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# C.P. Seven Eleven Public Company Limited

**Investor Presentation : 2Q2005 Results**

**Phanyapirom Club**

**August 18, 2005**

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# Share Capital Information

- Price (09/08/05) : Bt 5.80
- Hi/Low (YTD) : Bt 65.50\*/5.20 per share
- Average turnover : Bt 27.16 million
- No. of shares : 4,411.44 million (Par Bt 1)
- Market capitalization : Bt 25,586.36 million
- Major shareholders : CP Group 45.0%  
AIA 9.1%  
GIC 6.2%\*\*
- First trade date : October 14, 2003
- Dividend Payment 2003 : Bt 1.75 per share
- Dividend Payment 2004 : Bt 2.25 per share

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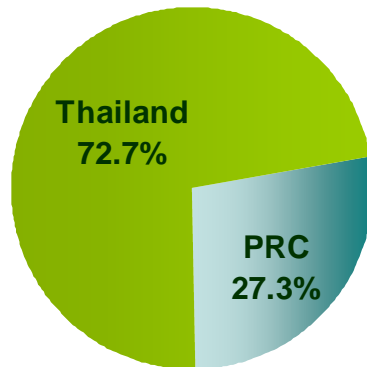
\* Price before cash & stock dividend payment, capital increase and par split

\*\* Reported to SEC dated 27/07/05

# Revenue Breakdown by Geographical Segments

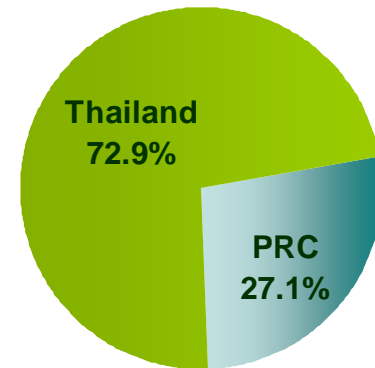
- Sales & service income from external customers

2Q04



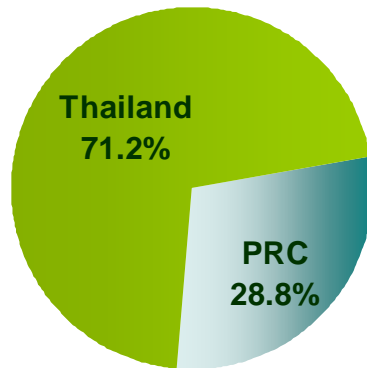
Bt. 17,024 million

2Q05



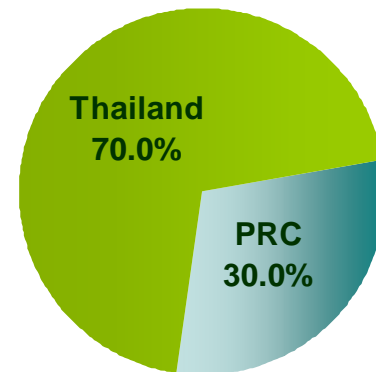
Bt. 22,554 million

6M04



Bt. 34,403 million

6M05



Bt. 45,710 million



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# **Convenience Store Business : 7-Eleven Thailand**

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# Number of stores opened in 2005



## Number of Stores opened in 2Q05

	Corporate	Franchise	Sub Area	Total
Bangkok	6	31	-	37
Upcountry (incl. Suburban)	32	31	11	74
<b>Total</b>	<b>38</b>	<b>62</b>	<b>11</b>	<b>111</b>

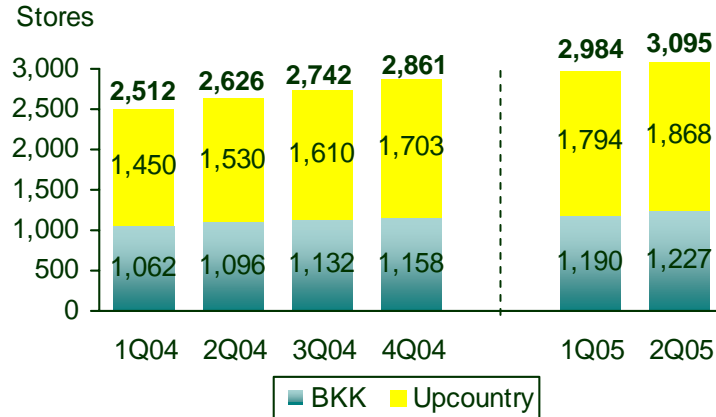
## Number of Stores opened in 6M05

	Corporate	Franchise	Sub Area	Total
Bangkok	14	55	-	69
Upcountry (incl. Suburban)	81	63	21	165
<b>Total</b>	<b>95</b>	<b>118</b>	<b>21</b>	<b>234</b>

