

BOOKOFF GROUP HOLDINGS

Supplementary Financial Data for the First Quarter of the Fiscal Year Ending May 2025 (1Q FY5/2025)

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BOOKOFF GROUP HOLDINGS LIMITED

Securities code: 9278

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- ◆ In the second year of the medium-term management policies, the fiscal year ending May 2025, we will continue to open new stores in each business and net sales will continue. Despite an increase in expenses such as amortization costs due to large IT investments released in the previous term and personnel costs in each business, we expect to see an increase in ordinary income due to new store openings in each business and growth in existing BOOKOFF operations in Japan.
- ◆ In the first quarter, net sales in each business exceeded the previous year's figures, and consolidated net sales for the first quarter were 28,292 million yen (108.1% y-o-y) . Consolidated ordinary profit was 1,194 million yen (227.9% y-o-y) due to factors such as increased profits from BOOKOFF operations in Japan.
- ◆ Profit attributable to owners of parent was 577 million yen (187.4% y-o-y), exceeding the previous year's figure.
- ◆ We will continue to open new stores in each business as planned, based on our medium-term management policies, and will continue to expand our business. On the other hand, in BOOKOFF operations in Japan, it is expected that expenses will be incurred from the second quarter onwards. This is because of the delay in implementing initiatives in response to the investigation by the Special Investigation Committee, and the costs involved in preventing a recurrence.

Consolidated Statement of Income

BOOKOFF GROUP HOLDINGS

	1Q FY5/2024 (Jun. 1, 2023 – Aug.31, 2023)	% to net sales	1Q FY5/2025 (Jun.1, 2024 – Aug.31, 2024)	% to net sales	YoY change (Amount)	YoY change (%)
Net sales	26,183	-	28,292	-	+2,108	108.1%
Gross profit	14,713	56.2%	16,214	57.3%	+1,500	110.2%
SG&A expenses	14,304	54.6%	15,101	53.4%	+797	105.6%
Operating profit	409	1.6%	1,112	3.9%	+703	271.9%
Non-operating income	166	0.6%	178	0.6%	+11	106.9%
Non-operating expenses	51	0.2%	96	0.3%	+44	184.9%
Ordinary profit	524	2.0%	1,194	4.2%	+670	227.9%
Extraordinary income	-	-	-	-	-	-
Extraordinary losses	24	0.1%	22	0.1%	(1)	92.5%
Profit before income taxes	500	1.9%	1,172	4.1%	+671	234.2%
Income taxes-current	170	0.7%	556	2.0%	+385	326.6%
Profit attributable to non-controlling interests	21	0.1%	37	0.1%	+16	173.5%
Profit attributable to owners of parent	308	1.2%	577	2.0%	+269	187.4%

BOOKOFF operations in Japan

Net sales in the first quarter were 24,794 million yen (106.9% y-o-y), and segment profit was 1,431 million yen (179.2% y-o-y), as sales of apparel, trading cards and hobby items, home appliances and mobile phones, and books at directly operated existing stores exceeded the previous year's figures.

Premium services business

Net sales for the first quarter were 1,766 million yen (106.1% y-o-y), as the purchase amount exceeded the previous year's level due to new store openings in previous years.

Segment profit was 31 million yen (27.3% y-o-y) due to factors such as increased expenses associated with new store openings and the expansion of personnel to support business growth.

Overseas business

At BOOKOFF stores in the United States and Jalan Jalan Japan stores in Malaysia, net sales for the first quarter were 1,398 million yen (132.2% y-o-y) and segment profit was 269 million yen (162.0% y-o-y), due to the contribution of new store openings and growth at existing stores in the previous fiscal year.

Results by Segment

(Million yen)

Business Segment		1Q FY5/2024 (Jun.1, 2023 – Aug.31, 2023)	1Q FY5/2025 (Jun.1, 2024 – Aug.31, 2024)	YoY change (Amount)	YoY change (%)
BOOKOFF operations in Japan	Net sales	23,201	24,794	+1,592	106.9%
	Segment profit	799	1,431	+632	179.2%
Premium services business	Net sales	1,664	1,766	+101	106.1%
	Segment profit	114	31	(83)	27.3%
Overseas business	Net sales	1,057	1,398	+340	132.2%
	Segment profit	166	269	+103	162.0%
Other businesses	Net sales	259	333	+74	128.6%
	Segment profit	(45)	(51)	(5)	-
Adjustment (Corporate)	Segment profit	(510)	(486)	+23	-
Consolidated total	Net sales	26,183	28,292	+2,108	108.1%
	Ordinary profit	524	1,194	+670	227.9%

FY5/2025 Quarterly YoY Comparison

	1Q	2Q	1H	3Q	3Q (First nine months)	4Q	FY5/2025
Net sales	105.5%						
number of customers	103.9%						
Purchase Amount	90.9%						
number of customers for purchase	97.8%						

