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あなたと、コンビニ、

**FamilyMart**



# FamilyMart

**Summary of selected data  
FYE February 2012**

June 2012

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—Disclaimer—

This report contains forward-looking statements, including the Company's strategies, future business plans, and projections. Such forward-looking statements are not based on historical facts, and involve known and unknown risks and uncertainties that relate to, but are not necessarily confined to, such areas as economic trends and consumer preferences in Japan and abrupt changes in the market environment. Accordingly, the actual business performance of the Company may substantially differ from the forward-looking statements in this report.

## 1. Financial summary (consolidated)

Financial summary					
(¥ mn)	FYE 2/2008	FYE 2/2009	FYE 2/2010	FYE 2/2011	FYE 2/2012
Total operating revenues	319,439	287,342	278,175	319,889	329,218
Operating income	31,214	36,532	33,531	38,223	42,586
Net income	16,438	16,452	15,103	18,023	16,584
Basic net income per share (¥)	173.5	172.6	158.5	189.7	174.7
Total equity	191,281	197,529	206,490	216,979	225,939
Total assets	351,271	398,126	424,209	436,034	472,822
Book value per share (¥)	1,921.6	2,001.5	2,096.4	2,207.5	2,299.1
ROA (%)	4.9	4.4	3.7	4.2	3.6
ROE (%)	9.5	8.8	7.7	8.8	7.8

## 1. Financial summary (non-consolidated)

### Financial summary

(¥ mn)	FYE 2/2008	FYE 2/2009	FYE 2/2010	FYE 2/2011	FYE 2/2012
Total net sales of FamilyMart stores	1,121,838	1,245,788	1,273,752	1,440,457	1,534,652
Operating revenues	210,351	236,134	233,024	270,818	274,450
Operating income	28,640	33,593	30,246	33,741	38,281
Net income	15,900	14,265	10,305	16,678	14,321
Basic net income per share (¥)	168.4	149.7	108.1	175.6	150.9

(¥ mn)	FYE 2/2008	FYE 2/2009	FYE 2/2010	FYE 2/2011	FYE 2/2012
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	182,600	191,639	195,476	204,405	211,501
Total assets	312,790	363,646	342,962	390,416	422,517
Book value per share (¥)	1,915.6	2,010.5	2,050.8	2,153.2	2,227.9
ROA (%)	5.4	4.2	2.9	4.5	3.5
ROE (%)	9.2	7.6	5.3	8.3	6.9

### Share price performance

(¥)	FYE 2/2008	FYE 2/2009	FYE 2/2010	FYE 2/2011	FYE 2/2012
Highest price during the term	3,620	4,980	3,270	3,325	3,260
Lowest price during the term	2,840	2,945	2,460	2,705	2,550

## 2. Consolidated subsidiaries

### Number of consolidated subsidiaries

	FYE 2/2011			FYE 2/2012			Increase		
	Domestic	Overseas	Total	Domestic	Overseas	Total	Increase	Decrease	Total
	Consolidated Subsidiaries	3	4	7	7	4	11	4	-
Non-consolidated Subsidiaries and Associated companies, accounted for by the equity method	6	17	23	7	19	26	4	1	3
Total	9	21	30	14	23	37	8	1	7

### Main consolidated subsidiaries

Company's name	Operating revenues	Operating income		Net income		
		FYE	FYE	FYE	FYE	
		2/2011	2/2012	2/2011	2/2012	
(¥ mn)	Shares					
Taiwan FamilyMart Co., Ltd.	43.50%	25,120	28,616	3,109	3,208	2,601
Siam FamilyMart Co., Ltd.	88.52%	21,041	23,216	217	291	15
famima.com Co., Ltd.	53.16%	4,991	5,403	1,298	1,083	767
FAMIMA CORPORATION	100.00%	1,057	1,061	(369)	(238)	(584)

※The figures for earnings contributions (shares) by affiliates and subsidiaries are as of February 29, 2012.

