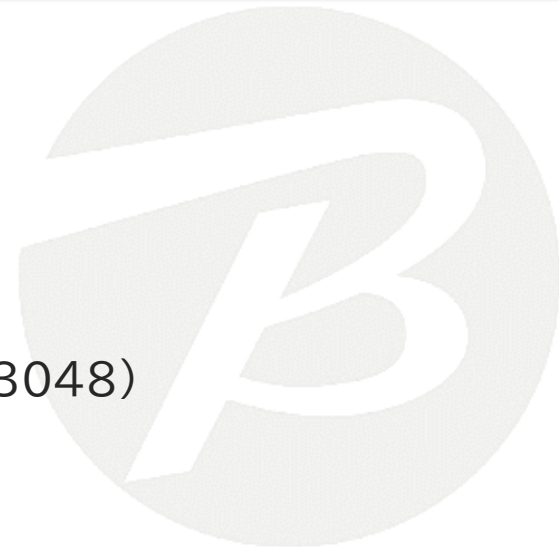


Supplementary material on Financial Results for the Third Quarter of FY2024

(September 1, 2023 – May 31, 2024)



(Tokyo Stock Exchange, Prime Market:3048)



Financial Results Highlights

〈Consolidated〉

(million yen, %)	FY2023 3Q (Sep. 2022 - May. 2023)		FY2024 3Q (Sep. 2023 - May. 2024)		
	Results	% of sales	Results	% of sales	YoY
Net sales	612,485	100.0	687,678	100.0	112.3
Gross profit	161,852	26.4	179,942	26.2	111.2
SG&A expenses	150,949	24.6	160,748	23.4	106.5
Personnel expenses	58,414	9.5	66,987	9.7	114.7
Advertising expenses	4,404	0.7	4,338	0.6	98.5
Logistics expenses	12,004	2.0	11,817	1.7	98.4
Utilities	4,226	0.7	3,409	0.5	80.7
Rent expenses	27,587	4.5	28,261	4.1	102.4
Depreciation	6,936	1.1	7,398	1.1	106.7
Other	37,376	6.1	38,534	5.6	103.1
Operating profit	10,902	1.8	19,194	2.8	176.1
Non-operating income	1,870	0.3	2,058	0.3	110.1
Non-operating expenses	375	0.1	534	0.1	142.2
Ordinary profit	12,397	2.0	20,719	3.0	167.1
Extraordinary income	89	0.0	154	0.0	171.3
Extraordinary losses	2,455	0.4	1,419	0.2	57.8
Profit before income taxes	10,032	1.6	19,454	2.8	193.9
Total income taxes	3,835	0.6	6,824	1.0	177.9
Profit attributable to non-controlling interests	1,579	0.3	2,074	0.3	131.3
Profit attributable to owners of parent	4,617	0.8	10,554	1.5	228.6

<Non-Consolidated> Financial Results Highlights

(million yen, %)	FY2023 3Q (Sep. 2022 – May. 2023)		FY2024 3Q (Sep. 2023 – May. 2024)		
	Results	% of sales	Results	% of sales	YoY
Net sales	320,645	100.0	335,717	100.0	104.7
Gross profit (Gross profit excluding wholesale sales)	76,274	23.8 25.2	81,125	24.2 25.3	106.4
SG&A expenses	75,991	23.7	75,909	22.6	99.9
Personnel expenses	24,472	7.6	25,990	7.7	106.2
Advertising expenses	2,059	0.6	2,326	0.7	113.0
Logistics expenses	9,001	2.8	9,082	2.7	100.9
Utilities	2,090	0.7	1,503	0.4	71.9
Rent expenses	16,469	5.1	15,993	4.8	97.1
Depreciation	4,859	1.5	4,742	1.4	97.6
Other	17,038	5.3	16,271	4.8	95.5
Operating profit	282	0.1	5,215	1.6	—
Non-operating income	2,464	0.8	4,634	1.4	188.0
Non-operating expenses	137	0.0	175	0.1	127.3
Ordinary profit	2,610	0.8	9,675	2.9	370.7
Extraordinary income	—	—	130	0.0	—
Extraordinary losses	2,396	0.7	1,767	0.5	73.8
Profit before income taxes	213	0.1	8,038	2.4	—
Total income taxes	601	0.2	2,084	0.6	346.6
Profit income	(387)	(0.1)	5,953	1.8	—

