

**ABC
MART**

FACTBOOK

ABC-MART, INC.

For the fiscal year ended February 28, 2017



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

Corporate Profile (as of February 28, 2017)

Name of Company	ABC-MART, INC.
URL	http://www.abc-mart.co.jp/
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	¥19,972 million
Representative	Minoru Noguchi Representative Director, President and Executive Officer
Number of Employees	7,869 (4,390 Part-time employees included)

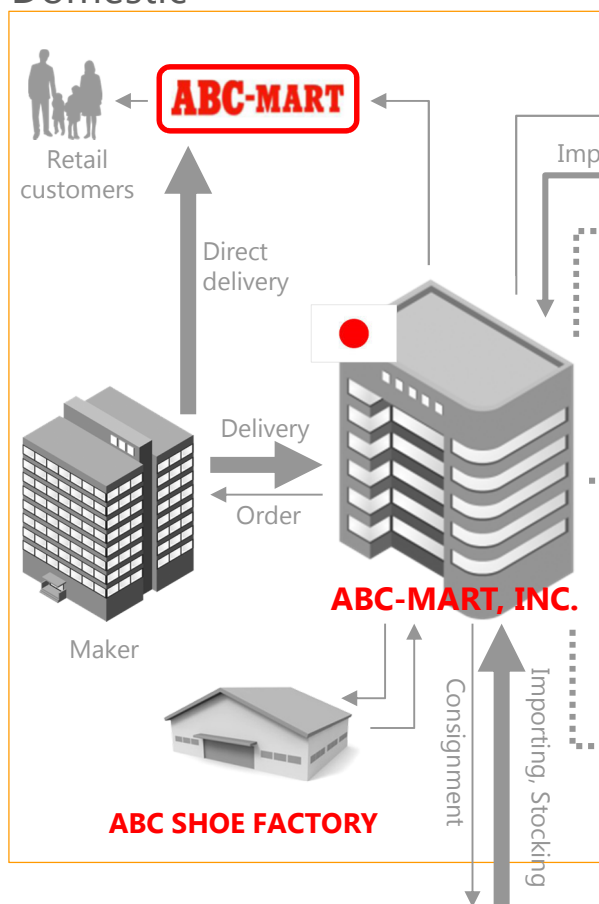
Business Policy

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

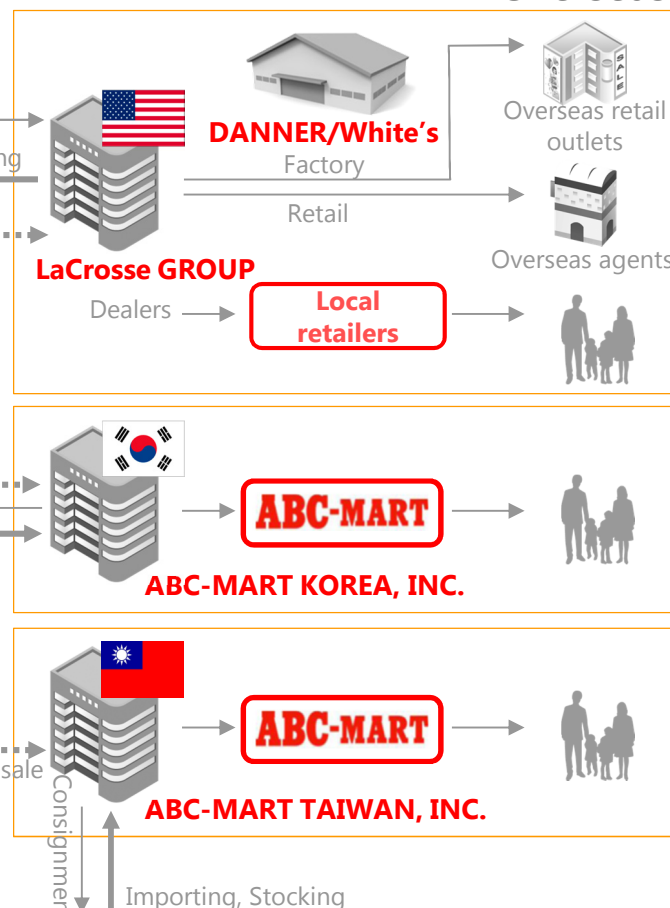
New ABC-MART outlets will be opened to directly deliver shoes to our customers. Our ultimate aim is to establish a globally recognized store brand.

