



C.P. Seven Eleven Public Company Limited: (CP7-11)

Investor Information Release
November 14, 2006

3Q/2006 Result

Share Capital Information

Price (11/10/06)	Bt. 6.95	<h4 style="text-align: center;">New Challenge from Alcohol Control Bill</h4> <p>Government's mechanisms to control alcoholic consumption that had been in forced since January 2006 consisted of designation of alcohol-free zones; gas stations, temples, state offices, schools, universities and other educational institutions; and limited period of time to sell alcohol during 11 a.m. – 2 p.m. and 5 p.m. – 12 a.m. Recently the government has announced the new regulation of 24-hour ban on all alcohol advertisements and the expansion of minimum age to buy alcohol from 18 to 20 years. Such regulations seem to have gigantic impacts on all related parties in the supply chain comprising of manufacturers, distributors, wholesalers, retailers, and consumers.</p> <p>Although we have faced with the new challenges, we endeavor to conduct marketing strategy such as product assortments, FBO (First-Best-Only) strategy resulting in our same store sales of 9M06 growing at 10.2% YoY with higher average tickets/store/day at Baht 1,163.</p>
Hi/Low: (YTD)	Bt. 7.90/5.65 per share	
Average Daily Turnover	Bt. 22.9 million	
No. of shares	4,446.96 million (Par Bt. 1)	
Market Capitalization:	Bt. 30,906 million	
Major Shareholders:	- CP Group 45.0%	
	- AIA 9.0%	
	- GIC 6.0%	
First trade date:	October 14, 2003	
Dividend Payment 2003:	Bt. 1.75 per share	
Dividend Payment 2004:	Bt. 2.25 per share	
Dividend Payment 2005:	Bt. 0.30 per share*	
<p><i>*In 2005, capital was increased by stock dividend at 1:1 and par value was changed from Baht 5 to 1 per share.</i></p> <p><i>Note: Share capital information based on Nov 11, 06</i></p>		

3Q06 Highlights

Store Network (Type)	2Q06	3Q06
Corporate	2,010	2,058
Franchise	1,329	1,403
Sub-area	204	213
Total	3,543	3,674

Store Network (PTT/non PTT)	2Q06	3Q06
PTT	441	470
Non PTT	3,102	3,204
Total	3,543	3,674

Store Network (Geography)	2Q06	3Q06
BKK	1,344	1,385
Upcountry (Incl. Suburban)	2,199	2,289
Total	3,543	3,674

Product Sales Mix & Margin	2Q06	3Q06
Product Sales Mix (%)		
Foods	47.4%	47.3%
Non-Foods	52.6%	52.7%
Gross Margin Mix (%)		
Foods	27.4%	27.1%
Non-Foods	12.5%	12.5%
Total Product (excl. T&E)	26.6%	26.3%
Total Product	19.6%	19.4%

Average tickets/store/day	1,159 tickets
Average spending/ticket	Bt. 55
Average sales/store/day	Bt. 63,921
Average same store sales/store/day	Bt. 65,173
No. of Shanghai Lotus Supercenter	43 stores

With total revenue for 3Q06 of Baht 26,226 million and total cost and expenses of Baht 26,175 million, the Company reported a consolidated net profit for the third quarter of 3Q06 ended Sep 30, 2006 of Baht 382 million or an increase of 2.1% YoY. For 9M06, the consolidated net profit was Baht 1,259 million or an increase of 2.4% YoY.

- **Total revenue** increased 2.3% YoY. The increment firstly stems from store expansion of 7-Eleven in Thailand. Secondly, service income, mainly from Counter Service and phone card commission, increased 103.3% YoY due to higher average bill transactions of 7.0 million in 3Q05 to 8.8 million/month in 3Q06.
- **By business segment**, sales & service income are generated from convenience store business (CVS) of 66.9%, supercenter business of 30.0%, and other businesses (Others) of 3.1%. Operating profit of CVS including Others grow by 27% while supercenter business still faces with loss.
- **7-Eleven**, we expanded another 131 stores in 3Q06 accumulating for 9M06 of 363 stores which are on target to full year plan of 450 stores with geographical combination of 41 stores in Bangkok and 90 stores in suburban and provincial areas; 48 as corporate stores versus 74 franchise and 9 sub area stores. Customer/store/day was increased 15% YoY amounting to 1,159 people and spending per visit was averaged at 55 Baht. These allow us to be able to achieve same store sales growth of 8.7% YoY.
- **Lotus Supercenter**, reported revenue growth of 5.8% YoY and total costs and expenses faster growth of 6.9% YoY resulting in an operating loss of Baht 834 million in 3Q06 (before minority interests). In 3Q06, there is no opening of a new supercenter store, resulting in the total of 20 stores in Shanghai city and 23 stores in other cities (including 2 stores under SLS management).
- **Balance Sheet** remains healthy with cash position of Baht 7,705 million. Total assets were Baht 39,426 million and total liabilities were Baht 30,648 million. Account payable day was 82.2 and inventory turnover was 32.4 days, resulting in positive cash flows from operation for YTD of Baht 4,004 million.