### Main equity-accounted affiliates

Company's name	Net income	Notes		
			FYE	FYE
			2/2011	2/2012
(¥ mn)	Shares			
Okinawa FamilyMart Co., Ltd.	48.98%	455	390	
Minami Kyushu FamilyMart Co., Ltd.	49.00%	150	26	
Hokkaido FamilyMart Co., Ltd.	49.00%	22	22	
BOKWANG FAMILYMART CO., LTD.	23.48%	4,946	5,575	
Shanghai FamilyMart Co., Ltd.	30.00%	(518)	(921)	

※The figures for earnings contributions (shares) by affiliates and subsidiaries are as of February 29, 2012.

### 3. Business Outlook for the Fiscal Year Ending February 2013

#### Consolidated

(¥ mn)	Total operating	Operating		Basic net income
	revenues	income	Net income	per share (¥)
Interim	176,400	25,200	12,200	128.5
Full Year	353,700	45,000	21,400	225.4

#### Non-consolidated

(¥ mn)	Total net sales of	Total operating	Operating		Basic net income
	FamilyMart stores	revenues	income	Net income	per share (¥)
Interim	817,000	142,000	23,400	12,100	127.5
Full Year	1,630,000	278,300	40,500	19,600	206.5

## 4. Consolidated statements of income

Years ended February 29, 2012 and February 28, 2011

(¥ mn)	FYE 2/2011	FYE 2/2012	Increase
<b>Total operating revenues:</b>			
Commission from franchised stores	181,064	189,659	8,595
Net sales	111,696	110,013	(1,683)
Other operating revenues	27,129	29,546	2,417
<b>Total operating revenues</b>	<b>319,889</b>	<b>329,218</b>	<b>9,329</b>
<b>Operating expenses:</b>			
Cost of sales	77,713	77,062	(651)
Selling, general and administrative expenses	203,953	209,570	5,617
<b>Total operating expenses</b>	<b>281,666</b>	<b>286,632</b>	<b>4,966</b>
<b>Operating income</b>	<b>38,223</b>	<b>42,586</b>	<b>4,363</b>
<b>Other income (expenses):</b>			
Interest and dividend income	1,678	1,567	(111)
Equity in earnings of unconsolidated subsidiaries and associated companies	263	793	530
Gain on sales of investments in associated companies	-	1,013	1,013
Gain on reversal of accounts payable—store closing	-	2,472	2,472
Loss on disposals/sales of property and store facilities-net	(1,619)	(1,447)	172
Loss on impairment of long-lived assets	(2,165)	(2,590)	(425)
Loss on cancellations of land and building lease contracts	(1,241)	(1,415)	(174)
Loss on adjustment for application of accounting standard for asset retirement obligations	-	(7,445)	(7,445)
Loss from a natural disaster	-	(3,433)	(3,433)
Other-net	(763)	(818)	(55)
<b>Other expenses-net</b>	<b>(3,847)</b>	<b>(11,303)</b>	<b>(7,456)</b>
<b>Income before income taxes and minority interests</b>	<b>34,376</b>	<b>31,283</b>	<b>(3,093)</b>
<b>Income taxes:</b>			
Current	1,775	5,680	3,905
Deferred	13,139	7,373	(5,766)
<b>Total income taxes</b>	<b>14,914</b>	<b>13,053</b>	<b>(1,861)</b>
<b>Minority interests in net income</b>	<b>1,439</b>	<b>1,646</b>	<b>207</b>
<b>Net income</b>	<b>18,023</b>	<b>16,584</b>	<b>(1,439)</b>

## 5. Major fluctuations in consolidated statements of income

Total operating revenues				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Commission from franchised stores	181,064	189,659	8,595	(Parent company) Increase in sales
Net sales	111,696	110,013	(1,683)	
Other operating revenues	27,129	29,546	2,417	
Total operating revenues	319,889	329,218	9,329	

Selling, general and administrative expenses				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Leasehold and office rents	81,529	84,621	3,092	
Personnel expenses	41,670	43,593	1,923	
Advertising expenses	14,180	15,312	1,132	
Others	66,574	66,044	(530)	
Total	203,953	209,570	5,617	

Other income (expenses)				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Gain on sales of investments in associated companies	-	1,013	1,013	Due to share sales of Famima Credit
Gain on reversal of accounts payable—store closing	-	2,472	2,472	Reversal of needless amount in prospective accounts payable—store closing on am/pm japan
Loss on adjustment for application of accounting standard for asset retirement obligations	-	(7,445)	(7,445)	
Loss from a natural disaster	-	(3,433)	(3,433)	Due to the Great East Japan Earthquake

