



2021/12/2

ABC-MART, INC.

Monthly Sales Report for November 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	
		2021			2022						
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	-4.8	3.1	-0.9	-0.6						
	Number of Customers	-4.6	-0.5	-4.4	-3.1						
	Sales per customer	-0.2	3.6	3.7	2.6						
All Stores	Sales	-5.1	4.0	-0.3	-0.3						
	Number of Customers	-5.3	0.2	-3.7	-2.9						
	Sales per customer	0.2	3.7	3.5	2.6						

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	
		2020			2021						
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	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 November, the number of Sundays was one less than the previous year.

The number of people increased as the temperature dropped sharply after the middle of the month and reopening of economy. Demand was stimulated by Black Friday sales, and the number of customers at stores increased.

By product, office demand was strong for business shoes and women's shoes performed well.

All stores sales declined by 0.3% to a year ago in this month.

Existing stores sales showed contracted by 0.9% compared to the same period in the previous year.

*Please see the above for the results of the 3rd Quarter.

Store Openings and Closings

Opened: 7 stores

Closed: 0 store

Number of stores: 1,059 stores