



ABC-MART, INC.

## Monthly Sales Report for November 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	9.2	-4.3	-3.6	5.6	
	Number of Customers	19.4	67.8	7.0	24.4	-18.0	6.7	-8.3	-6.6	3.6	
	Sales per customer	-2.5	-1.6	0.2	-1.6	3.0	2.3	4.4	3.2	1.9	
All Stores	Sales	19.4	162.0	45.8	56.8	-16.8	11.0	-3.6	-3.7	20.6	
	Number of Customers	21.4	162.5	42.4	57.1	-19.5	8.0	-7.9	-7.0	17.3	
	Sales per customer	-1.6	-0.2	2.4	-0.2	3.3	2.8	4.7	3.6	2.9	
							2022				
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	-4.8	3.1	-0.9	-0.6						
	Number of Customers	-4.6	-0.5	-4.4	-3.1						
	Sales per customer	-0.2	3.6	3.7	2.6						
All Stores	Sales	-5.1	4.0	-0.3	-0.3						
	Number of Customers	-5.3	0.2	-3.7	-2.9						
	Sales per customer	0.2	3.7	3.5	2.6						

Sales	Report	for	FΥ	2021
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3dies Report for F1 2021									_	
	2020									
	MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
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	
						2021				
	SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	-21.1	4.1	-5.4	-9.5	-16.8	-25.2	-9.8	-18.3	-14.5	-15.3
All Stores	-20.2	0.8	-4.1	-8.2	-15.5	-24.2	-8.5	-17.2	-12.9	-21.8
	All Stores  Existing Stores	Existing Stores -29.9 All Stores -31.1 SEP Existing Stores -21.1	MAR         APR           Existing Stores         -29.9         -45.2           All Stores         -31.1         -69.3           SEP         OCT           Existing Stores         -21.1         4.1	MAR         APR         MAY           Existing Stores         -29.9         -45.2         -4.2           All Stores         -31.1         -69.3         -44.8           SEP         OCT         NOV           Existing Stores         -21.1         4.1         -5.4	MAR         APR         MAY         1Q           Existing Stores         -29.9         -45.2         -4.2         -27.6           All Stores         -31.1         -69.3         -44.8         -48.3           SEP         OCT         NOV         3Q           Existing Stores         -21.1         4.1         -5.4         -9.5	MAR         APR         MAY         1Q         JUN           Existing Stores         -29.9         -45.2         -4.2         -27.6         -0.8           All Stores         -31.1         -69.3         -44.8         -48.3         -1.0           SEP         OCT         NOV         3Q         DEC           Existing Stores         -21.1         4.1         -5.4         -9.5         -16.8	MAR         APR         MAY         1Q         JUN         JUL           Existing Stores         -29.9         -45.2         -4.2         -27.6         -0.8         -9.1           All Stores         -31.1         -69.3         -44.8         -48.3         -1.0         -9.5           SEP         OCT         NOV         3Q         DEC         JAN           Existing Stores         -21.1         4.1         -5.4         -9.5         -16.8         -25.2	MAR         APR         MAY         1Q         JUN         JUL         AUG           Existing Stores         -29.9         -45.2         -4.2         -27.6         -0.8         -9.1         -16.0           All Stores         -31.1         -69.3         -44.8         -48.3         -1.0         -9.5         -15.7           SEP         OCT         NOV         3Q         DEC         JAN         FEB           Existing Stores         -21.1         4.1         -5.4         -9.5         -16.8         -25.2         -9.8	MAR         APR         MAY         1Q         JUN         JUL         AUG         2Q           Existing Stores         -29.9         -45.2         -4.2         -27.6         -0.8         -9.1         -16.0         -8.4           All Stores         -31.1         -69.3         -44.8         -48.3         -1.0         -9.5         -15.7         -8.6           SEP         OCT         NOV         3Q         DEC         JAN         FEB         4Q           Existing Stores         -21.1         4.1         -5.4         -9.5         -16.8         -25.2         -9.8         -18.3	2020 MAR         APR APR         MAY         1Q         JUN         JUL         AUG         2Q         1st Half           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         DEC         JAN         FEB         4Q         2nd Half           Existing Stores         -21.1         4.1         -5.4         -9.5         -16.8         -25.2         -9.8         -18.3         -14.5

## $\Diamond$ Sales Summary

In November, the number of Sundays was one less than the previous year.

The number of people increased as the temperature dropped sharply after the middle of the month and reopening of economy. Demand was stimulated by Black Friday sales,

and the number of customers at stores increased.

By product, office demand was strong for business shoes and women's shoes performed well.

All stores sales declined by 0.3% to a year ago in this month.

Existing stores sales showed contracted by 0.9% compared to the same period in the previous year.

\*Please see the above for the results of the 3rd Quarter.

Store Openings and Closings

Opened: 7 stores
Closed: 0 store

Number of stores: 1,059 stores