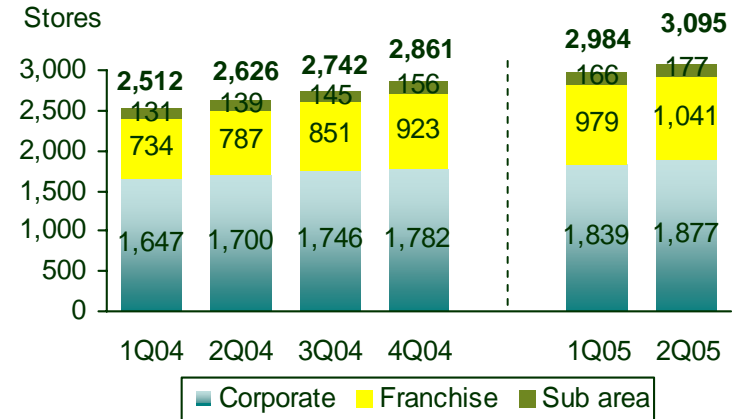
# Store Type Breakdown



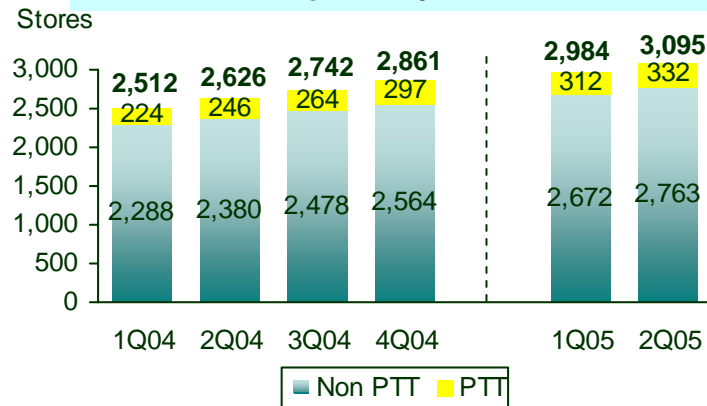
## BKK / Upcountry



## Corporate / Franchise / Sub area



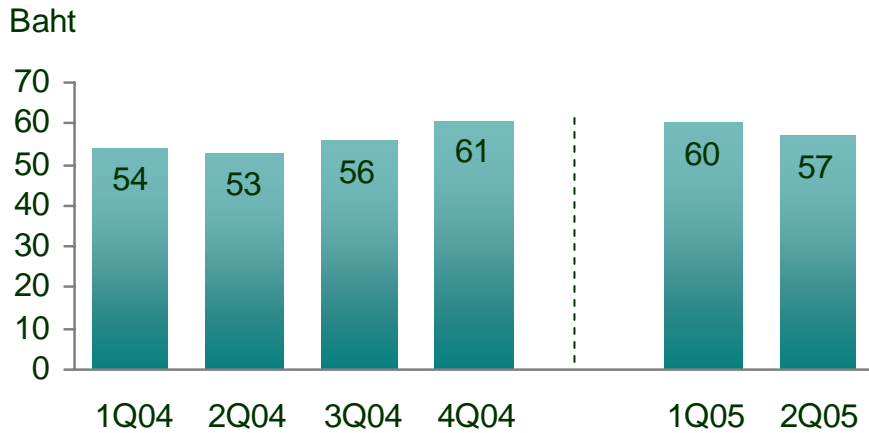
## Non PTT / PTT



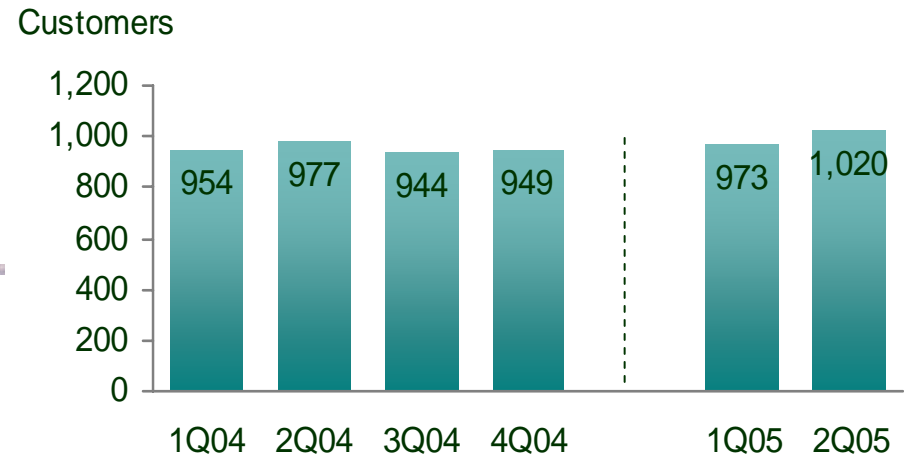
# Spending/Ticket vs. Customer/Store/Day



