



Monthly Sales Report for March 2022, FY 2023

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2022 to FEB 28, 2023 (% change compare with last year)

		2022									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	(%)
Existing Stores	Sales	4.1									
	Number of Customers	0.2									
	Sales per customer	3.9									
All Stores	Sales	5.3									
	Number of Customers	1.1									
	Sales per customer	4.1									
		SEP	OCT	NOV	3Q	DEC	2023		4Q	2nd Half	Full Year
Existing Stores	Sales										
	Number of Customers										
	Sales per customer										
All Stores	Sales										
	Number of Customers										
	Sales per customer										

Sales Report for FY 2022

		2021									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	(%)
Sales	Existing Stores	16.3	65.2	7.3	22.4	-15.6	9.2	-4.3	-3.6	5.6	
	All Stores	19.4	162.0	45.8	56.8	-16.8	11.0	-3.6	-3.7	20.6	
		SEP	OCT	NOV	3Q	DEC	2022		4Q	2nd Half	Full Year
Sales	Existing Stores	-4.8	3.1	-0.9	-0.6	14.1	12.8	-8.3	7.9	3.7	4.5
	All Stores	-5.1	4.0	-0.3	-0.3	14.5	13.5	-7.9	8.4	4.0	11.7

◇ Sales Summary

In March, there was one more day of the week, Saturday, which was a national holiday last year. Although the first half of the month was affected by the cool temperatures and the COVID-19, the number of customers began to increase from the middle of the month, and sales remained strong. By product, sales of business shoes, leather casual shoes, and women's pumps were strong due to increased demand for new lifestyles and offices in the spring. All stores sales grew 5.3% to a year ago in this month. Existing stores sales also showed a year on year growth of 4.1% compared to the same period in the previous year.

Store Openings and Closings

Opened: 7 stores

Closed: 1 store

Number of stores: 1,059 stores