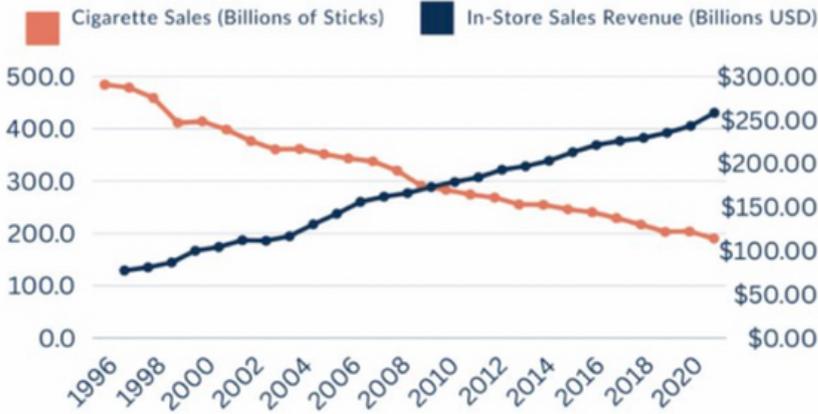


# C-Store Revenues at All-Time High

## CIGARETTE SALES VS IN-STORE SALES



Cigarette sales have been declining for two decades.

However in 2024, C-Stores had their 22 consecutive years of record inside sales.

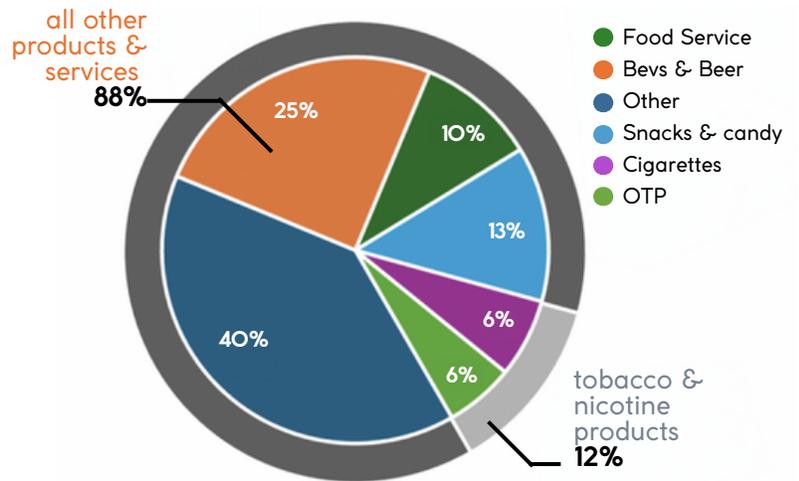
From: NACS

## C-STORE PRODUCT PERFORMANCE IN 2024

C-stores generate nearly 90% of their profit from these non-tobacco and non-nicotine sources: food-service, packaged beverages, beer, salty snacks, candy, and others.

OTPs (5.8%) deliver nearly the same sales and profit margins as cigarettes (6.6%), but not all of them collect an excise tax.

From: NACS



In 2024, cigarette sales were the ONLY merchandise category with negative sales growth and declining profit.

Source: CPS Daily News

In 2024, food service sales delivered nearly 40% of in-store profits.

C-Stores continue to invest in expanding their food service operations.

Source: NACS