

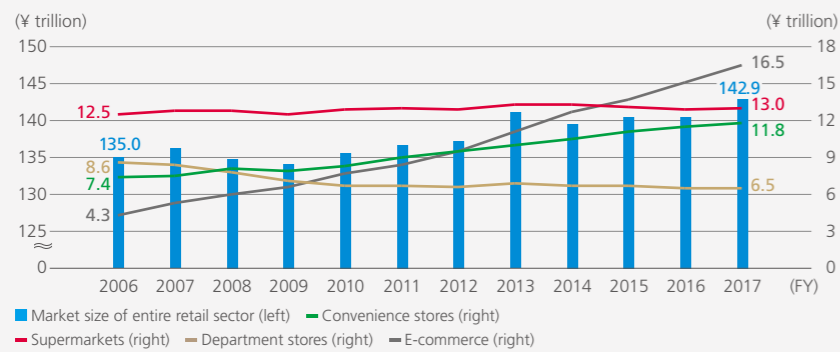
Fact Sheets

Retail Sector Data

Sales of Retail Sector

	12/3	13/3	14/3	15/3	16/3	17/3	18/3
Entire retail sector	136,709	137,184	141,136	139,466	140,565	140,275	142,999
Department stores	6,723	6,649	6,893	6,702	6,792	6,560	6,534
Supermarkets	12,977	12,905	13,250	13,293	13,147	12,965	13,086
Convenience stores	8,975	9,542	10,017	10,544	11,127	11,518	11,801
E-commerce	8,459	9,513	11,166	12,797	13,774	15,135	16,505

Market Size of Retail Sector by Format



General Merchandise Store Sector Data

Sales at Major Superstores

	12/2	13/2	14/2	15/2	16/2	17/2	18/2
Aeon Retail	2,017	1,978	1,961	1,935	1,990	2,006	2,021
Ito-Yokado	1,334	1,302	1,280	1,253	1,255	1,219	1,213
UNY	750	730	732	705	716	699	670
IZUMI	470	489	509	530	580	618	652
Others	8,405	8,404	8,766	8,867	8,604	8,421	8,528
Total	12,977	12,905	13,250	13,293	13,147	12,965	13,086

Growth Rate of Average Daily Sales at Existing Stores

	12/2	13/2	14/2	15/2	16/2	17/2	18/2
Aeon Retail	0.3	(1.4)	0.0	(2.8)	(0.3)	(2.3)	(1.4)
Ito-Yokado	(2.6)	(4.3)	(4.6)	(4.5)	0.2	(4.2)	(1.4)
UNY	(1.6)	(2.8)	0.3	(2.9)	1.0	(1.0)	0.0
IZUMI	0.8	(0.8)	2.4	1.4	2.0	1.9	(0.4)

Sources: Current Survey of Commerce, E-Commerce Market Survey, Ministry of Economy, Trade and Industry; and data released by each company

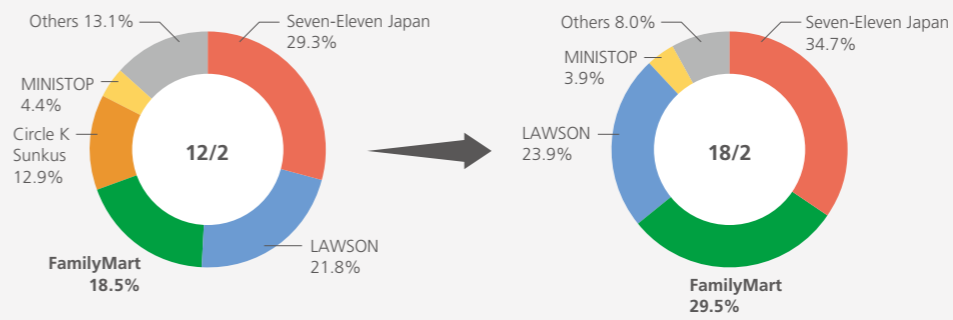
Convenience Store Sector Data

Major Convenience Store Chains (Number of domestic stores, including area franchised stores)

	12/2	13/2	14/2	15/2	16/2	17/2	18/2	YoY difference
Seven-Eleven Japan	14,005	15,072	16,319	17,491	18,572	19,422	20,260	838
FamilyMart	8,834	9,481	10,547	11,328	11,656	12,995	15,726	2,731
Cocostore	772	731	693	656	405			
Circle K Sunkus	6,169	6,242	6,359	6,353	6,350	5,130	1,506	(3,624)
LAWSON	10,457	11,130	11,606	12,276	12,395	13,111	13,992	881
MINISTOP	2,105	2,192	2,218	2,151	2,221	2,263	2,264	1
Daily Yamazaki	1,644	1,617	1,571	1,574	1,548	1,559	1,553	(6)
Seicomart	1,132	1,154	1,160	1,161	1,184	1,180	1,197	17
Community Store	303	313	448	594	520	518	548	30
JR-EAST	454	502	506	506	505	500	494	(6)
POPLAR	700	713	655	525	518	472	461	(11)
Three F	710	679	641	558	539	349	291	(58)
SAVE ON	577	582	600	605	578	501	163	(338)
Total	47,862	50,408	53,323	55,778	56,991	58,000	58,455	455

Notes: 1. FamilyMart merged with Cocostore in December 2015 and with Circle K Sunkus in September 2016.
2. Figures for certain chains are as of December 31 of the previous year.

Share of Store Numbers



Total Store Sales (Non-consolidated)

	12/2	13/2	14/2	15/2	16/2	17/2	18/2
FamilyMart	1,534	1,584	1,721	1,860	2,005	3,009	3,016
Circle K Sunkus	896	878	895	928	936		
Seven-Eleven Japan	3,280	3,508	3,781	4,008	4,291	4,515	4,678
LAWSON	1,621	1,693	1,758	1,932	1,960	2,027	2,110

Growth Rate of Average Daily Sales at Existing Stores (Non-consolidated)

	12/2	13/2	14/2	15/2	16/2	17/2	18/2
FamilyMart	4.4	(1.6)	(0.4)	(2.2)	1.3	0.8	(0.3)
Circle K Sunkus	3.1	(4.8)	(3.1)	(3.6)	(0.9)	(2.1)	(5.4)
Seven-Eleven Japan	6.7	1.3	2.3	2.4	2.9	1.8	0.7
LAWSON	5.4	0.0	(0.2)	(1.0)	1.4	(0.2)	(0.1)

Sources: Convenience Store Sokuho, Ryutsu Sangyo Shinbunsha for number of stores; and data released by each company

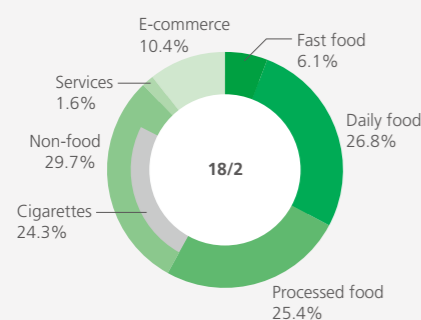
Fact Sheets

Convenience Store Business: FamilyMart Co., Ltd.

Business Performance (Non-consolidated)

	17/2				18/2				19/2 (est.)	
	FamilyMart		Circle K / Sunkus		FamilyMart		Circle K / Sunkus		FamilyMart	
	YoY difference	YoY difference	YoY difference	YoY difference	YoY difference	YoY difference	YoY difference	YoY difference	YoY difference	
Average daily sales at all stores (¥ thousand)	522	6	425	(6)	520	(2)	385	(40)	525	5
Number of customers	911	(3)	682	(17)	884	(27)	617	(65)	895	11
Spending per customer (¥)	573	8	624	8	588	15	624	±0	587	(1)
Average daily sales at existing stores (¥ thousand)	523	6	424	(7)	523	±0	389	(35)	532	9
Number of customers	914	(2)	680	(19)	896	(18)	622	(58)	907	11
Spending per customer (¥)	571	6	624	8	584	13	625	1	586	2
Growth rate of average daily sales at existing stores (%)	0.8	—	(2.1)	—	(0.3)	—	(5.4)	—	1.2	—
(FYI) Growth rate of average daily sales at existing stores including converted stores from Circle K Sunkus (%)	—	—	—	—	2.1	—	—	—	—	—
Average daily sales at new stores (¥ thousand)	486	6	—	—	501	15	—	—	515	14

Sales by Product Category



Category	Products
Fast food	Fried chickens, steamed meat buns, oden, and counter coffee, etc. made and sold over the counter
Daily food	Lunch boxes, noodles, sandwiches, desserts, etc.
Processed food	Beverages, liquor, instant noodles, confectionery, etc.
Non-food items	Magazines, daily goods, cigarettes, etc.
Services	Copy service, express service, etc.
E-commerce	Ticket and pre-paid card sales by Famiport (multimedia terminals)

Breakdown of Sales and Gross Profit Ratio by Product Category (Non-consolidated)

(¥ million)

FamilyMart	17/2				18/2				19/2 (est.)	
	Sales		Gross profit ratio (%)		Sales		Gross profit ratio (%)		Gross profit ratio (%)	
	YoY (%)	Share (%)	YoY difference	YoY difference	YoY (%)	Share (%)	YoY difference	YoY difference	YoY difference	
Fast food	120,773	7.6	5.7	45.43	0.04	156,102	29.3	6.1	45.37	(0.06)
Daily food	585,632	5.0	27.9	35.77	(0.21)	681,946	16.4	26.8	35.97	0.20
Processed food	531,746	5.3	25.3	37.50	(0.75)	647,525	21.8	25.4	37.98	0.48
Liquor	87,237	3.0	4.2	24.58	(0.07)	108,794	24.7	4.3	25.27	0.69
Food sub-total	1,238,152	5.4	58.9	37.46	(0.40)	1,485,575	20.0	58.3	37.82	0.36
Non-food	622,144	4.3	29.6	15.75	0.04	755,794	21.5	29.7	15.60	(0.15)
Cigarettes	500,434	4.8	23.8	10.81	0.01	618,731	23.6	24.3	10.81	±0.00
Services	33,479	1.3	1.6	9.26	(0.22)	40,172	20.0	1.6	9.32	0.06
E-commerce	207,122	9.3	9.9	5.54	0.22	265,301	28.1	10.4	5.76	0.22
Total	2,100,899	5.4	100.0	27.44	(0.24)	2,546,843	21.2	100.0	27.50	0.06
(FYI) GP ratio excluding services and EC				30.7	(0.2)				30.9	0.2
									27.65	0.15

Profile of Stores

Number of Stores

	15/2		16/2		17/2		18/2		19/2 (est.)	
	Number of stores	YoY difference	Number of stores	YoY difference	Number of stores	YoY difference	Number of stores	YoY difference	Number of stores	YoY difference
Company-owned stores	416	30	347	(69)	356	9	299	(57)	274	(25)
Type 1	6,360	289	6,424	64	6,588	164	7,004	416		
Type 2	3,738	415	4,063	325	5,145	1,082	7,504	2,359		
Franchised stores	10,098	704	10,487	389	11,733	1,246	14,508	2,775	15,633	1,125
FamilyMart stores (non-consolidated)	10,514	734	10,834	320	12,089	1,255	14,807	2,718	15,907	1,100
Company-owned stores					373	373	143	(230)	—	(143)
Franchised stores					4,539	4,539	1,363	(3,176)	—	(1,363)
Circle K Sunkus stores (non-consolidated)					4,912	4,912	1,506	(3,406)	—	(1,506)
Number of stores operated by FamilyMart Co., Ltd. (non-consolidated)	10,514	734	10,834	320	17,001	6,167	16,313	(688)	15,907	(406)
Okinawa FamilyMart Co., Ltd.	251	19	269	18	318	49	324	6		
Minami Kyushu FamilyMart Co., Ltd.	337	4	353	16	405	52	406	1		
Hokkaido FamilyMart Co., Ltd.*1	75	7	47	(28)	—	(47)	—	—		
JR KYUSHU RETAIL, INC.	151	17	153	2	183	30	189	6		
Sunkus Nishi-Shikoku*2					63	63	—	(63)		
Circle K Shikoku*2					155	155	—	(155)		
Number of stores operated by area franchise companies in Japan	814	47	822	8	1,124	302	919	(205)	947	28
Number of stores in Japan	11,328	781	11,656	328	18,125	6,469	17,232	(893)	16,854	(378)
Taiwan	2,952	55	2,985	33	3,071	86	3,168	97	3,308	140
Thailand	1,193	123	1,109	(84)	1,138	29	1,134	(4)	1,114	(20)
China	1,306	211	1,530	224	1,875	345	2,197	322	2,197	±0
United States	8	(1)	—	(8)	—	—	—	—	—	—
Vietnam	71	43	87	16	122	35	160	38	160	±0
Indonesia	21	9	27	6	70	43	88	18	86	(2)
The Philippines	91	52	108	17	95	(13)	65	(30)	66	1
Malaysia	—	—	—	—	4	4	37	33	73	36
Number of overseas stores operated by area franchise companies	5,642	(7,433)	5,846	204	6,375	529	6,849	474	7,004	155
Number of stores operated by area franchise companies	6,456	(7,386)	6,668	212	7,499	831	7,768	269	7,951	183
Total number of stores	16,970	(6,652)	17,502	532	24,500	6,998	24,081	(419)	23,858	(223)

*1 Hokkaido FamilyMart was integrated with FamilyMart Co., Ltd., on March 1, 2016.

*2 Sunkus Nishi-Shikoku and Circle K Shikoku were integrated with FamilyMart Co., Ltd., on March 1, 2017.

