

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

September 10, 2020

**■ Monthly Business Performance**

		(YoY change; %)
Existing stores	Daily sales	92.3
	Number of customers	88.1
	Spend per customer	104.8
	Total store sales	91.9

※ 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**

	Aug,2020	Total	Japan total	Overseas stores	Group total
Opening	21	122	/	/	/
Closure	14	99			
Net increase/ decrease	7	23			
<b>Number of Stores</b>	<b>15,709</b>	<b>15,709</b>	<b>16,634</b>	<b>8,141</b>	<b>24,775</b>

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

Okinawa FamilyMart	Minami-Kyushu FamilyMart	JR KYUSHU RETAIL	Total
328	391	206	<b>925</b>

**Overview of August 2020**

With the end of the rainy season came a sudden rise in temperature and consecutive extremely hot days. Summer products such as chilled noodles, soft drinks, alcoholic beverages, and ice cream performed well, and daily sales increased compared with August 2019.

Furthermore, sales of “Mother’s Kitchen” products such as side dishes and frozen foods in the effective campaign, which ran August 18th to 31st, resulted in a rise in sales compared with August 2019.

Promotional marketing, including the Summer Festa, which ran between July 28th and August 17th, receipt coupons, and various discount campaigns were successful, and significantly contributed to the recovery of customer numbers and daily sales.

- 【Noodles】** Driven by the sales of chilled noodles due to the rise in temperature, the overall category remained strong.
- 【Side dishes】** Sales were driven by the effective campaign for “Mother’s Kitchen” products, which met the demand for meals at home.
- 【Soft Drinks】** In addition to the rise in temperature, the receipt coupon campaign for water and tea was successful.
- 【Ice Cream】** The “buy two ice creams and get a ¥30 discount” campaign was successful, and resulted in a rise in daily sales compared with August 2019.
- 【Frozen Foods】** Sales of frozen noodles, frozen side dishes, and other products that can be easily prepared continued to be robust.

**■ 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	92.3						
	Number of customers	89.9	77.8	80.1	85.3	83.8	88.1						
	Spend per customer	102.5	109.3	111.2	107.8	106.4	104.8						

**• 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	89.7	91.9						

**■ Number of Stores**

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Opening	11	32	21	18	19	21							122
Closure	24	20	17	11	13	14							99
Net increase/decrease	△ 13	12	4	7	6	7							23
Number of Stores	15,673	15,685	15,689	15,696	15,702	15,709							15,709

	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	15,709						
Domestic area franchised stores	924	925	924	922	924	925						
Domestic chain stores	16,597	16,610	16,613	16,618	16,626	16,634						
Overseas area franchised stores	7,977	8,008	8,032	8,081	8,096	8,141						
Total chain stores	24,574	24,618	24,645	24,699	24,722	24,775						

**• Breakdown of domestic area franchised stores**

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Okinawa	326	327	327	326	327	328						
Minami-Kyushu	393	393	391	389	391	391						
JR KYUSHU RETAIL	205	205	206	207	206	206						
Domestic area franchised stores	924	925	924	922	924	925						

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