### Spending per Ticket



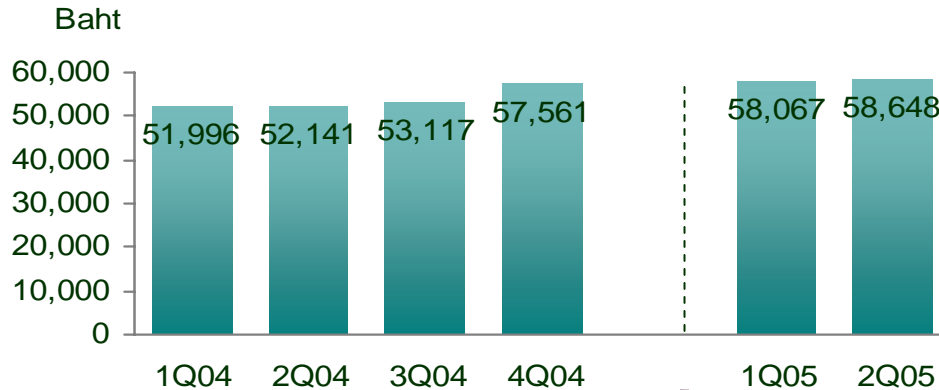
### Customer per Store per Day



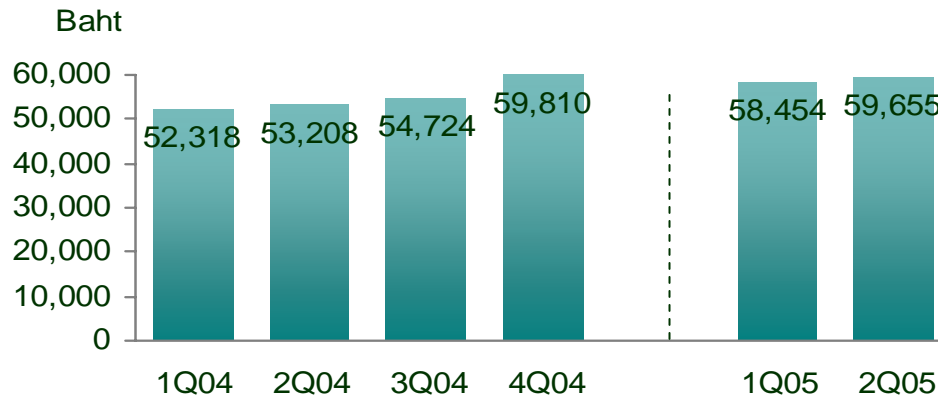
# Sales/Store/Day



## Avg. All Store Sales per Store per Day



## Avg. Same Store Sales per Store per Day



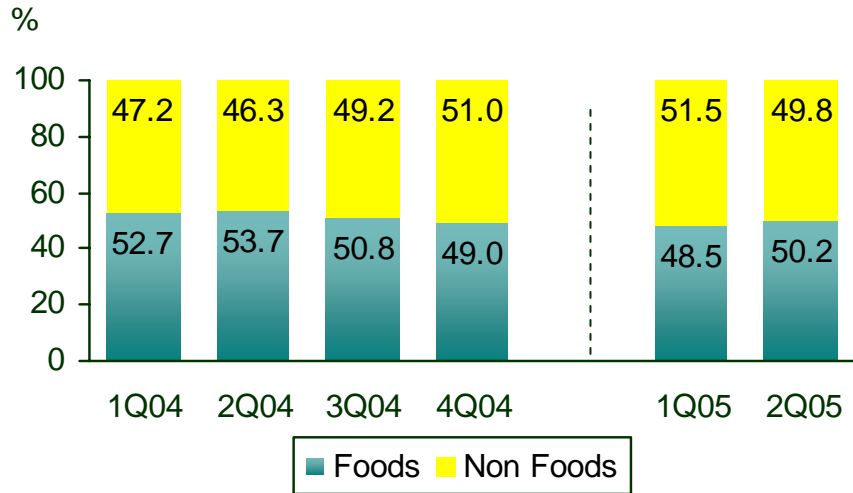
Same Store Sales Growth  
2Q05 = 12%YoY



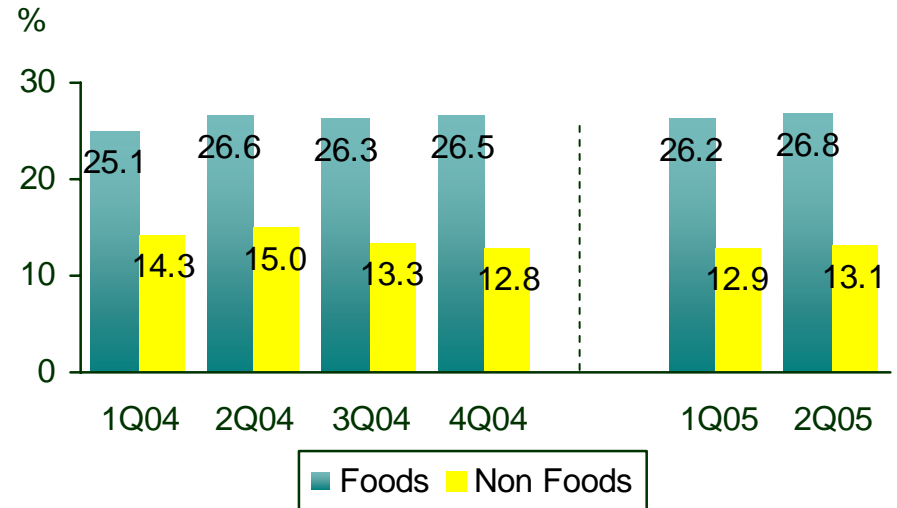
# Product & Margin Mix



### Product Sales Mix



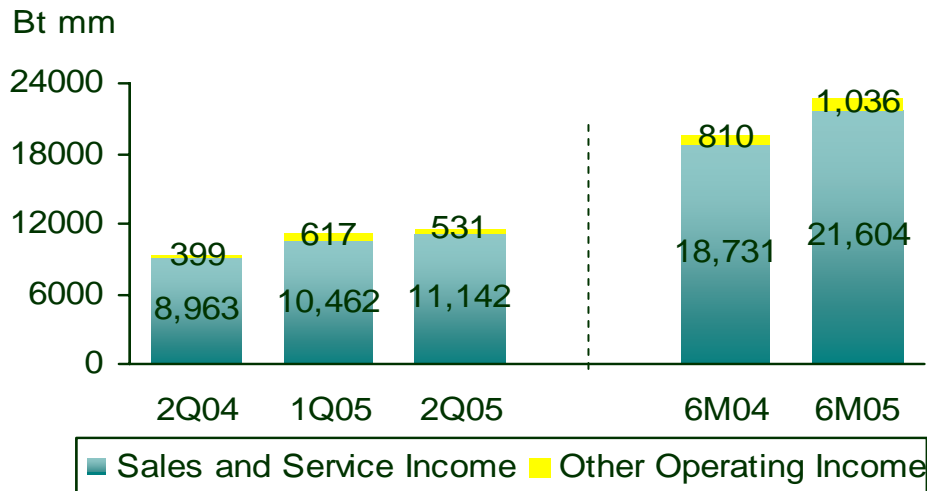
### Gross Margin Mix



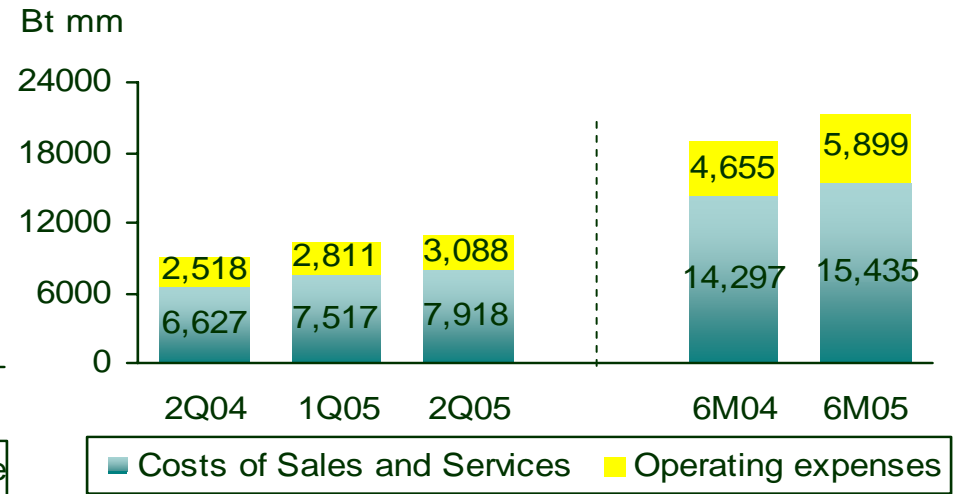
# Convenience Store Performance



**Sales and Service Income & Other Operating Income**



**Costs of Sales and Services & Operating Expenses**

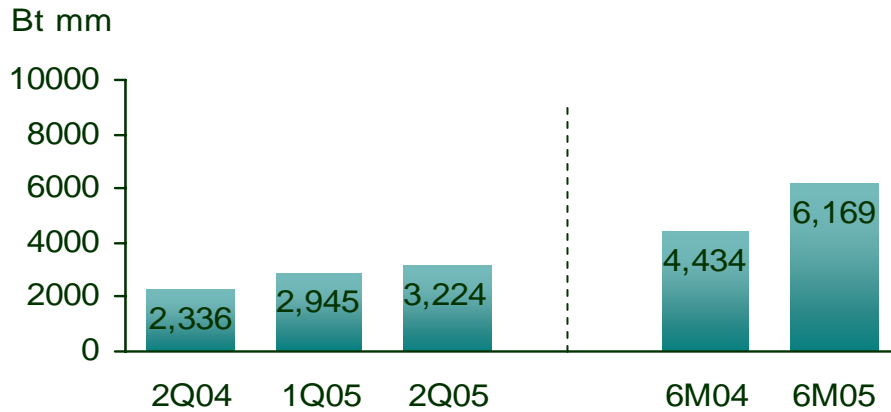


*Note : Other Operating Income comprises of marketing support from suppliers and franchise royalty fee,*

