



MEMBERSHIP
2023/11/2

ABC-MART, INC.

Monthly Sales Report for October 2023, FY 2024

*** "ABC-MART" Sales Summary fiscal period from MAR 1, 2023 to FEB 29, 2024 (% change compare with last year)

(%)

		2023									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Existing Stores	Sales	23.2	22.8	15.6	20.4	19.5	24.2	20.8	21.6	20.9	
	Number of Customers	11.4	11.1	4.1	8.7	6.7	11.7	13.9	10.6	9.6	
	Sales per customer	10.6	10.5	11.0	10.7	11.9	11.2	6.1	9.9	10.3	
All Stores	Sales	25.0	23.7	16.3	21.6	19.8	24.4	22.0	22.2	21.8	
	Number of Customers	12.8	11.8	4.8	9.7	7.0	11.9	13.8	10.9	10.3	
	Sales per customer	10.9	10.6	10.9	10.8	12.0	11.2	7.2	10.1	10.5	
		2024									
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	19.3	7.6								
	Number of Customers	7.8	-1.9								
	Sales per customer	10.6	9.7								
All Stores	Sales	19.2	8.1								
	Number of Customers	7.4	-2.1								
	Sales per customer	11.0	10.4								

Sales Report for FY 2023

(%)

		2022									
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half	
Sales	Existing Stores	4.1	12.9	10.1	8.8	6.8	1.2	16.0	7.4	8.1	
	All Stores	5.3	18.9	27.2	16.7	11.2	2.1	18.1	9.8	13.4	
		2023									
		SEP	OCT	NOV	3Q	DEC	JAN	FEB	4Q	2nd Half	Full Year
Sales	Existing Stores	18.1	20.2	12.9	16.9	13.9	21.8	39.8	22.4	19.8	14.0
	All Stores	18.5	21.7	14.0	18.0	14.7	23.0	42.4	23.8	21.0	17.2

◇ Sales Summary

In October, Saturday was one day less compared to a year ago. Weather conditions were favorable, and sales remained steady, especially at downtown street stores and commercial facilities. Inbound demand also increased due to National Day of China in early October. By product, walking shoes performed well due to the tourist season, and apparel such as sweatshirts and shirts performed well due to high temperatures. All stores sales grew 8.1% to a year ago in this month. Existing stores sales also showed a year on year growth of 7.6% compared to the same period in the previous year.

Store Openings and Closings

Opened: 1 store

Closed: 0 store

Number of stores: 1,077 stores