

Financial Data for the Fiscal Year Ended February 28,2025
(From March 1, 2024 to February 28, 2025)

1. Consolidated Financial Results

(unit: ¥ million,%)

	FY 2/23			FY 2/24			FY 2/25			FY 2/25 (Forecast)		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Net sales	290,077	100.0	18.9	344,197	100.0	18.7	372,202	100.0	8.1	383,900	100.0	3.1
Gross profit	149,597	51.6	19.8	175,594	51.0	17.4	187,816	50.5	7.0	195,200	50.8	3.9
SG&A expenses	107,295	37.0	10.1	119,922	34.8	11.8	125,265	33.7	4.5	131,200	34.2	4.7
Advertising expenses	6,525	2.2	4.0	7,688	2.2	17.8	7,883	2.1	2.5	8,260	2.2	4.8
logistics expenses	6,806	2.3	5.6	7,320	2.1	7.6	7,071	1.9	▲3.4	6,970	1.8	▲1.4
Personnel expenses	36,616	12.6	11.1	41,358	12.0	13.0	43,360	11.6	4.8	46,170	12.0	6.5
Rent expenses	30,032	10.4	10.4	33,652	9.8	12.1	35,558	9.6	5.7	37,110	9.7	4.4
Depreciation	5,603	1.9	2.4	5,561	1.6	▲0.7	5,781	1.6	4.0	6,070	1.6	5.0
Other expenses	21,712	9.8	11.8	24,341	7.1	12.1	25,608	6.9	5.2	26,620	6.9	22.7
Operating profit	42,301	14.6	54.1	55,671	16.2	31.6	62,550	16.8	12.4	64,000	16.7	2.3
Ordinary profit	43,360	14.9	53.4	57,834	16.8	33.4	64,618	17.4	11.7	66,000	17.2	2.1
Profit attributable to owners of parent	30,256	10.4	74.1	40,009	11.6	32.2	45,358	12.2	13.4	45,530	11.9	0.4
Earnings per share (EPS) (¥)	122.19	-	-	161.58	-	-	183.18	-	-	183.87	-	-
Average number of shares outstanding (thousand shares)	247,617	-	-	247,616	-	-	247,616	-	-	247,616	-	-

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

2. Consolidated Balance Sheet

(unit: ¥ million,%)

	FY 2/23		FY 2/24		FY 2/25	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
Current assets	261,391	73.5	288,627	74.5	317,500	75.8
Cash and deposits	138,918	39.0	167,208	43.2	195,721	46.7
Inventories	88,584	24.9	88,942	23.0	91,543	21.9
Tangible fixed assets	40,033	11.3	42,045	10.9	47,855	11.4
Intangible fixed assets	4,629	1.3	4,616	1.2	4,066	1.0
Investments and other assets	49,796	14.0	52,046	13.4	49,302	11.8
Non-current assets	94,459	26.5	98,708	25.5	101,224	24.2
Total assets	355,850	100.0	387,336	100.0	418,725	100.0
Current liabilities	43,613	12.3	43,972	11.4	47,333	11.3
Fixed liabilities	1,263	0.4	1,709	0.4	1,643	0.4
Total liabilities	44,876	12.6	45,681	11.8	48,977	11.7
Net assets	310,974	87.4	341,654	88.2	369,747	88.3
Total liabilities and net assets	355,850	100.0	387,336	100.0	418,725	100.0

3. Consolidated Net Sales by Category

(unit: ¥ million,%)

	FY 2/23			FY 2/24			FY 2/25		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Sports Shoes	163,404	56.3	17.0	192,500	55.9	17.8	208,769	56.1	8.5
Leather Casual Shoes	44,720	15.4	24.8	50,470	14.7	12.9	53,793	14.5	6.6
Kids Shoes	22,790	7.9	14.1	26,161	7.6	14.8	27,951	7.5	6.8
Ladies' Shoes	16,563	5.7	31.1	19,014	5.5	14.8	18,035	4.8	▲5.1
Sandals Shoes	14,544	5.0	23.4	18,387	5.3	26.4	20,413	5.5	11.0
Business Shoes	8,550	2.9	14.9	9,356	2.7	9.4	9,327	2.5	▲0.3
Apparel and other	12,196	4.2	19.2	21,108	6.1	73.1	24,408	6.6	15.6
Others	7,306	2.5	15.2	7,196	2.1	▲1.5	9,503	2.6	32.1
Total	290,077	100.0	18.9	344,197	100.0	18.7	372,202	100.0	8.1

4. Number of Stores by Store Formats (Domestic)

ABC+OSHMAN'S

	Feb.29, 2024	FY 2/25		
		Opened	Closed	Feb.28,2025
Street-level	86(2)	0	2	84(2)
Fashion	135(6)	2(1)	6(1)	131(6)
Shopping	642(6)	36(4)	15	663(10)
N S C	81	0	2	79
Roadside stores	101	0	3	98
Outlet malls	50	1	7	44
Total	1,095(14)	39(5)	35(1)	1,099(18)

*() denotes the number of OSHMAN'S.

