



2020/9/2

ABC-MART, INC.

Monthly Sales Report for August 2020, FY 2021

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2020 to FEB 28, 2021 (% change compare with last year)

										(%)	
		2020			1Q	JUN	JUL	AUG	2Q	1st Half	
		MAR	APR	MAY							
Existing Stores	Sales	-29.9	-45.2	-4.2	-27.6	-0.8	-9.1	-16.0	-8.4	-16.2	
	Number of Customers	-29.1	-44.2	-4.7	-26.8	3.6	-8.2	-15.0	-6.5	-14.3	
	Sales per customer	-1.2	-1.7	0.5	-1.1	-4.3	-1.0	-1.2	-2.0	-2.2	
All Stores	Sales	-31.1	-69.3	-44.8	-48.3	-1.0	-9.5	-15.7	-8.6	-30.1	
	Number of Customers	-30.4	-68.6	-43.7	-47.5	3.7	-8.4	-14.7	-6.6	-27.9	
	Sales per customer	-0.9	-2.2	-2.0	-1.4	-4.5	-1.2	-1.2	-2.2	-3.1	
					3Q	2021			4Q	2nd Half	Full Year
		SEP	OCT	NOV		DEC	JAN	FEB			
Existing Stores	Sales										
	Number of Customers										
	Sales per customer										
All Stores	Sales										
	Number of Customers										
	Sales per customer										

Sales Report for FY 2020

										(%)	
		2019			1Q	JUN	JUL	AUG	2Q	1st Half	
		MAR	APR	MAY							
Sales	Existing Stores	5.0	-3.3	3.9	1.7	5.5	-4.9	1.3	0.4	1.2	
	All Stores	6.5	-1.9	4.8	3.0	6.8	-3.1	2.4	1.9	2.5	
					3Q	2020			4Q	2nd Half	Full Year
		SEP	OCT	NOV		DEC	JAN	FEB			
Sales	Existing Stores	7.4	-3.9	2.4	2.7	-4.0	0.3	-3.2	-2.2	-0.2	0.5
	All Stores	9.6	-5.1	3.6	2.6	-2.4	1.6	-2.6	-1.0	0.7	1.6

◇ Sales Summary

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.

All stores sales declined by 15.7% to a year ago in this month.

Existing stores sales showed contracted by 16.0% compared to the same period in the previous year.

*Please see the above for the results of the 2nd Quarter and the 1st half year.

Store Openings and Closings

Opened: 1 store

Closed: 4 stores

Number of stores: 1,033 stores