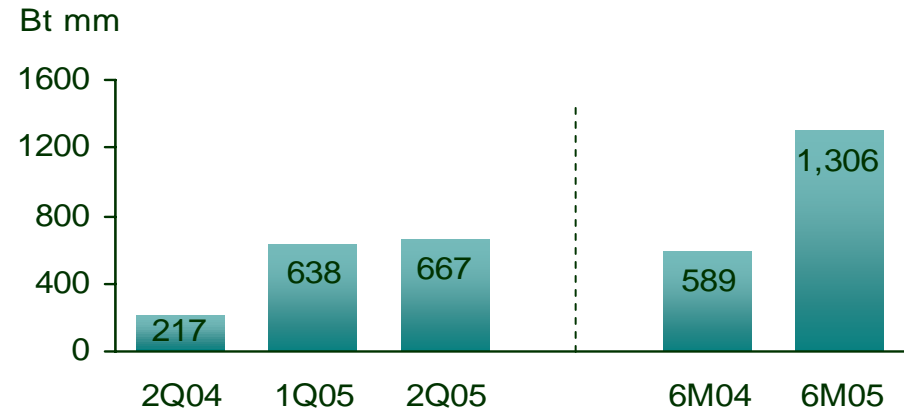
# Convenience Store Performance



## Gross Profit



## Operating Profit

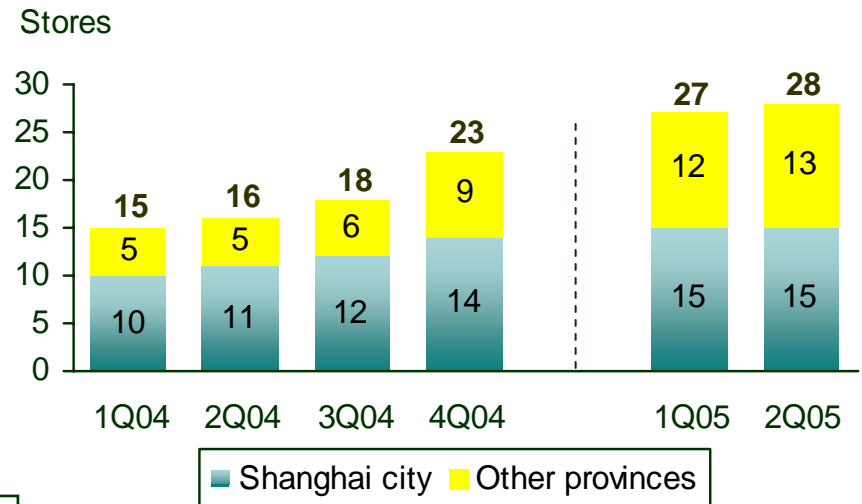
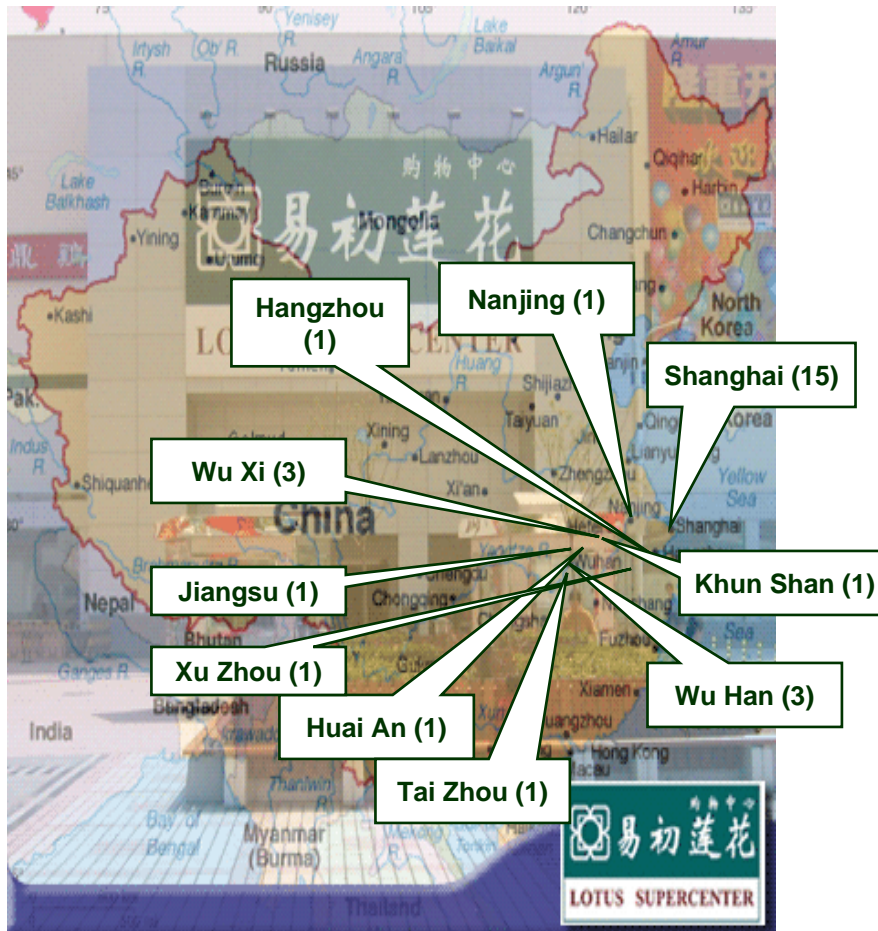


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# Supercenter Business : Lotus Shanghai

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# Store Network

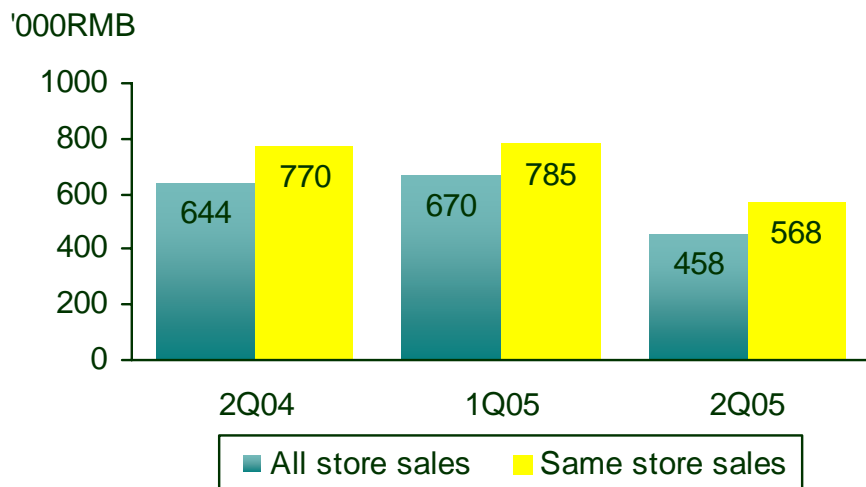


- In 2Q05, we added another supercenter stores in Tai Zhou city, Jiangsu province, resulted in totaling 15 supercenter stores in Shanghai city and 13 supercenter stores in other cities

