



## Summary of Financial Data for the Third Quarter Ended November 30, 2004

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(Notes) 1: This report provides comparisons with the previous fiscal year (the year ended February 29, 2004) of C&S Co.,Ltd. , the previous third quarter (the nine-month period ended November 30, 2003) of C&S Co.,Ltd. and the third quarter of the current fiscal year (the nine-month period ended November 30, 2004) of Circle K Sunkus Co., Ltd . Circle K S . , in this order, except for pages 2 and 14.

2: In the fiscal year ended February 29, 2004, CKTOHOKU Co., Ltd., ("CKTOHOKU") an area franchiser of CIRCLE K JAPAN Co., Ltd. ("Circle K"), became a consolidated subsidiary of C&S Co., Ltd.

In this report, figures for "Circle K" refer to those for Circle K proper (include Tohoku Business Division), unless otherwise specified.

On June 1, 2004, CKTOHOKU Co., Ltd., merged with CIRCLE K JAPAN Co., Ltd. and was into the Tohoku Business Division.

3: In the fiscal year ending February 28, 2005, Sunkus Aomori Co., Ltd. ("Sunkus Aomori") and Sunkus Nishi-Saitama Co., Ltd., ("Sunkus Nishi-Saitama") area franchisers of SUNKUS & ASSOCIATES INC. ("Sunkus"), became consolidated subsidiaries of C&S Co., Ltd.

In this report, figures for "Sunkus" refer to those for Sunkus proper, unless otherwise specified.

4: Financial data in "Summary of Consolidated Financial Statements" represent the sum of operating results for the surviving company CIRCLE K JAPAN Co., Ltd. from March 1 to August 31, 2004, and those of Circle K Sunkus Co., Ltd. from September 1 to November 30, 2004. As a result, these figures may differ from those found elsewhere in this report.

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# 1. Summary and Outlook

## (1) Stores at term-end

(Stores)

		FY ended Feb. 2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
		Circle K	Sunkus	C & S	Circle K	Sunkus	C & S	Circle K	Sunkus	Circle K Sunkus
The Companies	Open	200	160	360	143	113	256	137	110	247
	Close	259	217	476	186	155	341	97	62	159
	Net increase	-59	-57	-116	-43	-42	-85	40	48	88
	<b>Stores at term-end</b>	<b>2,651</b>	<b>2,200</b>	<b>4,851</b>	<b>2,667</b>	<b>2,215</b>	<b>4,882</b>	<b>2,845</b>	<b>2,248</b>	<b>5,093</b>
Area FC	Open	28	88	116	24	64	88	14	67	81
	Close	23	66	89	17	54	71	11	42	53
	Net increase	5	22	27	7	10	17	3	25	28
	<b>Stores at term-end</b>	<b>266</b>	<b>1,035</b>	<b>1,301</b>	<b>268</b>	<b>1,023</b>	<b>1,291</b>	<b>115</b>	<b>1,060</b>	<b>1,175</b>
Group total	Open	228	248	476	167	177	344	151	177	328
	Close	282	283	565	203	209	412	108	104	212
	Net increase	-54	-35	-89	-36	-32	-68	43	73	116
	<b>Stores at term-end</b>	<b>2,917</b>	<b>3,235</b>	<b>6,152</b>	<b>2,935</b>	<b>3,238</b>	<b>6,173</b>	<b>2,960</b>	<b>3,308</b>	<b>6,268</b>

## (2) Net sales

(millions of yen)

		FY ended Feb. 2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
		Circle K	Sunkus	C & S	Circle K	Sunkus	C & S	Circle K	Sunkus	C&S + Circle K Sunkus
The Companies	Total stores	480,453	403,441	883,894	363,330	306,272	669,602	382,291	307,544	689,835
	Y-o-y	(1.1)%	(0.7)%	(0.9)%	(0.6)%	(0.7)%	(0.6)%	5.2%	0.4%	3.0%
	Existing stores Y-o-y	<b>(4.7)%</b>	<b>(4.2)%</b>	<b>(4.5)%</b>	<b>(4.5)%</b>	<b>(4.4)%</b>	<b>(4.5)%</b>	<b>0.7%</b>	<b>(2.1)%</b>	<b>(0.5)%</b>
Area FC	Total stores	34,806	173,027	207,833	26,041	130,646	156,688	18,859	135,587	154,447
	Y-o-y	(3.9)%	4.6%	3.1%	(4.8)%	4.7%	3.0%	(27.6)%	3.8%	(1.4)%
	Existing stores Y-o-y	<b>(10.4)%</b>	<b>(3.0)%</b>	<b>(4.3)%</b>	<b>(10.9)%</b>	<b>(3.1)%</b>	<b>(4.5)%</b>	-	<b>(0.4)%</b>	-
Group total	Total stores	515,260	576,468	1,091,728	389,372	436,918	826,290	401,150	443,132	844,282
	Y-o-y	(1.3)%	0.8%	(0.2)%	(0.9)%	0.9%	0.0%	3.0%	1.4%	2.2%
	Existing stores Y-o-y	<b>(5.1)%</b>	<b>(3.9)%</b>	<b>(4.4)%</b>	<b>(5.0)%</b>	<b>(4.0)%</b>	<b>(4.5)%</b>	<b>0.9%</b>	<b>(1.6)%</b>	<b>(0.4)%</b>

Note: The Tohoku Business Division was formed on June 1, 2004, through a merger with former CIRCLE K JAPAN area franchiser CKTOHOKU Co., Ltd. The reduction in sales from area franchisers during the nine-month period ended November 30, 2004 is attributed to the inclusion of ¥9,644 million in sales from the Tohoku Business Division (formerly CKTOHOKU) in the sales of Circle K proper following the merger.

