



Summary of Financial Results for the Second Quarter of the Fiscal Year Ending February 2026

October 2025

ABC-MART, Inc.

Second Quarter FY2026 Financial Summary

ABC-MART

✓ **Consolidated Net Sales: ¥190.1 billion, a ¥1.7 billion increase from the previous year**

- Market (Domestic): Domestic demand is gently increasing due to improvements in personal income and employment environment accompanying the increase in corporate earnings.
- Market (Overseas): Consumption is sluggish due to political instability and deteriorating domestic economies.
- Sales Strategy: Utilizing digital advertising and TV commercials to promote store visits; addressing price-consciousness with various sales.
- Product Strategy: Limited releases of new sneakers and stable sales of hands-free shoes and sandals.
- Store Strategy: Accelerating new store openings and expansion/renovation of Grand Stage and ABC-MART SPORTS to boost sales at large commercial facilities and shopping centers (SC) and enhance sports apparel selection; expanding into complex store formats (複合業態).
- Store Openings/Closures: 35 new stores opened (domestic and overseas), 31 stores closed, resulting in 1,503 stores at the end of the period.
- Domestic (ABC-MART) Existing Stores: Sales +6.0%, Customer Count +3.4%, Average Purchase Price +2.5% for the first half.
- Overseas Business: Sales recovering in South Korea after the presidential election but still below the previous year; demand deteriorating in the US due to soaring prices.

✓ **Consolidated Gross Profit Margin: 51.4%, a 0.2pt increase from the previous year**

- Domestic sales of regularly priced items, including hands-free shoes, were strong; overseas continued sales promotions to stimulate consumption.
- Non-Consolidated Gross Profit Margin 54.7% (a 0.2pt increase from the previous year); Overseas Gross Profit Margin 42.1% (a 2.9pt decrease from the previous year).
- Consolidated Inventory: Increased procurement for the autumn sales season, a ¥8.5 billion increase from the previous year.

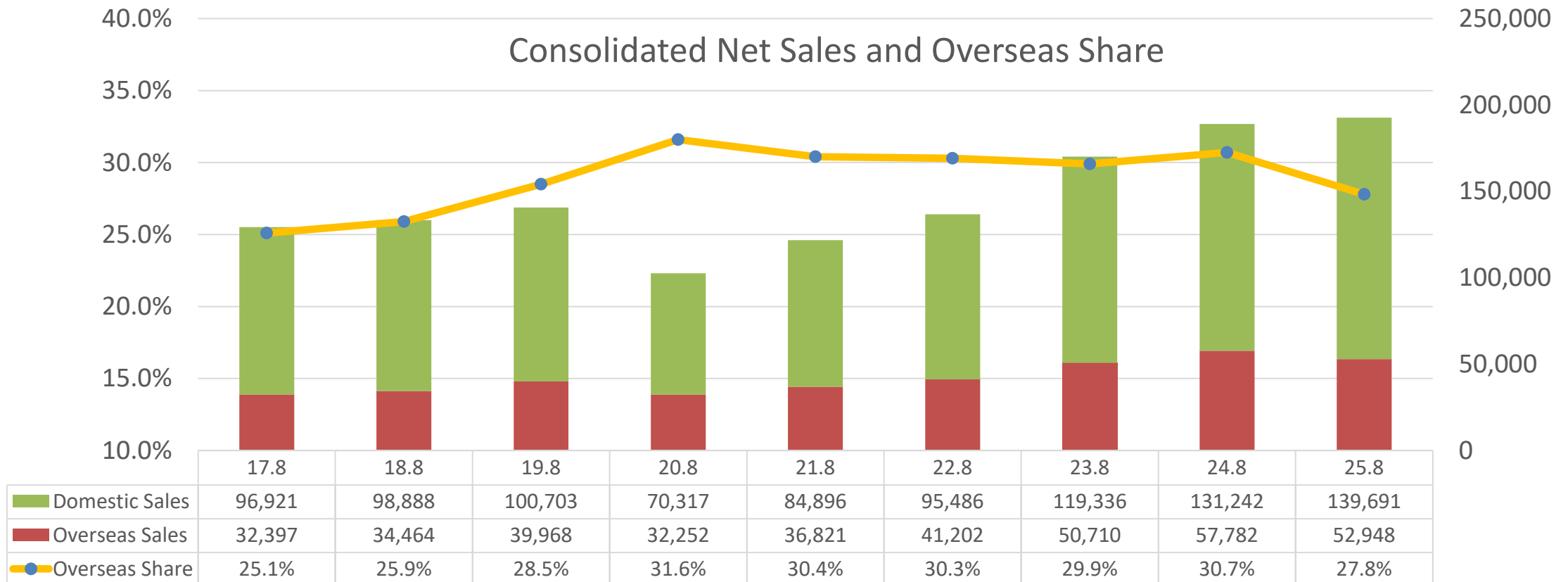
✓ **Consolidated Operating Margin: 17.7%, a 0.4pt decrease from the previous year**

- Variable costs increased with the increase in sales, as did wages; Consolidated Selling, General and Administrative (SG&A) Expenses Ratio was 33.7% (a 0.5pt increase from the previous year).
- Continuation of initiatives for digital promotion and logistics cost reduction.

Consolidated Overview

ABC-MART

- Consolidated Net Sales: ¥190.1 billion, a 0.9% increase from the previous year.
- Overseas Share: 27.8% (down 2.9pt) due to the appreciation of the yen.
- Consolidated Operating Income: ¥33.6 billion, a 1.2% decrease from the previous year.



Sales Promotion

ABC-MART

【TVCM】

Utilizing popular artists and talents for the product's target demographic to increase product recognition.



PUMA: Product recognition increased and sales were strong due to the casting of Snow Man.

SKECHERS Slip-ins: Nanao was featured in the PR for the new hands-free sandals.

【Flyers】

Distributed flyers for the Summer Sale and a discount on all kids' shoes.



【SNS】 YouTube



Tie-up between the YouTube program "Meruputi," popular among elementary and junior high school students, and the company's kids' sandals. 4

Product Launches

ABC-MART

Sports sandals continued to perform well from the previous year.
The launch of hands-free sandals also drove sales.

【 Sports sandals 】



【 Hands-free shoes 】



Store Opening and Closing Status

ABC-MART

New stores opened: 35 Stores closed: 31 Group store count: 1,503

	End of Previous Period	New Stores Opened	Stores Closed	End of 2Q Period
Street-level stores	84(2)	0	0	84(2)
Fashion buildings	131(6)	1(1)	1	131(7)
Shopping centers	663(10)	19(2)	6	676(12)
Neighborhood SC	79	0	1	78
Roadside stores	98	0	2	96
Outlet malls	44	0	2	42
Domestic Stores	1,099(18)	20(3)	12	1,107(21)
KOREA	326	13	17	322
TAIWAN	61	2	1	62
USA	8	0	1	7
VIETNAM	5	0	0	5
Overseas Stores	400	15	19	396
Group Stores	1,499	35	31	1,503

Note: Numbers in parentheses () indicate the number of OSHMAN'S stores.

Store Portfolio Breakdown by Store Format

ABC-MART

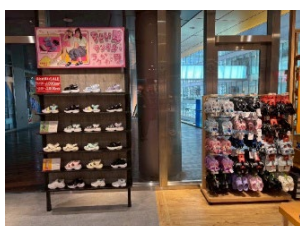
- Domestic
- Expanding store openings for Grand Stage and ABC-MART SPORTS
 - Acquiring new customers through the expansion of complex store formats.

Store Format		End of Previous 2Q	End of Current 2Q
ABC-MART	Grand Stage	103	118
	Premier Stage	14	12
	Mega Stage	10	8
	ABC-MART SPORTS	120	128
	Other ABC Format	742	728
Women's Format	Charlotte	11	10
Outlet Format	Outlet	51	46
Other Formats	BILLY'S, etc.	35	36
OSHMAN'S		16	21
	TTL	1,102	1,107

- 28 stores were renovated, including 17 stores expanded and 9 stores with format changes.
- Complex formats totaled 133 stores with 15 opened in the first half.

ABC
MART

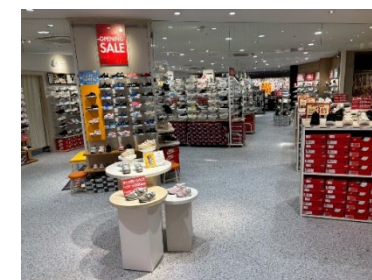
4F ABC2.0 107.13tsubo



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MART

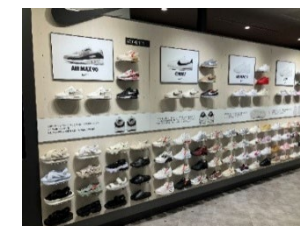


Dogwood Plaza ABC2.0 83.2tsubo



4F GS 96.11tsubo

ABC
MART
GRAND
STAGE

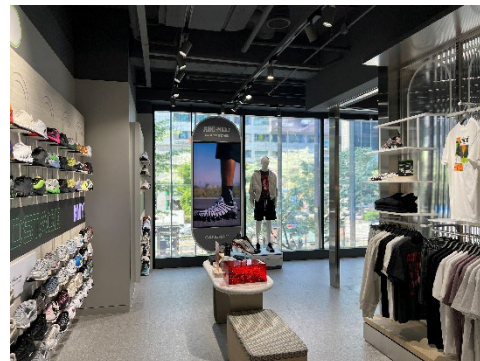


OSHMAN'S®

FUTAKO TAMAGAWA **rise** 3F 416.29tsubo



ABC-MART GRANDSTAGE Gangnam (GS4.0) Renovated / SOUTH KOREA





ABC-MART Ximen (ABC2.0) Renovated / TAIWAN



Store Sales Growth Rate (Domestic - ABC-MART only)

ABC-MART

Customer count and average purchase price increased, with existing store sales up 6.0% in the first half.

