



# 1. Consolidated Financial Results

## (1) Summary and outlook

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Operating revenue	1,030,259	-4.5%	1,032,126	0.2%	1,018,959	-1.3%	1,036,400	1.7%
General merchandise stores operations <sup>*1</sup>	791,750	-2.6%	799,904	1.0%	777,327	-2.8%	793,610	2.1%
Convenience stores operations	154,422	-13.2%	148,505	-3.8%	148,110	-0.3%	151,470	2.3%
Specialty stores operations	68,983	-6.8%	64,455	-6.6%	58,304	-9.5%	54,750	-6.1%
Financial services operations	16,725	1.9%	17,301	3.4%	18,428	6.5%	19,360	5.1%
Others <sup>*2</sup>	19,825	1.4%	25,651	29.4%	54,422	112.2%	53,490	-1.7%
Eliminations	-21,448	-	-23,691	-	-37,634	-	-36,280	-
SG & A expenses	364,593	-1.7%	370,683	1.7%	369,550	-0.3%	375,200	1.5%
Operating income	35,020	-20.4%	25,328	-27.7%	20,237	-20.1%	23,500	16.1%
General merchandise stores operations <sup>*1</sup>	14,249	-20.4%	12,235	-14.1%	9,013	-26.3%	10,100	12.1%
Convenience stores operations	16,749	-18.6%	9,456	-43.5%	7,613	-19.5%	8,000	5.1%
Specialty stores operations	-23	-	-704	-	-1,164	-	240	-
Financial services operations	3,233	-23.7%	3,748	15.9%	3,899	4.0%	4,010	2.8%
Others <sup>*2</sup>	810	43.1%	765	-5.5%	831	8.5%	1,240	49.2%
Eliminations	1	-	-173	-	45	-	-90	-
Non-operating income	3,497	-2.4%	3,998	14.3%	3,887	-2.8%	2,770	-28.7%
Non-operating expenses	5,094	-2.0%	4,260	-16.4%	3,636	-14.6%	3,270	-10.1%
Ordinary income	33,423	-21.2%	25,066	-25.0%	20,488	-18.3%	23,000	12.3%
Extraordinary gains	19,823	591.5%	1,520	-92.3%	1,436	-5.5%	3,000	108.9%
Extraordinary losses	9,745	-49.8%	10,608	8.9%	19,440	83.3%	13,300	-31.6%
Net income	30,471	266.1%	7,440	-75.6%	-2,408	-	4,800	-
Net income per share (yen)	140.64	233.7%	32.13	-77.2%	-10.47	-	20.86	-
Average number of shares outstanding during period <sup>*3</sup>	233,056,889 shares		231,570,631 shares		230,083,074 shares		-	
Total assets	832,321	-13.7%	950,166	14.2%	952,584	0.3%		
Total net assets	304,354	-12.4%	305,776	0.5%	301,249	-1.5%		
Interest-bearing liabilities <sup>*4</sup>	259,589	-22.7%	358,061	37.9%	364,174	1.7%		

Notes 1. In the General merchandise stores segment, UNY (SHANGHAI) TRADING Co., Ltd. became a consolidated subsidiary on October 1, 2014.

2. In the Other segment, UNICOM Inc. became a consolidated subsidiary on March 1, 2014.

3. Average number of shares outstanding during period excludes treasury stocks.

4. Interest-bearing liabilities include lease liabilities.

## (2) Breakdown of interest-bearing liabilities

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Change		Change		Change
Commercial paper	36,000	-23,500	132,000	+96,000	131,000	-1,000
Short-term debt	4,452	-939	5,343	+891	2,859	-2,484
Long-term debt	201,359	-53,858	197,321	-4,038	206,906	+9,585
Corporate bonds	-	-	565	+565	275	-290
Subtotal	241,811	-78,297	335,229	+93,418	341,041	+5,812
Lease obligations	17,778	+2,182	22,832	+5,054	23,132	+300
<b>Total</b>	<b>259,589</b>	<b>-76,115</b>	<b>358,061</b>	<b>+98,472</b>	<b>364,174</b>	<b>+6,113</b>

## (3) Capital expenditures and depreciation

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
<b>General merchandise stores operations</b>								
UNY CO., LTD.	16,517	6.1%	37,871	129.3%	32,074	-15.3%	36,780	14.7%
Future development	3,357	95.4%	15,274	355.0%	8,602	-43.7%	12,420	44.4%
New store investments	6,285	94.5%	13,220	110.3%	16,971	28.4%	20,350	19.9%
Store renovation investments	6,875	-35.2%	9,377	36.4%	6,501	-30.7%	4,010	-38.3%
UNY (HK) CO., LIMITED	103	-78.4%	40	-61.2%	683	1607.5%	122	-82.1%
99 ICHIBA Co., Ltd.	271	54.0%	450	66.1%	478	6.2%	803	68.0%
<b>Convenience stores operations</b>								
Circle K Sunkus Co., Ltd.	27,769	14.6%	35,085	26.3%	27,493	-21.6%	29,370	6.8%
New store investments	18,516	22.0%	22,303	20.5%	17,625	-21.0%	19,232	9.1%
Existing store investments	4,125	14.8%	5,765	39.8%	3,552	-38.4%	3,271	-7.9%
System investments	2,616	42.6%	4,142	58.3%	4,563	10.2%	5,413	18.6%
Head office investments	2,512	-30.7%	2,874	14.4%	1,753	-39.0%	1,454	-17.1%
<b>Specialty stores operations</b>								
SAGAMI Co., Ltd.	146	80.2%	215	47.3%	194	-9.8%	332	71.1%
PALEMO CO., LTD.	728	12.7%	1,351	85.6%	618	-54.3%	500	-19.1%
MOLIE Co., Ltd.	24	41.2%	88	266.7%	52	-40.9%	110	111.5%
<b>Total</b>	<b>47,472</b>	<b>10.6%</b>	<b>77,959</b>	<b>64.2%</b>	<b>65,720</b>	<b>-15.7%</b>	<b>71,000</b>	<b>8.0%</b>
Depreciation	33,133	6.7%	35,412	6.9%	37,232	5.1%	39,100	5.0%

Note. Capital expenditures is on accrual basis, including lease assets.

