



2022/12/5

ABC-MART, INC.

Monthly Sales Report for November 2022, FY 2023

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

		2022			1Q	JUN	JUL	AUG	2Q	1st Half	
		MAR	APR	MAY							
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	20.2	12.9	16.9						
	Number of Customers	6.3	8.6	2.8	5.8						
	Sales per customer	11.1	10.7	9.9	10.5						
All Stores	Sales	18.5	21.7	14.0	18.0						
	Number of Customers	6.4	9.4	3.3	6.4						
	Sales per customer	11.4	11.2	10.3	10.9						

Sales Report for FY 2022

		2021			1Q	JUN	JUL	AUG	2Q	1st Half	
		MAR	APR	MAY							
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 November, sales were strong due to the start of national travel support, which drew large crowds, especially to central city and tourist destinations.

Inbound demand in the central city is also gradually recovering.

By product, new sneakers, for which sales are being strengthened through digital advertising, drove sales.

Online sales were also strong.

Higher temperatures resulted in strong sales of sweatshirts, long sleeves, and other fall apparel.

All stores sales grew 14.0% to a year ago in this month.

Existing stores sales also showed a year on year growth of 12.9% compared to the same period in the previous year.

*Please see the above for the results of the 3rd Quarter.

Store Openings and Closings

Opened: 4 stores

Closed: 1 store

Number of stores: 1,081 stores