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あなたと、コンビニ、

**FamilyMart**

**FamilyMart**

**Summary of selected data  
FYE February 2008**

June 2008

## Contents

Section	Page
1. Financial summary	2
2. Consolidated subsidiaries	4
3. Business Outlook for the Fiscal Year Ending February 2009	5
4. Consolidated statements of income	6
5. Major fluctuations in consolidated statements of income	7
6. Consolidated balance sheets	8
7. Major fluctuations in consolidated balance sheets	10
8. Non-consolidated statements of income	11
9. Breakdown of sales by merchandise category (Non-consolidated)	12
10. Gross profit ratio (Non-consolidated)	13
11. Other operating data	14
12. Store network	16
13. Capital expenditure	18
14. Principal shareholders in February 2008	19
15. Major convenience store chains	20

## 1. Financial summary (consolidated)

Financial summary					
(¥ mn)	FYE 2/2004	FYE 2/2005	FYE 2/2006	FYE 2/2007	FYE 2/2008
Total operating revenues	228,977	252,901	276,443	297,849	319,439
Operating income	29,093	30,869	32,662	29,609	31,214
Net income	13,788	12,623	14,195	14,969	16,438
Basic net income per share (¥)	141.5	129.5	145.7	158.8	173.5
Total equity	147,524	156,931	168,233	171,155	191,281
Total assets	309,315	286,771	314,121	315,256	351,271
Book value per share (¥)	1,522.3	1,619.5	1,736.2	1,771.3	1,921.6
ROA (%)	4.9	4.2	4.7	4.8	4.9
ROE (%)	9.7	8.3	8.7	9.0	9.5

## 1. Financial summary (non-consolidated)

Financial summary					
(¥ mn)	FYE 2/2004	FYE 2/2005	FYE 2/2006	FYE 2/2007	FYE 2/2008
Total net sales of FamilyMart stores	954,445	998,491	1,031,736	1,068,822	1,121,838
Operating revenues	162,507	173,371	184,065	194,080	210,351
Operating income	27,266	28,646	29,781	27,542	28,640
Net income	13,710	12,961	10,365	13,774	15,900
Basic net income per share (¥)	141.1	133.3	106.5	146.5	168.4
(¥ mn)	FYE 2/2004	FYE 2/2005	FYE 2/2006	FYE 2/2007	FYE 2/2008
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
Total equity	153,061	162,567	169,383	163,718	182,600
Total assets	291,669	267,771	282,203	279,215	312,790
Book value per share (¥)	1,579.8	1,678.1	1,748.6	1,771.9	1,915.6
ROA (%)	5.2	4.6	3.8	4.9	5.4
ROE (%)	9.3	8.2	6.2	8.3	9.2

Share price performance					
(¥)	FYE 2/2004	FYE 2/2005	FYE 2/2006	FYE 2/2007	FYE 2/2008
Highest price during the term	3,020	3,730	4,210	3,920	3,620
Lowest price during the term	1,775	2,695	3,050	2,965	2,840

## 2. Consolidated subsidiaries

### Number of consolidated subsidiaries

	FYE 2/2007			FYE 2/2008			Increase		
	Domestic	Overseas	Total	Domestic	Overseas	Total	Increase	Decrease	Total
	Consolidated Subsidiaries	3	4	7	3	4	7	-	-
Unconsolidated Subsidiaries and Associated companies, accounted for by the equity method	5	10	15	5	14	19	4	-	4
Total	8	14	22	8	18	26	4	-	4

### Main consolidated subsidiaries

Company's name	Operating revenues		Operating income		Net income	
	FYE	FYE	FYE	FYE	FYE	FYE
	2/2007	2/2008	2/2007	2/2008	2/2007	2/2008
(¥ mn)						
Taiwan FamilyMart Co., Ltd.	28,565	29,253	2,900	2,994	2,253	2,270
Siam FamilyMart Co., Ltd.	18,715	20,335	(703)	(530)	(1,910)	(740)
FAMIMA CORPORATION	658	1,409	(687)	(939)	(713)	(1,548)
famima.com Co., Ltd.	62,776	61,499	482	1,081	451	896