## (4) Stores at term-end of major subsidiaries

(stores)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Net increase (Net decrease)		Net increase (Net decrease)		Net increase (Net decrease)		Net increase (Net decrease)
<b>General merchandise stores operations</b>								
UNY CO., LTD.	227	±0	229	+2	226	-3	231	+5
Openings	4	-	5	-	6	-	8	-
Closures	4	-	3	-	9	-	3	-
UNY (HK) CO., LIMITED	3	±0	3	±0	3	±0	3	±0
Openings	0	-	0	-	0	-	0	-
Closures	0	-	0	-	0	-	0	-
99 ICHIBA Co., Ltd.	65	+2	76	+11	90	+14	108	+18
Openings	9	-	13	-	15	-	24	-
Closures	7	-	2	-	1	-	6	-
<b>Convenience stores operations</b>								
Circle K Sunkus Co., Ltd. (Group total)	6,242	+73	6,359	+117	6,353	-6	6,463	+110
Openings	426	-	482	-	360	-	404	-
Closures	353	-	365	-	366	-	294	-
The Company	5,329	+172	5,612	+232	5,990	+108	6,090	+100
Openings	365	-	446	-	347	-	380	-
Relocations	47	-	69	-	92	-	-	-
Closures	193	-	214	-	239	-	280	-
Area franchisers	913	-99	747	-115	363	-114	373	+10
Openings	61	-	36	-	13	-	24	-
Closures	160	-	151	-	127	-	14	-
Circle K Sunkus Co., Ltd. (Consolidated basis)	5,735	+188	5,966	+231	6,069	+103	6,163	+94
Openings	396	-	463	-	349	-	380	-
Closures	208	-	232	-	246	-	286	-
<b>Specialty stores operations</b>								
SAGAMI Co., Ltd.	270	-31	269	-1	253	-16	254	+1
Openings	5	-	5	-	7	-	12	-
Closures	36	-	6	-	23	-	11	-
PALEMO CO., LTD.	786	-30	780	-6	700	-80	620	-80
Openings	31	-	57	-	14	-	10	-
Closures	61	-	63	-	94	-	90	-
MOLIE Co., Ltd.	132	-4	133	+1	131	-2	131	±0
Openings	3	-	5	-	5	-	3	-
Closures	7	-	4	-	7	-	3	-

## 2. Financial results of major subsidiaries by operating segment

### General merchandise stores operations: UNY CO., LTD.

#### (1) Business results (Non-consolidated basis)

##### 1) Business results (Non-consolidated basis)

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Operating revenue	768,941	-2.4%	771,487	0.3%	745,647	-3.3%	753,800	1.1%
Net sales	730,289	-2.6%	732,416	0.3%	705,770	-3.6%	712,425	0.9%
Y-o-y change in existing store sales (Adjustment for the day of the week)	-2.8%	-	0.3%	-	-2.9%	-	-1.4%	-
Gross profit	177,567	-3.7%	176,618	-0.5%	168,772	-4.4%	171,885	1.8%
Gross profit ratio	24.3%	-0.3%	24.1%	-0.2%	23.9%	-0.2%	24.1%	0.2%
Other revenues	38,651	1.5%	39,070	1.1%	39,876	2.1%	41,375	3.8%
Operating gross profit	216,218	-2.8%	215,689	-0.2%	208,649	-3.3%	213,260	2.2%
SG & A expenses	201,387	-1.4%	203,550	1.1%	198,240	-2.6%	201,760	1.8%
Personnel costs	95,397	-4.0%	93,100	-2.4%	89,566	-3.8%	-	-
Advertising costs	13,533	5.6%	13,870	2.5%	11,522	-16.9%	-	-
Decoration expense	1,140	75.3%	1,766	54.9%	1,112	-37.1%	-	-
Rental costs	24,662	-2.6%	24,824	0.7%	24,549	-1.1%	-	-
Depreciation and amortization	15,500	-1.0%	15,511	0.1%	16,454	6.1%	-	-
Water, electricity and heating expenses	12,384	4.3%	13,503	9.0%	14,349	6.3%	-	-
Others	38,768	0.4%	40,973	5.7%	40,686	-0.7%	-	-
Operating income	14,831	-18.6%	12,138	-18.2%	10,408	-14.3%	11,500	10.5%
Non-operating income	6,339	41.7%	1,645	-74.0%	1,536	-6.6%	-	-
Non-operating expenses	3,029	8.7%	2,831	-6.5%	2,426	-14.3%	-	-
Ordinary income	18,141	-8.8%	10,953	-39.6%	9,518	-13.1%	10,300	8.2%
Extraordinary gains	51	57.4%	95	83.5%	0	-100.0%	-	-
Extraordinary losses	4,412	-52.5%	4,205	-4.7%	11,228	167.0%	-	-
Net income	9,091	68.1%	3,902	-57.1%	-3,244	-	2,900	-

##### 2) Non-operating income or expenses

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Y-o-y		Y-o-y		Y-o-y
Non-operating income	6,339	41.7%	1,645	-74.0%	1,536	-6.6%
Interest income	474	5.5%	313	-34.0%	283	-9.5%
Dividend income	4,166	69.0%	-	-	-	-
Amortization of negative goodwill	783	±0.0%	449	-42.6%	-	-
Others	915	18.2%	883	-3.5%	1,253	41.9%
Non-operating expenses	3,029	8.7%	2,831	-6.5%	2,426	-14.3%
Interest expenses	2,383	-4.4%	2,601	9.1%	2,230	-14.3%
Allowance for doubtful debts	-	-	4	-	-	-
Others	645	175.3%	225	-65.1%	196	-12.8%

##### 3) Extraordinary gains or losses

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Y-o-y		Y-o-y		Y-o-y
Extraordinary gains	51	57.4%	95	83.5%	0	-100.0%
Gain on sales of fixed assets	50	54.6%	95	86.9%	0	-100.0%
Others	0	-	-	-	-	-
Extraordinary losses	4,412	-52.5%	4,205	-4.7%	11,228	167.0%
Loss on disposal of property and equipment	1,186	71.9%	1,336	12.6%	1,348	0.9%
Loss on devaluation of investment securities	35	19.8%	-	-	-	-
Impairment loss on fixed assets	2,156	-28.8%	2,869	33.1%	9,557	233.1%
Loss on investment and loans in group companies	1,006	-	-	-	-	-
Others	28	-99.5%	-	-	322	-

## (2) Sales breakdown

### 1) Sales growth

	FY ended Feb. 2014			FY ended Feb. 2015							FY ending Feb. 2016 (Forecast)
	1st Half	2nd Half	Annual	1st Quarter (Mar. to May)	2nd Quarter (Jun.-Aug.)	1st Half	3rd Quarter (Sep.-Nov.)	4th Quarter (Dec.-Feb.)	2nd Half	Annual	
Y-o-y change in existing store sales (Adjustment for the day of the week)	0.3%	0.2%	0.3%	-2.1%	-4.2%	<b>-3.2%</b>	-3.8%	-1.8%	-2.7%	<b>-2.9%</b>	<b>-1.4%</b>
Clothing	-0.9%	-4.7%	-2.8%	-5.2%	-8.0%	<b>-6.6%</b>	-8.1%	-6.2%	-7.1%	<b>-6.9%</b>	
Household goods	-1.6%	-3.1%	-2.4%	-1.9%	-8.0%	<b>-5.2%</b>	-6.0%	-2.8%	-4.2%	<b>-4.7%</b>	
Foods	1.0%	2.1%	1.6%	-1.4%	-2.5%	<b>-2.0%</b>	-2.4%	-0.6%	-1.4%	<b>-1.7%</b>	
Y-o-y change in existing store sales (Non-adjustment for the day of the week)	0.0%	0.1%	0.1%	-1.9%	-5.2%	<b>-3.6%</b>	-3.1%	-1.6%	-2.3%	<b>-2.9%</b>	
Number of customers counted	0.7%	-0.6%	0.1%	-3.3%	-5.4%	<b>-4.4%</b>	-2.7%	-2.5%	-2.6%	<b>-3.5%</b>	
Average spending per customer	-0.6%	0.6%	0.0%	1.3%	0.1%	<b>0.7%</b>	-0.6%	0.7%	0.1%	<b>0.4%</b>	
Y-o-y change in all store sales	-0.4%	1.0%	0.3%	-1.4%	-6.1%	<b>-3.8%</b>	-4.5%	-2.7%	-3.5%	<b>-3.7%</b>	
Clothing	-2.2%	-4.0%	-3.1%	-5.0%	-10.0%	<b>-7.6%</b>	-8.4%	-8.4%	-8.4%	<b>-8.0%</b>	
Household goods	-2.8%	-2.1%	-2.4%	-1.2%	-9.6%	<b>-5.7%</b>	-6.7%	-4.5%	-5.5%	<b>-5.6%</b>	
Foods	0.5%	2.8%	1.7%	-0.7%	-4.4%	<b>-2.6%</b>	-3.2%	-1.0%	-2.0%	<b>-2.3%</b>	