Business Content

Domestic

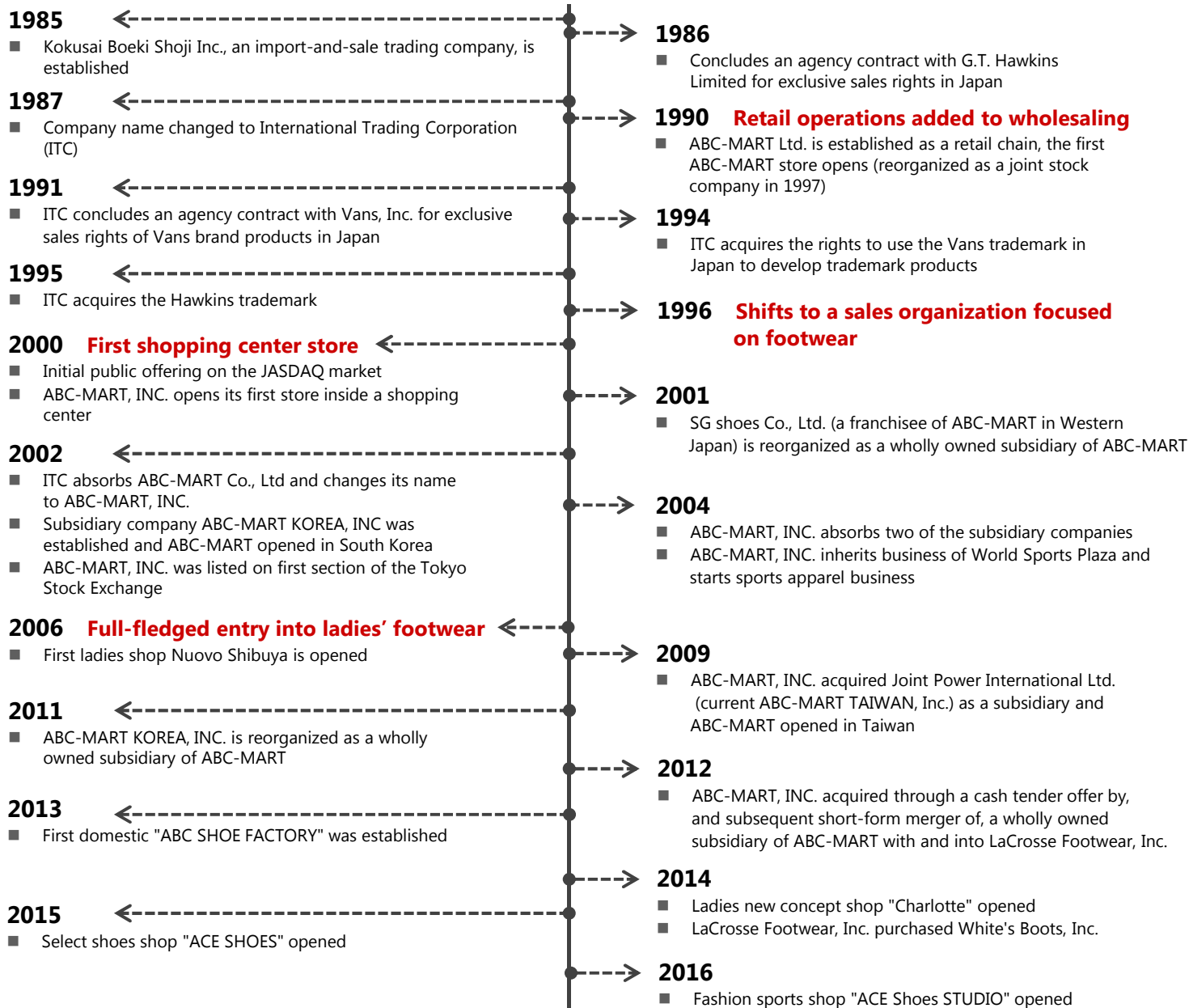


Overseas

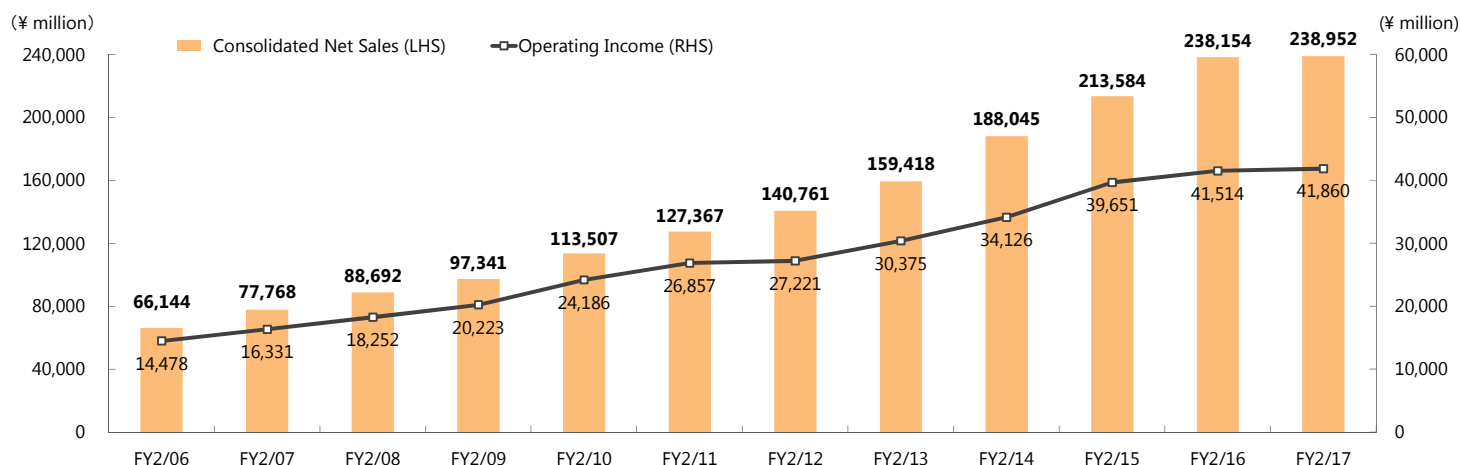


Overseas consignment factories (China, Myanmar, Bangladesh, Italy, etc.)

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.

The accumulation of on-site excellence

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

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. and a domestic factory

Partnering with Global Brands

Dealing directly with makers (bulk ordering)

