

## ABC-MART Comments on monthly sales trends

fiscal period from MAR 1, 2021 to FEB 28, 2022

### March monthly comment

#### Sales information

Existing stores sales showed YoY growth of 16.3%. All stores sales grew 19.4%.

In March, the number of Saturdays, Sundays and holidays was one day less than the previous year.

The number of customers gradually increased due to the rise in temperature and the increase in crowds caused by the lifting of the state of emergency declaration.

Demand for spring goods associated with new lifestyles increased, and sneakers and kids' shoes were particularly strong.

#### Store Opening and closing information

Opened: 8 stores

Closed: 4 stores

Number of stores: 1,036 stores

### April monthly comment

#### Sales information

Existing stores sales showed YoY growth of 65.2%. All stores sales grew 162.0%.

In April, business conditions improved significantly compared to last year, and the weather was also favorable due to a quick rise in temperature.

Starting with the declaration of a state of emergency in Tokyo and three prefectures on April 25,

160 stores were closed and 206 stores were open for a short time, slowing down sales in the second half of the month.

#### Store Opening and closing information

Opened: 6 stores

Closed: 0 store

Number of stores: 1,042 stores

### May monthly comment

#### Sales information

Existing stores sales showed YoY growth of 7.3%. All stores sales grew 45.8%.

In May, the declaration of emergency expanded to nine prefectures, but sales increased significantly compared to last year because we were able to stay open by closing only on weekends.

The most recent closure was 119 stores on weekends and 47 stores on weekdays (160 stores at peak).

Note that 570 stores were closed during the peak period last year and are excluded from the comparable store sales.

In terms of products, sales of kids' shoes and fashion sandals were strong.

#### Store Opening and closing information

Opened: 2 stores

Closed: 2 stores

Number of stores: 1,042 stores

### June monthly comment

#### Sales information

Existing stores sales showed YoY contracted by 15.6%. All stores sales declined by 16.8%.

In June, although almost all stores returned to normal business operations

following the lifting of the state of emergency declaration except for Okinawa in the second half of the month, sales decreased due to the very large reactionary increase in sales seen from the beginning of the month in the previous year after the emergency declaration.

Sales per customer increased compared to the previous year when all products were discounted.

In terms of products, sales of fashion sandals and kids' shoes continued to be strong, and sales of apparel, with its expanded product lineup, were also strong.

#### Store Opening and closing information

Opened: 3 stores

Closed: 0 store

Number of stores: 1,045 stores

### July monthly comment

#### Sales information

Existing stores sales showed YoY growth of 9.2%. All stores sales grew 11.0%.

In July, there was one more Saturday than in the previous year.

With the rainy season ending earlier than usual and the temperature rising, sales of summer items, especially sandals, were strong both in stores and online.

#### Store Opening and closing information

Opened: 2 stores

Closed: 2 stores

Number of stores: 1,045 stores

### August monthly comment

#### Sales information

Existing stores sales showed YoY contracted by 4.3%. All stores sales declined by 3.6%.

In August, there was one less Saturday than in the previous year.

Due to the rapid spread of COVID-19 infection, demand for summer vacation dropped as people throughout Japan refrained from traveling and returning home.

By product, sports apparel and sandals continued to perform well due to the continued high temperatures.

#### Store Opening and closing information

Opened: 0 store

Closed: 2 stores

Number of stores: 1,043 stores

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**September monthly comment**

## Sales information

Existing stores sales showed YoY contracted by 4.8%. All stores sales declined by 5.1%.

In September, there was little impact from typhoons and heavy rains, but there was a drop in customer traffic during Silver Week due to the extension of the state of emergency declaration.

By product, sales of kids' shoes and sports apparel such as sweatshirts were strong due to cooler temperatures.

## Store Opening and closing information

Opened: 4 stores

Closed: 4 stores

Number of stores: 1,043 stores

**October monthly comment**

## Sales information

Existing stores sales showed YoY growth of 3.1%. All stores sales grew 4.0%.

In October, there was one more Sunday than the previous year.

As the state of emergency was lifted in many areas from the beginning of the month, the number of weekend visitors increased.

The drop in temperature in the middle of the month boosted demand for fall clothing.

By product, kids' shoes performed very well due to demand for school sports day.

Women's shoes also performed well due to the effect of TV commercials.

## Store Opening and closing information

Opened: 13 stores

Closed: 4 stores

Number of stores: 1,052 stores

**November monthly comment**

## Sales information

Existing stores sales showed YoY contracted by 0.9%. All stores sales declined by 0.3%.

In November, the number of Sundays was one less than the previous year.

The number of people increased as the temperature dropped sharply after the middle of the month

and reopening of economy. Demand was stimulated by Black Friday sales, and the number of customers at stores increased.

By product, office demand was strong for business shoes and women's shoes performed well.

## Store Opening and closing information

Opened: 7 stores

Closed: 0 store

Number of stores: 1,059 stores

**December monthly comment**

## Sales information

Existing stores sales showed YoY growth of 14.1%. All stores sales grew 14.5%.

In December, demand for snowfall in Hokkaido, Tohoku and Hokuriku areas

and Christmas gift demand increased from the latter half of the month, and with the exception of inbound demand, the situation was favorable and close to the level before the spread of Covid-19 two years ago.

By product, sales of business shoes and fashion boots with high unit prices were strong.

## Store Opening and closing information

Opened: 2 stores

Closed: 0 store

Number of stores: 1,061 stores

**January monthly comment**

## Sales information

Existing stores sales showed YoY growth of 12.8%. All stores sales grew 13.5%.

In January, the New Year business season was relatively strong, although it was one day shorter than last year.

In the latter half of the month, the number of customers was sluggish due to the spread of Covid-19 infection,

but due to lower temperatures than last year and snowfall mainly in northern Japan,

sales of boots and outerwear, which have a higher unit price, were strong. As a result, sales per customer increased.

## Store Opening and closing information

Opened: 0 store

Closed: 4 stores

Number of stores: 1,057 stores

**February monthly comment**

## Sales information

Existing stores sales showed YoY contracted by 8.3%. All stores sales declined by 7.9%.

In February, demand for spring goods was sluggish due to cooler weather nationwide compared to the previous year.

Although the spread of Covid-19 infection had a significant impact on attracting customers,

sales of leather casual wear and loafers were strong by product due to discount sales

on all ladies' and kids' products and measures to capture demand for the new school term.

## Store Opening and closing information

Opened: 0 store

Closed: 4 stores

Number of stores: 1,053 stores