Brief Summary of FY2020

Contents

Consolidated Results

Ⅰ. Financial Results P1
Ⅱ. Major Factors for the Change P2
Ⅲ. Segment Information P3
Ⅳ. Interest-Bearing Debt P4
Ⅴ. Consolidated Balance Sheets P6
Ⅵ. Consolidated Statements of Income P7
Ⅶ. Consolidated Statements of Cash Flows P8

Financial Results and Business Performance of Major Companies

Ⅰ. Domestic Convenience Store Operations P9
Ⅱ. Overseas Convenience Store Operations P10
Ⅲ. Superstore Operations P11
Ⅳ. Department Store Operations P13
Ⅴ. Financial Services P14
Ⅵ. Specialty Store Operations P15
Ⅶ. Group Strategy P15
Ⅷ. Capital Expenditures, Depreciation and Amortization of Major Companies P16

Store Information

Ⅰ. Number of Stores and Store Openings / Closures of Major Companies P17
Ⅱ. Store Information on Domestic / Overseas Convenience Store Operations P18
Ⅲ. Store Information on Superstore Operations P19
Ⅳ. Store Information on Department Store Operations P19
Ⅴ. Number of Stores by Type P20
Ⅵ. Sales Floor Space P20
Ⅶ. Employee and Other Information P21

April 9, 2020
Seven & i Holdings Co., Ltd.

■Notice

1. Postponing Forecasts of Consolidated Business Results for the Fiscal Year Ending February 28, 2021.

In consideration of factors including the current status of the spread of novel coronavirus disease 2019 (COVID-2019) around the world, and the operating conditions of the Seven & i Group's stores worldwide (particularly in Japan and North America), there are currently many uncertain factors that could have an impact on business performance. For this reason, it is extremely difficult to calculate appropriate and rational forecasts of business results at this time. And we set its forecasts of consolidated business results for the fiscal year ending February 28, 2021 as "Undecided".

2. Outlook

We promptly disclose its forecasts of its consolidated business results for the fiscal year ending February 28, 2021 at a later date, when it has further confirmed the extent of the impact of the spread of COVID-19 on the business activities of its Group companies and is thus able to calculate appropriate and rational forecasts of its consolidated business results.

■Consolidated Results

Ⅰ. Financial Results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Group's total sales *1	11,048,215	104.0	12,018,004	108.8	11,997,643	99.8	-	-
Revenues from operations	6,037,815	103.5	6,791,215	112.5	6,644,359	97.8	-	-
Domestic convenience store operations	928,649	103.0	955,443	102.9	971,236	101.7	-	-
Overseas convenience store operations	1,981,533	119.5	2,821,053	142.4	2,739,833	97.1	-	-
Superstore operations	1,901,164	97.5	1,902,507	100.1	1,849,121	97.2	-	-
Department store operations	657,886	90.2	592,100	90.0	577,633	97.6	-	-
Financial services	202,942	100.5	215,007	105.9	217,367	101.1	-	-
Specialty store operations	416,616	92.5	355,474	85.3	339,660	95.6	-	-
Others	23,533	98.7	23,720	100.8	25,202	106.2	-	-
Eliminations / Corporate	(74,510)	-	(74,093)	-	(75,695)	-	-	-
Operating income (loss)	391,657	107.4	411,596	105.1	424,266	103.1	-	-
Domestic convenience store operations	245,249	100.6	246,721	100.6	256,601	104.0	-	-
Overseas convenience store operations	79,078	117.3	92,266	116.7	102,001	110.6	-	-
Superstore operations	21,260	105.1	21,173	99.6	21,307	100.6	-	-
Department store operations	5,369	187.2	3,737	69.6	797	21.3	-	-
Financial services	49,713	99.2	52,874	106.4	53,610	101.4	-	-
Specialty store operations	435	-	6,680	-	4,690	70.2	-	-
Others	3,670	91.6	2,659	72.4	1,554	58.5	-	-
Eliminations / Corporate	(13,120)	-	(14,515)	-	(16,296)	-	-	-
Ordinary income	390,746	107.2	406,523	104.0	417,872	102.8	-	-
Special gains	13,347	302.6	15,556	116.5	8,554	55.0		
Special losses	127,774	84.5	104,668	81.9	79,957	76.4		
Income before income taxes	276,320	127.0	317,411	114.9	346,469	109.2		
Net income attributable to owners of parent	181,150	187.2	203,004	112.1	218,185	107.5	-	-
Net income per share	yen 204.80	% 187.2	yen 229.50	% 112.1	yen 246.95	% 107.6	yen -	% -
Number of shares outstanding								
Average *2	884,531,496		884,568,131		883,508,868			
End of period *2	884,544,201		884,568,599		882,845,467			

*1. Group's total sales include the sales of Seven-Eleven Japan, SEVEN-ELEVEN OKINAWA and 7-Eleven, Inc. franchisees.

*2. Excluding treasury stock. Seven & i Holdings has introduced the BIP Trust and ESOP Trust from fiscal year 2020 and the Seven & i Holdings' shares held by these Trusts are included in the number of treasury shares.

Exchange rates

(yen)

		Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ended Feb. 29, 2020	Fiscal Year Ending Feb. 28, 2021 (Forecast)
Income statements	U.S.$1=	112.16	110.44	109.03	-
	1yuan=	16.62	16.71	15.78	-
Balance sheets	U.S.$1=	113.00	111.00	109.56	-
	1yuan=	17.29	16.16	15.67	-

Operating income before amortization of goodwill

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Total	408,278	107.2	434,781	106.5	447,841	103.0	-	-
Domestic convenience store operations	245,249	100.6	246,721	100.6	256,601	104.0		
Overseas convenience store operations	90,848	118.5	111,098	122.3	121,655	109.5		
Superstore operations	24,359	104.4	24,272	99.6	24,405	100.6		
Department store operations	5,370	116.0	3,737	69.6	797	21.3		
Financial services	51,050	99.2	53,714	105.2	53,970	100.5		
Specialty store operations	848	-	7,093	835.7	5,153	72.6		
Others	3,670	91.6	2,659	72.4	1,554	58.5		
Eliminations / Corporate	(13,120)	-	(14,515)	-	(16,296)	-		

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

Ⅱ. Major Factors for the Change

(Millions of yen)

(Billions of yen)

	Fiscal Year Ended Feb. 29, 2020	Change	Major Factors for the Change
Group's total sales[*1]	11,997,643	(20,360)	Total store sales at Seven-Eleven Japan: +111.4 Total store sales at 7-Eleven, Inc.: (57.0) Impact of change in FX rates: (58.8)
Revenues from operations	6,644,359	(146,855)	Domestic CVS: +15.7, Overseas CVS: (81.2) , Superstore: (53.3) Department store: (14.4), Financial services: +2.3, Specialty store: (15.8) Impact of change FX rates: (42.9)
Operating income (loss)	424,266	+12,669	Impact of change FX rates: (1.4)
Domestic convenience store operations	256,601	+9,879	Seven-Eleven Japan: +8.8 Sales: +16.9, Gross profit margin: +3.5, SG&A expenses: (11.5) Others: +0.98
Overseas convenience store operations	102,001	+9,734	7-Eleven, Inc.: +10.5 Sales: +0.88, Gross profit margin: +19.8, SG&A expenses: (10.1) Amortization of goodwill: (0.82) Impact of change in FX rate: (1.3)
Superstore operations	21,307	+133	Ito-Yokado: +1.8 Sales: (12.7), Gross profit margin: +1.1, SG&A expenses: +13.4 York-Benimaru: +0.29 Sales: +0.75, Gross profit margin: +1.1, SG&A expenses: (1.5) Life Foods[*2]: (0.13) Others: (1.8)
Department store operations	797	(2,940)	Sogo & Seibu: (3.0) Sales: (3.7), Gross profit margin: (1.5), SG&A expenses: +2.2 Others: +0.15
Financial services	53,610	+736	
Specialty store operations	4,690	(1,989)	Seven & i Food Systems: (0.87) Nissen Holdings [Consolidated]: +0.00 Others: (1.1)
Others	1,554	(1,104)	
Eliminations / Corporate[*3]	(16,296)	(1,780)	
Ordinary income	417,872	+11,348	Increase in operating income, Decrease in interest income
Income before income taxes	346,469	+29,057	Decrease in special losses
Net income attributable to owners of parent	218,185	+15,181	

*1. Group's total sales include the sales of Seven-Eleven Japan, SEVEN-ELEVEN OKINAWA 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.

