



2021/7/5

ABC-MART, INC.

Monthly Sales Report for June 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	-15.6				
	Number of Customers	19.4	67.8	7.0	24.4	-18.0				
	Sales per customer	-2.5	-1.6	0.2	-1.6	3.0				
All Stores	Sales	19.4	162.0	45.8	56.8	-16.8				
	Number of Customers	21.4	162.5	42.4	57.1	-19.5				
	Sales per customer	-1.6	-0.2	2.4	-0.2	3.3				
		SEP	OCT	NOV	3Q	2022				
						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

		(%)								
		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
										Full Year
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

◇ Sales Summary

In June, although almost all stores returned to normal business operations following the lifting of the state of emergency declaration except for Okinawa in the second half of the month, sales decreased due to the very large reactionary increase in sales seen from the beginning of the month in the previous year after the emergency declaration.

Sales per customer increased compared to the previous year when all products were discounted.

In terms of products, sales of fashion sandals and kids' shoes continued to be strong, and sales of apparel, with its expanded product lineup, were also strong.

All stores sales declined by 16.8% to a year ago in this month.

Existing stores sales showed contracted by 15.6% compared to the same period in the previous year.

Store Openings and Closings

Opened: 3 stores

Closed: 0 store

Number of stores: 1,045 stores