



### Monthly Sales Report for March 2019, FY 2020

\*\*\* \*ABC-MART\* Sales Summary fiscal period from MAR 1, 2019 to FEB 29, 2020 (% change compare with last year)

		(%)									
		2019			1Q	JUN	JUL	AUG	2Q	1st Half	
		MAR	APR	MAY							
Existing Stores	Sales	5.0									
	Number of Customers	3.1									
	Sales per customer	1.9									
All Stores	Sales	6.5									
	Number of Customers	4.7									
	Sales per customer	1.7									
		SEP	OCT	NOV	3Q	DEC	2020		4Q	2nd Half	Full Year
		JAN	FEB								
Existing Stores	Sales										
	Number of Customers										
	Sales per customer										
All Stores	Sales										
	Number of Customers										
	Sales per customer										

### Sales Report for FY 2019

		(%)									
		2018			1Q	JUN	JUL	AUG	2Q	1st Half	
		MAR	APR	MAY							
Sales	Existing Stores	6.9	1.1	-5.4	0.7	5.3	-2.9	2.9	1.5	1.1	
	All Stores	7.9	1.7	-4.7	1.5	5.8	-2.2	3.4	2.1	1.8	
		SEP	OCT	NOV	3Q	DEC	2019		4Q	2nd Half	Full Year
		JAN	FEB								
Sales	Existing Stores	8.7	-4.7	0.4	0.7	6.1	-0.2	2.7	2.9	1.9	1.5
	All Stores	7.7	-3.0	2.1	2.0	7.8	1.1	4.8	4.5	3.3	2.5

### ◇ Sales Summary

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.

All stores sales grew 6.5% to a year ago in this month. Existing stores sales also showed a year on year growth of 5.0% compared to the same period in the previous year.

#### Store Openings and Closings

Opened: 12 stores  
 Closed: 0 store

Number of stores: 999 stores