



2023/8/2

ABC-MART, INC.

Monthly Sales Report for July 2023, FY 2024

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

										(%)		
		2023			1Q	JUN	JUL	AUG	2Q	1st Half		
		MAR	APR	MAY								
Existing Stores	Sales	23.2	22.8	15.6	20.4	19.5	24.2					
	Number of Customers	11.4	11.1	4.1	8.7	6.7	11.7					
	Sales per customer	10.6	10.5	11.0	10.7	11.9	11.2					
All Stores	Sales	25.0	23.7	16.3	21.6	19.8	24.4					
	Number of Customers	12.8	11.8	4.8	9.7	7.0	11.9					
	Sales per customer	10.9	10.6	10.9	10.8	12.0	11.2					
		SEP	OCT	NOV	3Q	DEC	2024		4Q	2nd Half	Full Year	
							JAN	FEB				
Existing Stores	Sales											
	Number of Customers											
	Sales per customer											
All Stores	Sales											
	Number of Customers											
	Sales per customer											

Sales Report for FY 2023

										(%)		
		2022			1Q	JUN	JUL	AUG	2Q	1st Half		
		MAR	APR	MAY								
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		4Q	2nd Half	Full Year	
							JAN	FEB				
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 July, sales were strong, especially at street stores and commercial facilities in the city center, due in part to summer vacation demand.

The continued heat wave has greatly increased purchases of summer products.

By product, sales of sandals and T-shirts were strong.

All stores sales grew 24.4% to a year ago in this month.

Existing stores sales also showed a year on year growth of 24.2% compared to the same period in the previous year.

Store Openings and Closings

Opened: 4 stores

Closed: 7 stores

Number of stores: 1,082 stores