Ⅲ. Segment Information

Business segment information

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020			Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)	Composition(%)		YOY(%)
Assets (end of period)	5,494,630	-	5,795,065	105.5	5,996,887	103.5	100.0		
Domestic convenience store operations	1,127,614	-	1,147,777	101.8	1,224,157	106.7	20.4		
Overseas convenience store operations	1,179,292	-	1,371,383	116.3	1,401,418	102.2	23.4		
Superstore operations	969,037	-	945,406	97.6	959,853	101.5	16.0		
Department store operations	343,191	-	328,082	95.6	308,969	94.2	5.2		
Financial services	1,434,793	-	1,514,897	105.6	1,666,038	110.0	27.8		
Specialty store operations	160,737	-	133,429	83.0	136,657	102.4	2.3		
Others	156,221	-	159,168	101.9	160,882	101.1	2.7		
Eliminations / Corporate	123,741	-	194,920	157.5	138,909	71.3	2.3		
Capital expenditures	347,374	90.4	539,328	155.3	360,909	66.9	100.0	-	-
	-	-	[525,462]	[151.3]	-	-	-	-	-
Domestic convenience store operations	140,333	111.4	115,525	82.3	104,226	90.2	28.9	-	-
Overseas convenience store operations	94,285	64.0	288,221	305.7	134,684	46.7	37.3	-	-
Superstore operations	37,821	75.5	61,462	162.5	47,310	77.0	13.1	-	-
	-	-	[47,596]	[125.8]	-	-	-	-	-
Department store operations	12,992	106.9	16,955	130.5	11,235	66.3	3.1	-	-
Financial services	38,803	148.8	34,918	90.0	36,099	103.4	10.0	-	-
Specialty store operations	8,882	98.9	9,157	103.1	10,427	113.9	2.9	-	-
Others	3,723	114.2	2,931	78.7	2,798	95.5	0.8	-	-
Corporate	10,532	101.5	10,157	96.4	14,127	139.1	3.9	-	-
Depreciation and amortization	213,167	102.7	221,133	103.7	226,475	102.4	100.0	-	-
Domestic convenience store operations	66,500	108.8	72,717	109.3	76,519	105.2	33.8	-	-
Overseas convenience store operations	69,582	107.1	76,141	109.4	77,204	101.4	34.1	-	-
Superstore operations	23,893	97.9	24,475	102.4	26,071	106.5	11.5	-	-
Department store operations	9,727	84.8	8,667	89.1	9,083	104.8	4.0	-	-
Financial services	28,926	98.3	31,072	107.4	29,031	93.4	12.8	-	-
Specialty store operations	5,588	71.8	4,141	74.1	3,879	93.7	1.7	-	-
Others	2,257	103.1	2,267	100.4	2,447	108.0	1.1	-	-
Corporate	6,691	109.2	1,651	24.7	2,238	135.5	1.0	-	-
Amortization of goodwill	16,620	102.9	23,184	139.5	23,574	101.7	100.0	-	-
Domestic convenience store operations	-	-	-	-	-	-	-		
Overseas convenience store operations	11,770	127.2	18,832	160.0	19,653	104.4	83.4		
Superstore operations	3,098	99.9	3,098	100.0	3,098	100.0	13.1		
Department store operations	1	0.1	-	-	-	-	-		
Financial services	1,336	102.3	840	62.9	359	42.7	1.5		
Specialty store operations	413	55.9	413	100.0	462	112.0	2.0		
Others	-	-	-	-	-	-	-		
Corporate	-	-	-	-	-	-	-		
Impairment loss	88,879	148.8	57,368	64.5	35,477	61.8	100.0		
Domestic convenience store operations	9,197	104.7	19,500	212.0	11,801	60.5	33.3		
Overseas convenience store operations	3,393	213.2	3,435	101.2	3,565	103.8	10.1		
Superstore operations	19,186	82.4	20,349	106.1	10,102	49.6	28.5		
Department store operations	29,674	168.4	2,994	10.1	3,179	106.2	9.0		
Financial services	-	-	10,756	-	4,651	43.2	13.1		
Specialty store operations	5,697	75.7	3,888	68.3	2,123	54.6	6.0		
Others	3	0.4	-	-	39	-	0.1		
Eliminations / Corporate	21,727	-	(3,557)	-	14	-	0.0		

Note: 1.“Partial Amendments to the Accounting Standard for Tax Effect Accounting” (ASBJ No.28; February 16, 2018), etc. have been applied from the beginning of the first quarter of the fiscal year ended February 29, 2020, and results for the fiscal year ended February 28, 2018 and February 28, 2019 are those after retrospective application.

2. Capital expenditures include long-term leasehold deposits and advances for store construction. An increase of the future amortization of assets under the "Accounting Standard for Asset Retirement Obligations" is not included.
   Figures for actual results don't include goodwill and others related to the acquisition of stores, etc.
   Corporate in capital expenditures mainly reflect the Company's capital expenditures relating to the Group strategy.
3. Capital expenditures include investments related to openings of stores for each fiscal year and beyond.
4. In capital expenditures, figures in square brackets [ ] show the figures reflecting the sales & leaseback of assets in superstore operations.
5. Corporate in depreciation and amortization mainly reflect the Company's depreciation and amortization relating to the Group strategy.
6. Amortization of goodwill include only the amount recorded on selling, general and administrative expenses.
7. Impairment losses include 31,809 million yen, 1,591 million yen, and 7,496 million yen recorded as "Loss on digital and settlement services" and "Restructuring expenses" in the consolidated income statements for the fiscal year ended February 28, 2018, February 28, 2019, and February 29, 2020.

Geographic area segment information

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		
		YOY(%)		YOY(%)		YOY(%)	Composition(%)
Assets (end of period)	5,494,630	-	5,795,065	105.5	5,996,887	103.5	-
Japan	4,238,483	-	4,363,764	103.0	4,537,418	104.0	75.6
North America	1,211,456	-	1,389,111	114.7	1,418,454	102.1	23.6
Others	50,578	-	48,051	95.0	46,942	97.7	0.8
Eliminations	(5,887)	-	(5,863)	-	(5,927)	-	-
Revenues from operations	6,037,815	103.5	6,791,215	112.5	6,644,359	97.8	-
Japan	3,907,835	96.9	3,812,200	97.6	3,745,475	98.2	56.4
North America	2,017,092	119.3	2,862,627	141.9	2,782,055	97.2	41.9
Others	113,992	100.5	117,555	103.1	118,118	100.5	1.8
Eliminations	(1,104)	-	(1,167)	-	(1,289)	-	-
Operating income	391,657	107.4	411,596	105.1	424,266	103.1	-
Japan	314,700	105.2	319,613	101.6	321,441	100.6	75.7
North America	75,626	115.4	90,411	119.6	101,777	112.6	24.0
Others	1,320	-	1,562	118.3	1,199	76.8	0.3
Eliminations	10	88.0	9	91.4	(152)	-	-

Note: 1.“Partial Amendments to the Accounting Standard for Tax Effect Accounting” (ASBJ No.28; February 16, 2018), etc. have been applied from the beginning of the first quarter of the fiscal year ended February 29, 2020, and results for the fiscal year ended February 28, 2018 and February 28, 2019 are those after retrospective application.

2."Others" consists of the business results in China, etc.

Ⅳ. Interest-Bearing Debt

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020	
		YOY(%)/change		YOY(%)/change		YOY(%)/change
Short-term loans	127,255	84.6	143,160	112.5	129,456	90.4
Current portion of long-term loans	82,656	128.5	106,688	129.1	88,437	82.9
Current portion of bonds	74,999	150.0	50,000	66.7	80,000	160.0
Subtotal	284,911	107.6	299,848	105.2	297,893	99.3
Long-term loans	393,149	90.6	443,425	112.8	403,151	90.9
Bonds	305,000	87.1	361,914	118.7	281,915	77.9
Subtotal	698,149	89.1	805,340	115.4	685,067	85.1
Total	983,061	93.8	1,105,189	112.4	982,960	88.9
Ratio to total assets (%)*	17.9	-	19.1	+1.2	16.4	(2.7)
Ratio to owners' equity (%)	40.5	(4.4)	43.8	+3.3	37.8	(6.0)

Segment Information excluding Financial Services

Domestic convenience store operations	-	-	-	-	-	-
Overseas convenience store operations	163,867	92.3	260,757	159.1	219,041	84.0
Superstore operations	1,912	60.0	637	33.3	-	-
Department store operations	175,711	93.5	163,564	93.1	160,999	98.4
Specialty store operations	52,673	98.0	44,296	84.1	17,743	40.1
Others	-	-	-	-	-	-
Corporate	269,999	93.1	281,914	104.4	236,915	84.0
Subtotal	664,164	93.2	751,170	113.1	634,699	84.5
Financial services	318,896	94.9	354,018	111.0	348,261	98.4
Total	983,061	93.8	1,105,189	112.4	982,960	88.9

* “Partial Amendments to the Accounting Standard for Tax Effect Accounting” (ASBJ No.28; February 16, 2018), etc. have been applied from the beginning of the first quarter of the fiscal year ended February 29, 2020, and results for the fiscal year ended February 28, 2018 and February 28, 2019 are those after retrospective application.

