



Monthly Sales Report for May 2019, FY 2020

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2019 to FEB 29, 2020 (% change compare with last year)

		(%)								
		2019								
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half
Existing Stores	Sales	5.0	-3.3	3.9	1.7					
	Number of Customers	3.1	-5.8	1.3	-0.7					
	Sales per customer	1.9	2.7	2.6	2.4					
All Stores	Sales	6.5	-1.9	4.8	3.0					
	Number of Customers	4.7	-4.4	2.3	0.7					
	Sales per customer	1.7	2.6	2.5	2.3					
		SEP	OCT	NOV	3Q	DEC	2020			
							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 2019

		(%)								
		2018								
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half
Sales	Existing Stores	6.9	1.1	-5.4	0.7	5.3	-2.9	2.9	1.5	1.1
	All Stores	7.9	1.7	-4.7	1.5	5.8	-2.2	3.4	2.1	1.8
		SEP	OCT	NOV	3Q	DEC	2019			
							JAN	FEB	4Q	2nd Half
										Full Year
Sales	Existing Stores	8.7	-4.7	0.4	0.7	6.1	-0.2	2.7	2.9	1.9
	All Stores	7.7	-3.0	2.1	2.0	7.8	1.1	4.8	4.5	3.3

◇ Sales Summary

In May, holidays were two days more than last year due to changing to the Reiwa era.

Kids shoes, sandals and ladies shoes performed well due to increased holiday demand due to long holidays, increased children's sports event demand and rising temperatures from the second half of the month.

All stores sales grew 4.8% to a year ago in this month.

Existing stores sales also showed a year on year growth of 3.9% compared to the same period in the previous year.

*Please see the above for the results of the 1st Quarter.

Store Openings and Closings

Opened: 0 store

Closed: 3 stores

Number of stores: 1,006 stores