**(3)Business Result**

(millions of yen)

	3rd Q ended Nov. 2003			3rd Q ended Nov. 2004			FY ending Feb. 2005 (Est.)		
	Circle K	Sunkus	C & S (Consolidated)	Circle K	Sunkus	C & S+ Circle K Sunkus	Circle K	Sunkus	C & S+ Circle K Sunkus
Total store sales	363,330	306,272	683,444	372,646	307,544	710,851	491,030	408,060	940,130
Y-o-y	(0.6)%	(0.7)%	-	2.6%	0.4%	4.0%	2.2%	1.1%	4.2%
Existing stores Y-o-y	(4.5)%	(4.4)%	-	0.5%	(2.1)%	(0.5)% *notes 5	0.0%	(1.8)%	(1.4)% *notes 5
Average gross profit margin	28.8%	29.3%	-	28.6%	29.4%	-	28.7%	29.2%	-
Y-o-y	-	-	-	(0.2)%	0.1%	-	0.0%	0.1%	-
Total operating revenue	70,948	51,718	129,090			134,442			176,650
Y-o-y	-	-	-			4.1%			4.2%
Gross profit	50,593	44,484	97,320			100,948			133,610
Y-o-y	-	-	-			3.7%			4.6%
S.G.A	39,570	35,838	78,970			81,028			109,340
Y-o-y	-	-	-			2.6%			3.8%
Operating income	11,022	8,646	18,350			19,919			24,270
Y-o-y	-	-	-			8.6%			8.2%
Recurring profit	10,087	7,847	16,546			19,659			23,210
Y-o-y	-	-	-			18.8%			17.8%
Net income	5,092	3,806	7,506			10,755			12,580
Y-o-y	-	-	-			43.3%			64.4%

(Notes) 1: Sales of area franchisers are excluded from the above sales figures in the columns noted "Circle K" and "Sunkus."

2: The above figures for Circle K for the 3rd Q ended Nov. 30, 2004 exclude figures for CKTOHOKU Co., Ltd., which merged with Circle K on June 1, 2004.

3: The above-noted average markup excludes area franchiser sales in case of Circle K, but includes area franchiser sales in case of Sunkus.

4: C&S/Circle K sunkus consolidated financial figures reflect consolidated subsidiaries are as follows.

Third quarter ended November 30, 2003 : Circle K, Sunkus, CKTOHOKU

Third quarter ended November 30, 2004 and Forecasts for the Fiscal Year ending February 28, 2005

: Circle K, Sunkus, CKTOHOKU, Sunkus Aomori, Sunkus Nishi-Saitama

5: These figures represent non-consolidated results for Circle K Sunkus Co., Ltd.

## 2. Profile of Stores

### (1) Newly opened and closed stores

#### Circle K

(Stores)

		FY ended Feb. 2004			3rd. Q ended Nov. 2003			3rd. Q ended Nov. 2004		
			The Company	Area FC		The Company	Area FC		The Company	Area FC
Type A	Open	29	24	5	23	18	5	11	11	0
	Close	50	49	1	37	36	1	30	28	2
Type C	Open	189	172	17	136	122	14	139	125	14
	Close	65	65	0	44	44	0	17	16	1
Company-owned stores	Open	10	4	6	8	3	5	1	1	0
	Close	167	145	22	122	106	16	61	53	8
Total	Open	228	200	28	167	143	24	151	137	14
	Close	282	259	23	203	186	17	108	97	11

#### Sunkus

(Stores)

		FY ended Feb.2004			3rd. Q ended Nov. 2003			3rd. Q ended Nov. 2004		
			The Company	Area FC		The Company	Area FC		The Company	Area FC
Type A	Open	45	19	26	34	16	18	29	11	18
	Close	80	50	30	67	40	27	49	21	28
Type E	Open	39	25	14	48	17	31	42	17	25
	Close	19	18	1	12	12	0	7	7	0
Type C	Open	155	112	43	90	79	11	91	74	17
	Close	122	102	20	89	74	15	31	23	8
Company-owned stores	Open	9	4	5	5	1	4	15	8	7
	Close	62	47	15	41	29	12	17	11	6
Total	Open	248	160	88	177	113	64	177	110	67
	Close	283	217	66	209	155	54	104	62	42

**(2)Breakdown by Store Type**

**Circle K**

(Stores)

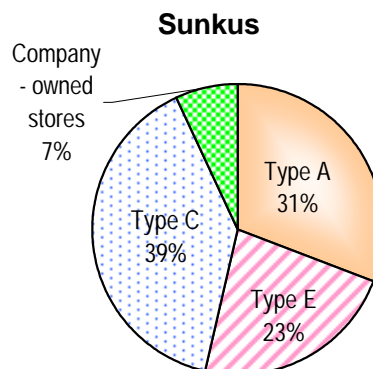
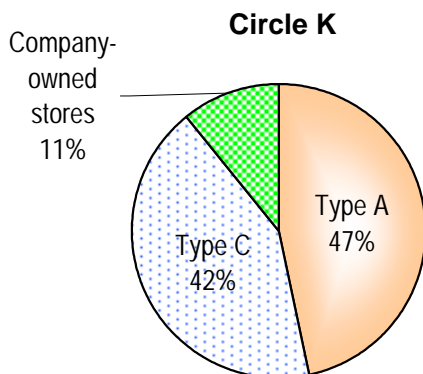
	FY ended Feb.2004			3rd. Q ended Nov. 2003			3rd. Q ended Nov. 2004		
		The Company	Area FC		The Company	Area FC		The Company	Area FC
Type A	1,425	1,320	105	1,435	1,326	109	1,380	1,329	51
Y-o-y	(56)	(36)	(20)	(46)	(30)	(16)	(45)	9	(54)
Type C	1,175	1,107	68	1,163	1,099	64	1,256	1,204	52
Y-o-y	55	36	19	43	28	15	81	97	(16)
Company-owned stores	317	224	93	337	242	95	324	312	12
Y-o-y	(53)	(59)	6	-33	(41)	8	7	88	(81)
Total	2,917	2,651	266	2,935	2,667	268	2,960	2,845	115
Y-o-y	(54)	(59)	5	(36)	(43)	7	43	194	(151)