(Unit : %)		1Q	JUN	JUL	AUG	2Q	1stHalf	H1 Plan
Existing Stores	Sales	+5.8	+6.2	+4.5	+8.5	+6.3	+6.0	+4.2
	Customer Count	+2.4	+3.4	+4.2	+6.3	+4.6	+3.4	-
	Average Purchase Price	+3.3	+2.7	+0.2	+2.1	+1.6	+2.5	-
All Stores	Sales	+6.3	+6.1	+4.2	+8.7	+6.3	+6.3	+4.8
	Customer Count	+2.4	+2.9	+3.4	+6.1	+4.1	+3.2	-
	Average Purchase Price	+3.8	+3.2	+0.7	+2.5	+2.1	+3.0	-

● June: One less Saturday. Sunny days were numerous, and summer arrived early. The Summer Sale starting late in the month had strong sales due to the effect of flyers and TV commercials.

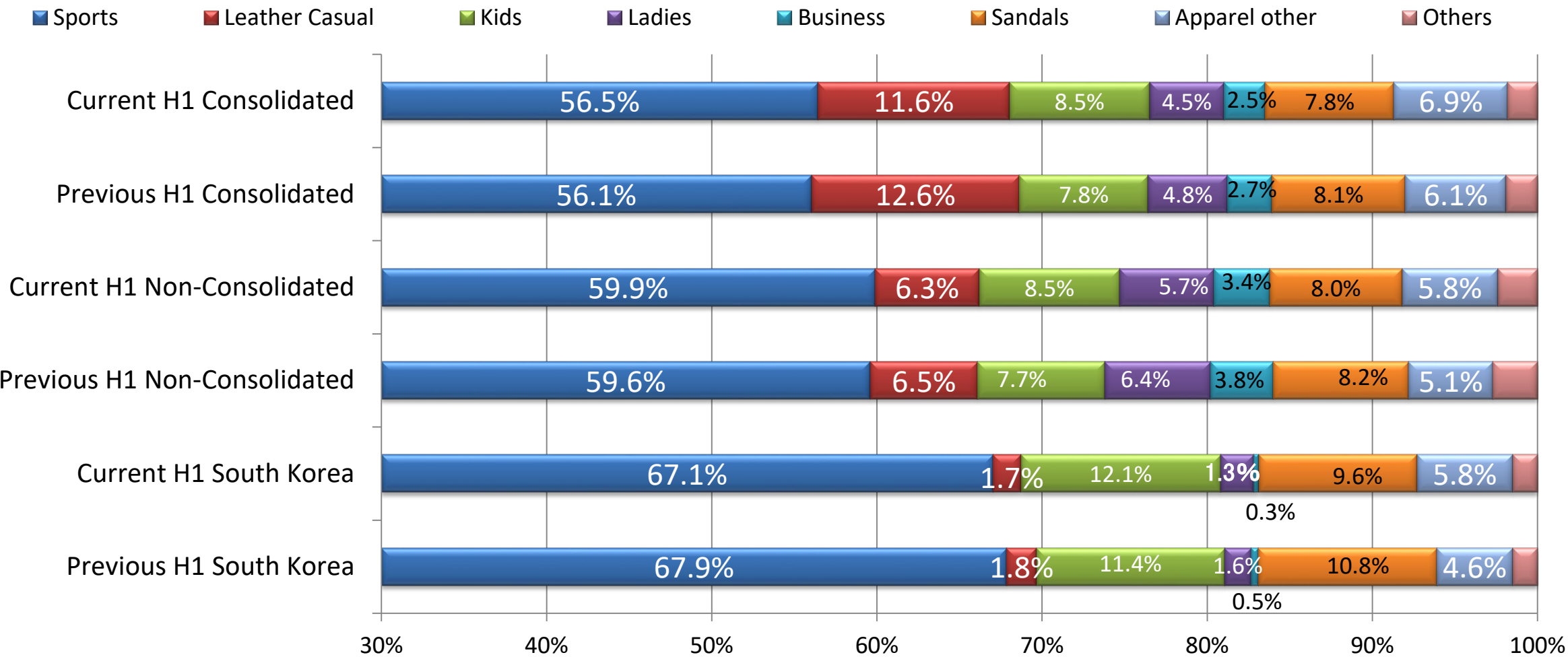
● July: One less Saturday and Sunday each. Summer Sale was strong; sports sandals and T-shirts performed well due to the intense heat.

● August: One more Sunday. Implemented a discount on all kids' shoes; summer demand and student demand were strong.



Sales by Category

ABC-MART

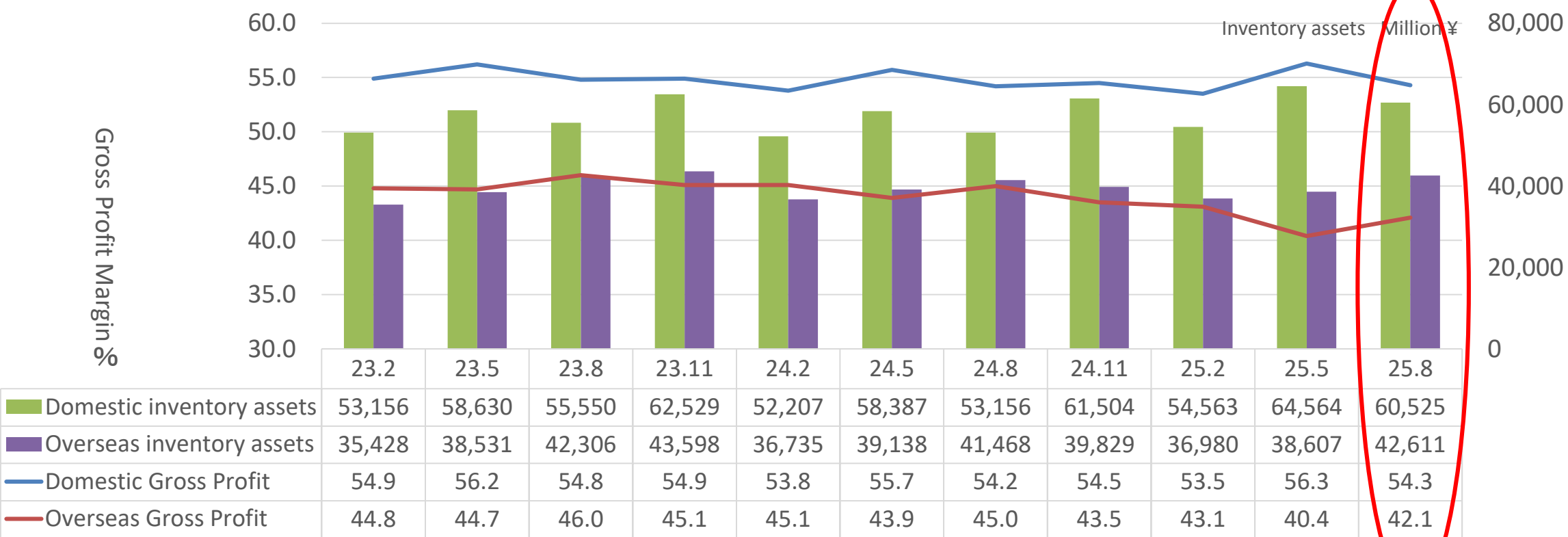


Consolidated Sports Sales were ¥107.3 billion (up 1.7% year-over-year), accounting for 56.5% of sales (up 0.4pt). Consolidated Kids Sales reached ¥16.1 billion (up 10.0%), making up 8.5% of sales (up 0.7pt) Consolidated Apparel and Other Sales were ¥13.0 billion (up 14.3%), contributing 6.9% of sales (up 0.8pt).

Consolidated Gross Profit Margin and Inventory

ABC-MART

Gross Profit Margin (Cumulative Period) and Inventory Assets (Quarterly)



Consolidated Gross Profit Margin was 51.4% (up 0.2pt year-over-year).

- Domestic(ABC-MART) gross margin was 54.7% (up 0.2pt), boosted by strong sales of regularly priced items, especially hands-free shoes, and better inventory turnover.
- Overseas gross margin was 42.1% (down 2.9pt), due to sales promotions aimed at stimulating consumption amid high local prices.