Bond information

(As of Feb. 29, 2020)

	Amount	Date of issue	Coupon	Redemption date
Issued by Seven & i Holdings				
6th unsecured domestic straight bonds	60 billion yen	Jun. 29, 2010	1.399%	Jun. 19, 2020
9th unsecured domestic straight bonds	20 billion yen	Apr. 26, 2013	0.671%	Mar. 20, 2023
11th unsecured domestic straight bonds	60 billion yen	Jun. 17, 2015	0.514%	Jun. 20, 2022
12th unsecured domestic straight bonds	30 billion yen	Jun. 17, 2015	0.781%	Jun. 20, 2025
USD-denominated senior unsecured notes	$ 600 million	Sep. 19, 2018	3.350%	Sep. 17, 2021
Issued by Seven Bank				
9th unsecured domestic straight bonds	20 billion yen	Mar. 07, 2013	0.460%	Mar. 19, 2020
10th unsecured domestic straight bonds	20 billion yen	Mar. 07, 2013	0.803%	Mar. 20, 2023
11th unsecured domestic straight bonds	15 billion yen	Dec. 17, 2014	0.536%	Dec. 20, 2024
12th unsecured domestic straight bonds	30 billion yen	Oct. 20, 2017	0.390%	Sep. 17, 2027
13th unsecured domestic straight bonds	20 billion yen	Jan. 25, 2019	0.160%	Dec. 20, 2023
14th unsecured domestic straight bonds	20 billion yen	Jan. 25, 2019	0.385%	Dec. 20, 2028

Ratings

(As of Mar. 31, 2020)

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

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

Ⅴ. Consolidated Balance Sheets

(Millions of yen)

ASSETS	Feb.28,2019 Amount	Feb.29,2020 Amount
Current assets	2,326,459	2,471,921
Cash and bank deposits	1,314,564	1,357,733
Notes and accounts receivable-trade	336,070	351,915
Trade accounts receivable-financial services	101,490	102,723
Merchandise and finished goods	178,178	175,509
Work in process	60	44
Raw materials and supplies	2,781	2,541
Prepaid expenses	55,867	58,688
ATM-related temporary payments	95,694	153,057
Other	247,497	276,575
Allowance for doubtful accounts	(5,747)	(6,868)
Non-current assets	3,468,504	3,522,541
Property and equipment	2,118,630	2,183,375
Buildings and structures, net	954,093	992,368
Furniture, fixtures and equipment, net	306,321	323,436
Vehicles,net	10,277	14,785
Land	751,616	746,914
Lease assets, net	6,858	7,252
Construction in progress	89,463	98,618
Intangible assets	608,487	608,883
Goodwill	371,969	359,618
Software	85,475	102,015
Other	151,043	147,249
Investments and other assets	741,385	730,282
Investments in securities	191,985	184,670
Long-term loans receivable	14,415	13,836
Long-term leasehold deposits	372,348	360,725
Advances for store construction	548	458
Net defined benefit assets	43,666	55,986
Deferred income taxes	57,424	57,071
Other	63,878	60,270
Allowance for doubtful accounts	(2,881)	(2,737)
Deferred assets	101	2,424
Business commencement expenses	101	2,424
TOTAL ASSETS	5,795,065	5,996,887

LIABILITIES	Feb.28,2019 Amount	Feb.29,2020 Amount
Current liabilities	1,992,763	2,157,172
Notes and accoutns payable,trade	411,602	410,793
Short-term loans	143,160	129,456
Current portion of bonds	50,000	80,000
Current portion of long-term loans	106,688	88,437
Income taxes payable	42,642	37,854
Accrued expenses	128,802	131,328
Deposits received	174,043	228,415
ATM-related temporary advances	43,530	74,227
Allowance for sales promotion expenses	19,467	18,996
Allowance for bonuses to employees	13,829	14,275
Allowance for bonuses to Directors and Audit & Supervisory Board Members	364	384
Allowance for loss on future collection of gift certificates	1,296	1,142
Provision for sales returns	98	80
Deposits received in banking business	588,395	655,036
Other	268,841	286,743
Non-current liabilities	1,129,814	1,082,492
Bonds	361,914	281,915
Long-term loans	443,425	403,151
Deferred income taxes	43,926	63,949
Allowance for retirement benefits to Directors and Audit & Supervisory Board Members	925	859
Allowance for stock payments	159	3,432
Net defined benefit liability	7,534	8,619
Deposits received from tenants and franchised stores	53,145	52,646
Asset retirement obligations	85,971	95,721
Other	132,811	172,196
TOTAL LIABILITIES	3,122,578	3,239,665
NET ASSETS		
Shareholder's equity	2,470,808	2,554,869
Common stock	50,000	50,000
Capital surplus	409,859	409,262
Retained earnings	2,015,630	2,106,920
Treasury stock, at cost	(4,680)	(11,313)
Total accumulated other comprehensive income	50,587	46,725
Unrealized gains on available-for-sale securities,net of taxes	26,150	25,953
Unrealized gains(losses)on hedging derivatives,net of taxes	(69)	(277)
Foreign currency translation adjustments	23,768	17,515
Remeasurements of defined benefit plan	737	3,533
Subscription rights to shares	2,805	331
Non-controlling interests	148,285	155,295
TOTAL NET ASSETS	2,672,486	2,757,222
TOTAL LIABILITIES AND NET ASSETS	5,795,065	5,996,887

Note: “Partial Amendments to the Accounting Standard for Tax Effect Accounting” (ASBJ No.28; February 16, 2018), etc. have been applied from the beginning of the first quarter of the fiscal year ended February 29, 2020, and results for the fiscal year ended February 28, 2019 are those after retrospective application.

Ⅵ. Consolidated Statements of Income

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ended Feb. 29, 2020
Revenues from operations	6,791,215	6,644,359
Net sales	5,508,600	5,329,919
Cost of sales	4,411,816	4,239,583
Gross profit on sales	1,096,784	1,090,336
Operating revenues	1,282,615	1,314,439
Gross profit from operations	2,379,399	2,404,776
Selling, general and administrative expenses	1,967,802	1,980,510
Advertising and decoration expenses	134,850	135,938
Salaries and wages	473,273	466,448
Provision for bonuses to employees	13,809	14,208
Pension expenses	12,365	8,861
Legal welfare expenses	62,611	63,565
Land and building rent	379,510	388,098
Depreciation and amortization	210,190	214,354
Utility expenses	118,428	115,535
Store maintenance and repair expenses	74,264	73,305
Other	488,498	500,193
Operating income	411,596	424,266
Non-operating income	11,654	9,061
Interest income	4,878	3,593
Dividend income	1,232	1,236
Equity in earnings of affiliates	961	937
Other	4,582	3,293
Non-operating expenses	16,727	15,454
Interest expenses	10,219	8,961
Interest on bonds	1,891	1,630
Other	4,615	4,862
Ordinary income	406,523	417,872
Special gains	15,556	8,554
Gain on sales of property and equipment	11,214	5,701
Gain on sales of property and equipment related to restructuring	427	905
Insurance income	-	944
Gain on sales of investments in securities	2,665	123
Other	1,248	879
Special losses	104,668	79,957
Loss on desposals of property and equipment	18,956	15,556
Impairment loss	55,776	27,981
Loss on digital and settlement services	-	13,463
Restructuring expenses	2,619	7,740
Amortization of goodwill	3,895	-
Loss on sales of shares of subsidiaries	3,320	-
Other	20,099	15,215
Income before income taxes	317,411	346,469
Total income taxes	104,351	111,263
Income taxes - current	96,076	77,542
Income taxes - deferred	8,275	33,721
Net income	213,060	235,206
Net income attributable to non-controlling interests	10,056	17,020
Net income attributable to owners of parent	203,004	218,185

Ⅶ. Consolidated Statements of Cash Flows

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ended Feb. 29, 2020
Cash flows from operating activities		
Income before income taxes	317,411	346,469
Depreciation and amortization	221,133	226,475
Impairment loss	57,368	35,477
Amortization of goodwill	27,079	23,574
Increase (decrease) in allowance for bonuses to employees	(893)	453
Increase in net defined benefit asset	(3,296)	(6,807)
Interest and dividends income	(6,111)	(4,830)
Interest expenses and interest on bonds	12,111	10,592
Equity in earnings of affiliates	(961)	(937)
Insurance income	-	(944)
Gain on sales of property and equipment	(11,642)	(6,607)
Loss on disposals of property and equipment	18,974	15,905
Loss on sales of shares of subsidiaries	3,320	-
Gain on sales of investment securities	(2,665)	331
Increase (decrease) in notes and accounts receivable, trade	(7,411)	(16,380)
Increase (decrease) in trade accounts receivable, financial services	(6,008)	(1,232)
Decrease (increase) in inventories	7,159	2,163
Increase (decrease) in notes and accounts payable, trade	(537)	753
Increase (decrease) in deposits received	1,303	54,067
Net increase (decrease) in loans in banking business	-	(10,000)
Net increase (decrease) in corporate bonds in banking business	25,000	(10,000)
Net increase (decrease) in deposits received in banking business	34,873	66,640
Net decrease (increase) in ATM-related temporary accounts	(509)	(26,663)
Other	(18,433)	(33,936)
Subtotal	667,267	664,565
Interest and dividends received	3,833	2,794
Interest paid	(11,729)	(10,735)
Insurance income	-	944
Income taxes paid	(81,493)	(92,629)
Income taxes refund	-	11,732
Net cash provided by operating activities	577,878	576,670
Cash flows from investing activities		
Acquisition of property and equipment	(478,451)	(297,693)
Proceeds from sales of property and equipment	131,908	17,365
Acquisition of intangible assets	(33,083)	(41,649)
Payment for purchase of investments in securities	(36,623)	(24,678)
Proceeds from sales of investments in securities	22,608	33,928
Proceeds from purchase of shares of subsidiaries resulting in change in scope of consolidation	-	12
Purchase of shares of subsidiaries resulting in change in scope of consolidation	(470)	-
Payments for sales of subsidiaries resulting in change in scope of consolidation	(127)	-
Payment for long-term leasehold deposits	(14,308)	(10,593)
Refund of long-term leasehold deposits	27,430	27,049
Proceeds from deposits from tenants	3,004	2,864
Refund of deposits from tenants	(3,122)	(3,443)
Payment for acquisition of business	(177,763)	(16,631)
Payment for time deposits	(11,869)	(2,364)
Proceeds from withdrawal of time deposits	16,665	2,834
Other	(3,295)	(5,046)
Net cash used in investing activities	(557,497)	(318,047)
Cash flows from financing activities		
Net increase (decrease) in short-term loans	15,904	(13,707)
Proceeds from long-term debts	160,696	53,580
Repayment of long-term debts	(83,993)	(98,555)
Proceeds from commericial paper	2,319	-
Payment for redemption of commercial paper	(2,319)	-
Proceeds from issuance of bonds	66,478	-
Payment for redempion of bonds	(60,000)	(40,000)
Capital contribution from non-controlling interests	0	1,488
Purchase of treasury shares	(20)	(6,718)
Dividends paid	(81,784)	(83,976)
Dividends paid to non-controlling interests	(7,196)	(8,224)
Payments for changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	-	(3,857)
Proceeds from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	716	-
Other	(16,126)	(13,233)
Net cash used in financing activities	(5,324)	(213,204)
Effect of exchange rate changes on cash and cash equivalents	(5,231)	(1,292)
Net increase in cash and cash equivalents	9,824	44,126
Cash and cash equivalents at beginning of year	1,300,917	1,310,729
Decrease in cash and cash equivalents resulting from exclusion of the subsidiary from consolidation	(11)	-
Cash and cash equivalents at end of year	1,310,729	1,354,856

