



FamilyMart

**Summary of selected data
for the 1st half of FYE February 2007**

November 2006

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1. Financial summary (consolidated)

| Financial summary | | | | | |
|--------------------------------|------------|------------|------------|------------|------------|
| (¥ mn) | FYE 2/2004 | FYE 2/2005 | FYE 2/2006 | FYE 8/2005 | FYE 8/2006 |
| Total operating revenues | 228,977 | 252,901 | 276,443 | 139,198 | 153,586 |
| Operating income | 29,093 | 30,869 | 32,662 | 18,030 | 18,038 |
| Net income | 13,788 | 12,623 | 14,195 | 9,393 | 9,420 |
| Basic net income per share (¥) | 141.5 | 129.5 | 145.7 | 97.0 | 98.7 |
| Net assets | 147,524 | 156,931 | 168,233 | 165,048 | 167,368 |
| Total assets | 309,315 | 286,771 | 314,121 | 313,793 | 327,175 |
| Book value per share (¥) | 1,522.3 | 1,619.5 | 1,736.2 | 1,704.2 | 1,736.2 |
| ROA (%) | 4.9 | 4.2 | 4.7 | 3.1 | 2.9 |
| ROE (%) | 9.7 | 8.3 | 8.7 | 5.8 | 5.7 |

Note: Net assets as of August 31, 2006 includes minority interests ¥ 6,945 million, as a result of change in accounting principle.

1. Financial summary (non-consolidated)

Financial summary

| (¥ mn) | <u>FYE 2/2004</u> | <u>FYE 2/2005</u> | <u>FYE 2/2006</u> | <u>FYE 8/2005</u> | <u>FYE 8/2006</u> |
|--------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Total net sales of FamilyMart stores | 954,445 | 998,491 | 1,031,736 | 527,635 | 543,819 |
| Operating revenues | 162,507 | 173,371 | 184,065 | 94,475 | 100,152 |
| Operating income | 27,266 | 28,646 | 29,781 | 16,977 | 17,235 |
| Net income | 13,710 | 12,961 | 10,365 | 9,124 | 9,662 |
| Basic net income per share (¥) | 141.1 | 133.3 | 106.5 | 94.2 | 101.2 |

| (¥ mn) | <u>FYE 2/2004</u> | <u>FYE 2/2005</u> | <u>FYE 2/2006</u> | <u>FYE 8/2005</u> | <u>FYE 8/2006</u> |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|
| Common stock | 16,659 | 16,659 | 16,659 | 16,659 | 16,659 |
| Number of shares issued (thousands of shares) | 97,683 | 97,683 | 97,683 | 97,683 | 97,683 |
| Net assets | 153,061 | 162,567 | 169,383 | 169,929 | 162,028 |
| Total assets | 291,669 | 267,771 | 282,203 | 292,680 | 295,757 |
| Book value per share (¥) | 1,579.8 | 1,678.1 | 1,748.6 | 1,754.6 | 1,753.5 |
| <i>ROA (%)</i> | <i>5.2</i> | <i>4.6</i> | <i>3.8</i> | <i>3.3</i> | <i>3.3</i> |
| <i>ROE (%)</i> | <i>9.3</i> | <i>8.2</i> | <i>6.2</i> | <i>5.5</i> | <i>5.8</i> |

Share price performance

| (¥) | <u>FYE 2/2004</u> | <u>FYE 2/2005</u> | <u>FYE 2/2006</u> | <u>FYE 8/2005</u> | <u>FYE 8/2006</u> |
|-------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Highest price during the term | 3,020 | 3,730 | 4,210 | 3,640 | 3,920 |
| Lowest price during the term | 1,775 | 2,695 | 3,050 | 3,050 | 3,010 |

2. Consolidated subsidiaries

Number of consolidated subsidiaries

| | FYE 2/2006 | | | FYE 8/2006 | | | Increase | | |
|--|---------------------------|----------|-------|------------|----------|-------|----------|----------|-------|
| | Domestic | Overseas | Total | Domestic | Overseas | Total | Increase | Decrease | Total |
| | Consolidated Subsidiaries | 3 | 4 | 7 | 3 | 4 | 7 | - | - |
| Non-consolidated Subsidiaries and Associated companies, accounted for by equity method | 5 | 9 | 14 | 5 | 9 | 14 | - | - | - |
| Total | 8 | 13 | 21 | 8 | 13 | 21 | - | - | - |

Main consolidated subsidiaries

| Company's name | Operating revenues | | Operating income | | Net income | |
|-----------------------------|--------------------|--------|------------------|--------|------------|--------|
| | FYE | FYE | FYE | FYE | FYE | FYE |
| | 8/2005 | 8/2006 | 8/2005 | 8/2006 | 8/2005 | 8/2006 |
| (¥ mn) | | | | | | |
| Taiwan FamilyMart Co., Ltd. | 12,084 | 14,148 | 1,120 | 1,275 | 743 | 961 |
| Siam FamilyMart Co., Ltd. | 7,818 | 9,147 | (462) | (372) | (563) | (610) |
| famima.com Co., Ltd. | 27,409 | 33,575 | 409 | 167 | 398 | 141 |
| FAMIMA CORPORATION | - | 213 | (83) | (277) | (83) | (280) |

