



2022/2/2

ABC-MART, INC.

Monthly Sales Report for January 2022, 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
		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	12.8				
	Number of Customers	-4.6	-0.5	-4.4	-3.1	8.5	4.8				
	Sales per customer	-0.2	3.6	3.7	2.6	5.2	7.7				
All Stores	Sales	-5.1	4.0	-0.3	-0.3	14.5	13.5				
	Number of Customers	-5.3	0.2	-3.7	-2.9	9.0	5.5				
	Sales per customer	0.2	3.7	3.5	2.6	5.0	7.7				

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
		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 January, the New Year business season was relatively strong, although it was one day shorter than last year.

In the latter half of the month, the number of customers was sluggish due to the spread of Covid-19 infection,

but due to lower temperatures than last year and snowfall mainly in northern Japan,

sales of boots and outerwear, which have a higher unit price, were strong.

As a result, sales per customer increased.

All stores sales grew 13.5% to a year ago in this month.

Existing stores sales also showed a year on year growth of 12.8% compared to the same period in the previous year.

Store Openings and Closings

Opened: 0 store

Closed: 4 stores

Number of stores: 1,057 stores