Note: Subsidiaries in North America that adopt USGAAP have applied ASU No.2016-18 “Statement of Cash Flows Restricted Cash (a consensus of the FASB Emerging Issues Task Force)” from the beginning of the first quarter of the fiscal year ended February 29, 2020. As a result of adopting this standard, cash and cash equivalents in the quarterly consolidated cash flow statements for the fiscal year ended February 28, 2019 indicate cash and cash equivalents including restricted cash.

Ⅰ. Domestic Convenience Store Operations

Seven-Eleven Japan

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
Total store sales	4,678,083	103.6	4,898,872	104.7	5,010,273	102.3	-	-
Net sales of franchised stores	4,575,931	103.8	4,803,852	105.0	4,923,751	102.5		
Revenues from operations	849,862	101.9	873,555	102.8	887,625	101.6	-	-
Franchise commission from franchised stores	743,393	102.8	773,954	104.1	796,266	102.9		
Gross profit from operation	777,743	102.6	806,688	103.7	827,084	102.5		
SG&A expenses	533,633	103.6	561,600	105.2	573,103	102.0		
Advertising expenses	59,377	86.1	60,417	101.8	57,188	94.7		
Salaries and wages	74,404	102.6	77,392	104.0	79,055	102.1		
Land and building rent	166,947	107.8	181,143	108.5	189,457	104.6		
Depreciation and amortization	64,294	109.3	70,182	109.2	73,538	104.8		
Utility expenses	46,366	105.4	48,002	103.5	48,012	100.0		
Others	122,243	105.7	124,461	101.8	125,850	101.1		
Operating income	244,110	100.3	245,088	100.4	253,980	103.6	-	-
Net income	166,760	115.7	153,233	91.9	169,695	110.7		

Sales by product category (total store sales)

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Composition(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Composition(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Composition(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
Total store sales	4,678,083	103.6	100.0	4,898,872	104.7	100.0	5,010,273	102.3	100.0	-	-
Processed food	1,230,335	104.0	26.3	1,278,605	103.9	26.1	1,297,660	101.5	25.9		
Fast food	1,412,781	104.6	30.2	1,499,054	106.1	30.6	1,533,143	102.3	30.6		
Daily food	626,863	102.1	13.4	641,752	102.4	13.1	661,356	103.1	13.2		
Nonfood	1,408,103	102.9	30.1	1,479,459	105.1	30.2	1,518,112	102.6	30.3		

Average daily sales per store

(Thousands of yen)

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change	Fiscal Year Ending Feb. 28, 2021 (Forecast)	Change
All stores	653	(4)	656	+3	656	±0		
Newly opened stores	546	+13	560	+14	554	(6)		

Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ended Feb. 29, 2020	Fiscal Year Ending Feb. 28, 2021 (Forecast)
Existing store sales increase *	+0.6	+1.3	+0.2	-
[incl.prepaid card]	[+0.7]	-	-	-
Number of customers	(0.9)	(0.6)	(2.1)	
Average spending per customer*	+1.5	+1.9	+2.3	
[incl. prepaid card]	[+1.6]	-	-	

* Excluding the impact of prepaid card.

Gross profit margin by product category

(%)

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change	Fiscal Year Ending Feb. 28, 2021 (Forecast)	Change
Total	31.9	+0.1	31.9	±0.0	32.1	+0.2	-	-
Processed food	39.4	+0.2	39.5	+0.1	39.5	±0.0		
Fast food	35.9	+0.2	36.1	+0.2	36.6	+0.5		
Daily food	33.5	+0.1	33.4	(0.1)	34.0	+0.6		
Nonfood	20.7	(0.3)	20.5	(0.2)	20.3	(0.2)		

Ⅱ. Overseas Convenience Store Operations

7-Eleven, Inc.

Financial results

(Millions of yen)

	Fiscal Year Ended Dec. 31, 2017	YOY(%)	Fiscal Year Ended Dec. 31, 2018	YOY(%)	Fiscal Year Ended Dec. 31, 2019	YOY(%)	Fiscal Year Ending Dec. 31, 2020 (Forecast)	YOY(%)
Total store sales	3,134,412	114.6	3,993,259	127.4	3,936,217	98.6	-	-
Merchandise sales at directly operated stores	281,091	98.8	442,875	157.6	437,055	98.7		
Merchandise sales at franchised stores	1,440,311	107.7	1,472,966	102.3	1,503,717	102.1		
Gasoline sales	1,413,009	126.9	2,077,417	147.0	1,995,444	96.1		
Revenues from operations	1,981,533	119.5	2,821,053	142.4	2,739,833	97.1	-	-
Merchandise sales at directly operated stores ,etc	292,344	102.7	455,499	155.8	450,972	99.0		
Gasoline sales	1,413,009	126.9	2,077,417	147.0	1,995,444	96.1		
Other operating revenues	276,179	106.2	288,136	104.3	293,415	101.8		
Franchise commission from franchised stores	251,197	106.0	255,516	101.7	259,531	101.6		
Gross profit from operations	490,409	109.1	595,171	121.4	615,877	103.5		
SG&A expenses	399,557	107.2	484,090	121.2	494,223	102.1		
SG&A expenses（thousands of $）	3,562,387	104.0	4,383,286	123.0	4,532,911	103.4		
Directly operated stores*	501,643	97.3	783,189	156.1	785,541	100.3		
Operating income	90,852	118.5	111,081	122.3	121,654	109.5	-	-
Operating income (thousands of dollars)	810,023	114.9	1,005,807	124.2	1,115,785	110.9	-	-
Net income	76,048	167.2	77,616	102.1	83,193	107.2		
Net income (thousands of dollars)	678,036	162.2	702,792	103.7	763,031	108.6		

* Selling expenses of directly operated stores.

Sales by product category (total store sales)

(Millions of yen)

	Fiscal Year Ended Dec. 31, 2017	YOY(%)	Composition(%)	Fiscal Year Ended Dec. 31, 2018	YOY(%)	Composition(%)	Fiscal Year Ended Dec. 31, 2019	YOY(%)	Composition(%)	Fiscal Year Ending Dec. 31, 2020 (Forecast)	YOY(%)
Net sales	3,134,412	114.6	-	3,993,259	127.4	-	3,936,217	98.6	-	-	-
Merchandise sales	1,721,403	106.2	100.0	1,915,842	111.3	100.0	1,940,773	101.3	100.0		
Processed food	682,470	104.9	39.6	778,741	114.1	40.6	802,806	103.1	41.4		
Fast food	248,718	101.8	14.4	282,342	113.5	14.7	289,052	102.4	14.9		
Daily food	101,888	100.1	5.9	103,117	101.2	5.4	95,111	92.2	4.9		
Nonfood	688,325	110.2	40.0	751,641	109.2	39.2	753,802	100.3	38.8		
Gasoline sales	1,413,009	126.9	-	2,077,417	147.0	-	1,995,444	96.1	-		

Existing store sales increase

(%)

	Fiscal Year Ended Dec. 31, 2017	Fiscal Year Ended Dec. 31, 2018	Fiscal Year Ended Dec. 31, 2019	Fiscal Year Ending Dec. 31, 2020 (Forecast)
U.S. merchandise sales increase (dollar basis)	+1.6	+1.9	+2.4	-

Average daily sales per store

	Fiscal Year Ended Dec. 31, 2017	Change	Fiscal Year Ended Dec. 31, 2018	Change	Fiscal Year Ended Dec. 31, 2019	Change	Fiscal Year Ending Dec. 31, 2020 (Forecast)	Change
All stores (dollar)	4,841	+72	4,967	+126	5,075	+108		
All stores (thousands of yen)	543	+24	549	+6	553	+4		

Merchandise gross profit margin

(%)

	Fiscal Year Ended Dec. 31, 2017	Change	Fiscal Year Ended Dec. 31, 2018	Change	Fiscal Year Ended Dec. 31, 2019	Change	Fiscal Year Ending Dec. 31, 2020 (Forecast)	Change
Gross profit margin	34.3	(0.5)	34.2	(0.1)	34.8	+0.6	-	-

