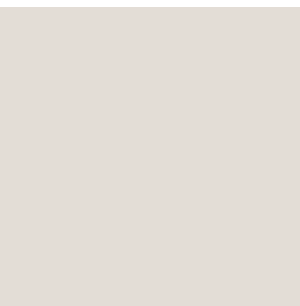


FACTBOOK

ABC-MART, INC.

For the fiscal year ended February 28, 2023



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**Securities Code: 2670 /
TSE Prime Market**

Corporate Profile (as of February 28, 2023)

Name of Company	ABC-MART, INC.
URL	https://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
Share Capital	¥19,972 million
Representative	Minoru Noguchi Representative Director, President and Executive Officer
Number of Employees	8,651 (4,836 Part-time employees and others included)

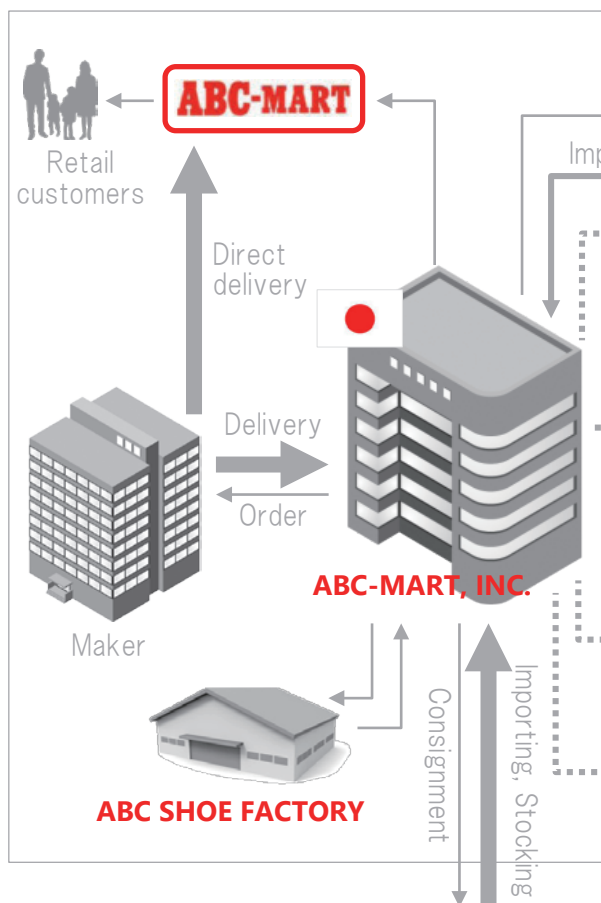
Business Policy

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

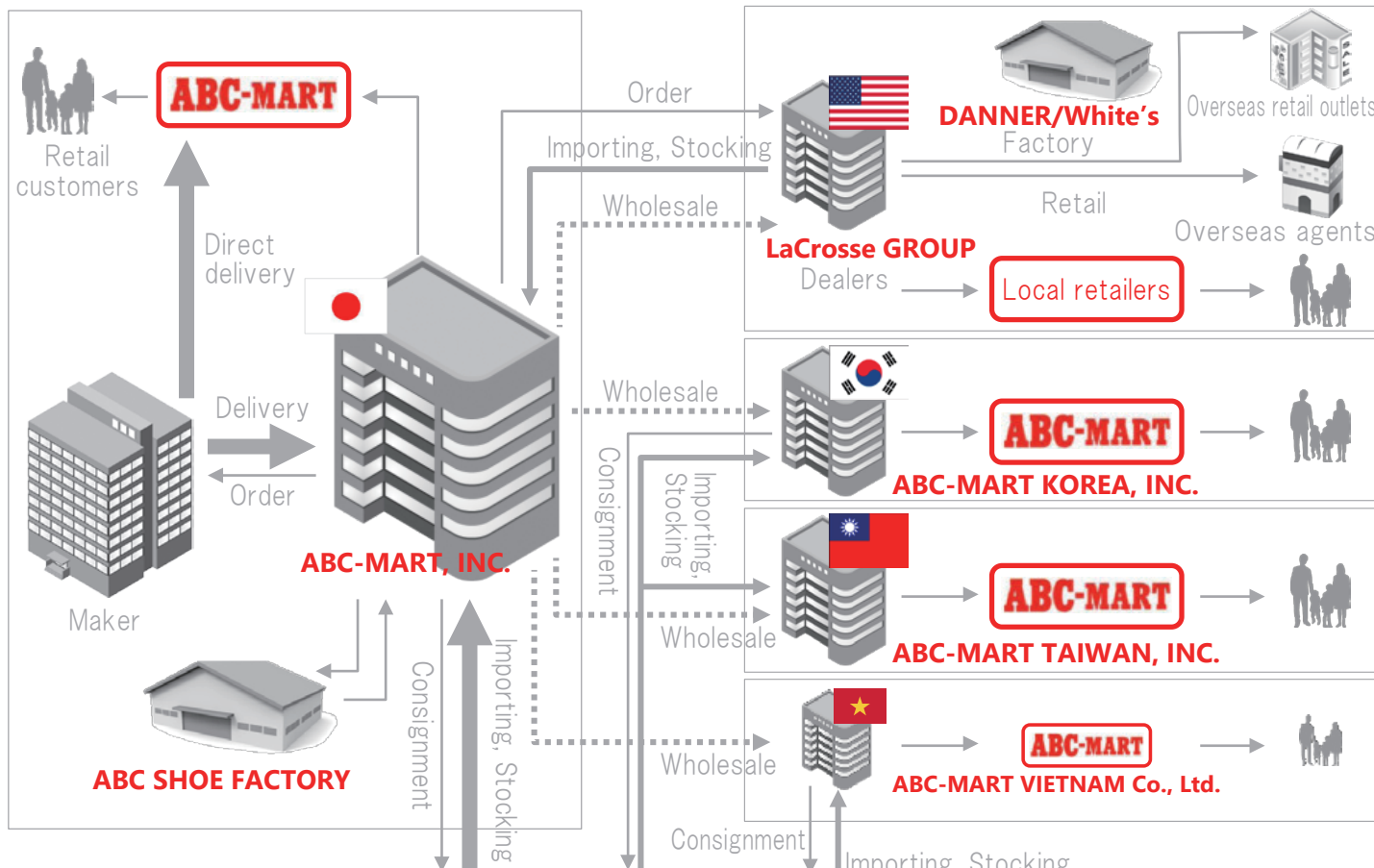
New ABC-MART outlets will be opened to directly deliver shoes to our customers. Our ultimate aim is to establish a globally recognized store brand.