**Sunkus**

(Stores)

	FY ended Feb.2004			3rd. Q ended Nov. 2003			3rd. Q ended Nov. 2004		
		The Company	Area FC		The Company	Area FC		The Company	Area FC
Type A	1,054	504	550	1,051	511	540	1,021	482	539
Y-o-y	(43)	(42)	(1)	(46)	(35)	(11)	(33)	(22)	(11)
Type E	737	620	117	737	622	115	750	617	133
Y-o-y	21	6	15	21	8	13	13	(3)	16
Type C	1,274	998	276	1,275	999	276	1,309	1,020	289
Y-o-y	(5)	(15)	10	(4)	(14)	10	35	22	13
Company-owned stores	170	78	92	175	83	92	228	129	99
Y-o-y	(8)	(6)	(2)	(3)	(1)	(2)	58	51	7
Total	3,235	2,200	1,035	3,238	2,215	1,023	3,308	2,248	1,060
Y-o-y	(35)	(57)	22	(32)	(42)	10	73	48	25

**Breakdown by store type as of November 30, 2004 ( including Area FC )**



### (3) Breakdown by Store Conditions

#### Franchised and Company-owned stores

(Stores)

	FY ended Feb.2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
		Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus
24-hour stores	4,774	2,624	2,150	4,802	2,636	2,166	5,024	2,824	2,200
Share	98.4%	99.0%	97.7%	98.4%	98.8%	97.8%	98.6%	99.3%	97.9%
Stores handling alcoholic beverages	3,629	1,911	1,718	3,424	1,736	1,688	4,001	2,157	1,844
Share	74.8%	72.1%	78.1%	70.1%	65.1%	76.2%	78.6%	75.8%	82.0%
Stores handling tobacco	4,069	2,398	1,671	4,083	2,403	1,680	4,358	2,607	1,751
Share	83.9%	90.5%	76.0%	83.6%	90.1%	75.8%	85.6%	91.6%	77.9%
Total	4,851	2,651	2,200	4,882	2,667	2,215	5,093	2,845	2,248
Share	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

#### Area franchised stores

(Stores)

	FY ended Feb.2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
		Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus
24-hour stores	1,290	265	1,025	1,278	267	1,011	1,167	115	1,052
Share	99.2%	99.6%	99.0%	99.0%	99.6%	98.8%	99.3%	100.0%	99.2%
Stores handling alcoholic beverages	978	158	820	848	100	748	1,016	85	931
Share	75.2%	59.4%	79.2%	65.7%	37.3%	73.1%	86.5%	73.9%	87.8%
Stores handling tobacco	1,125	241	884	1,120	241	879	1,037	105	932
Share	86.5%	90.6%	85.4%	86.8%	89.9%	85.9%	88.3%	91.3%	87.9%
Total	1,301	266	1,035	1,291	268	1,023	1,175	115	1,060
Share	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

#### Group total

(Stores)

	FY ended Feb.2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
		Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus
24-hour stores	6,064	2,889	3,175	6,080	2,903	3,177	6,191	2,939	3,252
Share	98.6%	99.0%	98.1%	98.5%	98.9%	98.1%	98.8%	99.3%	98.3%
Stores handling alcoholic beverages	4,607	2,069	2,538	4,272	1,836	2,436	5,017	2,242	2,775
Share	74.9%	70.9%	78.5%	69.2%	62.6%	75.2%	80.0%	75.7%	83.9%
Stores handling tobacco	5,194	2,639	2,555	5,203	2,644	2,559	5,395	2,712	2,683
Share	84.4%	90.5%	79.0%	84.3%	90.1%	79.0%	86.1%	91.6%	81.1%
Total	6,152	2,917	3,235	6,173	2,935	3,238	6,268	2,960	3,308
Share	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



## (2) Circle K Sunkus's stores at term-end

Note: Including area franchised stores. (Stores)

