



# Summary of Financial Results for the Nine Months of the Fiscal Year Ending February 2026

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January 2026

ABC-MART, Inc.

# Third Quarter FY2026 Financial Summary

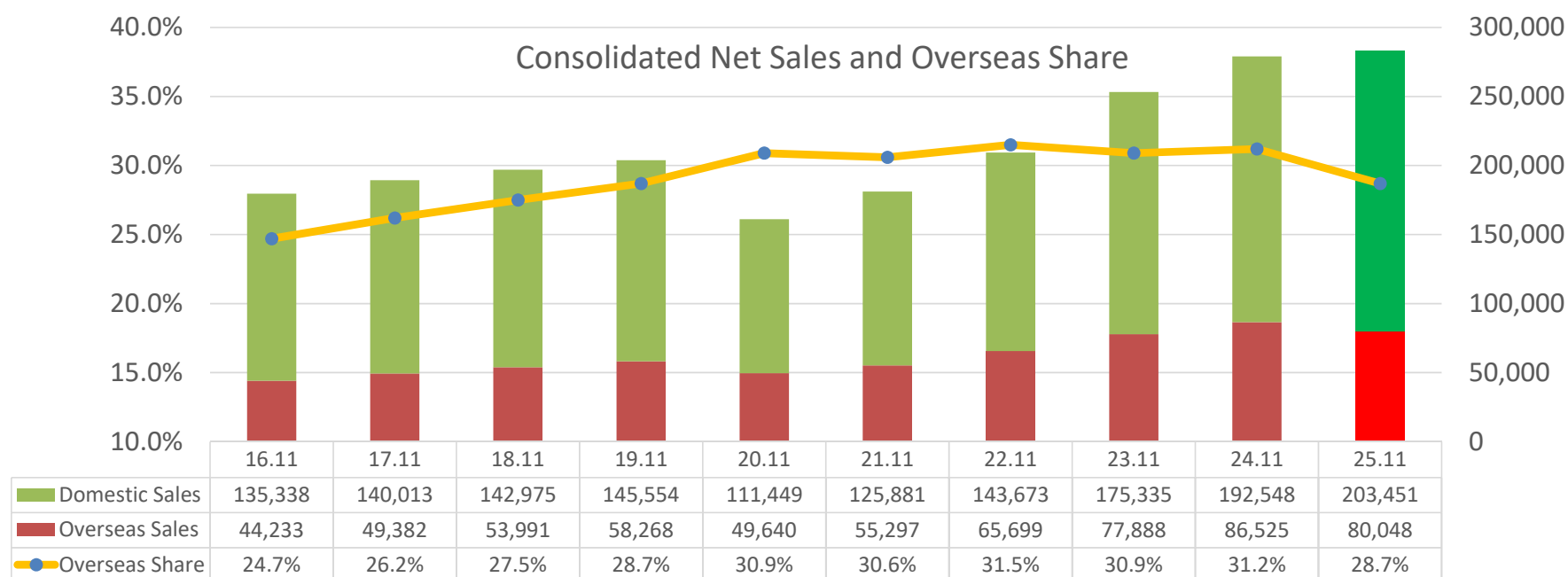
**ABC-MART**

- ✓ **Consolidated Net Sales: ¥279.2 billion (Domestic demand driven sales growth)**
  - Market (Domestic): Demand gently increasing due to inbound tourism; price-consciousness becoming apparent.
  - Market (Overseas): Consumption is sluggish due to geopolitical risks; discount market persists.
  - Sales Strategy: Strengthening proper sales via SNS promotions; promoting purchase opportunities in overseas.
  - Product Strategy: Expanding trend sneakers and leather boots; expanding the "Hands-Free" category.
  - Store Strategy: Opening multi-format stores in large commercial facilities and expanding Grand Stage 4.0.
  - Store Openings/Closures(domestic and overseas): 54 new stores opened, 43 stores closed, resulting in 1,510 stores at the end of the period.
  - Domestic (ABC-MART) Existing Stores: (3months): Sales +3.2%, Customer Count -1.0%, Avg. Price +4.2%.
  - Overseas Business: Sales recovering slowly in South Korea; impact of tariff policies in USA; 2 new stores in Philippines.
  
- ✓ **Consolidated Gross Profit Margin: 51.1% (-0.1pt YoY)**
  - Domestic (3months 54.2%): Maintained profit via proper sales; markdowns from early Black Friday sales.
  - Overseas (3months 39.2%): Lower margin due to inflation-counteracting sales; focused on securing revenue.
  - Inventory: Increased by ¥15.0 billion YoY due to higher purchase volume.
  