Business Content

Domestic

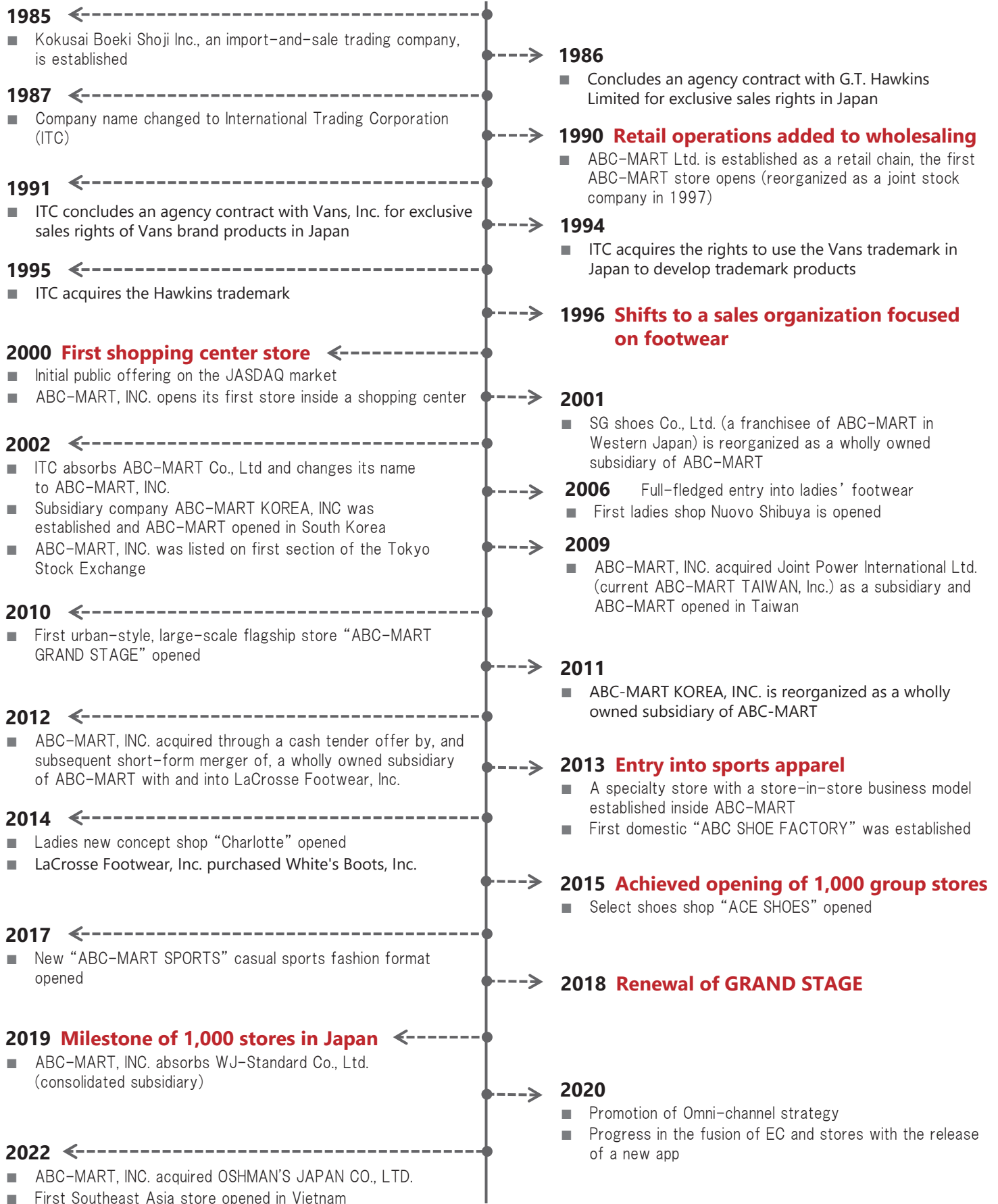


Overseas



Overseas consignment factories (China, Southeast Asia, etc.)

History



The Strength of ABC-MART

We strive to satisfy all customers by aiming for **new and innovative retail** with a focus on manufacturing, marketing and customer service, and IT capability.

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

- Omni-channel strategy
- Providing services through official app
- Proactive IT investment

Human Resource Development

- In-the-field experience and staff training
- Promoting employment diversity and improving work-life balance
- Career development and team building

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 Europe, China, Southeast 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

Own Brand



Store Brand

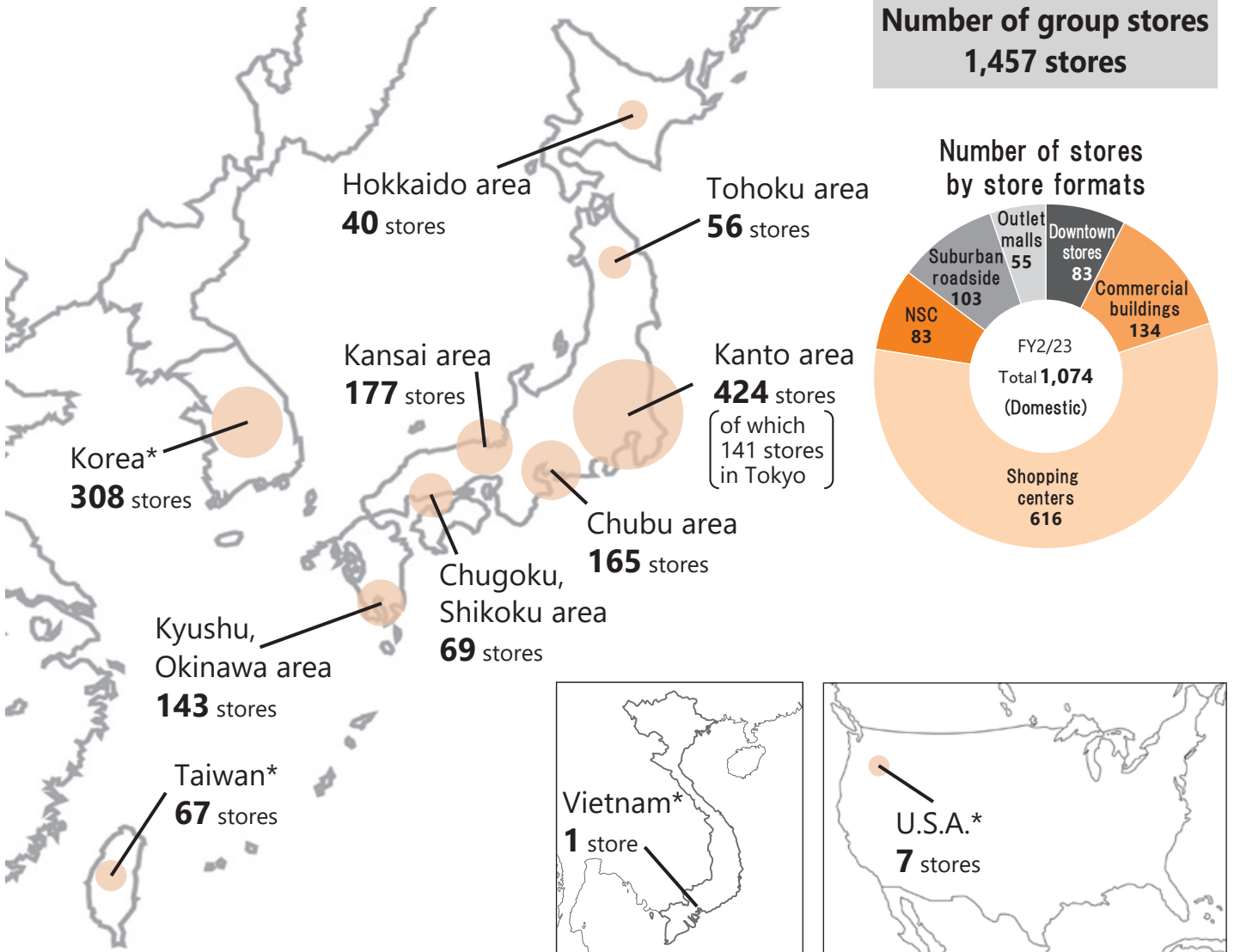


Distributor / Licensing

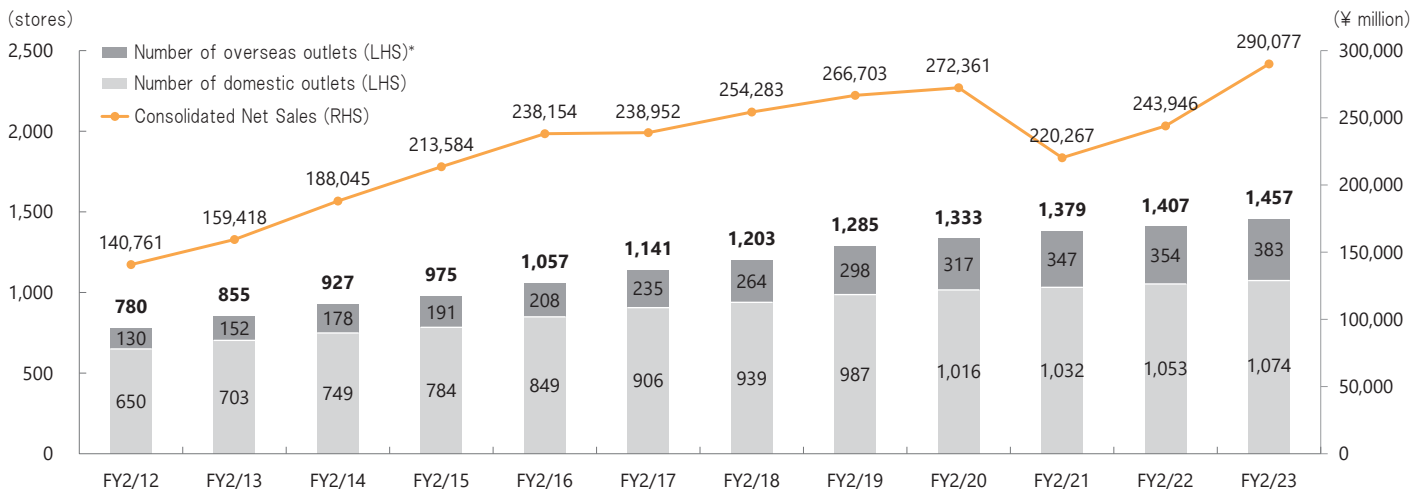


Distribution map of stores (as of February 28, 2023)