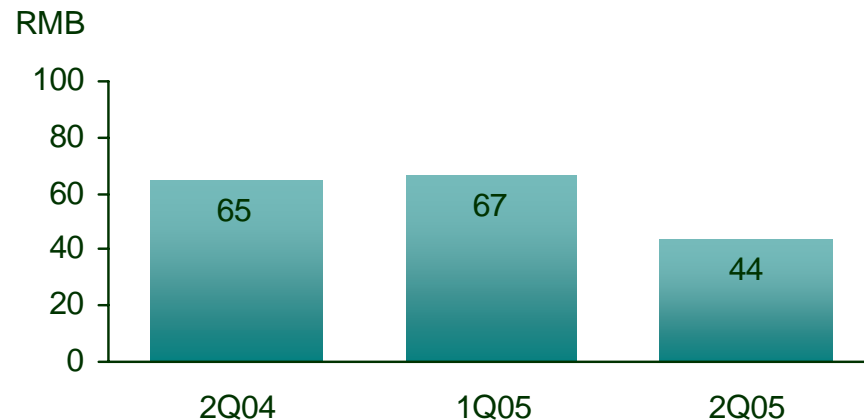
Note : No. of stores are not included 2 supercenter stores, which SLS commenced management contract without title to any assets since July 2004, in Wuhan city

# Avg. Sales/ store/ day, Avg. Sales/ sq.m.

Avg. Sales/Store/Day

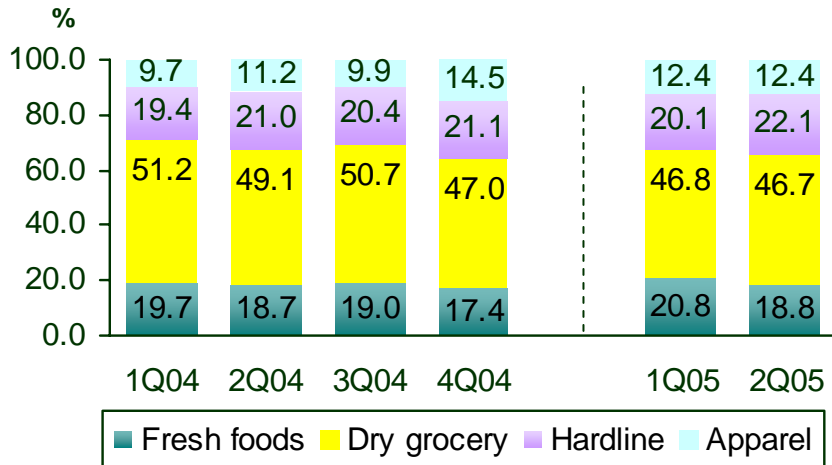


Sales per sq.m.

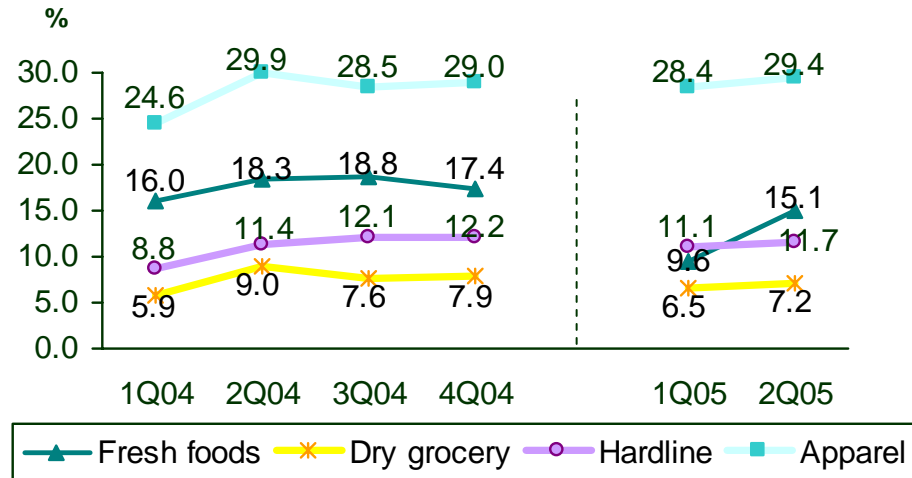


# Product & Margin Mix

Product Sales Mix (%)

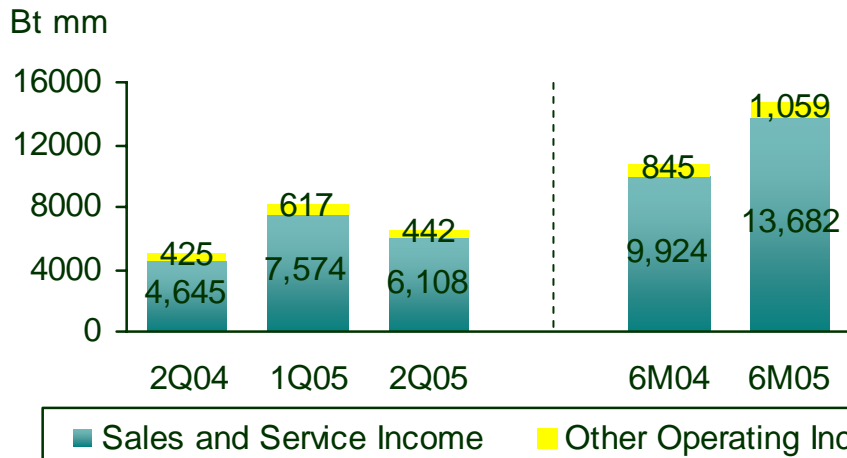


Gross Margin Mix (%)