- ✓ **Consolidated Operating Income Margin: 16.7% (-0.6pt YoY)**
  - Non-Consolidated (21.4%): Higher personnel costs from wage hikes; suppressed advertising/logistics costs.  
\*\*\*Achieved 5th consecutive year of growth in both sales and profit on a non-consolidated basis.
  - Segment Profit: Domestic: ¥42.4 billion (+4.3%) / Overseas: ¥4.1 billion (-42.7%).

# Consolidated Overview

**ABC-MART**

- Consolidated Net Sales : ¥ 297.2 billion (+0.8% YoY)
- Overseas Share : 28.7% (down 2.5 pt)
- Consolidated Operating Income: ¥ 46.6 billion (-2.8% YoY)



# Sales Promotion

【TVCM】 Appointed Snow Man for PUMA "Speedcat" to target trend-conscious segments..



Black Friday Sale commercials aired from mid-November.



Winter/Snow boot commercials aired in Hokkaido and Tohoku regions to align with snowfall.

【SNS & Digital】



Driven instant sell-outs of adidas velour apparel via SNS-exclusive promotions.



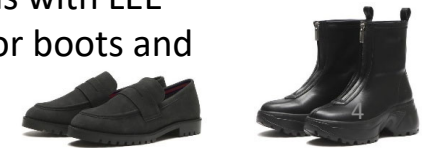
【Magazine】



Promoted our in-house-designed women's pumps through Instagram influencers.



Collaborations with LEE and FUDGE for boots and loafers.



ABC-MART

FUDGE

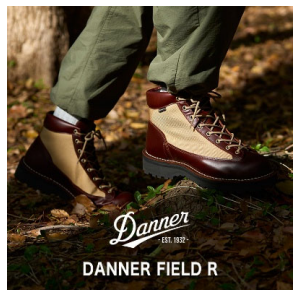


LEE

# Product Launches

ABC-MART

## 【Leather boots】



## 【Hands-free shoes】



## Store Opening and Closing Status

**ABC-MART**

New stores opened : 54      Stores closed : 43      Group store count : 1,510

	End of Previous Period	New Stores Opened	Stores Closed	End of 3Q Period
Street-level stores	84(2)	1	0	85(2)
Fashion buildings	131(6)	1(1)	1	131(7)
Shopping centers	663(10)	27(2)	8	682(12)
Neighborhood SC	79	0	1	78
Roadside stores	98	0	4	94
Outlet malls	44	1	2	43
<b>Domestic Stores</b>	<b>1,099(18)</b>	<b>30(3)</b>	<b>16</b>	<b>1,113(21)</b>
SOUTH KOREA	326	21	25	322
TAIWAN	61	3	1	63
USA	8	0	1	7
VIETNAM	5	0	0	5
<b>Overseas Stores</b>	<b>400</b>	<b>24</b>	<b>27</b>	<b>397</b>
<b>Group Stores</b>	<b>1,499</b>	<b>54</b>	<b>43</b>	<b>1,510</b>

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

## Store Portfolio Breakdown by Store Format

**ABC-MART**

Domestic - Opening multi-format stores in large commercial facilities

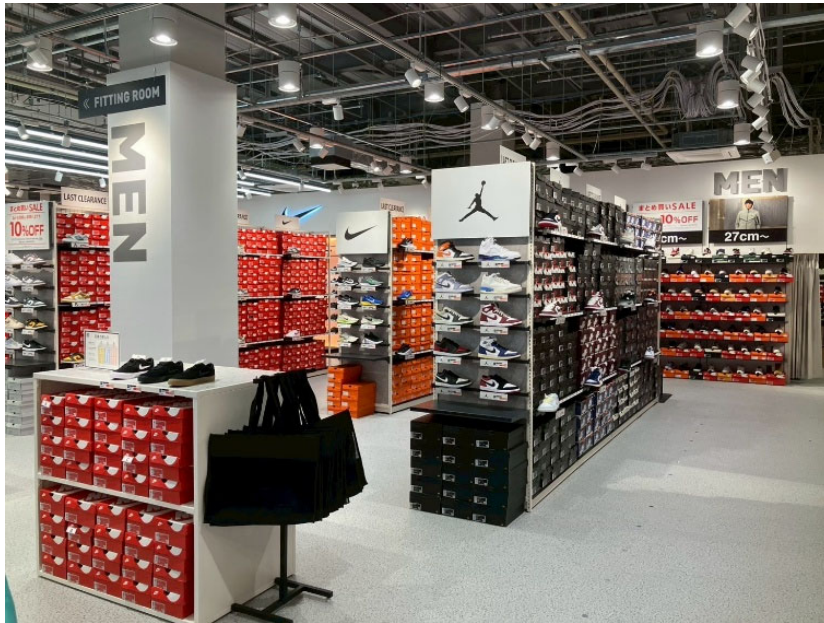
Store Format		End of Previous 3Q	End of Current 3Q
ABC-MART	<b>Grand Stage</b>	<b>108</b>	<b>126</b>
	Premier Stage	14	11
	Mega Stage	10	8
	<b>ABC-MART SPORTS</b>	<b>123</b>	<b>131</b>
	Other ABC Format	742	722
Women's Format	Charlotte	11	10
Outlet Format	Outlet	49	48
Other Formats	BILLY'S, etc.	35	36
OSHMAN'S		17	21
	TTL	1,109	1,113