Enables low product prices

Promotes development of the ABC-MART original models

Enables production of appealing products at reasonable prices

In-house Product Brands



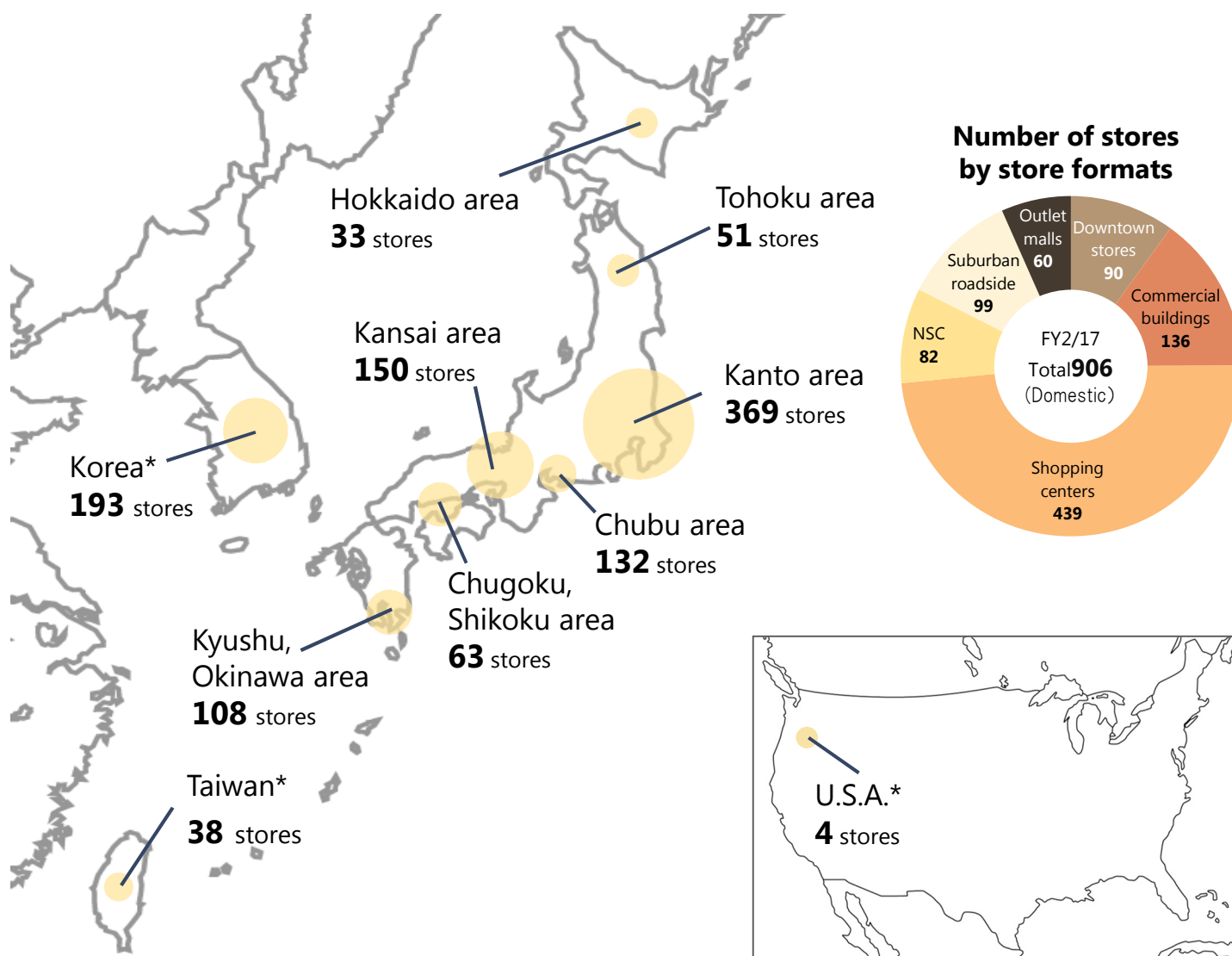
Brands of Stores



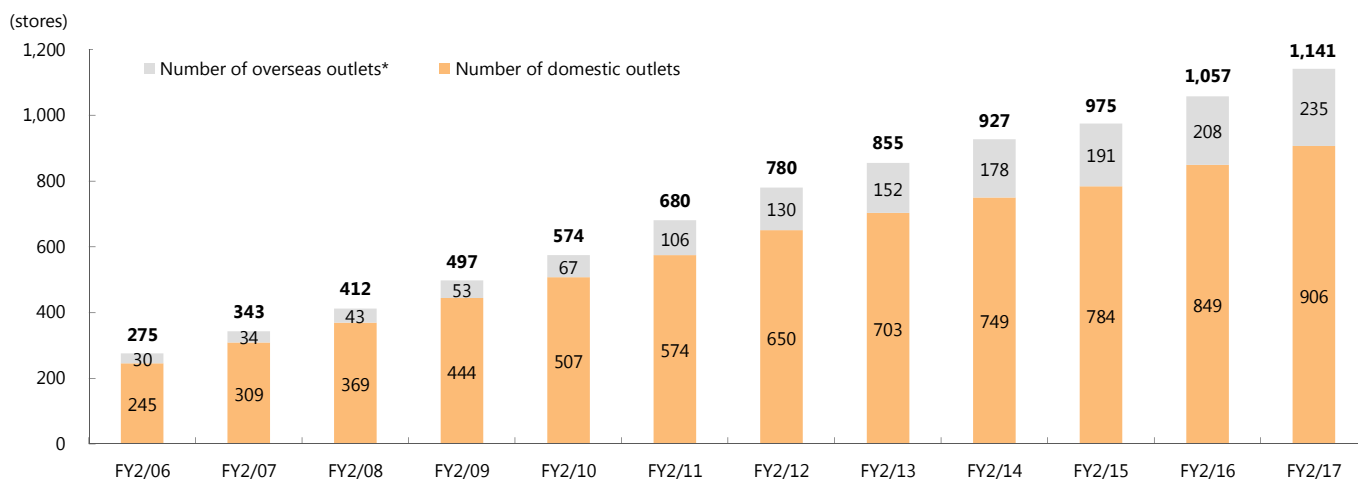


Distribution map of stores (as of February 28, 2017)

*: Number of overseas outlets (Korea, Taiwan, U.S.A.) as of end-December 2016



ABC-MART Store Network Expansion (as of February 28, 2017)



*: Number of overseas outlets (Korea, Taiwan, U.S.A.) as of end-December 2016

Consolidated Balance Sheet



(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Assets					
Total assets	174,159	196,881	233,661	238,575	253,916
Current assets	113,067	129,542	160,298	169,249	187,158
Cash and deposits	68,852	78,884	96,493	100,748	117,261
Notes and accounts receivable - trade	5,064	6,463	7,873	8,147	8,333
Inventories	—	39,455	49,367	54,503	54,315
Merchandise and finished goods	32,682	—	—	—	—
Work in process	44	—	—	—	—
Raw materials and supplies	485	—	—	—	—
Currency options	1,314	—	—	—	—
Deferred tax assets	1,166	1,414	2,049	1,864	1,759
Other	3,480	3,355	4,555	4,009	5,510
Allowance for doubtful accounts	(23)	(30)	(41)	(24)	(22)
Non-current assets	61,092	67,338	73,363	69,326	66,757
Property, plant and equipment	31,588	32,784	36,115	32,223	28,429
Buildings and structures	20,886	22,758	25,395	25,672	27,101
Accumulated depreciation	(9,553)	(10,980)	(12,512)	(12,906)	(14,214)
Buildings and structures, net	11,332	11,778	12,883	12,766	12,886
Tools, furniture and fixtures	6,266	8,012	9,006	9,540	10,301
Accumulated depreciation	(3,604)	(4,923)	(5,834)	(6,447)	(7,125)
Tools, furniture and fixtures, net	2,661	3,089	3,171	3,092	3,175
Land	17,483	17,696	19,629	14,728	12,157
Construction in progress	60	90	327	1,567	139
Other	468	593	438	438	453
Accumulated depreciation	(418)	(463)	(334)	(368)	(382)
Other, net	50	129	103	69	70
Intangible assets	10,793	11,649	12,543	11,139	9,445
Trademark right	2,465	2,682	2,948	2,563	2,462
Goodwill	6,821	7,195	7,511	6,236	5,129
Other	1,506	1,770	2,083	2,339	1,853
Investments and other assets	18,710	22,904	24,704	25,963	28,882
Investment securities	109	125	60	552	53
Shares of subsidiaries and associates	84	94	102	102	2,647
Long-term loans receivable	—	2,575	2,458	2,243	2,119
Lease and guarantee deposits	16,494	18,960	20,892	21,809	22,697
Net defined benefit asset	—	—	—	—	26
Other	2,022	1,150	1,208	1,272	1,354
Allowance for doubtful accounts	—	(1)	(18)	(16)	(17)