### Main equity-accounted affiliates

Company's name	Net income		Notes
	FYE	FYE	
	2/2007	2/2008	
(¥ mn)			
Okinawa FamilyMart Co., Ltd.	240	348	
Minami Kyushu FamilyMart Co., Ltd.	242	165	
Hokkaido FamilyMart Co., Ltd.	(128)	(44)	
BOKWANG FAMILYMART Co., Ltd.	3,554	4,235	
Famima Credit Corp.	(662)	107	

### 3. Business Outlook for the Fiscal Year Ending February 2009

#### Consolidated

(¥ mn)	Operating revenues	Operating income	Net income	Basic net income per share (¥)
Interim	144,100	19,300	10,500	110.2
Full Year	282,900	32,400	16,600	174.1

#### Non-consolidated

(¥ mn)	Total net sales of FamilyMart stores	Operating revenues	Operating income	Net income	Basic net income per share (¥)
Interim	599,600	114,700	18,200	10,800	113.3
Full Year	1,195,000	222,200	29,200	16,100	168.9

## 4. Consolidated statements of income

Years ended February 29, 2008 and February 28, 2007

(¥ mn)	FYE 2/2007	FYE 2/2008	Increase
<b>Operating revenues:</b>			
Commission from franchised stores	142,294	150,351	8,057
Net sales	134,506	147,856	13,350
Other operating revenues	21,049	21,232	183
<b>Total operating revenues</b>	<b>297,849</b>	<b>319,439</b>	<b>21,590</b>
<b>Operating expenses:</b>			
Cost of sales	108,839	118,292	9,453
Selling, general and administrative expenses	159,401	169,933	10,532
<b>Total operating expenses</b>	<b>268,240</b>	<b>288,225</b>	<b>19,985</b>
<b>Operating income</b>	<b>29,609</b>	<b>31,214</b>	<b>1,605</b>
<b>Other income (expenses):</b>			
Interest and dividend income	1,239	1,870	631
Equity in earnings of unconsolidated subsidiaries and associated companies	204	767	563
Gain on sales of marketable and investment securities-net	180	86	(94)
Loss on devaluation of marketable and investment securities	(1)	(33)	(32)
Loss on disposals/sales of property and store facilities-net	(2,441)	(2,427)	14
Loss on impairment of long-lived assets	(1,437)	(1,966)	(529)
Loss on cancellations of lease contracts	(1,027)	(1,411)	(384)
Other-net	424	732	308
<b>Other expenses-net</b>	<b>(2,859)</b>	<b>(2,382)</b>	<b>477</b>
<b>Income before income taxes and minority interests</b>	<b>26,750</b>	<b>28,832</b>	<b>2,082</b>
<b>Income taxes:</b>			
Current	9,843	11,654	1,811
Deferred	1,164	113	(1,051)
<b>Total income taxes</b>	<b>11,007</b>	<b>11,767</b>	<b>760</b>
<b>Minority interests in net income</b>	<b>774</b>	<b>627</b>	<b>(147)</b>
<b>Net income</b>	<b>14,969</b>	<b>16,438</b>	<b>1,469</b>

## 5. Major fluctuations in consolidated statements of income

Operating revenues				
(¥ mn)	FYE 2/2007	FYE 2/2008	Increase	Notes
Commission from franchised stores	142,294	150,351	8,057	(Parent company) Increase in sales of franchised stores
Net sales	134,506	147,856	13,350	(Parent company) Increase in operating days at Company-owned stores
Other operating revenues	21,049	21,232	183	
Total operating revenues	297,849	319,439	21,590	

Selling, general and administrative expenses				
(¥ mn)	FYE 2/2007	FYE 2/2008	Increase	Notes
Rental costs	55,034	60,557	5,523	(Parent company) Increase in store leasing contracts
Personnel expenses	33,304	35,259	1,955	(Parent company) Increase in part-time employees' salaries owing to increase in operating days at Company-owned stores
Maintenance and lease	15,917	17,655	1,738	(Parent company) Increase in store leasing equipments
Advertising and promotional expenditure	10,662	11,797	1,135	(Parent company) Increase in cost of sales promotion for store
Depreciation and amortization expense	11,565	9,856	(1,709)	(Parent company) Decrease of software repayment costs
Others	32,919	34,809	1,890	
Total	159,401	169,933	10,532	

Net income				
(¥ mn)	FYE 2/2007	FYE 2/2008	Increase	Notes
Consolidated	14,969	16,438	1,469	
(Non-consolidated)	13,774	15,900	2,126	
(Consolidated/Non-consolidated ratios)	1.09x	1.03x	(0.06x)	