- 43 stores were renovated, including stores expanded and 18 stores with format changes.
- Complex formats totaled 141 stores with 23 opened.



# mitsui outlet park okazaki [ABC-MART / ABC-MART SPORTS]

(Opened Nov. 4<sup>th</sup> 2025)





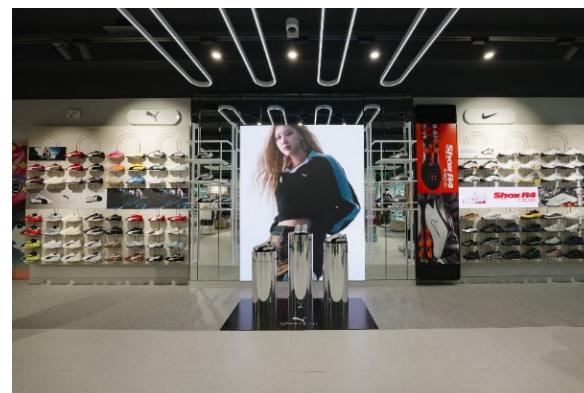
SOUTH KOREA



# ABC-MART Grand Stage Jeju Main Branch

(Opened Sep. 26<sup>th</sup> 2025)

Grand Stage4.0





SOUTH KOREA

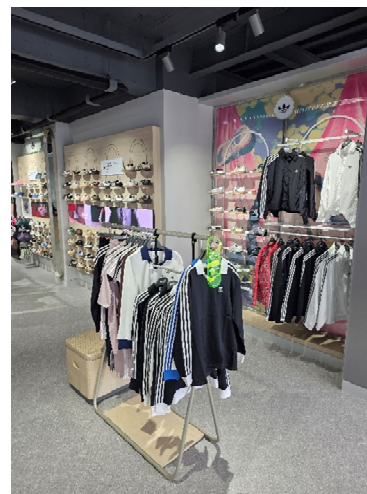
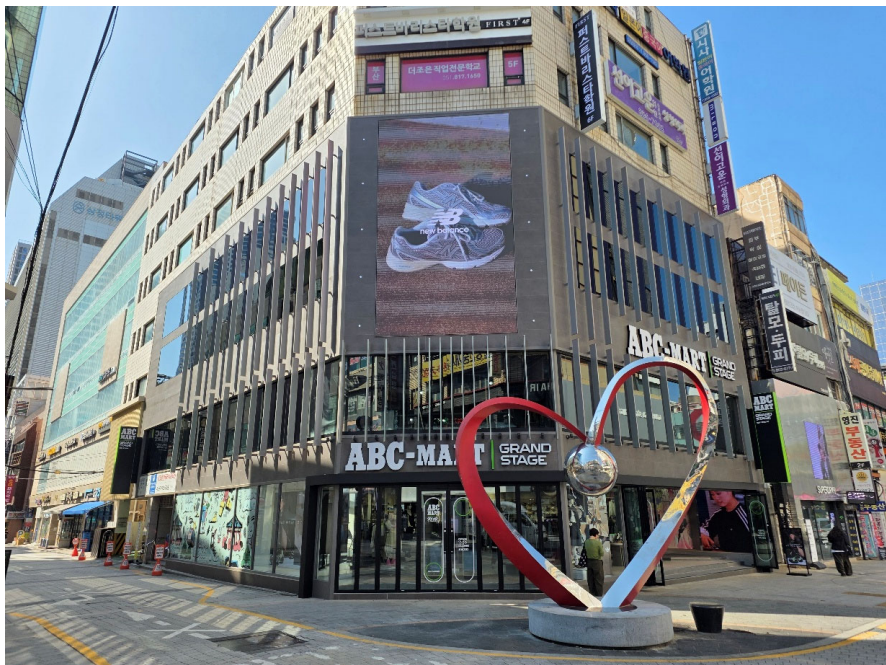
**ABC  
MART**