Consolidated Inventory increased by ¥8.5 billion from the previous year (Domestic +¥7.3 billion, Overseas +¥1.1 billion) to support the autumn sales season.

Consolidated SG&A Expenses

ABC-MART

	2025.8	2024.8	2025.8	2024.8	Increase/ Decrease
	YoY%	YoY%	Sales %	Sales %	
Consolidated Net Sales	+0.9	+11.2	100	100	+0.0
Total Consolidated SG&A	+2.5	+6.0	33.7	33.2	+0.5
Sales Promotion Expenses	+2.7	-2.1	1.8	1.8	+0.0
Distribution Expenses	-2.8	-5.0	1.8	1.9	-0.1
Personnel Expenses	+3.3	+6.7	11.9	11.6	+0.3
Rent for Office & Stores	+2.8	+7.5	9.7	9.5	+0.2
Depreciation	+3.1	+5.3	1.5	1.5	+0.0

Total number of people	End of Current 2Q	End of Previous 2Q	Increase/Decrease
Consolidated	12,319	9,285	+3,034
Domestic	6,225	5,958	+267
Overseas	6,094	3,327	+2,767

※Due to the consolidation of a subsidiary with overseas production facilities in June 2024, the overseas segment increased significantly.

The SG&A Ratio reached 33.7% (up 0.5pt year-over-year).

- Rent increased due to higher sales.
- Settlement fees rose with increased cashless payments.
- Sales Promotion Expenses (Advertising expenses) grew with stronger domestic promotion, though overseas spending was suppressed.
- Personnel expenses significantly increased overseas due to a June 2024 consolidation of a subsidiary that owns an overseas production factory.
- Distribution expenses (Logistics costs) fell after acquiring a self-owned logistics center in South Korea.

Non-Consolidated P/L Results for the First Half

ABC-MART

Amount (million JPY)	Current H1 Actual	Sales Ratio	YoY		Previous H1 Actual	Sales Ratio	First Half Plan	Sales Ratio	Difference	
			Amount	Ratio					Amount	Ratio
Net Sales	135,317	100%	+7,855	6.2%	127,461	100%	133,200	100%	+2,117	1.6%
Gross Profit	73,969	54.7%	+4,445	6.4%	69,524	54.5%	72,500	54.4%	+1,469	2.0%
SG&A Expenses	43,829	32.4%	+2,465	6.0%	41,364	32.5%				
Operating Profit	30,139	22.3%	+1,979	7.0%	28,160	22.1%	28,200	21.2%	+1,939	6.9%
Non-Operating Income/Exp	2,223	1.6%	+1,478	198.4%	745	0.6%				
Ordinary Profit	32,363	23.9%	+3,458	12.0%	28,905	22.7%	29,000	21.8%	+3,363	11.6%
Extraordinary Income/Exp	-299	-0.2%	-48	19.1%	-251	-0.2%				
Income before Tax	32,064	23.7%	+3,409	11.9%	28,654	22.5%				
Corporate Tax, etc.	10,260	7.6%	+1,091	11.9%	9,169	7.2%				
Interim Net Income	21,803	16.1%	+2,318	11.9%	19,484	15.3%	19,700	14.8%	+2,103	10.7%

*Interim Net Income Per Share: ¥88.05 (Previous 2Q: ¥78.69)

Actual results exceeded the First Half Forecast: Net Sales plus ¥2.1 billion, Operating Profit plus ¥1.9 billion.

Non-Operating Income: Included ¥1.176 billion in Gain on Sale of Securities

Overseas Segment

ABC-MART

Unit: Million JPY		Domestic			Overseas			Adjustments		Consolidated		
		CurrentH1	PreviousH1	YoY	CurrentH1	PreviousH1	YoY	C.H1	P.H1	CurrentH1	PreviousH1	YoY
Net Sales	Amount	139,691	131,242	6.4%	52,948	57,782	-8.4%	-2506	-643	190,132	188,380	0.9%
	Ratio	73.5%	69.7%	-	27.8%	30.7%	-	-1.3%	-0.4%	100%	100%	-
Operating Profit	Amount	30,361	28,343	7.1%	3,269	5,731	-43.0%	13	-24	33,644	34,050	-1.2%
	Ratio	90.2%	83.2%	-	9.7%	16.8%	-	0.1%	0.0%	100%	100%	-

P/L Exchange Rates South Korea: 100 won = ¥10.44 (Previous H1: ¥11.30) Taiwan: 1 NT\$ = ¥4.68 (Previous H1: ¥4.78)
 US: 1 \$ = ¥149.00 (Previous H1: ¥152.31)

Korea

100WON=	¥10.44		¥11.30			(local currency basis)					
	CurrentH1		PreviousH1		YoY	CurrentH1		PreviousH1		YoY	
	¥ Million	Ratio	¥ Million	Ratio		KRW Million	Ratio	KRW Million	Ratio		
Net Sales	33,707	100%	36,812	100%	-8.4%	322,867	100%	325,777	100%	-0.9%	
Gross Profit	14,368	42.6%	17,424	47.3%	-17.5%	137,631	42.6%	154,197	47.3%	-10.7%	
SG&A Expenses	12,016	35.7%	13,240	36.0%	-9.2%	115,103	35.7%	117,168	36.0%	-1.8%	
Operating Profit	2,351	7.0%	4,184	11.4%	-43.8%	22,527	7.0%	37,029	11.4%	-39.2%	

Taiwan Net Sales ¥5.9 billion (down 3.0%), 1,276 million NT\$ in local currency.

USA Net Sales ¥13.0 billion (down 11.2%), 86 million US\$ in local currency.

Consolidated P/L Results for the First Half

ABC-MART

Amount (million JPY)	Current H1 Actual	Sales Ratio	YoY		Previous H1 Actual	Sales Ratio	First Half Plan	Sales Ratio	Difference	
			Amount	Ratio					Amount	Ratio
Net Sales	190,132	100%	+1,752	0.9%	188,380	100%	190,800	100%	-667	-0.3%
Gross Profit	97,679	51.4%	+1,135	1.2%	96,543	51.2%	98,200	51.5%	-520	-0.5%
SG&A Expenses	64,035	33.7%	+1,542	2.5%	62,493	33.2%				
Operating Profit	33,644	17.7%	-406	-1.2%	34,050	18.1%	33,200	17.4%	+444	1.3%
Non-Operating Income/Exp	2,281	1.2%	+1,209	112.8%	1,072	0.6%				
Ordinary Profit	35,924	18.9%	+802	2.3%	35,121	18.6%	34,250	18.0%	+1,674	4.9%
Extraordinary Income/Exp	-354	-0.2%	-71	-	-283	-0.2%				
Income before Tax	35,570	18.7%	+730	2.1%	34,839	18.5%				
Corporate Tax, etc.	11,110	5.8%	+520	4.9%	10,589	5.6%				
Net income attributable to non-controlling interests	123	0.1%	+16	16.0%	106	0.1%				
Interim net income attributable to owners of the parent company	24,336	12.8%	+193	0.8%	24,143	12.8%	23,610	12.4%	+726	3.1%

*Interim Net Income Per Share: ¥98.28 (Previous 2Q: ¥97.50)

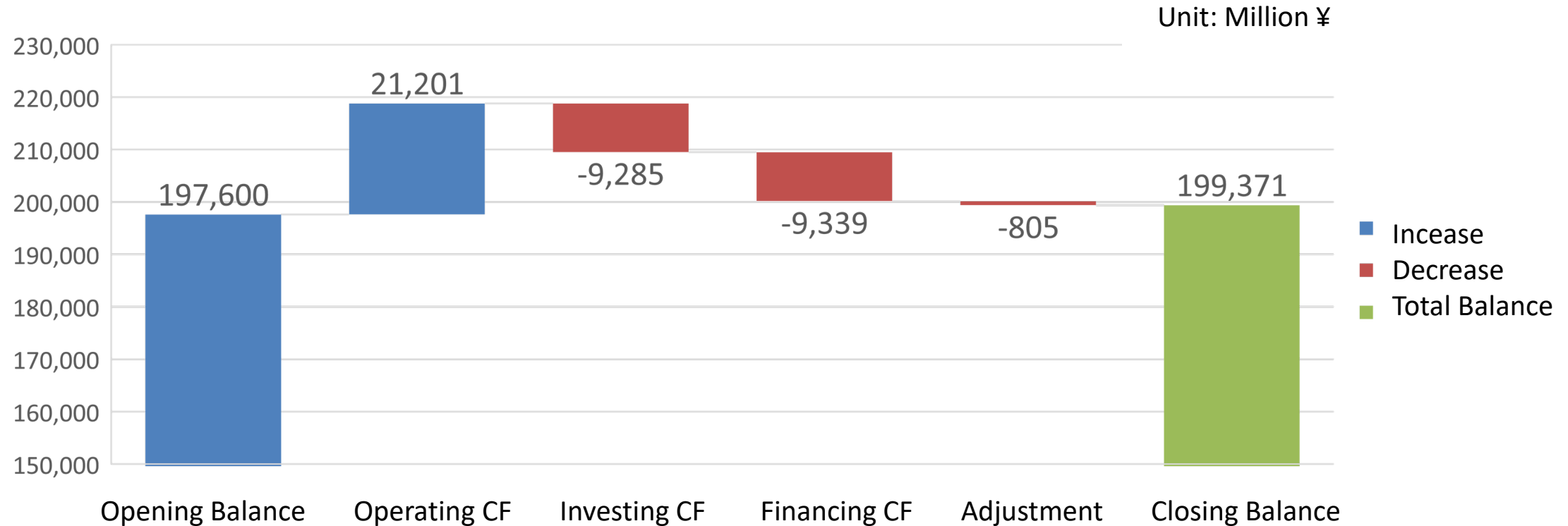
Consolidated and Non-Consolidated B/S Results

