## UNY Group Holdings

## Supplemental Financial Information

## for the 1st Half of the Fsical Year Ending February 29, 2016

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## 1. Consolidated Financial Results

## (1) Summary and outlook

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |  | Y-o-y |
| Operating revenue | 501,611 | -1.1\% | 1,018,959 | -1.3\% | 510,730 | 1.8\% | 1,034,300 | 1.5\% |
| General merchandise stores operations ${ }^{* 1}$ | 377,271 | -3.2\% | 777,327 | -2.8\% | 389,399 | 3.2\% | 796,960 | 2.5\% |
| Convenience stores operations | 76,328 | -0.7\% | 148,110 | -0.3\% | 77,097 | 1.0\% | 150,700 | 1.7\% |
| Specialty stores operations | 30,084 | -9.0\% | 58,304 | -9.5\% | 27,275 | -9.3\% | 53,060 | -9.0\% |
| Financial services operations | 9,115 | 7.2\% | 18,428 | 6.5\% | 9,703 | 6.5\% | 19,650 | 6.6\% |
| Other ${ }^{* 2}$ | 27,160 | 176.2\% | 54,422 | 112.2\% | 27,202 | 0.2\% | 54,200 | -0.4\% |
| Eliminations | -18,349 | - | -37,634 | - | -19,948 | - | -40,270 | - |
| SG \& A expenses | 183,762 | 0.4\% | 369,550 | -0.3\% | 185,001 | 0.7\% | 372,140 | 0.7\% |
| Operating income | 11,457 | -23.0\% | 20,237 | -20.1\% | 10,326 | -9.9\% | 21,000 | 3.8\% |
| General merchandise stores operations ${ }^{* 1}$ | 3,648 | -34.8\% | 9,013 | -26.3\% | 2,422 | -33.6\% | 8,810 | -2.3\% |
| Convenience stores operations | 6,104 | -8.9\% | 7,613 | -19.5\% | 4,906 | -19.6\% | 6,500 | -14.6\% |
| Specialty stores operations | -463 | - | -1,164 | - | 24 | - | 50 | - |
| Financial services operations | 1,746 | -17.5\% | 3,899 | 4.0\% | 2,184 | 25.0\% | 4,110 | 5.4\% |
| Other ${ }^{* 2}$ | 398 | -8.3\% | 831 | 8.5\% | 825 | 107.0\% | 1,710 | 105.8\% |
| Eliminations | 22 | - | 45 | - | -37 | - | -180 | - |
| Non-operating income | 1,660 | -5.6\% | 3,887 | -2.8\% | 1,981 | 19.3\% | 3,530 | -9.2\% |
| Non-operating expenses | 1,897 | -8.9\% | 3,636 | -14.6\% | 2,027 | 6.9\% | 4,030 | 10.8\% |
| Ordinary income | 11,221 | -22.9\% | 20,488 | -18.3\% | 10,280 | -8.4\% | 20,500 | 0.1\% |
| Extraordinary gains | 1,315 | -4.2\% | 1,436 | -5.5\% | 3,299 | 150.7\% | 3,500 | 143.7\% |
| Extraordinary losses | 6,062 | -14.1\% | 19,440 | 83.3\% | 9,175 | 51.3\% | 15,300 | -21.3\% |
| Net income | 3,869 | -22.6\% | -2,408 | - | -278 | - | 1,500 | - |


| FY ending Feb. 2016 |
| ---: |
| (Previous forecast) |$|$| $1,036,400$ |
| ---: |
| 793,610 |
| 151,470 |
| 54,750 |
| 19,360 |
| 53,490 |
| $-36,280$ |
| 375,200 |
| 23,500 |
| 13,300 |
| 10,100 |
| 2,800 |
| 1,000 |
| 1,240 |
| 240 |


| Net income per share (yen) | 16.82 | $-21.7 \%$ | -10.47 | -1.21 | -6.52 |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Average number of shares outstanding during <br> period | $230,083,454$ shares | $230,083,074$ shares | $230,081,125$ shares | - |  |


| Total assets | 952,258 | $11.9 \%$ | 952,584 | $0.3 \%$ | 967,248 | $1.6 \%$ |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Total net assets | 307,835 | $0.0 \%$ | 301,249 | $-1.5 \%$ | 295,657 | $-4.0 \%$ |
| Interest-bearing liabilities $^{* 4}$ | 347,777 | $32.6 \%$ | 364,174 | $1.7 \%$ | 363,876 | $4.6 \%$ |

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)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Commercial paper | 100,000 | -32,000 | 131,000 | -1,000 | 126,000 | -5,000 |
| Short-term debt | 4,159 | -1,184 | 2,859 | -2,484 | 2,890 | +31 |
| Long-term debt | 220,304 | +22,983 | 206,906 | +9,585 | 207,671 | +765 |
| Corporate bonds | 410 | -155 | 275 | -290 | 175 | -100 |
| Subtotal | 324,873 | -10,356 | 341,041 | +5,812 | 336,736 | -4,305 |
| Lease obligations | 22,904 | +72 | 23,132 | +300 | 27,139 | +4,007 |
| Total | 347,777 | -10,284 | 364,174 | +6,113 | 363,876 | -298 |

(3) Capital expenditures and depreciation
(millions of yen)


Note. Capital expenditures is on accrual basis, including lease assets.
(4) Stores at term-end of major subsidiaries