GRAND  
STAGE

ABC-MART Grand Stage Busan Seomyeon

(Opened Oct. 1<sup>st</sup> 2025)

**Grand Stage4.0**





PHILIPPINES



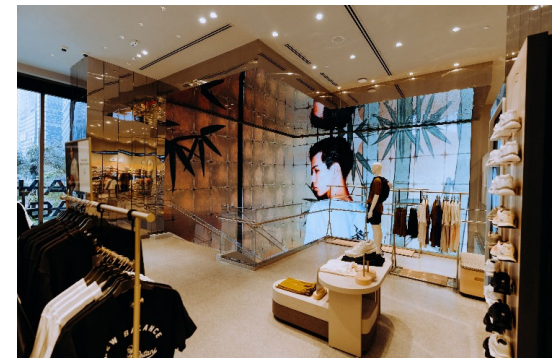
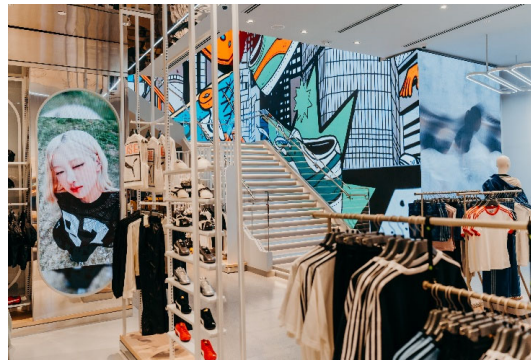
## ABC-MART Grand Stage BHS

(Opened Oct. 10<sup>th</sup> 2025)

Our first store in the Philippines.  
(Grand Stage4.0)



“BHS” ··· Bonifacio High Street





PHILIPPINES

**ABC  
MART**

ABC-MART MITSUKOSHI

(Opened Dec. 12<sup>th</sup> 2025)

Our second store in the Philippines.

**(ABC-MART2.0)**



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

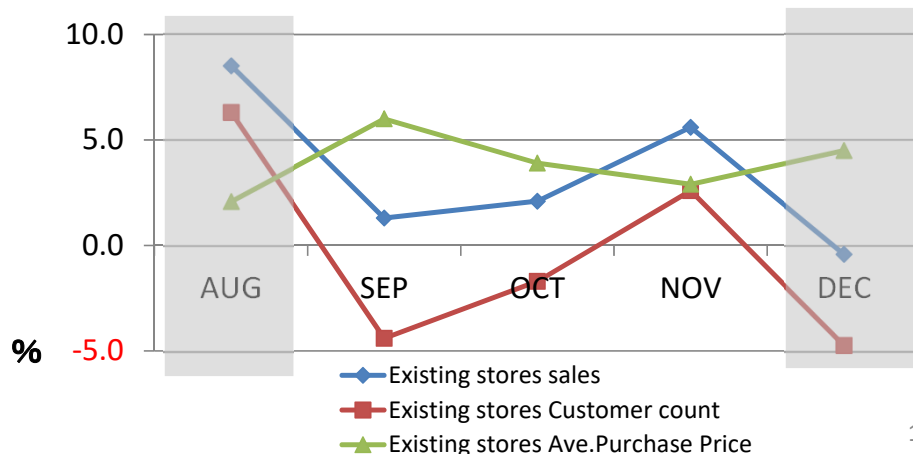
3Q: Customer traffic declined as consumers were cautious, while the average transaction value rose on higher regularly priced item sales.

(Unit: %)		1Q	2Q	SEP	OCT	NOV	3Q	9M
Existing Stores	Sales	+5.8	+6.3	+1.3	+2.1	+5.6	<b>+3.2</b>	<b>+5.1</b>
	Customer Count	+2.4	+4.6	-4.4	-1.7	+2.6	<b>-1.0</b>	<b>+2.1</b>
	Average Purchase Price	+3.3	+1.6	+6.0	+3.9	+2.9	<b>+4.2</b>	<b>+3.0</b>
All Stores	Sales	+6.3	+6.3	+1.1	+2.8	+6.7	<b>+3.8</b>	<b>+5.5</b>
	Customer Count	+2.4	+4.1	-4.8	-1.5	+3.4	<b>-0.7</b>	<b>+2.0</b>
	Average Purchase Price	+3.8	+2.1	+6.3	+4.4	+3.2	<b>+4.6</b>	<b>+3.4</b>

●September: One more public holiday. Temperatures dropped toward the end of the month, and sales of new autumn sneakers and long-sleeve apparel were strong.