Net income				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Consolidated	18,023	16,584	(1,439)	
(Non-consolidated)	16,678	14,321	(2,357)	
(Consolidated/Non-consolidated ratios)	1.08x	1.16x	0.08x	



## 6. Consolidated balance sheets

February 29, 2012 and February 28, 2011

(¥ mn)	FYE 2/2011	FYE 2/2012	Increase
<b>Assets</b>			
<b>Current assets:</b>			
Cash and cash equivalents	95,486	133,157	37,671
Time deposits	2,546	1,153	(1,393)
Marketable securities	1,523	2,829	1,306
<b>Receivables:</b>			
Due from franchised stores	13,139	11,107	(2,032)
Other	46,965	32,409	(14,556)
Allowance for doubtful receivables	(554)	(258)	296
Merchandise	7,785	7,914	129
Deferred tax assets	11,801	3,167	(8,634)
Prepaid expenses and other current assets	27,643	25,875	(1,768)
<b>Total current assets</b>	<b>206,334</b>	<b>217,353</b>	<b>11,019</b>
<b>Property and store facilities:</b>			
Land	14,124	13,996	(128)
Buildings and structures	56,045	65,707	9,662
Machinery and equipment	5,510	6,479	969
Furniture and fixtures	54,289	71,405	17,116
Other	307	681	374
<b>Total</b>	<b>130,275</b>	<b>158,268</b>	<b>27,993</b>
Accumulated depreciation	(57,110)	(68,093)	(10,983)
<b>Net property and store facilities</b>	<b>73,165</b>	<b>90,175</b>	<b>17,010</b>
<b>Investments and other assets:</b>			
Investment securities	12,627	11,928	(699)
Investments in and advances to unconsolidated subsidiaries and associated companies	10,662	15,008	4,346
Software	9,187	9,321	134
Goodwill	793	381	(412)
Goodwill attributable to individual stores	2,918	4,800	1,882
Leasehold deposits	106,242	108,214	1,972
Deferred tax assets	3,727	6,340	2,613
Other assets	10,379	9,302	(1,077)
<b>Total investments and other assets</b>	<b>156,535</b>	<b>165,294</b>	<b>8,759</b>
<b>Total</b>	<b>436,034</b>	<b>472,822</b>	<b>36,788</b>

## 6. Consolidated balance sheets (continued)

February 29, 2012 and February 28, 2011

(¥ mn)	FYE 2/2011	FYE 2/2012	Increase
<b>Liabilities and equity</b>			
<b>Current liabilities:</b>			
Payables:			
Trade accounts for franchised and Company-owned stores	71,169	74,566	3,397
Due to franchised stores	5,929	4,790	(1,139)
Other	21,945	20,218	(1,727)
Current portion of long-term lease obligations	3,493	5,361	1,868
Income taxes payable	1,304	5,066	3,762
Deposit received	63,967	67,242	3,275
Accrued expenses	5,053	5,628	575
Other current liabilities	4,641	2,852	(1,789)
<b>Total current liabilities</b>	<b>177,501</b>	<b>185,723</b>	<b>8,222</b>
<b>Long-term liabilities:</b>			
Long-term lease obligations	19,965	27,997	8,032
Liability for retirement benefits	6,847	7,514	667
Leasehold deposits from franchised stores	10,391	9,900	(491)
Asset retirement obligations	-	11,909	11,909
Other long-term liabilities	4,351	3,840	(511)
<b>Total long-term liabilities</b>	<b>41,554</b>	<b>61,160</b>	<b>19,606</b>
<b>Equity</b>			
Common stock-authorized, 250,000,000 shares; issued, 97,683,133 shares	16,659	16,659	-
Capital surplus	17,389	17,389	0
Retained earnings	187,544	196,914	9,370
Unrealized gain on available-for-sale securities	240	239	(1)
Foreign currency translation adjustments	(3,528)	(4,198)	(670)
Treasury stock-at cost ( 2,752,139 shares in 2012 and 2,750,744 shares in 2011)	(8,739)	(8,744)	(5)
<b>Total</b>	<b>209,565</b>	<b>218,259</b>	<b>8,694</b>
Minority interests	7,414	7,680	266
<b>Total equity</b>	<b>216,979</b>	<b>225,939</b>	<b>8,960</b>
<b>Total</b>	<b>436,034</b>	<b>472,822</b>	<b>36,788</b>

