



2023/3/2

ABC-MART, INC.

Monthly Sales Report for February 2023, 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 | 21.8 | 39.8 | 22.4 | 19.8 | 14.0 |
| | Number of Customers | 6.3 | 8.6 | 2.8 | 5.8 | 2.5 | 11.2 | 26.5 | 11.1 | 8.5 | 5.5 |
| | Sales per customer | 11.1 | 10.7 | 9.9 | 10.5 | 11.1 | 9.5 | 10.5 | 10.1 | 10.4 | 8.1 |
| All Stores | Sales | 18.5 | 21.7 | 14.0 | 18.0 | 14.7 | 23.0 | 42.4 | 23.8 | 21.0 | 17.2 |
| | Number of Customers | 6.4 | 9.4 | 3.3 | 6.4 | 3.0 | 11.7 | 27.9 | 11.8 | 9.1 | 8.4 |
| | Sales per customer | 11.4 | 11.2 | 10.3 | 10.9 | 11.4 | 10.1 | 11.4 | 10.7 | 10.9 | 8.2 |

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 | |
| | | 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 February, sales were strong as a result of strong sales of winter goods due to snowfall demand.

Inbound demand has also become brisk.

By product, boots were affected by snowfall, and school demand products such as loafers and sneakers were strong for the new school term.

All stores sales grew 42.4% to a year ago in this month.

Existing stores sales also showed a year on year growth of 39.8% compared to the same period in the previous year.

*Please see the above for the results of the 4rd Quarter, the 2nd Half, and the full year.

Store Openings and Closings

Opened: 0 store

Closed: 2 stores

Number of stores: 1,074 stores