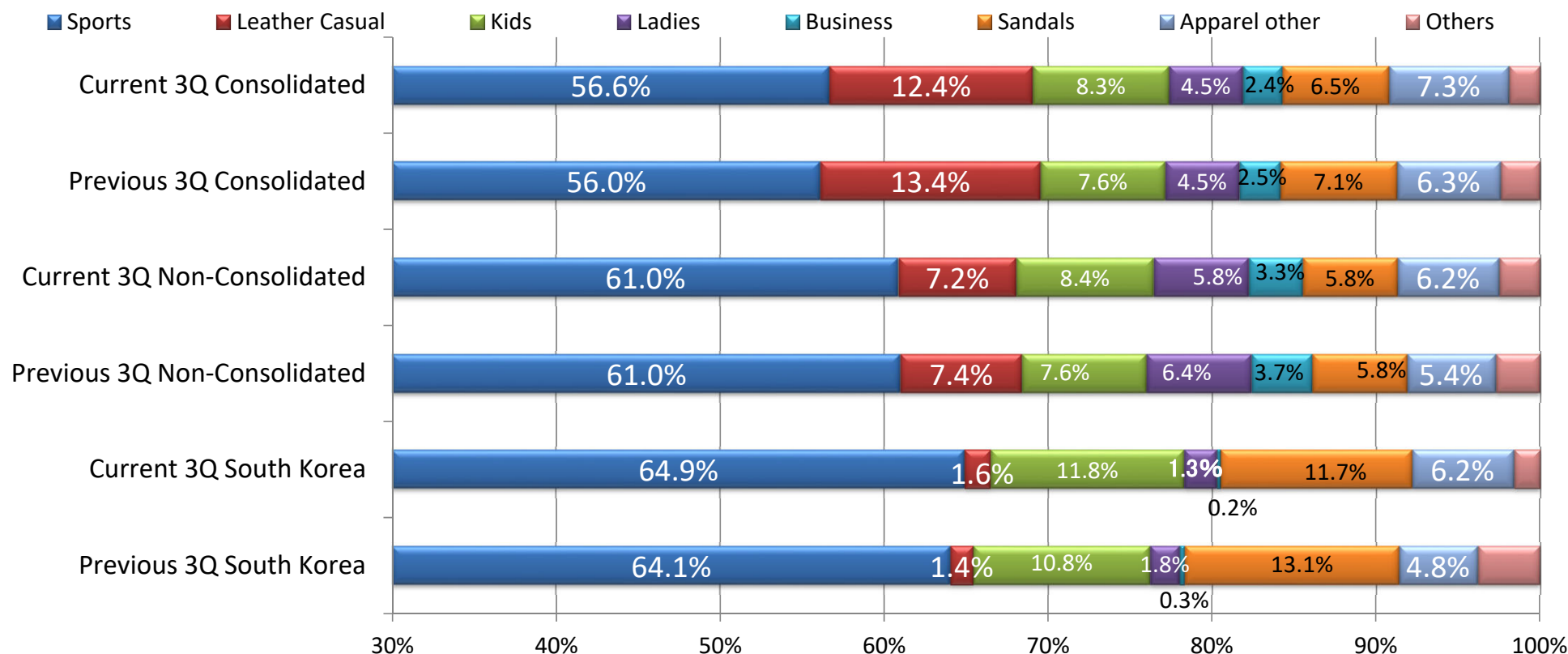
●October: Increase in inbound demand. Inbound demand rose during the National Day and Mid-Autumn Festival long holidays. Sneakers promoted by celebrities performed well.

●November: One more Sunday and public holiday each. Sales were steady due to lower temperatures and the Black Friday sale. Kids' shoes and apparel also showed strong performance.