Gasoline

	Fiscal Year Ended Dec. 31, 2017	YOY(%)/Change	Fiscal Year Ended Dec. 31, 2018	YOY(%)/Change	Fiscal Year Ended Dec. 31, 2019	YOY(%)/Change	Fiscal Year Ending Dec. 31, 2020 (Forecast)	YOY(%)/Change
Sales (thousands of dollars)	12,598,161	123.0	18,810,373	149.3	18,301,797	97.3		
Gallons sold (thousands of gallon)	5,266,489	107.3	6,919,338	131.4	6,972,004	100.8		
Gross Profit (cents per gallon)*	22.62	+2.57	22.56	(0.06)	23.95	+1.39		
Average retail price (dollars per gallon)	2.48	+0.31	2.78	+0.30	2.65	(0.13)		
Retail fuel margin (cents per gallon)	23.01	+2.51	22.82	(0.19)	24.09	+1.27		

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

Exchange rates (Income statements)

(yen)

	Fiscal Year Ended Dec. 31, 2017	Fiscal Year Ended Dec. 31, 2018	Fiscal Year Ended Dec. 31, 2019	Fiscal Year Ending Dec. 31, 2020 (Forecast)
U.S. $1=	112.16	110.44	109.03	-

Ⅲ. Superstore Operations

Ito-Yokado

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	1,244,262	99.1	1,236,180	99.4	1,185,147	95.9	-	-
Net sales	1,213,613	99.5	1,205,751	99.4	1,154,374	95.7	-	-
Gross profit from operations	313,362	98.9	309,218	98.7	297,573	96.2		
SG&A expenses	310,285	97.9	304,510	98.1	291,051	95.6		
Advertising expenses	20,653	106.5	19,768	95.7	17,873	90.4		
Salaries and wages	132,474	99.5	127,536	96.3	120,074	94.1		
Land and building rent	59,005	95.7	57,687	97.8	54,446	94.4		
Depreciation and amortization	12,606	92.3	12,191	96.7	13,254	108.7		
Utility expenses	15,290	96.9	15,267	99.9	14,014	91.8		
Others	70,255	95.9	72,058	102.6	71,388	99.1		
Operating income	3,077	-	4,708	153.0	6,522	138.5	-	-
Net income (loss)	(5,821)	-	(7,840)	-	1,674	-		

Sales by product category

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018			Fiscal Year Ended Feb. 28, 2019			Fiscal Year Ended Feb. 29, 2020			Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)	Composition(%)		YOY(%)
Net sales	1,213,613	99.5	100.0	1,205,751	99.4	100.0	1,154,374	95.7	100.0	-	-
Merchandise sales	881,343	99.4	72.6	862,788	97.9	71.6	815,594	94.5	70.7		
Lifestyle	371,460	-	26.2	310,796	96.1	25.8	285,985	92.0	24.8		
Specialty stores	13,484	-	1.1	13,213	98.5	1.1	13,488	102.1	1.2		
Food	550,399	-	45.4	538,778	98.9	44.7	516,120	95.8	44.7		
Tenants	324,328	100.7	26.7	336,390	103.7	27.9	335,359	99.7	29.1		
Others	7,940	78.4	0.7	6,573	82.8	0.5	3,420	52.0	0.3		

* The cosmetic and drug sales areas were carved out in a corporate split and transferred to Seven Bi no Garden Co., LTD., however, to facilitate a flexible sales area reorganization at Ito-Yokado, it absorbed Seven Bi no Garden Co., LTD. on March 1, 2017.

Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ended Feb. 29, 2020	Fiscal Year Ending Feb. 28, 2021 (Forecast)
Total	(0.9)	(0.3)	(1.0)	-
Existing store sales increase	(1.4)	(1.1)	(2.9)	-
Lifestyle	(2.4)	(3.4)	(4.9)	
Specialty stores	(1.3)	(0.3)	+4.0	
Food	(0.9)	(0.5)	(2.0)	
Number of customers	(1.7)	(1.1)	(3.5)	
Average spending per customer	+0.3	±0.0	+0.7	
Tenants	+0.5	+1.7	+3.2	

Gross profit margin by product category

(%)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		Change		Change		Change		Change
Total	29.6	+0.5	29.6	±0.0	29.9	+0.3	-	-
Lifestyle	32.7	-	33.0	+0.3	33.8	+0.8		
Specialty stores	17.8	-	20.0	+1.0	21.9	+1.9		
Food	28.0	-	27.8	(0.2)	27.9	+0.1		

Note: From the fiscal year ended February 29, 2020, the previous product-base sales classifications have been revised from “Apparel”, “Household goods” and “Food” to “Lifestyle”, “Specialty stores” and “Food”.
As a result, reflected retroactively in the figures for the fiscal year ended February 28, 2018, and February 28, 2019.
“Lifestyle” = former “Apparel” and “Household goods” (excluding events, etc.)
“Specialty stores” = events, etc. of former “Apparel”, “Household goods” and “Food”
“Food” = former “Food”(excluding events, etc.)
“Tenants” and “Others” remain unchanged.

York-Benimaru

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
Revenues from operations	437,197	102.6	445,297	101.9	446,843	100.3	-	-
Net sales	429,064	102.5	437,201	101.9	438,637	100.3	-	-
Gross profit from operations	108,783	102.4	111,139	102.2	113,033	101.7		
SG&A expenses	94,713	102.7	98,337	103.8	99,932	101.6		
Advertising expenses	6,655	100.5	6,386	96.0	6,791	106.3		
Salaries and wages	50,184	103.5	51,278	102.2	52,184	101.8		
Land and building rent	9,601	102.4	9,971	103.9	10,133	101.6		
Depreciation and amortization	5,148	113.9	5,675	110.2	5,883	103.7		
Utility expenses	5,422	100.2	6,014	110.9	5,940	98.8		
Others	17,701	99.6	19,011	107.4	18,998	99.9		
Operating income	14,070	100.1	12,801	91.0	13,100	102.3	-	-
Net income	9,350	104.1	7,672	82.1	6,712	87.5		

[Reference] Results including Life Foods*

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
Operating income	18,098	96.5	16,724	92.4	16,887	101.0	-	-

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

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

Sales by product category

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Composition(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Composition(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Composition(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
Net sales	429,064	102.5	100.0	437,201	101.9	100.0	438,637	100.3	100.0	-	-
Merchandise sales	369,510	102.6	86.1	377,132	102.1	86.3	378,571	100.4	86.3		
Food	335,985	103.4	78.3	345,100	102.7	79.0	347,818	100.8	79.3		
Fresh food	149,910	103.3	34.9	153,597	102.5	35.2	154,442	100.6	35.2		
Processed food	101,977	103.2	23.8	104,950	102.9	24.0	106,140	101.1	24.2		
Daily food	84,097	103.7	19.6	86,551	102.9	19.8	87,235	100.8	19.9		
Apparel	13,531	90.4	3.1	12,761	94.3	2.9	11,747	92.1	2.7		
Household goods	19,993	98.5	4.7	19,270	96.4	4.4	19,005	98.6	4.3		
Tenants	59,553	101.9	13.9	60,069	100.9	13.7	60,066	100.0	13.7		
Life Foods*	49,691	101.7	11.6	50,539	101.7	11.5	50,710	100.3	11.6		
Others	9,861	102.9	2.3	9,529	96.6	2.2	9,355	98.2	2.1		

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

Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ended Feb. 29, 2020	Fiscal Year Ending Feb. 28, 2021 (Forecast)
Existing store sales increase	(0.4)	(1.0)	(1.2)	-
Food	+0.2	(0.5)	(0.8)	
Apparel	(9.9)	(5.1)	(6.8)	
Household goods	(2.8)	(5.5)	(2.8)	
Tenants	(0.4)	(1.7)	(1.4)	
Number of customers	±0.0	(0.9)	(2.3)	
Average spending per customer	(0.5)	(0.2)	+1.1	

Gross profit margin by product category

(%)

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change	Fiscal Year Ending Feb. 28, 2021 (Forecast)	Change
Total	25.7	(0.1)	25.8	+0.1	26.1	+0.3	-	-
Food	25.3	(0.2)	25.5	+0.2	25.9	+0.4		
Apparel	32.4	+0.9	32.1	(0.3)	32.7	+0.6		
Household goods	26.5	(0.3)	26.5	±0.0	26.5	±0.0		

Ⅳ. Department Store Operations

Sogo & Seibu

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
Revenues from operations	685,888	90.2	615,256	89.7	600,148	97.5	-	-
Net sales	674,368	90.2	604,362	89.6	589,410	97.5	-	-
Gross profit from operations	149,853	90.5	134,835	90.0	129,490	96.0		
SG&A expenses	144,772	89.7	131,568	90.9	129,318	98.3		
Advertising expenses	22,274	87.5	20,102	90.2	19,569	97.4		
Salaries and wages	37,370	89.5	33,677	90.1	32,233	95.7		
Land and building rent	36,625	90.4	33,938	92.7	33,902	99.9		
Depreciation and amortization	8,889	83.7	8,109	91.2	8,534	105.2		
Utility expenses	7,472	88.2	6,727	90.0	6,374	94.8		
Others	32,139	93.3	29,012	90.3	28,702	98.9		
Operating income	5,081	117.1	3,266	64.3	172	5.3	-	-
Net income (loss)	(29,973)	-	336	-	(7,526)	-		

Sales results of major stores

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
SEIBU Ikebukuro (flagship store)	185,149	99.2	184,091	99.4	182,369	99.1		
Sogo Yokohama	110,603	100.8	110,568	100.0	108,933	98.5		
Sogo Chiba	74,439	101.4	75,522	101.5	74,003	98.0		
Sogo Hiroshima	40,909	98.7	39,663	97.0	38,801	97.8		
SEIBU Shibuya	43,671	104.5	43,550	99.7	43,231	99.3		
Sogo Omiya	33,120	100.2	32,983	99.6	31,293	94.9		

Note: Store sales include corporate sales.

