

Monthly Business Performance (Oct,2020)

November 10, 2020

■ Monthly Business Performance

		(YoY change; %)
Existing stores	Daily sales	93.9
	Number of customers	89.8
	Spend per customer	104.6
	Total store sales	103.2

※ 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

	Oct,2020	Total	Japan total	Overseas stores	Group total
Opening	20	155	/	/	/
Closure	7	111			
Net increase/ decrease	13	44			
Number of Stores	15,730	15,730	16,656	8,214	24,870

■ Number of stores operated by area franchise companies in Japan

Okinawa FamilyMart	Minami-Kyushu FamilyMart	JR KYUSHU RETAIL	Total
329	390	207	926

Overview of October 2020

Since Tokyo prefecture was added to the scope of the Go To Travel Campaign in October, customer numbers were strong as tourist from across the country began returning. Furthermore, the nationwide use of regional coupons began, which was a factor in increased sales of products such as confectionary and alcoholic beverages and boosted sales per customer.

Additionally, sales were strong for *Gochimusubi*, a new series of delicious and meticulously chosen ingredients launched on October 6, which contributed to an increase in the existing sales of rice dishes.

[Desserts] Products introduced on television aired at the end of September and October 17 performed well, clearing the previous year's figure.

[Daily foods and fresh foods] Products introduced on television aired at the end of September performed well, clearing the previous year's figure.

[Frozen foods] As in September, sales of frozen noodles, frozen side dishes, and other products that can be easily prepared continued to be robust.

[Fast food coffee] Sales were strong for coffee following television commercials regarding the renewal of coffee products.

■ 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	93.9				
	Number of customers	89.9	77.8	80.1	85.3	83.8	88.1	86.7	89.8				
	Spend per customer	102.5	109.3	111.2	107.8	106.4	104.8	110.0	104.6				

• 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	103.2				

■ Number of Stores

	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Total
Opening	11	32	21	18	19	21	13	20					155
Closure	24	20	17	11	13	14	5	7					111
Net increase/decrease	△ 13	12	4	7	6	7	8	13					44
Number of Stores	15,673	15,685	15,689	15,696	15,702	15,709	15,717	15,730					15,730

	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	15,730				
Domestic area franchised stores	924	925	924	922	924	925	925	926				
Domestic chain stores	16,597	16,610	16,613	16,618	16,626	16,634	16,642	16,656				
Overseas area franchised stores	7,977	8,008	8,032	8,081	8,096	8,141	8,188	8,214				
Total chain stores	24,574	24,618	24,645	24,699	24,722	24,775	24,830	24,870				

• 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	329				
Minami-Kyushu	393	393	391	389	391	391	391	390				
JR KYUSHU RETAIL	205	205	206	207	206	206	206	207				
Domestic area franchised stores	924	925	924	922	924	925	925	926				

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