5. Number of Stores (Overseas)

	Feb.29, 2024	FY 2/25		
		Opened	Closed	Feb.28, 2025
Korea	316	19	9	326
Taiwan	63	3	5	61
U.S.A.	8	1	1	8
Vietnam	5	0	0	5
Total	392	23	15	400

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

Total	1,491	62	50	1,499
-------	-------	----	----	-------

Number of Stores by Business Formats (Domestic)

	Feb.29, 2024	FY 2/25			
		Opened	Closed	Renovated	Feb.28,2025
Grand Stage	87	3	0	19	109
Premier Stage	16	0	0	▲2	14
Mega Stage	13	0	1	▲3	9
ABC-MART SPORTS	107	15	1	5	126
Other ABC-MART	754	14	21	▲15	732
Ladies footwear	15	0	2	▲3	10
Outlet store	54	1	7	0	48
Other businesses	35	1	2	▲1	33
OSHMAN'S	14	5	1	0	18
Total	1,095	39	35	0	1,099

Financial Data for the Fiscal Year Ended February 28,2025
(From March 1, 2024 to February 28, 2025)

1. Non-Consolidated Financial Results

(unit: ¥ million,%)

	FY 2/23			FY 2/24			FY 2/25			FY 2/26 (Forecast)		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Net sales	197,982	100.0	16.6	231,586	100.0	17.0	251,288	100.0	8.5	262,300	100.0	4.4
Gross profit	108,679	54.9	15.8	125,464	54.2	15.4	135,444	53.9	8.0	141,800	54.1	4.7
SG&A expenses	73,913	37.3	7.5	79,619	34.4	7.7	82,704	32.9	3.9	88,000	33.5	6.4
Advertising expenses	3,544	1.8	▲10.2	4,009	1.7	13.1	3,882	1.5	▲3.2	4,460	1.7	14.9
logistics expenses	4,948	2.5	3.6	5,065	2.2	2.4	4,688	1.9	▲7.4	4,931	1.9	5.2
Personnel expenses	24,040	12.1	5.2	25,597	11.1	6.5	26,916	10.7	5.2	28,940	11.0	7.5
Rent expenses	22,788	11.5	9.9	24,664	10.7	8.2	26,114	10.4	5.9	27,500	10.5	5.3
Depreciation	3,139	1.6	5.0	3,361	1.5	7.1	3,417	1.4	1.7	3,523	1.3	3.1
Other expenses	15,451	7.8	14.8	16,920	7.3	9.5	17,684	7.0	4.5	18,646	7.1	5.4
Operating profit	34,765	17.6	38.8	45,845	19.8	31.9	52,740	21.0	15.0	53,800	20.5	2.0
Ordinary profit	36,142	18.3	37.5	48,219	20.8	33.4	54,492	21.7	13.0	55,900	21.3	2.6
Net benefit for the period	24,469	12.4	48.7	32,899	14.2	34.4	37,862	15.1	15.1	38,100	14.5	0.6
Earnings per share (EPS) (¥)	98.82	-	-	132.86	-	-	152.91	-	-	153.87	-	-
Average number of shares outstanding (thousand shares)	247,617	-	-	247,616	-	-	247,616	-	-	247,616	-	-

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

2. Domestic Data (ABC-MART only)

	FY 2/23	FY 2/24				FY 2/25			
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Inventories (Millions of yen)	51,497	56,121	52,303	59,413	49,411	55,219	50,185	58,489	51,468
Sales floor area (㎡) *	294,346	298,400	297,928	301,049	301,931	305,470	305,434	307,471	305,324

* Area as of quarter-end month.

3. Net Sales per Area (Domestic)

	FY 2/23		FY 2/24		FY 2/25	
	Total store base	YoY	Total store base	YoY	Total store base	YoY
Net sales by domestic stores (¥ million)	176,615	18.1	215,697	22.1	238,303	10.5
Average salesfloor area (㎡)	289,559	5.6	306,931	6.0	313,529	2.1
Net sales per ㎡ (¥ thousand)	610	11.9	703	15.2	760	8.1

(Thousands of downloads)

	FY 2/23	FY 2/24				FY 2/25			
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Digital Sales to total sales *	11.8%	12.5%	10.7%	12.7%	10.1%	10.0%	9.7%	11.3%	10.7%
Number of app downloads	460	476	372	466	444	481	423	533	521
Number of app downloads (Accumulated total)	12,655	13,132	13,504	13,970	14,414	14,895	15,319	15,852	16,373

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

Performance of ABC-MART KOREA GROUP (From January 1, 2024 to December 31,2024)

(unit: ¥ million,%)

	FY 12/22			FY 12/23			FY 12/24		
	Rate	10.18 (¥/100WON)		Rate	10.79 (¥/100WON)		Rate	11.13 (¥/100WON)	
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Net sales	57,474	100.0	24.2	66,331	100.0	15.4	73,086	100.0	10.2
Gross profit	27,529	47.9	35.4	31,297	47.2	13.7	32,645	44.7	4.3
SG&A expenses	22,064	38.4	16.4	24,941	37.6	13.0	26,210	35.9	5.1
Operating profit	5,465	9.5	296.5	6,355	9.6	16.3	6,434	8.8	1.2

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

Composition of Net Sales by Segment (From January 1, 2024 to December 31,2024)

(unit: ¥ million,%)

	FY 12/22			FY 12/23			FY 12/24		
	Amount	Ratio	YoY	Amount	Ratio	YoY	Amount	Ratio	YoY
Consolidated net sales	290,077	100.0	18.9	344,197	100.0	18.7	372,202	100.0	8.1
Overseas sales	93,001	32.1	24.2	107,347	31.2	15.4	114,192	30.7	6.4
Korea	57,472	19.8	24.1	66,322	19.3	15.4	70,557	19.0	6.4
U.S.A.	25,612	8.8	22.0	28,989	8.4	13.2	31,160	8.4	7.5
Taiwan	9,892	3.4	31.2	11,757	3.4	18.8	11,879	3.2	1.0
Vietnam	24	0.0	-	277	0.1	1,045.4	594	0.2	114.2

* These figures are for net sales to external customers.