



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

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.

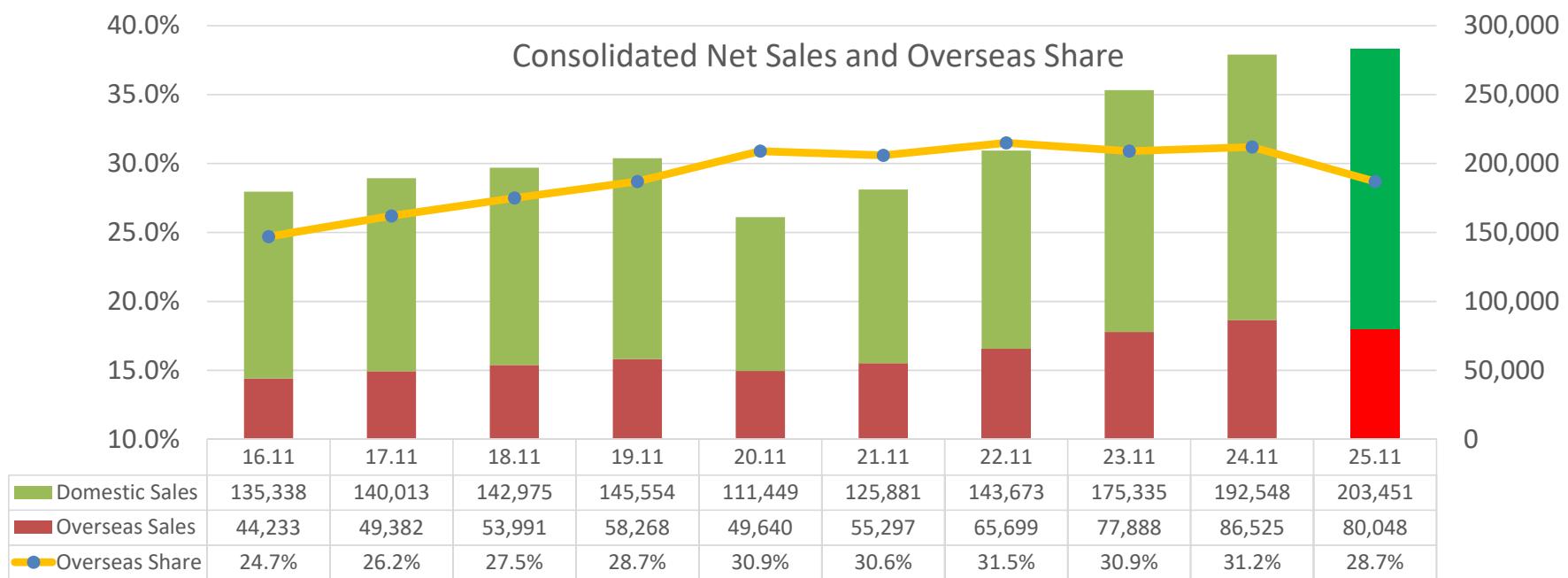
✓ **Consolidated Operating Income Margin: 16.7% (-0.6pt YoY)**

- 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】



ABC-MART

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



FUDGE



Collaborations with LEE and FUDGE for boots and loafers.



Product Launches

ABC-MART

【Leather boots】



**HAWKINS
BOOTS COLLECTION**

そのままの自分に、ちょうどいい。 Hawkins



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
Domestic Stores	1,099(18)	30(3)	16	1,113(21)
SOUTH KOREA	326	21	25	322
TAIWAN	61	3	1	63
USA	8	0	1	7
VIETNAM	5	0	0	5
Overseas Stores	400	24	27	397
Group Stores	1,499	54	43	1,510

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

Store Portfolio Breakdown by Store Format



Domestic - Opening multi-format stores in large commercial facilities

Store Format		End of Previous 3Q	End of Current 3Q
ABC-MART	Grand Stage	108	126
	Premier Stage	14	11
	Mega Stage	10	8
	ABC-MART SPORTS	123	131
	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. 4th 2025)





