



2022/1/5

ABC-MART, INC.

Monthly Sales Report for December 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	14.1					
	Number of Customers	-4.6	-0.5	-4.4	-3.1	8.5					
	Sales per customer	-0.2	3.6	3.7	2.6	5.2					
All Stores	Sales	-5.1	4.0	-0.3	-0.3	14.5					
	Number of Customers	-5.3	0.2	-3.7	-2.9	9.0					
	Sales per customer	0.2	3.7	3.5	2.6	5.0					

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 December, demand for snowfall in Hokkaido, Tohoku and Hokuriku areas and Christmas gift demand increased from the latter half of the month, and with the exception of inbound demand,

the situation was favorable and close to the level before the spread of Covid-19 two years ago.

By product, sales of business shoes and fashion boots with high unit prices were strong.

All stores sales grew 14.5% to a year ago in this month.

Existing stores sales also showed a year on year growth of 14.1% compared to the same period in the previous year.

Store Openings and Closings

Opened: 2 stores

Closed: 0 store

Number of stores: 1,061 stores