

BOOKOFF GROUP HOLDINGS

Supplementary Financial Data for the Third Quarter of the Fiscal Year Ending May 2024 (3Q FY5/2024)

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BOOKOFF GROUP HOLDINGS LIMITED

Securities code: 9278

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- ◆ In the fiscal year ending May 2024, the first year of the medium-term management policies, the company will focus on securing and developing human resources for the expansion of businesses with growth potential. We will continue to aggressively open new stores in each of our segments.
- ◆ Net sales increased year-on-year in each business segment, reaching 82,388 million yen (109.3% y-o-y) in the first nine months. Ordinary profit was 3,074 million yen (112.5% y-o-y) in the first nine months, thanks to increased profits in BOOKOFF operations in Japan and Overseas business, despite an increase in company-wide costs.
- ◆ Net sales exceeded expectations in each business segment. In BOOKOFF operations in Japan, in particular, net sales at existing stores in the third quarter were much higher than expected.
- ◆ The Company has revised upward its previous forecasts for consolidated net sales and each profit for the full year, considering the strong performance in the third quarter, the delay in cost manifestation due to the delay in large IT investments, and the outlook for the fourth quarter.

Consolidated Statement of Income

BOOKOFF GROUP HOLDINGS

(Million yen)

	3Q FY5/2023 (Jun. 1, 2022 – Feb. 28, 2023)	% to net sales	3Q FY5/2024 (Jun. 1, 2023 – Feb. 29, 2024)	% to net sales	YoY change (Amount)	YoY change (%)
Net sales	75,407	-	82,388	-	+6,980	109.3%
Gross profit	43,228	57.3%	46,513	56.5%	+3,284	107.6%
SG&A expenses	40,817	54.1%	43,757	53.1%	+2,939	107.2%
Operating profit	2,411	3.2%	2,755	3.3%	+344	114.3%
Non-operating income	467	0.6%	483	0.6%	+16	103.6%
Non-operating expenses	145	0.2%	165	0.2%	+19	113.2%
Ordinary profit	2,732	3.6%	3,074	3.7%	+342	112.5%
Extraordinary income	3	0.0%	94	0.1%	+90	2432.9%
Extraordinary losses	183	0.2%	112	0.1%	(71)	61.2%
Profit before income taxes	2,552	3.4%	3,056	3.7%	+504	119.7%
Income taxes-current	566	0.8%	1,046	1.3%	+480	184.9%
Profit attributable to non-controlling interests	98	0.1%	96	0.1%	(2)	97.3%
Profit attributable to owners of parent	1,887	2.5%	1,913	2.3%	+26	101.4%

BOOKOFF operations in Japan

Net sales for the first nine months were 73,130 million yen (108.1% y-o-y), and segment profit was 3,760 million yen (118.7% y-o-y). This was due to higher net sales YoY at directly operated existing stores of trading cards/hobby goods, apparel, jewelry/watches/high-end brand bags, and home appliances/smart phones and others.

Premium services business

Net sales for the first nine months were 4,974 million yen (117.0% y-o-y), mainly due to an increase in purchase volume y-o-y.

On the other hand, segment profit was 323 million yen (97.5% y-o-y), due to a lower gross profit margin resulting from a higher percentage of precious metals and the expansion of the workforce in advance of business growth.

Overseas business

Net sales for the first nine months were 3,424 million yen (115.1% y-o-y) and segment profit was 604 million yen (117.3% y-o-y), thanks to the contribution from the opening of new “BOOKOFF” stores in the United States and “Jalan Jalan Japan” stores in Malaysia.

(Million yen)

Business Segment		3Q FY5/2023 (Jun. 1, 2022 – Feb. 28, 2023)	3Q FY5/2024 (Jun. 1, 2023 – Feb. 29, 2024)	YoY change (Amount)	YoY change (%)
BOOKOFF operations in Japan	Net sales	67,656	73,130	+5,474	108.1%
	Segment profit	3,168	3,760	+591	118.7%
Premium services business	Net sales	4,253	4,974	+721	117.0%
	Segment profit	332	323	(8)	97.5%
Overseas business	Net sales	2,974	3,424	+450	115.1%
	Segment profit	515	604	+89	117.3%
Other	Net sales	523	857	+334	163.8%
	Segment profit	(86)	(132)	(45)	-
Adjustment (Corporate)	Segment profit	(1,197)	(1,482)	(285)	-
Consolidated total	Net sales	75,407	82,388	+6,980	109.3%
	Ordinary profit	2,732	3,074	+342	112.5%

※ From the first quarter of the current financial year, the reporting segments have been reclassified. Figures for the previous year have been reclassified to the new segment classifications from the current year.