Consolidated Balance Sheet



(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Liabilities					
Total liabilities	64,394	64,961	78,126	34,923	33,835
Current liabilities	25,960	27,362	41,070	31,975	30,875
Notes and accounts payable - trade	7,477	8,551	14,176	10,675	11,811
Short-term loans payable	4,135	3,278	6,355	3,191	1,574
Current portion of long-term loans payable	1,002	1,002	1,000	500	—
Income taxes payable	7,455	7,113	9,815	7,778	7,815
Provision for bonuses	642	654	702	831	881
Provision	178	234	291	424	363
Asset retirement obligations	17	26	14	19	10
Notes payable - facilities	936	778	722	892	1,019
Other	4,114	5,722	7,992	7,661	7,400
Non-current liabilities	38,433	37,599	37,056	2,947	2,959
Convertible bond-type bonds with subscription rights to shares	33,000	33,000	33,000	—	—
Long-term loans payable	2,502	1,500	500	—	—
Provision	798	658	113	—	—
Net defined benefit liability	—	—	870	799	741
Asset retirement obligations	218	243	291	312	331
Currency options	265	—	—	—	—
Other	1,648	2,197	2,280	1,835	1,886
Net assets					
Total net assets	109,764	131,919	155,535	203,652	220,080
Shareholders' equity	107,282	123,281	142,384	192,125	210,588
Capital stock	3,482	3,482	3,482	19,972	19,972
Capital surplus	7,488	7,488	7,488	23,978	23,979
Retained earnings	96,311	112,310	131,413	148,175	166,637
Treasury shares	(0)	(0)	(0)	(2)	(2)
Accumulated other comprehensive income	2,191	8,265	12,697	11,006	8,886
Valuation difference on available-for-sale securities	13	23	14	(2)	8
Foreign currency translation adjustment	2,177	8,241	12,683	11,009	8,877
Non-controlling interests	290	372	453	520	606
Total liabilities and net assets	174,159	196,881	233,661	238,575	253,916

Consolidated Statement of Income



(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Net sales	159,418	188,045	213,584	238,154	238,952
Cost of sales	68,109	84,317	98,523	111,161	110,068
Gross profit	91,309	103,727	115,060	126,993	128,884
Selling, general and administrative expenses	60,933	69,601	75,408	85,479	87,023
Packing and transportation expenses	2,210	2,162	2,435	2,664	2,814
Advertising expenses	6,931	7,263	6,311	6,548	6,805
Warehousing expenses	1,293	2,044	2,226	2,530	2,500
Directors' compensations, salaries and allowances	16,431	18,737	20,235	23,495	23,819
Bonuses	1,083	1,139	1,561	1,551	1,591
Provision for bonuses	640	647	696	832	879
Retirement benefit expenses	—	—	523	461	415
Legal and employee benefits expenses	2,113	2,418	2,775	3,143	3,327
Rents	15,326	17,738	19,885	23,413	24,988
Depreciation	3,250	3,885	4,019	4,314	4,065
Utilities expenses	1,793	2,050	2,189	2,179	2,083
Commission fee	2,677	3,461	4,144	4,791	4,884
Taxes and dues	668	873	873	1,138	1,258
Provision of allowance for doubtful accounts	1	0	—	—	—
Amortization of goodwill	549	1,023	1,161	1,272	845
Other	5,959	6,154	6,369	7,142	6,743
Operating income	30,375	34,126	39,651	41,514	41,860
Non-operating income	977	1,189	1,273	1,129	1,252
Interest income	46	79	169	131	126
Foreign exchange gains	80	60	—	—	36
Gain on valuation of derivatives	106	—	—	—	—
Rent income	481	664	743	744	798
Advertising medium income	57	62	56	68	52
Other	204	321	303	184	240
Non-operating expenses	605	501	519	448	252
Interest expenses	74	53	54	52	10
Foreign exchange losses	—	—	67	93	—
Rent expenses	271	347	230	265	196
Other	259	99	166	37	46
Ordinary income	30,747	34,814	40,405	42,196	42,860

Consolidated Statement of Income



(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Extraordinary income	0	2	4	1,524	792
Gain on sales of non-current assets	0	0	4	1,524	792
Gain on cancellation of derivatives	—	1	—	—	—
Extraordinary losses	595	1,585	425	2,719	663
Loss on sales of non-current assets	0	—	—	690	—
Loss on retirement of non-current assets	114	175	171	171	148
Loss on liquidation of business	65	—	—	—	—
Loss on valuation of golf club membership	7	—	—	—	—
Loss on cancellation of derivatives	—	1,051	—	—	—
Impairment loss	408	263	253	1,761	510
Loss on abandonment of goods	—	95	—	—	—
Other	—	—	—	95	4
Profit before income taxes	30,152	33,231	39,985	41,001	42,989
Income taxes - current	13,126	13,598	16,100	15,088	14,615
Income taxes - deferred	(220)	(319)	(536)	(304)	(68)
Total income taxes	12,905	13,278	15,564	14,784	14,547
Profit	17,246	19,952	24,421	26,217	28,442
Profit (loss) attributable to non-controlling interests	(51)	(36)	47	86	76
Profit attributable to owners of parent	17,297	19,989	24,373	26,130	28,365

