

Financial Data for the Six months Ended August 31,2024
(From March 1, 2024 to August 31, 2024)

1. Consolidated Financial Results

(unit: ¥ million,%)

	FY 8/22			FY 8/23			FY 8/24		
	Q2	Ratio	YoY	Q2	Ratio	YoY	Q2	Ratio	YoY
Net sales	136,191	100.0	12.3	169,464	100.0	24.4	188,380	100.0	11.2
Gross profit	71,866	52.8	14.1	88,295	52.1	22.9	96,543	51.2	9.3
SG&A expenses	51,871	38.1	6.6	58,975	34.8	13.7	62,493	33.2	6.0
Advertising expenses	2,699	2.0	▲12.3	3,391	2.0	25.7	3,321	1.8	▲2.1
Personnel expenses	17,977	13.2	7.8	20,525	12.1	14.2	21,896	11.6	6.7
Rent expenses	14,682	10.8	9.6	16,658	9.8	13.5	17,901	9.5	7.5
Depreciation	2,793	2.1	6.4	2,683	1.6	▲3.9	2,831	1.5	5.5
Other expenses	13,719	10.1	6.5	15,715	9.3	14.6	16,542	8.8	5.3
Operating profit	19,995	14.7	39.8	29,320	17.3	46.6	34,050	18.1	16.1
Ordinary profit	20,501	15.1	38.9	30,580	18.0	49.2	35,121	18.6	14.8
Profit attributable to owners of parent	13,317	9.8	27.3	21,043	12.4	58.0	24,143	12.8	14.7
Earnings per share (EPS) (¥)	53.78	-	-	84.98	-	-	97.50	-	-
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 8/22			FY 8/23			FY 8/24		
	Q2	Ratio	YoY	Q2	Ratio	YoY	Q2	Ratio	YoY
Net sales	95,535	100.0	12.5	116,514	100.0	22.0	127,461	100.0	9.4
Gross profit	53,161	55.6	13.9	64,279	55.2	20.9	69,524	54.5	8.2
SG&A expenses	36,156	37.8	5.2	39,822	34.2	10.1	41,364	32.5	3.9
Advertising expenses	1,772	1.9	▲11.4	2,001	1.7	12.9	1,751	1.4	▲12.5
Personnel expenses	11,884	12.4	3.2	12,775	11.0	7.5	13,406	10.5	4.9
Rent expenses	11,130	11.7	10.4	12,342	10.6	10.9	13,159	10.3	6.6
Depreciation	1,524	1.6	8.7	1,662	1.4	9.0	1,672	1.3	0.6
Other expenses	9,844	10.3	5.0	11,040	9.5	12.1	11,374	8.9	3.0
Operating profit	17,004	17.8	38.1	24,456	21.0	43.8	28,160	22.1	15.1
Ordinary profit	17,572	18.4	36.0	25,697	22.1	46.2	28,905	22.7	12.5
Net income	11,422	12.0	23.5	17,496	15.0	53.2	19,484	15.3	11.4
Earnings per share (EPS) (¥)	46.13	-	-	70.66	-	-	78.69	-	-
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 8/22		FY 8/23		FY 8/24	
	Q2	YoY	Q2	YoY	Q2	YoY
Net sales	41,202	11.9	50,710	23.1	57,782	13.9
Operating profit	2,881	55.3	4,991	73.2	5,731	14.8
Exchange rate	4.29(¥/1NTD)、123.16(¥/1USD)		4.44(¥/1NTD)、135.98(¥/1USD)		4.78(¥/1NTD)、152.31(¥/1USD)	

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

(unit: ¥ million,%)

	FY 6/22			FY 6/23			FY 6/24		
	Rate 10.01 (¥/100WON)			Rate 10.49 (¥/100WON)			Rate 11.30 (¥/100WON)		
	Q2	Ratio	YoY	Q2	Ratio	YoY	Q2	Ratio	YoY
Net sales	27,163	100.0	14.0	31,904	100.0	17.5	36,812	100.0	15.4
Gross profit	13,529	49.8	19.7	15,454	48.4	14.2	17,424	47.3	12.7
SG&A expenses	10,404	38.3	9.0	11,912	37.3	14.5	13,240	36.0	11.1
Operating profit	3,124	11.5	76.9	3,542	11.1	13.4	4,184	11.4	18.1

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

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(From March 1, 2024 to August 31, 2024)

5. Domestic Data (ABC-MART only)

	FY2/23			FY2/24				FY2/25	
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Inventories (Millions of yen)	43,977	54,806	51,497	56,121	52,303	59,413	49,411	55,219	50,185
Sales floor area (m ²) *1	288,865	294,795	294,346	298,400	297,928	301,049	301,931	305,470	305,434

※1 Area as of quarter-end month.

(Thousands of downloads)

	FY2/23			FY2/24				FY2/25	
	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Digital Sales to total sales *2	12.3%	14.0%	11.8%	12.5%	10.7%	12.7%	10.1%	10.0%	9.7%
Number of app downloads	369	464	461	477	372	466	444	481	423
Number of app downloads (Accumulated total)	11,730	12,194	12,655	13,132	13,504	13,970	14,414	14,895	15,319

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

6. Number of Stores by Store Formats (Domestic)

ABC+OSHMANN'S

	Feb.29,2024	FY 8/24		
		Opened	Closed	Aug.31,2024
Street-level stores	86(2)	0	2	84(2)
Fashion buildings	135(6)	1(1)	3(1)	133(6)
Shopping centers	642(6)	22(2)	5	659(8)
NSC	81	0	1	80
Roadside stores	101	0	2	99
Outlet malls	50	0	3	47
Total	1,095(14)	23(3)	16(1)	1,102(16)

* () denotes the number of OSHMAN'S.

7. Number of Stores (Overseas)

	Feb.29,2024	FY 8/24		
		Opened	Closed	Aug.31,2024
Korea	316	8	6	318
Taiwan	63	3	2	64
U.S.A.	8	0	1	7
Vietnam	5	0	0	5
Total	392	11	9	394

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

Total	1,487	34	25	1,496
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Number of Stores by Business Formats (Domestic)

	Feb.29,2024	FY 8/24			
		Opened	Closed	Renovated	Aug.31,2024
Grand Stage	87	1	0	15	103
Premier Stage	16	0	0	▲ 2	14
Mega Stage	13	0	0	▲ 3	10
ABC-MART SPORTS	107	11	1	3	120
Other ABC-MART	754	8	10	▲ 10	742
Ladies footwear	15	0	1	▲ 3	11
Outlet store	54	0	3	0	51
Other businesses	35	0	0	0	35
OSHMANN'S	14	3	1	0	16
Total	1,095	23	16	0	1,102