SOUTH KOREA

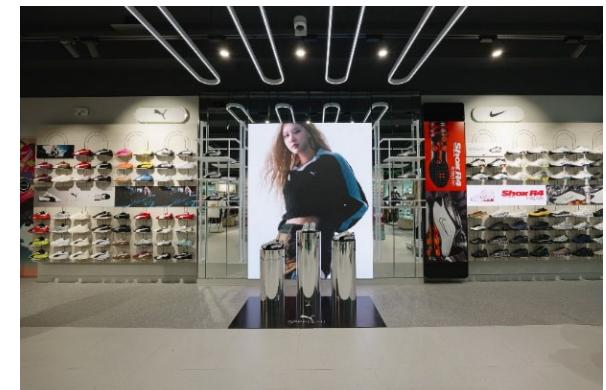
ABC
MART
GRAND
STAGE



ABC-MART Grand Stage Jeju Main Branch

(Opened Sep. 26th 2025)

Grand Stage4.0





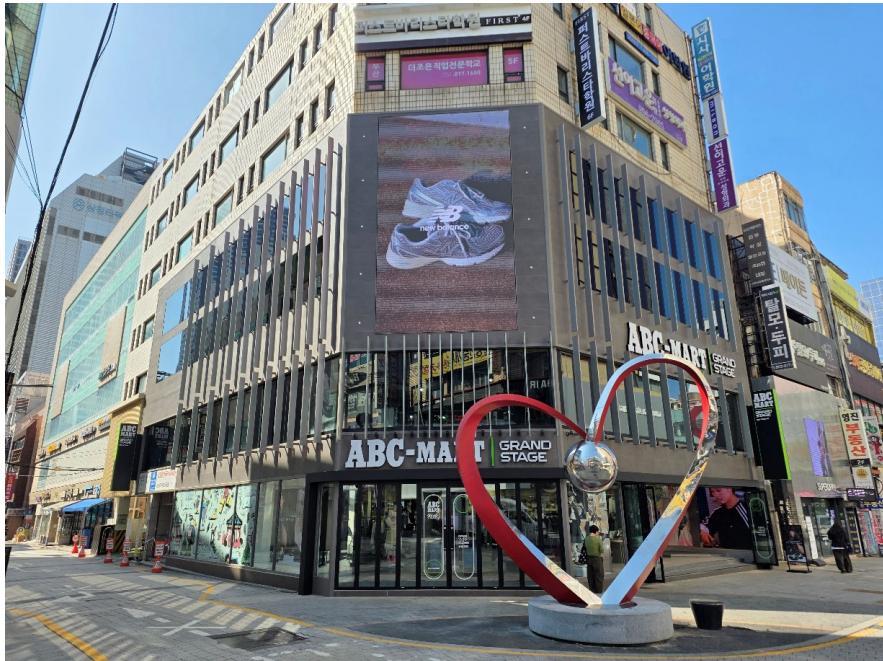
SOUTH KOREA

**ABC
MART**
GRAND
STAGE

ABC-MART Grand Stage Busan Seomyeon

(Opened Oct. 1st 2025)

Grand Stage4.0





PHILIPPINES

**ABC
MART**
GRAND
STAGE

ABC-MART Grand Stage BHS

(Opened Oct. 10th 2025)

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



“BHS” ⋯ Bonifacio High Street





PHILIPPINES

**ABC
MART**

ABC-MART MITSUKOSHI

(Opened Dec. 12th 2025)

Our second store in the Philippines.
(ABC-MART2.0)