### 2) Sales by product category

(millions of yen)

	FY ended Feb. 2013			FY ended Feb. 2014			FY ended Feb. 2015		
	Y-o-y	Share		Y-o-y	Share		Y-o-y	Share	
Clothing	112,140	-2.7%	15.4%	108,655	-3.1%	14.8%	99,975	-8.0%	14.2%
Women's clothing	30,408	-3.5%	4.2%	29,653	-2.5%	4.0%	27,103	-8.6%	3.8%
Children's clothing	15,206	-3.7%	2.1%	14,320	-5.8%	2.0%	12,948	-9.6%	1.8%
Men's clothing	20,073	0.2%	2.7%	19,936	-0.7%	2.7%	18,898	-5.2%	2.7%
Shoes, bags and accessories	17,770	-4.2%	2.4%	17,368	-2.3%	2.4%	15,758	-9.3%	2.2%
Underwear	28,680	-2.4%	3.9%	27,376	-4.5%	3.7%	25,266	-7.7%	3.6%
Household goods	118,567	-4.3%	16.2%	115,744	-2.4%	15.8%	109,246	-5.6%	15.5%
Household goods	21,378	-8.9%	2.9%	21,021	-1.7%	2.9%	16,689	-20.6%	2.4%
General merchandises	97,188	-3.1%	13.3%	94,722	-2.5%	12.9%	92,556	-2.3%	13.1%
Foods	488,149	-2.2%	66.8%	496,355	1.7%	67.8%	484,962	-2.3%	68.7%
Fresh foods	286,526	-2.4%	39.2%	291,841	1.9%	39.8%	286,898	-1.7%	40.7%
Processed foods	201,622	-1.9%	27.6%	204,513	1.4%	27.9%	198,064	-3.2%	28.1%
Commodity supply	371	-4.4%	0.1%	328	-11.7%	0.0%	679	107.2%	0.1%
Others	11,060	-4.6%	1.5%	11,332	2.5%	1.5%	10,905	-3.8%	1.5%
Total	730,289	-2.6%	100.0%	732,416	0.3%	100.0%	705,770	-3.6%	100.0%

### 3) Sales by geographic region

(millions of yen)

	FY ended Feb. 2013			FY ended Feb. 2014			FY ended Feb. 2015		
	Y-o-y	Share		Y-o-y	Share		Y-o-y	Share	
Kanto	127,102	-2.0%	17.4%	125,351	-1.4%	17.1%	114,945	-8.3%	16.3%
Yamanashi pref. and Shizuoka pre. area	74,583	-3.1%	10.2%	76,057	2.0%	10.4%	73,002	-4.0%	10.3%
Chukyo	483,593	-2.8%	66.2%	484,486	0.2%	66.1%	472,303	-2.5%	66.9%
Hokuriku	44,513	-2.6%	6.1%	46,032	3.4%	6.3%	44,637	-3.0%	6.3%
Total	730,289	-2.6%	100.0%	732,416	0.3%	100.0%	705,770	-3.6%	100.0%

### 4) Sales by store type

(millions of yen)

	FY ended Feb. 2013			FY ended Feb. 2014			FY ended Feb. 2015		
	Y-o-y	Share		Y-o-y	Share		Y-o-y	Share	
Apita type	476,885	-1.8%	65.5%	476,953	0.0%	65.3%	462,024	-3.1%	65.6%
Piago type	240,368	-4.3%	33.0%	242,225	0.8%	33.2%	231,601	-4.4%	32.9%
U Home type	10,873	-4.0%	1.5%	10,831	-0.4%	1.5%	10,195	-5.9%	1.4%
Total	728,127	-2.6%	100.0%	730,010	0.3%	100.0%	703,821	-3.6%	100.0%

Note. Y-o-y change in existing store sales for the FY ended Feb. 2015 by store type are below:

Apita type: -3.4%, Piago type: -2.2%, U Home type: -2.9%

### (3) Product breakdown

#### 1) Gross profit ratio

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Change		Change		Change		Change
Clothing	38.2%	+0.7%	37.5%	-0.7%	36.7%	-0.8%		
Household goods	27.9%	-0.2%	27.7%	-0.2%	27.8%	+0.1%		
Foods	20.3%	-0.5%	20.5%	+0.2%	20.5%	0.0%		
Total	24.3%	-0.3%	24.1%	-0.2%	23.9%	-0.2%	24.1%	+0.2%

#### 2) Inventory turnover days and loss ratio

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Change		Change		Change
Inventory turnover days	30.5	+1.1	30.9	+0.4	31.9	+1.0
Clothing	83.5	+4.1	90.3	+6.8	95.1	+4.8
Household goods	83.4	+3.7	84.8	+1.4	90.5	+5.7
Foods	5.7	+0.2	5.6	-0.1	5.9	+0.3
Loss ratio	5.0%	+0.2%	5.3%	+0.3%	5.5%	+0.2%
Clothing	19.5%	+0.5%	22.0%	+2.5%	23.7%	+1.7%
Household goods	7.0%	+1.0%	7.2%	+0.2%	7.3%	+0.1%
Foods	1.3%	+0.2%	1.3%	±0.0%	1.4%	+0.1%

