,693 | 195.5 | 1,123 | 30.4 | 1.2 | 5,381 | 71.1 | 2,300 | 42.7 |
| Corporate | 919 | 747.7 | 7,730 | 840.9 | 8.4 | 15,152 | 199.7 | 12,400 | 81.8 |
| Total | 88,461 | 90.3 | 92,022 | 104.0 | 100.0 | 341,075 | 101.3 | 460,000 | 134.9 |
| Depreciation and amortization |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 24,883 | 117.5 | 27,503 | 110.5 | 59.8 | 103,247 | 113.1 | 126,000 | 122.0 |
| Superstore operations | 4,902 | 110.9 | 5,526 | 112.7 | 12.0 | 20,696 | 112.0 | 23,000 | 111.1 |
| Department store operations | 3,328 | 98.5 | 3,356 | 100.8 | 7.3 | 13,399 | 99.5 | 13,400 | 100.0 |
| Food services | 146 | 142.0 | 198 | 135.6 | 0.4 | 709 | 162.0 | 800 | 112.7 |
| Financial services | 5,910 | 112.9 | 7,009 | 118.6 | 15.2 | 25,233 | 124.9 | 29,000 | 114.9 |
| Mail order services | 934 | - | 918 | 98.2 | 2.0 | 3,842 | - | 4,000 | 104.1 |
| Others | 674 | 115.4 | 752 | 111.5 | 1.6 | 2,689 | 106.5 | 2,800 | 104.1 |
| Corporate | 564 | 263.8 | 720 | 127.7 | 1.6 | 2,419 | 235.0 | 4,000 | 165.3 |
| Total | 41,344 | 117.8 | 45,984 | 111.2 | 100.0 | 172,237 | 116.9 | 203,000 | 117.9 |
| Amortization of goodwill |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 2,229 | 112.0 | 2,443 | 109.6 | 47.9 | 8,709 | 103.8 |  |  |
| Superstore operations | 785 | 100.3 | 785 | 100.0 | 15.4 | 3,140 | 100.3 |  |  |
| Department store operations | 1,322 | 100.0 | 1,321 | 99.9 | 25.9 | 5,282 | 99.9 |  |  |
| Food services |  |  |  |  | - |  | - |  |  |
| Financial services | 383 | 106.3 | 419 | 109.4 | 8.2 | 1,560 | 89.3 |  |  |
| Mail order services | 2 | - | 2 | 102.6 | 0.0 | 9 | - |  |  |
| Others | 49 | 286.0 | 130 | 263.4 | 2.6 | 192 | 277.3 |  |  |
| Total | 4,772 | 106.7 | 5,102 | 106.9 | 100.0 | 18,894 | 101.5 |  |  |
| Impairment loss |  |  |  |  |  |  |  |  |  |
| Convenience store operations | 300 | 24.0 | 504 | 168.3 | 34.5 | 5,739 | 132.8 |  |  |
| Superstore operations | 576 | 405.2 | 558 | 96.9 | 38.1 | 7,111 | 104.4 |  |  |
| Department store operations | 102 | 14.6 | 314 | 305.9 | 21.5 | 1,763 | 56.3 |  |  |
| Food services | 73 | 85.8 | 86 | 118.3 | 5.9 | 471 | 77.8 |  |  |
| Financial services |  | - |  |  | - |  | - |  |  |
| Mail order services |  | - | - |  | - | 90 | - |  |  |
| Others | 2 | - | - | - | - | 44 | 23.1 |  |  |
| Total | 1,055 | 47.7 | 1,464 | 138.8 | 100.0 | 15,220 | 100.8 |  |  |

Notes: 1. Capital expenditures include long-term leasehold deposits and advances for store construction. An increase of the future amortization of assets under the "Accounting Standard for Asset Retirement Obligations" is not included.
Figures for actual results don't include goodwill and others related to the acquisition of stores, etc.
2. Capital expenditures include investments related to openings of stores for each fiscal year and beyond.

Corporate in capital expenditures mainly reflect the Company's capital expenditures relating to the Group strategy.
3. 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.
4. Amortization of goodwill include only the amount record on selling, general and administrative expenses.
5. The results of Nissen Holdings and its subsidiaries and affiliates in the fiscal year ended Feb. 2014 are consolidated only in the balance sheets.
(2) Geographic Area Segment Information
(Millions of yen)

|  | Three Months Ended May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) | Composition <br> (\%) |  | YOY(\%) |
| Revenues from operations |  |  |  |  |  |  |  |
| Japan | 975,391 | 108.4 | 995,804 | 102.1 | 69.1 | 3,941,337 | 107.0 |
| North America | 462,262 | 105.9 | 408,231 | 88.3 | 28.3 | 1,968,854 | 107.5 |
| Others | 34,950 | 120.5 | 37,289 | 106.7 | 2.6 | 131,058 | 109.9 |
| Eliminations | (489) | - | (543) | - | - | $(2,301)$ | - |
| Total | 1,472,114 | 107.9 | 1,440,782 | 97.9 | - | 6,038,948 | 107.2 |
| Operating income |  |  |  |  |  |  |  |
| Japan | 74,829 | 105.5 | 74,670 | 99.8 | 91.2 | 295,666 | 98.7 |
| North America | 3,132 | 90.3 | 7,185 | 229.4 | 8.8 | 49,825 | 120.0 |
| Others | (485) | - | (1) | - | (0.0) | $(2,161)$ | - |
| Eliminations | 2 | - | 2 | 100.8 | - | 1 | - |
| Total | 77,478 | 105.1 | 81,856 | 105.6 | - | 343,331 | 101.1 |

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

|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Short-term loans | 115,910 | 98.0 | 136,770 | 118.0 | 130,780 | 112.6 |
| Current portion of long-term loans | 95,770 | 75.3 | 68,895 | 71.9 | 70,013 | 69.5 |
| Current portion of bonds | 20,000 | 31.3 | 59,999 | 300.0 | 59,999 | 300.0 |
| Commercial paper | - | - | - | - | - | - |
| Sub-total | 231,680 | 69.9 | 265,665 | 114.7 | 260,792 | 110.1 |
| Bonds | 364,988 | 94.8 | 319,992 | 87.7 | 319,992 | 87.7 |
| Long-term loans | 335,392 | 108.1 | 372,048 | 110.9 | 367,467 | 110.5 |
| Commercial paper | - | - | - | - | - | - |
| Sub-total | 700,380 | 100.1 | 692,041 | 98.8 | 687,459 | 98.6 |
| Total | 932,061 | 90.4 | 957,707 | 102.8 | 948,252 | 101.5 |
| Ratio to total assets (\%) | 18.6 | (3.6) | 17.6 | (1.0) | 18.1 | (1.3) |
| Ratio to owners' equity (\%) | 44.5 | (8.8) | 41.5 | (3.0) | 41.2 | (3.4) |