Main equity-accounted affiliates

| Company's name | Net income | | Notes |
|------------------------------------|------------|--------|------------------------------|
| | FYE | FYE | |
| | 8/2005 | 8/2006 | |
| (¥ mn) | | | |
| Minami Kyushu FamilyMart Co., Ltd. | 179 | 151 | |
| Okinawa FamilyMart Co., Ltd. | 193 | 212 | |
| Hokkaido FamilyMart Co., Ltd. | - | (51) | Established in February 2006 |
| BOKWANG FAMILYMART CO., LTD. | 1,315 | 1,483 | |
| Famima Credit Corp. | (482) | (192) | |

3. Forecast for the Fiscal Year Ending February 2007

| Consolidated | | | | |
|--------------|---------------------------|-------------------------|-------------------|---------------------------------------|
| (¥ mn) | <u>Operating revenues</u> | <u>Operating income</u> | <u>Net income</u> | <u>Basic net income per share (¥)</u> |
| Full Year | 307,500 | 33,400 | 16,100 | 174.2 |

| Non-consolidated | | | | | |
|------------------|---|---------------------------|-------------------------|-------------------|---------------------------------------|
| (¥ mn) | <u>Total net sales of FamilyMart stores</u> | <u>Operating revenues</u> | <u>Operating income</u> | <u>Net income</u> | <u>Basic net income per share (¥)</u> |
| Full Year | 1,094,900 | 199,900 | 30,400 | 15,900 | 172.1 |

4. Consolidated statements of income

Six months ended August 31, 2006 and August 31, 2005

| (¥ mn) | FYE 8/2005 | FYE 8/2006 | Increase |
|--|----------------|----------------|---------------|
| Operating revenues: | | | |
| Commission from franchised stores | 70,666 | 73,112 | 2,446 |
| Net sales | 59,007 | 70,021 | 11,014 |
| Other operating revenues | 9,525 | 10,453 | 928 |
| Total operating revenues | 139,198 | 153,586 | 14,388 |
| Operating expenses: | | | |
| Cost of sales | 48,350 | 57,002 | 8,652 |
| Selling, general and administrative expenses | 72,818 | 78,546 | 5,728 |
| Total operating expenses | 121,168 | 135,548 | 14,380 |
| Operating income | 18,030 | 18,038 | 8 |
| Other income (expenses): | | | |
| Interest and dividend income | 408 | 548 | 140 |
| Equity in earnings of unconsolidated subsidiaries and associated companies | 128 | 137 | 9 |
| Gain on sales of marketable and investment securities-net | 74 | 133 | 59 |
| Loss on devaluation of marketable and investment securities | (103) | - | 103 |
| Loss on disposals/sales of property and store facilities-net | (1,054) | (1,042) | 12 |
| Loss on cancellations of lease contracts | (378) | (513) | (135) |
| Loss on impairment long-lived assets | (587) | (573) | 14 |
| Other-net | (113) | 118 | 231 |
| Other expenses-net | (1,625) | (1,192) | 433 |
| Income before income taxes and minority interests | 16,405 | 16,846 | 441 |
| Income taxes: | | | |
| Current | 6,800 | 7,490 | 690 |
| Deferred | (131) | (430) | (299) |
| Total income taxes | 6,669 | 7,060 | 391 |
| Minority interests in net income | 343 | 366 | 23 |
| Net income | 9,393 | 9,420 | 27 |

5. Major fluctuations in consolidated statements of income

| Operating revenues | | | | |
|-----------------------------------|------------|------------|----------|---|
| (¥ mn) | FYE 8/2005 | FYE 8/2006 | Increase | Notes |
| Commission from franchised stores | 70,666 | 73,112 | 2,446 | (Parent company) Increase in sales of franchised stores |
| Net sales | 59,007 | 70,021 | 11,014 | (famima.com) Increase in sales related to Famiport (Multimedia Kiosk) / (Parent company) Increase in operating days at Company-owned stores |
| Other operating revenues | 9,525 | 10,453 | 928 | (Parent company) Increase in revenue from logistics operations |
| Total operating revenues | 139,198 | 153,586 | 14,388 | |

| Selling, general and administrative expenses | | | | |
|--|------------|------------|----------|--|
| (¥ mn) | FYE 8/2005 | FYE 8/2006 | Increase | Notes |
| Rental costs | 23,687 | 26,820 | 3,133 | (Parent company) Increase in store leasing contracts |
| Personnel expenses | 15,238 | 16,902 | 1,664 | (Parent company) Increase in part-time employees' salaries owing to increase in operating days at Company-owned stores |
| Maintenance and lease | 8,346 | 8,032 | (314) | |
| Advertising and promotional expenditure | 5,423 | 5,555 | 132 | |
| Depreciation and amortization expense | 5,803 | 5,631 | (173) | |
| Others | 14,321 | 15,606 | 1,284 | |
| Total | 72,818 | 78,546 | 5,727 | |

| Net income | | | | |
|--|------------|------------|----------|-------|
| (¥ mn) | FYE 8/2005 | FYE 8/2006 | Increase | Notes |
| Consolidated | 9,393 | 9,420 | 27 | |
| (Non-consolidated) | 9,124 | 9,662 | 538 | |
| (Consolidated/Non-consolidated ratios) | 1.03x | 0.97x | (0.06x) | |