## 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)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 <br> (Forecast) |  | FY ending Feb. 2016 <br> (Previous forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |  | Y-o-y |  |
| Operating revenue | 362,560 | -3.5\% | 745,647 | -3.3\% | 370,350 | 2.1\% | 759,000 | 1.8\% | 753,800 |
| Net sales | 342,848 | -3.8\% | 705,770 | -3.6\% | 350,230 | 2.2\% | 717,824 | 1.7\% | 712,425 |
| Y-o-y change in existing store sales (Adjusted for the day of the week) | -3.2\% | - | -2.9\% | - | 1.9\% | - | 0.4\% | - | -1.4\% |
| Gross profit | 82,459 | -4.2\% | 168,772 | -4.4\% | 82,443 | 0.0\% | 170,224 | 0.9\% | 171,885 |
| Gross profit ratio | 24.1\% | -0.1\% | 23.9\% | -0.2\% | 23.5\% | -0.5\% | 23.7\% | -0.2\% | 24.1\% |
| Other revenues | 19,712 | 2.6\% | 39,876 | 2.1\% | 20,120 | 2.1\% | 41,176 | 3.3\% | 41,375 |
| Operating gross profit | 102,171 | -3.0\% | 208,649 | -3.3\% | 102,563 | 0.4\% | 211,400 | 1.3\% | 213,260 |
| SG \& A expenses | 98,544 | -1.3\% | 198,240 | -2.6\% | 99,689 | 1.2\% | 201,330 | 1.6\% | 201,760 |
| Personnel costs | 44,794 | -3.7\% | 89,566 | -3.8\% | 44,780 | 0.0\% | - | - | - |
| Advertising costs | 5,779 | -16.2\% | 11,522 | -16.9\% | 5,748 | -0.5\% | - | - | - |
| Decoration expense | 440 | -31.3\% | 1,112 | -37.1\% | 638 | 45.0\% | - | - | - |
| Rental costs | 12,227 | -0.3\% | 24,549 | -1.1\% | 12,028 | -1.6\% | - | - | - |
| Depreciation and amortization | 7,886 | 8.5\% | 16,454 | 6.1\% | 7,857 | -0.4\% | - | - | - |
| Water, electricity and heating expenses | 7,353 | 11.1\% | 14,349 | 6.3\% | 7,154 | -2.7\% | - | - | - |
| Others | 20,062 | 1.9\% | 40,686 | -0.7\% | 21,482 | 7.1\% | - | - | - |
| Operating income | 3,627 | -33.5\% | 10,408 | -14.3\% | 2,874 | -20.8\% | 10,070 | -3.2\% | 11,500 |
| Non-operating income | 531 | -39.1\% | 1,536 | -6.6\% | 721 | 35.7\% | - | - | - |
| Non-operating expenses | 1,282 | -16.2\% | 2,426 | -14.3\% | 1,249 | -2.6\% | - | - | - |
| Ordinary income | 2,876 | -40.0\% | 9,518 | -13.1\% | 2,346 | -18.4\% | 9,000 | -5.4\% | 10,300 |
| Extraordinary gains | - | - | 0 | -100.0\% | 3,032 | - | - | - | - |
| Extraordinary losses | 1,211 | -2.3\% | 11,228 | 167.0\% | 1,895 | 56.4\% | - | - | - |
| Net income | 708 | -67.9\% | -3,244 | - | 1,253 | 77.0\% | 1,800 | - | 2,900 |

## 2) Non-operating income or expenses

(millions of yen)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |
| Non-operating income | 531 | -39.1\% | 1,536 | -6.6\% | 721 | 35.7\% |
| Interest income | 145 | -9.6\% | 283 | -9.5\% | 128 | -11.6\% |
| Others | 386 | 20.6\% | 1,253 | 41.9\% | 592 | 53.6\% |
| Non-operating expenses | 1,282 | -16.2\% | 2,426 | -14.3\% | 1,249 | -2.6\% |
| Interest expenses | 1,170 | -14.9\% | 2,230 | -14.3\% | 963 | -17.7\% |
| Others | 111 | -26.0\% | 196 | -12.8\% | 285 | 155.9\% |

3) Extraordinary gains or losses


(2) Sales breakdown

1) Sales growth

2) Sales by product category
(millions of yen)

|  | 1st Half ended Aug. 2014 |  |  | FY ended Feb. 2015 |  |  | 1st Half ended Aug. 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y | Share |  | Y-o-y | Share |  | Y-o-y | Share |
| Clothing | 50,160 | -7.6\% | 14.6\% | 99,975 | -8.0\% | 14.2\% | 49,043 | -2.2\% | 14.0\% |
| Women's clothing | 13,959 | -9.5\% | 4.1\% | 27,103 | -8.6\% | 3.8\% | 13,703 | -1.8\% | 3.9\% |
| Children's clothing | 6,809 | -7.7\% | 2.0\% | 12,948 | -9.6\% | 1.8\% | 6,638 | -2.5\% | 1.9\% |
| Men's clothing | 9,178 | -3.3\% | 2.7\% | 18,898 | -5.2\% | 2.7\% | 9,112 | -0.7\% | 2.6\% |
| Shoes, bags and accessories | 7,904 | -10.7\% | 2.3\% | 15,758 | -9.3\% | 2.2\% | 7,968 | 0.8\% | 2.3\% |
| Underwear | 12,309 | -6.1\% | 3.6\% | 25,266 | -7.7\% | 3.6\% | 11,621 | -5.6\% | 3.3\% |
| Household goods | 52,229 | -5.7\% | 15.2\% | 109,246 | -5.6\% | 15.5\% | 50,485 | -3.3\% | 14.4\% |
| Household goods | 8,085 | -18.1\% | 2.4\% | 16,689 | -20.6\% | 2.4\% | 7,548 | -6.6\% | 2.2\% |
| General merchandises | 44,143 | -3.0\% | 12.9\% | 92,556 | -2.3\% | 13.1\% | 42,937 | -2.7\% | 12.3\% |
| Foods | 234,760 | -2.6\% | 68.5\% | 484,962 | -2.3\% | 68.7\% | 245,102 | 4.4\% | 70.0\% |
| Fresh foods | 137,266 | -1.6\% | 40.0\% | 286,898 | -1.7\% | 40.7\% | 144,989 | 5.6\% | 41.4\% |
| Processed foods | 97,493 | -3.9\% | 28.4\% | 198,064 | -3.2\% | 28.1\% | 100,112 | 2.7\% | 28.6\% |
| Commodity supply | 261 | 59.6\% | 0.1\% | 679 | 107.2\% | 0.1\% | 379 | 44.8\% | 0.1\% |
| Others | 5,436 | -1.7\% | 1.6\% | 10,905 | -3.8\% | 1.5\% | 5,219 | -4.0\% | 1.5\% |
| Total | 342,848 | -3.8\% | 100.0\% | 705,770 | -3.6\% | 100.0\% | 350,230 | 2.2\% | 100.0\% |

