

ABC-MART Comments on monthly sales trends
fiscal period from MAR 1, 2017 to FEB 28, 2018**March monthly comment**

Sales information

Existing stores sales showed YoY contracted by 1.9%. All stores sales declined by 1.6%.

In March, sales declined as spring demand did not increase as the temperature did not rise.

In the products, sales of sneakers were good.

And sales of sports shoes and ladies shoes advertised on TV commercials etc. grew.

Store Opening and closing information

Opened: 21 stores

Closed: 2 stores

Number of stores: 925 stores

April monthly comment

Sales information

Existing stores sales showed YoY growth of 5.5%. All stores sales grew 6.3%.

In April, sales were strong due to increased demand for spring as the temperature rose.

Sales of Sports shoes such as especially sneakers of Mens, Ladies, and Kids, were favorable.

Store Opening and closing information

Opened: 12 stores

Closed: 0 store

Number of stores: 937 stores

May monthly comment

Sales information

Existing stores sales showed YoY contracted by 0.9%. All stores sales grew 0.1%.

In May, although Sunday was one day less compared to a year ago,

the weather was good, and sales were relatively strong.

Sales of sports shoes and kids shoes were favorable. Sandals moved well in accordance with a temperature rise.

Store Opening and closing information

Opened: 3 stores

Closed: 1 store

Number of stores: 939 stores

June monthly comment

Sales information

Existing stores sales showed YoY growth of 2.7%. All stores sales grew 3.4%.

In June, sales were favorable on the stable weather nationwide.

Sales of sports shoes, kid's shoes, and sandals were good.

Store Opening and closing information

Opened: 2 stores

Closed: 2 stores

Number of stores: 939 stores

July monthly comment

Sales information

Existing stores sales showed YoY growth of 2.3%. All stores sales grew 3.0%.

In July, sales were favorable because the temperature remains high.

Sales of sandals were very strong. Sales of ladies shoes and kids shoes were also good.

Store Opening and closing information

Opened: 6 stores

Closed: 1 store

Number of stores: 944 stores

August monthly comment

Sales information

Existing stores sales showed YoY growth of 5.2%. All stores sales grew 6.3%.

In August, the weather was unstable, but the sales (especially in Obon holidays) were favorable.

Sales of sandals and kids shoes continued to be favorable.

Sales trends in new autumn sneakers also performed well.

Store Opening and closing information

Opened: 0 store

Closed: 6 stores

Number of stores: 938 stores

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September monthly comment

Sales information

Existing stores sales showed YoY growth of 2.9%. All stores sales grew 3.0%.

In September, despite the impact of a typhoon in the middle of the month, sales were strong in urban areas.

Sales of sports shoes, especially advertised on TV commercials, were good.

Kids shoes performed well due to sports day's demand.

Store Opening and closing information

Opened: 8 stores

Closed: 2 stores

Number of stores: 944 stores

October monthly comment

Sales information

Existing stores sales showed YoY growth of 2.5%. All stores sales grew 2.4%.

In October, although Saturday was one day less compared to a year ago and two large typhoons came in the latter half of month, sales were relatively good. Sales of sports shoes were favorable.

And sales of functional shoes(waterproof, slip resistant, etc.) were good due to bad weather.

Store Opening and closing information

Opened: 3 stores

Closed: 4 stores

Number of stores: 943 stores

November monthly comment

Sales information

Existing stores sales showed YoY growth of 8.4%. All stores sales grew 8.3%.

In November, sales were very strong as the winter demand increased due to snow in North Japan and the response of the "Black Friday Sale" we worked on from this fiscal year were great.

Sales of leather shoes were favorable, besides sports shoes.

Store Opening and closing information

Opened: 6 stores

Closed: 1 store

Number of stores: 948 stores

December monthly comment

Sales information

Existing stores sales showed YoY growth of 5.8%. All stores sales grew 5.9%.

In December, although Saturday was one day less compared to a year ago, the year-end shopping battle remained very strong, as attracted customers mainly in downtown Tokyo and Osaka and demand due to snowfalls in Hokkaido and Hokuriku expanded.

Sales of sports shoes and kids shoes were good. Sales of waterproof shoes were also favorable due to snowfall demand.

Store Opening and closing information

Opened: 0 store

Closed: 0 store

Number of stores: 948 stores

January monthly comment

Sales information

Existing stores sales showed YoY growth of 5.7%. All stores sales grew 5.4%.

In January, the New Year's sale period was short for one day, but sales through the month remained very strong.

Sales of sports shoes continued to be favorable.

Demand for winter shoes increased due to cold wave hit and snowfall.

Store Opening and closing information

Opened: 0 store

Closed: 7 stores

Number of stores: 941 stores

February monthly comment

Sales information

Existing stores sales showed YoY growth of 7.2%. All stores sales grew 6.7%.

In February, sales were very strong due to the holidays and the increased demand for inbound in urban areas by the Lunar New Year.

Sales of sports shoes and kids shoes were very favorable, mainly in spring new items.

Store Opening and closing information

Opened: 2 stores

Closed: 4 stores

Number of stores: 939 stores