

店舗における収益イメージ EXAMPLE OF INCOME AT STORES

当社の店舗における収益イメージは下表の通りです。下表はCタイプ店舗の場合の一例であり、経費や純利益などは個店の状況によって異なります。また、契約タイプによってロイヤルティ率などにも違いがあります。詳しくはP.8、9をご覧ください。

An example of income at a Circle K Sunkus store is provided in the table below. Specifically, the table shows an income statement for a Type C store. However, because this is just an example, expenses and net income will differ depending on the circumstances of individual stores. Furthermore, there are differences in royalty percentages and other parameters depending on the type of franchise agreement. Please see pages 8 and 9 for further details.

(例)Cタイプ店舗の場合(単月) (Example) Monthly Income Statement for a Type C Store

(単位:千円/¥ thousand)

	金額 Amount	営業総収入比 Ratio to operating revenue (%)
売上高 Net sales	15,300	99.5
その他収入 ^(注:1) Other revenues ^(Note: 1)	80	0.5
営業総収入 Operating revenue	15,380	100.0
売上原価 Cost of goods sold	10,880	70.7
売上総利益 Gross profit	4,500	29.3
ロイヤルティ Royalties	2,140	13.9 ^(注:2) (Note: 2)
総収入 Revenues	2,360	15.3
経費計 Total expenses	1,930	12.5
人件費 Personnel costs	1,320	8.6
水道光熱費 Utility costs	150	1.0
廃棄商品等 Product disposals, etc.	300	2.0
その他経費 Other expenses	160	1.1
純利益 Net income	430	2.8

注: 1. その他収入とは、公共料金等の取扱手数料などです。
2. 上記の表におけるロイヤルティの売上総利益に対する比率は47.5%です。

参考: 2010年2月期の全店平均日販は47万2,000円、平均値入率は27.64%です。

Notes: 1. Other revenues include commissions for receiving money as an agent for the payment of utility and other bills that are accepted at convenience stores.

2. The royalty percentage with respect to gross profit in the above table is 47.5%.

For reference: In the fiscal year ended February 28, 2010, average daily sales per store were ¥472,000 on an all-store basis, and the average product markup was 27.64%.