3) Sales by geographic region
(millions of yen)

4) Sales by store type

|  | 1st Half ended Aug. 2014 |  |  | FY ended Feb. 2015 |  |  | 1st Half ended Aug. 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y | Share |  | Y-o-y | Share |  | Y-o-y | Share |
| Apita type | 223,454 | -3.3\% | 65.4\% | 462,024 | -3.1\% | 65.6\% | 229,389 | 2.7\% | 65.7\% |
| Piago type | 113,169 | -4.9\% | 33.1\% | 231,601 | -4.4\% | 32.9\% | 114,807 | 1.4\% | 32.9\% |
| U Home type | 5,300 | -1.5\% | 1.6\% | 10,195 | -5.9\% | 1.4\% | 5,055 | -4.6\% | 1.4\% |
| Total | 341,924 | -3.8\% | 100.0\% | 703,821 | -3.6\% | 100.0\% | 349,252 | 2.1\% | 100.0\% |

Note. Y-o-y change in existing store sales for the 1st Half ended August 2015 by store type are below:
Apita type: $+1.7 \%$, Piago type: $+2.2 \%$, U Home type: $-0.9 \%$

## (3) Product breakdown

## 1) Gross profit ratio


2) Inventory turnover days and loss ratio

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Inventory turnover days | 32.7 | +1.8 | 31.9 | +1.0 | 31.8 | -0.9 |
| Clothing | 95.4 | +9.4 | 95.1 | +4.8 | 95.0 | -0.4 |
| Household goods | 93.6 | +5.8 | 90.5 | +5.7 | 99.1 | +5.5 |
| Foods | 6.1 | +0.5 | 5.9 | +0.3 | 5.7 | -0.4 |
| Loss ratio | 5.3\% | +0.4\% | 5.5\% | +0.2\% | 4.9\% | -0.4\% |
| Clothing | 22.8\% | +3.1\% | 23.7\% | +1.7\% | 21.2\% | -1.6\% |
| Household goods | 6.6\% | -0.1\% | 7.3\% | +0.1\% | 6.7\% | +0.1\% |
| Foods | 1.3\% | $\pm 0.0 \%$ | 1.4\% | +0.1\% | 1.3\% | $\pm 0.0 \%$ |

## (4) Profile of stores

## 1) Openings and closures of stores

|  | Store name | Location | Retail space (Directly operated) | Date of open or close |
| :---: | :---: | :---: | :---: | :---: |
| Openings | Raspa Ootagawa (Piago Ootagawa): new store | Aichi prefecture | $13,900 \mathrm{~m}^{2}\left(5,000 \mathrm{~m}^{2}\right)$ | March 20, 2015 |
|  | Raspa Hakusan (Piago Hakusan): new store | Ishikawa prefecture | $7,260 \mathrm{~m}^{2}\left(2,200 \mathrm{~m}^{2}\right)$ | April 24, 2015 |
|  | U Home Shinshiro: new store | Aichi prefecture | $2,900 \mathrm{~m}^{2}\left(2,900 \mathrm{~m}^{2}\right)$ | April 25, 2015 |
|  | Piago Isezaki: rebuilding store | Kanagawa prefecture | $3,100 \mathrm{~m}^{2}\left(3,100 \mathrm{~m}^{2}\right)$ | July 3, 2015 |
|  | Piago Moriyama: new store | Aichi prefecture | $4,900 \mathrm{~m}^{2}\left(3,400 \mathrm{~m}^{2}\right)$ | July 17, 2015 |
|  | Piago Hekinan: rebuilding store | Aichi prefecture | $5,000 \mathrm{~m}^{2}\left(4,100 \mathrm{~m}^{2}\right)$ | July 31, 2015 |
|  | Apita Iwata: rebuilding store | Shizuoka prefecture | $22,300 \mathrm{~m}^{2}\left(10,300 \mathrm{~m}^{2}\right)$ | 2nd Half |
|  | Apita Iwakura: rebuilding store | Aichi prefecture | $17,000 \mathrm{~m}^{2}\left(9,300 \mathrm{~m}^{2}\right)$ | 2nd Half |
| Closures | U Home Mattou | Ishikawa prefecture | $6,000 \mathrm{~m}^{2}\left(6,000 \mathrm{~m}^{2}\right)$ | May 10, 2015 |
|  | Apita Hiyoshi | Kanagawa prefecture | $12,800 \mathrm{~m}^{2}\left(8,200 \mathrm{~m}^{2}\right)$ | 2nd Half |
|  | Apita Moriya | Ibaraki prefecture | $11,000 \mathrm{~m}^{2}\left(8,600 \mathrm{~m}^{2}\right)$ | 2nd Half |
|  | Piago Matsubara | Shiga prefecture | $3,100 \mathrm{~m}^{2}\left(3,000 \mathrm{~m}^{2}\right)$ | 2nd Half |
|  | Piago Shimizutakahashi | Shizuoka prefecture | $9,500 \mathrm{~m}^{2}\left(5,400 \mathrm{~m}^{2}\right)$ | 2nd Half |

2) Number of stores by geographic region

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Share |  | Share |  | Share |
| Kanto area | 32 | 14.2\% | 32 | 14.2\% | 33 | 14.3\% |
| Yamanashi pref. and Shizuoka pre. area | 26 | 11.5\% | 26 | 11.5\% | 26 | 11.3\% |
| Chukyo area | 152 | 67.3\% | 152 | 67.3\% | 156 | 67.5\% |
| Hokuriku area | 16 | 7.1\% | 16 | 7.1\% | 16 | 6.9\% |
| Total | 226 | 100.0\% | 226 | 100.0\% | 231 | 100.0\% |

3) Number of stores by store type
(stores)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Share |  | Share |  | Share |
| Apita type | 97 | 42.9\% | 98 | 43.4\% | 98 | 42.4\% |
| Piago type | 119 | 52.7\% | 117 | 51.8\% | 122 | 52.8\% |
| U Home type | 10 | 4.4\% | 11 | 4.9\% | 11 | 4.8\% |
| Total | 226 | 100.0\% | 226 | 100.0\% | 231 | 100.0\% |