*: Number of overseas outlets (Korea, Taiwan, U.S.A., Vietnam) as of end-December 2022



Trends in Number of Stores and Net Sales (as of February 28, 2023)



*: Number of overseas outlets (Korea, Taiwan, U.S.A., Vietnam) as of end-December 2022

Consolidated Balance Sheet



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Assets					
Total assets	296,941	311,084	317,832	317,720	355,850
Current assets	220,610	233,803	225,222	226,923	261,391
Cash and deposits	139,914	149,344	138,669	141,767	138,918
Notes and accounts receivable - trade	10,423	10,493	10,275	11,091	15,096
Securities	—	—	7,957	10,181	9,529
Inventories	65,665	68,011	63,356	59,847	88,584
Other	4,648	5,990	4,997	4,180	9,432
Allowance for doubtful accounts	(42)	(36)	(34)	(145)	(170)
Non-current assets	76,330	77,280	92,610	90,796	94,459
Property, plant and equipment	36,328	37,520	37,748	39,373	40,033
Buildings and structures	30,266	31,559	33,283	34,711	36,216
Accumulated depreciation	(16,089)	(16,789)	(17,900)	(19,233)	(20,329)
Buildings and structures, net	14,176	14,770	15,382	15,478	15,887
Tools, furniture and fixtures	13,612	14,935	16,091	17,116	19,350
Accumulated depreciation	(8,818)	(9,643)	(11,092)	(12,757)	(15,197)
Tools, furniture and fixtures, net	4,794	5,292	4,998	4,359	4,153
Land	17,099	17,029	17,078	19,198	19,310
Construction in progress	203	372	221	293	610
Other	432	452	457	438	461
Accumulated depreciation	(378)	(397)	(391)	(394)	(389)
Other, net	54	55	66	44	71
Intangible assets	6,840	5,914	5,066	4,837	4,629
Trademark right	1,570	1,162	740	393	162
Goodwill	2,876	2,054	1,199	509	80
Other	2,392	2,697	3,126	3,935	4,386
Investments and other assets	33,162	33,845	49,795	46,585	49,796
Investment securities	46	33	17,161	14,567	18,906
Shares of subsidiaries and associates	2,647	2,647	2,563	609	614
Long-term loans receivable	1,802	1,660	1,495	1,450	237
Leasehold and guarantee deposits	24,961	25,522	25,453	25,960	27,010
Retirement benefit asset	—	—	—	1	236
Deferred tax assets	3,087	3,357	2,523	3,416	2,245
Other	634	639	613	596	563
Allowance for doubtful accounts	(17)	(17)	(16)	(16)	(18)

Consolidated Balance Sheet



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Liabilities					
Total liabilities	37,626	39,275	38,888	32,838	44,876
Current liabilities	35,580	37,170	37,145	31,268	43,613
Notes and accounts payable - trade	13,877	16,413	14,468	13,161	12,484
Short-term borrowings	2,189	2,216	1,232	1,350	5,959
Income taxes payable	7,721	7,150	8,720	4,884	9,330
Contract liabilities	—	—	—	—	1,039
Provision for bonuses	915	985	996	984	1,037
Provisions	361	219	237	226	301
Asset retirement obligations	23	23	152	205	208
Notes payable - facilities	1,227	1,045	782	933	3,974
Other	9,264	9,114	10,554	9,521	9,277
Non-current liabilities	2,045	2,105	1,743	1,570	1,263
Retirement benefit liability	703	799	552	313	156
Asset retirement obligations	377	453	359	345	395
Other	964	852	831	911	710
Net assets					
Total net assets	259,315	271,809	278,943	284,881	310,974
Shareholders' equity	249,542	263,630	268,825	272,176	288,400
Share capital	19,972	19,972	19,972	19,972	19,972
Capital surplus	23,979	24,043	24,043	24,043	24,043
Retained earnings	205,591	219,616	224,811	228,162	244,387
Treasury shares	(2)	(2)	(2)	(2)	(3)
Accumulated other comprehensive income	8,833	7,035	8,799	11,122	20,694
Valuation difference on available-for-sale securities	8	4	2,229	1,991	6,060
Foreign currency translation adjustment	8,825	7,030	6,569	9,131	14,634
Non-controlling interests	938	1,143	1,318	1,582	1,878
Total liabilities and net assets	296,941	311,084	317,832	317,720	355,850

Consolidated Statement of Income



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Net sales	266,703	272,361	220,267	243,946	290,077
Cost of sales	126,158	129,087	110,004	119,058	140,480
Gross profit	140,545	143,273	110,262	124,887	149,597
Selling, general and administrative expenses	96,615	99,899	90,748	97,440	107,295
Advertising expenses	6,465	6,991	6,239	6,274	6,525
Packing and transportation costs	3,432	3,695	3,594	3,693	3,993
Storage costs	3,090	3,041	3,037	2,751	2,812
Remuneration, salaries and allowances for directors (and other officers)	25,894	26,964	23,877	25,720	28,400
Bonuses	1,678	1,729	1,752	1,723	1,808
Provision for bonuses	914	984	995	982	1,037
Retirement benefit expenses	528	652	294	461	537
Legal and other welfare expenses	3,867	4,042	3,834	3,926	4,440
Rent expenses on land and buildings	28,044	27,567	24,788	27,207	30,032
Depreciation	4,506	4,902	5,103	5,472	5,603
Utilities expenses	2,193	2,173	1,989	2,075	2,669
Commission expenses	5,608	6,590	5,857	6,724	8,286
Taxes and dues	1,815	1,786	1,608	1,648	1,775
Amortization of goodwill	847	783	764	786	499
Other	7,728	7,994	7,010	7,990	8,871
Operating profit	43,929	43,374	19,513	27,446	42,301
Non-operating income	1,876	1,681	2,441	1,501	1,733
Interest income	93	136	59	47	152
Dividend income	—	—	695	131	426
Foreign exchange gains	—	—	315	6	—
Rent Income	1,146	1,011	968	1,049	821
Advertising medium income	38	37	34	34	34
Other	597	495	367	232	298
Non-operating expenses	672	730	671	687	674
Interest expenses	10	9	6	20	11
Foreign exchange losses	79	88	—	—	148
Rental expenses	498	539	516	630	463
Other	84	93	147	36	51
Ordinary profit	45,133	44,325	21,283	28,260	43,360