24,081 stores

in eight countries and regions

(as of end-February 2018)



Fact Sheets

Number of Stores by Region



Number of Store Openings and Closures (Non-consolidated)

	15/2			16/2			17/2			18/2			19/2 (est.)		
	FamilyMart			FamilyMart			FamilyMart			Total	FamilyMart	Circle K Sunkus	Total	FamilyMart	Circle K Sunkus
Number of stores	10,514	10,834	17,001	16,313	14,807	1,506	15,907	15,907	—	16,313	14,807	1,506	15,907	15,907	—
Opening	1,061	703	831	576	576	—	600	600	—	576	576	—	600	600	—
Relocation*	110	182	244	315	315	—	340	340	—	315	315	—	340	340	—
Converting CKS stores to FM brand	—	—	829	2,720	2,720	—	1,045	1,045	—	2,720	2,720	—	1,045	1,045	—
Closure	327	383	1,589	4,202	578	3,624	2,051	545	1,506	4,202	578	3,624	2,051	545	1,506
Closure	—	—	468	1,119	455	664	741	345	396	1,119	455	664	741	345	396
Relocation	—	—	271	350	123	227	312	200	112	350	123	227	312	200	112
Closure due to brand conversion	—	—	850	2,733	—	2,733	998	—	998	2,733	—	2,733	998	—	998
Net increase/decrease	734	320	71	(906)	2,718	(3,624)	(406)	1,100	(1,506)	(906)	2,718	(3,624)	(406)	1,100	(1,506)

* Figures for relocation of FamilyMart stores include store relocation that occurred following the conversion from Circle K and Sunkus stores to the FamilyMart brand.

Franchise Contracts

(Contract details differ according to area franchisers)
○ Provided by the franchisee

Types of FamilyMart Franchise Contracts

Contract type	1FC-A	1FC-B	1FC-C	2FC-N
Contract period	10 years from store opening			
Required at contract date	¥3,000,000 at contract date (excluding consumption tax) Affiliation fee: ¥500,000 (excluding consumption tax) Store preparation commission: ¥1,000,000 (excluding consumption tax) Initial stocking fee: ¥1,500,000 (including cash for making change and a portion of merchandise procurement costs)			
Land / building	○	○	Provided by FamilyMart	Provided by FamilyMart
Interior facility construction expense	○	○ FamilyMart funds part of expense	○	Provided by FamilyMart
Sales fixtures Information devices	○ (In principle, FamilyMart funds necessary expenses.)			
Staff hiring Application for approval	About ¥500,000 (Franchisees are required to fund their own living expenses for 2 to 3 months.)			
Franchise commission	Percentage of monthly gross margin* Up to ¥2.5 million: 49% From ¥2.5 million: 39% Over ¥3.5 million: 36%	Percentage of monthly gross margin* Up to ¥2.5 million: 52% From ¥2.5 million: 42% Over ¥3.5 million: 39%	Percentage of monthly gross margin* Up to ¥3.0 million: 59% From ¥3.0 million: 52% Over ¥4.5 million: 49%	Percentage of monthly gross margin* Up to ¥3.0 million: 59% From ¥3.0 million: 63% Over ¥5.5 million: 69%
Rent	Note 1		Provided by FamilyMart	Provided by FamilyMart
Minimum operating revenue guaranteed (for stores open 24 hrs/day)	¥20 million per year			
Incentive for opening 24 hrs/day	¥1.2 million per year			
Support for losses from food waste	<Training period (1st - 12th month from opening)> Of monthly losses from food waste: 1) 80% between 1st and 4th month from opening 2) 50% between 5th and 12th month from opening		<After training period> Of monthly losses from food waste: 1) 10% for amounts between ¥100,000 and ¥300,000 2) 50% for amounts between ¥300,000 and ¥500,000 3) 15% for amounts exceeding ¥500,000	
Support for utilities	90% for amounts below ¥3.6 million per year			
Store management support	¥1.2 million per year			

* Net sales less cost of sales
Notes: 1. In the case of rental store space, the franchisee shall pay the rent, a leasehold deposit, and guarantee money.
2. A loan system is available for part of the franchisee's initial payments in the case of 2FC-N contracts.

FamilyMart's Franchise System

FamilyMart Co., Ltd., as the franchiser, collaborates closely with all of its franchisees to foster mutual trust and a collaborative relationship so that both parties may achieve business growth. Our franchisees are responsible for store management, including the ordering of their own inventories, the arranging of their product displays, and the hiring and training of their staff. For our part, we supply not only our brand name and logo but also full store

management support services, including store operational know-how and the shared use of data management and logistics systems. In return for this support, the Company receives royalty income consisting of a certain percentage of each franchisee's gross margin. The rate differs according to the type of franchise contract.

Major Store Operation Systems

Multiple-Store Promotion System (1FC Contracts)	Multiple-Store Promotion System (2FC Contracts)	Step-Up Program for Franchisees on 2FC-N Contracts
This incentive-based support system encourages franchisees operating one store to take on multiple stores.	Under this system, which is geared toward expanding franchise store operations, FamilyMart's head office provides all store infrastructure, thereby allowing franchisees to hold down the outlay of funds. Irrespective of the initial type of operating contract, franchisees can take on the management of multiple stores.	This program enables franchisees on 2FC-N contracts to step up to 1FC-B or 1FC-C contracts after completing five years of management of a new store and fulfilling their contracts.

Note: Not applicable to certain stores

Major Support Systems for Franchisees

Family Membership Promotion System	Newly Independent Franchisee Support System Intern Employee Independence System	Senior Citizen Franchisee System	2FC-N Contract Funds Partial Loan System	FamilyMart Store Staff Independent Franchisee Support System
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Note: Not applicable to certain stores

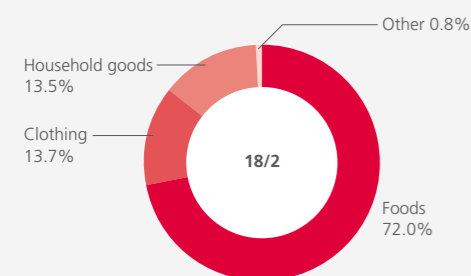
Fact Sheets

General Merchandise Store Business: UNY CO., LTD.

Overview of Stores

	Number of stores	Sales floor space at term-end (Directly managed floor space)	Average sales / year	Sales by product category
APITA	90	Approximately 23,000m ² (Approximately 11,000m ²)	Approximately ¥5.0 billion	Foods 65%, Non-food items 35%
PIAGO	101	Approximately 6,000m ² (Approximately 4,000m ²)	Approximately ¥2.0 billion	Foods 85%, Non-food items 15%

Sales by Product Category



(¥ million)

	15/2		16/2		17/2		18/2					
	YoY (%)	Share (%)	YoY (%)	Share (%)	YoY (%)	Share (%)	YoY (%)	Share (%)				
Clothing	99,975	(8.0)	14.2	98,274	(1.7)	13.7	94,535	(3.8)	13.5	91,569	(3.1)	13.7
Women's clothing	27,103	(8.6)	3.8	26,736	(1.4)	3.7	25,757	(3.7)	3.7	24,418	(5.2)	3.6
Children's clothing	12,948	(9.6)	1.8	12,619	(2.5)	1.8	12,486	(1.1)	1.8	11,260	(9.8)	1.7
Men's clothing	18,898	(5.2)	2.7	18,933	0.2	2.6	19,459	2.8	2.8	17,517	(10.0)	2.6
Shoes, bags and accessories	15,758	(9.3)	2.2	15,662	(0.6)	2.2	12,456	(20.5)	1.8	14,162	13.7	2.1
Underwear	25,266	(7.7)	3.6	24,322	(3.7)	3.4	24,375	0.2	3.5	24,211	(0.7)	3.6
Household goods	109,246	(5.6)	15.5	105,901	(3.1)	14.8	97,881	(7.6)	14.0	90,783	(7.3)	13.5
Household goods	16,689	(20.6)	2.4	15,907	(4.7)	2.2	11,812	(25.7)	1.7	8,905	(24.6)	1.3
General merchandise	92,556	(2.3)	13.1	89,994	(2.8)	12.6	86,069	(4.4)	12.3	81,877	(4.9)	12.2
Foods	484,962	(2.3)	68.7	501,236	3.4	69.9	499,502	(0.3)	71.4	482,763	(3.4)	72.0
Fresh food	286,898	(1.7)	40.7	298,368	4.0	41.6	296,121	(0.8)	42.3	286,687	(3.2)	42.7
Processed food	198,064	(3.2)	28.1	202,868	2.4	28.3	203,381	0.3	29.1	196,076	(3.6)	29.2
Commodity supplies	679	107.2	0.1	833	22.6	0.1	869	4.3	0.1	763	(12.1)	0.1
Other	10,905	(3.8)	1.5	10,748	(1.4)	1.5	7,033	(34.6)	1.0	4,769	(32.2)	0.7
Total	705,770	(3.6)	100.0	716,994	1.6	100.0	699,822	(2.4)	100.0	670,649	(4.2)	100.0

Net Sales and Growth Ratio of Existing Store Sales by Store Type

(¥ million)

	15/2		16/2		17/2		18/2					
	YoY (%)	Existing store sales** (%)	YoY (%)	Existing store sales** (%)	YoY (%)	Existing store sales** (%)	YoY (%)	Existing store sales** (%)				
APITA	462,024	(3.1)	(3.4)	470,247	1.8	0.9	465,950	(0.9)	(0.9)	459,530	(1.4)	0.7
PIAGO	231,601	(4.4)	(2.2)	234,922	1.4	1.1	228,617	(2.7)	(1.2)	213,132	(6.8)	(1.6)
U-Home**2	10,195	(5.9)	(2.9)	9,796	(3.9)	0.1	3,905	(60.1)	—	—	—	—
Total	703,821	(3.6)	(2.9)	714,965	1.6	1.0	698,473	(2.3)	(1.0)	672,663	(3.7)	0.0

*1. The growth ratio of existing store sales is after day-of-the-week adjustment.

*2. UNY CO., LTD. withdrew from the home center business and closed all 11 U-Home stores from June to August in 2016.

Sales Growth

(%)

	17/2	18/2	19/2 (est.)
YoY change in existing store sales (after day-of-the-week adjustment)	(1.0)	0.0	(0.2)
Clothing	(1.5)	1.2	
Household goods	(0.4)	1.4	
Foods	(0.3)	(0.2)	
YoY change in existing store sales	(0.8)	(0.3)	
Number of customers	(1.3)	(1.1)	
Average spending per customer	1.0	1.1	
YoY change in all store sales	(2.3)	(3.7)	
Clothing	(3.8)	(3.1)	
Household goods	(7.6)	(6.1)	
Foods	(0.3)	(3.0)	

Gross Profit Ratio by Product Category

(%)

	15/2		16/2		17/2		18/2		19/2 (est.)	
	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	
Clothing	36.7	(0.8)	36.3	(0.4)	35.6	(0.7)	36.3	0.7		
Household goods	27.8	0.1	27.4	(0.4)	26.0	(1.4)	27.1	1.1		
Foods	20.5	—	20.5	—	20.4	(0.1)	20.3	(0.1)		
Total	23.9	(0.2)	23.7	(0.2)	23.2	(0.5)	23.4	0.2	23.8	0.4

Profile of Stores

Number of Stores by Store Type

	15/2		16/2		17/2		18/2	
	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	
APITA	98	1	97	(1)	97	—	90	(7)
PIAGO	117	(4)	120	3	113	(7)	101	(12)
U-Home*	11	—	11	—	—	(11)	—	—
Total	226	(3)	228	2	210	(18)	191	(19)
MEGA Don Quijote UNY stores	—	—	—	—	—	—	1	1

* UNY CO., LTD. withdrew from the home center business and closed all 11 U-Home stores from June to August in 2016.

Number of Store Openings and Closures

	15/2		16/2		17/2		18/2		19/2 (est.)	
	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	Increase / Decrease	
Number of stores	226	(3)	228	2	210	(18)	191	(19)	181	(10)
Opening	6	—	8	—	2	—	1	—	1	—
Closure	9	—	6	—	20	—	20	—	11	—
MEGA Don Quijote UNY stores	—	—	—	—	—	—	1	1	6	5

Fact Sheets

Consolidated Business Results

Financial Summary

(¥ million)

Fiscal year		Japanese GAAP			IFRS		
		14/2	15/2	16/2	16/2	17/2	18/2
Operating revenues	FamilyMart	345,603	374,430	427,676	424,435	843,815	1,275,300
	UNY GHD	1,032,126	1,018,959	1,038,733			
Operating profit / Core operating income	FamilyMart	43,310	40,417	48,734	50,281	55,670	66,250
	UNY GHD	25,328	20,237	22,367			
Net profit attributable to owners of parent	FamilyMart	22,611	25,672	21,067	17,763	21,585	33,656
	UNY GHD	7,440	(2,408)	(2,873)			
Capital expenditures	FamilyMart	93,256	111,717	68,534	/	90,831	125,314
	UNY GHD	77,959	65,720	66,670			
Depreciation and amortization	FamilyMart	24,459	30,918	32,835	/	46,967	63,936
	UNY GHD	35,412	37,232	37,633			
Net cash provided by operating activities	FamilyMart	60,843	71,837	97,985	93,776	83,351	152,729
	UNY GHD	35,385	57,842	84,212			
Net cash used in investing activities	FamilyMart	(64,377)	(53,674)	(61,566)	(62,756)	(30,657)	(49,502)
	UNY GHD	(60,523)	(53,335)	(46,852)			
Net cash (used in) provided by financing activities	FamilyMart	(21,054)	(21,375)	(17,394)	(16,824)	(4,916)	(37,875)
	UNY GHD	71,714	(6,833)	(12,986)			
Fiscal year-end	FamilyMart	588,136	666,244	730,295	728,976	1,667,074	1,732,506
	UNY GHD	950,166	952,584	973,233			
Total equity	FamilyMart	265,458	284,829	295,229	271,876	517,842	543,235
	UNY GHD	305,776	301,249	285,018			

Note: The figures above do not include the performance of UNY GHD in the 1st half of fiscal 2016.