### (4) Profile of stores

#### 1) Openings and closures of stores

Opened and closed stores in FY ended Feb. 2015

	Store name	Location	Retail space (Directly operated)	Date of open or close
Openings	Piago La Foods Core Aratama: rebuilt store	Aichi prefecture	6,000 m <sup>2</sup> (2,900 m <sup>2</sup> )	March 8, 2014
	Versa Walk Nishio (Apita Nishio): rebuilt store	Aichi prefecture	26,800 m <sup>2</sup> (11,900 m <sup>2</sup> )	March 21, 2014
	Apita Minato: renovated store	Aichi prefecture	28,300 m <sup>2</sup> (15,100 m <sup>2</sup> )	November 7, 2014
	Benibana Walk Okegawa: new store	Saitama prefecture	25,100 m <sup>2</sup> (10,600 m <sup>2</sup> )	November 21, 2014
	U Home Ureshino: new store	Mie prefecture	2,900 m <sup>2</sup> (2,900 m <sup>2</sup> )	November 28, 2014
	Piago Bisai: rebuilt store	Aichi prefecture	8,000 m <sup>2</sup> (5,900 m <sup>2</sup> )	December 5, 2014
Closures	Piago Iwata: rebuilding store	Shizuoka prefecture	8,200 m <sup>2</sup> (5,600 m <sup>2</sup> )	December 5, 2014
	Piago Moriyama: renovating store	Aichi prefecture	6,300 m <sup>2</sup> (3,700 m <sup>2</sup> )	March 31, 2014
	Apita Kanazawabunko: rebuilding store	Kanagawa prefecture	12,700 m <sup>2</sup> (8,800 m <sup>2</sup> )	March 31, 2014
	Piago Hekinan: rebuilding store	Aichi prefecture	6,100 m <sup>2</sup> (5,500 m <sup>2</sup> )	May 18, 2014
	U Home Matsuzakamikumo	Mie prefecture	7,600 m <sup>2</sup> (7,600 m <sup>2</sup> )	May 18, 2014
	Apita Okaya: rebuilding store	Nagano prefecture	13,900 m <sup>2</sup> (8,700 m <sup>2</sup> )	June 20, 2014
	Piago Iwakura: rebuilding store	Aichi prefecture	9,300 m <sup>2</sup> (5,700 m <sup>2</sup> )	August 31, 2014
	Piago Anjo	Aichi prefecture	8,800 m <sup>2</sup> (6,000 m <sup>2</sup> )	August 31, 2014
	Piago Nakayama	Kanagawa prefecture	5,900 m <sup>2</sup> (5,400 m <sup>2</sup> )	February 15, 2015

Stores to open and close in FY ending Feb. 2016

	Store name	Location	Retail space (Directly operated)	Date of open or close
Openings	Raspa Ootagawa (Piago Ootagawa): new store	Aichi prefecture	13,900 m <sup>2</sup> (5,100 m <sup>2</sup> )	March 20, 2015
	Raspa Hakusan (Piago Hakusan): new store	Aichi prefecture	8,700 m <sup>2</sup> (2,100 m <sup>2</sup> )	April 24, 2015
	Piago Moriyama: new store	Aichi prefecture	2,900 m <sup>2</sup> (2,900 m <sup>2</sup> )	April 25, 2015
	Piago Isezaki: rebuilding store	Kanagawa prefecture	3,100 m <sup>2</sup> (3,100 m <sup>2</sup> )	1st Half
	Piago Hekinan: rebuilding store	Aichi prefecture	4,900 m <sup>2</sup> (2,500 m <sup>2</sup> )	1st Half
	U Home Shinshiro: new store	Aichi prefecture	4,800 m <sup>2</sup> (3,700 m <sup>2</sup> )	1st Half
	Apita Iwata: rebuilding store	Shizuoka prefecture	22,300 m <sup>2</sup> (10,300 m <sup>2</sup> )	2nd Half
	Apita Iwakura: rebuilding store	Aichi prefecture	17,000 m <sup>2</sup> (9,300 m <sup>2</sup> )	2nd Half
Closures	U Home Mattou	Ishikawa prefecture	6,000 m <sup>2</sup> (6,000 m <sup>2</sup> )	1st Half
	Piago Matsubara	Shiga prefecture	3,100 m <sup>2</sup> (3,000 m <sup>2</sup> )	2nd Half
	Apita Hiyoshi	Kanagawa prefecture	12,800 m <sup>2</sup> (8,200 m <sup>2</sup> )	2nd Half

## 2) Number of stores by geographic region

(stores)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Share		Share		Share
Kanto area	34	15.0%	33	14.4%	32	14.2%
Yamanashi pref. and Shizuoka pre. area	26	11.5%	27	11.8%	26	11.5%
Chukyo area	151	66.5%	153	66.8%	152	67.3%
Hokuriku area	16	7.0%	16	7.0%	16	7.1%
Total	227	100.0%	229	100.0%	226	100.0%

## 3) Number of stores by store type

(stores)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Share		Share		Share
Apita type	96	42.3%	97	42.4%	98	43.4%
Piago type	121	53.3%	121	52.8%	117	51.8%
U Home type	10	4.4%	11	4.8%	11	4.9%
Total	227	100.0%	229	100.0%	226	100.0%

## 4) Retail space at term-end

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Change		Change		Change
Retail space at term-end	1,684,493 m <sup>2</sup>	-24,325 m <sup>2</sup>	1,685,330 m <sup>2</sup>	+837 m <sup>2</sup>	1,672,199 m <sup>2</sup>	-13,131 m <sup>2</sup>
Number of stores	227	±0	229	+2	226	-3

## (5) Profile of employees

## 1) Employees at term-end

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Share		Share		Share
Full-timers	5,472	17.5%	5,313	17.1%	5,178	17.5%
Men	4,396	14.1%	4,263	13.7%	4,182	14.1%
Women	1,076	3.4%	1,050	3.4%	996	3.4%
Part-timers	25,813	82.5%	25,834	82.9%	24,410	82.5%
Total	31,285	100.0%	31,147	100.0%	29,588	100.0%

## 2) Sales per employee

(thousands of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Change		Change		Change
Sales per full-time employee	133,459	+1,551	137,854	+4,395	136,302	-1,552
Sales per employee including part-time employee	23,343	+55	23,515	+172	23,853	+338

## General merchandise stores operation: UNY (HK) CO., LIMITED

### (1) Business results (Non-consolidated basis)

(millions of yen)

	FY ended Nov. 2012		FY ended Nov. 2013		FY ended Nov. 2014		FY ending Nov. 2015 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Operating revenue	14,787	0.6%	17,644	19.3%	19,090	8.2%	21,440	12.3%
Net sales	14,732	0.6%	17,576	19.3%	19,010	8.2%	21,355	12.3%
Y-o-y change in existing store sales	1.7%	-	3.4%	-	-9.4%	-	4.8%	-
Operating income	124	-	352	183.6%	102	-70.9%	207	102.0%
Ordinary income	206	-	500	142.7%	237	-52.5%	305	28.2%
Net income	169	403.6%	424	150.7%	200	-52.8%	255	27.1%

Note. Y-o-y change in existing store sales of UNY (HK) is based on the local currency.

