

### 3. Sales and Products (Non-Consolidated)

(1) YOY Rate

	FY2008		FY2009
	3rd Quarter	Fiscal Year	3rd Quarter
Sales on existing stores	106.6%	106.5%	96.5%

Note : The numeric data shows results of existing stores during the respective accounting period.

(2) Average Daily Sales per Store

(Thousands of Yen)

	FY2008		FY2009
	3rd Quarter	Fiscal Year	3rd Quarter
Total stores	520	517	509
New stores	524	505	476

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

(Persons, Yen)

	FY2008				FY2009	
	3rd Quarter		Fiscal Year		3rd Quarter	
		YOY		YOY		YOY
Number of customers	878	105.1%	868	105.7%	883	99.4%
Spend per customer	587	101.4%	589	100.8%	567	97.1%

Note : The numeric data shows results of existing stores during the respective accounting period.

(4) Gross Profit Margin at Store Level in Total Stores

	FY2008		FY2009
	3rd Quarter	Fiscal Year	3rd Quarter
Fast foods	36.1%	36.1%	37.2%
Daily delivered foods	33.9%	33.7%	34.4%
Processed foods	25.0%	24.8%	24.7%
Non-food products	39.9%	39.5%	41.0%
Total	30.3%	30.1%	30.4%

Note1: 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)

	FY2008				FY2009	
	3rd Quarter		Fiscal Year		3rd Quarter	
		Share		Share		Share
Fast foods	251.4	22.0%	328.1	21.8%	235.2	20.9%
Daily delivered foods	130.4	11.4%	168.5	11.2%	130.1	11.5%
Processed foods	620.9	54.2%	819.2	54.4%	625.6	55.5%
Non-food products	142.1	12.4%	190.4	12.6%	136.5	12.1%
Total	1,144.9	100.0%	1,506.3	100.0%	1,127.6	100.0%

Note: Cigarette sales' share of total sales was 24.0% in 3rd Quarter FY 2009.

Category	Products included
Fast foods	Rice dishes, Noodles, Bread, Delicatessen items, Fast foods over the counter, etc...
Daily delivered foods	Daily foods, Desserts, etc...
Processed foods	Soft drinks, Alcoholic beverages, Processed foods, Confectionery, Cigarettes, etc...
Non-food products	Daily necessities, Books, Magazines, Online merchandise sales and services, etc...