ABC-MART

		Consolidated			Non-Consolidated		
	(End of August)	Current 2Q	Previous 2Q	Change	Current 2Q	Previous 2Q	Change
Current Assets		335,804	316,576	19,228	262,137	237,172	24,965
Cash and Deposits		193,969	188,103	5,866	167,514	156,354	11,160
Accounts Receivable		18,065	17,667	398	10,820	9,353	1,467
Inventory		103,137	94,625	8,512	58,139	51,144	6,995
Fixed Assets		107,757	101,137	6,620	102,860	99,363	3,497
Tangible Fixed Assets		54,362	44,749	9,613	39,584	35,297	4,287
Intangible Fixed Assets		3,655	4,425	-770	1,663	2,165	-502
Other Investments		49,739	51,962	-2,223	61,612	61,900	-288
Total Assets		443,562	417,713	25,849	364,998	336,536	28,462
Current Liabilities		58,608	53,962	4,646	46,215	40,511	5,704
Fixed Liabilities		1,947	1,643	304	3,953	3,841	112
Total Liabilities		60,555	55,606	4,949	50,168	44,353	5,815
Shareholders' Equity, etc.		357,112	328,897	28,215	308,627	285,779	22,848
Valuation and Translation Adjustments		23,302	30,742	-7,440	6,202	6,403	-201
Non-Controll in Interests		2,591	2,466	125			
Total Net Assets		383,006	362,107	20,899	314,829	292,183	22,646
Total Liabilities and Net Assets		443,562	417,713	25,849	364,998	336,536	28,462

Consolidated C/F Results for the First Half

ABC-MART



The Cash and Cash Equivalents Balance was ¥199.3 billion, up ¥1.7 billion year-over-year.

Operating CF	+¥21.2 billion	Down ¥11.4 billion
Net Income Before Tax (+¥35.5B), Increase in Accounts Payable (+¥10.0B), Increase in Inventory (-¥12.5B), Tax Payment (-¥9.8B)		
Investing CF	-¥9.2 billion	Up ¥2.3 billion in expenditure
Acquisition of Tangible Fixed Assets (-¥9.0B)		
Financing CF	-¥9.3 billion	Down ¥64 million in expenditure
Dividend Payments (-¥9.1B)		

September Overview

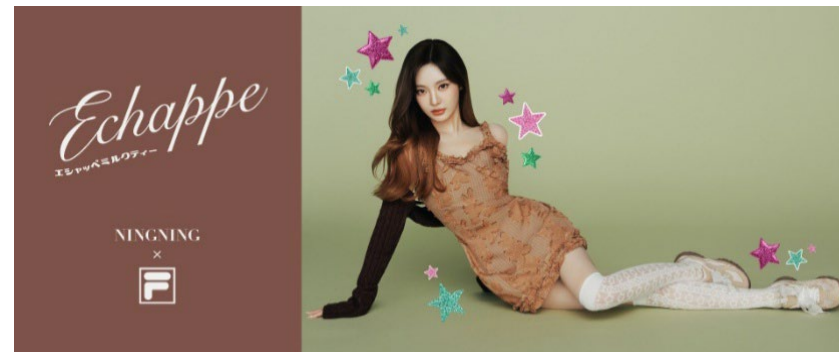
ABC-MART

Unit:%		2025.9 YoY	2024.9 YoY
Existing Stores	Sales Growth Rate	+1.3	+6.1
	Customer Count	-4.4	-0.4
	Avg. Purchase Price	+6.0	+6.5
All Stores	Sales Growth Rate	+1.1	+7.1
	Customer Count	-4.8	+0.3
	Avg. Purchase Price	+6.3	+6.8
	New Stores Opened	4	4

- One less Sunday compared to the previous year.
- Demand for autumn items increased as temperatures dropped in the latter half of the month.
- New sneakers and apparel performed well.



Promotion Activities



ADIDAS

Uses 50% or more natural and renewable materials.



MERRELL

Uses TPE (thermoplastic elastomer) material, which is easy to recycle, as a raw material.



In-house Products

Use 25% or more of recycled materials such as plastic bottles by weight.





Strategic Plan for the Second Half of the Fiscal Year Ending February 2026

ABC-MART, INC.

October 2025

CEO & President / Minoru Noguchi

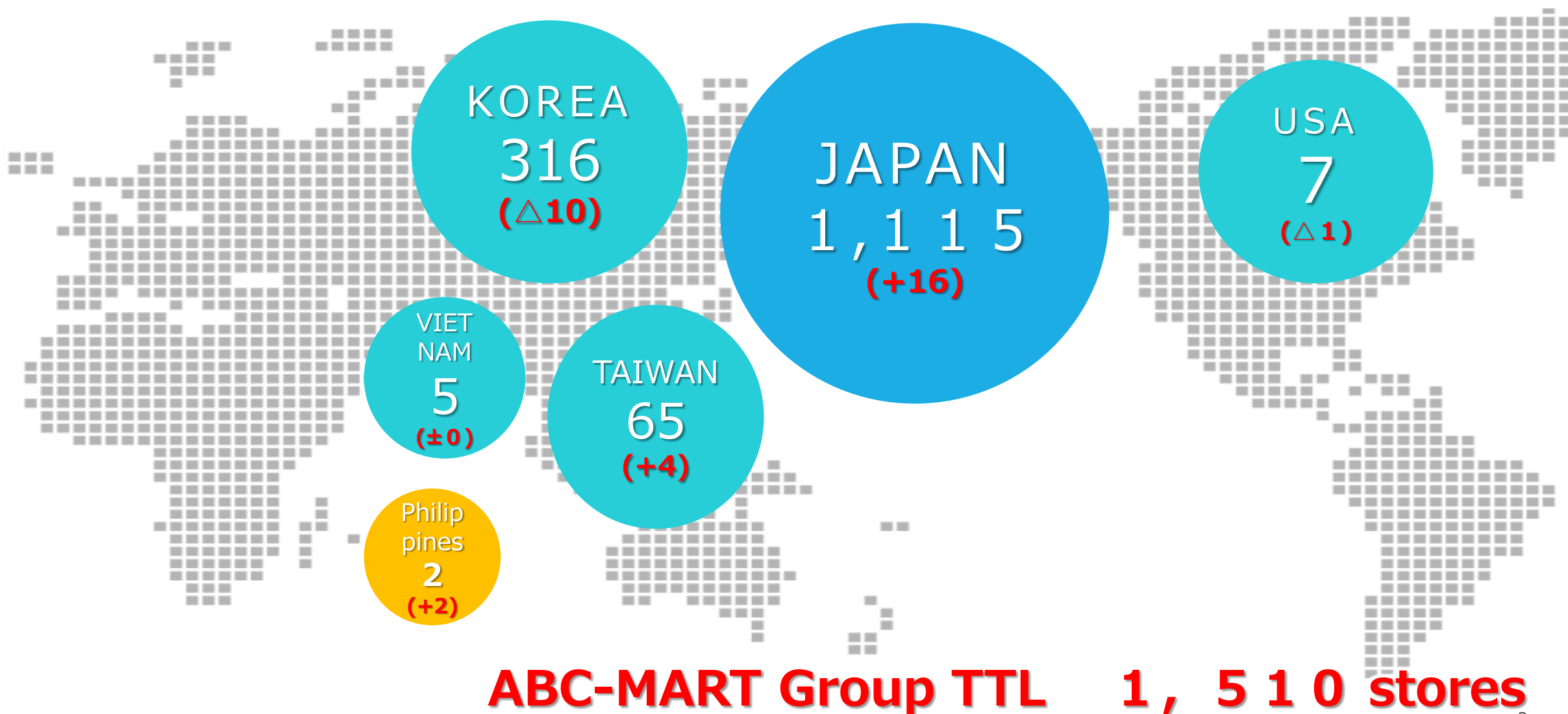
BUSINESS STRATEGY

- Store Network
- Product Strategy by Store Format
- Oshman's
- Retail Business Plan

