

4 . Sales and Products

Note: 3Q=Nine months ended November. 30

(1)YOY Rate on Existing Store

	FY2003 3Q	FY2004 3Q	FY2003
YOY Rate of Sales on Existing Stores	97.8%	99.8%	97.5%
(Excluding highway card)	99.1%	-	99.2%
YOY Rate of Transaction on Existing Stores	-	100.1%	-

(2)Average Daily Sales per store

(Thousands of Yen)

	FY2003 3Q		FY2004 3Q		FY2003	
		YOY		YOY		YOY
Total Stores	487	-3	493	6	484	-5
New Stores	442	-13	456	14	436	-21

(3)Average Number of Customers and Average Purchase Value per Customer in Existing Stores

(Persons,yen)

	FY2003 3Q		FY2004 3Q		FY2003	
		YOY		YOY		YOY
Number of Customers	809	-10	831	22	803	-3
Spend per Customers	595	-8	592	-3	598	-11

(4)Gross Profit Margin at Store Level

	FY2003 3Q	FY2004 3Q	FY2003
Fast Foods	35.6%	36.2%	35.6%
Fresh Foods	32.7%	33.6%	32.5%
Processed Foods	27.0%	26.9%	26.9%
Non-Food Products	33.4%	33.9%	33.4%
Total	30.8%	30.9%	30.7%

Note1:Gross profit of non-food products include service commissions.

Note2:Processed Foods includes cigarettes.

(5)Sales by Merchandise Category in Total Stores

(Billions of Yen)

	FY2003 3Q		FY2004 3Q		FY2003	
		Share		Share		Share
Fast Foods	230.7	22.9%	225.3	21.6%	302.3	22.7%
Fresh Foods	106.8	10.6%	113.9	10.9%	139.3	10.5%
Processed Foods	470.0	46.6%	505.6	48.4%	622.9	46.8%
Non-Food Products	129.7	12.9%	128.1	12.3%	172.3	12.9%
Services	70.4	7.0%	71.6	6.9%	94.9	7.1%
Total	1,007.7	100.0%	1,044.7	100.0%	1,331.7	100.0%