

Monthly Business Performance (May,2020)

June,10 2020

■ Monthly Business Performance

		(YoY change; %)
Existing stores	Daily sales	89.0
	Number of customers	80.1
	Spend per customer	111.2
	Total store sales	86.2

※ 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

	May,2020	Total	Japan total	Overseas stores	Group total
Opening	21	64	/	/	/
Closure	17	61			
Net increase/ decrease	4	3			
Number of Stores	15,689	15,689	16,613	8,032	24,645

■ Number of stores operated by area franchise companies in Japan

Okinawa FamilyMart	Minami-Kyushu FamilyMart	JR KYUSHU RETAIL	Total
327	391	206	924

Overview of May 2020

Continuing on from April, customers refrained from going outside due to the spread of COVID-19, leading to changes in purchasing behavior that impacted sales. However, we also started to see changes in consumption behavior as staying at home and working from home became a more entrenched part of people's lifestyles. Accordingly, sales of daily foods, fresh foods, and seasonings were solid, backed by demand for cooking at home. In addition, demand for cut vegetables rose following the sharp increase in vegetable prices. As a result of these factors, spending per customer increased compared with May 2019.

Also, since the state of emergency was lifted on May 25, we have been seeing a trend of recovery in both customer numbers and sales.

[Daily and Fresh Foods]	Sales of products such as cut vegetables, natto, butter, and margarine were up over May 2019, due to demand for eating at home.
[Frozen Foods]	Sales of frozen noodles, frozen side dishes, and other products that can be easily prepared were robust, exceeding sales levels in May 2019.
[Ice Cream]	Sales of multipack ice cream and luxury ice cream increased year on year due to the trend of refraining from going outside.
[Paper and Sanitary Products]	Sales of paper and sanitary products were up over May 2019 as the supply shortage of masks eased.

■ 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	85.2	89.0									
	Number of customers	89.9	77.8	80.1									
	Spend per customer	102.5	109.3	111.2									

• Total store sales

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
YoY change (%)	92.5	84.8	86.2									

■ Number of Stores

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Opening	11	32	21										64
Closure	24	20	17										61
Net increase/decrease	△ 13	12	4										3
Number of Stores	15,673	15,685	15,689										15,689

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
FamilyMart (non-consolidated)	15,673	15,685	15,689									
Domestic area franchised stores	924	925	924									
Domestic chain stores	16,597	16,610	16,613									
Overseas area franchised stores	7,977	8,008	8,032									
Total chain stores	24,574	24,618	24,645									

• Breakdown of domestic area franchised stores

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Okinawa	326	327	327									
Minami-Kyushu	393	393	391									
JR KYUSHU RETAIL	205	205	206									
Domestic area franchised stores	924	925	924									

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