



### Monthly Sales Report for September 2018, FY 2019

\*\*\* "ABC-MART" Sales Summary fiscal period from MAR 1, 2018 to FEB 28, 2019 (% change compare with last year)

		(%)									
		2018									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Existing Stores	Sales	6.9	1.1	-5.4	0.7	5.3	-2.9	2.9	1.5	1.1	
	Number of Customers	7.8	2.3	-5.9	1.1	3.3	-6.5	3.1	-0.5	0.3	
	Sales per customer	-0.8	-1.2	0.5	-0.4	1.9	3.9	-0.2	2.0	0.7	
All Stores	Sales	7.9	1.7	-4.7	1.5	5.8	-2.2	3.4	2.1	1.8	
	Number of Customers	8.8	3.2	-4.9	2.1	4.1	-5.6	3.7	0.3	1.2	
	Sales per customer	-0.9	-1.4	0.2	-0.6	1.6	3.6	-0.3	1.8	0.6	
		SEP	OCT	NOV	3Q	DEC	2019 JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	8.7									
	Number of Customers	7.4									
	Sales per customer	1.2									
All Stores	Sales	7.7									
	Number of Customers	6.3									
	Sales per customer	1.3									

### Sales Report for FY 2018

		(%)									
		2017									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Sales	Existing Stores	-1.9	5.5	-0.9	0.9	2.7	2.3	5.2	3.3	2.0	
	All Stores	-1.6	6.3	0.1	1.6	3.4	3.0	6.3	4.2	2.8	
		SEP	OCT	NOV	3Q	DEC	2018 JAN	FEB	4Q	2nd Half	Full Year
Sales	Existing Stores	2.9	2.5	8.4	4.6	5.8	5.7	7.2	6.1	5.4	3.6
	All Stores	3.0	2.4	8.3	4.5	5.9	5.4	6.7	5.9	5.3	4.0

#### ◇ Sales Summary

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.

All stores sales grew 7.7% to a year ago in this month.

Existing stores sales also showed a year on year growth of 8.7% compared to the same period in the previous year.

\*Noted that the store was closed by the earthquake and typhoons, it has been excluded from the existing stores sales.

#### Store Openings and Closings

Opened: 8 stores

Closed: 3 stores

Number of stores: 973 stores