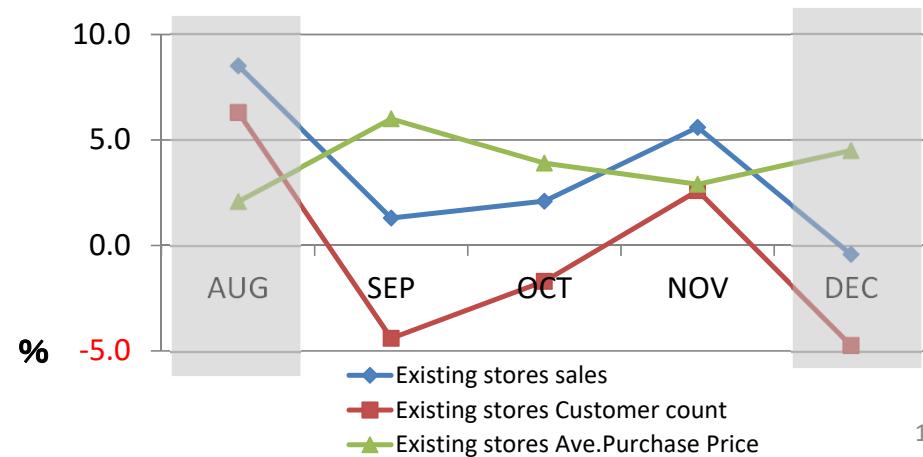
Store Sales Growth Rate (Domestic - ABC-MART only)

ABC-MART

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

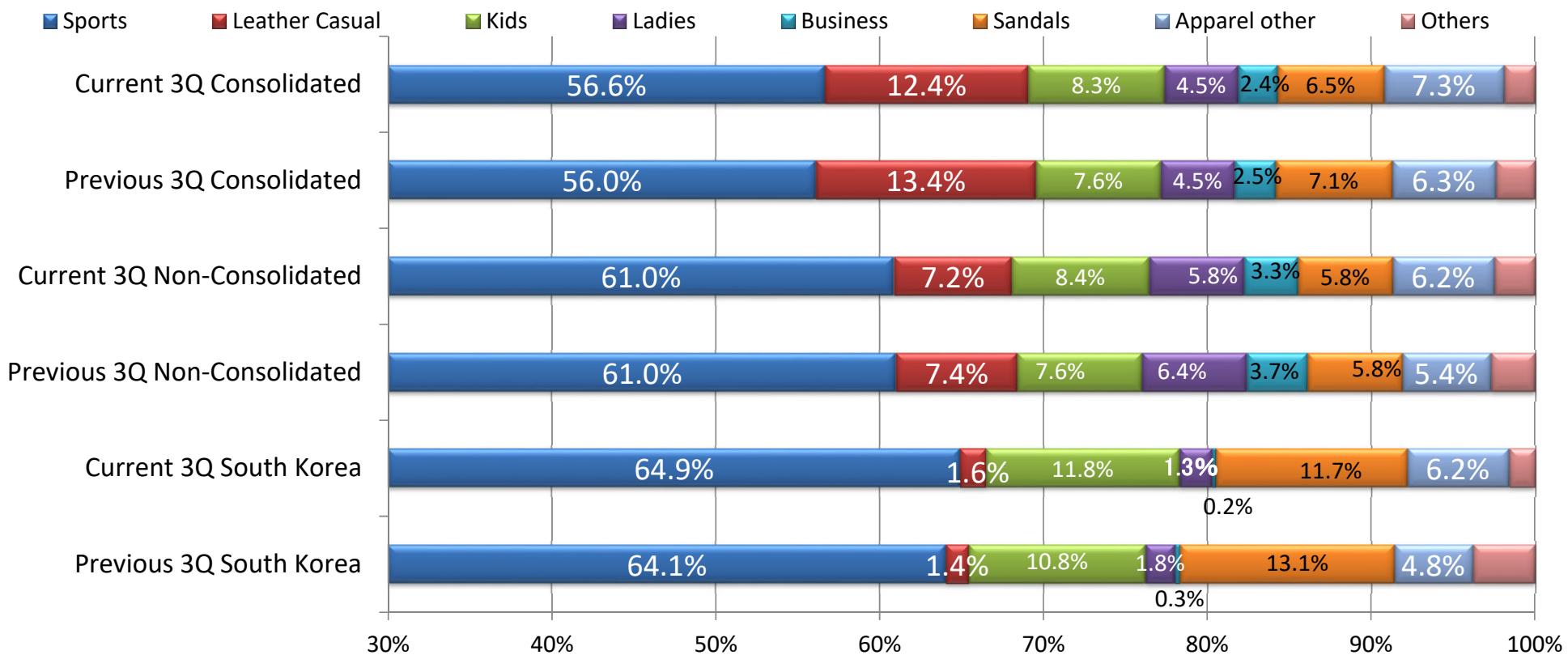
(Unit: %)		1Q	2Q	SEP	OCT	NOV	3Q	9M
Existing Stores	Sales	+5.8	+6.3	+1.3	+2.1	+5.6	+3.2	+5.1
	Customer Count	+2.4	+4.6	-4.4	-1.7	+2.6	-1.0	+2.1
	Average Purchase Price	+3.3	+1.6	+6.0	+3.9	+2.9	+4.2	+3.0
All Stores	Sales	+6.3	+6.3	+1.1	+2.8	+6.7	+3.8	+5.5
	Customer Count	+2.4	+4.1	-4.8	-1.5	+3.4	-0.7	+2.0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

