



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

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

(%)

		2018			1Q	JUN	JUL	AUG	2Q	1st Half			
		MAR	APR	MAY									
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	-4.7	0.4	0.7	6.1							
	Number of Customers	7.4	-4.4	0.8	0.7	4.4							
	Sales per customer	1.2	-0.3	-0.5	-0.1	1.6							
All Stores	Sales	7.7	-3.0	2.1	2.0	7.8							
	Number of Customers	6.3	-2.8	2.5	1.9	6.3							
	Sales per customer	1.3	-0.2	-0.4	0.1	1.4							

### Sales Report for FY 2018

(%)

		2017			1Q	JUN	JUL	AUG	2Q	1st Half			
		MAR	APR	MAY									
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 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.

All stores sales grew 7.8% to a year ago in this month.

Existing stores sales also showed a year on year growth of 6.1% compared to the same period in the previous year.

#### Store Openings and Closings

Opened: 2 stores

Closed: 1 store

Number of stores: 992 stores