



2022/10/4

ABC-MART, INC.

## Monthly Sales Report for September 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	6.8	1.2	16.0	7.4	8.1	
	Number of Customers	0.2	7.7	3.9	3.8	1.2	-2.8	7.1	1.5	2.6	
	Sales per customer	3.9	4.9	6.0	4.9	5.5	4.1	8.3	5.8	5.4	
All Stores	Sales	5.3	18.9	27.2	16.7	11.2	2.1	18.1	9.8	13.4	
	Number of Customers	1.1	13.0	21.1	11.5	5.1	-1.9	8.8	3.6	7.6	
	Sales per customer	4.1	5.2	5.0	4.7	5.8	4.1	8.6	6.0	5.4	
					3Q	2023			4Q	2nd Half	Full Year
		SEP	OCT	NOV		DEC	JAN	FEB			
Existing Stores	Sales	18.1									
	Number of Customers	6.3									
	Sales per customer	11.1									
All Stores	Sales	18.5									
	Number of Customers	6.4									
	Sales per customer	11.4									

## 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	
					3Q	2022			4Q	2nd Half	Full Year
		SEP	OCT	NOV		DEC	JAN	FEB			
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 September, two typhoons occurred in the second half of the month, affecting mainly western Japan.

Large shopping centers and suburban outlet malls did well during Silver Week.

By product, sales of leather shoes, women's shoes, and apparel were strong due to good movement of fall products as a result of cooler temperatures.

All stores sales grew 18.5% to a year ago in this month.

Existing stores sales also showed a year on year growth of 18.1% compared to the same period in the previous year.

#### Store Openings and Closings

Opened: 2 stores

Closed: 4 stores

Number of stores: 1,069 stores