Consolidated Statement of Cash Flows



(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Cash flows from operating activities					
Net cash provided by (used in) operating activities	15,395	22,997	29,691	22,552	32,847
Profit before income taxes	30,152	33,231	39,985	41,001	42,989
Depreciation	3,250	3,885	4,019	4,314	4,275
Increase (decrease) in provision for bonuses	62	8	46	129	49
Increase (decrease) in allowance for doubtful accounts	(12)	3	24	(19)	(0)
Interest and dividend income	(47)	(80)	(170)	(132)	(127)
Interest expenses	74	53	54	52	10
Foreign exchange losses (gains)	(104)	(85)	21	112	(81)
Loss (gain) on valuation of securities	16	—	—	—	—
Loss (gain) on valuation of derivatives	(106)	—	—	—	—
Loss (gain) on cancellation of derivatives	—	1,049	—	—	—
Loss (gain) on sales and retirement of non-current assets	114	174	166	(662)	(643)
Impairment loss	408	263	253	1,761	510
Decrease (increase) in notes and accounts receivable - trade	(620)	(853)	(1,816)	325	(575)
Decrease (increase) in inventories	(5,362)	(4,455)	(7,980)	(5,678)	(560)
Increase (decrease) in notes and accounts payable - trade	(915)	659	4,943	(3,025)	1,548
Other, net	723	3,002	3,317	1,323	162
Subtotal	27,633	36,857	42,866	39,502	47,556
Interest and dividend income received	32	56	147	121	111
Interest expenses paid	(76)	(52)	(55)	(50)	(8)
Income taxes paid	(12,193)	(13,863)	(13,267)	(17,020)	(14,811)

Consolidated Statement of Cash Flows



(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Cash flows from investing activities					
Net cash provided by (used in) investing activities	(17,203)	(7,573)	(9,568)	(3,726)	(4,062)
Payments into time deposits	(5)	—	(506)	(120)	(18)
Proceeds from withdrawal of time deposits	120	33	—	536	11
Purchase of property, plant and equipment	(4,093)	(3,862)	(6,099)	(10,985)	(4,741)
Proceeds from sales of property, plant and equipment	5	4	5	10,192	5,309
Purchase of intangible assets	(419)	(466)	(366)	(829)	(462)
Payments for store removal	(55)	(92)	(89)	(95)	(128)
Purchase of investment securities	—	—	—	(536)	—
Purchase of shares of subsidiaries	—	—	(8)	—	—
Purchase of shares of subsidiaries resulting in change in scope of consolidation	(10,999)	—	(1,314)	—	—
Purchase of shares of subsidiaries and associates	—	—	—	—	(2,544)
Payments of loans receivable	(185)	(1,770)	(65)	(130)	(146)
Collection of loans receivable	83	85	101	228	276
Payments for lease and guarantee deposits	(2,562)	(1,993)	(2,526)	(2,645)	(2,570)
Proceeds from collection of lease and guarantee deposits	1,011	586	1,316	840	849
Other payments	(240)	(114)	(144)	(247)	(136)
Other proceeds	138	16	128	67	241
Cash flows from financing activities					
Net cash provided by (used in) financing activities	28,209	(5,916)	(3,675)	(13,567)	(12,019)
Net increase (decrease) in short-term loans payable	864	(972)	2,617	(3,155)	(1,614)
Proceeds from long-term loans payable	—	—	—	—	—
Repayments of long-term loans payable	(2,259)	(1,002)	(1,003)	(1,000)	(500)
Cash dividends paid	(3,384)	(3,989)	(5,267)	(9,368)	(9,900)
Proceeds from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	—	—	—	—	10
Proceeds from share issuance to minority shareholders	—	69	—	—	—
Proceeds from issuance of bonds with subscription rights to shares	33,000	—	—	—	—
Other payments	(11)	(21)	(22)	(43)	(15)
Effect of exchange rate change on cash and cash equivalents	378	475	604	(564)	(177)
Net increase (decrease) in cash and cash equivalents	26,781	9,983	17,051	4,694	16,587
Cash and cash equivalents at beginning of period	41,990	68,772	78,755	95,807	100,501
Cash and cash equivalents at end of period	68,772	78,755	95,807	100,501	117,089

Consolidated Statement of Changes in Equity



FY2/16

(¥ million)	Shareholders' equity					Accumulated other comprehensive income			Non-controlling interests	Total net assets
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income		
Balance at beginning of current period	3,482	7,488	131,413	(0)	142,384	14	12,683	12,697	453	155,535
Changes of items during period										
Issuance of new shares	16,490	16,490			32,980					32,980
Dividends of surplus			(9,368)		(9,368)					(9,368)
Profit attributable to owners of parent			26,130		26,130					26,130
Purchase of treasury shares				(1)	(1)					(1)
Net changes of items other than shareholders' equity						(16)	(1,674)	(1,691)	67	(1,623)
Total changes of items during period	16,490	16,490	16,762	(1)	49,740	(16)	(1,674)	(1,691)	67	48,117
Balance at end of current period	19,972	23,978	148,175	(2)	192,125	(2)	11,009	11,006	520	203,652

FY2/17

(¥ million)	Shareholders' equity					Accumulated other comprehensive income			Non-controlling interests	Total net assets
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income		
Balance at beginning of current period	19,972	23,978	148,175	(2)	192,125	(2)	11,009	11,006	520	203,652
Changes of items during period										
Sales of shares of consolidated subsidiaries		1			1					1
Dividends of surplus			(9,903)		(9,903)					(9,903)
Profit attributable to owners of parent			28,365		28,365					28,365
Net changes of items other than shareholders' equity						11	(2,131)	(2,120)	85	(2,034)
Total changes of items during period	—	1	18,461	—	18,463	11	(2,131)	(2,120)	85	16,428
Balance at end of current period	19,972	23,979	166,637	(2)	210,588	8	8,877	8,886	606	220,080

Results by Segment

(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Net sales	159,418	188,045	213,584	238,154	238,952
Domestic	131,773	145,187	159,456	174,146	179,379
Overseas	27,644	42,857	54,128	64,008	59,573
Operating income	30,375	34,126	39,651	41,514	41,860
Domestic	28,759	31,358	36,124	37,160	37,843
Overseas	1,611	2,782	3,495	4,345	3,982
Elimination	4	(14)	31	8	34
Assets	174,159	196,881	233,661	238,575	253,916
Domestic	135,687	149,087	174,283	180,392	194,815
Overseas	39,097	47,903	59,558	58,433	59,359
Elimination	(625)	(110)	(180)	(249)	(258)
(%)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Composition ratio to net sales	100.0	100.0	100.0	100.0	100.0
Domestic	82.7	77.2	74.7	73.1	75.1
Overseas	17.3	22.8	25.3	26.9	24.9
Operating income margin	19.1	18.1	18.6	17.4	17.5
Domestic	21.8	21.6	22.7	21.3	21.1
Overseas	5.8	6.5	6.5	6.8	6.7