4) Retail space at term-end

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Retail space at term-end | 1,662,847 $\mathrm{m}^{2}$ | -22,483 m ${ }^{2}$ | 1,672,199 m ${ }^{2}$ | -13,131 m ${ }^{2}$ | 1,669,726m ${ }^{2}$ | $-2,473 \mathrm{~m}^{2}$ |
| Number of stores | 226 | -3 | 226 | -3 | 231 | +5 |

(5) Profile of employees

1) Employees at term-end

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Share |  | Share |  | Share |
| Full-timers | 5,273 | 17.5\% | 5,178 | 17.5\% | 5,131 | 17.6\% |
| Men | 4,248 | 14.1\% | 4,182 | 14.1\% | 4,150 | 14.2\% |
| Women | 1,025 | 3.4\% | 996 | 3.4\% | 981 | 3.4\% |
| Part-timers | 24,907 | 82.5\% | 24,410 | 82.5\% | 24,054 | 82.4\% |
| Total | 30,180 | 100.0\% | 29,588 | 100.0\% | 29,185 | 100.0\% |

2) Sales per employee
(thousands of yen)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Sales per full-time employee | 65,020 | -932 | 136,302 | -1,522 | 68,258 | +3,238 |
| Sales per employee including part-time employee | 11,360 | -57 | 23,853 | +338 | 12,000 | +640 |

General merchandise stores opeation: UNY (HK) CO., LIMITED
(1) Business results (Non-consolidated basis)

|  | 1st Half ended May 2014 |  | FY ended Nov. 2014 |  | 1st Half ended May 2015 |  | FY ending Nov. 2015 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |  | Y-o-y |
| Operating revenue | 8,686 | -3.2\% | 19,090 | 8.2\% | 11,083 | 27.6\% | 21,429 | 12.3\% |
| Net sales | 8,651 | -3.2\% | 19,010 | 8.2\% | 11,032 | 27.5\% | 21,334 | 12.2\% |
| Y-o-y change in existing store sales | -13.1\% | - | -9.4\% | - | 7.6\% | - | 4.0\% | - |
| Operating income | 123 | -59.5\% | 102 | -70.9\% | 364 | 194.1\% | 297 | 191.2\% |
| Ordinary income | 157 | -57.7\% | 237 | -52.5\% | 432 | 174.4\% | 419 | 76.8\% |
| Net income | 65 | -79.1\% | 200 | -52.8\% | 359 | 447.6\% | 350 | 75.0\% |


| (millions of yen) |
| ---: |
| FY ending Nov. 2015 <br> (Previous forecast) |
| 21,440 |
| 21,355 |
| $4.8 \%$ |
| 207 |
| 305 |
| 255 |

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


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

Business results (Non-consolidated basis)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |  | Change |
| Operating revenue | 6,289 | 19.1\% | 12,873 | 16.0\% | 7,294 | 16.0\% | 15,005 | 16.6\% |
| Y-o-y change in existing store sales | 2.4\% | - | -0.9\% | - | 2.3\% | - | 2.7\% | - |
| Operating income | -119 | - | -304 | - | -99 | - | -166 | - |
| Ordinary income | -120 | - | -305 | - | -99 | - | -166 | - |
| Net income | -145 | - | 40 | - | -213 | - | -410 | - |


| (millions of yen) <br> FY ending Feb. 2016 <br> (Previous forecast) |
| ---: |
| 16,998 |
| $2.5 \%$ |
| -75 |
| -79 |
| -315 |

(2) Number of employees

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Full-time employees at term-end | 67 | +1 | 64 | -2 | 62 | -2 |
| Average part-time employees during period | 605 | +85 | 638 | +118 | 723 | +85 |

Convenience stores operatings: Circle K Sunkus Co., Ltd.
(1) Business results (Consolidated basis)

1) Business results (Consolidated basis)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 (Forecast) |  | FY ending Feb. 2016 (Previous forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |  | Y-o-y |  |
| Total store sales | 482,835 | -1.2\% | 943,649 | -0.7\% | 484,675 | 0.4\% | 951,030 | 0.8\% | 955,300 |
| Non-consolidated | 473,102 | 3.2\% | 928,201 | 3.7\% | 479,015 | 1.2\% | 939,970 | 1.3\% | 944,010 |
| Consolidated subsidiaries | 9,733 | -67.8\% | 15,447 | -72.1\% | 5,659 | -41.8\% | 11,060 | -28.4\% | 11,290 |
| Operating revenue | 76,328 | -0.7\% | 148,110 | -0.3\% | 77,097 | 1.0\% | 150,700 | 1.7\% | 151,470 |
| Franchise commission from franchised stores | 53,705 | -1.7\% | 103,776 | -1.5\% | 53,088 | -1.1\% |  |  |  |
| Real estate rental income | 2,251 | -6.7\% | 4,418 | -7.1\% | 2,070 | -8.0\% | - | - | - |
| Net sales of Company-owned stores | 16,846 | 2.9\% | 33,021 | 4.7\% | 18,420 | 9.3\% | - | - | - |
| Other revenues | 3,525 | 2.1\% | 6,893 | 0.9\% | 3,517 | -0.2\% | - |  | - |
| Operating gross profit | 63,500 | -1.4\% | 122,656 | -1.3\% | 62,899 | -0.9\% | 123,440 | 0.6\% | 125,730 |
| SG \& A expenses | 56,652 | -0.5\% | 113,547 | 0.2\% | 57,245 | 1.0\% | 115,440 | 1.7\% | 116,230 |
| Personnel expenses | 9,775 | 1.2\% | 19,183 | 0.6\% | 9,722 | -0.5\% | - | - | - |
| Advertising and sales promotion expenses | 3,055 | -19.5\% | 6,191 | -11.9\% | 3,245 | 6.2\% |  |  |  |
| Rental Costs | 23,839 | 4.1\% | 47,891 | 3.6\% | 24,303 | 1.9\% | - | - | - |
| Equipment leasing expenses | 1,221 | -46.1\% | 2,208 | -43.9\% | 597 | -51.0\% | - | - | - |
| Depreciation and amortization | 7,729 | -1.9\% | 16,006 | -0.4\% | 7,918 | 2.4\% | - | - | - |
| Others | 11,031 | 5.7\% | 22,065 | 5.0\% | 11,457 | 3.9\% | - |  | - |
| Operating income | 6,848 | -8.1\% | 9,109 | -16.8\% | 5,654 | -17.4\% | 8,000 | -12.2\% | 9,500 |
| Non-operating income | 512 | 20.1\% | 1,187 | -22.6\% | 617 | 20.5\% | - | - | - |
| Non-operating expenses | 714 | 7.3\% | 1,479 | 11.2\% | 690 | -3.4\% | - | - | - |
| Ordinary income | 6,646 | -7.8\% | 8,817 | -21.0\% | 5,581 | -16.0\% | 7,870 | -10.7\% | 8,950 |
| Extraordinary gains | 1,311 | 3.7\% | 1,368 | -2.5\% | 266 | -79.7\% | - | - | - |
| Extraordinary losses | 4,686 | -17.3\% | 5,425 | -5.1\% | 6,503 | 38.8\% | - | - | - |
| Net income | 2,990 | 97.2\% | 3,492 | -17.5\% | -1,279 | - | 60 | -98.3\% | 1,540 |