STORE NETWORK

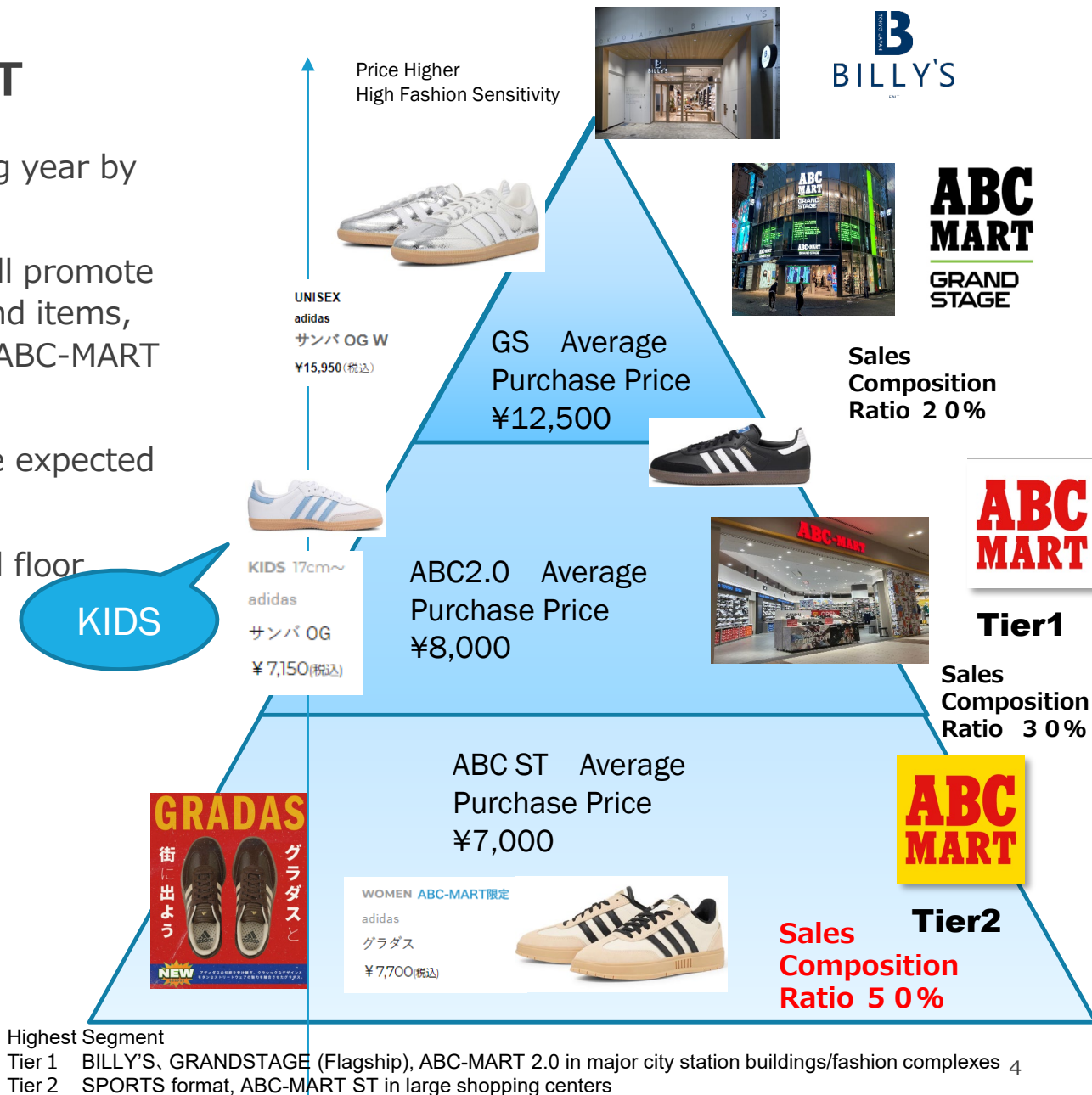
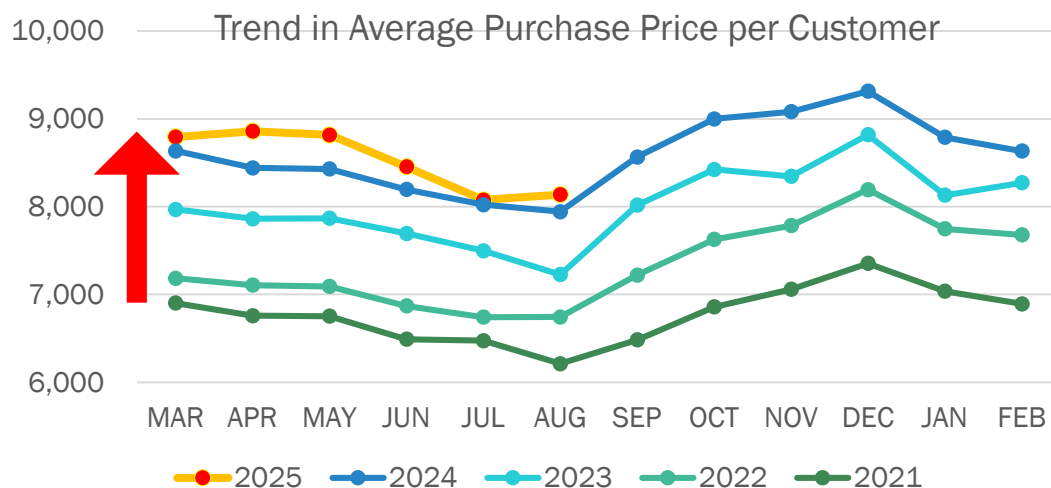
Projected Number of Stores at End of FY Feb. 2026

(vs. Previous Period)



PRODUCT STRATEGY BY STORE FORMAT

- The average purchase price (per customer) is increasing year by year, having risen by nearly ¥2,000 compared to 2021.
- To meet the needs of price-conscious customers, we will promote offerings that range from high-priced to reasonable trend items, primarily through store formats like GRANDSTAGE and ABC-MART ST.
- Sales of Kids' shoes, which have a wide price range, are expected to increase.
- Sales growth is also anticipated from expanding apparel floor space through store enlargement and renovation.



a one-of-a-kind sports select shop where customers can "discover a new self"

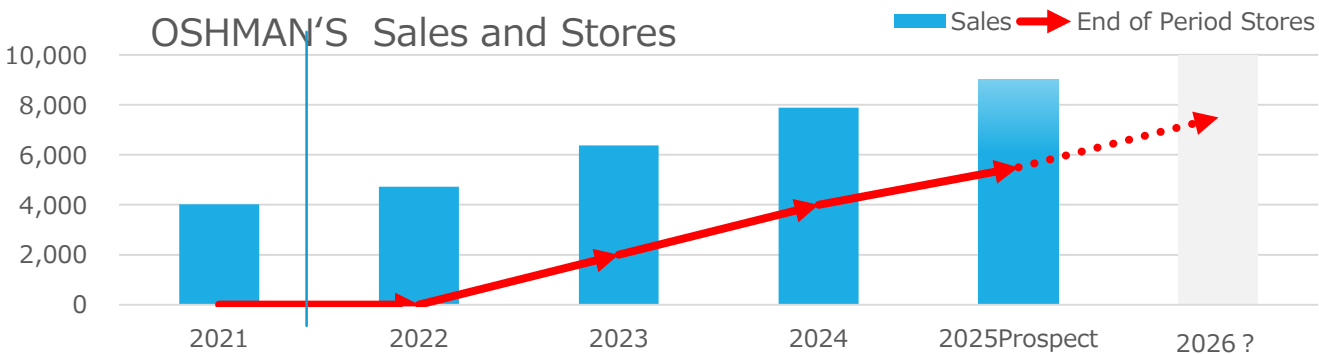
OSHMAN'S

Achieved profitability in the third year (FY 2024 / previous term).

