

# **Supplemental Financial Information**

for the Third Quarter of the Fiscal Year Ending February 29, 2012

December 29, 2011

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**Circle K Sunkus Co.,Ltd.**

Public, Investor Relations & Secretary Office

E-mail : [ir@circleksunkus.jp](mailto:ir@circleksunkus.jp)

# 1. Summary and outlook

## (1) Business results (Consolidated basis)

### 1) Stores at term-end

(stores)

		3rd Q ended Nov. 2010		FY ended Feb. 2011		3rd Q ended Nov. 2011		FY ending Feb. 2012 (Est.)	
			99 ICHIBA		99 ICHIBA		99 ICHIBA		99 ICHIBA
Non-consolidated	Openings	209	-	301	-	215	-	315	-
	Closures	191	-	258	-	183	-	260	-
	Net increase (decrease)	+18	-	+43	-	+32	-	+55	-
	<b>Stores at term-end</b>	<b>4,976</b>	<b>-</b>	<b>5,001</b>	<b>-</b>	<b>5,033</b>	<b>-</b>	<b>5,056</b>	<b>-</b>
Consolidated subsidiaries	Openings	20	2	24	2	28	5	38	5
	Closures	21	8	24	9	17	3	22	3
	Net increase (decrease)	(1)	(6)	0	(7)	+11	+2	+16	+2
	<b>Stores at term-end</b>	<b>443</b>	<b>62</b>	<b>444</b>	<b>61</b>	<b>525</b>	<b>63</b>	<b>530</b>	<b>63</b>
Consolidated total	Openings	229	2	325	2	243	5	353	5
	Closures	212	8	282	9	200	3	282	3
	Net increase (decrease)	+17	(6)	+43	(7)	+43	+2	+71	+2
	<b>Stores at term-end</b>	<b>5,419</b>	<b>62</b>	<b>5,445</b>	<b>61</b>	<b>5,558</b>	<b>63</b>	<b>5,586</b>	<b>63</b>

Note: The increase in the number of consolidated subsidiaries and in the consolidated number of total stores at period-end on November 30, 2011 and February 29, 2012 reflects the addition of Sunkus Higashi-Saitama Co., Ltd. as a consolidated subsidiary from the fiscal year ending February 29, 2012.

### 2) Business results (Consolidated basis)

(millions of yen)

		3rd Q ended Nov. 2010		FY ended Feb. 2011		3rd Q ended Nov. 2011		FY ending Feb. 2012 (Est.)	
			Y-o-y		Y-o-y		Y-o-y		Y-o-y
Total store sales		697,591	+1.0%	923,185	+2.3%	744,188	+6.7%	965,360	+4.6%
	Non-consolidated	646,164	-1.0%	855,010	+0.3%	680,712	+5.3%	882,640	+3.2%
	Consolidated subsidiaries	51,427	+35.0%	68,174	+35.9%	63,476	+23.4%	82,720	+21.3%
Total operating revenue		147,223	-1.7%	192,304	-0.9%	145,481	-1.1%	188,320	-2.1%
	Franchise commission from franchised stores	78,459	+2.9%	102,765	+3.9%	82,501	+5.2%	-	-
	Real estate rental income	4,018	-3.3%	5,320	-3.8%	3,795	-5.5%	-	-
	Net sales of Company-owned stores	59,628	-7.6%	77,378	-6.9%	54,051	-9.4%	-	-
	Other total operating revenues	5,117	+5.4%	6,839	+4.1%	5,133	+2.4%	-	-
Gross profit	101,775	+1.8%	133,120	+2.6%	104,129	+2.4%	134,210	+0.8%	
SG & A expenses		85,047	-1.6%	114,548	-0.0%	84,287	-0.8%	115,510	+0.8%
	Personnel expenses	16,888	-0.3%	22,600	+0.6%	16,903	+0.1%	-	-
	Advertising and sales promotion expenses	5,134	-11.9%	7,242	+1.3%	5,002	-2.6%	-	-
	Store leasing expenses	33,095	+3.2%	44,185	+3.0%	33,496	+1.2%	-	-
	Equipment leasing expenses	4,945	-12.2%	6,491	-12.4%	4,349	-12.1%	-	-
	Depreciation and amortization	8,560	+13.7%	11,678	+12.6%	9,450	+10.4%	-	-
	Other	16,422	-10.8%	22,348	-8.0%	15,085	-7.5%	-	-
Operating income	16,727	+23.6%	18,571	+22.2%	19,841	+18.6%	18,700	+0.7%	
Non-operating income		667	-13.8%	901	-18.0%	602	-9.7%	-	-
	Non-operating expenses	1,283	+7.8%	1,996	+18.0%	896	-30.2%	-	-
Recurring profit	16,111	+22.8%	17,477	+19.6%	19,548	+21.3%	18,000	+3.0%	
Extraordinary gains		32	-83.0%	92	-37.4%	594	+1714.0%	-	-
	Extraordinary losses	3,356	-7.7%	4,315	+8.6%	7,943	+136.7%	-	-
Net income	7,145	+35.1%	7,165	+29.0%	6,779	-5.1%	5,500	-23.2%	

Notes: 1. Consolidated subsidiaries of Circle K Sunkus Co., Ltd. for each fiscal year are listed below:

3rd Q ended 11/2010, FY ended 2/2011 : Eight companies : Sunkus Aomori Co., Ltd., Sunkus Nishi-Saitama Co., Ltd., SUNKUS KITAKANTO Co., Ltd., Sunkus Nishi-Shikoku Co., Ltd., Sunkus Hokuria Co., Ltd., ZERO NETWORKS Co., Ltd., 99 ICHIBA Co., Ltd. and Retail Staff Co., Ltd.

