

### 3. Sales and Products

#### (1)YOY Rate of Sales on Existing Stores

	2006.11	2007.2	2007.11
	97.4%	98.2%	99.1%

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

(Thousands of Yen)

	2006.11	2007.2	2007.11
Total Stores	481	477	481
New Stores	437	429	439

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

(Persons,yen)

	2006.11	2007.2	2007.11
Number of Customers	827	813	826
Spend per Customer	580	585	581

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

	2006.11	2007.2	2007.11
Fast foods	36.5%	36.5%	36.2%
Daily delivered foods	34.0%	33.8%	33.7%
Processed foods	26.6%	26.4%	26.5%
Nonfood Products	38.2%	38.0%	38.8%
Total	31.4%	31.3%	31.3%

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)

	2006.11		2007.2		2007.11	
		Share		Share		Share
Fast foods	247.1	23.6%	324.0	23.5%	248.4	23.3%
Daily delivered foods	117.5	11.2%	152.8	11.1%	121.4	11.4%
Processed foods	532.9	51.0%	700.8	50.9%	547.7	51.5%
Nonfood Products	148.3	14.2%	200.1	14.5%	146.3	13.8%
Total	1,046.0	100.0%	1,377.8	100.0%	1,064.1	100.0%