



2020/8/4

ABC-MART, INC.

Monthly Sales Report for July 2020, FY 2021

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2020 to FEB 28, 2021 (% change compare with last year)

		(%)								
		2020								
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half
Existing Stores	Sales	-29.9	-45.2	-4.2	-27.6	-0.8	-9.1			
	Number of Customers	-29.1	-44.2	-4.7	-26.8	3.6	-8.2			
	Sales per customer	-1.2	-1.7	0.5	-1.1	-4.3	-1.0			
All Stores	Sales	-31.1	-69.3	-44.8	-48.3	-1.0	-9.5			
	Number of Customers	-30.4	-68.6	-43.7	-47.5	3.7	-8.4			
	Sales per customer	-0.9	-2.2	-2.0	-1.4	-4.5	-1.2			
		SEP	OCT	NOV	3Q	DEC	2021			
							JAN	FEB	4Q	2nd Half
Existing Stores	Sales									
	Number of Customers									
	Sales per customer									
All Stores	Sales									
	Number of Customers									
	Sales per customer									

Sales Report for FY 2020

		(%)								
		2019								
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half
Sales	Existing Stores	5.0	-3.3	3.9	1.7	5.5	-4.9	1.3	0.4	1.2
	All Stores	6.5	-1.9	4.8	3.0	6.8	-3.1	2.4	1.9	2.5
		SEP	OCT	NOV	3Q	DEC	2020			
							JAN	FEB	4Q	2nd Half
Sales	Existing Stores	7.4	-3.9	2.4	2.7	-4.0	0.3	-3.2	-2.2	-0.2
	All Stores	9.6	-5.1	3.6	2.6	-2.4	1.6	-2.6	-1.0	0.7

◇ Sales Summary

In July, there was one more day of public holidays compared to the previous year.
 However, summer sales at shopping complex were canceled one after another and
 a new coronavirus infection spread again, which had an impact on the number of customers.
 On the merchandise side, the longer rainy season and the cooler temperatures
 led to lower demand for summer products, particularly sandals.
 Online sales continued to be strong.

All stores sales declined by 9.5% to a year ago in this month.
 Existing stores sales showed contracted by 9.1% compared to the same period in the previous year.

Store Openings and Closings

Opened: 3 stores

Closed: 1 store

Number of stores: 1,036 stores