FY5/2024 Quarterly YoY Comparison

	1Q	2Q	1H	3Q	3Q (First nine months)	4Q	FY5/2024
Net sales	109.5%	104.3%	106.8%	106.0%	106.5%		
number of customers	103.7%	103.0%	103.4%	104.1%	103.6%		
Purchase Amount	110.3%	105.5%	107.7%	103.7%	106.3%		
number of customers for purchase	99.9%	102.2%	101.1%	104.6%	102.3%		

(Reference.) FY5/2023 Quarterly YoY Comparison










	1Q	2Q	1H	3Q	3Q (First nine months)	4Q	FY5/2023
Net sales	109.3%	113.2%	111.2%	109.5%	110.6%	111.7%	110.9%
number of customers	103.5%	103.1%	103.3%	104.0%	103.5%	104.2%	103.7%
Purchase Amount	111.0%	119.3%	115.3%	121.5%	117.4%	113.3%	116.3%
number of customers for purchase	102.8%	101.0%	101.9%	103.1%	102.3%	102.1%	102.2%

Product name	Net sales				Purchase Amount			
	3Q period		First nine months		3Q period		First nine months	
	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales
Books	100.0%	23.8%	98.2%	23.7%	102.1%	16.6%	101.1%	15.8%
Software Media (CDs,DVDs and games)	103.1%	23.7%	101.0%	24.1%	85.0%	24.9%	87.7%	24.7%
Apparel	111.9%	11.2%	114.6%	11.5%	122.3%	9.9%	122.5%	9.5%
Jewelry/watches/high-end brand bags	113.6%	8.5%	115.8%	8.9%	127.4%	14.9%	119.8%	15.0%
Trading cards/hobby goods	107.3%	18.8%	116.0%	19.0%	105.6%	22.7%	118.2%	24.2%
Home appliances/smart phones	115.2%	4.9%	110.9%	4.8%	113.8%	5.8%	114.4%	5.9%
Sporting and outdoor goods	107.7%	4.4%	107.9%	3.7%	116.3%	4.1%	112.6%	3.8%
Other	112.6%	4.7%	107.2%	4.3%	114.0%	1.1%	112.7%	1.1%

New Store Openings for the Group ①


BOOKOFF operations in Japan

(1tsubo=3.31 square meters)

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space
Directly operated	Yoshizuya Shin Inazawa store		Jul. 28, 2023	Inazawa City, Aichi Prefecture	295 tsubo
Directly operated	Hitachi Ekimae store		Sep. 07, 2023	Hitachi City, Ibaraki Prefecture	474 tsubo
Directly operated	DCM Kamiiso store		Sep. 08, 2023	Hokuto City, Hokkaido	279 tsubo
Directly operated	Musashi Koganei store		Oct. 06, 2023	Koganei City, Tokyo	250 tsubo
Directly operated	AEON Hashimoto store		Oct. 27, 2023	Sagamihara City, Kanagawa Prefecture	293 tsubo
Directly operated	AEON MALL Omuta store		Nov. 11, 2023	Omuta City, Fukuoka Prefecture	269 tsubo
Directly operated	Ito-Yokado Mizonokuchi store		Nov. 17, 2023	Kawasaki City, Kanagawa Prefecture	296 tsubo
Directly operated	AEON MALL Kusatsu store		Nov. 22, 2023	Kusatsu City, Shiga Prefecture	41 tsubo
Directly operated	AEON MALL Suzuka store		Nov. 24, 2023	Suzuka City, Mie Prefecture	44 tsubo




New Store Openings for the Group ②

Premium services business

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space
Directly operated	Iyotetsu Takashimaya store		Feb. 15, 2024	Matsuyama City, Ehime Prefecture	-

Overseas business

(1tsubo=3.31 square meters)

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space
Franchised	Gallereya Mall store		Sep. 30, 2023	Republic of Kazakhstan	250 tsubo
Directly operated	IRVINE store		Nov. 29, 2023	United States of America	20 tsubo
Directly operated	AEON MALL Bukit Raja store		Nov. 30, 2023	Malaysia	573 tsubo

*Since the fiscal year end of overseas subsidiaries differs from the consolidated accounting period, "Jalan Jalan Japan" shows stores opened from April to December 2023, and "BOOKOFF USA" shows stores opened from March to November 2023.

Number of Group Stores

Year and month of operation		Year 2023					Year 2024						
		Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
BOOKOFF operations in Japan total		756	756	756	758	756	760	760	758	757			
BOOKOFF operations in Japan	Directly operated	384	385	385	388	386	390	392	390	389			
	Franchised	372	371	371	370	370	370	368	368	368			
Premium services business		41	41	41	41	41	41	41	41	42			
Overseas business total		26	26	26	26	26	27	27	28	29			
Overseas business	Directly operated	21	21	21	21	21	21	21	22	23			
	Franchised	5	5	5	5	5	6	6	6	6			
Other		4	4	4	4	4	4	4	4	4			
Group total		827	827	827	829	827	832	832	831	832			

*Number of stores in the current consolidated accounting period because the fiscal year end of overseas subsidiaries differs from the consolidated fiscal year end.

(Million yen)

	FY5/2023 Result	FY5/2024 Previous Forecast	FY5/2024 Revised Forecast	Change (amount)	Change (%)
Net sales	101,843	106,000	111,000	+5,000	104.7%
Operating profit	2,578	2,600	3,200	+600	123.1%
Ordinary profit	3,040	3,000	3,600	+600	120.0%
Profit attributable to owners of parent	2,769	1,600	2,100	+500	131.3%
Dividend per share	25yen	25yen	25yen	-	100.0%

- ✓ In the fiscal year ending May 2024, the first year of the medium-term management policies, the company will focus on securing and developing human resources for the expansion of businesses with growth potential.
- ✓ Net sales exceeded expectations in each business segment. In BOOKOFF operations in Japan, in particular, net sales at existing stores in the third quarter were much higher than expected.
- ✓ The Company has revised upward its previous forecasts for consolidated net sales and each profit for the full year, considering the strong performance in the third quarter, the delay in cost manifestation due to the delay in large IT investments, and the outlook for the fourth quarter.
- ✓ Plan to pay a year-end dividend of 25 yen per share.

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