### (2) Retail space at term-end, Number of employees

(stores)

	FY ended Nov. 2012		FY ended Nov. 2013		FY ended Nov. 2014	
		Change		Change		Change
Retail space at term-end	32,735 m <sup>2</sup>	±0 m <sup>2</sup>	32,735 m <sup>2</sup>	±0 m <sup>2</sup>	27,980 m <sup>2</sup>	-4,755 m <sup>2</sup>
Number of stores	3	±0	3	±0	3	±0
Full-time employees at term-end	542	-21	512	-30	490	-22
Average part-time employees during period	89	-22	92	+3	92	±0

## General merchandise stores operation: 99 ICHIBA Co., Ltd.

### Business results (Non-consolidated basis)

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Change		Change		Change		Change
Operating revenue	8,395	9.2%	11,099	32.2%	12,873	16.0%	16,998	32.0%
Y-o-y change in existing store sales	-18.0%	-	13.9%	-	-0.9%	-	2.5%	-
Operating income	-717	-	-277	-	-304	-	-75	-
Ordinary income	-709	-	-279	-	-305	-	-79	-
Net income	-1,168	-	-430	-	40	-	-315	-

## Convenience stores operatings: Circle K Sunkus Co., Ltd.

### (1) Business results (Consolidated basis)

#### 1) Business results (Consolidated basis)

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Total store sales	946,728	-3.4%	950,606	0.4%	943,649	-0.7%	955,300	1.2%
Non-consolidated	878,837	-2.0%	895,325	1.9%	928,201	3.7%	944,010	1.7%
Consolidated subsidiaries	67,891	-18.6%	55,281	-18.6%	15,447	-72.1%	11,290	-26.9%
Operating revenue	154,422	-17.8%	148,505	-3.8%	148,110	-0.3%	151,470	2.3%
Franchise commission from franchised stores	107,546	-0.7%	105,381	-2.0%	103,776	-1.5%	-	-
Real estate rental income	4,993	-0.8%	4,758	-4.7%	4,418	-7.1%	-	-
Net sales of Company-owned stores	35,111	-48.1%	31,532	-10.2%	33,021	4.7%	-	-
Other revenues	6,771	-0.8%	6,832	0.9%	6,893	0.9%	-	-
Operating gross profit	127,305	-6.3%	124,314	-2.3%	122,656	-1.3%	125,730	2.5%
SG & A expenses	109,059	-4.2%	113,361	3.9%	113,547	0.2%	116,230	2.4%
Personnel expenses	20,197	-11.1%	19,073	-5.6%	19,183	0.6%	-	-
Advertising and sales promotion expenses	6,910	-5.4%	7,024	1.7%	6,191	-11.9%	-	-
Rental Costs	44,751	0.2%	46,244	3.3%	47,891	3.6%	-	-
Equipment leasing expenses	5,077	-11.4%	3,933	-22.5%	2,208	-43.9%	-	-
Depreciation and amortization	14,174	9.9%	16,076	13.4%	16,006	-0.4%	-	-
Others	17,948	-12.7%	21,008	17.0%	22,065	5.0%	-	-
Operating income	18,245	-16.9%	10,952	-40.0%	9,109	-16.8%	9,500	4.3%
Non-operating income	834	3.9%	1,533	83.8%	1,187	-22.6%	-	-
Non-operating expenses	1,533	7.8%	1,329	-13.3%	1,479	11.2%	-	-
Ordinary income	17,546	-17.8%	11,156	-36.4%	8,817	-21.0%	8,950	1.5%
Extraordinary gains	2,545	-5.1%	1,402	-44.9%	1,368	-2.5%	-	-
Extraordinary losses	5,209	-39.0%	5,718	9.8%	5,425	-5.1%	-	-
Net income	8,010	-14.6%	4,235	-47.1%	3,492	-17.5%	1,540	-55.9%

#### 2) Non-operating income or expenses

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Y-o-y		Y-o-y		Y-o-y
Non-operating income	834	3.9%	1,533	83.8%	1,187	-22.6%
Interest income	469	23.8%	555	18.2%	636	14.6%
Dividend income	68	-5.4%	617	798.6%	175	-71.6%
Compensation income	172	-6.3%	273	58.6%	283	3.4%
Others	123	-25.9%	87	-29.2%	92	6.0%
Non-operating expenses	1,533	7.8%	1,329	-13.3%	1,479	11.2%
Interest expenses	380	7.6%	391	2.7%	394	1.0%
Lease contract cancellation expenses	710	-16.2%	638	-10.2%	649	1.8%
Allowance for doubtful debts	355	276.8%	193	-45.4%	364	88.2%
Others	86	-31.3%	106	23.0%	69	-34.6%

#### 3) Extraordinary gains or losses

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Y-o-y		Y-o-y		Y-o-y
Extraordinary gains	2,545	-5.1%	1,402	-44.9%	1,368	-2.5%
Gain on sales of property and equipment	98	-51.3%	134	37.3%	44	-67.0%
Gain on sales of investment in securities	981	107.8%	434	-55.7%	123	-71.5%
Others	1,465	-27.0%	833	-43.1%	1,200	44.0%
Extraordinary losses	5,209	-39.0%	5,718	9.8%	5,425	-5.1%
Loss on disposal of property and equipment	145	-59.0%	122	-15.8%	155	26.9%
Impairment loss on fixed assets	5,043	72.0%	4,631	-8.2%	5,220	12.7%
Loss on renewal of store system	-	-	815	-	-	-
Others	20	-99.6%	148	640.6%	50	-66.1%

#### 4) Consolidated subsidiaries

(millions of yen)

	FY ended Feb. 2015				FY ending Feb. 2016(Forecast)			
	Area franchisers total	ZERO NETWORKS	Retail Staff	Elimination	Area franchiser	ZERO NETWORKS	Retail Staff	Elimination
Total store sales	15,447	-	-	-	11,290	-	-	-
Operating revenue	3,568	3,581	870	-940	2,644	3,569	715	-878
Operating income	-121	574	53	-26	-100	502	40	-1

Note. Consolidated subsidiaries of Circle K Sunkus Co., Ltd. for each fiscal year are listed below:

FY ended Feb. 2013, FY ended Feb. 2014: 7 companies:

Sunkus Nishi-Saitama Co., Ltd., SUNKUS KITAKANTO Co., Ltd., Sunkus Nishi-Shikokuk Co., Ltd., Sunkus Hokuria Co., Ltd., Sunkus Higashi-Saitama Co., Ltd., ZERO NETWORKS Co., Ltd. and Retail Staff Co., Ltd.

FY ended Feb. 2015: 4 companies:

Sunkus Nishi-Shikokuk Co., Ltd., Sunkus Hokuria Co., Ltd., ZERO NETWORKS Co., Ltd. and Retail Staff Co., Ltd.

FY ending Feb. 2016: 3 companies:

Sunkus Nishi-Shikokuk Co., Ltd., ZERO NETWORKS Co., Ltd. and Retail Staff Co., Ltd.