		FY ended Feb.2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
			Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus
Hokkaido		275	-	275	281	-	281	273	-	273
Tohoku	Aomori	185	121	64	186	124	62	176	112	64
	Iwate	85	6	79	85	6	79	92	7	85
	Akita	111	30	81	114	33	81	113	28	85
	Miyagi	124	-	124	125	-	125	123	-	123
	Yamagata	69	-	69	69	-	69	69	-	69
	Fukushima	12	-	12	12	-	12	11	-	11
	<b>Tohoku total</b>	<b>586</b>	<b>157</b>	<b>429</b>	<b>591</b>	<b>163</b>	<b>428</b>	<b>584</b>	<b>147</b>	<b>437</b>
Kanto	Tochigi	38	-	38	39	-	39	38	-	38
	Ibaraki	59	-	59	61	-	61	58	-	58
	Chiba	196	-	196	197	-	197	203	-	203
	Saitama	185	-	185	194	-	194	178	-	178
	Tokyo	639	61	578	644	62	582	655	66	589
	Kanagawa	339	130	209	342	128	214	338	130	208
	<b>kanto total</b>	<b>1,456</b>	<b>191</b>	<b>1,265</b>	<b>1,477</b>	<b>190</b>	<b>1,287</b>	<b>1,470</b>	<b>196</b>	<b>1,274</b>
Chubu·Hokuriku	Niigata	43	43	-	42	42	-	50	50	-
	Nagano	103	103	-	101	101	-	111	111	-
	Fukui	63	55	8	63	55	8	61	52	9
	Toyama	140	75	65	141	78	63	144	73	71
	Ishikawa	189	117	72	191	120	71	191	117	74
	Shizuoka	328	294	34	333	302	31	335	300	35
	<b>Chubu·Hokuriku total</b>	<b>866</b>	<b>687</b>	<b>179</b>	<b>871</b>	<b>698</b>	<b>173</b>	<b>892</b>	<b>703</b>	<b>189</b>
Chukyo	Gifu	261	241	20	263	244	19	262	242	20
	Aichi	1,044	847	197	1,044	848	196	1,051	854	197
	Mie	229	198	31	229	200	29	232	198	34
	<b>Chukyo total</b>	<b>1,534</b>	<b>1,286</b>	<b>248</b>	<b>1,536</b>	<b>1,292</b>	<b>244</b>	<b>1,545</b>	<b>1,294</b>	<b>251</b>
Kansai	Shiga	52	52	-	56	56	-	54	52	2
	Kyoto	161	108	53	161	108	53	162	108	54
	Hyogo	182	41	141	182	42	140	190	45	145
	Osaka	376	131	245	371	127	244	398	141	257
	Nara	114	55	59	112	54	58	118	58	60
	Wakayama	13	13	-	12	12	-	13	13	-
	<b>Kansai total</b>	<b>898</b>	<b>400</b>	<b>498</b>	<b>894</b>	<b>399</b>	<b>495</b>	<b>935</b>	<b>417</b>	<b>518</b>
Chugoku	Okayama	131	87	44	129	88	41	136	88	48
	Hiroshima	28	3	25	26	3	23	34	3	31
	<b>Chugoku total</b>	<b>159</b>	<b>90</b>	<b>69</b>	<b>155</b>	<b>91</b>	<b>64</b>	<b>170</b>	<b>91</b>	<b>79</b>
Shikoku	Kagawa	79	10	69	80	10	70	81	12	69
	Tokushima	57	-	57	57	-	57	63	-	63
	Ehime	135	68	67	131	65	66	133	71	62
	Kochi	53	28	25	49	27	22	57	29	28
	<b>Shikoku total</b>	<b>324</b>	<b>106</b>	<b>218</b>	<b>317</b>	<b>102</b>	<b>215</b>	<b>334</b>	<b>112</b>	<b>222</b>
Kyushu	Kumamoto	-	-	-	-	-	-	4	-	4
	Kagoshima	54	-	54	51	-	51	61	-	61
	<b>Kyushu total</b>	<b>54</b>	<b>-</b>	<b>54</b>	<b>51</b>	<b>-</b>	<b>51</b>	<b>65</b>	<b>-</b>	<b>65</b>
<b>Total</b>		<b>6,152</b>	<b>2,917</b>	<b>3,235</b>	<b>6,173</b>	<b>2,935</b>	<b>3,238</b>	<b>6,268</b>	<b>2,960</b>	<b>3,308</b>
<b>Number of prefectures</b>		<b>35</b>	<b>25</b>	<b>31</b>	<b>35</b>	<b>25</b>	<b>31</b>	<b>36</b>	<b>25</b>	<b>33</b>

## (3) Circle K's stores at term-end

(Stores)

		FY ended Feb.2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
			The Company	Area FC		The Company	Area FC		The Company	Area FC
Hokkaido		-	-	-	-	-	-	-	-	-
Tohoku	Aomori	121	-	121	124	-	124	112	112	-
	Iwate	6	-	6	6	-	6	7	7	-
	Akita	30	-	30	33	-	33	28	28	-
	Miyagi	-	-	-	-	-	-	-	-	-
	Yamagata	-	-	-	-	-	-	-	-	-
	Fukushima	-	-	-	-	-	-	-	-	-
	<b>Tohoku total</b>	<b>157</b>	-	<b>157</b>	<b>163</b>	-	<b>163</b>	<b>147</b>	<b>147</b>	-
Kanto	Tochigi	-	-	-	-	-	-	-	-	-
	Ibaraki	-	-	-	-	-	-	-	-	-
	Chiba	-	-	-	-	-	-	-	-	-
	Saitama	-	-	-	-	-	-	-	-	-
	Tokyo	61	61	-	62	62	-	66	66	-
	Kanagawa	130	130	-	128	128	-	130	130	-
	<b>kanto total</b>	<b>191</b>	<b>191</b>	-	<b>190</b>	<b>190</b>	-	<b>196</b>	<b>196</b>	-
Chubu·Hokuriku	Niigata	43	43	-	42	42	-	50	50	-
	Nagano	103	103	-	101	101	-	111	111	-
	Fukui	55	55	-	55	55	-	52	52	-
	Toyama	75	75	-	78	78	-	73	73	-
	Ishikawa	117	117	-	120	120	-	117	117	-
	Shizuoka	294	294	-	302	302	-	300	300	-
	<b>Chubu·Hokuriku total</b>	<b>687</b>	<b>687</b>	-	<b>698</b>	<b>698</b>	-	<b>703</b>	<b>703</b>	-
Chukyo	Gifu	241	241	-	244	244	-	242	242	-
	Aichi	847	847	-	848	848	-	854	854	-
	Mie	198	198	-	200	200	-	198	198	-
	<b>Chukyo total</b>	<b>1,286</b>	<b>1,286</b>	-	<b>1,292</b>	<b>1,292</b>	-	<b>1,294</b>	<b>1,294</b>	-
Kansai	Shiga	52	52	-	56	56	-	52	52	-
	Kyoto	108	108	-	108	108	-	108	108	-
	Hyogo	41	41	-	42	42	-	45	45	-
	Osaka	131	131	-	127	127	-	141	141	-
	Nara	55	55	-	54	54	-	58	58	-
	Wakayama	13	13	-	12	12	-	13	13	-
	<b>Kansai total</b>	<b>400</b>	<b>400</b>	-	<b>399</b>	<b>399</b>	-	<b>417</b>	<b>417</b>	-
Chugoku	Okayama	87	87	-	88	88	-	88	88	-
	Hiroshima	3	-	3	3	-	3	3	-	3
	<b>Chugoku total</b>	<b>90</b>	<b>87</b>	<b>3</b>	<b>91</b>	<b>88</b>	<b>3</b>	<b>91</b>	<b>88</b>	<b>3</b>
Shikoku	Kagawa	10	-	10	10	-	10	12	-	12
	Tokushima	-	-	-	-	-	-	-	-	-
	Ehime	68	-	68	65	-	65	71	-	71
	Kochi	28	-	28	27	-	27	29	-	29
	<b>Shikoku total</b>	<b>106</b>	-	<b>106</b>	<b>102</b>	-	<b>102</b>	<b>112</b>	-	<b>112</b>
Kyushu	Kumamoto	-	-	-	-	-	-	-	-	-
	Kagoshima	-	-	-	-	-	-	-	-	-
	<b>Kyushu total</b>	-	-	-	-	-	-	-	-	-
<b>Total</b>		<b>2,917</b>	<b>2,651</b>	<b>266</b>	<b>2,935</b>	<b>2,667</b>	<b>268</b>	<b>2,960</b>	<b>2,845</b>	<b>115</b>
<b>Number of prefectures</b>		<b>25</b>	<b>18</b>	<b>7</b>	<b>25</b>	<b>18</b>	<b>7</b>	<b>25</b>	<b>21</b>	<b>4</b>