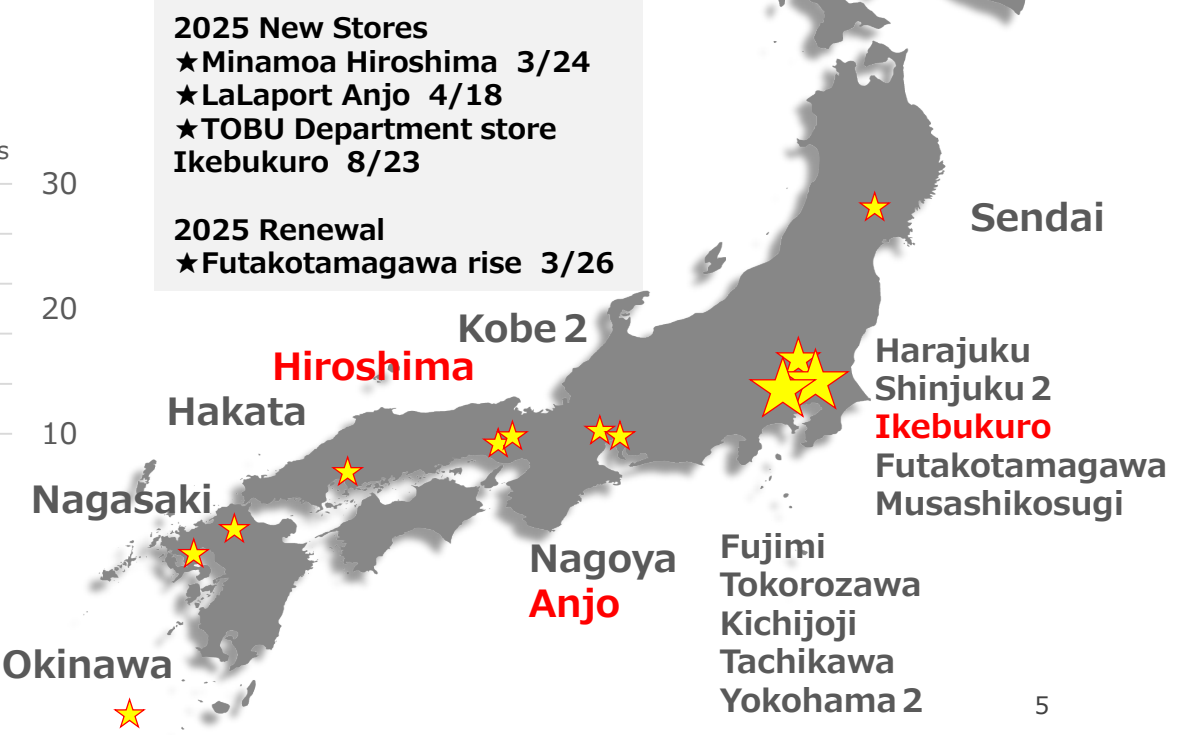
OSHMAN'S®



- Became a 100% subsidiary in March 2022.
- Expansion is shifting from an initial focus on the metropolitan area to nationwide rollout through joint operation with ABC-MART.
- E-commerce is also expanding favorably.



- | | | | |
|---------------------------------|---|--|---|
| 2021 Stores
10 stores | 2022 New Stores
○Hankyu Nishinomiya G | 2023 New Stores
○AmuPlaza Hakata
○Sendai
○LaLaport Fujimi
○LaLaport Koshien
○AmuPlaza Nagasaki | 2024 New Stores
○Lumine Shinjuku
○Urazoe Parco City
○Tamapura-za
○LaLaport Yokohama
○GrandEmio Tokorozawa |
|---------------------------------|---|--|---|



RETAIL BUSINESS PLAN

				FY Feb.2026 (vs. Previous Period)		
			Previous Year Result	First Half Result	Second Half Plan	Full Year Forecast
Domestic	ABC-MART	Existing store sales growth rate (%)	+8.7	+6.0(+4.2)	+2.5	+3.3
		All stores sales growth rate (%)	+8.7	+6.3(+4.8)	+4.7	+4.8
		New Store Openings	34	17(19)	16	33
		Store Closures	34	12(12)	8	20
		End of Period Stores	1,081	1,086(1,088)	1,094	1,094
Domestic	OSHMANN'S	New Store Openings	5	3(3)	0	3
		Store Closures	1	0(0)	0	0
		End of Period Stores	18	21(21)	21	21
Overseas		New Store Openings	23	15(14)	13	28
		Store Closures	15	19(11)	14	33
		End of Period Stores	400	396(403)	395	395

The second-half plan and full-year forecast remain unchanged.

ABC-MART Group TTL 1,510 stores



Strategic Plan for the Second Half of the Fiscal Year Ending February 2026

ABC-MART, INC.

October 2025

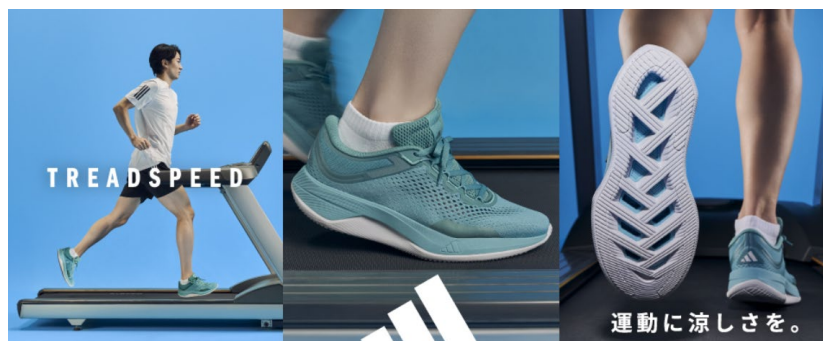
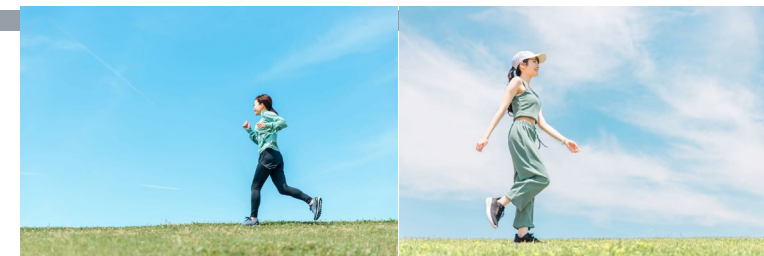
Managing Director / Kiichiro Hattori

SALES STRATEGY

- Category Merchandising Strategy
 - Running & Walking
 - Hands-Free
 - Leather Boots
 - Kids' Shoes
 - Apparel
- Trend TOPICS

RUNNING & WALKING

- Demand for running and walking is increasing due to a heightened focus on health.
- We will offer a large number of value-added products for a wide range of customers, from casual wear to those who enjoy jogging.
- Products include the adidas TREADSPEED for comfort in the gym and on the street, and the classic walking shoe, the New Balance 880 series.



Running shoes born from the need for indoor running during hot summers (also suitable for outdoor use)



HANDS-FREE

- We will launch **boots** in the "**Hands-Free Shoes**" category, which can be put on without using hands.
- We will strengthen the assortment of hands-free shoes for men's and kids' categories, where demand expanded in the spring.
- The goal is to establish the hands-free trend, making it a staple, and expanding the market.



SKECHERS
HANDS FREE
Slip-ins
ハンスフリー
スリッパインズ



Targeting 1.5 million pairs or more in annual hands-free sales.

LEATHER BOOTS

- Sales of leather boots will be strengthened due to **the arrival of a boot trend.**
- The assortment of 6-inch boots and work boots with rugged soles will be strengthened. Targeting a 142% year-on-year increase in sales and a 136% year-on-year increase in unit sales in the work boot category.
- We carry products from authentic brands like Timberland and REDWING, as well as house brands like Danner and Hawkins. Developing items for entry-level customers buying their first genuine leather boots.
- Timberland will be rolled out in 870 stores, offering product lineups appropriate for each Tier at GRANDSTAGE, ABC-MART 2.0, and ABC-MART ST (excluding some stores).

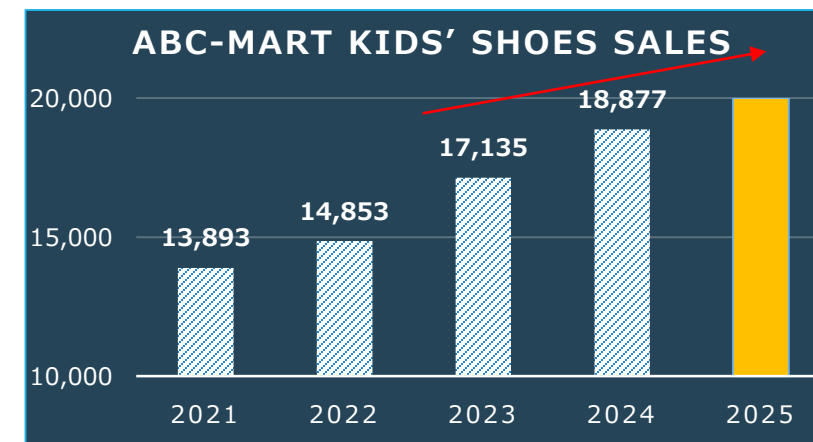


KIDS' SHOES

- Demand for kids' shoes is rapidly expanding both domestically and internationally.
- Promotional efforts will be strengthened toward parents familiar with social media.
- Replacement demand is expected due to the growth of baby, kids, and junior generations.
- The number of items available in 0.5cm increments is increasing year by year due to expanding demand.
- Proposing parent-child matching coordinate items for brand-conscious customers.
- **Expanding the lineup of many in-house planned products with price competitiveness, including collaboration items.**



Third Collaboration from Gakken's
Picture Encyclopedia LIVE "Dinosaurs"
Kids HAWKINS Mach Dinosaur
Features an outsole with lights that
glow with every step.