# Sales by Category for the Nine Months

**ABC-MART**



Consolidated: Sports Sales were ¥158.1 billion (up 2.0% YoY), Kids Sales reached ¥23.1 billion (up 10.1% YoY)

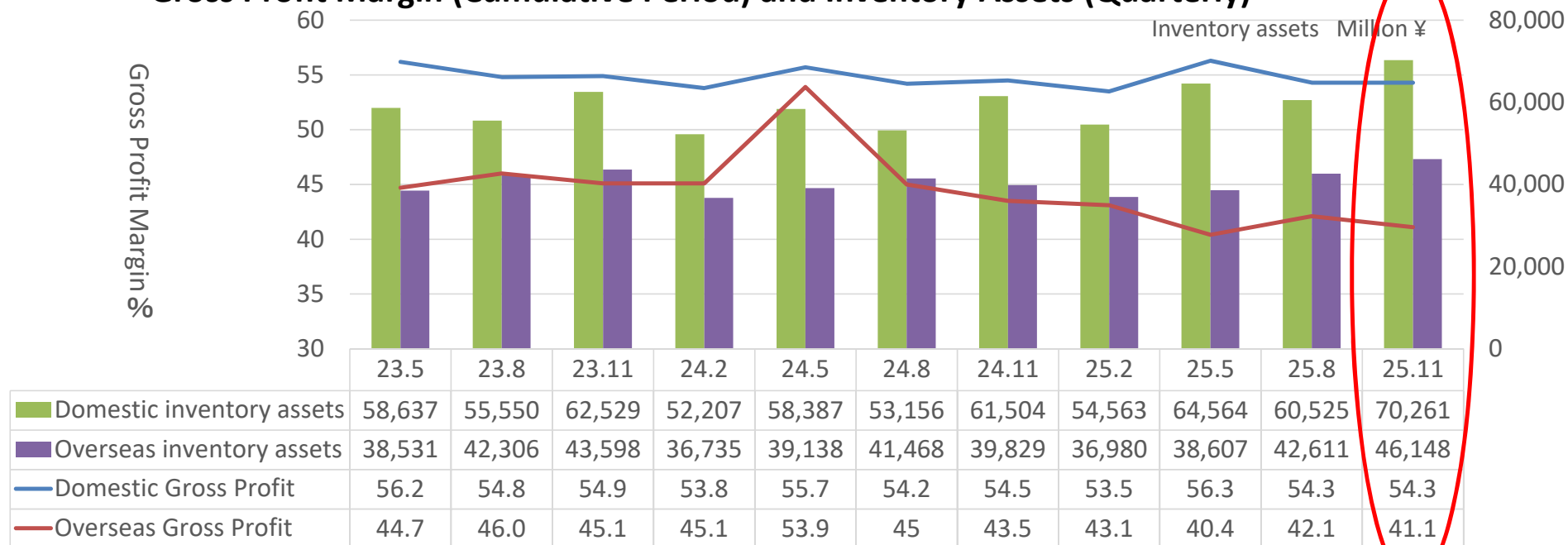
Apparel & Other Sales were ¥20.5 billion (up 17.7% YoY)

Non-Consolidated: Kids Sales Share increased by 0.8pt to 8.4%, Apparel & Other Sales Share increased by 0.8pt to 6.2%

# Consolidated Gross Profit Margin and Inventory

**ABC-MART**

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



Consolidated Gross Profit Margin: 51.1% (down 0.1pt YoY), 3M 50.4% (down 0.5pt YoY)

- Domestic: Gross margin 3M 54.2% (down 1.0pt). Strong sales of regularly priced items; markdowns brought forward for Black Friday.
- Overseas: Gross margin 3M 39.2% (down 1.3pt). Implemented promotional sales in South Korea, Taiwan, and the US as inflation countermeasures.

Consolidated Inventory: +¥15.0 billion YoY

- Increased inventory (Domestic +¥8.7B, Overseas +¥6.3B) due to expanded procurement.

# Consolidated SG&A Expenses

**ABC-MART**

	2025.11	2024.11	2025.11	2024.11	Increase/ Decrease
	YoY%	YoY%	Sales%	Sales%	
Consolidated Net Sales	+0.8	+9.8	100	100	+0.0
Total Consolidated SG&A	+2.4	+5.2	34.4	33.8	+0.6
Sales Promotion Expenses	-2.2	+1.1	1.9	1.9	+0.0
Distribution Expenses	-3.0	-4.9	1.9	1.9	+0.0
Personnel Expenses	+3.4	+5.5	12.1	11.8	+0.3
Rent for Office & Stores	+2.9	+6.7	9.8	9.6	+0.2
Depreciation	+4.5	+4.3	1.6	1.5	+0.1

Total number of people	End of Current 3Q	End of Previous 3Q	Increase/Decrease
Consolidated	12,398	9,305	+3,093
Domestic	6,272	6,018	+254
Overseas	6,126	3,287	+2,839

※The substantial growth in our international business was mainly driven by the consolidation of a subsidiary with overseas production facilities.