## 7. Major fluctuations in consolidated balance sheets

Current assets				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Cash and cash equivalents	95,486	133,157	37,671	(Parent company) Increase in short-term bonds
Receivables:				(Parent company) Due to collection of short-term
Other	46,965	32,409	(14,556)	loans receivable from subsidiaries and affiliates
Property and store facilities				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Furniture and fixtures	54,289	71,405	17,116	(Parent company) Due to capital expenditures for stores
Investments and other assets				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Investments in and advances to unconsolidated subsidiaries and associated companies	10,662	15,008	4,346	
Current liabilities				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Payables:				
Trade accounts for franchised and Company-owned stores	71,169	74,566	3,397	
Income taxes payable	1,304	5,066	3,762	
Deposit received	63,967	67,242	3,275	
Noncurrent liabilities				
(¥ mn)	FYE 2/2011	FYE 2/2012	Increase	Notes
Asset retirement obligations	-	11,909	11,909	Recognition by application of new accounting standard for asset retirement obligations

## 8. Non-consolidated statements of income

Years ended February 29, 2012 and February 28, 2011

(¥ mn)	FYE 2/2011	FYE 2/2012	Increase
Net sales of Company-owned stores	84,995	79,352	(5,643)
Net sales of franchised stores	1,355,462	1,455,300	99,838
Total net sales of FamilyMart stores	1,440,457	1,534,652	94,195
Commission from franchised stores	167,636	175,483	7,847
Net sales of Company-owned stores	84,995	79,352	(5,643)
Other operating revenues	18,187	19,615	1,428
Total operating revenues	270,818	274,450	3,632
Cost of sales of Company-owned stores	60,811	57,135	(3,676)
Selling, general and administrative expenses	176,266	179,034	2,768
Total operating cost and expenses	237,077	236,169	(908)
Operating income	33,741	38,281	4,540
Net income	16,678	14,321	(2,357)
Basic net income per share (¥)	175.6	150.9	(24.7)

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

(¥ mn)	FYE 2/2010			FYE 2/2011			FYE 2/2012		
		YoY	Share		YoY	Share		YoY	Share
Fast food	46,585	99.2%	3.7%	47,939	102.9%	3.5%	52,939	110.4%	3.5%
Daily food	381,012	98.5%	29.8%	400,686	105.2%	29.6%	428,645	107.0%	28.4%
Processed food	358,576	99.6%	28.2%	377,633	105.3%	28.0%	399,341	105.7%	26.4%
Liquor (License goods)	64,142	98.0%	5.0%	64,506	100.6%	4.8%	65,413	101.4%	4.3%
Food sub-total	786,173	99.1%	61.7%	826,258	105.1%	61.1%	880,925	106.6%	58.3%
Non-food	391,829	106.2%	30.8%	423,276	108.0%	31.3%	511,627	120.9%	33.8%
Cigarettes (License goods)	284,502	108.9%	22.3%	315,683	111.0%	23.4%	400,197	126.8%	26.5%
Services	28,890	101.9%	2.3%	30,561	105.8%	2.3%	32,716	107.1%	2.2%
Electronic Commerce	66,860	122.1%	5.2%	71,375	106.8%	5.3%	86,447	121.1%	5.7%
Total net sales of FamilyMart stores	<u>1,273,752</u>	<u>102.2%</u>	<u>100.0%</u>	<u>1,351,470</u>	<u>106.1%</u>	<u>100.0%</u>	<u>1,511,715</u>	<u>111.9%</u>	<u>100.0%</u>

※ The figures above do not reflect the performance results of the am/pm stores before conversion to FamilyMart stores.