Per share of common stock		Japanese GAAP			IFRS		
		14/2	15/2	16/2	16/2	17/2	18/2
Total equity per share (¥)	FamilyMart	2,686.37	2,872.40	2,987.34	2,864.20	4,089.07	4,293.16
	UNY GHD	1,291.17	1,271.84	1,206.51			
Basic net income per share (¥)	FamilyMart	238.19	270.45	221.94	187.13	195.07	265.82
	UNY GHD	32.13	(10.47)	(12.49)			
Cash dividends applicable to the year (¥)	FamilyMart	102.00	106.00	110.00	110.00	112.00	112.00
	UNY GHD	24.00	20.00	20.00			
Ratios	FamilyMart	43.4	40.9	38.8	37.3	31.1	31.4
	UNY GHD	31.3	30.7	28.5			
ROE (return on equity) (%)	FamilyMart	9.2	9.7	7.6	6.6	5.5	6.3
	UNY GHD	2.5	—	—			
ROA (return on total assets) (%)	FamilyMart	4.1	4.1	3.0	2.5	1.5	2.2
	UNY GHD	0.8	—	—			
PER (price earnings ratio) (times)	FamilyMart	19.0	20.0	24.4	29.0	35.2	30.4
	UNY GHD	18.8	—	—			
Payout ratio (%)	FamilyMart	42.8	39.2	49.6	58.8	57.4	42.1
	UNY GHD	74.7	—	—			

Note: The figures above do not include the performance of UNY GHD in the 1st half of fiscal 2016.

Fact Sheets

(FYI) Year-on-Year Comparisons Including the Performance of UNY Group Holdings in Fiscal 2016 1st Half (IFRS)

* Differs from numerical values under corporate accounting procedures.

(¥ million)

	17/2		18/2		19/2	
	Full year		1H	Full year	1H (est.)	Full year (est.)
		(FYI) YoY		(FYI) YoY	YoY	YoY
Operating revenues	1,267,329	633,636 (0.2%)	1,275,300 0.6%	645,100	1.8%	1,270,200 (0.4%)
Convenience store business		293,632	560,880	271,600	(7.5%)	520,500 (7.2%)
General merchandise store business		341,239	718,768	376,000	10.2%	754,400 5.0%
Eliminations / Corporate		(1,235)	(4,349)	(2,500)	—	(4,700) —
Operating gross profit	702,997	357,495 1.4%	702,164 (0.1%)	354,100	(0.9%)	696,400 (0.8%)
Selling, general and administrative expenses	626,995	315,536 3.8%	635,914 1.4%	311,600	(1.2%)	619,100 (2.6%)
Convenience store business		214,806	427,104	208,400	(3.0%)	408,700 (4.3%)
General merchandise store business		101,330	211,506	104,400	3.0%	213,400 0.9%
Eliminations / Corporate		(600)	(2,696)	(1,200)	—	(3,000) —
Core operating income	76,001	41,959 (13.6%)	66,250 (12.8%)	42,500	1.3%	77,300 16.7%
Convenience store business		29,199	42,934	29,000	(0.7%)	51,000 18.8%
General merchandise store business		12,988	23,531	14,300	10.1%	27,100 15.2%
Eliminations / Corporate		(228)	(215)	(800)	—	(800) —
Equity in earnings of associates and joint ventures	852	(536) —	908 6.6%	1,400	—	1,800 98.2%
Other income	5,143	1,802 (26.3%)	9,681 88.2%	1,300	(27.9%)	4,000 (58.7%)
Other expenses	31,244	9,751 (31.8%)	48,865 56.4%	6,800	(30.3%)	14,600 (70.1%)
Operating profit	50,753	33,474 (11.7%)	27,974 (44.9%)	38,400	14.7%	68,500 144.9%
Convenience store business		20,760	4,197	24,800	19.5%	42,400 —
General merchandise store business		12,881	23,823	14,500	12.6%	27,000 13.3%
Eliminations / Corporate		(166)	(46)	(900)	—	(900) —
Finance income	4,041	1,729 (24.7%)	3,273 (19.0%)	1,100	(36.4%)	2,200 (32.8%)
Finance costs	3,478	1,206 (34.9%)	2,608 (25.0%)	1,700	41.0%	3,600 38.0%
Net profit attributable to owners of parent	28,667	22,367 17.4%	33,656 17.4%	22,500	0.6%	40,000 18.8%
Convenience store business		12,435	(1,285)	17,200	38.3%	30,000 —
General merchandise store business		9,545	17,708	5,200	(45.5%)	9,600 (45.8%)
Eliminations / Corporate		386	17,234	100	(74.1%)	400 (97.7%)

(FYI) Comparison between IFRS and Japanese GAAP

IFRS

Japanese GAAP

(FYI) Reference Figures Taking Into Consideration the Major Adjustments to IFRS Results

(¥ billion)

18/2		Adjustment	18/2	
Operating revenues	1,275.3	95.8	Operating revenues	1,371.1
Convenience store business	560.8	12.0	Convenience store business	572.8
General merchandise store business	718.7	83.9	General merchandise store business	802.6
Eliminations	(4.3)	0.0	Eliminations	(4.3)
Cost of sales	573.1	95.5	Cost of sales	668.6
Operating gross profit	702.1	0.3	Operating gross profit	702.4
Selling, general and administrative expenses	635.9	8.7	Selling, general and administrative expenses	644.6
Convenience store business	427.1	7.2	Convenience store business	434.3
General merchandise store business	211.5	1.5	General merchandise store business	213.0
Eliminations	(2.6)	(0.1)	Eliminations	(2.7)
Core operating income*	66.2	(8.4)	Operating profit	57.8
Convenience store business	42.9	(7.5)	Convenience store business	35.4
General merchandise store business	23.5	(0.9)	General merchandise store business	22.6
Eliminations	(0.2)	0.0	Eliminations	(0.2)
(IFRS operating expense subject)	38.2	(7.7)	Non-operating income/loss, Extraordinary income/loss, Equity in earnings of associates and joint ventures	(29.1)
Operating profit	27.9	(0.8)	Net profit attributable to owners of parent	32.5
Convenience store business	4.1	0.1	Convenience store business	(1.5)
General merchandise store business	23.8	(1.0)	General merchandise store business	16.5
Eliminations	0.0	0.0	Eliminations	17.5
Finance income / Finance costs	0.6	0.8		
Net profit attributable to owners of parent	33.6	(1.1)		
Convenience store business	(1.2)	(0.3)		
General merchandise store business	17.7	(1.2)		
Eliminations	17.2	(0.3)		

Main Adjustment Details [Amount]

(¥ billion)

Operating revenues (Cost of sales)	① Reversal of offset adjustments to net sales and cost of sales of products without inventory risks • (Convenience Store Business) Ticket, card, and service products (from directly operated stores) • (General Merchandise Store Business) Side dishes, etc., sold through consignment buying system
Selling, general and administrative expenses	① (Convenience Store Business) Amortization of goodwill associated with merger [7.6] ② (Both segments) Amortization of goodwill not associated with merger [1.1] ③ Others (retirement benefits, etc.) [0.2]
Core operating income*	① Gross profit less selling, general and administrative expenses (Reflects changes in selling, general and administrative expenses)
(IFRS operating expense subject)	① Equity in earnings of associates and joint ventures and other income and expenses subtracted as expenses

* Core operating income is a profit indicator for operating profit under Japanese GAAP that is calculated by subtracting the cost of sales and selling, general and administrative expenses from operating revenues.

Fact Sheets

Financial Results of Major Subsidiaries

FamilyMart Co., Ltd. (Non-consolidated) (IFRS)

* Numerical values under corporate accounting procedures

	(¥ million)				(¥ million)			
	18/2		19/2		18/2		19/2	
	1H	Full year	1H	Full year	1H	Full year	1H	Full year
Total store sales	1,551,390	45.5%	3,016,064	19.2%	1,538,681	(0.8%)	3,000,000	(0.5%)
Operating revenues	247,705	45.9%	468,179	18.9%	222,986	(10.0%)	424,331	(9.4%)
Income from franchised stores	169,969	39.5%	327,453	18.1%				
Other operating revenues	21,646	45.7%	40,474	13.7%				
Net sales	56,089	70.0%	100,252	23.8%				
Operating gross profit	207,427	41.3%	396,108	17.7%	201,024	(3.1%)	387,628	(2.1%)
Selling, general and administrative expenses	183,231	48.6%	361,912	19.8%	176,197	(3.8%)	344,057	(4.9%)
Leasehold and office rents	82,781	47.3%	164,930	19.8%				
Personnel expenses	33,811	53.1%	65,256	22.0%				
Advertising expenses	11,633	6.9%	20,583	(13.3%)				
Depreciation	22,451	51.3%	45,257	31.0%				
Other	32,553	68.5%	65,885	25.4%				
Core operating income	24,197	3.0%	34,196	(0.7%)	24,827	2.6%	43,570	27.4%
Other income	885	(40.1%)	1,669	(45.9%)	612	(30.8%)	980	(41.3%)
Other expenses	9,519	(11.5%)	41,982	51.0%	6,012	(36.8%)	12,428	(70.4%)
Loss on disposal of fixed assets	1,016	(56.4%)	4,633	(2.7%)				
Impairment loss	4,368	(28.1%)	28,468	87.4%				
Other	4,135	75.2%	8,881	13.1%				
Operating profit	15,563	9.6%	(6,117)	—	19,426	24.8%	32,122	—
Finance income	8,903	160.6%	10,228	105.2%	4,237	(52.4%)	5,419	(47.0%)
Finance costs	970	9.3%	1,867	(5.5%)	959	(1.1%)	1,915	2.6%
Profit before income taxes	23,496	40.4%	2,244	(82.4%)	22,705	(3.4%)	35,626	—
Net profit	17,146	65.7%	509	(92.0%)	17,396	1.5%	27,367	—

*1. Year-on-year comparisons for FY2017 under IFRS use figures that do not include the FY2016 1st half performance of Circle K Sunkus Co., Ltd., before management integration.

(FYI) JGAAP

	(¥ million)	
	18/2	19/2
	Full year	YoY**
Total store sales	3,016,064	0.2%
Gross operating revenues	480,361	0.6%
Income from franchised stores	327,452	0.2%
Other operating revenues	39,798	(2.4%)
Net sales	113,110	2.7%
Operating gross profit	396,107	0.1%
Selling, general and administrative expenses	359,032	1.7%
Leasehold and office rents	164,932	1.9%
Personnel expenses	64,550	2.4%
Advertising expenses	20,582	(19.5%)
Depreciation	42,156	7.1%
Other	66,810	5.9%
Operating profit	37,075	(13.3%)
Non-operating income	11,259	40.8%
Non-operating expenses	2,534	(7.1%)
Ordinary income	45,801	(4.6%)
Extraordinary income	3,941	410.0%
Extraordinary loss	25,801	(65.6%)
Profit before income taxes	23,940	—
Net income	18,908	—

*2. Year-on-year comparisons for FY2017 under Japanese GAAP use figures that include the FY2016 1st half performance of Circle K Sunkus Co., Ltd., before management integration.

UNY CO., LTD. (Non-consolidated) (IFRS)

* Numerical values under corporate accounting procedures

	(¥ million)				(¥ million)			
	18/2		19/2		18/2		19/2	
	1H	Full year	1H (Est.)	Full year (Est.)	1H	Full year	1H	Full year
Gross operating revenues	302,066	605,827	291,120	581,360	291,120	581,360	291,120	581,360
Net sales	273,735	551,217						
Other revenues	28,330	54,611						
Gross profit	70,466	143,504	70,345	141,196	70,345	141,196	70,345	141,196
Operating gross profit	98,797	198,114	96,583	193,420	96,583	193,420	96,583	193,420
Selling, general and administrative expenses	87,778	178,563	84,904	172,388	84,904	172,388	84,904	172,388
Leasehold and office rents	10,787	21,439						
Personnel expenses	42,619	83,698						
Advertising expenses	6,794	13,341						
Depreciation	4,813	9,400						
Water, electricity and heating expenses	5,230	10,040						
Other	17,534	40,645						
Core operating income	11,019	19,551	11,679	21,032	11,679	21,032	11,679	21,032
Other income	774	4,665	588	2,470	588	2,470	588	2,470
Other expenses	942	6,217	369	2,600	369	2,600	369	2,600
Loss on disposal of fixed assets	376	818						
Impairment loss	73	3,446						
Other	493	1,953						
Operating profit	10,851	17,999	11,898	20,902	11,898	20,902	11,898	20,902
Finance income	880	1,645	173	271	173	271	173	271
Finance costs	829	1,890	1,341	2,580	1,341	2,580	1,341	2,580
Income before income taxes	10,903	17,753	10,730	18,593	10,730	18,593	10,730	18,593
Net profit	8,600	14,394	7,500	12,200	7,500	12,200	7,500	12,200

*1. Year-on-year comparisons for FY2017 under IFRS use figures that do not include the FY2016 1st half performance before management integration.

(FYI) JGAAP

	(¥ million)	
	18/2	19/2
	Full year	YoY**
Gross operating revenues	712,816	(3.9%)
Net sales	670,649	(4.2%)
Other revenues	42,166	(0.1%)
Gross profit ratio	156,898	(3.5%)
Operating gross profit	199,065	(2.8%)
Selling, general and administrative expenses	181,088	(5.2%)
Leasehold and office rents	21,482	(6.5%)
Personnel expenses	84,881	(3.8%)
Advertising expenses	10,195	(5.3%)
Depreciation	10,464	(15.3%)
Water, electricity and heating expenses	10,032	(3.6%)
Other	44,031	(4.8%)
Operating profit	17,977	29.6%
Non-operating income	2,905	(19.4%)
Non-operating expenses	3,918	10.6%
Ordinary income	16,963	21.8%
Extraordinary income	4,424	329.3%
Extraordinary loss	9,113	(86.3%)
Income before income taxes	12,275	—
Net profit	9,265	—

*2. Year-on-year comparisons for FY2017 under Japanese GAAP use figures that include FY2016 1st half performance before management integration.

Fact Sheets

Information on Major Companies

Number of Subsidiaries, Affiliates, and Joint Ventures

	18/2		
	CVS business		GMS business
Number of subsidiaries	38	25	13
Number of affiliates and joint ventures	27	21	6
Total	65	46	19

Financial Summary of Main Subsidiaries (Convenience Store Business)

(¥ million)

	FamilyMart Co., Ltd. (Non-consolidated)				Taiwan FamilyMart Co., Ltd.			SENIOR LIFE CREATE Co., Ltd.				
	Shares		100.00%		Shares		50.00%		Shares		95.43%	
	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)
		YoY*		YoY		YoY		YoY		YoY		YoY
Gross operating revenues	468,179	18.9%	424,331	(9.4%)	60,229	9.0%	/	/	9,323	9.7%	10,120	8.5%
Core operating income	34,196	(0.7%)	43,570	27.4%	6,286	7.3%	/	/	469	5.9%	235	(49.9%)
Net income	509	(92.0%)	27,367	—	5,820	23.3%	/	/	294	18.5%	148	(49.7%)

Note: The figures for earnings contributions [shares] by affiliates and subsidiaries are as of February 28, 2018.