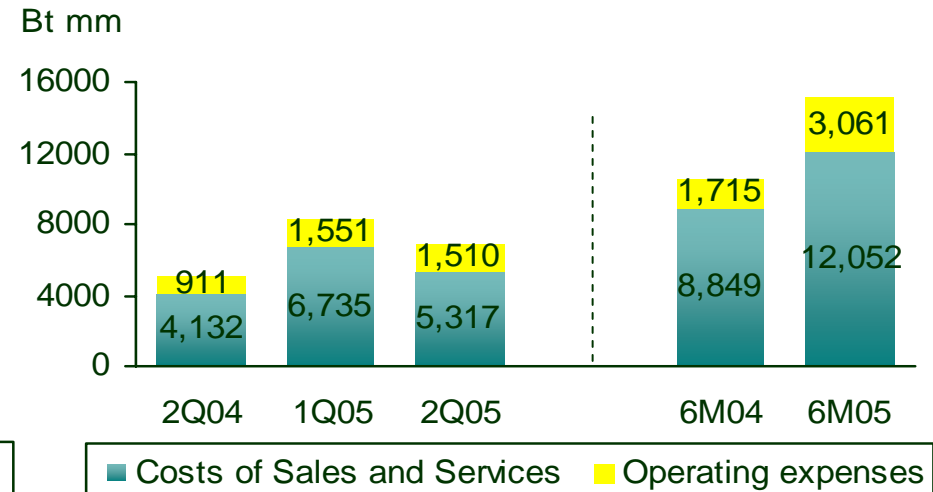


# Supercenter Performance

**Sales and Service Income & Other Operating Income**



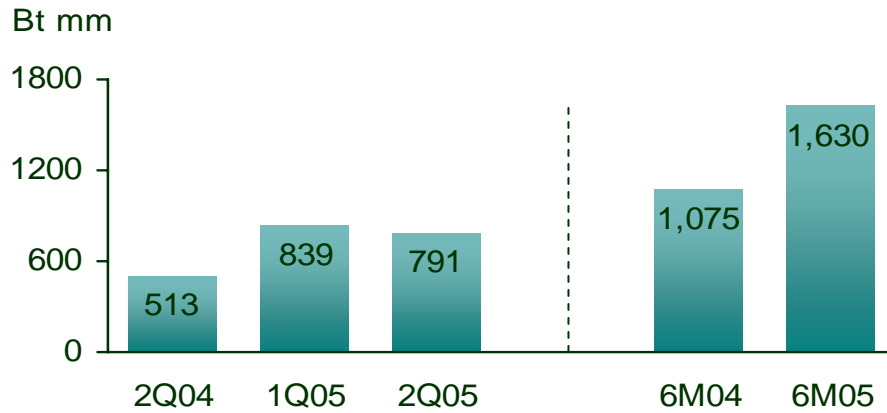
**Costs of Sales and Services & Operating Expenses**



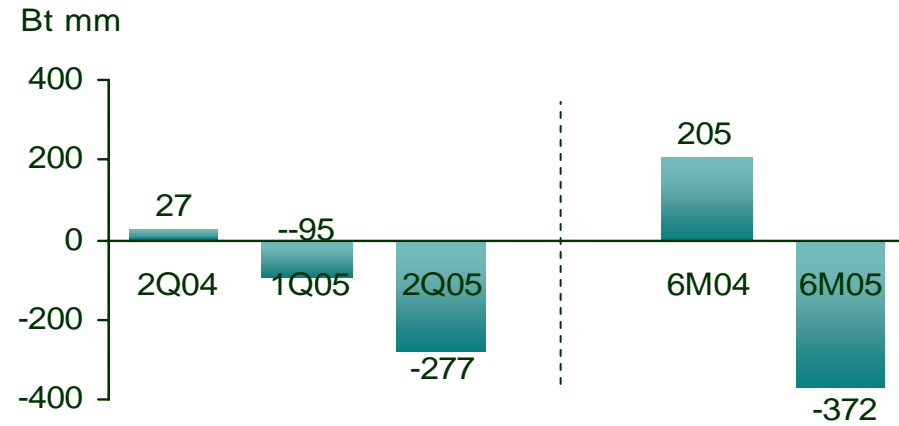


# Supercenter Performance

### Gross Profit



### Operating Profit



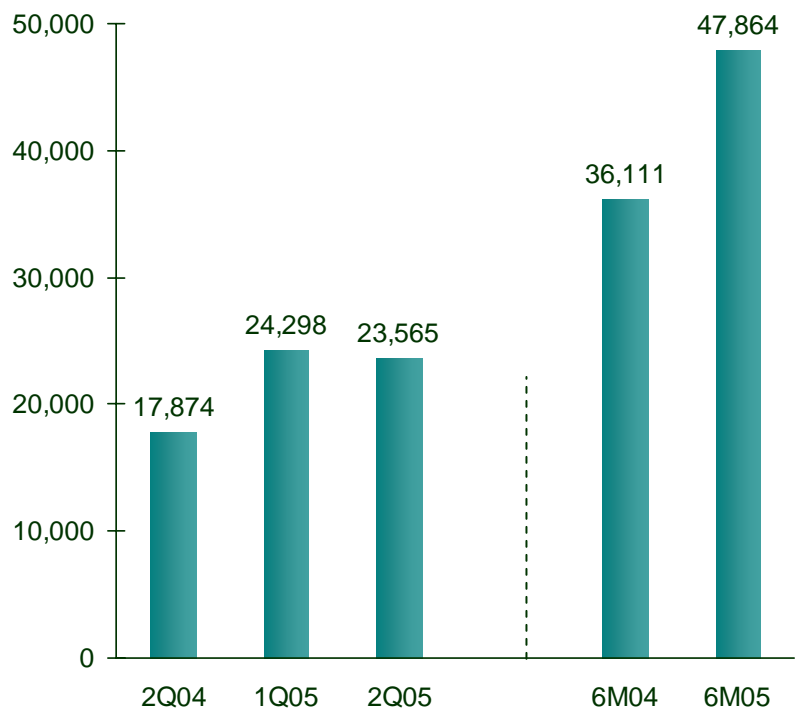
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## **Financial Highlights : 2Q05 Consolidated**

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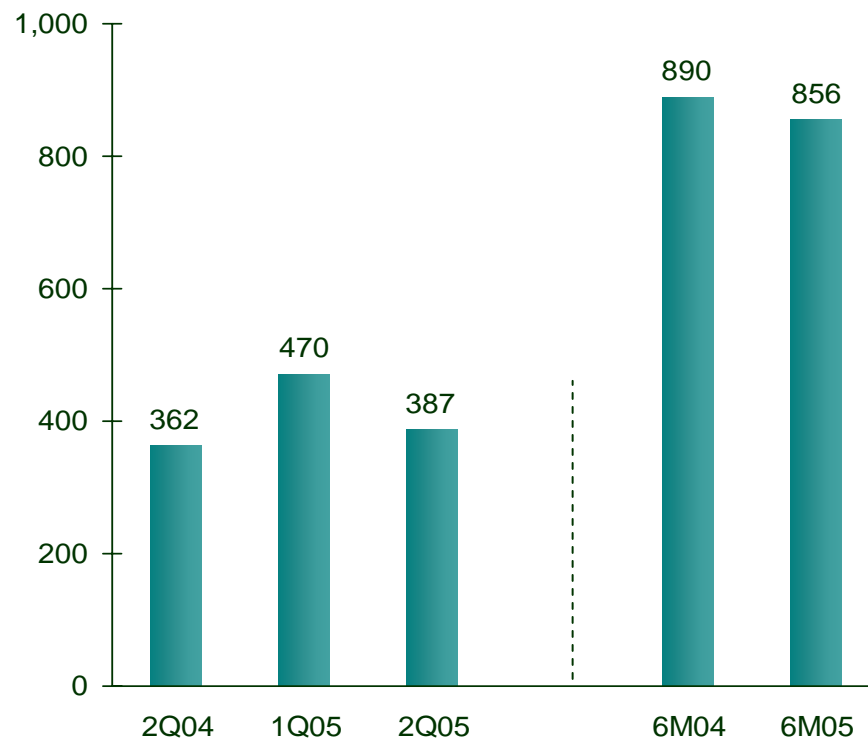
# Revenues and Net Profit

