



2024/3/5

ABC-MART, INC.

Monthly Sales Report for February 2024, 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	2024			4Q	2nd Half	Full Year
		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	18.1	12.7	12.9	16.8
	Number of Customers	7.8	-1.9	7.0	4.0	2.7	6.2	9.8	5.8	4.9	7.3
	Sales per customer	10.6	9.7	6.6	8.8	7.5	4.8	7.6	6.5	7.6	8.8
All Stores	Sales	19.2	8.1	14.7	13.6	9.8	10.7	17.7	12.1	12.8	17.2
	Number of Customers	7.4	-2.1	7.1	3.8	2.0	5.5	9.3	5.2	4.5	7.5
	Sales per customer	11.0	10.4	7.1	9.4	7.6	4.9	7.7	6.6	7.9	9.0

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	2023			4Q	2nd Half	Full Year
		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 February, there was one more Saturday and leap day compared to the previous year. Sales were strong due to an increase in customers attracted by an inventory clearance sale. By product, spring sneakers, apparel, and school loafers were strong for the new season.

All stores sales grew 17.7% to a year ago in this month.

Existing stores sales also showed a year on year growth of 18.1% compared to the same period in the previous year.

*Please see the above for the results of the 4th Quarter, the 2nd half year and a full year.

Store Openings and Closings

Opened: 0 store

Closed: 2 stores

Number of stores: 1,081 stores