* Year-on-year comparisons for FY2017 use figures that do not include the FY2016 1st half performance of Circle K Sunkus Co., Ltd., before management integration.

Financial Summary of Main Subsidiaries (General Merchandise Store Business)

(¥ million)

	UNY CO., LTD. (Non-consolidated)				UCS CO., LTD.			UD Retail CO., LTD.				
	Shares*		60.00%		Shares		48.81%		Shares		60.00%	
	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)
		YoY		YoY		YoY		YoY		YoY		YoY
Gross operating revenues	605,827	/	581,360	(4.0%)	19,947	/	19,979	0.2%	162	/	26,435	—
Core operating income	19,551	/	21,032	7.6%	3,919	/	4,063	3.7%	(158)	/	507	—
Net income	14,394	/	12,200	(15.2%)	2,574	/	2,700	4.9%	(162)	/	400	—

Note: The figures for earnings contributions [shares] by affiliates and subsidiaries are as of February 28, 2018.

* Effective November 21, 2017, 40.0% of the total issued shares of stock in UNY CO., LTD., were transferred to Don Quijote Holdings Co., Ltd.

Financial Summary of Main Affiliates and Joint Ventures

(¥ million)

	Okinawa FamilyMart Co., Ltd.				Minami Kyushu FamilyMart Co., Ltd.			
	Shares		48.98%		Shares		49.00%	
	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)
		YoY		YoY		YoY		YoY
Net income	959	0.5%	989	3.1%	219	265.7%	239	9.1%

(¥ million)

	Central FamilyMart Co., Ltd.				Pocket Card Co., Ltd.			
	Shares		49.00%		Shares		0.00%	
	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)	18/2	19/2 (est.)
		YoY		YoY		YoY		YoY
Net income	(893)	—	(1,414)	—	3,597	60.9%	5,436	51.1%

Note: The figures for earnings contributions [shares] by affiliates and subsidiaries are as of February 28, 2018.

Capital Expenditures

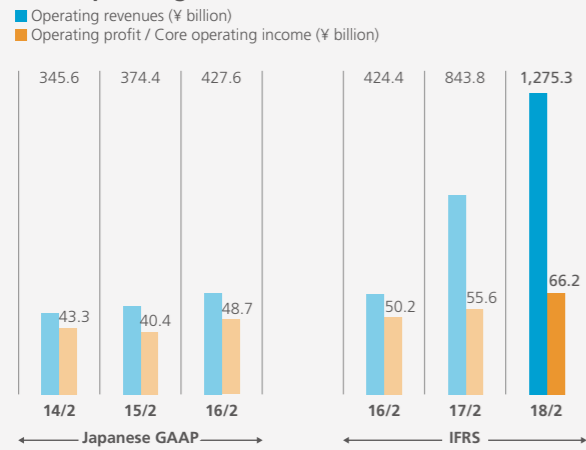
(¥ million)

	17/2	18/2	19/2 (est.)	YoY
FamilyMart Co., Ltd. (Non-consolidated)				
Lease deposits	17,174	15,984	13,682	(14.4%)
New stores	16,361	29,868	19,712	(34.0%)
Existing stores	4,595	9,917	22,036	122.2%
For stores	20,956	39,785	41,748	4.9%
Head office investment	777	674	1,695	151.5%
System investment	4,839	5,004	4,691	(6.3%)
For head office	5,616	5,678	6,386	12.5%
Lease	29,375	42,681	40,653	(4.8%)
Total capital expenditure	73,123	104,130	102,471	(1.6%)
UNY CO., LTD. (Non-consolidated)				
Future development	626	60	—	—
New stores	2,150	2,505	1,268	(49.4%)
Existing stores	1,785	3,498	9,220	163.6%
Total capital expenditure	4,560	6,064	10,488	73.0%
Consolidated total				
Capital expenditure	90,831	125,314	140,000	11.7%
Depreciation	46,967	63,936	70,000	9.5%

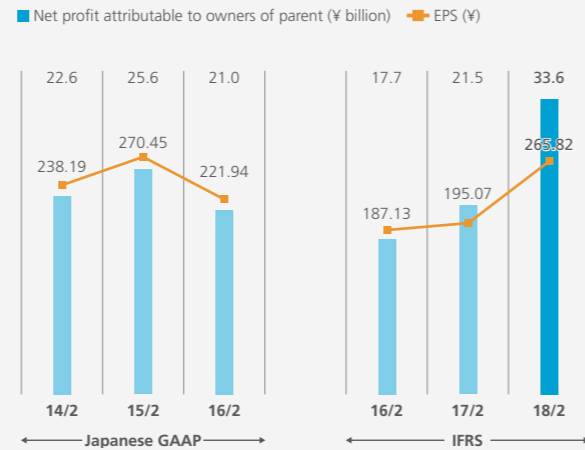
Note: The figures above do not include the FY2016 1st half performance of UNY Group HD before management integration.

Consolidated Performance

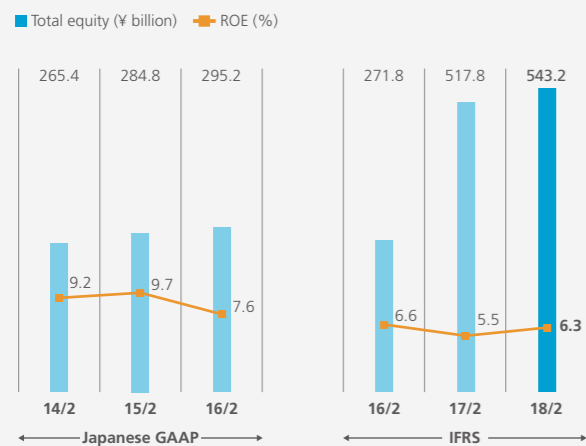
Operating Revenues and Operating Profit / Core Operating Income



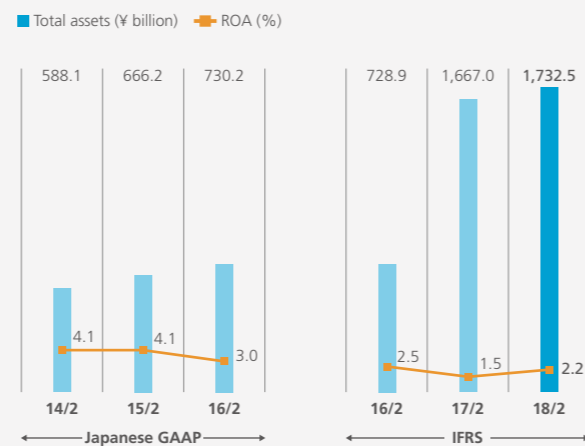
Net Profit Attributable to Owners of Parent and EPS



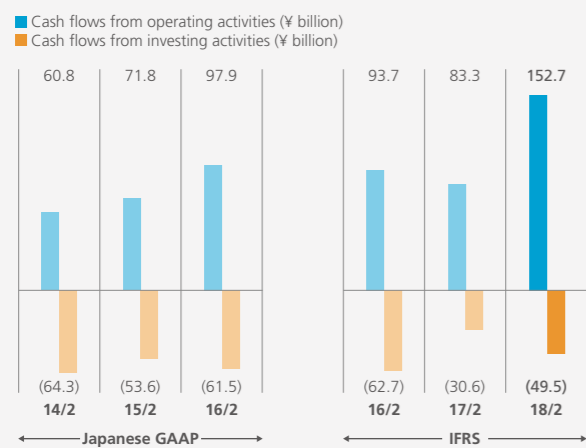
Total Equity and ROE



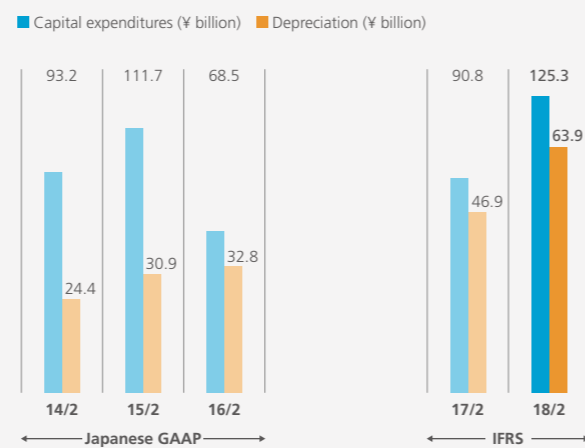
Total Assets and ROA



Cash Flows



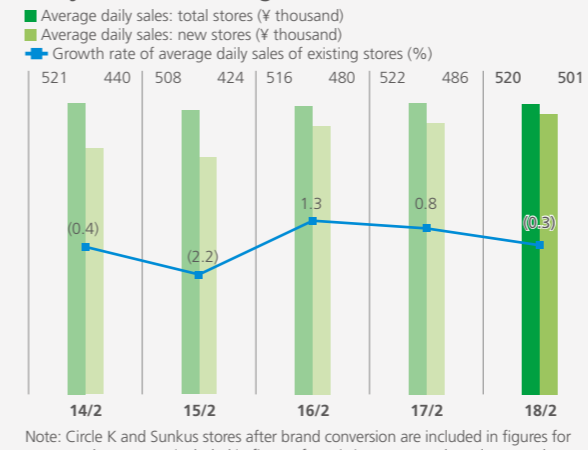
Capital Expenditures and Depreciation



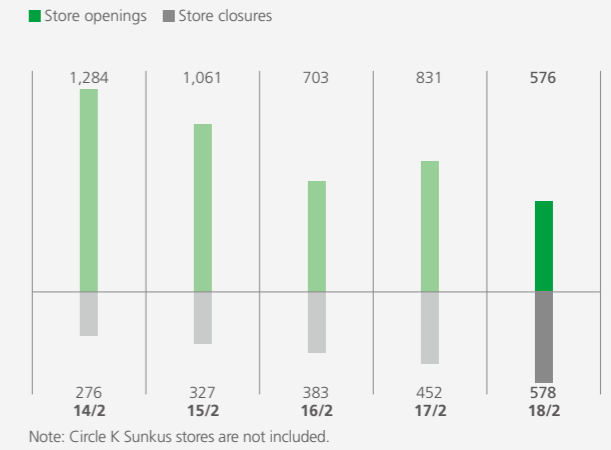
Operating Data (Non-consolidated)

CVS Business

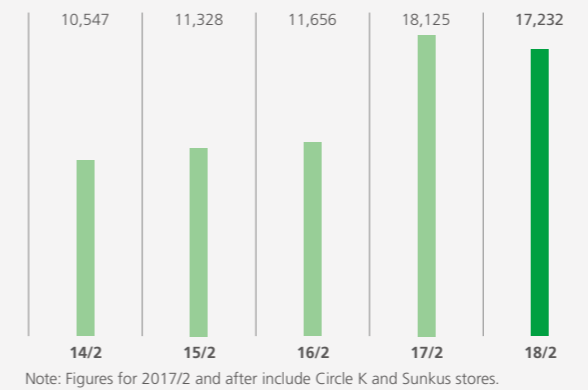
Average Daily Sales / Growth Rate of Average Daily Sales of Existing Stores



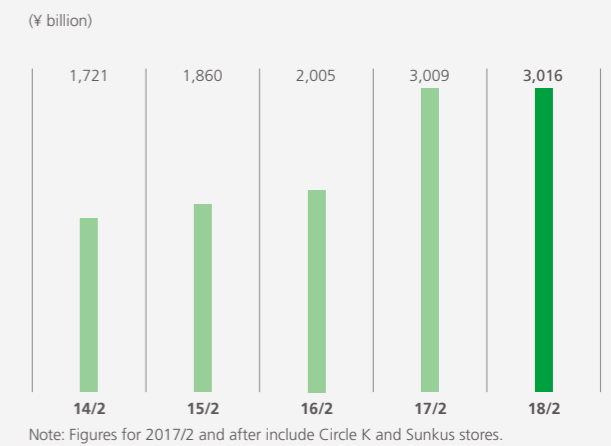
Store Openings / Store Closures



Number of Total Chain Stores (Japan, includes stores under area franchisers)

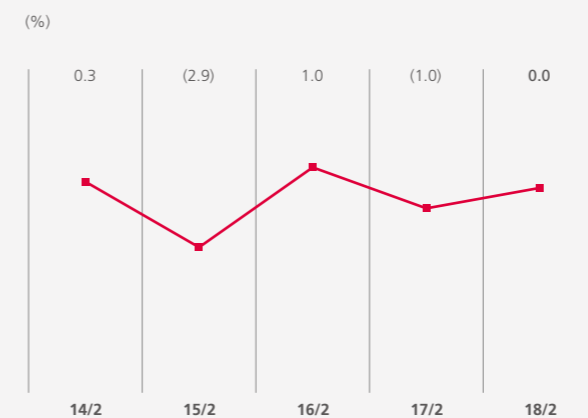


Total Store Sales (¥ billion)

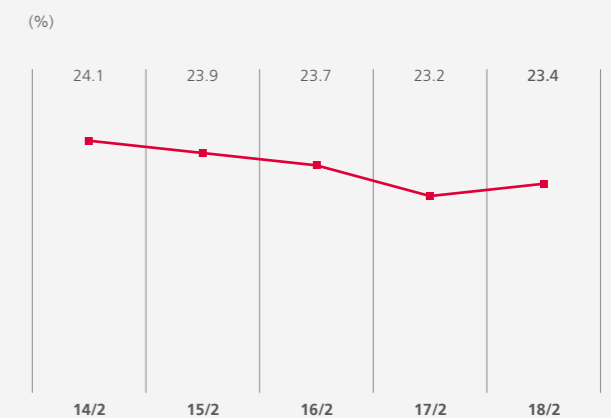


GMS Business

Sales Growth at Existing Stores (after day-of-the-week adjustment)



Gross Profit Ratio (%)



Management's Discussion and Analysis

Current Situation of the Corporate Group

The Group consists of a total of 66 companies: the Company (FamilyMart UNY Holdings Co., Ltd.), 38 subsidiaries, and 27 affiliates and jointly controlled companies. These companies develop operations in the convenience store (CVS) business, the general merchandise store (GMS) business, and peripheral businesses.