## (4) Sunkus's stores at term-end

(Stores)

		FY ended Feb.2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
			The Company	Area FC		The Company	Area FC		The Company	Area FC
Hokkaido		275	229	46	281	233	48	273	229	44
Tohoku	Aomori	64	-	64	62	-	62	64	-	64
	Iwate	79	79	-	79	79	-	85	85	-
	Akita	81	81	-	81	81	-	85	85	-
	Miyagi	124	124	-	125	125	-	123	123	-
	Yamagata	69	69	-	69	69	-	69	69	-
	Fukushima	12	12	-	12	12	-	11	11	-
	<b>Tohoku total</b>	<b>429</b>	<b>365</b>	<b>64</b>	<b>428</b>	<b>366</b>	<b>62</b>	<b>437</b>	<b>373</b>	<b>64</b>
Kanto	Tochigi	38	-	38	39	-	39	38	-	38
	Ibaraki	59	59	-	61	61	-	58	58	-
	Chiba	196	151	45	197	155	42	203	156	47
	Saitama	185	35	150	194	39	155	178	36	142
	Tokyo	578	503	75	582	507	75	589	509	80
	Kanagawa	209	209	-	214	214	-	208	208	-
	<b>kanto total</b>	<b>1,265</b>	<b>957</b>	<b>308</b>	<b>1,287</b>	<b>976</b>	<b>311</b>	<b>1,274</b>	<b>967</b>	<b>307</b>
Chubu・Hokuriku	Niigata	-	-	-	-	-	-	-	-	-
	Nagano	-	-	-	-	-	-	-	-	-
	Fukui	8	-	8	8	-	8	9	-	9
	Toyama	65	-	65	63	-	63	71	-	71
	Ishikawa	72	-	72	71	-	71	74	-	74
	Shizuoka	34	-	34	31	-	31	35	-	35
	<b>Chubu・Hokuriku total</b>	<b>179</b>	-	<b>179</b>	<b>173</b>	-	<b>173</b>	<b>189</b>	-	<b>189</b>
Chukyo	Gifu	20	20	-	19	19	-	20	20	-
	Aichi	197	144	53	196	145	51	197	145	52
	Mie	31	31	-	29	29	-	34	34	-
	<b>Chukyo total</b>	<b>248</b>	<b>195</b>	<b>53</b>	<b>244</b>	<b>193</b>	<b>51</b>	<b>251</b>	<b>199</b>	<b>52</b>
Kansai	Shiga	-	-	-	-	-	-	2	-	2
	Kyoto	53	-	53	53	-	53	54	-	54
	Hyogo	141	141	-	140	140	-	145	145	-
	Osaka	245	244	1	244	243	1	257	256	1
	Nara	59	-	59	58	-	58	60	-	60
	Wakayama	-	-	-	-	-	-	-	-	-
	<b>Kansai total</b>	<b>498</b>	<b>385</b>	<b>113</b>	<b>495</b>	<b>383</b>	<b>112</b>	<b>518</b>	<b>401</b>	<b>117</b>
Chugoku	Okayama	44	44	-	41	41	-	48	48	-
	Hiroshima	25	25	-	23	23	-	31	31	-
	<b>Chugoku total</b>	<b>69</b>	<b>69</b>	-	<b>64</b>	<b>64</b>	-	<b>79</b>	<b>79</b>	-
Shikoku	Kagawa	69	-	69	70	-	70	69	-	69
	Tokushima	57	-	57	57	-	57	63	-	63
	Ehime	67	-	67	66	-	66	62	-	62
	Kochi	25	-	25	22	-	22	28	-	28
	<b>Shikoku total</b>	<b>218</b>	-	<b>218</b>	<b>215</b>	-	<b>215</b>	<b>222</b>	-	<b>222</b>
Kyushu	Kumamoto	-	-	-	-	-	-	4	-	4
	Kagoshima	54	-	54	51	-	51	61	-	61
	<b>Kyushu total</b>	<b>54</b>	-	<b>54</b>	<b>51</b>	-	<b>51</b>	<b>65</b>	-	<b>65</b>
<b>Total</b>		<b>3,235</b>	<b>2,200</b>	<b>1,035</b>	<b>3,238</b>	<b>2,215</b>	<b>1,023</b>	<b>3,308</b>	<b>2,248</b>	<b>1,060</b>
<b>Number of prefectures</b>		<b>31</b>	<b>18</b>	<b>19</b>	<b>31</b>	<b>18</b>	<b>19</b>	<b>33</b>	<b>18</b>	<b>21</b>

## 4. Sales and Products

### (1) Total store sales

(millions of yen)