Group companies①

(million yen, %)	Kojima					Nippon BS Broadcasting (Non-Consolidated)				
	FY2023 3Q (Sep.2022 - May.2023)		FY2024 3Q (Sep.2023 - May.2024)			FY2023 3Q (Sep.2022 - May.2023)		FY2024 3Q (Sep.2023 - May.2024)		
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY
Net sales	201,452	100.0	198,709	100.0	98.6	8,617	100.0	8,481	100.0	98.4
Gross profit	53,054	26.3	54,103	27.2	102.0	4,201	48.8	4,037	47.6	96.1
SG&A expenses	49,807	24.7	49,601	25.0	99.6	2,539	29.5	2,476	29.2	97.5
Operating profit	3,247	1.6	4,502	2.3	138.7	1,661	19.3	1,561	18.4	94.0
Non-operating income	294	0.1	281	0.1	95.8	1	0.0	7	0.1	379.4
Non-operating expenses	76	0.0	94	0.0	123.9	0	0.0	—	—	—
Ordinary profit	3,464	1.7	4,689	2.4	135.3	1,663	19.3	1,568	18.5	94.3
Extraordinary income	65	0.0	11	0.0	18.0	—	—	—	—	—
Extraordinary losses	43	0.0	66	0.0	150.2	—	—	—	—	—
Profit before income taxes	3,485	1.7	4,635	2.3	133.0	1,663	19.3	1,568	18.5	94.3
Profit income	2,168	1.1	3,252	1.6	150.0	1,148	13.3	1,083	12.8	94.3

Group companies②

(million yen, %)	Sofmap					Ranet					TDmobile	
	FY2023 3Q		FY2024 3Q			FY2023 3Q		FY2024 3Q			FY2024 3Q	
	Results	% of sales	Results	% of sales	YoY	Results	% of sales	Results	% of sales	YoY	Results	% of sales
Net sales	30,547	100.0	32,123	100.0	105.2	79,485	100.0	93,140	100.0	117.2	53,878	100.0
Gross profit	8,739	28.6	8,580	26.7	98.2	15,810	19.9	17,269	18.5	109.2	10,815	20.1
SG&A expenses	8,241	27.0	7,920	24.7	96.1	11,392	14.3	12,395	13.3	108.8	9,034	16.8
Operating profit	498	1.6	660	2.1	132.4	4,417	5.6	4,874	5.2	110.3	1,781	3.3
Non-operating income	317	1.0	250	0.8	78.7	45	0.1	78	0.1	171.4	16	0.0
Non-operating expenses	19	0.1	28	0.1	145.2	33	0.0	163	0.2	485.4	75	0.1
Ordinary profit	796	2.6	881	2.7	110.7	4,429	5.6	4,789	5.1	108.1	1,722	3.2
Extraordinary income	—	—	—	—	—	19	0.0	7	0.0	38.9	2	0.0
Extraordinary losses	0	0.0	0	0.0	110.4	10	0.0	90	0.1	859.5	3	0.0
Profit before income taxes	795	2.6	880	2.7	110.7	4,438	5.6	4,706	5.1	106.0	1,721	3.2
Profit income	1,450	4.7	555	1.7	38.3	2,975	3.7	3,148	3.4	105.8	1,189	2.2

【Bic Life Solution Inc.】

Operating loss for FY2024 3Q:0.9 billion yen (decreased 0.07 billion yen from the previous year)

Note: TDmobile's operating profit and ordinary profit for FY2024/8 are projected after amortization of goodwill (0.4 billion yen).