6. Consolidated balance sheets

August 31, 2006 and February 28, 2006

| (¥ mn) | FYE 2/2006 | FYE 8/2006 | Increase |
|---|----------------|----------------|----------------|
| Assets | | | |
| Current assets: | | | |
| Cash and cash equivalents | 86,189 | 82,770 | (3,419) |
| Time deposits | 5 | 5 | - |
| Marketable securities | 9,853 | 10,504 | 651 |
| Receivables: | | | |
| Due from franchised stores | 8,359 | 7,513 | (846) |
| Short-term loans | 259 | 212 | (47) |
| Other | 18,430 | 18,129 | (301) |
| Allowance for doubtful receivables | (1,094) | (1,141) | (47) |
| Merchandise and supplies | 6,906 | 7,550 | 644 |
| Deferred tax assets | 3,548 | 3,721 | 173 |
| Prepaid expenses and other current assets | 15,123 | 16,427 | 1,304 |
| Total current assets | 147,578 | 145,690 | (1,888) |
| Property and store facilities: | | | |
| Land | 13,004 | 12,882 | (122) |
| Buildings and structures | 51,700 | 52,826 | 1,126 |
| Machinery and equipment | 3,690 | 3,703 | 13 |
| Furniture and fixtures | 41,615 | 43,094 | 1,479 |
| Construction in progress | 182 | 362 | 180 |
| Total | 110,191 | 112,867 | 2,676 |
| Accumulated depreciation | (56,080) | (57,372) | (1,292) |
| Net property and store facilities | 54,111 | 55,495 | 1,384 |
| Investments and other assets: | | | |
| Investment securities | 6,735 | 11,792 | 5,057 |
| Investments in and advances to unconsolidated subsidiaries and associated companies | 10,943 | 12,507 | 1,564 |
| Software | 5,588 | 7,646 | 2,058 |
| Goodwill | 1,029 | 944 | (85) |
| Leasehold deposits | 80,644 | 83,479 | 2,835 |
| Deferred tax assets | 2,750 | 3,308 | 558 |
| Other assets | 4,743 | 6,314 | 1,571 |
| Total investments and other assets | 112,432 | 125,990 | 13,558 |
| Total | 314,121 | 327,175 | 13,054 |

6. Consolidated balance sheets (continued)

August 31, 2006 and February 28, 2006

| (¥ mn) | FYE 2/2006 | FYE 8/2006 | Increase |
|---|----------------|----------------|------------------|
| Liabilities and shareholders' equity / Net assets | | | |
| Current liabilities: | | | |
| Short-term bank loans | 518 | 542 | 24 |
| Payables: | | | |
| Trade notes | 744 | 690 | (54) |
| Trade for franchised and Company-owned stores | 59,622 | 72,313 | 12,691 |
| Due to franchised stores | 2,835 | 4,322 | 1,487 |
| Other | 15,409 | 16,552 | 1,143 |
| Income taxes payable | 5,870 | 8,013 | 2,143 |
| Utility payments received | 31,003 | 34,474 | 3,471 |
| Accrued expenses | 3,596 | 3,390 | (206) |
| Allowance for impairment loss on leased property | 156 | 159 | 3 |
| Other current liabilities | 1,804 | 2,200 | 396 |
| Total current liabilities | 121,557 | 142,655 | 21,098 |
| Long-term liabilities: | | | |
| Liability for retirement benefits | 5,369 | 5,424 | 55 |
| Leasehold deposits from franchised stores | 10,449 | 10,402 | (47) |
| Other long-term liabilities | 988 | 1,326 | 338 |
| Total long-term liabilities | 16,806 | 17,152 | 346 |
| Minority Interests | 7,525 | - | (7,525) |
| Shareholders' equity: | | | |
| Common stock-authorized, 250,000,000 shares; issued, 97,683,133 shares | 16,659 | - | (16,659) |
| Capital surplus | 17,057 | - | (17,057) |
| Retained earnings | 135,576 | - | (135,576) |
| Unrealized gain (loss) on available-for-sale securities | 878 | - | (878) |
| Foreign currency translation adjustments | (168) | - | 168 |
| Total | 170,002 | - | (170,002) |
| Treasury stock-at cost (834,204shares) | (1,769) | - | 1,769 |
| Total shareholders' equity | 168,233 | - | (168,233) |
| Total | 314,121 | - | (314,121) |
| Net assets | | | |
| Shareholders' equity: | | | |
| Common stock-authorized, 250,000,000 shares; issued, 97,683,133 shares | - | 16,659 | 16,659 |
| Capital surplus | - | 17,869 | 17,869 |
| Retained earnings | - | 142,849 | 142,849 |
| Treasury stock-at cost (837,373shares) | - | (17,029) | (17,029) |
| Total shareholders' equity | - | 160,348 | 160,348 |
| Valuable difference: | | | |
| Unrealized gain or loss on available-for-sale securities | - | 433 | 433 |
| Foreign currency translation adjustments | - | (358) | (358) |
| Total Valuable difference | - | 75 | 75 |
| Minority interests | - | 6,945 | 6,945 |
| Total net assets | - | 167,368 | 167,368 |
| Total | - | 327,175 | 327,175 |