Interest-Bearing Debt by Business Segment

| Convenience store operations | 113,237 | 69.7 | 132,214 | 116.8 | 132,632 | 114.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Superstore operations | 16,823 | 85.3 | 13,762 | 81.8 | 16,131 | 83.8 |
| Department store operations | 181,215 | 97.1 | 175,615 | 96.9 | 174,395 | 96.7 |
| Food services | - | - | - | - | - | - |
| Mail order services | 15,767 | - | 27,175 | 172.3 | 24,158 | 141.3 |
| Others | - | - | 6,250 | - | 4,810 | - |
| Corporate | 269,988 | 87.1 | 269,992 | 100.0 | 269,991 | 100.0 |
| Sub-total (excluding financial services) | 597,032 | 87.9 | 625,010 | 104.7 | 622,119 | 103.2 |
| Financial services | 335,028 | 95.3 | 332,696 | 99.3 | 326,132 | 98.3 |
| Total | 932,061 | 90.4 | 957,707 | 102.8 | 948,252 | 101.5 |

## Bond Information

(As of May 31, 2015)

|  | Amount | Date of issue | Coupon | Redemption date |
| :---: | :---: | :---: | :---: | :---: |
| Issued by Seven \& i Holdings |  |  |  |  |
| 2nd unsecured domestic straight bonds | 30 billion yen | July 3, 2008 | 1.68\% | June 19, 2015 |
| 3rd unsecured domestic straight bonds | 30 billion yen | July 3, 2008 | 1.94\% | June 20, 2018 |
| 4th unsecured domestic straight bonds | 30 billion yen | June 29, 2010 | 0.541\% | June 19, 2015 |
| 5th unsecured domestic straight bonds | 20 billion yen | June 29, 2010 | 0.852\% | June 20, 2017 |
| 6th unsecured domestic straight bonds | 60 billion yen | June 29, 2010 | 1.399\% | June 19, 2020 |
| 7th unsecured domestic straight bonds | 40 billion yen | Apr. 26, 2013 | 0.258\% | June 20, 2016 |
| 8th unsecured domestic straight bonds | 40 billion yen | Apr. 26, 2013 | 0.383\% | June 20, 2019 |
| 9th unsecured domestic straight bonds | 20 billion yen | Apr. 26, 2013 | 0.671\% | Mar. 20, 2023 |
| Issued by Seven Bank |  |  |  |  |
| 6th unsecured domestic straight bonds | 30 billion yen | May 31, 2012 | 0.398\% | June 20, 2017 |
| 7th unsecured domestic straight bonds | 10 billion yen | May 31, 2012 | 0.613\% | June 20, 2019 |
| 8rd unsecured domestic straight bonds | 15 billion yen | Mar. 7, 2013 | 0.243\% | Mar. 20, 2018 |
| 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 June 30, 2015)

|  |  | S\&P | Moody's | R\&I | JCR |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Seven \& i Holdings | Long-term | AA- | A1 | AA | AA + |
| Seven-Eleven Japan | Long-term | AA- | - | - | AA+ |
|  | Short-term | A-1+ | P-1 | - | - |
| 7-Eleven, Inc. | Long-term | AA- | Baa1 | - | - |
| Seven Bank | Long-term | AA- | - | AA | - |

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

Seven-Eleven Japan

|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from operations | 178,053 | 110.6 | 192,153 | 107.9 | 736,343 | 108.4 | 779,500 | 105.9 |
| Operating income | 55,277 | 112.1 | 58,097 | 105.1 | 223,356 | 105.0 | 232,000 | 103.9 |
| Total store sales | 971,767 | 107.4 | 1,043,609 | 107.4 | 4,008,261 | 106.0 | 4,236,000 | 105.7 |
| Net sales of franchised stores | 946,965 | 107.4 | 1,017,590 | 107.5 | 3,905,369 | 106.0 |  |  |
| Existing store sales increase (\%) | +3.6 |  | +3.5 |  | +2.4 |  | +2. |  |
| Merchandise GP Margin (\%) | 31.7 | +1.0 | 31.8 | +0.1 | 31.4 | +0.7 | 31.9 | +0.5 |
| Average daily sales per store (thousand yen) | 647 | (1) | 648 | +1 | 655 | (9) |  |  |
| Number of domestic stores | 16,622 | +303 | 17,772 | +281 | 17,491 | +1,172 | 18,591 | +1,100 |

7-Eleven, Inc.

|  | Three Months Ended <br> Mar. 31, 2014 |  | Three Months Ended <br> Mar. 31, 2015 |  | Fiscal Year Ended <br> Dec. 31, 2014 |  | Fiscal Year Ending Dec. 31, 2015 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 454,435 | 105.8 | 399,904 | 88.0 | 1,935,274 | 107.5 | 2,142,000 | 110.7 |
| Other operating revenues | 46,715 | 116.4 | 59,144 | 126.6 | 219,307 | 113.8 |  |  |
| Operating income | 5,710 | 100.2 | 10,017 | 175.4 | 59,651 | 116.5 | 73,200 | 122.7 |
| Operating income (thousands of dollar) | 55,561 | 90.2 | 84,071 | 151.3 | 563,868 | 107.6 | 620,339 | 110.0 |
| Total store sales | 646,817 | 108.6 | 646,874 | 100.0 | 2,834,464 | 107.3 | 3,215,000 | 113.4 |
| Merchandise sales | 307,670 | 114.0 | 380,261 | 123.6 | 1,431,429 | 112.6 |  |  |
| Gasoline sales | 339,146 | 104.2 | 266,612 | 78.6 | 1,403,035 | 102.4 | , |  |
| Existing store sales increase (\%) ${ }^{* 1,2}$ <br> (U.S. Merchandise sales) | +1.0 |  | +7.4 |  | +3.1 |  | +4.4 |  |
| Merchandise GP Margin (\%) ${ }^{\text {*1 }}$ | 34.3 | +0.1 | 34.6 | +0.3 | 34.5 | (0.3) | 34.7 | +0.2 |
| Average daily merchandise sales per store (U.S. dollar) ${ }^{* 1}$ | 4,010 | +23 | 4,285 | +275 | 4,472 | +132 | , |  |
| Number of stores | 8,302 | +10 | 8,269 | (28) | 8,297 | +5 | 8,572 | +275 |
| Exchange rates U.S.\$1= | 102.77 | yen | 119.16 | yen | 105.79 | yen | 118.00 | yen |