		FY ended Feb.2004		3rd Q ended Nov. 2003		3rd Q ended Nov. 2004	
			Y-o-y		Y-o-y		Y-o-y
The Companies	<b>Circle K Sunkus</b>	<b>883,894</b>	<b>(0.9)%</b>	<b>669,602</b>	<b>(0.6)%</b>	<b>680,190</b>	<b>1.6%</b>
	Circle K	480,453	(1.1)%	363,330	(0.6)%	372,646	2.6%
	Sunkus	403,441	(0.7)%	306,272	(0.7)%	307,544	0.4%
Area FC	<b>Circle K Sunkus</b>	<b>207,833</b>	<b>3.1%</b>	<b>156,688</b>	<b>3.0%</b>	<b>164,091</b>	<b>4.7%</b>
	Circle K	34,806	(3.9)%	26,041	(4.8)%	28,504	9.5%
	Sunkus	173,027	4.6%	130,646	4.7%	135,587	3.8%
Group total	<b>Circle K Sunkus</b>	<b>1,091,728</b>	<b>(0.2)%</b>	<b>826,290</b>	<b>0.0%</b>	<b>844,282</b>	<b>2.2%</b>
	Circle K	515,260	(1.3)%	389,372	(0.9)%	401,150	3.0%
	Sunkus	576,468	0.8%	436,918	0.9%	443,132	1.4%

Note: On June 1, 2004, CKTOHOKU Co., Ltd., an area franchiser of Circle K, merged with CIRCLE K JAPAN Co., Ltd. and was converted into the Tohoku Business Division. Year-on-year comparisons of the sales of Circle K proper and its area franchisers for the 3rd quarter ended November 30, 2004 are made assuming no merger took place. Sales of CKTOHOKU and the Tohoku Business Division for the 3rd quarter ended November 30, 2004 are shown below.

(millions of yen)

	3rd Q ended Nov. 2004
CKTOHOKU ( Mar.1-May.31 )	4,655
Tohoku Business Division(Jun.1-Nov.30 )	9,644
Total	14,300

Note: The component of total store sales shown above corresponding to the sales of Circle K Sunkus proper do not match the consolidated financial statements of C&S/Circle K Sunkus Co. Ltd. because figures for consolidated subsidiaries have not been added together. The reconciliation between these figures and C&S/Circle K Sunkus' consolidated financial statements is shown below.

(millions of yen)

		FY ended Feb.2004		3rd Q ended Nov. 2003		3rd Q ended Nov. 2004	
			Y-o-y		Y-o-y		Y-o-y
CKTOHOKU(+Tohoku Business Division)		18,353		13,841		14,300	3.3%
Sunkus Aomori						7,488	
Sunkus Nishi-Saitama						8,871	
Circle K Sunkus Total		883,894	(0.9)%	669,602	(0.6)%	680,190	1.6%
C&S/Circle K Sunkus Consolidated		<b>902,247</b>		<b>683,444</b>		<b>710,851</b>	4.0%

### (2) Average daily sales per store

(thousands of yen)

		FY ended Feb.2004		3rd Q ended Nov. 2003		3rd Q ended Nov. 2004	
			Y-o-y		Y-o-y		Y-o-y
Circle K	All stores	488	(15)	490	(16)	505	15
	Existing stores	492	(16)	494	(17)	507	13
	Newly opened stores	447	7	442	8	451	9
Sunkus	All stores	500	(11)	506	(12)	503	(3)
	Existing stores	504	(10)	509	(13)	507	(2)
	Newly opened stores	453	(41)	465	(30)	448	(18)

Note: "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.

### (3) Average customers per day and average purchase per customer at all stores

(yen)

		FY ended Feb.2004		3rd Q ended Nov. 2003		3rd Q ended Nov. 2004	
			Y-o-y		Y-o-y		Y-o-y
Circle K	Average customers per day	768	0.1%	779	(0.8)%	801	2.8%
	Average purchase per customer	635	(3.2)%	628	(2.5)%	630	0.3%
Sunkus	Average customers per day	880	1.0%	896	0.4%	909	1.5%
	Average purchase per customer	569	(3.1)%	565	(2.6)%	553	(2.1)%

### (4) Year-on-year change in average daily sales at existing stores

	FY ended Feb.2004	3rd Q ended Nov. 2003	3rd Q ended Nov. 2004
Circle K	(4.7)%	(4.5)%	0.5%
Sunkus	(4.2)%	(4.4)%	(2.1)%

Note: Circle K's (2)Average daily sales per store, (3)Average customers per day and average purchase per customer at all stores, (4)Year-on-year change in average daily sales at existing stores excludes the figures for the Tohoku Business Division (the former CKTOHOKU Co., Ltd., absorbed in June).

## (5)Average gross profit margins

### Circle K (Excluding area franchisers)

	FY ended Feb.2004		3rd Q ended Nov. 2003	3rd Q ended Nov. 2004	
		Y-o-y			Y-o-y
Fast food	34.5%	0.2%	34.4%	34.9%	0.5%
Fresh food	32.8%	1.0%	32.8%	33.3%	0.5%
Processed food	34.7%	0.3%	34.8%	34.9%	0.1%
<i>Food sub-total</i>	<i>34.3%</i>	<i>0.4%</i>	<i>34.3%</i>	<i>34.6%</i>	<i>0.3%</i>
Non-food items	19.0%	(0.9)%	19.1%	18.6%	(0.5)%
Services	8.8%	1.9%	8.9%	7.8%	(1.1)%
<b>Total</b>	<b>28.7%</b>	<b>0.7%</b>	<b>28.8%</b>	<b>28.6%</b>	<b>(0.2)%</b>

Note:

Circle K's Average gross profit margin excludes the figures for the Tohoku Business Division (the former CKTOHOKU Co., Ltd., absorbed in June).

