

Financial Data for the Nine months Ended November 30, 2024

(From March 1, 2024 to November 30, 2024)

1. Consolidated Financial Results

(unit: ¥ million,%)

	FY 11/22			FY 11/23			FY 11/24		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Net sales	208,571	100.0	15.5	252,328	100.0	21.0	277,078	100.0	9.8
Gross profit	108,376	52.0	16.6	130,637	51.8	20.5	141,732	51.2	8.5
SG&A expenses	79,385	38.1	8.6	89,103	35.3	12.2	93,731	33.8	5.2
Advertising expenses	4,472	2.1	▲5.5	5,303	2.1	18.6	5,362	1.9	1.1
Personnel expenses	27,411	13.1	10.2	31,040	12.3	13.2	32,749	11.8	5.5
Rent expenses	22,174	10.6	10.0	24,903	9.9	12.3	26,568	9.6	6.7
Depreciation	4,187	2.0	4.0	4,079	1.6	▲2.6	4,253	1.5	4.3
Other expenses	21,141	10.1	9.4	23,776	9.4	12.5	24,796	8.9	4.3
Operating profit	28,991	13.9	46.1	41,533	16.5	43.3	48,001	17.3	15.6
Ordinary profit	29,710	14.2	45.1	43,275	17.2	45.7	49,628	17.9	14.7
Profit attributable to owners of parent	20,706	9.9	43.8	29,807	11.8	44.0	34,154	12.3	14.6
Inventory	91,309	-	39.6	106,128	-	16.2	101,333	-	▲4.5
Earnings per share (EPS) (¥)	83.62	-	-	120.38	-	-	137.93	-	-
Average number of shares outstanding (thousand shares)	247,617	-	-	247,616	-	-	247,616	-	-

* A 3-for-1 share split was conducted in the fiscal year ended February 29, 2024.

2. Non-Consolidated Financial Results

(unit: ¥ million,%)

	FY 11/22			FY 11/23			FY 11/24		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Net sales	143,742	100.0	14.2	171,016	100.0	19.0	186,932	100.0	9.3
Gross profit	79,788	55.5	14.9	94,432	55.2	18.4	102,577	54.9	8.6
SG&A expenses	55,162	38.4	6.5	59,638	34.9	8.1	62,120	33.2	4.2
Advertising expenses	2,764	1.9	▲10.1	3,022	1.8	9.3	2,875	1.5	▲4.9
Personnel expenses	18,049	12.6	4.7	19,232	11.2	6.6	20,148	10.8	4.8
Rent expenses	16,840	11.7	10.3	18,294	10.7	8.6	19,486	10.4	6.5
Depreciation	2,321	1.6	6.4	2,506	1.5	8.0	2,536	1.4	1.2
Other expenses	15,185	10.6	8.1	16,583	9.7	9.2	17,073	9.1	3.0
Operating profit	24,626	17.1	39.7	34,794	20.3	41.3	40,457	21.6	16.3
Ordinary profit	25,476	17.7	37.9	36,537	21.4	43.4	41,779	22.3	14.3
Net income	17,248	12.0	31.9	24,859	14.5	44.1	28,169	15.1	13.3
Earnings per share (EPS) (¥)	69.66	-	-	100.39	-	-	113.76	-	-
Average number of shares outstanding (thousand shares)	247,617	-	-	247,616	-	-	247,616	-	-

* A 3-for-1 share split was conducted in the fiscal year ended February 29, 2024.

3. Overseas Segment

(unit: ¥ million,%)

	FY 11/22		FY 11/23		FY 11/24	
	Amount	YoY	Amount	YoY	Amount	YoY
Net sales	65,699	18.8	77,888	18.6	86,525	11.1
Operating profit	4,128	105.8	6,880	66.7	7,323	6.4
Exchange rate	4.36 (¥/1NTD)、128.02 (¥/1USD)		4.48 (¥/1NTD)、138.86 (¥/1USD)		4.71 (¥/1NTD)、150.61 (¥/1USD)	

4. Performance of ABC-MART KOREA GROUP (From January 1, 2024 to September 30, 2024)

(unit: ¥ million,%)

	FY 9/22			FY 9/23			FY 9/24		
	Rate	10.08 (¥/100WON)		Rate	10.67 (¥/100WON)		Rate	11.19 (¥/100WON)	
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Net sales	41,428	100.0	17.8	48,206	100.0	16.4	54,853	100.0	13.8
Gross profit	19,677	47.5	23.2	22,829	47.4	16.0	24,884	45.4	9.0
SG&A expenses	15,935	38.5	12.6	18,202	37.8	14.2	19,797	36.1	8.8
Operating profit	3,742	9.0	105.8	4,626	9.6	23.6	5,086	9.3	9.9

* ABC-MART KOREA Group is closing for the fiscal year ended December.

Financial Data for the Nine months Ended November 30,2024

(From March 1, 2024 to November 30, 2024)

5. Domestic Data (ABC-MART only)

	FY2/23		FY2/24				FY2/25		
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Inventories (Millions of yen)	54,806	51,497	56,121	52,303	59,413	49,411	55,219	50,185	58,489
Sales floor area (㎡) *1	294,795	294,346	298,400	297,928	301,049	301,931	305,470	305,434	307,471

*1 Area as of quarter-end month.

(Thousands of downloads)

	FY2/23		FY2/24				FY2/25		
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Digital Sales to total sales *2	14.0%	11.8%	12.5%	10.7%	12.7%	10.1%	10.0%	9.7%	11.3%
Number of app downloads	464	461	477	372	466	444	481	423	533
Number of app downloads (Accumulated total)	12,194	12,655	13,132	13,504	13,970	14,414	14,895	15,319	15,852

*2 Includes online sales and in-store sales warehouse shipments.

6. Number of Stores by Store Formats (Domestic)

ABC+OSHMANS

	Feb.29,2024	FY 11/24		
		Opened	Closed	Nov.30,2024
Street-level stores	86(2)	0	2	84(2)
Fashion buildings	135(6)	2(1)	3(1)	134(6)
Shopping centers	642(6)	33(3)	7	668(9)
NSC	81	0	1	80
Roadside stores	101	0	3	98
Outlet malls	50	1	6	45
Total	1,095(14)	36(4)	22(1)	1,109(17)

* () denotes the number of OSHMAN'S.

7. Number of Stores (Overseas)

	Feb.29,2024	FY 11/24		
		Opened	Closed	Nov.30,2024
Korea	316	17	8	325
Taiwan	63	3	2	64
U.S.A.	8	0	1	7
Vietnam	5	0	0	5
Total	392	20	11	401

* Number of overseas stores as of end-September 2024.

Total	1,487	56	33	1,510
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Number of Stores by Business Formats (Domestic)

	Feb.29,2024	FY 11/24			
		Opened	Closed	Renovated	Nov.30,2024
Grand Stage	87	3	0	18	108
Premier Stage	16	0	0	▲ 2	14
Mega Stage	13	0	0	▲ 3	10
ABC-MART SPORTS	107	13	1	4	123
Other ABC-MART	754	14	12	▲ 14	742
Ladies footwear	15	0	1	▲ 3	11
Outlet store	54	1	6	0	49
Other businesses	35	1	1	0	35
OSHMANS	14	4	1	0	17
Total	1,095	36	22	0	1,109