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


| Existing store sales increase (\%) | (2.8) | $(1.9)$ | $(4.5)$ | +1.0 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Merchandise GP Margin (\%) | 30.6 | +0.3 | 29.8 | $(0.8)$ | 29.9 | $(0.3)$ |
| Number of domestic stores | 180 | +1 | 181 | $\pm 0$ | 181 | +2 |


| York-Benimaru |  |  |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016 (Forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Revenues from operations | 97,540 | 105.9 | 101,388 | 103.9 | 396,930 | 104.2 | 417,000 | 105.1 |
| Net sales | 95,947 | 105.9 | 99,715 | 103.9 | 390,492 | 104.2 | 410,000 | 105.0 |
| Operating income | 2,977 | 93.6 | 3,334 | 112.0 | 12,820 | 100.8 | 13,300 | 103.7 |


| Existing store sales increase (\%) | (0.9 | +1.0 | +0.2 | +1.8 |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Merchandise GP Margin (\%) | 25.2 | $(0.3)$ | 25.5 | +0.3 | 25.6 | $\pm 0.0$ |
| Number of domestic stores | 194 | +1 | 200 | $\pm 0$ | 200 | +7 |


| (Reference) Results including Life Foods* |  |  |  |  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  | Fiscal Year Ending Feb. 29, 2016 (Forecast) |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Operating income | 4,078 | 98.3 | 4,544 | 111.4 | 17,025 | 102.9 | 17,600 | 103.4 |

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

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

| Sogo \& Seibu |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|}
\hline
\end{tabular} |

Seven \& i Food Systems (Millions of yen)

| Seven \& i Food Systems |
| :--- |
| \begin{tabular}{\|l|r|r|r|r|r|r|}
\hline
\end{tabular} |

$<$ Restaurant division >

| Existing store sales increase (\%) | +3.0 |  | +1.4 | +1.1 | +1.1 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Merchandise GP Margin (\%) | 69.3 | $(0.2)$ | 68.3 | $(1.0)$ | 68.9 |
| Number of domestic stores | 469 | $(1)$ | 472 | $(2)$ | 474 |
|  |  | +4 | 69.3 | +0.4 |  |

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

STORE INFORMATION

1. Store Openings and Closures of Major Group Companies

|  | $\text { May } 2014$ <br> "Change |  | $\begin{aligned} & \hline \text { May } 2015 \\ & \text { C̈ange } \\ & \hline \end{aligned}$ |  | Feb. 2015 <br> Change |  | Feb. 2016 (forecast) <br> Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Convenience store operations |  |  |  |  |  |  |  |  |
| Seven-Eleven Japan | 16,622 | +303 | 17,772 | +281 | 17,491 | 172 | 18,591 | 1,100 |
| Openings | 398 |  | 375 |  | 1,602 |  | 1,700 |  |
| Closures | 95 |  | 94 |  | 430 |  | 600 |  |
| Relocations, etc. | 79 |  | 68 |  | 347 |  |  |  |
| Terminations of contract | 16 |  | 26 |  | 83 |  |  |  |
| 7-Eleven, Inc. ${ }^{* 1}$ | 8,302 | +10 | 8,269 | (28) | 8,297 | +5 | 8,572 | +275 |
| Openings | 43 |  | 16 |  | 238 |  | 400 |  |
| Closures | 33 |  | 44 |  | 233 |  | 125 : |  |
| SEVEN-ELEVEN (BEIJING) ${ }^{* 1}$ | 156 | +6 | 176 | +1 | 175 ! | +25 | 205 ! | +30 |
| Openings | 8 |  | 3 |  | 32 |  | 40 |  |
| Closures | 2 |  | 2 |  | 7 |  | 10 ! |  |
| SEVEN-ELEVEN (TIANJIN) ${ }^{* 1}$ | 51 | (5) | 56 | (4) | 60 ! | +4 | 75 | +15 |
| Openings | 0 |  | 1 |  | 10 |  | 20 |  |
| Closures | 5 |  | 5 |  | 6 |  | 5 |  |
| SEVEN-ELEVEN (CHENGDU) ${ }^{* 1}$ | 80 | +1 | 59 | (7) | 66 | (13) | 61 | (5) |
| Openings | 1 |  | 1 |  | 10 ! |  | 3 |  |
| Closures | 0 |  | 8 |  | 23 ! |  | 8 |  |
| Superstore operations |  |  |  |  |  |  |  |  |
| Ito-Yokado | 180 | +1 | 181 | $\pm 0$ | 181 ! | +2 | 183 | +2 |
| Openings | 1 |  | 2 |  | 3 |  | 4 |  |
| Closures | 0 |  | 2 |  | $1!$ |  | 2 |  |
| York-Benimaru | 194 | +1 | 200 | $\pm 0$ | 200 | +7 | 209 | +9 |
| Openings | 2 |  | 0 |  | 8 |  | 9 |  |
| Closures | 1 |  | 0 |  | 1 |  | 0 |  |
| York Mart | 74 | $\pm 0$ | 78 | +2 | 76 | +2 | 77 | +1 |
| Openings | 0 |  | 3 |  | 2 |  | 5 |  |
| Closures | 0 |  | 1 |  | 0 |  | 4 |  |
| Hua Tang Yokado Commercial ${ }^{* 1}$ | 9 | $\pm 0$ | 5 | (1) | 6 | (3) | 5 | (1) |
| Openings | 0 |  | 0 |  | 0 |  | 0 |  |
| Closures | 0 |  | 1 |  | 3 |  | 1 |  |
| Chengdu Ito-Yokado ${ }^{* 1}$ | 6 | +1 | 6 | $\pm 0$ | 6 | +1 | 6 | $\pm 0$ |
| Openings | 1 |  | 0 |  | 1 |  | 0 |  |
| Closures | 0 |  | 0 |  | 0 |  | 0 |  |
| Akachan Honpo | 94 | +1 | 102 | +3 | 99 | +6 | 104 | +5 |
| Openings | 2 |  | 3 |  | 7 |  | 7 |  |
| Closures | 1 |  | 0 |  | 1 ! |  | 2 |  |
| Department store operations |  |  |  |  |  |  |  |  |
| Sogo \& Seibu | 24 | $\pm 0$ | 24 | $\pm 0$ | 24 | $\pm 0$ | 24 | $\pm 0$ |
| Openings | 0 |  | 0 |  | 0 |  | 0 |  |
| Closures | 0 |  | 0 |  | 0 |  | 0 |  |
| $\mathrm{LOFT}^{*}$ | 92 | +3 | 98! | +4 | 94! | +5 | 104 ! | +10 |
| Openings | 3 |  | 4 |  | 6 |  | 10 |  |
| Closures | 0 |  | 0 |  | 1 |  | 0 |  |
| Food services |  |  |  |  |  |  |  |  |
| Seven \& i Food Systems | 835 | (5) | 851 | +5 | 846 : | +6 | 867 ! | +21 |
| Restaurant division | 469 | (1) | 472 | (2) | 474 ! | +4 | 473 | (1) |
| Openings | 1 |  | 2 |  | 11 |  | 6 |  |
| Closures | 2 |  | 4 |  | 7 ! |  | 7 |  |
| Meal provision service division | 253 | (1) | 272 | +7 | 265 ! | +11 | 288 | +23 |
| Fast food division | 113 | (3) | 107 ! | $\pm 0$ | 107 ! | (9) | 106 ! | (1) |

