



2024/1/9

ABC-MART, INC.

Monthly Sales Report for December 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	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	
					3Q	DEC	2024		4Q	2nd Half	Full Year
		SEP	OCT	NOV			JAN	FEB			
Existing Stores	Sales	19.3	7.6	14.1	13.1	10.3					
	Number of Customers	7.8	-1.9	7.0	4.0	2.7					
	Sales per customer	10.6	9.7	6.6	8.8	7.5					
All Stores	Sales	19.2	8.1	14.7	13.6	9.8					
	Number of Customers	7.4	-2.1	7.1	3.8	2.0					
	Sales per customer	11.0	10.4	7.1	9.4	7.6					

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	
					3Q	DEC	2023		4Q	2nd Half	Full Year
		SEP	OCT	NOV			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 December, sales were strong due to increased demand for bulk purchases and year-end and New Year's replacement purchases.

By product, sales of high unit-price sneakers and apparel were strong.

All stores sales grew 9.8% to a year ago in this month.

Existing stores sales also showed a year on year growth of 10.3% compared to the same period in the previous year.

Store Openings and Closings

Opened: 5 stores

Closed: 0 store

Number of stores: 1,085 stores