The businesses of each Group company and their position within the Company's businesses are as follows.

Major Group Companies

Company name	Operations	Voting rights (%)	Relations to the Company
Subsidiaries			
FamilyMart Co., Ltd.*1*2	Convenience store business	100.00	Management guidance based on Group strategies, outsourcing transactions, officers holding concurrent positions at the Company
UNY CO., LTD.*1*2	General merchandise store business	60.00	Management guidance based on Group strategies, contracting transactions, officers holding concurrent positions at the Company
Taiwan FamilyMart Co., Ltd.*1	Convenience store business	50.00 (50.00)	
famima Retail Service Co., Ltd.	Accounting and other storerelevant services	100.00 (100.00)	
UFI FUTECH Co., Ltd.	E-commerce-related services	72.33	
UCS CO., LTD.	Credit card service business	81.35 (81.35)	Officers holding concurrent positions at the Company
Sun Sougou Maintenance Co., Ltd.	Contracting of security, janitorial, and maintenance operations	100.00 (100.00)	
Kanemi Co., Ltd.*1*3	Manufacturing, processing, and wholesale of prepared dishes	52.47	
30 other companies			
Affiliates and Joint Ventures			
Okinawa FamilyMart Co., Ltd.	Convenience store business	48.98 (48.98)	Officers holding concurrent positions at the Company
Minami Kyushu FamilyMart Co., Ltd.	Convenience store business	49.00 (49.00)	Officers holding concurrent positions at the Company
Central FamilyMart Co., Ltd.	Convenience store business	49.00 (49.00)	
Shanghai FamilyMart Co., Ltd.	Convenience store business	*5	
Guangzhou FamilyMart Co., Ltd.	Convenience store business	*5	
Suzhou FamilyMart Co., Ltd.	Convenience store business	*5	
POCKET CARD CO., LTD.	Credit card service business	23.08 (23.08)	
20 other companies			
Other			
ITOCHU Corporation*3	General trading company	40.06 (0.20)	Advice and support regarding product supply systems for convenience store business and general merchandise store business and other support

*1. The company indicated is a specified subsidiary.

*2. At FamilyMart Co., Ltd., and UNY CO., LTD., gross operating revenues (excluding intersegment revenue) account for more than 10% of the consolidated operating revenues.

*3. The company indicated submits annual securities reports.

*4. Figures in parentheses are indirect voting share percentages.

*5. Joint venture China CVS (Cayman Islands) Holding Corp. holds 100% of voting rights.

Subsidiary FamilyMart China Holding Co., Ltd., holds 40.35% of voting rights of China CVS (Cayman Islands) Holding Corp.

In the GMS business, Kanemi Co., Ltd., which was an affiliate, has become a subsidiary as the Company acquired additional shares of Kanemi.

Further, the Company has transferred 40.0% of the issued shares of UNY CO., LTD., which was a wholly owned subsidiary, to Don Quijote Holdings Co., Ltd.

Market Environment in Fiscal 2017

In fiscal 2017, the year ended February 28, 2018, Japan's economy continued to recover gradually as the job market and personal income improved. The retail industry generally saw improvement in consumer confidence.

In fiscal 2017, total sales in Japan's retail industry were ¥142.9 trillion, up 1.9% year on year. Sales by department stores were ¥6.5 trillion, down 0.4% year on year; sales by supermarkets came to ¥13.0 trillion, up 0.9% year on year; and sales by convenience stores were ¥11.8 trillion, up 2.4% year on year. Meanwhile, e-commerce sales were up around 9.0%, increasing from ¥15.1 trillion in fiscal 2016 to ¥16.5 trillion in fiscal 2017.

* Sources: Retail Statistical Yearbook and E-Commerce Market Survey, Ministry of Economy, Trade and Industry

Business Performance in Fiscal 2017

Note: In the previous fiscal year, the Company applied provisional accounting treatment for its absorption-type merger with UNY Group Holdings Co., Ltd., in September 2016. However, as the Company finalized the accounting treatment in the second quarter of fiscal 2017, it has retroactively adjusted financial figures for the previous fiscal year. Year-on-year comparisons in this management's discussion and analysis are comparisons with the retroactively adjusted figures.

In accordance with its *Everyday Fun and Fresh* principles, the Group is taking maximum advantage of its unique management resources to transform retail business models. At the same time, the Group aims to remain a *social and lifestyle infrastructure provider* that is essential to consumers' daily lives.

In fiscal 2017, operating revenues increased ¥431,485 million, or 51.1%, year on year, to ¥1,275,300 million. Core operating income increased ¥10,580 million, or 19.0%, to ¥66,250 million.

Profit before income taxes decreased ¥5,056 million, or 15.0%, year on year, to ¥28,639 million.

Net profit increased ¥12,250 million, or 50.4%, year on year, to ¥36,552 million due to the adoption of a consolidated tax payment system.

After deducting net profit attributable to non-controlling interests, net profit attributable to owners of parent increased ¥12,071 million, or 55.9%, year on year, to ¥33,656 million.

Operating Results (Consolidated, IFRS)

	17/2	18/2	YoY
Operating revenues	843,815	1,275,300	51.1%
Core operating income	55,670	66,250	19.0%
Net profit attributable to owners of parent	21,585	33,656	55.9%

Segment Initiatives and Performance

Performance by segment is as follows.

Convenience Store Business

Through companywide collaboration, FamilyMart Co., Ltd., aims to become an even more competitive chain. To this end, the company is converting the Circle K and Sunkus brands to the FamilyMart brand while advancing three major reforms: *structural reform in ready-to-eat items*, *marketing reform*, and *operation reform*.

As of February 28, 2018, the company had converted the brands of 3,549 stores. At converted stores, daily sales and customer numbers have been rising compared with pre-conversion level. FamilyMart will realize further integration benefits by leveraging a store network of more than 17,000 stores in Japan and the integration of products and distribution bases, which the company completed in 2017.

Regarding promotion, the company implemented *marketing reform* with a view to making maximum use of the sales promotion benefits of TV commercials and other measures to boost sales. Throughout the year, *Famichiki-Senpai*, an original character personifying FamilyMart's flagship product, *FAMICHIKI* fried chicken, enthusiastically promoted products in target categories. In January 2018, we held the *Chargrilled Chicken Great Thanks Festival* to commemorate this product's surpassing of 100 million unit sales. Also, the company held a *Winter Festa* based on a tie-up with the popular animated TV series *Kemono Friends*. Both sales promotions were well received.

As for store operation, aiming to accelerate *operation reform* even further, FamilyMart established a cross-divisional organization and moved forward in earnest with such measures as increasing the efficiency of store staff work. The company lessened the work required for store operations by introducing next-generation point-of-sale (POS) cash registers to all stores and introducing new supplies that enable shorter cleaning periods.

In store development, the company built a high-quality store network by implementing brand conversion and opening stores in accordance with a build-and-scrap (B&S) strategy. February 2018 saw the opening of the Tohoku region's first integrated store based on a collaboration between FamilyMart and the National Federation of Agricultural Cooperative Associations (ZEN-NOH)—FamilyMart Plus ZEN-NOH Fureai Hiroba Motosawa Store, in Yamagata, Yamagata Prefecture. As well as carrying the original product lineups that are ZEN-NOH strengths, such as meats,

Management's Discussion and Analysis

fresh fruit and vegetables, daily necessities, and private label products, the store has an eat-in space that serves as a hub for the local community.

In other domestic business operations, in January 2018 the company began a service at approximately 13,000 E-Net ATMs, mainly installed at FamilyMart stores nationwide, that waives usage fees for JAPAN POST BANK cash cards at certain times. Also, the company entered the fitness business with the aim of catering to increasing health consciousness and expanding the businesses of franchised stores. In February 2018, under the Fit & GO brand the company opened its inaugural 24-hour gym, *Fit & GO* Ota Nagahara, in Ota Ward, Tokyo.

With respect to diversity promotion, the company launched the *FamilyMart Women Project*, an organization tasked with empowering women. Each operating base conducts proving tests for workstyle ideas that reflect women's priorities. The company presented awards for good ideas and shared them companywide. In addition, the company is continuing initiatives to employ people with disabilities. At the same time, FamilyMart is establishing conditions that allow everyone to do satisfying work. In various areas, including at stores, farms, and the head office, the company is increasing workplaces where employees with disabilities can contribute.

The total number of stores operated in Japan was 17,232 (including 919 stores operated by three domestic area franchisers) as of February 28, 2018. The total number of stores operated overseas in Taiwan, Thailand, China, Vietnam, Indonesia, the Philippines, and Malaysia was 6,849, and the total number of FamilyMart stores worldwide, including both domestic and overseas stores, was 24,081 as of the same date.

As a result, gross operating revenues in the CVS business increased by 15.8% year on year, to ¥560,880 million. Segment loss was ¥1,285 million compared with the previous fiscal year's segment profit of ¥11,278 million.

Operating Results: CVS Business (IFRS)

(¥ million)			
	17/2	18/2	YoY
Gross operating revenues	484,461	560,880	15.8%
Segment profit (loss)	11,278	(1,285)	—

Increase / Decrease			
FamilyMart	17/2	18/2	
Growth rate of average daily sales at existing stores (%)	0.8	(0.3)	—
Average daily sales at existing stores (¥ thousand)	523	523	±0
Number of customers at existing stores	914	896	(18)
Average daily sales at existing stores (¥ thousand)	571	584	13

General Merchandise Store Business

Under the *Back to Basics* slogan, UNY CO., LTD., set out management strategies centered on *individual store management* and *store appeal*. The five basics of retailing are *merchandise*, *52-week merchandising*, *product assortment*, *sales floor environment*, and *employee hospitality*. In a cohesive manner, the company refocused on improving these five basics and providing them to customers.

In relation to product development, the *Daisy Lab*, where female employees develop products that reflect women's perspectives, launched an original bedding series, *Daisy Home Resort*, the newly developed apparel series *easy care*, and other offerings. Further, three *Low-Salt Kelp Tsukudani* soy-sauce-preserved products in the *Style ONE Healthy* private label series received the gold prize at the 3rd JSH Low-Sodium Food Awards hosted by the Low-Sodium Committee of The Japanese Society of Hypertension, in May 2017. In November 2017, in recognition of its promotion of health through low-sodium products, the company received the Minister of Health, Labour and Welfare Award for Excellence at the 6th Long Healthy Life Expectancy Awards. Also, in response to the growing demand for ready-to-eat items as the number of elderly and double-income households increases, the company launched the *structural reform project in ready-to-eat items* and developed food products based on the concept of *prepared dishes that impress every day*.

Regarding promotion, the company focused on retaining customers by stepping up promotions that targeted UCS Card members. The company introduced a *UCS Premium Ticket* campaign, which provided UCS Card members with a 5% discount ticket usable on a day of their choosing between the 1st and 15th of every month. In addition, the company held a *Points Thanks Festival* campaign, which awarded UCS Card and *uniko card* members with at least 10 times the normal shopping points for purchases of

clothing and household goods and twice the number for purchases of food products.

As for store development, in September 2017 the company opened a new-format supermarket, La: Foods Core Nayabashi, in the TERRASSE NAYABASHI multipurpose building in Naka Ward, Nagoya, to coincide with the openings of 21 other specialty stores in the facility. The supermarket is based on the concept of *a partner that shares the convenience, enjoyment, and variety of downtown life*.

Store revitalization initiatives included the renewals and reopenings of the APITA Shin-Moriyama Store in February 2017 and the APITA Kakamihara Store in April 2017. Reopened as new-format shopping centers that offer lifestyle solutions, the stores combine the company's directly managed sales floors for clothing and household goods with Kusamura Books, which comprises TSUTAYA, Starbucks Coffee, and other stores. Further, in March 2017 the company opened the Telass Walk Ichinomiya Store, the first of the FamilyMart Service Spot stores, which are tasked with enhancing the convenience of general supermarkets. As of February 28, 2018, the company operated 16 of these stores, and it plans to expand and improve their lineup of services.

With respect to environmental and social contribution initiatives, in January 2018 the company received the Minister of Agriculture, Forestry and Fisheries Award at the 5th Food Industry Mottainai (waste prevention) Grand Prix, which is organized by the Japan Organics Recycling Association. Also, in February 2018 the company's *Re DESIGN PROJECT*, which benefits the environment and local communities through manufacturing by local producers, students, and people with disabilities, received the Outstanding Performance Award at the 2018 Aichi Environmental Award, sponsored by Aichi prefectural government.

Sales at existing stores were unchanged year on year, with increases of 1.2% in clothing and 1.4% in household goods and a decline of 0.2% in food products. Winter clothing sold favorably as did household goods, home video game consoles and related products, winter bedding and other winter goods, and specially selected discount items. In the food product category, winter ingredients for hot pot dishes cooked at table sold steadily in the fourth quarter.

In fiscal 2017, UNY opened one store and closed 20, giving it 191 stores as of February 28, 2018.

As a result, in the GMS business gross operating revenues increased 99.2% year on year, to ¥718,768 million, and segment profit increased 80.3%, to ¥17,708 million.

In addition, in accordance with a basic agreement on a capital and business alliance, which FamilyMart UNY Holdings and Don Quijote Holdings concluded in August 2017, the companies converted one of UNY's stores and reopened it in February 2018 as the MEGA Don Quijote UNY Oguchi Store, which combines the strengths and know-how of UNY and Don Quijote Holdings. Many customers, both from the local community and beyond, are visiting the new store. By March 2018, the companies had fully converted and reopened a further five APITA and PIAGO stores. Going forward, UNY aims to enhance its corporate value over the medium to long term through a variety of collaborations that take advantage of both companies' management resources and unique strengths and know-how.