[^1]
## 2. Convenience Store Operations Network

(1) Domestic Store Network

|  | May 2014 | Feb. 2015 | May 2015 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Hokkaido | 907 | 922 | 930 | +8 |
| Iwate | 99 | 113 | 116 | +3 |
| Miyagi | 362 | 368 | 369 | +1 |
| Akita | 43 | 60 | 65 | +5 |
| Yamagata | 162 | 170 | 169 | (1) |
| Fukushima | 400 | 406 | 408 | +2 |
| Ibaraki | 603 | 618 | 622 | +4 |
| Tochigi | 390 | 397 | 399 | +2 |
| Gunma | 432 | 446 | 449 | +3 |
| Saitama | 1,034 | 1,068 | 1,085 | +17 |
| Chiba | 904 | 951 | 969 | +18 |
| Tokyo | 2,180 | 2,281 | 2,317 | +36 |
| Kanagawa | 1,189 | 1,244 | 1,274 | +30 |
| Niigata | 390 | 402 | 405 | +3 |
| Toyama | 110 | 115 | 117 | +2 |
| Ishikawa | 86 | 104 | 109 | +5 |
| Fukui | 52 | 58 | 58 | $\pm 0$ |
| Yamanashi | 175 | 180 | 183 | +3 |
| Nagano | 424 | 431 | 435 | +4 |
| Gifu | 140 | 158 | 160 | +2 |
| Shizuoka | 608 | 640 | 650 | +10 |
| Aichi | 892 | 947 | 956 | +9 |
| Mie | 79 | 96 | 100 | +4 |
| Shiga | 192 | 215 | 217 | +2 |
| Kyoto | 248 | 268 | 275 | +7 |
| Osaka | 843 | 902 | 918 | +16 |
| Hyogo | 504 | 547 | 565 | +18 |
| Nara | 102 | 114 | 117 | +3 |
| Wakayama | 55 | 59 | 62 | +3 |
| Shimane | 12 | 12 | 12 | $\pm 0$ |
| Okayama | 265 | 277 | 283 | +6 |
| Hiroshima | 487 | 512 | 524 | +12 |
| Yamaguchi | 266 | 277 | 277 | $\pm 0$ |
| Tokushima | 76 | 85 | 86 | +1 |
| Kagawa | 75 | 91 | 94 | +3 |
| Ehime | 15 | 50 | 53 | +3 |
| Kochi |  |  | 11 | +11 |
| Fukuoka | 807 | 835 | 844 | +9 |
| Saga | 166 | 172 | 172 | $\pm 0$ |
| Nagasaki | 127 | 145 | 149 | +4 |
| Kumamoto | 261 | 271 | 278 | +7 |
| Oita | 135 | 143 | 146 | +3 |
| Miyazaki | 169 | 171 | 173 | +2 |
| Kagoshima | 156 | 170 | 171 | +1 |
| Total | 16,622 | 17,491 | 17,772 | +281 |

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

|  | May 2014 | Feb. 2015 | May 2015 | Change |
| :---: | :---: | :---: | :---: | :---: |
| Japan | 16,622 | 17,491 | 17,772 | +281 |
| North America* | 8,302 | 8,297 | 8,269 | (28) |
| U.S.A. | 7,813 | 7,803 | 7,776 | (27) |
| Canada | 489 | 494 | 493 | (1) |
| Hawaii | 61 | 60 | 60 | $\pm 0$ |
| China (Beijing) | 156 | 175 | 176 | +1 |
| China (Tianjin) | 51 | 60 | 56 | (4) |
| China (Chengdu) | 80 | 66 | 59 | (7) |
| Sub-total | 25,272 | 26,149 | 26,392 | +243 |

* Figures for "North America" are the number of franchised stores
and directly operated stores operated by 7-Eleven, Inc.
(Area licensees)

|  | Mar. 2014 | Dec. 2014 | Mar. 2015 | Change |
| :---: | :---: | :---: | :---: | :---: |
| South Korea | 7,000 | 7,231 | 7,327 | +96 |
| China (Hong Kong and others)* | 1,618 | 1,652 | 1,673 | +21 |
| China (Shanghai) | 74 | 76 | 73 | (3) |
| China (Shandong) | 27 | 25 | 28 | +3 |
| China (Chongqing) | 4 | 10 | 11 | +1 |
| Taiwan | 4,966 | 5,040 | 5,037 | (3) |
| Thailand | 7,651 | 8,127 | 8,334 | +207 |
| Philippines | 1,049 | 1,282 | 1,341 | +59 |
| Malaysia | 1,581 | 1,745 | 1,802 | +57 |
| Singapore | 528 | 493 | 488 | (5) |
| Indonesia | 158 | 187 | 187 | $\pm 0$ |
| Australia | 596 | 611 | 610 | (1) |
| U.S.A. | 289 | 289 | 288 | (1) |
| Mexico | 1,699 | 1,826 | 1,874 | +48 |
| Norway | 158 | 156 | 155 | (1) |
| Sweden | 193 | 192 | 193 | +1 |
| Denmark | 195 | 190 | 191 | +1 |
| Sub-total | 27,786 | 29,132 | 29,612 | +480 |

* Figures for China (Hong Kong and others) include Guang Dong Province and Macau.

|  | May 2014 | Feb. 2015 | May 2015 | Change |
| :--- | ---: | ---: | ---: | ---: |
| Total Worldwide | 53,058 | 55,281 | 56,004 | +723 |

Notes: 1. Figures for overseas stores are as of the end of March, or as of the end of December.
2. As of May 31, 2015, Seven-Eleven Japan operates in 44 prefectures out of 47 prefectures in Japan.

The Company started its store openings in Aomori prefecture in June 2015.
The number of 7-Eleven stores around the world including area licensees are 56,233 stores.

## 3. Store Information of Superstore Operations

(1) Superstore (Ito-Yokado)
(Plan for the fiscal year ending February 29, 2016) (Square meters)

| (Plan for the fiscal year ending February 29, 2016) |  |  |  |  | (Square meters) |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Store name | Location | Date | Sales floor space | Directly managed sales floor space |
| Openings | Net Supermarket Nishinippori* | Tokyo | Mar. 8, 2015 | - | - |
|  | Omiya (S\&B) | Saitama | Apr. 24, 2015 | - | 4,225 |
|  | Shokuhinkan Shinjuku-Tomihisa (food specialty store) | Tokyo | 2nd half | - | 1,686 |
|  | Shin-Minowa(S\&B) | Tokyo | 2nd half | - | 959 |
| Closures | Omiya (S\&B) | Saitama | Mar. 1, 2015 | - | 12,107 |
|  | Minowa (S\&B) | Tokyo | Apr. 5, 2015 | - | 3,336 |

* Sales floor space is not displayed for dedicated Net Supermarket stores.
(2) Supermarkets (York-Benimaru)
(Plan for the fiscal year ending February 29, 2016)

|  | Store name | Location | Date | Sales floor space | Directly managed <br> sales floor space |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Openings | Sendai-Rokuchonome | Miyagi | Jun. 11, 2015 | 3,190 | 2,279 |

Opening plans call for 8 store openings in the fiscal year ending February 29, 2016.
(3) China (Superstores)
(Plan for the fiscal year ending December 31, 2015)
(Square meters)

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

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


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.

