

3. Sales and Products

(1)YOY Rate on Existing Store

	2005.5	2006.5	2006.2
YOY Rate of Sales on Existing Stores	99.2%	95.6%	97.5%

(2)Average Daily Sales per Store

(Thousands of Yen)

	2005.5	2006.5	2006.2
Total Stores	479	463	480
New Stores	432	422	426

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

(Persons,yen)

	2005.5	2006.5	2006.2
Number of Customers	808	796	820
Spend per Customers	591	581	585

(4)Gross Profit Margin at Store Level

	2005.5	2006.5	2006.2
Fast foods	36.4%	36.8%	36.8%
Daily delivered foods	33.3%	33.7%	33.6%
Processed foods	26.9%	26.8%	26.7%
Nonfood Products	35.0%	38.3%	35.8%
Total	31.0%	31.5%	31.2%

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)

	2005.5		2006.5		2006.2	
		Share		Share		Share
Fast foods	758	22.3%	780	23.2%	3,121	22.9%
Daily delivered foods	389	11.5%	376	11.2%	1,505	11.1%
Processed foods	1,700	50.1%	1,718	51.0%	6,814	50.1%
Nonfood Products	545	16.1%	490	14.6%	2,164	15.9%
Total	3,394	100.0%	3,365	100.0%	13,604	100.0%