



2022/6/2

ABC-MART, INC.

Monthly Sales Report for May 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	12.9	10.1	8.8						
	Number of Customers	0.2	7.7	3.9	3.8						
	Sales per customer	3.9	4.9	6.0	4.9						
All Stores	Sales	5.3	18.9	27.2	16.7						
	Number of Customers	1.1	13.0	21.1	11.5						
	Sales per customer	4.1	5.2	5.0	4.7						
		2022			2023						
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	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	
		2021			2022						
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	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 May, Saturday was one day less than the day of the week. In addition to local tourist destinations, the number of people visiting major cities such as Tokyo and Osaka is increasing, and sales have been very strong, especially in fashion buildings, shopping centers, and outlet stores.

By product, sales of kid's shoes and leather casual shoes were strong due to demand for leisure activities such as athletic meet and leisure. In addition, due to the rise in temperature, sales of sandals were strong.

All stores sales grew 27.2% to a year ago in this month.

Existing stores sales also showed a year on year growth of 10.1% compared to the same period in the previous year.

*Please see the above for the results of the 1st Quarter.

Store Openings and Closings

Opened: 1 store

Closed: 1 store

Number of stores: 1,070 stores