



### Monthly Sales Report for January 2017, FY 2017

\*\*\* ^ABC-MART^ Sales Summary fiscal period from MAR 1, 2016 to FEB 28, 2017 (% change compare with last year)

		2016										(%)
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half		
Existing Stores	Sales	6.0	3.4	-0.8	2.7	-0.5	5.5	-4.3	0.4	1.6		
	Number of Customers	-2.9	-1.7	-2.9	-2.5	-1.0	6.9	-4.0	0.8	-0.9		
	Sales per customer	9.2	5.3	2.2	5.4	0.5	-1.3	-0.3	-0.4	2.6		
All Stores	Sales	10.3	7.1	2.7	6.6	2.7	8.3	-2.2	3.1	4.9		
	Number of Customers	1.1	1.5	0.4	1.0	2.1	9.8	-1.7	3.5	2.2		
	Sales per customer	9.1	5.5	2.3	5.5	0.6	-1.3	-0.5	-0.5	2.7		
		SEP	OCT	NOV	3Q	DEC	2017		4Q	2nd Half	Full Year	
Existing Stores	Sales	-5.8	6.5	-1.9	-0.3	3.9	-1.0	JAN	FEB			
	Number of Customers	-4.7	7.7	-0.4	0.9	5.9	0.4					
	Sales per customer	-1.2	-1.1	-1.5	-1.2	-1.9	-1.4					
All Stores	Sales	-4.0	8.3	-1.2	1.1	4.3	0.0					
	Number of Customers	-2.6	9.7	0.5	2.5	6.5	1.5					
	Sales per customer	-1.4	-1.3	-1.6	-1.4	-2.1	-1.5					

### Sales Report for FY 2016

		2015										(%)
		MAR	APR	MAY	1Q	JUN	JUL	AUG	2Q	1st Half		
Sales	Existing Stores	-6.2	9.0	10.0	4.2	-1.0	7.1	6.2	4.1	4.1		
	All Stores	-3.2	12.5	13.8	7.4	1.9	10.1	9.7	7.2	7.3		
		SEP	OCT	NOV	3Q	DEC	2016		4Q	2nd Half	Full Year	
Sales	Existing Stores	12.8	8.3	0.8	7.0	-0.5	10.1	9.0	5.6	6.3	5.1	
	All Stores	16.8	13.5	5.2	11.6	4.7	15.8	14.3	11.1	11.3	9.2	

#### ◇ Sales Summary

In January, although the New Year's sales period was favorable, sales declined as the New Year's sales period was shorter than last year. Sales of sports shoes and kids shoes continued to be strong.

All stores sales remained flat to a year ago in this month. Existing stores sales also showed contracted by 1.0% compared to the same period in the previous year.

#### Store Openings and Closings

Opened: 0 store  
 Closed: 3 stores  
 Number of stores: 909 stores