



### Monthly Sales Report for December 2016, 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	JAN	FEB				
	Number of Customers	-4.7	7.7	-0.4	0.9	5.9						
	Sales per customer	-1.2	-1.1	-1.5	-1.2	-1.9						
All Stores	Sales	-4.0	8.3	-1.2	1.1	4.3						
	Number of Customers	-2.6	9.7	0.5	2.5	6.5						
	Sales per customer	-1.4	-1.3	-1.6	-1.4	-2.1						

### 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 December, the weather was good. Sales were strong from the latter half of the month because gift demand and bulk buying increased. Sales of sports shoes, ladies shoes, and kids shoes were favorable.

All stores sales grew 4.3% to a year ago in this month. Existing stores sales also showed a year on year growth of 3.9% compared to the same period in the previous year.

#### Store Openings and Closings

Opened: 2 stores  
 Closed: 0 store  
 Number of stores: 912 stores