Operating Results: GMS Business (IFRS)

(¥ million)			
	17/2	18/2	YoY
Gross operating revenues	360,739	718,768	99.2%
Segment profit	9,824	17,708	80.3%

(¥ million)			
UNY	17/2	18/2	YoY
Sales by product category			
Clothing	94,535	91,569	(3.1%)
Household goods	97,881	90,783	(7.3%)
Food	499,502	482,763	(3.4%)
Commodity supplies	869	763	(12.1%)
Other	7,033	4,769	(32.2%)
Total	699,822	670,649	(4.2%)

(%)			
UNY	17/2	18/2	
YoY change in existing store sales (after day-of-the-week adjustment)	(1.0)	0.0	
Clothing	(1.5)	1.2	
Household goods	(0.4)	1.4	
Foods	(0.3)	(0.2)	

Management's Discussion and Analysis

Financial Position

Total assets stood at ¥1,732,506 million on February 28, 2018, an increase of ¥65,432 million compared with the previous fiscal year-end.

Current assets were up ¥58,525 million from a year earlier, as an increase in cash and cash equivalents offset a decrease in other financial assets.

Non-current assets increased ¥6,906 million from the previous fiscal year-end, as increases in property, plant and equipment and other financial assets compensated for decreases in investment property and leasehold deposits receivable.

Total liabilities amounted to ¥1,143,128 million on February 28, 2018, up ¥9,452 million from a year earlier.

Current liabilities were down ¥56,752 million compared with the previous fiscal year-end due to a decrease in bonds and borrowings, which more than offset an increase in trade and other payables.

Non-current liabilities rose ¥66,205 million from a year earlier due to increases in bonds and borrowings and lease obligations.

Total equity increased ¥55,980 million from the previous fiscal year-end, coming to ¥589,377 million on February 28, 2018. This outcome was largely due to increases in retained earnings and non-controlling interests.

As a result, the equity ratio was 31.4%, up from 31.1% in the previous fiscal year; return on equity was 6.3%, up from 5.5%; and total equity attributable to owners of parent per share was ¥4,293.16.

Cash Flows

Cash Flows from Operating Activities

Net cash provided by operating activities was ¥152,729 million, up ¥69,378 million year on year. This outcome was a result of an increase in trade and other payables accompanying a rise in store numbers in the CVS business.

Cash Flows from Investing Activities

Net cash used in investing activities amounted to ¥49,502 million, up ¥18,845 million year on year. This increase was attributable to continued investments in stores due to the conversion of Circle K and Sunkus brand stores to FamilyMart brand stores in the CVS business and existing store renovations in the GMS business, which offset an increase in proceeds from sales of property, plant and equipment and investment property and the effect of the previous fiscal year's acquisition of businesses.

Cash Flows from Financing Activities

Net cash used in financing activities was ¥37,875 million, up ¥32,960 million year on year. This increase reflected a decrease in commercial paper.

As a result, cash and cash equivalents at the end of the fiscal year amounted to ¥253,174 million, up ¥64,885 million from a year earlier.

Capital Expenditures

In fiscal 2017, the Company and its subsidiaries conducted capital expenditures totaling ¥125,314 million primarily for store investments, including those for new store openings and the renovation of existing stores in the CVS business.

Capital Expenditures

	17/2	18/2	YoY
Convenience store business	85,655	116,281	35.8%
General merchandise store business	5,176	9,007	74.0%
Eliminations / Corporate	0	26	—
Total	90,831	125,314	38.0%

In the CVS business, ¥72,015 million of capital expenditures was for new store openings and repairs and renovation of stores, ¥20,206 million was for leasehold deposits associated with store leases, and ¥24,061 million was for investments related to information systems. In the GMS business, ¥7,902 million of capital expenditures was for new openings and repairs and renovations of stores, ¥66 million was for leasehold deposits associated with store leases, and ¥1,040 million was for investments related to information systems.

Aside from store closures, no material sales or retirements of equipment were conducted during fiscal 2017.

Dividend Policies

The Company views returning profits to shareholders as an important management task. We maintain a basic policy of distributing profits to shareholders on a stable and continuous basis commensurate with consolidated operating performance. Guided by this basic policy, we target a consolidated payout ratio of 40%.

The Company's articles of incorporation stipulate that dividend payments can be decided via resolutions by the Board of Directors based on Article 459 (1) of the Companies Act, and it is the Company's basic policy to issue dividend payments twice a year in the form of interim and year-end dividends.

Based on the above policies, the Company has chosen to issue annual dividend payments of ¥112 per share for fiscal 2017, consisting of an interim dividend of ¥56 per share and a year-end dividend of ¥56 per share.

The Company is a company to which consolidated dividend regulations apply.

Medium-to-Long-Term Strategies and Outlook for Fiscal 2018

The business conditions of the retail industry remain challenging in Japan due to changes in the social environment including an aging population and intensified competition among different business formats. In addition, diversifying customer needs are necessitating the creation of products and services based on new ideas. Moreover, corporate social responsibility is increasing with regard to the provision of safe and reliable foods and responses to environmental issues.

To win out in these challenging competitive conditions, the Group will seek growth opportunities by concentrating its management resources to provide unique value.

Convenience Store Business

The domestic CVS business will complete its conversion of stores to the FamilyMart brand by November 2018 with a view to leveraging economies of scale and creating synergies in various areas. Specifically, FamilyMart will strengthen product development and procurement capabilities, consolidate and rationalize production bases and other infrastructure, reorganize delivery routes, and integrate information systems.

As for merchandise, aiming to further enhance product lineups, the Company will continue large-scale capital investment in such facilities as plants that manufacture ready-to-eat items. In store operation, the Company will increase support for franchised stores by lessening the work required for store operation through the streamlining of operating systems and the utilization of IT. As for store development, to build an even higher-quality store network, the Company will implement flexible store-opening strategies that reflect market characteristics. For other business operations, the Company will take steps to heighten customer convenience. For example, FamilyMart aims to roll out financial services that utilize new store-related technologies. Also, the Company will make forays into the fitness business and the laundromat business to expand the businesses of franchised stores.

Management's Discussion and Analysis

General Merchandise Store Business

The GMS business faces the task of responding to major structural changes in society, including the aging of society and a decline in the working-age population. UNY will reinvigorate the business by strengthening profitability while rigorously reforming the structure of operations. To strengthen management foundations, the company will thoroughly analyze asset efficiency and undertake selection and concentration. Meanwhile, UNY will use the conversion of UCS CO., LTD., to a wholly owned subsidiary to intensify collaboration in sales promotions and expand the customer base of the GMS business. Regarding the reconstruction of existing businesses, the company will increase the appeal of product in the clothing, household goods, and food products categories. In tandem with these efforts, UNY will remodel existing stores with a focus on prepared dishes, clothing, and other mainstay categories. With respect to preparations for the formation of a new retail business, starting in 2018 the company and Don Quijote Holdings will convert existing stores and reopen them as double-branded MEGA Don Quijote UNY stores, which combine the strengths and know-how of both companies.

This initiative will capture new customer groups and grow revenues and earnings.

As a result, the Company has set a target of at least ¥60.0 billion for net profit attributable to owners of parent in fiscal 2020.

Consolidated Performance Forecast

For fiscal 2018, the Company forecasts a year-on-year decline of 0.4% in operating revenues, to ¥1,270,200 million, and year-on-year increases of 16.7% in operating profit, to ¥77,300 million, and 18.8% in net profit attributable to owners of parent, to ¥40,000 million.

Earnings Forecast (Consolidated)

	18/2	19/2 (est.)	YoY
Operating revenues	1,275,300	1,270,200	(0.4%)
Core operating income	66,250	77,300	16.7%
Net profit attributable to owners of parent	33,656	40,000	18.8%

(¥ million)

Operational and Other Risks

The following section outlines some of the main risks relating to the Group's operations that could potentially have a significant impact on investors' decisions.

Statements contained within this section that refer to matters in the future have been determined to the best of our knowledge as of the end of the reporting term.

The Company has a Companywide risk management system in place and assesses and classifies the risks that the Company faces according to potential frequency and degree of effect. The Company implements continuous activities commensurate with each risk to minimize its effect. Moreover, the Company advances these activities at its Group companies.

(1) Economic Trends

The Group is mainly engaged in the operation of convenience stores and general merchandise stores. The Group's business performance and financial position could be adversely affected by various factors, including changes in the business climate, consumption trends, and other economic conditions and changes in competition with convenience stores and other retail formats, in its markets in Japan and overseas (Taiwan, Thailand, China, Vietnam, Indonesia, the Philippines, Malaysia, and Hong Kong).

(2) Natural Disasters

The Group's business performance and financial position could be adversely affected by unexpected events, such as fires, acts of terror, and wars, and natural disasters, such as earthquakes, epidemics, and extreme weather events, in Japan and overseas, leading to the destruction of stores, supply stoppages, and other circumstances disrupting the regular operation of FamilyMart stores.

(3) Franchise System

In its convenience store business, the Group engages franchisees to operate its stores under its proprietary "FamilyMart System." The Group's business performance and financial position could be adversely affected by any acts that disrupt the operation of the system or by illegal or scandalous behavior involving franchisees and business partners that causes the suspension of business transactions or undermines public confidence in the chain.

The Group's business performance and financial position could also be adversely affected by the mass termination of franchise contracts with franchisees following a breakdown in relations of trust between the Group and its franchisees.

(4) Food Safety

As an operator of convenience stores and general merchandise stores, the Group is mainly engaged in the marketing of food products to consumers. The Group's business performance and financial position could be adversely affected by any major food safety incident (food poisoning, contamination, illegal mislabeling, etc.) arising despite its best preventive efforts.

The Group is committed to supplying safe food products through such measures as jointly creating with business partners an integrated quality management system that encompasses everything from production to marketing.

(5) Legal and Regulatory Changes

As an operator of stores in Japan and overseas, the Group is subject to legal and regulatory requirements and has acquired official licensing in such areas as food safety, fair trade, and environmental protection. The Group's business performance and financial position could be adversely affected by unforeseen changes in legal and regulatory systems or licensing requirements for the operation of stores or by differences of opinion with regulators leading to increased costs and operational restrictions.

At the present time, the Group is not involved in any litigation that has the potential to significantly impact the Group's performance. The Group's business performance and financial position could, however, be adversely affected by litigation that has a major impact on its performance or social standing or by a decision that negatively affects the Group or its business.

(6) Handling of Personal Information

In its business processes, the Group collects and stores personal information relating to its customers. The Group's business performance and financial position could be adversely affected by any incidents of leakage of personal information that occur despite its best preventive efforts.

To ensure that no unauthorized access or leakage of personal information occurs, the Group conducts compulsory and appropriate supervision of employees that handle personal information while using organizational, human, physical, and technological safety management measures of proven reliability.

(7) IT Systems

The Group has set up IT systems linking Group companies, business partners of the Group, and its franchised stores. The Group's business performance and financial position could be adversely affected by failure, misuse, or other unauthorized use of IT systems that lead to disruption of services and operations.

The Group has set up IT system safety mechanisms.

Consolidated Financial Statements

Consolidated Statement of Financial Position (IFRS)

FamilyMart UNY Holdings Co., Ltd. and Consolidated Subsidiaries
As of February 28, 2017 and February 28, 2018

	Millions of yen		Thousands of U.S. dollars*	
	2017 (February 28, 2017)	2018 (February 28, 2018)	2017 (February 28, 2017)	2018 (February 28, 2018)
ASSETS				
CURRENT ASSETS:				
Cash and cash equivalents	¥ 188,289	¥ 253,174	\$ 2,366,112	
Trade and other receivables	258,729	259,654	2,426,673	
Other financial assets	27,254	19,463	181,897	
Inventories	53,401	55,558	519,234	
Other current assets	27,383	24,838	232,131	
Subtotal	555,056	612,686	5,726,037	
Assets held for sale	3,591	4,485	41,916	
Total current assets	558,646	617,171	5,767,953	
NON-CURRENT ASSETS:				
Property, plant and equipment	367,232	393,596	3,678,467	
Investment property	156,501	137,004	1,280,411	
Goodwill	161,496	155,763	1,455,729	
Intangible assets	71,606	66,252	619,178	
Investments accounted for using the equity method	23,285	23,956	223,888	
Leasehold deposits receivable	140,226	122,917	1,148,757	
Other financial assets	138,146	153,279	1,432,514	
Assets for retirement benefits	927	1,758	16,430	
Deferred tax assets	34,851	47,209	441,206	
Other non-current assets	14,158	13,599	127,093	
Total non-current assets	1,108,428	1,115,334	10,423,682	
TOTAL ASSETS	¥1,667,074	¥1,732,506	\$16,191,645	

* The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥107 to \$1, the approximate rate of exchange at February 28, 2018.

