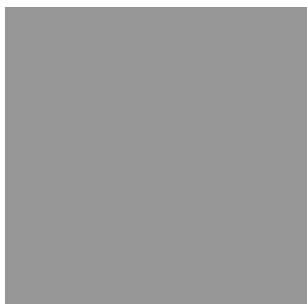
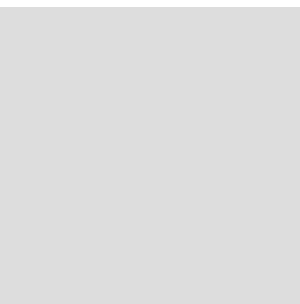
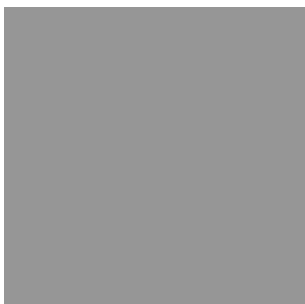
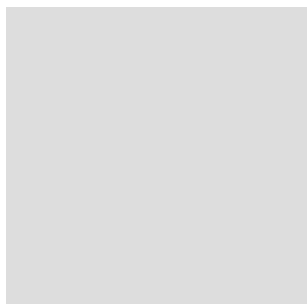
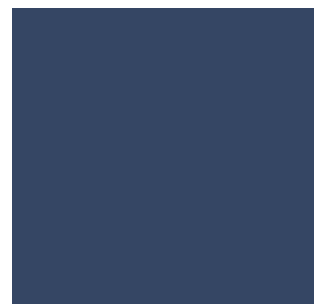
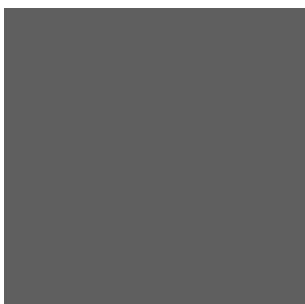


FACTBOOK

ABC-MART, INC.

For the fiscal year ended February 28, 2013



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**Securities Code: 2670 /
TSE 1st Section**

Corporate Profile (as of February 28, 2013)

Name of Company	ABC-MART, INC.
URL	http://www.abc-mart.com/
Headquarters	19F, Shibuya Mark City West 1-12-1 Dogenzaka, Shibuya-ku, Tokyo 150-0043 JAPAN (Registered address: 1-11-5 Jinnan, Shibuya-ku, Tokyo 150-0041 JAPAN)
Date of Establishment	June 6, 1985
Capital	¥3,482 million
Representative	Minoru Noguchi Representative Director, President and Executive Officer
Number of Employees	5,199 (4 Temporary employees and 2,440 Part-time employees included)

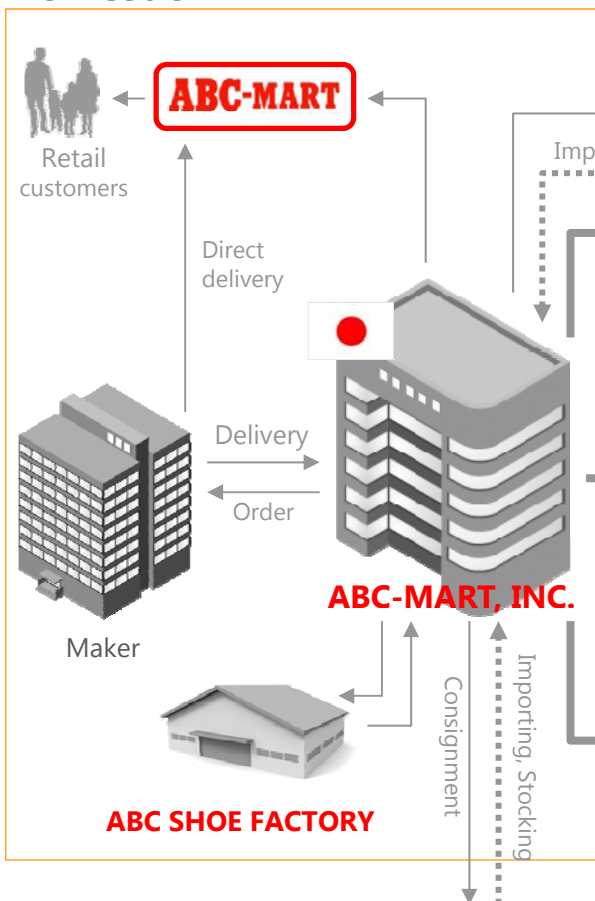
Business Policy

**From a lifestyle creation company
focused on shoes,
into the ABC-MART global shoe store**

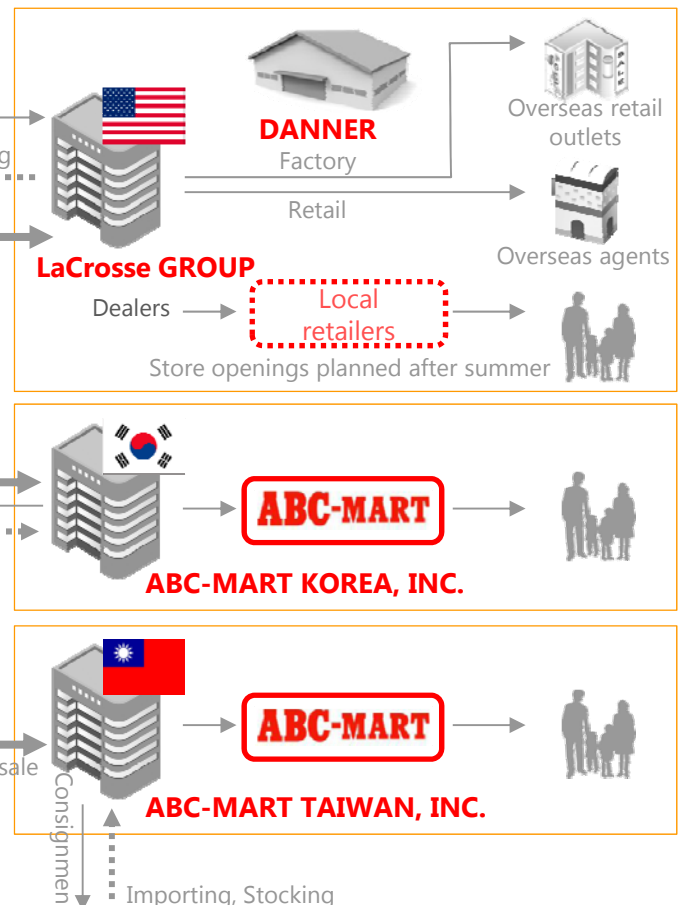
New ABC-MART outlets will be opened to directly deliver shoes to our customers. Our ultimate aim is to establish a globally recognized store brand.

