

ABC-MART Comments on monthly sales trends

fiscal period from MAR 1, 2018 to FEB 28, 2019

March monthly comment

Sales information

Existing stores sales showed YoY growth of 6.9%. All stores sales grew 7.9%.

In March, the weather was blessed nationwide, the temperature climbed quickly, and sales were very strong.

Saturday was one day more compared to a year ago.

Sales of women's pumps and business shoes were good, especially the items of TV commercial.

Store Opening and closing information

Opened: 16 stores

Closed: 0 store

Number of stores: 955 stores

April monthly comment

Sales information

Existing stores sales showed YoY growth of 1.1%. All stores sales grew 1.7%.

In April, spring demand increased as the temperature rose, and sales were favorable.

Sales of fashion sneakers, especially TVCM advertising items, and sales of sandals and apparel have been strong.

Store Opening and closing information

Opened: 10 stores

Closed: 0 store

Number of stores: 965 stores

May monthly comment

Sales information

Existing stores sales showed YoY contracted by 5.4%. All stores sales declined by 4.7%.

In May, holidays were one day less than last year.

Since the weather was unseasonable after Golden Week, sales of summer goods were sluggish, but sales of apparel that we are newly working on were very good.

Store Opening and closing information

Opened: 1 store

Closed: 2 stores

Number of stores: 964 stores

June monthly comment

Sales information

Existing stores sales showed YoY growth of 5.3%. All stores sales grew 5.8%.

In June, Saturday was one day more compared to a year ago. The impact of the Osaka Earthquake on sales was minor.

Sales of sandals slowed down due to the low temperature,

but sales of functional waterproof shoes were good due to the rainy season.

Store Opening and closing information

Opened: 5 stores

Closed: 3 stores

Number of stores: 966 stores

July monthly comment

Sales information

Existing stores sales showed YoY contracted by 2.9%. All stores sales declined by 2.2%.

In July, Saturday was one day less compared to a year ago.

Sales of sandals were very strong due to the hot weather.

Due to heavy rain in western Japan and the impact of the large typhoon, sales slowed.

Store Opening and closing information

Opened: 3 stores

Closed: 2 stores

Number of stores: 967 stores

August monthly comment

Sales information

Existing stores sales showed YoY growth of 2.9%. All stores sales grew 3.4%.

In August, there were many days of bad weather such as typhoons,

but sales in general remained strong mainly in Obon holidays.

Sales of sandals were continually favorable due to the high temperature.

Store Opening and closing information

Opened: 2 stores

Closed: 1 store

Number of stores: 968 stores

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September monthly comment

Sales information

Existing stores sales showed YoY growth of 8.7%. All stores sales grew 7.7%.

In September, Sundays and public holidays were one day more than the previous year.

Although it became a month suffering from natural disasters,

the fall of the temperature from the latter half of the month and the advertisement by the TV commercial were successful, and sales were very strong, especially in the autumn's new products.

Store Opening and closing information

Opened: 8 stores

Closed: 3 stores

Number of stores: 973 stores

October monthly comment

Sales information

Existing stores sales showed YoY contracted by 4.7%. All stores sales declined by 3.0%.

In October, as Sunday was one day less than the previous year and the temperature was higher, the sales of seasonal items slowed down.

Sales of sports shoes, kids shoes, and apparel were good due to the demand of various events in autumn.

Store Opening and closing information

Opened: 5 stores

Closed: 0 store

Number of stores: 978 stores

November monthly comment

Sales information

Existing stores sales showed YoY growth of 0.4%. All stores sales grew 2.1%.

In November, although the first holiday of the month was Saturday and the holidays were one day less, the sales were favorable as the Black Friday Sale Period overlapped with the sharp temperature drop from the latter half of the month.

Sales of sports shoes, kids shoes, and apparel were strong.

Store Opening and closing information

Opened: 13 stores

Closed: 0 store

Number of stores: 991 stores

December monthly comment

Sales information

Existing stores sales showed YoY growth of 6.1%. All stores sales grew 7.8%.

In December, holidays were one day more than last year.

Demand for snowfall mainly in Northern Japan and demand for replacement for New Year were many, and sales were very strong. In addition to waterproof and cold weather shoes, sales of sports shoes, kids shoes and apparel continued to be favorable.

Store Opening and closing information

Opened: 2 stores

Closed: 1 store

Number of stores: 992 stores

January monthly comment

Sales information

Existing stores sales showed YoY contracted by 0.2%. All stores sales grew 1.1%.

In January, the New Year's sale period was short for one day.

As there was no demand for snowfall mainly in the Tokyo metropolitan area, compared to last year, existing stores sales decreased slightly year on year.

Sales of sports shoes, kids shoes and apparel were favorable.

Store Opening and closing information

Opened: 0 store

Closed: 3 stores

Number of stores: 989 stores

February monthly comment

Sales information

Existing stores sales showed YoY growth of 2.7%. All stores sales grew 4.8%.

In February, the weather was blessed nationwide, spring demand increased as the temperature went up, and sales were strong.

Sales of sports shoes and kids shoes, especially for spring new items, and sales of apparels performed well.

Store Opening and closing information

Opened: 0 store

Closed: 2 stores

Number of stores: 987 stores