Sales by Category

(%)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Ratio of in-house products (domestic)	46.5	48.0	46.5	40.4	37.5
(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Net sales	159,418	188,045	213,584	238,154	238,952
Sports	73,942	87,441	107,860	127,955	132,764
Leather Casual	30,058	39,079	41,503	43,775	37,459
Ladies'	21,833	23,309	23,122	21,174	21,456
Kids	8,547	10,405	11,955	13,545	14,492
Business	10,626	11,163	11,121	11,431	10,795
Sandals	4,702	5,492	6,151	6,550	7,589
Others	9,706	11,151	11,869	13,721	14,394

Consolidated Profitability Indicators



(¥ million)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Net sales	159,418	188,045	213,584	238,154	238,952
Gross profit	91,309	103,727	115,060	126,993	128,884
SG&A expenses	60,933	69,601	75,408	85,479	87,023
Operating income	30,375	34,126	39,651	41,514	41,860
Ordinary income	30,747	34,814	40,405	42,196	42,860
Profit attributable to owners of parent	17,297	19,989	24,373	26,130	28,365

(%)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Gross profit on net sales	57.3	55.2	53.9	53.3	53.9
SG&A expenses ratio	38.2	37.0	35.3	35.9	36.4
Operating income margin	19.1	18.1	18.6	17.4	17.5
Ordinary income margin	19.3	18.5	18.9	17.7	17.9
Net income margin	10.9	10.6	11.4	11.0	11.9

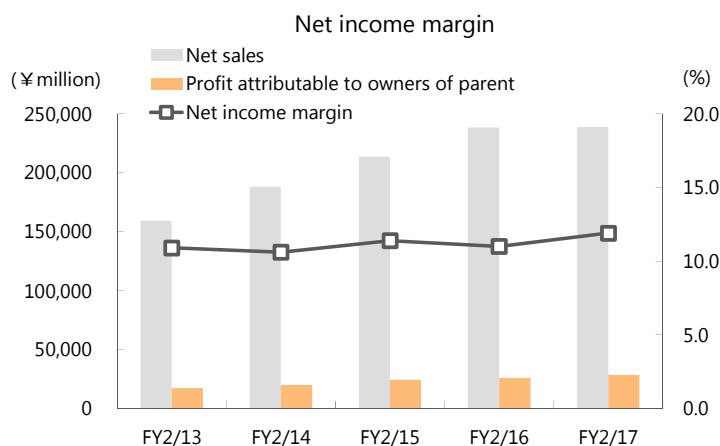
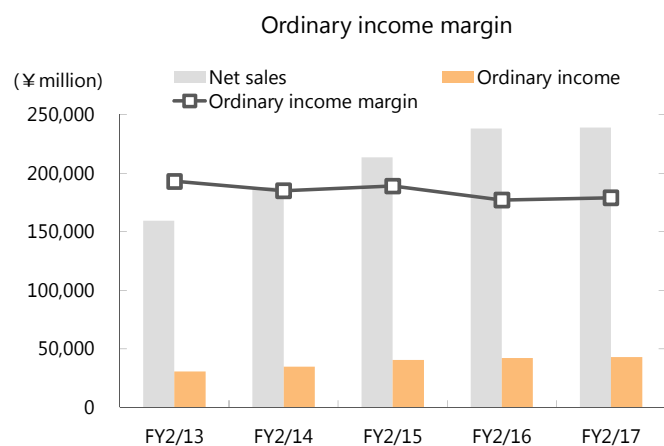
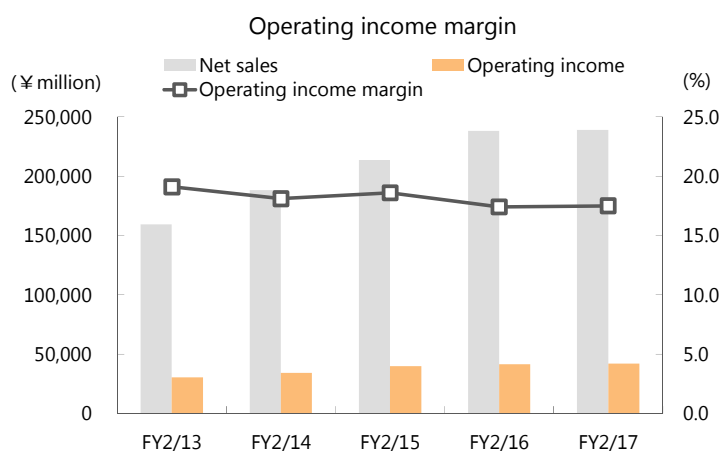
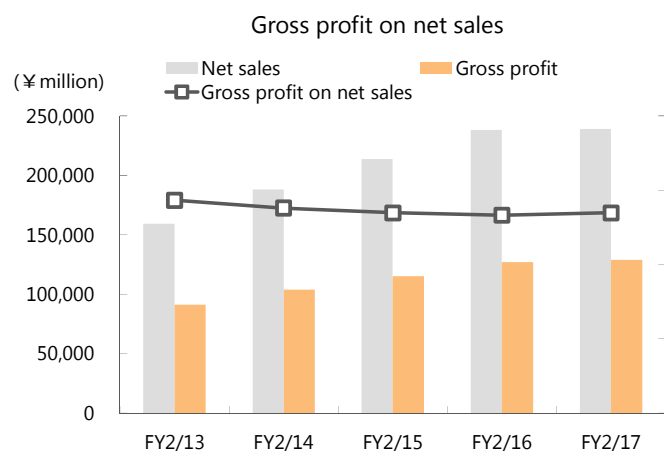
Gross profit on net sales=Gross profit/Net sales

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=Profit attributable to owners of parent/Net sales



Consolidated Efficiency Indicators



(times)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Total assets turnover	0.92	0.96	0.91	1.00	0.94
Non-current assets turnover	2.61	2.79	2.91	3.44	3.58
Current assets turnover	1.41	1.45	1.33	1.41	1.28

(days)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Inventories turnover	76.04	76.58	84.36	83.53	82.97
Accounts receivable turnover	11.59	12.55	13.45	12.49	12.73
Accounts payable turnover	17.12	16.60	24.23	16.36	18.04

