

### 3. Sales and Products

#### (1)YOY Rate on Existing Store

|                                      | 2005.11 | 2006.2 | 2006.11 |
|--------------------------------------|---------|--------|---------|
| YOY Rate of Sales on Existing Stores | 98.0%   | 97.5%  | 97.4%   |

#### (2)Average Daily Sales per Store

(Thousands of Yen)

|              | 2005.11 | 2006.2 | 2006.11 |
|--------------|---------|--------|---------|
| Total Stores | 485     | 480    | 481     |
| New Stores   | 436     | 426    | 437     |

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

(Persons,yen)

|                     | 2005.11 | 2006.2 | 2006.11 |
|---------------------|---------|--------|---------|
| Number of Customers | 836     | 820    | 827     |
| Spend per Customers | 582     | 585    | 580     |

#### (4)Gross Profit Margin at Store Level

|                       | 2005.11 | 2006.2 | 2006.11 |
|-----------------------|---------|--------|---------|
| Fast foods            | 36.6%   | 36.8%  | 36.5%   |
| Daily delivered foods | 33.8%   | 33.6%  | 34.0%   |
| Processed foods       | 26.8%   | 26.7%  | 26.6%   |
| Nonfood Products      | 35.4%   | 35.8%  | 38.2%   |
| Total                 | 31.2%   | 31.2%  | 31.4%   |

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)

|                       | 2005.11 |        | 2006.2 |        | 2006.11 |        |
|-----------------------|---------|--------|--------|--------|---------|--------|
|                       |         | Share  |        | Share  |         | Share  |
| Fast foods            | 2,376   | 22.9%  | 3,121  | 22.9%  | 2,471   | 23.6%  |
| Daily delivered foods | 1,167   | 11.2%  | 1,505  | 11.1%  | 1,175   | 11.2%  |
| Processed foods       | 5,197   | 50.1%  | 6,814  | 50.1%  | 5,329   | 51.0%  |
| Nonfood Products      | 1,637   | 15.8%  | 2,164  | 15.9%  | 1,483   | 14.2%  |
| Total                 | 10,378  | 100.0% | 13,604 | 100.0% | 10,460  | 100.0% |