Business content

Domestic

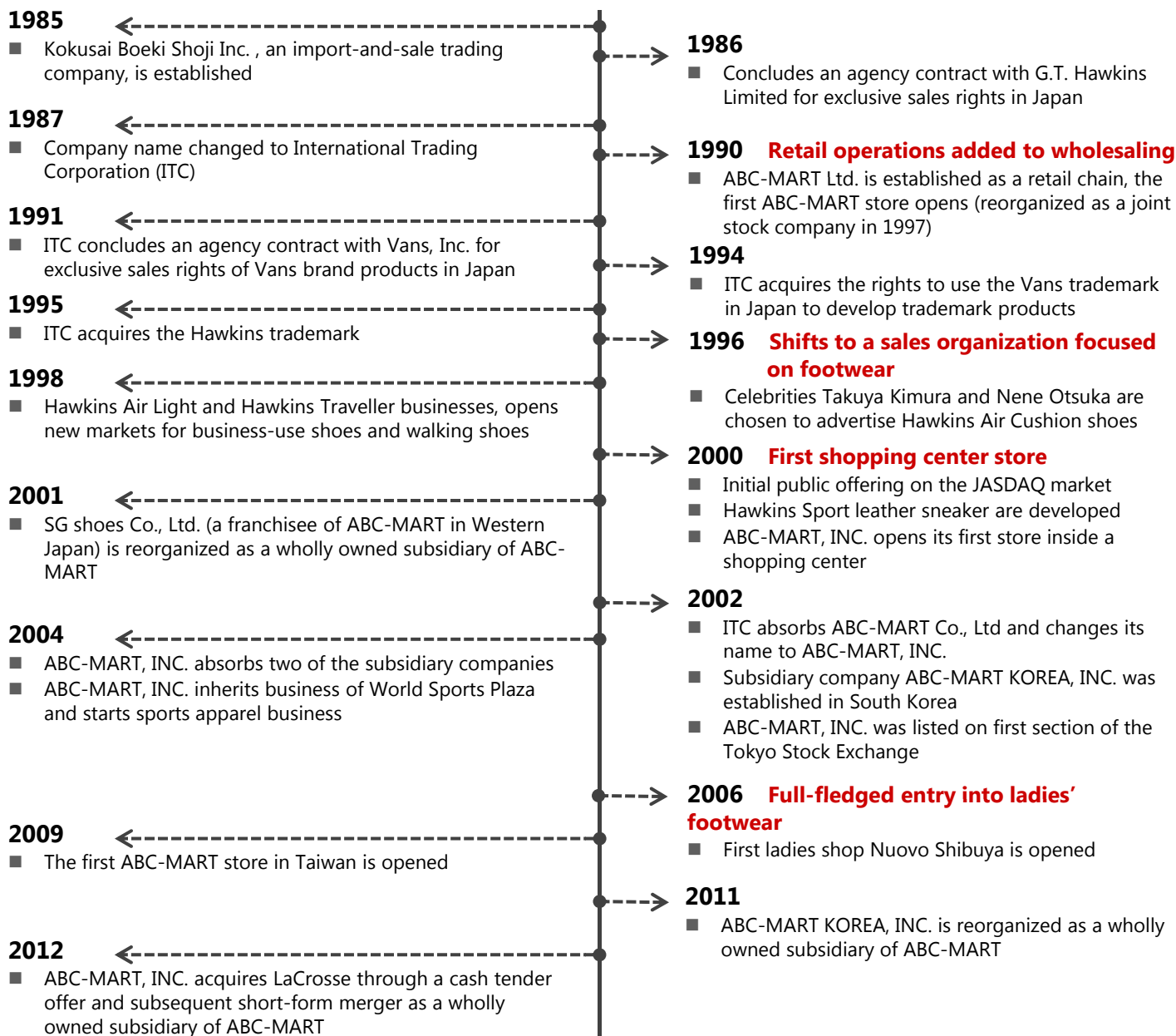


Overseas

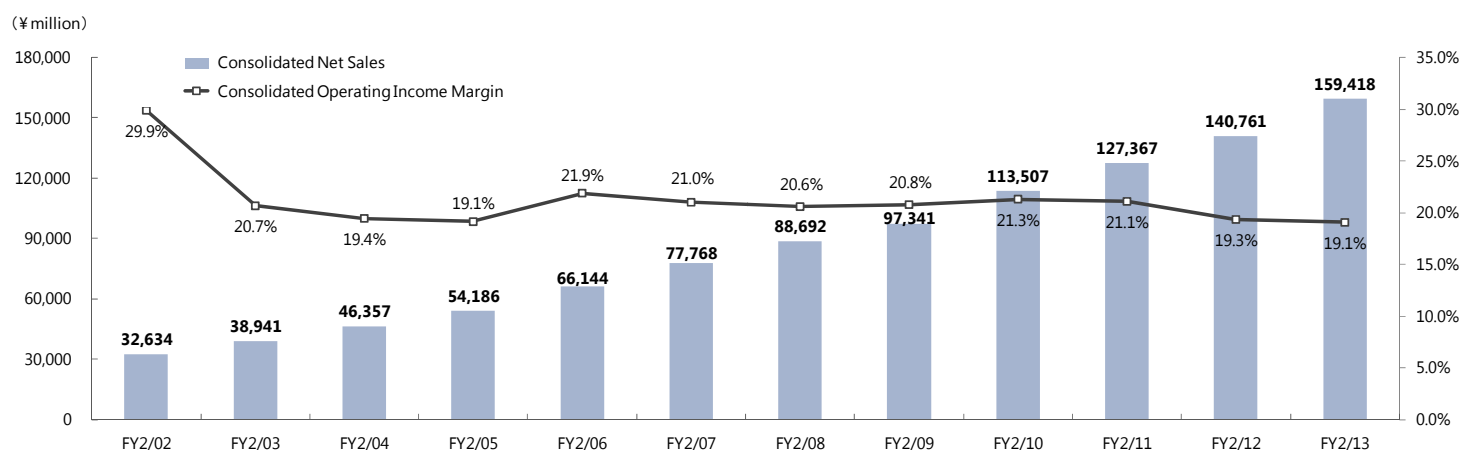


Overseas consignment factories (China, Myanmar, Bangladesh, Italy, etc.)

History



Trend of Business Performance



The Strength of ABC-MART

ABC-MART is leveraging a growing product line and store network, as well as its import and sales expertise to expand share of the retail shoe market. The Company aims to establish itself as Japan's No.1 chain of dedicated shoe stores in both quality and quantity.

Store Strategy

- Speedy store openings conforming to communities and trade areas
- Development of stores with a wide range of formats and business types
- Store renewal that responds smartly to market changes

Product and Brand Strategy

- Maintenance, strengthening and development of house brands
- Development information from our overseas network
- Partnership with global brands

The accumulation of on-site excellence

Operation Strategy

- Boosting sales capability using POS system
- Taking the next step with high-level systems
- Efficiency of logistic system

Human Resource Development

- Field-oriented
- Strong sales capabilities
- Strong leadership and teamwork

Product Planning and Development

Integrated Production and Sales System for House Brands

Information on trends from our overseas network
+
Collection of raw customer feedback

Production at cooperating factories in Italy, China, South East Asia, etc.

Enables production of appealing products at reasonable prices

Partnering with Global Brands

Dealing directly with makers
(bulk ordering)