3rd Q ended 11/2011, FY ending 2/2012 (Est.) : Nine companies : Sunkus Aomori Co., Ltd., Sunkus Nishi-Saitama Co., Ltd., SUNKUS KITAKANTO Co., Ltd., Sunkus Nishi-Shikoku Co., Ltd., Sunkus Hokuria Co., Ltd., Sunkus Higashi-Saitama Co., Ltd., ZERO NETWORKS Co., Ltd., 99 ICHIBA Co., Ltd. and Retail Staff Co., Ltd.

2. Company-owned store sales include operating revenue from ZERO NETWORKS Co., Ltd.

Operating revenue from ZERO NETWORKS Co., Ltd. : 3rd Q ended 11/2010: 4,433 million yen; FY ended 2/2011: 5,844 million yen; 3rd Q ended 11/2011: 7,686 million yen

### 3) Consolidated subsidiaries

#### < Stores at term-end >

(stores)

	3rd Q ended Nov. 2011								FY ending Feb. 2012 (Est.)							
	Sunkus Aomori	Sunkus Nishi-Saitama	Sunkus KITAKANTO	Sunkus Nishi-Shikoku	Sunkus Hokuria	Sunkus Higashi-Saitama	6 area franchisers total	99 ICHIBA	Sunkus Aomori	Sunkus Nishi-Saitama	Sunkus KITAKANTO	Sunkus Nishi-Shikoku	Sunkus Hokuria	Sunkus Higashi-Saitama	6 area franchisers total	99 ICHIBA
Openings	4	8	4	1	5	1	23	5	4	9	5	3	10	2	33	5
Closures	1	2	1	2	5	3	14	3	1	2	2	2	7	5	19	3
Net increase (decrease)	+3	+6	+3	-1	0	-2	+9	+2	+3	+6	+3	+1	+3	(3)	+14	+2
<b>Stores at term-end</b>	<b>73</b>	<b>94</b>	<b>47</b>	<b>80</b>	<b>100</b>	<b>68</b>	<b>462</b>	<b>63</b>	<b>73</b>	<b>95</b>	<b>47</b>	<b>82</b>	<b>103</b>	<b>67</b>	<b>467</b>	<b>63</b>

#### < Business results >

(millions of yen)

	3rd Q ended Nov. 2011					FY ending Feb. 2012 (Est.)				
	6 area franchisers total	99 ICHIBA	ZERO NETWORKS	Retail Staff	Eliminations on consolidation	6 area franchisers total	99 ICHIBA	ZERO NETWORKS	Retail Staff	Eliminations on consolidation
Total store sales	55,790	7,686	-	-	-	72,365	10,361	-	-	-
Total operating revenues	11,026	7,689	4,580	1,457	-1,116	14,133	10,363	5,975	1,944	-1,575
Operating income	404	-109	771	50	-215	63	-96	679	58	-404

## (2) Business results (Non-consolidated basis)

### 1) Stores at term-end

(stores)

	3rd Q ended Nov. 2010	FY ended Feb. 2011	3rd Q ended Nov. 2011	FY ending Feb. 2012 (Est.)
Openings	209	301	215	315
Relocations	47	67	41	65
Closures	191	258	183	260
Net increase (decrease)	+18	+43	+32	+55
Stores at term-end	<b>4,976</b>	<b>5,001</b>	<b>5,033</b>	<b>5,056</b>

### 2) Business results (Non-consolidated basis)

(millions of yen)

	3rd Q ended Nov. 2010		FY ended Feb. 2011		3rd Q ended Nov. 2011		FY ending Feb. 2012 (Est.)	
		Y-o-y		Y-o-y		Y-o-y		Y-o-y
Total store sales	646,164	-1.0%	855,010	+0.3%	680,712	+5.3%	882,640	+3.2%
Y-o-y change in existing store sales	-2.6%	-	-1.4%	-	+4.0%	-	+1.3%	-
Average product markup (excluding Area FC)	27.88%	+0.14%	27.69%	+0.05%	27.21%	-0.67%	27.42%	-0.27%
Total operating revenue	125,002	-4.7%	163,253	-3.7%	121,950	-2.4%	157,480	-3.5%
Franchise commission from franchised stores	74,654	+1.4%	97,743	+2.3%	77,501	+3.8%	-	-
Real estate rental income	3,977	-3.9%	5,265	-4.5%	3,743	-5.9%	-	-
Net sales of Company-owned stores	41,324	-15.0%	53,488	-13.8%	35,651	-13.7%	-	-
Other total operating revenues	5,046	+5.6%	6,754	+4.4%	5,053	+0.1%	-	-
Gross profit	93,929	-0.2%	122,899	+0.6%	94,876	+1.0%	122,270	-0.5%
SG & A expenses	77,578	-3.8%	104,584	-2.1%	75,934	-2.1%	103,870	-0.7%
Personnel expenses	14,286	-3.0%	19,158	-1.8%	14,227	-0.4%	-	-
Advertising and sales promotion expenses	4,442	-16.6%	6,297	-3.1%	4,285	-3.5%	-	-
Store leasing expenses	31,068	+1.8%	41,481	+1.7%	31,093	+0.1%	-	-
Equipment leasing expenses	4,478	-14.2%	5,883	-14.3%	3,928	-12.3%	-	-
Depreciation and amortization	7,990	+11.2%	10,910	+10.3%	8,758	+9.6%	-	-
Other	15,311	-13.3%	20,852	-10.3%	13,640	-10.9%	-	-
Operating income	16,351	+21.6%	18,315	+19.0%	18,941	+15.8%	18,400	+0.5%
Non-operating income	804	+13.0%	1,020	-2.0%	596	-25.9%	-	-
Non-operating expenses	1,549	-2.6%	2,447	-1.2%	1,337	-13.7%	-	-
Recurring profit	15,606	+24.2%	16,888	+21.0%	18,200	+16.6%	17,200	+1.8%
Extraordinary gains	29	-85.1%	87	-50.6%	308	+951.8%	-	-
Extraordinary losses	3,054	-18.2%	3,861	-3.4%	6,923	+126.7%	-	-
Net income	7,180	+49.0%	7,277	+42.9%	6,494	-9.6%	5,800	-20.3%

