



2021/6/2

ABC-MART, INC.

Monthly Sales Report for May 2021, FY 2022

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2021 to FEB 28, 2022 (% change compare with last year)

		(%)									
		2021									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Existing Stores	Sales	16.3	65.2	7.3	22.4						
	Number of Customers	19.4	67.8	7.0	24.4						
	Sales per customer	-2.5	-1.6	0.2	-1.6						
All Stores	Sales	19.4	162.0	45.8	56.8						
	Number of Customers	21.4	162.5	42.4	57.1						
	Sales per customer	-1.6	-0.2	2.4	-0.2						
						2022					
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales										
	Number of Customers										
	Sales per customer										
All Stores	Sales										
	Number of Customers										
	Sales per customer										

Sales Report for FY 2021

Sales Report for FY 2021										(%)
		2020								
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half
Sales	Existing Stores	-29.9	-45.2	-4.2	-27.6	-0.8	-9.1	-16.0	-8.4	-16.2
	All Stores	-31.1	-69.3	-44.8	-48.3	-1.0	-9.5	-15.7	-8.6	-30.1
		SEP	OCT	NOV	3Q	2021				
						DEC	JAN	FEB	4Q	2nd Half
Sales	Existing Stores	-21.1	4.1	-5.4	-9.5	-16.8	-25.2	-9.8	-18.3	-14.5
	All Stores	-20.2	0.8	-4.1	-8.2	-15.5	-24.2	-8.5	-17.2	-12.9
										Full Year

◇ Sales Summary

In May, the declaration of emergency expanded to nine prefectures, but sales increased significantly compared to last year because we were able to stay open by closing only on weekends.

The most recent closure was 119 stores on weekends and 47 stores on weekdays (160 stores at peak).

Note that 570 stores were closed during the peak period last year and are excluded from the comparable store sales.

In terms of products, sales of kids' shoes and fashion sandals were strong.

All stores sales grew 45.8% to a year ago in this month.

Existing stores sales also showed a year on year growth of 7.3% compared to the same period in the previous year.

Store Openings and Closings

Opened: 2 stores

Closed: 2 stores

Number of stores: 1,042 stores