## (2) Business results (Non-consolidated basis)

### 1) Business results (Non-consolidated basis)

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Total store sales	878,837	-2.0%	895,325	1.9%	928,201	3.7%	944,010	1.7%
Y-o-y change in existing store sales	-4.8%	-	-3.1%	-	-3.6%	-	-1.0%	-
Average Product markup	27.27%	+0.13%	26.89%	-0.37%	26.95%	+0.06%	27.25%	+0.30%
Operating revenue	136,636	-13.1%	134,762	-1.4%	141,030	4.7%	145,420	3.1%
Franchise commission from franchised stores	101,199	-0.5%	100,227	-1.0%	102,506	2.3%	-	-
Real estate rental income	4,926	-0.8%	4,686	-4.9%	4,403	-6.0%	-	-
Net sales of Company-owned stores	23,852	-45.5%	23,134	-3.0%	27,307	18.0%	-	-
Other revenues	6,658	-1.0%	6,714	0.8%	6,813	1.5%	-	-
Operating gross profit	118,674	-4.3%	117,159	-1.3%	120,254	2.6%	123,870	3.0%
SG & A expenses	100,612	-1.9%	106,403	5.8%	111,624	4.9%	114,810	2.9%
Personnel expenses	18,153	-5.2%	17,402	-4.1%	18,413	5.8%	-	-
Advertising and sales promotion expenses	6,014	-3.6%	6,189	2.9%	5,851	-5.5%	-	-
Rental Costs	42,038	1.4%	43,823	4.2%	47,312	8.0%	-	-
Equipment leasing expenses	4,693	-9.3%	3,674	-21.7%	2,169	-41.0%	-	-
Depreciation and amortization	13,193	10.5%	15,160	14.9%	15,758	3.9%	-	-
Others	16,517	-11.2%	20,153	22.0%	22,119	9.8%	-	-
Operating income	18,062	-15.6%	10,755	-40.5%	8,629	-19.8%	9,060	5.0%
Non-operating income	794	1.6%	1,505	89.5%	1,179	-21.7%	-	-
Non-operating expenses	2,498	24.5%	2,403	-3.8%	1,876	-21.9%	-	-
Ordinary income	16,358	-18.9%	9,858	-39.7%	7,932	-19.5%	8,410	6.0%
Extraordinary gains	2,543	7.4%	1,372	-46.0%	1,362	-0.7%	-	-
Extraordinary losses	5,230	-31.3%	5,149	-1.6%	5,096	-1.0%	-	-
Net income	7,566	-18.8%	3,259	-56.9%	3,073	-5.7%	1,250	-59.3%

### 2) Non-operating income or expenses

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Y-o-y		Y-o-y		Y-o-y
Non-operating income	794	1.6%	1,505	89.5%	1,179	-21.7%
Interest income	470	17.6%	550	17.1%	632	14.9%
Dividend income	78	9.0%	626	700.4%	184	-70.5%
Compensation income	172	2.2%	257	49.9%	275	6.9%
Others	74	-47.9%	70	-4.7%	85	21.6%
Non-operating expenses	2,498	24.5%	2,403	-3.8%	1,876	-21.9%
Interest expenses	272	2.7%	302	11.2%	341	12.6%
Lease contract cancellation expenses	492	-33.6%	613	24.6%	670	9.4%
Allowance for doubtful debts	1,648	87.7%	1,367	-17.0%	798	-41.6%
Others	85	-30.0%	119	39.0%	65	-45.1%

### 3) Extraordinary gains or losses

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Y-o-y		Y-o-y		Y-o-y
Extraordinary gains	2,543	7.4%	1,372	-46.0%	1,362	-0.7%
Gain on sales of property and equipment	97	-43.5%	133	36.7%	38	-71.0%
Gain on sales of investment in securities	981	107.7%	434	-55.7%	123	-71.5%
Others	1,464	-15.0%	804	-45.1%	1,200	49.2%
Extraordinary losses	5,230	-31.3%	5,149	-1.6%	5,096	-1.0%
Loss on disposal of property and equipment	134	-60.0%	85	-36.3%	134	57.0%
Impairment loss on fixed assets	2,583	11.4%	4,060	57.2%	4,928	21.4%
Loss on renewal of store system	-	-	814	-	-	-
Others	2,513	-49.3%	188	-92.5%	33	-82.3%

### (3) Sales breakdown

#### 1) Average daily sales per store, average customers per day and average purchases per customer

		FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
			Change		Change		Change		Change
Existing stores	Average daily sales per store (thousands of yen)	473	-23	457	-15	436	-16		
	Average customers per day	788	-34	761	-24	720	-33		
	Average purchase per customer (yen)	600	-4	600	±0	604	+5		
Y-o-y change in existing store sales		-4.8%	-	-3.1%	-	-3.6%	-	-1.0%	-
Average daily sales at total chain stores (thousands of yen)		467	-22	451	-16	432	-19		
Average daily sales at newly opened stores (thousands of yen)		382	-36	383	+1	401	+18		

Note: "Existing stores" refers to those stores that had been opened more than a year and had a full month's operation during the current year as well as in the corresponding month of the previous year.

#### 2) Sales growth by geographic region

	FY ended Feb. 2013	FY ended Feb. 2014	FY ended Feb. 2015
Hokkaido	-3.3%	-3.7%	-3.3%
Tohoku	-0.9%	-3.6%	-4.6%
Kanto	-6.2%	-2.4%	-4.0%
Koshinetsu	-4.2%	-2.5%	-4.9%
Hokuriku	-6.0%	-4.0%	-3.9%
Tokai	-4.6%	-3.5%	-3.3%
Kansai	-5.2%	-3.1%	-3.3%
Chugoku	-3.9%	-1.9%	-2.0%
Shikoku	-	-	-7.4%
Kyushu	-1.2%	-0.7%	-1.1%
Total	-4.8%	-3.1%	-3.6%

### (4) Product breakdown

#### Y-o-y sales, share of sales and average markup by product category

	FY ended Feb. 2013				FY ended Feb. 2014				FY ended Feb. 2015				FY ending Feb. 2016 (Forecast)		
	Y-o-y sales	Share	Average markup		Y-o-y sales	Share	Average markup		Y-o-y sales	Share	Average markup		Y-o-y sales	Average markup	
				Change				Change				Change			Change
Fast foods	1.3%	17.3%	38.1%	+0.1%	3.8%	17.6%	37.5%	-0.6%	8.0%	18.3%	37.7%	+0.2%			
Perishable foods	-3.1%	11.6%	34.8%	-0.1%	1.4%	11.5%	34.4%	-0.4%	2.9%	11.4%	34.2%	-0.2%			
Processed foods	-2.1%	26.9%	38.6%	+0.6%	-0.4%	26.3%	38.6%	-0.1%	3.2%	26.1%	38.3%	-0.3%			
Alcoholic beverages	-2.0%	4.9%			0.1%	4.9%			6.0%	5.0%					
Non-food items	-3.8%	37.3%	14.9%	-0.1%	-0.9%	36.2%	14.8%	-0.1%	0.9%	35.2%	14.8%	+0.0%			
Tobacco	-2.7%	30.3%			-0.1%	29.7%			1.8%	29.1%					
Services	3.4%	7.0%	4.9%	-0.1%	21.8%	8.4%	5.1%	+0.2%	10.9%	9.0%	5.6%	+0.5%			
Total	-2.0%	100.0%	27.27%	+0.13%	1.9%	100.0%	26.89%	-0.37%	3.7%	100.0%	26.95%	+0.06%	1.7%	27.25%	+0.30%

Note: Product categories are as follows:

Fast foods: rice dishes, sandwiches, noodles, delicatessen snacks, countertop fast foods

Perishable foods: chilled beverages, pastries, bread, desserts, fresh packaged foods

Processed foods: soft drinks, alcoholic beverages, snacks, instant noodles, ice-cream, dried foods

