



2020/3/3

ABC-MART, INC.

Monthly Sales Report for February 2020, 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	-3.3	3.9	1.7	5.5	-4.9	1.3	0.4	1.2	
	Number of Customers	3.1	-5.8	1.3	-0.7	3.6	-9.9	-1.0	-2.8	-1.7	
	Sales per customer	1.9	2.7	2.6	2.4	1.8	5.6	2.3	3.3	2.9	
All Stores	Sales	6.5	-1.9	4.8	3.0	6.8	-3.1	2.4	1.9	2.5	
	Number of Customers	4.7	-4.4	2.3	0.7	4.7	-8.5	-0.3	-1.7	-0.4	
	Sales per customer	1.7	2.6	2.5	2.3	1.9	5.9	2.8	3.6	2.9	
					3Q	2020			4Q	2nd Half	Full Year
		SEP	OCT	NOV		DEC	JAN	FEB			
Existing Stores	Sales	7.4	-3.9	2.4	2.7	-4.0	0.3	-3.2	-2.2	-0.2	0.5
	Number of Customers	3.2	-4.7	1.7	0.8	-2.9	-0.5	-1.6	-1.7	-0.7	-1.2
	Sales per customer	4.1	0.8	0.7	1.9	-1.2	0.8	-1.5	-0.6	0.4	1.7
All Stores	Sales	9.6	-5.1	3.6	2.6	-2.4	1.6	-2.6	-1.0	0.7	1.6
	Number of Customers	4.9	-5.7	3.0	0.8	-1.2	0.8	-1.1	-0.4	0.2	-0.2
	Sales per customer	4.4	0.7	0.6	1.8	-1.2	0.7	-1.5	-0.6	0.5	1.8

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	
					3Q	2019			4Q	2nd Half	Full Year
		SEP	OCT	NOV		DEC	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 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.

All stores sales declined by 2.6% to a year ago in this month.

Existing stores sales showed contracted by 3.2% compared to the same period in the previous year.

*Please see the above for the results of the 4th Quarter, the 2nd half year and a full year.

Store Openings and Closings

Opened: 0 store

Closed: 3 stores

Number of stores: 1,016 stores