### 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, liquor, instant noodles, confectionery, seasonings etc.
Non-food:	Magazines, daily goods, cigarettes etc.
Services:	Copy service, express service etc.
Electronic Commerce :	Ticket, sales by Famiport(Multimedia terminals) .

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

	FYE 2/2010		FYE 2/2011		FYE 2/2012		FYE 2/2013 (est.)
		YoY		YoY		YoY	YoY
Fast food	50.96%	0.35%	51.92%	0.96%	52.25%	0.33%	
Daily food	35.23%	0.20%	35.80%	0.57%	36.19%	0.39%	
Processed food	35.68%	0.51%	36.63%	0.95%	37.29%	0.66%	
Liquor (License goods)	24.25%	0.28%	24.41%	0.16%	24.59%	0.18%	
Food sub-total	36.37%	0.35%	37.11%	0.74%	37.66%	0.55%	
Non-food	16.43%	(0.46%)	16.50%	0.07%	15.45%	(1.05%)	
Cigarettes (License goods)	10.49%	-	11.07%	0.58%	10.48%	(0.59%)	
Services	11.74%	(0.74%)	11.16%	(0.58%)	9.89%	(1.27%)	
Electronic Commerce	3.42%	(0.18%)	3.45%	0.03%	3.37%	(0.08%)	
Total	<u>27.96%</u>	<u>(0.44%)</u>	<u>28.31%</u>	<u>0.35%</u>	<u>27.59%</u>	<u>(0.72%)</u>	<u>28.71%</u> <u>1.12%</u>

※ The figures above do not reflect the performance results of the TOMONY and am/pm stores before conversion to FamilyMart stores.

## 11. Other operating data

### Business performance

	FYE 2/2010		FYE 2/2011		FYE 2/2012		FYE 2/2013 (est.)	
		YoY		YoY		YoY		YoY
Avg. daily sales ( ¥ 1,000)								
Total stores	498	(10)	505	7	531	26	539	8
Existing stores	501	(9)	502	1	531	29	540	9
New stores	439	(21)	564	125	521	(43)	515	(6)
Number of customers								
Total stores	923	2	944	21	961	17	975	14
Existing stores	926	4	932	6	956	24	968	12
Spend per customer ( ¥ )								
Total stores	540	(11)	534	(6)	552	18	553	1
Existing stores	540	(13)	539	(1)	556	17	558	2
Growth rate of avg. daily sales of existing stores (%)	(2.4)	/	(0.2)	/	4.4	/	1.0	/
Average inventory ( ¥ 1,000)	5,669	(84)	5,744	75	5,997	253	6,000	3
Turnover of goods	31.6	(0.1)	31.3	(0.3)	31.4	0.1	31.9	0.5

※ The figures above do not reflect the performance results of the TOMONY and am/pm stores before conversion to FamilyMart stores.

### Business hours

	FYE 2/2010			FYE 2/2011			FYE 2/2012		
	No. of stores	Share	YoY	No. of stores	Share	YoY	No. of stores	Share	YoY
24 hours	6,948	97.1%	253	7,328	96.1%	380	7,740	94.8%	412
Others	210	2.9%	14	301	3.9%	91	424	5.2%	123
Total	7,158	100.0%	267	7,629	100.0%	471	8,164	100.0%	535

※ The figures above do not reflect the performance results of the TOMONY and am/pm stores before conversion to FamilyMart stores.

## 11. Other operating data (continued)

### Liquor-licensed and cigarette-licensed stores

	FYE 2/2010			FYE 2/2011			FYE 2/2012		
	No. of stores	Share	YoY	No. of stores	Share	YoY	No. of stores	Share	YoY
Liquor	6,963	97.3%	341	7,391	96.9%	428	7,830	95.9%	439
Cigarettes	6,266	87.5%	605	6,788	89.0%	522	7,273	89.1%	485

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

※ The figures above do not reflect the performance results of the am/pm stores before conversion to FamilyMart stores.

