



MEMBERSHIP

2023/12/5

ABC-MART, INC.

Monthly Sales Report for November 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	
		2024									
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	19.3	7.6	14.1	13.1						
	Number of Customers	7.8	-1.9	7.0	4.0						
	Sales per customer	10.6	9.7	6.6	8.8						
All Stores	Sales	19.2	8.1	14.7	13.6						
	Number of Customers	7.4	-2.1	7.1	3.8						
	Sales per customer	11.0	10.4	7.1	9.4						

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	
		2023									
		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 November, sales were strong due to demand from snowfall, mainly in northern Japan, and the Black Friday sale in late November.

The number of customers remained steady, especially at street stores and commercial facilities in central city.

By product, sales of winter boots and thick outerwear were strong due to snowfall and falling temperatures.

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

Existing stores sales also showed a year on year growth of 14.1% compared to the same period in the previous year.

*Please see the above for the results of the 3rd Quarter.

Store Openings and Closings

Opened: 5 stores

Closed: 2 stores

Number of stores: 1,080 stores