Sales by product category

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Composition(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Composition(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Composition(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
Net sales	674,368	90.2	100.0	604,362	89.6	100.0	589,410	97.5	100.0	-	-
Merchandise sales	471,656	89.9	69.9	413,743	87.7	68.5	396,584	95.9	67.3		
Apparel	260,919	89.5	38.7	229,563	88.0	38.0	214,255	93.3	36.4		
Household goods	67,873	89.6	10.1	59,110	87.1	9.8	58,679	99.3	10.0		
Food	142,863	90.9	21.2	125,068	87.5	20.7	123,649	98.9	21.0		
Tenants	167,519	91.2	24.8	157,714	94.1	26.1	161,037	102.1	27.3		
Corporate sales	35,192	88.3	5.2	32,904	93.5	5.4	31,788	96.6	5.4		

Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ended Feb. 29, 2020	Fiscal Year Ending Feb. 28, 2021 (Forecast)
Existing store sales increase	+0.5	(1.0)	(2.5)	-

Gross profit margin by product category

(%)

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change	Fiscal Year Ending Feb. 28, 2021 (Forecast)	Change
Total	24.0	+0.1	24.3	+0.3	23.9	(0.4)	-	-
Apparel	28.6	+0.4	29.0	+0.4	28.7	(0.3)		
Household goods	23.5	(0.1)	23.8	+0.3	23.6	(0.2)		
Food	16.0	±0.0	16.0	±0.0	15.8	(0.2)		

Ⅴ. Financial Services

Seven Bank

Number of ATMs

（1）Domestic

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change
Total	24,338	+985	25,083	+745	25,194	+111
Net ATMs in the Group	22,101	+869	22,739	+638	22,853	+114
Seven-Eleven Japan	21,481	+875	22,114	+633	22,189	+75
Ito-Yokado	294	(18)	286	(8)	284	(2)
York-Benimaru	165	+17	186	+21	229	+43
York Mart	75	+1	76	+1	75	(1)
Others	86	(6)	77	(9)	76	(1)
Net ATMs outside the Group	2,237	+116	2,344	+107	2,341	(3)

（2）Overseas

	Fiscal Year Ended Dec. 31, 2017	Change	Fiscal Year Ended Dec. 31, 2018	Change	Fiscal Year Ended Dec. 31, 2019	Change
North America	11,582	+5,355	12,795	+1,213	10,886	(1,909)

Average number of transaction per day per ATM during the period

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change
Average number of transactions	94.2	(1.4)	92.4	(1.8)	92.0	(0.4)

International money transfer service (Thousands)

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change
Cumulative number of contract accounts	219	+37	256	+37	294	+38
Cumulative number of transfers	1,074	+107	1,135	+61	1,211	+76

Seven Card Service / Seven CS Card Service

Number of credit cards and electronic money (10 thousands)

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change
Credit cards	665	(5)	671	+6	672	+1
SEVEN CARD plus / SEVEN CARD *1	348	+1	355	+7	362	+7
CLUB ON/Millennium CARD SAISON *2	317	(6)	316	(1)	310	(6)
Electronic money (*nanaco*) *3	5,983	+633	6,518	+535	6,905	+387

*1. Only the number of effective card members.

*2. Excluding dedicated cards for point services, without credit functions.

*3. The number of *nanaco* includes the number of mobile *nanaco* holders.

Ⅵ. Specialty Store Operations

Seven & i Food Systems

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Revenues from operations	80,350	97.3	78,206	97.3	74,323	95.0	-	-
Net sales	80,188	97.3	78,047	97.3	73,868	94.6	-	-
Gross profit from operations	50,535	96.2	49,217	97.4	46,673	94.8		
SG&A expenses	49,692	95.6	47,925	96.4	46,252	96.5		
Operating income	842	163.5	1,291	153.3	420	32.5	-	-

[Denny's] Existing store sales increase

(%)

	Fiscal Year Ended Feb. 28, 2018	Fiscal Year Ended Feb. 28, 2019	Fiscal Year Ended Feb. 29, 2020	Fiscal Year Ending Feb. 28, 2021 (Forecast)
Existing store sales increase	+1.0	+0.9	(1.6)	-
Number of customers	(1.7)	(3.5)	(4.2)	
Average spending per customer	+2.8	+4.5	+2.6	

[Denny's] Gross profit margin

(%)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		Change		Change		Change		Change
Gross profit margin	68.0	(0.4)	68.2	+0.2	68.1	(0.1)	-	-

Nissen Holdings (Consolidated)

Financial results

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		YOY(%)		YOY(%)		YOY(%)		YOY(%)
Net sales*	102,202	73.4	45,569	44.6	37,955	83.3	-	-
Gross profit from operations	32,561	76.2	19,673	60.4	18,107	92.0		
SG&A expenses	37,924	65.6	19,866	52.4	18,291	92.1		
Operating income (loss)*	(5,363)	-	(193)	-	(184)	-	-	-

* Figures excluding the impact of Shaddy Co., Ltd. and its subsidiaries, which were sold on April 27, 2018, are as follows.

Fiscal year ended February 28, 2019: Net sales 37,981 million yen / Operating income 71 million yen.

Fiscal year ended February 29, 2020: Net sales 37,955 million yen (99.9% YOY) / Operating income (184) million yen.

Ⅶ. Group Strategy

(1) *Seven Premium*

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		Change		Change		Change		Change
Sales (billions of yen)	1,320.0	+170.0	1,413.0	+93.0	1,450.0	+37.0	-	-
Items	3,900	+250	4,050	+150	4,150	+100	-	-

(2) EC sales

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020		Fiscal Year Ending Feb. 28, 2021 (Forecast)	
		Change		Change		Change		Change
EC sales	108,785	+11,125	113,193	+4,408	100,261	(12,932)	-	-
Seven Net Shopping	22,048	+7,944	25,430	+3,382	20,066	(5,364)		
Seven-Meal *	26,548	(130)	27,998	+1,450	23,297	(4,701)		
Ito-Yokado	4,500	+1,839	5,433	+933	5,428	(5)		
Ito-Yokado's *Net Supermarket* *	44,234	(501)	42,681	(1,553)	39,732	(2,949)		
Akachan Honpo	6,257	+640	6,417	+160	6,485	+68		
Sogo & Seibu	3,599	+748	3,923	+324	4,075	+152		
LOFT	1,002	+410	1,116	+114	1,174	+58		
Other	595	+173	191	(404)	-	(191)		

Note: EC sales indicates the sales of "*omni7*" of Seven & i Group.

* Delivery-type service while others are mail order sales-type services.

Ⅷ. Capital Expenditures, Depreciation and Amortization of Major Companies

(Millions of yen)

	Fiscal Year Ended Feb. 28, 2018	YOY(%)	Fiscal Year Ended Feb. 28, 2019	YOY(%)	Fiscal Year Ended Feb. 29, 2020	YOY(%)	Fiscal Year Ending Feb. 28, 2021 (Forecast)	YOY(%)
Domestic convenience store operations								
Seven-Eleven Japan								
Total capital expenditures	136,297	109.0	110,028	80.7	96,062	87.3	-	-
Investment to new stores	70,329	94.9	68,654	97.6	37,875	55.2		
Investment to existing stores and other	57,824	126.4	33,438	57.8	48,752	145.8		
Software development	8,143	155.4	7,936	97.5	9,434	118.9		
Depreciation and amortization	64,294	109.3	70,182	109.2	73,538	104.8		
Overseas convenience store operations								
7-Eleven, Inc.								
Total capital expenditures	98,874	45.6	452,029	457.2	150,454	33.3	-	-
Investment to new stores and other	50,682	31.4	393,170	775.8	85,458	21.7		
Investment to existing stores and other	44,589	92.4	51,442	115.4	58,137	113.0		
Software development	3,602	49.9	7,416	205.9	6,858	92.5		
Depreciation and amortization	69,582	107.1	76,141	109.4	77,204	101.4	86,000	111.4
Superstore operations								
Ito-Yokado								
Total capital expenditures	18,072	59.0	44,057	243.8	27,305	62.0	-	-
	-	-	[30,192]	[167.1]	-	-	-	-
Investment to new stores	2,168	11.4	2,212	102.1	3,543	160.1		
Investment to existing stores and other	15,396	138.3	40,177	261.0	21,172	52.7		
	-	-	[26,311]	[170.9]	-	-		
Software development	508	108.5	1,667	328.1	2,589	155.3		
Depreciation and amortization	12,606	92.3	12,191	96.7	13,254	108.7	-	-
York-Benimaru								
Total capital expenditures	13,452	109.1	10,328	76.8	13,148	127.3	-	-
Investment to new stores	10,411	116.5	6,266	60.2	8,306	132.6		
Investment to existing stores and other	2,924	89.1	3,896	133.2	4,270	109.6		
Software development	117	100.9	165	141.3	571	344.5		
Depreciation and amortization	5,148	113.9	5,675	110.2	5,883	103.7	-	-
Department store operations								
Sogo & Seibu								
Total capital expenditures	12,474	106.0	16,503	132.3	11,039	66.9	-	-
Investment to new stores	-	-	-	-	-	-		
Investment to existing stores and other	10,734	97.8	15,899	148.1	9,893	62.2		
Software development	1,740	218.6	604	34.7	1,146	189.7		
Depreciation and amortization	8,889	83.7	8,109	91.2	8,534	105.2	-	-

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. [ ] Figures reflect sales & leaseback of assets of new stores.

