



2019/12/3

ABC-MART, INC.

Monthly Sales Report for November 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	2.4	2.7					
	Number of Customers	3.2	-4.7	1.7	0.8					
	Sales per customer	4.1	0.8	0.7	1.9					
All Stores	Sales	9.6	-5.1	3.6	2.6					
	Number of Customers	4.9	-5.7	3.0	0.8					
	Sales per customer	4.4	0.7	0.6	1.8					

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 November, Saturday was one day more compared to a year ago.

Due to the drop in temperature from the second half of the month and the sales of black friday starting from 2 years ago, sales were strong.

Sales of ladies shoes were favorable, especially boots advertised on TV commercials, were strong.

All stores sales grew 3.6% to a year ago in this month.

Existing stores sales also showed a year on year growth of 2.4% 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: 6 stores

Closed: 1 store

Number of stores: 1,020 stores