



2021/11/2

ABC-MART, INC.

Monthly Sales Report for October 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	3.1								
	Number of Customers	-4.6	-0.5								
	Sales per customer	-0.2	3.6								
All Stores	Sales	-5.1	4.0								
	Number of Customers	-5.3	0.2								
	Sales per customer	0.2	3.7								

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 October, there was one more Sunday than the previous year.

As the state of emergency was lifted in many areas from the beginning of the month, the number of weekend visitors increased.

The drop in temperature in the middle of the month boosted demand for fall clothing.

By product, kids' shoes performed very well due to demand for school sports day.

Women's shoes also performed well due to the effect of TV commercials.

All stores sales grew 4.0% to a year ago in this month.

Existing stores sales also showed a year on year growth of 3.1% compared to the same period in the previous year.

Store Openings and Closings

Opened: 13 stores

Closed: 4 stores

Number of stores: 1,052 stores