



2023/1/5

ABC-MART, INC.

Monthly Sales Report for December 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	
		2023									
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	18.1	20.2	12.9	16.9	13.9					
	Number of Customers	6.3	8.6	2.8	5.8	2.5					
	Sales per customer	11.1	10.7	9.9	10.5	11.1					
All Stores	Sales	18.5	21.7	14.0	18.0	14.7					
	Number of Customers	6.4	9.4	3.3	6.4	3.0					
	Sales per customer	11.4	11.2	10.3	10.9	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	
		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 December, sales were strong due to demand due to later snowfall in northern Japan than last year and increased demand from inbound tourists in central Tokyo.

By product, sales of boots and apparel, mainly outerwear, performed well due to the drop in temperature and snowfall.

Sneakers continued to perform well due to an increase in gift demand.

All stores sales grew 14.7% to a year ago in this month.

Existing stores sales also showed a year on year growth of 13.9% compared to the same period in the previous year.

Store Openings and Closings

Opened: 2 stores

Closed: 1 store

Number of stores: 1,082 stores