



Monthly Sales Report for June 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					
	Number of Customers	7.8	2.3	-5.9	1.1	3.3					
	Sales per customer	-0.8	-1.2	0.5	-0.4	1.9					
All Stores	Sales	7.9	1.7	-4.7	1.5	5.8					
	Number of Customers	8.8	3.2	-4.9	2.1	4.1					
	Sales per customer	-0.9	-1.4	0.2	-0.6	1.6					
		SEP	OCT	NOV	3Q	DEC	2019 JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales										
	Number of Customers										
	Sales per customer										
All Stores	Sales										
	Number of Customers										
	Sales per customer										

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 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.

All stores sales grew 5.8% to a year ago in this month.

Existing stores sales also showed a year on year growth of 5.3% compared to the same period in the previous year.

Note: with regard to the 37 stores that were affected by the Osaka earthquake that occurred on June 18, are excluded from the subject of the existing stores sales.

Store Openings and Closings

Opened: 5 stores

Closed: 3 stores

Number of stores: 966 stores