Enables low product prices



Promotes development of the ABC-MART original models

Private Brands

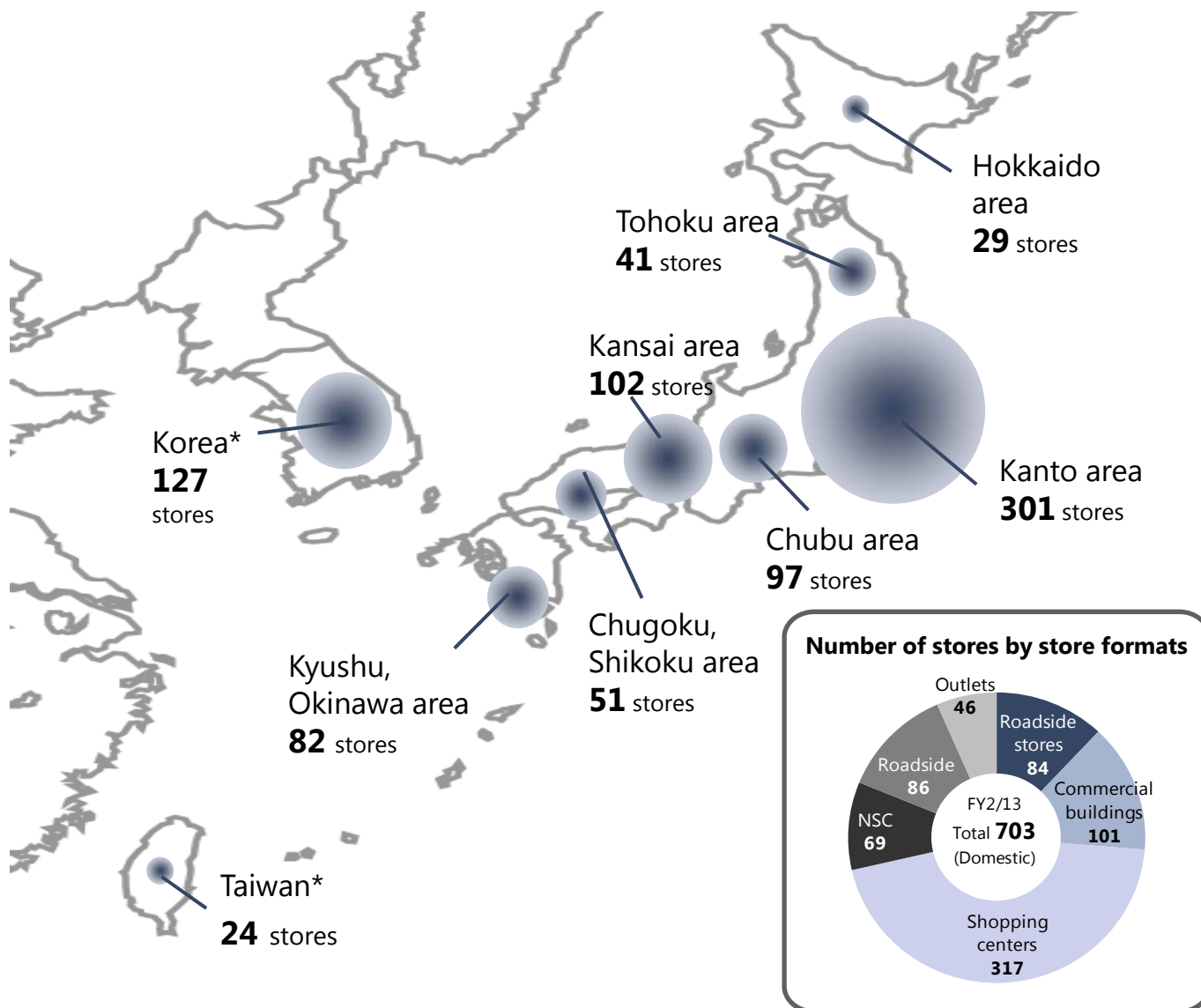


In-house Brands

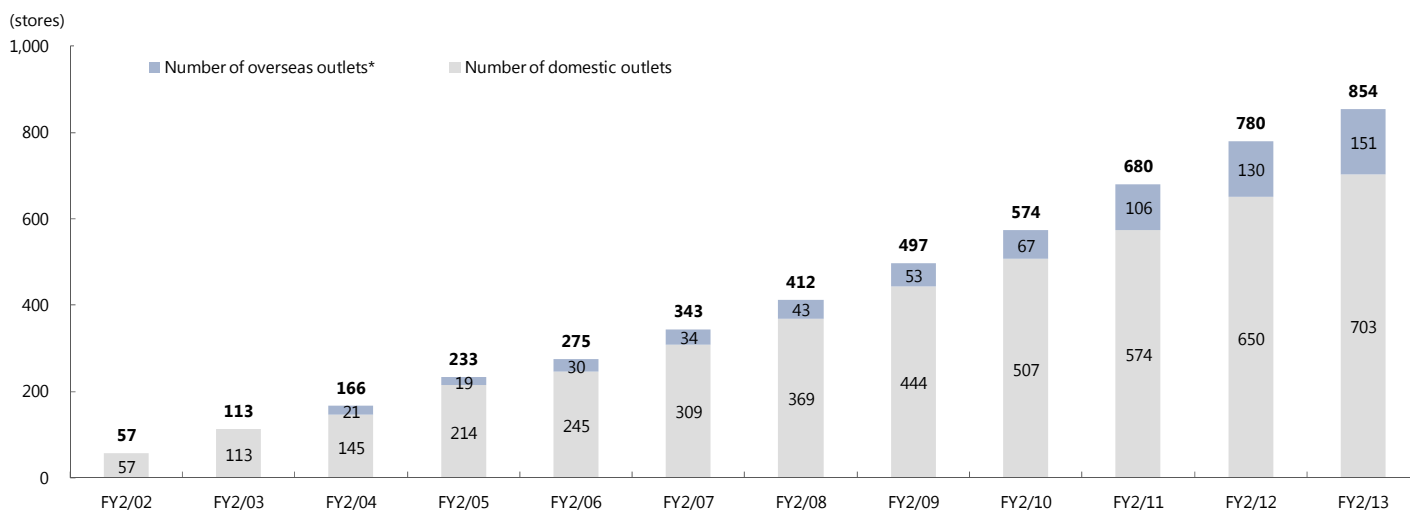


Distribution map of stores (as of February 28, 2013)

*: Number of overseas outlets (Korea, Taiwan) as of end-December 2012



ABC-MART Store Network Expansion (as of February 28, 2013)



*: Number of overseas outlets (Korea, Taiwan) as of end-December 2012

Consolidated Balance Sheets

(¥ thousand)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Assets					
Total assets	81,119,674	99,400,512	111,087,052	120,203,941	174,159,421
Current assets	40,384,975	48,131,921	67,041,130	72,704,028	113,067,021
Cash and deposits	21,654,129	24,604,206	38,755,377	42,167,745	68,852,158
Notes and accounts receivable-trade	1,553,340	1,971,321	2,370,937	2,563,312	5,064,083
Inventories	14,428,165	-	-	-	-
Merchandise and finished goods	-	17,959,884	22,664,712	23,243,775	32,682,063
Work in process	-	-	-	-	44,833
Raw materials and supplies	-	-	-	25,747	485,939
Currency option	-	-	-	1,200,314	1,314,421
Deferred tax assets	715,346	938,148	829,175	1,004,547	1,166,442
Other	2,034,787	2,659,312	2,425,816	2,504,923	3,480,723
Allowance for doubtful accounts	(793)	(951)	(4,890)	(6,337)	(23,645)
Noncurrent assets	40,734,699	51,268,591	44,045,922	47,499,913	61,092,399
Property, plant and equipment	27,599,831	28,771,859	26,702,214	29,226,500	31,588,359
Buildings and structures	12,298,210	13,719,140	15,119,964	17,984,882	20,886,196
Accumulated depreciation	(4,543,012)	(5,689,719)	(6,618,314)	(7,924,210)	(9,553,405)
Buildings and structures, net	7,755,198	8,029,420	8,501,650	10,060,671	11,332,790
Vehicles and vessels	509,082	439,218	445,208	-	-
Accumulated depreciation	(212,304)	(313,213)	(352,277)	-	-
Vehicles and vessels, net	296,777	126,004	92,931	-	-
Tools, furniture and fixtures	-	-	2,511,735	3,139,826	6,266,116
Accumulated depreciation	-	-	(1,260,865)	(1,646,696)	(3,604,799)
Tools, furniture and fixtures, net	-	-	1,250,869	1,493,130	2,661,316
Land	17,202,704	19,443,979	16,827,283	17,176,451	17,483,893
Construction in progress	1,666,477	995	23,148	427,108	60,071
Other	1,281,804	2,141,449	8,138	457,156	468,848
Accumulated depreciation	(603,130)	(969,991)	(1,808)	(388,017)	(418,561)
Other, net	678,673	1,171,458	6,330	69,138	50,286
Intangible assets	808,236	801,516	1,519,463	2,012,373	10,793,412
Right of trademark	-	-	-	11,264	2,465,569
Goodwill	-	-	442,774	964,553	6,821,704
Other	808,236	801,516	1,076,689	1,036,555	1,506,138
Investments and other assets	12,326,631	21,695,214	15,824,244	16,261,039	18,710,627
Investment securities	127,815	138,324	97,544	94,891	109,651
Stocks of subsidiaries and affiliates	-	7,409,422	84,175	84,175	84,175
Lease and guarantee deposits	10,939,622	12,964,586	14,396,825	14,331,988	16,494,299
Other	1,259,193	1,182,882	1,245,700	1,759,984	2,022,501
Allowance for doubtful accounts	-	-	-	(10,000)	-