**The SG&A Ratio was 34.4% (up 0.6pt YoY).**

- Advertising and distribution expenses were suppressed
- Personnel expenses increased due to rising wages.
- Settlement fees rose with increased cashless payments.
- Rent increased due to rising rent levels

# Non-Consolidated P/L Results for the Nine Months

**ABC-MART**

Amount (million JPY)	Current 3Q Actual	Sales Ratio	YoY		Previous 3Q Actual	Sales Ratio
			Amount	Ratio		
<b>Net Sales</b>	<b>196,849</b>	<b>100%</b>	+9,917	5.3%	186,932	100%
Gross Profit	<b>107,585</b>	<b>54.7%</b>	+5,008	4.9%	102,577	54.9%
SG&A Expenses	<b>65,430</b>	<b>33.2%</b>	+3,310	5.3%	62,120	33.2%
<b>Operating Profit</b>	<b>42,155</b>	<b>21.4%</b>	+1,698	4.2%	40,457	21.6%
Non-Operating Income/Exp	<b>2,983</b>	<b>1.5%</b>	+1,661	125.6%	1,322	0.7%
<b>Ordinary Profit</b>	<b>45,137</b>	<b>22.9%</b>	+3,358	8.0%	41,779	22.3%
Extraordinary Income/Exp	<b>-338</b>	<b>-0.2%</b>	+15	-	<b>-353</b>	-0.2%
Income before Tax	<b>44,799</b>	<b>22.8%</b>	+3,374	8.1%	41,425	22.2%
Corporate Tax, etc.	<b>14,335</b>	<b>7.3%</b>	+1,079	8.1%	13,256	7.1%
<b>Net Income</b>	<b>30,463</b>	<b>15.5%</b>	+2,294	8.1%	28,169	15.1%

Average number of shares outstanding during the period: 247,616,648 shares

Quarterly net income per share: Current 3Q: ¥123.03; Previous 3Q: ¥113.76

# Overseas Segment

**ABC-MART**

Unit: Million JPY		Domestic			Overseas			Adjustments		Consolidated		
		Current 3Q	Previous 3Q	YoY	Current 3Q	Previous 3Q	YoY	C.3Q	P.3Q	Current 3Q	Previous 3Q	YoY
Net Sales	Amount	203,451	192,548	5.7%	80,048	86,525	-7.5%	-4,214	-1,996	279,285	277,078	0.8%
	Ratio	72.8%	69.5%	-	28.7%	31.2%	-	-1.5%	-0.7%	100%	100%	-
Operating Profit	Amount	42,486	40,737	4.3%	4,194	7,323	-42.7%	-47	-60	46,633	48,001	-2.8%
	Ratio	91.1%	84.9%	-	9.0%	15.3%	-	-0.1%	-0.1%	100%	100%	-

P/L Exchange Rates South Korea: 100won=¥10.51 (Previous 3Q: ¥11.19) Taiwan: 1NT\$=¥4.75 ( Previous 3Q :¥4.71)  
US: 1\$=¥148.82 ( Previous 3Q: ¥150.61)

## South Korea

100WON=	¥10.51		¥11.19			(local currency basis)				
before consolidation adjustments	Current 3Q		Previous 3Q		YoY	Current 3Q		Previous 3Q		YoY
	\ Million	Ratio	\ Million	Ratio		KRW Million	Ratio	KRW Million	Ratio	
Net Sales	50,932	100%	54,853	100%	-7.1%	484,608	100%	490,203	100%	-1.1%
Gross Profit	21,233	41.7%	24,884	45.4%	-14.7%	202,035	41.7%	222,379	45.4%	-9.1%
SG&A Expenses	18,153	35.6%	19,797	36.1%	-8.3%	172,723	35.6%	176,923	36.1%	-2.4%
Operating Profit	3,080	6.0%	5,086	9.3%	-39.4%	29,311	6.0%	45,456	9.3%	-35.5%