## 2. Sales breakdown

### Average daily sales per store / Average customers per day / Average purchases per customer

(thousands of yen)

		3rd Q ended Nov. 2010		FY ended Feb. 2011		3rd Q ended Nov. 2011	
			Y-o-y		Y-o-y		Y-o-y
Existing stores	Average daily sales per store	476	-13	474	-7	500	+19
	Average customers per day	832	-24	817	-21	836	-3
	Average purchase per customer (yen)	572	+1	580	+6	598	+25
Average daily sales at total chain stores		473	-7	471	-1	496	+23
Average daily sales at newly opened stores		441	+13	431	+17	435	-6

Notes : 1. "Existing stores" refers to those stores that had been open more than a year and had a full month's operation during the current year as well as in the corresponding month of the previous year.

2. Year-on-year changes for existing stores represent comparisons of figures for existing stores in a given fiscal year with the same existing stores in the previous fiscal year, not comparisons with existing stores for previous fiscal year.

## 3. Products and services breakdown

### (1) Y-o-y sales, Share of sales and Gross markup by products

	3rd Q ended Nov. 2010				FY ended Feb. 2011				3rd Q ended Nov. 2011			
	Y-o-y sales	Share	Gross markup		Y-o-y sales	Share	Gross markup		Y-o-y sales	Share	Gross markup	
				Y-o-y				Y-o-y				Y-o-y
Fast foods	-1.4%	17.0%	36.9%	+0.6%	-0.5%	16.9%	37.0%	+0.7%	+3.0%	16.7%	37.9%	+1.1%
Rice dishes	-2.7%	8.7%	/	/	-1.9%	8.7%	/	/	-3.8%	8.0%	/	/
Bread	-7.0%	2.1%	/	/	-6.5%	2.1%	/	/	+0.5%	2.0%	/	/
Noodles	-2.7%	2.2%	/	/	-1.2%	2.1%	/	/	+1.1%	2.2%	/	/
Other fast foods	+9.5%	3.9%	/	/	+9.2%	4.1%	/	/	+18.6%	4.5%	/	/
Perishable foods	-2.4%	12.8%	34.9%	+0.4%	-1.3%	12.6%	34.9%	+0.4%	-2.1%	11.9%	34.9%	+0.1%
Processed foods	-2.3%	29.0%	37.5%	+0.6%	-1.9%	28.6%	37.4%	+0.6%	-1.3%	27.1%	38.1%	+0.6%
Soft drinks	+0.3%	11.6%	/	/	+0.8%	11.4%	/	/	+0.3%	11.0%	/	/
Alcoholic beverages	-3.6%	5.4%	/	/	-3.6%	5.3%	/	/	-2.9%	5.0%	/	/
Other processed foods	-2.5%	12.0%	/	/	-2.4%	11.9%	/	/	-3.1%	11.1%	/	/
Non-food items	-1.0%	34.8%	16.0%	-0.2%	+1.3%	35.4%	15.8%	-0.4%	+14.8%	37.9%	15.0%	-1.0%
Tobacco	+0.6%	26.5%	/	/	+3.9%	27.1%	/	/	+20.6%	30.5%	/	/
Other non-food items	-7.7%	8.3%	/	/	-7.8%	8.3%	/	/	-6.0%	7.5%	/	/
Services	+10.6%	6.4%	5.3%	-0.6%	+11.3%	6.5%	5.4%	-0.5%	+5.1%	6.4%	5.0%	-0.2%
<b>Total</b>	<b>-1.0%</b>	<b>100.0%</b>	<b>27.88%</b>	<b>+0.14%</b>	<b>+0.3%</b>	<b>100.0%</b>	<b>27.69%</b>	<b>+0.05%</b>	<b>+5.3%</b>	<b>100.0%</b>	<b>27.21%</b>	<b>-0.67%</b>

\* Product categories are as follows:

Fast foods: rice dishes, sandwiches, noodles, delicatessen snacks, countertop fast foods

Perishable foods: milk, chilled beverages, pastries, bread, desserts, fresh packaged foods

Processed foods: alcoholic beverages, soft drinks, snacks, instant noodles, ice-cream, dried foods

Non-food items: magazines, newspapers, DVD software, tobacco, cosmetics, general merchandise

Services: tickets, *Net Price* used for prepaid cards, stamps, parcel delivery

## (2) Number of ATMs installed at stores

	3rd Q ended Nov. 2010			FY ended Feb. 2011			3rd Q ended Nov. 2011		
		Zero Bank	Bank Time		Zero Bank	Bank Time		Zero Bank	Bank Time
Number of ATMs	4,610	2,587	1,527	4,711	2,605	1,591	4,753	2,626	1,648

Note: The above total number of ATMs installed in stores includes the number of e-net ATMs installed in stores (3rd Q ended 11/2010: 496; FY ended 2/2011: 515; 3rd Q ended 11/2011: 479). The sum of the number of "Zero Bank" ATMs and "Bank Time" ATMs installed in stores therefore does not match these figures.

