Integrated Report 2019



FamilyMart

Contents

FamilyMart's Value Creation Model

- FamilyMart Milestones
- FamilyMart's Components
- FamilyMart's Value Creation Model

Management Message

- Message from the Chairman
- Message from the President

FamilyMart's Growth Strategies

- 18 Operating Environment and Growth Strategies
- 20 Maximizing the Value of Stores
 - 21 Strengthening Support for Franchised Stores
 - 24 Strengthening the Profitability of Stores
- Maximizing the Value of Infrastructure
 - 26 Upgrading Supply Chains
 - 28 Leveraging Information Infrastructure to Expand Businesses
- Maximizing the Value of Personnel and Knowledge
 - 30 Accumulating Business Know-How
 - 32 Creating Environments Where Diverse Personnel Can Work
- CFO Message
- Material Issue 1: Environmental Awareness

Foundations of Business Management

- Corporate Governance
- Dialogue: The Board of Directors' Year in Review
- Internal Control System
- Accountability

Data and Financial Section

- Consolidated Financial Highlights
- Consolidated Performance
- Operating Data (Non-consolidated)
- Management's Discussion and Analysis
- Operational and Other Risks
- Consolidated Financial Statements
- Major Group Companies
- Fact Sheets
- Corporate Data / Investor Information
- Organization



FamilyMart, Where You Are One of the Family

Since its establishment in 1981, FamilyMart Co., Ltd., has moved forward with the aim of bringing convenience and richness to the everyday life of local communities. The roles of convenience stores have changed greatly, making them an integral part of the infrastructure of society and everyday life. However, one thing that will never change is our commitment to remaining close to consumers, expressed in our corporate message: "FamilyMart, Where You Are One of the Family."



In September 2019, FamilyMart UNY Holdings Co., Ltd., implemented an absorption-type merger of wholly owned subsidiary FamilyMart Co., Ltd., and changed the Company's trade name to FamilyMart Co., Ltd. Accordingly, this report focuses on the corporate strategies of FamilyMart Co., Ltd. Since its founding in Japan in 1973, the FamilyMart convenience store chain has catered to society's evolving needs while adding services and expanding to bring convenience and richness to everyday life. This report explains FamilyMart's tangible and intangible management resources and provides a multifaceted account of how the Company is leveraging them to sustain growth and address social issues. The operating environment of convenience stores is undergoing various transitions. We have prepared this report to give a full picture of the bold measures that we are taking to respond to and

In the report, unless otherwise stated, "the Company" refers to FamilyMart UNY Holdings Co., Ltd., and FamilyMart Co., Ltd., following the change of the Company's trade name. "The Group" refers to the Company and its consolidated subsidiaries, affiliates, and jointly controlled companies.