

Presentation to Investors November 2007



Summary of Interim Financial Results

(Six months ended Aug. 2007)

あなたと、コンビニに。

FamilyMart

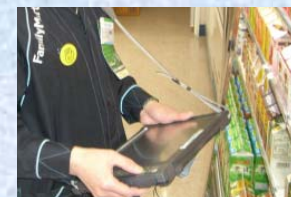
FYE 2/2008 basic strategies: Creating a stronger business foundation, leading to healthy earnings in the future

● Strengthening support for franchisees

- Further expansion of new store management system and other chain infrastructure elements; strategic investments to raise earning power

● Remaining strictly faithful to the basics of retailing

- Enhancing store competitiveness, strengthening merchandising, and creating high-quality stores



Ordering

Record revenues and earnings on both a consolidated and non-consolidated basis for the first-half period

Consolidated	(Millions of Yen)		
	1st H of FYE 2/2008	1st H of FYE 2/2007	Change(%)
Total operating revenues	161,608	153,586	5.2
Operating income	18,580	18,038	3.0
Net income	10,474	9,420	11.2

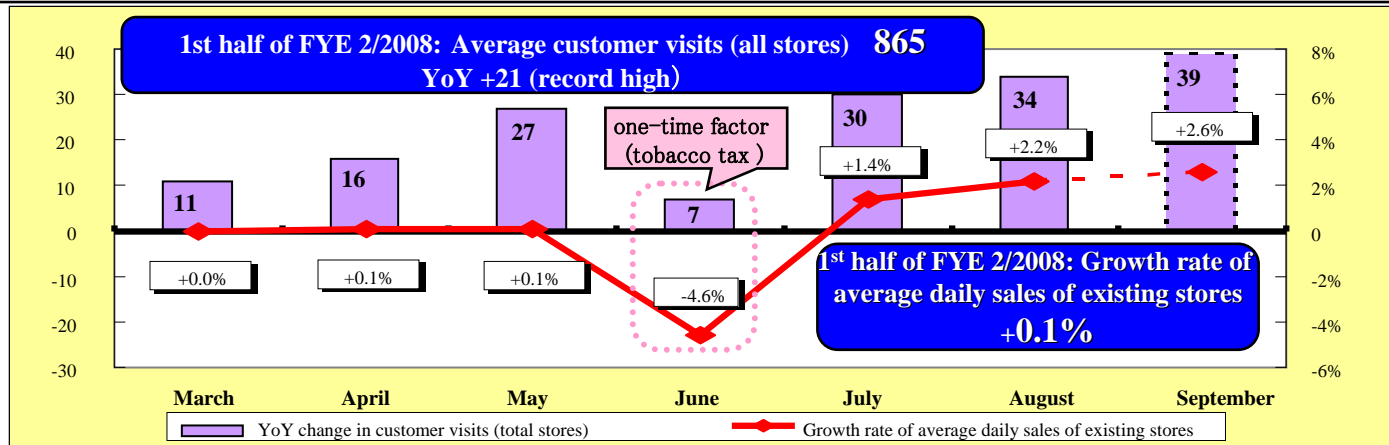
Business performance (Non-consolidated)	The figures below do not include the performance results of Tomony stores.		
	1st H of FYE 2/2008	1st H of FYE 2/2007	Change
Average daily sales of total stores (Thousands of yen)	476	472	+4
Growth rate of average daily sales of existing stores (%)	0.1	(2.6)	+2.7 percentage points
Gross profit ratio (%)	29.22	29.08	+0.14 percentage points
Average daily sales of new stores (Thousands of yen)	443	427	+16
Store openings	282	310	-28
Store closures	196	182	+14

Non-consolidated	(Millions of Yen)		
	1st H of FYE 2/2008	1st H of FYE 2/2007	Change(%)
Total net sales of FM stores	566,240	543,819	4.1
Total operating revenues	106,728	100,152	6.6
Operating income	17,858	17,235	3.6
Net income	10,477	9,662	8.4

Number of stores	The figures below include the performance results of Tomony stores.		
	1st H of FYE 2/2008	1st H of FYE 2/2007	Change
FamilyMart stores (Non-consolidated)	6,590	6,412	+178
Total stores in Japan (Including domestic area franchising stores)	7,083	6,870	+213
Total stores overseas (Overseas area franchising stores)	6,288	6,011	+277
Total chain stores (Japan and overseas)	13,371	12,881	+490

Review for the First Half of FYE 2/2008

Average daily customer visits (all-store basis), and growth rate of average daily sales (existing stores)