## Business Performance of Group Principal Companies

## 1. Convenience Store Operations

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

|  | Three Months Ended May 31, 2014 |  |  | Three Months Ended May 31, 2015 |  |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  |  | Yoy(\%) | $\begin{aligned} & \text { Composition } \\ & \text { (\%) } \end{aligned}$ |  | Yoy(\%) | $\begin{gathered} \text { omposition } \\ \text { (oso } \end{gathered}$ |
| Processed food | 249,744 | 105.7 | 25.7 | 271,338 | 108.6 | 26.0 | 1,034,131 | 105.6 | 25.8 |
| Fast food | 285,699 | 115.6 | 29.4 | 307,864 | 107.8 | 29.5 | 1,186,445 | 110.1 | 29.6 |
| Daily food | 124,386 | 106.5 | 12.8 | 139,843 | 112.4 | 13.4 | 517,065 | 106.0 | 12.9 |
| Non food | 311,937 | 102.3 | 32.1 | 324,562 | 104.0 | 31.1 | 1,270,618 | 102.8 | 31.7 |
| Total store sales | 971,767 | 107.4 | 100.0 | 1,043,609 | 107.4 | 100.0 | 4,008,261 | 106.0 | 100.0 |

Net sales increase at existing stores

|  | Three Months Ended May 31, 2014 | Three Months Ended May 31, 2015 | Fiscal Year Ended Feb. 28, 2015 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | +3.6 | +3.5 | +2.4 |
| Number of customers | +2.2 | +1.7 | +0.7 |
| Average spending per customer | +1.4 | +1.8 | +1.7 |

## Average daily sales per store

(Thousands of yen)

|  | Three Months Ended May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| All stores | 647 | (1) | 648 | +1 | 655 | (9) |
| Newly opened stores | 536 | (19) | 545 | +9 | 513 | (9) |


| Gross profit margin |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three 1 May | Ended <br> 14 | Three Months Ended May 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  |
|  |  | Change |  | Change |  |  |
| Processed food | 39.3 | +0.1 | 39.3 | $\pm 0.0$ | 38.8 | +0.1 |
| Fast food | 36.2 | +1.4 | 35.8 | (0.4) | 35.7 | +0.6 |
| Daily food | 33.3 | +0.1 | 33.1 | (0.2) | 33.1 | (0.1) |
| Non food | 20.9 | +1.1 | 21.1 | +0.2 | 20.7 | +1.1 |
| Total | 31.7 | +1.0 | 31.8 | +0.1 | 31.4 | +0.7 |

## Selling, general and administrative expenses

|  | Three Months Ended May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising expenses | 14,179 | 105.0 | 16,000 | 112.8 | 58,170 | 110.8 |
| Salaries and wages | 15,000 | 106.7 | 16,587 | 110.6 | 60,856 | 102.0 |
| Land and building rent | 30,364 | 112.8 | 33,930 | 111.7 | 126,663 | 112.3 |
| Depreciation and amortization | 11,103 | 124.8 | 12,080 | 108.8 | 47,698 | 122.3 |
| Utility expenses | 10,902 | 118.9 | 11,708 | 107.4 | 48,343 | 111.1 |
| Others | 23,573 | 106.4 | 25,244 | 107.1 | 98,053 | 108.5 |
| Total | 105,125 | 111.0 | 115,551 | 109.9 | 439,785 | 110.6 |


| Number of stores by type |  |  |  |  |  |  | (Stores) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended <br> May 31, 2014 |  |  | Three Months Ended May 31, 2015 |  |  | Fiscal Year Ended <br> Feb. 28, 2015 <br> Composition |  |  |
| Number of stores | 16,622 : | +303 : | 100.0 | 17,772 : | +281 | 100.0 | 17,491 | +1,172 | 100.0 |
| Franchised stores | 16,163 | +284 | 97.2 | 17,301 | +280 | 97.3 | 17,021 | +1,142 | 97.3 |
| Type A | 4,349 | +16 | 26.2 | 4,382 | +29 | 24.7 | 4,353 | +20 | 24.9 |
| Type C | 11,814 | +268 | 71.1 | 12,919 | +251 | 72.7 | 12,668 | 1,122 | 72.4 |
| Provisional management contract stores | 0 | $\pm 0$ | 0.0 | 0 | $\pm 0$ | 0.0 | 0 | $\pm 0$ | 0.0 |
| Directly operated stores | 459 | +19 | 2.8 | 471 | +1 | 2.7 | 470 | +30 | 2.7 |
| Open 24 hours | 16,320 | +280 | 98.2 | 17,337 | +232 | 97.6 | 17,105 | +1,065 | 97.8 |
| With liquor license | 16,444 | +285 | 98.9 | 17,563 | +256 | 98.8 | 17,307 | +1,148 | 98.9 |
| With cigarette license | 15,789 : | +311 | 95.0 | 16,979 : | +271! | 95.5 | 16,708 | +1,230 | 95.5 |

[^3]Sales by product category (total store sales)
(Millions of yen)

|  | Three Months Ended <br> Mar. 31, 2014 |  |  | -------(\%) | Thr | e Mont Mar. 31 YOY(\%) | s Ended 2015 <br> Composition <br> (\%) | $\qquad$ <br> Merchandise Composition <br> (\%) |  | $\begin{aligned} & \text { cal Year } \\ & \text { yec. } 31, \\ & \text { yoy(\%) } \end{aligned}$ | Ended <br> 2014 <br> Composition <br> (\%) | Merchandise Composition (\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Processed food | 118,531 | 115.4 | 18.3 | 38.5 | 147,756 | 124.7 | 22.8 | 38.9 | 567,290 | 113.3 | 20.0 | 39.6 |
| Fast food | 45,795 | 117.7 | 7.2 | 14.9 | 56,548 | 123.5 | 8.7 | 14.9 | 216,881 | 115.6 | 7.7 | 15.2 |
| Daily food | 20,986 | 116.4 | 3.2 | 6.8 | 26,063 | 124.2 | 4.1 | 6.9 | 93,544 | 115.4 | 3.3 | 6.5 |
| Non food | 122,357 | 110.9 | 18.9 | 39.8 | 149,893 | 122.5 | 23.2 | 39.4 | 553,712 | 110.4 | 19.5 | 38.7 |
| Merchandise sales | 307,670 | 114.0 | 47.6 | 100.0 | 380,261 | 123.6 | 58.8 | 100.0 | 1,431,429 | 112.6 | 50.5 | 100.0 |
| Gasoline sales | 339,146 | 104.2 | 52.4 |  | 266,612 | 78.6 | 41.2 |  | 1,403,035 | 102.4 | 49.5 |  |
| Total store sales | 646,817 | 108.6 | 100.0 |  | 646,874 | 100.0 | 100.0 |  | 2,834,464 | 107.3 | 100.0 |  |

