

Monthly Business Performance (July,2020)

August 11, 2020

■ Monthly Business Performance

		(YoY change; %)
Existing stores	Daily sales	89.2
	Number of customers	83.8
	Spend per customer	106.4
	Total store sales	89.7

※ 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

	July,2020	Total	Japan total	Overseas stores	Group total
Opening	19	101	/	/	/
Closure	13	85			
Net increase/ decrease	6	16			
Number of Stores	15,702	15,702	16,626	8,096	24,722

■ 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 July 2020

The rainy season ending later than usual and record rainfall across the country resulted in a slump in the sale of summer products such as ice cream and chilled noodles. However, due to the continued strong performance of side dishes, daily foods, and desserts, spending per customer increased compared with July 2019.

Due to the COVID-19 pandemic, the summer vacation period has changed and, because of the cancellation of regular summer activities such as vacations and events nationwide, we have expanded our product lineup of handmade desserts, premium ice creams, and alcoholic beverages for drinking at home to make the time customers spend at home more a little more enjoyable.

In addition, the Summer Festa promotion, which started on July 28 has been performing well, and we expect further sales growth toward the end of the rainy season in August.

[Home-made Desserts] Popular desserts, such as the Soufflé Pudding Series and the Kamadashi Torokeru Pudding, continued to perform well and exceeded levels in July 2019.

[Frozen Foods] Sales of frozen noodles, frozen side dishes, and other products that can be easily prepared were robust.

[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	89.2							
	Number of customers	89.9	77.8	80.1	85.3	83.8							
	Spend per customer	102.5	109.3	111.2	107.8	106.4							

• 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	89.7							

■ Number of Stores

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Opening	11	32	21	18	19								101
Closure	24	20	17	11	13								85
Net increase/decrease	△ 13	12	4	7	6								16
Number of Stores	15,673	15,685	15,689	15,696	15,702								15,702

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
FamilyMart (non-consolidated)	15,673	15,685	15,689	15,696	15,702							
Domestic area franchised stores	924	925	924	922	924							
Domestic chain stores	16,597	16,610	16,613	16,618	16,626							
Overseas area franchised stores	7,977	8,008	8,032	8,081	8,096							
Total chain stores	24,574	24,618	24,645	24,699	24,722							

• Breakdown of domestic area franchised stores

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

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