Financial Highlights Balance Sheet

	Consolidated (Million Baht)				Company Only (Million Baht)			
	3Q05	2Q06	3Q06	%YoY	3Q05	2Q06	3Q06	%YoY
Cash	6,869	5,938	7,705	12.2%	4,331	3,416	5,091	17.5%
Inventory	6,916	6,767	7,295	5.5%	3,045	3,160	3,215	5.6%
Other current assets	3,109	3,955	4,508	45.0%	560	1,595	2,089	273.0%
Fixed assets	15,588	17,619	17,731	13.7%	5,581	6,665	6,952	24.6%
Other assets	1,518	2,006	2,187	44.1%	5,181	5,096	5,003	2.9%
Total assets	34,000	36,285	39,426	16.0%	18,379	19,932	22,349	21.6%
Account payable	15,724	17,080	20,295	29.1%	6,324	7,915	9,327	47.5%
Bank loans	2,627	4,789	4,262	62.2%	-	-	-	na
Other current liabilities	4,391	4,201	4,596	3.5%	2,940	3,132	3,675	25.0%
Other liabilities	730	1,212	1,545	111.8%	619	685	723	16.8%
Total liabilities	23,472	27,282	30,648	30.6%	9,883	11,732	13,725	38.9%
Total equity of major S/H	8,496	8,200	8,624	1.5%	8,496	8,200	8,624	1.5%
Minority interest	2,032	803	153	-92.5%	-	-	-	na
Total equity	10,528	9,003	8,777	-16.6%	8,496	8,200	8,624	1.5%

Income Statement

	Consolidated (Million Baht)				Company Only (Million Baht)			
	3Q05	2Q06	3Q06	%YoY	3Q05	2Q06	3Q06	%YoY
Net Sales	24,237	23,246	24,465	0.9%	13,290	15,961	16,535	24.4%
Services income	304	592	618	103.3%	293	291	306	4.3%
Other operating income	1,074	1,088	1,099	2.3%	515	697	680	32.1%
Other income	20	54	44	120.0%	128	186	236	84.4%
Total revenue	25,635	24,980	26,226	2.30%	10,236	17,135	17,757	24.8%
Cost of sales	20,004	18,638	19,728	-1.4%	11,628	12,279	12,763	24.7%
Cost of service	188	111	107	-43.1%	0	0	0	na
Total SG&A expenses	5,192	6,112	6,307	21.5%	3,295	3,974	4,134	25.5%
EBIT	230	93	52	-77.4%	519	579	549	5.7%
Net profit	374	388	382	2.1%	374	388	382	2.2%
EBITDA	780	741	722	-7.6%	854	970	958	12.2%

Key Financial Ratios

	Consolidated			Company Only		
	3Q05	2Q06	3Q06	3Q05	2Q06	3Q06
Gross margin (%) (Sales and Services)	17.7%	21.3%	20.9%	23.0%	23.1%	22.8%
EBITDA margin (%)	3.0%	3.0%	2.7%	6.0%	5.7%	5.4%
Net margin (%)	1.5%	1.6%	1.5%	2.6%	2.3%	2.2%
ROAA* (%)	5.1%	4.6%	4.2%	9.1%	8.6%	7.5%
ROAE* (%)	15.0%	16.0%	15.8%	18.6%	19.1%	17.9%
Inventory day	26.6	30.9	32.4	21.7	19.7	22.1
Earnings per share (Bt.)	0.08	0.09	0.09	0.08	0.09	0.09
Book value per share (Bt.)	2.4	2.0	2.0	1.9	1.8	1.9

Segmentation Information

	In Million Baht			
	7 Eleven	Lotus Shanghai	Others	Total
3Q06				
Net sales and services income	16,767	7,528	788	25,083
Operating profit	633	(834)	245	44
PP&E	6,790	8,820	2,122	17,731

Note : Interest expenses, Income tax, and Other items are not included in the operating result of each business segment.

Others segment include Counter Service, CPRAM, Retailink, Gosoft, MAM Heart, Suksapiwat, Dynamic Management.

* Note: annualized return is calculated by multiplying quarterly return with 4.

<p>Recent / Upcoming Events:</p> <p>14/11/2006 BoD Meeting and 3Q06 Result Release 27/02/2007 BoD Meeting and FY06 Result Release* 30/03/2007 Form 56-1 Release* 20/04/2007 Annual Report 2006 Release* 26/04/2007 Annual General Meeting of Shareholders*</p> <p><i>*(Tentative)</i></p>	<p>Recent announcement:</p> <p>BoD resolution dated September 27, 2006</p> <p>1. Put option has not been exercised by CRF; thus, CP7-11 shall be released from the obligation under put option.</p> <p>2. CP7-11 offered the financial assistance to SLS in the form of letter of undertaking according to its share ownership of 29.7 percent equivalent to USD 30 million.</p>
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