Consolidated Balance Sheets

(¥ thousand)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Liabilities					
Total liabilities	26,996,646	32,311,513	27,658,857	27,967,792	64,394,736
Current liabilities	26,606,224	26,869,376	25,958,964	23,682,176	25,960,880
Notes and accounts payable-trade	8,900,338	7,714,042	7,469,784	7,147,386	7,477,486
Short-term loans payable	8,685,162	8,311,548	4,622,515	2,509,305	4,135,826
Current portion of long-term loans payable	-	-	3,750,000	2,252,800	1,002,800
Income taxes payable	4,747,927	6,447,847	5,534,427	6,513,447	7,455,270
Provision for bonuses	425,964	469,903	481,782	577,247	642,716
Provision	-	-	-	17,070	178,038
Asset retirement obligations	-	-	-	14,308	17,861
Notes payable-facilities	-	-	832,742	960,493	936,279
Other	3,846,831	3,926,035	3,267,711	3,690,118	4,114,601
Noncurrent liabilities	390,422	5,442,137	1,699,893	4,285,616	38,433,856
Convertible bond-type bonds with subscription rights to shares	-	-	-	-	33,000,000
Long-term loans payable	-	5,000,000	1,261,200	3,505,600	2,502,800
Provision	-	-	-	-	798,867
Asset retirement obligations	-	-	-	133,454	218,207
Currency option	-	-	-	257,731	265,084
Other	390,422	442,137	438,693	388,830	1,648,895
Net assets					
Total net assets	54,123,028	67,088,999	83,428,195	92,236,148	109,764,684
Shareholders' equity	53,810,254	65,798,940	81,311,254	93,373,591	107,282,926
Capital stock	3,482,930	3,482,930	3,482,930	3,482,930	3,482,930
Capital surplus	7,488,686	7,488,686	7,488,686	7,488,686	7,488,686
Retained earnings	65,157,424	77,146,432	70,340,159	82,402,496	96,311,831
Treasury stock	(22,318,787)	(22,319,109)	(522)	(522)	(522)
Accumulated other comprehensive income	(507,443)	(467,463)	(898,119)	(1,438,071)	2,191,141
Valuation difference on available-for-sale securities	40,749	17,435	(4,182)	(5,746)	13,432
Deferred gains or losses on hedges	-	(11,104)	-	-	-
Foreign currency translation adjustment	(548,192)	(473,793)	(893,937)	(1,432,324)	2,177,708
Minority interests	820,216	1,757,522	3,015,060	300,628	290,616
Total liabilities and net assets	81,119,674	99,400,512	111,087,052	120,203,941	174,159,421

Consolidated Statements of Income

(¥ thousand)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Net sales	97,341,014	113,507,052	127,367,153	140,761,016	159,418,140
Cost of sales	42,667,123	49,030,500	53,086,659	59,658,395	68,109,105
Gross profit	54,673,890	64,476,552	74,280,493	81,102,620	91,309,034
Selling, general and administrative expenses	34,449,974	40,290,394	47,422,994	53,881,392	60,933,917
Packing and transportation expenses	1,052,448	1,393,218	1,694,272	1,950,419	2,210,771
Advertising expenses	4,466,331	4,870,151	6,051,271	6,476,402	6,931,745
Warehousing expenses	618,476	806,125	1,127,482	1,257,626	1,293,183
Directors' compensations, salaries and allowances	9,708,846	11,446,358	13,373,272	14,948,840	16,431,626
Bonuses	779,633	840,756	884,508	1,047,361	1,083,784
Provision for bonuses	425,964	469,903	481,782	578,027	640,700
Legal and employee benefits expenses	1,143,700	1,314,460	1,564,124	1,879,820	2,113,560
Rents	8,631,335	10,465,979	11,944,395	13,644,869	15,326,723
Depreciation	1,543,200	1,928,744	2,189,606	2,648,130	3,250,878
Utilities expenses	999,836	1,189,631	1,410,031	1,457,090	1,793,573
Commission fee	1,243,464	1,641,041	1,900,791	2,298,221	2,677,576
Taxes and dues	422,824	495,031	529,957	566,845	668,623
Provision of allowance for doubtful accounts	118	157	-	11,971	1,820
Amortization of goodwill	-	-	49,197	264,003	549,441
Other	3,413,793	3,428,834	4,222,301	4,851,762	5,959,908
Operating income	20,223,916	24,186,158	26,857,499	27,221,227	30,375,117
Non-operating income	785,213	1,793,970	848,252	1,736,602	977,302
Interest income	46,971	18,303	21,300	40,751	46,729
Dividends income	-	-	104,676	-	-
Foreign exchange gains	-	360,387	-	-	80,501
Equity in earnings of affiliates	-	692,270	-	-	-
Gain on valuation of derivatives	-	-	-	942,582	106,753
House rent income	270,657	-	-	-	-
Rent income	-	376,121	398,074	419,285	481,790
Dividends income and refund premiums of insurance	145,835	-	-	-	-
Advertising medium income	95,620	81,950	68,360	60,757	57,450
Other	226,127	264,937	255,840	273,225	204,076
Non-operating expenses	1,398,503	411,292	995,275	558,200	605,146
Interest expenses	113,394	156,144	166,482	132,524	74,012
Foreign exchange losses	1,094,654	-	126,509	86,052	-
Equity in losses of affiliates	-	-	391,220	-	-
Rent expenses	157,079	198,419	189,469	203,523	271,275
Other	33,374	56,728	121,593	136,099	259,858
Ordinary income	19,610,625	25,568,836	26,710,475	28,399,630	30,747,273

Consolidated Statements of Income

(¥ thousand)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Extraordinary income	154,267	350,000	4,562,130	6,435	545
Gain on sales of noncurrent assets	-	-	924,388	6,435	545
Gain on sales of investment securities	1,510	-	150,847	-	-
Gain on sales of subsidiaries and affiliates' stocks	-	-	3,475,693	-	-
Income from insurance cancellation	152,757	-	11,201	-	-
Income from contract penalty	-	350,000	-	-	-
Extraordinary loss	278,745	357,446	565,820	1,370,135	595,794
Loss on sales of noncurrent assets	-	-	82,552	-	343
Loss on retirement of noncurrent assets	52,943	34,326	59,528	116,881	114,733
Loss on liquidation of business	-	-	-	-	65,595
Loss on valuation of golf club membership	63,467	-	12,359	19,220	7,075
Impairment loss	162,335	323,120	411,379	549,577	408,046
Loss on abandonment of goods	-	-	-	28,450	-
Loss on adjustment for changes of accounting standard for asset retirement obligations	-	-	-	549,530	-
Loss on disaster	-	-	-	53,518	-
Donation	-	-	-	52,957	-
Income before income taxes and minority interests	19,486,147	25,561,389	30,706,786	27,035,930	30,152,024
Income taxes-current	8,659,008	10,619,303	11,273,182	11,767,273	13,126,285
Income taxes-deferred	(273,841)	(210,786)	312,632	(429,211)	(220,612)
Total income taxes	8,385,167	10,408,517	11,585,815	11,338,061	12,905,672
Income before minority interests	-	-	-	15,697,869	17,246,351
Minority interests in income (loss)	13,787	679,144	746,946	21,408	(51,225)
Net income	11,087,192	14,473,727	18,374,023	15,676,460	17,297,577

