

ABC-MART Comments on monthly sales trends

fiscal period from MAR 1, 2024 to FEB 28, 2025

March monthly comment

Sales information

Existing stores sales showed YoY growth of 10.7%. All stores sales grew 9.7%.

In March, had one more Saturday and one more Sunday than last year.

Sales were strong despite many days of bad weather conditions.

By product, new spring sneakers and apparel performed well.

Store Opening and closing information

Opened: 5 stores

Closed: 2 stores

Number of stores: 1,084 stores

April monthly comment

Sales information

Existing stores sales showed YoY growth of 6.5%. All stores sales grew 5.9%.

In April, Sunday was one day less compared to a year ago.

Sales of walking and running shoes and apparel were strong,

especially items promoted through TV commercials and digital advertising.

Sandal activity was also strong as temperatures remained high.

Store Opening and closing information

Opened: 9 stores

Closed: 1 store

Number of stores: 1,092 stores

May monthly comment

Sales information

Existing stores sales showed YoY growth of 6.2%. All stores sales grew 5.9%.

In May, there was one less Golden Week holiday in the day of the week

sequence compared to the previous year.

Sales were strong, especially at street stores and commercial facilities in central city.

Summer goods such as sandals and T-shirts performed well due to the high temperatures.

Store Opening and closing information

Opened: 0 store

Closed: 2 stores

Number of stores: 1,090 stores

June monthly comment

Sales information

Existing stores sales showed YoY growth of 20.8%. All stores sales grew 20.5%.

In June, had one more Saturday and one more Sunday than last year.

The late start of the rainy season and relatively stable weather attracted a large number of customers,

especially at street stores and commercial facilities in central city, which were strong.

By product, trendy sports sandals and T-shirts performed well.

Store Opening and closing information

Opened: 3 stores

Closed: 2 stores

Number of stores: 1,091 stores

July monthly comment

Sales information

Existing stores sales showed YoY growth of 6.6%. All stores sales grew 6.5%.

Summer sales were in full swing, and sales were strong,

especially at downtown street stores and large commercial facilities.

By product, sports shoes, sandals, and apparel performed well.

Store Opening and closing information

Opened: 2 stores

Closed: 1 store

Number of stores: 1,092 stores

August monthly comment

Sales information

Existing stores sales showed YoY growth of 11.0%. All stores sales grew 12.4%.

Although some stores were closed or had their hours shortened

due to the earthquake and typhoon, sales remained strong.

By product, sandals and T-shirts continued to perform well due to the lingering summer heat.

Store Opening and closing information

Opened: 1 store

Closed: 7 stores

Number of stores: 1,086 stores

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September monthly comment

Sales information

Existing stores sales showed YoY growth of 6.1%. All stores sales grew 7.1%.

In September, had one more national holiday than last year.

Despite many days of unseasonable weather, sales remained strong.

By product, new fall sneakers and long sleeve apparel performed well as temperatures began to drop in the second half of the month.

Store Opening and closing information

Opened: 4 stores

Closed: 2 stores

Number of stores: 1,088 stores

October monthly comment

Sales information

Existing stores sales showed YoY growth of 6.3%. All stores sales grew 6.1%.

In October, Sunday was one day less compared to a year ago.

Sales were strong despite a month of high temperatures and heavy rainfall.

By product, hands-free shoes and kids' sneakers performed well due to demand for sports events.

Store Opening and closing information

Opened: 0 store

Closed: 4 stores

Number of stores: 1,084 stores

November monthly comment

Sales information

Existing stores sales showed YoY growth of 14.7%. All stores sales grew 14.6%.

In November, weather conditions were favorable nationwide,

but there was demand due to snow accumulation, especially in northern Japan.

The Black Friday sale, held a week later than last year, attracted many customers and sales were strong.

By product, boots and outerwear performed well due to lower temperatures.

Store Opening and closing information

Opened: 8 stores

Closed: 0 store

Number of stores: 1,092 stores

December monthly comment

Sales information

Existing stores sales showed YoY growth of 10.9%. All stores sales grew 11.0%.

In December, Saturday was one day less compared to a year ago.

Both customer numbers and sales were strong due to demand for Christmas gifts and year-end sales.

By product, boots and down coats performed well.

Store Opening and closing information

Opened: 2 stores

Closed: 1 store

Number of stores: 1,093 stores

January monthly comment

Sales information

Existing stores sales showed YoY growth of 6.1%. All stores sales grew 7.0%.

In January, sales were strong due to the New Year sales season and Chinese New Year demand that started in late January.

There was demand for snowfall over Hokkaido and the Sea of Japan region.

By product, winter goods and new sneakers performed well.

Store Opening and closing information

Opened: 0 store

Closed: 8 stores

Number of stores: 1,085 stores

February monthly comment

Sales information

Existing stores sales showed YoY contracted by 1.2%. All stores sales declined by 1.7%.

In February, the number of business days was one less because last year was a leap year.

Sales were affected by cooler temperatures nationwide and heavy snowfall in some areas.

By product, new sneakers, kids' shoes and outerwear performed well.

Store Opening and closing information

Opened: 0 store

Closed: 4 stores

Number of stores: 1,081 stores