



2023/9/5

ABC-MART, INC.

## Monthly Sales Report for August 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	22.8	15.6	20.4	19.5	24.2	20.8	21.6	20.9	
	Number of Customers	11.4	11.1	4.1	8.7	6.7	11.7	13.9	10.6	9.6	
	Sales per customer	10.6	10.5	11.0	10.7	11.9	11.2	6.1	9.9	10.3	
All Stores	Sales	25.0	23.7	16.3	21.6	19.8	24.4	22.0	22.2	21.8	
	Number of Customers	12.8	11.8	4.8	9.7	7.0	11.9	13.8	10.9	10.3	
	Sales per customer	10.9	10.6	10.9	10.8	12.0	11.2	7.2	10.1	10.5	
		SEP	OCT	NOV	3Q	DEC	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	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 August, two typhoons caused store closures in western Japan, but sales remained strong, especially at downtown street stores and commercial facilities.

Purchasing of summer goods was favorable due to the continued nationwide heat wave.

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

All stores sales grew 22.0% to a year ago in this month.

Existing stores sales also showed a year on year growth of 20.8% compared to the same period in the previous year.

\*Please see the above for the results of the 2nd Quarter and the 1st half year.

#### Store Openings and Closings

Opened: 0 store

Closed: 8 stores

Number of stores: 1,074 stores