Consolidated Statements of Cash Flows

(¥ thousand)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Cash flows provided by (used in) operating activities					
Net cash provided by (used in) operating activities	15,112,842	13,248,846	12,490,025	18,998,704	15,395,953
Income before income taxes and minority interests	19,486,147	25,561,389	30,706,786	27,035,930	30,152,024
Depreciation and amortization	1,543,200	1,928,744	2,189,606	2,648,130	3,250,878
Increase (decrease) in provision for bonuses	65,100	43,939	11,879	96,244	62,672
Increase (decrease) in allowance for doubtful accounts	(4,653)	157	3,563	11,447	(12,264)
Interest and dividends income	(48,375)	(18,973)	(125,976)	(41,475)	(47,453)
Interest expenses	113,394	156,144	166,482	132,524	74,012
Foreign exchange losses (gains)	1,160,055	(300,026)	198,971	2,732	(104,166)
Loss (gain) on valuation of securities	-	-	-	-	16,582
Loss (gain) on valuation of derivatives	-	-	-	(942,582)	(106,753)
Loss (gain) on sales of investment securities	(1,510)	-	(150,847)	-	-
Loss (gain) on sales of stocks of subsidiaries and affiliates	-	-	(3,475,693)	-	-
Loss (gain) on sales and retirement of noncurrent assets	52,928	34,326	(782,307)	110,445	114,531
Impairment loss	162,335	323,120	411,379	549,577	408,046
Loss on adjustment for changes of accounting standard for asset retirement obligations	-	-	-	549,530	-
Loss on valuation of golf club memberships	63,467	-	12,359	-	-
Dividends income and refund premiums of insurance	(145,835)	(59,193)	-	-	-
Income from contract penalty	-	(350,000)	-	-	-
Gain on cancellation of insurance contract	(152,757)	-	-	-	-
Equity in (earnings) losses of affiliates	-	(692,270)	391,220	-	-
Decrease (increase) in notes and accounts receivable-trade	(593,425)	(581,740)	(47,768)	(298,790)	(620,481)
Decrease (increase) in inventories	(1,121,192)	(3,035,057)	(4,879,416)	(860,055)	(5,362,064)
Increase (decrease) in notes and accounts payable-trade	1,814,661	(714,209)	(331,979)	(191,642)	(915,849)
Other, net	913,795	(298,165)	242,726	1,044,345	723,693
Subtotal	23,307,336	21,998,184	24,540,986	29,846,360	27,633,408
Interest and dividends income received	34,116	23,340	117,884	33,842	32,920
Proceeds from dividends income from affiliates accounted for by equity method	-	104,002	187,203	-	-
Interest expenses paid	(111,922)	(146,426)	(167,167)	(138,066)	(76,415)
Payments for loss on disaster	-	-	-	(37,552)	-
Payments for donation	-	-	-	(52,957)	-
Proceeds from contract penalty	-	350,000	-	-	-
Income taxes paid	(8,116,688)	(9,080,254)	(12,188,881)	(10,652,922)	(12,193,959)

Consolidated Statements of Cash Flows

(¥ thousand)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Cash flows provided by (used in) investing activities					
Net cash provided by (used in) investing activities	(6,394,782)	(12,160,736)	8,068,521	(10,515,422)	(17,203,674)
Payments into time deposits	(53,460)	-	(177,110)	(5,400)	(5,400)
Proceeds from withdrawal of time deposits	-	202,740	74,719	5,400	120,526
Purchase of investment securities	-	(49,759)	-	-	-
Proceeds from sales of investment securities	14,174	-	312,903	-	-
Purchase of property, plant and equipment	(4,176,958)	(5,232,683)	(3,257,758)	(5,615,864)	(4,093,447)
Proceeds from sales of property, plant and equipment	-	-	3,589,489	17,799	5,137
Purchase of intangible assets	(314,630)	(99,038)	(453,351)	(207,396)	(419,560)
Proceeds from bargain cancellation of property, assets	-	1,660,640	-	-	-
Payments for store removal	(30,162)	(11,691)	(44,543)	(78,681)	(55,935)
Purchase of stocks of subsidiaries and affiliates	-	(6,832,258)	-	-	-
Proceeds from sales of stocks of subsidiaries and affiliates	-	-	10,160,000	-	-
Purchase of insurance funds	(1,065)	(1,253)	-	-	-
Proceeds from maturity and cancellation of insurance funds	480,703	67,285	-	-	-
Payments of loans receivable	(265,150)	(252,867)	(305,500)	(315,500)	(185,000)
Collection of loans receivable	13,763	27,279	40,406	57,696	83,062
Purchase of investments in subsidiaries	-	-	-	(3,435,971)	-
Purchase of investments in subsidiaries resulting in change in scope of consolidation	-	-	-	-	(10,999,115)
Payments for lease and guarantee deposits	(2,461,306)	(2,175,219)	(2,415,938)	(1,527,365)	(2,562,575)
Proceeds from collection of lease and guarantee deposits	542,120	332,372	691,886	669,580	1,011,240
Other payments	(821,576)	(83,340)	(210,247)	(118,699)	(240,663)
Other proceeds	678,764	287,057	63,565	38,980	138,055
Net cash provided by (used in) financing activities					
Cash flows provided by (used in) financing activities	(4,463,308)	1,923,290	(6,467,879)	(4,972,811)	28,209,995
Net increase (decrease) in short-term loans payable	(1,978,323)	(591,667)	(3,601,661)	(2,108,047)	864,471
Proceeds from long-term loans payable	-	5,000,000	-	10,000,000	-
Repayment of long-term loans payable	-	-	-	(9,252,800)	(2,259,060)
Cash dividends paid	(2,484,723)	(2,484,719)	(2,861,186)	(3,609,464)	(3,384,043)
Purchase of treasury stock	(261)	(322)	-	-	-
Proceeds from issuance of bonds with subscription rights to shares	-	-	-	-	33,000,000
Other payments	-	-	(5,031)	(2,499)	(11,371)
Effect of exchange rate change on cash and cash equivalents	(38,788)	58,335	(38,339)	(88,091)	378,867
Net increase (decrease) in cash and cash equivalents	4,215,962	3,069,735	14,052,327	3,422,379	26,781,142
Cash and cash equivalents at beginning of period	17,230,534	21,446,497	24,516,232	38,568,560	41,990,939
Cash and cash equivalents at end of period	21,446,497	24,516,232	38,568,560	41,990,939	68,772,082