## 6. Consolidated balance sheets

February 29, 2008 and February 28, 2007

(¥ mn)	FYE 2/2007	FYE 2/2008	Increase
<b>Assets</b>			
<b>Current assets:</b>			
Cash and cash equivalents	69,551	98,844	29,293
Time deposits	5	5	0
Marketable securities	5,980	3,771	(2,209)
Receivables:			
Due from franchised stores	8,949	8,449	(500)
Other	19,283	19,654	371
Allowance for doubtful receivables	(1,274)	(289)	985
Merchandise and supplies	8,446	8,100	(346)
Deferred tax assets	2,342	2,551	209
Prepaid expenses and other current assets	17,647	18,490	843
<b>Total current assets</b>	<b>130,929</b>	<b>159,575</b>	<b>28,646</b>
<b>Property and store facilities:</b>			
Land	12,587	11,850	(737)
Buildings and structures	54,028	54,736	708
Machinery and equipment	3,673	3,486	(187)
Furniture and fixtures	38,324	36,660	(1,664)
Construction in progress	1,084	939	(145)
Total	109,696	107,671	(2,025)
Accumulated depreciation	(54,438)	(54,976)	(538)
<b>Net property and store facilities</b>	<b>55,258</b>	<b>52,695</b>	<b>(2,563)</b>
<b>Investments and other assets:</b>			
Investment securities	10,709	8,544	(2,165)
Investments in and advances to unconsolidated subsidiaries and associated companies	16,178	18,633	2,455
Software	4,673	5,168	495
Goodwill	786	2,602	1,816
Leasehold deposits	86,149	91,273	5,124
Deferred tax assets	3,292	3,775	483
Other assets	7,282	9,006	1,724
<b>Total investments and other assets</b>	<b>129,069</b>	<b>139,001</b>	<b>9,932</b>
<b>Total</b>	<b>315,256</b>	<b>351,271</b>	<b>36,015</b>

## 6. Consolidated balance sheets (continued)

February 29, 2008 and February 28, 2007

(¥ mn)	FYE 2/2007	FYE 2/2008	Increase
<b>Liabilities and equity</b>			
<b>Current liabilities:</b>			
Short-term bank loans	617	309	(308)
Payables:			
Trade notes	784	741	(43)
Trade accounts for franchised and Company-owned stores	60,563	64,763	4,200
Due to franchised stores	2,839	3,013	174
Other	15,447	17,281	1,834
Income taxes payable	4,627	7,135	2,508
Deposit received	35,601	42,230	6,629
Accrued expenses	3,343	3,980	637
Allowance for impairment loss on leased property	188	225	37
Other current liabilities	2,354	2,252	(102)
<b>Total current liabilities</b>	<b>126,363</b>	<b>141,929</b>	<b>15,566</b>
<b>Long-term liabilities:</b>			
Liability for retirement benefits	5,612	5,734	122
Leasehold deposits from franchised stores	10,555	10,420	(135)
Allowance for impairment loss on leased property	747	952	205
Other long-term liabilities	824	955	131
<b>Total long-term liabilities</b>	<b>17,738</b>	<b>18,061</b>	<b>323</b>
<b>Equity</b>			
Common stock-authorized, 250,000,000 shares; issued, 97,683,133 shares	16,659	16,659	-
Capital surplus	17,869	17,388	(481)
Retained earnings	146,273	157,901	11,628
Unrealized gain (loss) on available-for-sale securities	139	(1,062)	(1,201)
Foreign currency translation adjustments	(200)	(44)	156
Treasury stock-at cost ( 2,358,840 shares in 2008 and 5,284,600 shares in 2007 )	(17,038)	(7,605)	9,433
<b>Total</b>	<b>163,702</b>	<b>183,237</b>	<b>19,535</b>
Minority interests	7,453	8,044	591
<b>Total equity</b>	<b>171,155</b>	<b>191,281</b>	<b>20,126</b>
<b>Total</b>	<b>315,256</b>	<b>351,271</b>	<b>36,015</b>