## Total Revenues



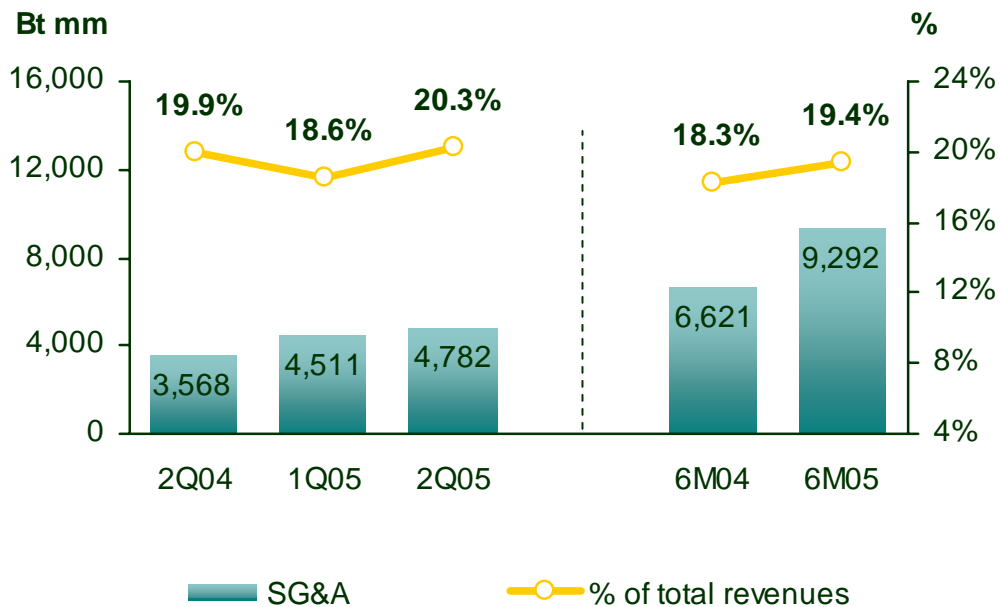
Revenue Growth	2Q05	6M05
%YoY	31.8%	32.5%

## Net Profit

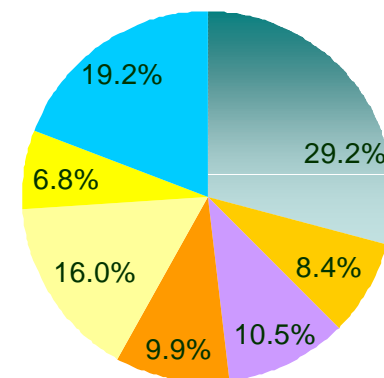


Net Profit Growth	2Q05	6M05
%YoY	6.9%	-3.8%

# SG&A



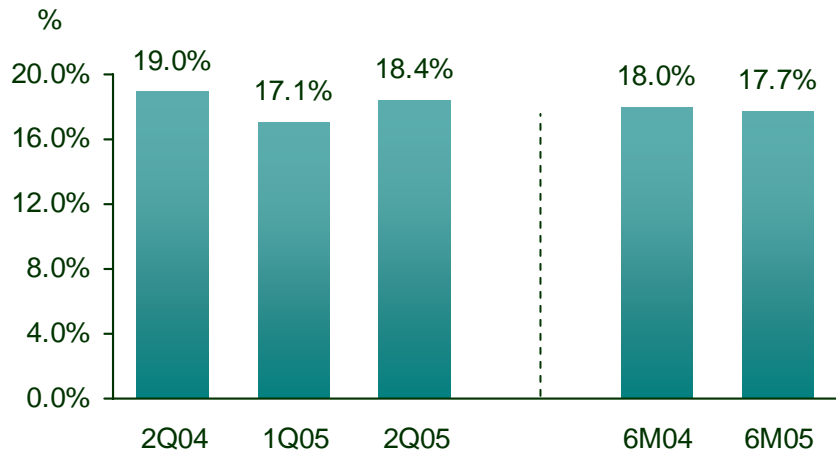
Breakdown for 2Q05



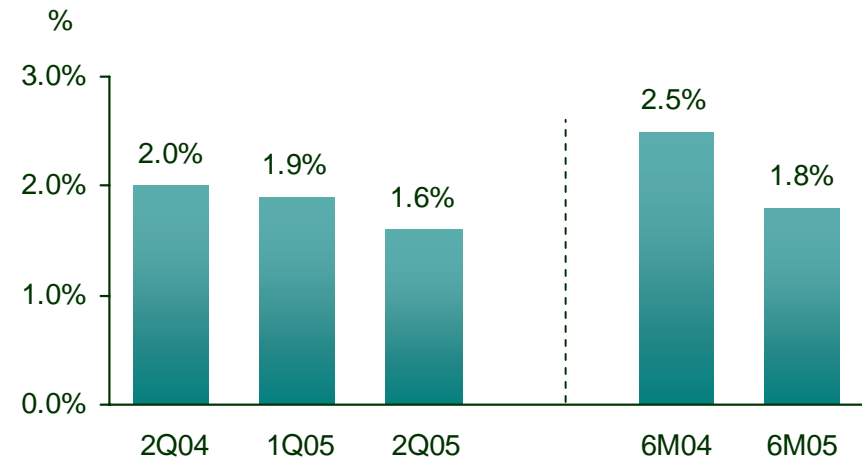
- Personnel Expenses
- Store Mgt Fees
- Depre&Amor
- Utilities
- Rental
- Advertising
- Others

# Financial Ratios : Operating Ratio (%)

Gross Margin (Sales & Services)