Consolidated Statements of Changes in Net Assets

(¥ thousand)	FY2/12	FY2/13
Shareholders' equity		
Capital stock		
Balance at the beginning of current period	3,482,930	3,482,930
Changes of items during the period		
Total changes of items during the period	-	-
Balance at the end of current period	3,482,930	3,482,930
Capital surplus		
Balance at the beginning of current period	7,488,686	7,488,686
Changes of items during the period		
Total changes of items during the period	-	-
Balance at the end of current period	7,488,686	7,488,686
Retained earnings		
Balance at the beginning of current period	70,340,159	82,402,496
Changes of items during the period		
Dividends from surplus	(3,614,124)	(3,388,241)
Net income	15,676,460	17,297,577
Total changes of items during the period	12,062,336	13,909,335
Balance at the end of current period	82,402,496	96,311,831
Treasury stock		
Balance at the beginning of current period	(522)	(522)
Changes of items during the period		
Total changes of items during the period	-	-
Balance at the end of current period	(522)	(522)
Total shareholders' equity		
Balance at the beginning of current period	81,311,254	93,373,591
Changes of items during the period		
Dividends from surplus	(3,614,124)	(3,388,241)
Net income	15,676,460	17,297,577
Total changes of items during the period	12,062,336	13,909,335
Balance at the end of current period	93,373,591	107,282,926

(¥ thousand)	FY2/12	FY2/13
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities		
Balance at the beginning of current period	(4,182)	(5,746)
Changes of items during the period		
Net changes of items other than shareholders' equity	(1,563)	19,178
Total changes of items during the period	(1,563)	19,178
Balance at the end of current period	(5,746)	13,432
Foreign currency translation adjustment		
Balance at the beginning of current period	(893,937)	(1,432,324)
Changes of items during the period		
Net changes of items other than shareholders' equity	(538,387)	3,610,033
Total changes of items during the period	(538,387)	3,610,033
Balance at the end of current period	(1,432,324)	2,177,708
Total accumulated other comprehensive income		
Balance at the beginning of current period	(898,119)	(1,438,071)
Changes of items during the period		
Net changes of items other than shareholders' equity	(539,951)	3,629,212
Total changes of items during the period	(539,951)	3,629,212
Balance at the end of current period	(1,438,071)	2,191,141
Minority interests		
Balance at the beginning of current period	3,015,060	300,628
Changes of items during the period		
Net changes of items other than shareholders' equity	(2,714,431)	(10,012)
Total changes of items during the period	(2,714,431)	(10,012)
Balance at the end of current period	300,628	290,616
Total net assets		
Balance at the beginning of current period	83,428,195	92,236,148
Changes of items during the period		
Dividends from surplus	(3,614,124)	(3,388,241)
Net income	15,676,460	17,297,577
Net changes of items other than shareholders' equity	(3,254,382)	3,619,200
Total changes of items during the period	8,807,953	17,528,535
Balance at the end of current period	92,236,148	109,764,684

Results by Segment

(¥ thousand)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Net sales	97,341,014	113,507,052	127,367,153	140,761,016	159,418,140
Domestic	90,367,301	103,026,996	112,442,646	121,856,243	131,773,827
Overseas	6,973,712	10,480,056	14,924,506	18,904,773	27,644,313
Operating income	20,223,916	24,186,158	26,857,499	27,221,227	30,375,117
Domestic	18,891,320	22,526,414	23,926,382	24,617,520	28,759,548
Overseas	1,333,832	1,700,792	2,863,410	2,612,929	1,611,556
Elimination	(1,236)	(41,047)	67,706	(9,222)	4,012
Assets	81,119,674	99,400,512	111,087,052	120,203,941	174,159,421
Domestic	76,361,828	88,133,778	95,411,837	101,607,412	135,687,435
Overseas	7,801,551	14,247,929	15,718,519	18,655,296	39,097,224
Elimination	(3,043,705)	(2,981,196)	(43,303)	(58,767)	(625,238)
(%)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Composition ratio to net sales	100.0	100.0	100.0	100.0	100.0
Domestic	92.8	90.8	88.3	86.6	82.7
Overseas	7.2	9.2	11.7	13.4	17.3
Operating income margin	20.8	21.3	21.1	19.3	19.1
Domestic	20.9	21.9	21.3	20.2	21.8
Overseas	19.1	16.2	19.2	13.8	5.8

Note: Reporting segment names were changed from FY2/13

As a result, segment results prior to FY2/12 have been restated to conform to the new segment names

Sales by Category

(%)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Ratio of in-house products (domestic)*	43.3	45.7	45.9	44.7	46.5
(¥ thousand)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Net sales	97,341,014	113,507,052	127,367,153	140,761,016	159,418,140
Sports	50,886,629	56,419,808	61,613,476	68,909,762	73,942,556
Leather Casual	14,616,085	18,442,962	21,627,609	23,200,585	30,058,924
Ladies'	11,472,951	15,302,255	17,296,974	18,232,412	21,833,829
Business	7,697,624	8,478,108	9,386,321	10,467,999	10,626,973
Kids	4,891,561	6,283,202	6,925,666	7,496,787	8,547,085
Sandals	3,308,616	2,998,426	3,232,967	4,319,874	4,702,643
Others	4,467,544	5,582,288	7,284,138	8,133,594	9,706,127

*Note: In-house products = Private brands + In-house brands

Consolidated Profitability Indicators

(¥ million)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Net sales	97,341	113,507	127,367	140,761	159,418
Gross profit	54,673	64,476	74,280	81,102	91,309
SG&A expenses	34,449	40,290	47,422	53,881	60,933
Operating income	20,223	24,186	26,857	27,221	30,375
Ordinary income	19,610	25,568	26,710	28,399	30,747
Net income	11,087	14,473	18,374	15,676	17,297

(%)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Gross profit on net sales	56.2	56.8	58.3	57.6	57.3
SG&A expenses ratio	35.4	35.5	37.2	38.3	38.2
Operating income margin	20.8	21.3	21.1	19.3	19.1
Ordinary income margin	20.1	22.5	21.0	20.2	19.3
Net income margin	11.4	12.8	14.4	11.1	10.9