7. Major fluctuations in consolidated balance sheets

| Current assets | | | | |
|---|------------|------------|----------|-------|
| (¥ mn) | FYE 2/2006 | FYE 8/2006 | Increase | Notes |
| Cash and cash equivalents | 86,189 | 82,770 | (3,419) | |
| Marketable securities | 9,853 | 10,504 | 651 | |
| Receivables: | | | | |
| Due from franchised stores | 8,359 | 7,513 | (846) | |
| Other | 18,430 | 18,129 | (301) | |
| Merchandise and supplies | 6,906 | 7,550 | 644 | |
| Prepaid expenses and other current assets | 15,123 | 16,427 | 1,304 | |

| Fixed assets | | | | |
|-----------------------------------|------------|------------|----------|---|
| (¥ mn) | FYE 2/2006 | FYE 8/2006 | Increase | Notes |
| Net property and store facilities | 54,111 | 55,495 | 1,384 | |
| Investment securities | 6,735 | 11,792 | 5,057 | (Parent company) Increase in investment in securities |

| Current liabilities | | | | |
|---|------------|------------|----------|---|
| (¥ mn) | FYE 2/2006 | FYE 8/2006 | Increase | Notes |
| Payables: | | | | |
| Trade for franchised and Company-owned stores | 59,622 | 72,313 | 12,691 | (Parent company) Increase in trade accounts payable for franchised stores |
| Other | 15,409 | 16,552 | 1,143 | |
| Utility payments received | 31,003 | 34,474 | 3,471 | (Parent company) Increase in public utility charges-received |
| Accrued expenses | 3,596 | 3,390 | (206) | |

| Long-term liabilities | | | | |
|---|------------|------------|----------|-------|
| (¥ mn) | FYE 2/2006 | FYE 8/2006 | Increase | Notes |
| Liability for retirement benefits | 5,369 | 5,424 | 55 | |
| Leasehold deposits from franchised stores | 10,449 | 10,402 | (47) | |

8. Non-consolidated statements of income

Six months ended August 31, 2006 and August 31, 2005

| (¥ mn) | FYE 8/2005 | FYE 8/2006 | Increase |
|--|----------------|----------------|---------------|
| Net sales of Company-owned stores | 22,452 | 25,465 | 3,013 |
| Net sales of franchised stores | 505,183 | 518,354 | 13,171 |
| Total net sales of FamilyMart stores | 527,635 | 543,819 | 16,184 |
| Commission from franchised stores | 65,469 | 67,372 | 1,903 |
| Net sales of Company-owned stores | 22,452 | 25,465 | 3,013 |
| Other operating revenues | 6,554 | 7,315 | 761 |
| Total operating revenues | 94,475 | 100,152 | 5,677 |
| Cost of sales of Company-owned stores | 16,054 | 18,113 | 2,059 |
| Selling, general and administrative expenses | 61,445 | 64,804 | 3,359 |
| Total operating cost and expenses | 77,499 | 82,917 | 5,418 |
| Operating income | 16,977 | 17,235 | 258 |
| Net income | 9,124 | 9,662 | 538 |
| Basic net income per share (¥) | 94.2 | 101.2 | 7.0 |

9. Breakdown of sales by merchandise category (Non-consolidated)

| (¥ mn) | FYE 8/2004 | | | FYE 8/2005 | | | FYE 8/2006 | | |
|---|----------------|---------------|---------------|----------------|---------------|---------------|----------------|---------------|---------------|
| | | YoY | Share | | YoY | Share | | YoY | Share |
| Fast food | 9,014 | 111.5% | 1.8% | 13,122 | 145.6% | 2.5% | 15,497 | 118.1% | 2.8% |
| Daily food | 170,354 | 103.4% | 33.5% | 175,849 | 103.2% | 33.3% | 180,379 | 102.6% | 33.2% |
| Processed food | 165,973 | 105.5% | 32.7% | 166,183 | 100.1% | 31.5% | 168,785 | 101.6% | 31.0% |
| Liquor (License goods) | 31,164 | 107.3% | 6.1% | 31,331 | 100.5% | 5.9% | 31,423 | 100.3% | 5.8% |
| Food sub-total | 345,341 | 104.6% | 68.0% | 355,154 | 102.8% | 67.3% | 364,661 | 102.7% | 67.0% |
| Non-food items | 127,840 | 104.5% | 25.2% | 132,063 | 103.3% | 25.0% | 139,653 | 105.7% | 25.7% |
| Cigarette (License goods) | 70,046 | 112.7% | 13.8% | 75,324 | 107.5% | 14.3% | 82,580 | 109.6% | 15.2% |
| Services | 19,064 | 108.3% | 3.8% | 18,598 | 97.6% | 3.5% | 12,425 | 66.8% | 2.3% |
| Electronic Commerce | 15,727 | 126.7% | 3.0% | 21,820 | 138.7% | 4.1% | 27,080 | 124.1% | 5.0% |
| Total net sales of FamilyMart stores | 507,972 | 105.3% | 100.0% | 527,635 | 103.9% | 100.0% | 543,819 | 103.1% | 100.0% |

| | |
|-----------------|---|
| Note | The main description of each merchandise category as follows: |
| Fast food: | Fried chickens, steamed meat buns, oden, french fries and croquettes etc. made and sold over the counter. |
| Daily food: | Lunch boxes, noodles, sandwiches, delicatessen, desserts etc. |
| Processed food: | Beverages, alcoholic beverages, instant noodles, confectionery, seasonings etc. |
| Non-food items: | Magazines, CDs, daily goods, cigarette etc. |
| Services: | Highwayl cards(FYE8/2004,FYE8/2005), copy service, express service etc. |
| EC: | Sales by Famiport(Multimedia Kiosk) and internet shopping. |

