

ABC-MART Comments on monthly sales trends

fiscal period from MAR 1, 2023 to FEB 29, 2024

March monthly comment

Sales information

Existing stores sales showed YoY growth of 23.2%. All stores sales grew 25.0%.

In March, warm temperatures and fine weather brought in large crowds, and sales were favorable.

Sales at stores located in shopping centers and downtown commercial facilities were particularly strong.

By product, school loafers, new spring sneakers, and apparel were popular.

Store Opening and closing information

Opened: 8 stores

Closed: 1 store

Number of stores: 1,081 stores

April monthly comment

Sales information

Existing stores sales showed YoY growth of 22.8%. All stores sales grew 23.7%.

In April, sales of seasonal products were strong due to the warmer weather.

The first half of the month attracted more customers due to school demand and the second half due to holiday demand.

By product, new sneakers featuring popular artists, sandals and T-shirts performed well.

Store Opening and closing information

Opened: 10 stores

Closed: 4 stores

Number of stores: 1,087 stores

May monthly comment

Sales information

Existing stores sales showed YoY growth of 19.5%. All stores sales grew 19.8%.

In June, sales were strong due to a large turnout,

especially at shopping centers and street stores in the city center.

Since the temperatures were higher, many summer products were purchased.

By product, waterproof shoes and sandals continued to perform well.

Store Opening and closing information

Opened: 4 stores

Closed: 4 stores

Number of stores: 1,085 stores

June monthly comment

Sales information

Existing stores sales showed YoY growth of 19.5%. All stores sales grew 19.8%.

In June, sales were strong due to a large turnout,

especially at shopping centers and street stores in the city center.

Since the temperatures were higher, many summer products were purchased.

By product, waterproof shoes and sandals continued to perform well.

Store Opening and closing information

Opened: 4 stores

Closed: 4 stores

Number of stores: 1,085 stores

July monthly comment

Sales information

Existing stores sales showed YoY growth of 24.2%. All stores sales grew 24.4%.

In July, sales were strong, especially at street stores and commercial facilities in the city center,

due in part to summer vacation demand.

The continued heat wave has greatly increased purchases of summer products.

By product, sales of sandals and T-shirts were strong.

Store Opening and closing information

Opened: 4 stores

Closed: 7 stores

Number of stores: 1,082 stores

August monthly comment

Sales information

Existing stores sales showed YoY growth of 20.8%. All stores sales grew 22.0%.

In August, two typhoons caused store closures in western Japan, but sales remained strong, especially at downtown street stores and commercial facilities.

Purchasing of summer goods was favorable due to the continued nationwide heat wave.

By product, sales of sandals and T-shirts were strong.

Store Opening and closing information

Opened: 0 store

Closed: 8 stores

Number of stores: 1,074 stores

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September monthly comment

Sales information

Existing stores sales showed YoY growth of 19.3%. All stores sales grew 19.2%.

In September, the weather was relatively favorable, resulting in strong sales at downtown street stores, commercial facilities, and shopping centers.

By product, new fall sneakers and apparel, mainly items reinforced by sales promotions, performed well.

Store Opening and closing information

Opened: 3 stores

Closed: 1 store

Number of stores: 1,076 stores

October monthly comment

Sales information

Existing stores sales showed YoY growth of 7.6%. All stores sales grew 8.1%.

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

Weather conditions were favorable, and sales remained steady, especially at downtown street stores and commercial facilities.

Inbound demand also increased due to National Day of China in early October.

By product, walking shoes performed well due to the tourist season, and apparel such as sweatshirts and shirts performed well due to high temperatures.

Store Opening and closing information

Opened: 1 store

Closed: 0 store

Number of stores: 1,077 stores

November monthly comment

Sales information

Existing stores sales showed YoY growth of 14.1%. All stores sales grew 14.7%.

In November, sales were strong due to demand from snowfall, mainly in northern Japan, and the Black Friday sale in late November.

The number of customers remained steady, especially at street stores and commercial facilities in central city.

By product, sales of winter boots and thick outerwear were strong due to snowfall and falling temperatures.

Store Opening and closing information

Opened: 5 stores

Closed: 2 stores

Number of stores: 1,080 stores

December monthly comment

Sales information

Existing stores sales showed YoY growth of 10.3%. All stores sales grew 9.8%.

In December, sales were strong due to increased demand for bulk purchases and year-end and New Year's replacement purchases.

By product, sales of high unit-price sneakers and apparel were strong.

Store Opening and closing information

Opened: 5 stores

Closed: 0 store

Number of stores: 1,085 stores

January monthly comment

Sales information

Existing stores sales showed YoY growth of 11.3%. All stores sales grew 10.7%.

In January, the day of the week was lined up one day less than the previous year for the New Year's sales, but the first sale attracted many customers and performed well.

The Noto Peninsula earthquake that occurred on New Year's Day caused 30 stores to temporarily close, but they were reopened sequentially from the following day, and the impact was minimal.

By product, winter goods, new sneakers and other apparel also continued to perform well due to the arrival of cold weather.

Store Opening and closing information

Opened: 0 store

Closed: 2 stores

Number of stores: 1,083 stores

February monthly comment

Sales information

Existing stores sales showed YoY growth of 18.1%. All stores sales grew 17.7%.

In February, there was one more Saturday and leap day compared to the previous year.

Sales were strong due to an increase in customers attracted by an inventory clearance sale.

By product, spring sneakers, apparel, and school loafers were strong for the new season.

Store Opening and closing information

Opened: 0 store

Closed: 2 stores

Number of stores: 1,081 stores