

3. Sales and Products

(1)YOY Rate of Sales on Existing Stores

	2007.5	2008.2	2008.5
Existing Stores	99.4%	99.2%	102.7%

(2)Average Daily Sales per Store

(Thousands of Yen)

	2007.5	2008.2	2008.5
Total Stores	465	478	485
New Stores	437	436	514

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

(Persons,yen)

	2007.5	2008.2	2008.5
Number of Customers	793	812	811
Spend per Custmer	585	586	591

(4)Gross Profit Margin at Store Level

	2007.5	2008.2	2008.5
Fast foods	36.3%	36.3%	36.3%
Daily delivered foods	33.5%	33.6%	33.7%
Processed foods	26.5%	26.3%	26.0%
Nonfood Products	39.0%	38.5%	40.5%
Total	31.3%	31.2%	31.1%

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

2:Processed Foods includes cigarettes.

(5)Sales by Merchandise Category in Total Stores

(Billions of Yen)

	2007.5		2008.2		2008.5	
		Share		Share		Share
Fast foods	79.3	23.6%	326.2	23.5%	79.6	22.4%
Daily delivered foods	38.9	11.2%	159.0	11.1%	42.2	11.8%
Processed foods	177.7	51.0%	720.3	50.9%	187.7	52.7%
Nonfood Products	47.8	14.2%	197.1	14.5%	46.6	13.1%
Total	343.8	100.0%	1,402.7	100.0%	356.2	100.0%

Note:Cigarette sales' share of total sales was 19.5%.