2) Non-operating income or expenses

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |
| Non-operating income | 512 | 20.1\% | 1,187 | -22.6\% | 617 | 20.5\% |
| Interest income | 332 | 21.9\% | 636 | 14.6\% | 318 | -4.2\% |
| Dividend income | 13 | -0.8\% | 175 | -71.6\% | 3 | -72.2\% |
| Compensation income | 131 | 34.9\% | 283 | 3.4\% | 245 | 86.4\% |
| Others | 34 | -19.2\% | 92 | 6.0\% | 49 | 44.9\% |
| Non-operating expenses | 714 | 7.3\% | 1,479 | 11.2\% | 690 | -3.4\% |
| Interest expenses | 200 | 6.5\% | 394 | 1.0\% | 232 | 15.9\% |
| Lease contract cancellation expenses | 354 | 7.8\% | 649 | 1.8\% | 332 | -6.2\% |
| Allowance for doubtful debts | 112 | 5.9\% | 364 | 88.2\% | 86 | -23.9\% |
| Others | 45 | 11.0\% | 69 | -34.6\% | 38 | -15.5\% |

## 3) Extraordinary gains or losses

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\mathrm{Y}-\mathrm{o}-\mathrm{y}$ |  | Y-o-y |  | Y-o-y |
| Extraordinary gains | 1,311 | 3.7\% | 1,368 | -2.5\% | 266 | -79.7\% |
| Gain on sales of property and equipment | 14 | -78.9\% | 44 | -67.0\% | 25 | 77.3\% |
| Gain on sales of investment in securities | 123 | -68.0\% | 123 | -71.5\% |  |  |
| Others | 1,173 | 44.7\% | 1,200 | 44.0\% | 241 | -79.4\% |
| Extraordinary losses | 4,686 | -17.3\% | 5,425 | -5.1\% | 6,503 | 38.8\% |
| Loss on disposal of property and equipment | 91 | 170.6\% | 155 | 26.9\% | 79 | -13.5\% |
| Impairment loss on fixed assets | 4,574 | 14.8\% | 5,220 | 12.7\% | 6,417 | 40.3\% |
| Others | 21 | 159.1\% | 50 | -66.1\% | 6 | -67.5\% |

## 4) Consolidated subsidiaries

| 4) Consolidated subsidiaries |  |  |  |  | (millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Half ended Aug. 2015 |  |  |  | FY ending Feb. 2016(Forecast) |  |  |  |
|  | Area franchiser | ZERO NETWORKS | Retail Staff | Elimination | Area franchiser | ZERO NETWORKS | Retail Staff | Elimination |
| Total store sales | 5,659 | - | - | - | 11,056 | - | - | - |
| Operating revenue | 1,486 | 1,809 | 389 | -458 | 2,870 | 3,590 | 763 | -914 |
| Operating income | -43 | 309 | 28 | -10 | -85 | 602 | 64 | -11 |

Note. Consolidated subsidiaries of Circle K Sunkus Co., Ltd. for each fiscal year are listed below:
1st Half ended Aug. 2014, FY ended Feb. 2015: 4 companie: Sunkus Nishi-Shikokuk Co., Ltd., Sunkus Hokuria Co., Ltd., ZERO NETWORKS Co., Ltd. and Retail Staff Co., Ltd.
1st Half ended Aug. 2015, FY ending Feb. 2016: 3 companie 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)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 (Forecast) |  | FY ending Feb. 2016 <br> (Previous forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-0-y |  | Y-o-y |  |
| Total store sales | 473,102 | 3.2\% | 928,201 | 3.7\% | 479,015 | 1.2\% | 939,970 | 1.3\% | 944,010 |
| Y-o-y change in existing store sales | -4.4\% | - | -3.6\% | - | -1.2\% | - | -0.6\% | - | -1.0\% |
| Average Product markup | 27.06\% | +0.14\% | 26.95\% | +0.06\% | 26.75\% | -0.31\% | 26.85\% | -0.10\% | 27.25\% |
| Operating revenue | 72,335 | 4.0\% | 141,030 | 4.7\% | 73,870 | 2.1\% | 144,390 | 2.4\% | 145,420 |
| Franchise commission from franchised stores | 52,884 | 2.1\% | 102,506 | 2.3\% | 52,653 | -0.4\% | - | - |  |
| Real estate rental income | 2,237 | -5.9\% | 4,403 | -6.0\% | 2,070 | -7.5\% | - | - |  |
| Net sales of Company-owned stores | 13,730 | 14.4\% | 27,307 | 18.0\% | 15,672 | 14.1\% | - | - |  |
| Other revenues | 3,484 | 2.7\% | 6,813 | 1.5\% | 3,473 | -0.3\% | - | - |  |
| Operatig gross profit | 61,953 | 2.5\% | 120,254 | 2.6\% | 61,906 | -0.1\% | 121,550 | 1.1\% | 123,870 |
| SG \& A expenses | 55,395 | 4.0\% | 111,624 | 4.9\% | 56,535 | 2.1\% | 114,120 | 2.2\% | 114,810 |
| Personnel expenses | 9,311 | 6.2\% | 18,413 | 5.8\% | 9,416 | 1.1\% | - | - | - |
| Advertising and sales promotion exnenses | 2,840 | -14.7\% | 5,851 | -5.5\% | 3,076 | 8.3\% | - | - | - |
| Rental Costs | 23,473 | 8.5\% | 47,312 | 8.0\% | 24,087 | 2.6\% | - | - | - |
| Equipment leasing expenses | 1,196 | -43.4\% | 2,169 | -41.0\% | 592 | -50.5\% | - | - | - |
| Depreciation and amortization | 7,575 | 2.2\% | 15,758 | 3.9\% | 7,829 | 3.3\% | - | - | - |
| Others | 10,997 | 9.8\% | 22,119 | 9.8\% | 11,534 | 4.9\% | - | - | - |
| Operating income | 6,558 | -8.8\% | 8,629 | -19.8\% | 5,370 | -18.1\% | 7,430 | -13.9\% | 9,060 |
| Non-operating income | 510 | 21.4\% | 1,179 | -21.7\% | 615 | 20.6\% | - | - | - |
| Non-operating expenses | 1,099 | -14.5\% | 1,876 | -21.9\% | 732 | -33.4\% | - | - | - |
| Ordinary income | 5,969 | -5.7\% | 7,932 | -19.5\% | 5,254 | -12.0\% | 7,230 | -8.9\% | 8,410 |
| Extraordinary gains | 1,311 | 5.6\% | 1,362 | -0.7\% | 264 | -79.8\% | - | - | - |
| Extraordinary losses | 4,365 | -15.7\% | 5,096 | -1.0\% | 6,485 | 48.5\% | - | - | - |
| Net income | 2,690 | 236.0\% | 3,073 | -5.7\% | -1,467 | - | -310 | - | 1,250 |

