

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

July,10 2020

**■ Monthly Business Performance**

		(YoY change; %)
Existing stores	Daily sales	91.8
	Number of customers	85.3
	Spend per customer	107.8
	Total store sales	91.7

※ 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**

	June,2020	Total	Japan total	Overseas stores	Group total
Opening	18	82	/	/	/
Closure	11	72			
Net increase/ decrease	7	10			
<b>Number of Stores</b>	<b>15,696</b>	<b>15,696</b>	<b>16,618</b>	<b>8,081</b>	<b>24,699</b>

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

Okinawa FamilyMart	Minami-Kyushu FamilyMart	JR KYUSHU RETAIL	Total
326	389	207	<b>922</b>

**Overview of June 2020**

In June 2020, we began to see a steady recovery in sales of ready-to-eat items as customer numbers started to return to normal following the lifting of the state of emergency at the end of May as well as the removal of voluntary restrictions on travelling across prefectural borders on June 19. In terms of overall sales, there was a trend of gradual recovery in urban areas as people continued to work from home. Meanwhile, in suburban areas, sales promptly recovered due to the continued strong performance of daily foods, fresh foods, and seasonings, which meet the demand for cooking at home.

**[Desserts]** Sales of desserts were significantly higher than they were a year ago due to sales promotions that offered ¥30-off coupons as well as the impacts of television broadcasts.

**[Frozen Foods]** Sales of frozen noodles and frozen side dishes that can be easily prepared continued to be strong. Also, sales of ice and frozen beverages were solid due to warmer weather.

**[Daily Necessities]** Sales of daily necessities were up compared with June 2019, driven by mask sales.

**■ 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	91.8								
	Number of customers	89.9	77.8	80.1	85.3								
	Spend per customer	102.5	109.3	111.2	107.8								

**• Total store sales**

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
YoY change (%)	92.5	84.8	86.2	91.7								

**■ Number of Stores**

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Opening	11	32	21	18									82
Closure	24	20	17	11									72
Net increase/decrease	△ 13	12	4	7									10
Number of Stores	15,673	15,685	15,689	15,696									15,696

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
FamilyMart (non-consolidated)	15,673	15,685	15,689	15,696								
Domestic area franchised stores	924	925	924	922								
Domestic chain stores	16,597	16,610	16,613	16,618								
Overseas area franchised stores	7,977	8,008	8,032	8,081								
Total chain stores	24,574	24,618	24,645	24,699								

**• Breakdown of domestic area franchised stores**

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Okinawa	326	327	327	326								
Minami-Kyushu	393	393	391	389								
JR KYUSHU RETAIL	205	205	206	207								
Domestic area franchised stores	924	925	924	922								

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