## 7. Major fluctuations in consolidated balance sheets

Current assets				
(¥ mn)	FYE 2/2007	FYE 2/2008	Increase	Notes
Cash and cash equivalents	69,551	98,844	29,293	(Parent company) Sale of treasury stock
Marketable securities	5,980	3,771	(2,209)	
Property and store facilities				
(¥ mn)	FYE 2/2007	FYE 2/2008	Increase	Notes
Land	12,587	11,850	(737)	
Furniture and fixtures	38,324	36,660	(1,664)	(Parent company) Disposal of store closing and store redecoration
Investments and other assets				
(¥ mn)	FYE 2/2007	FYE 2/2008	Increase	Notes
Investment securities	10,709	8,544	(2,165)	
Investments in and advances to unconsolidated subsidiaries and associated companies	16,178	18,633	2,455	
Leasehold deposits	86,149	91,273	5,124	(Parent company) Increase in lease-hold deposits
Current liabilities				
(¥ mn)	FYE 2/2007	FYE 2/2008	Increase	Notes
Payables:				
Trade accounts for franchised and Company-owned stores	60,563	64,763	4,200	(Parent company) Increase in trade accounts payable for franchised stores
Other	15,447	17,281	1,834	
Income taxes payable	4,627	7,135	2,508	
Deposit received	35,601	42,230	6,629	(Parent company) Increase in public utility charges-received
Long-term liabilities				
(¥ mn)	FYE 2/2007	FYE 2/2008	Increase	Notes
Liability for retirement benefits	5,612	5,734	122	
Leasehold deposits from franchised stores	10,555	10,420	(135)	

## 8. Non-consolidated statements of income

Years ended February 29, 2008 and February 28, 2007

(¥ mn)	FYE 2/2007	FYE 2/2008	Increase
Net sales of Company-owned stores	49,180	59,044	9,864
Net sales of franchised stores	1,019,642	1,062,794	43,152
<b>Total net sales of FamilyMart stores</b>	<b>1,068,822</b>	<b>1,121,838</b>	<b>53,016</b>
Commission from franchised stores	130,641	137,580	6,939
Net sales of Company-owned stores	49,180	59,044	9,864
Other operating revenues	14,259	13,727	(532)
<b>Total operating revenues</b>	<b>194,080</b>	<b>210,351</b>	<b>16,271</b>
Cost of sales of Company-owned stores	35,020	41,721	6,701
Selling, general and administrative expenses	131,518	139,990	8,472
<b>Total operating cost and expenses</b>	<b>166,538</b>	<b>181,711</b>	<b>15,173</b>
Operating income	27,542	28,640	1,098
Net income	13,774	15,900	2,126
Basic net income per share (¥)	146.5	168.4	21.9

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

(¥ mn)	FYE 2/2006			FYE 2/2007			FYE 2/2008		
		YoY	Share		YoY	Share		YoY	Share
Fast food	34,282	130.1%	3.3%	38,502	112.3%	3.6%	41,286	107.2%	3.7%
Daily food	336,902	103.5%	32.7%	346,725	102.9%	32.4%	366,960	105.8%	32.7%
Processed food	321,274	100.4%	31.1%	327,043	101.8%	30.6%	342,502	104.7%	30.5%
Liquor (License goods)	61,028	100.5%	5.9%	60,842	99.7%	5.7%	63,259	104.0%	5.6%
<b>Food sub-total</b>	<b>692,458</b>	<b>103.1%</b>	<b>67.1%</b>	<b>712,270</b>	<b>102.9%</b>	<b>66.6%</b>	<b>750,748</b>	<b>105.4%</b>	<b>66.9%</b>
Non-food items	261,914	102.8%	25.4%	276,656	105.6%	25.9%	289,239	104.5%	25.8%
Cigarettes (License goods)	149,866	107.0%	14.5%	166,315	111.0%	15.6%	180,933	108.8%	16.1%
Services	34,139	86.8%	3.3%	26,935	78.9%	2.5%	27,401	101.7%	2.4%
Electronic Commerce	43,225	133.4%	4.2%	52,961	122.5%	5.0%	54,450	102.8%	4.9%
<b>Total net sales of FamilyMart stores</b>	<b>1,031,736</b>	<b>103.3%</b>	<b>100.0%</b>	<b>1,068,822</b>	<b>103.6%</b>	<b>100.0%</b>	<b>1,121,838</b>	<b>105.0%</b>	<b>100.0%</b>

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, daily goods, cigarettes etc.
Services:	Highway cards (until Sep-05), copy service, express service etc.
EC:	Sales by Famiport(Multimedia terminals) and internet shopping.