### Number of employees (non-consolidated)

	FYE 2/2010		FYE 2/2011		FYE 2/2012	
		YoY		YoY		YoY
Number of full-time employees	3,065	5	3,358	293	3,356	(2)
Store developers	152	(16)	145	(7)	200	55
Store supervisors	1,016	19	1,137	121	1,165	28
Number of part-time employees	2,314	(112)	2,958	644	2,615	(343)

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

### Number of employees (consolidated)

	FYE 2/2010		FYE 2/2011		FYE 2/2012	
		YoY		YoY		YoY
Number of full-time employees	7,204	254	7,569	365	8,327	758

### Bill settlement service

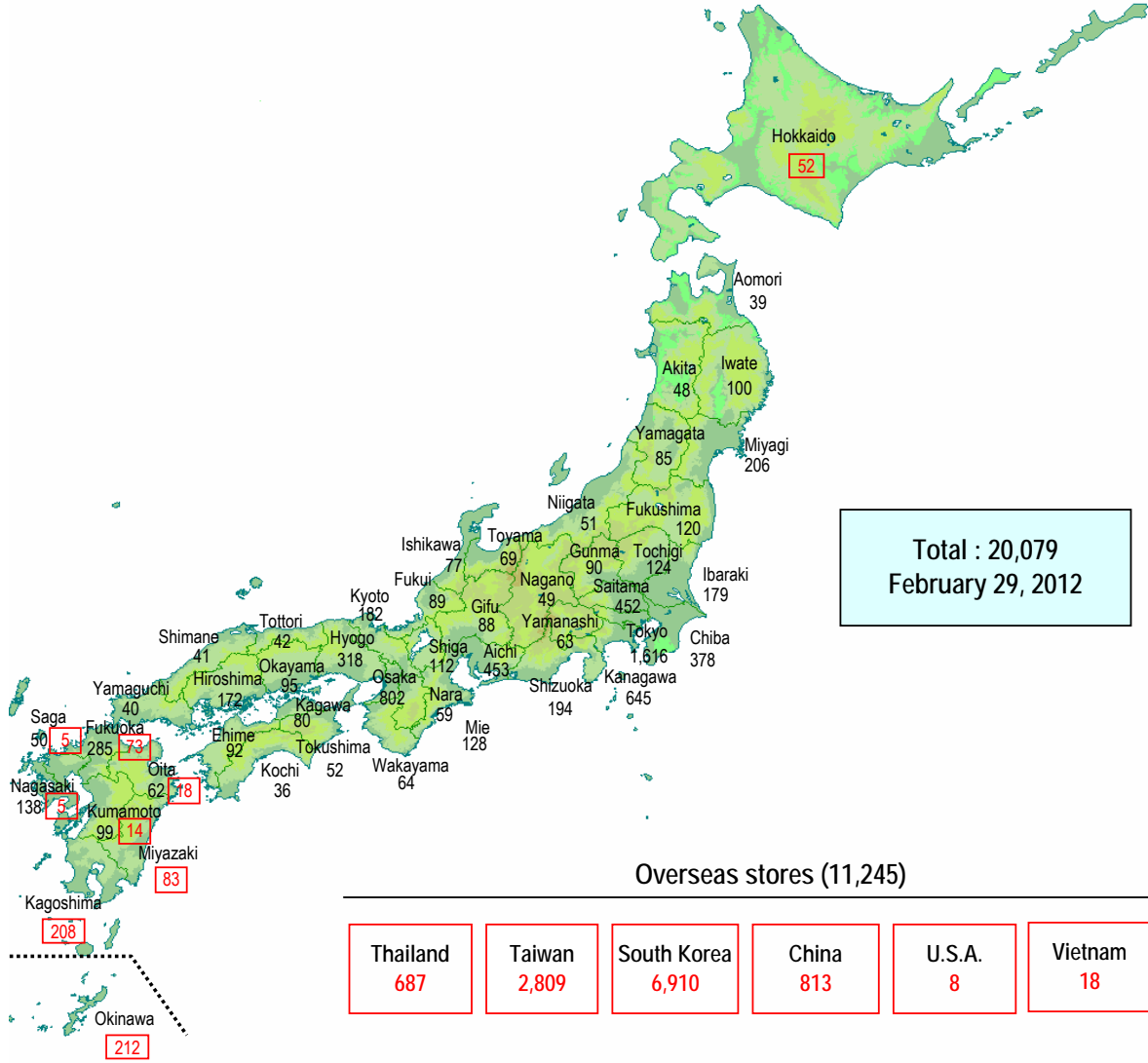
	FYE 2/2010		FYE 2/2011		FYE 2/2012	
		YoY		YoY		YoY
Transaction volume(millions of yen)	1,442,621	108.3%	1,604,653	111.2%	1,680,078	104.7%
Number of transactions(thousand)	154,956	104.7%	171,978	111.0%	177,823	103.4%

※ The figures above do not reflect the performance results of the am/pm stores before conversion to FamilyMart stores.