Rigorously enforcing SQ&C

- Remaining strictly faithful to the basics of retailing and the convenience store business
- Fostering the spirit of hospitality
- “FamilyMartness” campaign
 - Explaining “FamilyMartness” concept to franchisees and raising awareness of campaign’s importance
 - Head Office and franchisees to work closely together; encourage staff of individual stores to use own initiative
- Introduction of e-money

iD Edy = nationwide =

Suica 2,600 stores in Tokyo and Sendai areas

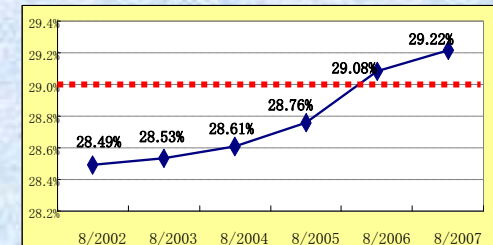


Strengthening merchandising

- Three marketing strategies
 - Generation, price, and regional
- Development of new core products
 - Pasta
 - Desserts
 - Fast food
- * Integrated advertising campaigns featuring TV commercials and on-site sales promotion
- Improving gross profit ratio

1st half of FYE 2/2008: 29.22%
(YoY +0.14 points)

Gross profit ratio



Three-Star Pasta



Sweets+

Strategy for the Second Half of FYE 2/2008

Strong sales trend becomes even clearer

● Rigorously enforcing SQ&C, and continuing the “FamilyMartness” campaign

- Enhancing store competitiveness, strengthening merchandising, and creating high-quality stores
- Maintaining growth in number of customers; helping stores realize their full growth potential



Steps to increase customer numbers

● Issue of Famima T-Card

- Participation in point-card collaboration program with membership of over 20 million*
- Using point-card programs to attract more customers to our stores

* as of Aug. 2007

Full-term targets

Growth rate of average daily sales (existing stores): **0.2%**

Gross profit ratio: **29.12% (YoY +0.17 points)**

Strengthening merchandising

● Improving boxed lunches

- High-quality ingredients for better taste & attractive appearance
- Appeal to health-conscious customers
- Use of regional ingredients



“Saika-gozen”

High-quality boxed lunches that go beyond what people expect from a convenience store



New “Fami-chiki”
fried chicken



Oden

● Improving fast food

- Oden
- Steamed meat buns
- Fried chicken

● Famima Fresh (fresh foods)

- Match product lineup to demand in each region
- Expand fresh food operations to 1,000 stores by fiscal year-end



Famima Fresh Corner sales display

Open new stores with good growth potential

● Continue “area dominance” strategy

● Explore possibilities of franchise collaboration with other companies and business organizations

- Conclude large-scale franchise contracts with major companies
- Find new markets for store chain development

Full-term targets

550 store openings /

average daily sales of new stores: ¥430,000

Strategy for the second half of FYE 2/2008

Maintaining aggressive overseas store chain development

- Start of chain development in China's Suzhou City
- Business performance improvement in Thailand



Number of stores

	FYE 2/2007	FYE 2/2008 (est.)
Japan	6,974	7,197
Overseas	6,148	6,588
Taiwan	2,023	2,105
South Korea	3,471	3,871
Thailand	538	466
China (Shanghai, Suzhou)	102	116
China (Guangzhou)	2	17
United States	12	13
Total	13,122	13,785

13,785 chain stores targeted by end of Feb. 2008 (YoY +663 stores)

Business Performance Outlook for the Year Ending Feb. 2008 – Revenue and earnings seen up again –

Consolidated (Millions of Yen)

	FYE 2/2008 (est.)	FYE 2/2007	Change(%)
Total operating revenues	309,400	297,849	3.9
Operating income	30,300	29,609	2.3
Net income	15,200	14,969	1.5

Non-consolidated (Millions of Yen)

	FYE 2/2008 (est.)	FYE 2/2007	Change(%)
Total net sales of FM stores	1,121,000	1,068,822	4.9
Total operating revenues	204,400	194,080	5.3
Operating income	27,600	27,542	0.2
Net income	14,100	13,774	2.4

Business performance (Non-consolidated)

The figures below do not include the performance results of Tomony stores.

	FYE 2/2008 (est.)	FYE 2/2007	Change
Average daily sales of total stores (Thousands of yen)	471	464	+7
Growth rate of average daily sales of existing stores (%)	0.2	(1.4)	+1.6 percentage points
Gross profit ratio (%)	29.12	28.95	+0.17 percentage points
Average daily sales of new stores (Thousands of yen)	430	406	+24
Store openings	550	586	-36
Store closures	350	369	-19

Number of stores

The figures below do not include the performance results of Tomony stores.

	FYE 2/2008 (est.)	FYE 2/2007	Change
FamilyMart stores (Non-consolidated)	6,701	6,501	+200