## 10. Gross profit ratio (Non-consolidated)

	FYE 2/2006		FYE 2/2007		FYE 2/2008		FYE 2/2009 (est.)	
		YoY		YoY		YoY		YoY
Fast food	49.75%	0.91%	50.52%	0.77%	50.52%	-		
Daily food	34.08%	0.43%	34.65%	0.57%	34.93%	0.28%		
Processed food	33.74%	0.71%	34.17%	0.43%	34.71%	0.54%		
Liquor (License goods)	22.78%	0.87%	22.98%	0.20%	23.25%	0.27%		
<b>Food sub-total</b>	<b>34.70%</b>	<b>0.75%</b>	<b>35.29%</b>	<b>0.59%</b>	<b>35.69%</b>	<b>0.40%</b>		
Non-food items	19.53%	(0.19%)	19.05%	(0.48%)	18.63%	(0.42%)		
Cigarettes (License goods)	10.48%	0.02%	10.56%	0.08%	10.49%	(0.07%)		
Services	11.23%	1.30%	13.59%	2.36%	13.16%	(0.43%)		
Electronic Commerce	3.66%	(0.15%)	3.26%	(0.40%)	3.42%	0.16%		
<b>Total</b>	<b>28.77%</b>	<b>0.38%</b>	<b>28.95%</b>	<b>0.18%</b>	<b>29.18%</b>	<b>0.23%</b>	<b>29.26%</b>	<b>0.08%</b>

Note: In July -07, we commenced operation of Tomony stores in collaboration with Seibu Railway Co., Ltd.  
However, the figures above do not reflect the performance results of the Tomony stores.

## 11. Other operating data

### Business performance

	FYE 2/2006		FYE 2/2007		FYE 2/2008		FYE 2/2009 (est.)	
		YoY		YoY		YoY		YoY
Avg. daily sales (¥ 1,000)								
Total stores	468	(5)	464	(4)	471	7	490	19
Existing stores	471	(3)	466	(5)	473	7	492	19
New stores	418	(42)	406	(12)	425	19	445	20
Number of customers								
Total stores	835	1	831	(4)	856	25	889	33
Existing stores	838	4	834	(4)	858	24	893	35
Spend per customer (¥)								
Total stores	561	(6)	558	(3)	551	(7)	551	-
Existing stores	562	(6)	559	(3)	551	(8)	551	-
Growth rate of avg. daily sales of existing stores (%)	(1.6)	(2.8)	(1.4)	0.2	0.9	2.3	2.5	1.6
Average inventory (¥ 1,000)	5,374	51	5,460	86	5,505	45	5,500	(5)
Turnover of goods	30.5	(0.8)	30.3	(0.2)	30.6	0.3	30.9	0.3

Note: In July -07, we commenced operation of Tomony stores in collaboration with Seibu Railway Co., Ltd.

However, the figures above do not reflect the performance results of the Tomony stores.

### Business hours

	FYE 2/2006			FYE 2/2007			FYE 2/2008		
	No. of stores	Share	YoY	No. of stores	Share	YoY	No. of stores	Share	YoY
24 hours	6,106	97.2%	306	6,323	97.3%	217	6,513	97.3%	190
Others	178	2.8%	(16)	178	2.7%	-	178	2.7%	-
Total	6,284	100.0%	290	6,501	100.0%	217	6,691	100.0%	190

## 11. Other operating data (continued)

### Liquor-licensed and cigarette-licensed stores

	FYE 2/2006			FYE 2/2007			FYE 2/2008		
	No. of stores	Share	YoY	No. of stores	Share	YoY	No. of stores	Share	YoY
Liquor	5,184	82.5%	152	5,874	90.4%	690	6,407	95.8%	533
Cigarettes	4,870	77.5%	256	5,117	78.7%	247	5,321	79.5%	204

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 2/2006		FYE 2/2007		FYE 2/2008	
		YoY		YoY		YoY
Number of full-time employees	2,540	189	2,717	177	2,850	133
Store developers	167	15	173	6	163	(10)
Store supervisors	866	40	908	42	980	72
Number of part-time employees	1,516	168	1,715	199	2,035	320

