

ABC-MART Comments on monthly sales trends

fiscal period from MAR 1, 2020 to FEB 28, 2021

March monthly comment

Sales information

Existing stores sales showed YoY contracted by 29.9%. All stores sales declined by 31.1%.

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

Due to the impact of the new coronavirus, the number of customers dropped significantly in the metropolitan area.

As a result, 120 stores were temporarily closed, and up to 472 stores on a single day reduced operating hours.

Even under such circumstances, spring new sneakers performed well.

Store Opening and closing information

Opened: 10 stores

Closed: 7 stores

Number of stores: 1,019 stores

April monthly comment

Sales information

Existing stores sales showed YoY contracted by 45.2%. All stores sales declined by 69.3%.

In April, a national holiday was one day less compared to a year ago.

Since the emergency declaration, we have temporarily closed 575 stores

as a measure to prevent infection with the new coronavirus.

We have also shortened the operating hours of up to 396 stores in a single day.

Store Opening and closing information

Opened: 3 stores

Closed: 0 store

Number of stores: 1,022 stores

May monthly comment

Sales information

Existing stores sales showed YoY contracted by 4.2%. All stores sales declined by 44.8%.

In May, the national holidays were two days less compared to a year ago.

The number of stores temporarily closed during the Golden Week peaked at 570, but after the Golden Week,

the number of stores reopening gradually increased, and sales in the suburban stores remained firm.

Online store sales grew significantly year on year due to strong Golden Week sales.

Store Opening and closing information

Opened: 8 stores

Closed: 3 stores

Number of stores: 1,027 stores

June monthly comment

Sales information

Existing stores sales showed YoY contracted by 0.8%. All stores sales declined by 1.0%.

In June, weekend was one less than in the previous year.

Nearly all stores reopened in June, but sales grew at suburban stores and online

as customers tended to spend closer to home and avoid congestion.

Sales of sports shoes continued to be strong, and sales of kids shoes were strong due to increased demand for schools.

Seasonal sandals also performed well.

Store Opening and closing information

Opened: 8 stores

Closed: 1 store

Number of stores: 1,034 stores

July monthly comment

Sales information

Existing stores sales showed YoY contracted by 9.1%. All stores sales declined by 9.5%.

In July, there was one more day of public holidays compared to the previous year.

However, summer sales at shopping complex were canceled one after another and a new coronavirus infection spread again, which had an impact on the number of customers.

On the merchandise side, the longer rainy season and the cooler temperatures led to lower demand for summer products, particularly sandals. Online sales continued to be strong.

Store Opening and closing information

Opened: 3 stores

Closed: 1 store

Number of stores: 1,036 stores

August monthly comment

Sales information

Existing stores sales showed YoY contracted by 16.0%. All stores sales declined by 15.7%.

In August, the impact of the new coronavirus led to a decrease in summer vacation travel and returning home,

which led to a decline in shopping demand in urban and tourist areas. On the other hands, online sales remained strong.

In product trends, kids' shoes performed well due to earlier-than-usual school demand.

Store Opening and closing information

Opened: 1 store

Closed: 4 stores

Number of stores: 1,033 stores

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September monthly comment

Sales information

Existing stores sales showed YoY contracted by 21.1%. All stores sales declined by 20.2%.

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

There was a reactionary fall in demand before last year's tax hike.

The number of customers in the city center, which had been low due to COVID-19,

has been gradually recovering since the holidays. Sales in suburban shopping centers, outlet malls and online remained strong.

Store Opening and closing information

Opened: 5 stores

Closed: 0 store

Number of stores: 1,038 stores

October monthly comment

Sales information

Existing stores sales showed YoY growth of 4.1%. All stores sales grew 0.8%.

In October, the national holidays were two days less and Saturday was one more compared to a year ago.

Sales in suburban shopping centers, outlet malls and online remained strong.

With the cooler temperatures, sales of fall and winter items were strong.

Store Opening and closing information

Opened: 3 stores

Closed: 1 store

Number of stores: 1,040 stores

November monthly comment

Sales information

Existing stores sales showed YoY contracted by 5.4%. All stores sales declined by 4.1%.

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

Due to the impact of the third wave of COVID-19, the number of visitors in the areas where the infection spread decreased.

Online sales was strong due to the effect of the Black Friday sale.

Store Opening and closing information

Opened: 9 stores

Closed: 3 stores

Number of stores: 1,046 stores

December monthly comment

Sales information

Existing stores sales showed YoY contracted by 16.8%. All stores sales declined by 15.5%.

In December, Sunday was one day less compared to a year ago.

Although there was demand for snowfall mainly in the Tohoku and Hokuriku regions,

the number of customers was sluggish due to the impact of COVID-19.

Store Opening and closing information

Opened: 0 store

Closed: 0 store

Number of stores: 1,046 stores

January monthly comment

Sales information

Existing stores sales showed YoY contracted by 25.2%. All stores sales declined by 24.2%.

In January, weekend was one more than in the previous year.

Due to the declaration of a state of emergency, customer traffic slowed down in urban areas, but suburban stores and online sales were strong.

Store Opening and closing information

Opened: 0 store

Closed: 9 stores

Number of stores: 1,037 stores

February monthly comment

Sales information

Existing stores sales showed YoY contracted by 9.8%. All stores sales declined by 8.5%.

In February, the number of business days was one less than the previous year.

Despite the impact of the state of emergency, the number of customers has increased since mid-February, and there has been a nationwide recovery.

Store Opening and closing information

Opened: 0 store

Closed: 5 stores

Number of stores: 1,032 stores