## (3) Average Edy payments (On a per-store, daily basis; cumulative result)

		3rd Q ended Nov. 2010		FY ended Feb. 2011		3rd Q ended Nov. 2011	
			Y-o-y		Y-o-y		Y-o-y
Edy	Charges	8,594	+10.1%	8,776	+11.3%	9,344	+8.7%
	Payments	10,271	+6.1%	10,348	+7.0%	9,922	-3.4%
Prepaid electronic money formats	Payments	5,222	-	4,910	-	4,314	-17.4%
Contactless IC credit cards	Payments	6,736	+12.0%	6,590	+7.7%	6,448	-4.3%

Notes: 1. Figures are a sum total of nine prepaid electronic money formats offered by various transportation companies Kitaca, Suica, PASMO, TOICA, manaca, ICOCA, SUGOCA, HAYAKAKEN and nimoca.

2. Figures are a sum total of four contactless IC credit cards iD, QUICPay, Visa Touch and Smartplus.

## (4) Number of members of KARUWAZA CLUB

	3rd Q ended Nov. 2010		FY ended Feb. 2011		3rd Q ended Nov. 2011	
		Y-o-y		Y-o-y		Y-o-y
Number of members	735,531	+171,797	1,000,769	+437,035	1,190,964	+190,195

## (5) Payments acceptance service

	3rd Q ended Nov. 2010		FY ended Feb. 2011		3rd Q ended Nov. 2011	
		Y-o-y		Y-o-y		Y-o-y
Total amount of payment services	779,034	+1.2%	1,017,589	+1.5%	748,424	-3.9%
Agency transactions (thousand)	79,664	+0.5%	105,398	+0.6%	75,186	-5.6%
Commission revenues	4,658	-0.3%	6,169	-0.1%	4,359	-6.4%

Note: As of November 30, 2011 the number of partner companies was 87.

## 4. Profile of stores

### (1) Opened and closed stores

(stores)

		3rd Q ended Nov. 2010	FY ended Feb. 2011	3rd Q ended Nov. 2011
Type A	Opened	8	14	12
	Closed	60	69	46
Type E	Opened	0	0	0
	Closed	12	16	13
Type C	Opened	196	281	203
	Closed	33	59	86
Company-owned stores	Opened	5	6	0
	Closed	86	114	38
Total	Opened	209	301	215
	Closed	191	258	183

Note: Type E agreements specific to Sunkus were abolished in September 2004 with some exceptions such as relocations.

### (2) Breakdown by agreement type

(stores)

		3rd Q ended Nov. 2010			FY ended Feb. 2011			3rd Q ended Nov. 2011		
			Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus
Type A		1,115	850	265	1,104	845	259	1,053	811	242
	Y-o-y	(81)	(53)	(28)	(92)	(58)	(34)	(51)	(34)	(17)
Type E		374	-	374	368	-	368	353	0	353
	Y-o-y	(25)	-	(25)	(31)	-	(31)	(15)	0	(15)
Type C		3,111	1,789	1,322	3,178	1,818	1,360	3,350	1,950	1,400
	Y-o-y	+166	+107	+59	+233	+136	+97	+172	+132	+40
Company-owned stores	Company-operated stores	200	132	68	187	128	59	172	119	53
	consigned stores	176	120	56	164	114	50	105	70	35
		376	252	124	351	242	109	277	189	88
	Y-o-y	(42)	(24)	(18)	(67)	(34)	(33)	(74)	(53)	(21)
Total		4,976	2,891	2,085	5,001	2,905	2,096	5,033	2,950	2,083
	Y-o-y	+18	+30	(12)	+43	+44	(1)	+32	+45	(13)

### (3) Breakdown by store conditions

(stores)

		3rd Q ended Nov. 2010			FY ended Feb. 2011			3rd Q ended Nov. 2011		
			Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus
24-hour stores		4,925	2,878	2,047	4,948	2,891	2,057	4,975	2,927	2,048
	Share	99.0%	99.6%	98.2%	98.9%	99.5%	98.1%	98.8%	99.2%	98.3%
Stores handling alcoholic beverages		4,755	2,753	2,002	4,788	2,768	2,020	4,878	2,851	2,027
	Share	95.6%	95.2%	96.0%	95.7%	95.3%	96.4%	96.9%	96.6%	97.3%
Stores handling tobacco		4,690	2,826	1,864	4,722	2,841	1,881	4,791	2,897	1,894
	Share	94.3%	97.8%	89.4%	94.4%	97.8%	89.7%	95.2%	98.2%	90.9%
Stores with parking lot		3,944	2,710	1,234	3,846	2,597	1,249	4,034	2,773	1,261
	Share	79.3%	93.7%	59.2%	76.9%	89.4%	59.6%	80.2%	94.0%	60.5%
Total		4,976	2,891	2,085	5,001	2,905	2,096	5,033	2,950	2,083
	Share	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

## 5. Stores by prefecture (As of November 30, 2011)

Note : Figures in parentheses refer to stores operated by Area FC.

