



2021/10/5

ABC-MART, INC.

Monthly Sales Report for September 2021, FY 2022

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2021 to FEB 28, 2022 (% change compare with last year)

		2021									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	(%)
Existing Stores	Sales	16.3	65.2	7.3	22.4	-15.6	9.2	-4.3	-3.6	5.6	
	Number of Customers	19.4	67.8	7.0	24.4	-18.0	6.7	-8.3	-6.6	3.6	
	Sales per customer	-2.5	-1.6	0.2	-1.6	3.0	2.3	4.4	3.2	1.9	
All Stores	Sales	19.4	162.0	45.8	56.8	-16.8	11.0	-3.6	-3.7	20.6	
	Number of Customers	21.4	162.5	42.4	57.1	-19.5	8.0	-7.9	-7.0	17.3	
	Sales per customer	-1.6	-0.2	2.4	-0.2	3.3	2.8	4.7	3.6	2.9	
		SEP	OCT	NOV	3Q	2022			4Q	2nd Half	Full Year
Existing Stores	Sales	-4.8									
	Number of Customers	-4.6									
	Sales per customer	-0.2									
All Stores	Sales	-5.1									
	Number of Customers	-5.3									
	Sales per customer	0.2									

Sales Report for FY 2021

		2020									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	(%)
Sales	Existing Stores	-29.9	-45.2	-4.2	-27.6	-0.8	-9.1	-16.0	-8.4	-16.2	
	All Stores	-31.1	-69.3	-44.8	-48.3	-1.0	-9.5	-15.7	-8.6	-30.1	
		SEP	OCT	NOV	3Q	2021			4Q	2nd Half	Full Year
Sales	Existing Stores	-21.1	4.1	-5.4	-9.5	-16.8	-25.2	-9.8	-18.3	-14.5	-15.3
	All Stores	-20.2	0.8	-4.1	-8.2	-15.5	-24.2	-8.5	-17.2	-12.9	-21.8

◇ Sales Summary

In September, there was little impact from typhoons and heavy rains, but there was a drop in customer traffic during Silver Week due to the extension of the state of emergency declaration.

By product, sales of kids' shoes and sports apparel such as sweatshirts were strong due to cooler temperatures.

All stores sales declined by 5.1% to a year ago in this month.

Existing stores sales showed contracted by 4.8% compared to the same period in the previous year.

Store Openings and Closings

Opened: 4 stores

Closed: 4 stores

Number of stores: 1,043 stores