



2022/3/2

ABC-MART, INC.

Monthly Sales Report for February 2022, FY 2022

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2021 to FEB 28, 2022 (% change compare with last year)

		2021									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	(%)
Existing Stores	Sales	16.3	65.2	7.3	22.4	-15.6	9.2	-4.3	-3.6	5.6	
	Number of Customers	19.4	67.8	7.0	24.4	-18.0	6.7	-8.3	-6.6	3.6	
	Sales per customer	-2.5	-1.6	0.2	-1.6	3.0	2.3	4.4	3.2	1.9	
All Stores	Sales	19.4	162.0	45.8	56.8	-16.8	11.0	-3.6	-3.7	20.6	
	Number of Customers	21.4	162.5	42.4	57.1	-19.5	8.0	-7.9	-7.0	17.3	
	Sales per customer	-1.6	-0.2	2.4	-0.2	3.3	2.8	4.7	3.6	2.9	
		2021			2022						
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	-4.8	3.1	-0.9	-0.6	14.1	12.8	-8.3	7.9	3.7	4.5
	Number of Customers	-4.6	-0.5	-4.4	-3.1	8.5	4.8	-17.2	0.1	-1.5	0.8
	Sales per customer	-0.2	3.6	3.7	2.6	5.2	7.7	10.8	7.7	5.2	3.7
All Stores	Sales	-5.1	4.0	-0.3	-0.3	14.5	13.5	-7.9	8.4	4.0	11.7
	Number of Customers	-5.3	0.2	-3.7	-2.9	9.0	5.5	-17.3	0.5	-1.2	7.5
	Sales per customer	0.2	3.7	3.5	2.6	5.0	7.7	11.3	7.8	5.3	3.9

Sales Report for FY 2021

		2020									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	(%)
Sales	Existing Stores	-29.9	-45.2	-4.2	-27.6	-0.8	-9.1	-16.0	-8.4	-16.2	
	All Stores	-31.1	-69.3	-44.8	-48.3	-1.0	-9.5	-15.7	-8.6	-30.1	
		2020			2021						
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Sales	Existing Stores	-21.1	4.1	-5.4	-9.5	-16.8	-25.2	-9.8	-18.3	-14.5	-15.3
	All Stores	-20.2	0.8	-4.1	-8.2	-15.5	-24.2	-8.5	-17.2	-12.9	-21.8

◇ Sales Summary

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.

All stores sales declined by 7.9% to a year ago in this month.

Existing stores sales showed contracted by 8.3% compared to the same period in the previous year.

*Please see the above for the results of the 4rd Quarter, the 2nd Half, and the full year.

Store Openings and Closings

Opened: 0 store

Closed: 4 stores

Number of stores: 1,053 stores