

ABC-MART Comments on monthly sales trends

fiscal period from MAR 1, 2019 to FEB 29, 2020

March monthly comment

Sales information

Existing stores sales showed YoY growth of 5.0%. All stores sales grew 6.5%.

In March, Sunday was one day more compared to a year ago. The rise in temperatures in the first half of the month led to strong sales of sports shoes, kids shoes and apparel, especially in the spring for new sneakers.

Sales of the women's office pumps, which were advertised on TV commercials, were performing well due to the wide selection of shoes.

Store Opening and closing information

Opened: 12 stores

Closed: 0 store

Number of stores: 999 stores

April monthly comment

Sales information

Existing stores sales showed YoY contracted by 3.3%. All stores sales declined by 1.9%.

In April, temperatures did not rise and demand for spring items was sluggish.

Sales of kids shoes and apparel were favorable.

Store Opening and closing information

Opened: 11 stores

Closed: 1 store

Number of stores: 1,009 stores

May monthly comment

Sales information

Existing stores sales showed YoY growth of 3.9%. All stores sales grew 4.8%.

In May, holidays were two days more than last year due to changing to the Reiwa era.

Kids shoes, sandals and ladies shoes performed well due to increased holiday demand due to long holidays, increased children's sports event demand and rising temperatures from the second half of the month.

Store Opening and closing information

Opened: 0 store

Closed: 3 stores

Number of stores: 1,006 stores

June monthly comment

Sales information

Existing stores sales showed YoY growth of 5.5%. All stores sales grew 6.8%.

In June, Sunday was one day more compared to a year ago. In addition to strong sales of sports shoes and kids shoes, sales of seasonal items such as sandals and waterproofs were also strong.

Ladies shoes were also strong, especially for ladies sandals.

Store Opening and closing information

Opened: 4 stores

Closed: 2 stores

Number of stores: 1,008 stores

July monthly comment

Sales information

Existing stores sales showed YoY contracted by 4.9%. All stores sales declined by 3.1%.

In July, Sunday was one day less compared to a year ago. Sales of summer items, especially sandals were sluggish, as the end of the rainy season and temperature rise came late by a month compared to last year.

Sales of canvas sneakers were strong.

Store Opening and closing information

Opened: 1 store

Closed: 4 stores

Number of stores: 1,005 stores

August monthly comment

Sales information

Existing stores sales showed YoY growth of 1.3%. All stores sales grew 2.4%.

In August, although the Typhoon during the Obon Holidays had an impact on customer attraction, sales were generally strong.

Sales of Sandals were strong due to the hot weather.

Store Opening and closing information

Opened: 2 stores

Closed: 1 store

Number of stores: 1,006 stores

ABC-MART Comments on monthly sales trends

fiscal period from MAR 1, 2019 to FEB 29, 2020

September monthly comment

Sales information

Existing stores sales showed YoY growth of 7.4%. All stores sales grew 9.6%.

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

Due to special demand before the consumption tax increase, sales in the second half of the month were very strong.

Sales of Sports shoes were favorable.

Store Opening and closing information

Opened: 8 stores

Closed: 5 stores

Number of stores: 1,009 stores

October monthly comment

Sales information

Existing stores sales showed YoY contracted by 3.9%. All stores sales declined by 5.1%.

In October, national holiday was one day more compared to a year ago.

Although sales were sluggish due to the consumption tax hike and the mid-month typhoon, sales were firm from the second half.

Sales of kids' shoes were favorable.

Store Opening and closing information

Opened: 7 stores

Closed: 1 store

Number of stores: 1,015 stores

November monthly comment

Sales information

Existing stores sales showed YoY growth of 2.4%. All stores sales grew 3.6%.

In November, Saturday was one day more compared to a year ago.

Due to the drop in temperature from the second half of the month and the sales of black friday starting from 2 years ago, sales were strong.

Sales of ladies shoes were favorable, especially boots advertised on TV commercials, were strong.

Store Opening and closing information

Opened: 6 stores

Closed: 1 store

Number of stores: 1,020 stores

December monthly comment

Sales information

Existing stores sales showed YoY contracted by 4.0%. All stores sales declined by 2.4%.

In December, weekends and holidays were two days less compared to a year ago.

Sales during the year-end sales were firm.

Sales of seasonal items were sluggish due to high temperatures and no snowfall, but sales of sports shoes and apparel were reasonably good.

Store Opening and closing information

Opened: 1 store

Closed: 0 store

Number of stores: 1,021 stores

January monthly comment

Sales information

Existing stores sales showed YoY growth of 0.3%. All stores sales grew 1.6%.

In January, although New Year's Day was one day shorter than last year,

sales were relatively strong due to the blessed weather and the first sales period continued until Adults' Day.

Sales of sneakers and apparels, especially for spring new items, performed well.

Store Opening and closing information

Opened: 0 store

Closed: 2 stores

Number of stores: 1,019 stores

February monthly comment

Sales information

Existing stores sales showed YoY contracted by 3.2%. All stores sales declined by 2.6%.

In February, although there were one more national holiday and one leap day compared to last year,

due to the effect of the new coronavirus, the number of customers dropped significantly from the latter half of the month.

Sales of business shoes, ladies' pumps and loafers for freshmen and school were relatively strong.

Store Opening and closing information

Opened: 0 store

Closed: 3 stores

Number of stores: 1,016 stores