10. Gross profit ratio (Non-consolidated)

| | FYE 8/2004 | | FYE 8/2005 | | FYE 8/2006 | | FYE 2/2007 (Forecast) | |
|---------------------------|---------------|--------------|---------------|--------------|---------------|--------------|--------------------------|--------------|
| | | YoY | | YoY | | YoY | | YoY |
| Fast food | 51.97% | 15.29% | 51.52% | (0.45%) | 51.98% | 0.46% | | |
| Daily food | 33.80% | 0.12% | 34.12% | 0.32% | 34.71% | 0.59% | | |
| Processed food | 33.27% | 0.64% | 33.94% | 0.67% | 34.34% | 0.40% | | |
| Liquor (License goods) | 21.77% | 1.67% | 22.62% | 0.85% | 22.77% | 0.15% | | |
| Food sub-total | 34.02% | 0.77% | 34.68% | 0.66% | 35.27% | 0.59% | | |
| Non-food items | 19.89% | (0.95%) | 19.63% | (0.26%) | 19.27% | (0.36%) | | |
| Cigarette (License goods) | 10.44% | (0.25%) | 10.48% | 0.04% | 10.75% | 0.27% | | |
| Services | 9.71% | (1.35%) | 9.90% | 0.19% | 13.84% | 3.94% | | |
| Electronic Commerce | 3.78% | 0.37% | 3.66% | (0.12%) | 3.34% | (0.32%) | | |
| Total | 28.61% | 0.08% | 28.76% | 0.15% | 29.08% | 0.32% | 29.35% | 0.58% |

11. Other operating data

Business performance

| | FYE 8/2004 | | FYE 8/2005 | | FYE 8/2006 | | FYE 2/2007 (Forecast) | |
|---|------------|-------|------------|-------|------------|-------|--------------------------|------|
| | YoY | | YoY | | YoY | | YoY | |
| | | | | | | | | |
| Avg. daily sales (¥ 1,000) | | | | | | | | |
| Total stores | 482 | 11 | 482 | - | 472 | (10) | 472 | 4 |
| Existing stores | 482 | 11 | 484 | 2 | 476 | (8) | 474 | 3 |
| New stores | 486 | 24 | 450 | (36) | 427 | (23) | 420 | 2 |
| Number of customers | | | | | | | | |
| Total stores | 854 | 28 | 856 | 2 | 844 | (12) | 840 | 5 |
| Existing stores | 853 | 27 | 857 | 4 | 849 | (8) | 844 | 6 |
| Spend per customer (¥) | | | | | | | | |
| Total stores | 565 | (5) | 563 | (2) | 559 | (4) | 562 | 1 |
| Existing stores | 565 | (6) | 564 | (1) | 560 | (4) | 562 | - |
| Growth rate of avg. daily sales of existing stores (%) | 101.2 | 6.0 | 98.8 | (2.4) | 97.4 | (1.4) | 99.7 | 1.3 |
| Average inventory (¥ 1,000) | 5,432 | (338) | 5,397 | (35) | 5,402 | 5 | 5,351 | (23) |
| Turnover of goods | 16.0 | 1.0 | 16.0 | - | 15.7 | (0.3) | 31.5 | 1.0 |

Business hours

| | FYE 8/2004 | | | FYE 8/2005 | | | FYE 8/2006 | | |
|----------|---------------|--------|-------------|---------------|--------|-------------|---------------|--------|-------------|
| | No. of stores | Share | Changes | No. of stores | Share | Changes | No. of stores | Share | Changes |
| | | | from 2/2004 | | | from 2/2005 | | | from 2/2006 |
| 24 hours | 5,649 | 96.7% | 86 | 5,943 | 97.1% | 143 | 6,229 | 97.1% | 123 |
| Others | 195 | 3.3% | (12) | 179 | 2.9% | (15) | 183 | 2.9% | 5 |
| Total | 5,844 | 100.0% | 74 | 6,122 | 100.0% | 128 | 6,412 | 100.0% | 128 |

11. Other operating data (continued)

Liquor-licensed and cigarette-licensed stores

| | FYE 8/2004 | | | FYE 8/2005 | | | FYE 8/2006 | | |
|----------------|---------------|--------------|---------------------|---------------|--------------|---------------------|---------------|--------------|---------------------|
| | No. of stores | Share | Changes from 2/2004 | No. of stores | Share | Changes from 2/2005 | No. of stores | Share | Changes from 2/2006 |
| Liquor | 4,734 | 81.0% | 448 | 5,155 | 84.2% | 123 | 5,184 | 80.8% | - |
| Cigarette | 4,460 | 76.3% | 129 | 4,769 | 77.9% | 155 | 4,917 | 76.7% | 47 |
| Details : | | | | | | | | | |
| Only liquor | 1,089 | 18.6% | 91 | 1,108 | 18.1% | (18) | 1,129 | 17.6% | 32 |
| Only cigarette | 815 | 13.9% | (228) | 722 | 11.8% | 14 | 862 | 13.4% | 79 |
| Both | <u>3,645</u> | <u>62.4%</u> | <u>357</u> | <u>4,047</u> | <u>66.1%</u> | <u>141</u> | <u>4,055</u> | <u>63.2%</u> | <u>(32)</u> |
| Total | 5,549 | 95.0% | 220 | 5,877 | 96.0% | 137 | 6,046 | 94.3% | 79 |

Note : In Japan, sales of alcoholic beverages and cigarettes are strictly controlled by the government and require a license.