- 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



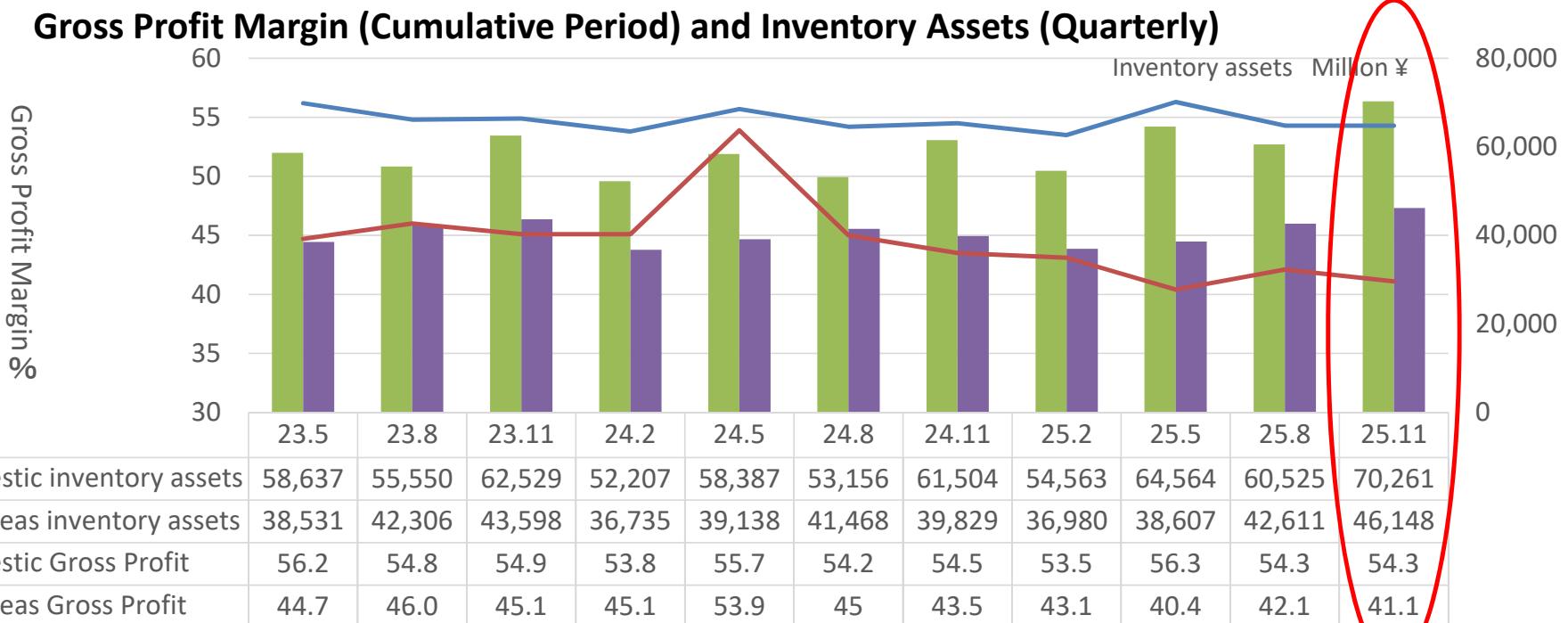
Consolidated: Sports Sales were ¥158.1 billion (up 2.0% YoY), Kids Sales reached ¥23.1 billion (up 10.1% YoY)