KIDS 17cm~
PUMA
スピードキャット PS
¥10,450 (税込)



KIDS 12cm~
NIKE
エア マックス 90 イージーオン TD
¥9,130 (税込)



KIDS 17cm~
New Balance
PV1000
¥12,980 (税込)

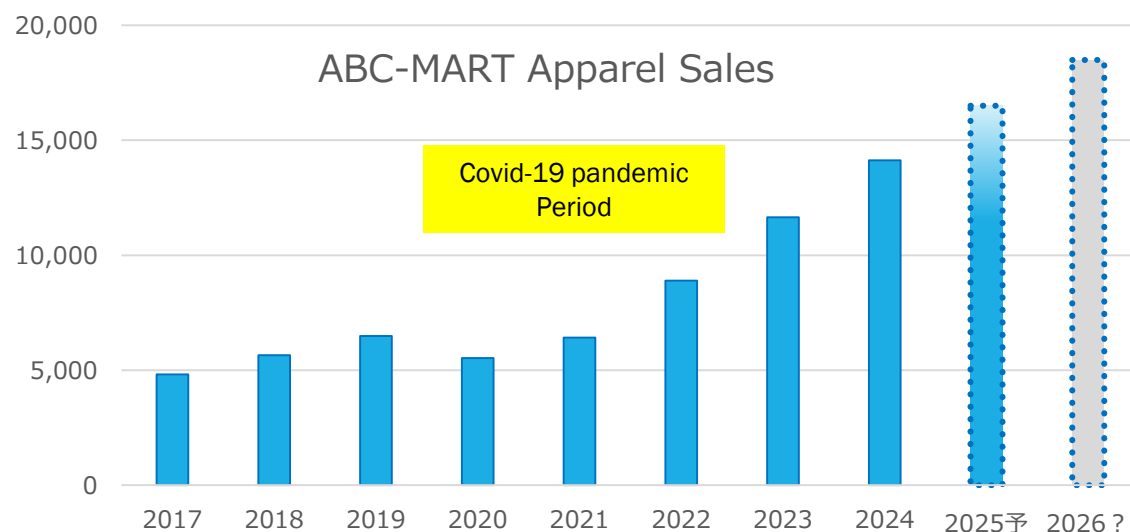


KIDS 17cm~
SKECHERS
マイクロスペックマックス
¥7,590 (税込)

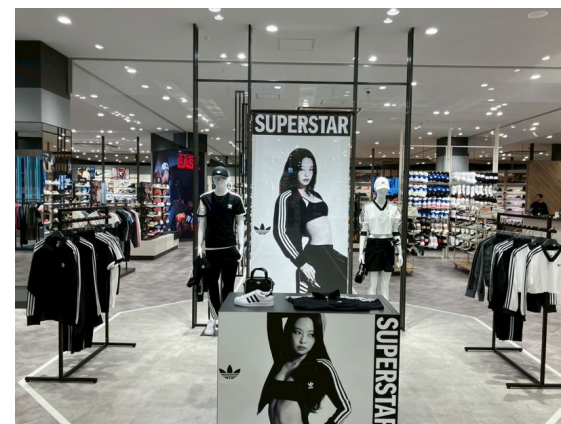


APPAREL

- We are actively executing a policy to expand sales floor area by aggressively enlarging and renovating stores and changing store formats to increase the number of stores offering apparel and accessories.
- Sales of non-shoe items are expanding with an annual increase of over 3,000 tsubo (approx. 9,917 sq. meters) in total floor area. For the current term, an expansion of 3,610 tsubo is expected through new store openings and renovations.
- ABC-MART apparel sales for the current term are expected to exceed ¥16 billion. The number of stores carrying apparel is over 530 (equivalent to half of all stores).



～adidas Set-Up Coordinates～
Multi-talented celebrities Satomi Shigemori and Kihō Isobe propose this fall's style with the trendy velour set-up “ADIBREAK VELOUR” and chunky sneakers featuring animal print accents: “GAZELLE BOLD” and “OZGAIA”.



TREND TOPICS

Loafers are in high demand as a fashion item in Asia.

- Loafers are highly versatile for school, office, and private use. We will develop a wide variety of loafers by incorporating design and functionality from a fashion perspective
- Focusing on high gross margin items like HAWKINS' "#Majikaru Loafer" and "Yawa Pita Loafer".
- Developing on-trend lug sole loafers from our Private Brand.



こんなのが欲しかった

を詰め込んだシューズを企画

雑誌LEEスタイリスト
高橋美帆さん

×

ABC-MART



- Expanding sneaker-type loafers from National Brands such as CONVERSE, PUMA, and VANS.



こだわりのポイント



STORE STRATEGY

- Store Opening Plan Overview
- Domestic Store Openings
- Leather Boots Specialty Store 'STUMPTOWN'
- Overseas Store Openings (South Korea, Philippines)

STORE OPENING PLAN OVERVIEW

- Domestic (ABC-MART) is largely on track. The plan was revised to 33 new stores (from 35 initially planned) with 20 closures and 50 renovations (30 of which include floor enlargement).
 - Renewal: ABC-MART GRANDSTAGE Tokyo Solamachi (166 tsubo) in October.
 - New opening: ABC-MART Mitsui Outlet Park Okazaki (434 tsubo) in November.
 - Two Leather Shoes Specialty Store "STUMPTOWN" openings (Sendai and Kyoto).
- Korea revised its plan to 21 new stores and 18 renovations (initial plan: 25 new stores, 15 renovations). The 14 closures remain as planned.
 - Opened two GRANDSTAGE 4.0 format stores in Jeju and Busan.
 - Opened a running specialty store in the Myeongdong area of Seoul (ABC-MART SPORTS), the first attempt at a multi-brand format in South Korea.
- Philippines entry planned with two stores in Manila (GRANDSTAGE and ABC-MART).
- Taiwan plans to open three stores in the second half.

DOMESTIC STORE OPENINGS I

ABC-MART GRANDSTAGE Tokyo Solamachi

(Sumida-ku, Tokyo; 166 tsubo, 3F; Renewal Opened: October 11)

**ABC
MART**
GRAND
STAGE



DOMESTIC STORE OPENINGS II

The largest outlet store in ABC-MART

ABC-MART Mitsui Outlet Park Okazaki

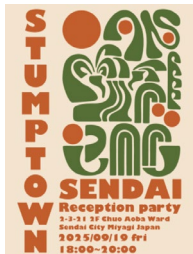


Image Perspective (Okazaki City, Aichi Prefecture; 434 tsubo, 2F; Scheduled Grand Opening: November 4)

STUMPTOWN

STUMPTOWN
BOOTS & RECRAFTING

- In fall 2025, we will open the leather shoe specialty store '**STUMPTOWN**' in Kyoto and Sendai.
- A specialty shop focused on crafting and repairing genuine leather boots, primarily Danner, WHITE'S BOOTS, and REDWING.
- [About | STUMPTOWN BOOTS & RECRAFTING](#)



STUMPTOWN Sendai 9/20 G.OPEN (BILLY'S Sendai 2nd Floor)

KOREA



**ABC
MART**
GRAND
STAGE

**ABC
MART**
SPORTS

- In the second half of the year, we opened two additional GRANDSTAGE 4.0 stores. Following the first store in Gangnam, Seoul, the second store opened on Jeju on September 26. The third store in Busan will have a soft opening on the first floor only on October 1, with the grand opening scheduled for the end of October.
- In September, we opened ABC-MART SPORTS, a running specialty store, in Seoul's Myeongdong district. This marks our first multi-brand format venture in Korea. Riding the running boom, we aim to capture sports demand.



GRANDSTAGE JeJu Main Branch



GRANDSTAGE Busan Seomyeon



ABC-MART SPORTS
Running shops in the Myeongdong area

PHILIPPINES



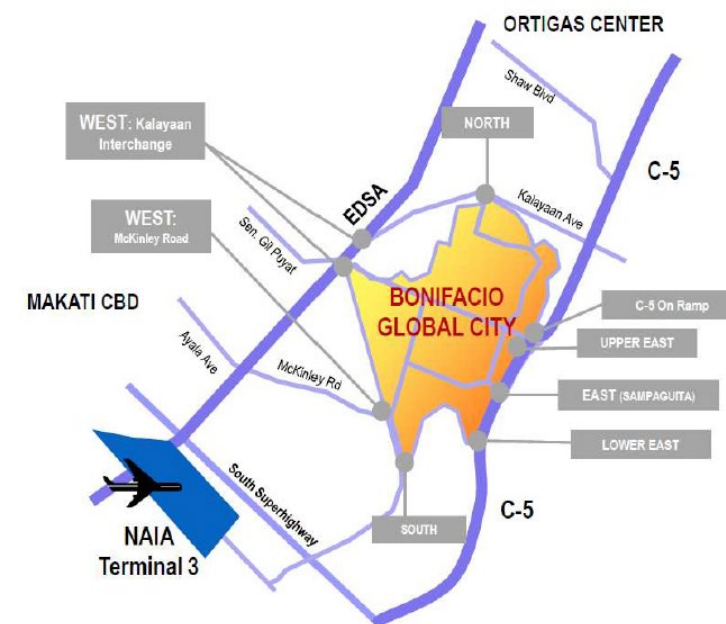
- ABC-MART and Singapore-based SONAK RETAIL GROUP have established ABC-MART SONAK Philippines, Inc. Through this strategic partnership, they aim to operate multi-brand shops and expand their store network in the Philippines, while also pursuing further expansion into Southeast Asia.
- In 2025, two stores will open within BGC, Manila's business district.
ABC-MART GRANDSTAGE Bonifacio High Street(BHS) Store Opened October 10th
ABC-MART MITSUKOSHI Store Scheduled to open in November
- We plan to open five new stores by 2026.