**Taiwan** Net Sales ¥89 billion (up 0.1%), 1,893 million NT\$ in local currency.

**USA** Net Sales ¥19.7 billion (down 12.3%), 132 billion US\$ in local currency.

# Consolidated P/L Results for the Nine Months

**ABC-MART**

Amount (million JPY)	Current 3Q Actual	Sales Ratio	YoY		Previous 3Q Actual	Sales Ratio
			Amount	Ratio		
<b>Net Sales</b>	<b>279,285</b>	<b>100%</b>	2,207	0.8%	277,078	100%
Gross Profit	<b>142,582</b>	<b>51.1%</b>	850	0.6%	141,732	51.2%
SG&A Expenses	<b>95,948</b>	<b>34.4%</b>	2,217	2.4%	93,731	33.8%
<b>Operating Profit</b>	<b>46,633</b>	<b>16.7%</b>	-1,368	-2.8%	48,001	17.3%
Non-Operating Income/Exp	<b>3,089</b>	<b>1.1%</b>	1,462	89.9%	1,627	0.6%
<b>Ordinary Profit</b>	<b>49,722</b>	<b>17.8%</b>	94	0.2%	49,628	17.9%
Extraordinary Income/Exp	<b>-405</b>	<b>-0.1%</b>	-16	4.1%	-389	-0.1%
Income before Tax	<b>49,317</b>	<b>17.7%</b>	79	0.2%	49,238	17.8%
Corporate Tax, etc.	<b>15,451</b>	<b>5.5%</b>	498	3.3%	14,953	5.4%
Net income attributable to non-controlling interests	<b>165</b>	<b>0.1%</b>	34	26.3%	131	0.0%
<b>Quarterly net income attributable to owners of the parent company</b>	<b>33,700</b>	<b>12.1%</b>	-454	-1.3%	34,154	12.3%

Average number of shares outstanding during the period: 247,616,648 shares

Quarterly net income per share: Current 3Q: ¥136.10; Previous 3Q: ¥137.93

# Consolidated and Non-Consolidated B/S Results

**ABC-MART**

		Consolidated			Non-Consolidated		
	(End of November)	Current 3Q	Previous 3Q	Change	Current 3Q	Previous 3Q	Change
Current Assets		<b>341,468</b>	313,319	28,149	<b>266,562</b>	241,014	25,548
Cash and Deposits		<b>181,184</b>	173,986	7,198	<b>157,871</b>	148,537	9,334
Inventory		<b>116,409</b>	101,333	15,076	<b>67,444</b>	59,255	8,189
Fixed Assets		<b>108,371</b>	103,455	4,916	<b>104,023</b>	102,985	1,038
Tangible Fixed Assets		<b>55,225</b>	47,938	7,287	<b>40,212</b>	38,723	1,489
Intangible Fixed Assets		<b>3,519</b>	4,118	-599	<b>1,507</b>	2,045	-538
Other Investments		<b>49,626</b>	51,398	-1,772	<b>62,304</b>	62,216	88
Total Assets		<b>449,839</b>	416,775	33,064	<b>370,586</b>	344,000	26,586
Current Liabilities		<b>62,453</b>	57,671	4,782	<b>50,253</b>	46,745	3,508
Fixed Liabilities		<b>2,091</b>	1,712	379	<b>4,480</b>	4,220	260
Total Liabilities		<b>64,544</b>	59,383	5,161	<b>54,734</b>	50,965	3,769
Shareholders' Equity, etc.		<b>357,810</b>	330,733	27,077	<b>308,620</b>	286,293	22,327
Valuation and Translation Adjustments		<b>24,637</b>	24,390	247	<b>7,231</b>	6,741	490
Non-Controll in Interests		<b>2,847</b>	2,267	580			
Total Net Assets		<b>385,295</b>	357,391	27,904	<b>315,851</b>	293,034	22,817
Total Liabilities and Net Assets		<b>449,839</b>	416,775	33,064	<b>370,586</b>	344,000	26,586

# December Overview

**ABC-MART**

Unit:%		2025.12 YoY	2024.12 YoY
Existing Stores	Sales Growth Rate	-0.4	+10.9
	Customer Count	-4.7	+5.2
	Avg. Purchase Price	+4.5	+5.4
All Stores	Sales Growth Rate	+0.2	+11.0
	Customer Count	-4.4	+5.1
	Avg. Purchase Price	+4.7	+5.6
	New Stores Opened	3	2

- One less Sunday compared to the previous year.
- Customer traffic remained stagnant due to weekend rainfall.
- Collaboration sneakers, trendy boots, and apparel performed well. The Christmas shopping season and year-end sales in the latter half of the month were booming.
- Store openings: 3; Stores closed: 0

## Promotion Activities



# Sustainable Products 2025

**ABC-MART**

We are expanding our range of sustainable products.

**MERRELL**



**SALOMON**



**SKECHERS**



Details on our sustainability efforts are also available on our website.

The screenshot shows the ABC-MART website's Sustainability page. The left sidebar contains a menu with 'サステナビリティ' (Sustainability) highlighted. The main content area is titled 'サステナビリティ' and includes sections for 'サステナビリティへの取り組み' (Sustainability Initiatives), 'ガバナンス' (Governance), and 'リスク管理' (Risk Management). A red arrow points from the 'サステナビリティ' link in the sidebar to the main content area.

Click [this link](#) to access it.