Circle K Sunkus  
(38 prefectures)

										Hokkaido		190
										Ishikawa		197<81>
										Aomori		179<73>
										Iwate		90
Okinawa	Yamaguchi	Shimane	Tottori	Kyoto	Fukui					Akita	Miyagi	
				167<58>	61<19>					95	104	
		Hiroshima	Okayama	Hyogo	Shiga	Toyama	Niigata	Yamagata	Fukushima			
		53<5>	130	167	55<7>	70	100	46	20			
Saga	Fukuoka			Osaka	Gifu	Nagano	Gunma	Tochigi	Ibaraki			
	33			399<1>	266	133	14	47<47>	54			
Nagasaki	Oita	Ehime	Kagawa	Nara	Aichi	Yamanashi	Saitama	Tokyo				
		153<153>	68<68>	82<37>	1058<78>		181<152>	669<85>				
Kumamoto	Miyazaki	Kochi	Tokushima	Wakayama	Mie	Shizuoka	Kanagawa			Chiba		
27<27>		59<59>	87<87>	21	230<1>	339<41>	338			174<44>		
	Kagoshima											
	81<81>											

Note : The above figures don't include the number of stores of 99 ICHIBA (3rd Q ended 11/2011; 63 stores).

Circle K  
(26 prefectures)

										Hokkaido		
										Ishikawa		116
										Aomori		106
										Iwate		8
Okinawa	Yamaguchi	Shimane	Tottori	Kyoto	Fukui					Akita	Miyagi	
				109	42					14		
		Hiroshima	Okayama	Hyogo	Shiga	Toyama	Niigata	Yamagata	Fukushima			
		5<5>	87	56	48	69	100					
Saga	Fukuoka			Osaka	Gifu	Nagano	Gunma	Tochigi	Ibaraki			
				163	252	133						
Nagasaki	Oita	Ehime	Kagawa	Nara	Aichi	Yamanashi	Saitama	Tokyo				
		100<100>	16<16>	45	879			73				
Kumamoto	Miyazaki	Kochi	Tokushima	Wakayama	Mie	Shizuoka	Kanagawa			Chiba		
		32<32>	16<16>	21	202	298	129					
	Kagoshima											

Sunkus  
(35 prefectures)

										Hokkaido		190
										Ishikawa		81<81>
										Aomori		73<73>
										Iwate		82
Okinawa	Yamaguchi	Shimane	Tottori	Kyoto	Fukui					Akita	Miyagi	
				58<58>	19<19>					81	104	
		Hiroshima	Okayama	Hyogo	Shiga	Toyama	Niigata	Yamagata	Fukushima			
		48	43	111	7<7>	1		46	20			
Saga	Fukuoka			Osaka	Gifu	Nagano	Gunma	Tochigi	Ibaraki			
	33			236<1>	14		14	47<47>	54			
Nagasaki	Oita	Ehime	Kagawa	Nara	Aichi	Yamanashi	Saitama	Tokyo				
		53<53>	52<52>	37<37>	179<78>		181<152>	596<85>				
Kumamoto	Miyazaki	Kochi	Tokushima	Wakayama	Mie	Shizuoka	Kanagawa			Chiba		
27<27>		27<27>	71<71>		28<1>	41<41>	209			174<44>		
	Kagoshima											
	81<81>											

## (1) Circle K Sunkus' stores at term-end (The company)

(stores)