Number of employees (non-consolidated)

| | FYE 8/2004 | | FYE 8/2005 | | FYE 8/2006 | |
|-------------------------------|------------|---------------------|------------|---------------------|------------|---------------------|
| | | Changes from 2/2004 | | Changes from 2/2005 | | Changes from 2/2006 |
| Number of full-time employees | 2,318 | 73 | 2,474 | 123 | 2,767 | 227 |
| Store developers | 142 | (4) | 157 | 5 | 176 | 9 |
| Store supervisors | 829 | 33 | 849 | 23 | 874 | 8 |
| Number of part-time employees | 1,324 | 118 | 1,506 | 158 | 1,725 | 209 |

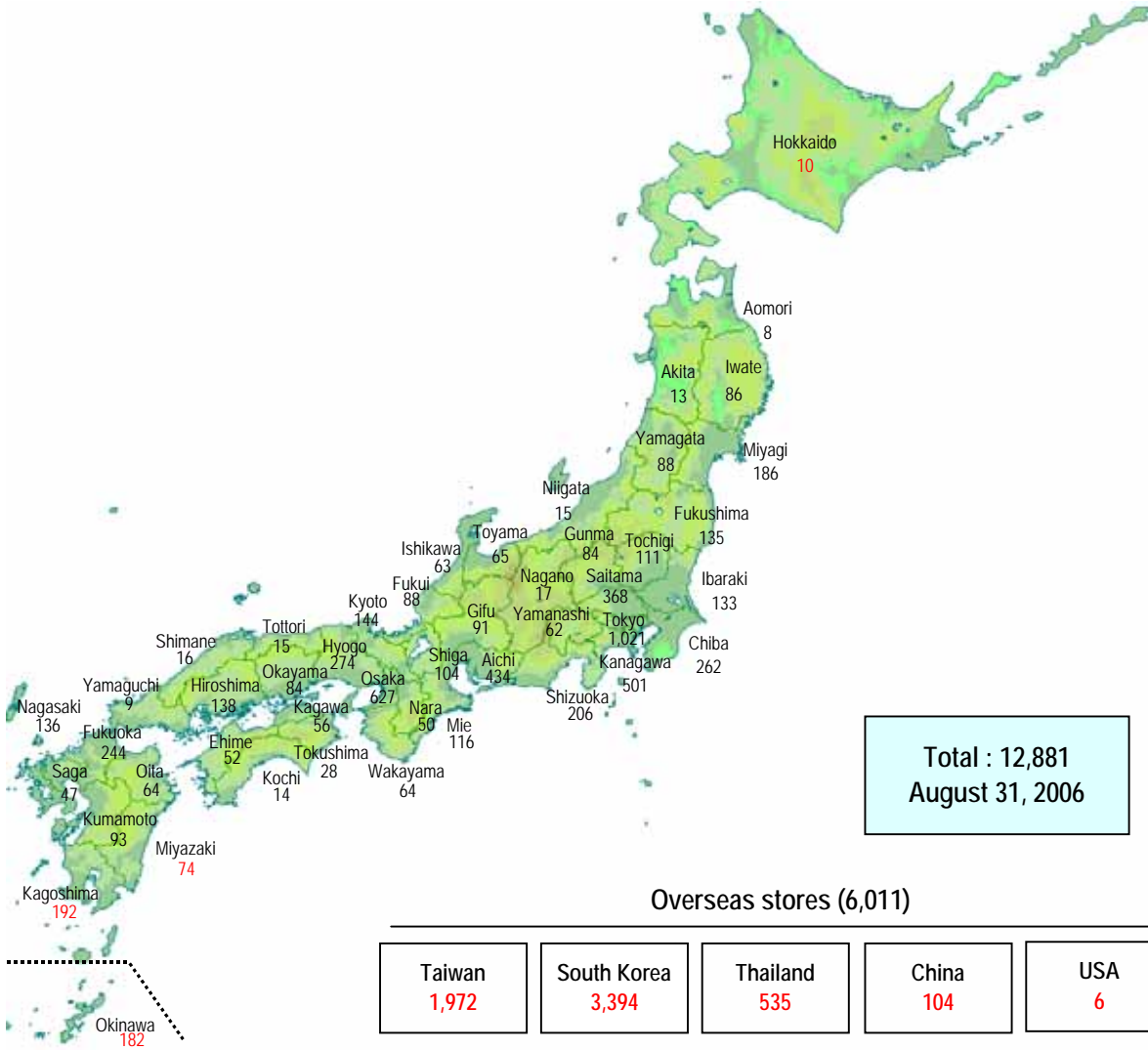
Note : Number of store developers and store supervisors doesn't include administrators.