Consolidated Statement of Income



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Extraordinary income	53	5	10,076	1,505	835
Gain on sale of non-current assets	53	5	5	821	21
Gain on sale of investment securities	—	—	9,221	74	—
Gain on sale of securities	—	—	—	—	758
Employment adjustment subsidies for covid19	—	—	849	608	56
Extraordinary losses	1,000	960	2,245	3,925	1,534
Loss on retirement of non-current assets	168	192	210	208	208
Loss on valuation of shares of subsidiaries and associates	—	—	—	1,954	—
Loss on valuation of investment securities	—	—	—	273	305
Impairment losses	830	767	628	1,194	986
Loss due to covid19	—	—	1,389	294	34
Other	1	1	16	—	0
Profit before income taxes	44,186	43,369	29,115	25,840	42,661
Income taxes - current	14,243	13,792	9,874	9,078	12,975
Income taxes - deferred	(520)	(381)	(144)	(711)	(722)
Total income taxes	13,722	13,410	9,729	8,367	12,252
Profit	30,464	29,958	19,385	17,473	30,408
Profit attributable to non-controlling interests	178	252	159	90	152
Profit attributable to owners of parent	30,285	29,706	19,226	17,382	30,256

Overview of Financial Results for FY2/23

In the fiscal year under review (from March 1, 2022 to February 28, 2023), the business environment saw an acceleration of progress toward the end of the novel coronavirus (COVID-19), and in Japan, consumer turnout increased, primarily in major cities and tourist destinations, and inbound demand was on a sudden recovery trend from autumn onward. On the other hand, yen depreciation and rising prices continued against the backdrop of rising geopolitical risks, and there are concerns about a slowdown in economic recovery. Overseas, the consumption environment has improved, but the outlook remains uncertain due to concerns regarding the impact of financial instability, etc. due to prolonged inflation on the global economy.

In the shoes industry, there was distinct polarization with regard to customers' price consciousness (consumables and luxury items) as product prices increased. With regard to product trends, demand increased for sporty casual shoes, mainly newly released sneakers, in addition to outdoor fashion, such as for travel or leisure.

In this circumstance, the ABC-MART Group (the "Group") responded by utilizing digital commerce, expanding its GRAND STAGE and multi-format stores, and enhancing lifestyle casual wear including sports shoes and sports apparel. Over the year, we opened 88 new stores in Japan and overseas, bringing the total number of outlets of the Group to 1,457.

As a result of the above, in the fiscal year under review net sales rose by 18.9% year on year to ¥290,077 million. From a profit perspective, operating profit rose 54.1% year on year to ¥42,301 million, and the consolidated operating profit margin was 14.6%. Ordinary profit increased 53.4% year on year to ¥43,360 million, and profit attributable to owners of parent increased 74.1% year on year to ¥30,256 million.

Sales by Category

(%)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Ratio of in-house products (domestic)	33.1	31.8	30.4	27.2	25.5
(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Net sales	266,703	272,361	220,267	243,946	290,077
Sports	155,699	161,023	129,117	139,693	163,404
Leather Casual	36,435	37,413	33,268	35,839	44,720
Kids	17,778	18,271	16,208	19,973	22,790
Ladies'	18,937	17,695	11,435	12,637	16,563
Sandals	10,457	10,974	9,259	11,782	14,544
Business	10,562	9,973	6,503	7,441	8,550
Others	16,831	17,010	14,473	16,577	19,502

Consolidated Statement of Cash Flows



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Cash flows from operating activities					
Net cash provided by (used in) operating activities	34,943	34,547	23,487	25,157	10,882
Profit before income taxes	44,186	43,369	29,115	25,840	42,661
Depreciation	4,700	5,085	5,406	5,671	5,801
Increase (decrease) in provision for bonuses	10	69	10	(15)	50
Increase (decrease) in allowance for doubtful accounts	22	(5)	(0)	102	2
Interest and dividend income	(94)	(138)	(755)	(179)	(578)
Interest expenses	10	9	6	20	11
Foreign exchange losses (gains)	(21)	56	(281)	(15)	(139)
Loss (gain) on sale of investment securities	—	—	(9,221)	(74)	—
Loss (gain) on sale of securities	—	—	—	—	(758)
Loss (gain) on valuation of securities	—	—	—	273	305
Loss on valuation of shares of subsidiaries and associates	—	—	—	1,954	—
Loss (gain) on sale and retirement of non-current assets	116	187	204	(613)	187
Impairment losses	830	767	628	1,194	986
Decrease (increase) in trade receivables	(1,241)	(633)	239	587	(2,938)
Decrease (increase) in inventories	(2,189)	(2,930)	4,253	4,746	(26,608)
Increase (decrease) in trade payables	(784)	2,253	(1,177)	(1,455)	1,584
Other, net	3,260	647	2,919	(405)	(1,486)
Subtotal	48,805	48,737	31,347	37,633	19,081
Interest and dividends received	85	132	397	528	385
Interest paid	(9)	(9)	(5)	(18)	(11)
Income taxes paid	(13,936)	(14,312)	(8,251)	(12,985)	(8,572)

Consolidated Statement of Cash Flows



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Cash flows from investing activities					
Net cash provided by (used in) investing activities	(9,756)	(9,029)	(11,316)	(7,458)	(9,003)
Payments into time deposits	—	(5)	—	—	—
Purchase of property, plant and equipment	(9,181)	(6,674)	(5,367)	(8,383)	(5,368)
Proceeds from sale of property, plant and equipment	1,433	101	12	1,950	44
Purchase of intangible assets	(1,053)	(1,051)	(1,237)	(1,595)	(1,501)
Purchase of short-term and long-term investment securities	—	—	(93,586)	(1,017)	—
Proceeds from sale of short-term and long-term investment securities	—	—	88,944	2,358	—
Payments for store removal	(137)	(95)	(96)	(176)	(210)
Loan advances	(105)	(120)	(100)	(200)	(3,360)
Proceeds from collection of loans receivable	275	268	269	189	1,949
Payments of leasehold and guarantee deposits	(1,436)	(2,053)	(1,478)	(1,445)	(1,569)
Proceeds from refund of leasehold and guarantee deposits	681	715	1,473	997	1,303
Other payments	(268)	(157)	(155)	(161)	(297)
Other proceeds	36	43	5	27	4
Cash flows from financing activities					
Net cash provided by (used in) financing activities	(11,722)	(15,652)	(15,016)	(13,918)	(9,358)
Net increase (decrease) in short-term borrowings	(584)	24	(984)	108	4,605
Dividends paid	(11,137)	(15,676)	(14,032)	(14,026)	(14,027)
Proceeds from share issuance to non-controlling shareholders	—	—	—	—	63
Other payments	(0)	(0)	(0)	(0)	(1)
Effect of exchange rate change on cash and cash equivalents	(503)	(436)	126	1,535	3,934
Net increase (decrease) in cash and cash equivalents	12,961	9,429	(2,719)	5,316	(3,545)
Cash and cash equivalents at beginning of period	126,782	139,743	149,173	146,454	151,770
Cash and cash equivalents at end of period	139,743	149,173	146,454	151,770	148,224

Consolidated Statement of Changes in Equity



FY2/22

(¥ million)	Shareholders' equity					Accumulated other comprehensive income			Non-controlling interests	Total net assets
	Share capital	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 period	19,972	24,043	224,811	(2)	268,825	2,229	6,569	8,799	1,318	278,943
Changes during period										
Dividends of surplus	—	—	(14,031)	—	(14,031)	—	—	—	—	(14,031)
Profit attributable to owners of parent	—	—	17,382	—	17,382	—	—	—	—	17,382
Purchase of treasury shares	—	—	—	(0)	(0)	—	—	—	—	(0)
Net changes in items other than shareholders' equity	—	—	—	—	—	(238)	2,561	2,323	264	2,587
Total changes during period	—	—	3,350	(0)	3,350	(238)	2,561	2,323	264	5,938
Balance at end of period	19,972	24,043	228,162	(2)	272,176	1,991	9,131	11,122	1,582	284,881