Total assets turnover=Net sales/Total assets

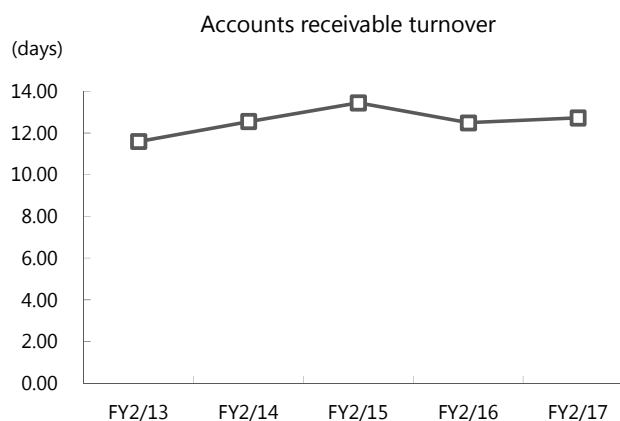
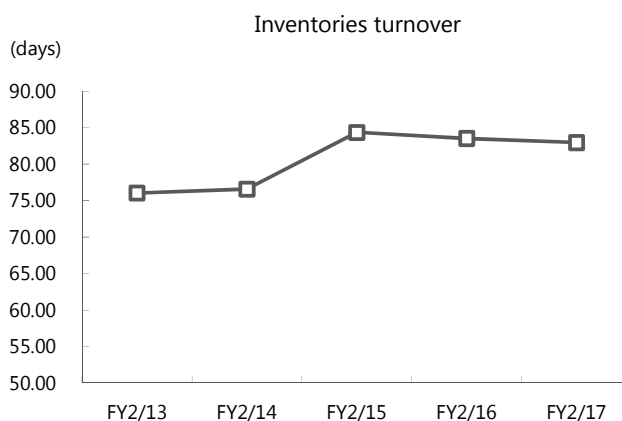
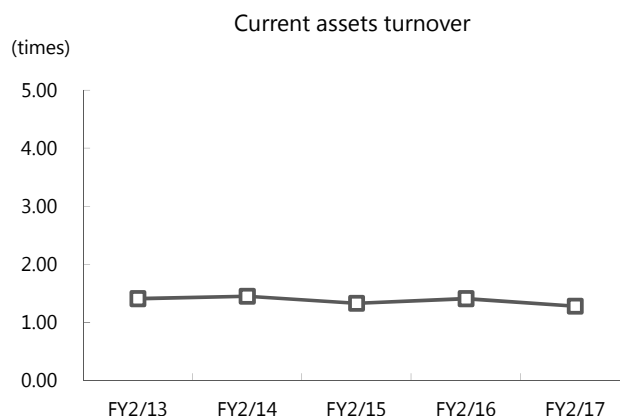
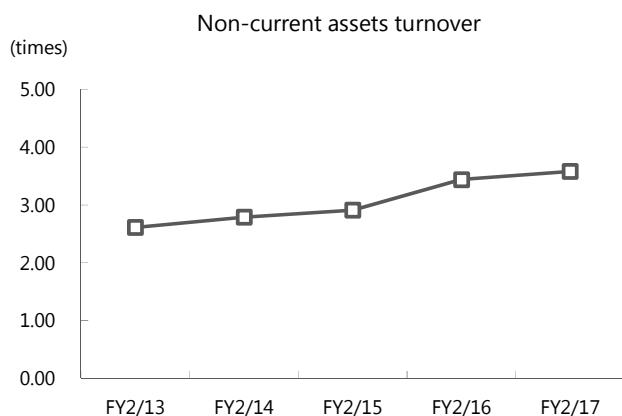
Non-current assets turnover=Net sales/Non-current assets

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)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Equity	109,474	131,546	155,082	203,131	219,474
Total assets	174,159	196,881	233,661	238,575	253,916
Non-current assets	61,092	67,338	73,363	69,326	66,757
Current assets	113,067	129,542	160,298	169,249	187,158
Current liabilities	25,960	27,362	41,070	31,975	30,875
Interest-bearing debt	40,641	38,781	40,855	3,691	1,574

(%)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Equity ratio	62.9	66.8	66.4	85.1	86.4
D/E ratio	37.1	29.5	26.3	1.8	0.7
Fixed ratio	55.8	51.2	47.3	34.1	30.4
Current ratio	435.5	473.4	390.3	529.3	606.2
ROA	11.8	10.8	11.3	11.1	11.5
ROE	17.2	16.6	17.0	14.6	13.4