〈Consolidated〉 Balance Sheet

(million yen)	As of Aug 31, 2023	As of May 31, 2024	Amount of increase	As of May 31, 2023
Total current assets	247,245	285,232	37,987	263,592
Cash and deposits	75,135	79,100	3,965	75,868
Merchandise and finished goods	105,260	123,860	18,600	121,830
Total property, plant and equipment	83,104	82,770	(333)	88,265
Total Intangible assets	31,990	40,442	8,451	31,193
Total investments and other assets	87,500	92,680	5,180	86,676
Total non-current assets	202,595	215,893	13,298	206,135
Total assets	449,840	501,126	51,285	469,727
Total current liabilities	204,862	241,696	36,833	220,521
Interest bearing debt	98,852	103,928	5,075	109,254
Total non-current liabilities	68,593	71,611	3,017	73,846
Interest bearing debt	24,712	26,092	1,379	28,807
Total liabilities	273,456	313,307	39,850	294,367
Total net assets	176,383	187,819	11,435	175,360
Total liabilities and net assets	449,840	501,126	51,285	469,727

<Consolidated> Sales by Product line

(million yen, %)	FY2023 3Q (Sep. 2022 – May. 2023)		FY2024 3Q (Sep. 2023 – May. 2024)		
	Results	% of sales	Results	% of sales	YoY
Audio visual products	85,884	14.0	88,713	12.9	103.3
Cameras	19,357	3.2	23,741	3.5	122.7
TVs	29,009	4.7	26,328	3.8	90.8
Audios	8,188	1.3	7,609	1.1	92.9
Home appliances	185,377	30.3	184,019	26.8	99.3
Refrigerators	27,657	4.5	27,254	3.9	98.5
Washing machines	31,826	5.2	30,373	4.4	95.4
Kitchen appliances	24,410	4.0	25,211	3.7	103.3
Seasonal home electronics	35,118	5.7	32,893	4.8	93.7
Personal care electronics	32,433	5.3	35,529	5.2	109.5
Information communications equipment Products	202,015	33.0	253,147	36.8	125.3
PCs	48,911	8.0	44,167	6.4	90.3
PC peripherals	21,839	3.6	20,434	3.0	93.6
Cellular phones	95,912	15.6	147,668	21.5	154.0
Other products	129,432	21.1	152,160	22.1	117.6
Video Games	37,453	6.1	32,194	4.7	86.0
Watches	8,758	1.4	10,708	1.5	122.3
Used PCs, Used Smartphone	21,185	3.4	23,563	3.4	111.2
Sporting goods	7,913	1.3	8,029	1.2	101.5
Toys	10,875	1.8	12,724	1.8	117.0
Glasses and Contact lenses	3,444	0.6	3,697	0.5	107.3
Liquors and Soft drinks	4,706	0.8	5,910	0.9	125.6
Medicine and Daily goods	8,536	1.4	10,886	1.6	127.5
Retail goods sales	602,709	98.4	678,041	98.6	112.5
BS digital broadcasting business	8,548	1.4	8,439	1.2	98.7
Other business	1,227	0.2	1,197	0.2	97.6
Total	612,485	100.0	687,678	100.0	112.3

<Consolidated> Earnings forecast (upward revision) and dividend forecast (increase)

単位:百万円, %	Full-year				
	FY2023	FY2024	FY2024		
	Results	Previous forecast	Revised forecast	YoY	vs. Previous forecast
Net sales	815,560	904,000	916,000	112.3	101.3
Operating profit	14,215	19,500	22,500	158.3	115.4
Ordinary profit	16,566	21,400	24,600	148.5	115.0
Profit attributable to owners of parent	2,936	8,800	10,000	340.5	113.6

		FY2019	FY2020	FY2021	FY2022	FY2023	FY2024 (Previous forecast)	FY2024 (Revised Forecast)
Dividends per Share (yen)	Total	20	13	15	15	15	21	24
	1H	10	10	5	5	5	9	9
	2H	10	3	10	10	10	12	15
Total cash dividends (million yen)		3,543	2,287	2,639	2,580	2,567	—	—
Payout ratio (%)		25.3	42.0	30.1	45.2	87.4	40.9	41.1
Ratio of dividends to net assets (%)		2.7	1.7	1.9	1.9	1.9	—	—

This document mentions future prospects on our business operations and industry trends based on our current plans, estimates, possibilities or expectations.

Expressions of these future prospects are associated with various risks and uncertainties. Already known or unknown risks, uncertainties and other factors may cause different outcomes from the matters included in the expressions for future prospects. We cannot promise that our expressions and expectations for future prospects will be correct, and outcomes may be substantially different from the future prospects.

Expressions relating to future prospects in this document were made as of July 12 2024 based on the information available as of July 12 2024, and expressions for future prospects are not to be updated or changed to reflect future incidents and situations.

July, 2024
BicCamera Inc.