FY2/23

(¥ million)	Shareholders' equity					Accumulated other comprehensive income			Non-controlling interests	Total net assets
	Share capital	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 period	19,972	24,043	228,162	(2)	272,176	1,991	9,131	11,122	1,582	284,881
Changes during period										
Dividends of surplus	—	—	(14,031)	—	(14,031)	—	—	—	—	(14,031)
Profit attributable to owners of parent	—	—	30,256	—	30,256	—	—	—	—	30,256
Purchase of treasury shares	—	—	—	(0)	(0)	—	—	—	—	(0)
Net changes in items other than shareholders' equity	—	—	—	—	—	4,069	5,503	9,572	296	9,868
Total changes during period	—	—	16,224	(0)	16,223	4,069	5,503	9,572	296	26,092
Balance at end of period	19,972	24,043	244,387	(3)	288,400	6,060	14,634	20,694	1,878	310,974

Results by Segment

(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Net sales	266,703	272,361	220,267	243,946	290,077
Domestic	192,742	194,463	151,908	169,773	197,981
Overseas	75,063	78,877	69,191	75,000	93,251
Elimination	(1,102)	(979)	(833)	(827)	(1,155)
Operating profit	43,929	43,374	19,513	27,446	42,301
Domestic	38,905	38,613	17,107	25,287	35,002
Overseas	4,980	4,709	2,341	2,112	7,224
Elimination	44	51	64	46	74
Assets	296,941	311,084	317,832	317,720	355,850
Domestic	231,537	244,277	251,714	244,393	267,992
Overseas	65,743	67,160	66,514	73,760	91,398
Elimination	(339)	(353)	(395)	(433)	(3,539)
(%)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Composition ratio to net sales	100.0	100.0	100.0	100.0	100.0
Domestic	72.3	71.4	69.0	69.6	68.3
Overseas	28.1	29.0	31.4	30.7	32.1
Elimination	-0.4	-0.4	-0.4	-0.3	-0.4
Operating profit margin	16.5	15.9	8.9	11.3	14.6
Domestic	20.2	19.9	11.3	14.9	17.7
Overseas	6.6	6.0	3.4	2.8	7.7

Domestic

Regarding sales strategies, with sales continuing to expand at brick-and-mortar stores, we employed digital advertising and initiatives that utilize the raffle function of our smartphone app, among other measures, to facilitate the reciprocal referral of online and brick-and-mortar store customers. We also pressed ahead with sales promotions to increase the draw of our brick-and-mortar stores with a focus on trending items. We made an effort to improve per-customer spend with sales of these trending items and by concentrating heavily on sale items. Our product development focused on the sale of new sneakers that were produced in collaboration with famous artists, as well as outdoor shoes, casual ladies' shoes, and apparel. Sales of casual leather shoes and ladies' shoes were brisk, driven by stronger leisure and travel demand.

As for our store network, we opened 47 new stores, mostly in suburban shopping centers. Due to the closure of 26 stores as a result of facilities closing down and the pursuit of a "scrap and build" strategy, our domestic network reached 1,074 stores at the end of the fiscal year. At our existing stores, we remodeled 53 stores of them mainly by expanding floor space and carrying out refurbishments; 33 stores were enlarged and refurbished and 29 stores were changed to a different format. We also changed the format of our urban flagship stores to "GRAND STAGE," and aggressively opened and expanded multi-format stores that feature multiple banners (store names), such as "ABC-MART" and "ABC-MART SPORTS." As a result, as of the end of the fiscal year under review, we have 67 "GRAND STAGE" stores (including those in a multi-format store) and 82 multi-format stores.

Looking at full-year sales growth figures at domestic stores (including online shopping), sales increased by 17.2% year on year on an all-store basis and by 14.0% year on year on an existing-store basis. From the second half of the fiscal year, the market was energized by the removal of COVID-19 restrictions for the first time in three years, while stronger demand from inbound tourists drove sales sharply higher. As sales of full-price items centering on new sneakers and high-priced boots were solid, the increase in spending per customer served to push sales even higher.

As for online sales, digital sales (including sales of e-commerce inventory at brick-and-mortar stores) rose by 13.4% year on year.

As a result of the above, domestic sales increased by 16.6% year on year to ¥197,981 million and domestic operating profit increased by 38.4% year on year to ¥35,002 million.

Overseas

We expanded our overseas store network by opening 41 new stores; we opened 32 in South Korea, 8 in Taiwan, and 1 in Vietnam. The latter marks our first foray into Southeast Asia. That brought the total number of overseas outlets at the end of the fiscal year (as of December 31, 2022) to 383, comprising 308 in South Korea, 67 in Taiwan, 7 in the U.S.A., and 1 in Vietnam (store closures: 9 in South Korea and 3 in Taiwan).

As for overseas business results, the yen weakened against all currencies, thus boosting sales and profits. In South Korea, net sales increased by 24.1% year on year to ¥57,472 million thanks to a recovery in the domestic economy and growth in inbound tourism demand. In Taiwan too, net sales grew by 31.2% year on year to ¥9,892 million, reflecting a sharp improvement in business conditions. In the U.S.A., net sales rose by 22.4% year on year to ¥25,855 million because shipments proceeded smoothly after distribution holdups in supply chains were resolved from summer onwards last year. In all countries, results were firm even on a local currency basis. In Vietnam, we opened our first store in October of last year, but the impact on consolidated operating results was minimal. Overseas consolidated subsidiaries all close their accounts on December 31.

As a result of the above, overseas net sales increased by 24.3% year on year to ¥93,251 million and overseas operating profit rose by 242.0% year on year to ¥7,224 million.

Consolidated Profitability Indicators



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Net sales	266,703	272,361	220,267	243,946	290,077
Gross profit	140,545	143,273	110,262	124,887	149,597
SG&A expenses	96,615	99,899	90,748	97,440	107,295
Operating profit	43,929	43,374	19,513	27,446	42,301
Ordinary profit	45,133	44,325	21,283	28,260	43,360
Profit attributable to owners of parent	30,285	29,706	19,226	17,382	30,256

(%)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Gross profit on net sales	52.7	52.6	50.1	51.2	51.6
SG&A expenses ratio	36.2	36.7	41.2	39.9	37.0
Operating profit margin	16.5	15.9	8.9	11.3	14.6
Ordinary profit margin	16.9	16.3	9.7	11.6	14.9
Net profit margin	11.4	10.9	8.7	7.1	10.4