2) Non-operating income or expenses
(millions of yen)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |
| Non-operating income | 510 | 21.4\% | 1,179 | -21.7\% | 615 | 20.6\% |
| Interest income | 330 | 22.4\% | 632 | 14.9\% | 316 | -4.4\% |
| Dividend income | 23 | -0.4\% | 184 | -70.5\% | 13 | -42.1\% |
| Compensation income | 125 | 34.3\% | 275 | 6.9\% | 237 | 89.7\% |
| Others | 30 | -7.2\% | 85 | 21.6\% | 48 | 57.2\% |
| Non-operating expenses | 1,099 | -14.5\% | 1,876 | -21.9\% | 732 | -33.4\% |
| Interest expenses | 171 | 20.0\% | 341 | 12.6\% | 213 | 24.6\% |
| Lease contract cancellation expenses | 367 | 13.0\% | 670 | 9.4\% | 338 | -7.8\% |
| Allowance for doubtful debts | 517 | -33.8\% | 798 | -41.6\% | 142 | -72.5\% |
| Others | 44 | 21.0\% | 65 | -45.1\% | 37 | -14.5\% |

3) Extraordinary gains or losses

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |
| Extraordinary gains | 1,311 | 5.6\% | 1,362 | -0.7\% | 264 | -79.8\% |
| Gain on sales of property and equipment | 13 | -79.6\% | 38 | -71.0\% | 23 | 73.3\% |
| Gain on sales of investment in securities | 123 | -68.0\% | 123 | -71.5\% | - |  |
| Others | 1,173 | 48.9\% | 1,200 | 49.2\% | 241 | -79.4\% |
| Extraordinary losses | 4,365 | -15.7\% | 5,096 | -1.0\% | 6,485 | 48.5\% |
| Loss on disposal of property and equipment | 71 | 117.6\% | 134 | 57.0\% | 67 | -5.6\% |
| Impairment loss on fixed assets | 4,290 | 24.9\% | 4,928 | 21.4\% | 6,378 | 48.7\% |
| Others | 4 | -94.2\% | 33 | -82.3\% | 39 | 812.3\% |

(3) Sales breakdown

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

|  |  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 <br> (Forecast) <br> Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Change |  | Change |  | Change |  |
| Existing <br> stores | Average daily sales per store (thousands of yen) | 445 | -20 | 436 | -16 | 438 | -5 |  |
|  | Average customers per day | 744 | -34 | 720 | -33 | 717 | -22 | - |
|  | Average purchase per customer (yen) | 598 | $\pm 0$ | 604 | +5 | 611 | +11 |  |
| Y-o-y change in existing store sales |  | -4.4\% | - | -3.6\% | - | -1.2\% | - | -0.6\% |
| Average daily sales at total chain stores (thousands of yen) |  | 441 | -23 | 432 | -19 | 437 | -4 |  |
| Average daily sales at newly opened stores (thousands of yen) |  | 424 | +13 | 401 | +18 | 488 | +64 |  |

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 coressponding month of the previous year.
2) Sales growth by geographic region

|  | 1st Half ended Aug. 2014 | FY ended Feb. 2015 | 1st Half ended Aug. 2015 |
| :--- | ---: | ---: | ---: |
| Hokkaido | $-4.1 \%$ | $-3.3 \%$ | $-0.5 \%$ |
| Tohoku | $-5.2 \%$ | $-4.6 \%$ | $-0.6 \%$ |
| Kanto | $-4.4 \%$ | $-4.0 \%$ | $-2.6 \%$ |
| Koshinetsu | $-5.9 \%$ | $-4.9 \%$ | $-0.3 \%$ |
| Hokuriku | $-4.9 \%$ | $-3.9 \%$ | $-1.2 \%$ |
| Tokai | $-4.5 \%$ | $-3.3 \%$ | $-1.0 \%$ |
| Kansai | $-3.3 \%$ | $-3.3 \%$ | $-0.4 \%$ |
| Chugoku | $-2.9 \%$ | $-2.0 \%$ | $0.5 \%$ |
| Shikoku | $-7.9 \%$ | $-7.4 \%$ | $-1.7 \%$ |
| Kyushu | $-2.6 \%$ | $-1.1 \%$ | $2.6 \%$ |
| Total | $-4.4 \%$ | $-3.6 \%$ | $-1.2 \%$ |