Non-food items: tobacco, magazines, newspapers, general merchandise, cosmetics

Services: tickets, *Gift Card* used for prepaid cards, stamps, parcel delivery

## (5) Profile of stores

## 1) Stores by prefecture (Group total including Area franchisees)

(stores)

		FY ended Feb. 2013			FY ended Feb. 2014			FY ended Feb. 2015			
		Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus	Change	
Hokkaido		192	-	192	191	-	191	192	-	192	+1
Tohoku	Aomori	183	103	80	187	98	89	192	95	97	+5
	Iwate	91	8	83	92	8	84	88	7	81	-4
	Akita	94	12	82	97	12	85	98	12	86	+1
	Miyagi	111	-	111	117	-	117	118	-	118	+1
	Yamagata	48	-	48	51	-	51	51	-	51	+0
	Fukushima	18	-	18	19	-	19	18	-	18	-1
	<b>Total</b>	<b>545</b>	<b>123</b>	<b>422</b>	<b>563</b>	<b>118</b>	<b>445</b>	<b>565</b>	<b>114</b>	<b>451</b>	<b>+2</b>
Kanto	Gunma	16	-	16	18	-	18	18	-	18	+0
	Tochigi	51	-	51	52	-	52	54	-	54	+2
	Ibaraki	53	-	53	54	-	54	51	-	51	-3
	Chiba	133	-	133	143	-	143	142	-	142	-1
	Saitama	190	-	190	192	-	192	201	-	201	+9
	Tokyo	616	67	549	634	65	569	638	64	574	+4
	Kanagawa	355	123	232	357	119	238	352	120	232	-5
<b>Total</b>	<b>1,414</b>	<b>190</b>	<b>1,224</b>	<b>1,450</b>	<b>184</b>	<b>1,266</b>	<b>1,456</b>	<b>184</b>	<b>1,272</b>	<b>+6</b>	
Koshinetsu	Nigata	104	104	-	109	109	-	111	111	-	+2
	Nagano	141	141	-	146	146	-	146	146	-	+0
	<b>Total</b>	<b>245</b>	<b>245</b>	<b>-</b>	<b>255</b>	<b>255</b>	<b>-</b>	<b>257</b>	<b>257</b>	<b>-</b>	<b>+2</b>
Hokuriku	Fukui	64	45	19	66	46	20	68	48	20	+2
	Toyama	78	77	1	82	81	1	84	83	1	+2
	Ishikawa	205	121	84	214	130	84	217	137	80	+3
	<b>Total</b>	<b>347</b>	<b>243</b>	<b>104</b>	<b>362</b>	<b>257</b>	<b>105</b>	<b>369</b>	<b>268</b>	<b>101</b>	<b>+7</b>
Tokai	Shizuoka	355	313	42	374	330	44	373	335	38	-1
	Gifu	276	268	8	293	286	7	303	297	6	+10
	Aichi	1,118	955	163	1,160	1,006	154	1,204	1,082	122	+44
	Mie	244	219	25	263	240	23	275	258	17	+12
	<b>Total</b>	<b>1,993</b>	<b>1,755</b>	<b>238</b>	<b>2,090</b>	<b>1,862</b>	<b>228</b>	<b>2,155</b>	<b>1,972</b>	<b>183</b>	<b>+65</b>
Kansai	Shiga	56	48	8	57	49	8	52	52	-	-5
	Kyoto	170	112	58	169	115	54	115	115	-	-54
	Hyogo	173	56	117	172	57	115	171	62	109	-1
	Osaka	399	165	234	405	174	231	402	184	218	-3
	Nara	85	49	36	82	50	32	51	51	-	-31
	Wakayama	25	25	-	28	28	-	31	31	-	+3
	<b>Total</b>	<b>908</b>	<b>455</b>	<b>453</b>	<b>913</b>	<b>473</b>	<b>440</b>	<b>822</b>	<b>495</b>	<b>327</b>	<b>-91</b>
Chugoku	Okayama	133	90	43	136	94	42	140	100	40	+4
	Hiroshima	52	5	47	51	5	46	51	5	46	+0
	<b>Total</b>	<b>185</b>	<b>95</b>	<b>90</b>	<b>187</b>	<b>99</b>	<b>88</b>	<b>191</b>	<b>105</b>	<b>86</b>	<b>+4</b>
Shikokuk	Kagawa	18	18	-	35	19	16	31	16	15	-4
	Tokushima	16	16	-	30	16	14	29	15	14	-1
	Ehime	156	101	55	158	102	56	155	102	53	-3
	Kochi	59	32	27	59	32	27	58	32	26	-1
	<b>Total</b>	<b>249</b>	<b>167</b>	<b>82</b>	<b>282</b>	<b>169</b>	<b>113</b>	<b>273</b>	<b>165</b>	<b>108</b>	<b>-9</b>
Kyushu	Fukuoka	52	-	52	66	-	66	73	-	73	+7
	Kumamoto	27	-	27	-	-	-	-	-	-	-
	Kagoshima	85	-	85	-	-	-	-	-	-	-
	<b>Total</b>	<b>164</b>	<b>-</b>	<b>164</b>	<b>66</b>	<b>-</b>	<b>66</b>	<b>73</b>	<b>-</b>	<b>73</b>	<b>+7</b>
<b>Total</b>	<b>6,242</b>	<b>3,273</b>	<b>2,969</b>	<b>6,359</b>	<b>3,417</b>	<b>2,942</b>	<b>6,353</b>	<b>3,560</b>	<b>2,793</b>	<b>-6</b>	
Number of prefectures		38	26	35	36	26	33	36	26	30	-

2) Opened and closed stores by agreement type (Non-consolidated basis)

(stores)

		FY ended Feb. 2013	FY ended Feb. 2014	FY ended Feb. 2015
Type A	Openings	34	26	25
	Closures	49	68	66
Type E	Openings	0	1	0
	Closures	14	11	17
Type C	Openings	330	403	319
	Closures	85	106	113
Company-owned store	Openings	1	16	3
	Closures	45	29	43
Total	Openings	365	446	347
	Closures	193	214	239

Note: Type E agreement specific to Sunkus were abolished in September 2004 with some exceptions such as relocations.