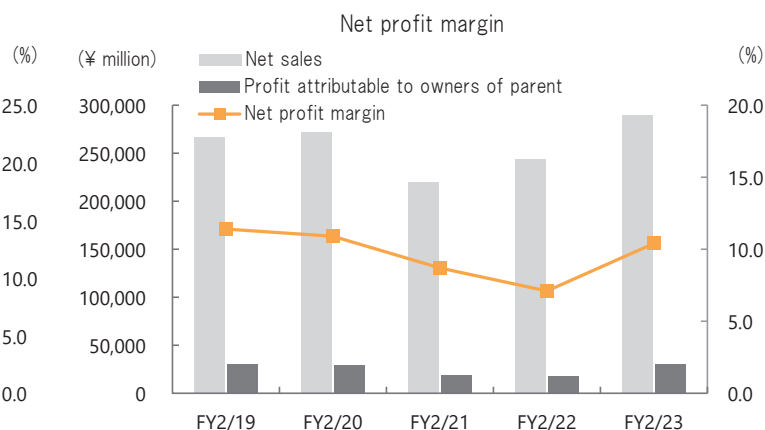
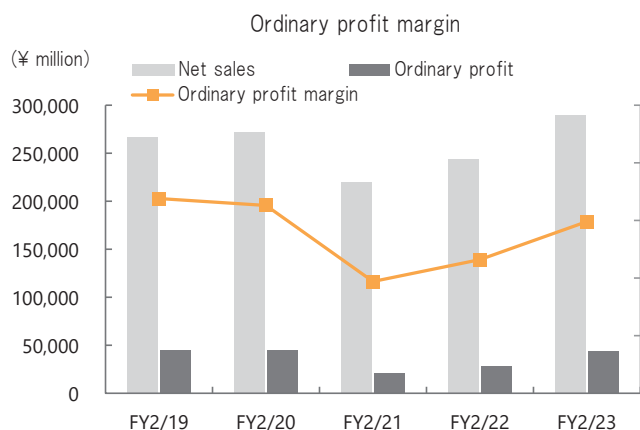
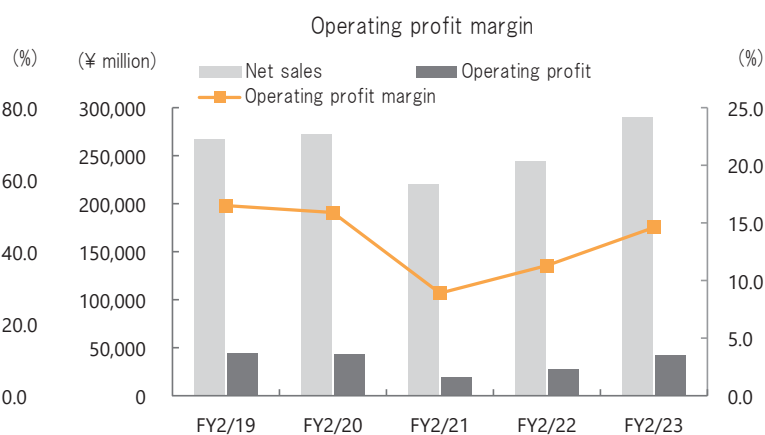
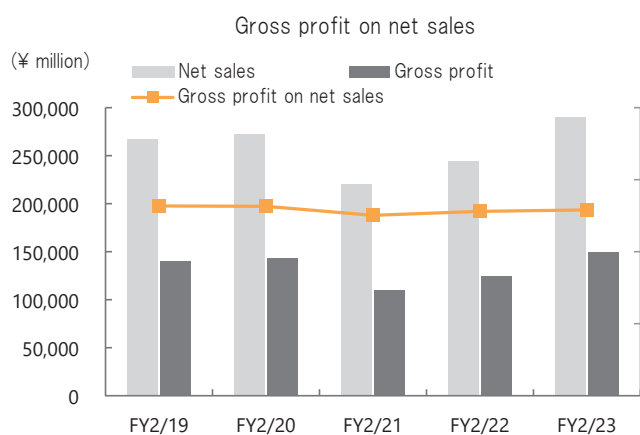
Gross profit on net sales=Gross profit/Net sales

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

Operating profit margin=Operating profit/Net sales

Ordinary profit margin=Ordinary profit/Net sales

Net profit margin=Profit attributable to owners of parent/Net sales



Consolidated Efficiency Indicators



(times)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Total assets turnover	0.90	0.88	0.69	0.77	0.81
Non-current assets turnover	3.49	3.52	2.38	2.69	3.07
Current assets turnover	1.21	1.16	0.98	1.08	1.11

(days)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Inventories turnover	89.87	91.14	104.99	89.55	111.5
Accounts receivable turnover	14.26	14.06	17.03	16.59	19.0
Accounts payable turnover	18.99	22.00	23.97	19.69	15.7

Total assets turnover=Net sales/Total assets

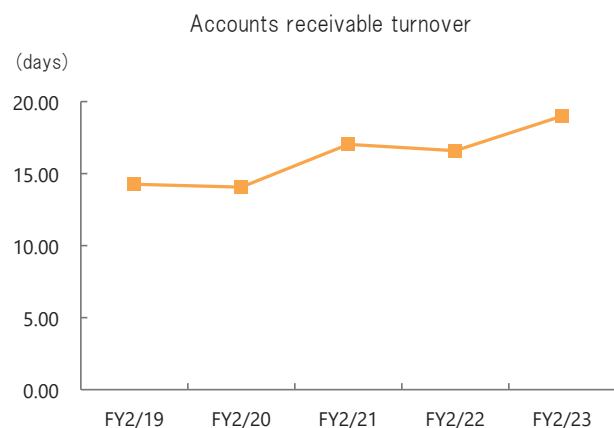
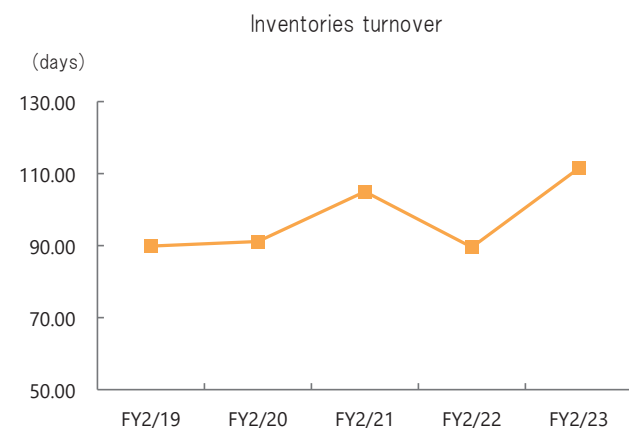
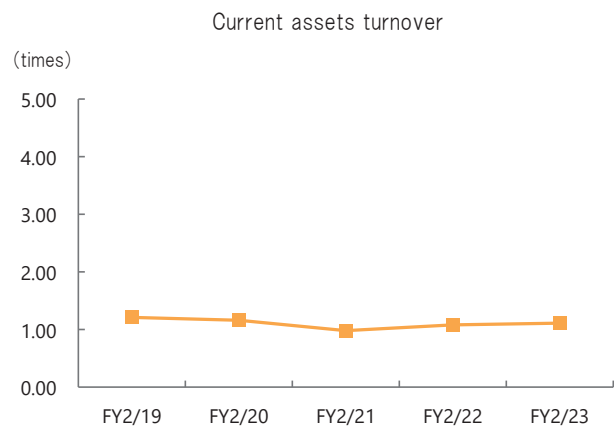
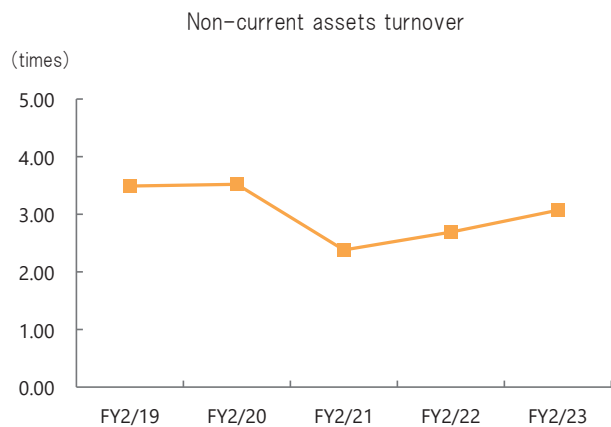
Non-current assets turnover=Net sales/Non-current assets