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

### Number of employees (consolidated)

	FYE 2/2006		FYE 2/2007		FYE 2/2008	
		YoY		YoY		YoY
Number of full-time employees	6,048	590	6,735	687	6,647	(88)

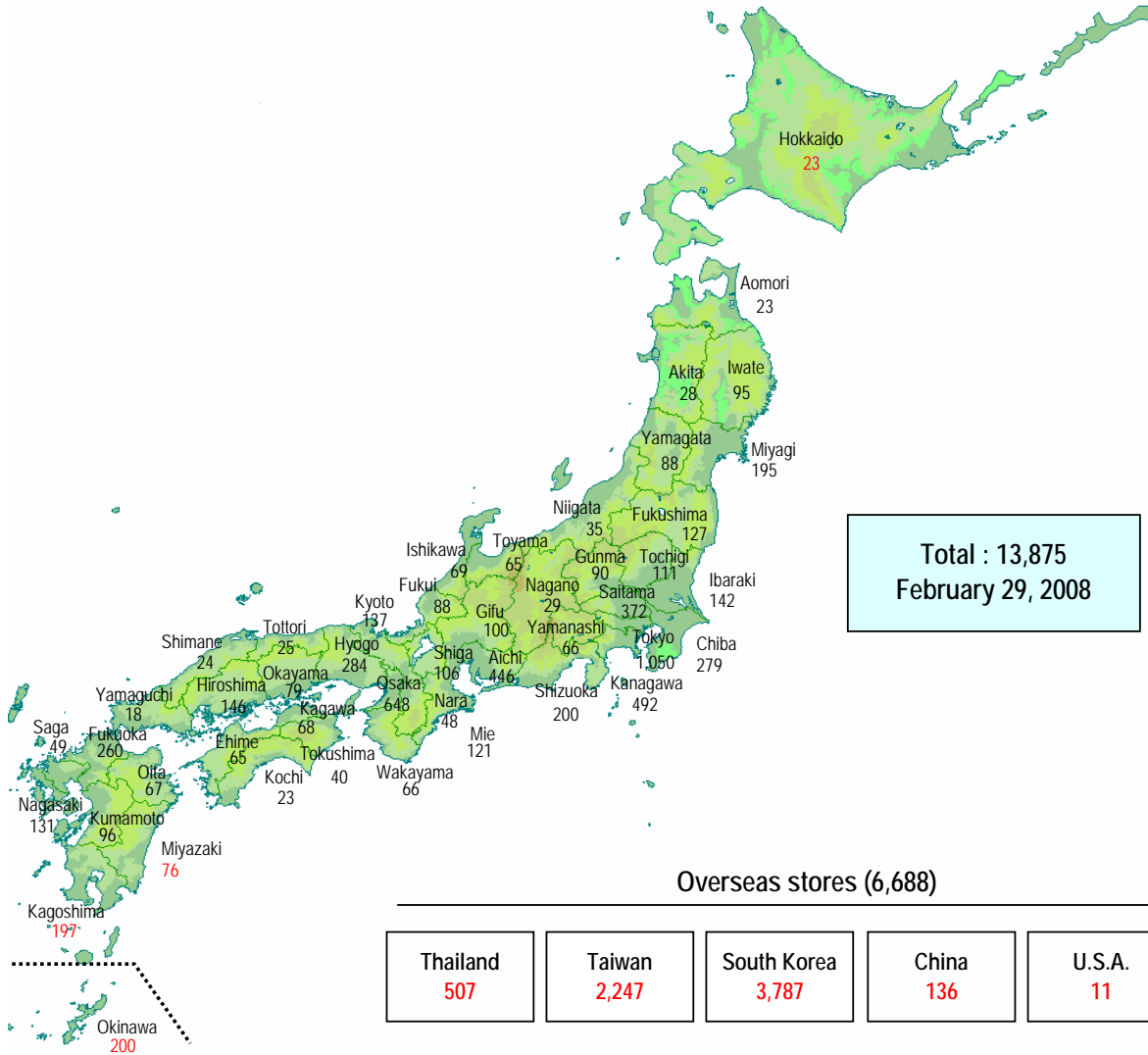
### Bill settlement service

	FYE 2/2006		FYE 2/2007		FYE 2/2008	
		YoY		YoY		YoY
Transaction volume(millions of yen)	906,192	115.6%	1,048,380	115.7%	1,198,266	114.3%
Number of transactions(thousand)	102,314	113.5%	114,641	112.0%	131,061	114.3%