## (4) Product breakdown

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

|  | 1st Half ended Aug. 2014 |  |  |  | FY ended Feb. 2015 |  |  |  | 1st Half ended Aug. 2015 |  |  |  | FY ending Feb. 2016 (Forecast) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Y-0-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 | 8.8\% | 18.2\% | 37.3\% | -0.1\% | 8.0\% | 18.3\% | 37.7\% | +0.2\% | 1.3\% | 18.3\% | 36.4\% | -1.0\% |  |  |  |
| Perishable foods | 2.8\% | 11.6\% | 34.3\% | -0.2\% | 2.9\% | 11.4\% | 34.2\% | -0.2\% | -0.9\% | 11.4\% | 34.0\% | -0.3\% |  |  |  |
| Processed foods | 2.4\% | 26.4\% | 38.7\% | -0.1\% | 3.2\% | 26.1\% | 38.3\% | -0.3\% | 1.7\% | 26.5\% | 38.8\% | +0.1\% | $\square$ |  |  |
| Alcoholic beverages | 5.6\% | 5.0\% |  |  | 6.0\% | 5.0\% |  |  | 2.8\% | 5.0\% |  |  |  |  |  |
| Non-food items | 0.7\% | 35.2\% | 14.7\% | -0.1\% | 0.9\% | 35.2\% | 14.8\% | +0.0\% | -2.6\% | 34.0\% | 14.8\% | +0.1\% | $\square$ |  |  |
| Tobacco | 1.6\% | 29.2\% |  |  | 1.8\% | 29.1\% |  |  | -1.8\% | 28.3\% |  |  |  |  |  |
| Services | 4.8\% | 8.5\% | 5.7\% | +0.6\% | 10.9\% | 9.0\% | 5.6\% | +0.5\% | 16.9\% | 9.8\% | 5.3\% | -0.4\% |  |  |  |
| Total | 3.2\% | 100.0\% | 27.06\% | +0.14\% | 3.7\% | 100.0\% | 26.95\% | +0.06\% | 1.2\% | 100.0\% | 26.75\% | -0.31\% | 1.3\% | 26.85\% | -0.10\% |

Note. Product categories are as bellows:
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: tabacco, magazines, newspapers, general merchandise, cosmetics
Services: tickets, Gift Card used for prepaid cards, stamps, parcle delivery
(5) Profile of stores

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

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

|  |  | 1st Half ended Aug. 2014 | FY ended Feb. 2015 | 1st Half ended Aug. 2015 |
| :---: | :---: | ---: | ---: | ---: |
|  | Openings | 11 | 25 | 9 |
|  | Closures | 33 | 66 | 37 |
| Type E | Openings | 0 | 0 | 0 |
|  | Closures | 8 | 17 | 8 |
| Type C | Openings | 174 | 319 | 135 |
|  | Closures | 54 | 113 | 75 |
| Company-owned <br> store | Openings | 3 | 3 | 0 |
|  | Closures |  | 24 | 43 |

Note: Type E agreement specific to Sunkus were abolished in September 2004 with some exceptios such as relocations.
3) Number of stores by agreement type (Non-consolidated basis)

|  |  | 1st Half ended Aug. 2014 |  |  | FY ended Feb. 2015 |  |  | 1st Half ended Aug. 2015 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Circle K | Sunkus |  | Circle K | Sunkus |  | Circle K | Sunkus |
| Type A | Change | 963 | 685 | 278 | 914 | 648 | 266 | 857 | 616 | 241 |
|  |  | -6 | -28 | +22 | -55 | -65 | +10 | -57 | -32 | -25 |
| Type E | Change | 290 | 3 | 287 | 276 | 5 | 271 | 261 | 7 | 254 |
|  |  | -9 | +1 | -10 | -23 | +3 | -26 | -15 | +2 | -17 |
| Type C |  | 4,507 | 2,536 | 1,971 | 4,592 | 2,621 | 1,971 | 4,645 | 2,699 | 1,946 |
|  | Change | +323 | +109 | +214 | +408 | +194 | +214 | +53 | +78 | -25 |
| Company-owned store | Company-operated stores | 188 | 96 | 92 | 205 | 114 | 91 | 232 | 134 | 98 |
|  | Consigned stores | 3 | 3 | 0 | 3 | 3 | 0 | 3 | 3 | 0 |
|  |  | 191 | 99 | 92 | 208 | 117 | 91 | 235 | 137 | 98 |
|  | Change | +31 | -2 | +33 | +48 | +16 | +32 | +27 | +20 | +7 |
| Total |  | 5,951 | 3,323 | 2,628 | 5,990 | 3,391 | 2,599 | 5,998 | 3,459 | 2,539 |
|  | Change | +339 | +80 | +259 | +378 | +148 | +230 | +8 | +68 | -60 |

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

(6) Profile of Circle K Sunkus Group
5) Total store sales
(millions of yen)

|  |  | 1st Half ended Aug. 2014 | FY ended Feb. 2015 | 1st Half ended Aug. 2015 |
| :---: | :---: | :---: | :---: | :---: |
| The company | Total store sales | 473,102 | 928,201 | 479,015 |
|  | Y-o-y | 3.2\% | 3.7\% | 1.2\% |
|  | Y-o-y change in existing store sales | -4.4\% | -3.6\% | -1.2\% |
| Area FC | Total store sales | 33,390 | 60,724 | 27,984 |
|  | Y-o-y | -51.3\% | -50.9\% | -16.2\% |
|  | Y-o-y change in existing store sales | -3.6\% | -2.8\% | -1.9\% |
| Group total | Total store sales | 506,493 | 988,926 | 507,000 |
|  | Y-o-y | -3.9\% | -2.9\% | 0.1\% |
|  | Y-o-y change in existing store sales | -4.3\% | -3.6\% | -1.2\% |

## 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. | $100 \%$ <br> Consolidated | 0 | 5 | -5 | 74 | 5,659 | -5.8\% |
| 2 | Circle K Shikoku Co., Ltd. | $100 \%$ <br> Non-consolidated | 6 | 0 | +6 | 175 | 13,760 | -2.8\% |
| 3 | Sunkus Tokai Co., Ltd. | 19.0\% | 5 | 9 | -4 | 111 | 8,563 | -3.0\% |
| Total |  |  | 11 | 14 | -3 | 360 | 27,984 | -16.2\% |

