



### Monthly Sales Report for December 2017, FY 2018

\*\*\* \*ABC-MART\* Sales Summary fiscal period from MAR 1, 2017 to FEB 28, 2018 (% change compare with last year)

(%)

		2017			2018						
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Existing Stores	Sales	-1.9	5.5	-0.9	0.9	2.7	2.3	5.2	3.3	2.0	
	Number of Customers	-1.9	5.3	-1.0	0.8	2.8	5.2	5.8	4.6	2.7	
	Sales per customer	0.0	0.2	0.1	0.1	0.0	-2.7	-0.5	-1.3	-0.6	
All Stores	Sales	-1.6	6.3	0.1	1.6	3.4	3.0	6.3	4.2	2.8	
	Number of Customers	-1.5	6.1	0.2	1.6	3.6	6.1	7.2	5.7	3.6	
	Sales per customer	0.0	0.1	-0.1	0.0	-0.2	-2.9	-0.9	-1.4	-0.8	
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	2.9	2.5	8.4	4.6	5.8					
	Number of Customers	3.0	1.0	6.9	3.6	6.1					
	Sales per customer	-0.2	1.5	1.4	1.0	-0.3					
All Stores	Sales	3.0	2.4	8.3	4.5	5.9					
	Number of Customers	3.4	1.0	7.0	3.7	6.1					
	Sales per customer	-0.4	1.4	1.3	0.8	-0.2					

### Sales Report for FY 2017

(%)

		2016			2017						
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Sales	Existing Stores	6.0	3.4	-0.8	2.7	-0.5	5.5	-4.3	0.4	1.6	
	All Stores	10.3	7.1	2.7	6.6	2.7	8.3	-2.2	3.1	4.9	
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Sales	Existing Stores	-5.8	6.5	-1.9	-0.3	3.9	-1.0	-3.0	0.3	0.0	0.9
	All Stores	-4.0	8.3	-1.2	1.1	4.3	0.0	-1.9	1.1	1.1	3.1

### ◇ Sales Summary

In December, although Saturday was one day less compared to a year ago, the year-end shopping battle remained very strong, as attracted customers mainly in downtown Tokyo and Osaka and demand due to snowfalls in Hokkaido and Hokuriku expanded. Sales of sports shoes and kids shoes were good. Sales of waterproof shoes were also favorable due to snowfall demand.

All stores sales grew 5.9% to a year ago in this month.

Existing stores sales also showed a year on year growth of 5.8% compared to the same period in the previous year.

#### Store Openings and Closings

Opened: 0 store

Closed: 0 store

Number of stores: 948 stores