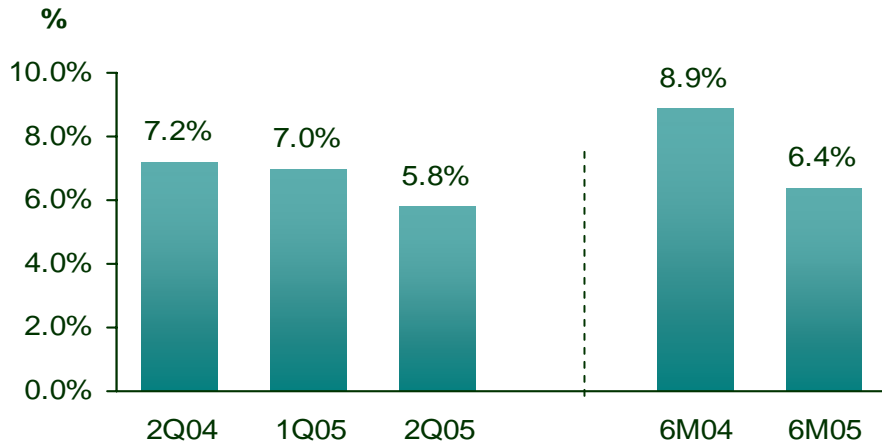


Net Margin

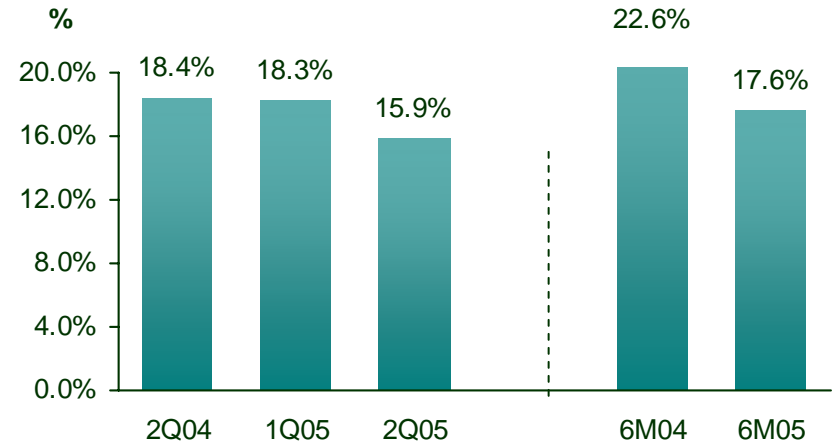


# Financial Ratios : Profitability (%)

ROAA

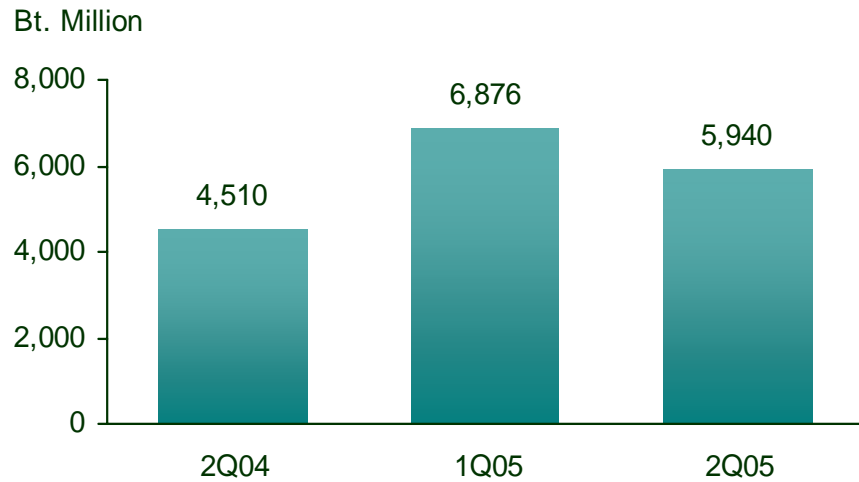


ROAE

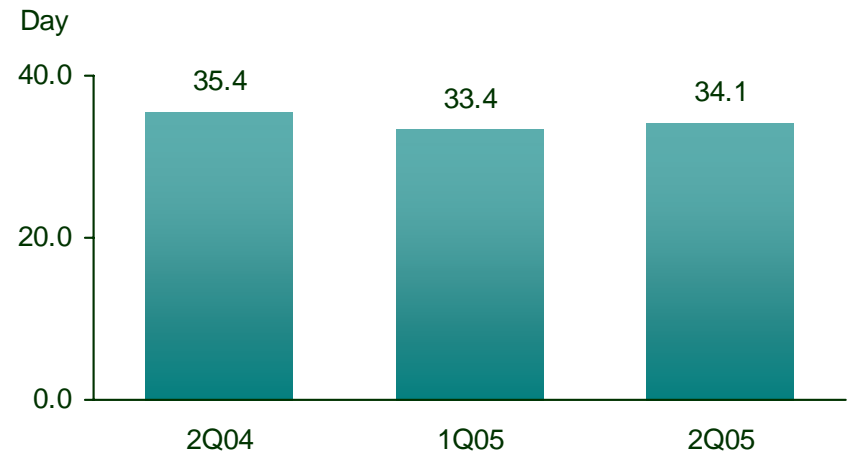


# Balance Sheet

## Cash

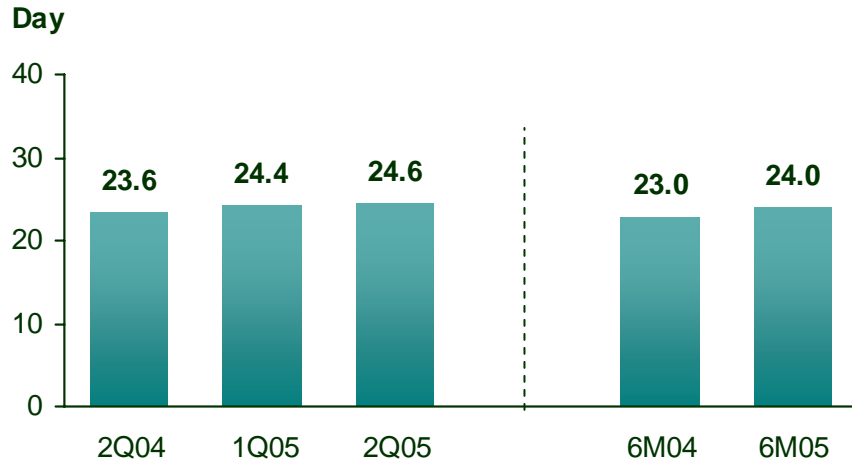


## Cash Cycle Day



# Working Capital Management

Inventory Day



Account Payable Day

