



2024/2/5

ABC-MART, INC.

Monthly Sales Report for January 2024, FY 2024

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

		(%)									
		2023			2024			2024			
		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	19.3	7.6	14.1	13.1	10.3	11.3				
	Number of Customers	7.8	-1.9	7.0	4.0	2.7	6.2				
	Sales per customer	10.6	9.7	6.6	8.8	7.5	4.8				
All Stores	Sales	19.2	8.1	14.7	13.6	9.8	10.7				
	Number of Customers	7.4	-2.1	7.1	3.8	2.0	5.5				
	Sales per customer	11.0	10.4	7.1	9.4	7.6	4.9				

Sales Report for FY 2023

		(%)									
		2022			2023			2023			
		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 January, the day of the week was lined up one day less than the previous year for the New Year's sales, but the first sale attracted many customers and performed well.

The Noto Peninsula earthquake that occurred on New Year's Day caused 30 stores to temporarily close, but they were reopened sequentially from the following day, and the impact was minimal.

By product, winter goods, new sneakers and other apparel also continued to perform well due to the arrival of cold weather.

All stores sales grew 10.7% to a year ago in this month.

Existing stores sales also showed a year on year growth of 11.3% compared to the same period in the previous year.

Store Openings and Closings

Opened: 0 store

Closed: 2 stores

Number of stores: 1,083 stores