BGC: Bonifacio Global City in Manila
BHS: Bonifacio High Street (Mall)

About SONAK RETAIL GROUP

We are the leading retailer of sports, lifestyle, and fashion brands in the Philippines. With over 40 stores nationwide, we carry renowned sports brands such as ASICS and Onitsuka Tiger.

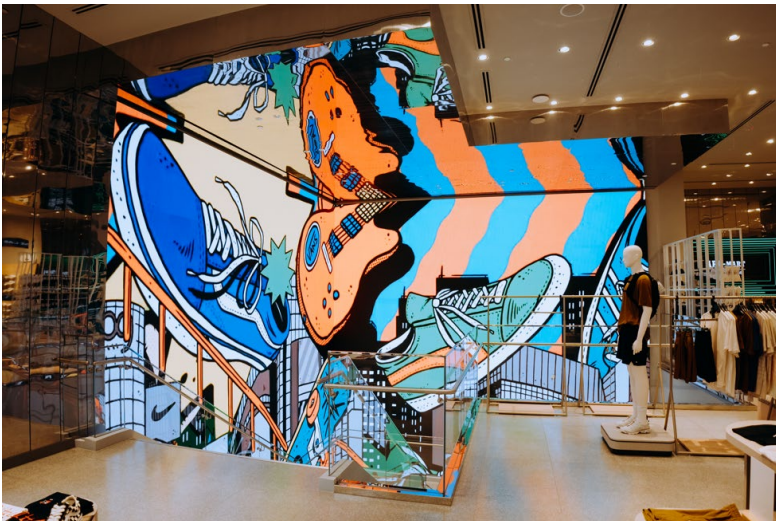




ABC-MART GRANDSTAGE Bonifacio High Street (766m²) 10/10 Opened

ABC-MART, INC.

**ABC
MART**
GRAND
STAGE





Financial Forecast for the Fiscal Year Ending February 2026

ABC-MART, INC.

October 2025

Director & IR Officer / Yasuo Ishii

CONSOLIDATED NET SALES TARGET

- The second half is expected to see a continuation of the inventory adjustments (discount market) due to high prices. Unpredictability remains high due to unstable overseas conditions and the impact of US tariff measures.
- Targeting Consolidated Net Sales of ¥383.9 billion **(initial plan)**.

Consolidated Net Sales ¥383.9 billion (YoY +3.1%)			
Domestic ¥273.2 billion ABC-MART: ¥262.3 billion, OSHMAN'S: ¥8.8 billion		Overseas ¥118.5 billion	
		South Korea ¥72.5 billion	USA ¥32.9 billion
			Taiwan ¥12.3 billion
			Vietnam

- We will closely monitor price inflation, weather/seasonal product trends, foreign exchange rates, and inbound tourism going forward. Our policy is to assess the political and economic situations and market trends in South Korea and the United States.

The initial forecast is kept unchanged.

CONSOLIDATED EARNINGS FORECAST

Amount(Million JPY)	FY Feb. 2026 Initial Plan				FY Feb.2025	
	Plan	% Sales	Difference	YoY	Actual	% Sales
Net Sales	383,900	100%	+11,698	+3.1%	372,202	100%
Gross Profit	195,200	50.8%	+7,384	+3.9%	187,816	50.5%
SG&A Expenses	131,200	34.2%	+5,935	+4.7%	125,265	33.7%
Operating Profit	64,000	16.7%	+1,450	+2.3%	62,550	16.8%
Ordinary Profit	66,000	17.2%	+1,382	+2.1%	64,618	17.4%
Net Income attributable to owners of parent	45,530	11.9%	+172	+0.4%	45,358	12.2%
(Main SG&A)						
Sales Promotion	8,260	2.2%	+377	+4.8%	7,883	2.1%
Distribution	6,970	1.8%	-101	-1.4%	7,071	1.9%
Personnel Expenses	46,170	12.0%	+2,810	+6.5%	43,360	11.6%
Rent for Office & Stores	37,110	9.7%	+1,552	+4.4%	35,558	9.6%
Depreciation	6,070	1.6%	+289	+5.0%	5,781	1.6%

Number of shares issued (excluding treasury stock): 247,616,690 shares
 Net income per share (forecast): ¥183.87 (previous fiscal year: ¥183.18)

(Assumptions)

- Exchange rate assumption: Stronger yen compared to the previous fiscal year
 100W = ¥10.3, down ¥0.83 (-7.5%)
 1USD = ¥148, down ¥3.43 (-2.3%)
 1NTD = ¥4.5, down ¥0.22 (-4.6%)

(Summary)

- Consolidated sales
 Up ¥11,698 million compared to the previous fiscal year
 Sales from overseas subsidiaries are expected to decrease due to the expected stronger yen.
- Consolidated gross profit
 Up ¥7,384 million compared to the previous fiscal year
 Gross profit margin forecast: Up 0.3% compared to the previous fiscal year
 Profit margin increased due to the contraction of overseas businesses with low gross profit margins.
- Overseas selling, general and administrative expenses
 Sales Promotion expenses will increase due to increased advertising.
 Personnel expenses will increase due to an increase in subsidiary hiring costs and wages.
 Personnel expenses will increase due to the consolidation of a Korean subsidiary that operates a factory.

NON-CONSOLIDATED EARNINGS FORECAST

(Summary)

● Net Sales

- +¥11,012 million compared to the previous fiscal year
- Existing stores +3.3%, All stores +4.8%

● Gross Profit

- +¥6,356 million compared to the previous fiscal year
- Decrease in inventory write-downs
- Gross Profit Margin Estimate: 54.1%, +0.2% compared to the previous fiscal year

● Selling, General and Administrative Expenses

- Sales Promotion expenses will increase due to increased television commercials
- Distribution expenses will increase due to increased warehouse storage fees
- Personnel Expenses will increase due to new hiring and wage increases
- Rent for Stores will increase due to increased commissions from tenants
- Other: Commissions will increase due to increased cashless payments

Amount (Million JPY)	FY Feb. 2026 Initial Plan				FY Feb.2025	
	Plan	% Sales	Difference	YoY	Actual	% Sales
Net Sales	262,300	100%	+11,012	+4.4%	251,288	100%
Gross Profit	141,800	54.1%	+6,356	+4.7%	135,444	53.9%
SG&A Expenses	88,000	33.5%	+5,296	+6.4%	82,704	32.9%
Operating Profit	53,800	20.5%	+1,060	+2.0%	52,740	21.0%
Ordinary Profit	55,900	21.3%	+1,408	+2.6%	54,492	21.7%
Net Income	38,100	14.5%	+238	+0.6%	37,862	15.1%
(Main SG&A)						
Sales Promotion	4,460	1.7%	+578	+14.9%	3,882	1.5%
Distribution	4,931	1.9%	+243	+5.2%	4,688	1.9%
Personnel Expenses	28,940	11.0%	+2,024	+7.5%	26,916	10.7%
Rent for Office & Stores	27,500	10.5%	+1,386	+5.3%	26,114	10.4%
Depreciation	3,523	1.3%	+106	+3.1%	3,417	1.4%

Number of shares issued (excluding treasury stock): 247,616,690 shares
 Net income per share (forecast): ¥153.87 (previous fiscal year: ¥152.91)

OVERSEAS SEGMENT FORCAST

Overseas Net Sales: 118.5 billion yen (up 1.6% from the previous year)

【Initial Plan】

... This represents 30.9% of Consolidated Net Sales.

Estimated Exchange Rates: 10.3 yen/South Korean won, 4.5 yen/Taiwan dollar, 148 yen/US dollar

Korea Net Sales ¥72.5 billion Down 0.8% YoY (Local currency basis: KRW 704 billion)

※Consolidated operations in South Korea

100WON =	¥10.30		¥11.13			(local currency basis)				
	FY 2025 Plan		FY 2024 Actual		YoY	FY 2025 Plan		FY 2024 Actual		YoY
	¥ Million	%Sales	¥ Million	%Sales		KRW Million	%Sales	KRW Million	%Sales	
Net Sales	72,520	100%	73,086	100%	-0.8%	704,081	100%	656,659	100%	+7.2%
Gross Profit	31,714	43.7%	32,645	44.7%	-2.9%	307,906	43.7%	293,309	44.7%	+5.0%
SG&A Expenses	25,662	35.4%	26,210	35.9%	-2.1%	249,152	35.4%	235,497	35.9%	+5.8%
Operating Profit	6,051	8.3%	6,434	8.8%	-6.0%	58,754	8.3%	57,812	8.8%	+1.6%

USA Net Sales ¥32.9 billion Up 5.1% YoY (Local currency basis: US\$222 million)

Taiwan Net Sales ¥12.3 billion Up 3.9% YoY (Local currency basis: NT\$2.7 billion)

※Overseas subsidiaries have a December fiscal year-end. The next fiscal year is from January 1, 2025, to December 31, 2025.