## 12. Store network

Domestic stores (7,187)



Black : FamilyMart stores

Red : Area franchising stores

## 12. Store network (continued)

	Number of stores							
	FYE 2/2006		FYE 2/2007		FYE 2/2008		FYE 2/2009 (est.)	
	Stores	YoY	Stores	YoY	Stores	YoY	Stores	YoY
<b>FamilyMart Co., Ltd.</b>								
Company-owned stores	342	56	358	16	460	102	450	(10)
Type one (TOMONY)	3,343	282	3,509	166	3,627	118	/	/
Type two	2,599	(48)	2,634	35	2,604	(30)	/	/
Franchised stores	5,942	234	6,143	201	6,231	88	6,441	210
FamilyMart stores	6,284	290	6,501	217	6,691	190	6,891	200
<b>Domestic area franchising</b>								
Okinawa FamilyMart Co., Ltd.	181	19	194	13	200	6	/	/
Minami Kyushu FamilyMart Co., Ltd.	269	1	266	(3)	273	7	/	/
Hokkaido FamilyMart Co., Ltd.	/	/	13	13	23	10	/	/
Domestic area franchising stores	450	20	473	23	496	23	521	25
Domestic chain stores	6,734	310	6,974	240	7,187	213	7,412	225
<b>Overseas area franchising</b>								
Taiwan FamilyMart Co., Ltd. (Taiwan)	1,869	168	2,023	154	2,247	224	2,359	112
BOKWANG FAMILYMART Co., Ltd. (S. Korea)	3,209	392	3,471	262	3,787	316	4,187	400
Siam FamilyMart Co., Ltd. (Thailand)	536	27	538	2	507	(31)	571	64
Shanghai FamilyMart Co., Ltd. (China)	101	51	102	1	118	16	151	33
FAMIMA CORPORATION (USA)	3	3	12	9	11	(1)	13	2
Guangzhou FamilyMart Co., Ltd. (China)	/	/	2	2	11	9	29	18
Suzhou FamilyMart Co., Ltd. (China)	/	/	/	/	7	7	18	11
Overseas area franchising stores	5,718	641	6,148	430	6,688	540	7,328	640
Total area franchising stores	6,168	661	6,621	453	7,184	563	7,849	665
<b>Total chain stores</b>	<b>12,452</b>	<b>951</b>	<b>13,122</b>	<b>670</b>	<b>13,875</b>	<b>753</b>	<b>14,740</b>	<b>865</b>

Note: The figures for FYE2/2009 do not include the TOMONY stores.

	Number of store openings and closures											
	FYE 2/2006			FYE 2/2007			FYE 2/2008			FYE 2/2009 (est.)		
	Open	Close	Net increase	Open	Close	Net increase	Open	Close	Net increase	Open	Close	Net increase
FamilyMart	606	316	290	586	369	217	515	330	185	550	350	200
TOMONY	/	/	/	/	/	/	5	-	5	/	/	/
Total	606	316	290	586	369	217	520	330	190	550	350	200

Number of store re-location		
FYE 2/2006	FYE 2/2007	FYE 2/2008
Re-location	Re-location	Re-location
50	53	67

## 13. Capital expenditure

### Capital expenditure (non-consolidated)

(¥ mn)	FYE 2/2007		FYE 2/2008		FYE 2/2009(est.)	
		YoY		YoY		YoY
Leasehold deposits	15,180	104.9%	14,958	98.5%	14,073	94.1%
New stores	5,252	129.6%	3,643	69.4%	3,605	99.0%
Existing stores	1,581	120.6%	1,750	110.7%	1,889	107.9%
For stores	6,833	127.4%	5,393	78.9%	5,494	101.9%
Head office investment	68	203.5%	175	259.2%	-	-
System investment	5,285	86.1%	2,101	39.8%	5,243	249.5%
For head office	5,353	86.7%	2,276	42.5%	5,243	230.4%
<b>Total capital expenditure</b>	<b>27,366</b>	<b>105.3%</b>	<b>22,627</b>	<b>82.7%</b>	<b>24,810</b>	<b>109.6%</b>
Depreciation and amortization expense	8,044	98.2%	6,043	75.1%	6,470	107.1%

