

Monthly Business Performance (Sep,2020)

October 12, 2020

■ Monthly Business Performance

		(YoY change; %)
Existing stores	Daily sales	95.3
	Number of customers	86.7
	Spend per customer	110.0
	Total store sales	94.5

※ 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

	Sep,2020	Total	Japan total	Overseas stores	Group total
Opening	13	135	/	/	/
Closure	5	104			
Net increase/ decrease	8	31			
Number of Stores	15,717	15,717	16,642	8,188	24,830

■ Number of stores operated by area franchise companies in Japan

Okinawa FamilyMart	Minami-Kyushu FamilyMart	JR KYUSHU RETAIL	Total
328	391	206	925

Overview of September 2020

This month sales in categories such as side dishes and desserts grew significantly due to the launch of TV commercials for “Mother’ s Kitchen,” as well as introduction of products through media and product promotion through social media. During the long four-day weekend, starting September 19, there was a recovery in demand for recreational activities, including the easing of restrictions on events, which led to strong sales of boxed lunches and confectionary. Additionally, a rush in demand before the cigarette tax hike also boosted sales at existing stores.

【Desserts】 Strong sales for products introduced on TV on September 26, clearing the previous year’ s figure.

【Daily foods and fresh foods】 Sales cleared the previous year’ s figure due to initiatives such as airing TV commercials of “Mother’ s Kitchen” products from September 22 and conducting a discount sale.

【Frozen foods】 As in August, sales of frozen noodles, frozen side dishes, and other products that can be easily prepared continued to be robust.

【Candy】 Sales were robust due to the character collaboration campaign.

■ 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	95.3					
	Number of customers	89.9	77.8	80.1	85.3	83.8	88.1	86.7					
	Spend per customer	102.5	109.3	111.2	107.8	106.4	104.8	110.0					

• 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	94.5					

■ Number of Stores

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Opening	11	32	21	18	19	21	13						135
Closure	24	20	17	11	13	14	5						104
Net increase/decrease	△ 13	12	4	7	6	7	8						31
Number of Stores	15,673	15,685	15,689	15,696	15,702	15,709	15,717						15,717

	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	15,717					
Domestic area franchised stores	924	925	924	922	924	925	925					
Domestic chain stores	16,597	16,610	16,613	16,618	16,626	16,634	16,642					
Overseas area franchised stores	7,977	8,008	8,032	8,081	8,096	8,141	8,188					
Total chain stores	24,574	24,618	24,645	24,699	24,722	24,775	24,830					

• 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	328					
Minami-Kyushu	393	393	391	389	391	391	391					
JR KYUSHU RETAIL	205	205	206	207	206	206	206					
Domestic area franchised stores	924	925	924	922	924	925	925					

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