### Sunkus (Including area franchisers)

	FY ended Feb.2004		3rd Q ended Nov. 2003	3rd Q ended Nov. 2004	
		Y-o-y			Y-o-y
Fast food	34.4%	0.2%	34.5%	34.8%	0.3%
Fresh food	32.4%	0.2%	32.5%	33.2%	0.7%
Processed food	34.1%	0.5%	34.1%	34.6%	0.5%
<i>Food sub-total</i>	<i>33.8%</i>	<i>0.3%</i>	<i>33.9%</i>	<i>34.4%</i>	<i>0.5%</i>
Non-food items	20.9%	(0.7)%	21.3%	20.2%	(1.1)%
Services	9.7%	1.5%	9.1%	11.5%	2.4%
<b>Total</b>	<b>29.2%</b>	<b>0.4%</b>	<b>29.3%</b>	<b>29.4%</b>	<b>0.1%</b>

Note:

Higher product markups in the services category in November 2004 reflect markups for New Year's greeting cards.

Product categories are as follows:

Fast food: rice dishes, bread, noodles, delicatessen snacks, and countertop fast foods

Fresh food: Milk, chilled beverages, pastries, bread, desserts, and fresh food items

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

Non-food items:Magazines, Newspapers, tobacco, cosmetics, general merchandise

Services: Prepaid highway toll cards, tickets, stamps, and parcel delivery

**(6)Per store sales by product category**

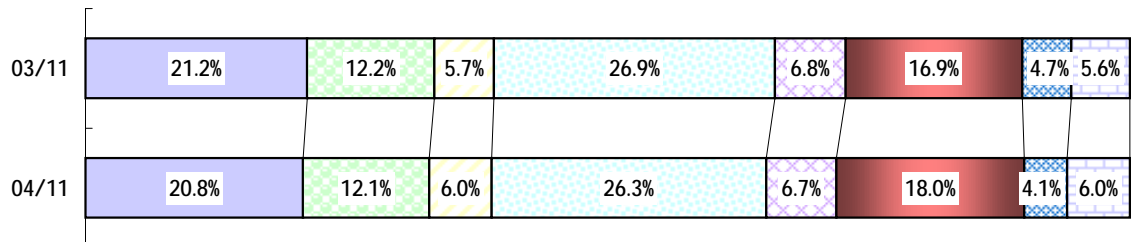
**Circle K**

	FY ended Feb.2004		3rd Q ended Nov. 2003		3rd Q ended Nov. 2004		
	Y-o-y	Share	Y-o-y	Share	Y-o-y	Share	
Fast food	(1.0)%	20.9%	(0.3)%	21.2%	0.5%	20.8%	
Fresh food	3.5%	12.0%	3.2%	12.2%	1.7%	12.1%	
Processed food	Alcoholic beverages	5.5%	5.6%	5.1%	5.7%	7.1%	6.0%
	Other processed food	0.2%	26.9%	(1.7)%	26.9%	0.5%	26.3%
Non-food items	Newspaper, Magazine	(3.7)%	6.7%	(2.7)%	6.8%	2.2%	6.7%
	Tobacco	12.3%	17.1%	11.4%	16.9%	9.3%	18.0%
	Other non-food items	(9.4)%	4.8%	(6.0)%	4.7%	(10.9)%	4.1%
Service	(31.2)%	6.0%	(25.6)%	5.6%	8.8%	6.0%	
<b>Total</b>	<b>(1.1)%</b>	<b>100.0%</b>	<b>(0.6)%</b>	<b>100.0%</b>	<b>2.6%</b>	<b>100.0%</b>	

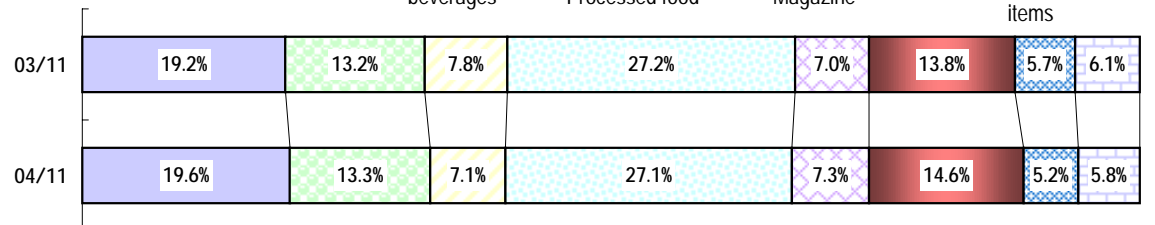
**Sunkus**

	FY ended Feb.2004		3rd Q ended Nov. 2003		3rd Q ended Nov. 2004		
	Y-o-y	Share	Y-o-y	Share	Y-o-y	Share	
Fast food	3.1%	19.1%	2.5%	19.2%	2.9%	19.6%	
Fresh food	2.2%	12.9%	3.4%	13.2%	1.4%	13.3%	
Processed food	Alcoholic beverages	(10.8)%	7.6%	(10.6)%	7.8%	(9.1)%	7.1%
	Other processed food	(0.5)%	26.9%	(0.5)%	27.2%	0.1%	27.1%
Non-Food items	Newspaper, Magazine	(6.2)%	6.9%	(4.9)%	7.0%	3.9%	7.3%
	Tobacco	8.7%	13.8%	8.5%	13.8%	6.9%	14.6%
	Other non-food items	(4.8)%	5.8%	3.2%	5.7%	(8.5)%	5.2%
Service	(10.6)%	7.0%	(16.0)%	6.1%	(4.3)%	5.8%	
<b>Total</b>	<b>(0.7)%</b>	<b>100.0%</b>	<b>(0.7)%</b>	<b>100.0%</b>	<b>0.4%</b>	<b>100.0%</b>	

Circle K



Sunkus



**(7)Number of ATMs installed at stores**

	FY ended Feb.2004	3rd Q ended Nov. 2004
Circle K	387	375
Sunkus	236	261

Note: Figures include area franchisers.

