



Monthly Sales Report for January 2016, FY 2016

*** *ABC-MART* Sales Summary fiscal period from MAR 1, 2015 to FEB 29, 2016 (% change compare with last year)

		(%)								
		2015								
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half
Existing Stores	Sales	-6.2	9.0	10.0	4.2	-1.0	7.1	6.2	4.1	4.1
	Number of Customers	-11.2	2.4	2.1	-2.3	-10.5	-5.5	-6.7	-7.5	-4.9
	Sales per customer	5.7	6.5	7.7	6.6	10.6	13.3	13.8	12.5	9.4
All Stores	Sales	-3.2	12.5	13.8	7.4	1.9	10.1	9.7	7.2	7.3
	Number of Customers	-8.6	5.6	5.7	0.7	-7.7	-2.8	-3.6	-4.6	-1.9
	Sales per customer	5.8	6.6	7.7	6.7	10.5	13.2	13.7	12.4	9.4
		SEP	OCT	NOV	3Q	DEC	2016			
						JAN	FEB	4Q	2nd Half	Full Year
Existing Stores	Sales	12.8	8.3	0.8	7.0	-0.5	10.1			
	Number of Customers	-0.2	-0.6	-7.8	-3.0	-9.7	-1.0			
	Sales per customer	13.0	9.0	9.4	10.3	10.2	11.2			
All Stores	Sales	16.8	13.5	5.2	11.6	4.7	15.8			
	Number of Customers	3.3	3.9	-3.9	1.0	-5.1	4.0			
	Sales per customer	13.1	9.2	9.5	10.4	10.3	11.3			

Sales Report for FY 2015

		(%)								
		2014								
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half
Sales	Existing Stores	23.9	2.6	10.4	11.8	0.7	5.9	8.5	4.9	8.5
	All Stores	30.6	6.3	14.4	16.6	3.8	9.6	12.5	8.5	12.7
		SEP	OCT	NOV	3Q	DEC	2015			
						JAN	FEB	4Q	2nd Half	Full Year
Sales	Existing Stores	3.5	-1.3	6.5	2.9	0.5	2.3	6.7	2.6	2.7
	All Stores	7.6	1.9	10.3	6.6	3.1	5.5	10.5	5.6	6.1

◇ Sales Summary

In January, although the first New Year shopping season was shorter than last year, the second half of the month, sales were very strong due to a rapid temperature drop and a snowfall. Sales of sports shoes were still favorable and demand of warm waterproof shoes became higher.

All stores sales grew 15.8% to a year ago in this month. Existing stores sales also showed a year on year growth of 10.1% compared to the same period in the previous year.

Store Openings and Closings

Opened: 0 store
 Closed: 1 store
 Number of stores: 848 stores