		3rd Q ended Nov. 2010			FY ended Feb. 2011			3rd Q ended Nov. 2011		
			Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus
Hokkaido		189	-	189	191	-	191	190	-	190
Tohoku	Aomori	107	107	-	108	108	-	106	106	-
	Iwate	89	8	81	90	8	82	90	8	82
	Akita	100	22	78	95	16	79	95	14	81
	Miyagi	110	-	110	110	-	110	104	-	104
	Yamagata	49	-	49	49	-	49	46	-	46
	Fukushima	22	-	22	21	-	21	20	-	20
	<b>Total</b>	<b>477</b>	<b>137</b>	<b>340</b>	<b>473</b>	<b>132</b>	<b>341</b>	<b>461</b>	<b>128</b>	<b>333</b>
Kanto	Gunma	13	-	13	14	-	14	14	-	14
	Tochigi	-	-	-	-	-	-	-	-	-
	Ibaraki	53	-	53	53	-	53	54	-	54
	Chiba	132	-	132	132	-	132	130	-	130
	Saitama	30	-	30	30	-	30	29	-	29
	Tokyo	588	83	505	590	79	511	584	73	511
	Kanagawa	329	136	193	334	134	200	338	129	209
	<b>Total</b>	<b>1,145</b>	<b>219</b>	<b>926</b>	<b>1,153</b>	<b>213</b>	<b>940</b>	<b>1,149</b>	<b>202</b>	<b>947</b>
Koshinetsu	Niigata	98	98	-	98	98	-	100	100	-
	Nagano	129	129	-	132	132	-	133	133	-
	<b>Total</b>	<b>227</b>	<b>227</b>	<b>-</b>	<b>230</b>	<b>230</b>	<b>-</b>	<b>233</b>	<b>233</b>	<b>-</b>
Hokuriku	Fukui	43	43	-	43	43	-	42	42	-
	Toyama	66	66	-	68	68	-	70	69	1
	Ishikawa	107	107	-	110	110	-	116	116	-
	<b>Total</b>	<b>216</b>	<b>216</b>	<b>-</b>	<b>221</b>	<b>221</b>	<b>-</b>	<b>228</b>	<b>227</b>	<b>1</b>
Tokai	Shizuoka	290	290	-	290	290	-	298	298	-
	Gifu	257	241	16	258	243	15	266	252	14
	Aichi	964	848	116	973	860	113	980	879	101
	Mie	221	191	30	223	196	27	229	202	27
	<b>Total</b>	<b>1,732</b>	<b>1,570</b>	<b>162</b>	<b>1,744</b>	<b>1,589</b>	<b>155</b>	<b>1,773</b>	<b>1,631</b>	<b>142</b>
Kansai	Shiga	46	46	-	46	46	-	48	48	-
	Kyoto	108	108	-	107	107	-	109	109	-
	Hyogo	171	55	116	170	55	115	167	56	111
	Osaka	398	158	240	400	160	240	398	163	235
	Nara	47	47	-	47	47	-	45	45	-
	Wakayama	22	22	-	22	22	-	21	21	-
	<b>Total</b>	<b>792</b>	<b>436</b>	<b>356</b>	<b>792</b>	<b>437</b>	<b>355</b>	<b>788</b>	<b>442</b>	<b>346</b>
Chugoku	Okayama	130	86	44	126	83	43	130	87	43
	Hiroshima	47	-	47	48	-	48	48	-	48
	<b>Total</b>	<b>177</b>	<b>86</b>	<b>91</b>	<b>174</b>	<b>83</b>	<b>91</b>	<b>178</b>	<b>87</b>	<b>91</b>
Shikoku	Kagawa	-	-	-	-	-	-	-	-	-
	Tokushima	-	-	-	-	-	-	-	-	-
	Ehime	-	-	-	-	-	-	-	-	-
	Kochi	-	-	-	-	-	-	-	-	-
	<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Kyushu	Fukuoka	21	-	21	23	-	23	33	-	33
	Kumamoto	-	-	-	-	-	-	-	-	-
	Kagoshima	-	-	-	-	-	-	-	-	-
	<b>Total</b>	<b>21</b>	<b>-</b>	<b>21</b>	<b>23</b>	<b>-</b>	<b>23</b>	<b>33</b>	<b>-</b>	<b>33</b>
<b>Total</b>	<b>4,976</b>	<b>2,891</b>	<b>2,085</b>	<b>5,001</b>	<b>2,905</b>	<b>2,096</b>	<b>5,033</b>	<b>2,950</b>	<b>2,083</b>	
Number of prefectures		31	21	20	31	21	20	31	21	20

(2) Circle K Sunkus' stores at term-end ( Including Area FC )

(stores)