Number of employees (consolidated)

| | FYE 8/2004 | | FYE 8/2005 | | FYE 8/2006 | |
|-------------------------------|------------|---------------------|------------|---------------------|------------|---------------------|
| | | Changes from 2/2004 | | Changes from 2/2005 | | Changes from 2/2006 |
| Number of full-time employees | 4,978 | 303 | 5,836 | 378 | 6,506 | 458 |

12. Store network

Domestic stores (6,870)



Black : FamilyMart stores

Red : Area franchising stores

12. Store network (continued)

Number of stores

| | FYE 8/2004 | | FYE 8/2005 | | FYE 8/2006 | | FYE 2/2007 (Forecast) | |
|---|------------|-------------|------------|-------------|------------|-------------|--------------------------|-------|
| | Stores | Changes | Stores | Changes | Stores | Changes | Stores | YoY |
| | | from 2/2004 | | from 2/2005 | | from 2/2006 | | |
| FamilyMart Co., Ltd. | | | | | | | | |
| Company-owned stores | 255 | 13 | 313 | 27 | 389 | 47 | 340 | (2) |
| Type one | 2,901 | 63 | 3,191 | 130 | 3,425 | 82 | / | / |
| Type two | 2,688 | (2) | 2,618 | (29) | 2,598 | (1) | / | / |
| Franchised stores | 5,589 | 61 | 5,809 | 101 | 6,023 | 81 | 6,244 | 302 |
| FamilyMart stores | 5,844 | 74 | 6,122 | 128 | 6,412 | 128 | 6,584 | 300 |
| Domestic area franchising | | | | | | | | |
| Minami Kyushu FamilyMart Co., Ltd. | 266 | (2) | 274 | 6 | 266 | (3) | / | / |
| Okinawa FamilyMart Co., Ltd. | 162 | 1 | 169 | 7 | 182 | 1 | / | / |
| Hokkaido FamilyMart Co., Ltd. | / | / | / | / | 10 | 10 | / | / |
| Domestic area franchising stores | 428 | (1) | 443 | 13 | 458 | 8 | 482 | 32 |
| Domestic chain stores | 6,272 | 73 | 6,565 | 141 | 6,870 | 136 | 7,066 | 332 |
| Overseas area franchising | | | | | | | | |
| Taiwan FamilyMart Co., Ltd. (Taiwan) | 1,638 | 99 | 1,772 | 71 | 1,972 | 103 | 2,030 | 161 |
| BOKWANG FAMILYMART CO., LTD. (S. Korea) | 2,591 | 340 | 3,005 | 188 | 3,394 | 185 | 3,659 | 450 |
| Siam FamilyMart Co., Ltd. (Thailand) | 474 | 137 | 514 | 5 | 535 | (1) | 586 | 50 |
| Shanghai FamilyMart Co., Ltd. (China) | 28 | 28 | 72 | 22 | 104 | 3 | 121 | 20 |
| FAMIMA CORPORATION (USA) | / | / | 1 | 1 | 6 | 3 | 13 | 10 |
| Overseas area franchising stores | 4,731 | 604 | 5,364 | 287 | 6,011 | 293 | 6,409 | 691 |
| Total area franchising stores | 5,159 | 603 | 5,807 | 300 | 6,469 | 301 | 6,891 | 723 |
| Total chain stores | 11,003 | 677 | 11,929 | 428 | 12,881 | 429 | 13,475 | 1,023 |

Number of store opening and closure

| FYE 8/2004 | | | FYE 8/2005 | | | FYE 8/2006 | | | FYE 2/2007 (Forecast) | | |
|------------|-------|--------------|------------|-------|--------------|------------|-------|--------------|--------------------------|-------|--------------|
| Open | Close | Net increase | Open | Close | Net increase | Open | Close | Net increase | Open | Close | Net increase |
| 261 | 187 | 74 | 300 | 172 | 128 | 310 | 182 | 128 | 650 | 350 | 300 |

13. Capital expenditure

Capital expenditure (non-consolidated)

| (¥ mn) | FYE 8/2005 | | FYE 8/2006 | | FYE 2/2007 (Forecast) | |
|---------------------------------------|---------------|---------------|---------------|---------------|-----------------------|---------------|
| | | YoY | | YoY | | YoY |
| Leasehold deposits | 7,122 | 118.5% | 7,280 | 102.2% | 14,798 | 102.3% |
| New stores | 1,954 | 128.2% | 2,054 | 105.1% | 4,197 | 103.5% |
| Existing stores | 769 | 65.4% | 902 | 117.3% | 1,782 | 135.9% |
| For stores | 2,723 | 100.9% | 2,956 | 108.6% | 5,979 | 111.4% |
| Head office investment | 217 | 409.4% | 37 | 16.8% | - | - |
| System investment | 1,749 | 87.5% | 3,861 | 220.8% | 6,959 | 113.4% |
| For head office | 1,966 | 95.8% | 3,897 | 198.2% | 6,959 | 112.8% |
| Total capital expenditure | 11,810 | 109.8% | 14,133 | 119.7% | 27,735 | 106.7% |
| Depreciation and amortization expense | 4,288 | 92.4% | 3,932 | 91.7% | 8,842 | 107.9% |

Note: The details of system investment in each fiscal year as follows :

| (¥ mn) | FYE 8/2005 | FYE 8/2006 | FYE 2/2007 (Forecast) |
|--|--------------|--------------|-----------------------|
| POS system | 904 | 468 | 918 |
| System improvement and software | 832 | 2,861 | 5,113 |
| Hardware and software for the head office and others | 12 | 532 | 928 |
| Total | 1,749 | 3,861 | 6,959 |

