



2023/4/4

ABC-MART, INC.

Monthly Sales Report for March 2023, FY 2024

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2023 to FEB 29, 2024 (% change compare with last year)

		(%)									
		2023									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Existing Stores	Sales	23.2									
	Number of Customers	11.4									
	Sales per customer	10.6									
All Stores	Sales	25.0									
	Number of Customers	12.8									
	Sales per customer	10.9									
		SEP	OCT	NOV	3Q	DEC	2024 JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales										
	Number of Customers										
	Sales per customer										
All Stores	Sales										
	Number of Customers										
	Sales per customer										

Sales Report for FY 2023

		(%)									
		2022									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Sales	Existing Stores	4.1	12.9	10.1	8.8	6.8	1.2	16.0	7.4	8.1	
	All Stores	5.3	18.9	27.2	16.7	11.2	2.1	18.1	9.8	13.4	
		SEP	OCT	NOV	3Q	DEC	2023 JAN	FEB	4Q	2nd Half	Full Year
Sales	Existing Stores	18.1	20.2	12.9	16.9	13.9	21.8	39.8	22.4	19.8	14.0
	All Stores	18.5	21.7	14.0	18.0	14.7	23.0	42.4	23.8	21.0	17.2

◇ Sales Summary

In March, warm temperatures and fine weather brought in large crowds, and sales were favorable. Sales at stores located in shopping centers and downtown commercial facilities were particularly strong. By product, school loafers, new spring sneakers, and apparel were popular. All stores sales grew 25.0% to a year ago in this month. Existing stores sales also showed a year on year growth of 23.2% compared to the same period in the previous year.

Store Openings and Closings

Opened: 8 stores

Closed: 1 store

Number of stores: 1,081 stores