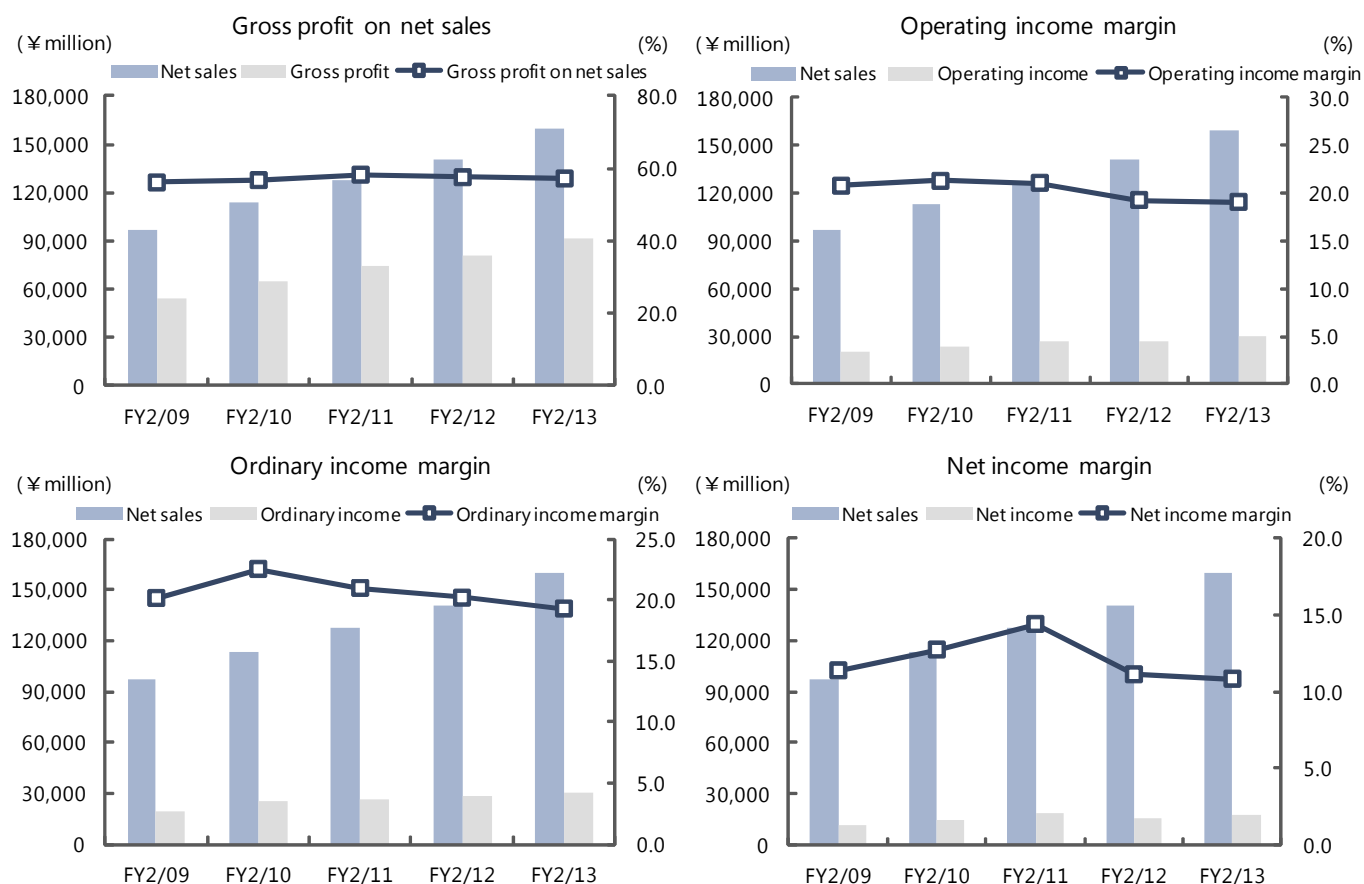
Gross profit on net sales=Gross profit/Net sales

SG&A expenses ratio=SG&A expenses/Net sales

Operating income margin=Operating income/Net sales

Ordinary income margin=Ordinary income/Net sales

Net income margin=Net income/Net sales



Consolidated Efficiency Indicators

(times)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Total assets turnover	1.20	1.14	1.15	1.17	0.92
Noncurrent assets turnover	2.39	2.21	2.89	2.96	2.61
Current assets turnover	2.41	2.36	1.90	1.94	1.41

(days)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Inventories turnover	54.10	57.75	64.95	60.27	76.04
Accounts receivable turnover	5.82	6.34	6.79	6.65	11.59
Accounts payable turnover	33.37	24.81	21.41	18.53	17.12

Total assets turnover=Net sales/Total assets

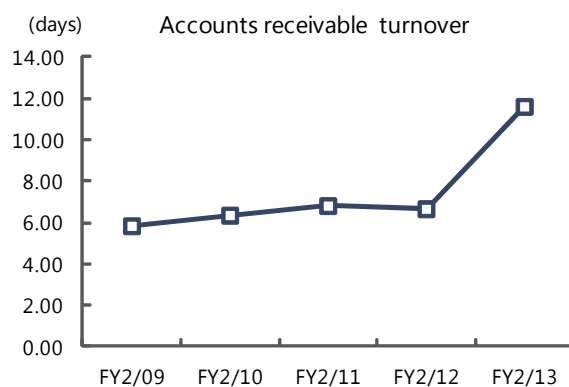
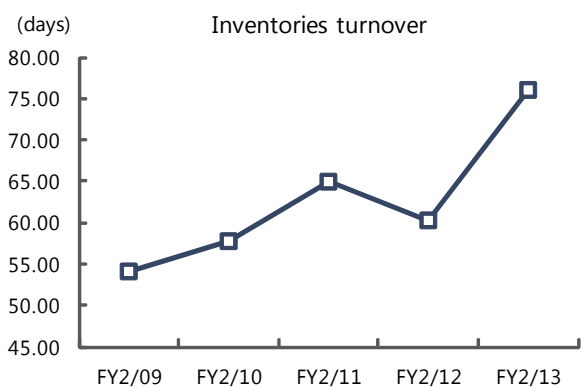
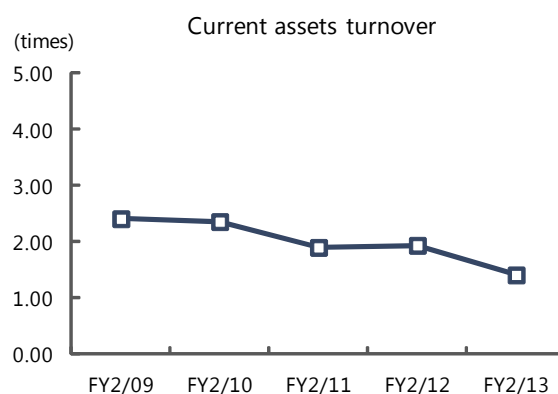
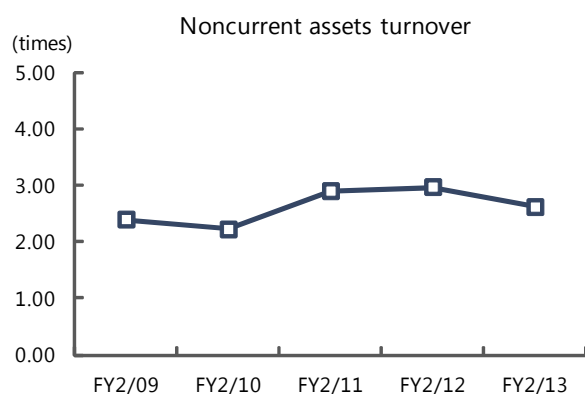
Noncurrent assets turnover=Net sales/Noncurrent assets

Current assets turnover=Net sales/Current assets

Inventories turnover=Inventories/Net salesx365

Accounts receivable turnover=Accounts receivable/Net salesx365

Accounts payable Turnover=Accounts payable/Net salesx365



Consolidated Stability Indicators

(¥ million)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Equity	53,302	65,331	80,413	91,935	109,474
Total assets	81,119	99,400	111,087	120,203	174,159
Noncurrent assets	40,734	51,268	44,045	47,499	61,092
Current assets	40,384	48,131	67,041	72,704	113,067
Current liabilities	26,606	26,869	25,958	23,682	25,960
Interest-bearing debt	8,685	13,311	9,633	8,267	40,641

(%)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Equity ratio	65.7	65.7	72.4	76.5	62.9
D/E ratio	16.3	20.4	12.0	9.0	37.1
Fixed ratio	76.4	78.5	54.8	51.7	55.8
Current ratio	151.8	179.1	258.3	307.0	435.5
ROA	14.5	16.0	17.5	13.6	11.8
ROE	22.5	24.4	25.2	18.2	17.2

Interest-bearing debt=Short-term loans payable+Current portion of long-term loans payable+Long-term loans payable

