



2019/11/6

ABC-MART, INC.

Monthly Sales Report for October 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 | 5.5 | -4.9 | 1.3 | 0.4 | 1.2 |
| | Number of Customers | 3.1 | -5.8 | 1.3 | -0.7 | 3.6 | -9.9 | -1.0 | -2.8 | -1.7 |
| | Sales per customer | 1.9 | 2.7 | 2.6 | 2.4 | 1.8 | 5.6 | 2.3 | 3.3 | 2.9 |
| All Stores | Sales | 6.5 | -1.9 | 4.8 | 3.0 | 6.8 | -3.1 | 2.4 | 1.9 | 2.5 |
| | Number of Customers | 4.7 | -4.4 | 2.3 | 0.7 | 4.7 | -8.5 | -0.3 | -1.7 | -0.4 |
| | Sales per customer | 1.7 | 2.6 | 2.5 | 2.3 | 1.9 | 5.9 | 2.8 | 3.6 | 2.9 |
| | | SEP | OCT | NOV | 3Q | DEC | 2020 | | | |
| | | | | | | | JAN | FEB | 4Q | 2nd Half |
| Existing Stores | Sales | 7.4 | -3.9 | | | | | | | |
| | Number of Customers | 3.2 | -4.7 | | | | | | | |
| | Sales per customer | 4.1 | 0.8 | | | | | | | |
| All Stores | Sales | 9.6 | -5.1 | | | | | | | |
| | Number of Customers | 4.9 | -5.7 | | | | | | | |
| | Sales per customer | 4.4 | 0.7 | | | | | | | |

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 |
| 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 October, national holiday was one day more compared to a year ago.

Although sales were sluggish due to the consumption tax hike and the mid-month typhoon, sales were firm from the second half.

Sales of kids' shoes were favorable.

All stores sales declined by 5.1% to a year ago in this month.

Existing stores sales showed contracted by 3.9% compared to the same period in the previous year.

Store Openings and Closings

Opened: 7 stores

Closed: 1 store

Number of stores: 1,015 stores