

**Monthly Business Performance (March,2020)**

April,10 2020

**■ Monthly Business Performance**

		(YoY change; %)
Existing stores	Daily sales	92.4
	Number of customers	89.9
	Spend per customer	102.5
	Total store sales	92.5

※ Note. The Company discloses the growth rate of average daily sales of existing stores excluding the impact of services : pre-paid cards, tickets

**■ Number of stores**

	Mar.2020	Total	Japan total	Overseas stores	Group total
Opening	11	11	/	/	/
Closure	24	24			
Net increase/ decrease	△ 13	△ 13			
<b>Number of Stores</b>	<b>15,673</b>	<b>15,673</b>	<b>16,597</b>	<b>7,977</b>	<b>24,574</b>

**■ Number of stores operated by area franchise companies in Japan**

Okinawa FamilyMart	Minami-Kyushu FamilyMart	JR KYUSHU RETAIL	Total
326	393	205	<b>924</b>

**Overview of March 2020**

The spread of COVID-19 has led to an increased trend in consumers stocking up on food and other products. As a result, sales were up for products with a long shelf life, such as pouch prepared dishes offered under the “Mother’s Kitchen” series as well as frozen and processed foods. In addition, sales of daily foods such as eggs and tofu increased due to this trend of additional purchasing, with spending per customer exceeding the level that it was in March 2019. Meanwhile, opportunities for customers to go outside have decreased due to the introduction of telework and the temporary closing of schools. This has particularly impacted the number of customers visiting stores on weekday nights and on the weekends, resulting in an overall decline in the sales of ready-to-eat items compared with March 2019.

[Prepared Dishes] Sales of prepared dishes were up over the same period of the previous fiscal year thanks to the implementation of *Famima At Night*, a promotion that offers a ¥30 discount for buying products in the “Mother’s Kitchen” series in sets of two, as well as sales promotions that offer bonus returns for purchases made using *FamiPay*.

[Frozen Foods] Sales of frozen foods were up over the same period of the previous fiscal year owing to the strong performance of such products as Chinese-style prepared dishes in the “Mother’s Kitchen” series, side dishes, and snacks.

■ Monthly Business Performance (Japan ; non-consolidated)

YoY change (%)		Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Existing stores	Daily sales	92.4											
	Number of customers	89.9											
	Spend per customer	102.5											

• Total store sales

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
YoY change (%)	92.5											

■ Number of Stores

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Opening	11												
Closure	24												
Net increase/decrease	△ 13												
Number of Stores	15,673												

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
FamilyMart (non-consolidated)	15,673											
Domestic area franchised stores	924											
Domestic chain stores	16,597											
Overseas area franchised stores	7,977											
Total chain stores	24,574											

• Breakdown of domestic area franchised stores

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Okinawa	326											
Minami-Kyushu	393											
JR KYUSHU RETAIL	205											
Domestic area franchised stores	924											

The information contained in this sheet is confidential and intended for the named recipients only. If you are not an intended recipient of this sheet, you must not copy, distribute or take any other action in reliance on it and you should delete it and notify the sender immediately. This sheet is intended for informational purposes only and is not a solicitation to sell or buy our securities. This sheet is not a secure method of communication and FamilyMart Co., Ltd. can not accept responsibility for the accuracy or completeness of this message or any attachment.