■Store Information

Ⅰ. Number of Stores and Store Openings / Closures of Major Companies

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change	Fiscal Year Ending Feb. 28, 2021 (Forecast)	Change
Domestic convenience store operations								
Seven-Eleven Japan	20,260	+838	20,876	+616	20,916	+40	-	-
Openings	1,554		1,389		743			
Closures	716		773		703			
Relocations, etc.	568		562		482			
Terminations of contract	148		211		221			
SEVEN-ELEVEN OKINAWA	-	-	-	-	39	+39	-	-
Openings	-		-		39		-	
Closures	-		-		0		-	
SEVEN-ELEVEN (BEIJING) *1	247	+28	266	+19	275	+9	-	-
Openings	41		38		50		-	
Closures	13		19		41		-	
SEVEN-ELEVEN (TIANJIN) *1	118	+36	155	+37	178	+23	-	-
Openings	44		43		36		-	
Closures	8		6		13		-	
SEVEN-ELEVEN (CHENGDU) *1	87	+20	77	(10)	75	(2)	-	-
Openings	29		4		6		-	
Closures	9		14		8		-	
Overseas convenience store operations								
7-Eleven, Inc. *1	8,670	(37)	9,573	+903	9,682	+109	-	-
Openings	214		1,245		361		-	
Closures	251		342		252		-	
Superstore operations								
Ito-Yokado	164	(7)	159	(5)	157	(2)	-	-
Openings	2		1		4		-	
Closures	9		6		6		-	
York-Benimaru	220	+7	225	+5	232	+7	-	-
Openings	11		7		8		-	
Closures	4		2		1		-	
York Mart	78	±0	79	+1	78	(1)	-	-
Openings	1		2		2		-	
Closures	1		1		3		-	
Chengdu Ito-Yokado *1	7	+1	8	+1	9	+1	-	-
Openings	1		1		1		-	
Closures	0		0		0		-	
Hua Tang Yokado Commercial *1	1	(1)	1	±0	1	±0	-	-
Openings	0		0		0		-	
Closures	1		0		0		-	
Department store operations								
Sogo & Seibu	15	(4)	15	±0	15	±0	-	-
Openings	0		0		0		-	
Closures/Transfers	4		0		0		-	
Specialty store operations								
Akachan Honpo *2	110	+4	110	±0	117	+7	-	-
Openings	8		6		10		-	
Closures	4		6		3		-	
LOFT *3	110	+1	115	+5	124	+9	-	-
Openings	8		8		11		-	
Closures	7		3		2		-	
Seven & i Food Systems	749	(66)	716	(33)	679	(37)	-	-
Denny's	377	(9)	371	(6)	372	+1	-	-
Openings	4		4		9		-	
Closures	13		10		8		-	
Other	372	(57)	345	(27)	307	(38)	-	-

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 December.
*2. Including 1 franchised store for the fiscal year ended February 29, 2020.
*3. Including 17 franchised stores for the fiscal year ended February 28, 2018, 18 franchised stores for the fiscal year ended February 28, 2019, 19 franchised stores for the fiscal year ended February 29, 2020.

Ⅱ. Store Information on Domestic / Overseas Convenience Store Operations

Domestic Store Network

	Feb. 2018	Feb. 2019	Feb. 2020	Change
Hokkaido	988	1,009	1,003	(6)
Aomori	69	91	94	+3
Iwate	143	149	147	(2)
Miyagi	404	407	412	+5
Akita	99	108	108	±0
Yamagata	179	183	184	+1
Fukushima	434	450	454	+4
Ibaraki	638	645	648	+3
Tochigi	437	445	450	+5
Gunma	462	468	469	+1
Saitama	1,196	1,218	1,207	(11)
Chiba	1,090	1,120	1,125	+5
Tokyo	2,621	2,731	2,768	+37
Kanagawa	1,403	1,438	1,460	+22
Niigata	420	429	430	+1
Toyama	132	133	131	(2)
Ishikawa	132	138	137	(1)
Fukui	67	69	68	(1)
Yamanashi	210	210	207	(3)
Nagano	456	467	462	(5)
Gifu	182	199	195	(4)
Shizuoka	719	740	737	(3)
Aichi	1,055	1,064	1,053	(11)
Mie	161	173	170	(3)
Shiga	235	242	239	(3)
Kyoto	340	354	357	+3
Osaka	1,188	1,251	1,251	±0
Hyogo	703	712	698	(14)
Nara	141	141	140	(1)
Wakayama	79	84	85	+1
Tottori	26	34	39	+5
Shimane	55	61	60	(1)
Okayama	301	308	310	+2
Hiroshima	584	594	599	+5
Yamaguchi	320	332	330	(2)
Tokushima	90	87	83	(4)
Kagawa	103	102	103	+1
Ehime	111	119	125	+6
Kochi	41	41	41	±0
Fukuoka	988	1,013	1,017	+4
Saga	191	192	188	(4)
Nagasaki	190	200	202	+2
Kumamoto	330	349	353	+4
Oita	165	175	181	+6
Miyazaki	191	198	196	(2)
Kagoshima	191	203	200	(3)
Okinawa	-	-	39	+39
Total	20,260	20,876	20,955	+79

Note: Figures for overseas stores are as of the end of December.

Global Seven-Eleven Store Network

[Consolidated subsidiaries]

	Feb. 2018	Feb. 2019	Feb. 2020	Change
Japan	20,260	20,876	20,955	+79
North America *1	8,670	9,573	9,682	+109
U.S.A.	8,030	8,951	9,046	+95
Canada	640	622	636	+14
Hawaii	64	64	66	+2
China [Beijing]	247	266	275	+9
China [Tianjin]	118	155	178	+23
China [Chengdu]	87	77	75	(2)
Subtotal	29,446	31,011	31,231	+220

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

[Area licensees]

	Dec. 2017	Dec. 2018	Dec. 2019	Change
South Korea	9,231	9,400	10,016	+616
China	1,907	2,034	2,290	+256
[Hong Kong and others]*2				
China [Shanghai]	118	118	116	(2)
China [Shandong]	55	67	93	+26
China [Chongqing]	47	63	37	(26)
China [Zhejiang]	20	28	39	+11
China [Jiangsu]	-	8	16	+8
China [Hubei]	-	-	12	+12
China [Shaanxi]	-	-	21	+21
China [Fujian]	-	-	4	+4
Taiwan	5,221	5,369	5,647	+278
Thailand	10,268	10,988	11,712	+724
Philippines	2,285	2,550	2,864	+314
Malaysia	2,225	2,287	2,411	+124
Singapore	393	393	411	+18
Australia	675	692	708	+16
UAE	13	14	12	(2)
Vietnam	11	27	44	+17
U.S.A.	327	337	252	(85)
Mexico	1,835	1,801	1,829	+28
Norway	153	149	154	+5
Sweden	187	146	83	(63)
Denmark	183	174	172	(2)
Subtotal	35,154	36,645	38,943	+2,298

*2. Figures for China [Hong Kong and others] include Guang Dong Province and Macau.

	Feb. 2018	Feb. 2019	Feb. 2020	Change
Total worldwide	64,600	67,656	70,174	+2,518

As of February 29, 2020, the number of Seven-Eleven stores around the world including area licensees are 70,431 stores.

Ⅲ. Store Information on Superstore Operations

(1) Ito-Yokado

【Results for the fiscal year ended February 29, 2020】 (Square meters)

	Store name	Location	Date	Total sales floor space	Directly managed sales floor space
Openings	*Shokuhinkan* Senju (S&B) (food specialty store)	Tokyo	Mar. 15, 2019	992	992
	Shokuhinkan Atsugi (S&B) (food specialty store)	Kanagawa	Mar. 27, 2019	5,040	1,920
	Shokuhinkan Kamioooka (S&B) (food specialty store)	Kanagawa	Apr. 12, 2019	5,405	2,822
	Shokuhinkan Kawagoe (S&B) (food specialty store)	Saitama	Nov. 28, 2019	1,292	1,292
Closures	Naoetsu	Niigata	May 12, 2019	7,422	7,257
	THE PRICE Kawaguchi	Saitama	May 19, 2019	6,497	4,662
	THE PRICE Nishikawaguchi (S&B)	Saitama	May 20, 2019	5,698	3,177
	Kamifukuoka-higashi	Saitama	Aug. 25, 2019	14,815	10,635
	Eniwa	Hokkaido	Sep. 29, 2019	9,154	7,668
	Narita	Chiba	Jan. 13, 2020	12,099	12,099

【Plan for the fiscal year ending February 28, 2021】 (Square meters)

	Store name	Location	Date	Total sales floor space	Directly managed sales floor space
Closures	Susukino (S&B)	Hokkaido	May 17, 2020	2,161	1,829
	Nishikicho	Saitama	May 31, 2020	26,151	15,105
	Nagano	Nagano	Jun. 07, 2020	11,825	7,612

(2) York-Benimaru

【Results for the fiscal year ended February 29, 2020】 (Square meters)