3) Employees at term-end

|  | 1 st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |
| Full-time employees at term-end | 1,845 | +132 | 1,816 | +79 | 1,833 | +17 |
| Average part-time employees during period | 620 | +76 | 625 | +75 | 647 | +22 |

Specialty stores operations: SAGAMI Co., Ltd.
(1) Business results (Consolidated basis)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 (Forecast) |  | FY ending Feb. 2016(Previous forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |  | Y-o-y |  |
| Operating revenue | 10,981 | -2.5\% | 21,620 | -5.3\% | 10,611 | -3.4\% | 21,150 | -2.2\% | 21,580 |
| Operating income | -227 | - | -470 | - | -72 | - | 30 | - | 30 |
| Ordinary income | -214 | - | -457 | - | -35 | - | 82 | - | 65 |
| Net income | -365 | - | -897 | - | -254 |  | -308 |  | -260 |
| Y-o-y change in existing store sales | -1.9\% | - | -4.3\% | - | 0.4\% | - | 2.2\% | - | 3.4\% |

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

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Retail space at term-end | $34,260 \mathrm{~m}^{2}$ | $-238 \mathrm{~m}^{2}$ | 31,999 m ${ }^{2}$ | $-2,499 \mathrm{~m}^{2}$ | $31,498 \mathrm{~m}^{2}$ | -501 m ${ }^{2}$ |
| Number of stores | 269 | $\pm 0$ | 253 | -16 | 248 | -5 |
| Full-time employees at term-end | 529 | -21 | 512 | -38 | 505 | -7 |
| Average part-time employees during period | 832 | -21 | 811 | -42 | 752 | -59 |

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

(1) Business results (Non-consolidated basis)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 <br> (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-0-y |  | Y-0-y |  | Y-0-y |
| Operating revenue | 16,752 | -12.9\% | 31,875 | -12.2\% | 14,561 | -13.1\% | 27,300 | -14.4\% |
| Operating income | -224 | - | -679 | - | 255 | - | 140 | - |
| Ordinary income | -192 | - | -619 | - | 276 | - | 170 | - |
| Net income | -422 | - | -2,146 | - | 71 | - | -300 | - |
| Y-o-y change in existing store sales | -11.5\% | - | -9.1\% | - | -4.6\% | - | -4.8\% | - |


| (millions of yen) |
| ---: |
| FY ending Feb. 2016 <br> (Previous forecast) |
| 28,300 |
| 140 |
| 170 |
| -230 |
| $-3.5 \%$ |

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

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Retail space at term-end | 133,067 m ${ }^{2}$ | -5,210 m ${ }^{2}$ | 125,265 m ${ }^{2}$ | $-13,012 \mathrm{~m}^{2}$ | $117,213 \mathrm{~m}^{2}$ | $-8,052 \mathrm{~m}^{2}$ |
| Number of stores | 751 | -29 | 700 | -80 | 657 | -43 |
| Full-time employees at term-end | 228 | -5 | 199 | -34 | 186 | -13 |
| Average part-time employees during period | 2,894 | -55 | 2,729 | -220 | 2,525 | -204 |

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

(1) Business results (Non-consolidated basis)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 (Forecast) |  | FY ending Feb. 2016 (Previous forecast) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |  | Y-o-y |  |
| Operating revenue | 2,351 | -8.9\% | 4,809 | -9.8\% | 2,102 | -10.6\% | 4,583 | -4.7\% | 4,870 |
| Operating income | -5 | - | 10 | -94.6\% | -82 | - | -44 | - | 71 |
| Ordinary income | -3 | - | 13 | -92.6\% | -82 | - | -45 | - | 71 |
| Net income | -17 | - | -17 | - | -100 | - | -106 | - | 10 |
| $\mathrm{Y}-\mathrm{o}-\mathrm{y}$ change in existing store sales | -8.3\% | - | -8.8\% | - | -8.0\% | - | -3.2\% | - | 3.1\% |

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

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Change |  | Change |  | Change |
| Retail space at term-end | 16,652 m ${ }^{2}$ | $-227 \mathrm{~m}^{2}$ | 16,253 m ${ }^{2}$ | $-626 \mathrm{~m}^{2}$ | 16,147 m ${ }^{2}$ | -106m² |
| Number of stores | 134 | +1 | 131 | -2 | 129 | -2 |
| Full-time employees at term-end | 19 | +1 | 17 | -1 | 17 | $\pm 0$ |
| Average part-time employees during period | 407 | -7 | 408 | -6 | 394 | -14 |

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

(1) Business results (Non-consolidated basis)

|  | 1st Half ended Aug. 2014 |  | FY ended Feb. 2015 |  | 1st Half ended Aug. 2015 |  | FY ending Feb. 2016 <br> (Forecast) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Y-o-y |  | Y-o-y |  | Y-o-y |  | Y-o-y |
| Operating revenue | 9,115 | 7.2\% | 18,428 | 6.6\% | 9,703 | 6.5\% | 19,650 | 6.6\% |
| Operating income | 1,613 | -14.1\% | 3,663 | 10.1\% | 2,088 | 29.5\% | 3,900 | 6.5\% |
| Ordinary income | 1,614 | -14.2\% | 3,664 | 10.1\% | 2,091 | 29.5\% | 3,900 | 6.4\% |
| Net income | 912 | -21.2\% | 2,150 | 5.7\% | 1,267 | 38.9\% | 2,350 | 9.3\% |
| Number of members of UCS card (ten thousand) | 307.4 | -1.4\% | 303.0 | -2.6\% | 302.2 | -1.7\% | 302.0 | -0.3\% |
| Number of members of UNICO card (ten thousands) | 72.8 | - | 113.3 | 189.0\% | 139.7 | 91.9\% | 159.0 | 40.3\% |


| (millions of yen) |
| ---: |
| FY ending Feb. 2016 <br> (Previous forecast) |
| 19,360 |
| 3,800 |
| 3,800 |
| 2,300 |
| 302.0 |
| 159.0 |

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