	Millions of yen		Thousands of U.S. dollars*	
	2017 (February 28, 2017)	2018 (February 28, 2018)	2017 (February 28, 2017)	2018 (February 28, 2018)
LIABILITIES AND EQUITY				
CURRENT LIABILITIES:				
Trade and other payables	¥ 279,299	¥ 288,744	\$ 2,698,542	
Deposits received	159,957	152,155	1,422,009	
Bonds and borrowings	117,147	48,864	456,673	
Lease obligations	20,240	27,160	253,832	
Income taxes payable	4,579	7,885	73,692	
Other current liabilities	58,141	57,802	540,206	
Total current liabilities	639,363	582,611	5,444,963	
NON-CURRENT LIABILITIES:				
Bonds and borrowings	276,682	332,282	3,105,439	
Lease obligations	83,812	93,843	877,037	
Other financial liabilities	55,873	53,732	502,168	
Liabilities for retirement benefits	15,245	16,970	158,598	
Provisions	51,309	51,979	485,785	
Other non-current liabilities	11,391	11,711	109,449	
Total non-current liabilities	494,313	560,517	5,238,477	
TOTAL LIABILITIES	1,133,676	1,143,128	10,683,439	
EQUITY:				
Common stock	16,659	16,659	155,692	
Capital surplus	237,008	236,785	2,212,944	
Treasury shares	(441)	(1,104)	(10,318)	
Other components of equity	8,203	15,925	148,832	
Retained earnings	256,414	274,970	2,569,813	
Total equity attributable to owners of parent	517,842	543,235	5,076,963	
Non-controlling interests	15,555	46,143	431,243	
TOTAL EQUITY	533,398	589,377	5,508,196	
TOTAL LIABILITIES AND EQUITY	¥1,667,074	¥1,732,506	\$16,191,645	

Consolidated Financial Statements

Consolidated Statement of Profit or Loss (IFRS)

FamilyMart UNY Holdings Co., Ltd. and Consolidated Subsidiaries
For the years ended February 28, 2017 and February 28, 2018

	Millions of yen		Thousands of U.S. dollars*	
	2017 (From March 1, 2016 to February 28, 2017)	2018 (From March 1, 2017 to February 28, 2018)	2017 (From March 1, 2016 to February 28, 2017)	2018 (From March 1, 2017 to February 28, 2018)
Operating revenues	¥ 843,815	¥1,275,300	\$ 11,918,692	
Cost of sales	(314,584)	(573,136)	(5,356,411)	
Gross profit	529,231	702,164	6,562,280	
Selling, general, and administrative expenses	(473,562)	(635,914)	(5,943,121)	
Equity in earnings of associates and joint ventures	731	908	8,486	
Other income	3,880	9,681	90,477	
Other expenses	(27,304)	(48,865)	(456,682)	
Operating profit	32,976	27,974	261,439	
Finance income	3,301	3,273	30,589	
Finance costs	(2,582)	(2,608)	(24,374)	
Profit before income taxes	33,695	28,639	267,654	
Income taxes	(9,393)	7,913	73,953	
Net profit	¥ 24,302	¥ 36,552	\$ 341,607	
NET PROFIT ATTRIBUTABLE TO:				
Owners of parent	¥ 21,585	¥ 33,656	\$ 314,542	
Non-controlling interests	2,717	2,896	27,065	
Net profit	¥ 24,302	¥ 36,552	\$ 341,607	
EARNINGS PER SHARE (Yen and U.S. Dollars):				
Basic earnings per share	¥ 195.07	¥ 265.82	\$ 2.48	

Consolidated Statement of Comprehensive Income (IFRS)

FamilyMart UNY Holdings Co., Ltd. and Consolidated Subsidiaries
For the years ended February 28, 2017 and February 28, 2018

	Millions of yen		Thousands of U.S. dollars*	
	2017 (From March 1, 2016 to February 28, 2017)	2018 (From March 1, 2017 to February 28, 2018)	2017 (From March 1, 2016 to February 28, 2017)	2018 (From March 1, 2017 to February 28, 2018)
NET PROFIT	¥24,302	¥36,552	\$341,607	
OTHER COMPREHENSIVE INCOME:				
Items that will not be reclassified subsequently to profit or loss				
Financial assets measured at fair value through other comprehensive income	1,918	8,546	79,869	
Remeasurements of defined benefit plans	398	(1,354)	(12,654)	
Share of other comprehensive income of investments accounted for using the equity method	40	(14)	(131)	
Total of items that will not be reclassified subsequently to profit or loss	2,356	7,178	67,084	
Items that may be reclassified subsequently to profit or loss				
Cash flow hedges	401	(149)	(1,393)	
Exchange difference on translating foreign operations	1,420	(542)	(5,065)	
Share of other comprehensive income of investments accounted for using the equity method	(133)	142	1,327	
Total of items that may be reclassified subsequently to profit or loss	1,689	(550)	(5,140)	
Total other comprehensive income, net of tax	4,045	6,628	61,944	
COMPREHENSIVE INCOME	¥28,347	¥43,180	\$403,551	
COMPREHENSIVE INCOME ATTRIBUTABLE TO:				
Owners of parent	¥24,983	¥40,404	\$377,607	
Non-controlling interests	3,364	2,776	25,944	
Comprehensive income	¥28,347	¥43,180	\$403,551	

Consolidated Statement of Changes in Equity (IFRS)

FamilyMart UNY Holdings Co., Ltd. and Consolidated Subsidiaries
For the years ended February 28, 2017 and February 28, 2018

	Millions of yen											
	Equity attributable to owners of parent											
	Common stock	Capital surplus	Treasury shares	Exchange difference on translating foreign operations	Cash flow hedges	Financial assets measured at fair value through other comprehensive income	Remeasurements of defined benefit plans	Total	Retained earnings	Total equity attributable to owners of parent	Non-controlling interests	Total equity
BALANCE, MARCH 1, 2016	¥16,659	¥ 13,705	¥(8,784)	¥(959)		¥ 6,366		¥ 5,408	¥244,889	¥271,876	¥11,646	¥283,522
Net profit									21,585	21,585	2,717	24,302
Other comprehensive income				597	401	1,993	407	3,398		3,398	647	4,045
Total comprehensive income				597	401	1,993	407	3,398	21,585	24,983	3,364	28,347
Purchase of treasury shares			(211)							(211)		(211)
Disposal of treasury shares			0	1							1	1
Cash dividends									(10,536)	(10,536)	(1,649)	(12,185)
Changes due to business combinations		226,761	8,553							235,313	5,678	240,991
Changes in ownership interests in subsidiaries that do not result in a loss of control			(3,458)							(3,458)	(2,181)	(5,639)
Changes in ownership interests in subsidiaries that result in a loss of control											(1,303)	(1,303)
Others									(61)	(61)		(61)
Transfer from other components of equity to retained earnings						(131)	(407)	(538)	538			
Transfer from other components of equity to non-financial assets					(65)			(65)		(65)		(65)
Total transactions with owners		223,303	8,343		(65)	(131)	(407)	(603)	(10,060)	220,983	545	221,528
BALANCE, FEBRUARY 28, 2017	16,659	237,008	(441)	(361)	336	8,228		8,203	256,414	517,842	15,555	533,398
Net profit									33,656	33,656	2,896	36,552
Other comprehensive income				(204)	(133)	8,435	(1,350)	6,748		6,748	(120)	6,628
Total comprehensive income				(204)	(133)	8,435	(1,350)	6,748	33,656	40,404	2,776	43,180
Purchase of treasury shares			(41)							(41)		(41)
Disposal of treasury shares			0	4							4	4
Cash dividends									(14,188)	(14,188)	(3,640)	(17,828)
Changes due to business combinations			(223)							(223)	11,684	11,461
Changes in ownership interests in subsidiaries that do not result in a loss of control			(224)		4	(1)		4		(220)	19,366	19,146
Others			0	(401)					37	(365)	401	37
Transfer from other components of equity to retained earnings						(401)	1,350	950	(950)			
Transfer from other components of equity to non-financial assets					21			21		21		21
Total transactions with owners		(224)	(662)		25	(401)	1,350	974	(15,101)	(15,012)	27,811	12,799
BALANCE, FEBRUARY 28, 2018	¥16,659	¥236,785	¥(1,104)	¥(565)	¥ 228	¥16,262		¥15,925	¥274,970	¥543,235	¥46,143	¥589,377

Thousands of U.S. dollars*

	Thousands of U.S. dollars*											
	Equity attributable to owners of parent											
	Common stock	Capital surplus	Treasury shares	Exchange difference on translating foreign operations	Cash flow hedges	Financial assets measured at fair value through other comprehensive income	Remeasurements of defined benefit plans	Total	Retained earnings	Total equity attributable to owners of parent	Non-controlling interests	Total equity
BALANCE, FEBRUARY 28, 2017	\$155,692	\$2,215,028	\$(4,121)	\$(3,374)	\$ 3,140	\$ 76,897		\$ 76,664	\$2,396,393	\$4,839,645	\$145,374	\$4,985,028
Net profit									314,542	314,542	27,065	341,607
Other comprehensive income				(1,907)	(1,243)	78,832	(12,617)	63,065		63,065	(1,121)	61,944
Total comprehensive income				(1,907)	(1,243)	78,832	(12,617)	63,065	314,542	377,607	25,944	403,551
Purchase of treasury shares			(383)							(383)		(383)
Disposal of treasury shares			0	37							37	37
Cash dividends									(132,598)	(132,598)	(34,019)	(166,617)
Changes due to business combinations			(2,084)							(2,084)	109,196	107,112
Changes in ownership interests in subsidiaries that do not result in a loss of control			(2,093)		37	(9)		37		(2,056)	180,991	178,935
Others			(3,748)						346	(3,411)	3,748	346
Transfer from other components of equity to retained earnings						(3,748)	12,617	8,879	(8,879)			
Transfer from other components of equity to non-financial assets					196			196		196		196
Total transactions with owners		(2,093)	(6,187)		234	(3,748)	12,617	9,103	(141,131)	(140,299)	259,916	119,617
BALANCE, FEBRUARY 28, 2018	\$155,692	\$2,212,944	\$(10,318)	\$(5,280)	\$ 2,131	\$151,981		\$148,832	\$2,569,813	\$5,076,963	\$431,243	\$5,508,196

Consolidated Financial Statements

Consolidated Statement of Cash Flows (IFRS)

FamilyMart UNY Holdings Co., Ltd. and Consolidated Subsidiaries
For the years ended February 28, 2017 and February 28, 2018

	Millions of yen		Thousands of U.S. dollars*
	2017 (From March 1, 2016 to February 28, 2017)	2018 (From March 1, 2017 to February 28, 2018)	2018 (From March 1, 2017 to February 28, 2018)
CASH FLOWS FROM OPERATING ACTIVITIES:			
Profit before income taxes	¥ 33,695	¥ 28,639	\$ 267,654
Depreciation and amortization	47,494	65,180	609,159
Impairment losses	14,568	33,389	312,047
Equity in earnings of associates and joint ventures	(731)	(908)	(8,486)
Decrease (increase) in trade and other receivables	(5,672)	(858)	(8,019)
Decrease (increase) in inventories	1,068	(1,810)	(16,916)
Increase (decrease) in trade and other payables	(21,925)	14,884	139,103
Increase (decrease) in deposits received	(3,481)	(7,743)	(72,364)
Increase (decrease) in assets and liabilities for retirement benefits	(563)	1,543	14,421
Other	30,093	20,896	195,290
Subtotal	94,547	153,212	1,431,888
Interest and dividends received	2,520	3,458	32,318
Interest paid	(2,464)	(2,984)	(27,888)
Income taxes paid	(11,251)	(7,123)	(66,570)
Income tax refund	—	6,166	57,626
Net cash generated by operating activities	83,351	152,729	1,427,374
CASH FLOWS FROM INVESTING ACTIVITIES:			
Purchases of property, plant and equipment and investment property	(49,370)	(45,871)	(428,701)
Proceeds from sales of property, plant and equipment and investment property	2,060	16,601	155,150
Purchases of intangible assets	(7,052)	(9,413)	(87,972)
Payments of leasehold deposits receivable and construction assistance fund receivables	(27,391)	(20,832)	(194,692)
Collection of leasehold deposits receivable and construction assistance fund receivables	10,981	10,489	98,028
Purchases of investments	(1,522)	(8,489)	(79,336)
Proceeds from sales and redemption of investments	3,164	5,531	51,692
Proceeds from acquisition of businesses	36,339	700	6,542
Proceeds from disposal of businesses	905	307	2,869
Payments for disposal of businesses	(2,481)	—	—
Other	3,709	1,474	13,776
Net cash used in investing activities	(30,657)	(49,502)	(462,636)
CASH FLOWS FROM FINANCING ACTIVITIES:			
Proceeds from bonds and borrowings	129,235	228,662	2,137,028
Repayments of bonds and borrowings	(65,326)	(143,039)	(1,336,813)
Repayments of lease obligations	(40,299)	(28,666)	(267,907)
Purchases of treasury shares	(211)	(41)	(383)
Proceeds from sales of interests in subsidiaries to non-controlling shareholders	—	18,800	175,701
Purchases of interests in subsidiaries from non-controlling shareholders	(6,585)	(55)	(514)
Cash dividends paid	(10,536)	(14,188)	(132,598)
Cash dividends paid to non-controlling shareholders	(1,846)	(3,681)	(34,402)
Increase (decrease) in commercial paper	(10,000)	(96,000)	(897,196)
Other	652	333	3,112
Net cash used in financing activities	(4,916)	(37,875)	(353,972)
EFFECTS OF EXCHANGE RATE CHANGE ON CASH AND CASH EQUIVALENTS			
	1,474	(466)	(4,355)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS			
	49,253	64,885	606,402
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR			
	139,036	188,289	1,759,710
CASH AND CASH EQUIVALENTS, END OF YEAR			
	¥188,289	¥253,174	\$2,366,112