	Store name	Location	Date	Total sales floor space	Directly managed sales floor space
Openings	Sendai-nakayama	Miyagi	Mar. 08, 2019	1,493	1,344
	Toride-togashira	Ibaraki	Jul. 12, 2019	2,473	2,197
	Tokai	Ibaraki	Jul. 26, 2019	1,961	1,789
	Onahama (S&B)	Fukushima	Sep. 20, 2019	1,698	1,545
	Jinmachi	Yamagata	Sep. 27, 2019	2,013	1,841
	Kuroiso (S&B)	Tochigi	Oct. 25, 2019	1,458	1,302
	Mitomotoyoshida	Ibaraki	Feb. 22, 2020	2,300	2,061
	Haramachi(S&B)	Fukushima	Feb. 28, 2020	1,985	1,802
Closure	Haramachi(S&B)	Fukushima	Feb. 28, 2020	3,142	2,578

【Plan for the fiscal year ending February 28, 2021】 (Square meters)

	Store name	Location	Date	Total sales floor space	Directly managed sales floor space
Opening	Hitachi-namekawa	Ibaraki	Mar. 18, 2020	2,781	2,535

(3) Chengdu Ito-Yokado

【Results for the fiscal year ended December 31, 2019】 (Square meters)

	Store name	Location	Date	Total sales floor space
Opening	Yiteng Guangchang	Chengdu	Jan. 25, 2019	51,465

Ⅳ. Store Information on Department Store Operations

Sogo-Seibu

【Plan for the fiscal year ending February 28, 2021】 (Square meters)

	Store name	Location	Date	Total sales floor space
Closures	SEIBU Okazaki	Aichi	Aug. 31, 2020	16,274
	SEIBU Otsu	Shiga	Aug. 31, 2020	27,884
	Sogo Seishin	Hyougo	Aug. 31, 2020	16,588
	Sogo Tokushima	Tokushima	Aug. 31, 2020	22,010
	Sogo Kawaguchi	Saitama	Feb. 28, 2021	32,817

Notes: S&B stands for Scrap & Build.

Ⅴ. Number of Stores by Type

Seven-Eleven Japan

	Fiscal Year Ended Feb. 28, 2018			Fiscal Year Ended Feb. 28, 2019			Fiscal Year Ended Feb. 29, 2020		
		Change	Composition (%)		Change	Composition (%)		Change	Composition (%)
Number of stores	20,260	+838	100.0	20,876	+616	100.0	20,916	+40	100.0
Franchised stores	19,792	+815	97.7	20,499	+707	98.2	20,545	+46	98.2
Type A	4,563	+9	22.5	4,558	(5)	21.8	4,539	(19)	21.7
Type C	15,229	+806	75.2	15,941	+712	76.4	16,006	+65	76.5
Directly operated stores	468	+23	2.3	377	(91)	1.8	371	(6)	1.8
Open 24 hours	19,444	+765	96.0	19,999	+555	95.8	19,847	(152)	94.9
With liquor license	19,956	+810	98.5	20,545	+589	98.4	20,574	+29	98.4
With cigarette license	19,403	+821	95.8	20,112	+709	96.3	20,260	+148	96.9

7-Eleven, Inc.

	Fiscal Year Ended Dec. 31, 2017			Fiscal Year Ended Dec. 31, 2018			Fiscal Year Ended Dec. 31, 2019		
		Change	Composition (%)		Change	Composition (%)		Change	Composition (%)
Number of stores	8,670	(37)	100.0	9,573	+903	100.0	9,682	+109	100.0
Franchised stores	7,161	+153	82.6	7,213	+52	75.3	7,379	+166	76.2
BCP stores [Type A]*	460	+8	5.3	475	+15	5.0	591	+116	6.1
Type C	6,701	+145	77.3	6,738	+37	70.4	6,788	+50	70.1
Directly operated stores	1,509	(190)	17.4	2,360	+851	24.7	2,303	(57)	23.8
With Gasoline station	3,376	+2	38.9	4,385	+1,009	45.8	4,469	+84	46.2

* BCP stands for Business Conversion Program.

Ⅵ. Sales Floor Space

Seven-Eleven Japan

(Square meters)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	2,772,283	108.0	2,909,609	105.0	2,929,047	100.7

7-Eleven, Inc.

(Square meters)

	Fiscal Year Ended Dec. 31, 2017		Fiscal Year Ended Dec. 31, 2018		Fiscal Year Ended Dec. 31, 2019	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	1,450,699	99.4	1,650,782	113.8	1,684,207	102.0

Ito-Yokado

(Square meters)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	2,653,996	95.6	2,547,874	96.0	2,506,284	98.4
Directly managed sales floor space	1,490,522	98.8	1,420,357	95.3	1,355,959	95.5
Weighted average directly managed sales floor space	1,532,810	97.4	1,476,605	96.3	1,380,409	93.5
Sales per square meters (thousands of yen)	575	102.0	584	101.6	591	101.1

York-Benimaru

(Square meters)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	675,128	102.8	682,795	101.1	697,646	102.2
Directly managed sales floor space	519,177	102.8	525,508	101.2	534,926	101.8
Weighted average directly managed sales floor space*	502,690	102.3	518,149	103.1	524,486	101.2
Sales per square meters (thousands of yen)	735	100.3	727	98.9	721	99.2

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

Sogo & Seibu

(Square meters)

	Fiscal Year Ended Feb. 28, 2018		Fiscal Year Ended Feb. 28, 2019		Fiscal Year Ended Feb. 29, 2020	
		YOY(%)		YOY(%)		YOY(%)
Total sales floor space	617,618	80.2	571,738	92.6	571,738	100.0
Weighted average sales floor space	665,507	82.8	571,738	85.9	571,738	100.0
Sales per square meters (thousands of yen)	1,013	108.9	1,057	104.3	1,030	97.5

Ⅶ. Employee and other information

Seven-Eleven Japan

	Fiscal Year Ended Feb. 28, 2018	YOY(%)/Change	Fiscal Year Ended Feb. 28, 2019	YOY(%)/Change	Fiscal Year Ended Feb. 29, 2020	YOY(%)/Change
Payment acceptance service						
Number of transactions (thousands)	481,800	104.6	502,468	104.3	513,061	102.1
Total value of transactions (millions of yen)	4,961,715	105.8	5,253,766	105.9	5,439,479	103.5
Inventory turnover (days)[*1]	11.1	+0.2	11.5	+0.4	11.5	±0.0
Full-time employees (term-end)	8,886	+324	9,092	+206	8,959	(133)

Ito-Yokado

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change
Full-time employees (term-end)[*2]	25.6	(1.3)	25.1	(0.5)	25.3	+0.2
Loss ratio (%)[*3]	6.8	(0.4)	7.2	+0.4	6.2	(1.0)
Full-time employees (term-end)	7,663	+9	7,443	(220)	7,238	(205)
Full-time employees (average)	7,837	+107	7,561	(276)	7,367	(194)
Part-time employees[*4]	27,750	+210	26,690	(1,060)	24,275	(2,415)
Ratio to total (%)	78.0	(0.1)	77.9	(0.1)	76.7	(1.2)
Sales per employee (thousands of yen)[*5]	24,766	(381)	25,190	+424	25,776	+586

York-Benimaru

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change
Full-time employees (term-end)[*2]	13.4	(0.4)	13.5	+0.1	13.4	(0.1)
Loss ratio (%)[*3]	5.5	(0.1)	5.3	(0.2)	4.9	(0.4)
Full-time employees (term-end)	2,697	+12	2,747	+50	2,766	+19
Full-time employees (average)	2,755	+24	2,798	+43	2,812	+14
Part-time employees[*4]	11,903	+550	11,953	+50	11,811	(142)
Ratio to total (%)	81.2	+0.6	81.0	(0.2)	80.8	(0.2)
Sales per employee (thousands of yen)[*5]	25,208	(373)	25,566	+358	25,888	+322

Sogo & Seibu

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change
Full-time employees (term-end)	2,852	(417)	2,781	(71)	2,679	(102)
Full-time employees (average)	3,071	(462)	2,834	(237)	2,763	(71)
Part-time employees[*4]	4,580	(737)	3,827	(753)	3,665	(162)
Ratio to total (%)	59.8	(0.2)	57.4	(2.4)	57.0	(0.4)

Seven & i Food Systems

	Fiscal Year Ended Feb. 28, 2018	Change	Fiscal Year Ended Feb. 28, 2019	Change	Fiscal Year Ended Feb. 29, 2020	Change
Full-time employees (term-end)	1,350	(45)	1,307	(43)	1,257	(50)
Full-time employees (average)	1,399	(28)	1,345	(54)	1,311	(34)
Part-time employees[*4]	8,137	(801)	7,390	(747)	6,849	(541)
Ratio to total (%)	85.3	(0.9)	84.6	(0.7)	83.9	(0.7)

*1 Average inventory for the period ÷ Average daily sales

*2 Inventories at the end of period (Cost basis) ÷ Cost of merchandise sales × Annual operating days

*3 Loss ratio = (Markdown ＋ Abandonment) ÷ Merchandise sales

*4 Part-time employees are counted by adjusting their working hours to a 163-hour a month.

*5 Merchandise sales ÷ Weighted average floor space (excluding floor space of the stores which has been closed)

Appendix

Fiscal periods of consolidated subsidiaries

	Q1	Q2	Q3	Fiscal year
Consolidated subsidiaries except for below	May	August	November	February
Overseas subsidiaries	March	June	September	December
Seven Bank, Ltd. and its domestic consolidated subsidiaries	June	September	December	March

Note: For consolidated subsidiaries ending fiscal year on December, financial statements for the fiscal year ended December have been adopted.
For consolidated subsidiary ending fiscal year on March, financial statements which were applied correspondingly to regular financial statements on February have been adopted.

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