+Convertible bond-type bonds with subscription rights to shares

Equity ratio=Equity/Total assets

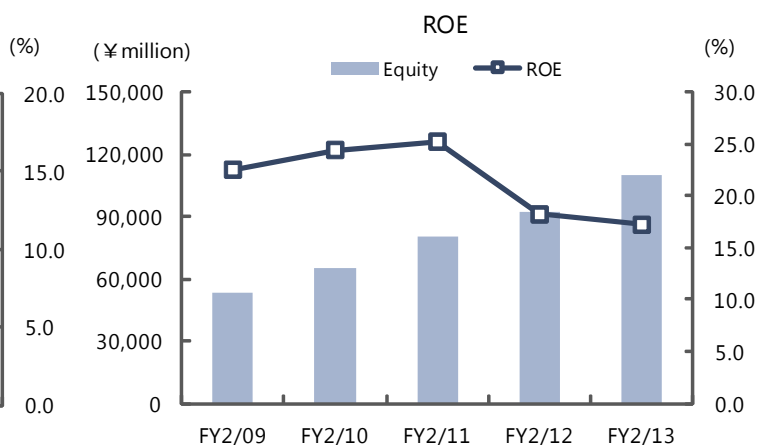
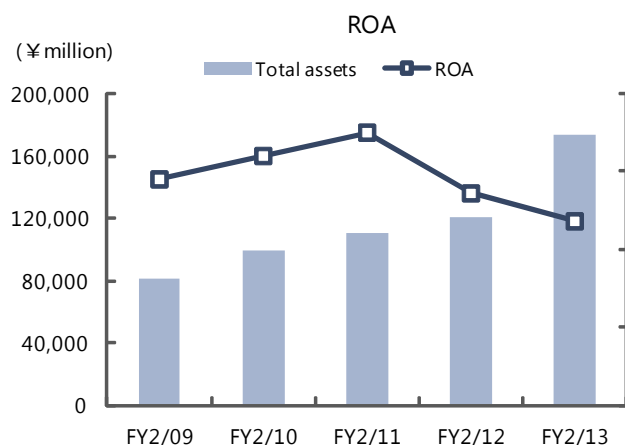
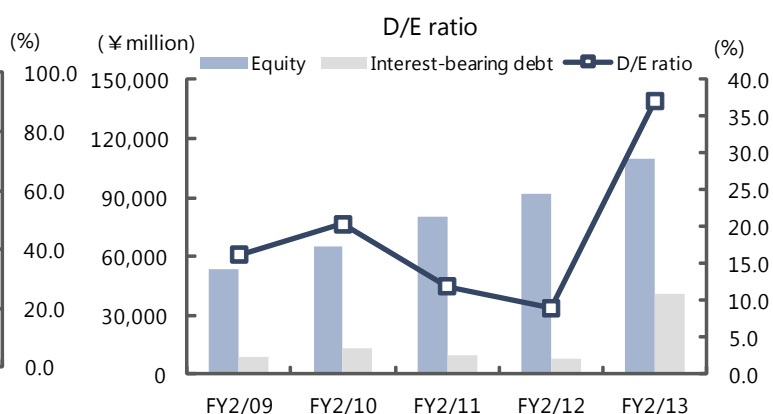
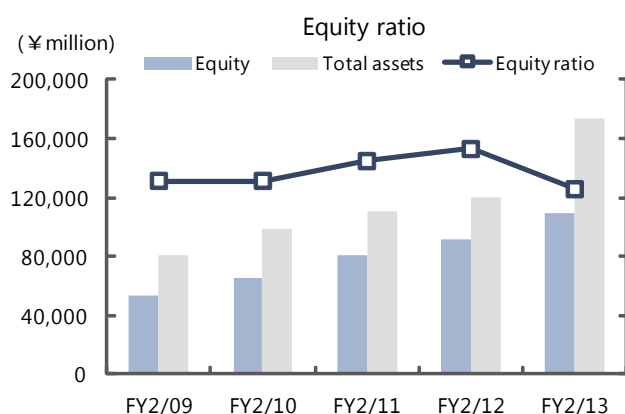
Current ratio=Current assets/Current liabilities

D/E ratio=Interest-bearing debt/Equity

ROA=Net income/Average total assets

Fixed ratio=Noncurrent assets/Equity

ROE=Net income/Average equity



Per Share Indicators

(¥)	FY2/09	FY2/10	FY2/11	FY2/12	FY2/13
Stock price at term end	2,145	2,935	3,255	2,863	3,235
Closing stock price range for the last 12 months	1,804-3,870	1,738-3,015	2,386-3,645	2,667-3,375	2,727-3,785
Earnings per share (EPS)	147.25	192.23	244.03	208.20	229.73
Diluted EPS	—	—	—	—	228.30
Book-value per share (BPS)	707.92	867.68	1,067.98	1,221.02	1,453.95
Dividend per share (DPS)	32.00	35.00	(*) 48.00	42.00	50.00

Note: * Inclusive of 10 year commemorative listing dividend of ¥10

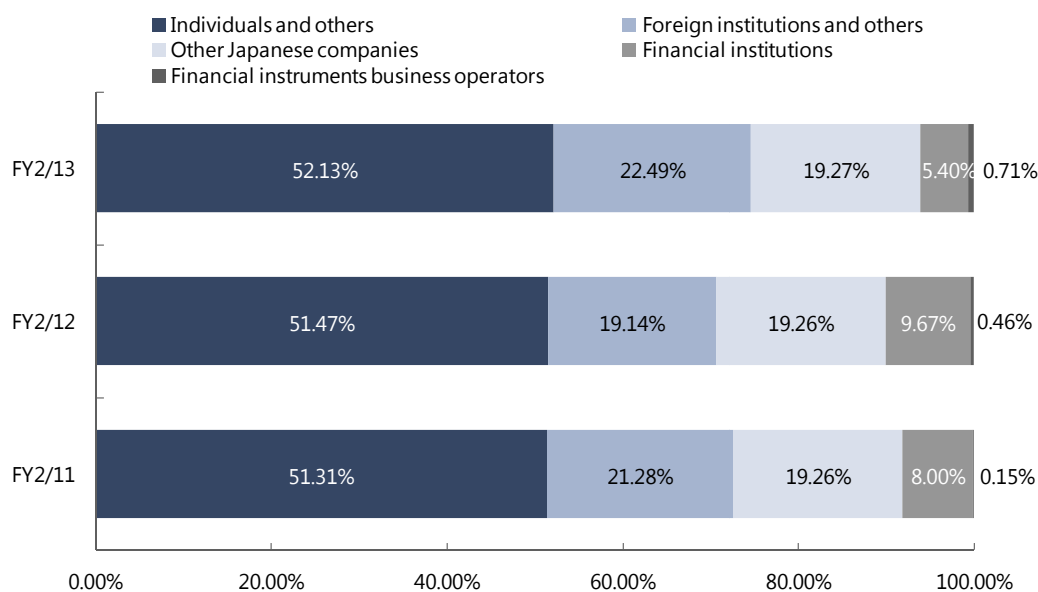
Status of Major Shareholders

As of February 28, 2013

Top 10 Shareholders	Number of Shares (thousand shares)	Shareholding Ratio (%)
Masahiro Miki	24,480	32.51
EM Planning LLC	14,428	19.16
Michiko Miki	12,584	16.71
CBNY-ORBIS SICAV	1,811	2.40
The Chase Manhattan Bank 385036	1,185	1.57
Northern Trust Company AVFC Re Fidelity Funds	1,179	1.56
Northern Trust Company (AVFC) Sub Account American Client	1,134	1.50
The Master Trust Bank of Japan, Ltd. (trust account)	722	0.95
Japan Trustee Services Bank, Ltd. (trust account)	710	0.94
BNY for Tax Treaty Jasdec Omnibus No.2	703	0.93

Note: In addition to the above, ABC-MART, INC. holds 164 shares (0.00%) in treasury stock.

Breakdown of Types of Shareholders





Contact

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Investor Relations

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<http://www.abc-mart.co.jp/ir/>