Net sales increase at existing stores

|  | Three Months Ended <br> Mar. 31, 2014 | Three Months Ended <br> Mar. 31, 2015 | Fiscal Year Ended <br> Dec. 31, 2014 |
| :--- | :---: | :---: | :---: |
| U.S. Merchandise sales <br> increase (dollar basis) | +1.0 | +7.4 | +3.1 |

## Average daily sales per store

|  | Three Months Ended <br> Mar. 31, 2014 |  | Three Months Ended <br> Mar. 31, 2015 |  | Fiscal Year Ended <br> Dec. 31, 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Total stores (dollar) | 4,010 | +23 | 4,285 | +275 | 4,472 | +132 |
| Total stores (thousands of yen) | 412 | +43 | 511 | +98 | 473 | +49 |

## Gross profit margin

Gross profit margin


Selling, general \& administrative expenses

|  | Three Months Ended <br> Mar. 31, 2014 |  | Three Months Ended <br> Mar. 31, 2015 |  | Fiscal Year Ended <br> Dec. 31, 2014 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total (millions of yen) | 79,040 | 111.2 | 92,583 | 117.1 | 341,225 | 110.8 |
| Total (thousands of dollar) | 769,098 | 100.1 | 776,970 | 101.0 | 3,225,503 | 102.4 |

## Number of stores

|  |  |  |  |  |  |  | Fiscal Year Ended <br> Dec. 31, 2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of stores | 8,302 | +10 | 100.0 | 8,269 | (28) | 100.0 | 8,297 | +5 | 100.0 |
| Franchised stores | 6,216 | (3) | 74.9 | 6,411 | +21 | 77.5 | 6,390 | +171 | 77.0 |
| BCP stores (Type A)*2 | 409 | (1) | 4.9 | 433 | +1 | 5.2 | 432 | +22 | 5.2 |
| Type C | 5,807 | (2) | 69.9 | 5,978 | +20 | 72.3 | 5,958 | +149 | 71.8 |
| Directly operated stores | 2,086 | +13 | 25.1 | 1,858 | (49) | 22.5 | 1,907 | (166) | 23.0 |
| With Gasoline station | 3,265 | (35) | 39.3 | 3,152 | (13) | 38.1 | 3,165 | (135) | 38.1 |

[^4]
## 2. Superstore Operations

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

|  | Three Months Ended <br> May 31, 2014 |  |  | Three Months Ended <br> May 31, 2015 |  |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY(\%) | ${ }_{\text {com }}^{\substack{\text { Composition } \\(\%)}}$ |  | YoY(\%) | (\%) |  | YOY(\%) | ${ }_{(0)}$ |
| Apparel | 52,295 | 100.1 | 16.5 | 48,936 | 93.6 | 15.7 | 193,354 | 94.8 | 15.4 |
| Household goods | 39,910 | 96.2 | 12.6 | 35,383 | 88.7 | 11.3 | 153,506 | 92.9 | 12.2 |
| Food | 144,678 | 97.6 | 45.7 | 145,283 | 100.4 | 46.5 | 592,913 | 97.5 | 47.3 |
| Merchandise sales | 236,884 | 97.9 | 74.9 | 229,602 | 96.9 | 73.5 | 939,774 | 96.1 | 75.0 |
| Tenants | 76,493 | 107.8 | 24.2 | 80,392 | 105.1 | 25.7 | 301,376 | 104.7 | 24.0 |
| Others | 3,009 | 79.4 | 1.0 | 2,411 | 80.1 | 0.8 | 12,145 | 80.7 | 1.0 |
| Net sales | 316,387 | 99.9 | 100.0 | 312,406 | 98.7 | 100.0 | 1,253,296 | 97.9 | 100.0 |

Note: For FY2016, 36 of drug and cosmetic sales areas operated by Ito-Yokado were transferred into Seven Bi no Garden Co., Ltd. (91stores in all at the end of May, 2015)
Under the previous categories that were used in the previous term, year-on-year figures for three months ended 2015 would be $96.2 \%$ for
"Household goods", and 98.3\% for "Merchandise sales", respectively.

|  | Three Months Ended <br> May 31, 2014 | Three Months Ended <br> May 31, 2015 | Fiscal Year Ended <br> Feb. 28, 2015 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | (2.8) | (1.9) | (4.5) |
| Number of customers | (5.6) | (1.2) | (5.7) |
| Average spending per customer | +3.0 | (0.7) | +1.3 |

Gross profit margin
(\%)

|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 38.3 | (2.0) | 36.4 | (1.9) | 37.2 | (2.4) |
| Household goods | 31.7 | +1.3 | 31.3 | (0.4) | 30.3 | +0.1 |
| Food | 27.5 | +0.8 | 27.1 | (0.4) | 27.5 | +0.5 |
| Total | 30.6 | +0.3 | 29.8 | (0.8) | 29.9 | (0.3) |

Note: For FY2016, 36 of drug and cosmetic sales areas operated by Ito-Yokado were transferred into Seven Bi no Garden Co., Ltd.
(91stores in all at the end of May, 2015)
Under the previous categories that were used in the previous term, changes for three months ended 2015 would be (0.6)\% for
"Household goods", and (0.7)\% for "Merchandise sales", respectively.
Selling, general and administrative expenses
(Millions of yen)

|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY̌(\%) |  | Yợ(\%) |  | Yơ(\%) |
| Advertising expenses | 7,881 | 103.2 | 8,276 | 105.0 | 29,951 | 98.3 |
| Salaries and wages | 33,545 | 98.0 | 32,230 | 96.1 | 132,941 | 97.5 |
| Land and building rent | 15,975 | 97.9 | 15,291 | 95.7 | 63,580 | 97.8 |
| Depreciation and amortization | 2,651 | 118.8 | 3,055 | 115.2 | 11,137 | 111.2 |
| Utility expenses | 5,293 | 112.3 | 4,908 | 92.7 | 22,029 | 102.7 |
| Others | 17,490 | 98.6 | 18,388 | 105.1 | 73,476 | 101.3 |
| Total | 82,837 | 100.0 | 82,150 | 99.2 | 333,118 | 99.2 |

Sales floor space

|  |  |  |  |  | Febru | 2015 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total sales floor space |  |  | 2,802,088 | 100.4 | 2,832,235 | 100.5 |
| Directly managed floor space | 1,639,741 | 99.5 | 1,591,709 | 97.1 | 1,630,246 | 99.4 |
| Weighted average floor space | 1,639,771 | 99.5 | 1,591,653 | 97.1 | 1,643,647 | 100.4 |

