




当社と加盟店が締結するフランチャイズ契約には、AタイプとCタイプの2種類があります。2011年2月期末における契約タイプ別の店舗数(単体ベース)は、Aタイプが1,104店、Cタイプが3,178店となっており、近年Aタイプは減少傾向、Cタイプは増加傾向にあります。(契約タイプ別店舗数の推移はP.15「契約タイプ別店舗数」を参照)。なお、当社は2008年11月以降の新店より、サークルKとサンクスで異なっていたフランチャイズ契約を統一しました。契約内容は右表の通りになります。




これまでのフランチャイズ契約に関する主な動向は下記の通りです。

- 2000年11月  **サークルK 新フランチャイズ契約パッケージ導入**
→サークルKがサンクスに合わせる形でロイヤルティ率を引き下げ。
- 2004年9月  **サンクス フランチャイズ契約パッケージ変更**
→サークルKの契約とほぼ同様に変更したほか、サンクス固有のEタイプ*を廃止。
- 2008年11月  **サークルKサンクス 新店のフランチャイズ契約を統一**
→サークルKとサンクスで異なっていたフランチャイズ契約を新店から統一。
2009年7月には既存店舗の新規契約でも統一契約を適用。

* Eタイプ契約： AタイプとCタイプの中間にあたる契約。本部が建物を賃借するが、内装は加盟店が負担するため必要資金は約2,000万円。ロイヤルティ率はAタイプより高く、Cタイプより低い約44%。

Franchise agreements concluded between Circle K Sunkus and franchisees are divided into two categories: Type A and Type C agreements. As of February 28, 2011, Circle K Sunkus had concluded Type A agreements with 1,104 stores and Type C agreements with 3,178 stores on a non-consolidated basis. In recent years, the number of Type A agreements has been decreasing, while Type C agreements have been on the rise. (For trends in the number of stores for each franchise agreement type, please refer to the "Breakdown No. of Stores by Franchise Agreement Type" section on page 15.) Since November 2008, for new stores Circle K Sunkus has standardized the franchise agreements which had been different for Circle K and Sunkus. The contents of the agreement are shown in the table on the right.

Significant recent developments regarding franchise agreements are outlined below:

- November 2000  **Circle K introduced a new franchise agreement package.**
→Circle K reduced royalty percentages to match those of Sunkus.
- September 2004  **Sunkus revised franchise agreement.**
→The agreement packages were made largely similar to those of Circle K, and the Type E agreement* unique to Sunkus was eliminated.
- November 2008  **Circle K Sunkus unified the franchise agreements for new stores.**
→The franchise agreements which had been different for Circle K and Sunkus were standardized for new stores.
From July 2009, standardized franchise agreements have also been applied to new agreements with existing stores.

* Type E Agreement This agreement lies between Type A and Type C agreements. The Company rents the building, but all internal remodeling costs are borne by the franchisee. The investment required by the franchisee is thus around ¥20 million. The average royalty percentage for Type E agreements is higher than Type A but lower than Type C, at approximately 44%.

契約タイプ Type of franchise agreement	Aタイプ Type A	Cタイプ Type C
契約概要 Franchise agreements	加盟店自らが投資した店舗での経営 The owner of the facility, who has received franchisee approval, sets up and runs the store with his/her own investment.	本部が賃借した建物で、別途募集したオーナーが経営 The Company rents the property and recruits the store manager separately to run the store.
契約期間 Contract period	120会計期間(約10年) 120 monthly accounting periods. (approx. 10 years)	
必要資金 Investments required by franchisees	3,720万円 ¥37.2 million	720万円 ¥7.2 million
成約預託金 Contracted cash segregated as deposits	加盟者負担/250万円 ¥2.5 million, borne by franchisees	
開業準備手数料 Commission for setting up store	50万円 ¥0.5 million	
教育研修費 Education and training expenses	30万円 ¥0.3 million	
加盟証拠金 Franchise membership fees	50万円 ¥0.5 million	
商品買取代金の一部 Part of payments for purchased products	120万円 ¥1.2 million	
商品・備品・消耗品等 Merchandise, equipment and consumables	加盟者負担/470万円 ¥4.7 million, borne by franchisees	
土地・建物・内装 Land, buildings and internal remodeling	加盟者負担/3,000万円 ¥30.0 million, borne by franchisees	本部負担 Borne by the Company
店舗賃料 Rent	加盟者負担 Borne by franchisees	本部負担 Borne by the Company
ロイヤルティ率(対月額売上総利益) Royalty percentage (Relative to monthly gross profit)	14~30%/平均30% 14%~30%; 30% on average	37~62%/平均46% 37%~62%; 46% on average
最低保証 Minimum revenue guarantee	年間加盟店総収入 2,300万円 \leq (1,900万円+年間売上高 \times 6%) \leq 2,700万円 Annual net sales of franchised stores ¥23.0 million \leq (¥19.0 million + annual sales \times 6%) \leq ¥27.0 million	年間加盟店総収入 2,000万円 \leq (1,400万円+年間売上高 \times 6%) \leq 2,200万円 Annual net sales of franchised stores ¥20.0 million \leq (¥14.0 million + annual sales \times 6%) \leq ¥22.0 million
タイプ変更 Change in type of agreement	なし None	開店約2年経過後、Aタイプへタイプアップ可能 Upgrade to Type A possible if satisfactory performance achieved over two years following the opening of the store

注: 1. 平均ロイヤルティ率は、サークルKサンクスの2011年2月期における全店平均日販(47万1,000円)および平均値入率(27.69%)の店舗を想定して算出しています。
2. 「商品・備品・消耗品等」および「土地・建物・内装」の金額は平均的な店舗の資金を表していますので、店舗によって金額は異なります。

Notes: 1. The average royalty percentage was calculated assuming average daily store sales of ¥471,000 and an average product markup of 27.69% for the fiscal year ended February 28, 2011.
2. The monetary figures given for "Merchandise, equipment and consumables" and "Land, buildings and internal remodeling" are amounts for an average store: the actual amount will differ for each store.