3) Number of stores by agreement type (Non-consolidated basis)

(stores)

		FY ended Feb. 2013			FY ended Feb. 2014			FY ended Feb. 2015		
		Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus	
Type A		1,047	783	264	969	713	256	914	648	266
	Change	-11	-29	+18	-78	-70	-8	-55	-65	+10
Type E		321	2	319	299	2	297	276	5	271
	Change	-26	+2	-28	-22	±0	-22	-23	+3	-26
Type C		3,821	2,223	1,598	4,184	2,427	1,757	4,592	2,621	1,971
	Change	+340	+182	+158	+363	+204	+159	+408	+194	+214
Company-owned store	Company-operated stores	134	87	47	156	97	59	205	114	91
	Consigned stores	6	6	0	4	4	0	3	3	0
		140	93	47	160	101	59	208	117	91
	Change	-58	-39	-19	+20	+8	+12	+48	+16	+32
Total		5,329	3,101	2,228	5,612	3,243	2,369	5,990	3,391	2,599
	Change	+245	+116	+129	+283	+142	+141	+378	+148	+230

4) Number of stores by store condition (Non-consolidated basis)

(stores)

		FY ended Feb. 2013			FY ended Feb. 2014			FY ended Feb. 2015		
		Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus	
24-hour stores		5,240	3,060	2,180	5,521	3,200	2,321	5,881	3,335	2,546
	Share	98.3%	98.7%	97.8%	98.4%	98.7%	98.0%	98.2%	98.3%	98.0%
Stores handling alcoholic beverages		5,258	3,058	2,200	5,533	3,197	2,336	5,898	3,334	2,564
	Share	98.7%	98.6%	98.7%	98.6%	98.6%	98.6%	98.5%	98.3%	98.7%
Stores handlings tobacco		5,127	3,056	2,071	5,417	3,200	2,217	5,791	3,339	2,452
	Share	96.2%	98.5%	93.0%	96.5%	98.7%	93.6%	96.7%	98.5%	94.3%
Stores with parking lot		4,286	2,903	1,383	4,524	3,039	1,485	4,864	3,160	1,704
	Share	80.4%	93.6%	62.1%	80.6%	93.7%	62.7%	81.2%	93.2%	65.6%
Total		5,329	3,101	2,228	5,612	3,243	2,369	5,990	3,391	2,599

## (6) Profile of Circle K Sunkus Group

### 1) Total store sales

(millions of yen)

		FY ended Feb. 2013	FY ended Feb. 2014	FY ended Feb. 2015
The company	Total store sales	878,837	895,325	928,201
	Y-o-y	-2.0%	1.9%	3.7%
	Y-o-y change in existing store sales	-4.8%	-3.1%	-3.6%
Area FC	Total store sales	162,893	123,566	60,724
	Y-o-y	-19.2%	-24.1%	-50.9%
	Y-o-y change in existing store sales	-5.4%	-3.6%	-2.8%
Group total	Total store sales	1,041,730	1,018,891	988,926
	Y-o-y	-5.1%	-2.2%	-2.9%
	Y-o-y change in existing store sales	-4.9%	-3.2%	-3.6%

### 2) Area franchisers

		Equity interest	The number of sores				Total store sales (millions of yen)	
			Opened	Closed	Net increase (decrease)	Stores at term-end		Y-o-y
1	Sunkus Nishi-Shikoku Co., Ltd.	100% Consolidated	1	5	-4	79	11,725	-1.4%
2	Circle K Shikoku Co., Ltd.	100% Non-consolidated	9	14	-5	169	27,617	-2.2%
3	Sunkus Tokai Co., Ltd.	19.0%	2	11	-9	115	16,990	-3.1%
Total			13	127	-114	363	60,724	-50.9%

### 3) Employees at term-end

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Y-o-y		Y-o-y		Y-o-y
Full-time employees at term-end	1,715	-39	1,737	+22	1,816	+79
Average part-time employees during period	539	-46	550	+11	625	+75

## Specialty stores operations: SAGAMI Co., Ltd.

### (1) Business results (Consolidated basis)

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Operating revenue	23,970	-7.6%	22,832	-4.7%	21,620	-5.3%	21,580	-0.2%
Operating income	-573	-	-387	-	-470	-	30	-
Ordinary income	-544	-	-345	-	-457	-	65	-
Net income	-971	-	-810	-	-897	-	-260	-
Y-o-y change in existing store sales	-2.5%	-	1.8%	-	-4.3%	-	3.4%	-

### (2) Retail space at term-end, Number of employees

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Change		Change		Change
Retail space at term-end	34,686m <sup>2</sup>	-4,309m <sup>2</sup>	34,498m <sup>2</sup>	-188m <sup>2</sup>	31,999m <sup>2</sup>	-2,499m <sup>2</sup>
Number of stores	270	-31	269	-1	253	-16
Full-time employees at term-end	568	-56	550	-18	512	-38
Average part-time employees during period	881	-128	853	-28	811	-42

## Specialty stores operations: PALEMO CO., LTD.

### (1) Business results (Non-consolidated basis)

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Operating revenue	39,653	41.7%	36,292	-8.5%	31,875	-12.2%	28,300	-11.2%
Operating income	414	-34.3%	-479	-	-679	-	140	-
Ordinary income	683	1.3%	-433	-	-619	-	170	-
Net income	1,079	-	-2,254	-	-2,146	-	-230	-
Y-o-y change in existing store sales	95.6%	-	93.5%	-	90.9%	-	96.5%	-

### (2) Retail space at term-end, Number of employees

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Change		Change		Change
Retail space at term-end	137,883m <sup>2</sup>	+30,657m <sup>2</sup>	138,277m <sup>2</sup>	+394m <sup>2</sup>	125,265m <sup>2</sup>	-13,012m <sup>2</sup>
Number of stores	786	+202	780	-6	700	-80
Full-time employees at term-end	251	+118	233	-18	199	-34
Average part-time employees during period	2,891	+711	2,949	+58	2,729	-220

## Specialty stores operations: MOLIE Co., Ltd.

### (1) Business results (Non-consolidated basis)

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Operating revenue	5,359	-4.2%	5,329	-0.6%	4,809	-9.8%	4,870	1.3%
Operating income	159	-	186	17.2%	10	-94.6%	71	605.7%
Ordinary income	159	-	186	16.7%	13	-92.6%	71	413.9%
Net income	135	-	141	4.4%	-17	-	10	-
Y-o-y change in existing store sales	-0.6%	-	1.3%	-	-8.8%	-	3.1%	-

### (2) Retail space at term-end, Number of employees

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015	
		Change		Change		Change
Retail space at term-end	17,038 m <sup>2</sup>	-973 m <sup>2</sup>	16,879 m <sup>2</sup>	-159 m <sup>2</sup>	16,253 m <sup>2</sup>	-626 m <sup>2</sup>
Number of stores	132	-4	133	+1	131	-2
Full-time employees at term-end	18	-3	18	±0	17	-1
Average part-time employees during period	421	-14	414	-7	408	-6

## Financial services operations: UCS CO., LTD.

### (1) Business results (Non-consolidated basis)

(millions of yen)

	FY ended Feb. 2013		FY ended Feb. 2014		FY ended Feb. 2015		FY ending Feb. 2016 (Forecast)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Operating revenue	16,726	1.9%	17,294	3.4%	18,428	6.6%	19,360	5.1%
Operating income	2,513	-22.0%	3,325	32.3%	3,663	10.1%	3,800	3.7%
Ordinary income	2,518	-22.0%	3,329	32.2%	3,664	10.1%	3,800	3.7%
Net income	1,399	-19.6%	2,034	45.4%	2,150	5.7%	2,300	7.0%
Number of members of UCS card (ten thousand)	314.5	-2.7%	311.2	-1.0%	303.0	-2.6%	302.0	-0.3%
Number of members of UNICO card (ten thousands)	-	-	39.2	-	113.3	-	159.0	40.3%

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