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%⁴

Consolidated Gross Profit Margin and Inventory

ABC-MART



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		
Net Sales	196,849	100%	+9,917	5.3%	186,932	100%
Gross Profit	107,585	54.7%	+5,008	4.9%	102,577	54.9%
SG&A Expenses	65,430	33.2%	+3,310	5.3%	62,120	33.2%
Operating Profit	42,155	21.4%	+1,698	4.2%	40,457	21.6%
Non-Operating Income/Exp	2,983	1.5%	+1,661	125.6%	1,322	0.7%
Ordinaty Profit	45,137	22.9%	+3,358	8.0%	41,779	22.3%
Extraordinary Income/Exp	-338	-0.2%	+15	-	-353	-0.2%
Income before Tax	44,799	22.8%	+3,374	8.1%	41,425	22.2%
Corporate Tax, etc.	14,335	7.3%	+1,079	8.1%	13,256	7.1%
Net Income	30,463	15.5%	+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		YoY	(local currency basis)				YoY		
before consolidation adjustments		Current 3Q		Previous 3Q			Current 3Q		Previous 3Q				
		\ 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		
Net Sales	279,285	100%	2,207	0.8%	277,078	100%
Gross Profit	142,582	51.1%	850	0.6%	141,732	51.2%
SG&A Expenses	95,948	34.4%	2,217	2.4%	93,731	33.8%
Operating Profit	46,633	16.7%	-1,368	-2.8%	48,001	17.3%
Non-Operating Income/Exp	3,089	1.1%	1,462	89.9%	1,627	0.6%
Ordinary Profit	49,722	17.8%	94	0.2%	49,628	17.9%
Extraordinary Income/Exp	-405	-0.1%	-16	4.1%	-389	-0.1%
Income before Tax	49,317	17.7%	79	0.2%	49,238	17.8%
Corporate Tax, etc.	15,451	5.5%	498	3.3%	14,953	5.4%
Net income attributable to non-controlling interests	165	0.1%	34	26.3%	131	0.0%
Quarterly net income attributable to owners of the parent company	33,700	12.1%	-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

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

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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 Investor Relations page. A red arrow points from the 'Sustainability' section on the left to the 'Corporate Governance' section on the right. The 'Sustainability' section includes links to environmental, social, and governance (ESG) reports. The 'Corporate Governance' section includes links to the company's history, board of directors, and executive compensation.

サステナビリティ

サステナビリティへの取り組み

ABCカードの環境・社会に関する取り組み、およびコーポレート・ガバナンスに関する情報を紹介します。

ガバナンス

当社グループは、軸を中心とする「ライフスタイル創業企業」として、お客様にご満足いただける商品やサービスの提供を通じて、当社グループの持続的な成長が社会貢献に繋がるような世界、具体的には、ファンションを通じて様々な人が集まり地域社会が活性化されるような世界を目指しております。

当社グループでは、サステナビリティ関連のリスク及び機会を監視・管理するためのガバナンス体制として、経営層が行なう経営会議において各種規制とサステナビリティを巡る様々な課題について検討を行ない、業務執行部の監修下での、議題を経て各部門で実行しております。取締役会・監査役会は監修状況のモニタリングを行なっており、半期に一度、当社監修会合へ報告する体制を取ることによりリスクマネジメントの統制を行なっております。なお、当社代表取締役社長がサステナビリティ課題に関する監査判断の最終責任を負っております。

リスク管理

当社では、企業倫理本部がリスク監査機能を有する企業の内部統制を発展させリスクを適切に管理するため、「リスク管理規程」に基づき、監査機能を充実化する方針を取っています。

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