Capital expenditure (consolidated)

| (¥ mn) | FYE 8/2005 | | FYE 8/2006 | | FYE 2/2007 (Forecast) | |
|---------------------------------------|------------|-------|------------|--------|-----------------------|--------|
| | | YoY | | YoY | | YoY |
| Total capital expenditure | 13,581 | 98.7% | 16,699 | 123.0% | 33,992 | 115.3% |
| Depreciation and amortization expense | 5,803 | 98.5% | 5,631 | 97.0% | 12,407 | 109.7% |

14. Principal shareholders in August 2006

Ten largest shareholders

| Shareholder | Number of shares held (thousands) | % of total issued shares |
|--|--------------------------------------|-----------------------------|
| Family Corporation Inc. | 29,941 | 30.7% |
| The Master Trust Bank of Japan, Ltd. | 4,096 | 4.2% |
| Nomura Securities Co., Ltd. | 3,391 | 3.5% |
| Japan Trustee Services Bank Ltd. | 2,787 | 2.9% |
| Mizuho Bank, Ltd. | 2,085 | 2.1% |
| Japan Trustee Services Bank Ltd. | 2,020 | 2.1% |
| State Street Bank and Trust Company | 1,544 | 1.6% |
| Dresdner Kleinwort Wasserstein (Japan) Limited | 1,398 | 1.4% |
| Mellon Bank, N.A. as Agent for its Client Mellon Omnibus US Pension | 1,191 | 1.2% |
| MORGAN STANLEY & CO. INTERNATIONAL LIMITED | 1,190 | 1.2% |
| Total | 49,643 | 50.8% |







Note: In addition to the above, the Company also holds 5,281,000 shares in treasury.

Distribution of shares

| | FYE 2/2006 | | | FYE 8/2006 | | |
|---|------------------------|-----------------------------|----------------|------------------------|-----------------------------|----------------|
| | No. of shareholders | No. of shares (hundreds) | % of shares | No. of shareholders | No. of shares (hundreds) | % of shares |
| Japanese financial institutions and securities companies | 140 | 240,432 | 24.7% | 135 | 226,495 | 23.2% |
| Other Japanese corporations | 401 | 321,393 | 32.9% | 428 | 327,133 | 33.6% |
| Foreign institutions and individuals | 341 | 334,764 | 34.3% | 313 | 292,936 | 30.0% |
| Japanese individuals and others | 15,407 | 78,762 | 8.1% | 17,320 | 128,824 | 13.2% |
| Total | 16,289 | 975,351 | 100.0% | 18,196 | 975,388 | 100.0% |

Note: 100 shares per unit.

15. Major convenience store chains

| | | Major convenience store chains | | | | | |
|---|--------------------|--------------------------------|---------------------|---------------|---------------------|---------------|---------------------|
| Chain | Group | FYE 8/2004 | | FYE 8/2005 | | FYE 8/2006 | |
| | | No. of stores | Changes from 2/2004 | No. of stores | Changes from 2/2005 | No. of stores | Changes from 2/2006 |
|  FamilyMart | ITOCHU Corp. | 11,003 | 677 | 11,929 | 428 | 12,881 | 429 |
|  Seven-Eleven | Seven & I Holdings | 10,617 | 261 | 11,063 | 172 | 11,559 | 164 |
|  LAWSON | Mitsubishi Corp. | 8,093 | 119 | 8,465 | 173 | 8,740 | 130 |
|  Sunkus | Circle K Sunkus | 3,296 | 61 | 3,362 | 4 | 3,276 | (61) |
|  Circle K | Circle K Sunkus | 2,968 | 51 | 2,987 | 6 | 3,035 | - |
|  MINISTOP | AEON | 2,655 | 21 | 2,746 | 65 | 2,923 | 68 |
|  Daily Yamazaki | Yamazaki Baking | 1,975 | (39) | 1,881 | (27) | 1,737 | (87) |
|  am/pm | REX HOLDINGS | 1,387 | (21) | 1,333 | (14) | 1,304 | (18) |
|  HOT SPAR | MICS Group | 446 | (12) | 444 | (3) | 431 | (2) |
|  Coco! | MICS Group | 326 | (33) | 380 | 75 | 344 | (9) |
|  every one | MICS Group | 281 | 2 | 194 | (93) | 212 | 7 |
|  RIC SUPPORT SYSTEMS | MICS Group | — | — | — | — | 91 | 91 |
|  Seicomart | Maruyo Nishio | 988 | (27) | 986 | (8) | 1,016 | 5 |
|  SHOP99 | KYODEN COMPANY | 410 | 107 | 683 | 162 | 835 | 49 |
|  Poplar | POPLAR Group | 840 | (24) | 832 | 1 | 802 | (16) |
|  Hiromaru Chain | POPLAR Group | 189 | (39) | — | — | — | — |
|  Three F | Supermarket | 665 | 2 | 681 | 7 | 703 | 6 |
|  SAVE ON | Beisia Group | 558 | 11 | 540 | (12) | 548 | 7 |
|  JR-EAST | JR-EAST | 365 | 7 | 385 | 11 | 399 | 9 |
|  Community Store | KOKUBU & CO., LTD. | 597 | (5) | 459 | (128) | 354 | (25) |
| Total | | 47,659 | 1,119 | 49,350 | 819 | 51,190 | 747 |

Source : Convenience Store News Flash