



2022/11/2

ABC-MART, INC.

## Monthly Sales Report for October 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	
		SEP	OCT	NOV	3Q	DEC	2023		4Q	2nd Half	Full Year
Existing Stores	Sales	18.1	20.2								
	Number of Customers	6.3	8.6								
	Sales per customer	11.1	10.7								
All Stores	Sales	18.5	21.7								
	Number of Customers	6.4	9.4								
	Sales per customer	11.4	11.2								

## 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 October, holiday was one more day of the week than last year.

Favorable weather conditions led to a large increase in the number of customer in major cities such as Tokyo and Osaka.

By product, sales of thick-soled sneakers were strong due to favorable sales promotion of digital advertising.

The cooler temperatures also resulted in good sales of fall apparel and leather shoes.

All stores sales grew 21.7% to a year ago in this month.

Existing stores sales also showed a year on year growth of 20.2% compared to the same period in the previous year.

#### Store Openings and Closings

Opened: 12 stores

Closed: 3 stores

Number of stores: 1,078 stores