Sales by product category
(Millions of yen)

|  | Three Months Ended <br> May 31, 2014 |  |  | Three Months Ended <br> May 31, 2015 |  |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) | ${ }_{\substack{\text { composion } \\(0)}}$ |  | YOY(\%) | ${ }_{\substack{\text { composion } \\ \text { (\%) }}}^{\text {coin }}$ |  | YOY(\%) | $\begin{aligned} & \text { mopoition } \\ & \text { (on } \end{aligned}$ |
| Fresh food | 32,619 | 109.5 | 34.0 | 34,577 | 106.0 | 34.6 | 132,110 | 107.4 | 33.8 |
| Processed food | 22,575 | 104.1 | 23.5 | 23,323 | 103.3 | 23.4 | 92,181 | 102.7 | 23.6 |
| Daily food | 18,264 | 104.3 | 19.0 | 19,024 | 104.2 | 19.1 | 73,843 | 103.3 | 18.9 |
| Food | 73,459 | 106.5 | 76.5 | 76,924 | 104.7 | 77.1 | 298,136 | 104.9 | 76.3 |
| Apparel | 3,936 | 97.6 | 4.1 | 3,708 | 94.2 | 3.7 | 16,614 | 94.4 | 4.3 |
| Household goods | 4,771 | 105.9 | 5.0 | 4,751 | 99.6 | 4.8 | 20,694 | 101.7 | 5.3 |
| Merchandise sales | 82,167 | 106.0 | 85.6 | 85,384 | 103.9 | 85.6 | 335,445 | 104.1 | 85.9 |
| Life Foods ${ }^{*}$ | 11,189 | 105.8 | 11.7 | 11,740 | 104.9 | 11.8 | 45,578 | 106.0 | 11.7 |
| Others | 2,590 | 102.0 | 2.7 | 2,590 | 100.0 | 2.6 | 9,469 | 99.0 | 2.4 |
| Tenants | 13,779 | 105.0 | 14.4 | 14,331 | 104.0 | 14.4 | 55,047 | 104.8 | 14.1 |
| Net sales | 95,947 | 105.9 | 100.0 | 99,715 | 103.9 | 100.0 | 390,492 | 104.2 | 100.0 |

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

Net sales increase at existing stores
(\%)

|  | Three Months Ended <br> May 31, 2014 | Three Months Ended <br> May 31, 2015 | Fiscal Year Ended <br> Feb. 28, 2015 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | +0.9 | +1.0 | +0.2 |
| Number of customers | +0.1 | +1.5 | (0.1) |
| Average spending per customer | +0.7 | (0.6) | +0.2 |

## Gross profit margin

(\%)

|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Food | 24.7 | (0.2) | 25.1 | +0.4 | 25.2 | +0.1 |
| Apparel | 32.0 | (1.0) | 31.8 | (0.2) | 31.2 | (0.9) |
| Household goods | 26.4 | (0.9) | 27.1 | +0.7 | 26.2 | $\pm 0.0$ |
| Total | 25.2 | (0.3) | 25.5 | +0.3 | 25.6 | $\pm 0.0$ |

Selling, general and administrative expenses

|  | Three Months Ended <br> May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY(\%) |  | YoY(\%) |  | Yơ(\%) |
| Advertising and decoration expenses | 1,447 | 114.3 | 1,595 | 110.2 | 6,105 | 109.0 |
| Salaries and wages | 10,831 | 102.1 | 11,296 | 104.3 | 44,171 | 103.4 |
| Land and building rent | 2,219 | 102.7 | 2,251 | 101.5 | 8,956 | 102.5 |
| Depreciation and amortization | 842 | 111.4 | 936 | 111.2 | 3,569 | 112.7 |
| Utility expenses | 1,501 | 124.0 | 1,531 | 102.0 | 6,516 | 112.6 |
| Others | 3,793 | 112.7 | 3,906 | 103.0 | 15,477 | 103.5 |
| Total | 20,634 | 106.5 | 21,517 | 104.3 | 84,796 | 104.7 |

Sales floor space
(Square meters)

|  | May 31, 2014 |  | May 31, 2015 |  | February 28,2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YoY(\%) |  | YOY(\%) |  | YOY(\%) |
| Total sales floor space | 612,338 | 103.1 | 628,639 | 102.7 | 628,639 | 103.6 |
| Directly managed floor space | 472,024 | 104.0 | 485,123 | 102.8 | 485,123 | 103.4 |
| Weighted average floor space ${ }^{*}$ | 460,464 | 104.5 | 475,115 | 103.2 | 464,772 | 104.1 |

[^5]
## 3. Department Store Operations

Sogo \& Seibu

| Sales results of major stores |  |  |  |  | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Ikebukuro | 45,952 | 103.5 | 45,949 | 100.0 | 187,330 | 101.6 |
| Yokohama | 28,053 | 107.7 | 27,314 | 97.4 | 112,986 | 102.8 |
| Chiba | 19,554 | 100.8 | 18,538 | 94.8 | 76,908 | 97.4 |
| Kobe | 11,421 | 102.9 | 11,202 | 98.1 | 46,045 | 100.6 |
| Hiroshima | 10,544 | 101.2 | 10,064 | 95.4 | 43,049 | 100.2 |
| Shibuya | 9,753 | 103.4 | 10,051 | 103.1 | 40,211 | 101.8 |
| Omiya | 8,727 | 108.4 | 8,262 | 94.7 | 34,572 | 100.9 |

Note: Store sales include corporate sales.


|  | Three Months Ended <br> May 31, 2014 |  |  | Three Months Ended May 31, 2015 |  |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Apparel | 85,695 | 102.0 | 43.7 | 79,794 | 93.1 | 41.9 | 328,008 | 97.8 | 41.5 |
| Household goods | 20,330 | 109.4 | 10.4 | 18,536 | 91.2 | 9.7 | 80,217 | 98.4 | 10.2 |
| Food | 35,577 | 102.2 | 18.2 | 35,771 | 100.5 | 18.8 | 161,491 | 102.3 | 20.4 |
| Merchandise sales | 141,603 | 103.0 | 72.3 | 134,102 | 94.7 | 70.4 | 569,717 | 99.1 | 72.1 |
| Tenants | 44,601 | 104.3 | 22.8 | 46,161 | 103.5 | 24.2 | 180,085 | 103.2 | 22.8 |
| Corporate sales | 9,724 | 96.6 | 5.0 | 10,126 | 104.1 | 5.3 | 40,440 | 100.7 | 5.1 |
| Net sales | 195,928 | 103.0 | 100.0 | 190,390 | 97.2 | 100.0 | 790,244 | 100.1 | 100.0 |

