



2021/3/2

ABC-MART, INC.

Monthly Sales Report for February 2021, FY 2021

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

(%)

		2020									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
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	
		SEP	OCT	NOV	3Q	DEC	2021		4Q	2nd Half	Full Year
Existing Stores	Sales	-21.1	4.1	-5.4	-9.5	-16.8	-25.2	-9.8	-18.3	-14.5	-15.3
	Number of Customers	-15.9	10.7	-0.9	-4.3	-13.1	-19.7	0.3	-12.4	-8.9	-11.5
	Sales per customer	-6.2	-6.0	-4.6	-5.4	-4.2	-6.8	-10.1	-6.7	-6.1	-4.2
All Stores	Sales	-20.2	0.8	-4.1	-8.2	-15.5	-24.2	-8.5	-17.2	-12.9	-21.8
	Number of Customers	-14.8	6.6	0.1	-3.1	-12.0	-19.1	1.1	-11.6	-7.5	-18.4
	Sales per customer	-6.4	-5.5	-4.1	-5.2	-4.0	-6.3	-9.5	-6.3	-5.8	-4.2

Sales Report for FY 2020

(%)

		2019									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
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	
		SEP	OCT	NOV	3Q	DEC	2020		4Q	2nd Half	Full Year
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 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.

All stores sales declined by 8.5% to a year ago in this month.

Existing stores sales showed contracted by 9.8% 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: 5 stores

Number of stores: 1,032 stores