



Monthly Sales Report for February 2018, FY 2018

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

(%)

| | | 2017 | | | | | | | | | |
|-----------------|---------------------|------|-----|------|-----|------|------|------|------|----------|-----------|
| | | 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 | 2018 | | 4Q | 2nd Half | Full Year |
| | | | | | | | JAN | FEB | | | |
| Existing Stores | Sales | 2.9 | 2.5 | 8.4 | 4.6 | 5.8 | 5.7 | 7.2 | 6.1 | 5.4 | 3.6 |
| | Number of Customers | 3.0 | 1.0 | 6.9 | 3.6 | 6.1 | 5.8 | 5.4 | 5.8 | 4.7 | 3.6 |
| | Sales per customer | -0.2 | 1.5 | 1.4 | 1.0 | -0.3 | -0.1 | 1.8 | 0.3 | 0.6 | 0.0 |
| All Stores | Sales | 3.0 | 2.4 | 8.3 | 4.5 | 5.9 | 5.4 | 6.7 | 5.9 | 5.3 | 4.0 |
| | Number of Customers | 3.4 | 1.0 | 7.0 | 3.7 | 6.1 | 5.6 | 4.9 | 5.6 | 4.7 | 4.1 |
| | Sales per customer | -0.4 | 1.4 | 1.3 | 0.8 | -0.2 | -0.1 | 1.7 | 0.3 | 0.6 | -0.1 |

Sales Report for FY 2017

(%)

| | | 2016 | | | | | | | | | |
|-------|-----------------|------|-----|------|------|------|------|------|-----|----------|-----------|
| | | 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 | 2017 | | 4Q | 2nd Half | Full Year |
| | | | | | | | JAN | FEB | | | |
| 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 February, sales were very strong due to the holidays and the increased demand for inbound in urban areas by the Lunar New Year.

Sales of sports shoes and kids shoes were very favorable, mainly in spring new items.

All stores sales grew 6.7% to a year ago in this month.

Existing stores sales also showed a year on year growth of 7.2% compared to the same period in the previous year.

*Please see the above for the results of the 4th Quarter, the 2st Half year, and the full year.

Store Openings and Closings

Opened: 2 stores

Closed: 4 stores

Number of stores: 939 stores