(Reference.) 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%	106.3%	106.5%
number of customers	103.7%	103.0%	103.4%	104.1%	103.6%	104.4%	103.8%
Purchase Amount	110.3%	105.5%	107.7%	103.7%	106.3%	103.3%	105.5%
number of customers for purchase	99.9%	102.2%	101.1%	104.6%	102.3%	103.1%	102.5%

Product name	Net sales				Purchase Amount			
	1Q period		First three months		1Q period		First three months	
	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales	YoY change	% to net sales
Books	103.4%	23.4%	103.4%	23.4%	97.9%	15.9%	97.9%	15.9%
Software Media (CDs,DVDs and games)	100.8%	23.1%	100.8%	23.1%	91.7%	23.8%	91.7%	23.8%
Apparel	110.8%	10.8%	110.8%	10.8%	101.1%	9.0%	101.1%	9.0%
Jewelry/watches/high-end brand bags	105.6%	9.0%	105.6%	9.0%	99.0%	15.6%	99.0%	15.6%
Trading cards/hobby goods	104.1%	20.4%	104.1%	20.4%	76.5%	24.5%	76.5%	24.5%
Home appliances/smart phones	117.6%	5.3%	117.6%	5.3%	100.6%	6.1%	100.6%	6.1%
Sporting and outdoor goods	117.4%	3.5%	117.4%	3.5%	102.8%	4.0%	102.8%	4.0%
Other	114.9%	4.5%	114.9%	4.5%	96.6%	1.2%	96.6%	1.2%

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	Jumbo Square KASHIBA Store		May. 22, 2024 *	Kashiba City, Nara Prefecture	217 tsubo
Directly operated	Ito-Yokado Higashimurayam Store		Jul. 12, 2024	Higashimurayama City, Tokyo	231 tsubo
Directly operated	ChaChaTown Kokura Store		Jul. 13, 2024	Kitakyushu City, Fukuoka Prefecture	277 tsubo


*BOOKOFF Jumbo Square Kashiba, which opened in March 2024, is treated as a new store for the first quarter of the term ending May 2025. The reason for this is that the fiscal year-end of domestic consolidated subsidiaries differs from the consolidated accounting period.

Premium services business

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space
Directly operated	Omiya Takashimaya Store		Jul. 11, 2024	Saitama City, Saitama Prefecture	-
Directly operated	Sakura-shinmachi Ekimae Store		Jul. 12, 2024	Setagaya Ward, Tokyo	-
Directly operated	Denenchofu Store		Aug.02, 2024	Ota Ward, Tokyo	-


Overseas business

(1tsubo=3.31 square meters)

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space
Directly operated	Berjaya Mega Mall Store		May. 23, 2024 *	Malaysia	563 tsubo

*As the fiscal year-end of overseas subsidiaries differs from the consolidated accounting period, “Jalan Jalan Japan” lists stores that opened between April 2024 and June 2024, and “BOOKOFF USA” lists stores that opened between March 2024 and May 2024.

Other businesses

Classification	Store Name	Store Packages	OPEN DATE	Location	Sales floor space
Directly operated	Naha Okiei Street Store		Jun. 14, 2024	Naha City, Okinawa Prefecture	87 tsubo

Number of Group Stores

Year and month of operation		Year 2024					Year 2025						
		Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May
BOOKOFF operations in Japan total		754	755	755									
BOOKOFF operations in Japan	Directly operated	386	388	388									
	Franchised	368	367	367									
Premium services business		45	47	48									
Overseas business total		30	31	31									
Overseas business	Directly operated	24	25	25									
	Franchised	6	6	6									
Other business		5	5	5									
Group total		834	838	839									

*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)

	FY5/2024 Result	FY5/2025 Forecast	Change (amount)	Change (%)
Net sales	111,657	120,000	+8,342	107.5%
Operating profit	3,051	3,500	+448	114.7%
Ordinary profit	3,448	3,800	+351	110.2%
Profit attributable to owners of parent	1,705	2,100	+394	123.2%
Dividend per share	25YEN	25YEN	-	100.0%

- ✓ In the second year of the medium-term management policies, the fiscal year ending May 2025, we will continue to open new stores in each business and net sales will continue to grow.
- ✓ Despite an increase in expenses such as amortization costs for large IT investments released in the previous term and personnel costs in each business, we expect to see an increase in ordinary income due to new store openings in each business and growth in existing BOOKOFF operations in Japan.
- ✓ Profit attributable to owners of parent is expected to increase due to the recording of an extraordinary loss of 550 million yen in the previous fiscal year, including an allowance for special investigation expenses, in addition to an increase in ordinary profit.
- ✓ Plan to pay a year-end dividend of 25 yen per share.

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