## 12. Store network

Domestic stores (8,834)



Black : FamilyMart stores

Red : Area franchising stores

## 12. Store network (continued)

	Number of stores							
	FYE 2/2010		FYE 2/2011		FYE 2/2012		FYE 2/2013 (est.)	
	Stores	YoY	Stores	YoY	Stores	YoY	Stores	YoY
<b>FamilyMart Co., Ltd.</b>								
Company-owned stores	434	(35)	437	3	387	(50)	350	(37)
Type one	4,086	225	4,487	401	5,013	526	/	/
(TOMONY)	33	11	38	5	45	7	/	/
Type two	2,638	77	2,705	67	2,764	59	/	/
Franchised stores	6,724	302	7,192	468	7,777	585	8,314	537
FamilyMart stores	7,158	267	7,629	471	8,164	535	8,664	500
<b>Domestic area franchising</b>								
Okinawa FamilyMart Co., Ltd.	201	1	203	2	212	9	/	/
Minami Kyushu FamilyMart Co., Ltd.	289	6	284	(5)	291	7	/	/
Hokkaido FamilyMart Co., Ltd.	40	10	45	5	52	7	/	/
JR KYUSHU RETAIL ,INC.	-	-	87	87	115	28	/	/
Domestic area franchising stores	530	17	619	89	670	51	724	54
Domestic chain stores	7,688	284	8,248	560	8,834	586	9,388	554
<b>Overseas area franchising</b>								
Taiwan FamilyMart Co., Ltd. (Taiwan)	2,424	88	2,637	213	2,809	172	2,861	52
BOKWANG FAMILYMART CO., LTD. (S. Korea)	4,743	563	5,511	768	6,910	1,399	8,310	1,400
Siam FamilyMart Co., Ltd. (Thailand)	565	40	622	57	687	65	769	82
Shanghai FamilyMart Co., Ltd. (China)	287	122	442	155	639	197	919	280
Guangzhou FamilyMart Co., Ltd. (China)	46	29	88	42	121	33	191	70
Suzhou FamilyMart Co., Ltd. (China)	26	14	36	10	48	12	92	44
Hangzhou FamilyMart Co., Ltd. (China)	-	-	-	-	5	5	25	20
China(total)	359	165	566	207	813	247	1,227	414
FAMIMA CORPORATION (USA)	9	(3)	10	1	8	(2)	9	1
VI NA FAMILYMART CO.,LTD/Family Company (Vietnam)	1	1	4	3	18	14	45	27
Overseas area franchising stores	8,101	854	9,350	1,249	11,245	1,895	13,221	1,976
<b>Total area franchising stores</b>	<b>8,631</b>	<b>871</b>	<b>9,969</b>	<b>1,338</b>	<b>11,915</b>	<b>1,946</b>	<b>13,945</b>	<b>2,030</b>
<b>Total chain stores</b>	<b>15,789</b>	<b>1,138</b>	<b>17,598</b>	<b>1,809</b>	<b>20,079</b>	<b>2,481</b>	<b>22,609</b>	<b>2,530</b>

※1:The figures for FYE2/2013(est.) do not include the TOMONY stores .

※2:To ensure the smooth operation of our Vietnam business,we have formed two companies as an interim measure due to foreign investment restrictions.