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

(¥ mn)	FYE 2/2007	FYE 2/2008	FYE 2/2009 (est.)
POS system	524	-	-
System improvement and software	4,202	1,979	5,243
Hardware and software for the head office and others	559	122	-
Total	5,285	2,101	5,243
Lease	20,292	6,508	5,543

### Capital expenditure (consolidated)

(¥ mn)	FYE 2/2007		FYE 2/2008		FYE 2/2009(est.)	
		YoY		YoY		YoY
Total capital expenditure	33,010	111.9%	27,504	83.3%	29,820	108.4%
Depreciation and amortization expense	11,565	102.2%	9,856	85.2%	10,874	110.3%

## 14. Principal shareholders in February 2008

### Ten largest shareholders

Shareholder	Number of shares held (thousands)	% of total issued shares
Family Corporation Inc.	29,941	30.7 %
Mellon Bank, N.A. Treaty Clients Omnibus	6,540	6.7 %
The Master Trust Bank of Japan, Ltd. (Trust account)	4,113	4.2 %
NTT DoCoMo, Inc.	2,931	3.0 %
Japan Trustee Services Bank, Ltd. (Trust account)	2,835	2.9 %
Nomura Securities Co., Ltd.	2,199	2.3 %
Mizuho Bank, Ltd.	2,085	2.1 %
Nippon Life Insurance Company	1,964	2.0 %
Mellon Bank, N.A. as Agent for its Client Mellon Omnibus US Pension	1,476	1.5 %
Dresdner Kleinwort (Japan) Limited, Tokyo Branch	1,421	1.4 %
Total	55,505	56.8 %

Note: In addition to the above, the Company also holds 2,358,840 shares in treasury.




















### Distribution of shares

	FYE 2/2007			FYE 2/2008		
	No. of shareholders	No. of shares (hundreds)	% of shares	No. of shareholders	No. of shares (hundreds)	% of shares
Japanese financial institutions and securities companies	125	200,110	20.5%	111	215,393	22.1%
Other Japanese corporations	377	325,729	33.4%	347	353,582	36.2%
Foreign institutions and individuals	339	324,725	33.3%	306	321,979	33.0%
Japanese individuals and others	15,856	124,856	12.8%	12,980	84,553	8.7%
Total	16,697	975,420	100.0%	13,744	975,507	100.0%

Note: 100 shares per unit.

## 15. Major convenience store chains

Major convenience store chains

Chain	Group	FYE 2/2006		FYE 2/2007		FYE 2/2008	
		No. of stores	YoY	No. of stores	YoY	No. of stores	YoY
 FamilyMart	ITOCHU Corp.	12,452	951	13,122	670	13,875	753
 Seven-Eleven・J	Seven & I Holdings	11,395	504	11,839	444	12,151	312
 Lawson	Mitsubishi Corp.	8,610	318	8,858	248	8,908	50
 Sunkus		3,337	(21)	3,278	(59)	3,181	(97)
 Circle K	Circle K Sunkus	3,035	54	3,057	22	2,957	(100)
Other		-	-	1	1	1	-
 MINISTOP	AEON	2,855	174	2,974	119	3,082	108
 Daily Yamazaki	Yamazaki Baking	1,824	(84)	1,692	(132)	1,598	(94)
 am/pm・J	REX HOLDINGS	1,322	(25)	1,265	(57)	1,146	(119)
 Seicomart	Maruyo Nishio	1,011	17	1,014	3	1,032	18
 HOT SPAR		433	(14)	429	(4)	379	(50)
 Coco!		353	48	332	(21)	306	(26)
 every one	MICS Group	205	(82)	214	9	225	11
 RIC マート	RIC SUPPORT SYSTEMS			90	90	84	(6)
 SHOP99	KYODEN COMPANY	786	265	774	(12)	825	51
 POPLAR	POPLAR Group	818	(13)	784	(34)	755	(29)
 Three F	Supermarket	697	23	714	17	722	8
 SAVE ON	Beisia Group	541	(11)	553	12	557	4
 JR-EAST	JR-EAST	390	16	401	11	406	5
 Community Store	KOKUBU & CO., LTD.	379	(208)	322	(57)	290	(32)
Total		50,443	1,912	51,713	1,270	52,480	767

Source : Convenience Store News Flash