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

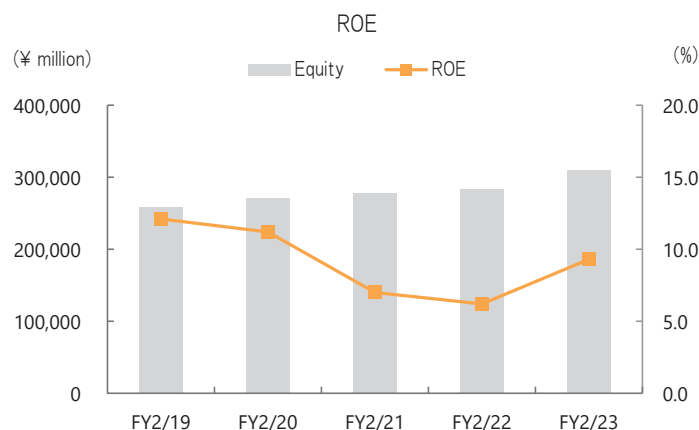
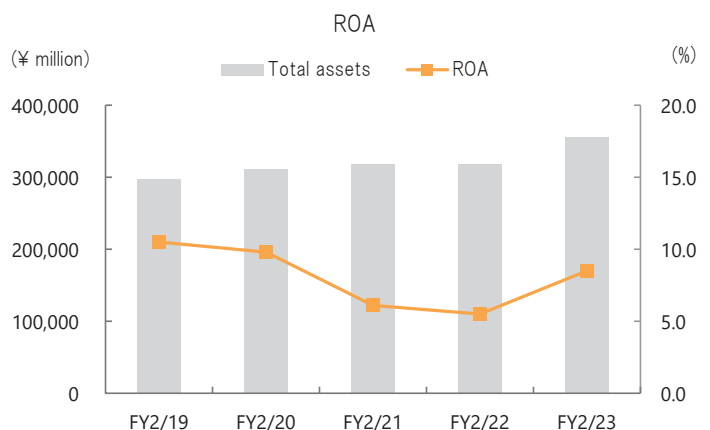
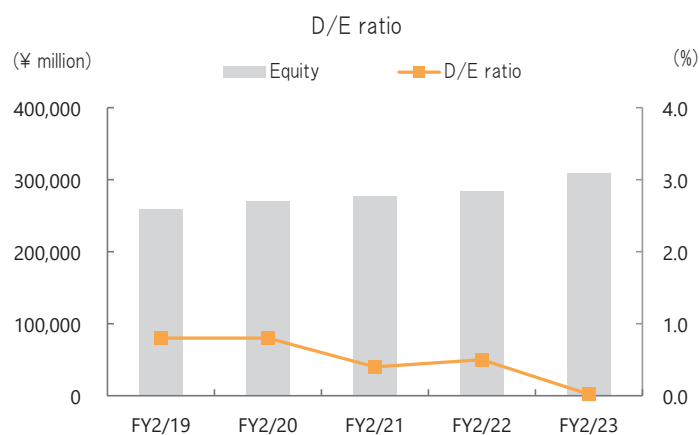
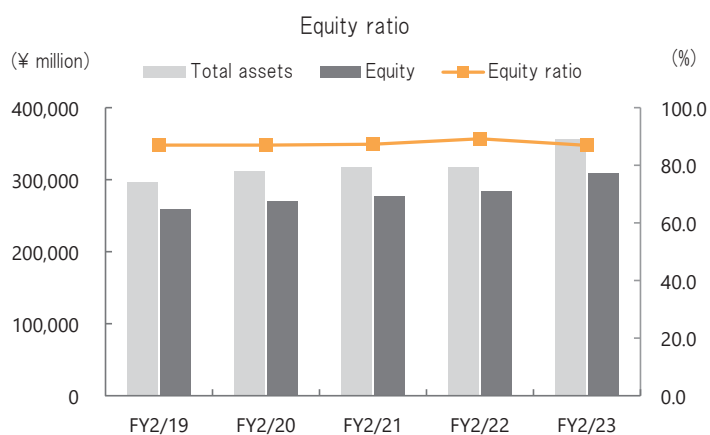


(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Equity	258,376	270,665	277,624	283,298	309,095
Total assets	296,941	311,084	317,832	317,720	355,850
Non-current assets	76,330	77,280	92,610	90,796	94,459
Current assets	220,610	233,803	225,222	226,923	261,391
Current liabilities	35,580	37,170	37,145	31,268	43,613
Interest-bearing debt	2,189	2,216	1,232	1,350	5,959

(%)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Equity ratio	87.0	87.0	87.3	89.2	86.9
D/E ratio	0.8	0.8	0.4	0.5	1.9
Fixed ratio	29.5	28.6	33.4	32.0	30.6
Current ratio	620.0	629.0	606.3	725.7	599.3
ROA	10.5	9.8	6.1	5.5	9.0
ROE	12.1	11.2	7.0	6.2	10.2

Interest-bearing debt=Short-term borrowings
 Equity ratio=Equity/Total assets
 D/E ratio=Interest-bearing debt/Equity
 Fixed ratio=Non-current assets/Equity

Current ratio=Current assets/Current liabilities
 ROA=Profit attributable to owners of parent/Average total assets
 ROE=Profit attributable to owners of parent/Average equity



Per Share Indicators

(¥)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Stock price at term end	6,380	6,160	6,060	4,980	6,710
Closing stock price range for the last 12 months	5,750-7,350	6,160-7,590	4,675-6,650	4,875-6,650	4,550-7,470
Earnings per share (EPS)	366.95	359.92	232.94	210.60	366.57
Diluted EPS	—	—	—	—	—
Book-value per share (BPS)	3,130.62	3,279.24	3,363.55	3,432.30	3,744.84
Dividend per share (DPS)	170.00	170.00	170.00	170.00	170.00

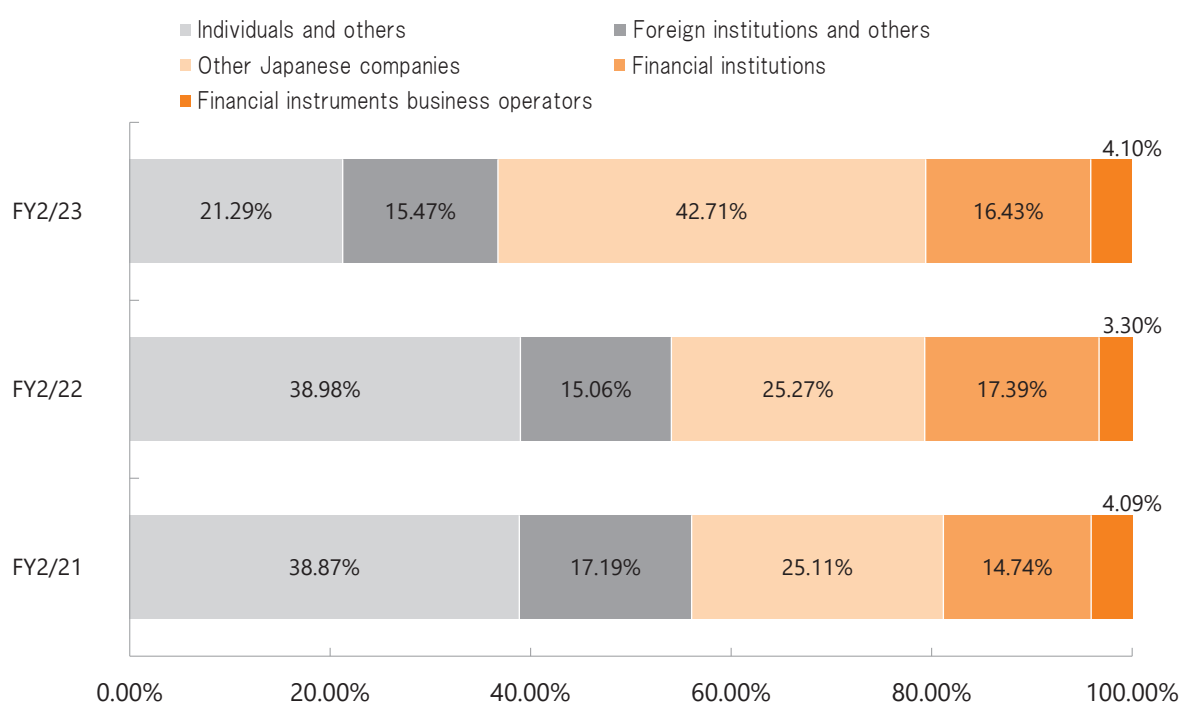
Status of Major Shareholders

As of February 28, 2023

Top 10 Shareholders	Number of Shares (thousand shares)	Shareholding Ratio (%)
EM Planning LLC	35,075	42.49
Masahiro Miki	13,980	16.93
The Master Trust Bank of Japan, Ltd. (trust account)	6,551	7.93
Custody Bank of Japan, Ltd. (trust account)	4,345	5.26
Michiko Miki	2,475	2.99
Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.	1,124	1.36
JAPAN SECURITIES FINANCE CO., LTD.	827	1.00
SSBTC CLIENT OMNIBUS ACCOUNT	768	0.93
STATE STREET BANK AND TRUST COMPANY 505001	672	0.81
SMBC Nikko Securities Inc.	612	0.74

Note: In addition to the above, ABC-MART, INC. holds 588 shares (0.00%) in treasury shares.