### Number of store openings and closures

	FYE 2/2010			FYE 2/2011			FYE 2/2012			FYE 2/2013 (est.)		
	Open	Close	Net increase	Open	Close	Net increase	Open	Close	Net increase	Open	Close	Net increase
	FamilyMart	534	278	256	407	270	137	542	316	226	800	300
TOMONY	11	-	11	5	-	5	7	-	7	/	/	/
am/pm→FamilyMart	/	/	/	329	-	329	302	-	302	/	/	/
<b>Total</b>	<b>545</b>	<b>278</b>	<b>267</b>	<b>741</b>	<b>270</b>	<b>471</b>	<b>851</b>	<b>316</b>	<b>535</b>	<b>800</b>	<b>300</b>	<b>500</b>

### Number of store re-location

FYE 2/2010	FYE 2/2011	FYE 2/2012
Re-location	Re-location	Re-location
80	82	100

## 13. Capital expenditure

### Capital expenditure (non-consolidated)

(¥ mn)	FYE 2/2011		FYE 2/2012		FYE 2/2013(est.)	
		YoY		YoY		YoY
Leasehold deposits	10,108	69.3%	13,165	130.2%	17,032	129.4%
New stores	4,742	110.3%	6,237	131.5%	9,359	150.1%
Existing stores	1,865	82.4%	2,525	135.4%	3,077	121.8%
For stores	6,607	100.7%	8,762	132.6%	12,436	141.9%
Head office investment	246	238.8%	468	189.7%	-	-
System investment (Note)	3,232	85.7%	2,858	88.4%	3,421	119.7%
For head office	3,478	89.8%	3,326	95.6%	3,421	102.8%
Lease	15,696	170.4%	13,525	86.2%	16,777	124.0%
<b>Total capital expenditure</b>	<b>35,889</b>	<b>104.9%</b>	<b>38,778</b>	<b>108.0%</b>	<b>49,666</b>	<b>128.1%</b>
Depreciation and amortization expense	9,711	132.2%	13,016	134.0%	14,800	113.7%

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

(¥ mn)	FYE 2/2011	FYE 2/2012	FYE 2/2013 (est.)
POS system	-	-	-
System improvement and software	3,146	2,809	3,421
Hardware and software for the head office and others	86	49	-
<b>Total</b>	<b>3,232</b>	<b>2,858</b>	<b>3,421</b>

### Capital expenditure (consolidated)

(¥ mn)	FYE 2/2011		FYE 2/2012		FYE 2/2013(est.)	
		YoY		YoY		YoY
Total capital expenditure	40,303	100.0%	46,324	114.9%	58,756	126.8%
Depreciation and amortization expense	12,582	121.7%	16,190	128.7%	18,815	116.2%

## 14. Principal shareholders in February 2012

### Ten largest shareholders

Shareholder	Number of shares held (thousands)	% of total issued shares
ITOCHU Corporation	29,941	30.7 %
Japan Trustee Services Bank, Ltd.(Trust account)	4,180	4.3 %
NTT DoCoMo, Inc.	2,931	3.0 %
Japan Trustee Services Bank, Ltd.(Trust account 9)	2,386	2.4 %
The Master Trust Bank of Japan, Ltd.(Trust account)	2,340	2.4 %
Mizuho Bank, Ltd.	2,085	2.1 %
Nippon Life Insurance Company	1,964	2.0 %
Deutsche Securities Inc.	1,673	1.7 %
THE CHASE MANHATTAN BANK, N.A. LONDON SECS LENDING OMNIBUS ACCOUNT	1,421	1.5 %
GOLDMAN, SACHS & CO. REG	1,303	1.3 %
<b>Total</b>	<b>50,225</b>	<b>51.4 %</b>

Note: In addition to the above, the Company also holds 2,752 thousand shares in treasury.

### Distribution of shares

	FYE 2/2011			FYE 2/2012		
	No. of shareholders	No. of shares (hundreds)	% of shares	No. of shareholders	No. of shares (hundreds)	% of shares
Japanese financial institutions and securities companies	120	253,395	26.0%	110	229,919	23.6%
Other Japanese corporations	288	353,243	36.2%	283	353,180	36.1%
Foreign institutions and individuals	393	292,958	30.0%	405	317,760	32.6%
Japanese individuals and others	10,210	76,089	7.8%	9,711	74,849	7.7%
<b>Total</b>	<b>11,011</b>	<b>975,685</b>	<b>100.0%</b>	<b>10,509</b>	<b>975,708</b>	<b>100.0%</b>

Note: 100 shares per unit.