		3rd Q ended Nov. 2010			FY ended Feb. 2011			3rd Q ended Nov. 2011		
		Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus	
Hokkaido		189	-	189	191	-	191	190	-	190
Tohoku	Aomori	175	107	68	178	108	70	179	106	73
	Iwate	89	8	81	90	8	82	90	8	82
	Akita	100	22	78	95	16	79	95	14	81
	Miyagi	110	-	110	110	-	110	104	-	104
	Yamagata	49	-	49	49	-	49	46	-	46
	Fukushima	22	-	22	21	-	21	20	-	20
	<b>Total</b>	<b>545</b>	<b>137</b>	<b>408</b>	<b>543</b>	<b>132</b>	<b>411</b>	<b>534</b>	<b>128</b>	<b>406</b>
Kanto	Gunma	13	-	13	14	-	14	14	-	14
	Tochigi	43	-	43	44	-	44	47	-	47
	Ibaraki	53	-	53	53	-	53	54	-	54
	Chiba	183	-	183	183	-	183	174	-	174
	Saitama	180	-	180	179	-	179	181	-	181
	Tokyo	674	83	591	675	79	596	669	73	596
	Kanagawa	329	136	193	334	134	200	338	129	209
<b>Total</b>	<b>1,475</b>	<b>219</b>	<b>1,256</b>	<b>1,482</b>	<b>213</b>	<b>1,269</b>	<b>1,477</b>	<b>202</b>	<b>1,275</b>	
Koshinetsu	Niigata	98	98	-	98	98	-	100	100	-
	Nagano	129	129	-	132	132	-	133	133	-
	<b>Total</b>	<b>227</b>	<b>227</b>	<b>-</b>	<b>230</b>	<b>230</b>	<b>-</b>	<b>233</b>	<b>233</b>	<b>-</b>
Hokuriku	Fukui	63	43	20	63	43	20	61	42	19
	Toyama	143	66	77	143	68	75	70	69	1
	Ishikawa	187	107	80	190	110	80	197	116	81
	<b>Total</b>	<b>393</b>	<b>216</b>	<b>177</b>	<b>396</b>	<b>221</b>	<b>175</b>	<b>328</b>	<b>227</b>	<b>101</b>
Tokai	Shizuoka	331	290	41	331	290	41	339	298	41
	Gifu	257	241	16	258	243	15	266	252	14
	Aichi	1,042	848	194	1,050	860	190	1,058	879	179
	Mie	221	191	30	223	196	27	230	202	28
	<b>Total</b>	<b>1,851</b>	<b>1,570</b>	<b>281</b>	<b>1,862</b>	<b>1,589</b>	<b>273</b>	<b>1,893</b>	<b>1,631</b>	<b>262</b>
Kansai	Shiga	54	46	8	54	46	8	55	48	7
	Kyoto	164	108	56	163	107	56	167	109	58
	Hyogo	171	55	116	170	55	115	167	56	111
	Osaka	399	158	241	401	160	241	399	163	236
	Nara	84	47	37	84	47	37	82	45	37
	Wakayama	22	22	-	22	22	-	21	21	-
<b>Total</b>	<b>894</b>	<b>436</b>	<b>458</b>	<b>894</b>	<b>437</b>	<b>457</b>	<b>891</b>	<b>442</b>	<b>449</b>	
Chugoku	Okayama	130	86	44	126	83	43	130	87	43
	Hiroshima	52	5	47	53	5	48	53	5	48
	<b>Total</b>	<b>182</b>	<b>91</b>	<b>91</b>	<b>179</b>	<b>88</b>	<b>91</b>	<b>183</b>	<b>92</b>	<b>91</b>
Shikoku	Kagawa	68	17	51	70	17	53	68	16	52
	Tokushima	81	14	67	84	15	69	87	16	71
	Ehime	151	98	53	152	99	53	153	100	53
	Kochi	60	32	28	60	32	28	59	32	27
	<b>Total</b>	<b>360</b>	<b>161</b>	<b>199</b>	<b>366</b>	<b>163</b>	<b>203</b>	<b>367</b>	<b>164</b>	<b>203</b>
Kyushu	Fukuoka	21	-	21	23	-	23	33	-	33
	Kumamoto	27	-	27	27	-	27	27	-	27
	Kagoshima	82	-	82	81	-	81	81	-	81
	<b>Total</b>	<b>130</b>	<b>-</b>	<b>130</b>	<b>131</b>	<b>-</b>	<b>131</b>	<b>141</b>	<b>-</b>	<b>141</b>
<b>Total</b>	<b>6,246</b>	<b>3,057</b>	<b>3,189</b>	<b>6,274</b>	<b>3,073</b>	<b>3,201</b>	<b>6,237</b>	<b>3,119</b>	<b>3,118</b>	
Number of prefectures		38	26	35	38	26	35	38	26	35

Note : The area franchiser contract with Sunkus and Associates Toyama Co., Ltd. was dissolved effective July 1, 2011.

## 6. Performance by geographic region

### (1) Stores at term-end

(stores)

	3rd Q ended Nov. 2010	FY ended Feb. 2011	3rd Q ended Nov. 2011
Hokkaido	189	191	190
Share	3.8%	3.8%	3.8%
Tohoku	477	473	461
Share	9.6%	9.5%	9.2%
Kanto	1,145	1,153	1,149
Share	23.0%	23.1%	22.8%
Koshinetsu	227	230	233
Share	4.6%	4.6%	4.6%
Hokuriku	216	221	228
Share	4.3%	4.4%	4.5%
Tokai	1,732	1,744	1,773
Share	34.8%	34.9%	35.2%
Kansai	792	792	788
Share	15.9%	15.8%	15.7%
Chugoku	177	174	178
Share	3.6%	3.5%	3.5%
Kyushu	21	23	33
Share	0.4%	0.5%	0.7%
Total	4,976	5,001	5,033
Share	100.0%	100.0%	100.0%

### (2) Opened and closed stores

(stores)

		3rd Q ended Nov. 2010	FY ended Feb. 2011	3rd Q ended Nov. 2011
Hokkaido	Opened	6	8	3
	Closed	11	11	4
Tohoku	Opened	11	17	15
	Closed	22	32	27
Kanto	Opened	42	63	37
	Closed	40	53	41
Koshinetsu	Opened	10	14	7
	Closed	2	3	4
Hokuriku	Opened	10	16	15
	Closed	11	12	8
Tokai	Opened	85	120	91
	Closed	68	91	62
Kansai	Opened	29	42	30
	Closed	32	45	34
Chugoku	Opened	6	8	6
	Closed	5	10	2
Kyushu	Opened	10	13	11
	Closed	0	1	1
Total	Opened	209	301	215
	Closed	191	258	183

**(3) Sales**

(millions of yen)

	3rd Q ended Nov. 2010	FY ended Feb. 2011	3rd Q ended Nov. 2011
Hokkaido	20,979	27,663	21,354
Share	3.2%	3.2%	3.1%
Tohoku	52,428	69,246	54,460
Share	8.1%	8.1%	8.0%
Kanto	158,448	209,156	165,449
Share	24.5%	24.5%	24.3%
Koshinetsu	25,253	33,505	27,346
Share	3.9%	3.9%	4.0%
Hokuriku	27,325	36,134	29,888
Share	4.2%	4.2%	4.4%
Tokai	236,283	312,940	249,080
Share	36.6%	36.6%	36.6%
Kansai	102,596	135,866	108,010
Share	15.9%	15.9%	15.9%
Chugoku	21,396	28,337	22,345
Share	3.3%	3.3%	3.3%
Kyushu	1,453	2,159	2,776
Share	0.2%	0.3%	0.4%
Total	646,164	855,010	680,712
Share	100.0%	100.0%	100.0%