History

1971	Feb.	The Nishikawayama Chain Co., Ltd., HOTEIYA Co., Ltd., UNY K.K., and Shin-meihin Co., Ltd., merge to form UNY CO., LTD.	2009	Dec.	The Company includes am/pm Japan Co., Ltd., in its scope of consolidation as a wholly owned subsidiary following the acquisition of shares.
1976	Dec.	UNY CO., LTD., lists its stock on the Nagoya Stock Exchange.	2010	Mar.	The Company integrates with am/pm Japan Co., Ltd., by way of absorption merger.
1978	Mar.	Seiyu Stores, Ltd. (currently Seiyu GK), commences convenience store operations on a franchise system basis.	2011	Apr.	The Company integrates with am/pm Kansai Co., Ltd., by way of absorption merger.
1981	Sept.	The Company's predecessor, Jonas Co., Ltd. (inactive at this time), acquires certain businesses and assets by way of transfer from Seiyu Stores, Ltd., and commences business after changing its name to FamilyMart Co., Ltd.		Nov.	The Company establishes Hangzhou FamilyMart Co., Ltd., in Hangzhou, China.
	Dec.	The Company establishes Chengdu FamilyMart Co., Ltd., in Chengdu, China.		Dec.	The Company establishes Chengdu FamilyMart Co., Ltd., in Chengdu, China.
1984	Jan.	UNY CO., LTD., establishes CIRCLE K JAPAN Co., Ltd.	2012	Feb.	UNY CO., LTD., establishes UNY Group Holdings Co., Ltd., as a preparatory step toward its shift to a holding company framework.
1987	Oct.	The Company establishes Okinawa FamilyMart Co., Ltd., in Okinawa Prefecture.		Apr.	The Company acquires stock of SENIOR LIFE CREATE Co., Ltd.
	Dec.	The Company lists its stock on the Second Section of the Tokyo Stock Exchange.		Apr.	UNY CO., LTD., carries out a public tender for Circle K Sunkus Co., Ltd., with the goal of including the company in its scope of consolidation as a wholly owned subsidiary.
1988	Aug.	The Company establishes Taiwan FamilyMart Co., Ltd., in Taiwan.		Nov.	The Company establishes Philippine FamilyMart CVS, Inc., in the Republic of the Philippines.
1989	Aug.	The Company lists its stock on the First Section of the Tokyo Stock Exchange.		Nov.	The Company establishes Shenzhen FamilyMart Co., Ltd., in Shenzhen, China.
1992	Sept.	The Company establishes Siam FamilyMart Co., Ltd. (currently Central FamilyMart Co., Ltd.), in Thailand.	2013	Feb.	UNY Group Holdings Co., Ltd., shifts to a holding company framework.
1993	Apr.	The Company establishes Minami Kyushu FamilyMart Co., Ltd., in Kagoshima Prefecture.	2014	Jan.	The Company establishes Wuxi FamilyMart Co., Ltd., in Wuxi, China.
1997	Sept.	The Company acquires the stock of Libro Port Co., Ltd. (currently famima Retail Service Co., Ltd.).		May	The Company establishes Beijing FamilyMart Co., Ltd., in Beijing, China.
1998	Nov.	UNY CO., LTD., includes SUNKUS & ASSOCIATES INC. in its scope of consolidation as a subsidiary following the acquisition of shares.		July	The Company establishes DONGGUAN FamilyMart Co., LTD., in Dongguan, China.
2000	May	The Company establishes famima.com Co., Ltd. (currently UFI FUTECH Co., Ltd.).	2015	Oct.	The Company includes Cocostore Corporation in its scope of consolidation as a wholly owned subsidiary following the acquisition of shares.
2002	Feb.	Taiwan FamilyMart Co., Ltd., lists its stock on the GreTai Securities Market, an over-the-counter stock market in Taiwan.		Dec.	The Company integrates with Cocostore Corporation by way of absorption merger.
2004	May	The Company establishes Shanghai FamilyMart Co., Ltd., in Shanghai, China.	2016	Sept.	The Company changes its name to FamilyMart UNY Holdings Co., Ltd., following its integration with UNY Group Holdings Co., Ltd., by way of absorption merger. Circle K Sunkus Co., Ltd., changes its name to FamilyMart Co., Ltd., after assuming responsibility for the convenience store business.
	Sept.	C&S Co., Ltd., CIRCLE K JAPAN Co., Ltd., and SUNKUS & ASSOCIATES INC., merge to form Circle K Sunkus Co., Ltd.		Sept.	The Company lists its stock on the First Section of the Nagoya Stock Exchange.
2006	Sept.	The Company establishes Guangzhou FamilyMart Co., Ltd., in Guangzhou, China.	2017	Nov.	The Company transfers 40.0% of the issued shares of UNY CO., LTD., to Don Quijote Holdings Co., Ltd. UD Retail Co., Ltd., is established as a wholly owned subsidiary of UNY through a capital and business alliance with Don Quijote Holdings Co., Ltd.
2007	July	The Company establishes Suzhou FamilyMart Co., Ltd., in Suzhou, China.			

Corporate Data / Investor Information

Corporate Data

(As of February 28, 2018)

Corporate name	FamilyMart UNY Holdings Co., Ltd.
Head office	1-1, Higashi-Ikebukuro 3-chome, Toshima-ku, Tokyo 170-6017, Japan Telephone: (81) 3-3989-7301 From February 2019: 1-21, Shibaura 3-chome, Minato-ku, Tokyo
Incorporated	September 1, 1981
Common stock	¥16,659 million
Fiscal year	March 1 to the last day of February
Objective of business	A holding company for operators of general merchandise stores and convenience stores, etc.
Group's net sales in Japan	¥3,900,544 million (Fiscal year ended February 2018)
Number of employees	17,777 (consolidated)
Authorized shares	250,000,000
Issued shares	126,712,313 (Treasury stock: 177,428 shares)
Number of shareholders	26,978
Stock exchange listings	Tokyo Stock Exchange (First Section), Nagoya Stock Exchange (First Section)
Securities code	8028
Trading unit of shares	100 shares
Transfer agent	Sumitomo Mitsui Trust Bank, Limited
Independent auditors	Deloitte Touche Tohmatsu LLC
Ordinary general meeting of shareholders	May each year

Principal Shareholders

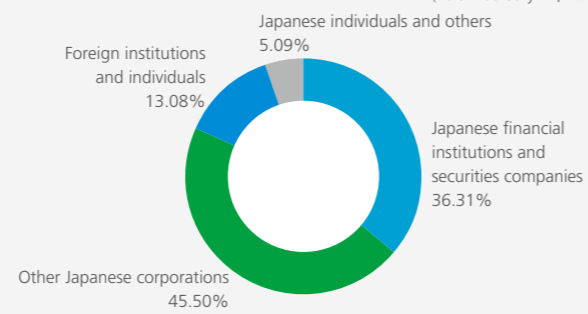
(As of February 28, 2018)

Name of Shareholders	Number of Shares (thousands)	Shareholdings (%)
ITOCHU Corporation	49,930	39.40
The Master Trust Bank of Japan, Ltd. (Trust account)	18,133	14.31
Japan Trustee Services Bank, Ltd. (Trust account)	9,124	7.20
NTT DOCOMO, INC.	2,930	2.31
Trust & Custody Services Bank, Ltd. (Securities Investment Trust Account)	2,551	2.01
Nippon Life Insurance Company	2,510	1.98
STATE STREET BANK WEST CLIENT-TREATY 505234	1,895	1.49
BNP Paribas Securities (Japan) Limited	1,673	1.32
FamilyMart Business Partner Shareholding Association	1,388	1.09
Japan Trustee Services Bank, Ltd. (Trust account 5)	1,202	0.94
Total	91,342	72.08

Notes: 1. In addition to the above, the Company holds 177,428 shares of treasury stock.
2. Figures under shareholdings represent shares as a percentage of the total number of issued shares.

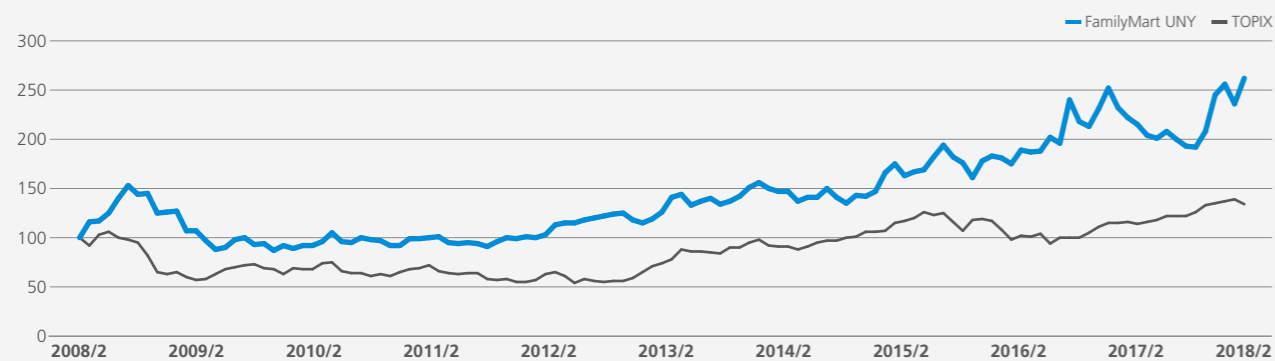
Distribution of Shares

(As of February 28, 2018)



* Excluding shares of less than one trading unit

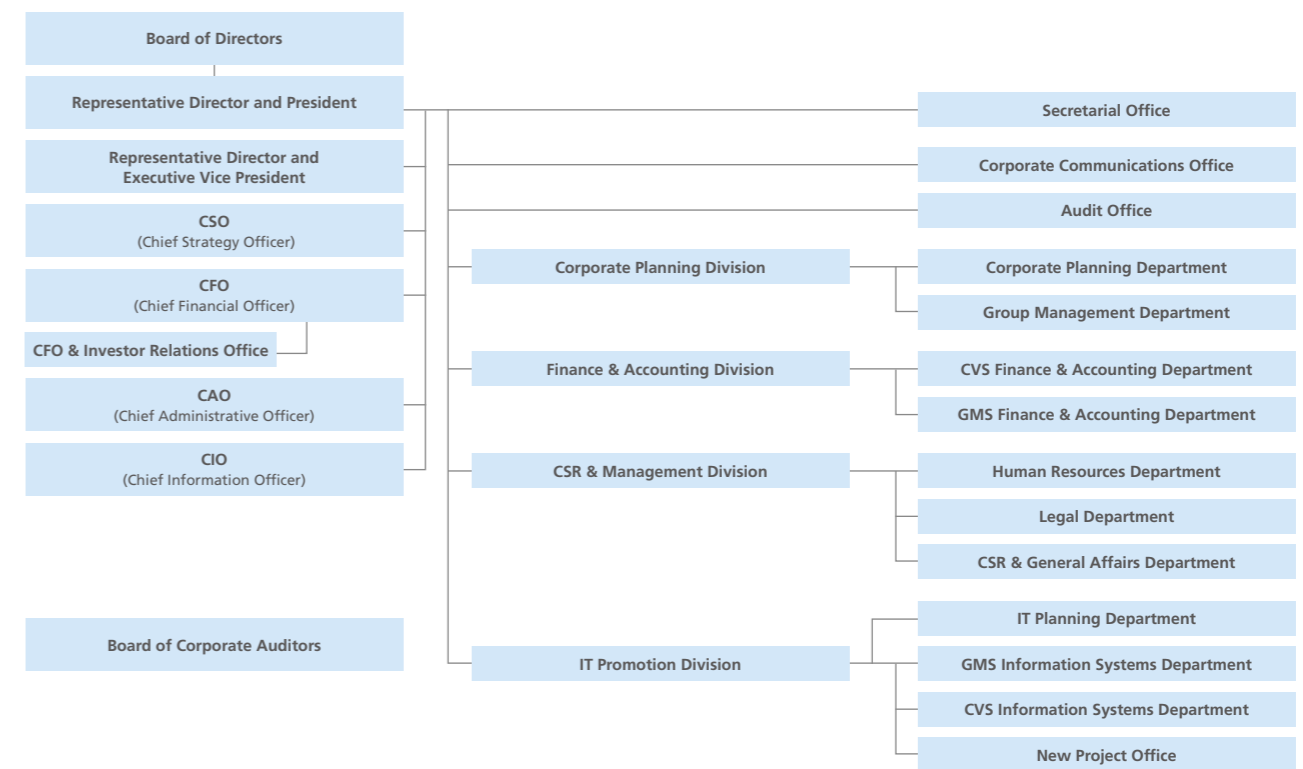
Stock Price (2008/2=100)



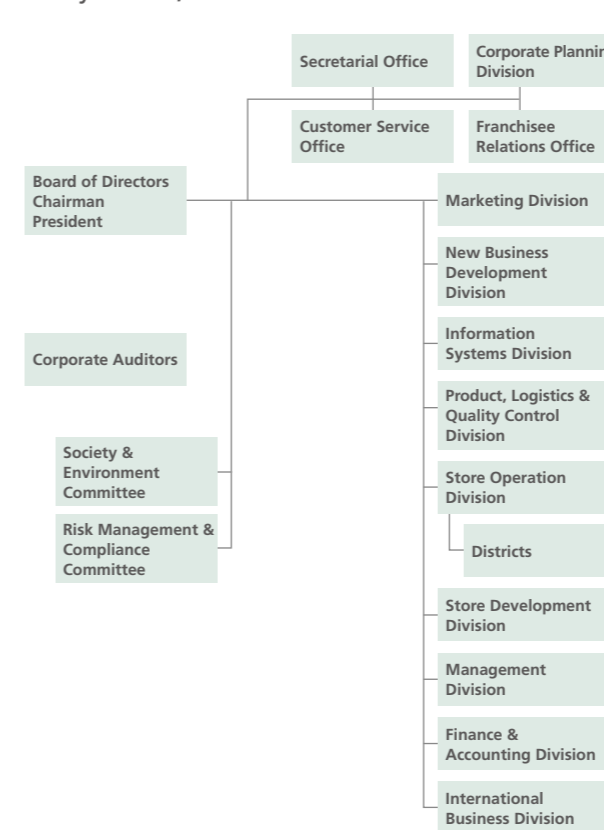
Organization

(As of June 1, 2018)

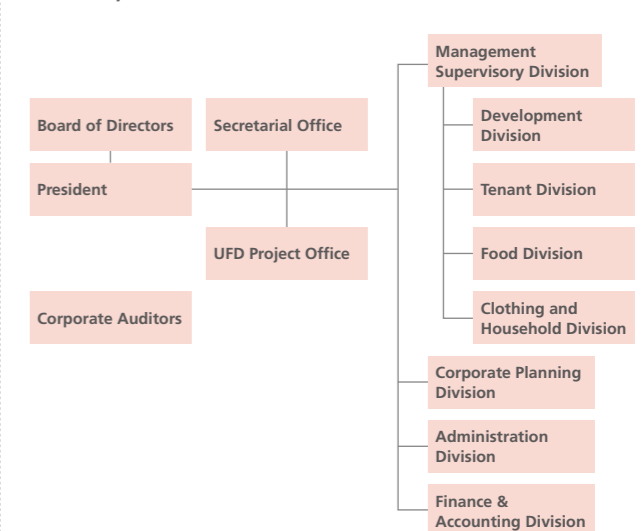
FamilyMart UNY Holdings Co., Ltd.



FamilyMart Co., Ltd.



UNY CO., LTD.



FamilyMart UNY Holdings Co.,Ltd.

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