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

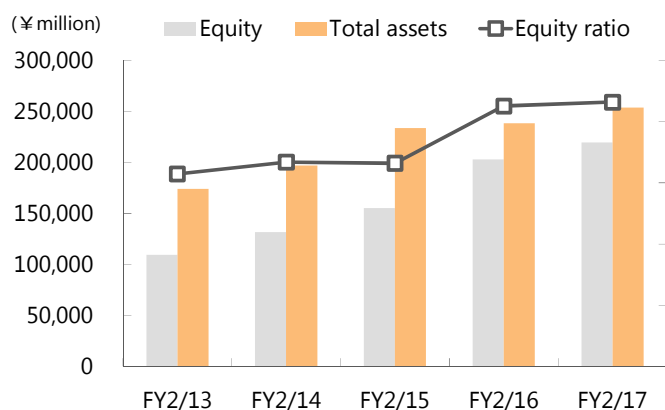
D/E ratio=Interest-bearing debt/Equity

ROA=Profit attributable to owners of parent/Average total assets

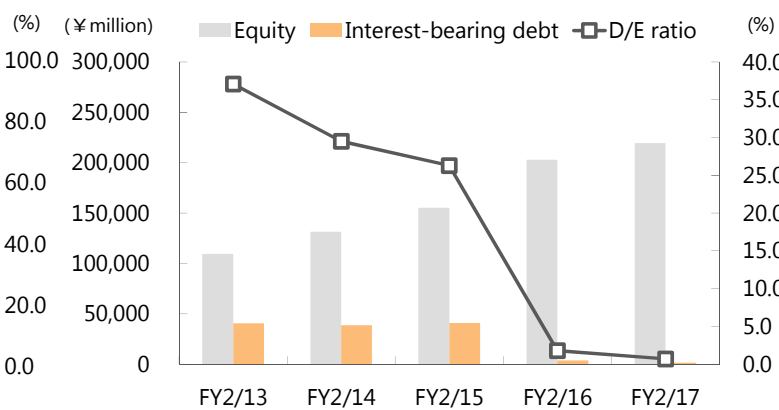
Fixed ratio=Non-current assets/Equity

ROE=Profit attributable to owners of parent/Average equity

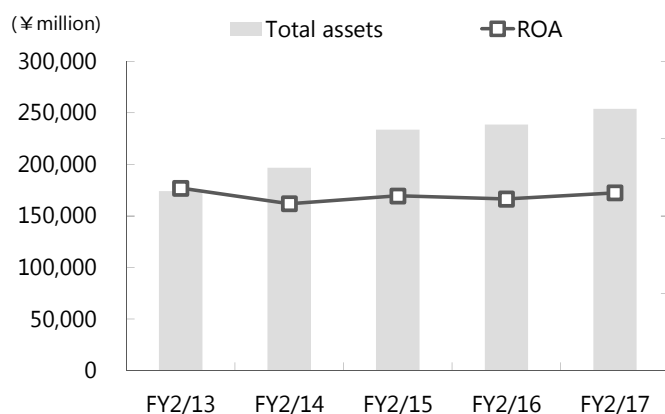
Equity ratio



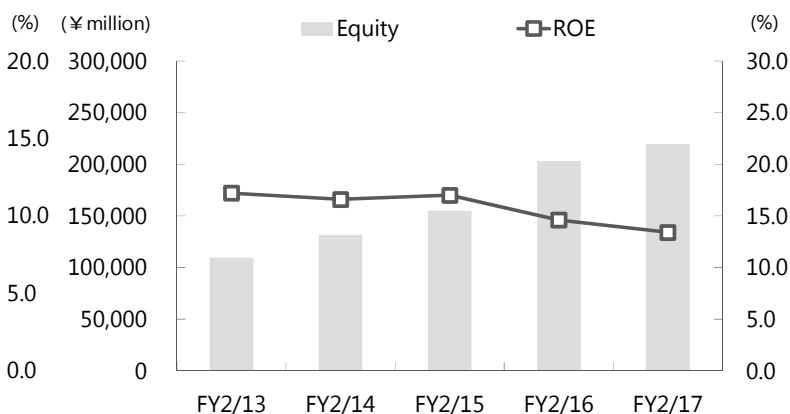
D/E ratio



ROA



ROE



Per Share Indicators

(¥)	FY2/13	FY2/14	FY2/15	FY2/16	FY2/17
Stock price at term end	3,235	4,030	6,720	6,490	6,770
Closing stock price range for the last 12 months	2,727-3,785	3,180-5,080	4,045-6,720	5,780-7,860	6,240-7,410
Earnings per share (EPS)	229.73	265.48	323.71	331.17	343.69
Diluted EPS	228.30	242.33	295.49	—	—
Book-value per share (BPS)	1,453.95	1,747.10	2,059.68	2,461.25	2,659.27
Dividend per share (DPS)	50.00	55.00	100.00	120.00	120.00

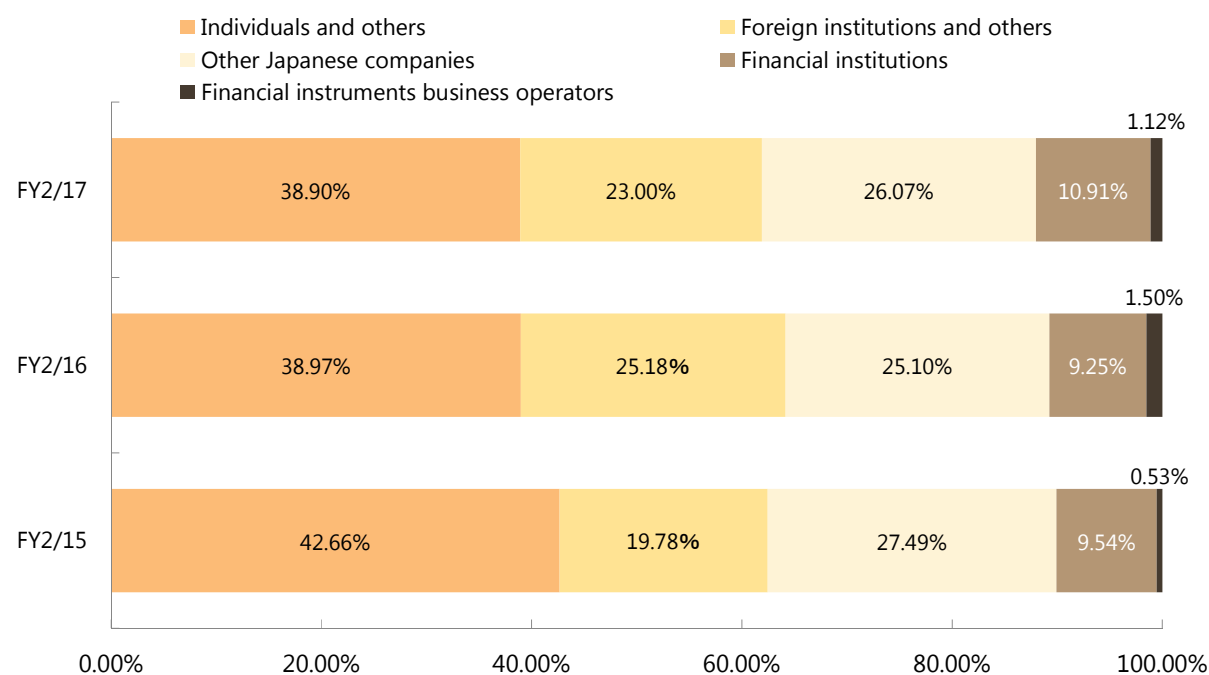
Status of Major Shareholders

As of February 28, 2017

Top 10 Shareholders	Number of Shares (thousand shares)	Shareholding Ratio (%)
Masahiro Miki	21,380	25.90
EM Planning LLC	20,628	24.99
Michiko Miki	9,484	11.49
The Master Trust Bank of Japan, Ltd. (trust account)	2,575	3.12
Japan Trustee Services Bank, Ltd. (trust account)	1,653	2.00
STATE STREET BANK&TRUST COMPANY 505001	1,240	1.50
STATE STREET BANK&TRUST COMPANY 505225	1,017	1.23
Ueda Yagi Tanshi Co., Ltd.	819	0.99
STATE STREET BANK WEST CLIENT-TREATY 505234	744	0.90
National Mutual Insurance Federation of Agricultural Cooperatives	643	0.78

Note: In addition to the above, ABC-MART, INC. holds 393 shares (0.00%) in treasury shares.

Breakdown of Types of Shareholders





Contact

ABC-MART, INC.

Investor Relations

Phone: +81-3-3476-5452

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