**(4) Y-o-y change in existing store sales**

	3rd Q ended Nov. 2010	FY ended Feb. 2011	3rd Q ended Nov. 2011
Hokkaido	-1.4%	-0.6%	+2.8%
Tohoku	-1.0%	+0.3%	+7.3%
Kanto	-3.2%	-2.1%	+3.1%
Koshinetsu	-2.0%	-0.7%	+5.7%
Hokuriku	-3.7%	-2.1%	+6.6%
Tokai	-2.8%	-1.5%	+3.1%
Kansai	-2.6%	-1.3%	+4.1%
Chugoku	-1.2%	-0.1%	+5.1%
Kyushu	+25.5%	+29.1%	+16.9%
Total	-2.6%	-1.4%	+4.0%

## 7. Circle K Sunkus Group

### (1) The Company / Area franchisers

#### 1) Stores at term-end

(stores)

		3rd Q ended Nov. 2010	FY ended Feb. 2011	3rd Q ended Nov. 2011
The Company	Openings	209	301	215
	Closures	191	258	183
	Net increase (decrease)	+18	+43	+32
	<b>Stores at term-end</b>	<b>4,976</b>	<b>5,001</b>	<b>5,033</b>
Area FC	Openings	54	66	38
	Closures	45	54	107
	Net increase (decrease)	+9	+12	-69
	<b>Stores at term-end</b>	<b>1,270</b>	<b>1,273</b>	<b>1,204</b>
Group total	Openings	263	367	253
	Closures	236	312	290
	Net increase (decrease)	+27	+55	-37
	<b>Stores at term-end</b>	<b>6,246</b>	<b>6,274</b>	<b>6,237</b>

Notes : 1.The above figures on closures for Area FC and the Group total include the 75 stores Sunkus and Associates Toyama Co., Ltd. closed when it exited the Sunkus' area franchise business on July 1, 2011.

2.The above figures don't include the number of stores of 99 ICHIBA (3rd Q ended 11/2010: 62, FY ended 2/2011: 61, 3rd Q ended 11/2011: 63).

#### 2) Net sales

(millions of yen)

		3rd Q ended Nov. 2010	FY ended Feb. 2011	3rd Q ended Nov. 2011
The Company	Total stores	646,164	855,010	680,712
	Y-o-y	-1.0%	+0.3%	+5.3%
	Existing stores Y-o-y	-2.6%	-1.4%	+4.0%
Area FC	Total stores	151,663	201,116	155,281
	Y-o-y	-0.1%	+1.1%	+2.4%
	Existing stores Y-o-y	-2.5%	-1.1%	+4.8%
Group total	Total stores	797,827	1,056,126	835,993
	Y-o-y	-0.8%	+0.5%	+4.8%
	Existing stores Y-o-y	-2.6%	-1.3%	+4.1%

Note: The above figures don't include the sales of 99 ICHIBA (3rd Q ended 11/2010; 8,127 million, FY ended 2/2011: 10,574 million, 3rd Q ended 11/2011: 7,686 million ).

## (2) Area franchisers ( 3rd Q ended Nov. 2011)

### 1) Stores at term-end / Total store sales

	Equity interest	The number of stores (stores)				Total store sales (millions of yen)	
		Opened	Closed	Net increase (decrease)	Stores at term-end		Y-o-y
1	Sunkus Aomori Co., Ltd. 100% Consolidated	4	1	+3	<b>73</b>	8,303	+11.6%
2	Sunkus Nishi-Saitama Co., Ltd. 100% Consolidated	8	2	+6	<b>94</b>	11,150	+12.8%
3	SUNKUS KITAKANTO Co., Ltd. 100% Consolidated	4	1	+3	<b>47</b>	5,425	+17.9%
4	Sunkus Nishi-Shikoku Co., Ltd. 100% Consolidated	1	2	(1)	<b>80</b>	9,441	+5.4%
5	Sunkus Hokuria Co., Ltd. 100% Consolidated	5	5	0	<b>100</b>	13,008	+4.8%
6	Sunkus Higashi-Saitama Co., Ltd. 100% Consolidated	1	3	(2)	<b>68</b>	8,460	+6.3%
7	Circle K Shikoku Co., Ltd. 35.0%	3	2	+1	<b>169</b>	21,665	+8.5%
8	Sunkus Tokai Co., Ltd. 19.0%	3	1	+2	<b>120</b>	14,105	+9.5%
9	Sunkus Keihanna Co., Ltd. 19.0%	3	2	+1	<b>103</b>	13,721	+2.7%
10	Sunkus and Associates Higashi-Shikoku Co., Ltd. 31.0%	5	4	+1	<b>123</b>	15,093	+7.3%
11	Minami-Kyushu Sunkus Co., Ltd. 19.0%	1	1	0	<b>108</b>	12,507	+7.2%
12	CVS Bay Area Inc. 2.4%	0	8	(8)	<b>119</b>	18,912	-0.8%
<b>Total</b>		<b>38</b>	<b>107</b>	<b>(69)</b>	<b>1,204</b>	<b>155,281</b>	<b>+2.4%</b>

Note: The total for the number of stores closed and the total store sales of area franchisers include the results of Sunkus and Associates Toyama Co., Ltd., whose area franchise contract with the Group was annulled on July 1, 2011.