## 5. Regional Data

### (1) Sales

(millions of yen)

	FY ended Feb.2004			3rd Q ended Nov. 2003			3rd Q ended Nov. 2004		
		Circle K	Sunkus		Circle K	Sunkus		Circle K	Sunkus
Hokkaido	36,377	-	36,377	27,740	-	27,740	26,306	-	26,306
Share	4.1%	-	9.0%	4.1%	-	9.1%	3.8%	-	8.5%
Tohoku	58,142	-	58,142	44,280	-	44,280	53,325	9,644	43,680
Share	6.6%	-	14.4%	6.6%	-	14.5%	7.7%	2.5%	14.2%
Kanto	228,030	34,803	193,226	172,994	26,256	146,737	174,213	27,881	146,332
Share	25.8%	7.3%	47.9%	25.8%	7.2%	47.9%	25.2%	7.3%	47.6%
Chubu · Hokuriku	114,494	114,494	-	86,874	86,874	-	88,726	88,726	-
Share	13.0%	23.8%	-	13.0%	23.9%	-	12.9%	23.2%	-
Chukyo	288,564	251,882	36,682	217,939	190,162	27,777	221,288	192,513	28,775
Share	32.6%	52.4%	9.1%	32.6%	52.3%	9.1%	32.1%	50.4%	9.4%
Kansai	134,399	66,013	68,386	101,866	49,978	51,887	106,290	53,156	53,134
Share	15.2%	13.7%	17.0%	15.2%	13.8%	16.8%	15.4%	13.9%	17.3%
Chugoku	23,885	13,259	10,625	17,907	10,058	7,848	19,683	10,368	9,315
Share	2.7%	2.8%	2.6%	2.7%	2.8%	2.6%	2.9%	2.7%	3.0%
<b>Total</b>	<b>883,894</b>	<b>480,453</b>	<b>403,441</b>	<b>669,602</b>	<b>363,330</b>	<b>306,272</b>	<b>689,835</b>	<b>382,291</b>	<b>307,544</b>
Share	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

### (2) Year-on-year change in existing-store sales

	FY ended Feb.2004		3rd Q ended Nov. 2003		3rd Q ended Nov. 2004	
	Circle K	Sunkus	Circle K	Sunkus	Circle K	Sunkus
Hokkaido	-	(6.2)%	-	(6.4)%	-	(3.4)%
Tohoku	-	(5.4)%	-	(5.6)%	5.5%	(2.6)%
Kanto	(1.6)%	(3.2)%	(1.4)%	(3.4)%	3.1%	(1.7)%
Chubu · Hokuriku	(3.9)%	-	(4.0)%	-	1.5%	-
Chukyo	(5.6)%	(4.2)%	(5.3)%	(4.2)%	(0.7)%	(1.1)%
Kansai	(4.4)%	(5.3)%	(3.9)%	(5.6)%	1.1%	(2.8)%
Chugoku	(3.2)%	0.4%	(3.1)%	0.5%	5.7%	0.7%
<b>Total</b>	<b>(4.7)%</b>	<b>(4.2)%</b>	<b>(4.5)%</b>	<b>(4.4)%</b>	<b>0.7%</b>	<b>(2.1)%</b>

## 6. Area Franchisers

### Circle K

(stores, millions of yen)

		3rd Q ended Nov. 2004						
		Stores				Total Store Sales		
		Y-o-y Change		open	close			Y-o-y
Equity interest								
1	Circle K Shikoku	35.0%	115	6	9	3	14,203	16.4%

Notes:

On June 1, 2004, CIRCLE K JAPAN Co., Ltd. absorbed CKTOHOKU Co., Ltd.

### Sunkus

(stores, millions of yen)

		3rd Q ended Nov. 2004						
		Stores				Total Store Sales		
		Y-o-y Change		open	close			Y-o-y
Equity interest								
1	Aomori	100% Consolidated	64	-	2	2	7,488	2.5%
2	Nishi-saitama	99.5% Consolidated	73	(2)	3	5	8,871	(8.9%)
3	Eiko	19.0%	44	(2)	-	2	3,356	(10.5%)
4	Higashi-Saitama	19.0%	76	(5)	5	10	8,241	(7.0%)
5	Tokai	19.0%	87	-	4	4	11,040	5.7%
6	Keihanna	19.0%	117	4	7	3	15,053	0.7%
7	Keihanna	19.0%	90	(2)	5	7	10,967	2.8%
8	Higashi-Shikoku	19.0%	132	6	7	1	17,925	2.1%
9	Hokulia	19.0%	83	3	5	2	11,584	7.7%
10	Toyama	19.0%	71	6	6	-	9,088	11.1%
11	Tochigi	12.0%	38	-	1	1	4,497	4.5%
12	Minami-Kyushu	19.0%	65	11	12	1	7,281	27.7%
13	Bay Area	2.6%	120	6	10	4	20,192	9.5%
<b>Total</b>		-	<b>1,060</b>	<b>25</b>	<b>67</b>	<b>42</b>	<b>135,587</b>	<b>3.8%</b>

Notes:

- In February 2004, SUNKUS & ASSOCIATES INC. acquired all shares of Sunkus Aomori Co., Ltd. making it a wholly owned subsidiary.
- Sunkus Nishi-Saitama Co., Ltd., became a subsidiary of SUNKUS & ASSOCIATES INC. through stock purchases in September 2001. Sunkus Nishi-Saitama Co., Ltd. became a subsidiary of SUNKUS & ASSOCIATES INC. in September 2001, following a purchase of shares. SUNKUS & ASSOCIATES further increased its shareholding in Sunkus Nishi-Saitama through an additional investment in October 2003.
- In the fiscal year ending February 28, 2005, Sunkus Aomori and Sunkus Nishi-Saitama became consolidated subsidiaries of Circle K Sunkus Co., Ltd.