Net sales increase at existing stores

|  | Three Months Ended <br> May 31, 2014 | Three Months Ended <br> May 31, 2015 | Fiscal Year Ended <br> Feb. 28, 2015 |
| :--- | :---: | :---: | :---: |
| Net sales increase at existing stores | +3.3 | $(3.2)$ | +0.1 |


| Gross profit margin |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Three Months Ended May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  | Fiscal Year Ended Feb. 28, 2015 |  |
| Apparel | 29.7 | $\pm 0.0$ | 29.7 | $\pm 0.0$ | 28.9 | $\pm 0.0$ |
| Household goods | 24.2 | (0.4) | 24.2 | $\pm 0.0$ | 23.9 | (0.3) |
| Food | 15.0 | (0.1) | 15.1 | +0.1 | 16.2 | (0.1) |
| Total | 25.2 | (0.1) | 25.1 | (0.1) | 24.6 | (0.2) |

Selling, general and administrative expenses

|  | Three Months Ended May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 7,372 | 107.2 | 7,418 | 100.6 | 26,053 | 106.5 |
| Salaries and wages | 11,366 | 96.5 | 11,114 | 97.8 | 43,626 | 94.1 |
| Land and building rent | 10,414 | 98.5 | 10,359 | 99.5 | 41,252 | 98.7 |
| Depreciation and amortization | 2,980 | 102.0 | 3,009 | 101.0 | 11,996 | 101.7 |
| Utility expenses | 2,465 | 110.8 | 2,537 | 102.9 | 10,836 | 105.2 |
| Others | 8,990 | 101.3 | 8,734 | 97.2 | 36,935 | 100.0 |
| Total | 43,589 | 100.8 | 43,174 | 99.0 | 170,700 | 99.5 |

## 4. Food Services

GSeven \& i Food Systems
Sales results by division

|  |  |  |  |
| :---: | :---: | :---: | :---: |
| Restaurant division | 15,893 102.7 : 79.0 | 16,344 102.8 : 76.7 | 62,496 101.6 : 77.5 |
| Meal provision service division | 2,759 109.8 13.7 | 3,539 128.3 16.6 | 12,231:117.8 15.2 |
| Fast food division | 1,473 : 93.1 : 7.3 | 1,423 | 5,957 ${ }^{\text {a }}$ 96.3 l |
| Total | 20,125 102.8 100.0 | 21,306 105.9 : 100.0 | 80,685 103.3 : 100.0 |

[Restaurant division] Net sales increase at existing stores $\quad$ (\%)

|  | Three Months Ended $\text { May 31, } 2014$ | Three Months Ended $\text { May 31, } 2015$ | Fiscal Year Ended <br> Feb. 28, 2015 |
| :---: | :---: | :---: | :---: |
| Net sales increase at existing stores | +3.0 | +1.4 | +1.1 |
| Number of customers | (0.4) | (4.0) | (1.3) |
| Average spending per customer | +3.4 | +5.6 | +2.5 |


| [Restaurant division] Gross profit margin | (\%) |
| :--- | :--- | :--- |


|  | Three Months Ended May 31, 2014 |  | Three Months Ended <br> May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Chang |  | Chang |  | Change |
| Gross profit margin | 69.3 | (0.2) | 68.3 | (1.0) | 68.9 | (0.5) |

Selling, general and administrative expenses

|  | Three Months Ended May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | YOY(\%) |  | YOY(\%) |  | YOY(\%) |
| Advertising and decoration expenses | 274 | 77.9 | 245 | 89.2 | 919 | 90.6 |
| Salaries and wages | 7,852 | 104.6 | 7,768 | 98.9 | 31,414 | 102.6 |
| Land and building rent | 1,885 | 98.6 | 1,896 | 100.6 | 7,565 | 100.2 |
| Depreciation and amortization | 144 | 154.5 | 197 | 136.4 | 701 | 166.1 |
| Utility expenses | 1,096 | 101.9 | 1,063 | 97.0 | 4,430 | 95.6 |
| Others | 2,066 | 108.0 | 2,086 | 101.0 | 7,812 | 105.3 |
| Total | 13,320 | 103.6 | 13,257 | 99.5 | 52,844 | 102.3 |

## 5. Financial Services

Number of Seven Bank ATMs

|  | Three Months Ended May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Seven-Eleven Japan | 17,861 | +1,200 | 18,990 | +1,129 | 18,710 | +1,151 |
| Ito-Yokado | 312 | +7 | 318 | +6 | 316 | +4 |
| York-Benimaru | 72 | +3 | 86 | +14 | 83 | +12 |
| York Mart | 60 | +11 | 69 | +9 | 66 | +11 |
| Others | 83 | +3 | 87 | +4 | 82 | (2) |
| Net ATMs in the Group | 18,388 | :+1,224 | 19,550 | :+1,162 | 19,257 | :+1,176 |
| Net ATMs outside the Group | 1,448 | +253 | 1,766 | +318 | 1,682 | +369 |
| Total | 19,836 | :+1,477 | 21,316 | :+1,480 | 20,939 | :+1,545 |

## (2) Overseas installation



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

|  | Mar. 2014 - May 2014 |  | Mar. 2015- May 2015 |  | Mar. 2014-Feb. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Average number of transactions | 102.3 | (8.2) | 100.1 | (2.2) | 101.2 | (7.2) |


| International money transfer service |  |  |  |  | (10 thousands) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar. 2014 - May 2014 |  | Mar. 2015- May 2015 |  | Mar. 2014- Feb. 2015 |  |
|  |  | Change |  | Change |  | Change |
| Number of contract accounts(thousands) | 68 | +28 | 109 | +41 | 97 | +38 |
| Cumulative number of transfers(thousands) | 128 | +58 | 179 | +51 | 614 | +242 |

Number of credit cards, point cards and cash cards
(10 thousands)

|  | Three Months Ended May 31, 2014 |  | Three Months Ended May 31, 2015 |  | Fiscal Year Ended <br> Feb. 28, 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Credit Cards |  |  |  |  |  |  |
| SEvEN CARD / SEVEN CARD plus | 350 | +9 | 361 | +11 | 359 | +9 |
| Club on/millennium Card Saison | 328 | +4 | 320 | (8) | 320 | (8) |
| Electronic money (nanaco) | 3,108 | +883 | 3,938 | +830 | 3,717 | +878 |

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

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


[^0]:    *1. Group's total sales include the sales of Seven-Eleven Japan and 7-Eleven, Inc. franchisees.
    *2. Life Foods is a wholly owned subsidiary which produces and sells delicatessen in York-Benimaru stores.
    *3. Eliminations / corporate in operating income mainly reflect the Company's operating expenses relating to the Group strategy

[^1]:    Note: Changes in number of stores represent the net change from the beginning of the fiscal year.
    *1. Figures are as of the end of March, or as of the end of December.
    *2. The number of LOFT stores includes 11 franchised stores for May 2014, 13 franchised stores for May 2015 and 11 franchised stores for FY2014.

[^2]:    Note: S\&B stands for Scrap \& Build.

[^3]:    * Changes in number of stores represent the net change from the beginning of fiscal year.

[^4]:    *1. Changes in number of stores represent the net change from the beginning of fiscal year.
    *2. BCP stores stands for Business Conversion Program.

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

