

3. Sales and Products

(1)YOY Rate of Sales on Existing Stores

	2008.5	2009.2	2009.5
Existing Stores	102.7%	106.5%	102.7%

Note: The numerical values stated are the results for the existing stores that existed during the respective accounting periods.

(2)Average Daily Sales per Store

(Thousands of Yen)

	2008.5	2009.2	2009.5
Total Stores	485	517	503
New Stores	514	505	513

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

(Persons,yen)

	2008.5	2009.2	2009.5
Number of Customers	811	868	856
Spend per Custmer	591	589	580

Note: The numerical values stated are the results for the existing stores that existed during the respective accounting periods.

(4)Gross Profit Margin at Store Level

	2008.5	2009.2	2009.5
Fast foods	36.3%	36.1%	36.7%
Daily delivered foods	33.7%	33.7%	33.7%
Processed foods	26.0%	24.8%	24.6%
Nonfood Products	40.5%	39.5%	41.7%
Total	31.1%	30.1%	30.2%

Note: 1:Processed Foods includes cigarettes.

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

(5)Sales by Merchandise Category in Total Stores

(Billions of Yen)

	2008.5		2009.2		2009.5	
		Share		Share		Share
Fast foods	79.6	22.4%	328.1	21.8%	76.2	20.6%
Daily delivered foods	42.2	11.8%	168.5	11.2%	42.2	11.4%
Processed foods	187.7	52.7%	819.2	54.4%	207.9	56.0%
Nonfood Products	46.6	13.1%	190.4	12.6%	44.6	12.0%
Total	356.2	100.0%	1,506.3	100.0%	371.0	100.0%

Note:Cigarette sales' share of total sales was 24.3%.