Breakdown of Types of Shareholders



Reference) Non-consolidated Balance Sheet



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Assets					
Total assets	256,821	270,444	278,123	272,980	297,166
Current assets	183,785	195,593	186,757	182,158	203,274
Cash and deposits	128,452	138,528	126,780	124,026	121,336
Notes and accounts receivable - trade	4,807	5,173	5,262	5,155	7,239
Securities	—	—	7,957	10,181	9,529
Merchandise	45,824	46,216	41,951	38,921	53,003
Raw materials	—	—	—	—	138
Other	4,700	5,674	4,805	3,873	12,027
Non-current assets	73,035	74,851	91,366	90,822	93,892
Property, plant and equipment	28,570	29,755	30,228	32,586	33,082
Buildings and structures	12,735	13,383	14,059	14,153	14,520
Tools, furniture and fixtures	1,128	1,482	1,442	1,468	1,319
Land	14,557	14,557	14,598	16,689	16,689
Construction in progress	105	283	67	237	493
Other	44	47	60	37	59
Intangible assets	1,555	1,774	1,949	2,352	2,710
Investments and other assets	42,908	43,320	59,187	55,882	58,099
Investment securities	46	33	17,161	14,567	18,906
Shares of subsidiaries and associates	23,588	23,516	23,432	21,478	21,805
Long-term loans receivable	2,312	2,110	1,885	1,780	507
Leasehold and guarantee deposits	13,665	14,041	13,980	14,671	14,866
Deferred tax assets	2,689	3,005	2,139	2,813	1,477
Other	606	612	586	571	535

Reference) Non-consolidated Balance Sheet



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Liabilities					
Total liabilities	29,139	31,287	32,161	24,836	34,516
Current liabilities	28,429	30,647	31,498	24,201	33,775
Notes payable - trade	6,687	10,905	8,631	5,974	4,488
Accounts payable - trade	4,386	3,283	4,315	4,509	4,399
Short-term borrowings	2,149	2,081	1,157	1,274	5,913
Income taxes payable	6,856	6,468	8,230	4,336	7,980
Contract liabilities	—	—	—	—	448
Provision for bonuses	879	941	960	945	981
Notes payable - facilities	1,227	1,045	782	933	3,974
Other	6,241	5,920	7,420	6,226	5,588
Non-current liabilities	710	640	663	635	740
Net assets					
Total net assets	227,681	239,156	245,962	248,144	262,650
Shareholders' equity	227,672	239,151	243,732	246,153	256,590
Share capital	19,972	19,972	19,972	19,972	19,972
Capital surplus	23,978	24,042	24,042	24,042	24,042
Legal capital surplus	23,978	23,978	23,978	23,978	23,978
Other capital surplus	—	63	63	63	63
Retained earnings	183,723	195,139	199,719	202,140	212,578
Legal retained earnings	55	55	55	55	55
Other retained earnings					
Retained earnings brought forward	183,667	195,083	199,663	202,084	212,522
Treasury shares	(2)	(2)	(2)	(2)	(3)
Valuation and translation adjustments	8	4	2,229	1,991	6,060
Valuation difference on available-for-sale securities	8	4	2,229	1,991	6,060
Total liabilities and net assets	256,821	270,444	278,123	272,980	297,166

Reference) Non-consolidated Statement of Income



(¥ million)	FY2/19	FY2/20	FY2/21	FY2/22	FY2/23
Net sales	191,347	194,029	151,909	169,776	197,982
Cost of sales	84,210	84,822	70,754	75,955	89,303
Gross profit	107,136	109,207	81,154	93,821	108,679
Selling, general and administrative expenses	68,756	71,134	64,326	68,767	73,913
Operating profit	38,380	38,072	16,828	25,053	34,765
Non-operating income	2,070	1,783	2,466	1,510	1,831
Interest and dividend income	290	387	867	297	659
Foreign exchange gains	—	—	312	9	—
Rent Income	1,092	964	898	965	955
Advertising medium income	38	37	34	34	34
Other	649	393	353	203	182
Non-operating expenses	287	301	251	278	455
Interest expenses	6	4	4	3	10
Foreign exchange losses	37	72	—	—	107
Rental expenses	172	190	195	254	271
Other	70	33	51	20	66
Ordinary profit	40,162	39,554	19,043	26,286	36,142
Extraordinary income	53	505	10,076	1,462	832
Gain on sale of non-current assets	53	5	5	821	17
Gain on sale of investment securities	—	—	9,221	74	—
Gain on sale of securities	—	—	—	—	758
Gain on extinguishment of tie-in shares	—	500	—	—	—
Employment adjustment subsidies for covid19	—	—	849	565	56
Extraordinary losses	579	940	2,011	3,690	1,367
Loss on retirement of non-current assets	86	111	79	153	179
Loss on valuation of shares of subsidiaries and associates	—	—	—	1,954	—
Loss on valuation of investment securities	—	—	—	273	305
Impairment losses	491	828	526	1,014	848
Loss due to covid19	—	—	1,389	294	34
Other	1	—	16	—	0
Profit before income taxes	39,636	39,120	27,107	24,058	35,607
Income taxes - current	12,733	12,312	8,612	8,174	11,597
Income taxes - deferred	(275)	(289)	(116)	(569)	(459)
Total income taxes	12,458	12,022	8,496	7,605	11,138
Profit	27,178	27,097	18,611	16,452	24,469

Reference) Non-consolidated Statement of Changes in Equity



FY2/22

¥ million	Shareholders' equity									Valuation and translation adjustments		Total net assets
	Share capital	Capital surplus			Retained earnings			Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Total valuation and translation adjustments	
		Legal capital surplus	Other capital surplus	Total capital surplus	Legal retained earnings	Other retained earnings Retained earnings brought forward	Total retained earnings					
Balance at beginning of period	19,972	23,978	63	24,042	55	199,663	199,719	(2)	243,732	2,229	2,229	245,962
Changes during period												
Dividends of surplus	—	—	—	—	—	(14,031)	(14,031)	—	(14,031)	—	—	(14,031)
Profit	—	—	—	—	—	16,452	16,452	—	16,452	—	—	16,452
Purchase of treasury shares	—	—	—	—	—	—	—	(0)	(0)	—	—	(0)
Net changes in items other than shareholders' equity	—	—	—	—	—	—	—	—	—	(238)	(238)	(238)
Total changes during period	—	—	—	—	—	2,420	2,420	(0)	2,420	(238)	(238)	2,182
Balance at end of period	19,972	23,978	63	24,042	55	202,084	202,140	(2)	246,153	1,991	1,991	248,144

FY2/23

¥ million	Shareholders' equity									Valuation and translation adjustments		Total net assets
	Share capital	Capital surplus			Retained earnings			Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Total valuation and translation adjustments	
		Legal capital surplus	Other capital surplus	Total capital surplus	Legal retained earnings	Other retained earnings Retained earnings brought forward	Total retained earnings					
Balance at beginning of period	19,972	23,978	63	24,042	55	202,084	202,140	(2)	246,153	1,991	1,991	248,144
Changes during period												
Dividends of surplus	—	—	—	—	—	(14,031)	(14,031)	—	(14,031)	—	—	(14,031)
Profit	—	—	—	—	—	24,469	24,469	—	24,469	—	—	24,469
Purchase of treasury shares	—	—	—	—	—	—	—	(0)	(0)	—	—	(0)
Net changes in items other than shareholders' equity	—	—	—	—	—	—	—	—	—	4,069	4,069	4,069
Total changes during period	—	—	—	—	—	10,438	10,438	(0)	10,437	4,069	4,069	14,506
Balance at end of period	19,972	23,978	63	24,042	55	212,522	212,578	(3)	256,590	6,060	6,060	262,650

The logo for ABC MART, featuring the words "ABC" stacked above "MART" in a bold, red, sans-serif font. The text is centered within a bright yellow rectangular background. This central element is flanked by two light gray rectangular blocks, and the entire composition is set against a background of orange rectangular blocks on the left and right sides.

**ABC
MART**

Contact

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